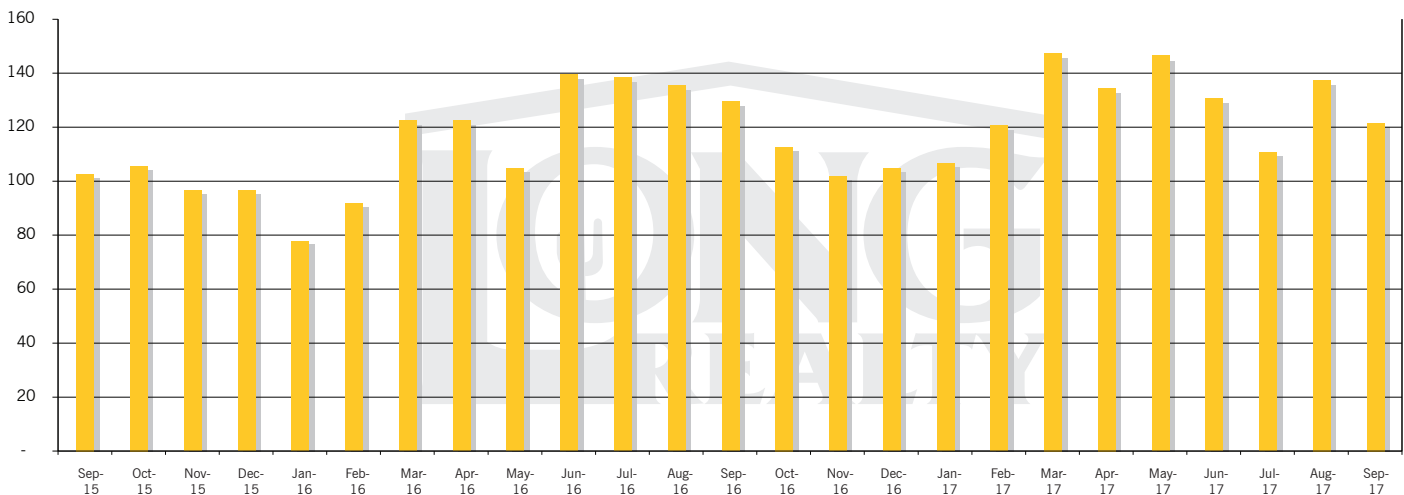


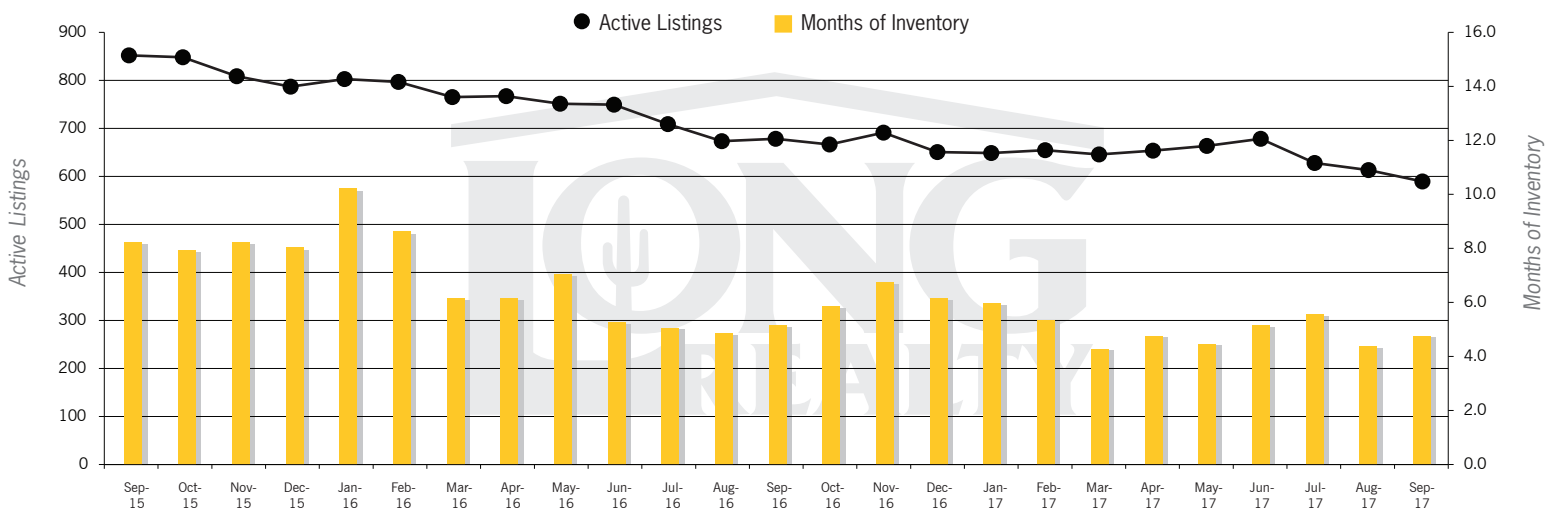
Sierra Vista and Surrounding Areas | October 2017

In the Sierra Vista area, September 2017 active inventory was 586, a 13% decrease from September 2016. There were 122 closings in September 2017, a 6% decrease from September 2016. Year-to-date 2017 there were 1,206 closings, an 8% increase from year-to-date 2016. Months of Inventory was 4.8, down from 5.2 in September 2016. Median price of sold homes was \$142,750 for the month of September 2017, up 12% from September 2016.

CLOSED SALES – SIERRA VISTA



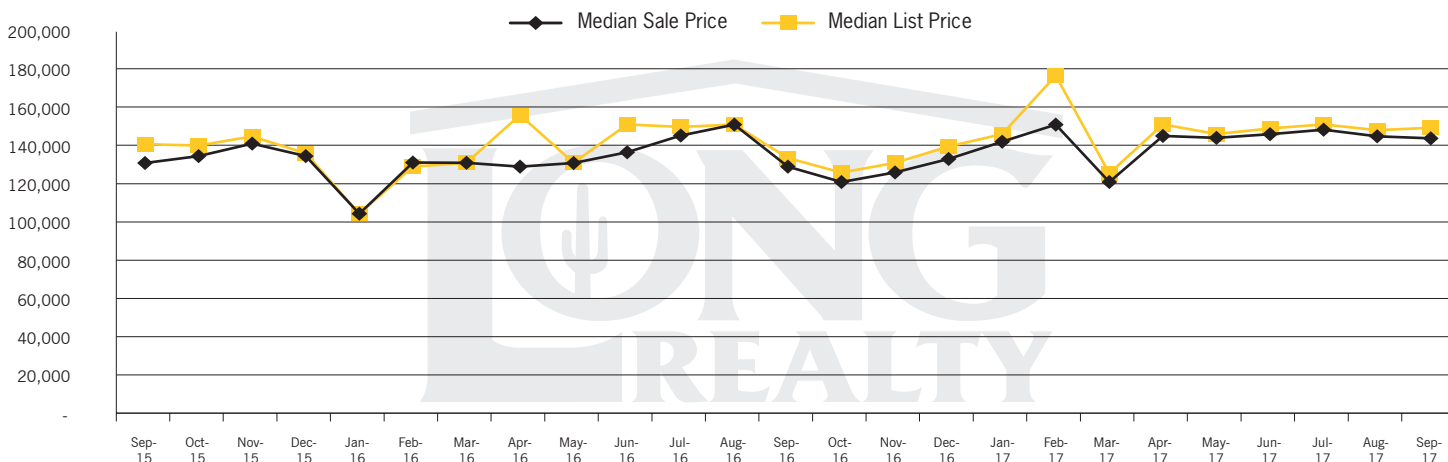
ACTIVE LISTINGS AND MONTHS OF INVENTORY – SIERRA VISTA



Home Sales data is based on information obtained from the SMLS using Brokermetrics software.
All data obtained 10/04/2017 is believed to be reliable, but not guaranteed.

Sierra Vista and Surrounding Areas | October 2017

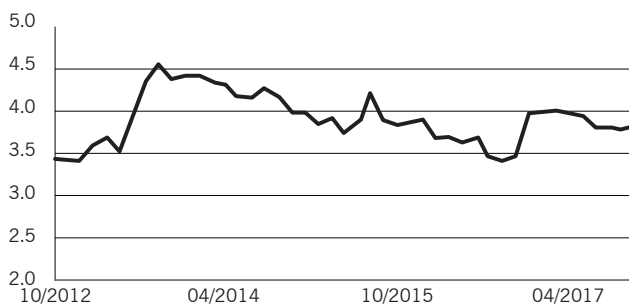
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – SIERRA VISTA



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	3.460%	\$543.33
2017	\$142,750	3.930%	\$641.97

30 YEAR FIXED MORTGAGE RATE

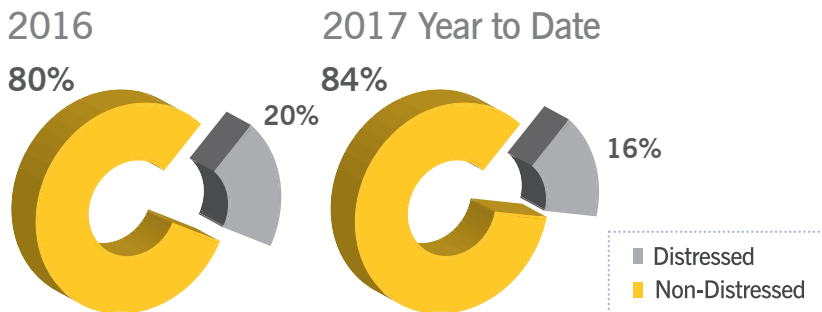


Source: Residential median sales prices. Data obtained 10/04/2017 from SAMLs using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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

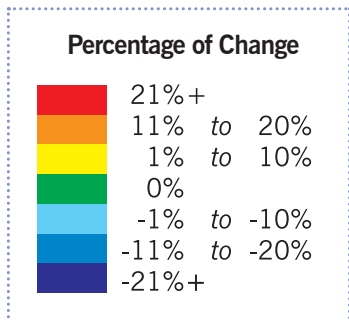
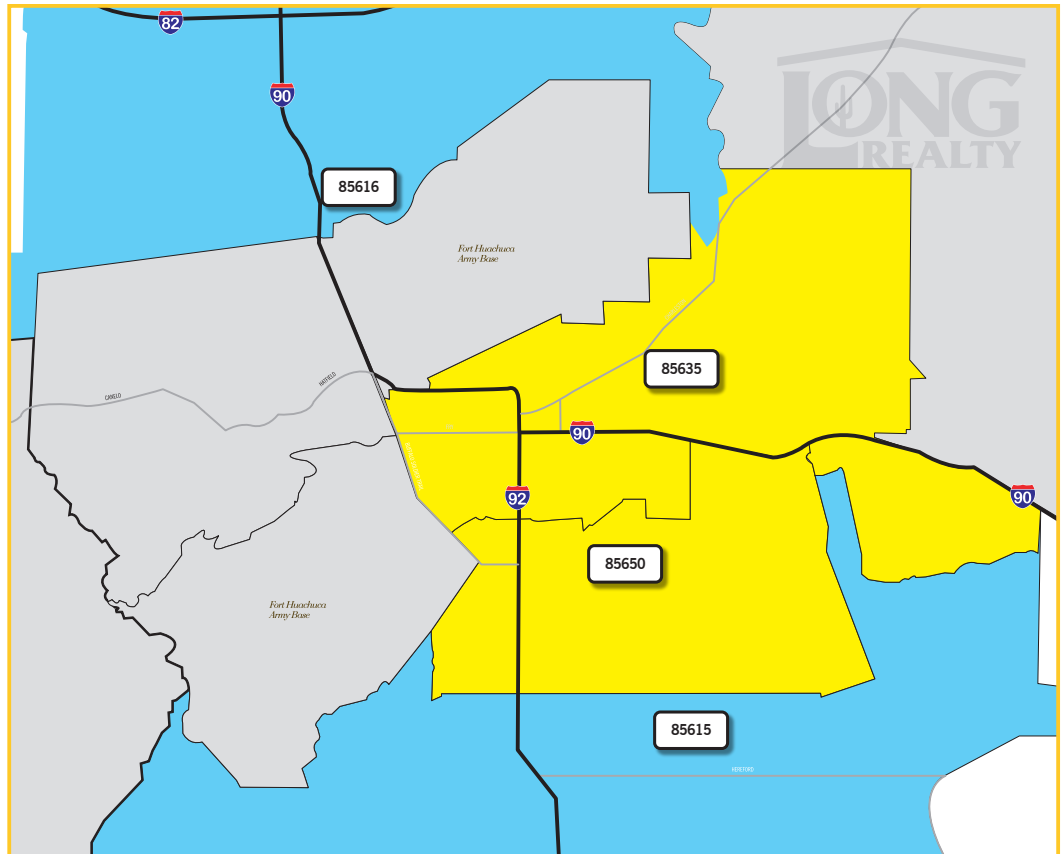
	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17			
\$1 - 59,999	54	24	19	15	14	13	19	2.8	3.5	Seller
\$60,000 - 79,999	36	11	10	11	10	10	7	5.1	3.8	Seller
\$80,000 - 99,999	48	10	19	13	7	14	13	3.7	5.0	Slightly Seller
\$100,000 - 119,999	43	11	14	9	9	12	8	5.4	4.4	Slightly Seller
\$120,000 - 139,999	53	9	11	18	13	13	12	4.4	4.4	Slightly Seller
\$140,000 - 159,999	42	15	19	13	16	16	11	3.8	3.2	Seller
\$160,000 - 179,999	43	13	13	9	9	11	8	5.4	4.8	Slightly Seller
\$180,000 - 199,999	38	7	9	6	8	14	7	5.4	3.9	Seller
\$200,000 - 249,999	84	20	22	21	18	17	17	4.9	4.6	Slightly Seller
\$250,000 - 299,999	67	7	12	8	7	14	10	6.7	6.9	Slightly Buyer
\$300,000 - 399,999	53	9	3	7	9	12	7	7.6	6.0	Balanced
\$400,000 - 499,999	9	3	0	3	0	1	0	n/a	39.0	Buyer
\$500,000 - 749,999	9	1	1	0	0	2	3	3.0	6.2	Balanced
\$750,000 - 999,999	5	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	586	140	152	133	120	149	122	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

JUL 2016-SEP 2016 TO JUL 2017-SEP 2017

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



These statistics are based on information obtained from the SAMLs on 10/04/2017. 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.

Where Every Home & Every Person *Matters*