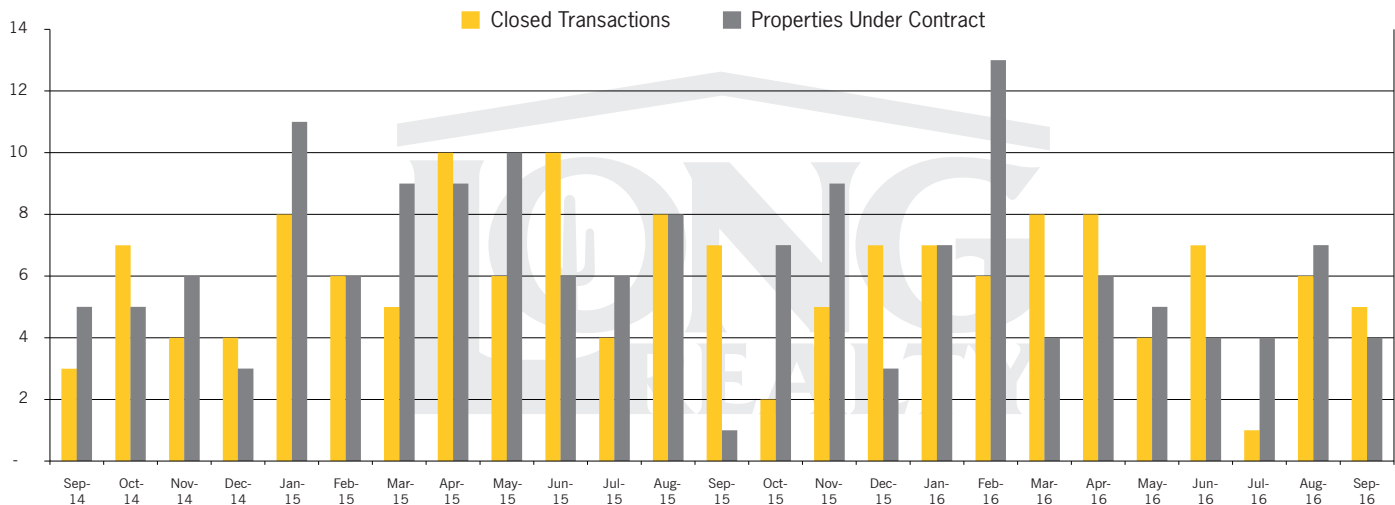




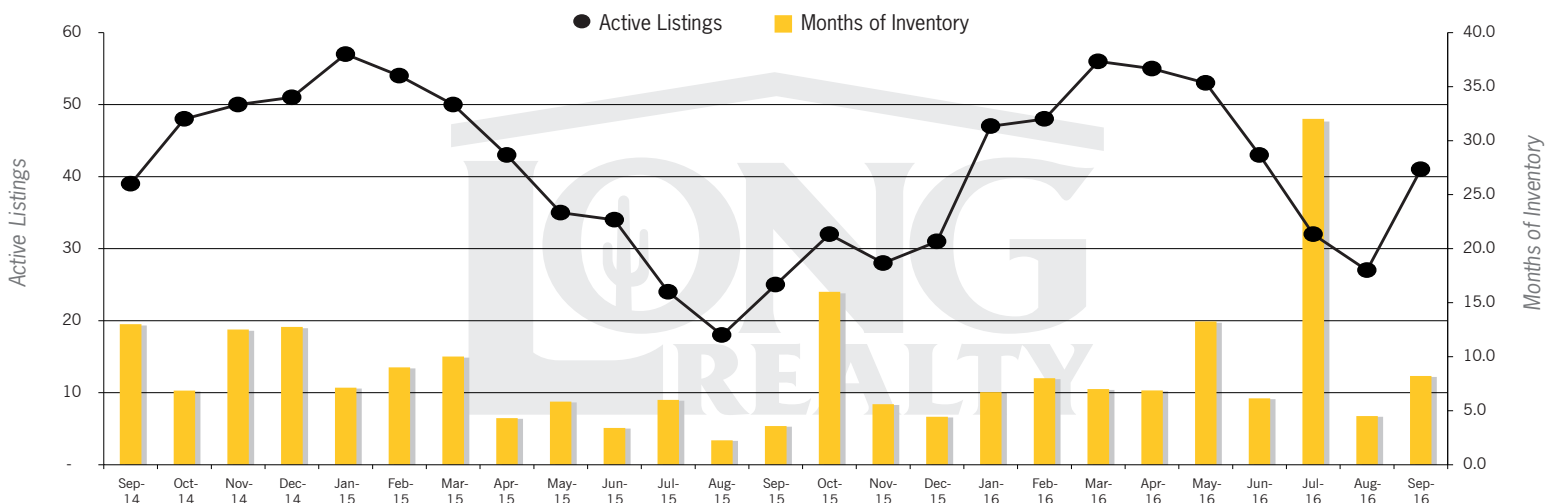
## The Highlands at Dove Mountain | October 2016

In the Highlands at Dove Mountain area, September 2016 active inventory was 41, a 64% increase from September 2015. There were 5 closings in September 2016, a 29% decrease from September 2015. Year-to-date 2016 there were 52 closings, a 20% decrease from year-to-date 2015. Months of Inventory was 8.2, up from 3.6 in September 2015. Median price of sold homes was \$256,500 for the month of September 2016, down 8% from September 2015. The Highlands at Dove Mountain area had 4 new properties under contract in September 2016, up 300% from September 2015.

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



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

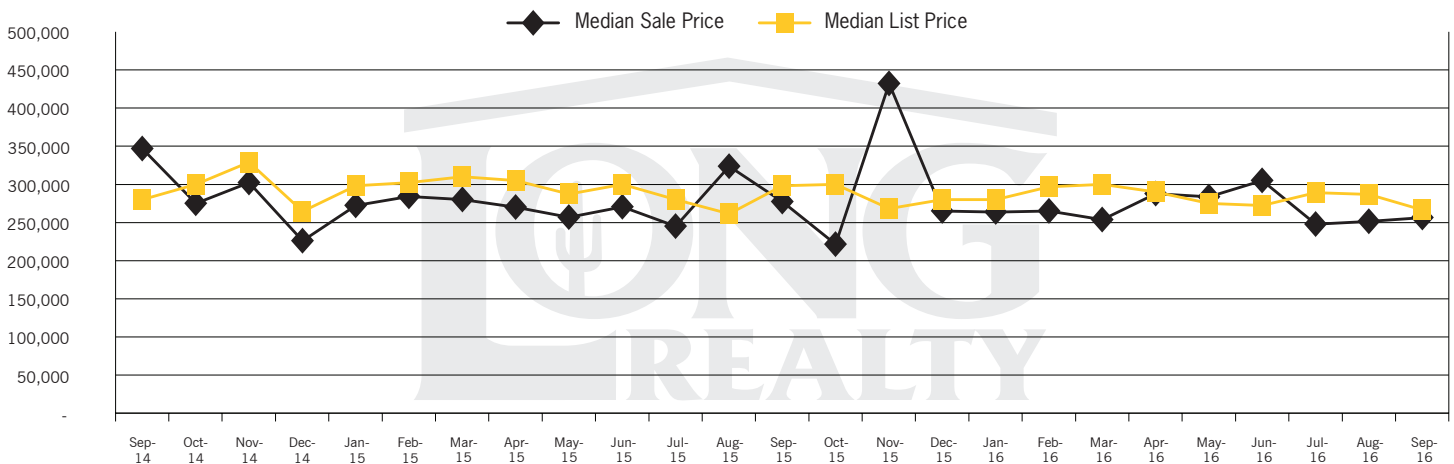


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 10/05/2016 is believed to be reliable, but not guaranteed.*



## The Highlands at Dove Mountain | October 2016

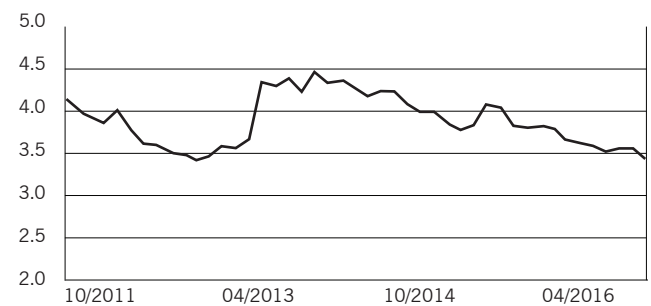
### MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – THE HIGHLANDS AT DOVE MOUNTAIN



### 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	\$277,500	3.875%	\$1,239.66
2016	\$256,500	3.375%	\$1,077.28

### 30 YEAR FIXED MORTGAGE RATE

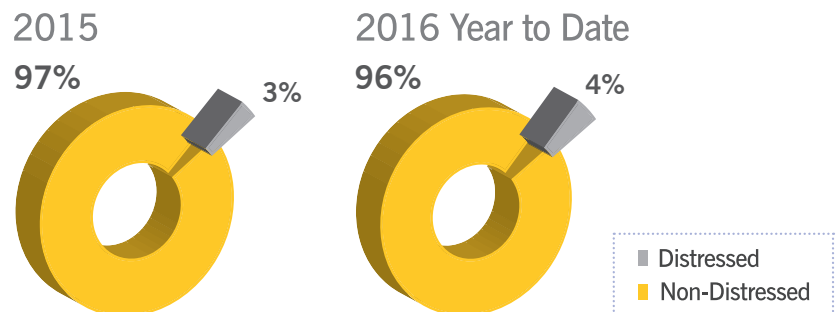


Source: Residential median sales prices. Data obtained 10/05/2016 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

### DISTRESSED VS. NON-DISTRESSED SALES – 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 | October 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
		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	0	0	0	0	0	1	0.0	0.0	<b>Seller</b>
\$175,000 - 199,999	2	0	0	0	0	0	0	n/a	n/a	n/a
\$200,000 - 224,999	6	0	0	1	0	0	1	6.0	14.0	<b>Buyer</b>
\$225,000 - 249,999	7	2	0	1	1	3	0	n/a	4.3	<b>Slightly Seller</b>
\$250,000 - 274,999	6	1	2	1	0	1	2	3.0	5.3	<b>Balanced</b>
\$275,000 - 299,999	4	2	0	0	0	0	0	n/a	n/a	n/a
\$300,000 - 349,999	8	1	1	4	0	1	1	8.0	10.5	<b>Buyer</b>
\$350,000 - 399,999	4	1	1	0	0	0	0	n/a	n/a	n/a
\$400,000 - 499,999	3	1	0	0	0	1	0	n/a	9.0	<b>Buyer</b>
\$500,000 - 599,999	1	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
<b>TOTAL</b>	<b>41</b>	<b>8</b>	<b>4</b>	<b>7</b>	<b>1</b>	<b>6</b>	<b>5</b>	<b>8.2</b>	<b>8.3</b>	<b>Slightly Buyer</b>

				
<b>Seller's Market</b>	<b>Slight Seller's Market</b>	<b>Balanced Market</b>	<b>Slight Buyer's Market</b>	<b>Buyer's Market</b>

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.

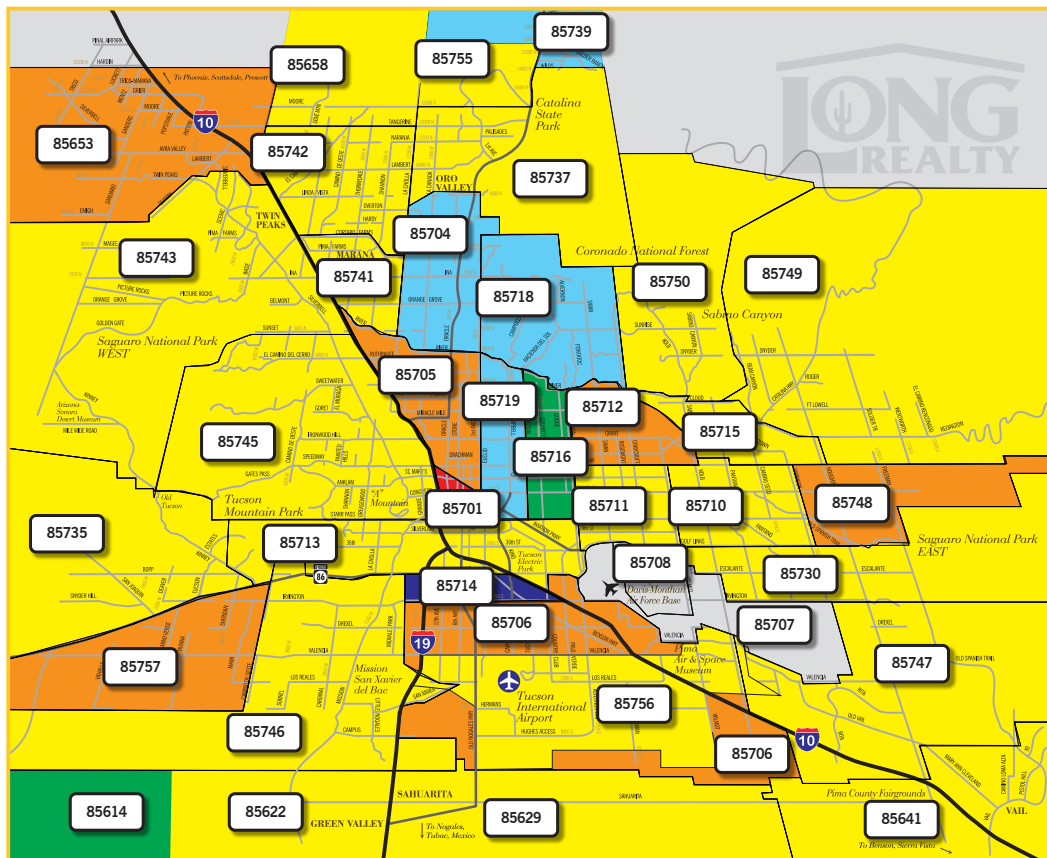
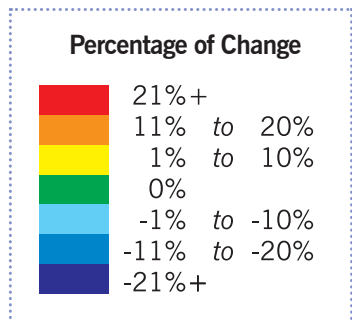


## The Highlands at Dove Mountain | October 2016

### CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUL 2015-SEP 2015 TO  
JUL 2016-SEP 2016

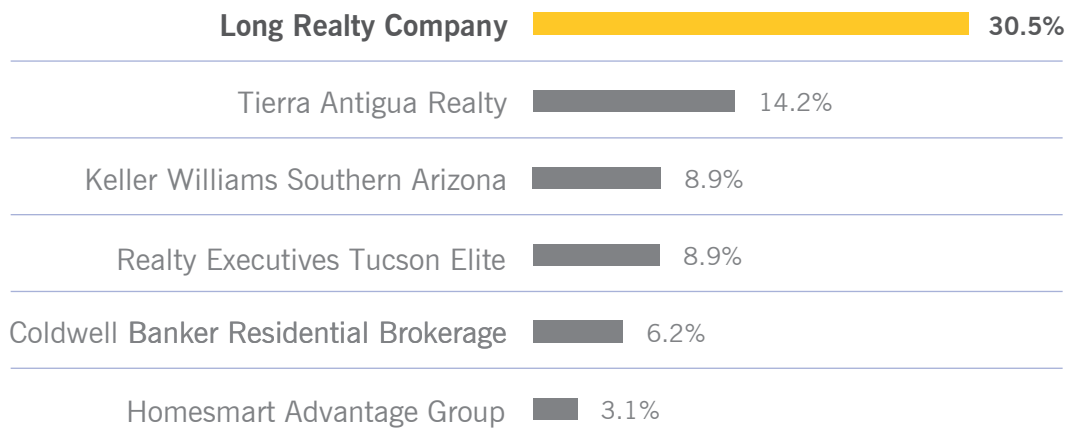
*This heat map represents the percentage of change in Tucson metro median sales prices from July 2015-September 2015 to July 2016-September 2016 by zip code.*



### MARKET SHARE – TUCSON METRO

*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 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.