



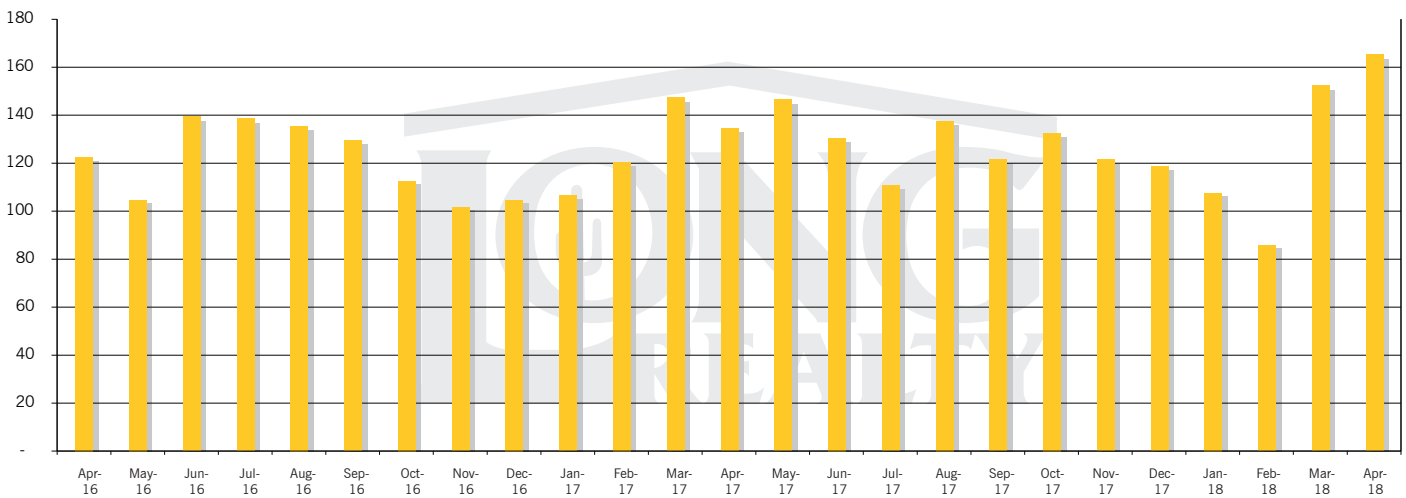
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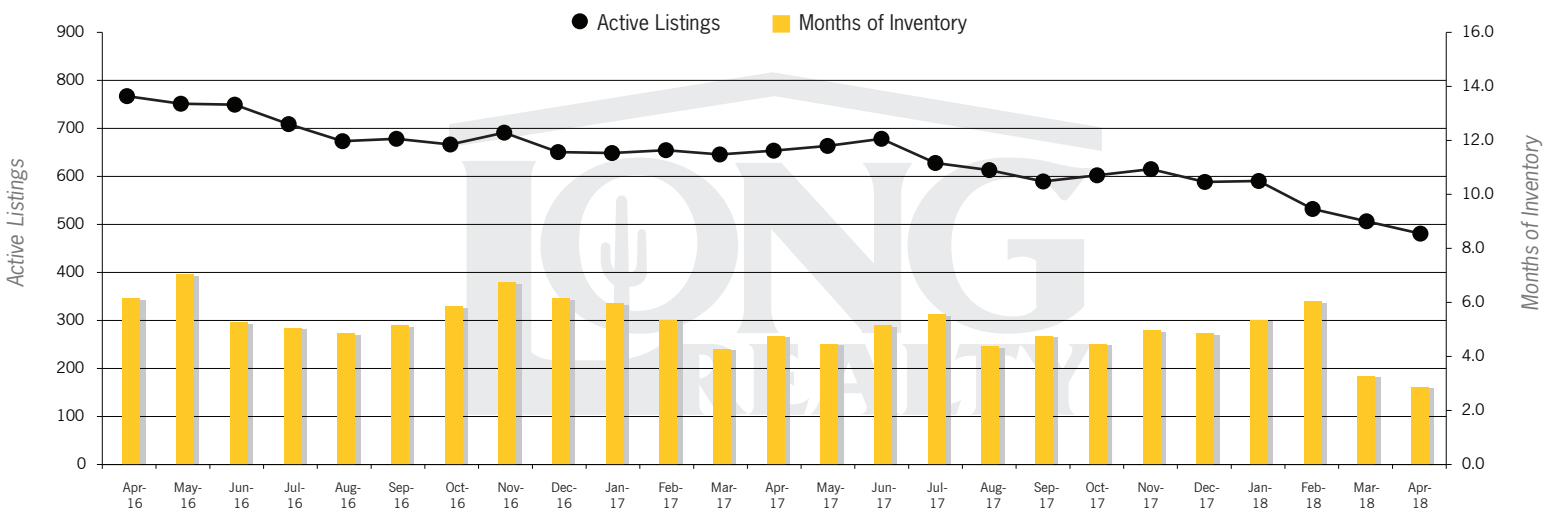
Sierra Vista and Surrounding Areas | May 2018

In the Sierra Vista area, April 2018 active inventory was 476, a 27% decrease from April 2017. There were 166 closings in April 2018, a 23% increase from April 2017. Year-to-date 2018 there were 532 closings, virtually unchanged from year-to-date 2017. Months of Inventory was 2.9, down from 4.8 in April 2017. Median price of sold homes was \$169,950 for the month of April 2018, up 18% from April 2017.

CLOSED SALES – SIERRA VISTA

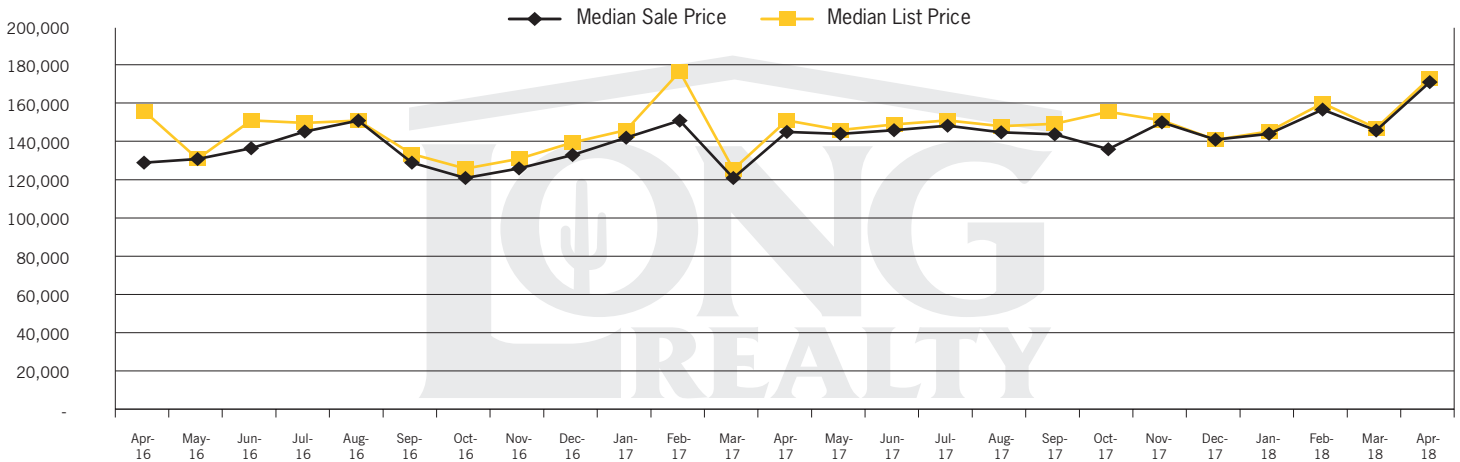


ACTIVE LISTINGS AND MONTHS OF INVENTORY – SIERRA VISTA



Home Sales data is based on information obtained from the SAMLS using Brokermetrics software.
All data obtained 05/04/2018 is believed to be reliable, but not guaranteed.

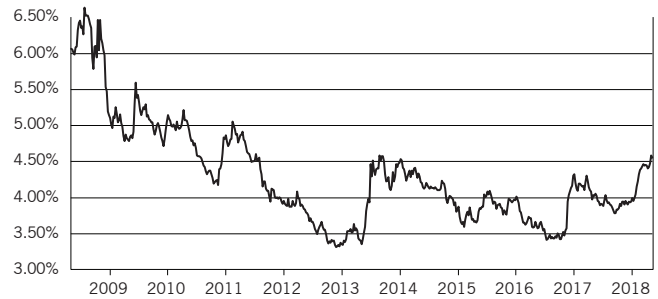
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – SIERRA VISTA



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	\$144,000	4.050%	\$657.05
2018	\$169,950	4.470%	\$815.18

30 YEAR FIXED MORTGAGE RATE

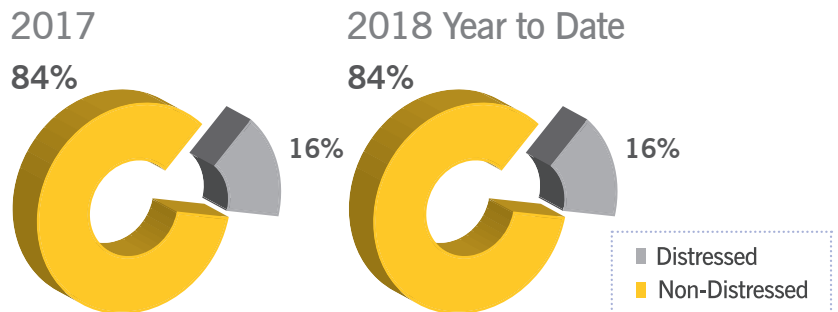


Source: Residential median sales prices. Data obtained 05/04/2018 from SMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.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 | May 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
		Nov-17	Dec-17	Jan-18	Feb-18	Mar-18	Apr-18			
\$1 - 59,999	29	16	16	16	12	19	23	1.3	2.0	Seller
\$60,000 - 79,999	27	7	15	6	6	12	6	4.5	3.7	Seller
\$80,000 - 99,999	26	12	10	14	8	18	11	2.4	2.5	Seller
\$100,000 - 119,999	30	10	8	9	5	11	9	3.3	3.8	Seller
\$120,000 - 139,999	39	14	12	8	8	17	20	2.0	2.7	Seller
\$140,000 - 159,999	42	7	10	13	13	17	6	7.0	3.3	Seller
\$160,000 - 179,999	47	12	6	12	6	13	14	3.4	4.3	Slightly Seller
\$180,000 - 199,999	29	15	9	11	8	17	13	2.2	2.6	Seller
\$200,000 - 249,999	68	15	18	10	11	17	16	4.3	4.8	Slightly Seller
\$250,000 - 299,999	52	13	7	9	12	11	20	2.6	3.9	Seller
\$300,000 - 399,999	55	3	5	4	4	7	21	2.6	5.5	Balanced
\$400,000 - 499,999	16	3	4	0	1	1	3	5.3	7.6	Slightly Buyer
\$500,000 - 749,999	11	0	1	0	0	0	3	3.7	9.3	Buyer
\$750,000 - 999,999	5	0	0	0	0	0	1	5.0	18.0	Buyer
\$1,000,000 - and over	0	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	476	127	121	112	94	160	166	2.9	3.6	Seller

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

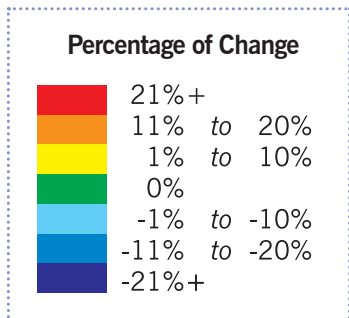
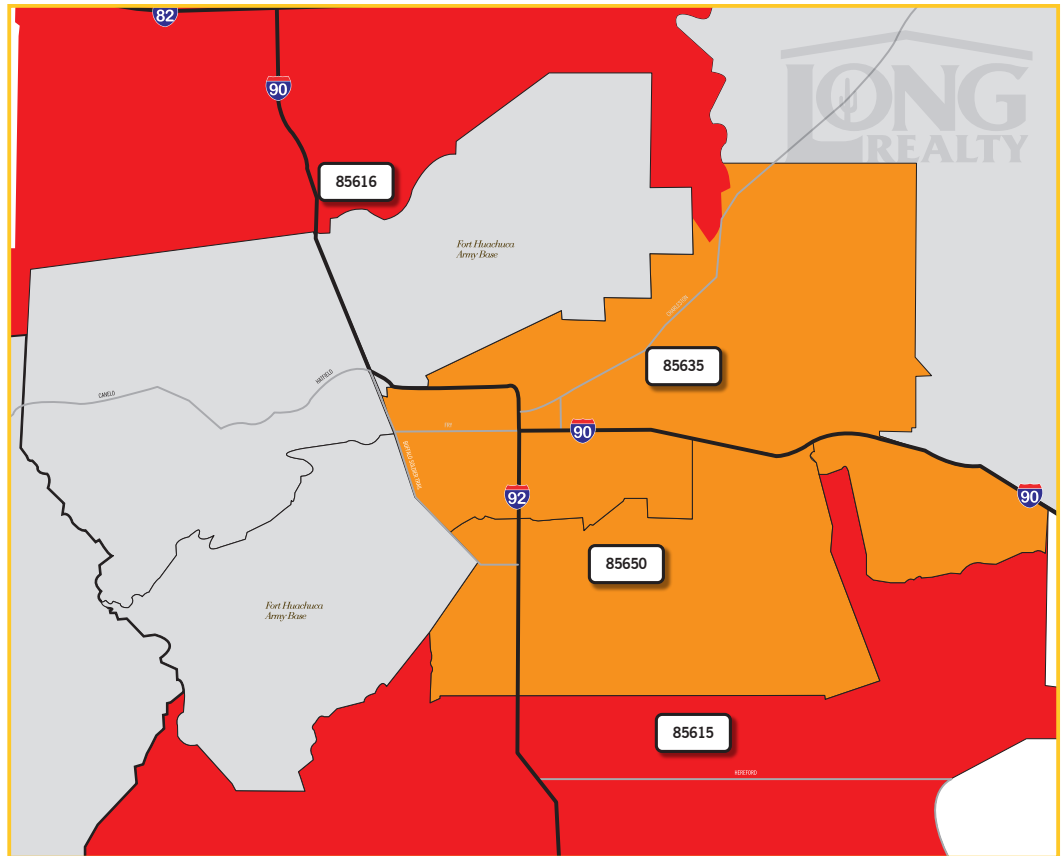
Statistics based on information obtained from SAMS and using Brokermetrics software on 05/04/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2018 - 04/30/2018. Information is believed to be reliable, but not guaranteed.

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

FEB 2017-APR 2017 TO
FEB 2018-APR 2018

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



These statistics are based on information obtained from the SAMLs on 05/04/2018. 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*