



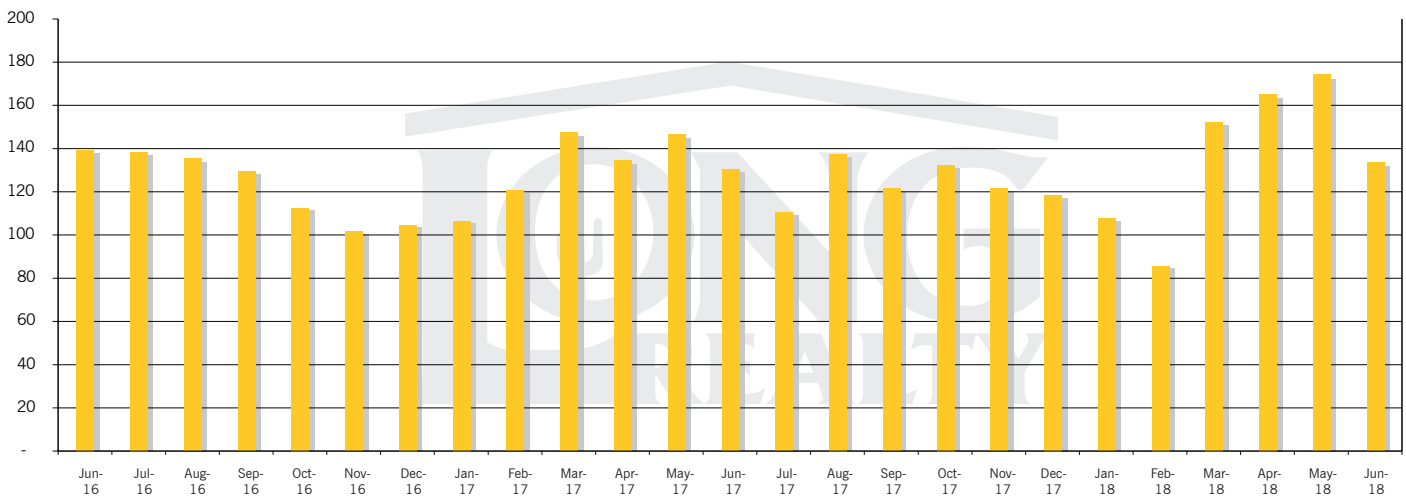
The Housing Report

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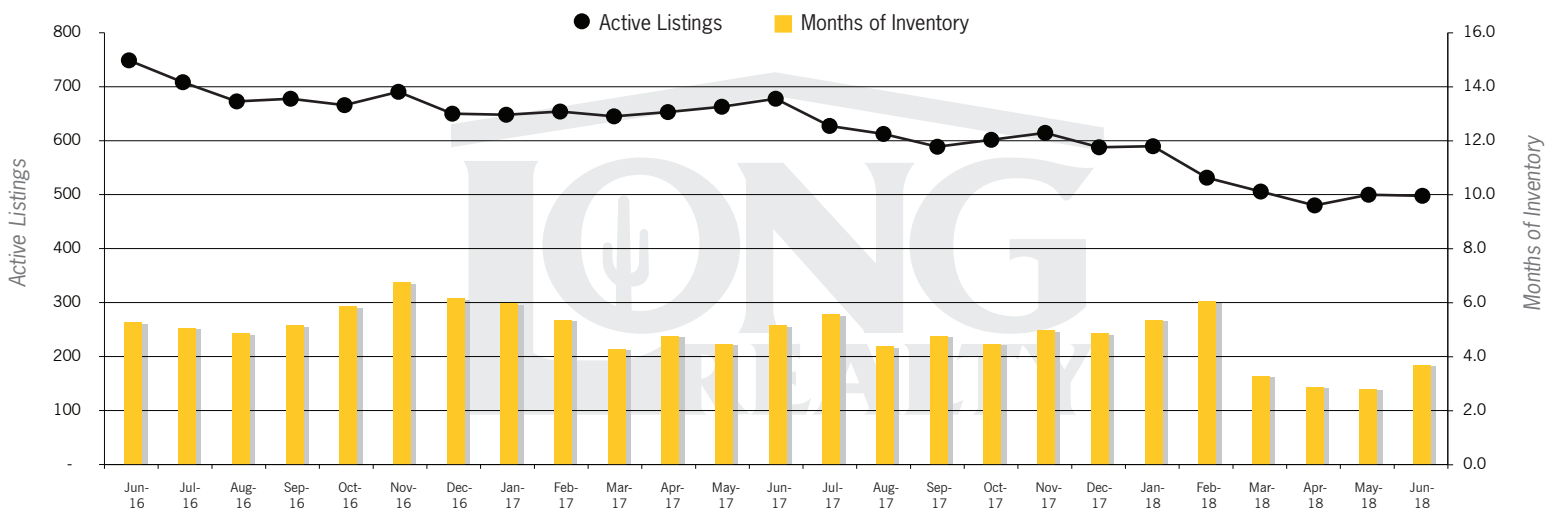
Sierra Vista and Surrounding Areas | July 2018

In the Sierra Vista area, June 2018 active inventory was 494, a 27% decrease from June 2017. There were 134 closings in June 2018, a 2% increase from June 2017. Year-to-date 2018 there were 854 closings, a 5% increase from year-to-date 2017. Months of Inventory was 3.7, down from 5.2 in June 2017. Median price of sold homes was \$165,000 for the month of June 2018, up 14% from June 2017.

CLOSED SALES – SIERRA VISTA

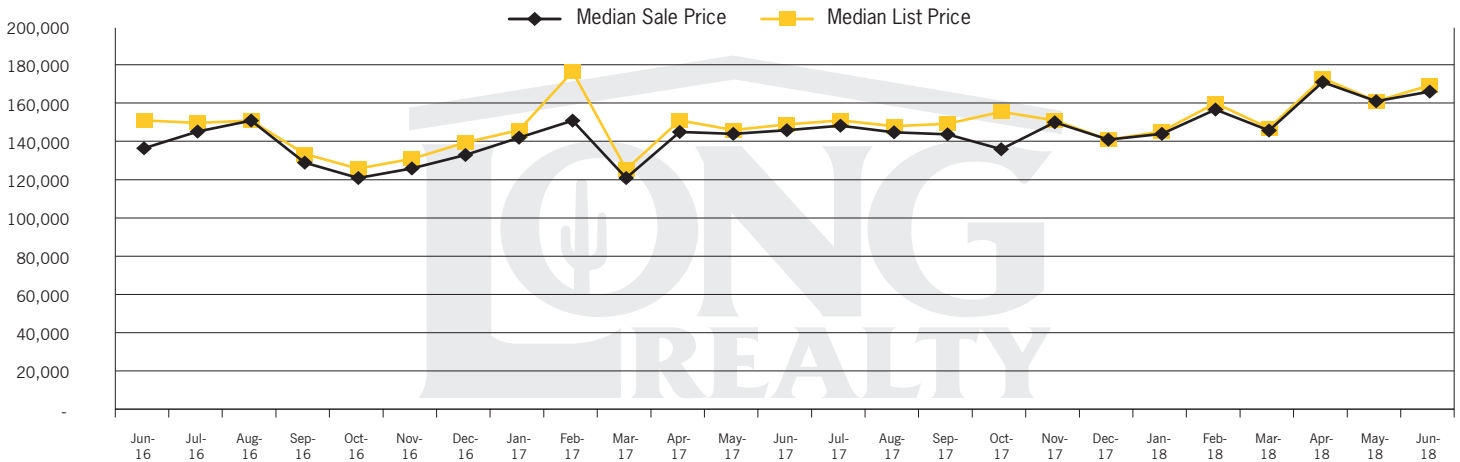


ACTIVE LISTINGS AND MONTHS OF INVENTORY – SIERRA VISTA



Home Sales data is based on information obtained from the SAMLS using Brokermetrics software.
All data obtained 07/06/2018 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	\$144,900	3.900%	\$649.27
2018	\$165,000	4.570%	\$800.76

30 YEAR FIXED MORTGAGE RATE

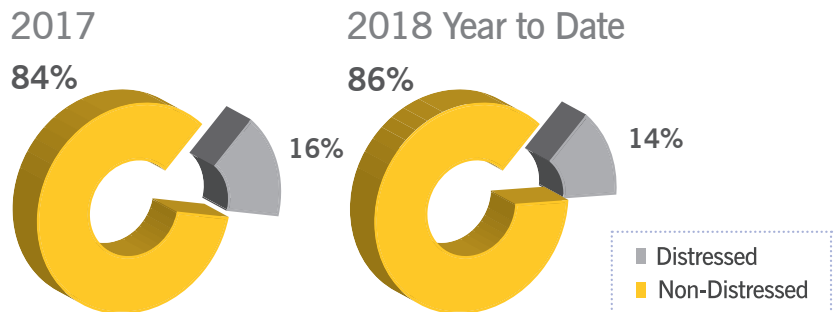


Source: Residential median sales prices. Data obtained 07/06/2018 from SMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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 | July 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
		Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18			
\$1 - 59,999	29	16	12	19	24	16	11	2.6	1.7	Seller
\$60,000 - 79,999	22	6	6	12	6	12	10	2.2	2.6	Seller
\$80,000 - 99,999	25	14	8	18	11	12	11	2.3	2.2	Seller
\$100,000 - 119,999	21	9	5	11	10	7	11	1.9	3.0	Seller
\$120,000 - 139,999	36	8	8	17	21	16	8	4.5	2.4	Seller
\$140,000 - 159,999	53	13	13	17	6	28	13	4.1	3.3	Seller
\$160,000 - 179,999	47	12	6	14	14	19	10	4.7	3.3	Seller
\$180,000 - 199,999	28	11	8	17	13	12	8	3.5	2.5	Seller
\$200,000 - 249,999	69	10	11	17	16	34	22	3.1	2.8	Seller
\$250,000 - 299,999	64	9	12	11	21	10	17	3.8	3.7	Seller
\$300,000 - 399,999	64	4	4	7	21	15	9	7.1	4.0	Seller
\$400,000 - 499,999	16	0	1	1	3	2	4	4.0	5.1	Balanced
\$500,000 - 749,999	12	0	0	0	3	0	0	n/a	12.0	Buyer
\$750,000 - 999,999	6	0	0	0	1	0	0	n/a	15.0	Buyer
\$1,000,000 - and over	2	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	494	112	94	161	170	183	134	3.7	3.0	Seller



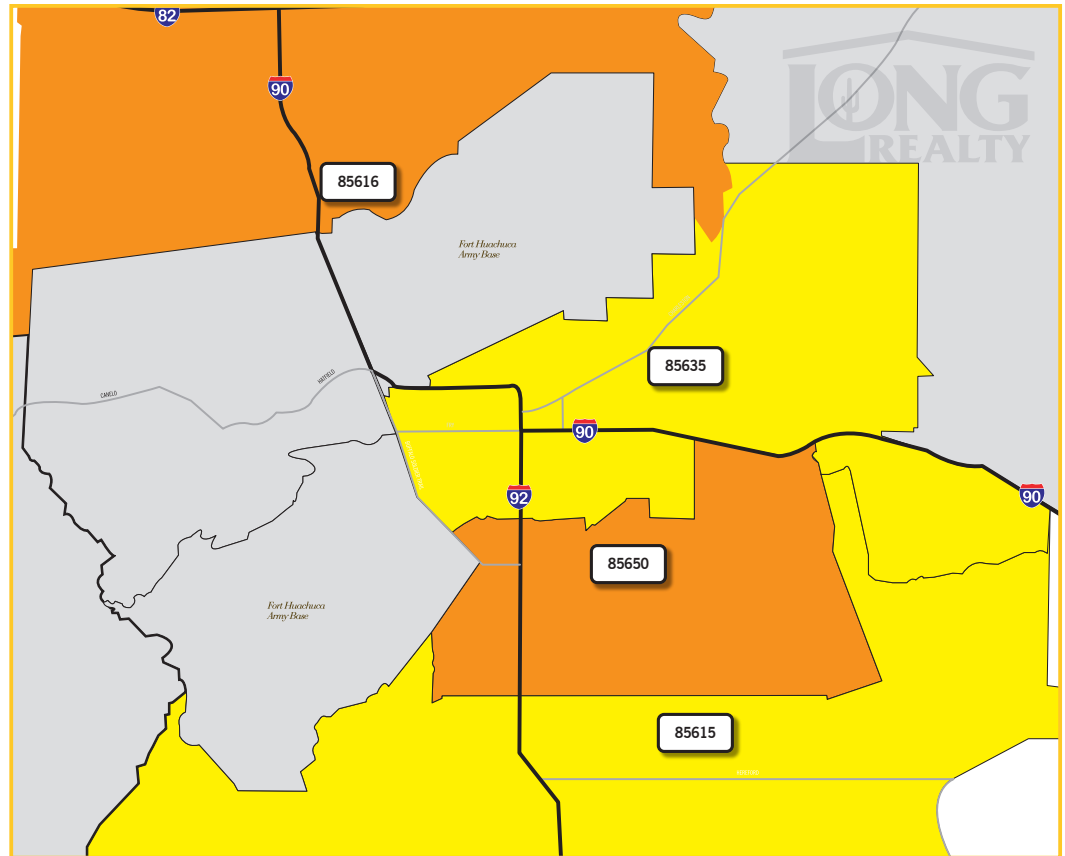
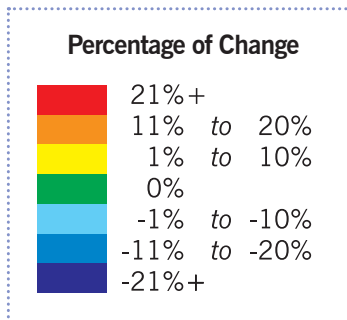
Statistics based on information obtained from SAMLs and using Brokermetrics software on 07/06/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2018 - 06/30/2018. Information is believed to be reliable, but not guaranteed.

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

APR 2017-JUN 2017 TO
APR 2018-JUN 2018

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



These statistics are based on information obtained from the SAMLs on 07/06/2018. 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.

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Where Every Home & Every Person *Matters*