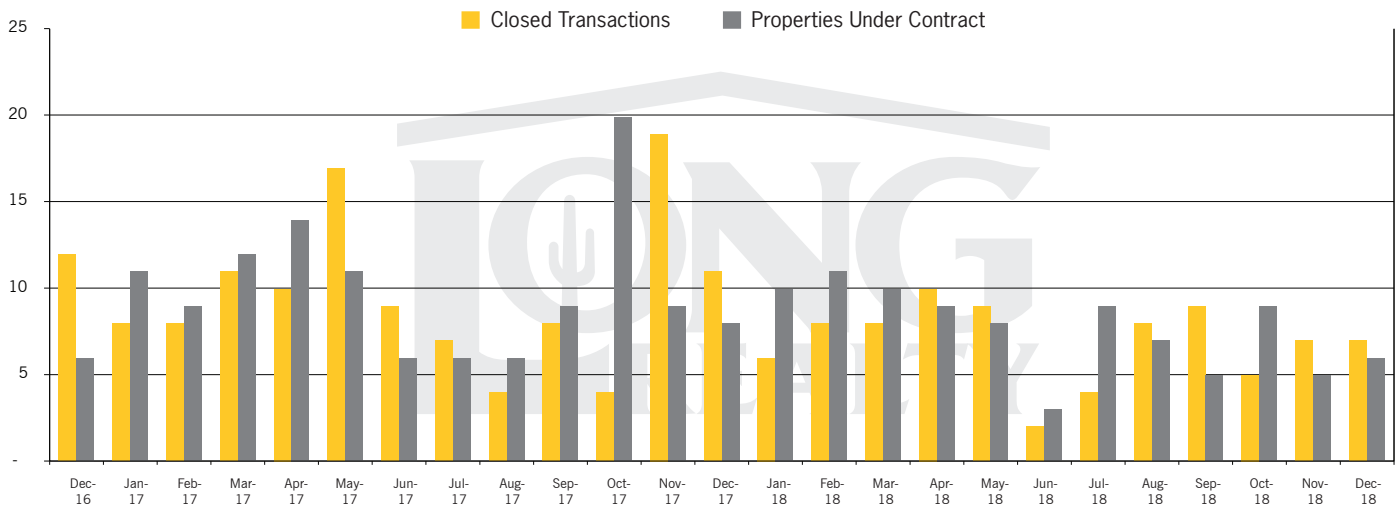




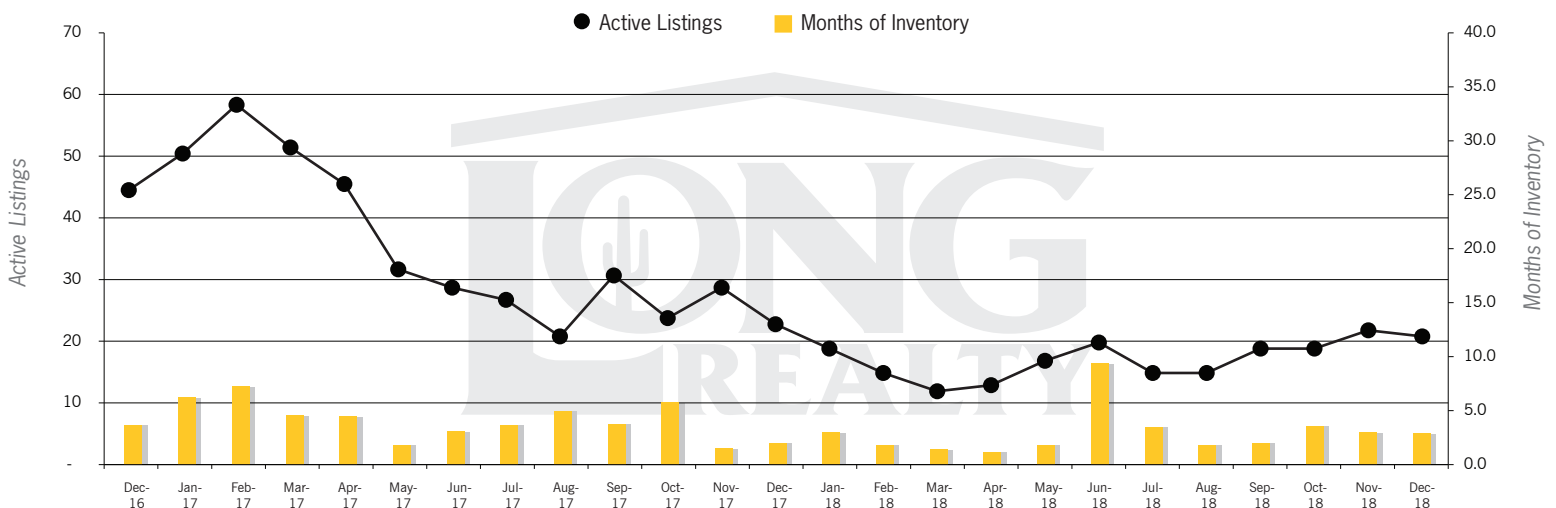
The Highlands at Dove Mountain | January 2019

In the Highlands at Dove Mountain area, December 2018 active inventory was 20, a 9% decrease from December 2017. There were 7 closings in December 2018, a 36% decrease from December 2017. Year-to-date 2018 there were 86 closings, a 26% decrease from year-to-date 2017. Months of Inventory was 2.9, up from 2.0 in December 2017. Median price of sold homes was \$332,900 for the month of December 2018, up 22% from December 2017. The Highlands at Dove Mountain area had 6 new properties under contract in December 2018, down 25% from December 2017.

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



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

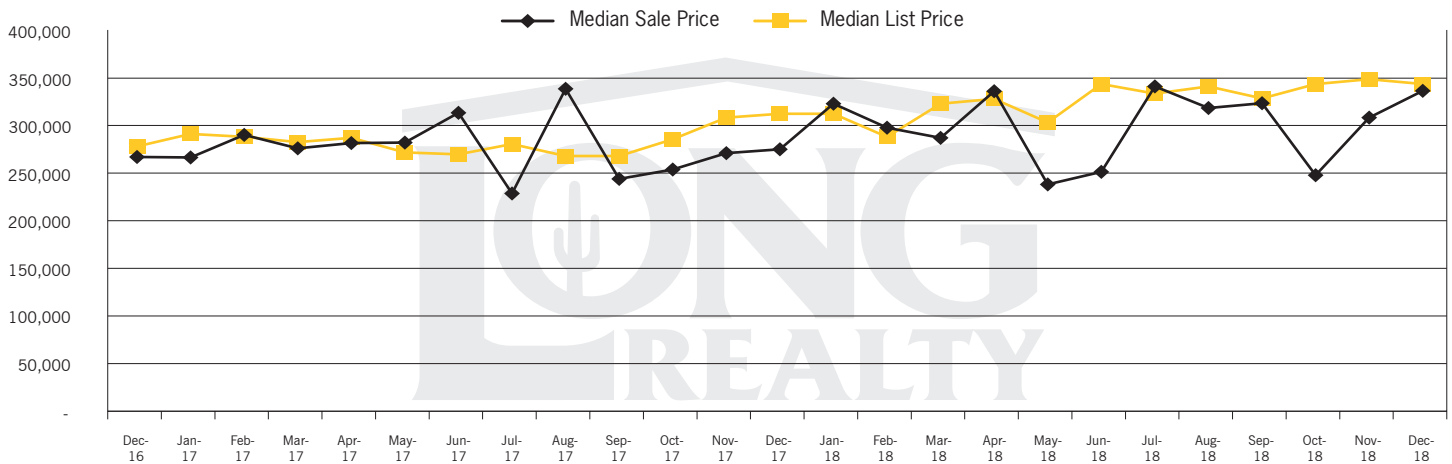


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 01/04/2019 is believed to be reliable, but not guaranteed.



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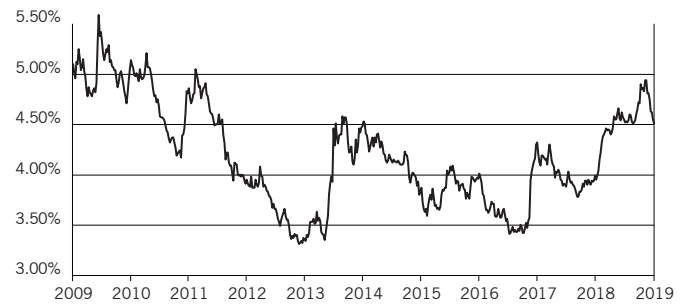
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – THE HIGHLANDS AT DOVE MOUNTAIN



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
2017	\$272,000	4.250%	\$1,271.17
2018	\$332,900	4.875%	\$1,673.65

30 YEAR FIXED MORTGAGE RATE

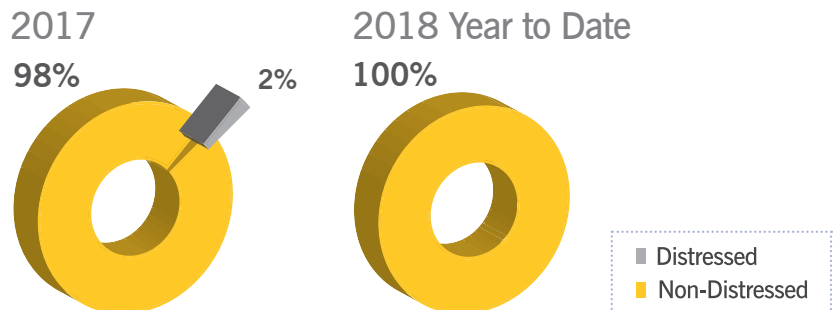


Source: Residential median sales prices. Data obtained 01/04/2019 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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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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
		Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-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	2	0	0	0	1	0	n/a	4.0	Seller
\$225,000 - 249,999	0	0	1	0	3	0	2	0.0	0.2	Seller
\$250,000 - 274,999	3	0	1	3	0	1	0	n/a	8.0	Slightly Buyer
\$275,000 - 299,999	2	0	2	1	0	0	0	n/a	n/a	n/a
\$300,000 - 349,999	2	1	1	3	1	3	3	0.7	1.6	Seller
\$350,000 - 399,999	3	2	2	2	0	1	0	n/a	6.0	Balanced
\$400,000 - 499,999	8	0	0	1	1	1	2	4.0	5.8	Balanced
\$500,000 - 599,999	0	0	1	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	20	5	8	10	5	7	7	2.9	3.1	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 01/04/2019.

3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2018-12/31/2018. Information is believed to be reliable, but not guaranteed.

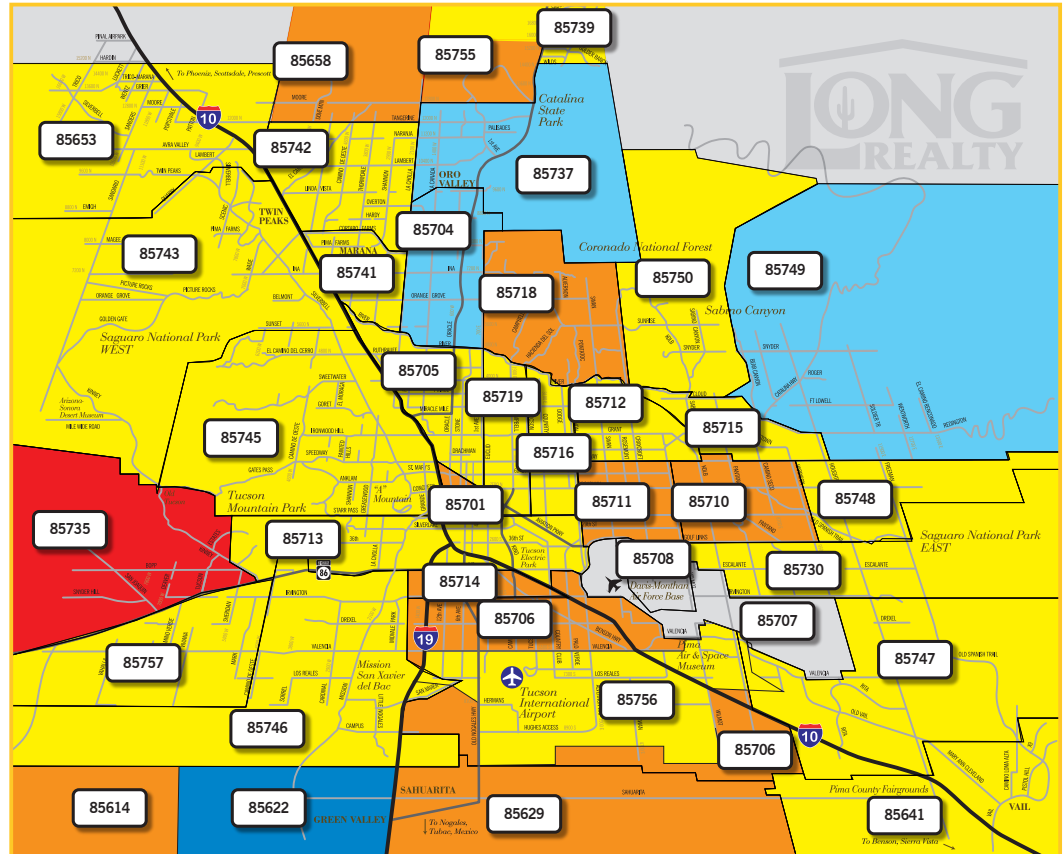


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

OCT 2017-DEC 2017 TO
OCT 2018-DEC 2018

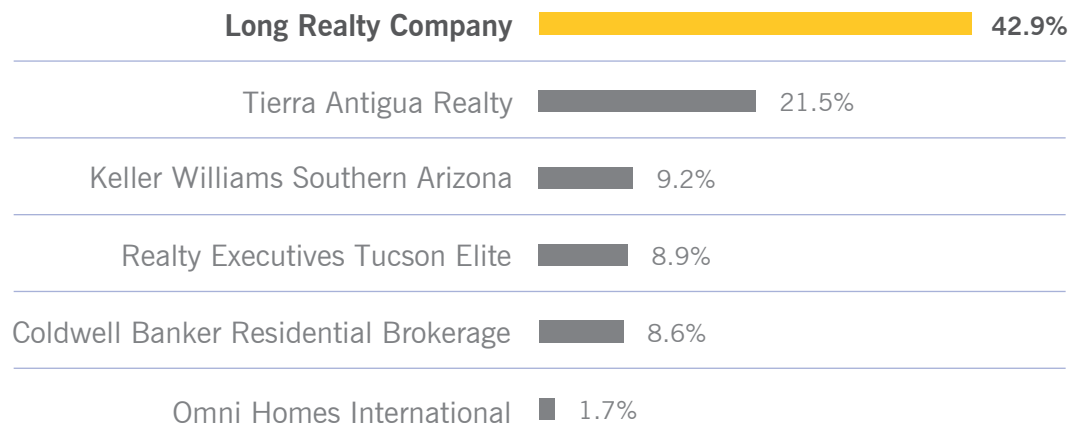
This heat map represents the percentage of change in Tucson metro median sales prices from October 2017-December 2017 to October 2018-December 2018 by zip code.



MARKET SHARE – THE HIGHLANDS AT DOVE MOUNTAIN

Long Realty leads the market in successful real estate sales.

Data Obtained 01/04/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 01/01/2018 – 12/31/2018 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.