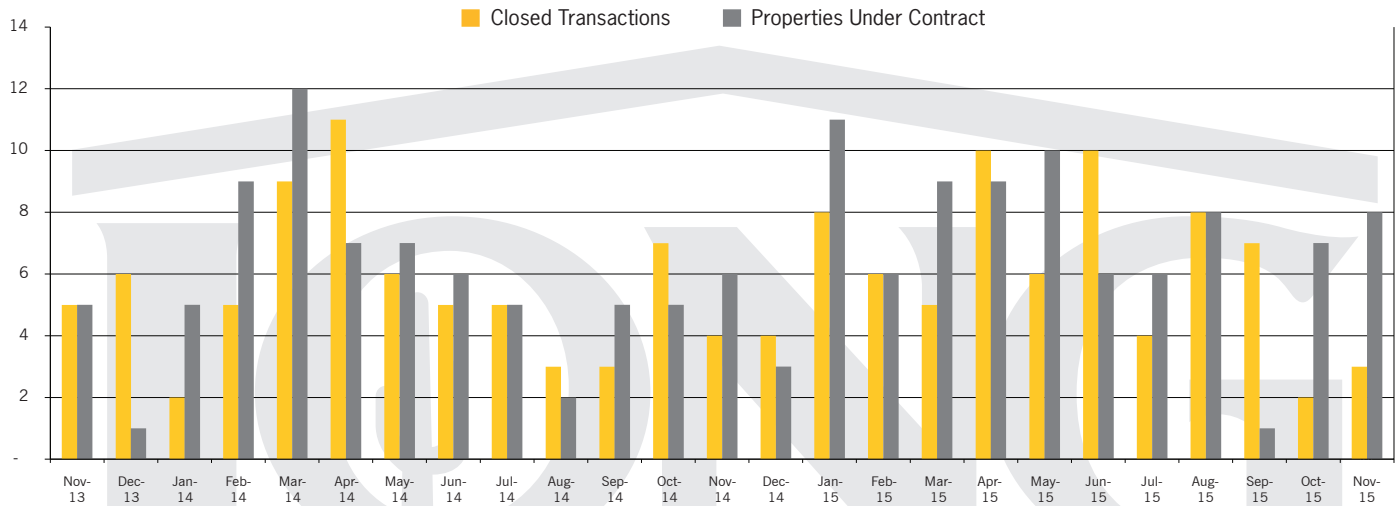




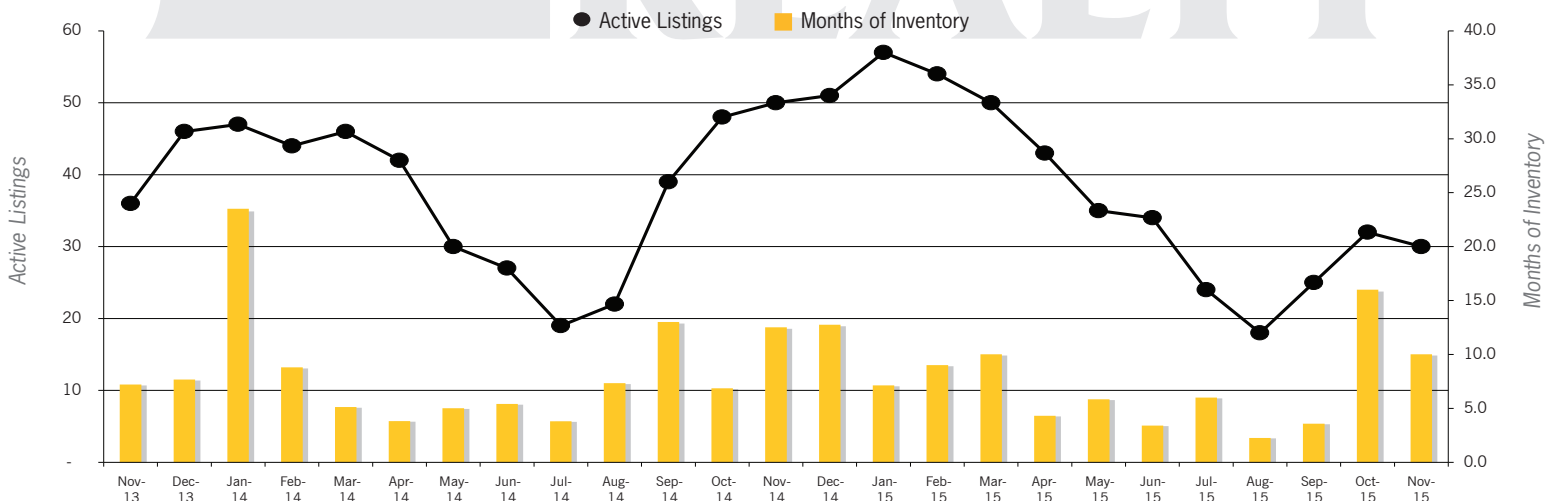
The Highlands at Dove Mountain | December 2015

In the Highlands at Dove Mountain area, November 2015 active inventory was 30, a 40% decrease from November 2014. There were 3 closings in November 2015, a 25% decrease from November 2014. Year-to-date 2015 there were 67 closings, a 72% increase from year-to-date 2014. Months of Inventory was 10.0, down from 12.5 in November 2014. Median price of sold homes was \$432,000 for the month of November 2015, up 43% from November 2014. The Highlands at Dove Mountain area had 8 new properties under contract in November 2015, up 33% from November 2014.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – THE HIGHLANDS AT DOVE MOUNTAIN



ACTIVE LISTINGS AND MONTHS OF INVENTORY – THE HIGHLANDS AT DOVE MOUNTAIN

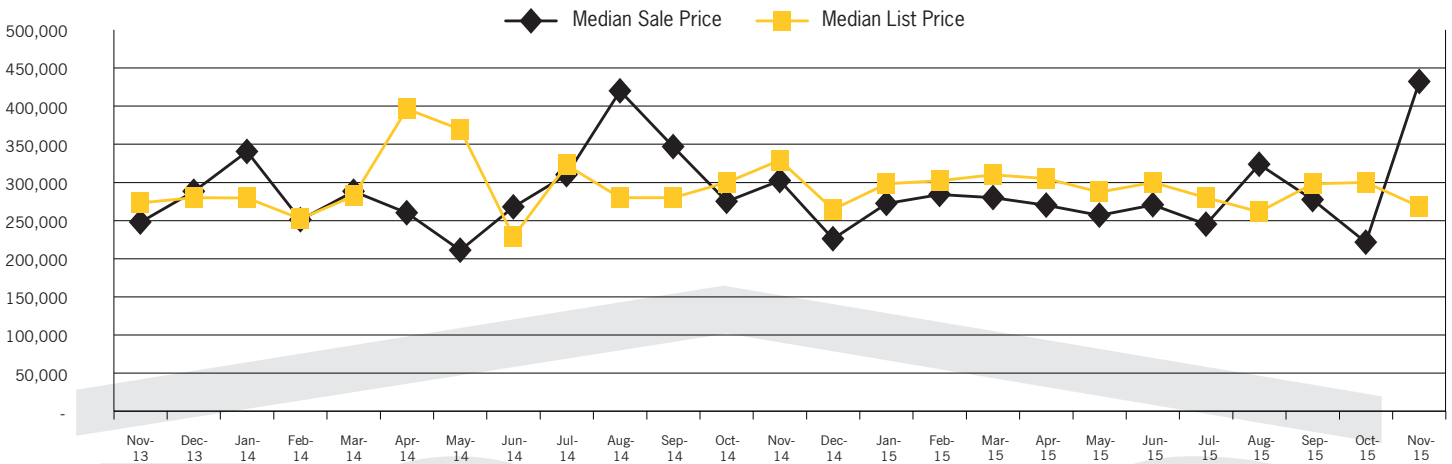


Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.
All data obtained 12/03/2015 is believed to be reliable, but not guaranteed.



The Highlands at Dove Mountain | December 2015

MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – THE HIGHLANDS AT DOVE MOUNTAIN

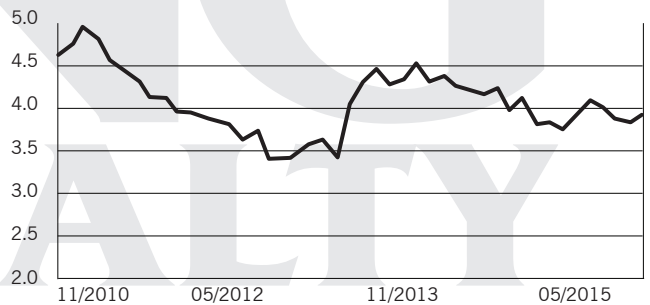


MONTHLY PAYMENT ON A MEDIAN PRICED HOME – THE HIGHLANDS AT DOVE MOUNTAIN

Year	Median Price	Int. Rate	MO. Payment
2006	\$367,507	6.140%	\$2,124.75
2014	\$302,500	4.020%	\$1,375.29
2015	\$432,000	3.850%	\$1,923.99

30 YEAR FIXED MORTGAGE RATE

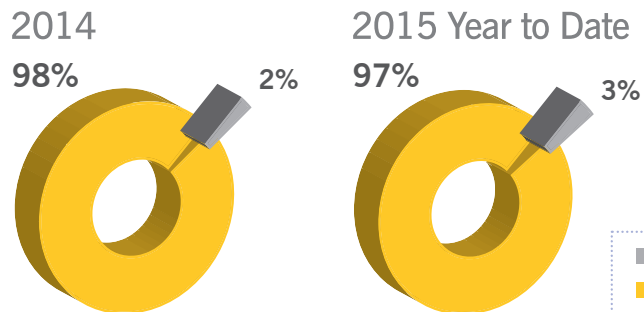
While mortgage rates have increased slightly recently, they are still well below 2010 levels.



Source: Bankrate.com

DISTRESSED VS. NON-DISTRESSED SALES – THE HIGHLANDS AT DOVE MOUNTAIN

The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to the same time period last year. A lower percentage of distressed sales can lead to improving market conditions.



■ Distressed
■ Non-Distressed



The Housing Report



Stephen Woodall | (520) 818-4504
 Stephen@TeamWoodall.com | TeamWoodall.com

The Highlands at Dove Mountain | December 2015

MARKET CONDITIONS BY PRICE BAND – THE HIGHLANDS AT DOVE MOUNTAIN

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$150,000 - 174,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$175,000 - 199,999	2	0	0	0	1	0	0	n/a	4.0	Seller
\$200,000 - 224,999	2	1	1	0	0	1	0	n/a	5.0	Balanced
\$225,000 - 249,999	4	1	1	1	1	1	0	n/a	6.0	Balanced
\$250,000 - 274,999	5	4	1	0	1	0	0	n/a	10.0	Buyer
\$275,000 - 299,999	6	3	1	2	3	0	0	n/a	7.3	Slightly Buyer
\$300,000 - 349,999	3	1	0	3	0	0	1	3.0	8.0	Slightly Buyer
\$350,000 - 399,999	4	0	0	0	1	0	0	n/a	14.0	Buyer
\$400,000 - 499,999	4	0	0	1	0	0	2	2.0	6.0	Balanced
\$500,000 - 599,999	0	0	0	1	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	0	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	30	10	4	8	7	2	3	10.0	7.3	Slightly Buyer



Statistics based on information obtained from TARMLS and using Brokermetrics software on 12/03/2015.
 3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2015 - 11/30/2015. Information is believed to be reliable, but not guaranteed.

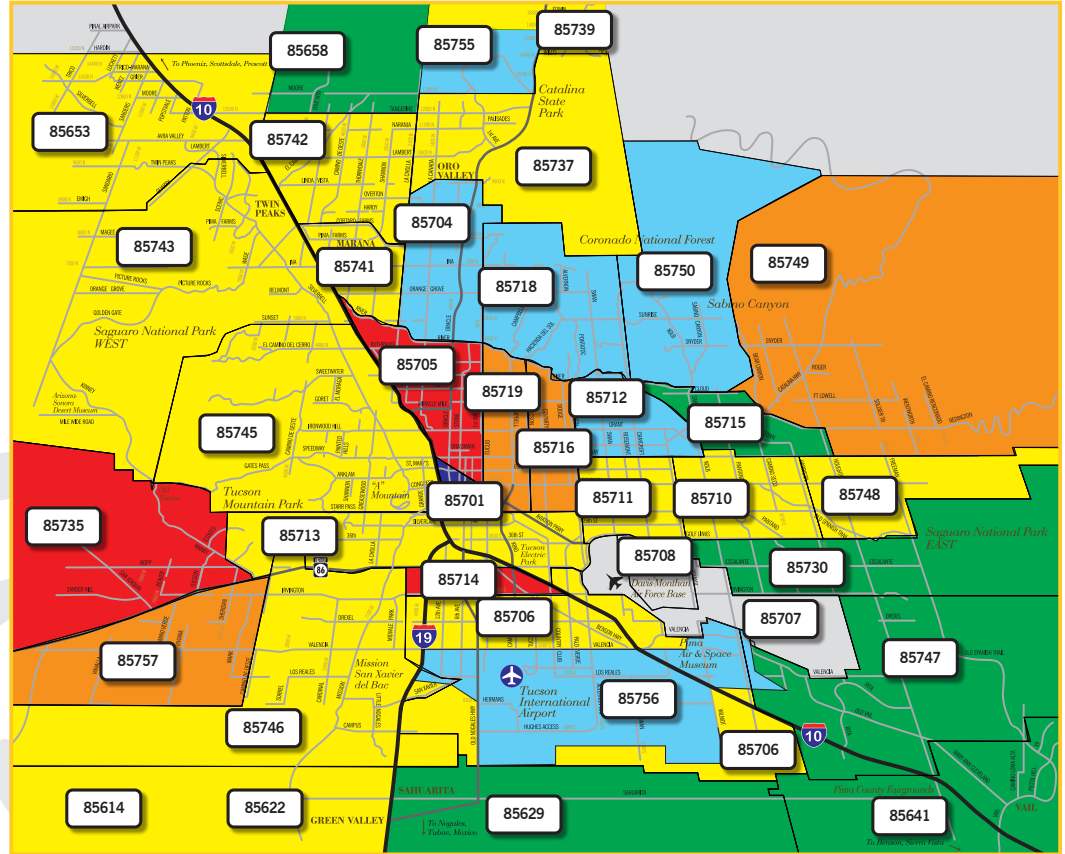


The Highlands at Dove Mountain | December 2015

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP 2014-NOV 2014 TO SEP 2015-NOV 2015

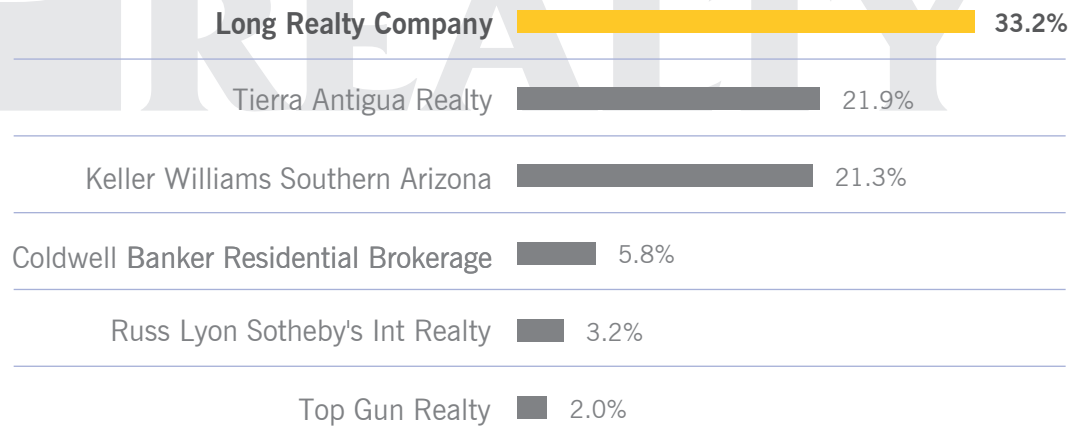
This heat map represents the percentage of change in Tucson metro median sales prices from September 2014-November 2014 to September 2015-November 2015 by zip code.



MARKET SHARE – THE HIGHLANDS AT DOVE MOUNTAIN

Long Realty leads the market in successful real estate sales.

Data Obtained 12/03/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 12/01/2014 – 11/30/2015 rounded to the nearest tenth of one percent and deemed to be correct.



The Heritage Highlands Housing Report is comprised of data for residential properties in the subdivisions of Heritage Highlands in the Dove Mountain community. Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range. Please feel free to contact me for a more in-depth analysis.