

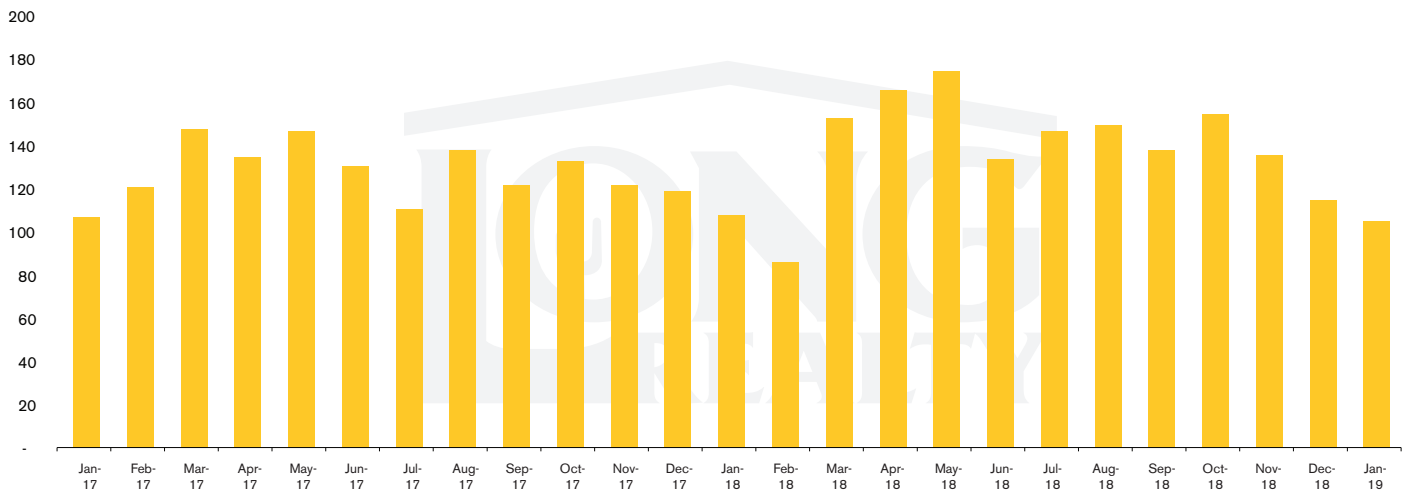
# THE HOUSING REPORT



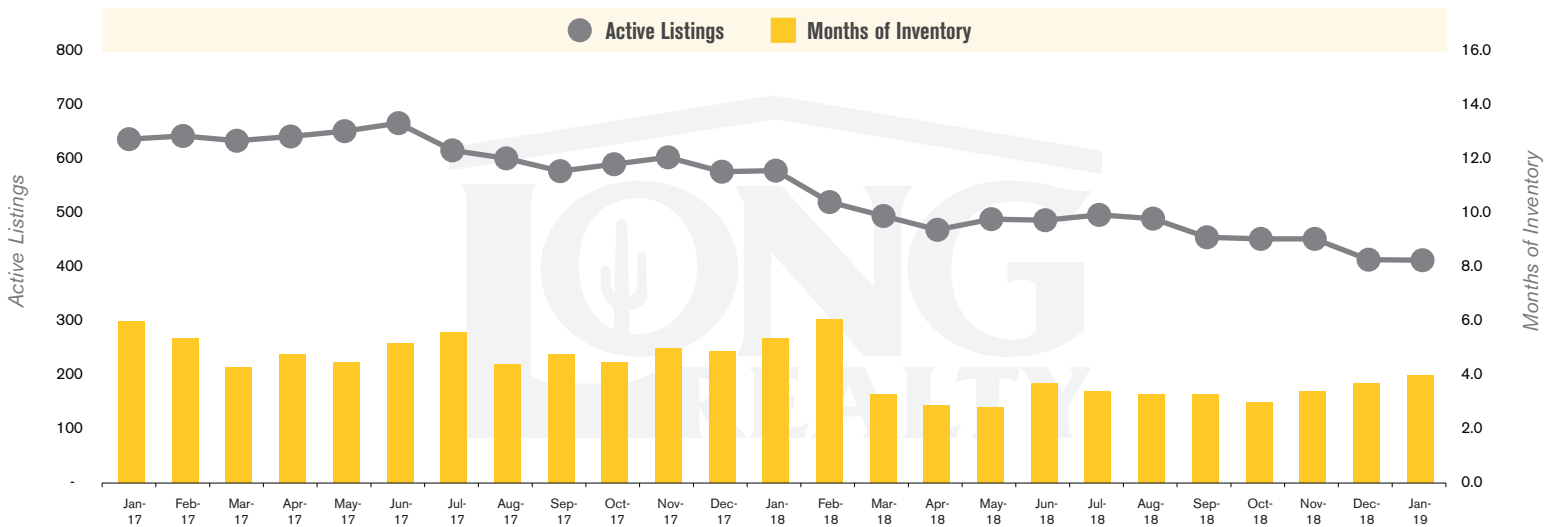
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In the Sierra Vista area, January 2019 active inventory was 419, a 29% decrease from January 2018. There were 105 closings in January 2019, a 3% decrease from January 2018. Months of Inventory was 4.0, down from 5.4 in January 2018. Median price of sold homes was \$158,000 for the month of January 2019, up 11% from January 2018.

## CLOSED SALES (SIERRA VISTA)



## ACTIVE LISTINGS AND MONTHS OF INVENTORY (SIERRA VISTA)



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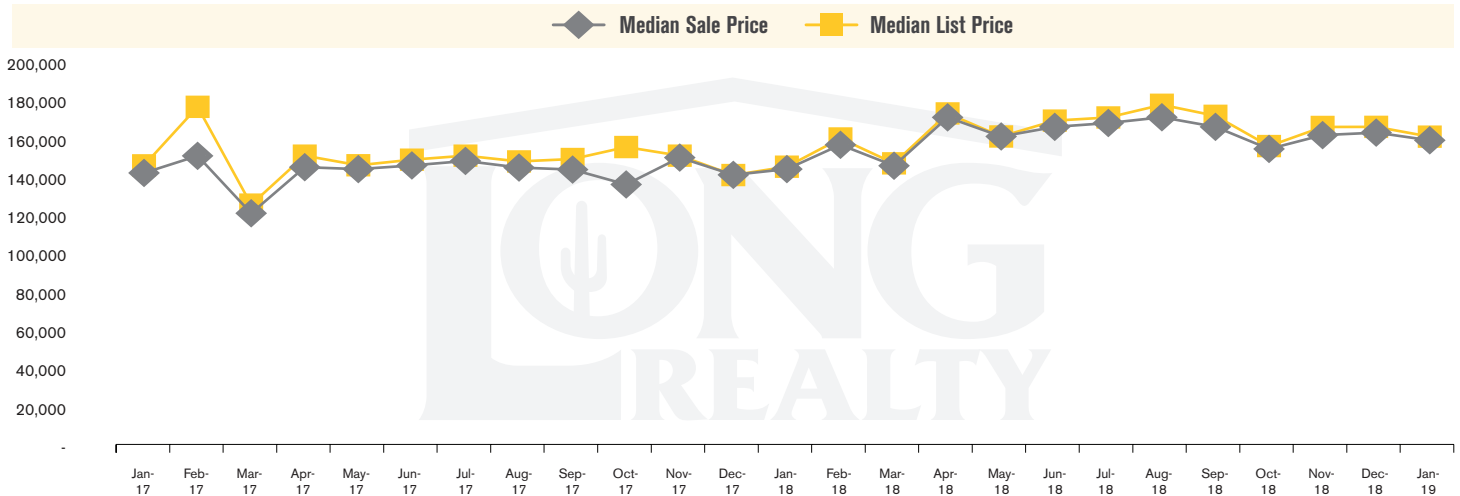
*Properties under contract and Home Sales data is based on information obtained from the SMLS using Brokermetrics software. All data obtained 02/05/2019 is believed to be reliable, but not guaranteed.*

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## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (SIERRA VISTA)

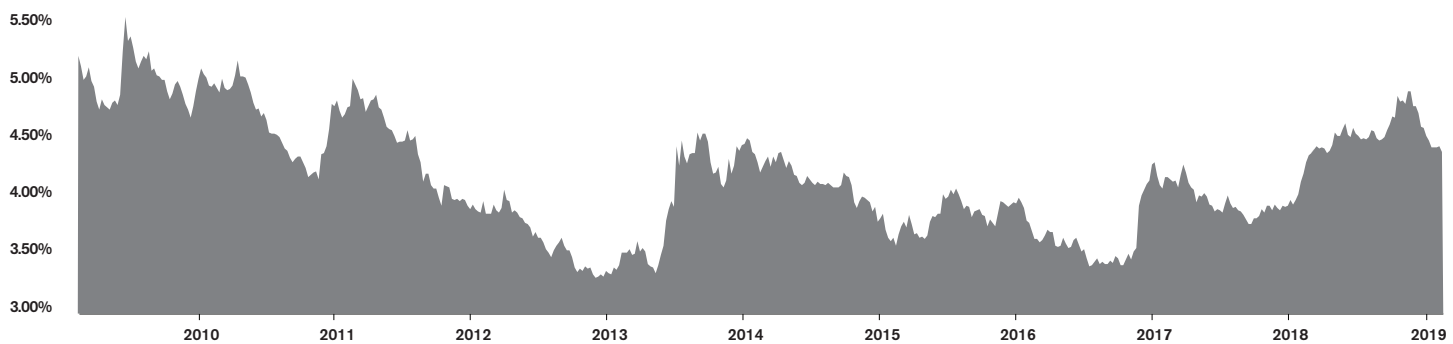


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SIERRA VISTA)

Year	Median Price	Int. Rate	MO. Payment
2006	\$207,769	6.140%	\$1,201.22
2018	\$143,000	4.125%	\$658.40
2019	\$158,000	4.750%	\$782.99

Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

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## 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
		Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19			
\$1 - 59,999	20	16	9	17	12	16	6	3.3	2.3	Seller
\$60,000 - 79,999	23	8	10	10	7	7	6	3.8	2.8	Seller
\$80,000 - 99,999	25	9	7	11	8	6	10	2.5	3.1	Seller
\$100,000 - 119,999	17	12	13	11	12	6	6	2.8	2.6	Seller
\$120,000 - 139,999	26	10	12	16	15	11	16	1.6	2.0	Seller
\$140,000 - 159,999	34	13	15	20	15	13	10	3.4	3.0	Seller
\$160,000 - 179,999	36	21	15	15	14	15	7	5.1	2.7	Seller
\$180,000 - 199,999	30	13	10	7	13	6	9	3.3	3.5	Seller
\$200,000 - 249,999	60	22	22	27	19	13	16	3.8	3.9	Seller
\$250,000 - 299,999	51	15	16	15	15	11	5	10.2	5.2	Balanced
\$300,000 - 399,999	64	16	10	8	6	11	11	5.8	6.9	Slightly Buyer
\$400,000 - 499,999	13	1	1	3	1	1	3	4.3	7.6	Slightly Buyer
\$500,000 - 749,999	13	0	1	0	2	1	0	n/a	11.0	Buyer
\$750,000 - 999,999	5	0	0	0	1	0	0	n/a	13.0	Buyer
\$1,000,000 - and over	2	0	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>419</b>	<b>156</b>	<b>141</b>	<b>160</b>	<b>140</b>	<b>117</b>	<b>105</b>	<b>4.0</b>	<b>3.6</b>	<b>Seller</b>



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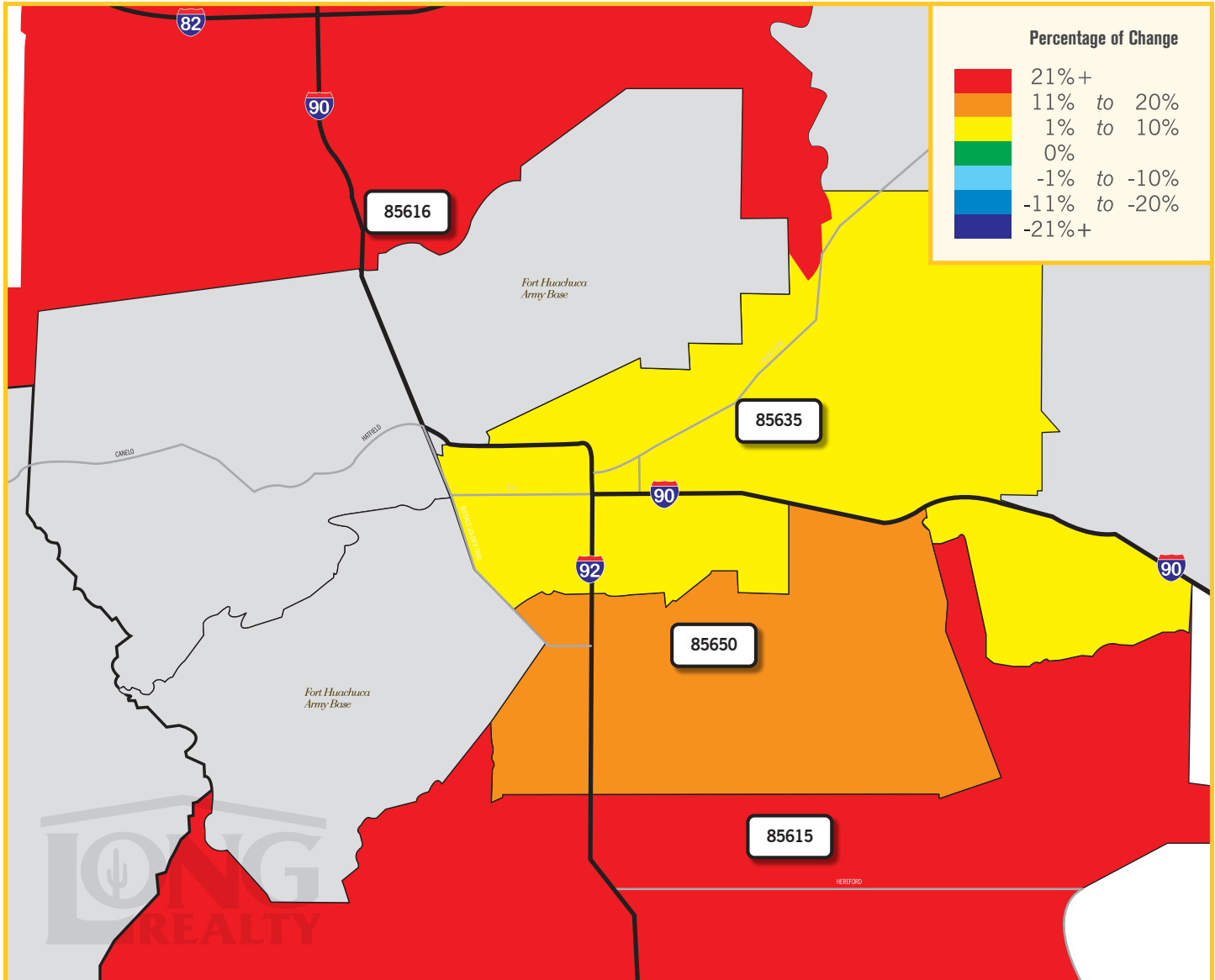
Statistics based on information obtained from SAMLs and using Brokermetrics software on 02/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2018-01/31/2019. Information is believed to be reliable, but not guaranteed.

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## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE (NOV 2017-JAN 2018 TO NOV 2018-JAN 2019)



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.**

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This heat map represents the percentage of change in Sierra Vista median sales prices from November 2017-January 2018 to November 2018-January 2019 by zip code. These statistics are based on information obtained from the SAMLs on 02/05/2019. Information is believed to be reliable, but not guaranteed.