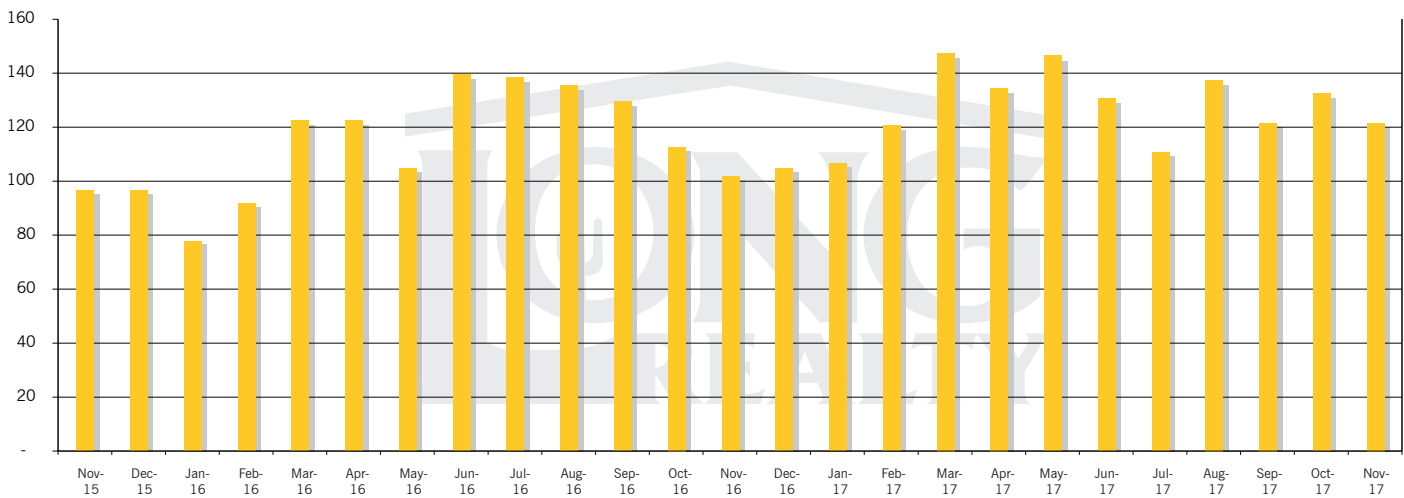


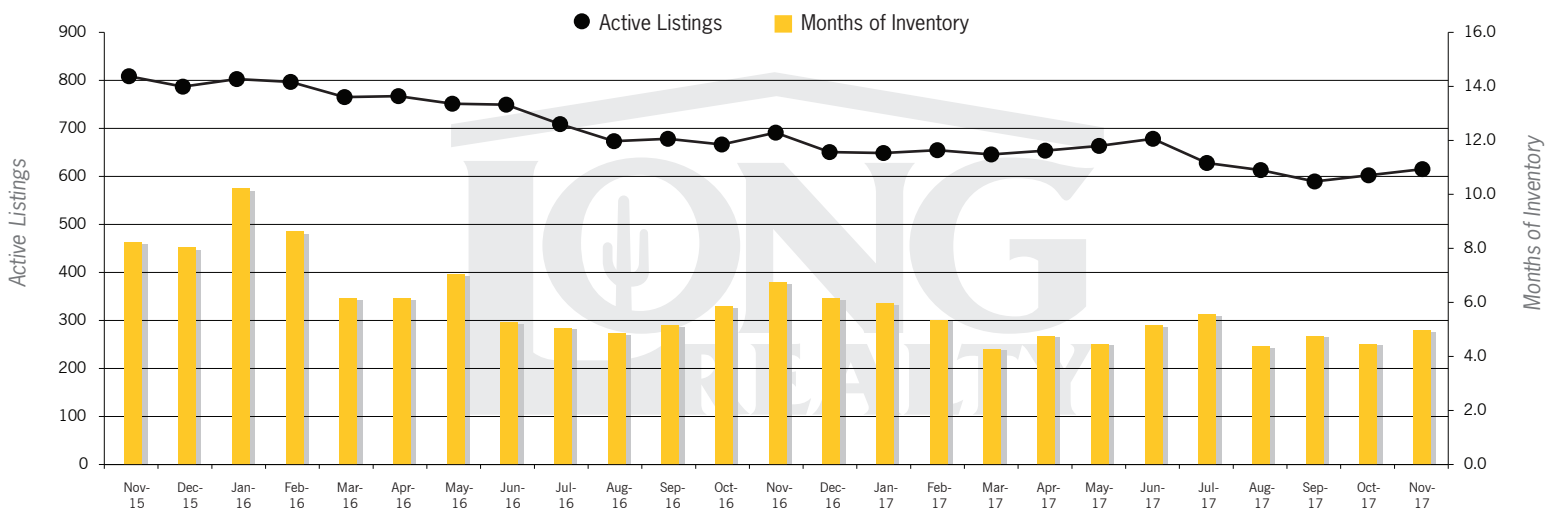
Sierra Vista and Surrounding Areas | December 2017

In the Sierra Vista area, November 2017 active inventory was 612, an 11% decrease from November 2016. There were 122 closings in November 2017, a 20% increase from November 2016. Year-to-date 2017 there were 1,467 closings, a 9% increase from year-to-date 2016. Months of Inventory was 5.0, down from 6.8 in November 2016. Median price of sold homes was \$149,000 for the month of November 2017, up 19% from November 2016.

CLOSED SALES – SIERRA VISTA



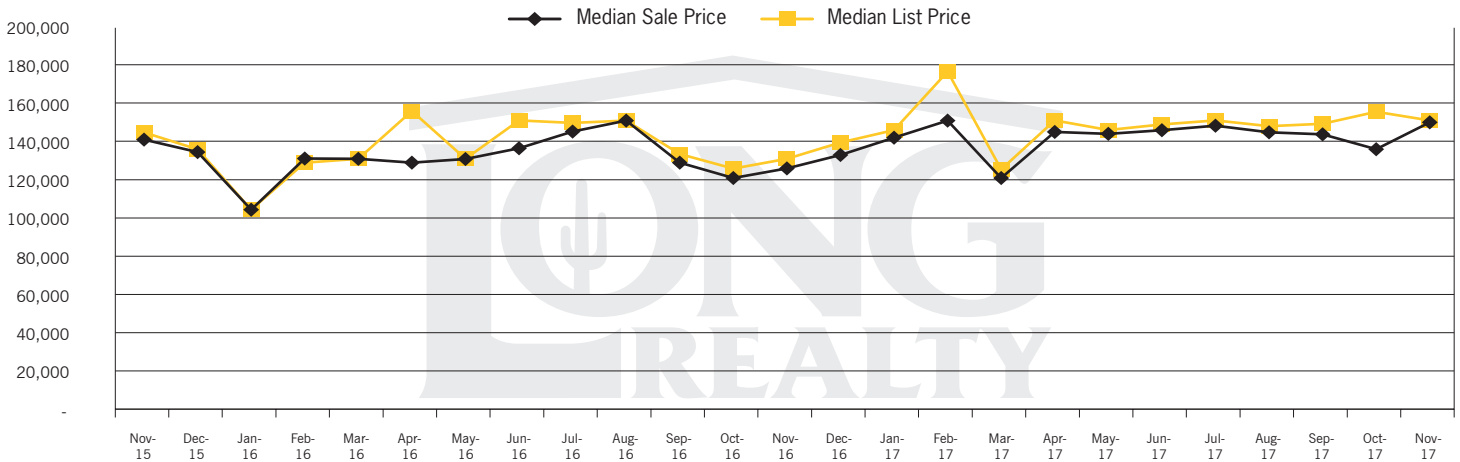
ACTIVE LISTINGS AND MONTHS OF INVENTORY – SIERRA VISTA



Home Sales data is based on information obtained from the SAMS using Brokermetrics software.
All data obtained 12/05/2017 is believed to be reliable, but not guaranteed.

Sierra Vista and Surrounding Areas | December 2017

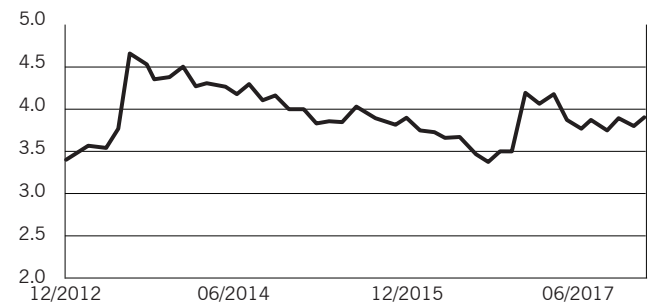
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – SIERRA VISTA



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	\$125,000	3.770%	\$551.30
2017	\$149,000	4.070%	\$681.51

30 YEAR FIXED MORTGAGE RATE

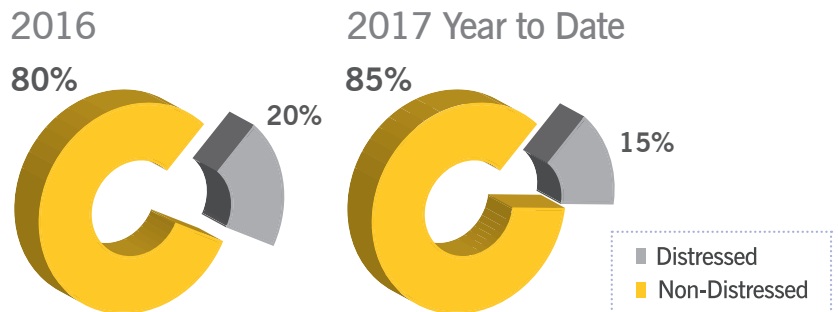


Source: Residential median sales prices. Data obtained 12/05/2017 from SMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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
		Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17			
\$1 - 59,999	54	15	14	13	19	17	15	3.6	3.1	Seller
\$60,000 - 79,999	32	11	10	10	7	9	6	5.3	5.0	Slightly Seller
\$80,000 - 99,999	43	13	7	14	13	15	12	3.6	3.4	Seller
\$100,000 - 119,999	35	9	9	12	8	10	10	3.5	4.4	Slightly Seller
\$120,000 - 139,999	50	18	13	13	12	14	13	3.8	3.8	Seller
\$140,000 - 159,999	49	13	16	16	11	10	7	7.0	5.0	Balanced
\$160,000 - 179,999	57	9	9	11	10	11	12	4.8	4.5	Slightly Seller
\$180,000 - 199,999	45	6	8	14	7	9	14	3.2	4.3	Slightly Seller
\$200,000 - 249,999	82	21	18	17	17	18	15	5.5	5.0	Slightly Seller
\$250,000 - 299,999	71	8	7	14	10	9	12	5.9	6.3	Balanced
\$300,000 - 399,999	65	7	9	12	7	11	3	21.7	8.5	Buyer
\$400,000 - 499,999	10	3	0	1	0	1	3	3.3	7.0	Slightly Buyer
\$500,000 - 749,999	9	0	0	2	3	3	0	n/a	4.3	Slightly Seller
\$750,000 - 999,999	7	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	3	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	612	133	120	149	124	137	122	5.0	4.7	Slightly Seller

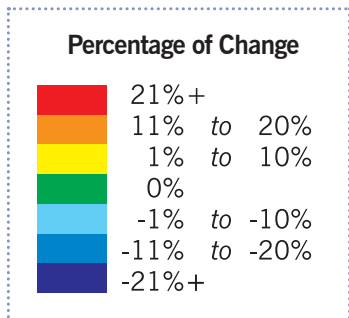
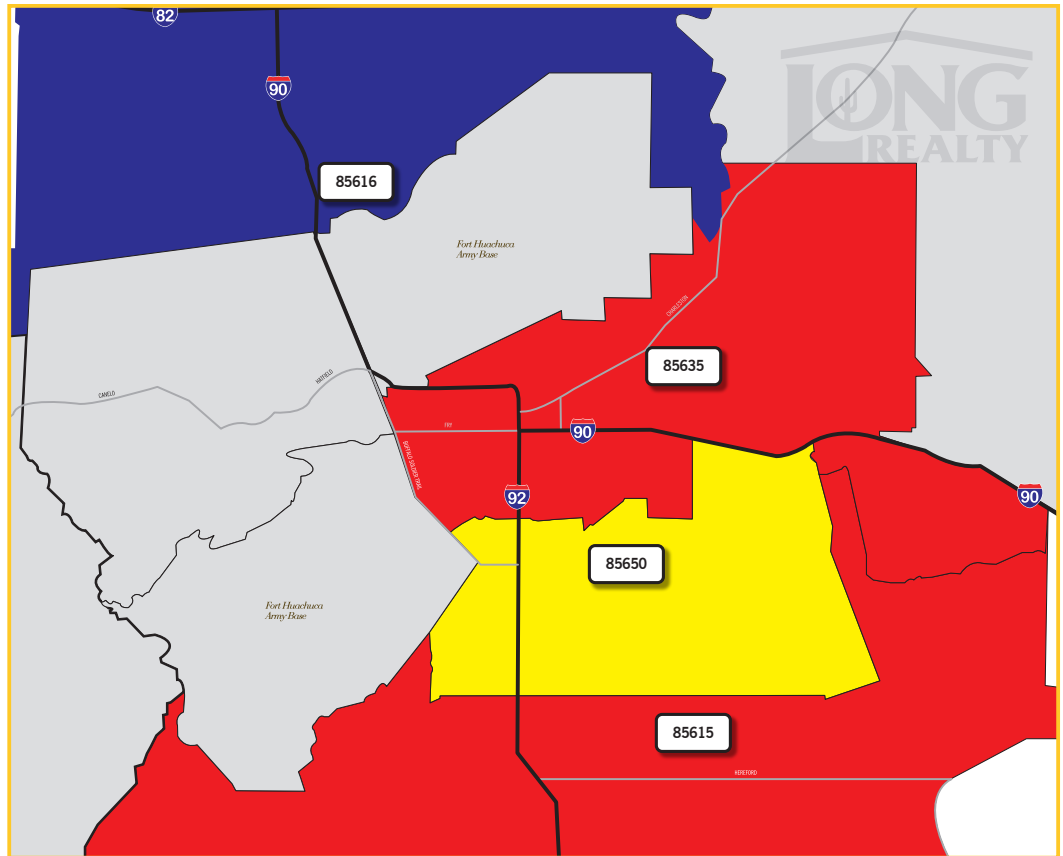


Statistics based on information obtained from SAMS and using Brokermetrics software on 12/05/2017.
 3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2017 - 11/30/2017. Information is believed to be reliable, but not guaranteed.

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP 2016-NOV 2016 TO SEP 2017-NOV 2017

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



These statistics are based on information obtained from the SAMLs on 12/05/2017. Information is believed to be reliable, but not guaranteed.

The Sierra Vista Housing Report is comprised of data for residential properties in SAMLs 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.

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