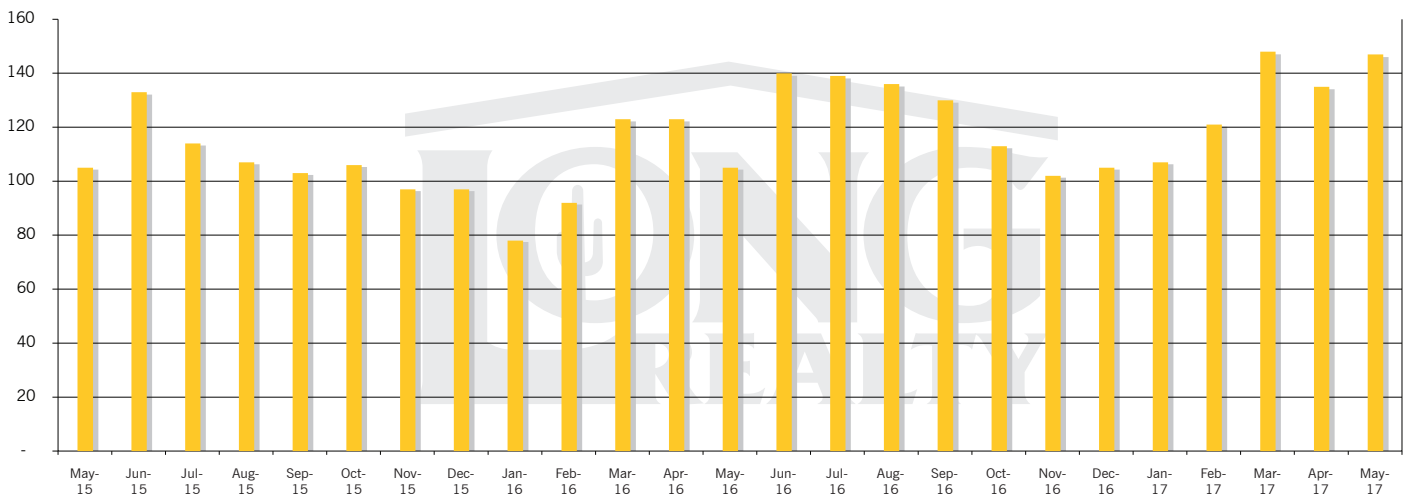


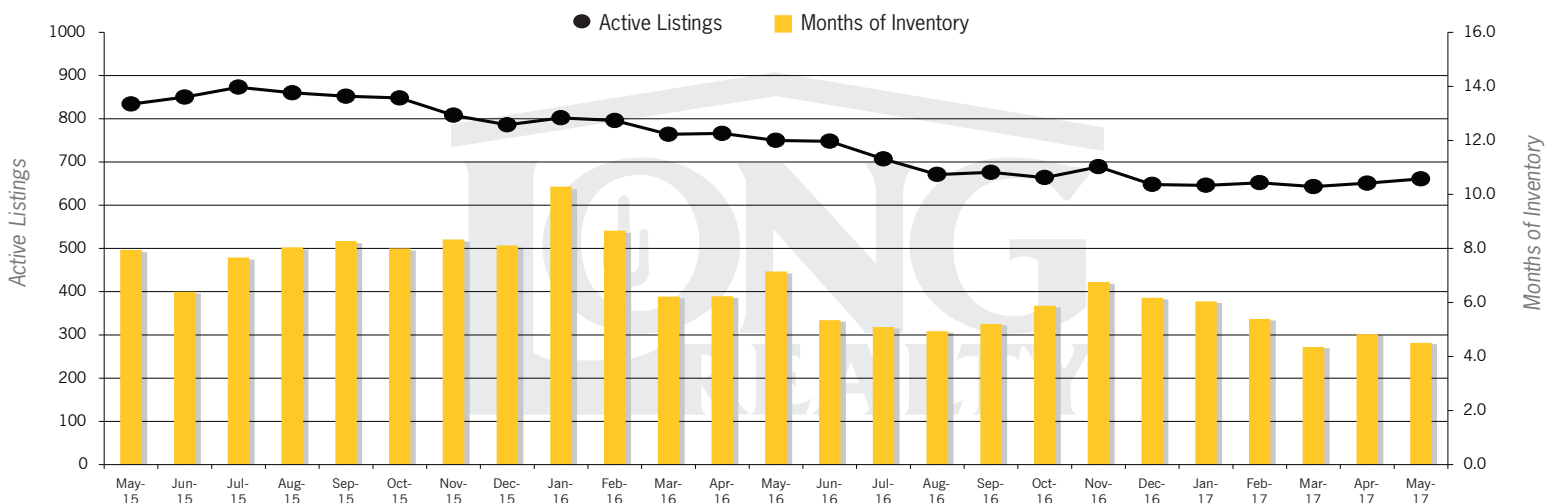
Sierra Vista and Surrounding Areas | June 2017

In the Sierra Vista area, May 2017 active inventory was 661, a 12% decrease from May 2016. There were 147 closings in May 2017, a 40% increase from May 2016. Year-to-date 2017 there were 675 closings, a 22% increase from year-to-date 2016. Months of Inventory was 4.5, down from 7.1 in May 2016. Median price of sold homes was \$143,000 for the month of May 2017, up 10% from May 2016.

CLOSED SALES – SIERRA VISTA



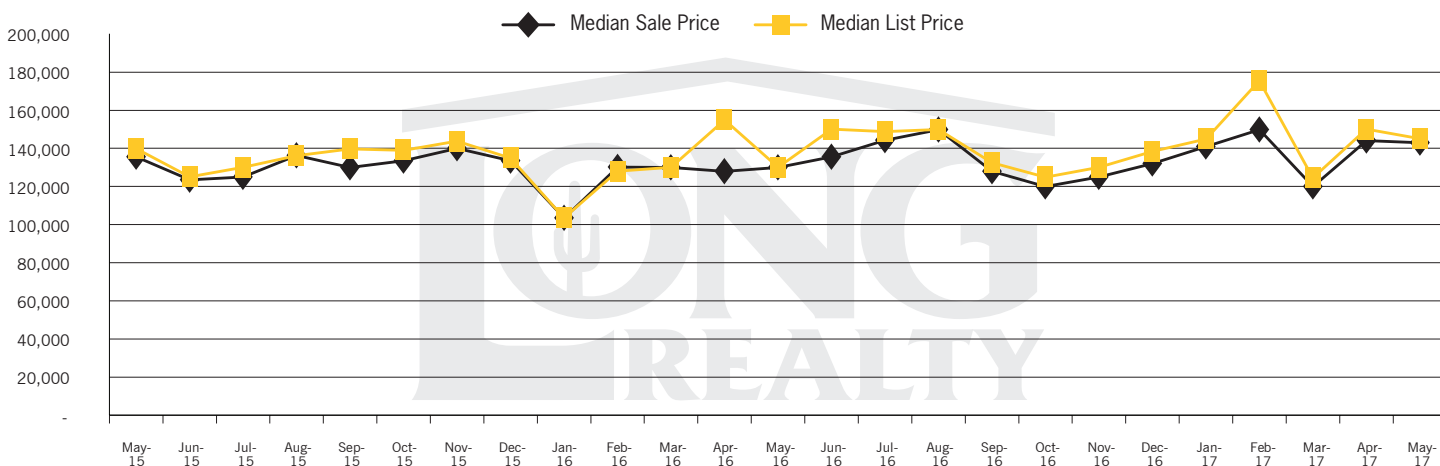
ACTIVE LISTINGS AND MONTHS OF INVENTORY – SIERRA VISTA



Home Sales data is based on information obtained from the SAMS using Brokermetrics software.
 All data obtained 06/05/2017 is believed to be reliable, but not guaranteed.

Sierra Vista and Surrounding Areas | June 2017

MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – SIERRA VISTA

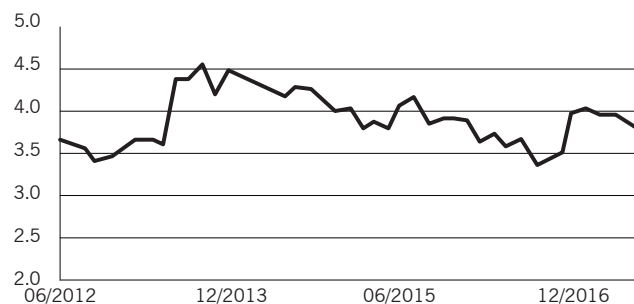


MONTHLY PAYMENT ON A MEDIAN PRICED HOME – SIERRA VISTA

Year	Median Price	Int. Rate	MO. Payment
2006	\$207,769	6.140%	\$1,201.22
2016	\$129,900	3.750%	\$571.51
2017	\$143,000	4.000%	\$648.57

Source: Residential median sales prices. Data obtained 06/05/2017 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.

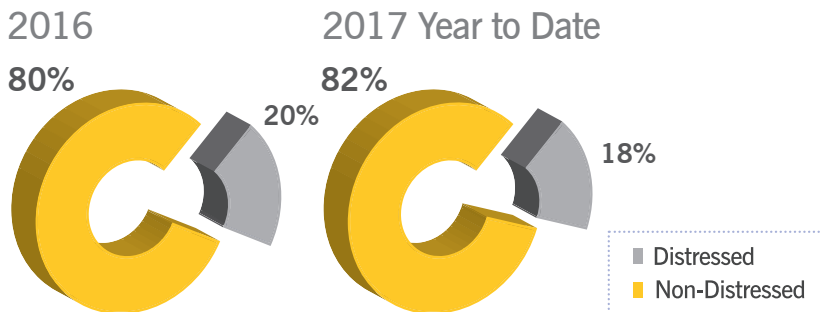
30 YEAR FIXED MORTGAGE RATE



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.



Distressed sales and market performance data is based on information obtained from the SMLS on 06/05/2017. Information is believed to be reliable, but not guaranteed.

MARKET CONDITIONS BY PRICE BAND – SIERRA VISTA

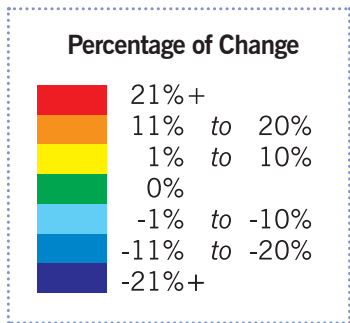
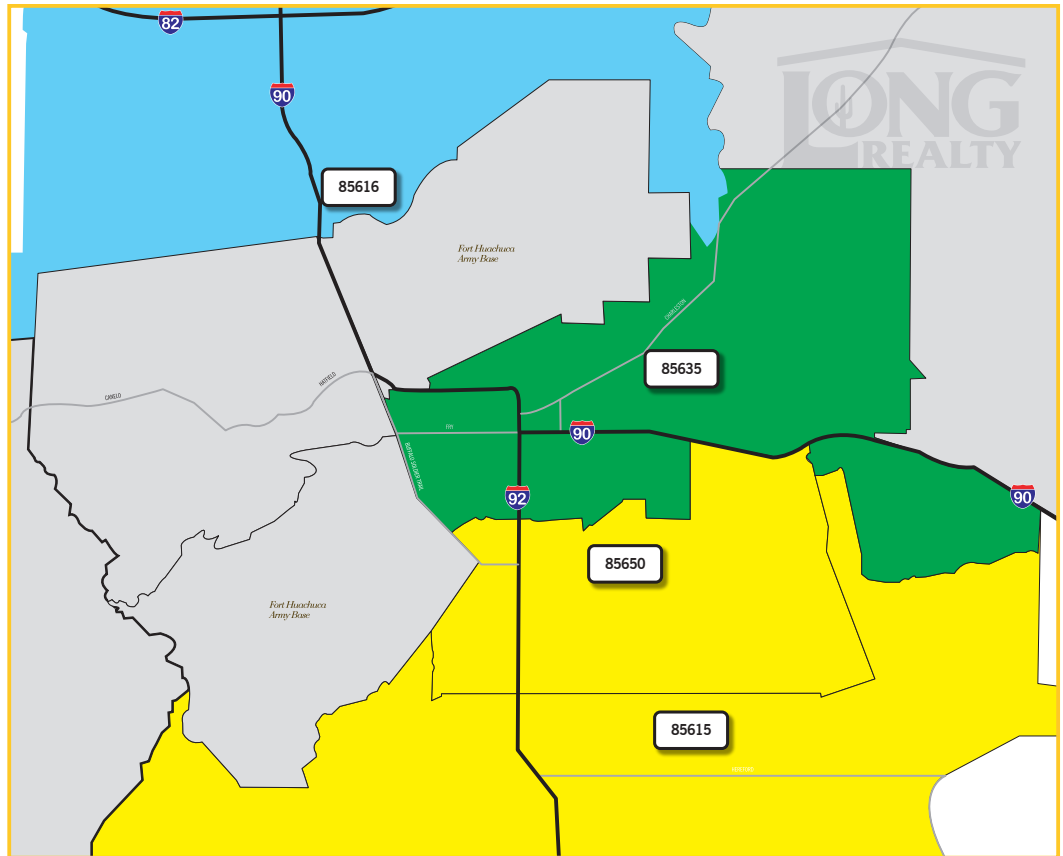
	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17			
\$1 - 59,999	51	23	10	30	28	24	18	2.8	2.3	Seller
\$60,000 - 79,999	39	9	10	9	12	11	10	3.9	3.7	Seller
\$80,000 - 99,999	72	6	11	10	18	10	18	4.0	4.7	Slightly Seller
\$100,000 - 119,999	54	8	9	5	16	11	14	3.9	3.8	Seller
\$120,000 - 139,999	76	16	14	15	11	9	11	6.9	7.0	Slightly Buyer
\$140,000 - 159,999	45	10	15	16	11	14	19	2.4	3.5	Seller
\$160,000 - 179,999	46	5	10	12	11	13	13	3.5	3.2	Seller
\$180,000 - 199,999	41	10	9	6	10	7	9	4.6	4.7	Slightly Seller
\$200,000 - 249,999	72	16	11	10	14	20	21	3.4	4.1	Slightly Seller
\$250,000 - 299,999	65	9	5	7	7	7	12	5.4	7.3	Slightly Buyer
\$300,000 - 399,999	61	2	5	4	6	9	2	30.5	10.1	Buyer
\$400,000 - 499,999	22	0	3	2	4	3	0	n/a	8.0	Slightly Buyer
\$500,000 - 749,999	12	0	1	0	2	1	0	n/a	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	661	114	113	126	150	139	147	4.5	4.5	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

MAR 2016-MAY 2016 TO MAR 2017-MAY 2017

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



These statistics are based on information obtained from the SAMS on 06/05/2017. 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*