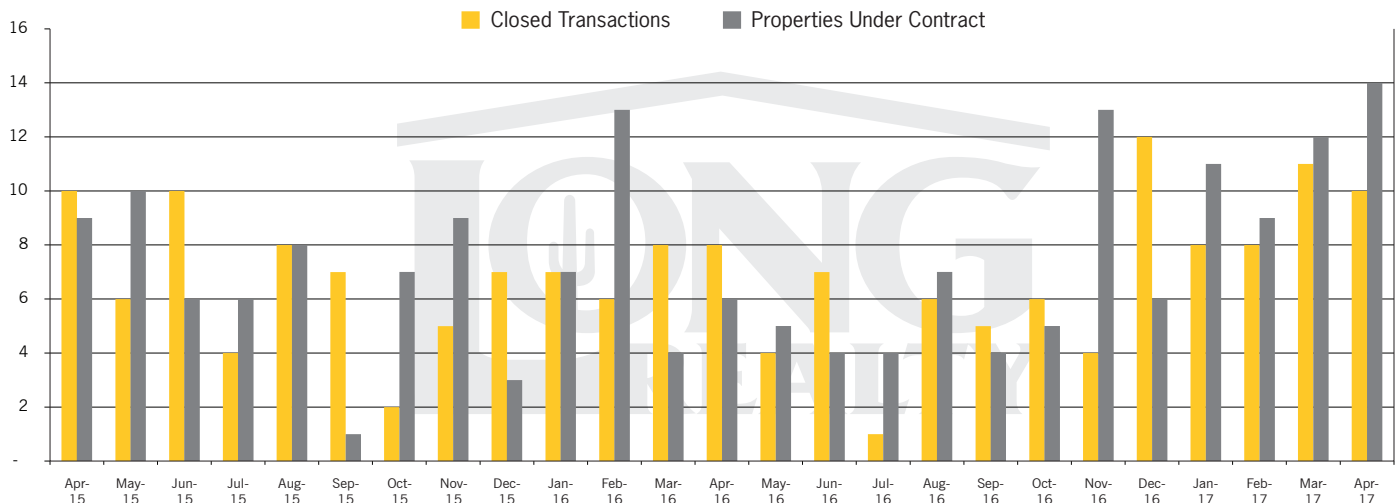




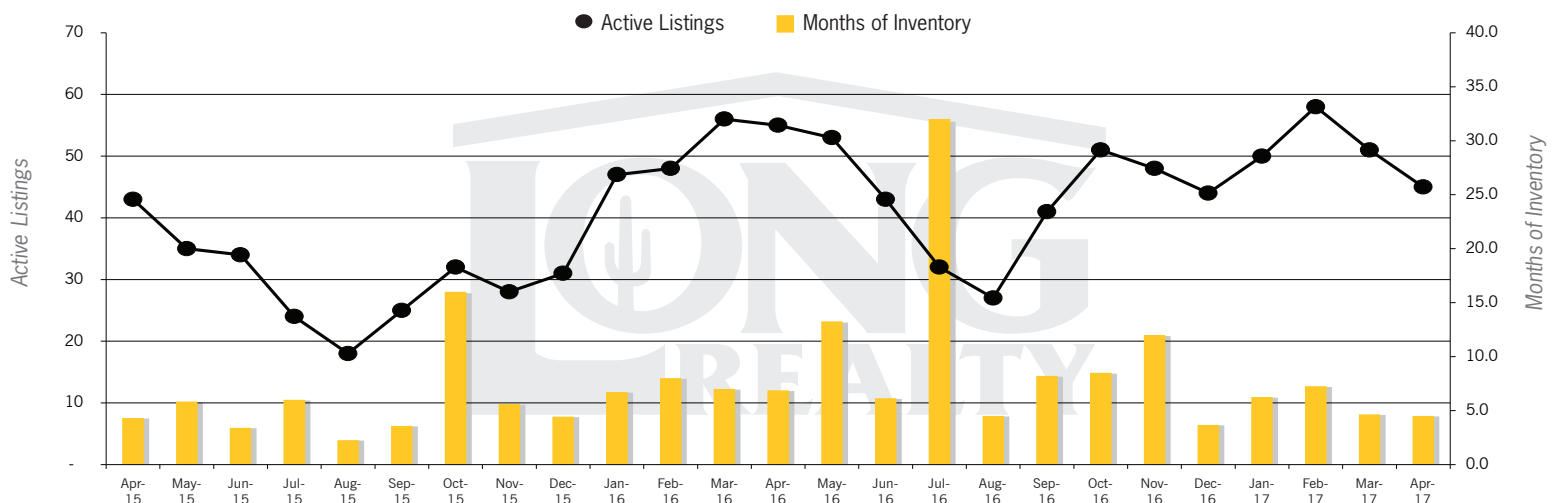
The Highlands at Dove Mountain | May 2017

In the Highlands at Dove Mountain area, April 2017 active inventory was 45, an 18% decrease from April 2016. There were 10 closings in April 2017, a 25% increase from April 2016. Year-to-date 2017 there were 37 closings, a 28% increase from year-to-date 2016. Months of Inventory was 4.5, down from 6.9 in April 2016. Median price of sold homes was \$278,500 for the month of April 2017, down 3% from April 2016. The Highlands at Dove Mountain area had 14 new properties under contract in April 2017, up 133% from April 2016.

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



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

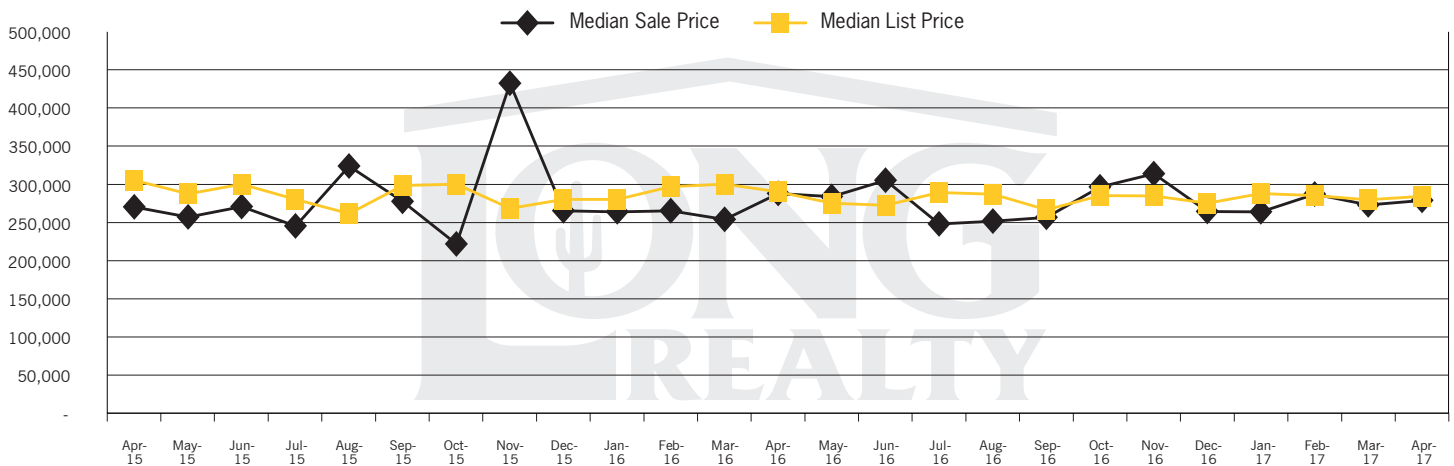


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 05/03/2017 is believed to be reliable, but not guaranteed.



The Highlands at Dove Mountain | May 2017

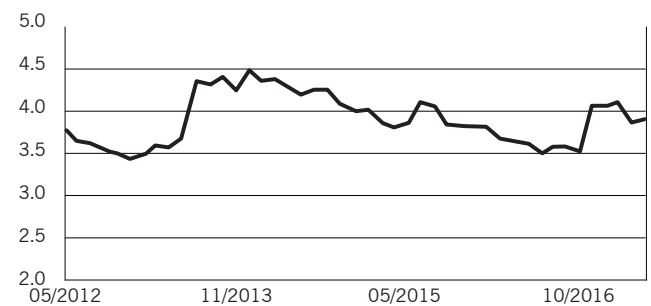
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – THE HIGHLANDS AT DOVE MOUNTAIN



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
2016	\$288,000	3.500%	\$1,228.59
2017	\$278,500	4.125%	\$1,282.26

30 YEAR FIXED MORTGAGE RATE



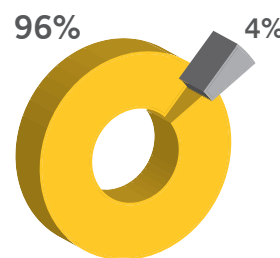
Source: Residential median sales prices. Data obtained 05/03/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

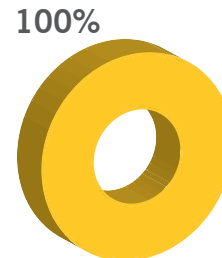
DISTRESSED VS. NON-DISTRESSED SALES – THE HIGHLANDS AT DOVE MOUNTAIN

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.

2016



2017 Year to Date



■ Distressed
■ Non-Distressed



The Highlands at Dove Mountain | May 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
		Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17			
\$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	1	0	0	0	0	n/a	n/a	n/a
\$175,000 - 199,999	2	1	0	2	0	0	1	2.0	10.0	Buyer
\$200,000 - 224,999	2	0	2	1	0	0	1	2.0	8.0	Slightly Buyer
\$225,000 - 249,999	12	0	3	1	2	5	2	6.0	2.9	Seller
\$250,000 - 274,999	7	0	0	0	0	1	0	n/a	23.0	Buyer
\$275,000 - 299,999	5	1	1	0	3	2	5	1.0	2.7	Seller
\$300,000 - 349,999	6	1	4	3	1	1	1	6.0	8.7	Buyer
\$350,000 - 399,999	6	1	0	1	0	0	0	n/a	n/a	n/a
\$400,000 - 499,999	5	0	1	0	2	1	0	n/a	5.0	Balanced
\$500,000 - 599,999	0	0	0	0	0	1	0	n/a	0.0	Seller
\$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	45	4	12	8	8	11	10	4.5	5.3	Balanced

				
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 05/03/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2017 - 04/30/2017. Information is believed to be reliable, but not guaranteed.

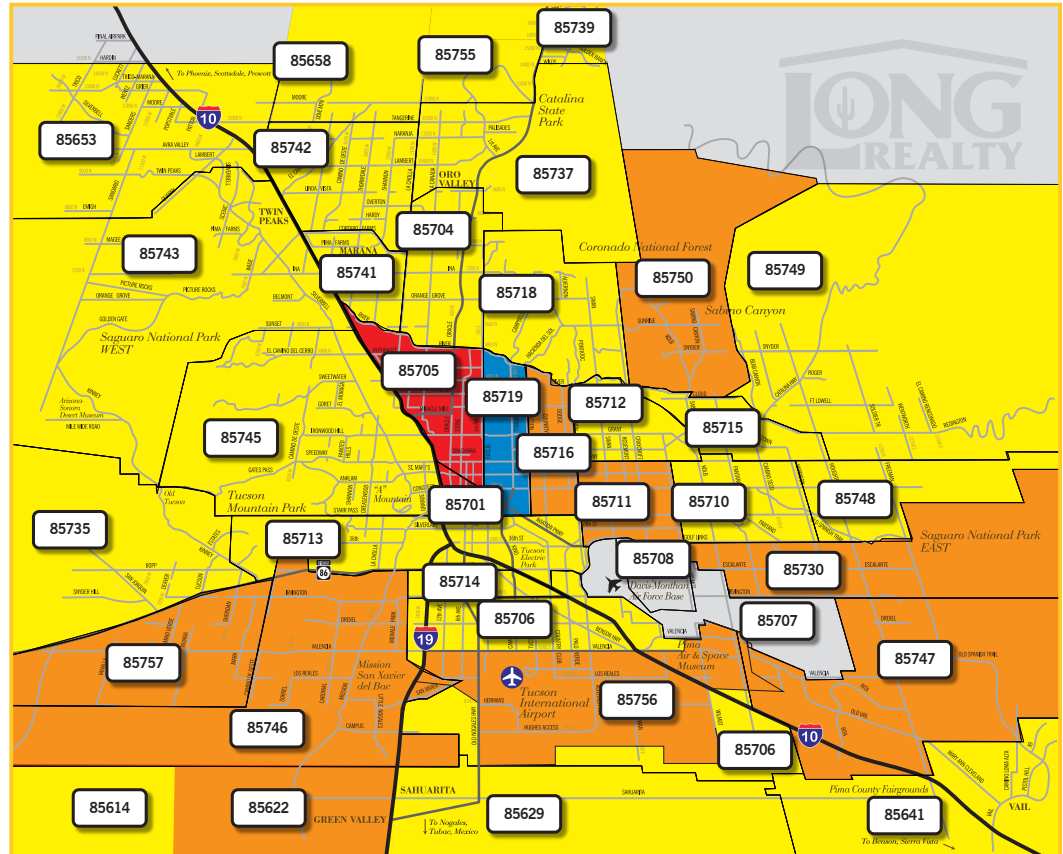


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

FEB 2016-APR 2016 TO
FEB 2017-APR 2017

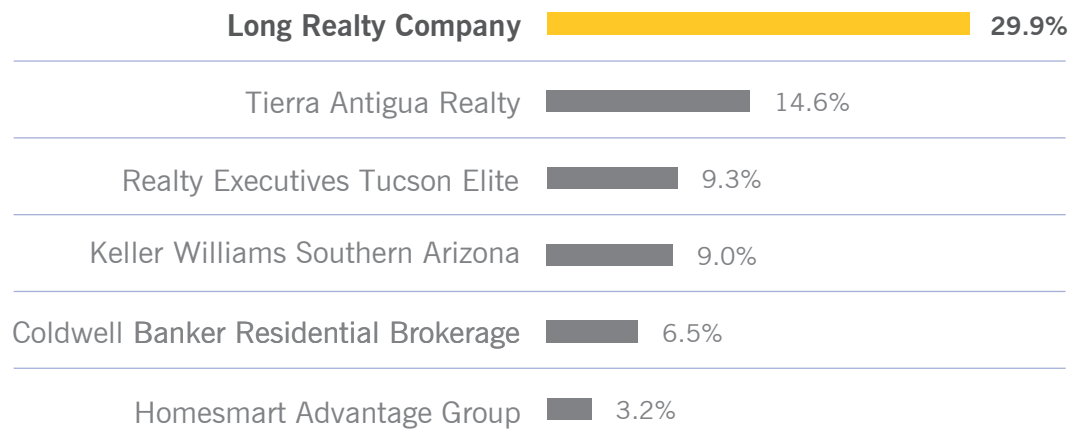
This heat map represents the percentage of change in Tucson metro median sales prices from February 2016-April 2016 to February 2017-April 2017 by zip code.



MARKET SHARE – TUCSON METRO

Long Realty leads the market in successful real estate sales.

Data Obtained 05/03/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 05/01/2016 – 04/30/2017 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.