



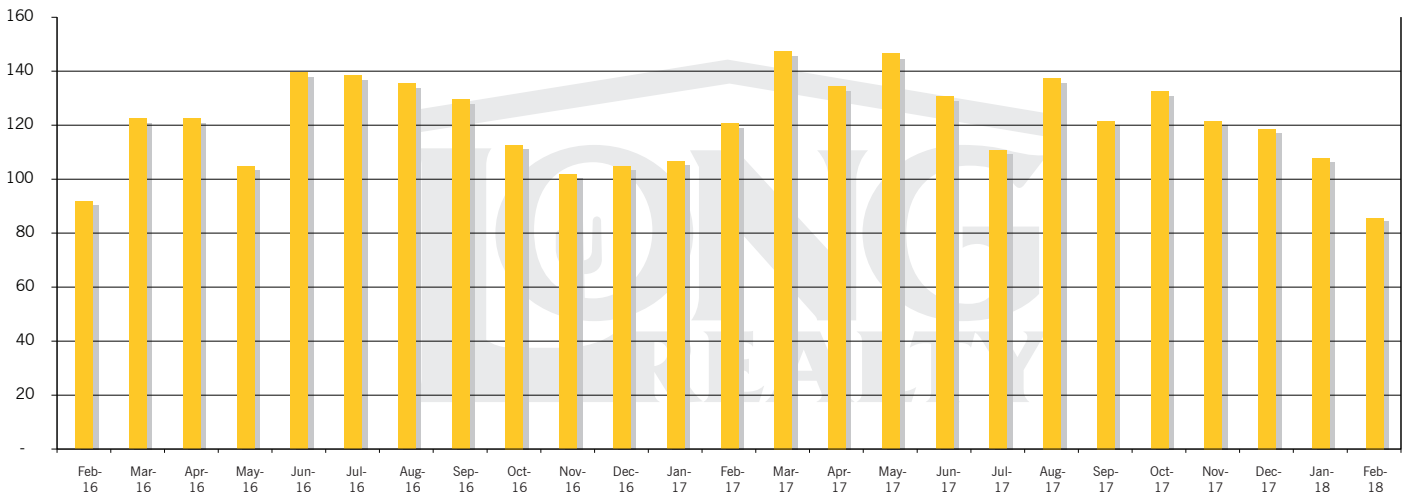
# The Housing Report

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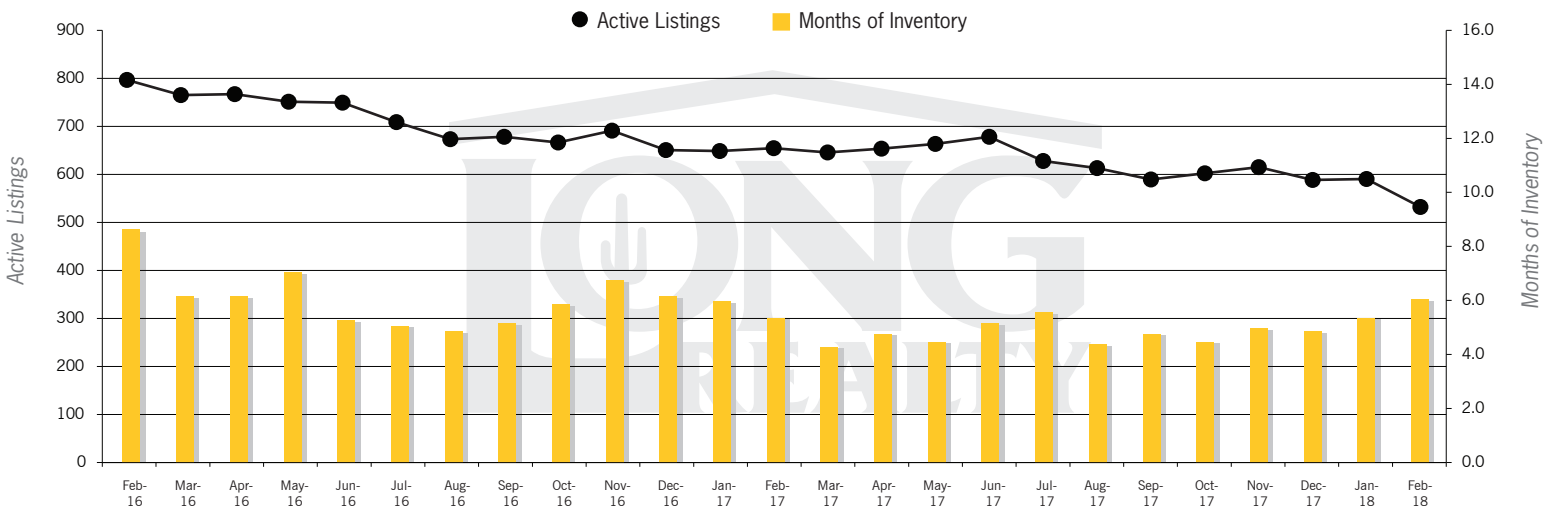
## Sierra Vista and Surrounding Areas | March 2018

In the Sierra Vista area, February 2018 active inventory was 528, a 19% decrease from February 2017. There were 86 closings in February 2018, a 29% decrease from February 2017. Year-to-date 2018 there were 198 closings, a 17% decrease from year-to-date 2017. Months of Inventory was 6.1, up from 5.4 in February 2017. Median price of sold homes was \$155,650 for the month of February 2018, up 4% from February 2017.

### CLOSED SALES – SIERRA VISTA

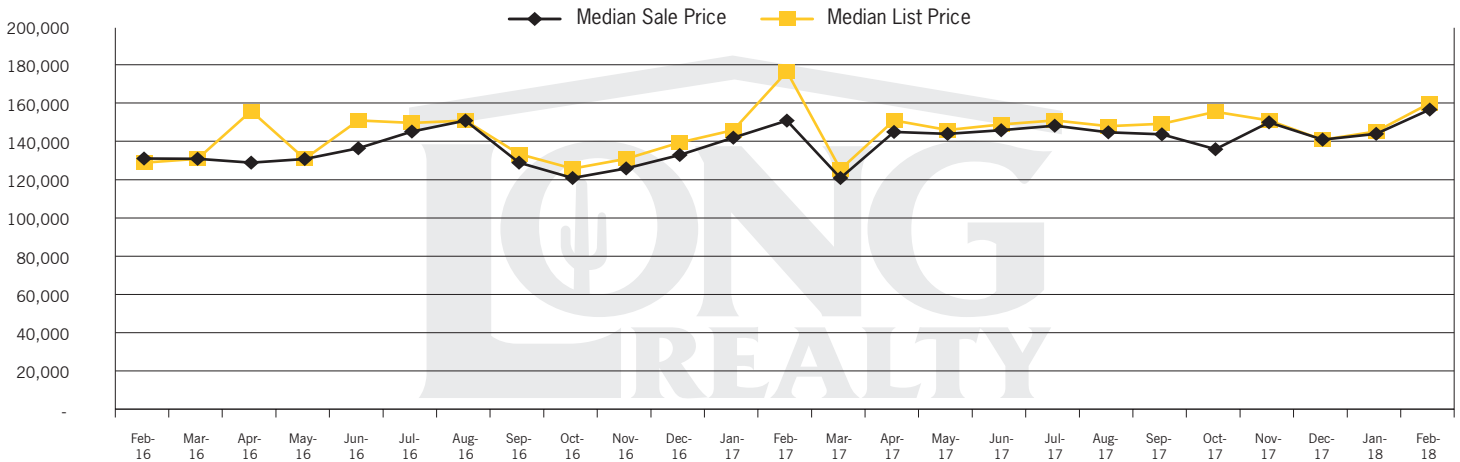


### ACTIVE LISTINGS AND MONTHS OF INVENTORY – SIERRA VISTA



Home Sales data is based on information obtained from the SAMS using Brokermetrics software.  
All data obtained 03/05/2018 is believed to be reliable, but not guaranteed.

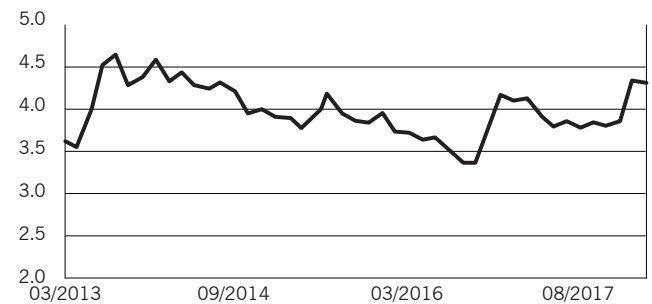
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – SIERRA VISTA



## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – SIERRA VISTA

Year	Median Price	Int. Rate	MO. Payment
2006	\$207,769	6.140%	\$1,201.22
2017	\$149,900	4.125%	\$690.17
2018	\$155,650	4.625%	\$760.25

## 30 YEAR FIXED MORTGAGE RATE

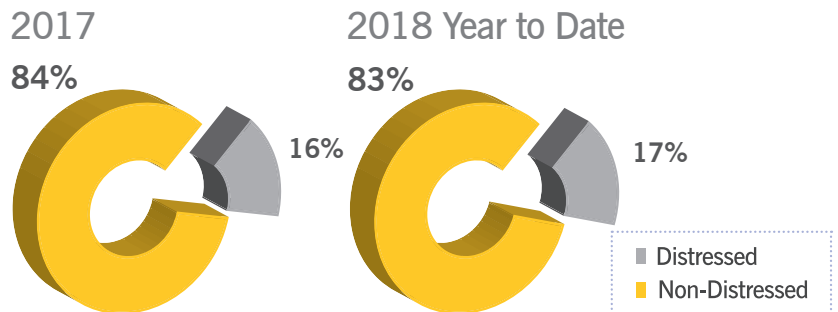


Source: Residential median sales prices. Data obtained 03/05/2018 from SAMLs using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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.





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Sierra Vista and Surrounding Areas | March 2018

## 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
		Sep-17	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18			
\$1 - 59,999	43	19	17	16	16	16	9	4.8	3.7	Seller
\$60,000 - 79,999	33	7	9	7	15	6	6	5.5	3.6	Seller
\$80,000 - 99,999	36	13	15	12	10	14	7	5.1	3.8	Seller
\$100,000 - 119,999	33	8	10	10	8	9	4	8.3	5.1	Balanced
\$120,000 - 139,999	46	12	14	13	12	8	8	5.8	5.1	Balanced
\$140,000 - 159,999	37	11	10	7	10	13	12	3.1	3.5	Seller
\$160,000 - 179,999	45	10	11	12	6	12	5	9.0	6.0	Balanced
\$180,000 - 199,999	33	7	9	15	9	11	8	4.1	4.1	Slightly Seller
\$200,000 - 249,999	70	17	18	15	18	10	12	5.8	5.5	Balanced
\$250,000 - 299,999	63	10	10	13	7	9	10	6.3	8.2	Slightly Buyer
\$300,000 - 399,999	61	7	11	3	5	4	4	15.3	14.4	Buyer
\$400,000 - 499,999	12	0	1	3	4	0	1	12.0	7.0	Slightly Buyer
\$500,000 - 749,999	8	3	3	0	1	0	0	n/a	26.0	Buyer
\$750,000 - 999,999	7	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	1	0	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>528</b>	<b>124</b>	<b>138</b>	<b>126</b>	<b>121</b>	<b>112</b>	<b>86</b>	<b>6.1</b>	<b>5.3</b>	<b>Balanced</b>

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

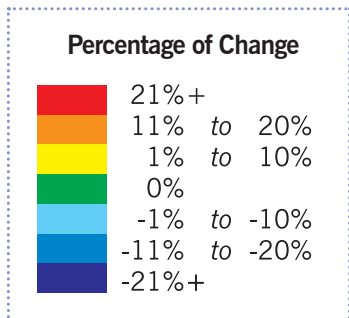
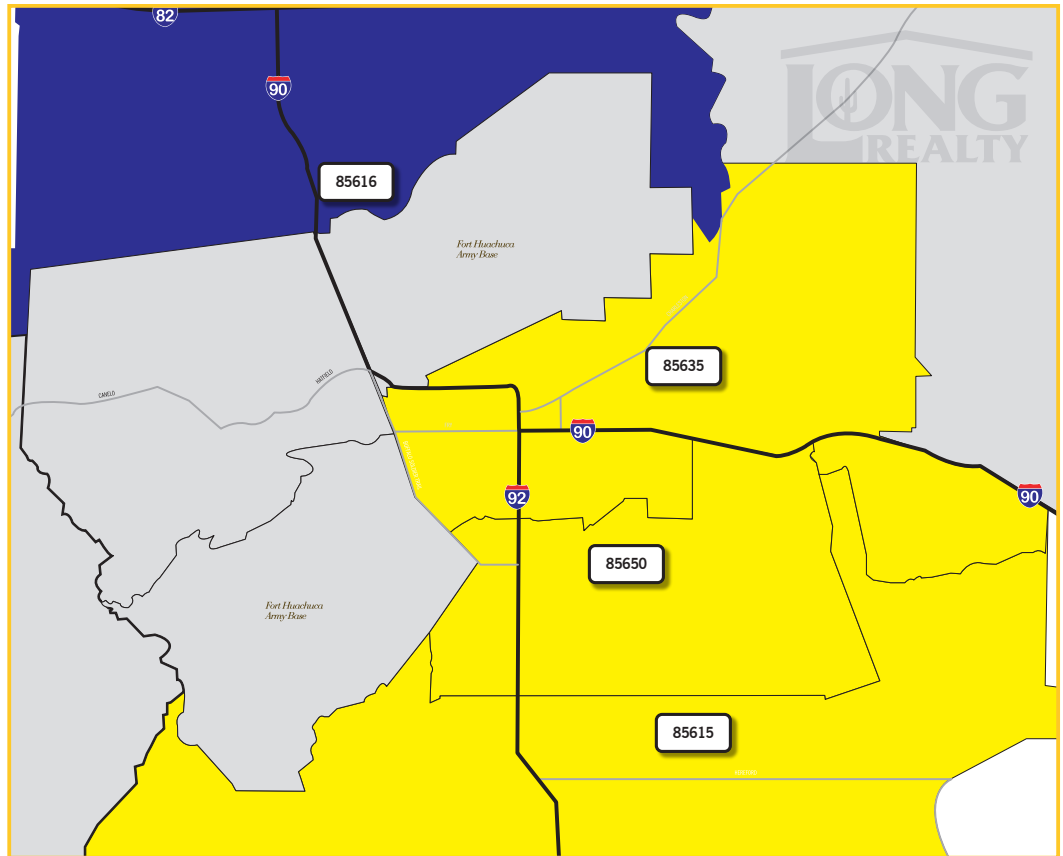
Statistics based on information obtained from SAMS and using Brokermetrics software on 03/05/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2017 - 02/28/2018. Information is believed to be reliable, but not guaranteed.

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

DEC 2016-FEB 2017 TO  
DEC 2017-FEB 2018

*This heat map represents the percentage of change in Sierra Vista median sales prices from December 2016-February 2017 to December 2017-February 2018 by zip code.*



*These statistics are based on information obtained from the SAMLs on 03/05/2018. 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*