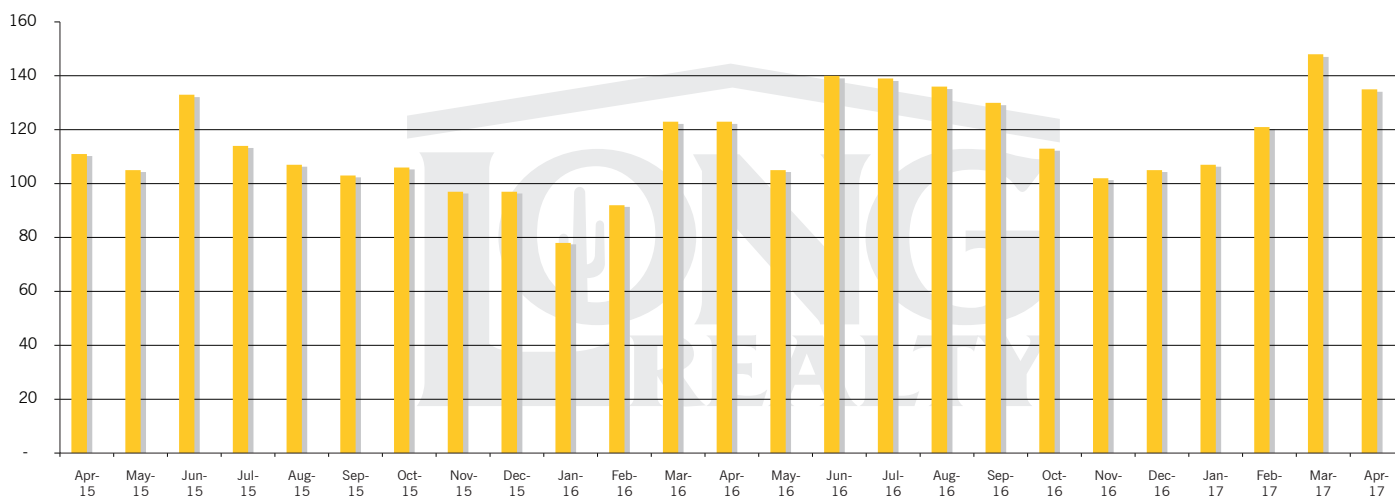


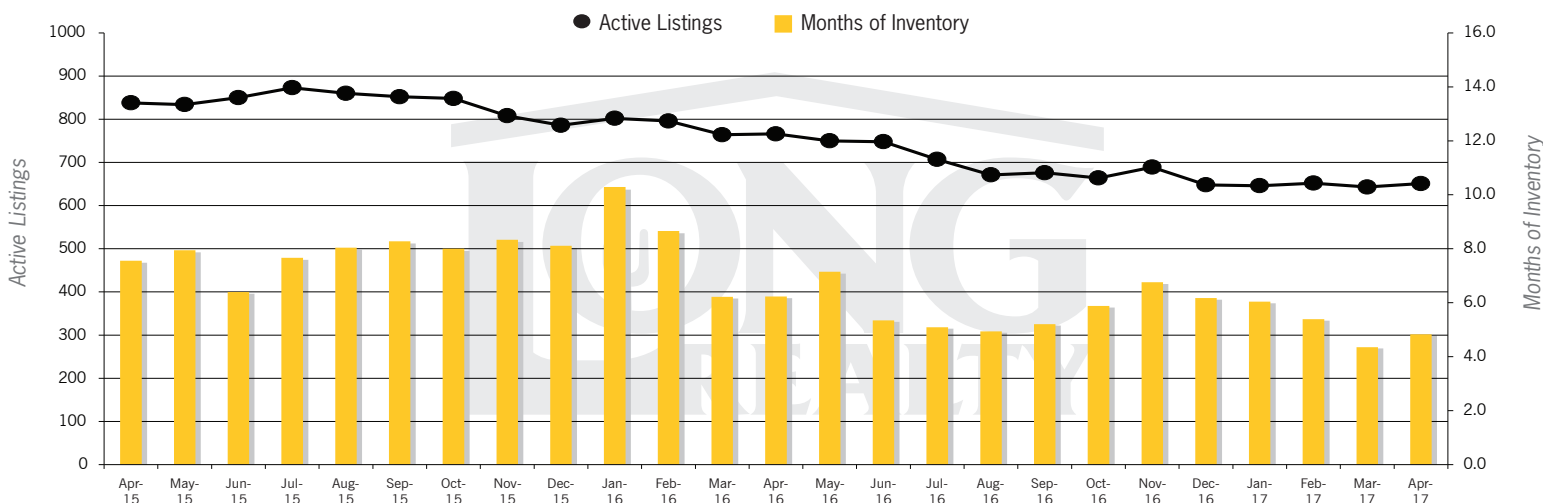
Sierra Vista and Surrounding Areas | May 2017

In the Sierra Vista area, April 2017 active inventory was 651, a 15% decrease from April 2016. There were 135 closings in April 2017, a 10% increase from April 2016. Year-to-date 2017 there were 523 closings, a 19% increase from year-to-date 2016. Months of Inventory was 4.8, down from 6.2 in April 2016. Median price of sold homes was \$144,000 for the month of April 2017, up 13% from April 2016.

CLOSED SALES – SIERRA VISTA



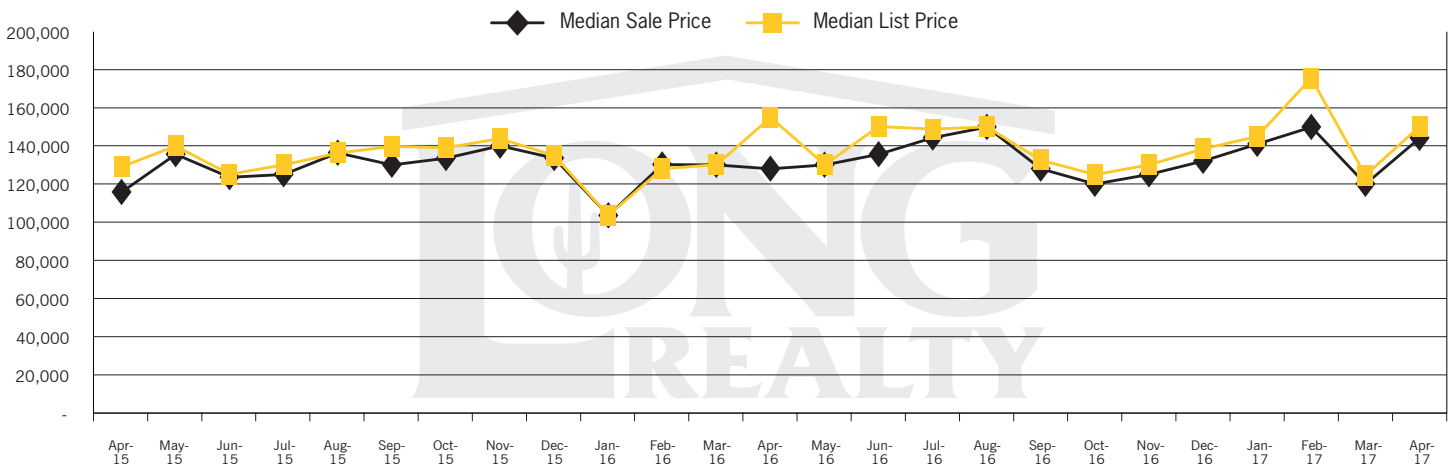
ACTIVE LISTINGS AND MONTHS OF INVENTORY – SIERRA VISTA



Home Sales data is based on information obtained from the SAMLS using Brokermetrics software.
All data obtained 05/03/2017 is believed to be reliable, but not guaranteed.

Sierra Vista and Surrounding Areas | May 2017

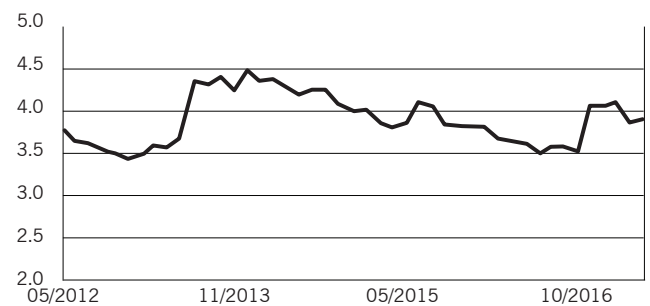
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – SIERRA VISTA



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – SIERRA VISTA

Year	Median Price	Int. Rate	MO. Payment
2006	\$207,769	6.140%	\$1,201.22
2016	\$128,000	3.500%	\$546.04
2017	\$144,000	4.125%	\$663.00

30 YEAR FIXED MORTGAGE RATE

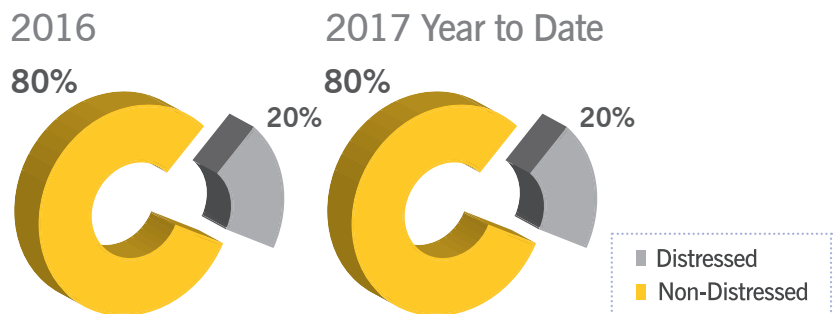


Source: Residential median sales prices. Data obtained 05/03/2017 from SAMLs using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

DISTRESSED VS. NON-DISTRESSED SALES – SIERRA VISTA

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.



MARKET CONDITIONS BY PRICE BAND – SIERRA VISTA

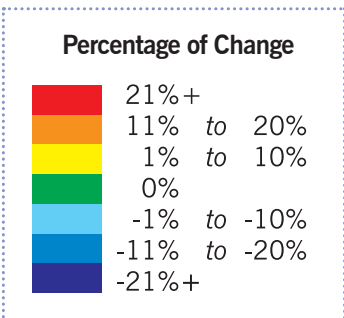
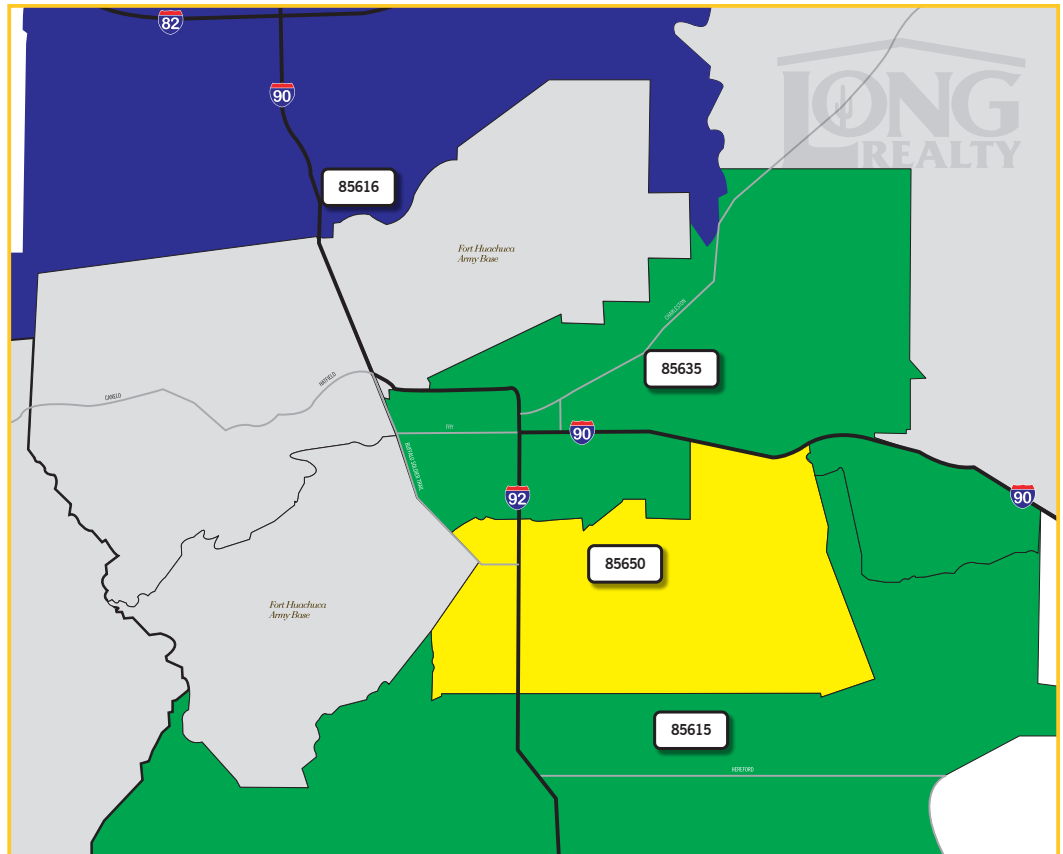
	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17			
\$1 - 59,999	54	18	23	10	30	28	24	2.3	2.1	Seller
\$60,000 - 79,999	37	11	9	10	9	12	9	4.1	4.2	Slightly Seller
\$80,000 - 99,999	74	12	6	10	10	18	10	7.4	5.6	Balanced
\$100,000 - 119,999	53	8	8	9	5	16	11	4.8	4.7	Slightly Seller
\$120,000 - 139,999	67	10	16	14	15	11	9	7.4	5.9	Balanced
\$140,000 - 159,999	51	7	10	15	16	11	12	4.3	4.4	Slightly Seller
\$160,000 - 179,999	39	7	5	10	12	11	13	3.0	3.2	Seller
\$180,000 - 199,999	41	8	10	9	6	10	7	5.9	5.1	Balanced
\$200,000 - 249,999	73	13	16	11	10	14	20	3.7	5.0	Balanced
\$250,000 - 299,999	66	5	9	5	7	7	7	9.4	8.9	Buyer
\$300,000 - 399,999	58	6	2	5	4	6	9	6.4	8.7	Buyer
\$400,000 - 499,999	20	0	0	3	2	4	3	6.7	5.6	Balanced
\$500,000 - 749,999	13	0	0	1	0	2	1	13.0	12.3	Buyer
\$750,000 - 999,999	3	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	2	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	651	105	114	112	126	150	135	4.8	4.7	Slightly Seller

				
Seller's Market	Slight Seller's Market	Balanced Market	Slight Buyer's Market	Buyer's Market

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

FEB 2016-APR 2016 TO FEB 2017-APR 2017

This heat map represents the percentage of change in Sierra Vista median sales prices from February 2016-April 2016 to February 2017-April 2017 by zip code.



These statistics are based on information obtained from the SAMS on 05/03/2017. Information is believed to be reliable, but not guaranteed.

The Sierra Vista Housing Report is comprised of data for residential properties in SAMS for the Sierra Vista area. 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.



You have questions, I have the answers.

Talk To Me.

Where Every Home & Every Person *Matters*