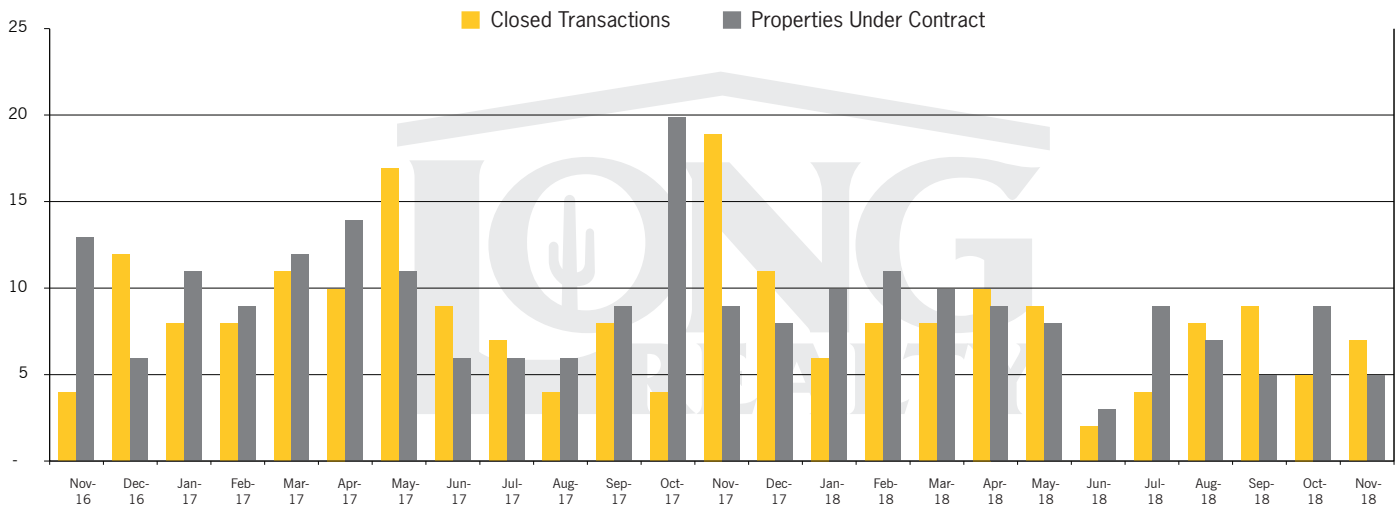




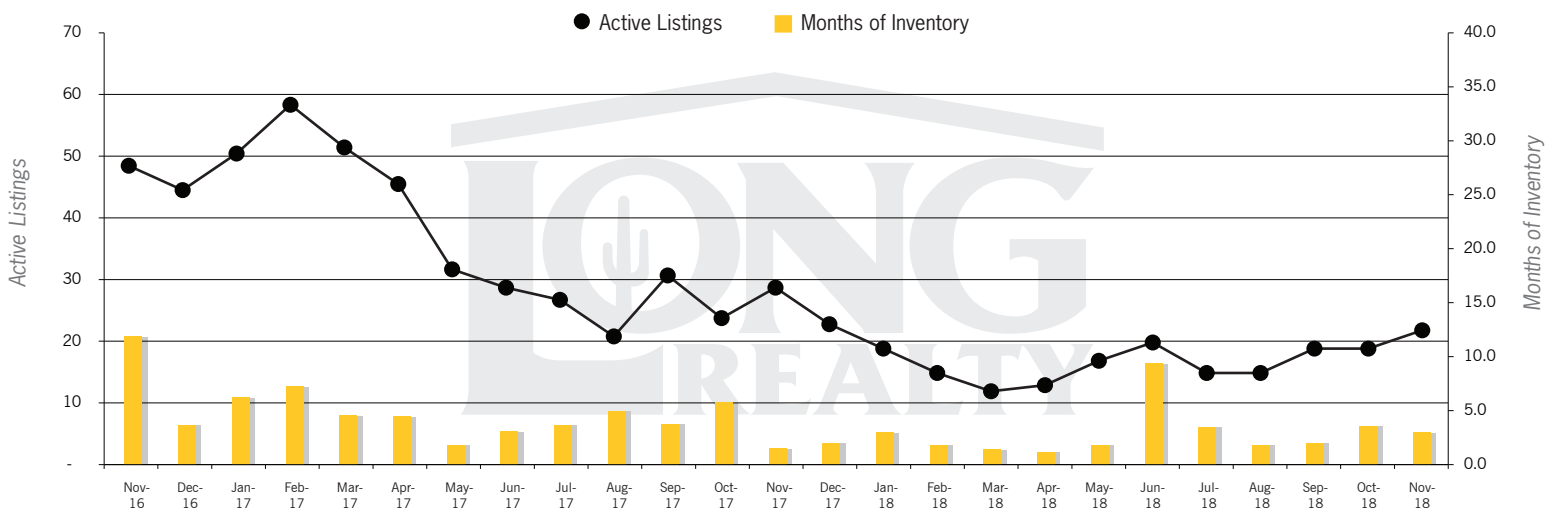
## The Highlands at Dove Mountain | December 2018

In the Highlands at Dove Mountain area, November 2018 active inventory was 21, a 25% decrease from November 2017. There were 7 closings in November 2018, a 63% decrease from November 2017. Year-to-date 2018 there were 79 closings, a 25% decrease from year-to-date 2017. Months of Inventory was 3.0, up from 1.5 in November 2017. Median price of sold homes was \$305,000 for the month of November 2018, up 14% from November 2017. The Highlands at Dove Mountain area had 5 new properties under contract in November 2018, down 44% from November 2017.

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



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

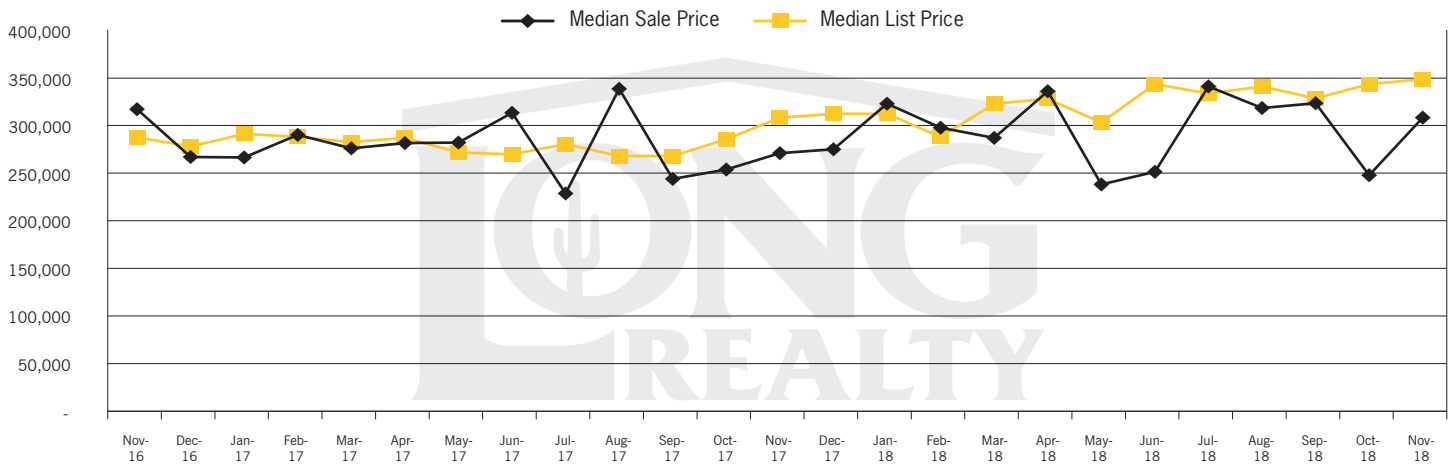


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 12/05/2018 is believed to be reliable, but not guaranteed.



## The Highlands at Dove Mountain | December 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	\$268,000	4.250%	\$1,252.48
2018	\$305,000	5.125%	\$1,577.65

### 30 YEAR FIXED MORTGAGE RATE

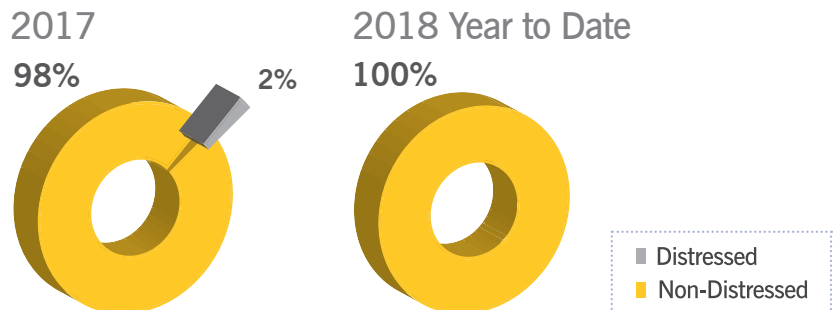


Source: Residential median sales prices. Data obtained 12/05/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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 | December 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
		Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-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	0	0	n/a	n/a	n/a
\$200,000 - 224,999	2	0	2	0	0	0	1	2.0	3.0	Seller
\$225,000 - 249,999	1	1	0	1	0	3	0	n/a	1.0	Seller
\$250,000 - 274,999	3	1	0	1	3	0	1	3.0	1.8	Seller
\$275,000 - 299,999	1	0	0	2	1	0	0	n/a	5.0	Balanced
\$300,000 - 349,999	4	0	1	1	3	1	3	1.3	1.9	Seller
\$350,000 - 399,999	2	0	2	2	2	0	1	2.0	1.3	Seller
\$400,000 - 499,999	8	0	0	0	1	1	1	8.0	6.3	Balanced
\$500,000 - 599,999	0	0	0	1	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>21</b>	<b>2</b>	<b>5</b>	<b>8</b>	<b>10</b>	<b>5</b>	<b>7</b>	<b>3.0</b>	<b>2.6</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 12/05/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2018-11/30/2018. Information is believed to be reliable, but not guaranteed.

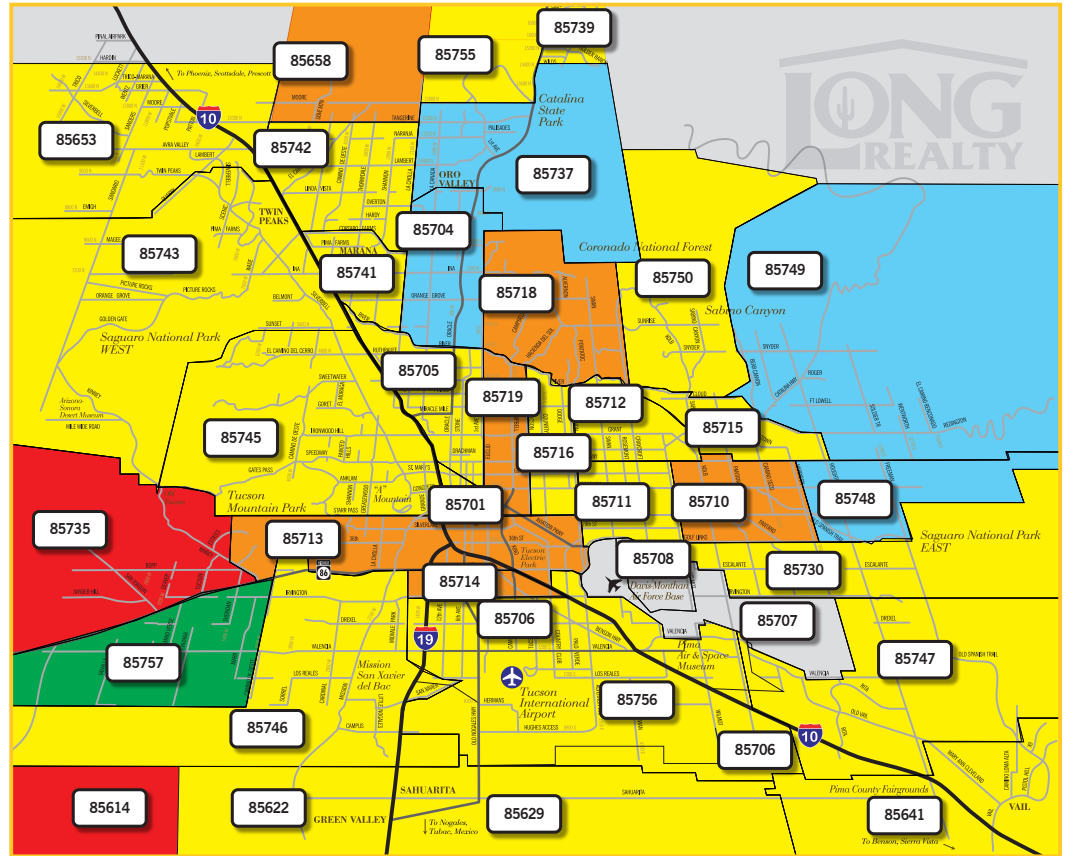


## The Highlands at Dove Mountain | December 2018

### CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP 2017-NOV 2017 TO  
SEP 2018-NOV 2018

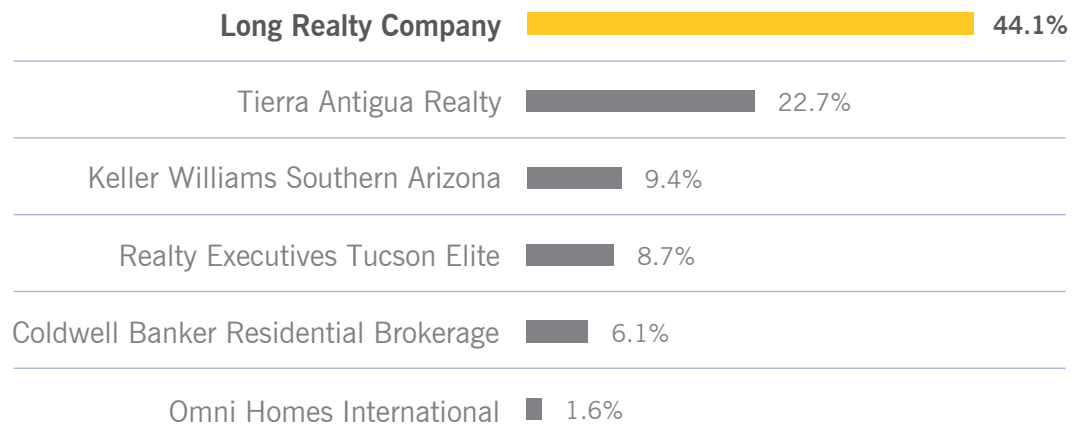
*This heat map represents the percentage of change in Tucson metro median sales prices from September 2017-November 2017 to September 2018-November 2018 by zip code.*



### MARKET SHARE – THE HIGHLANDS AT DOVE MOUNTAIN

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

*Data Obtained 12/05/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 12/01/2017 – 11/30/2018 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.