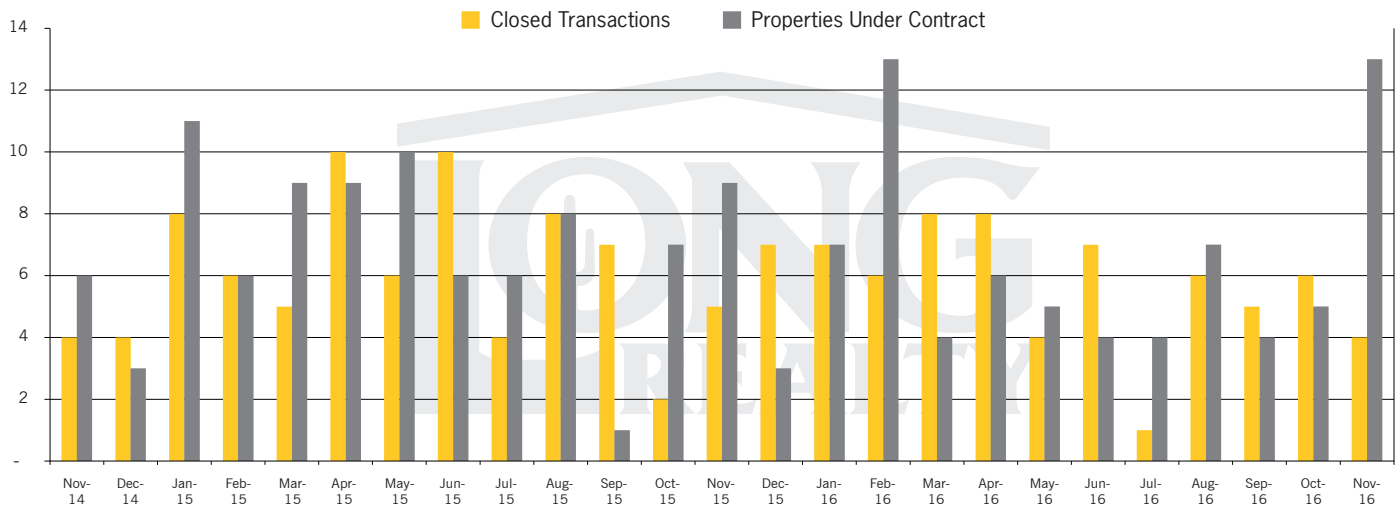




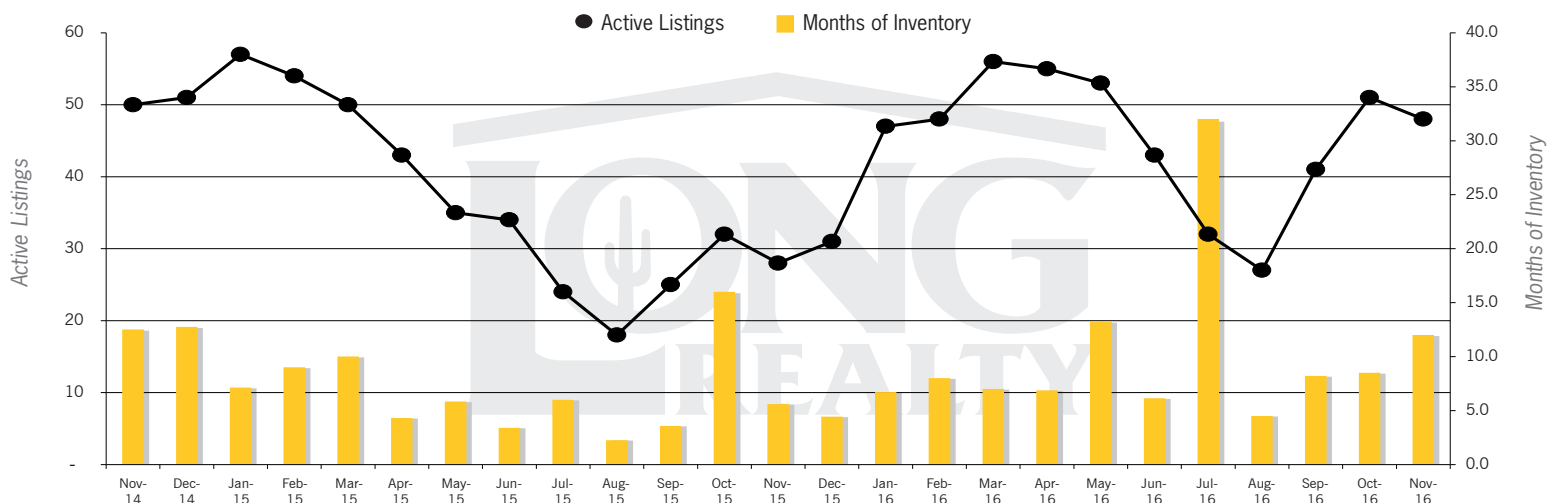
## The Highlands at Dove Mountain | December 2016

In the Highlands at Dove Mountain area, November 2016 active inventory was 48, a 71% increase from November 2015. There were 4 closings in November 2016, a 20% decrease from November 2015. Year-to-date 2016 there were 62 closings, a 14% decrease from year-to-date 2015. Months of Inventory was 12.0, up from 5.6 in November 2015. Median price of sold homes was \$313,750 for the month of November 2016, down 27% from November 2015. The Highlands at Dove Mountain area had 13 new properties under contract in November 2016, up 44% from November 2015.

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



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

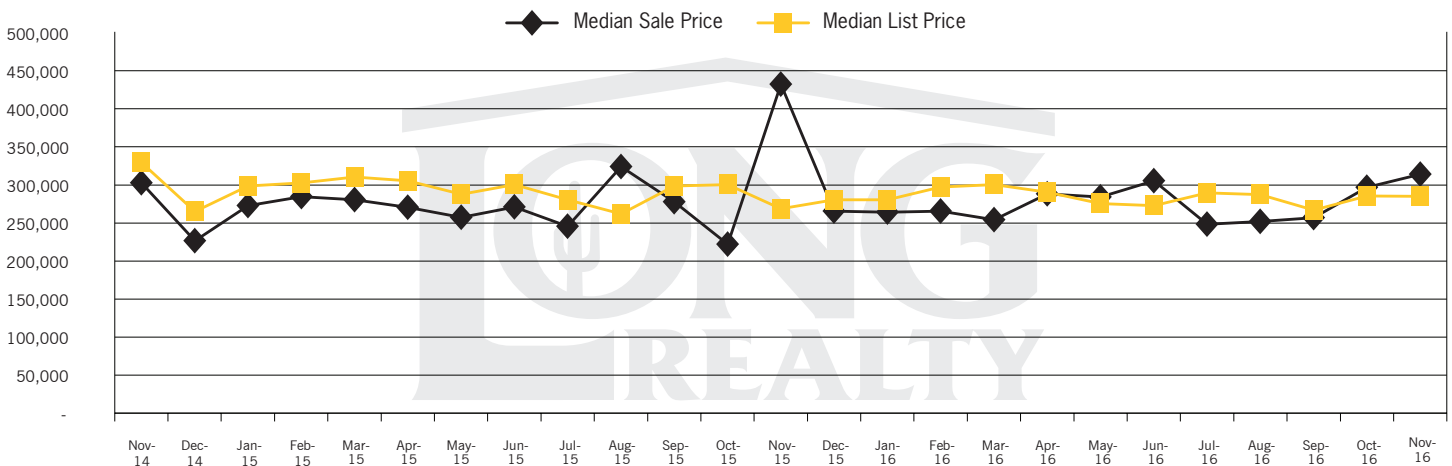


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 12/05/2016 is believed to be reliable, but not guaranteed.*



## The Highlands at Dove Mountain | December 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 | \$432,000    | 4.000%    | \$1,959.31  |
| 2016 | \$313,750    | 3.875%    | \$1,401.60  |

### 30 YEAR FIXED MORTGAGE RATE

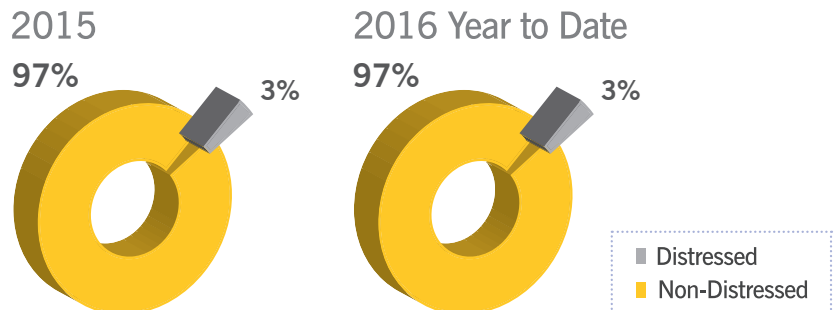


Source: Residential median sales prices. Data obtained 12/05/2016 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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 | December 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 |
|------------------------|-----------------|----------------------------|----------|----------|----------|----------|----------|-----------------------------|--|-------------------|
|                        |                 | Jun-16                     | Jul-16   | Aug-16   | Sep-16   | Oct-16   | Nov-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        | 1        | 0        | 0        | n/a                         | 0.0                                    | Seller            |
| \$175,000 - 199,999    | 2               | 0                          | 0        | 0        | 0        | 1        | 1        | 2.0                         | 3.5                                    | Seller            |
| \$200,000 - 224,999    | 6               | 1                          | 0        | 0        | 1        | 0        | 0        | n/a                         | 18.0                                   | Buyer             |
| \$225,000 - 249,999    | 7               | 1                          | 1        | 3        | 0        | 0        | 0        | n/a                         | n/a                                    | n/a               |
| \$250,000 - 274,999    | 6               | 1                          | 0        | 1        | 2        | 1        | 0        | n/a                         | 6.3                                    | Balanced          |
| \$275,000 - 299,999    | 10              | 0                          | 0        | 0        | 0        | 1        | 1        | 10.0                        | 9.5                                    | Buyer             |
| \$300,000 - 349,999    | 9               | 4                          | 0        | 1        | 1        | 3        | 1        | 9.0                         | 6.0                                    | Balanced          |
| \$350,000 - 399,999    | 3               | 0                          | 0        | 0        | 0        | 0        | 1        | 3.0                         | 11.0                                   | Buyer             |
| \$400,000 - 499,999    | 4               | 0                          | 0        | 1        | 0        | 0        | 0        | n/a                         | n/a                                    | n/a               |
| \$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>48</b>       | <b>7</b>                   | <b>1</b> | <b>6</b> | <b>5</b> | <b>6</b> | <b>4</b> | <b>12.0</b>                 | <b>9.3</b>                             | <b>Buyer</b>      |

|   |   |   |   |   |
|---|---|---|---|---|
|  |  |  |  |  |
| 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 12/05/2016.

3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2016 - 11/30/2016. Information is believed to be reliable, but not guaranteed.

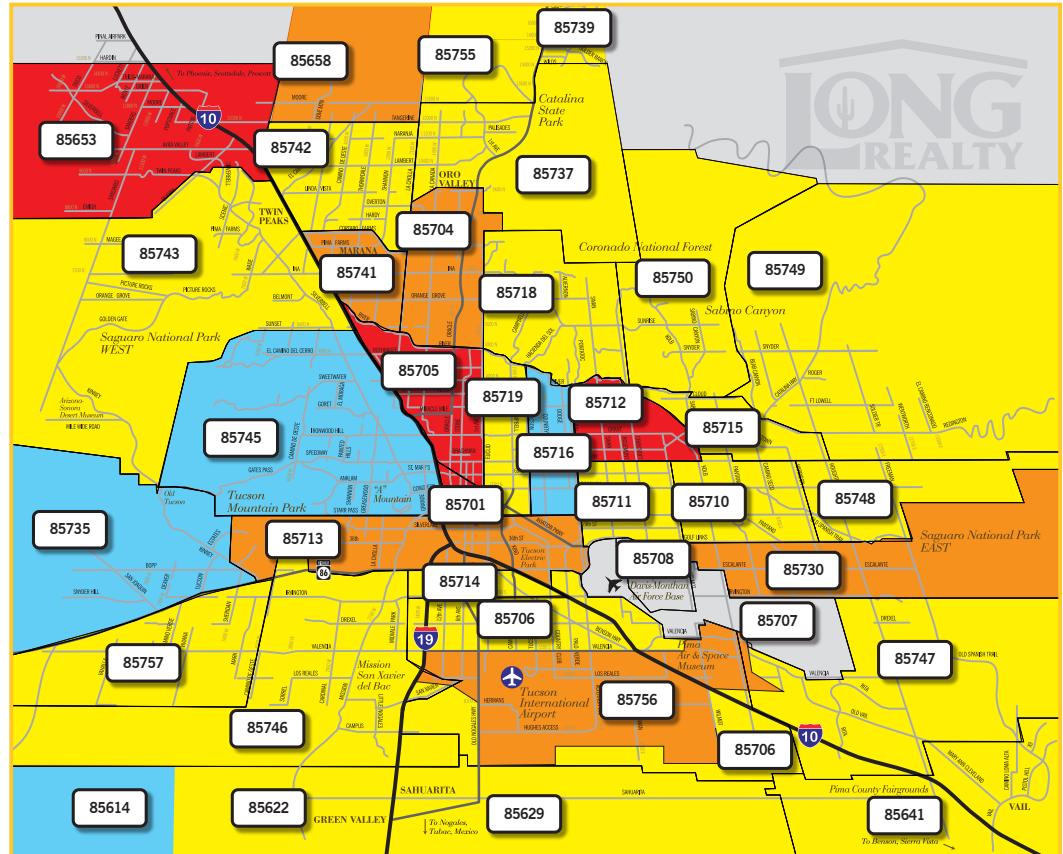


## The Highlands at Dove Mountain | December 2016

### CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP 2015-NOV 2015 TO  
SEP 2016-NOV 2016

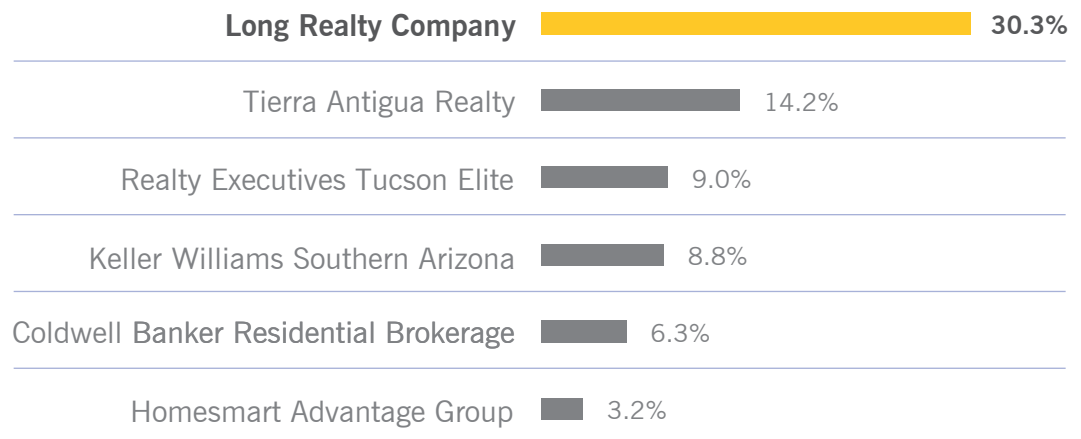
*This heat map represents the percentage of change in Tucson metro median sales prices from September 2015-November 2015 to September 2016-November 2016 by zip code.*



### MARKET SHARE – TUCSON METRO

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

*Data Obtained 12/05/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 12/01/2015 – 11/30/2016 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.