



**2019**

# **FOUNTAIN HILLS**

## **MARKET REPORT**

November 2019



Scottsdale Area Association of REALTORS®  
8600 E Anderson Dr., Suite 200 Scottsdale, AZ 85255  
ScottsdaleREALTORS.org  
480-945-2651



## Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

Key Metrics	Nov 2019	Nov 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	79	97	-18.6%	975	1,008	-3.3%
New Listing Volume	\$46,503,193	\$53,166,889	-12.5%	\$567,499,533	\$551,040,873	+3%
Active Listing Count	–	308	–	N/A	N/A	
Active Listing Volume	–	\$222,440,728	–	N/A	N/A	
Average Listing Price	–	\$722,210	–	\$776,012	\$742,220	+4.6%
Median Listing Price	–	\$498,350	–	\$558,290	\$531,722	+5%
Average Listing Price per Sq Ft	–	\$223	–	\$235	\$223	+5.4%
Median Listing Price per Sq Ft	–	\$206	–	\$218	\$206	+5.7%
Median Days in RPR	–	64	–	67.02	78.41	-14.5%
Months of Inventory	–	5	-100%	3.1	4.5	-30.6%
Absorption Rate	–	20.13%	–	31.99%	22.2%	+9.8%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	100	73	+37%	1,124	934	+20.3%
New Pending Sales Volume	\$48,145,100	\$37,849,950	+27.2%	\$557,894,610	\$445,073,335	+25.3%
Pending Sales Count	–	58	–	N/A	N/A	
Pending Sales Volume	–	\$31,447,609	–	N/A	N/A	
Closed Sales Count	49	70	-30%	824	808	+2%
Closed Sales Volume	\$20,904,300	\$34,292,536	-39%	\$391,464,375	\$369,715,403	+5.9%
Average Sales Price	\$426,618	\$489,893	-12.9%	\$475,078	\$457,569	+3.8%
Median Sales Price	\$390,000	\$364,250	+7.1%	\$390,181	\$380,005	+2.7%
Average Sales Price per Sq Ft	\$215	\$218	-1.4%	\$212	\$203	+4.3%
Median Sales Price per Sq Ft	\$211	\$204	+3.4%	\$206	\$197	+4.6%
<b>Distressed Charts Metrics</b>						
Distressed Listing Count	–	4	–	N/A	N/A	

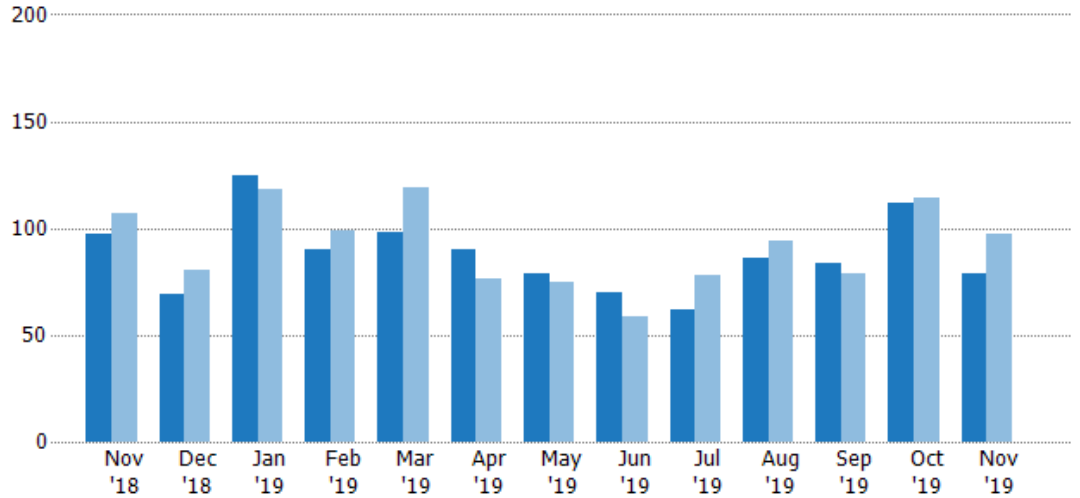
## New Listings

The number of new residential listings that were added each month.

### Filters Used

Custom Area: Fountain Hills, Arizona  
Saved Area  
Property Type:  
Condo/Townhouse/Apt,  
Mobile/Manufactured, Single Family  
Residence

Month/ Year	Count	% Chg.
Nov '19	79	-18.6%
Nov '18	97	-9.3%
Nov '17	107	-14%



Current Year	97	69	125	90	98	90	79	70	62	86	84	112	79
Prior Year	107	80	118	99	119	76	75	59	78	94	79	114	97
Percent Change from Prior Year	-9%	-14%	6%	-9%	-18%	18%	5%	19%	-21%	-9%	6%	-2%	-19%

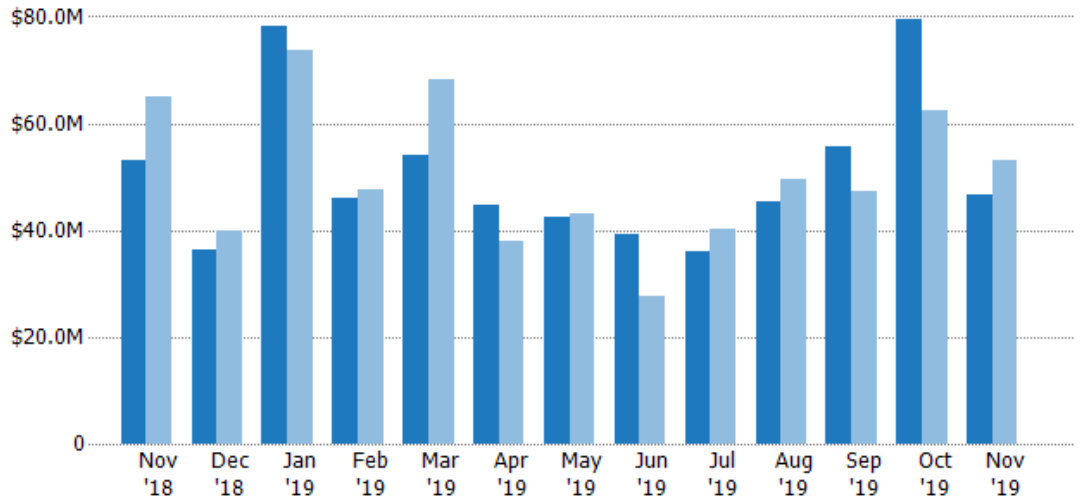
## New Listing Volume

The sum of the listing price of residential listings that were added each month.

### Filters Used

Custom Area: Fountain Hills, Arizona  
Saved Area  
Property Type:  
Condo/Townhouse/Apt,  
Mobile/Manufactured, Single Family  
Residence

Month/ Year	Volume	% Chg.
Nov '19	\$46.5M	-12.5%
Nov '18	\$53.2M	-18.2%
Nov '17	\$65M	-11.6%



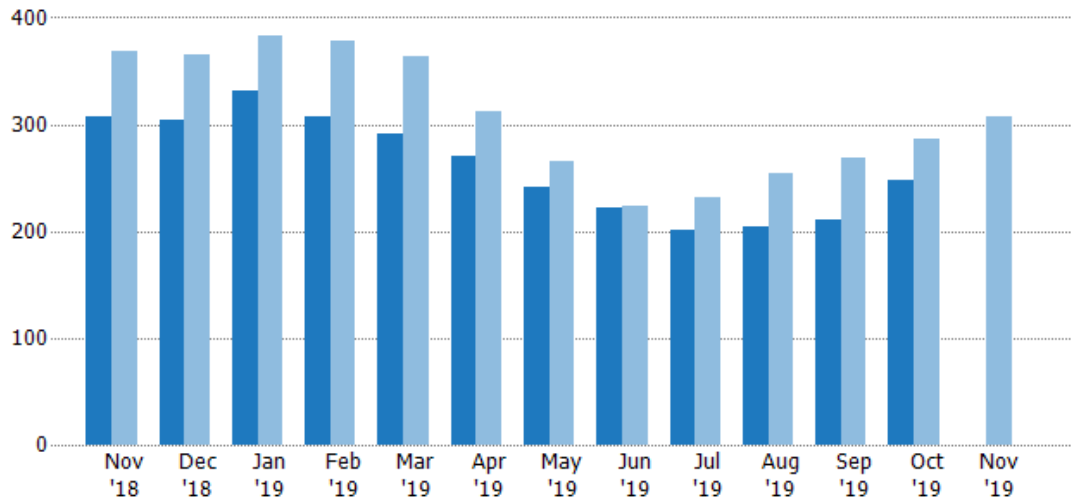
Current Year	\$53.2M	\$36.5M	\$78.1M	\$45.9M	\$54.1M	\$44.6M	\$42.6M	\$39.3M	\$35.9M	\$45.4M	\$55.8M	\$79.4M	\$46.5M
Prior Year	\$65M	\$40M	\$73.6M	\$47.6M	\$68.3M	\$38.1M	\$43.1M	\$27.7M	\$40.2M	\$49.6M	\$47.4M	\$62.3M	\$53.2M
Percent Change from Prior Year	-18%	-9%	6%	-4%	-21%	17%	-1%	42%	-11%	-8%	18%	27%	-13%

## Active Listings

The number of active residential listings at the end of each month.

### Filters Used

Custom Area: Fountain Hills, Arizona  
Saved Area  
Property Type:  
Condo/Townhouse/Apt,  
Mobile/Manufactured, Single Family  
Residence



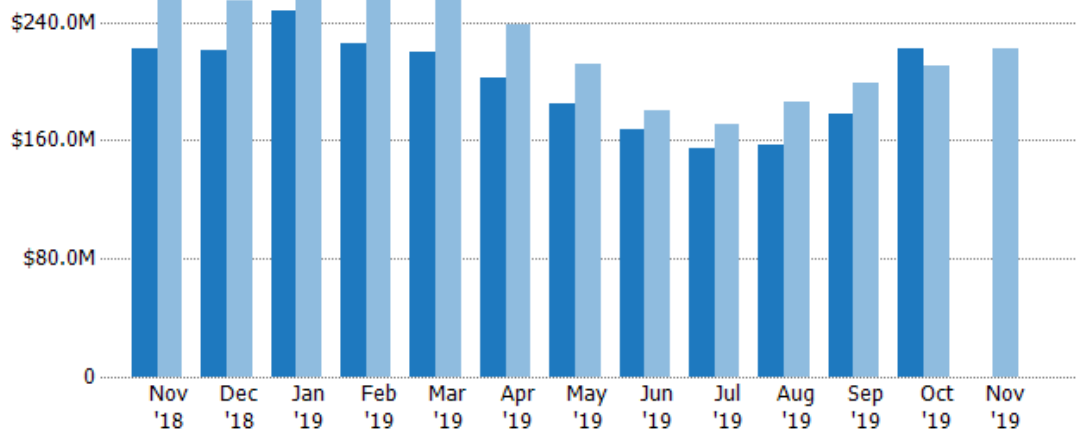
Current Year	308	304	332	307	291	270	241	222	201	204	210	248	-
Prior Year	369	365	383	378	363	312	265	224	232	254	269	287	308
Percent Change from Prior Year	-17%	-17%	-13%	-19%	-20%	-13%	-9%	-1%	-13%	-20%	-22%	-14%	-100%

## Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

### Filters Used

Custom Area: Fountain Hills, Arizona  
Saved Area  
Property Type:  
Condo/Townhouse/Apt,  
Mobile/Manufactured, Single Family  
Residence



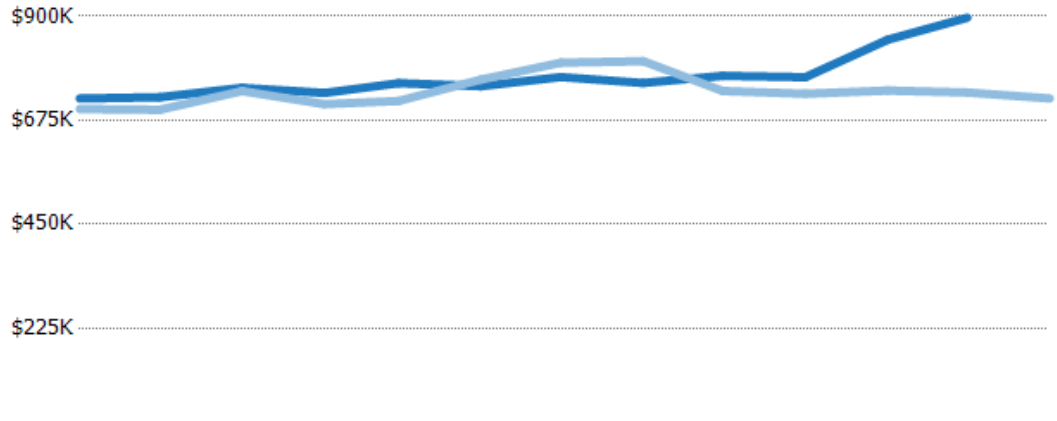
Current Year	\$222M	\$220M	\$247M	\$225M	\$220M	\$202M	\$185M	\$168M	\$155M	\$157M	\$178M	\$222M	-
Prior Year	\$258M	\$255M	\$283M	\$268M	\$260M	\$238M	\$212M	\$180M	\$171M	\$186M	\$199M	\$211M	\$222M
Percent Change from Prior Year	-14%	-13%	-13%	-16%	-16%	-15%	-13%	-7%	-9%	-16%	-10%	5%	-100%

## Average Listing Price

The average listing price of active residential listings at the end of each month.

### Filters Used

Custom Area: Fountain Hills, Arizona  
 Saved Area  
 Property Type:  
 Condo/Townhouse/Apt,  
 Mobile/Manufactured, Single Family  
 Residence



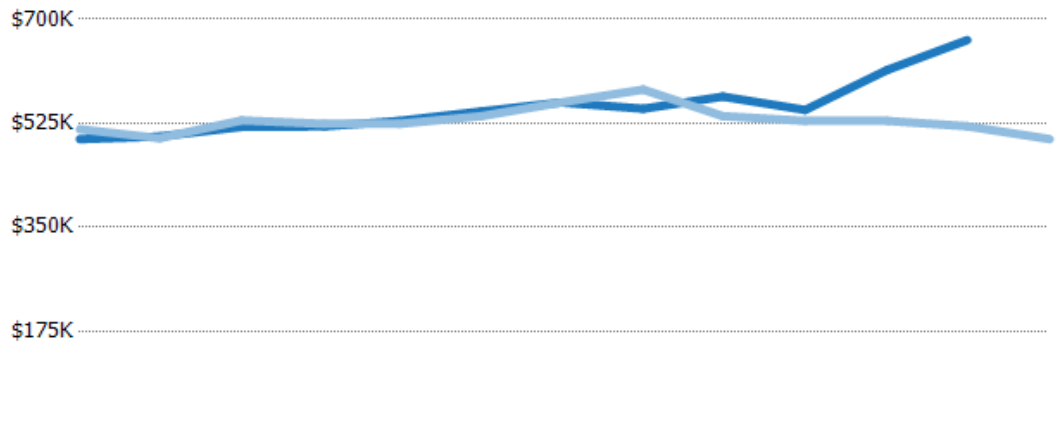
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$722K	\$725K	\$745K	\$734K	\$755K	\$749K	\$769K	\$756K	\$771K	\$768K	\$849K	\$897K	-
Prior Year	\$699K	\$698K	\$738K	\$710K	\$717K	\$763K	\$800K	\$803K	\$738K	\$732K	\$739K	\$735K	\$722K
Percent Change from Prior Year	3%	4%	1%	3%	5%	-2%	-4%	-6%	4%	5%	15%	22%	-100%

## Median Listing Price

The median listing price of active residential listings at the end of each month.

### Filters Used

Custom Area: Fountain Hills, Arizona  
 Saved Area  
 Property Type:  
 Condo/Townhouse/Apt,  
 Mobile/Manufactured, Single Family  
 Residence



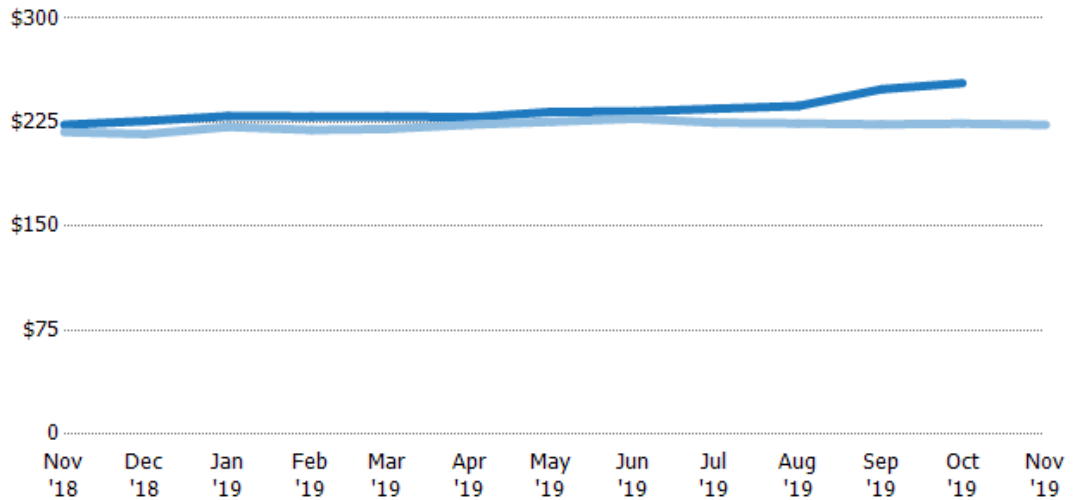
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$498K	\$503K	\$519K	\$520K	\$529K	\$545K	\$560K	\$549K	\$570K	\$547K	\$615K	\$665K	-
Prior Year	\$515K	\$500K	\$530K	\$524K	\$524K	\$537K	\$560K	\$582K	\$537K	\$529K	\$529K	\$520K	\$498K
Percent Change from Prior Year	-3%	1%	-2%	-1%	1%	1%	0%	-6%	6%	3%	16%	28%	-100%

## Average Listing Price per Sq Ft

The average of listing prices divided by the living area of homes on market at the end of each month.

### Filters Used

Custom Area: Fountain Hills, Arizona  
Saved Area  
Property Type:  
Condo/Townhouse/Apt,  
Mobile/Manufactured, Single Family  
Residence



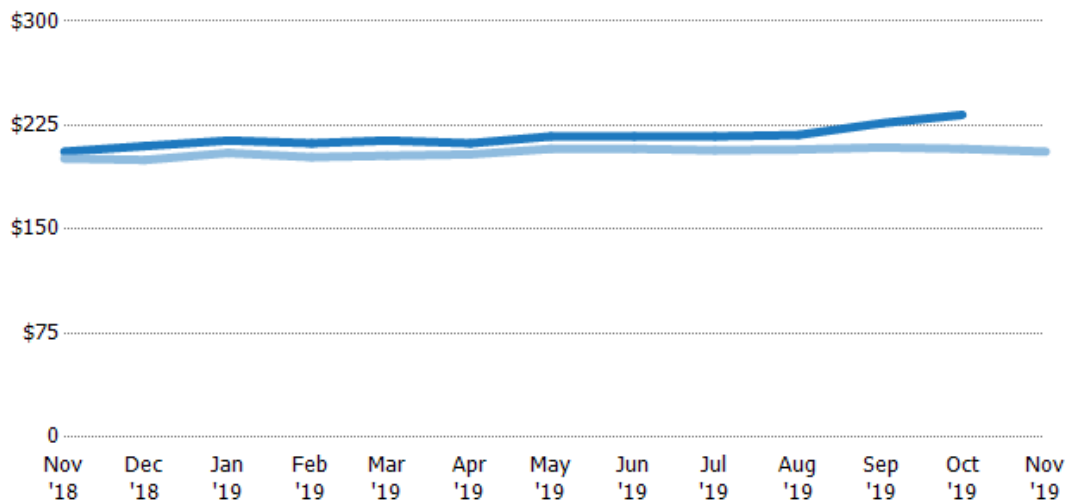
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$223	\$226	\$229	\$229	\$229	\$229	\$233	\$233	\$235	\$237	\$249	\$253	-
Prior Year	\$218	\$216	\$222	\$219	\$220	\$223	\$225	\$228	\$225	\$224	\$223	\$224	\$223
Percent Change from Prior Year	2%	4%	4%	4%	4%	2%	3%	2%	4%	6%	11%	13%	-100%

## Median Listing Price per Sq Ft

The median of listing prices divided by the living area of homes on market at the end of each month.

### Filters Used

Custom Area: Fountain Hills, Arizona  
Saved Area  
Property Type:  
Condo/Townhouse/Apt,  
Mobile/Manufactured, Single Family  
Residence



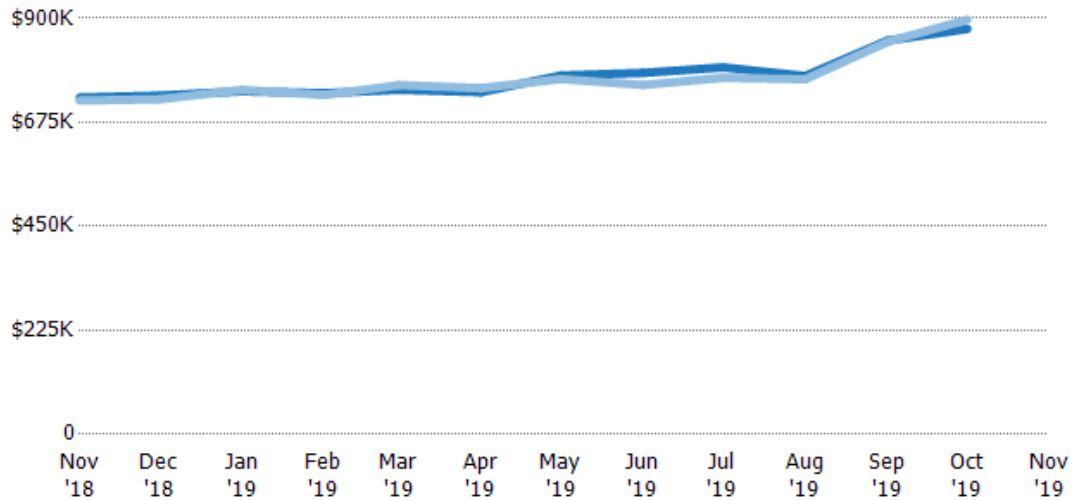
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$206	\$210	\$214	\$212	\$214	\$212	\$217	\$217	\$217	\$218	\$227	\$233	-
Prior Year	\$201	\$200	\$205	\$202	\$203	\$204	\$208	\$208	\$207	\$208	\$209	\$208	\$206
Percent Change from Prior Year	2%	5%	4%	5%	5%	4%	4%	4%	5%	5%	8%	12%	-100%

## Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

### Filters Used

Custom Area: Fountain Hills, Arizona  
Saved Area  
Property Type:  
Condo/Townhouse/Apt,  
Mobile/Manufactured, Single Family  
Residence



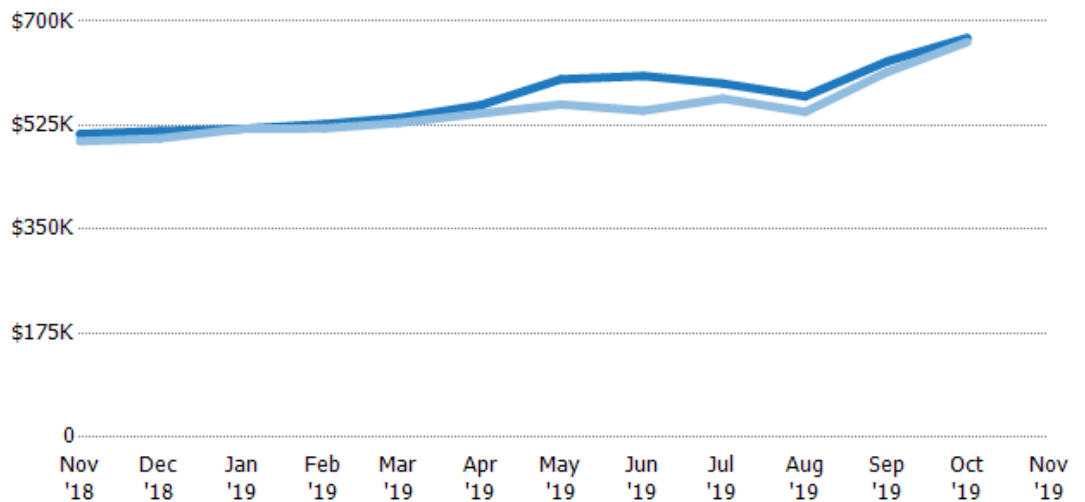
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$729K	\$733K	\$742K	\$738K	\$745K	\$740K	\$776K	\$782K	\$794K	\$775K	\$852K	\$877K	-
Avg Listing Price	\$722K	\$725K	\$745K	\$734K	\$755K	\$749K	\$769K	\$756K	\$771K	\$768K	\$849K	\$897K	-
Avg Listing Price as a % of Avg Est Value	99%	99%	100%	99%	101%	101%	99%	97%	97%	99%	100%	102%	-

## Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

### Filters Used

Custom Area: Fountain Hills, Arizona  
Saved Area  
Property Type:  
Condo/Townhouse/Apt,  
Mobile/Manufactured, Single Family  
Residence



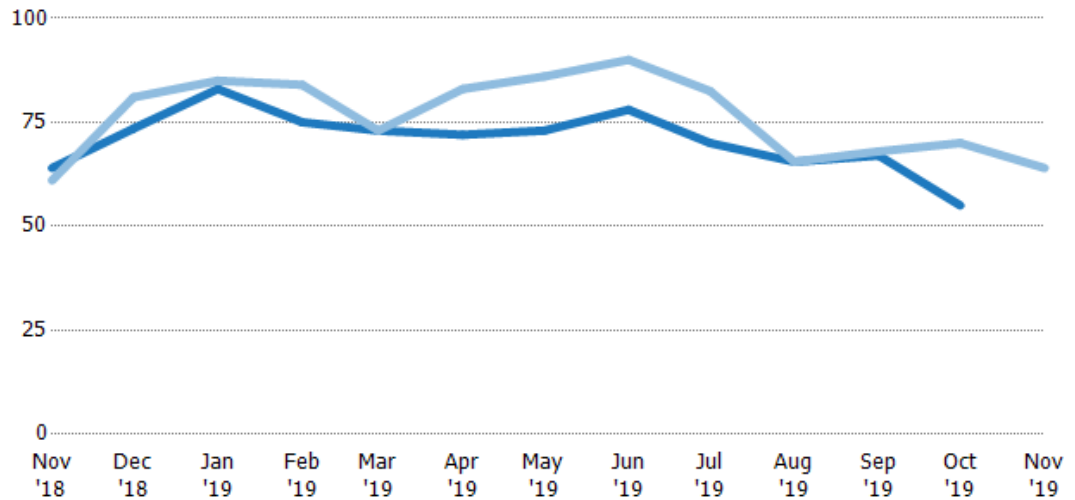
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$510K	\$515K	\$519K	\$527K	\$537K	\$559K	\$602K	\$608K	\$595K	\$574K	\$633K	\$672K	-
Median Listing Price	\$498K	\$503K	\$519K	\$520K	\$529K	\$545K	\$560K	\$549K	\$570K	\$547K	\$615K	\$665K	-
Med Listing Price as a % of Med Est Value	98%	98%	100%	99%	98%	97%	93%	90%	96%	95%	97%	99%	-

## Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

### Filters Used

Custom Area: Fountain Hills, Arizona  
Saved Area  
Property Type:  
Condo/Townhouse/Apt,  
Mobile/Manufactured, Single Family  
Residence



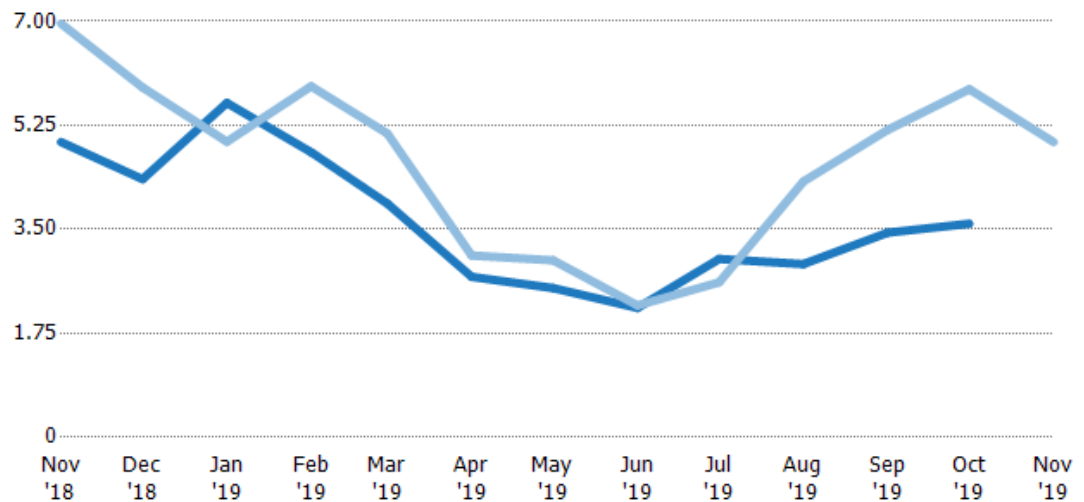
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	64	73.5	83	75	73	72	73	78	70	65.5	67	55	-
Prior Year	61	81	85	84	73	83	86	90	82.5	65.5	68	70	64
Percent Change from Prior Year	5%	-9%	-2%	-11%	0%	-13%	-15%	-13%	-15%	0%	-1%	-21%	-100%

## Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

### Filters Used

Custom Area: Fountain Hills, Arizona  
Saved Area  
Property Type:  
Condo/Townhouse/Apt,  
Mobile/Manufactured, Single Family  
Residence



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	4.97	4.34	5.63	4.8	3.93	2.7	2.51	2.18	3	2.91	3.44	3.59	-
Prior Year	6.96	5.89	4.97	5.91	5.11	3.06	2.98	2.22	2.61	4.31	5.17	5.86	4.97
Percent Change from Prior Year	-29%	-26%	13%	-19%	-23%	-12%	-16%	-2%	15%	-32%	-33%	-39%	-100%

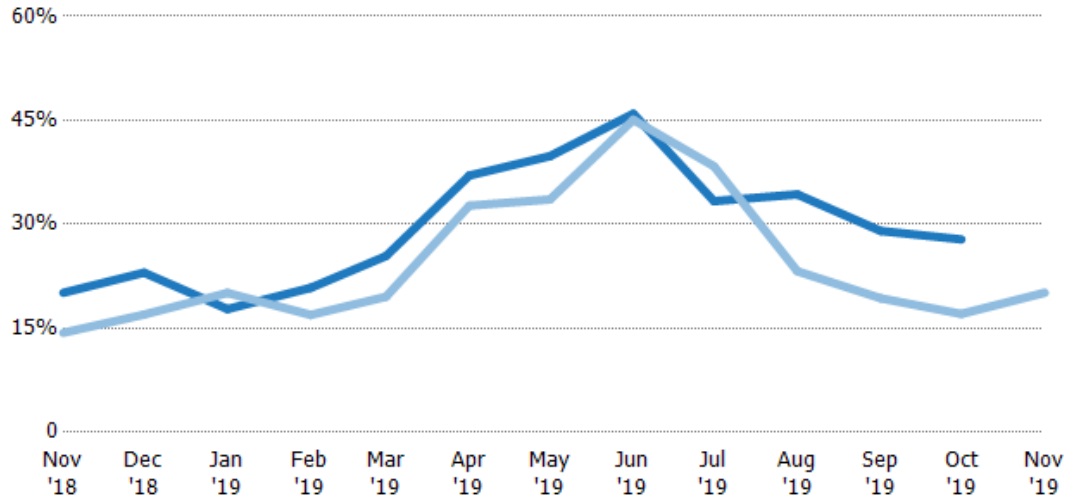


## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

Custom Area: Fountain Hills, Arizona  
 Saved Area  
 Property Type:  
 Condo/Townhouse/Apt,  
 Mobile/Manufactured, Single Family  
 Residence



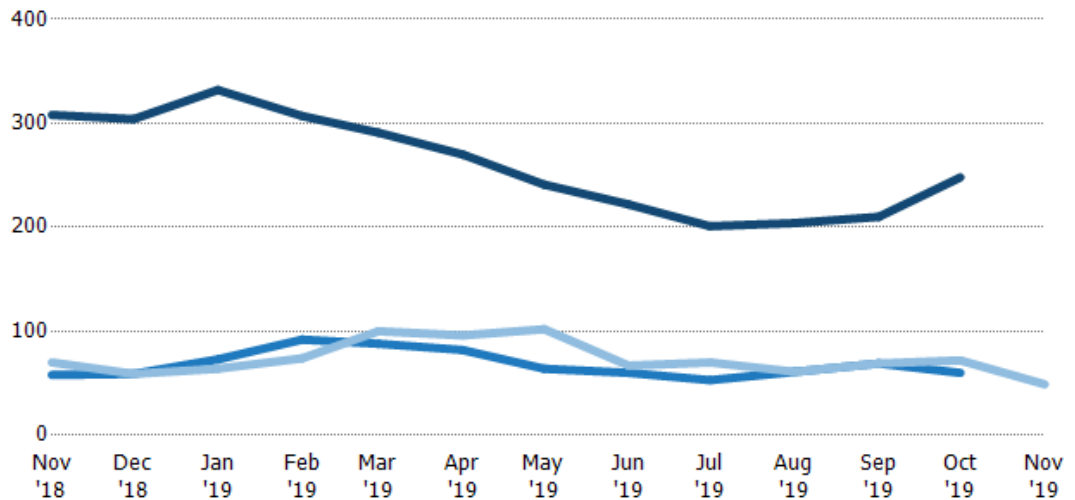
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	20%	23%	18%	21%	25%	37%	40%	46%	33%	34%	29%	28%	-
Prior Year	14%	17%	20%	17%	20%	33%	34%	45%	38%	23%	19%	17%	20%
Change from Prior Year	-6%	-6%	2%	-4%	-6%	-4%	-6%	-1%	5%	-11%	-10%	-11%	20%

## Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

### Filters Used

Custom Area: Fountain Hills, Arizona  
 Saved Area  
 Property Type:  
 Condo/Townhouse/Apt,  
 Mobile/Manufactured, Single Family  
 Residence



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Active	308	304	332	307	291	270	241	222	201	204	210	248	-
Pending	58	59	73	92	88	82	64	60	53	61	69	60	-
Sold	70	59	64	74	100	96	102	67	70	61	69	72	49

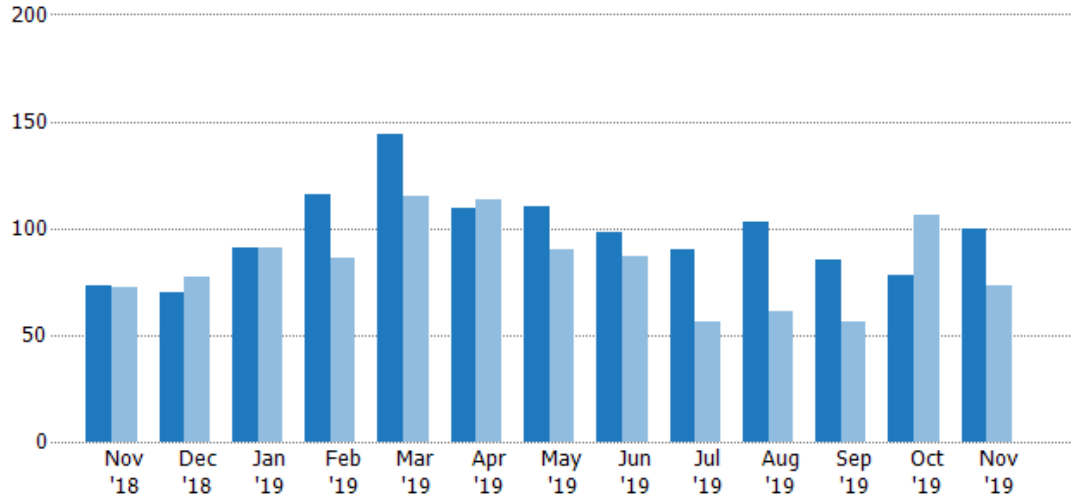
## New Pending Sales

The number of residential properties with accepted offers that were added each month.

### Filters Used

Custom Area: Fountain Hills, Arizona  
 Saved Area  
 Property Type:  
 Condo/Townhouse/Apt,  
 Mobile/Manufactured, Single Family  
 Residence

Month/Year	Count	% Chg.
Nov '19	100	37%
Nov '18	73	1.4%
Nov '17	72	-11.1%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	73	70	91	116	144	109	110	98	90	103	85	78	100
Prior Year	72	77	91	86	115	113	90	87	56	61	56	106	73
Percent Change from Prior Year	1%	-9%	0%	35%	25%	-4%	22%	13%	61%	69%	52%	-26%	37%

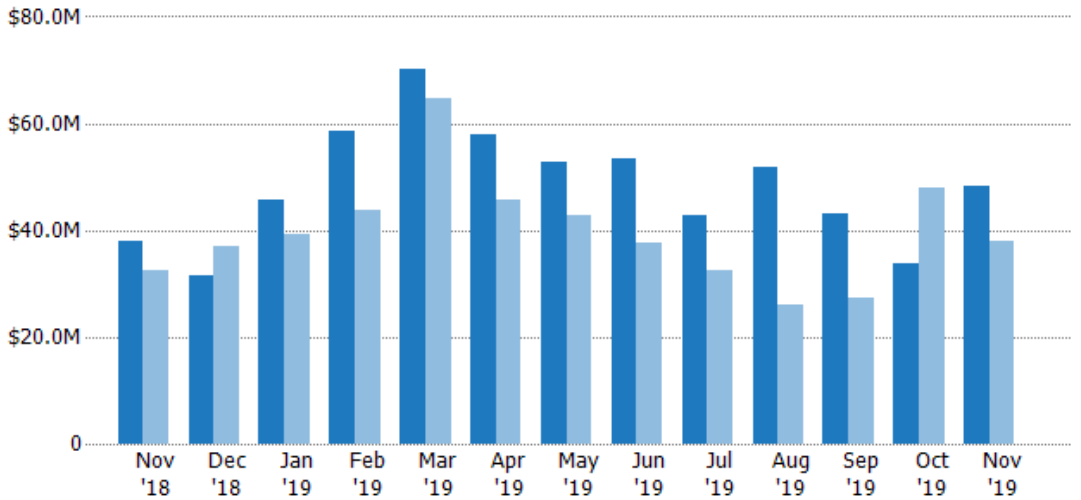
## New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

### Filters Used

Custom Area: Fountain Hills, Arizona  
 Saved Area  
 Property Type:  
 Condo/Townhouse/Apt,  
 Mobile/Manufactured, Single Family  
 Residence

Month/Year	Volume	% Chg.
Nov '19	\$48.1M	27.2%
Nov '18	\$37.8M	16.2%
Nov '17	\$32.6M	-22.3%



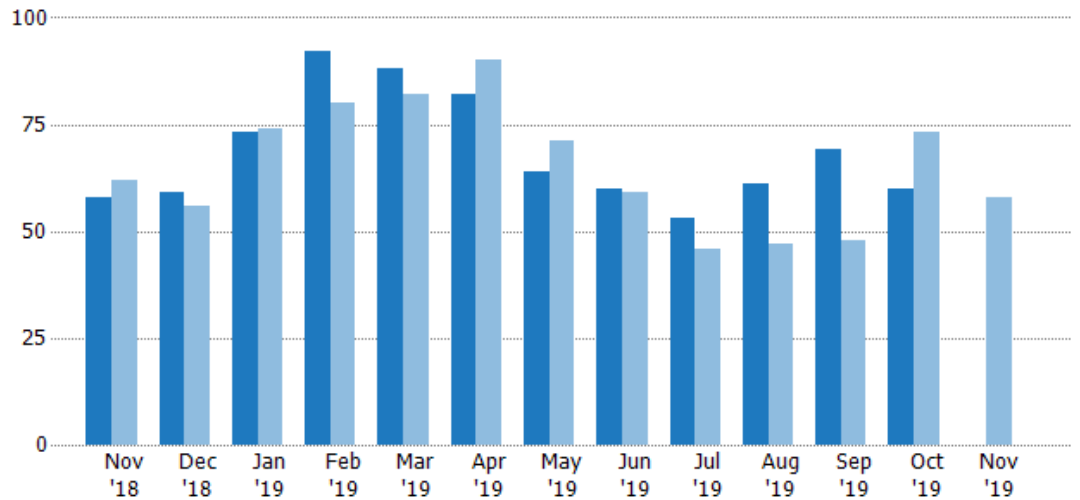
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$37.8M	\$31.4M	\$45.6M	\$58.6M	\$70.1M	\$58M	\$52.7M	\$53.3M	\$42.8M	\$51.7M	\$43.2M	\$33.7M	\$48.1M
Prior Year	\$32.6M	\$37.1M	\$39.2M	\$43.6M	\$64.7M	\$45.7M	\$42.7M	\$37.5M	\$32.6M	\$26M	\$27.2M	\$48M	\$37.8M
Percent Change from Prior Year	16%	-15%	16%	34%	8%	27%	24%	42%	32%	99%	59%	-30%	27%

## Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

### Filters Used

Custom Area: Fountain Hills, Arizona  
Saved Area  
Property Type:  
Condo/Townhouse/Apt,  
Mobile/Manufactured, Single Family  
Residence



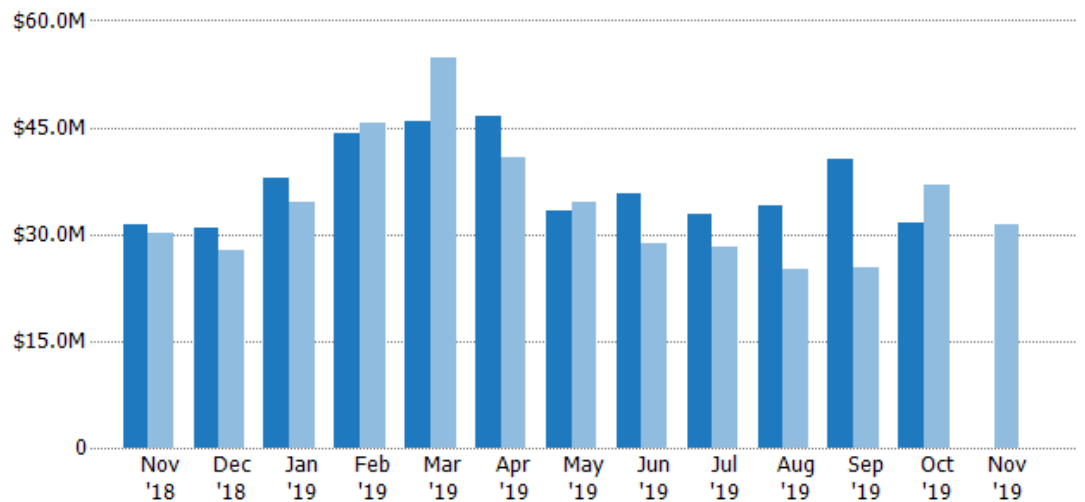
Current Year	58	59	73	92	88	82	64	60	53	61	69	60	-
Prior Year	62	56	74	80	82	90	71	59	46	47	48	73	58
Percent Change from Prior Year	-6%	5%	-1%	15%	7%	-9%	-10%	2%	15%	30%	44%	-18%	-100%

## Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

### Filters Used

Custom Area: Fountain Hills, Arizona  
Saved Area  
Property Type:  
Condo/Townhouse/Apt,  
Mobile/Manufactured, Single Family  
Residence



Current Year	\$31.4M	\$30.8M	\$37.8M	\$44.3M	\$45.8M	\$46.5M	\$33.3M	\$35.7M	\$32.8M	\$34.1M	\$40.6M	\$31.5M	-
Prior Year	\$30.1M	\$27.7M	\$34.4M	\$45.5M	\$54.8M	\$40.8M	\$34.5M	\$28.6M	\$28.3M	\$25.2M	\$25.3M	\$37M	\$31.4M
Percent Change from Prior Year	4%	11%	10%	-3%	-16%	14%	-4%	25%	16%	35%	60%	-15%	-100%

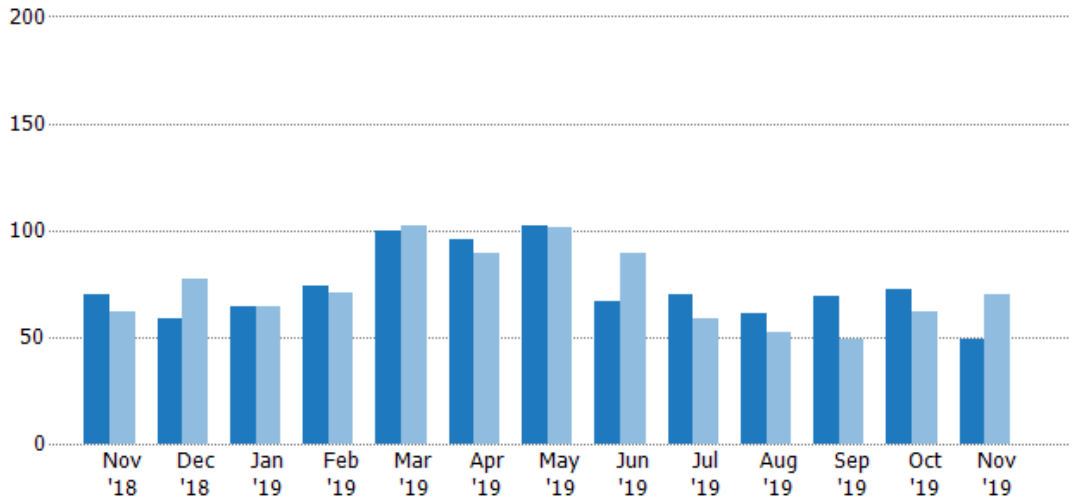
## Closed Sales

The total number of residential properties sold each month.

### Filters Used

Custom Area: Fountain Hills, Arizona  
 Saved Area  
 Property Type:  
 Condo/Townhouse/Apt,  
 Mobile/Manufactured, Single Family  
 Residence

Month/Year	Count	% Chg.
Nov '19	49	-30%
Nov '18	70	12.9%
Nov '17	62	4.8%



Current Year	70	59	64	74	100	96	102	67	70	61	69	72	49
Prior Year	62	77	64	71	102	89	101	89	59	52	49	62	70
Percent Change from Prior Year	13%	-23%	0%	4%	-2%	8%	1%	-25%	19%	17%	41%	16%	-30%

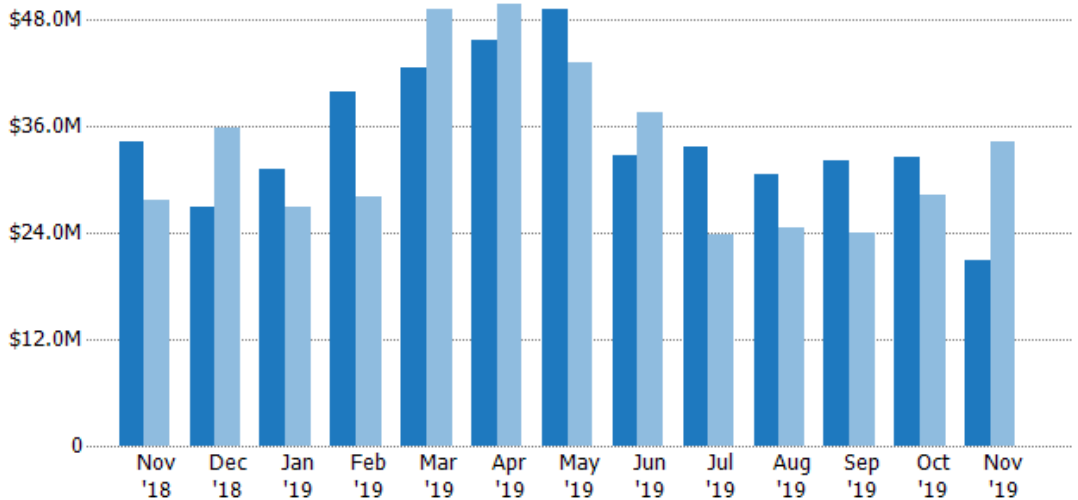
## Closed Sales Volume

The sum of the sales price of residential properties sold each month.

### Filters Used

Custom Area: Fountain Hills, Arizona  
 Saved Area  
 Property Type:  
 Condo/Townhouse/Apt,  
 Mobile/Manufactured, Single Family  
 Residence

Month/Year	Volume	% Chg.
Nov '19	\$20.9M	-39%
Nov '18	\$34.3M	24.1%
Nov '17	\$27.6M	3.8%



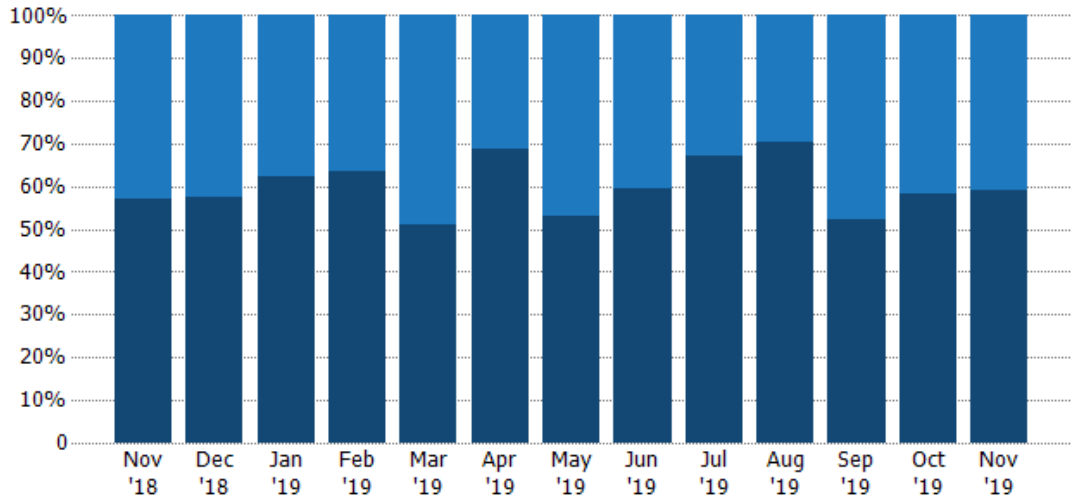
Current Year	\$34.3M	\$26.9M	\$31.1M	\$39.9M	\$42.7M	\$45.8M	\$49.3M	\$32.7M	\$33.7M	\$30.7M	\$32.2M	\$32.6M	\$20.9M
Prior Year	\$27.6M	\$35.9M	\$27M	\$28M	\$49.2M	\$49.9M	\$43.1M	\$37.5M	\$23.9M	\$24.5M	\$24.1M	\$28.2M	\$34.3M
Percent Change from Prior Year	24%	-25%	15%	42%	-13%	-8%	14%	-13%	41%	25%	34%	15%	-39%

## Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

### Filters Used

Custom Area: Fountain Hills, Arizona  
 Saved Area  
 Property Type:  
 Condo/Townhouse/Apt,  
 Mobile/Manufactured, Single Family  
 Residence



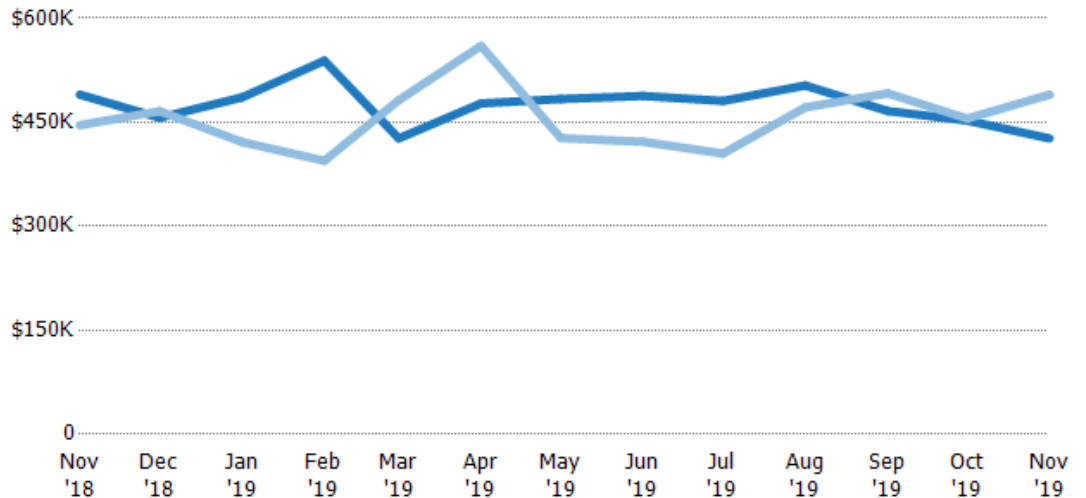
Condo/Townhouse	43%	42%	38%	36%	49%	31%	47%	40%	33%	30%	48%	42%	41%
Single Family Residence	57%	58%	63%	64%	51%	69%	53%	60%	67%	70%	52%	58%	59%

## Average Sales Price

The average sales price of the residential properties sold each month.

### Filters Used

Custom Area: Fountain Hills, Arizona  
 Saved Area  
 Property Type:  
 Condo/Townhouse/Apt,  
 Mobile/Manufactured, Single Family  
 Residence



Current Year	\$490K	\$457K	\$486K	\$539K	\$427K	\$477K	\$484K	\$488K	\$481K	\$503K	\$466K	\$452K	\$427K
Prior Year	\$446K	\$466K	\$422K	\$394K	\$482K	\$560K	\$427K	\$422K	\$405K	\$471K	\$492K	\$455K	\$490K
Percent Change from Prior Year	10%	-2%	15%	37%	-11%	-15%	13%	16%	19%	7%	-5%	-1%	-13%

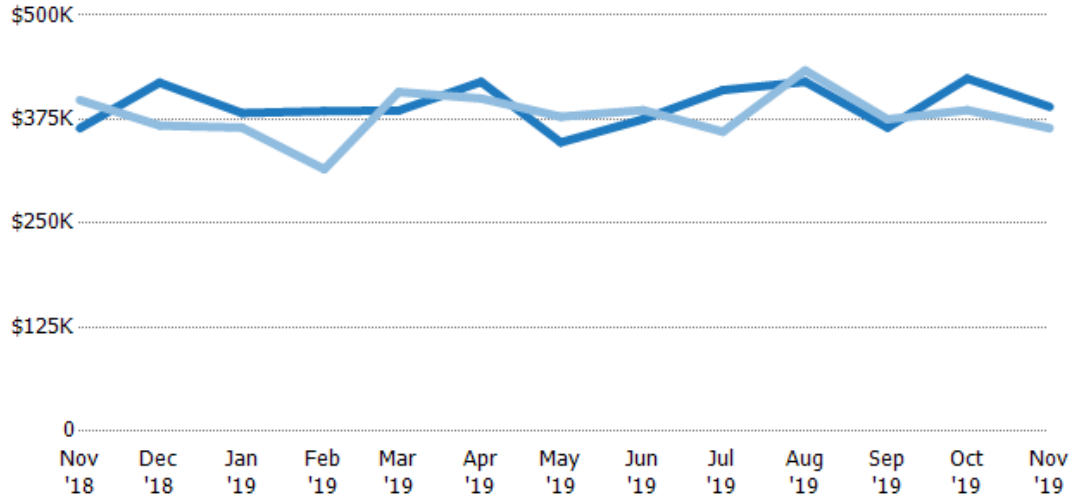
## Median Sales Price

The median sales price of the residential properties sold each month.

### Filters Used

Custom Area: Fountain Hills, Arizona  
 Saved Area  
 Property Type:  
 Condo/Townhouse/Apt,  
 Mobile/Manufactured, Single Family  
 Residence

Month/ Year	Price	% Chg.
Nov '19	\$390K	7.1%
Nov '18	\$364K	-8.5%
Nov '17	\$398K	-2%



Current Year	\$364K	\$419K	\$383K	\$385K	\$386K	\$420K	\$347K	\$375K	\$410K	\$420K	\$365K	\$424K	\$390K
Prior Year	\$398K	\$368K	\$365K	\$315K	\$408K	\$400K	\$378K	\$386K	\$360K	\$434K	\$375K	\$386K	\$364K
Percent Change from Prior Year	-8%	14%	5%	22%	-5%	5%	-8%	-3%	14%	-3%	-3%	10%	7%

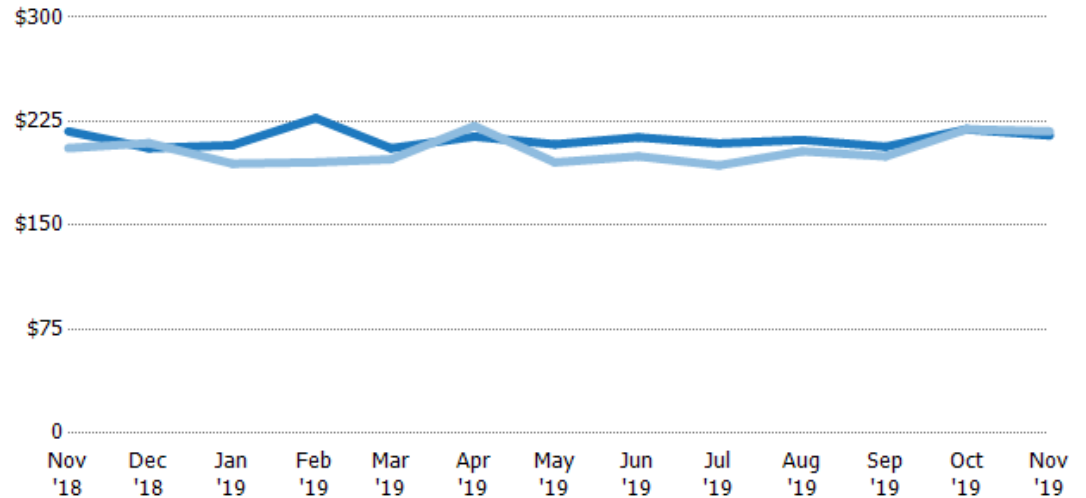
## Average Sales Price per Sq Ft

The average of the sales price divided by the living area of properties sold each month.

### Filters Used

Custom Area: Fountain Hills, Arizona  
 Saved Area  
 Property Type:  
 Condo/Townhouse/Apt,  
 Mobile/Manufactured, Single Family  
 Residence

Month/ Year	Price/sq ft	% Chg.
Nov '19	\$215	-1.4%
Nov '18	\$218	5.9%
Nov '17	\$206	-5.5%



Current Year	\$218	\$206	\$208	\$227	\$206	\$214	\$208	\$213	\$209	\$212	\$207	\$219	\$215
Prior Year	\$206	\$209	\$194	\$195	\$198	\$222	\$195	\$200	\$193	\$203	\$200	\$219	\$218
Percent Change from Prior Year	6%	-2%	7%	16%	4%	-3%	7%	7%	8%	4%	4%	0%	-1%

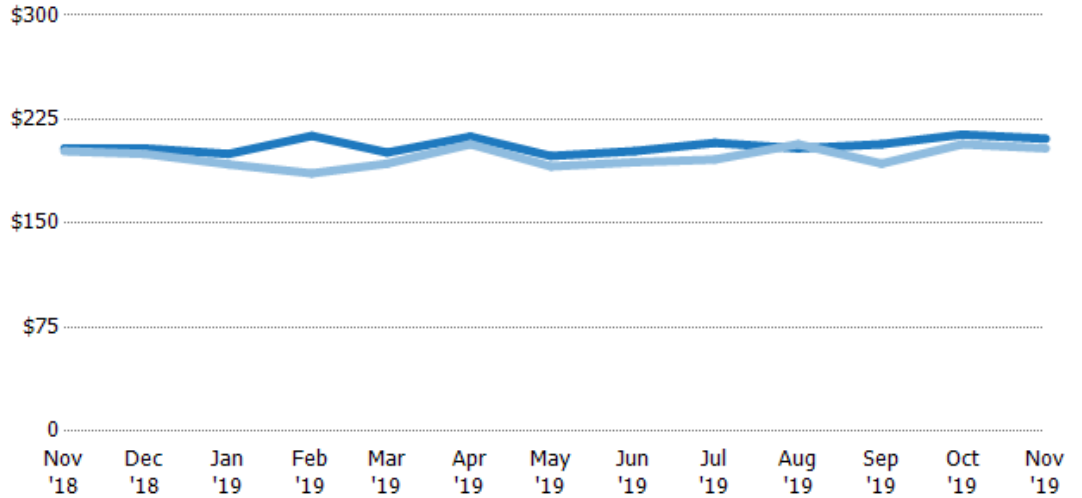
## Median Sales Price per Sq Ft

The median of the sales price divided by the living area of properties sold each month.

### Filters Used

Custom Area: Fountain Hills, Arizona  
Saved Area  
Property Type:  
Condo/Townhouse/Apt,  
Mobile/Manufactured, Single Family  
Residence

Month/ Year	Price/sq ft	% Chg.
Nov '19	\$211	3.4%
Nov '18	\$204	1%
Nov '17	\$202	-7.9%



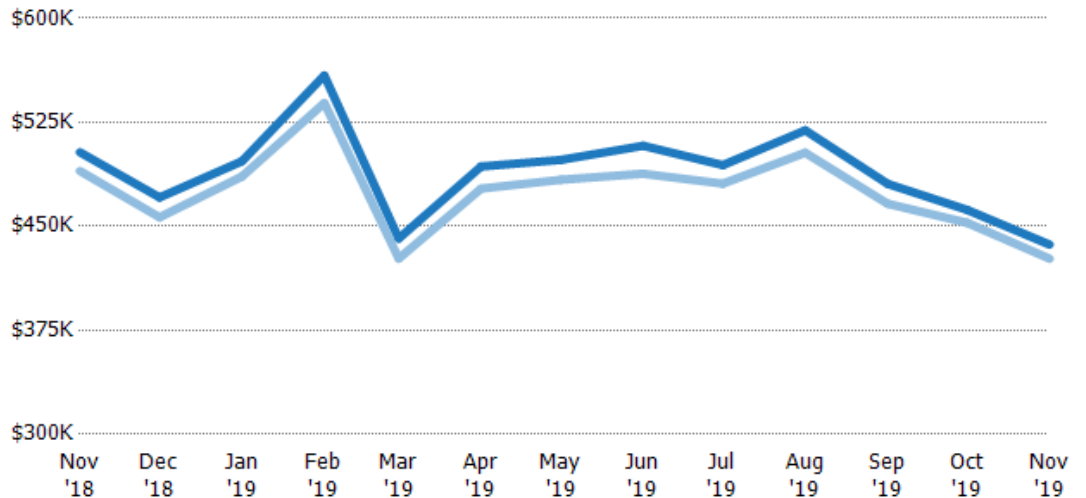
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$204	\$204	\$200	\$213	\$201	\$213	\$199	\$202	\$208	\$204	\$207	\$214	\$211
Prior Year	\$202	\$200	\$193	\$186	\$193	\$207	\$191	\$194	\$196	\$207	\$193	\$207	\$204
Percent Change from Prior Year	1%	2%	4%	15%	4%	3%	4%	4%	6%	-1%	7%	3%	3%

## Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

### Filters Used

Custom Area: Fountain Hills, Arizona  
Saved Area  
Property Type:  
Condo/Townhouse/Apt,  
Mobile/Manufactured, Single Family  
Residence



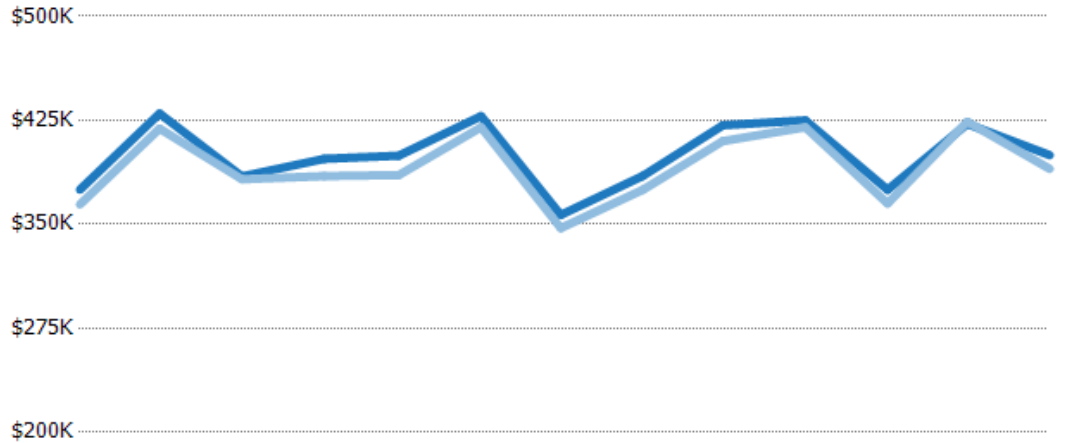
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg List Price	\$503K	\$471K	\$497K	\$559K	\$441K	\$493K	\$498K	\$508K	\$494K	\$519K	\$481K	\$462K	\$437K
Avg Sales Price	\$490K	\$457K	\$486K	\$539K	\$427K	\$477K	\$484K	\$488K	\$481K	\$503K	\$466K	\$452K	\$427K
Avg Sales Price as a % of Avg List Price	97%	97%	98%	96%	97%	97%	97%	96%	97%	97%	97%	98%	98%

## Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

### Filters Used

Custom Area: Fountain Hills, Arizona  
 Saved Area  
 Property Type:  
 Condo/Townhouse/Apt,  
 Mobile/Manufactured, Single Family  
 Residence



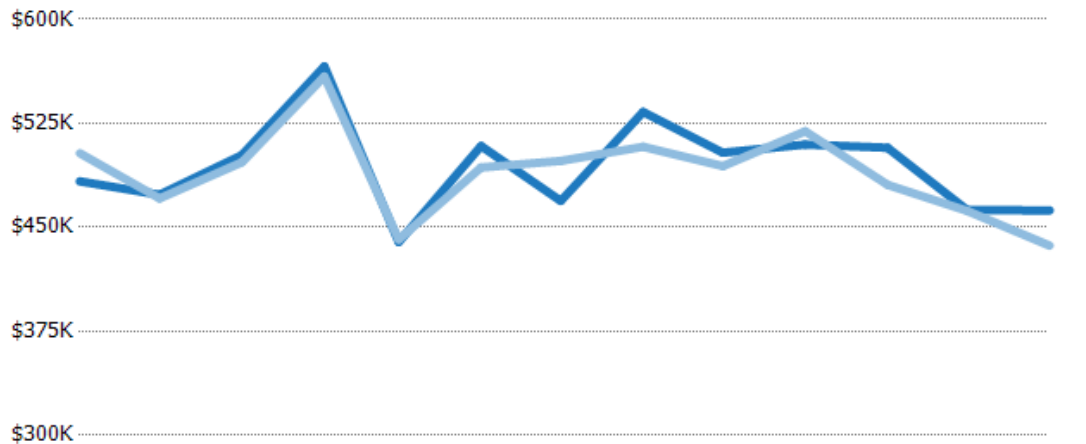
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median List Price	\$375K	\$430K	\$385K	\$397K	\$399K	\$428K	\$357K	\$385K	\$421K	\$425K	\$375K	\$422K	\$400K
Median Sales Price	\$364K	\$419K	\$383K	\$385K	\$386K	\$420K	\$347K	\$375K	\$410K	\$420K	\$365K	\$424K	\$390K
Med Sales Price as a % of Med List Price	97%	97%	99%	97%	97%	98%	97%	97%	97%	99%	97%	100%	98%

## Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

### Filters Used

Custom Area: Fountain Hills, Arizona  
 Saved Area  
 Property Type:  
 Condo/Townhouse/Apt,  
 Mobile/Manufactured, Single Family  
 Residence



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$483K	\$473K	\$502K	\$566K	\$439K	\$509K	\$469K	\$533K	\$504K	\$510K	\$507K	\$462K	\$462K
Avg Sales Price	\$503K	\$471K	\$497K	\$559K	\$441K	\$493K	\$498K	\$508K	\$494K	\$519K	\$481K	\$462K	\$437K
Avg Sales Price as a % of Avg Est Value	104%	99%	99%	99%	100%	97%	106%	95%	98%	102%	95%	100%	94%

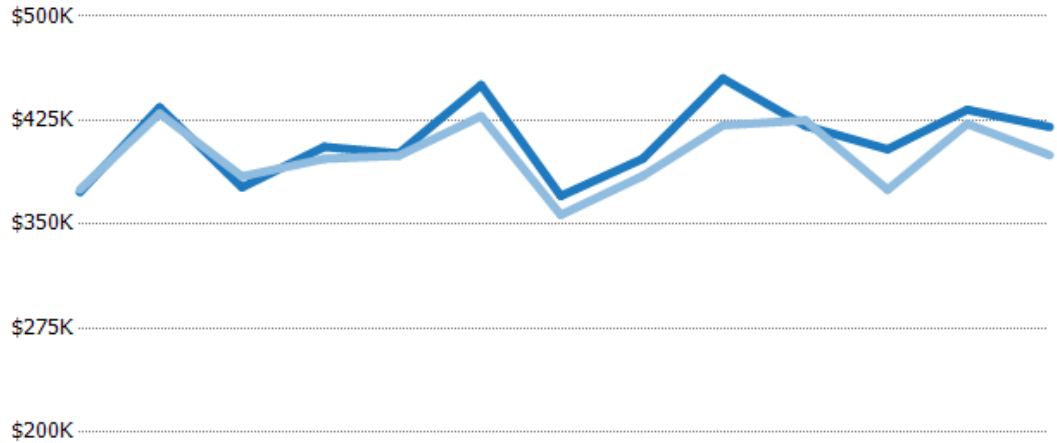


## Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

### Filters Used

Custom Area: Fountain Hills, Arizona  
 Saved Area  
 Property Type:  
 Condo/Townhouse/Apt,  
 Mobile/Manufactured, Single Family  
 Residence



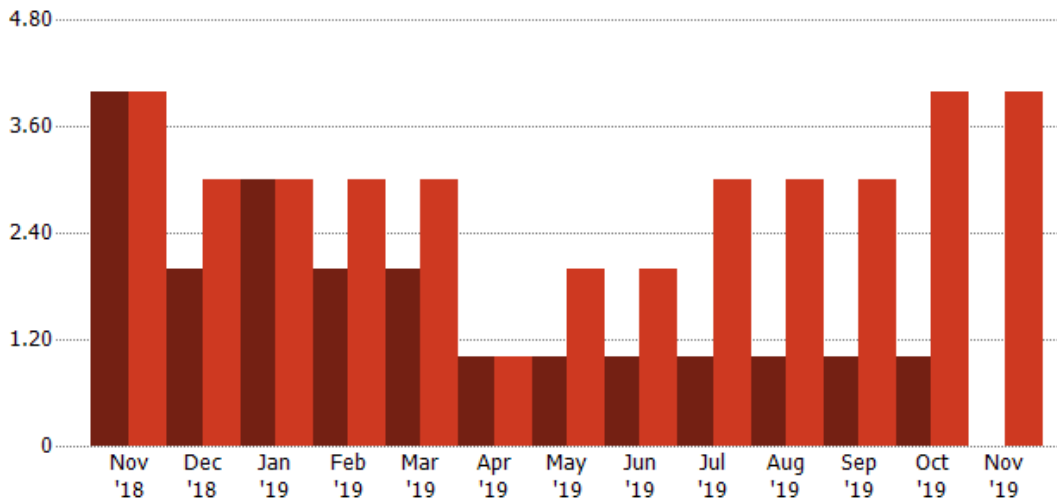
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$373K	\$434K	\$377K	\$406K	\$401K	\$450K	\$370K	\$397K	\$455K	\$421K	\$404K	\$433K	\$420K
Median Sales Price	\$375K	\$430K	\$385K	\$397K	\$399K	\$428K	\$357K	\$385K	\$421K	\$425K	\$375K	\$422K	\$400K
Med Sales Price as a % of Med Est Value	100%	99%	102%	98%	100%	95%	96%	97%	93%	101%	93%	98%	95%

## Distressed Listings

The number of distressed residential properties that were for sale at the end of each month.

### Filters Used

Custom Area: Fountain Hills, Arizona  
 Saved Area  
 Property Type:  
 Condo/Townhouse/Apt,  
 Mobile/Manufactured, Single Family  
 Residence



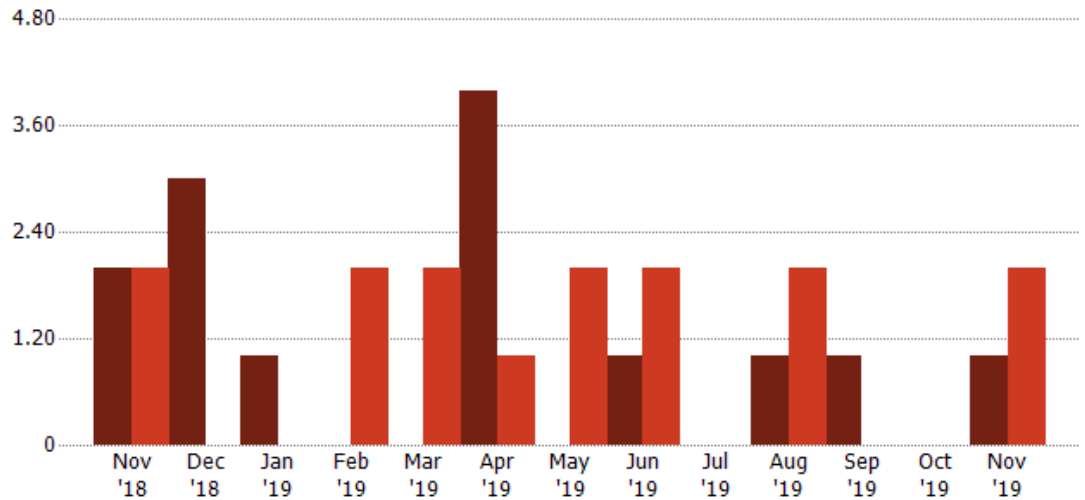
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	4	2	3	2	2	1	1	1	1	1	1	1	-
Prior Year	4	3	3	3	3	1	2	2	3	3	3	4	4
Percent Change from Prior Year	0%	-33%	0%	-33%	-33%	0%	-50%	-50%	-67%	-67%	-67%	-75%	-100%

## Distressed Sales

The count of distressed residential properties sold each month.

### Filters Used

Custom Area: Fountain Hills, Arizona  
 Saved Area  
 Property Type:  
 Condo/Townhouse/Apt,  
 Mobile/Manufactured, Single Family  
 Residence



Current Year	2	3	1	-	-	4	-	1	-	1	1	-	1
Prior Year	2	-	-	2	2	1	2	2	-	2	-	-	2
Percent Change from Prior Year	0%	100%	100%	-100%	-100%	300%	-100%	-50%	-	-50%	100%	-	-50%



## Sales Activity by ZIP

Nov 2019

ZIP	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
85268			49	\$20,904,300	\$426,618	\$390,000	\$210	\$206	26