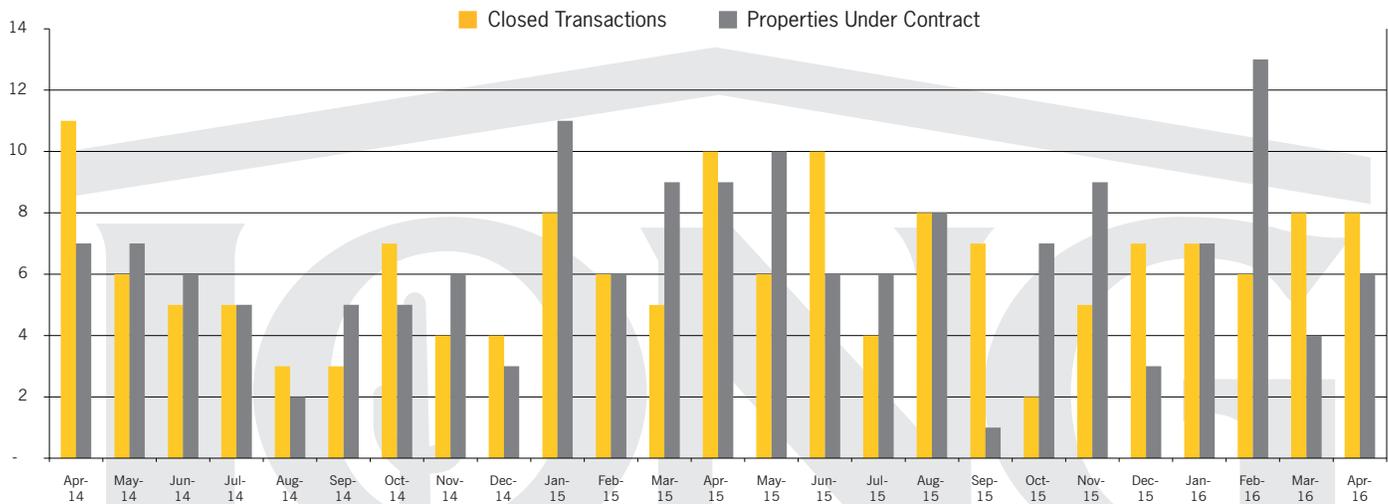




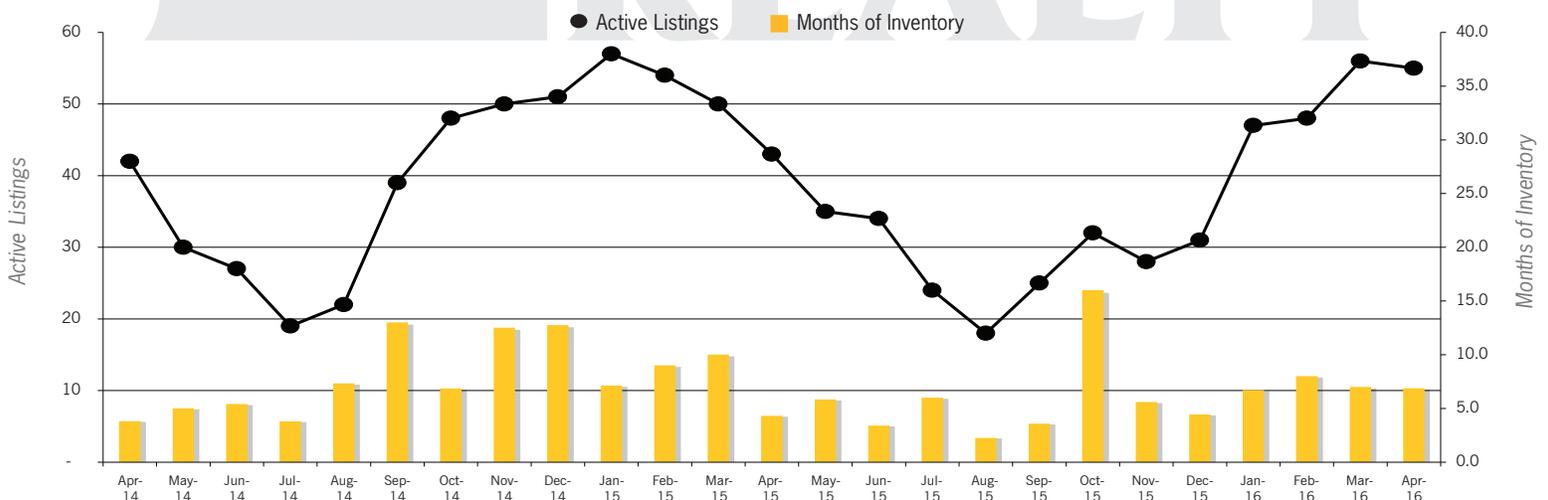
The Highlands at Dove Mountain | May 2016

In the Highlands at Dove Mountain area, April 2016 active inventory was 55, a 28% increase from April 2015. There were 8 closings in April 2016, a 20% decrease from April 2015. Year-to-date 2016 there were 21 closings, an 11% increase from year-to-date 2015. Months of Inventory was 6.9, up from 4.3 in April 2015. Median price of sold homes was \$288,000 for the month of April 2016, up 7% from April 2015. The Highlands at Dove Mountain area had 6 new properties under contract in April 2016, down 33% from April 2015.

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



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

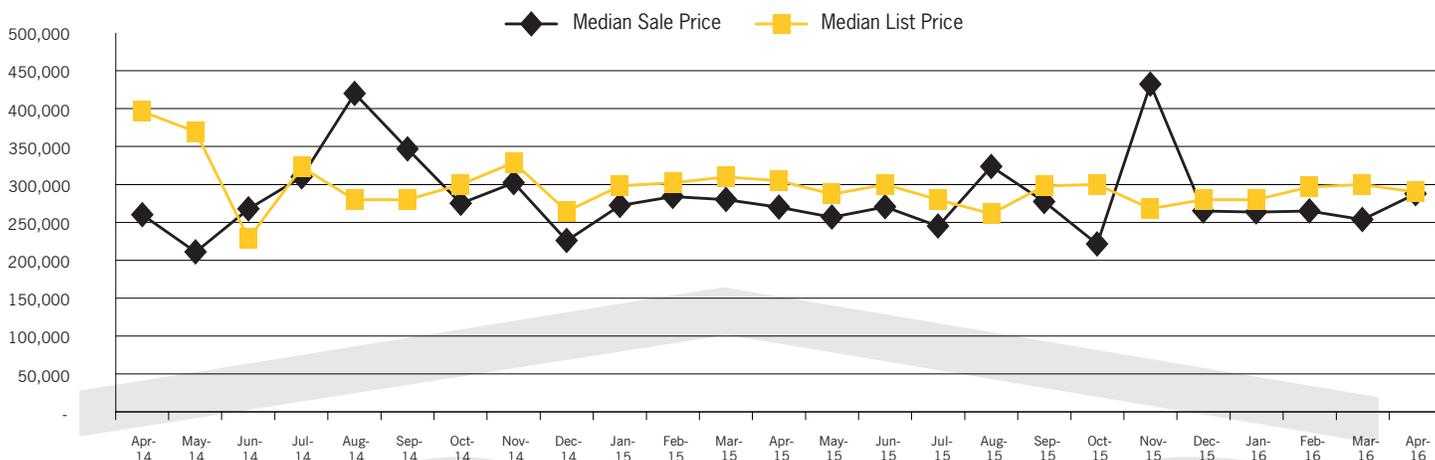


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 05/04/2016 is believed to be reliable, but not guaranteed.



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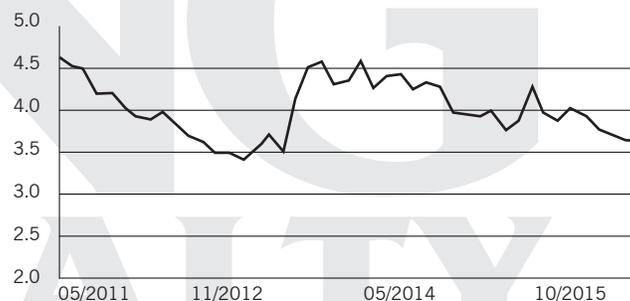
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – THE HIGHLANDS AT DOVE MOUNTAIN



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	\$270,000	3.875%	\$1,206.16
2016	\$288,000	3.625%	\$1,247.76

30 YEAR FIXED MORTGAGE RATE

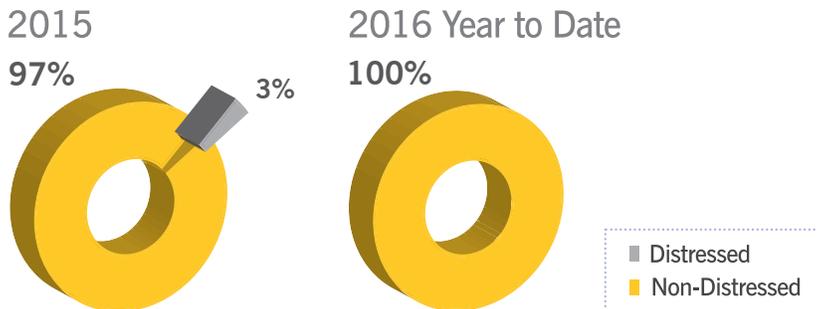


Source: Residential median sales prices. Data obtained 05/04/2016 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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 Highlands at Dove Mountain | May 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
		Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-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	1	1	0	0	n/a	5.0	Balanced
\$200,000 - 224,999	3	0	1	1	1	1	0	n/a	4.5	Slightly Seller
\$225,000 - 249,999	10	0	1	1	0	3	2	5.0	3.8	Seller
\$250,000 - 274,999	9	1	2	1	2	3	1	9.0	5.5	Balanced
\$275,000 - 299,999	8	0	1	0	0	1	2	4.0	8.7	Buyer
\$300,000 - 349,999	13	1	2	2	1	0	1	13.0	17.5	Buyer
\$350,000 - 399,999	7	0	0	1	0	0	1	7.0	19.0	Buyer
\$400,000 - 499,999	3	3	0	0	0	0	1	3.0	13.0	Buyer
\$500,000 - 599,999	0	0	0	0	1	0	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	55	5	7	7	6	8	8	6.9	7.2	Slightly Buyer



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

3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2016 - 04/30/2016. Information is believed to be reliable, but not guaranteed.

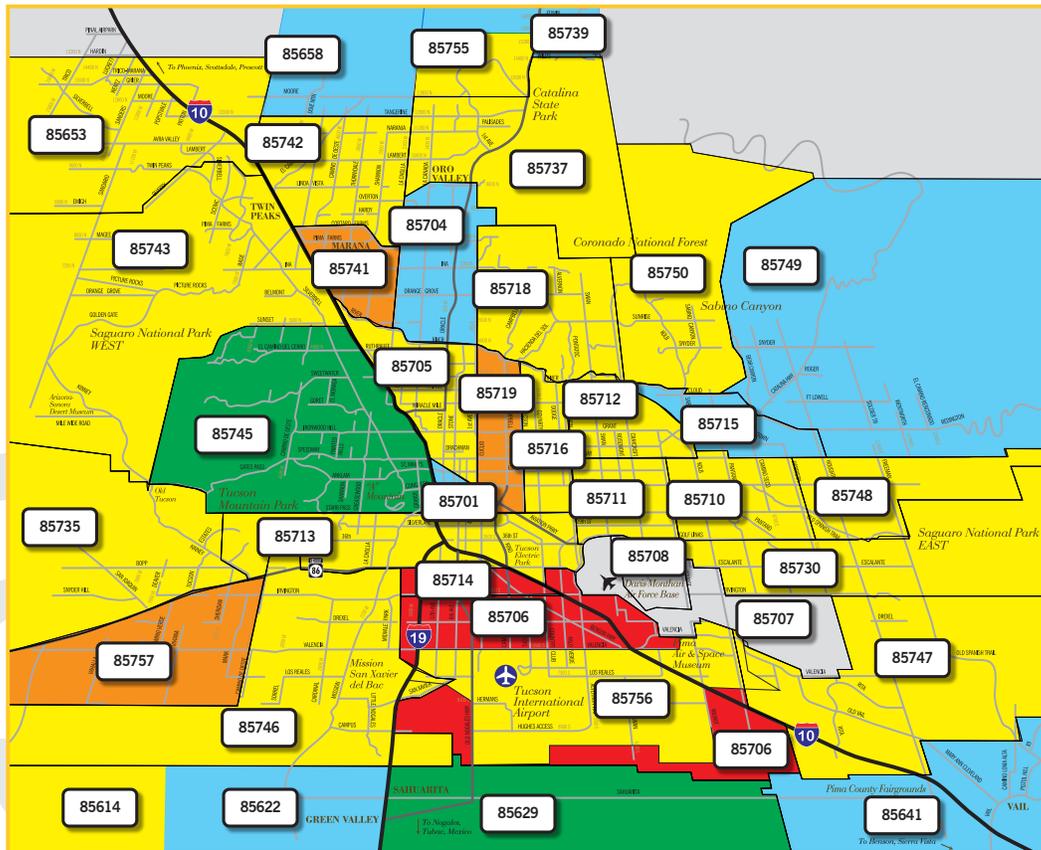


The Highlands at Dove Mountain | May 2016

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

FEB 2015-APR 2015 TO FEB 2016-APR 2016

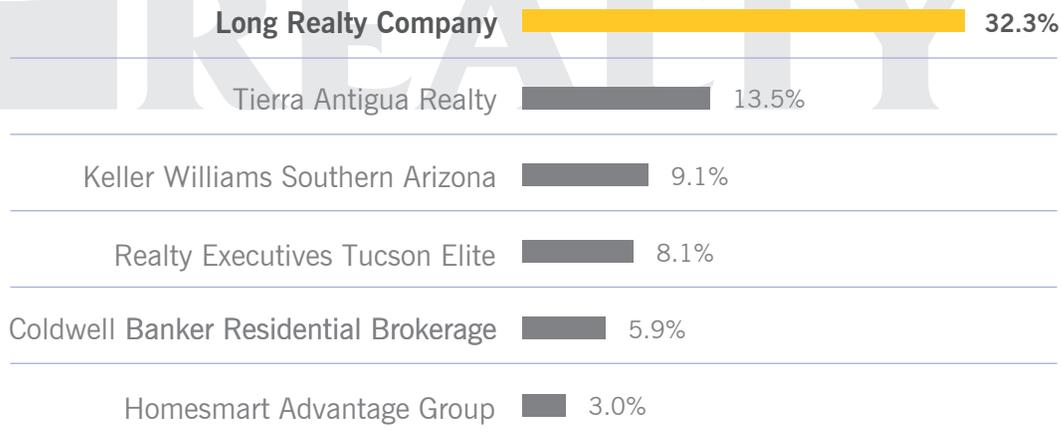
This heat map represents the percentage of change in Tucson metro median sales prices from February 2015-April 2015 to February 2016-April 2016 by zip code.



MARKET SHARE – TUCSON METRO

Long Realty leads the market in successful real estate sales.

Data Obtained 05/04/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 05/01/2015 – 04/30/2016 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 MLSSAZ and GVARMLS on 05/04/2016. Information is believed to be reliable, but not guaranteed.