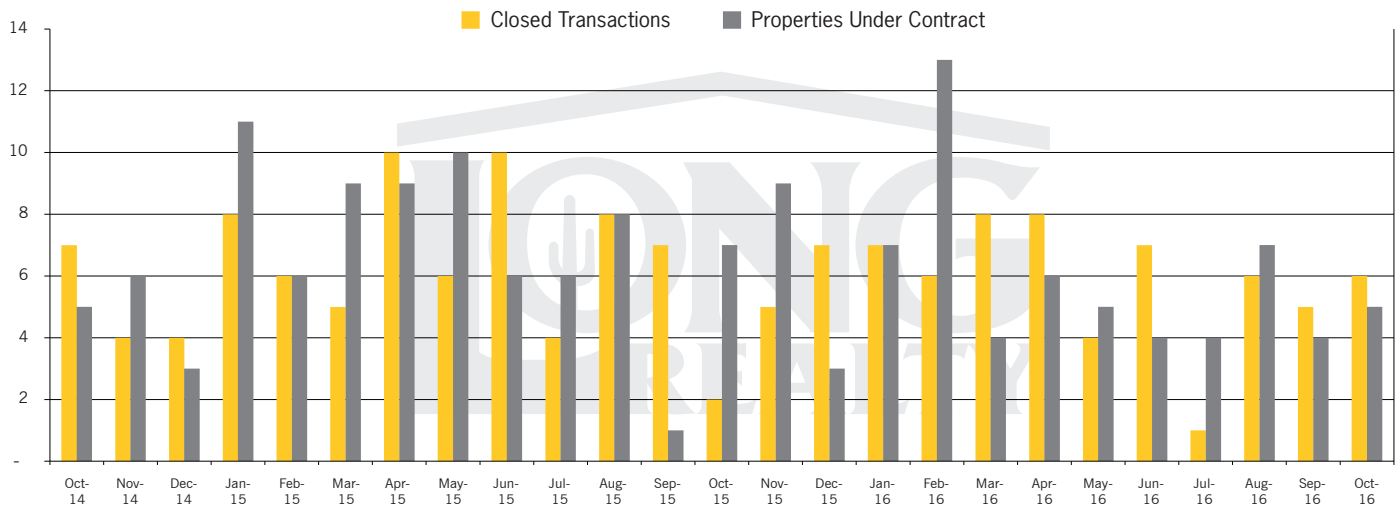




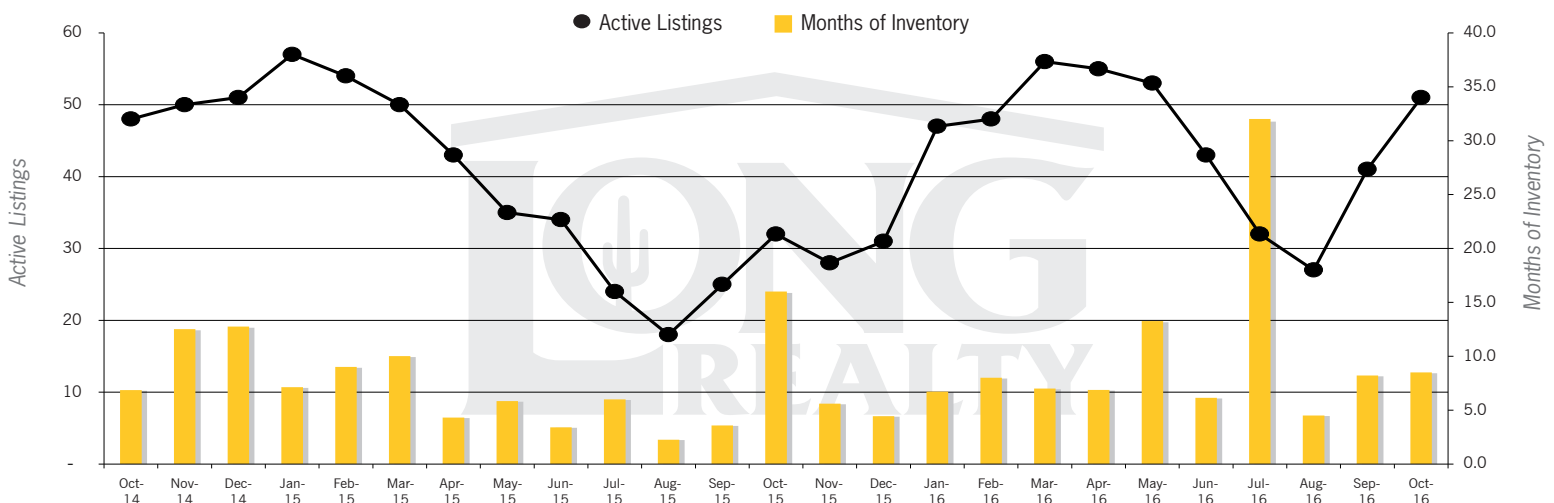
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In the Highlands at Dove Mountain area, October 2016 active inventory was 51, a 59% increase from October 2015. There were 6 closings in October 2016, a 200% increase from October 2015. Year-to-date 2016 there were 58 closings, a 13% decrease from year-to-date 2015. Months of Inventory was 8.5, down from 16.0 in October 2015. Median price of sold homes was \$296,625 for the month of October 2016, up 34% from October 2015. The Highlands at Dove Mountain area had 5 new properties under contract in October 2016, down 29% from October 2015.

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



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

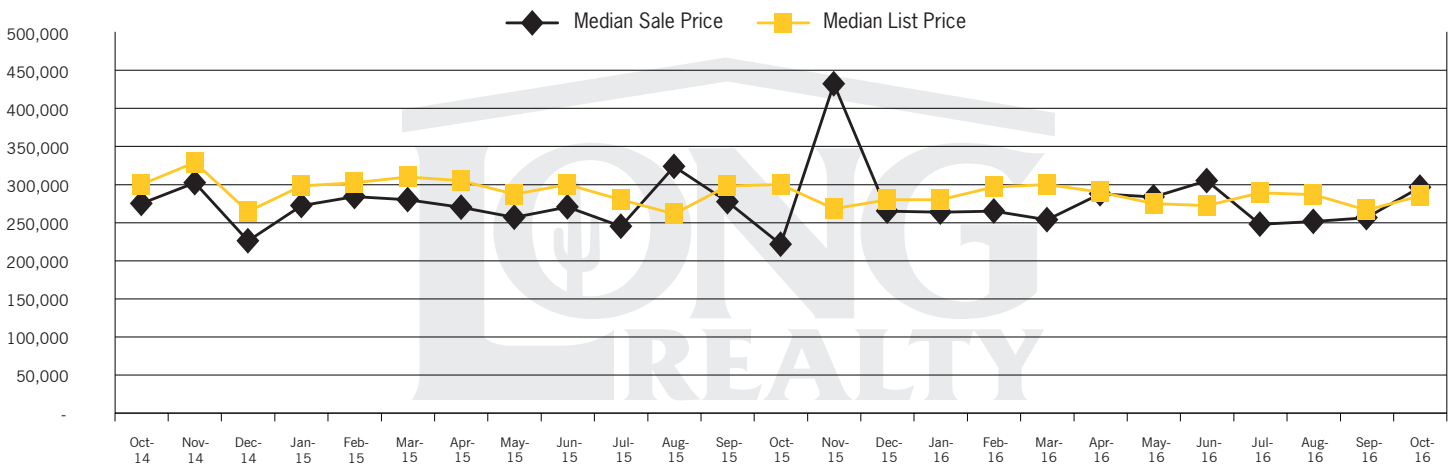


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 11/03/2016 is believed to be reliable, but not guaranteed.*



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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
2015	\$221,500	3.750%	\$974.51
2016	\$296,625	3.500%	\$1,265.38

30 YEAR FIXED MORTGAGE RATE

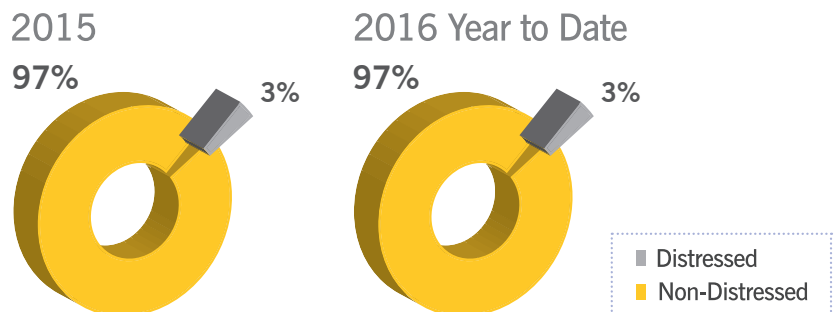


Source: Residential median sales prices. Data obtained 11/03/2016 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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.





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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
		May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-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	1	0	n/a	0.0	Seller
\$175,000 - 199,999	3	0	0	0	0	0	1	3.0	7.0	Slightly Buyer
\$200,000 - 224,999	6	0	1	0	0	1	0	n/a	16.0	Buyer
\$225,000 - 249,999	8	0	1	1	3	0	0	n/a	6.7	Slightly Buyer
\$250,000 - 274,999	7	2	1	0	1	2	1	7.0	4.8	Slightly Seller
\$275,000 - 299,999	5	0	0	0	0	0	1	5.0	11.0	Buyer
\$300,000 - 349,999	13	1	4	0	1	1	3	4.3	5.2	Balanced
\$350,000 - 399,999	4	1	0	0	0	0	0	n/a	n/a	n/a
\$400,000 - 499,999	4	0	0	0	1	0	0	n/a	9.0	Buyer
\$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
TOTAL	51	4	7	1	6	5	6	8.5	7.0	Slightly Buyer

				
Seller's Market	Slight Seller's Market	Balanced Market	Slight Buyer's Market	Buyer's Market

Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 11/03/2016.

3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2016 - 10/31/2016. Information is believed to be reliable, but not guaranteed.

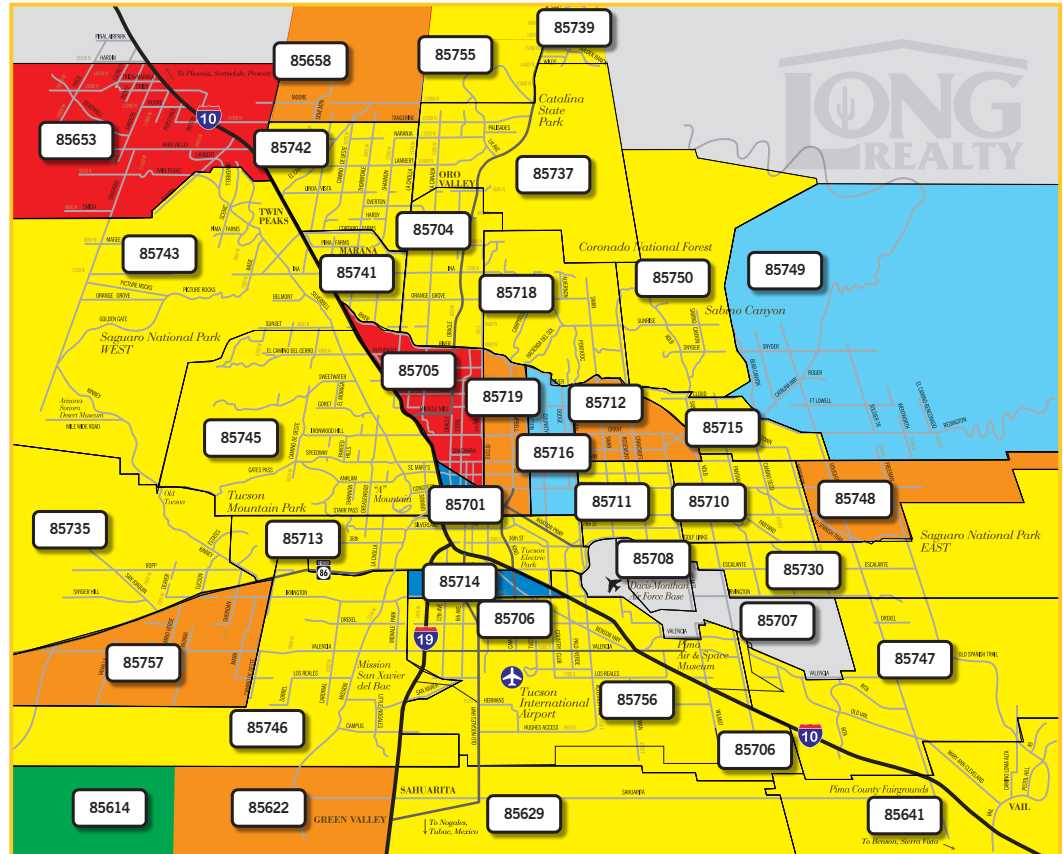


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

AUG 2015-OCT 2015 TO
AUG 2016-OCT 2016

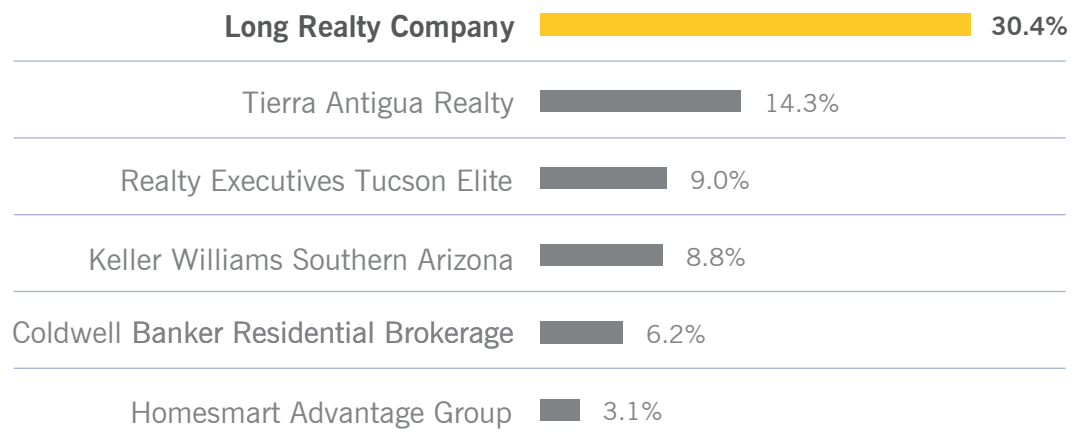
This heat map represents the percentage of change in Tucson metro median sales prices from August 2015-October 2015 to August 2016-October 2016 by zip code.



MARKET SHARE – TUCSON METRO

Long Realty leads the market in successful real estate sales.

Data Obtained 11/03/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 11/01/2015 – 10/31/2016 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.