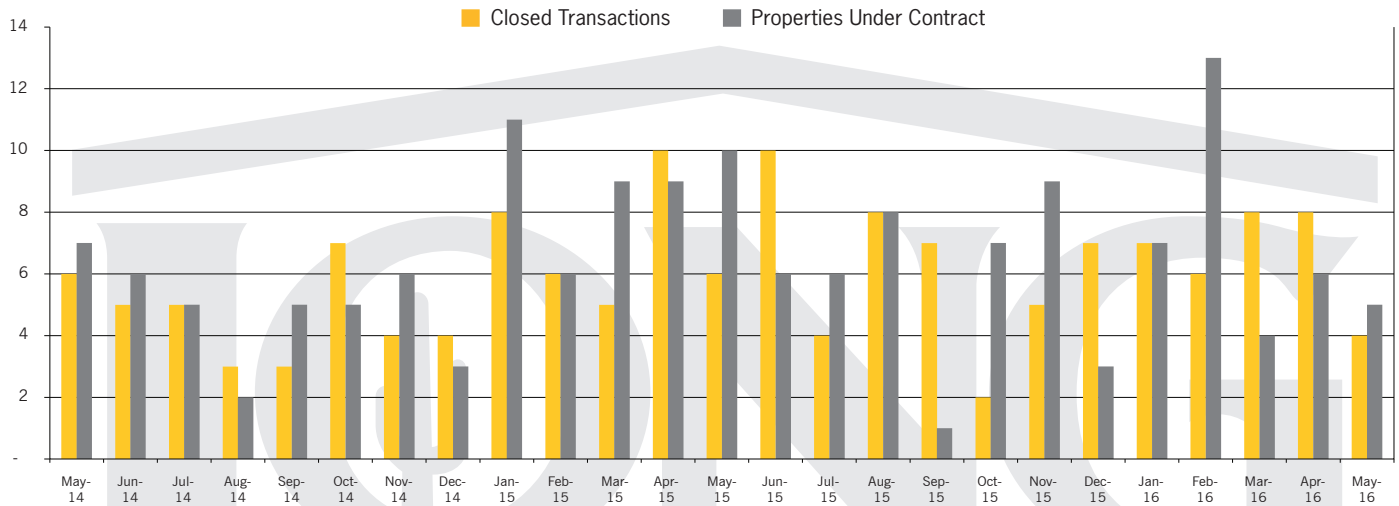




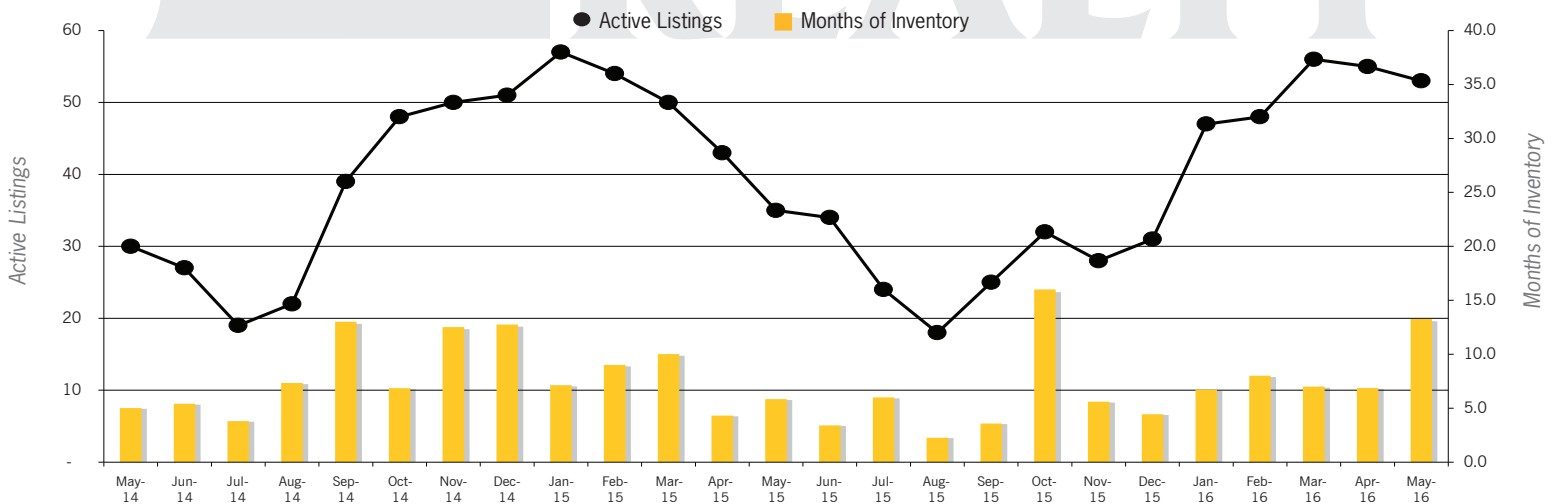
The Highlands at Dove Mountain | June 2016

In the Highlands at Dove Mountain area, May 2016 active inventory was 53, a 51% increase from May 2015. There were 4 closings in May 2016, a 33% decrease from May 2015. Year-to-date 2016 there were 33 closings, an 8% decrease from year-to-date 2015. Months of Inventory was 13.3, up from 5.8 in May 2015. Median price of sold homes was \$283,500 for the month of May 2016, up 10% from May 2015. The Highlands at Dove Mountain area had 5 new properties under contract in May 2016, down 50% from May 2015.

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



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

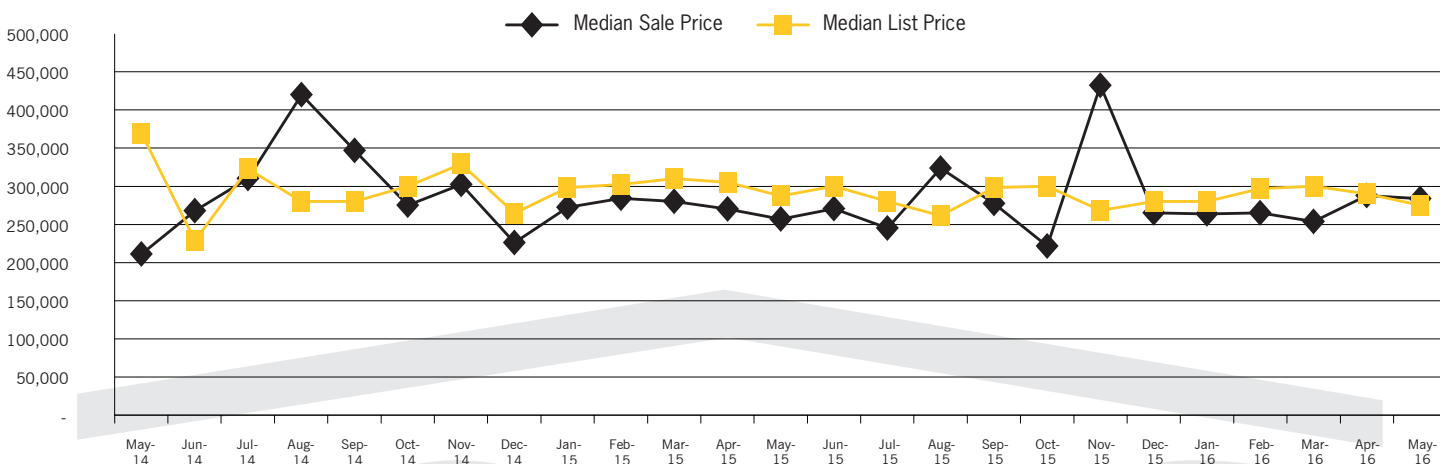


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
 All data obtained 06/03/2016 is believed to be reliable, but not guaranteed.*



The Highlands at Dove Mountain | June 2016

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

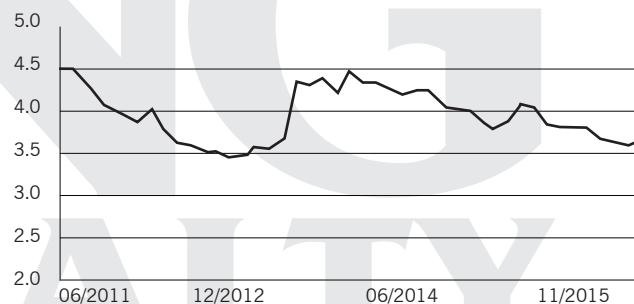


MONTHLY PAYMENT ON A MEDIAN PRICED HOME – THE HIGHLANDS AT DOVE MOUNTAIN

Year	Median Price	Int. Rate	MO. Payment
2006	\$367,507	6.140%	\$2,124.75
2015	\$256,700	3.800%	\$1,136.31
2016	\$283,500	3.600%	\$1,224.47

Source: Residential median sales prices. Data obtained 06/03/2016 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.

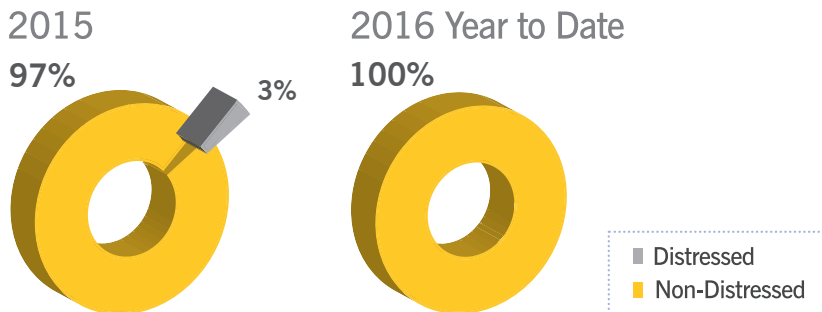
30 YEAR FIXED MORTGAGE RATE



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 | June 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
		Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-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	3	0	1	1	0	0	0	n/a	n/a	n/a
\$200,000 - 224,999	8	1	1	1	1	0	0	n/a	15.0	Buyer
\$225,000 - 249,999	5	1	1	0	3	2	0	n/a	4.0	Seller
\$250,000 - 274,999	8	2	1	2	3	1	2	4.0	4.7	Slightly Seller
\$275,000 - 299,999	7	1	0	0	1	2	0	n/a	8.0	Slightly Buyer
\$300,000 - 349,999	13	2	2	1	0	1	1	13.0	20.0	Buyer
\$350,000 - 399,999	6	0	1	0	0	1	1	6.0	9.5	Buyer
\$400,000 - 499,999	3	0	0	0	0	1	0	n/a	11.0	Buyer
\$500,000 - 599,999	0	0	0	1	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	53	7	7	6	8	8	4	13.3	8.2	Slightly Buyer



Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 06/03/2016.
3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2016 - 05/31/2016. Information is believed to be reliable, but not guaranteed.

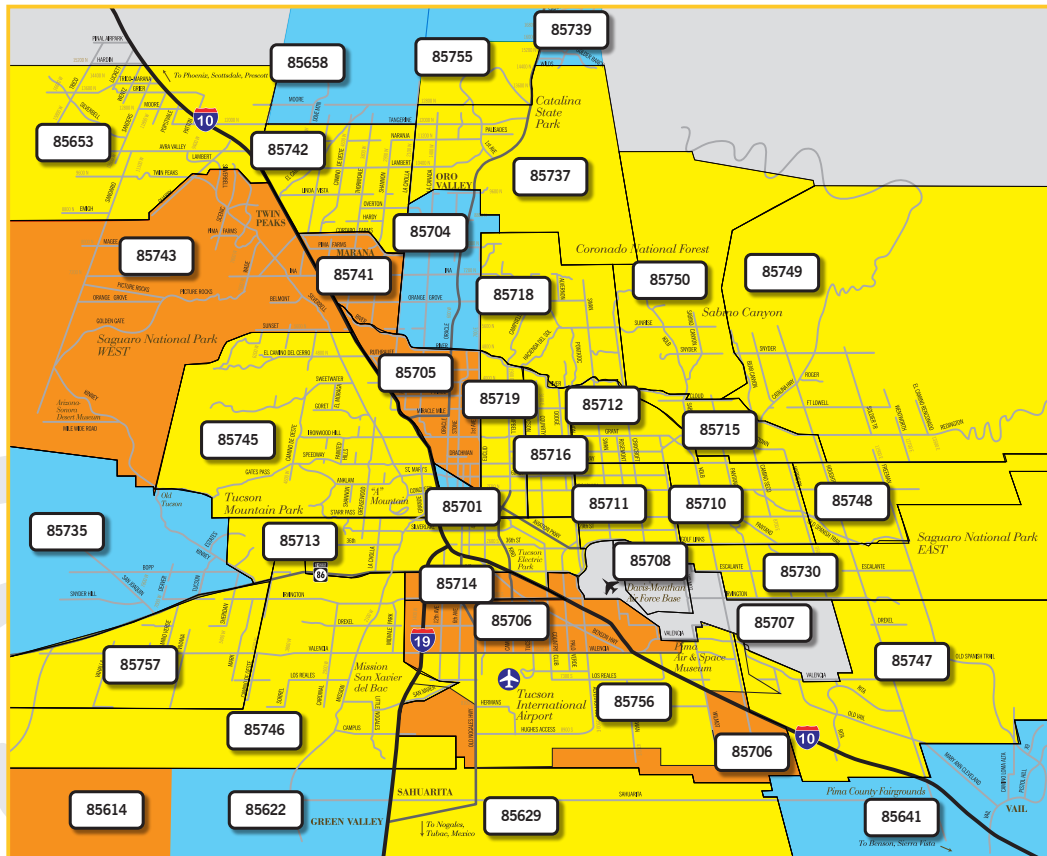
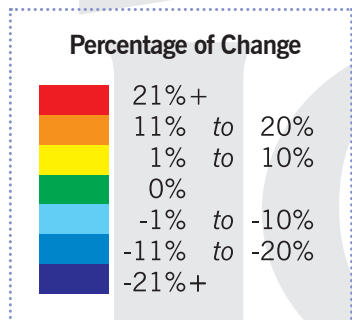


The Highlands at Dove Mountain | June 2016

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAR 2015-MAY 2015 TO MAR 2016-MAY 2016

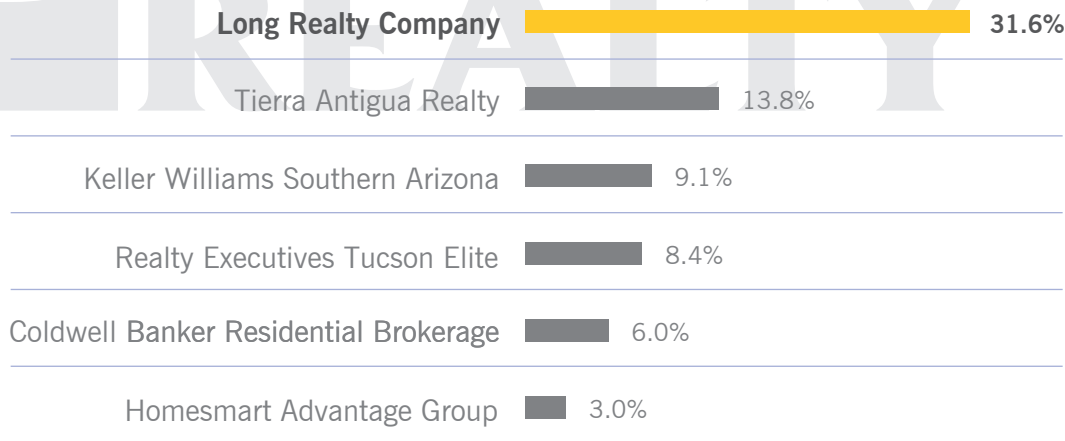
This heat map represents the percentage of change in Tucson metro median sales prices from March 2015-May 2015 to March 2016-May 2016 by zip code.



MARKET SHARE – TUCSON METRO

Long Realty leads the market in successful real estate sales.

Data Obtained 06/03/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 06/01/2015 – 05/31/2016 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 MLSSAZ and GVARMLS on 06/03/2016. Information is believed to be reliable, but not guaranteed.