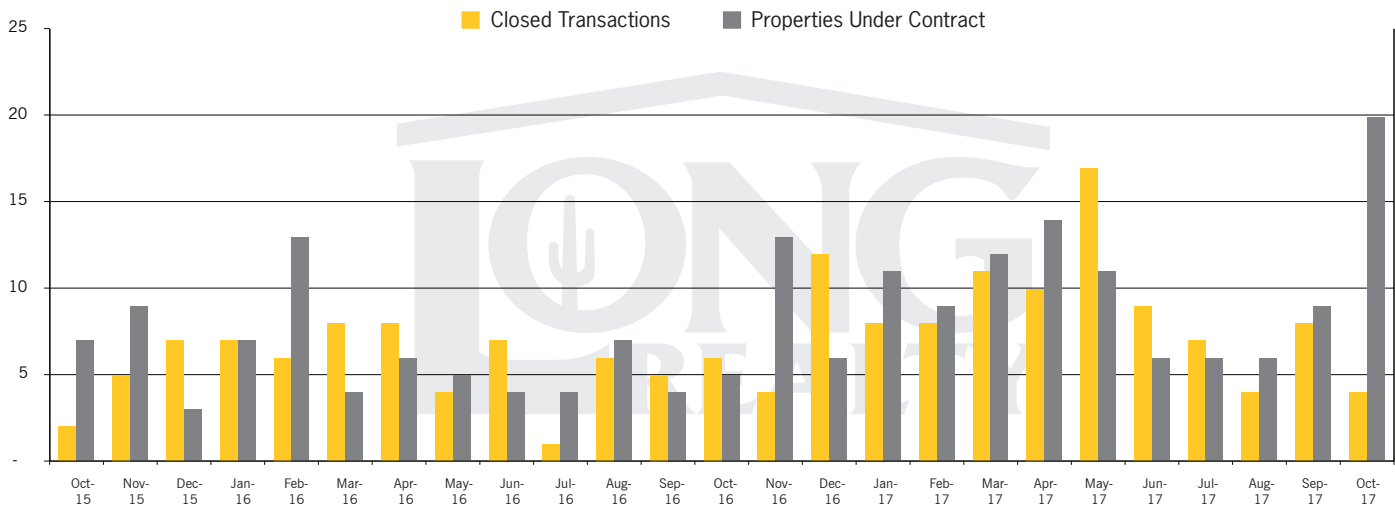




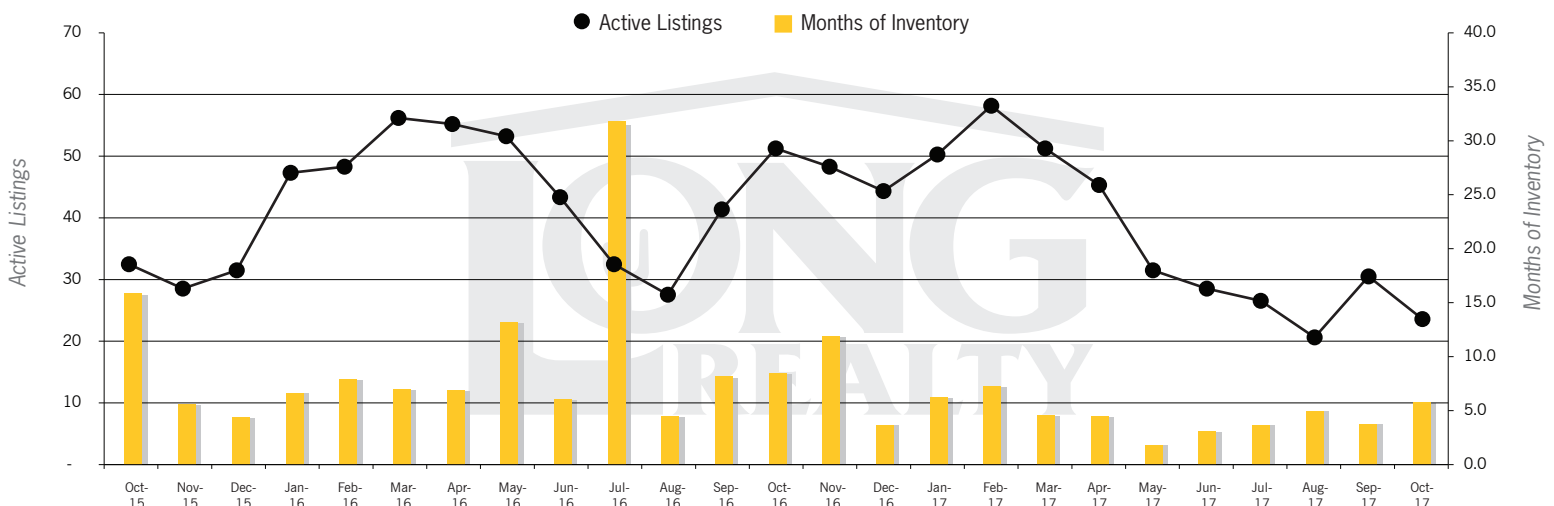
The Highlands at Dove Mountain | November 2017

In the Highlands at Dove Mountain area, October 2017 active inventory was 23, a 55% decrease from October 2016. There were 4 closings in October 2017, a 33% decrease from October 2016. Year-to-date 2017 there were 86 closings, a 48% increase from year-to-date 2016. Months of Inventory was 5.8, down from 8.5 in October 2016. Median price of sold homes was \$250,950 for the month of October 2017, down 15% from October 2016. The Highlands at Dove Mountain area had 20 new properties under contract in October 2017, up 300% from October 2016.

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



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

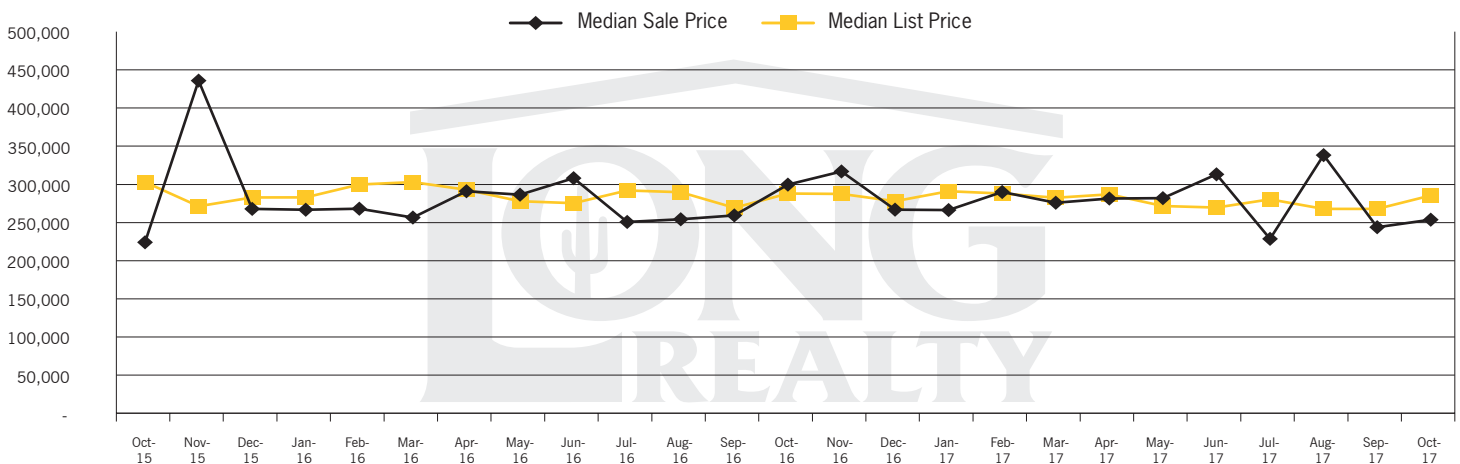


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 11/03/2017 is believed to be reliable, but not guaranteed.*



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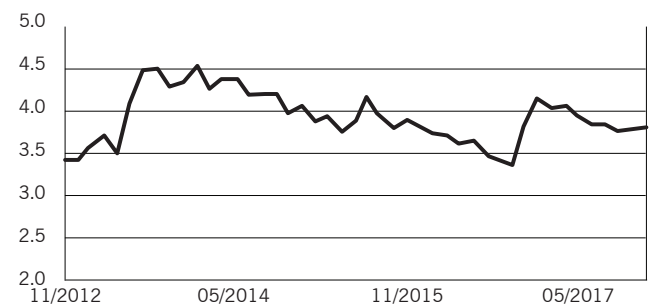
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – THE HIGHLANDS AT DOVE MOUNTAIN



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
2016	\$296,625	4.000%	\$1,345.33
2017	\$250,950	4.000%	\$1,138.17

30 YEAR FIXED MORTGAGE RATE

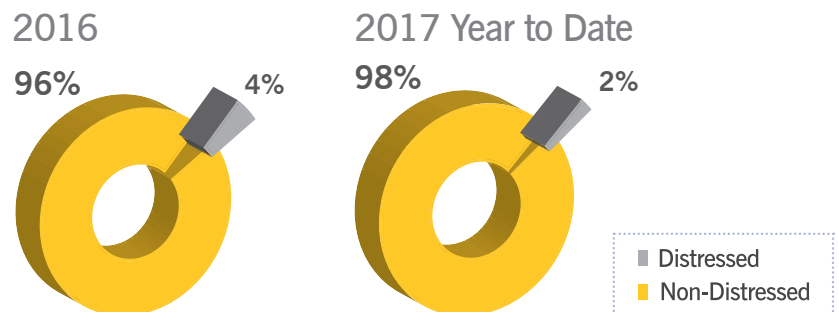


Source: Residential median sales prices. Data obtained 11/03/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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.





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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-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-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	0	0	0	0	0	n/a	n/a	n/a
\$175,000 - 199,999	0	1	1	1	0	0	0	n/a	n/a	n/a
\$200,000 - 224,999	0	3	1	1	1	4	0	n/a	0.6	Seller
\$225,000 - 249,999	6	1	0	2	0	0	2	3.0	11.0	Buyer
\$250,000 - 274,999	2	3	1	1	1	1	1	2.0	3.3	Seller
\$275,000 - 299,999	2	3	0	0	0	0	0	n/a	n/a	n/a
\$300,000 - 349,999	8	4	3	2	0	2	1	8.0	4.7	Slightly Seller
\$350,000 - 399,999	1	1	1	0	0	1	0	n/a	12.0	Buyer
\$400,000 - 499,999	4	1	2	0	2	0	0	n/a	4.0	Seller
\$500,000 - 599,999	0	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	23	17	9	7	4	8	4	5.8	4.6	Slightly Seller

				
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 11/03/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2017 - 10/31/2017. Information is believed to be reliable, but not guaranteed.

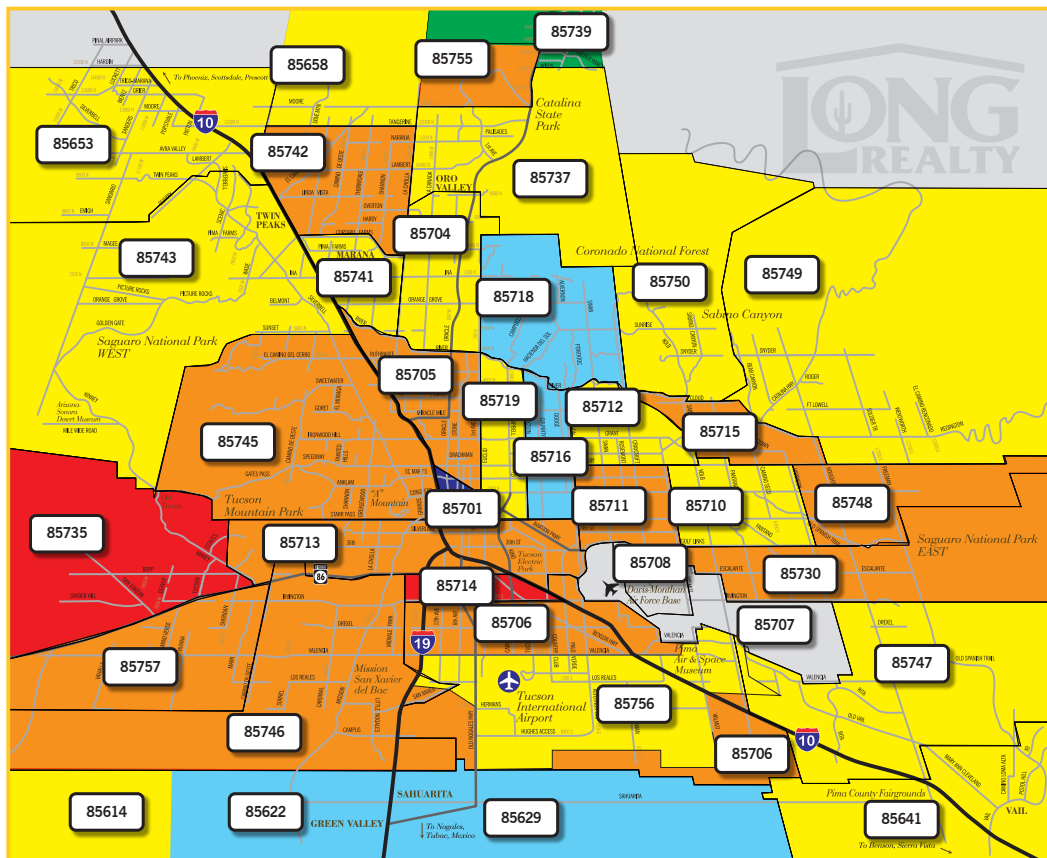
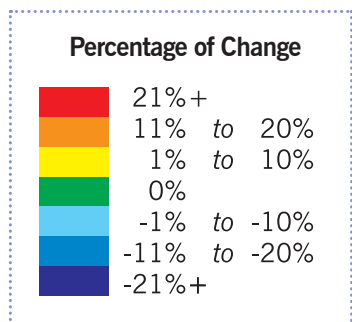


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

AUG 2016-OCT 2016 TO
AUG 2017-OCT 2017

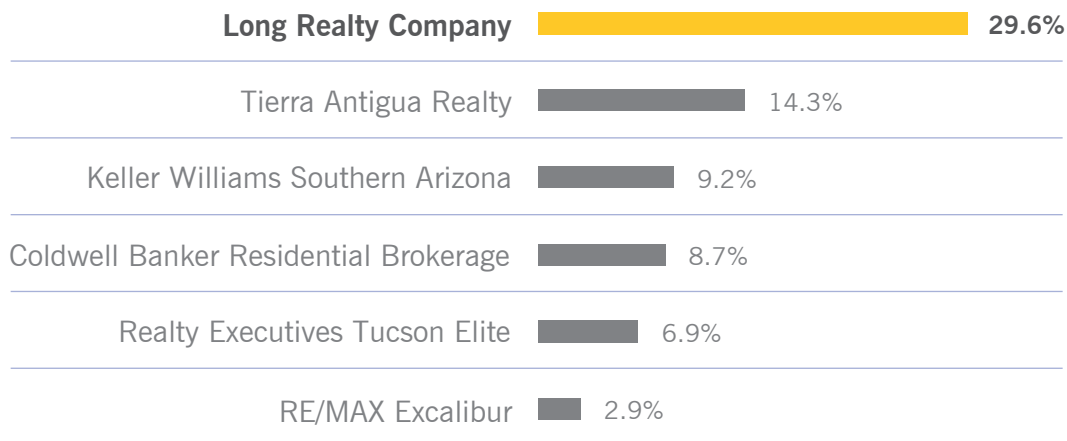
This heat map represents the percentage of change in Tucson metro median sales prices from August 2016-October 2016 to August 2017-October 2017 by zip code.



MARKET SHARE – THE HIGHLANDS AT DOVE MOUNTAIN

Long Realty leads the market in successful real estate sales.

Data Obtained 11/03/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 11/01/2016 – 10/31/2017 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.