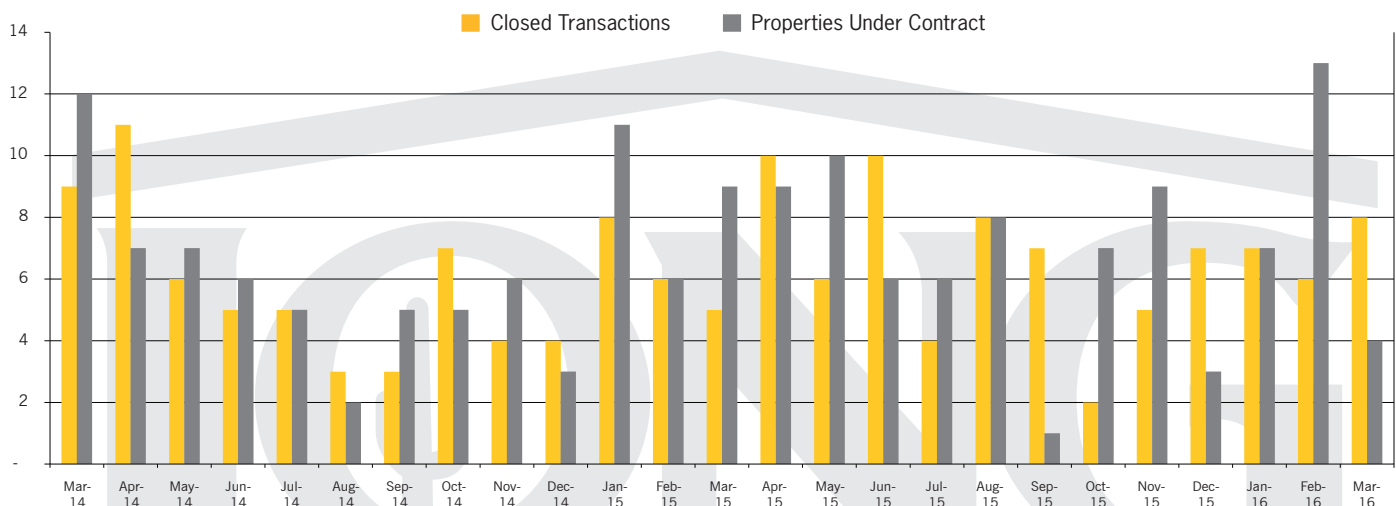




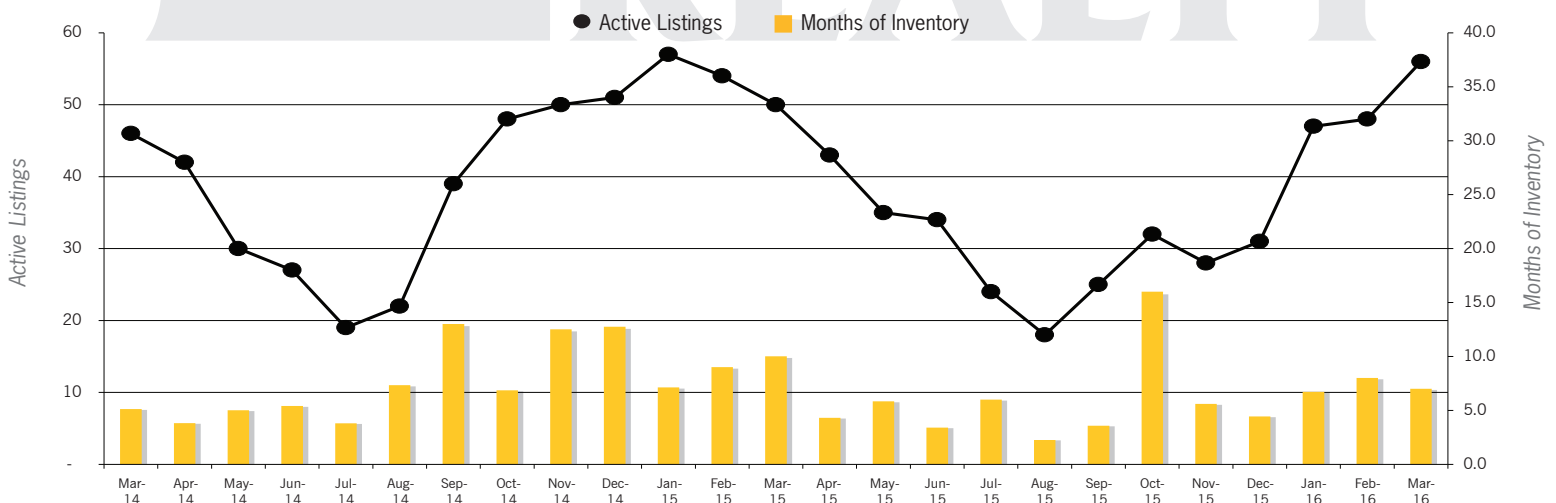
The Highlands at Dove Mountain | April 2016

In the Highlands at Dove Mountain area, March 2016 active inventory was 56, a 12% increase from March 2015. There were 8 closings in March 2016, a 60% increase from March 2015. Year-to-date 2016 there were 21 closings, an 11% increase from year-to-date 2015. Months of Inventory was 7.0, up from 10.0 in March 2015. Median price of sold homes was \$253,750 for the month of March 2016, down 9% from March 2015. The Highlands at Dove Mountain area had 4 new properties under contract in March 2016, down 56% from March 2015.

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



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

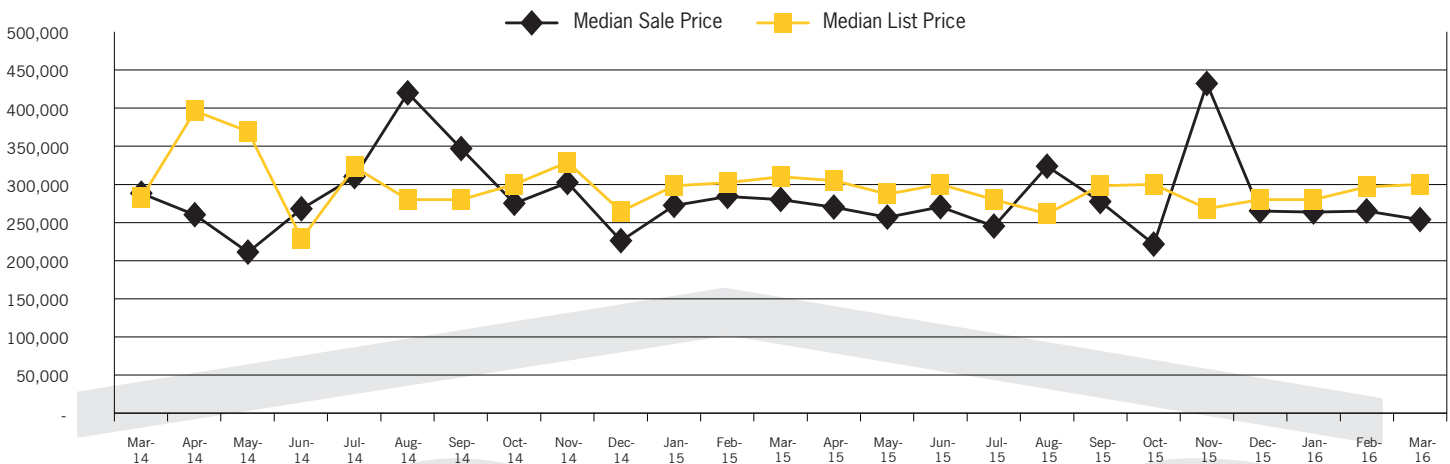


Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.
All data obtained 04/05/2016 is believed to be reliable, but not guaranteed.



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

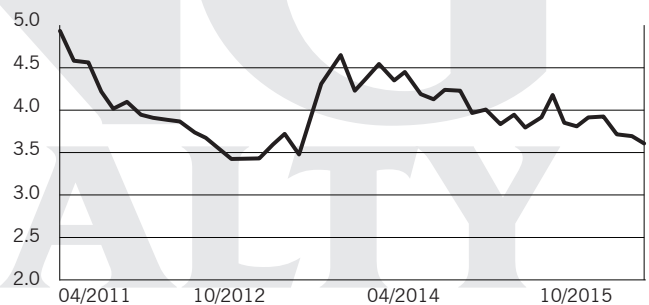


MONTHLY PAYMENT ON A MEDIAN PRICED HOME – THE HIGHLANDS AT DOVE MOUNTAIN

Year	Median Price	Int. Rate	MO. Payment
2006	\$367,507	6.140%	\$2,124.75
2015	\$280,000	3.875%	\$1,250.83
2016	\$253,750	3.625%	\$1,099.37

30 YEAR FIXED MORTGAGE RATE

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



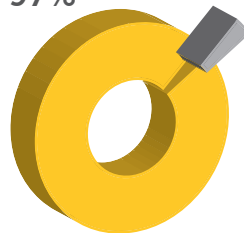
Source: Residential median sales prices. Data obtained 04/05/2016 from TARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

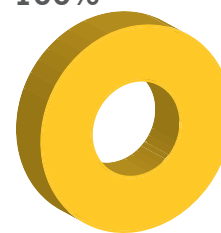
DISTRESSED VS. NON-DISTRESSED SALES – THE HIGHLANDS AT DOVE MOUNTAIN

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 | April 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
		Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-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	2	0	0	0	1	1	0	n/a	2.0	Seller
\$200,000 - 224,999	4	1	0	1	1	1	1	4.0	3.0	Seller
\$225,000 - 249,999	5	1	0	1	1	0	3	1.7	3.5	Seller
\$250,000 - 274,999	11	0	1	2	1	2	3	3.7	5.8	Balanced
\$275,000 - 299,999	9	0	0	1	0	0	1	9.0	26.0	Buyer
\$300,000 - 349,999	14	0	1	2	2	1	0	n/a	10.0	Buyer
\$350,000 - 399,999	6	0	0	0	1	0	0	n/a	19.0	Buyer
\$400,000 - 499,999	5	0	3	0	0	0	0	n/a	n/a	n/a
\$500,000 - 599,999	0	0	0	0	0	1	0	n/a	0.0	Seller
\$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	56	2	5	7	7	6	8	7.0	7.2	Slightly Buyer



Statistics based on information obtained from TARMLS and using Brokermetrics software on 04/05/2016.

3 month trend in months of inventory is the average of closed sales and active listing data from 01/01/2016 - 03/31/2016. Information is believed to be reliable, but not guaranteed.

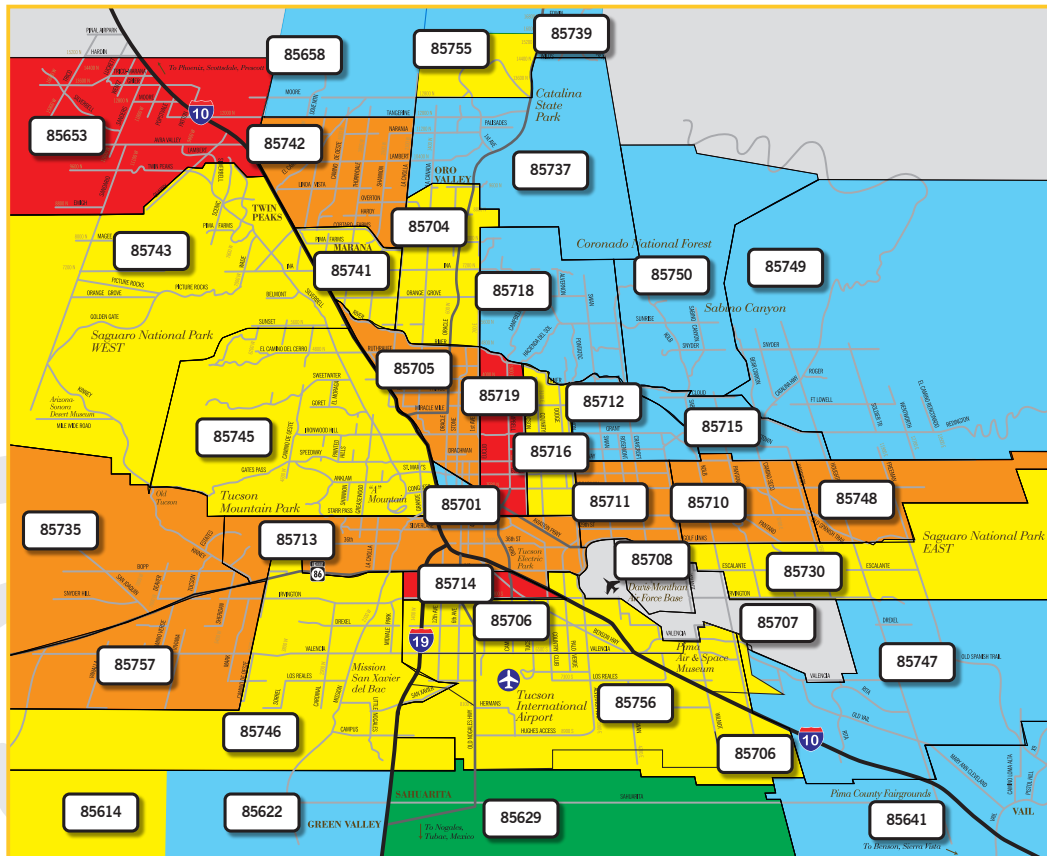
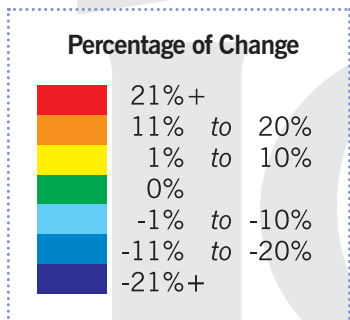


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JAN 2015-MAR 2015 TO JAN 2016-MAR 2016

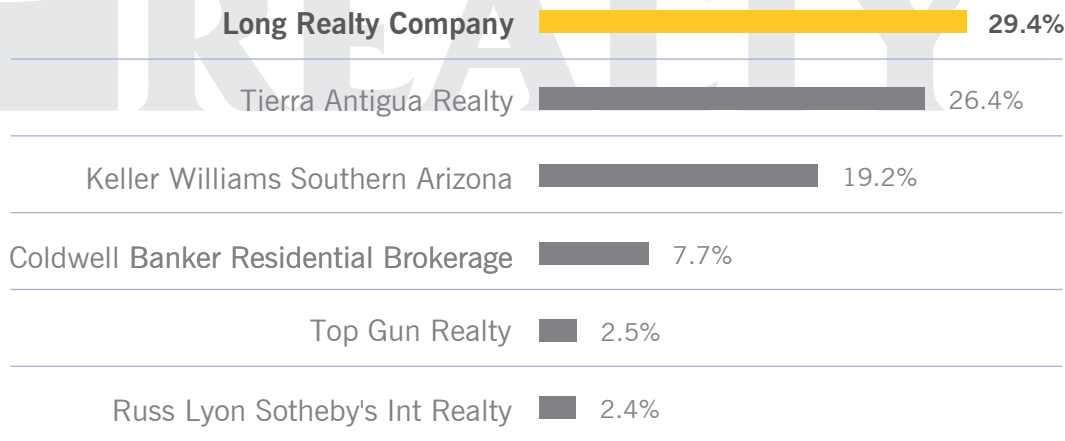
This heat map represents the percentage of change in Tucson metro median sales prices from January 2015-March 2015 to January 2016-March 2016 by zip code.



MARKET SHARE – THE HIGHLANDS AT DOVE MOUNTAIN

Long Realty leads the market in successful real estate sales.

Data Obtained 04/05/2016 from TARMLS using BrokerMetrics software for all closed residential sales volume between 04/01/2015 – 03/31/2016 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 04/05/2016. Information is believed to be reliable, but not guaranteed.