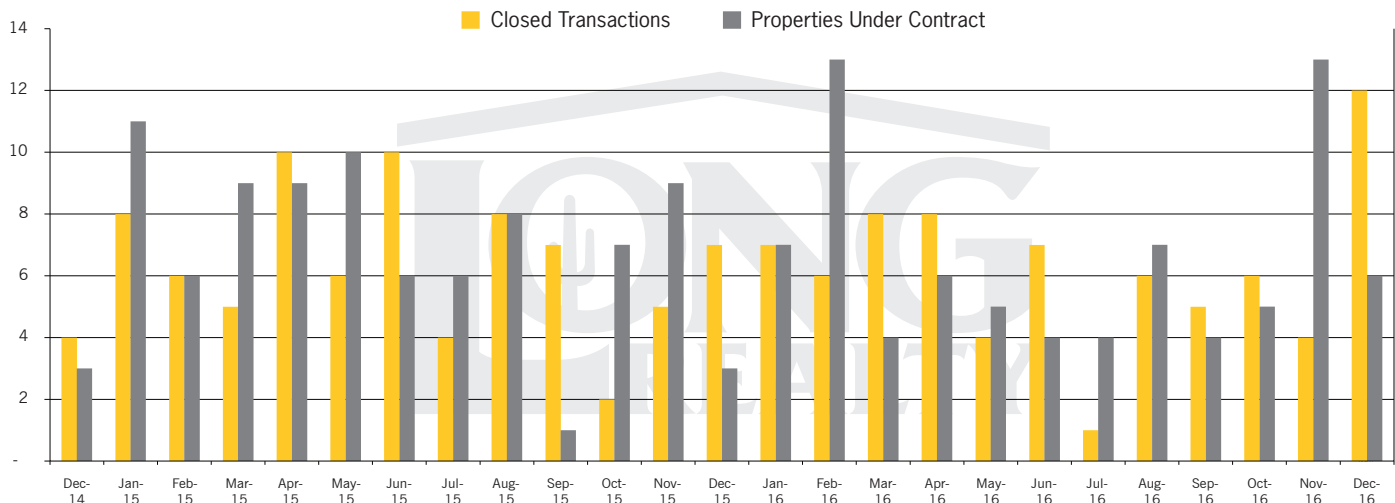




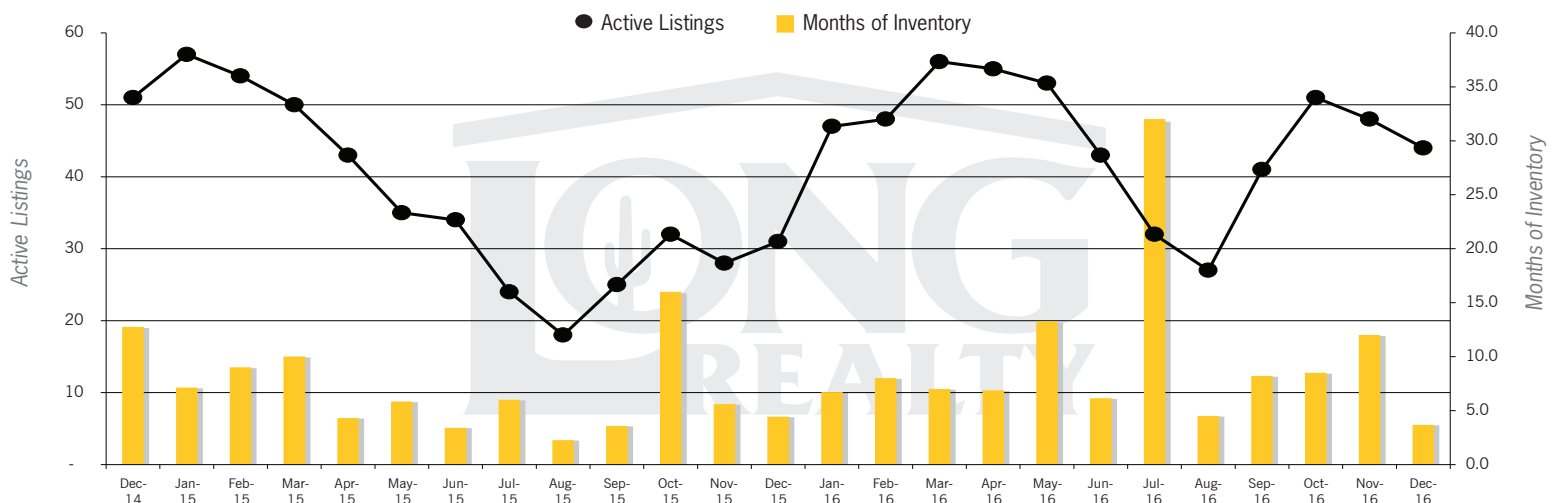
## The Highlands at Dove Mountain | January 2017

In the Highlands at Dove Mountain area, December 2016 active inventory was 44, a 42% increase from December 2015. There were 12 closings in December 2016, a 71% increase from December 2015. Year-to-date 2016 there were 74 closings, a 6% decrease from year-to-date 2015. Months of Inventory was 3.7, down from 4.4 in December 2015. Median price of sold homes was \$264,000 for the month of December 2016, virtually unchanged from December 2015. The Highlands at Dove Mountain area had 6 new properties under contract in December 2016, up 100% from December 2015.

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



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

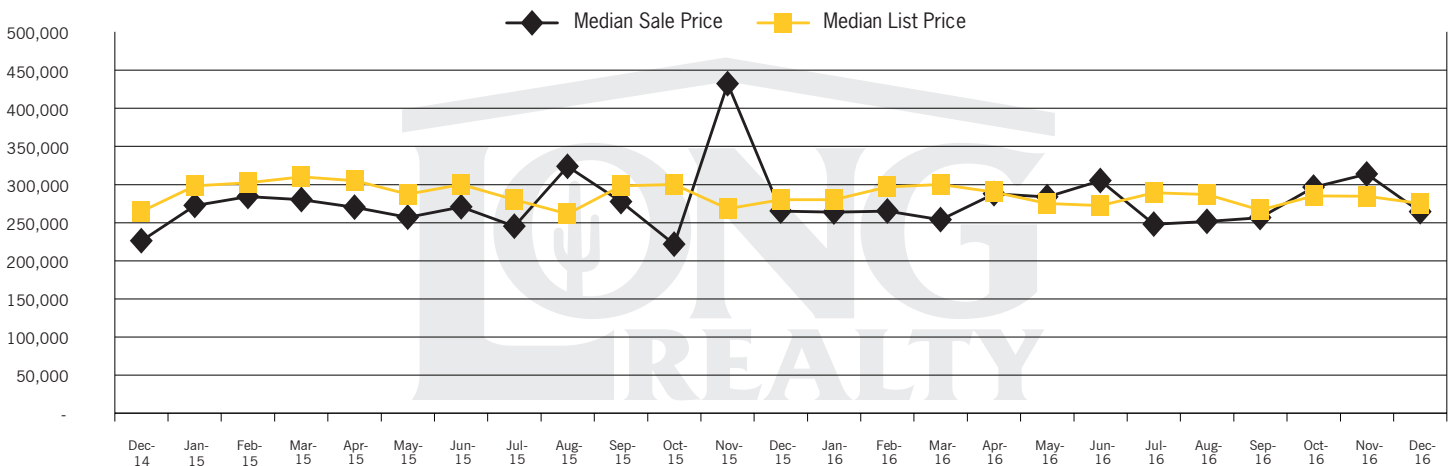


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 01/05/2017 is believed to be reliable, but not guaranteed.*



## The Highlands at Dove Mountain | January 2017

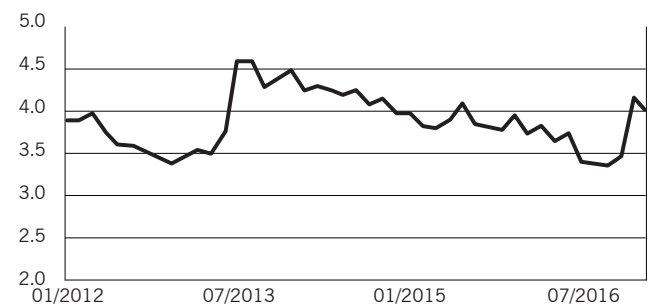
### MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – THE HIGHLANDS AT DOVE MOUNTAIN



### 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	\$265,000	3.875%	\$1,183.82
2016	\$264,000	4.375%	\$1,252.21

### 30 YEAR FIXED MORTGAGE RATE

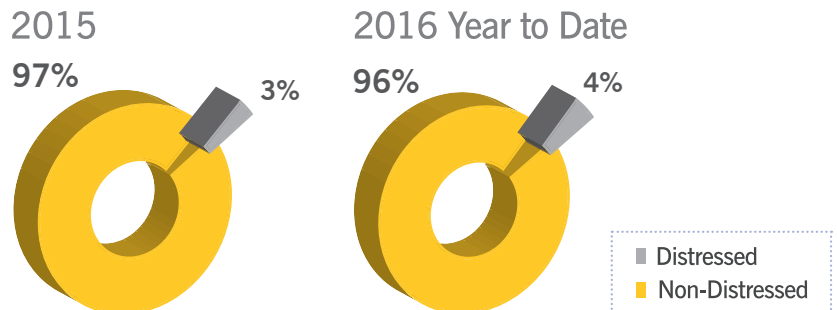


Source: Residential median sales prices. Data obtained 01/05/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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 | January 2017

### 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
		Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-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	1	0	0	1	0.0	0.0	<b>Seller</b>
\$175,000 - 199,999	2	0	0	0	1	1	0	n/a	3.5	<b>Seller</b>
\$200,000 - 224,999	6	0	0	1	0	0	2	3.0	9.0	<b>Seller</b>
\$225,000 - 249,999	7	1	3	0	0	0	3	2.3	7.3	<b>Slightly Buyer</b>
\$250,000 - 274,999	6	0	1	2	1	0	0	n/a	19.0	<b>Buyer</b>
\$275,000 - 299,999	9	0	0	0	1	1	1	9.0	8.0	<b>Slightly Buyer</b>
\$300,000 - 349,999	6	0	1	1	3	1	4	1.5	3.5	<b>Seller</b>
\$350,000 - 399,999	4	0	0	0	0	1	0	n/a	11.0	<b>Buyer</b>
\$400,000 - 499,999	3	0	1	0	0	0	1	3.0	11.0	<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>44</b>	<b>1</b>	<b>6</b>	<b>5</b>	<b>6</b>	<b>4</b>	<b>12</b>	<b>3.7</b>	<b>6.5</b>	<b>Balanced</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 01/05/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2016 - 12/31/2016. Information is believed to be reliable, but not guaranteed.

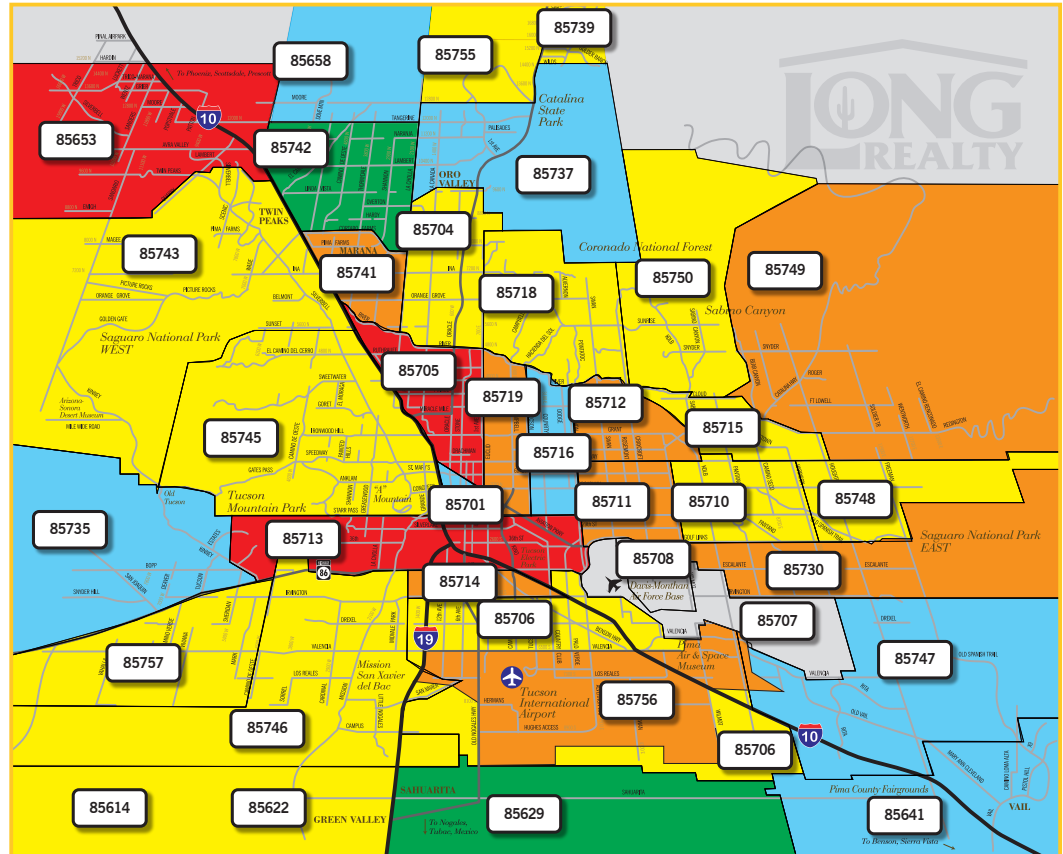


## The Highlands at Dove Mountain | January 2017

### CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

OCT 2015-DEC 2015 TO  
OCT 2016-DEC 2016

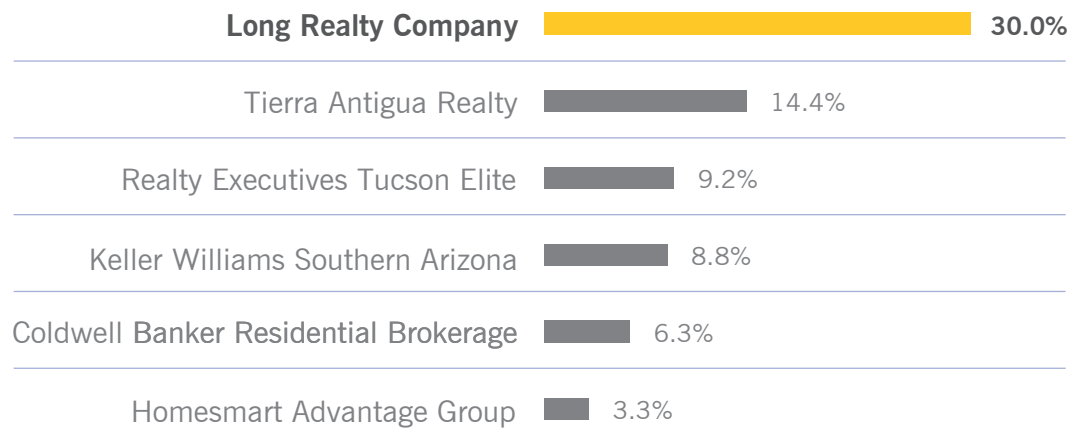
*This heat map represents the percentage of change in Tucson metro median sales prices from October 2015-December 2015 to October 2016-December 2016 by zip code.*



### MARKET SHARE – TUCSON METRO

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

*Data Obtained 01/05/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 01/01/2016 – 12/31/2016 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.