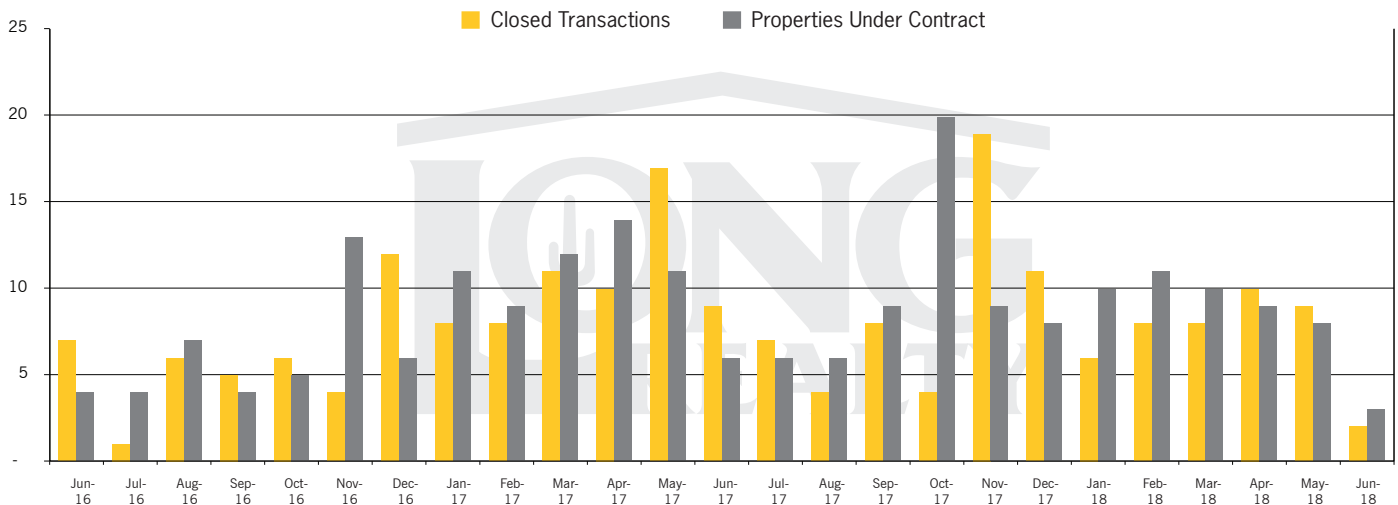




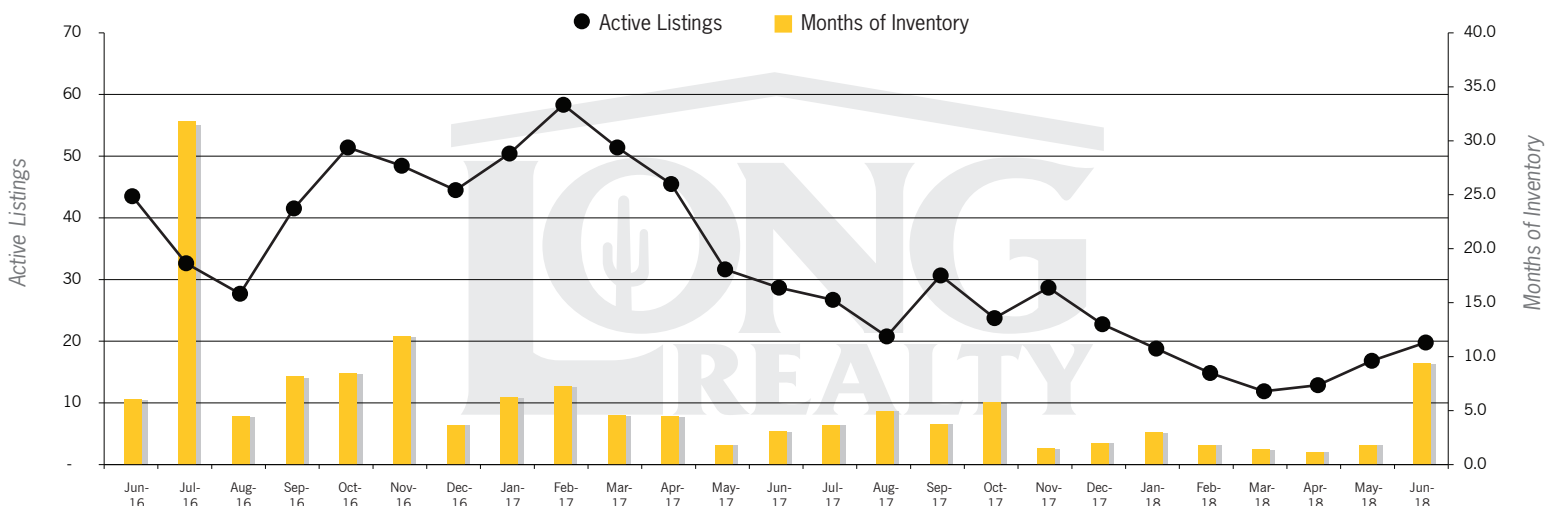
The Highlands at Dove Mountain | July 2018

In the Highlands at Dove Mountain area, June 2018 active inventory was 19, a 32% decrease from June 2017. There were 2 closings in June 2018, a 78% decrease from June 2017. Year-to-date 2018 there were 44 closings, a 30% decrease from year-to-date 2017. Months of Inventory was 9.5, up from 3.1 in June 2017. Median price of sold homes was \$248,500 for the month of June 2018, down 20% from June 2017. The Highlands at Dove Mountain area had 3 new properties under contract in June 2018, down 50% from June 2017.

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



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

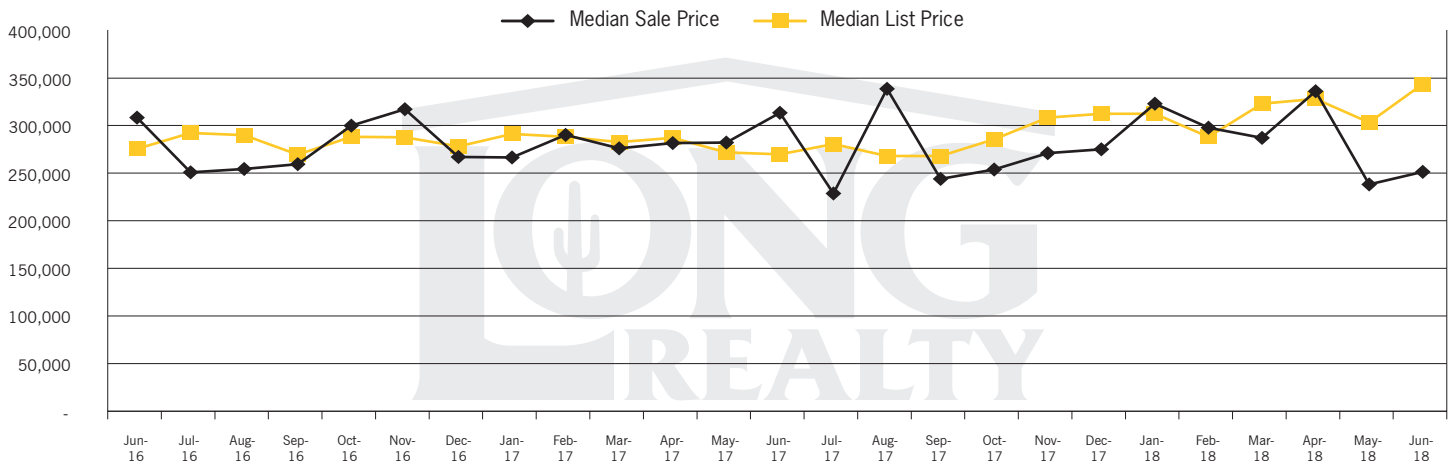


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 07/06/2018 is believed to be reliable, but not guaranteed.*



The Highlands at Dove Mountain | July 2018

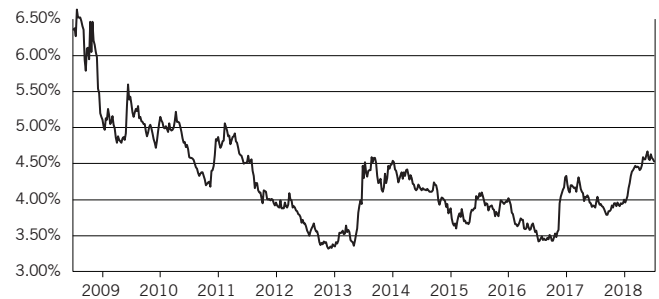
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – THE HIGHLANDS AT DOVE MOUNTAIN



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 |
| 2017 | \$310,000 | 3.900% | \$1,389.06 |
| 2018 | \$248,500 | 4.570% | \$1,206.00 |

30 YEAR FIXED MORTGAGE RATE

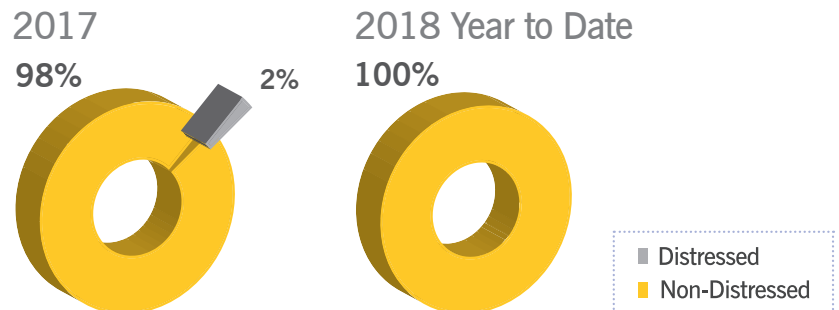


Source: Residential median sales prices. Data obtained 07/06/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.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 Housing Report

Stephen Woodall | (520) 818-4504
Stephen@TeamWoodall.com | TeamWoodall.com



The Highlands at Dove Mountain | July 2018

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 |
|------------------------|-----------------|----------------------------|----------|----------|-----------|----------|----------|-----------------------------|--|-------------------|
| | | Jan-18 | Feb-18 | Mar-18 | Apr-18 | May-18 | Jun-18 | | | |
| \$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 | 0 | 0 | 0 | 0 | 1 | 0 | n/a | 0.0 | Seller |
| \$200,000 - 224,999 | 1 | 0 | 0 | 1 | 2 | 1 | 0 | n/a | 1.3 | Seller |
| \$225,000 - 249,999 | 1 | 1 | 3 | 2 | 1 | 3 | 1 | 1.0 | 0.4 | Seller |
| \$250,000 - 274,999 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1.0 | 0.7 | Seller |
| \$275,000 - 299,999 | 3 | 0 | 1 | 0 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$300,000 - 349,999 | 4 | 3 | 3 | 3 | 2 | 0 | 0 | n/a | 3.0 | Seller |
| \$350,000 - 399,999 | 4 | 0 | 1 | 0 | 3 | 1 | 0 | n/a | 2.5 | Seller |
| \$400,000 - 499,999 | 4 | 1 | 1 | 1 | 1 | 2 | 0 | n/a | 3.0 | Seller |
| \$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 | 19 | 6 | 9 | 8 | 10 | 9 | 2 | 9.5 | 2.2 | 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 07/06/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2018 - 06/30/2018. Information is believed to be reliable, but not guaranteed.

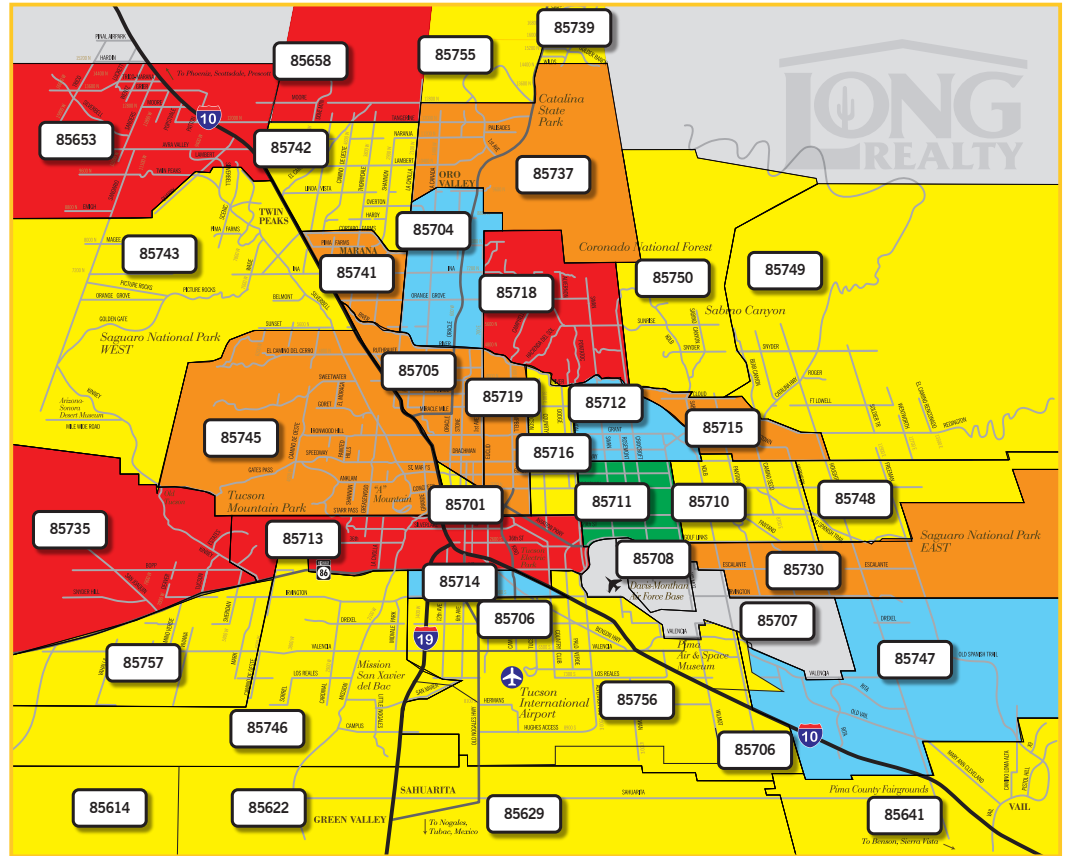


The Highlands at Dove Mountain | July 2018

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

APR 2017-JUN 2017 TO
APR 2018-JUN 2018

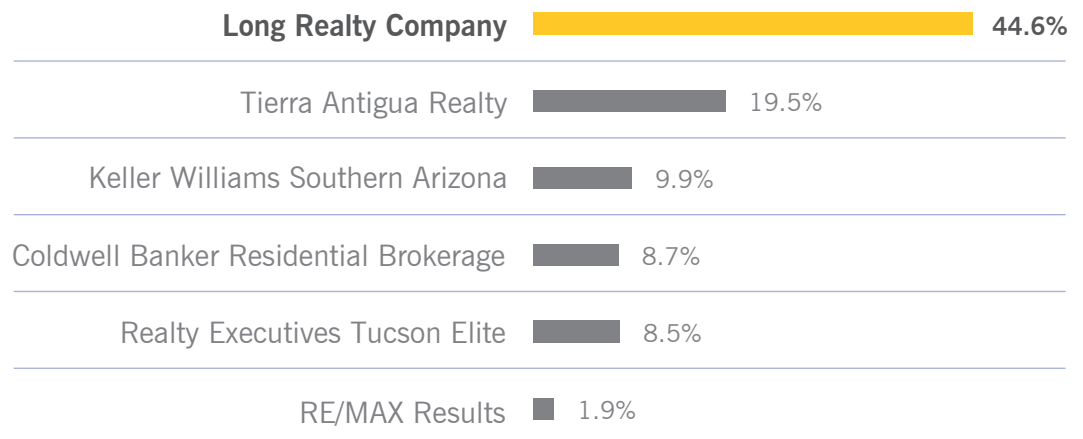
This heat map represents the percentage of change in Tucson metro median sales prices from April 2017-June 2017 to April 2018-June 2018 by zip code.



MARKET SHARE – THE HIGHLANDS AT DOVE MOUNTAIN

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

*Data Obtained 07/06/2018 from
MLSSAZ using BrokerMetrics software
for all closed residential sales volume
between 07/01/2017 – 06/30/2018
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.