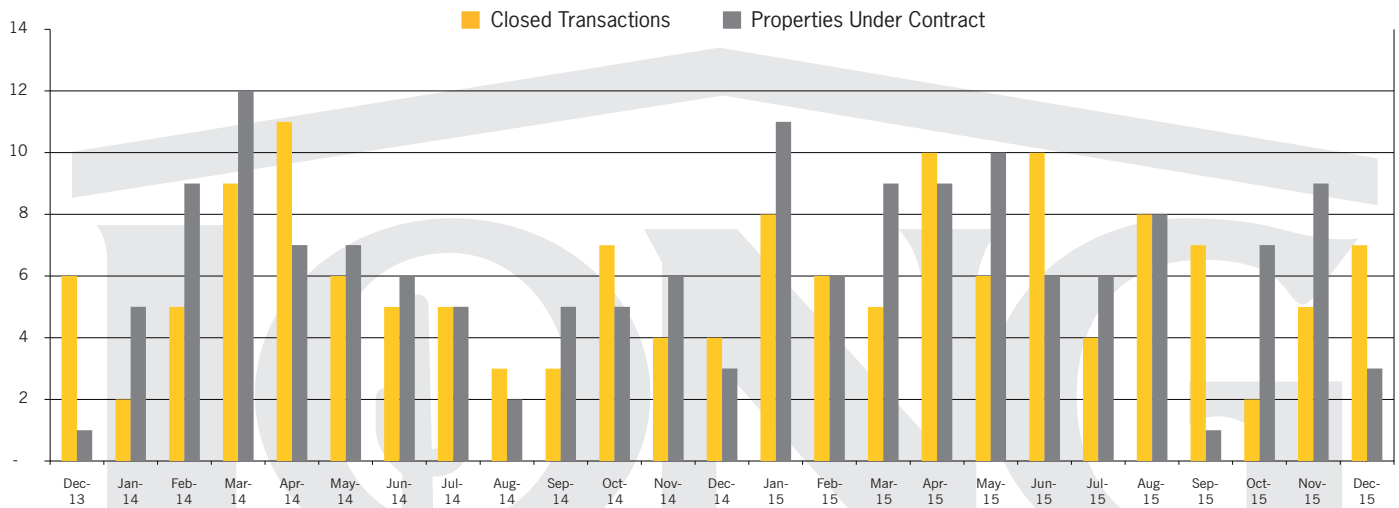




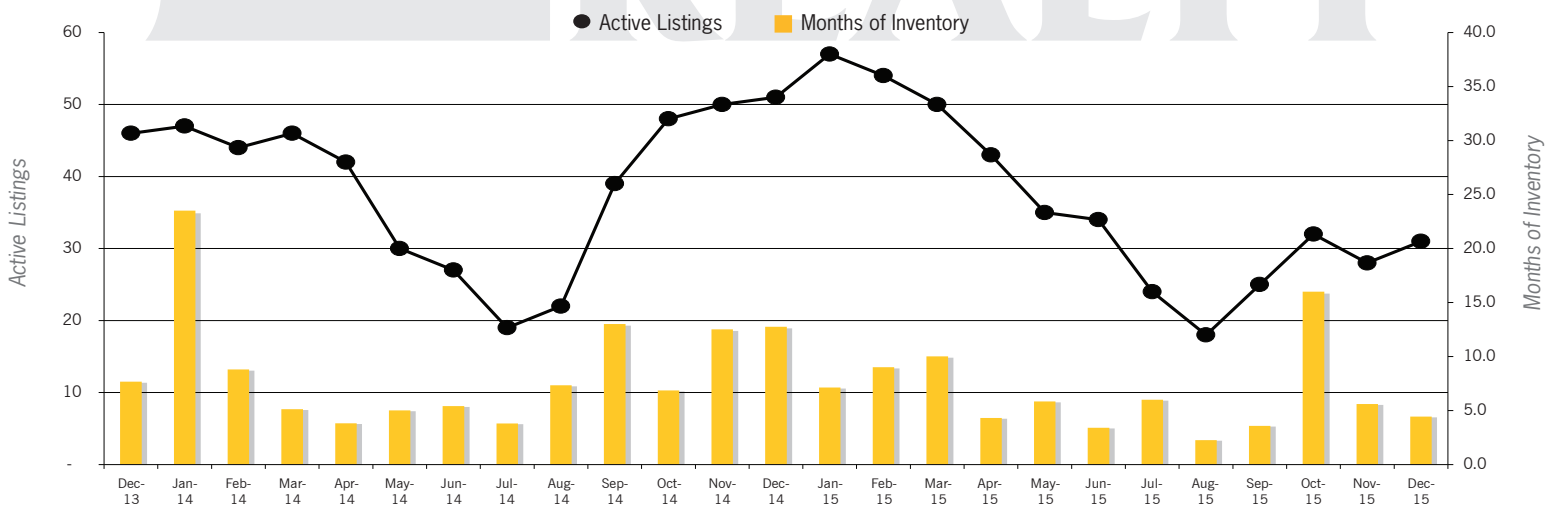
The Highlands at Dove Mountain | January 2016

In the Highlands at Dove Mountain area, December 2015 active inventory was 31, a 39% decrease from December 2014. There were 7 closings in December 2015, a 75% increase from December 2014. Year-to-date 2015 there were 79 closings, a 22% increase from year-to-date 2014. Months of Inventory was 4.4, down from 12.8 in December 2014. Median price of sold homes was \$265,000 for the month of December 2015, up 17% from December 2014. The Highlands at Dove Mountain area had 3 new properties under contract in December 2015, virtually unchanged from December 2014.

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



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

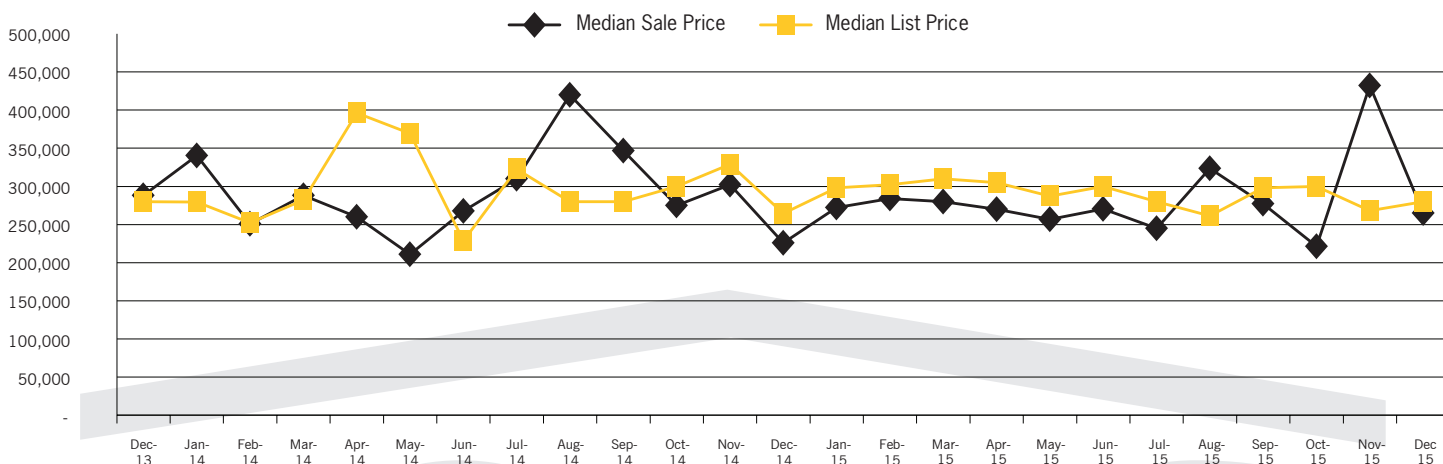


Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software. All data obtained 01/06/2016 is believed to be reliable, but not guaranteed.



The Highlands at Dove Mountain | January 2016

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



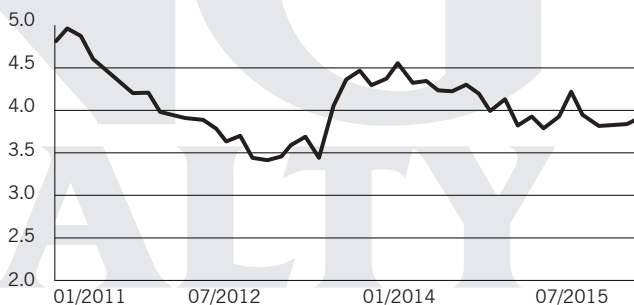
MONTHLY PAYMENT ON A MEDIAN PRICED HOME – THE HIGHLANDS AT DOVE MOUNTAIN

Year	Median Price	Int. Rate	MO. Payment
2006	\$367,507	6.140%	\$2,124.75
2014	\$226,000	3.830%	\$1,004.08
2015	\$265,000	3.900%	\$1,187.42

Source: Residential median sales prices. Data obtained 01/06/2016 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.

30 YEAR FIXED MORTGAGE RATE

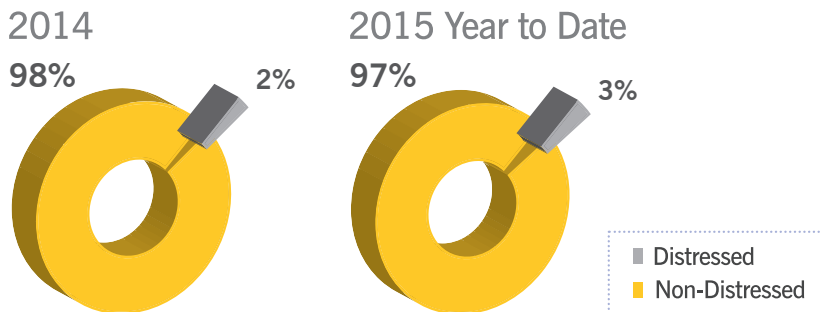
While mortgage rates have increased slightly recently, they are still well below 2011 levels.



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.





The Highlands at Dove Mountain | January 2016

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
		Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-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	1	0	0	0	n/a	n/a	n/a
\$200,000 - 224,999	3	1	0	0	1	0	1	3.0	3.5	Seller
\$225,000 - 249,999	3	1	1	1	1	0	1	3.0	5.5	Balanced
\$250,000 - 274,999	6	1	0	1	0	1	2	3.0	4.7	Slightly Seller
\$275,000 - 299,999	7	1	2	3	0	0	1	7.0	21.0	Buyer
\$300,000 - 349,999	4	0	3	0	0	1	2	2.0	3.3	Seller
\$350,000 - 399,999	4	0	0	1	0	0	0	n/a	n/a	n/a
\$400,000 - 499,999	2	0	1	0	0	3	0	n/a	2.7	Seller
\$500,000 - 599,999	0	0	1	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
TOTAL	31	4	8	7	2	5	7	4.4	6.5	Balanced



Statistics based on information obtained from TARMLS and using Brokermetrics software on 01/06/2016.

3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2015 - 12/31/2015. Information is believed to be reliable, but not guaranteed.

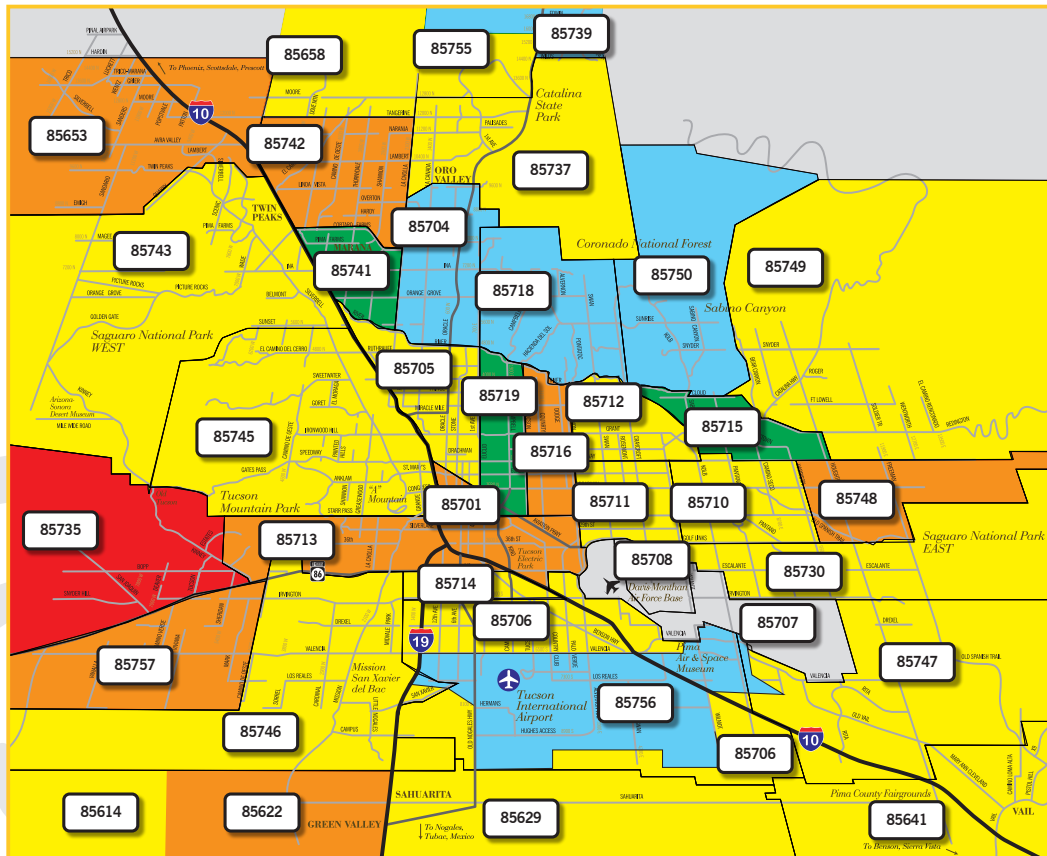
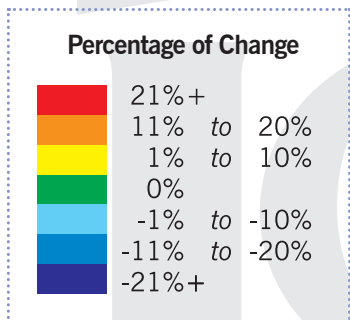


The Highlands at Dove Mountain | January 2016

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

OCT 2014-DEC 2014 TO OCT 2015-DEC 2015

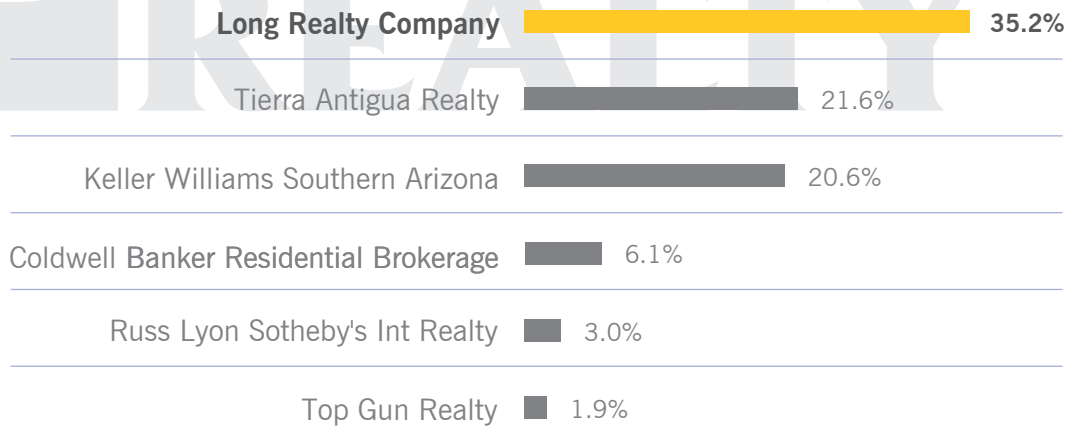
This heat map represents the percentage of change in Tucson metro median sales prices from October 2014-December 2014 to October 2015-December 2015 by zip code.



MARKET SHARE – THE HIGHLANDS AT DOVE MOUNTAIN

Long Realty leads the market in successful real estate sales.

Data Obtained 01/06/2016 from TARMLS using BrokerMetrics software for all closed residential sales volume between 01/01/2015 – 12/31/2015 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.

These statistics are based on information obtained from the TARMLS and GVARMLS on 01/06/2016. Information is believed to be reliable, but not guaranteed.