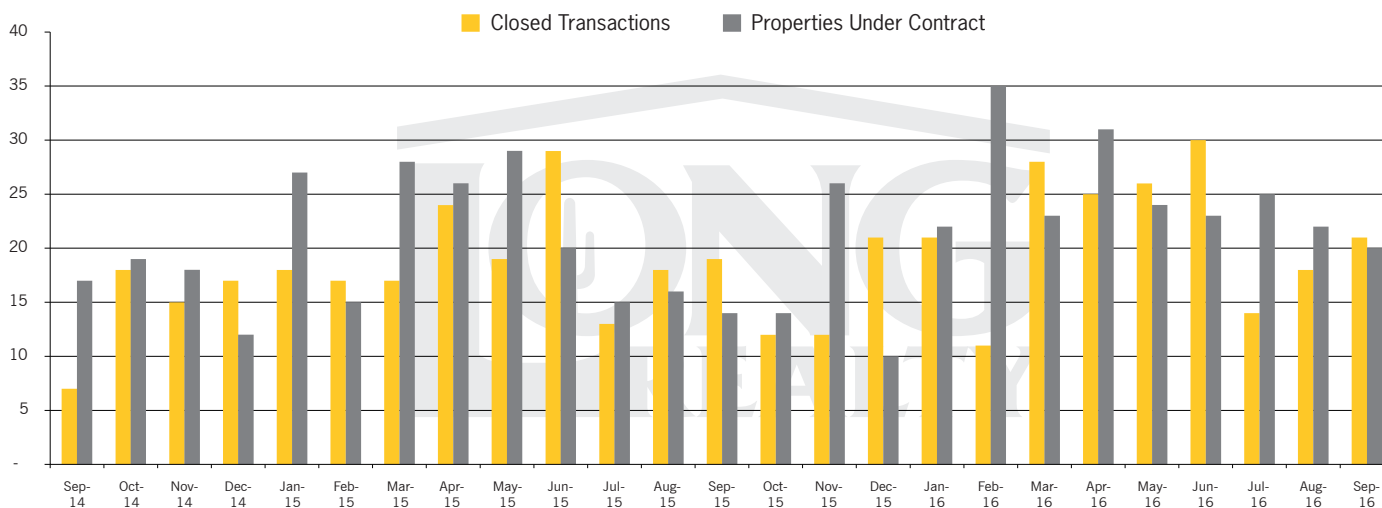




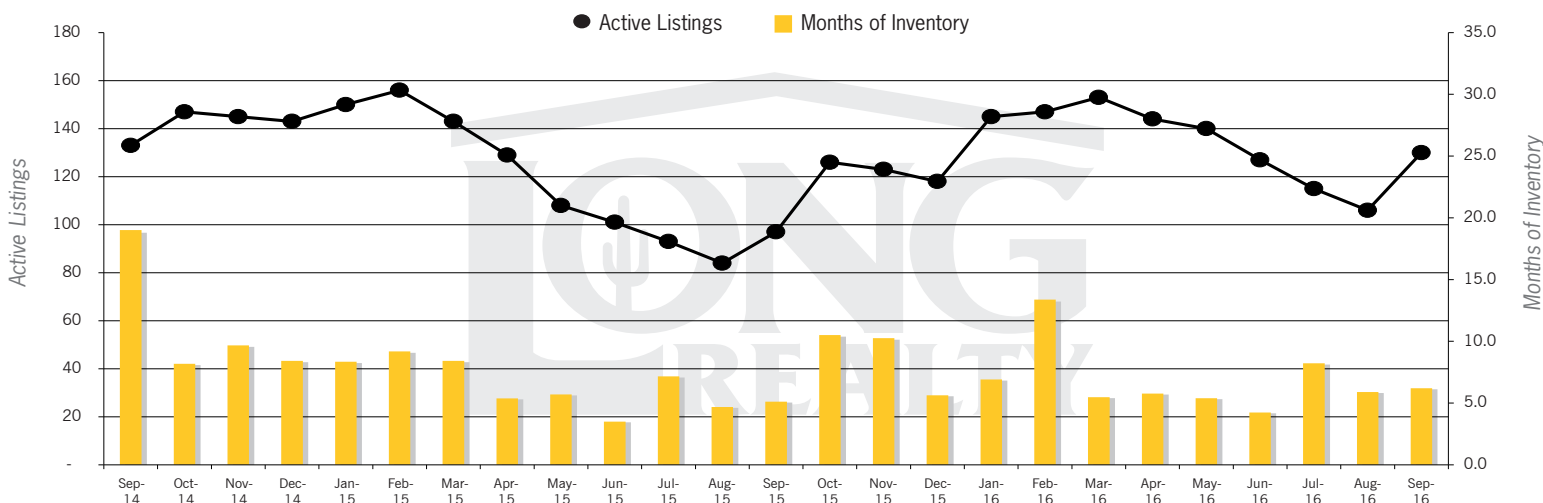
Dove Mountain | October 2016

In the Dove Mountain area, September 2016 active inventory was 130, a 34% increase from September 2015. There were 21 closings in September 2016, an 11% increase from September 2015. Year-to-date 2016 there were 199 closings, a 6% increase from year-to-date 2015. Months of Inventory was 6.2, up from 5.1 in September 2015. Median price of sold homes was \$305,000 for the month of September 2016, up 10% from September 2015. The Dove Mountain area had 20 new properties under contract in September 2016, up 43% from September 2015.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – DOVE MOUNTAIN



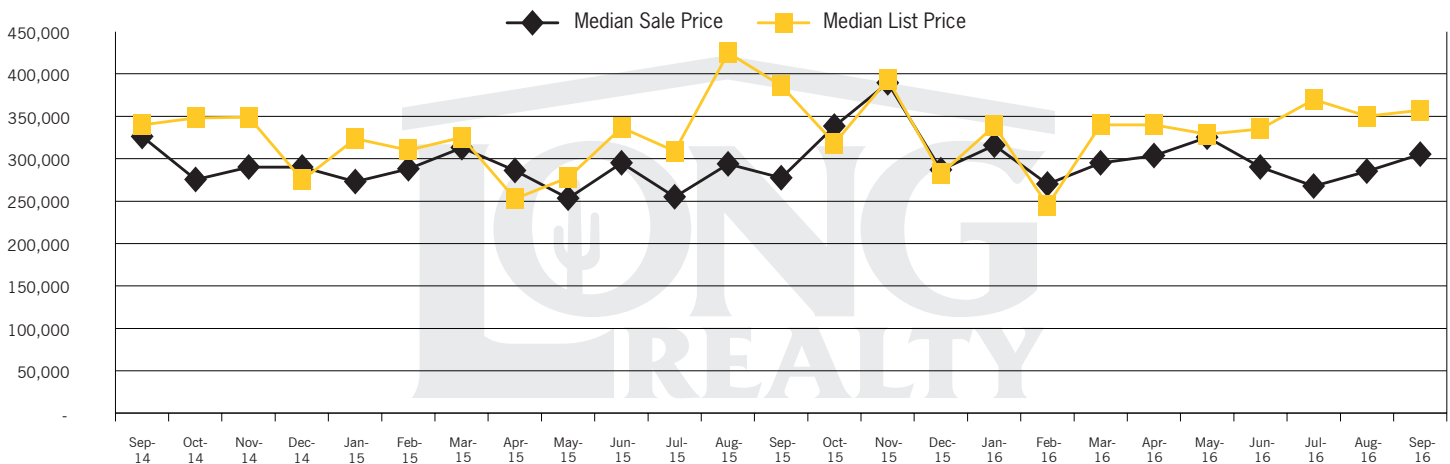
ACTIVE LISTINGS AND MONTHS OF INVENTORY – DOVE MOUNTAIN



Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 10/05/2016 is believed to be reliable, but not guaranteed.



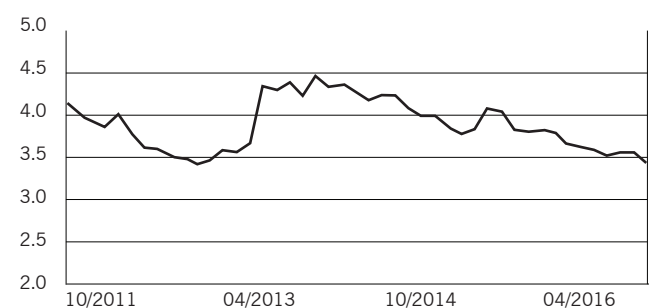
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – DOVE MOUNTAIN



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – DOVE MOUNTAIN

Year	Median Price	Int. Rate	MO. Payment
2006	\$249,591	6.140%	\$1,443.01
2015	\$277,500	3.875%	\$1,239.66
2016	\$305,000	3.375%	\$1,280.97

30 YEAR FIXED MORTGAGE RATE

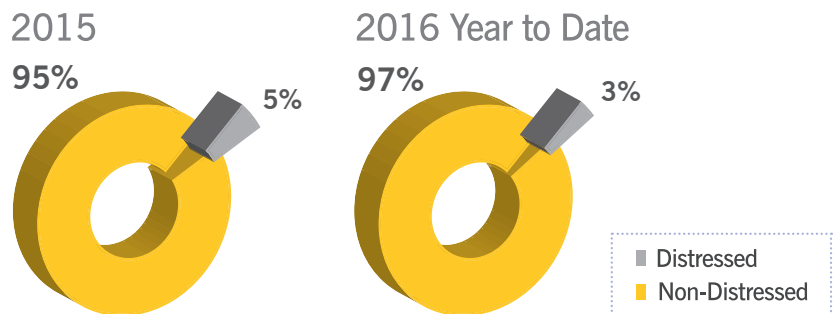


Source: Residential median sales prices. Data obtained 10/05/2016 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

DISTRESSED VS. NON-DISTRESSED SALES – 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.





MARKET CONDITIONS BY PRICE BAND – DOVE MOUNTAIN

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-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	1	1	2	0	1	2	0.0	0.3	Seller
\$175,000 - 199,999	8	1	3	2	2	2	0	n/a	5.3	Balanced
\$200,000 - 224,999	7	0	1	2	2	1	2	3.5	3.4	Seller
\$225,000 - 249,999	8	3	1	3	1	3	1	8.0	3.8	Seller
\$250,000 - 274,999	7	3	4	5	3	1	4	1.8	3.0	Seller
\$275,000 - 299,999	12	4	0	1	2	3	1	12.0	5.7	Balanced
\$300,000 - 349,999	16	5	6	7	3	3	3	5.3	5.3	Balanced
\$350,000 - 399,999	13	2	5	2	0	2	2	6.5	8.3	Slightly Buyer
\$400,000 - 499,999	20	7	5	4	0	2	3	6.7	10.4	Buyer
\$500,000 - 599,999	7	0	0	0	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	3	0	0	1	1	0	2	1.5	2.0	Seller
\$700,000 - 799,999	4	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	2	0	0	1	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	3	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	20	0	0	1	0	0	1	20.0	51.0	Buyer
TOTAL	130	26	26	31	14	18	21	6.2	6.6	Slightly Buyer



Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 10/05/2016.

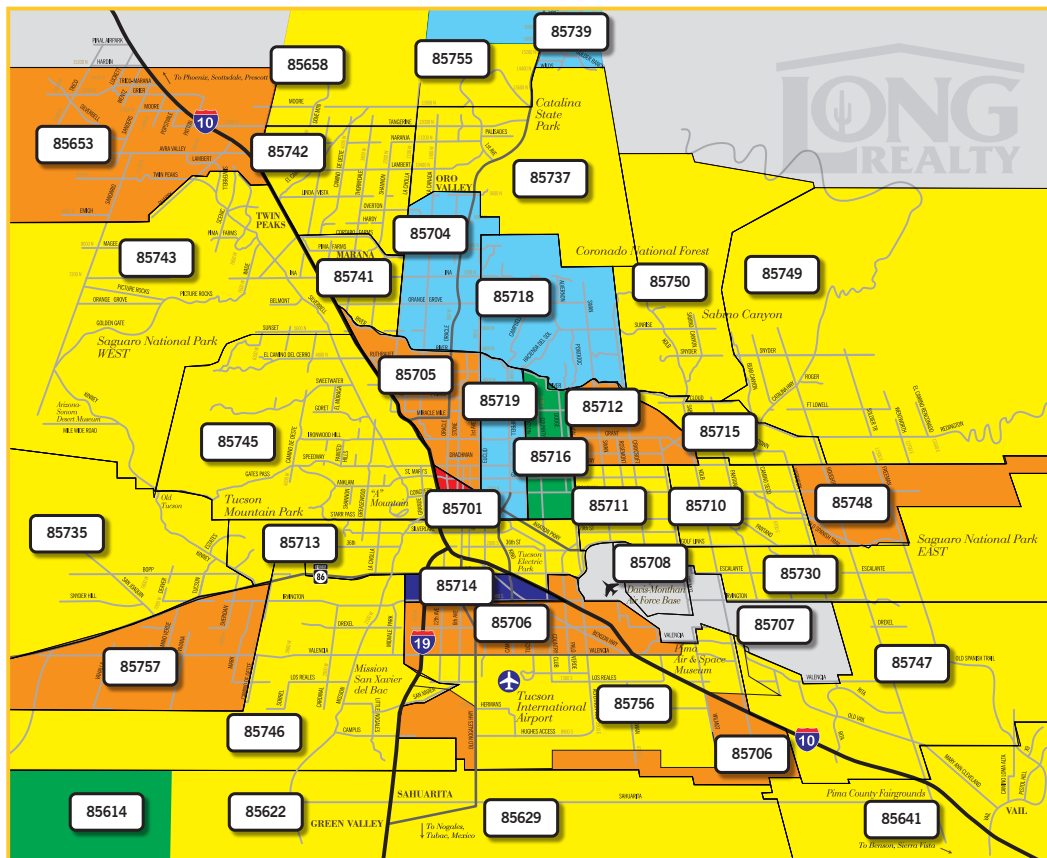
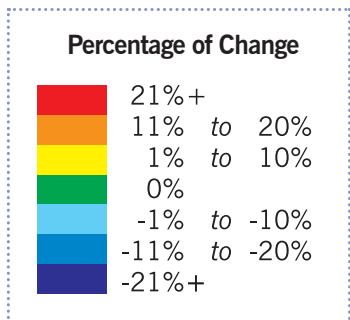
3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2016 - 09/30/2016. Information is believed to be reliable, but not guaranteed.



CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUL 2015-SEP 2015 TO JUL 2016-SEP 2016

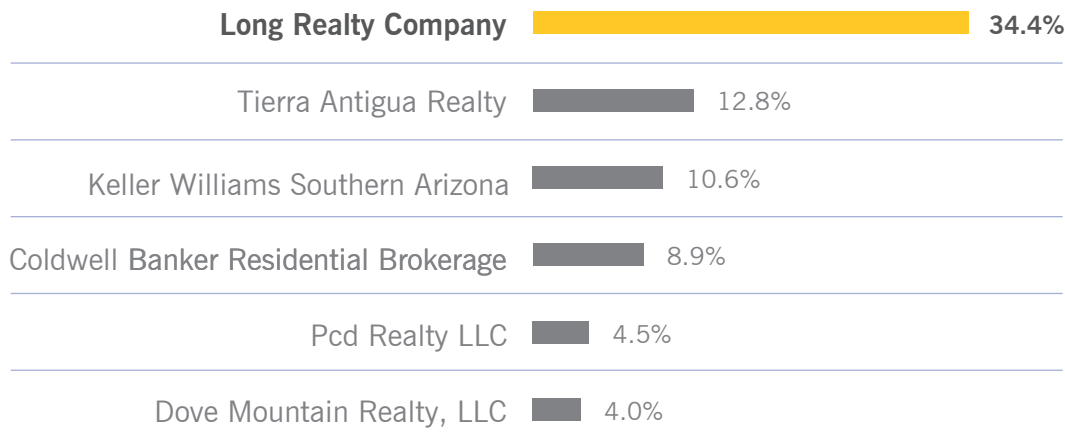
This heat map represents the percentage of change in Tucson metro median sales prices from July 2015-September 2015 to July 2016-September 2016 by zip code.



MARKET SHARE – DOVE MOUNTAIN

Long Realty leads the market in successful real estate sales.

Data Obtained 10/05/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 10/01/2015 – 09/30/2016 rounded to the nearest tenth of one percent and deemed to be correct.



The Dove Mountain Housing Report is comprised of data for residential properties in the community of Dove Mountain. 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.