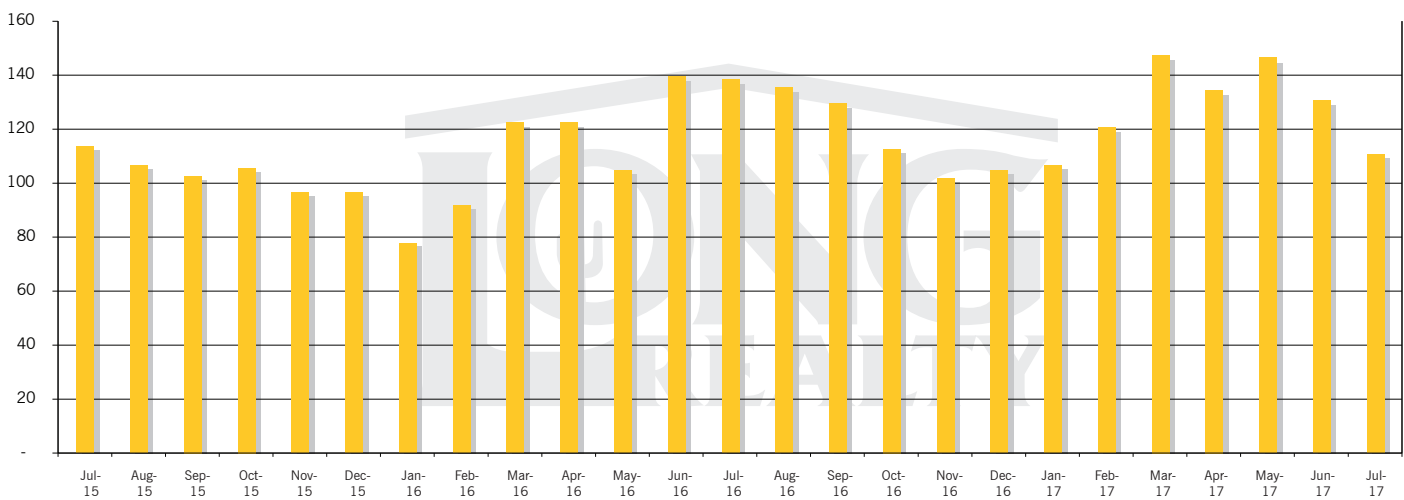


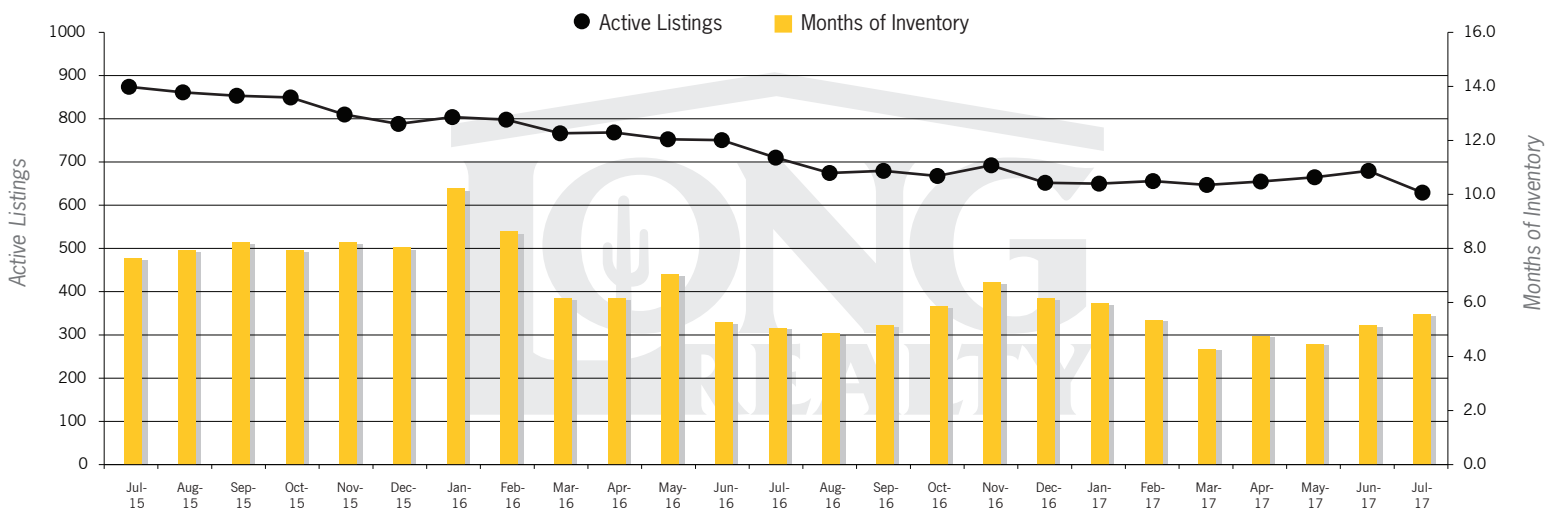
Sierra Vista and Surrounding Areas | August 2017

In the Sierra Vista area, July 2017 active inventory was 625, a 12% decrease from July 2016. There were 111 closings in July 2017, a 20% decrease from July 2016. Year-to-date 2017 there were 924 closings, a 9% increase from year-to-date 2016. Months of Inventory was 5.6, up from 5.1 in July 2016. Median price of sold homes was \$147,250 for the month of July 2017, up 2% from July 2016.

CLOSED SALES – SIERRA VISTA

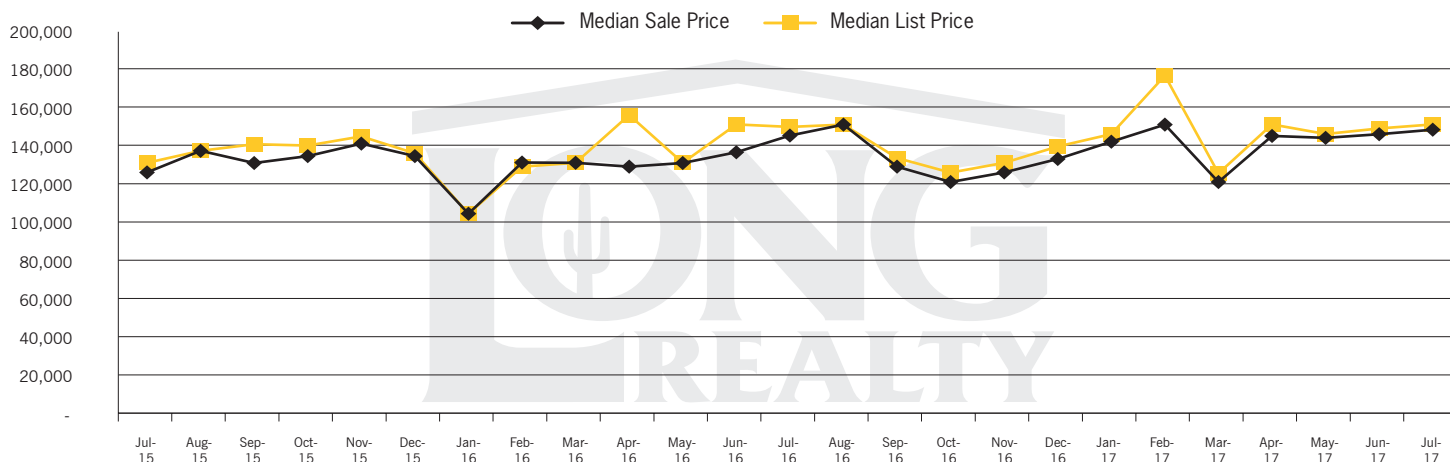


ACTIVE LISTINGS AND MONTHS OF INVENTORY – SIERRA VISTA



Home Sales data is based on information obtained from the SAMS using Brokermetrics software.
All data obtained 08/03/2017 is believed to be reliable, but not guaranteed.

MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – SIERRA VISTA

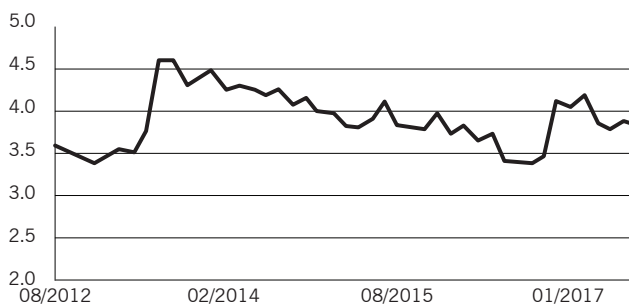


MONTHLY PAYMENT ON A MEDIAN PRICED HOME – SIERRA VISTA

Year	Median Price	Int. Rate	MO. Payment
2006	\$207,769	6.140%	\$1,201.22
2016	\$144,200	3.557%	\$619.51
2017	\$147,250	4.140%	\$679.18

Source: Residential median sales prices. Data obtained 08/03/2017 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.

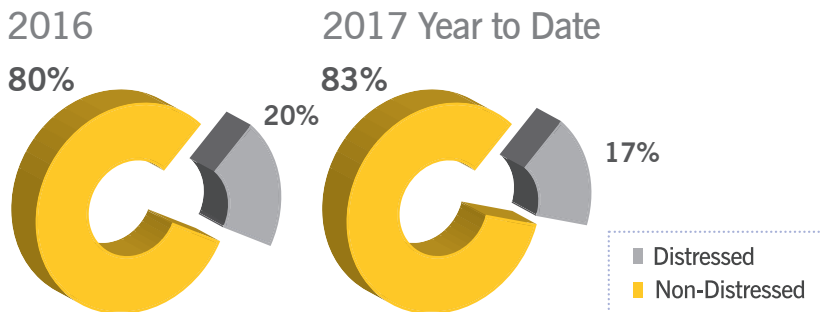
30 YEAR FIXED MORTGAGE RATE



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.



MARKET CONDITIONS BY PRICE BAND – SIERRA VISTA

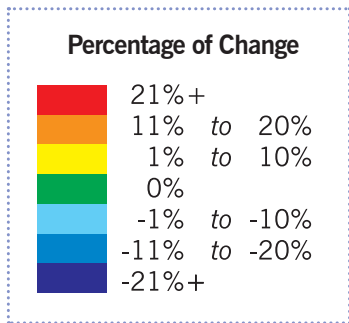
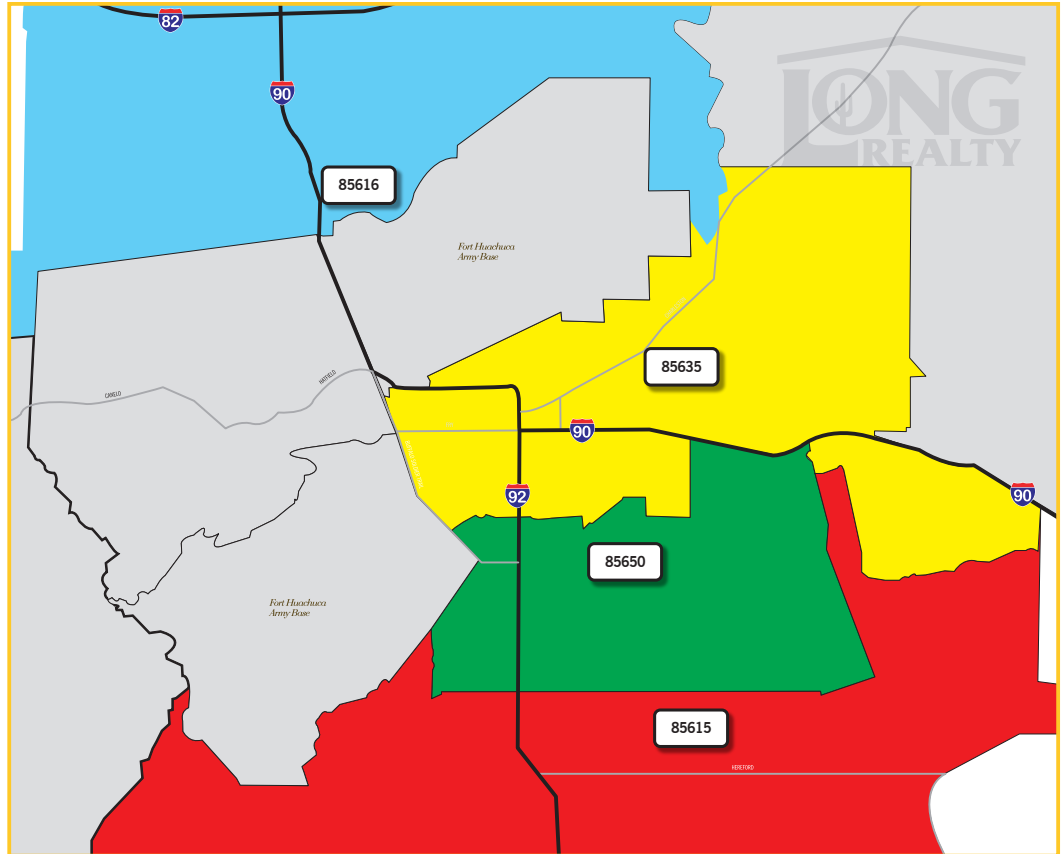
	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17			
\$1 - 59,999	59	30	28	24	19	15	12	4.9	3.5	Seller
\$60,000 - 79,999	35	9	12	11	10	11	8	4.4	4.0	Seller
\$80,000 - 99,999	62	10	18	10	19	13	7	8.9	5.2	Balanced
\$100,000 - 119,999	46	5	16	11	14	9	8	5.8	5.0	Balanced
\$120,000 - 139,999	59	15	11	9	11	17	13	4.5	5.1	Balanced
\$140,000 - 159,999	46	16	11	15	19	13	14	3.3	3.1	Seller
\$160,000 - 179,999	43	12	11	13	13	9	8	5.4	4.6	Slightly Seller
\$180,000 - 199,999	37	6	10	7	9	6	8	4.6	5.1	Balanced
\$200,000 - 249,999	78	10	14	20	22	21	17	4.6	3.7	Seller
\$250,000 - 299,999	74	7	7	7	12	8	7	10.6	7.9	Slightly Buyer
\$300,000 - 399,999	54	4	6	9	3	7	9	6.0	9.3	Buyer
\$400,000 - 499,999	17	2	4	3	0	3	0	n/a	19.0	Buyer
\$500,000 - 749,999	11	0	2	1	1	0	0	n/a	35.0	Buyer
\$750,000 - 999,999	3	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	1	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	625	126	150	140	152	132	111	5.6	5.0	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

MAY 2016-JUL 2016 TO MAY 2017-JUL 2017

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



These statistics are based on information obtained from the SAMLs on 08/03/2017. 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*