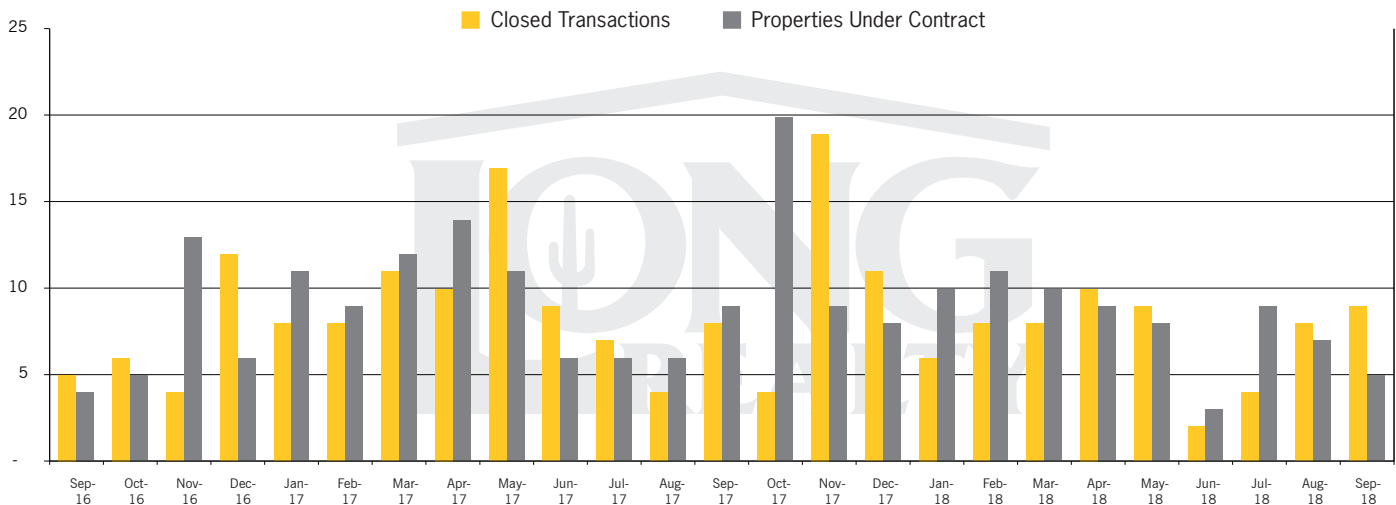




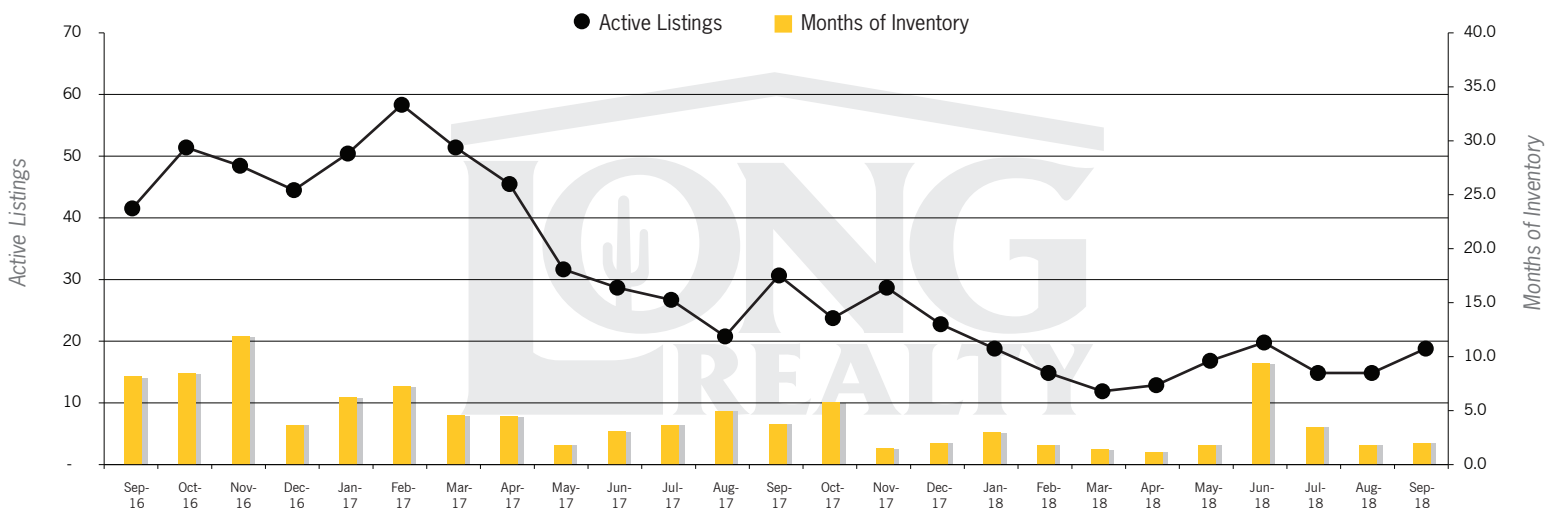
## The Highlands at Dove Mountain | October 2018

In the Highlands at Dove Mountain area, September 2018 active inventory was 18, a 40% decrease from September 2017. There were 9 closings in September 2018, a 13% increase from September 2017. Year-to-date 2018 there were 66 closings, a 20% decrease from year-to-date 2017. Months of Inventory was 2.0, down from 3.8 in September 2017. Median price of sold homes was \$320,000 for the month of September 2018, up 33% from September 2017. The Highlands at Dove Mountain area had 5 new properties under contract in September 2018, down 44% from September 2017.

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



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

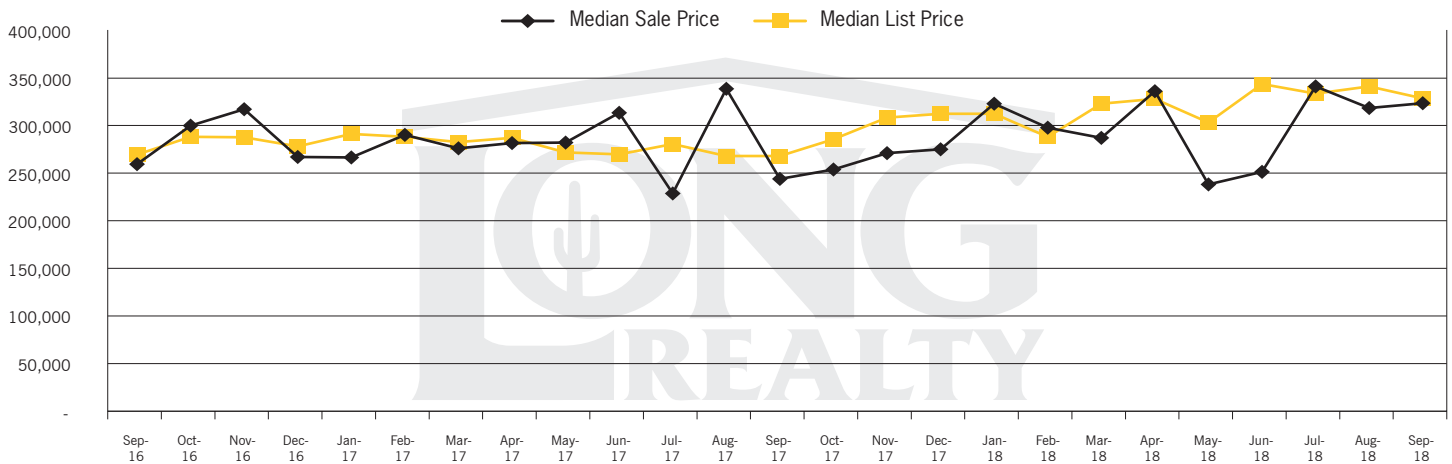


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 10/03/2018 is believed to be reliable, but not guaranteed.



## The Highlands at Dove Mountain | October 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	\$241,150	3.800%	\$1,067.47
2018	\$320,000	4.875%	\$1,608.79

### 30 YEAR FIXED MORTGAGE RATE

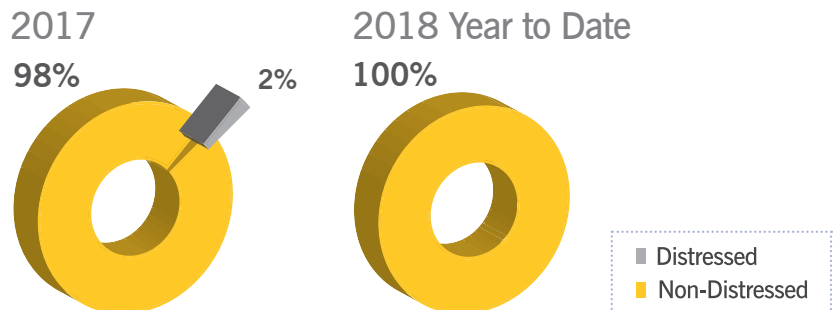


Source: Residential median sales prices. Data obtained 10/03/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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

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The Highlands at Dove Mountain | October 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
		Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-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	1	0	0	0	0	n/a	n/a	n/a
\$200,000 - 224,999	1	2	1	0	2	0	0	n/a	1.5	Seller
\$225,000 - 249,999	2	1	3	1	0	1	0	n/a	4.0	Seller
\$250,000 - 274,999	2	1	1	1	0	1	3	0.7	1.5	Seller
\$275,000 - 299,999	2	0	0	0	0	2	1	2.0	1.3	Seller
\$300,000 - 349,999	4	2	0	0	1	1	3	1.3	1.8	Seller
\$350,000 - 399,999	1	3	1	0	2	2	1	1.0	0.8	Seller
\$400,000 - 499,999	4	1	2	0	0	0	1	4.0	12.0	Buyer
\$500,000 - 599,999	2	0	0	0	0	1	0	n/a	4.0	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
<b>TOTAL</b>	<b>18</b>	<b>10</b>	<b>9</b>	<b>2</b>	<b>5</b>	<b>8</b>	<b>9</b>	<b>2.0</b>	<b>2.1</b>	<b>Seller</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 10/03/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2018-09/30/2018. Information is believed to be reliable, but not guaranteed.



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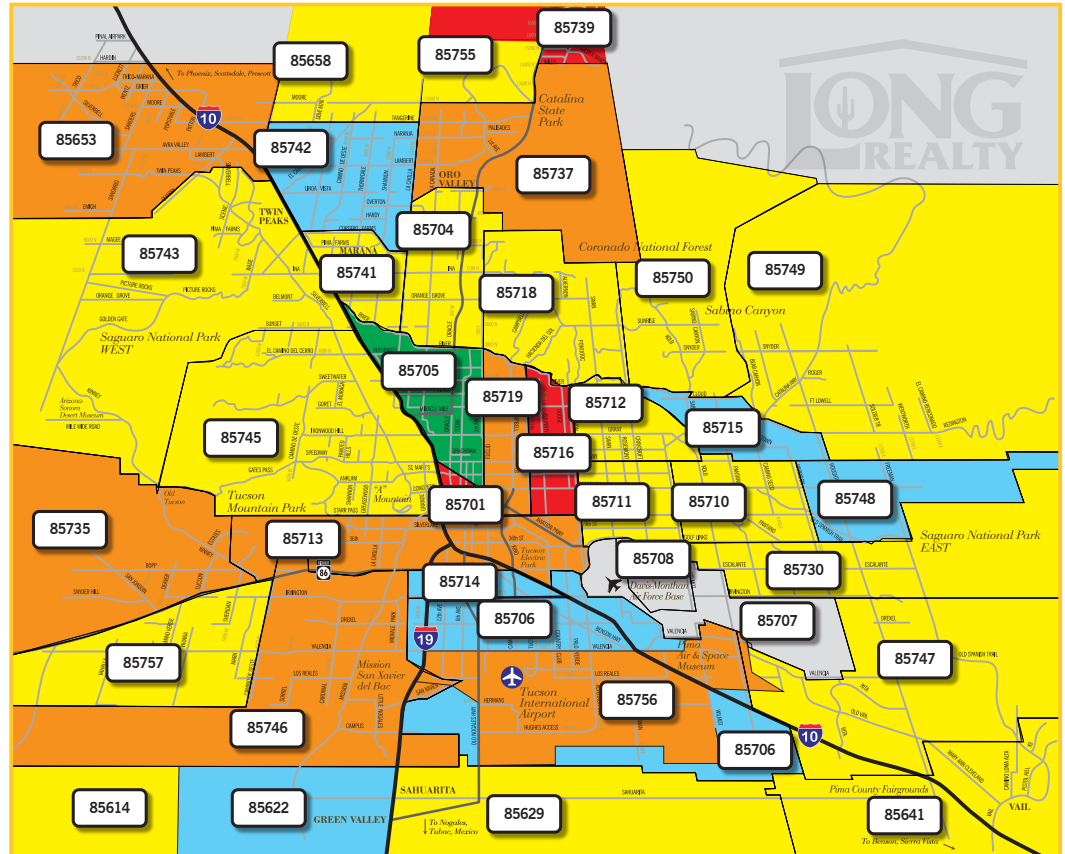


## The Highlands at Dove Mountain | October 2018

### CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUL 2017-SEP 2017 TO  
JUL 2018-SEP 2018

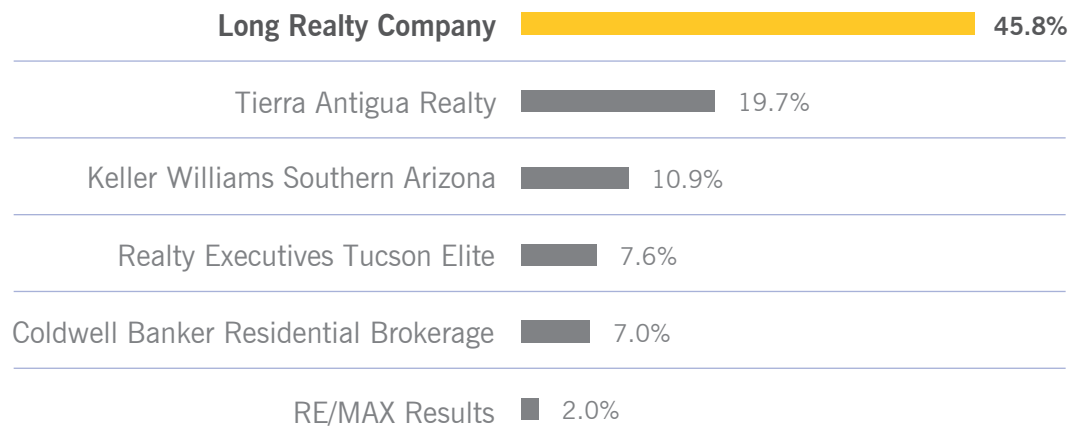
*This heat map represents the percentage of change in Tucson metro median sales prices from July 2017-September 2017 to July 2018-September 2018 by zip code.*



### MARKET SHARE – THE HIGHLANDS AT DOVE MOUNTAIN

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

*Data Obtained 10/03/2018 from  
MLSSAZ using BrokerMetrics software  
for all closed residential sales volume  
between 10/01/2017 – 09/30/2018  
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.

*These statistics are based on information obtained from MLSSAZ on 10/03/2018. Information is believed to be reliable, but not guaranteed.*