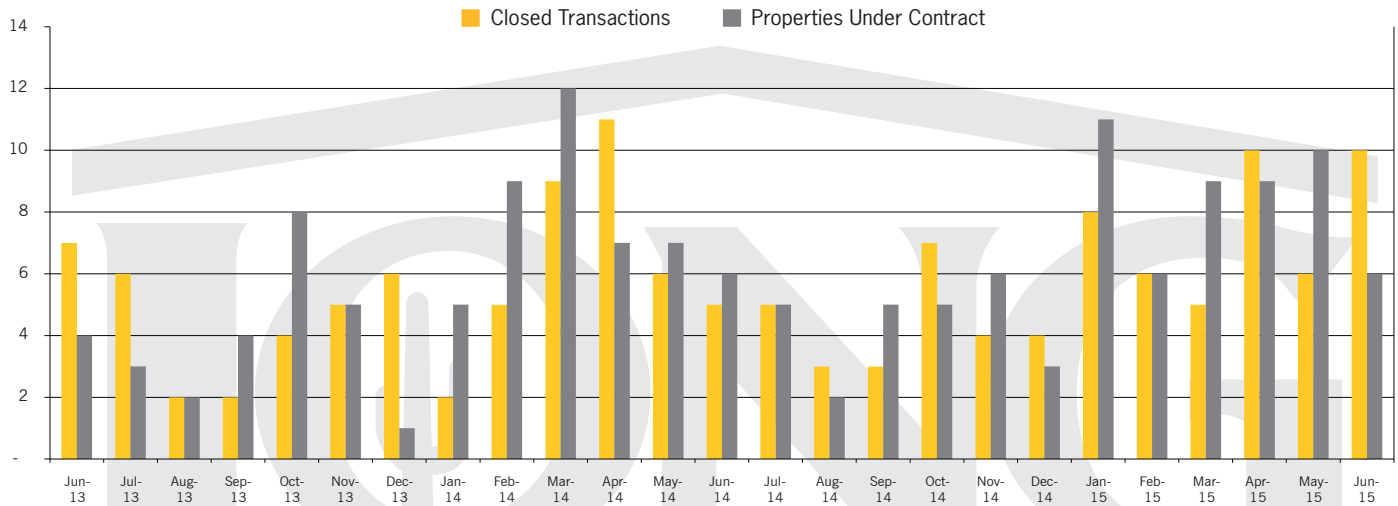




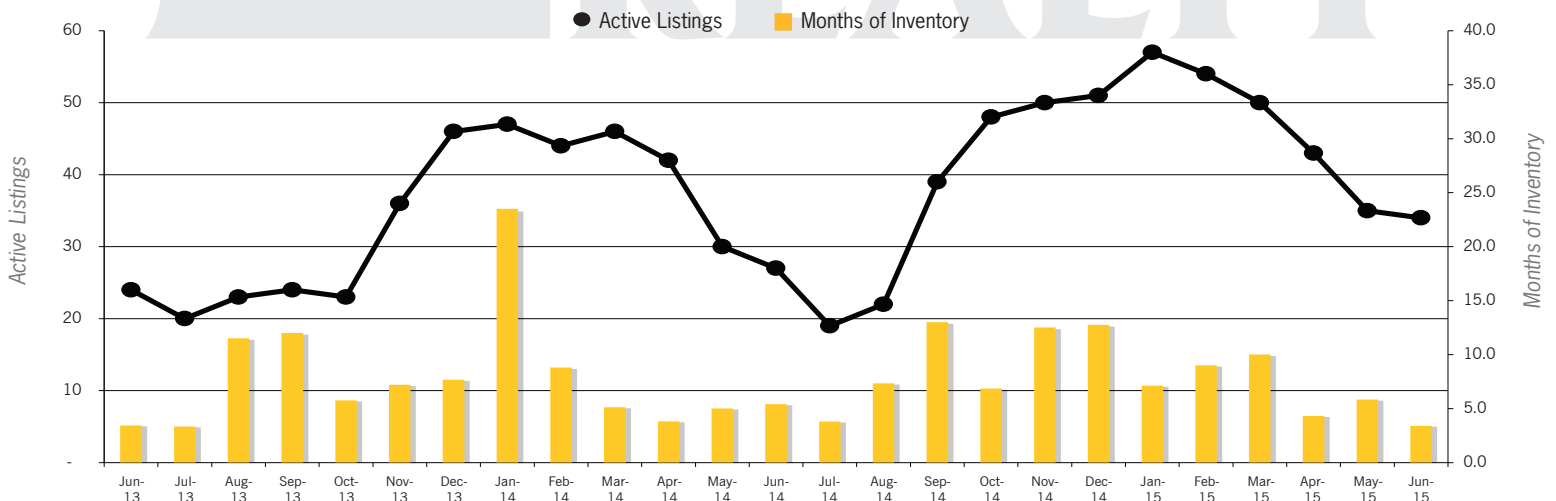
## The Highlands at Dove Mountain | July 2015

In the Highlands at Dove Mountain area, June 2015 active inventory was 34, a 26% increase from June 2014. There were 10 closings in June 2015, a 100% increase from June 2014. Year-to-date 2015 there were 46 closings, an 18% increase from year-to-date 2014. Months of Inventory was 3.4, down from 5.4 in June 2014. Median price of sold homes was \$270,500 for the month of June 2015, up 1% from June 2014. The Highlands at Dove Mountain area had 6 new properties under contract in June 2015, virtually unchanged from June 2014.

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



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

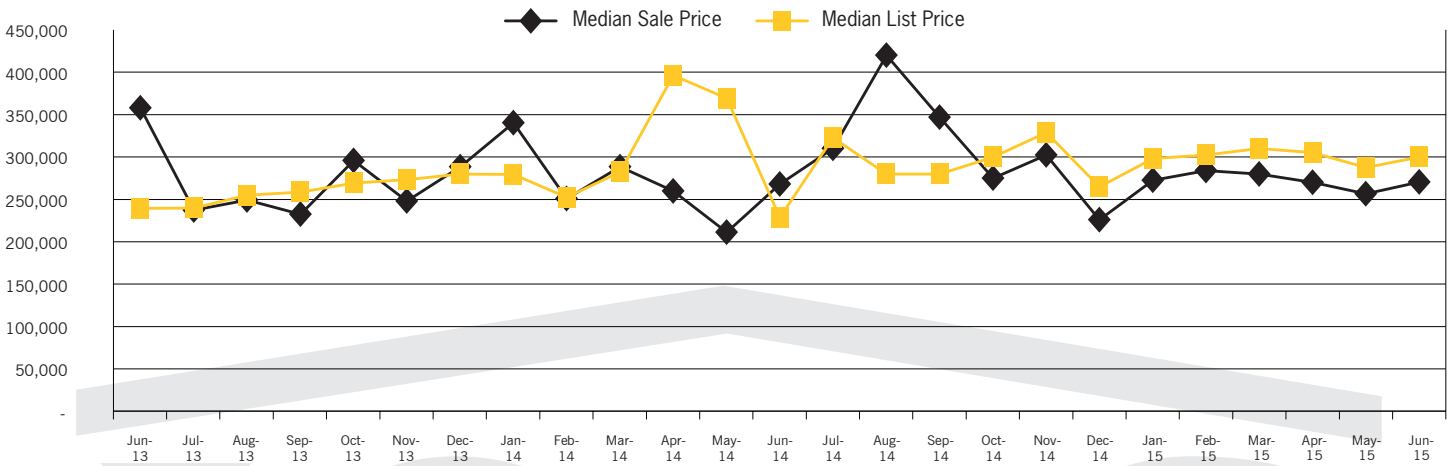


Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 07/06/2015 is believed to be reliable, but not guaranteed.



## The Highlands at Dove Mountain | July 2015

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

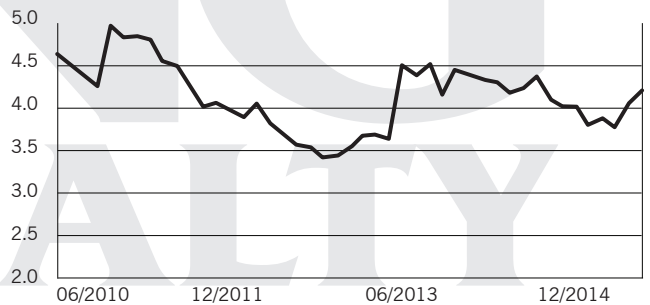


### MONTHLY PAYMENT ON A MEDIAN PRICED HOME – THE HIGHLANDS AT DOVE MOUNTAIN

Year	Median Price	Int. Rate	MO. Payment
2006	\$367,507	6.140%	\$2,124.75
2014	\$268,000	4.250%	\$1,252.48
2015	\$270,500	4.080%	\$1,238.72

### 30 YEAR FIXED MORTGAGE RATE

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

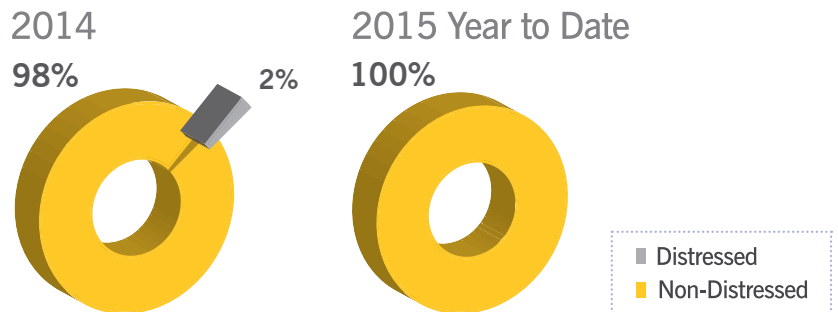


Source: Residential median sales prices. Data obtained 07/06/2015 from TARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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.





# The Housing Report



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The Highlands at Dove Mountain | July 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
		Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-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	1	1	0	0	n/a	0.0	Seller
\$175,000 - 199,999	1	1	0	0	1	0	0	n/a	3.0	Seller
\$200,000 - 224,999	3	2	1	0	0	0	1	3.0	10.0	Buyer
\$225,000 - 249,999	5	0	0	1	1	2	1	5.0	3.5	Seller
\$250,000 - 274,999	2	1	1	0	2	3	4	0.5	1.2	Seller
\$275,000 - 299,999	8	2	2	1	1	0	3	2.7	6.8	Slightly Buyer
\$300,000 - 349,999	7	1	0	2	4	1	1	7.0	3.7	Seller
\$350,000 - 399,999	3	0	1	0	0	0	0	n/a	n/a	n/a
\$400,000 - 499,999	4	1	1	0	1	0	0	n/a	10.0	Buyer
\$500,000 - 599,999	1	0	0	0	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
<b>TOTAL</b>	<b>34</b>	<b>8</b>	<b>6</b>	<b>5</b>	<b>11</b>	<b>6</b>	<b>10</b>	<b>3.4</b>	<b>4.1</b>	<b>Slightly Seller</b>



Statistics based on information obtained from TARMLS and using Brokermetrics software on 07/06/2015.  
 3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2015 - 06/30/2015. Information is believed to be reliable, but not guaranteed.



# The Housing Report



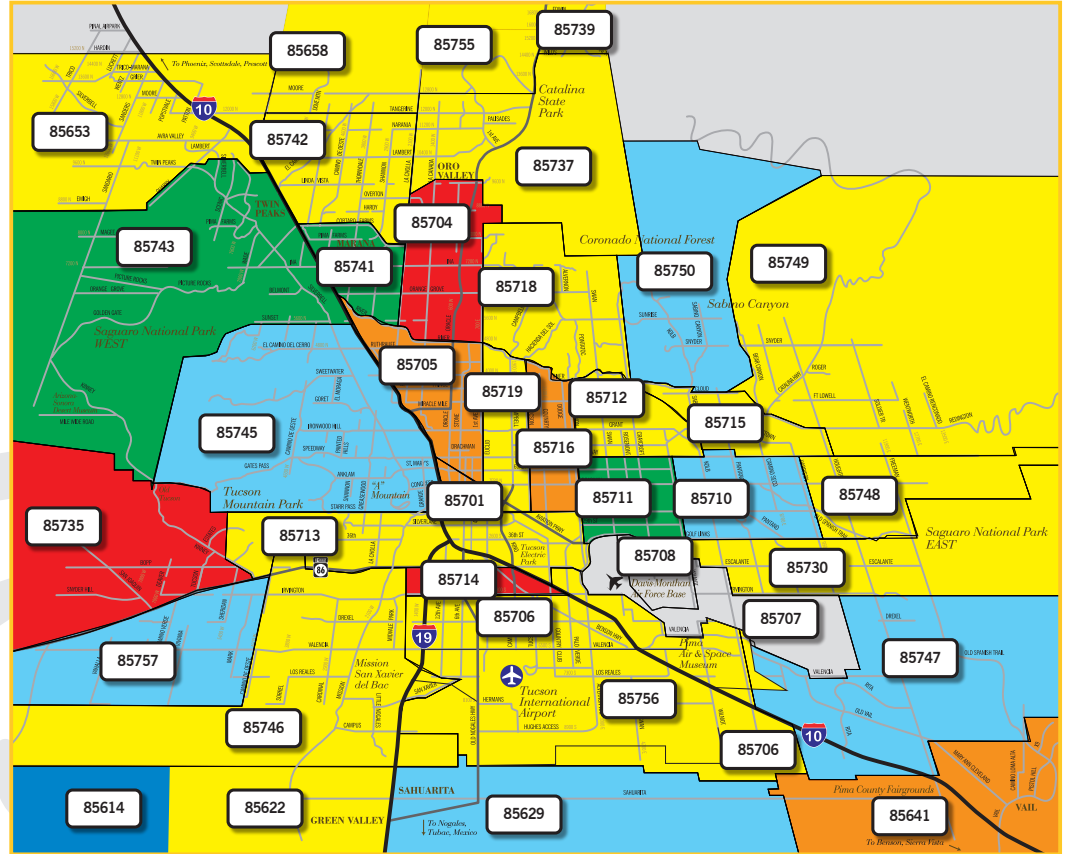
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## The Highlands at Dove Mountain | July 2015

### CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

APR 2014-JUN 2014 TO APR 2015-JUN 2015

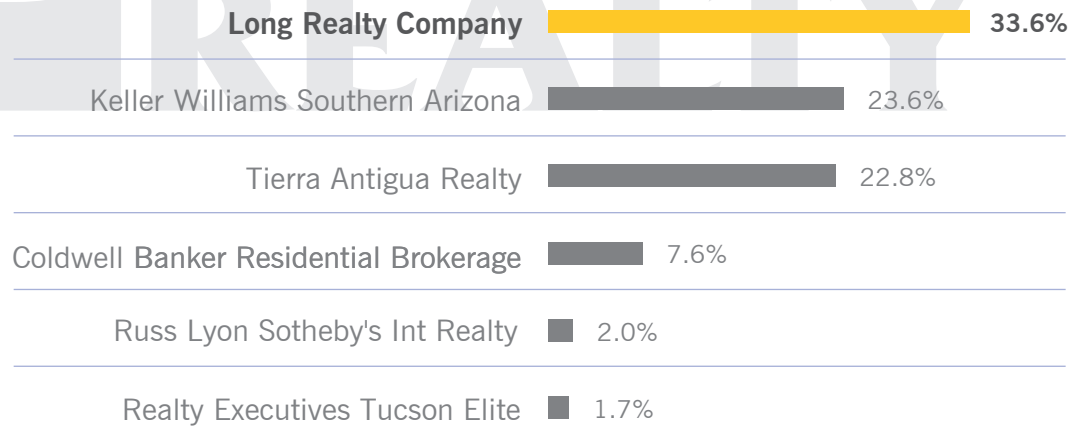
*This heat map represents the percentage of change in Tucson metro median sales prices from April 2014-June 2014 to April 2015-June 2015 by zip code.*



### MARKET SHARE – THE HIGHLANDS AT DOVE MOUNTAIN

*Long Realty leads the market in successful real estate sales.*

*Data Obtained 07/06/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 07/01/2014 – 06/30/2015 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.

*These statistics are based on information obtained from the TARMLS and GVARMLS on 07/06/2015. Information is believed to be reliable, but not guaranteed.*