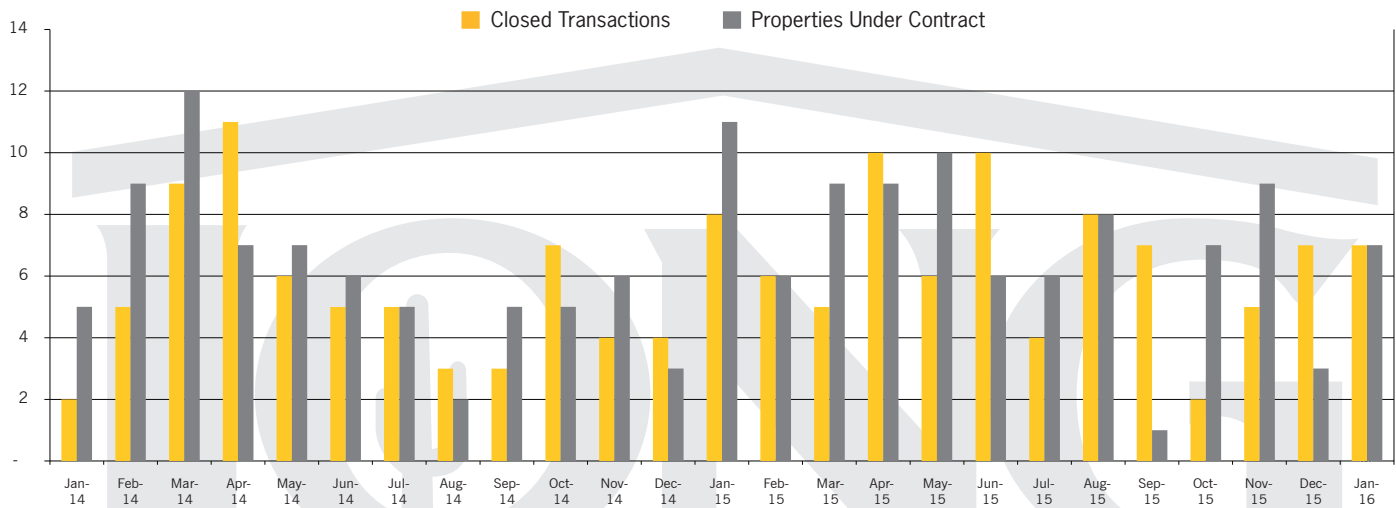




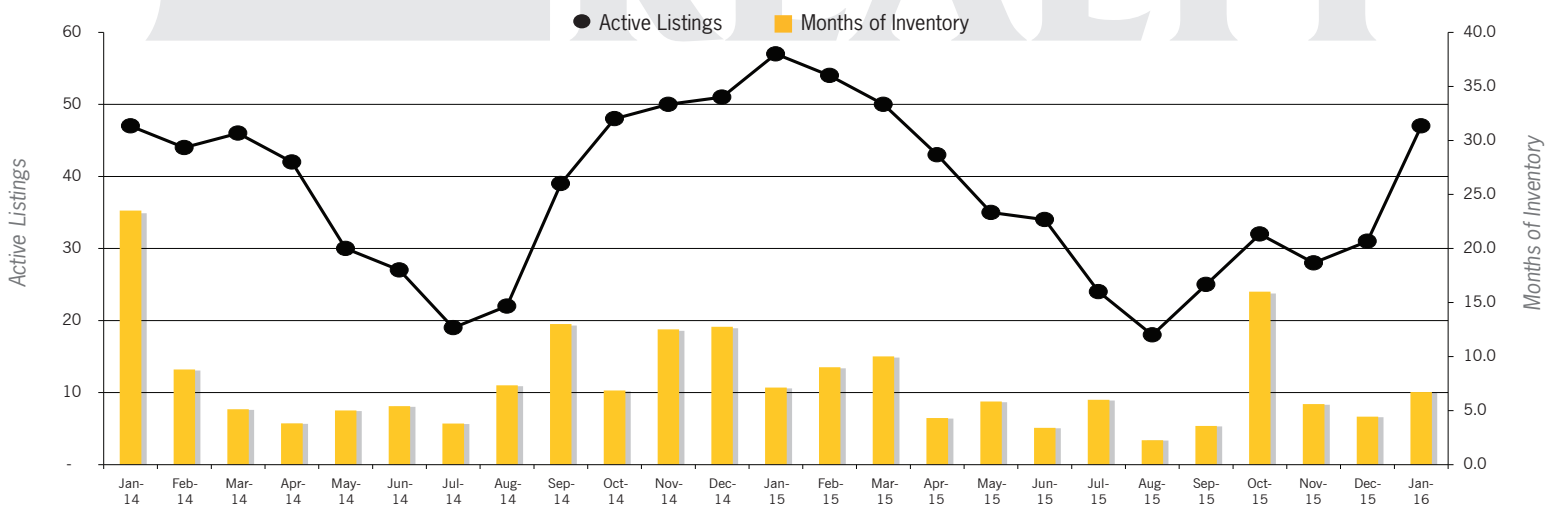
## The Highlands at Dove Mountain | February 2016

In the Highlands at Dove Mountain area, January 2016 active inventory was 47, an 18% decrease from January 2015. There were 7 closings in January 2016, a 13% decrease from January 2015. Months of Inventory was 6.7, down from 7.1 in January 2015. Median price of sold homes was \$263,900 for the month of January 2016, down 3% from January 2015. The Highlands at Dove Mountain area had 7 new properties under contract in January 2016, down 36% from January 2015.

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



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

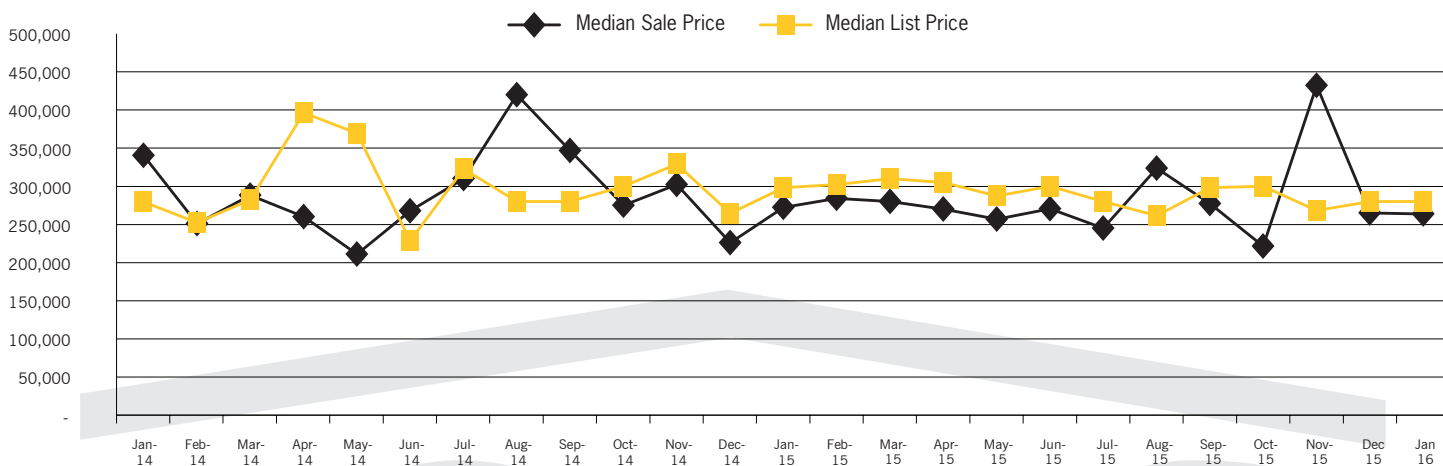


Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software. All data obtained 02/03/2016 is believed to be reliable, but not guaranteed.



## The Highlands at Dove Mountain | February 2016

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



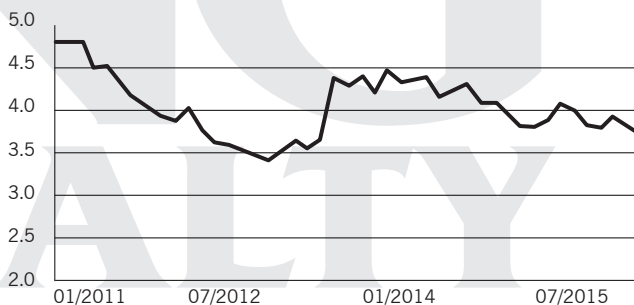
### MONTHLY PAYMENT ON A MEDIAN PRICED HOME – THE HIGHLANDS AT DOVE MOUNTAIN

Year	Median Price	Int. Rate	MO. Payment
2006	\$367,507	6.140%	\$2,124.75
2015	\$272,500	3.660%	\$1,185.71
2016	\$263,900	3.730%	\$1,158.21

Source: Residential median sales prices. Data obtained 02/03/2016 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.

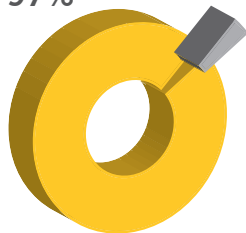


Source: Bankrate.com

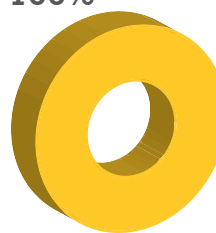
### DISTRESSED VS. NON-DISTRESSED SALES – THE HIGHLANDS AT DOVE MOUNTAIN

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.

2015  
97%



2016 Year to Date  
100%



■ Distressed  
■ Non-Distressed



## The Highlands at Dove Mountain | February 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
		Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16			
\$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	1	0	1	0	0	0	1	1.0	5.0	Balanced
\$200,000 - 224,999	3	0	0	1	0	1	1	3.0	4.0	Seller
\$225,000 - 249,999	5	1	1	1	0	1	1	5.0	6.0	Balanced
\$250,000 - 274,999	11	0	1	0	1	2	1	11.0	5.5	Balanced
\$275,000 - 299,999	8	2	3	0	0	1	0	n/a	20.0	Buyer
\$300,000 - 349,999	8	3	0	0	1	2	2	4.0	2.8	Seller
\$350,000 - 399,999	7	0	1	0	0	0	1	7.0	16.0	Buyer
\$400,000 - 499,999	4	1	0	0	3	0	0	n/a	3.0	Seller
\$500,000 - 599,999	0	1	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>47</b>	<b>8</b>	<b>7</b>	<b>2</b>	<b>5</b>	<b>7</b>	<b>7</b>	<b>6.7</b>	<b>5.6</b>	<b>Balanced</b>



Statistics based on information obtained from TARMLS and using Brokermetrics software on 02/03/2016.  
3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2015 - 01/31/2016. Information is believed to be reliable, but not guaranteed.

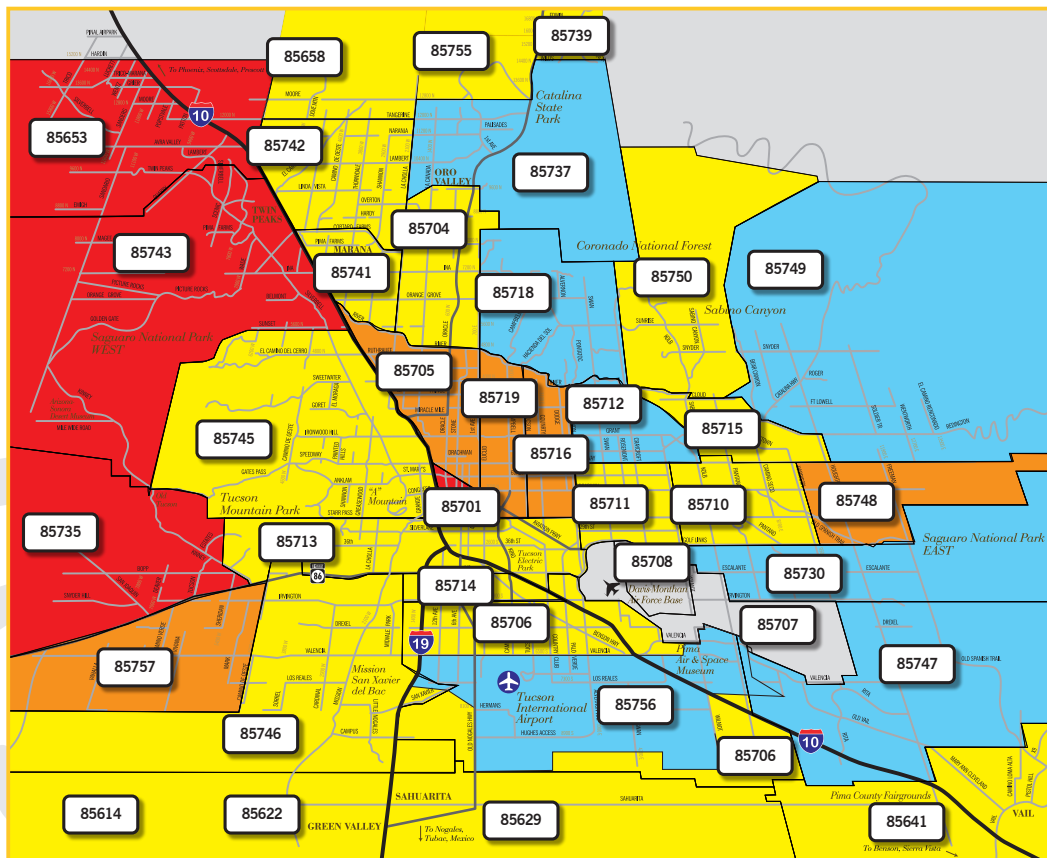
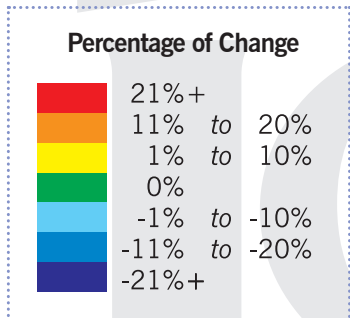


## The Highlands at Dove Mountain | February 2016

### CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

NOV 2014-JAN 2015 TO NOV 2015-JAN 2016

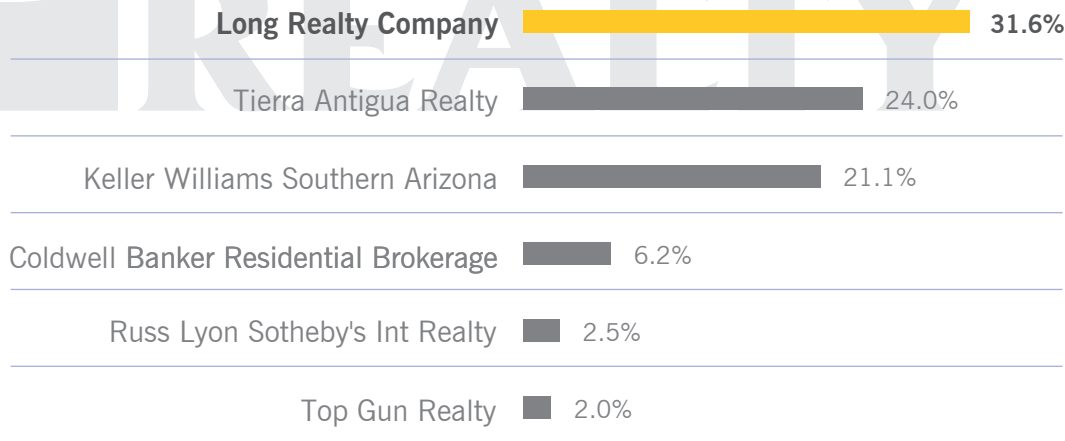
*This heat map represents the percentage change in Tucson metro median sales prices from November 2014-January 2015 to November 2015-January 2016 by zip code.*



### MARKET SHARE – THE HIGHLANDS AT DOVE MOUNTAIN

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

*Data Obtained 02/03/2016 from TARMLS using BrokerMetrics software for all closed residential sales volume between 02/01/2015 – 01/31/2016 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 02/03/2016. Information is believed to be reliable, but not guaranteed.*