



The Housing Report

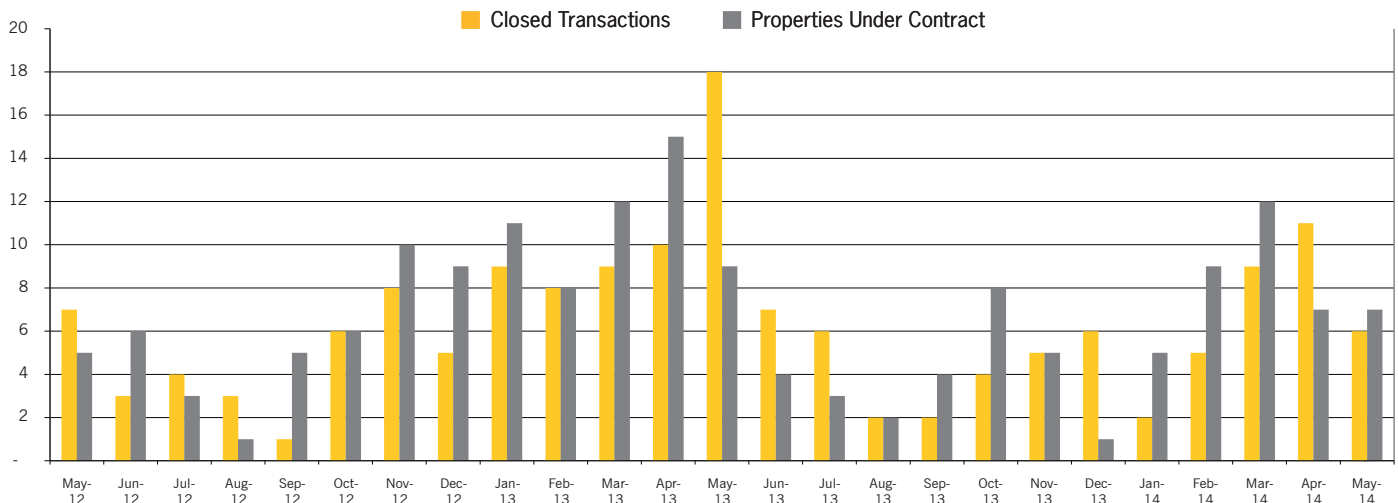
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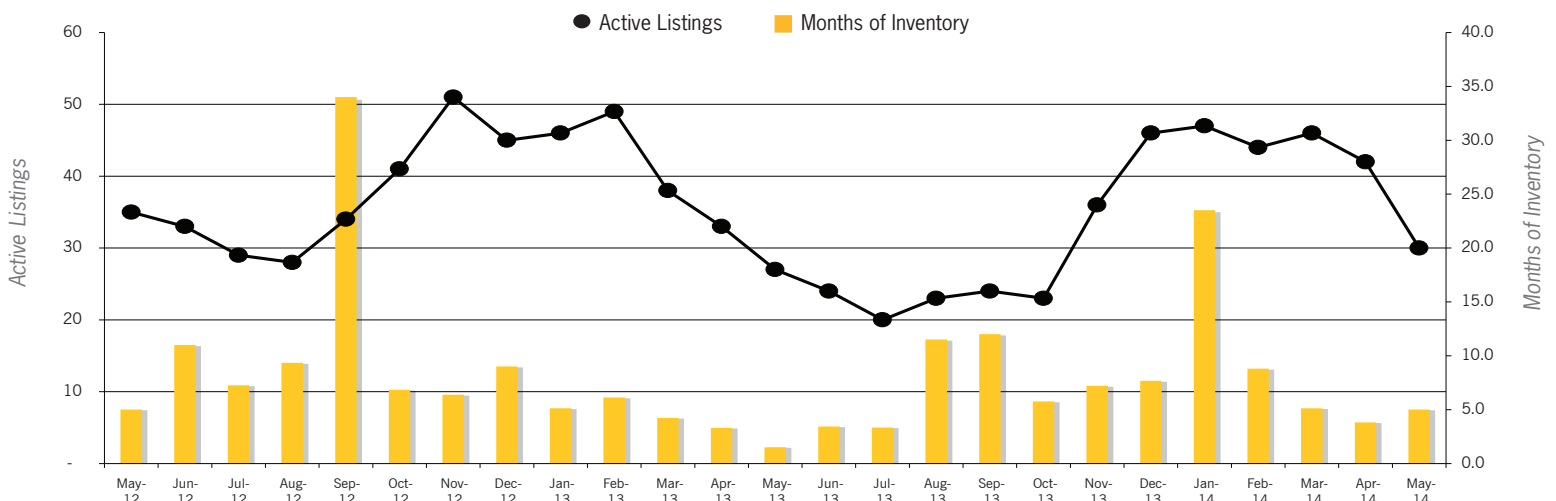
The Highlands at Dove Mountain | June 2014

In the Highlands at Dove Mountain area, May 2014 active inventory was 30, an 11% increase from May 2013. There were 6 closings in May 2014, a 67% decrease from May 2013. Months of Inventory was 5.0, up from 1.5 in May 2013. Median price of sold homes was \$211,250 for the month of May 2014, down 16% from May 2013. The Highlands at Dove Mountain area had 7 new properties under contract in May 2014, down 22% from May 2013.

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



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

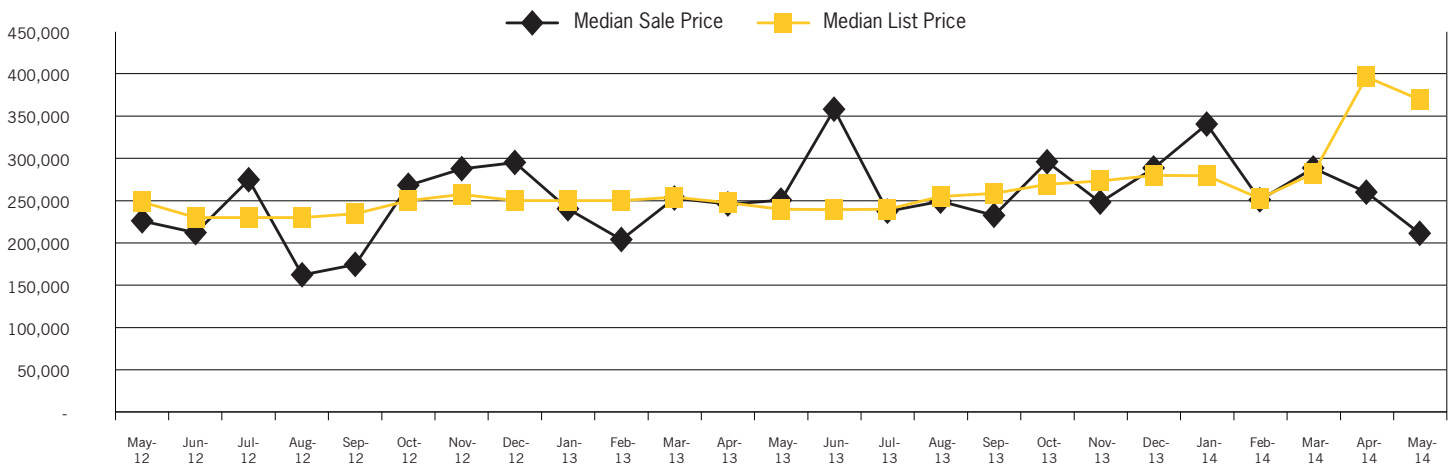


Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.
All data obtained 06/04/2014 is believed to be reliable, but not guaranteed.



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

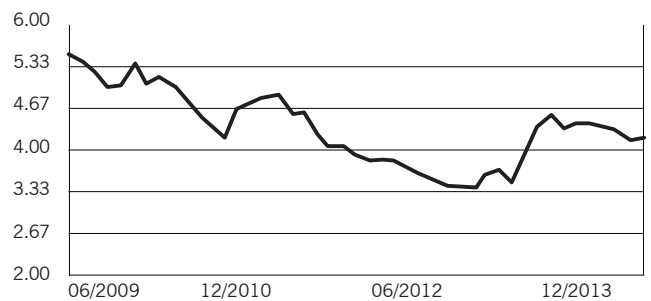


MONTHLY PAYMENT ON A MEDIAN PRICED HOME – THE HIGHLANDS AT DOVE MOUNTAIN

| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$367,507 | 6.140% | \$2,124.75 |
| 2013 | \$250,500 | 3.500% | \$1,068.61 |
| 2014 | \$211,250 | 4.250% | \$987.26 |

30 YEAR FIXED MORTGAGE RATE

While mortgage rates have increased slightly recently, they are still well below 2009 levels.

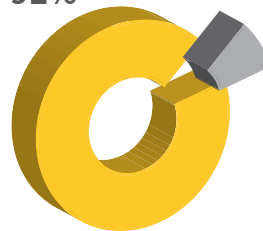


Source: Bankrate.com

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

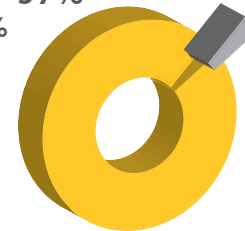
The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to the same time period last year. A lower percentage of distressed sales can lead to improving market conditions.

2013
92%



2014 Year to Date

97%
3%



■ Distressed
■ Non-Distressed



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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-13 | Jan-14 | Feb-14 | Mar-14 | Apr-14 | May-14 | | | |
| \$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 | 0 | 0 | 1 | 1 | 1 | 0.0 | 0.3 | Seller |
| \$175,000 - 199,999 | 3 | 0 | 1 | 0 | 1 | 1 | 0 | n/a | 5.5 | Balanced |
| \$200,000 - 224,999 | 2 | 0 | 0 | 1 | 0 | 1 | 3 | 0.7 | 1.8 | Seller |
| \$225,000 - 249,999 | 1 | 0 | 0 | 1 | 1 | 1 | 0 | n/a | 4.5 | Slightly Seller |
| \$250,000 - 274,999 | 2 | 1 | 0 | 1 | 0 | 3 | 0 | n/a | 5.0 | Balanced |
| \$275,000 - 299,999 | 5 | 2 | 0 | 2 | 2 | 1 | 0 | n/a | 7.0 | Slightly Buyer |
| \$300,000 - 349,999 | 6 | 1 | 0 | 0 | 2 | 2 | 0 | n/a | 5.0 | Balanced |
| \$350,000 - 399,999 | 8 | 0 | 0 | 0 | 2 | 0 | 2 | 4.0 | 6.3 | Balanced |
| \$400,000 - 499,999 | 3 | 1 | 1 | 0 | 0 | 1 | 0 | n/a | 9.0 | Buyer |
| \$500,000 - 599,999 | 0 | 0 | 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 |
| TOTAL | 30 | 6 | 2 | 5 | 9 | 11 | 6 | 5.0 | 4.5 | Slightly Seller |

| | | | | |
|---|---|---|---|---|
|  |  |  |  |  |
| Seller's Market | Slight Seller's Market | Balanced Market | Slight Buyer's Market | Buyer's Market |

Statistics based on information obtained from TARMLS and using Brokermetrics software on 06/04/2014.

3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2014 - 5/31/2014. Information is believed to be reliable, but not guaranteed.



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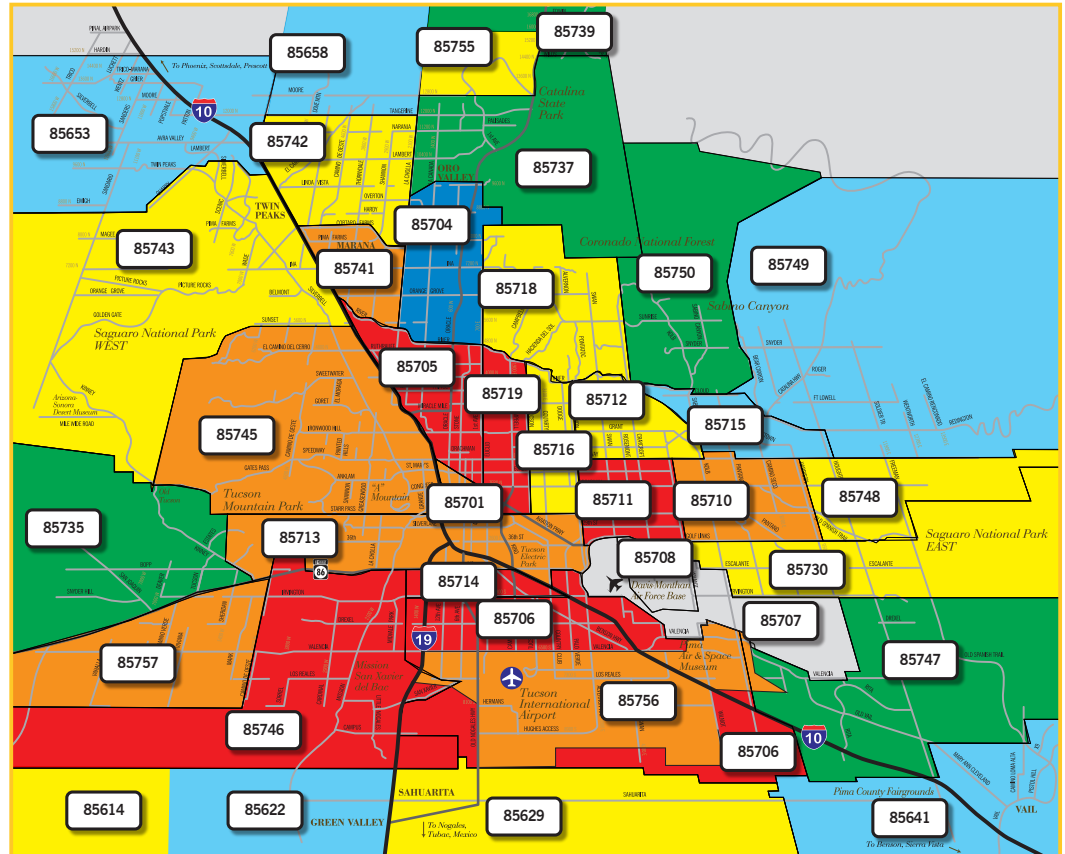
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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAR-MAY 2013 TO
MAR-MAY 2014

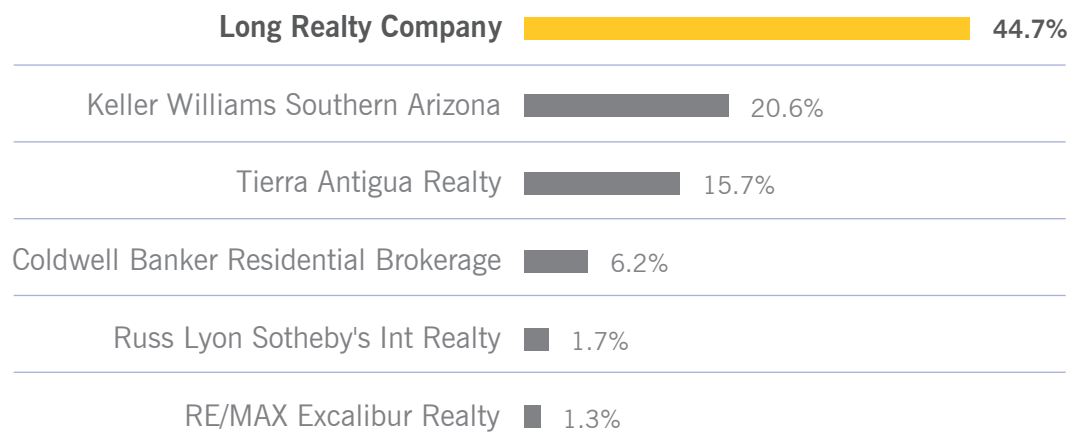
This heat map represents the percentage of change in Tucson metro median sales prices from March-May 2013 to March-May 2014 by zip code.



MARKET SHARE – THE HIGHLANDS AT DOVE MOUNTAIN

Long Realty leads the market
in successful real estate sales.

Data Obtained 06/04/2014 from
TARMLS using BrokerMetrics software
for all closed residential sales volume
between 06/01/2013 – 05/31/2014
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 06/04/2014. Information is believed to be reliable, but not guaranteed.