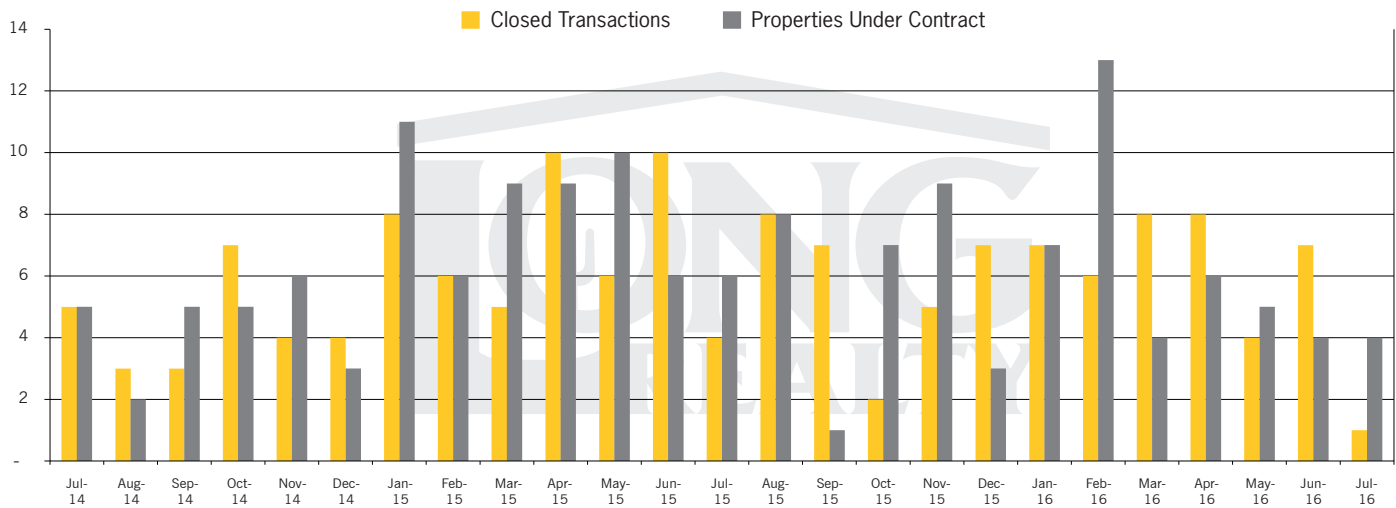




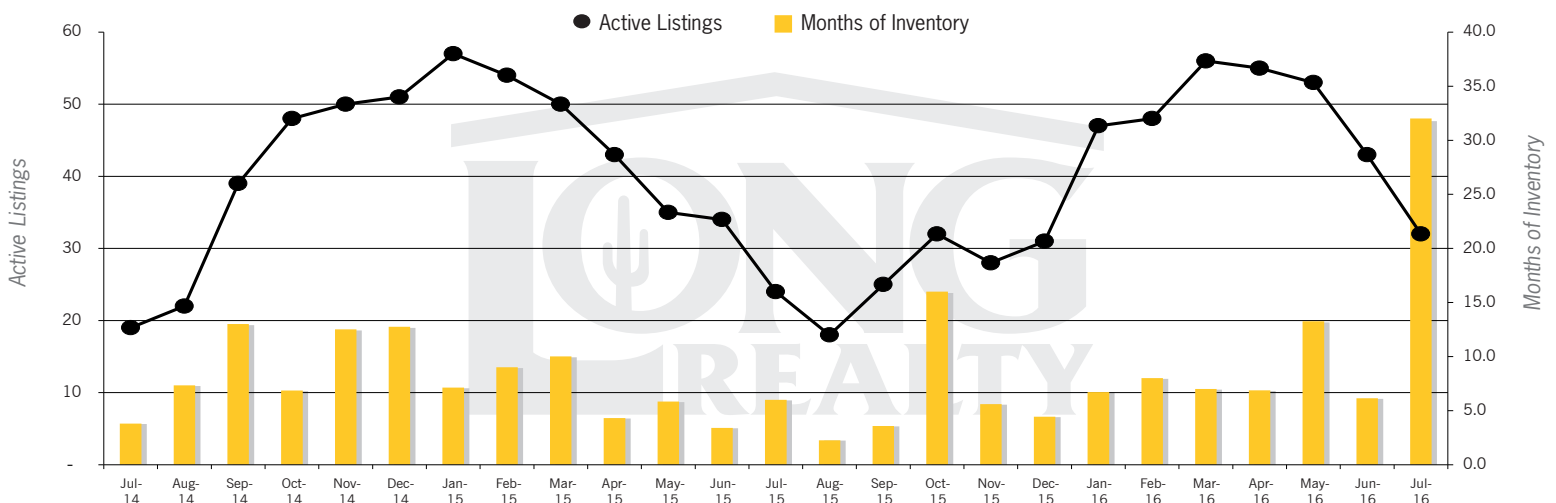
## The Highlands at Dove Mountain | August 2016

In the Highlands at Dove Mountain area, July 2016 active inventory was 32, a 33% increase from July 2015. There was 1 closing in July 2016, a 75% decrease from July 2015. Year-to-date 2016 there were 41 closings, an 18% decrease from year-to-date 2015. Months of Inventory was 32.0, up from 6.0 in July 2015. Median price of sold homes was \$248,000 for the month of July 2016, up 1% from July 2015. The Highlands at Dove Mountain area had 4 new properties under contract in July 2016, down 33% from July 2015.

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



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

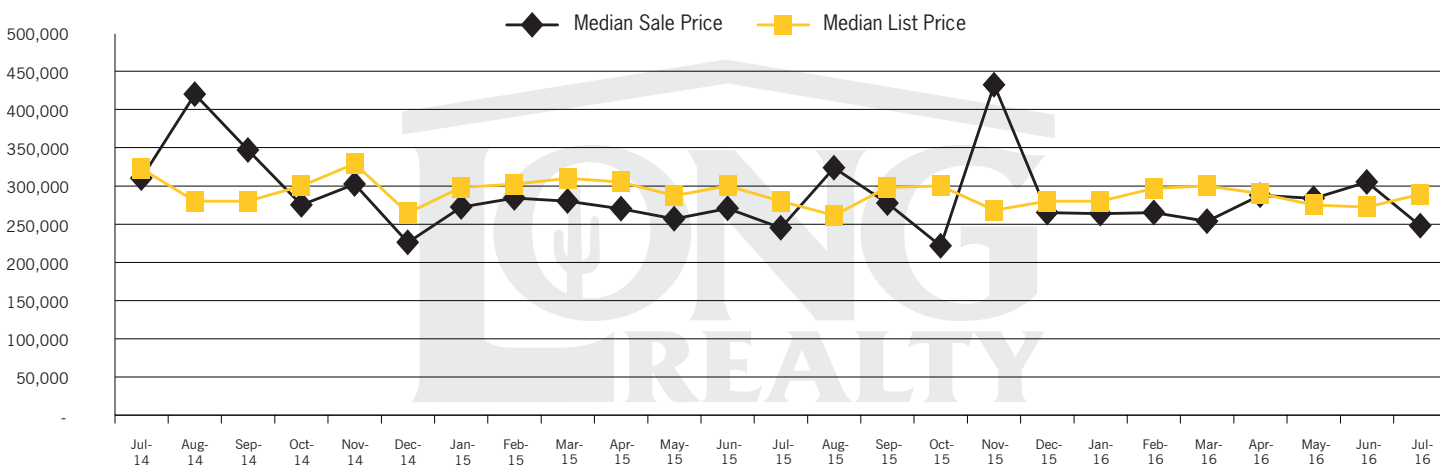


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
 All data obtained 08/03/2016 is believed to be reliable, but not guaranteed.*



## The Highlands at Dove Mountain | August 2016

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

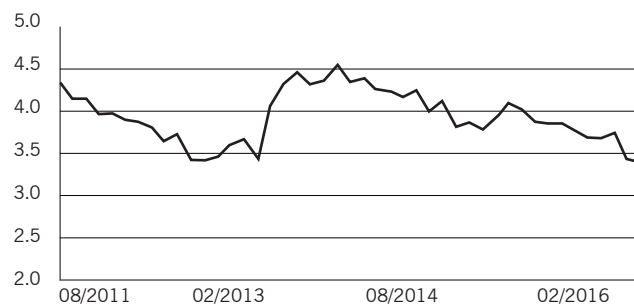


### MONTHLY PAYMENT ON A MEDIAN PRICED HOME – THE HIGHLANDS AT DOVE MOUNTAIN

Year	Median Price	Int. Rate	MO. Payment
2006	\$367,507	6.140%	\$2,124.75
2015	\$245,000	4.000%	\$1,111.18
2016	\$248,000	3.375%	\$1,041.58

Source: Residential median sales prices. Data obtained 08/03/2016 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.

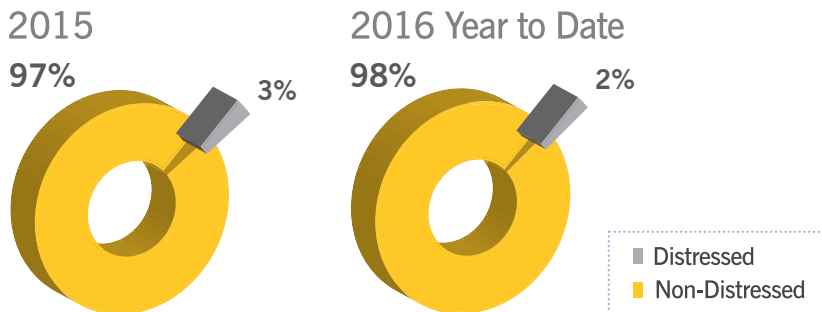
### 30 YEAR FIXED MORTGAGE RATE



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 | August 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
		Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-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	1	0	0	0	0	0	n/a	n/a	n/a
\$200,000 - 224,999	4	1	1	0	0	1	0	n/a	16.0	Buyer
\$225,000 - 249,999	5	0	3	2	0	1	1	5.0	7.0	Slightly Buyer
\$250,000 - 274,999	4	2	3	1	2	1	0	n/a	6.7	Slightly Buyer
\$275,000 - 299,999	3	0	1	2	0	0	0	n/a	n/a	n/a
\$300,000 - 349,999	8	1	0	1	1	4	0	n/a	6.2	Balanced
\$350,000 - 399,999	2	0	0	1	1	0	0	n/a	13.0	Buyer
\$400,000 - 499,999	4	0	0	1	0	0	0	n/a	n/a	n/a
\$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>32</b>	<b>6</b>	<b>8</b>	<b>8</b>	<b>4</b>	<b>7</b>	<b>1</b>	<b>32.0</b>	<b>10.7</b>	<b>Buyer</b>



Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 08/03/2016.

3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2016 - 07/31/2016. Information is believed to be reliable, but not guaranteed.

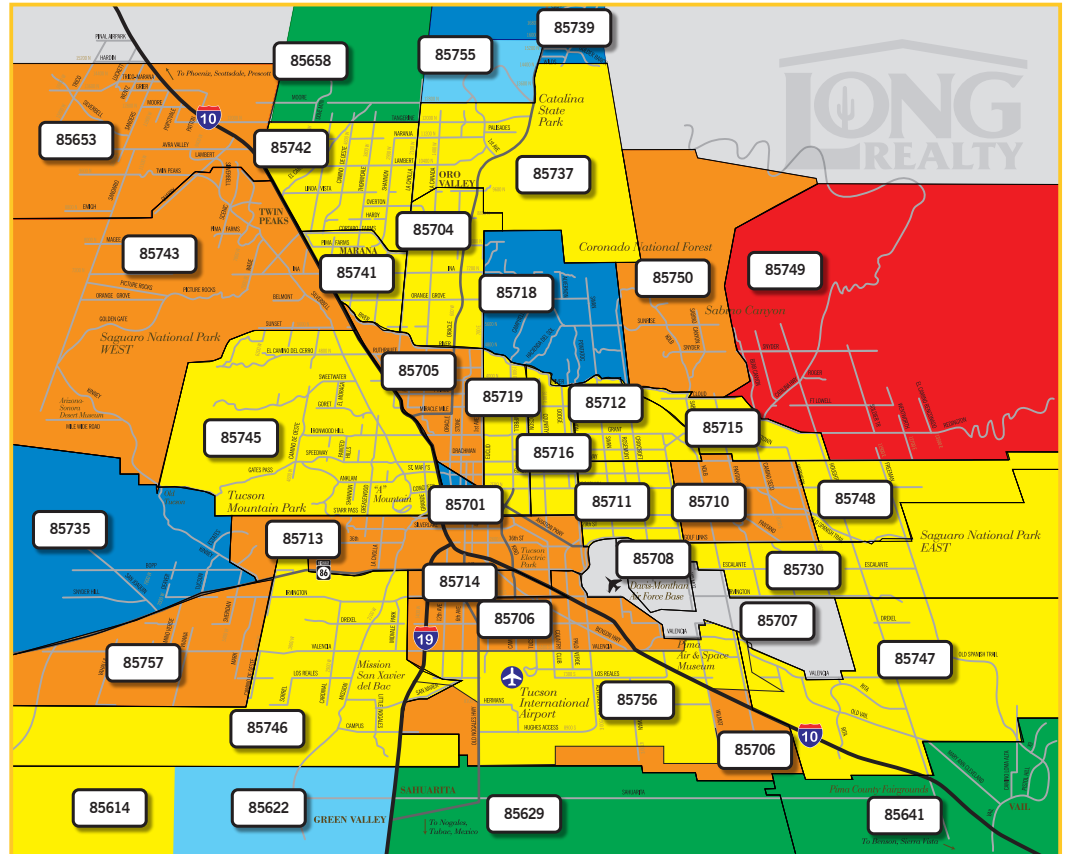


## The Highlands at Dove Mountain | August 2016

### CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAY 2015-JUL 2015 TO MAY 2016-JUL 2016

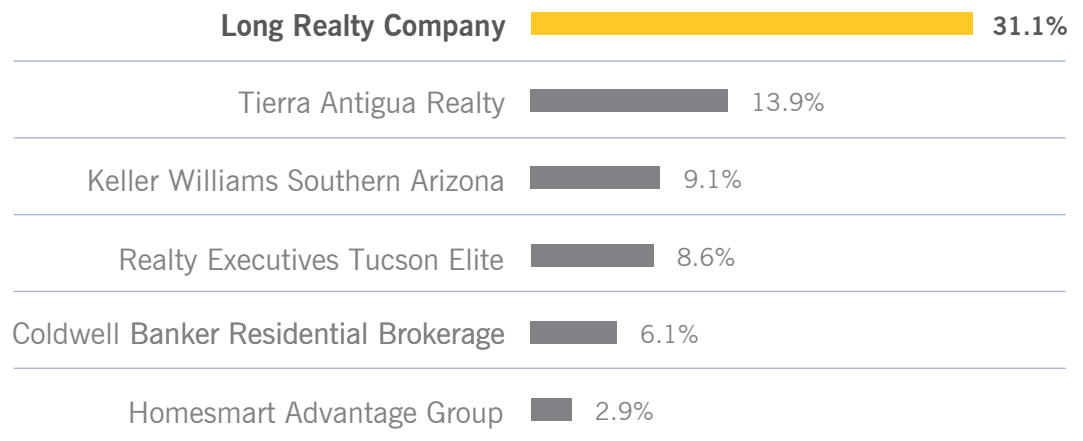
*This heat map represents the percentage of change in Tucson metro median sales prices from May 2015-July 2015 to May 2016-July 2016 by zip code.*



### MARKET SHARE – TUCSON METRO

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

*Data Obtained 08/03/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 08/01/2015 – 07/31/2016 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.