



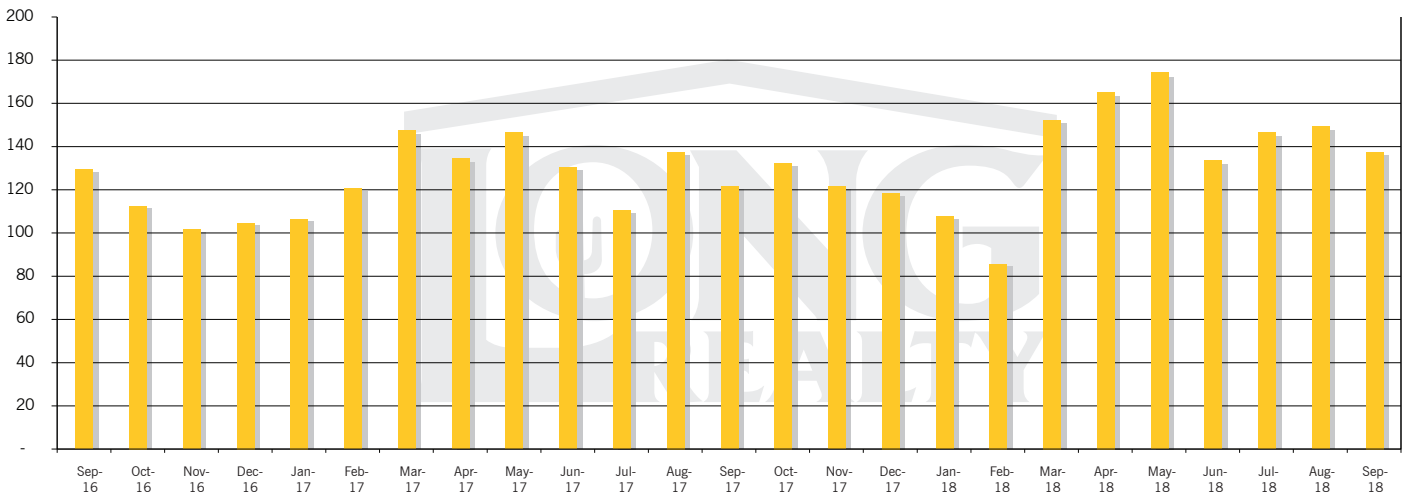
The Housing Report

LongRealty.com | 1-800-354-5664

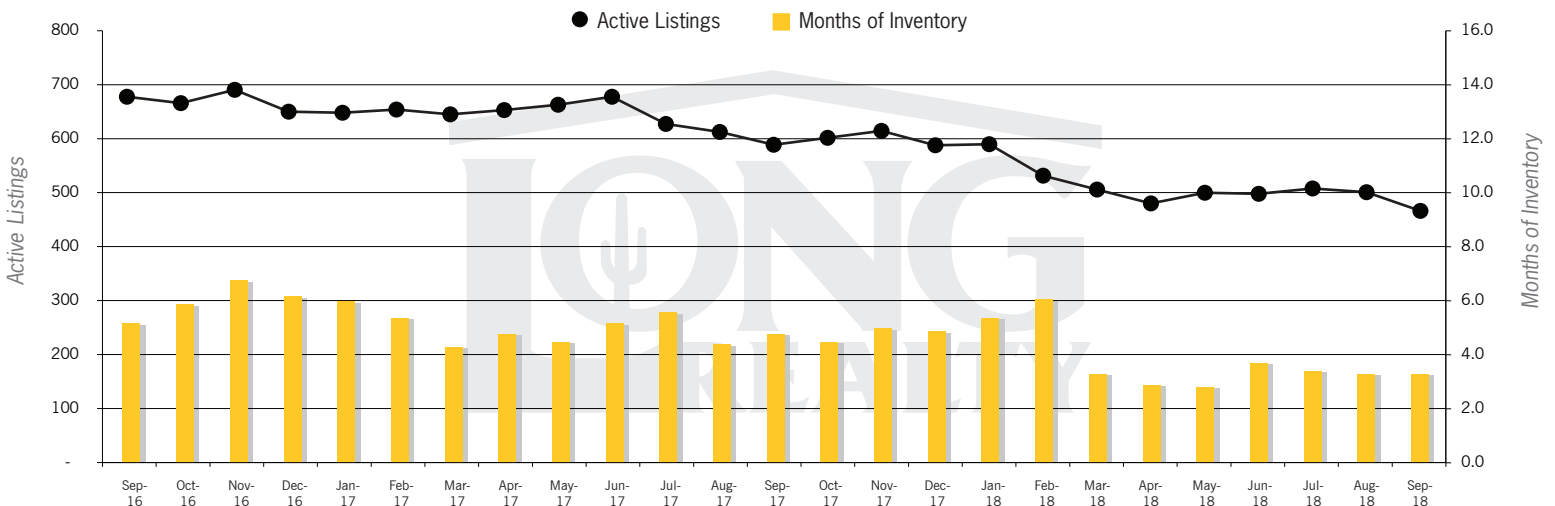
Sierra Vista and Surrounding Areas | October 2018

In the Sierra Vista area, September 2018 active inventory was 462, a 21% decrease from September 2017. There were 138 closings in September 2018, a 13% increase from September 2017. Year-to-date 2018 there were 1,305 closings, an 8% increase from year-to-date 2017. Months of Inventory was 3.3, down from 4.8 in September 2017. Median price of sold homes was \$165,000 for the month of September 2018, up 16% from September 2017.

CLOSED SALES – SIERRA VISTA

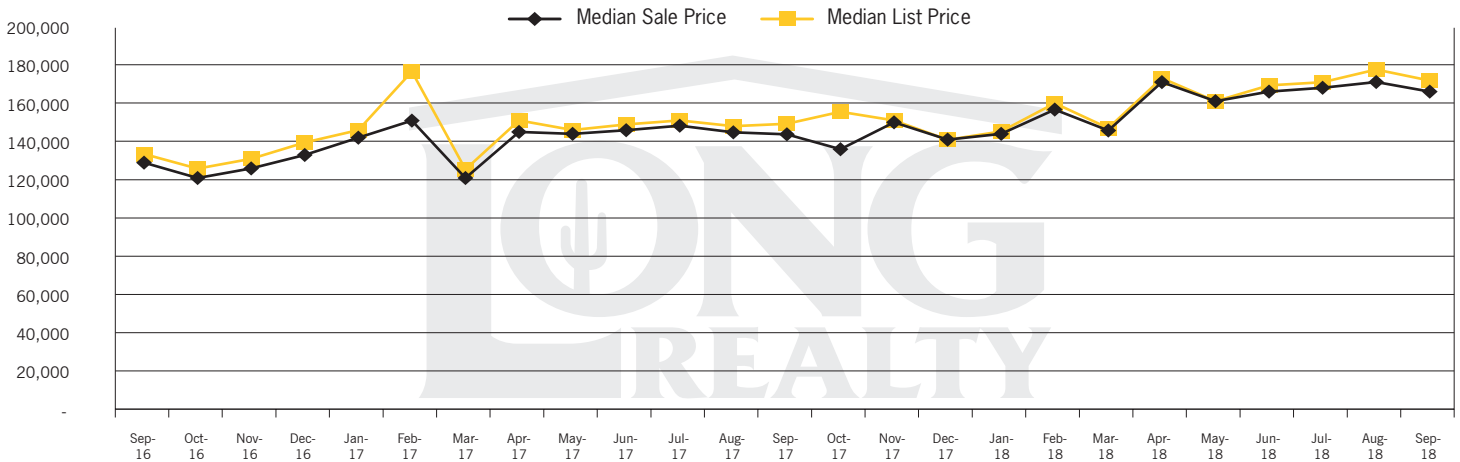


ACTIVE LISTINGS AND MONTHS OF INVENTORY – SIERRA VISTA



Home Sales data is based on information obtained from the SAMLs using Brokermetrics software.
All data obtained 10/03/2018 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	\$142,750	3.800%	\$631.90
2018	\$165,000	4.875%	\$829.53

30 YEAR FIXED MORTGAGE RATE

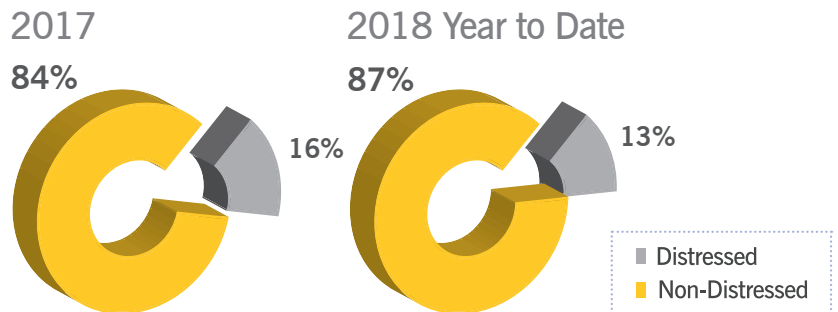


Source: Residential median sales prices. Data obtained 10/03/2018 from SMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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.





The Housing Report

LongRealty.com | 1-800-354-5664

Sierra Vista and Surrounding Areas | October 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
		Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18			
\$1 - 59,999	35	24	16	11	8	16	9	3.9	3.4	Seller
\$60,000 - 79,999	18	6	12	12	8	8	8	2.3	2.3	Seller
\$80,000 - 99,999	25	11	12	11	11	9	7	3.6	2.9	Seller
\$100,000 - 119,999	24	10	7	11	9	12	13	1.8	2.1	Seller
\$120,000 - 139,999	46	21	16	9	16	10	12	3.8	3.4	Seller
\$140,000 - 159,999	45	6	28	13	19	13	15	3.0	3.1	Seller
\$160,000 - 179,999	36	14	19	9	18	21	14	2.6	2.1	Seller
\$180,000 - 199,999	26	13	12	8	14	13	10	2.6	2.2	Seller
\$200,000 - 249,999	54	16	34	23	24	22	22	2.5	2.8	Seller
\$250,000 - 299,999	63	21	10	17	15	15	16	3.9	4.4	Slightly Seller
\$300,000 - 399,999	56	21	15	9	10	16	10	5.6	4.7	Slightly Seller
\$400,000 - 499,999	17	3	2	4	2	1	1	17.0	14.3	Buyer
\$500,000 - 749,999	9	3	0	0	0	0	1	9.0	35.0	Buyer
\$750,000 - 999,999	4	1	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	4	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	462	170	183	137	154	156	138	3.3	3.3	Seller

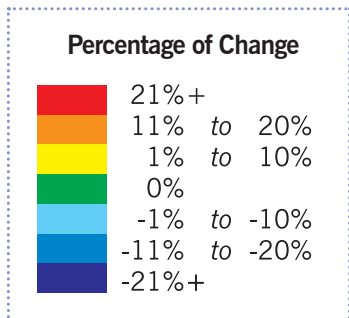
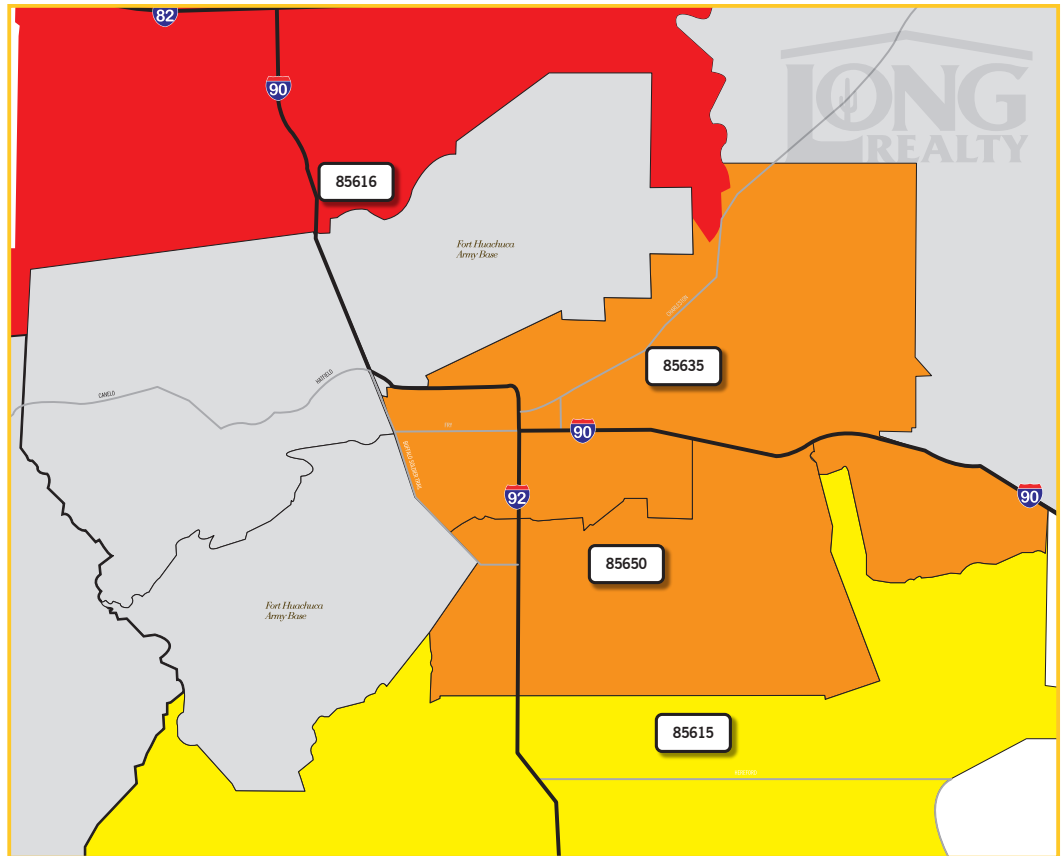


Statistics based on information obtained from SAMLs and using Brokermetrics software on 10/03/2018. 3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2018-09/30/2018. Information is believed to be reliable, but not guaranteed.

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUL 2017-SEP 2017 TO
JUL 2018-SEP 2018

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



These statistics are based on information obtained from the SAMLs on 10/03/2018. 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*