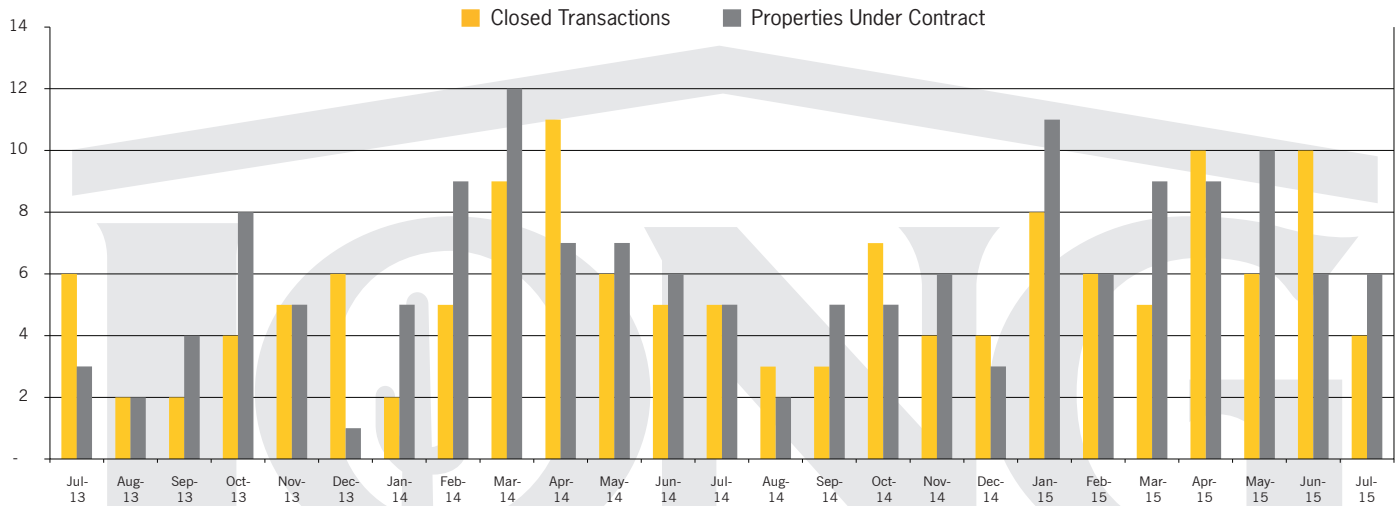




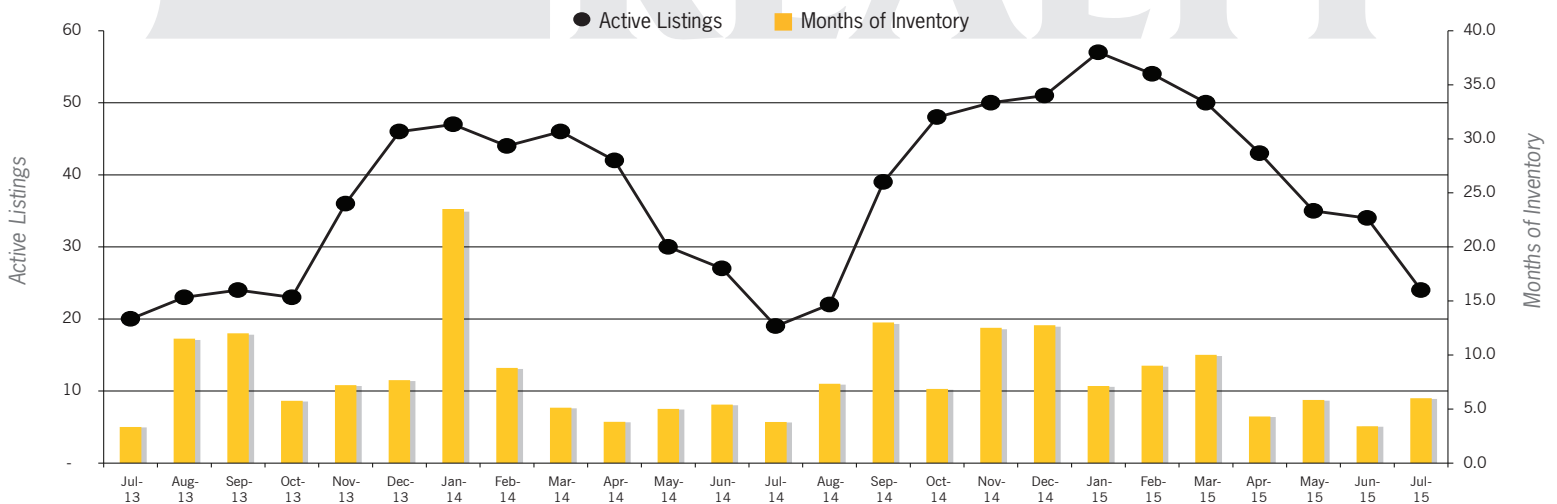
## The Highlands at Dove Mountain | August 2015

In the Highlands at Dove Mountain area, July 2015 active inventory was 24, a 26% increase from July 2014. There were 4 closings in July 2015, a 20% decrease from July 2014. Year-to-date 2015 there were 50 closings, a 28% increase from year-to-date 2014. Months of Inventory was 6.0, up from 3.8 in July 2014. Median price of sold homes was \$245,000 for the month of July 2015, down 21% from July 2014. The Highlands at Dove Mountain area had 6 new properties under contract in July 2015, up 20% from July 2014.

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



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

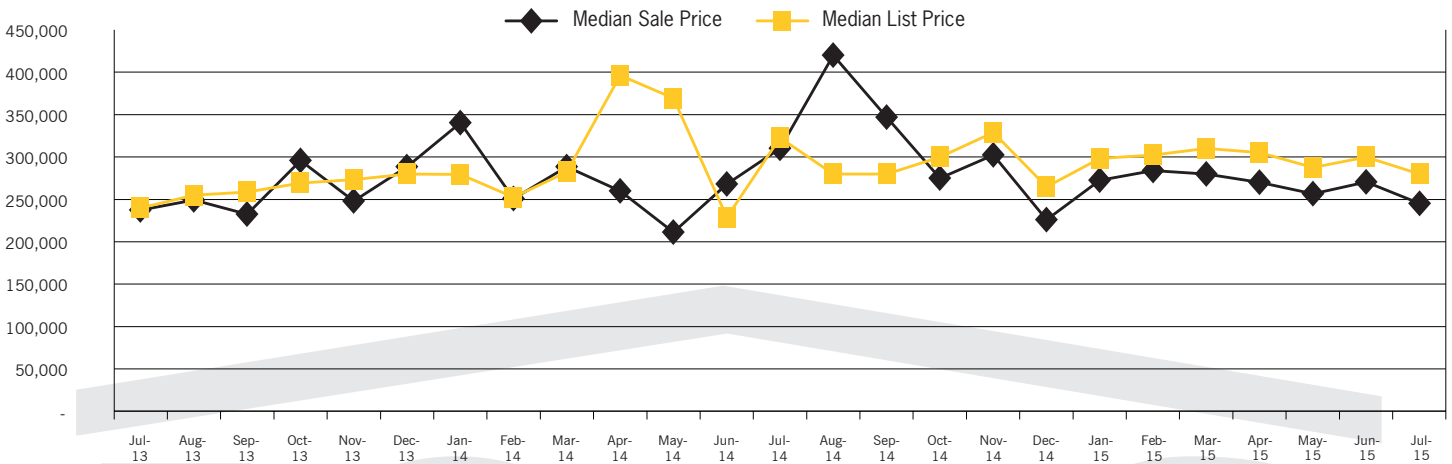


Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 08/05/2015 is believed to be reliable, but not guaranteed.



## The Highlands at Dove Mountain | August 2015

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

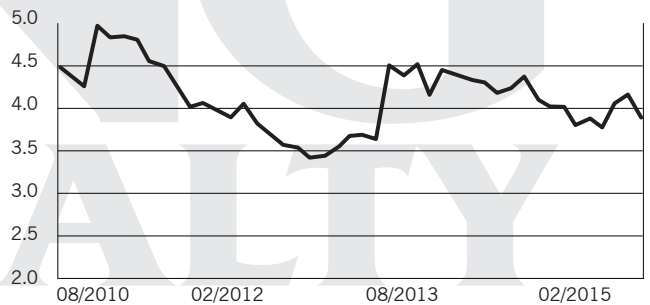


### MONTHLY PAYMENT ON A MEDIAN PRICED HOME – THE HIGHLANDS AT DOVE MOUNTAIN

Year	Median Price	Int. Rate	MO. Payment
2006	\$367,507	6.140%	\$2,124.75
2014	\$310,000	4.125%	\$1,427.29
2015	\$245,000	4.000%	\$1,111.18

### 30 YEAR FIXED MORTGAGE RATE

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

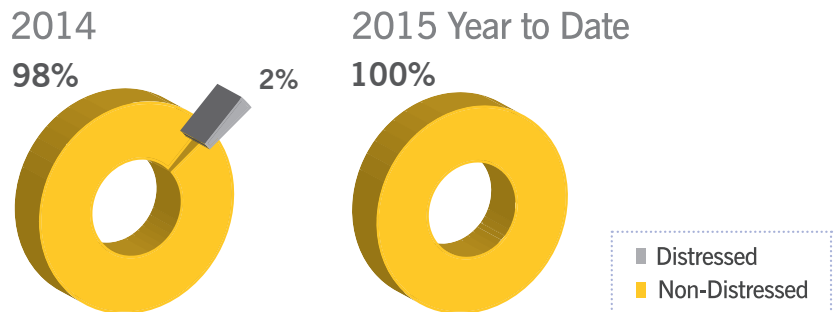


Source: Residential median sales prices. Data obtained 08/05/2015 from TARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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



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

## The Highlands at Dove Mountain | August 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
		Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-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	1	1	0	0	0	n/a	n/a	n/a
\$175,000 - 199,999	2	0	0	1	0	0	0	n/a	n/a	n/a
\$200,000 - 224,999	2	1	0	0	0	1	1	2.0	4.5	Slightly Seller
\$225,000 - 249,999	2	0	1	1	2	1	1	2.0	2.5	Seller
\$250,000 - 274,999	4	1	0	2	3	4	1	4.0	1.1	Seller
\$275,000 - 299,999	4	2	1	1	0	3	1	4.0	5.3	Balanced
\$300,000 - 349,999	5	0	2	4	1	1	0	n/a	9.0	Buyer
\$350,000 - 399,999	2	1	0	0	0	0	0	n/a	n/a	n/a
\$400,000 - 499,999	3	1	0	1	0	0	0	n/a	n/a	n/a
\$500,000 - 599,999	0	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>24</b>	<b>6</b>	<b>5</b>	<b>11</b>	<b>6</b>	<b>10</b>	<b>4</b>	<b>6.0</b>	<b>4.7</b>	<b>Slightly Seller</b>



Statistics based on information obtained from TARMLS and using Brokermetrics software on 08/05/2015.

3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2015 - 07/31/2015. Information is believed to be reliable, but not guaranteed.

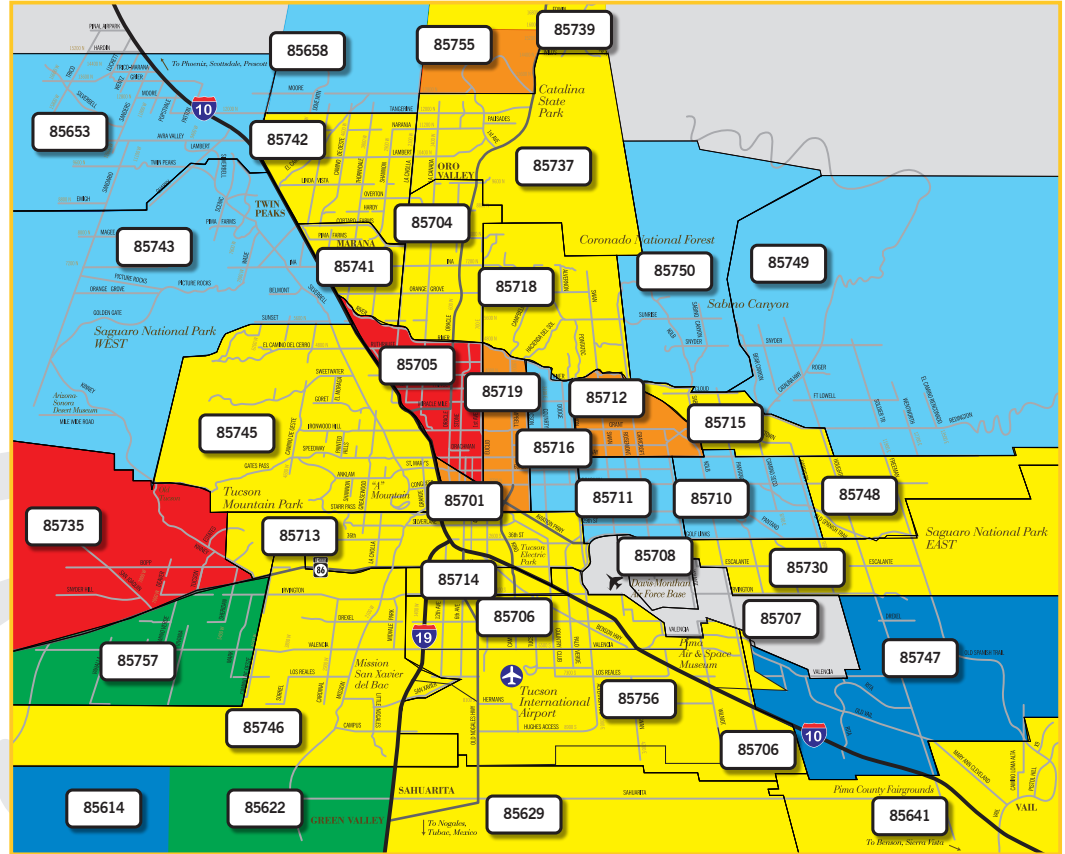


## The Highlands at Dove Mountain | August 2015

### CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAY 2014-JUL 2014 TO MAY 2015-JUL 2015

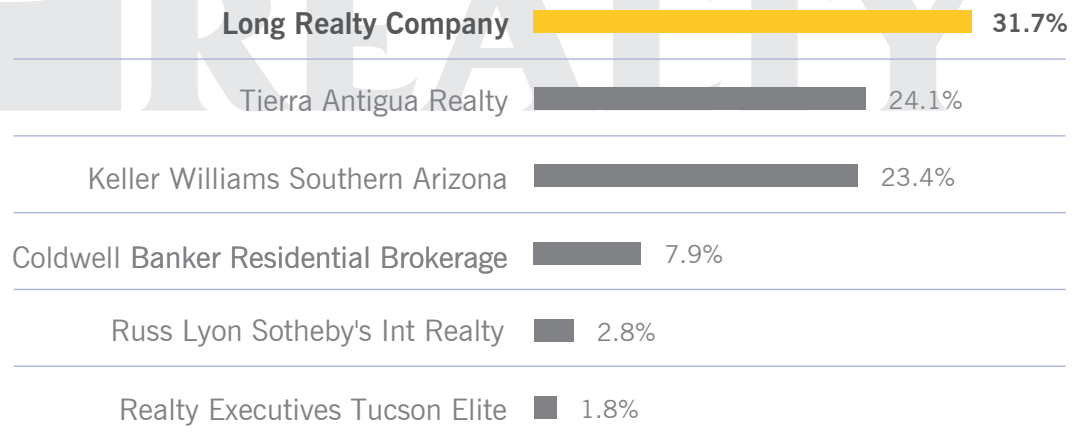
This heat map represents the percentage of change in Tucson metro median sales prices from May 2014-July 2014 to May 2015-July 2015 by zip code.



### MARKET SHARE – THE HIGHLANDS AT DOVE MOUNTAIN

Long Realty leads the market in successful real estate sales.

Data Obtained 08/05/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 08/01/2014 – 07/31/2015 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.