



2019

CAREFREE **MARKET REPORT**

December 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	Dec 2019	Dec 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	10	18	-44.4%	200	201	-0.5%
New Listing Volume	\$7,764,500	\$12,694,299	-38.8%	\$187,926,048	\$161,863,649	+16.1%
Active Listing Count	66	80	-17.5%	N/A	N/A	
Active Listing Volume	\$83,320,999	\$75,067,895	+11%	N/A	N/A	
Average Listing Price	\$1,262,439	\$938,349	+34.5%	\$1,139,571	\$1,011,131	+12.7%
Median Listing Price	\$1,109,500	\$739,500	+50%	\$889,701	\$836,419	+6.4%
Average Listing Price per Sq Ft	\$313	\$268	+17%	\$294	\$265	+11.3%
Median Listing Price per Sq Ft	\$297	\$252	+18.1%	\$273	\$247	+10.6%
Median Days in RPR	94.5	93.5	+1.1%	95.14	96.16	-1.1%
Months of Inventory	5.5	8.9	-38.1%	6.5	6.6	-1.8%
Absorption Rate	18.18%	11.25%	+6.9%	15.46%	15.18%	+0.3%
Sales Activity Charts Metrics						
New Pending Sales Count	15	11	+36.4%	197	165	+19.4%
New Pending Sales Volume	\$13,357,700	\$6,371,534	+109.6%	\$162,073,748	\$111,815,703	+44.9%
Pending Sales Count	19	10	+90%	N/A	N/A	
Pending Sales Volume	\$13,088,900	\$7,508,029	+74.3%	N/A	N/A	
Closed Sales Count	11	6	+83.3%	140	137	+2.2%
Closed Sales Volume	\$8,858,500	\$4,290,000	+106.5%	\$103,083,674	\$89,550,771	+15.1%
Average Sales Price	\$805,318	\$715,000	+12.6%	\$736,312	\$653,655	+12.6%
Median Sales Price	\$628,000	\$473,500	+32.6%	\$627,236	\$525,807	+19.3%
Average Sales Price per Sq Ft	\$251	\$246	+2.4%	\$246	\$237	+4.1%
Median Sales Price per Sq Ft	\$227	\$243	-6.4%	\$234	\$228	+2.7%
Distressed Charts Metrics						
Distressed Listing Count	-	2	-	N/A	N/A	

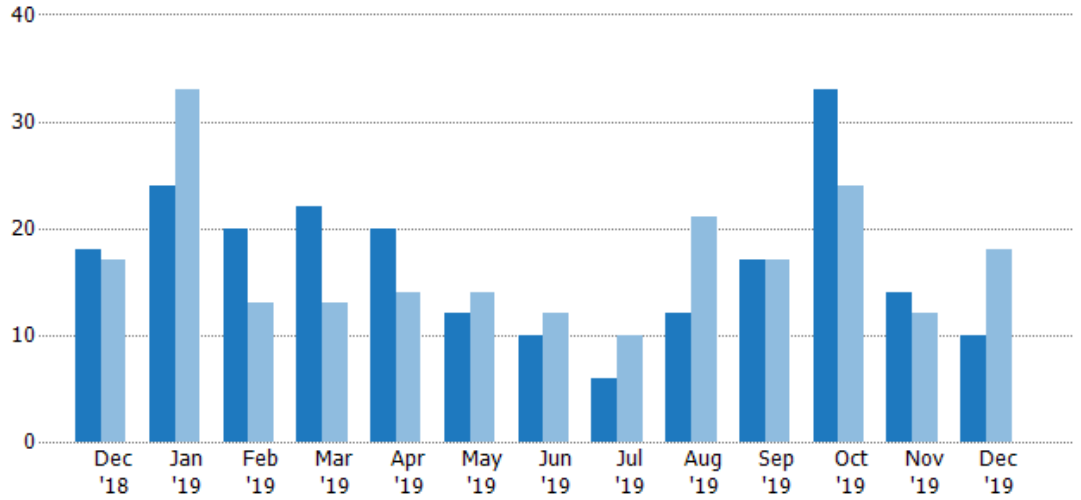
New Listings

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

Filters Used

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

Month/Year	Count	% Chg.
Dec '19	10	-44.4%
Dec '18	18	5.9%
Dec '17	17	-47.1%



Current Year	18	24	20	22	20	12	10	6	12	17	33	14	10
Prior Year	17	33	13	13	14	14	12	10	21	17	24	12	18
Percent Change from Prior Year	6%	-27%	54%	69%	43%	-14%	-17%	-40%	-43%	0%	38%	17%	-44%

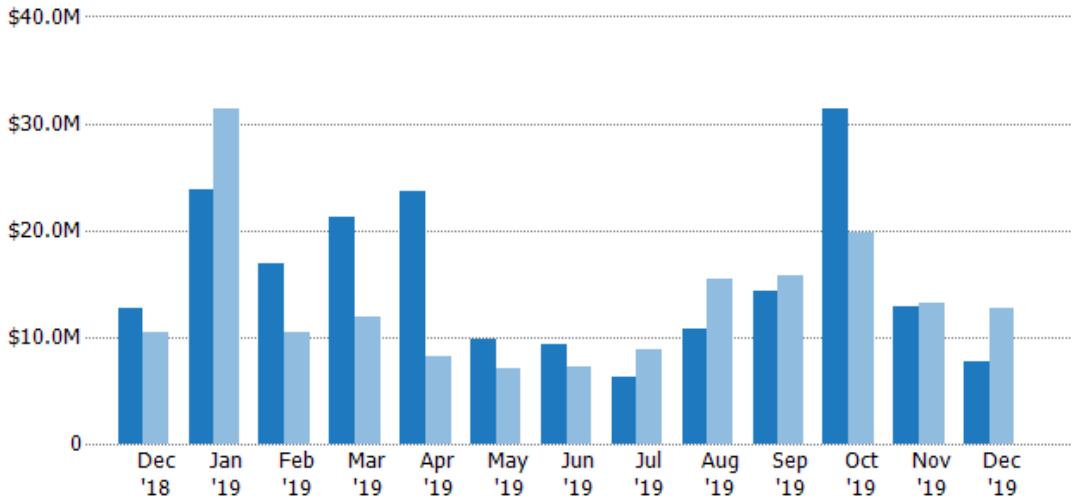
New Listing Volume

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

Filters Used

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

Month/Year	Volume	% Chg.
Dec '19	\$7.76M	-38.8%
Dec '18	\$12.7M	22.3%
Dec '17	\$10.4M	-32.8%



Current Year	\$12.7M	\$23.8M	\$16.9M	\$21.2M	\$23.7M	\$9.78M	\$9.34M	\$6.25M	\$10.8M	\$14.3M	\$31.4M	\$12.8M	\$7.76M
Prior Year	\$10.4M	\$31.4M	\$10.4M	\$12M	\$8.17M	\$7.13M	\$7.28M	\$8.83M	\$15.4M	\$15.7M	\$19.8M	\$13.2M	\$12.7M
Percent Change from Prior Year	22%	-24%	62%	77%	190%	37%	28%	-29%	-30%	-9%	59%	-3%	-39%

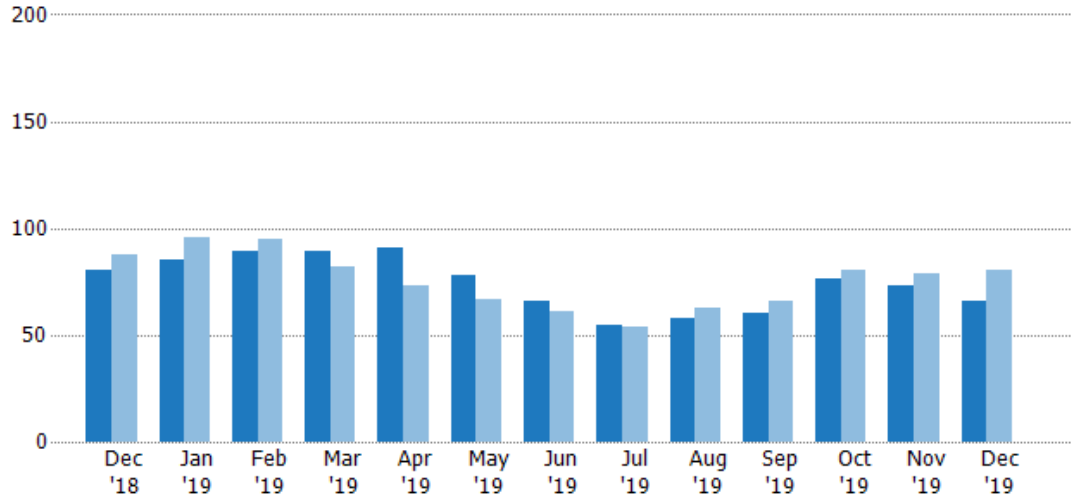
Active Listings

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

Filters Used

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

Month/Year	Count	% Chg.
Dec '19	66	-17.5%
Dec '18	80	-9.1%
Dec '17	88	14.8%



Current Year	80	85	89	89	91	78	66	55	58	60	76	73	66
Prior Year	88	96	95	82	73	67	61	54	63	66	80	79	80
Percent Change from Prior Year	-9%	-11%	-6%	9%	25%	16%	8%	2%	-8%	-9%	-5%	-8%	-18%

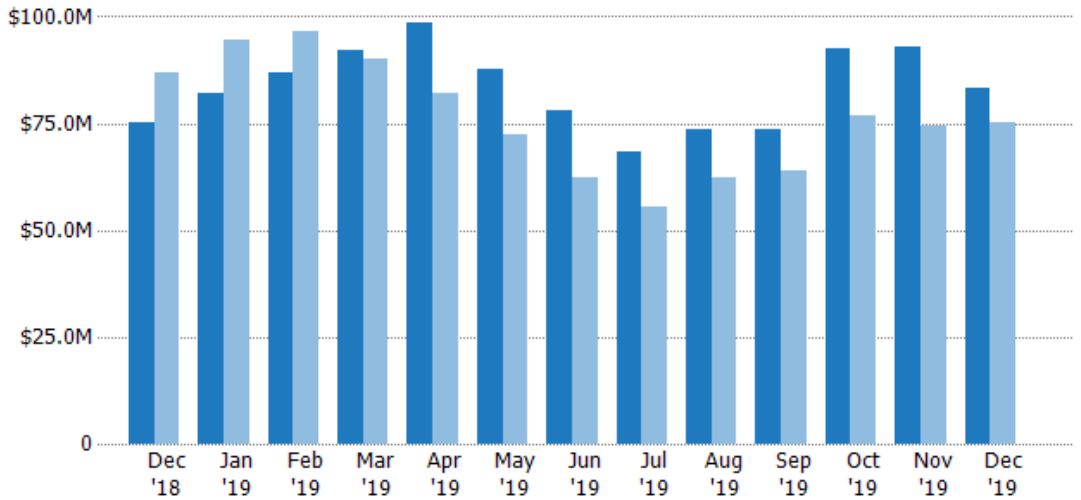
Active Listing Volume

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

Filters Used

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

Month/Year	Volume	% Chg.
Dec '19	\$83.3M	11%
Dec '18	\$75.1M	-13.4%
Dec '17	\$86.7M	8.6%



Current Year	\$75.1M	\$81.9M	\$87M	\$92.3M	\$98.7M	\$87.7M	\$78.2M	\$68.3M	\$73.5M	\$73.6M	\$92.5M	\$92.8M	\$83.3M
Prior Year	\$86.7M	\$94.6M	\$96.6M	\$90M	\$82M	\$72.5M	\$62.5M	\$55.6M	\$62.2M	\$63.7M	\$76.9M	\$74.3M	\$75.1M
Percent Change from Prior Year	-13%	-13%	-10%	3%	20%	21%	25%	23%	18%	15%	20%	25%	11%

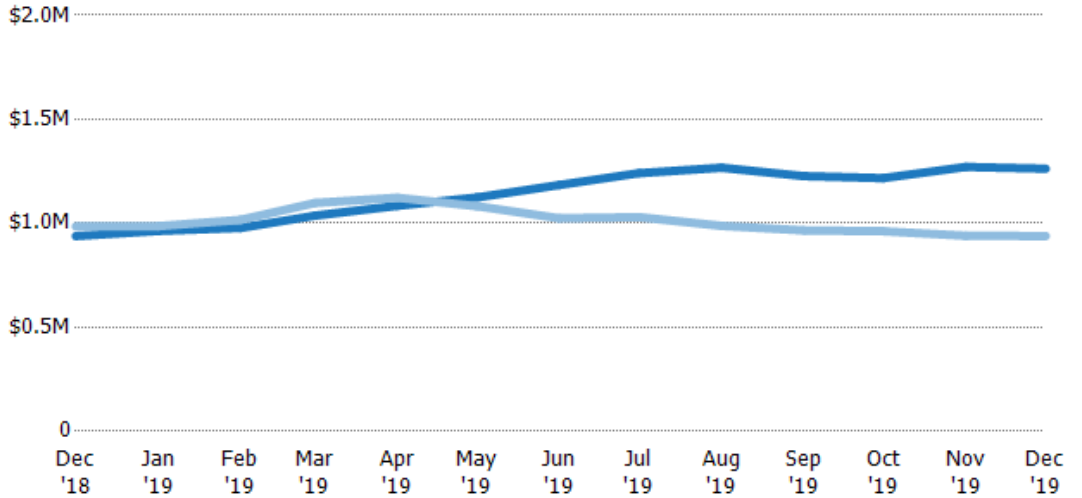
Average Listing Price

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

Filters Used

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

Month/ Year	Price	% Chg.
Dec '19	\$1.26M	34.5%
Dec '18	\$938K	-4.8%
Dec '17	\$985K	-5.4%



Current Year	\$938K	\$963K	\$978K	\$1.04M	\$1.08M	\$1.12M	\$1.18M	\$1.24M	\$1.27M	\$1.23M	\$1.22M	\$1.27M	\$1.26M
Prior Year	\$985K	\$986K	\$1.02M	\$1.1M	\$1.12M	\$1.08M	\$1.02M	\$1.03M	\$988K	\$966K	\$962K	\$940K	\$938K
Percent Change from Prior Year	-5%	-2%	-4%	-6%	-3%	4%	16%	21%	28%	27%	27%	35%	35%

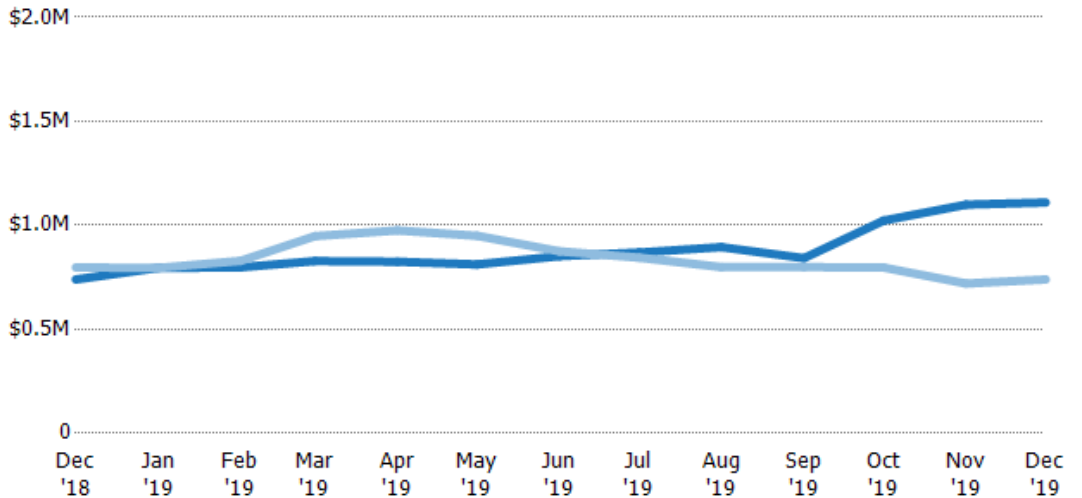
Median Listing Price

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

Filters Used

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

Month/ Year	Price	% Chg.
Dec '19	\$1.11M	50%
Dec '18	\$740K	-7.3%
Dec '17	\$797K	-0.9%



Current Year	\$740K	\$795K	\$798K	\$828K	\$825K	\$812K	\$851K	\$869K	\$895K	\$842K	\$1.02M	\$1.1M	\$1.11M
Prior Year	\$797K	\$795K	\$829K	\$948K	\$975K	\$950K	\$875K	\$845K	\$799K	\$799K	\$797K	\$720K	\$740K
Percent Change from Prior Year	-7%	0%	-4%	-13%	-15%	-14%	-3%	3%	12%	5%	28%	53%	50%

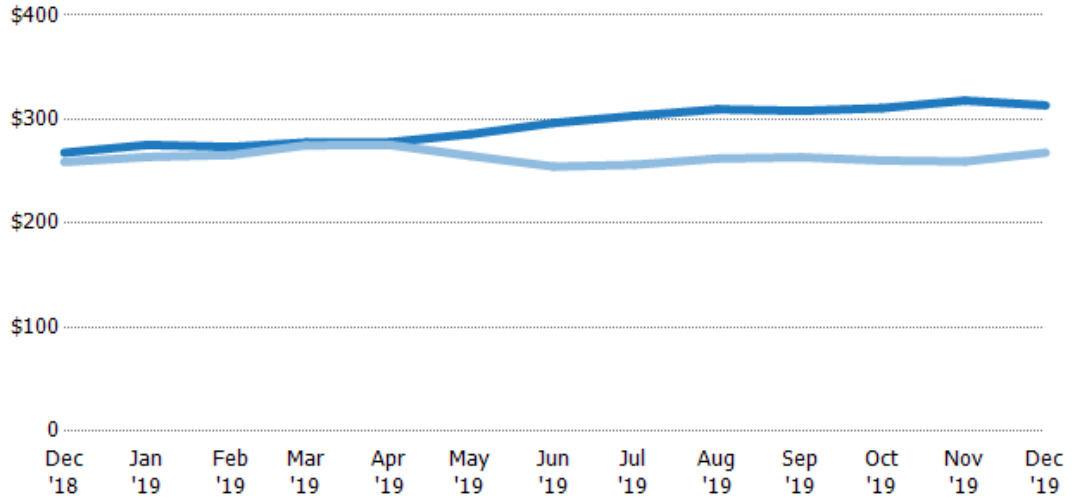
Average Listing Price per Sq Ft

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

Filters Used

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

Month/ Year	Price/sq ft	% Chg.
Dec '19	\$313	17%
Dec '18	\$268	3.5%
Dec '17	\$259	-5%



Current Year	\$268	\$275	\$273	\$278	\$278	\$286	\$296	\$303	\$310	\$308	\$311	\$318	\$313
Prior Year	\$259	\$264	\$266	\$275	\$275	\$265	\$255	\$256	\$262	\$263	\$260	\$259	\$268
Percent Change from Prior Year	3%	4%	3%	1%	1%	8%	16%	18%	18%	17%	19%	23%	17%

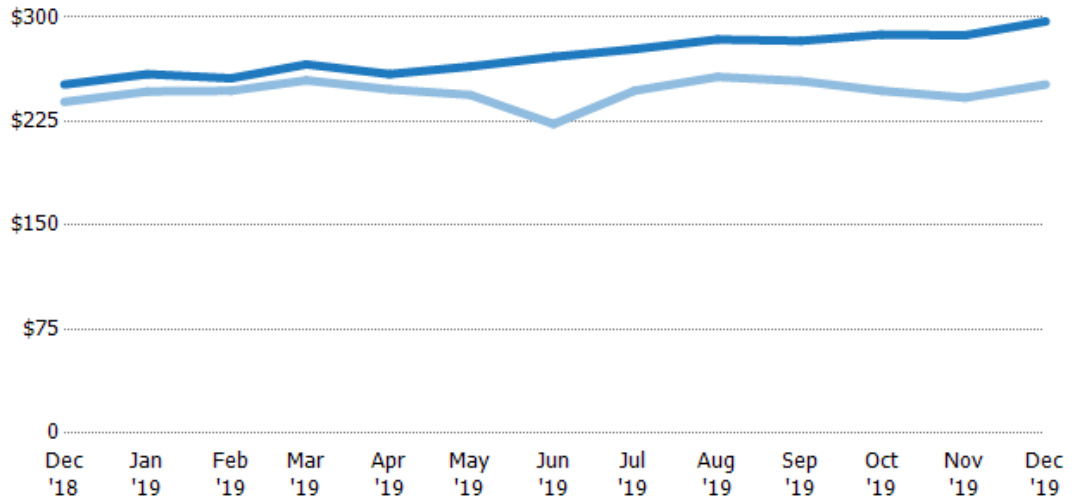
Median Listing Price per Sq Ft

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

Filters Used

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

Month/ Year	Price/sq ft	% Chg.
Dec '19	\$297	18.1%
Dec '18	\$252	5.2%
Dec '17	\$239	-5%



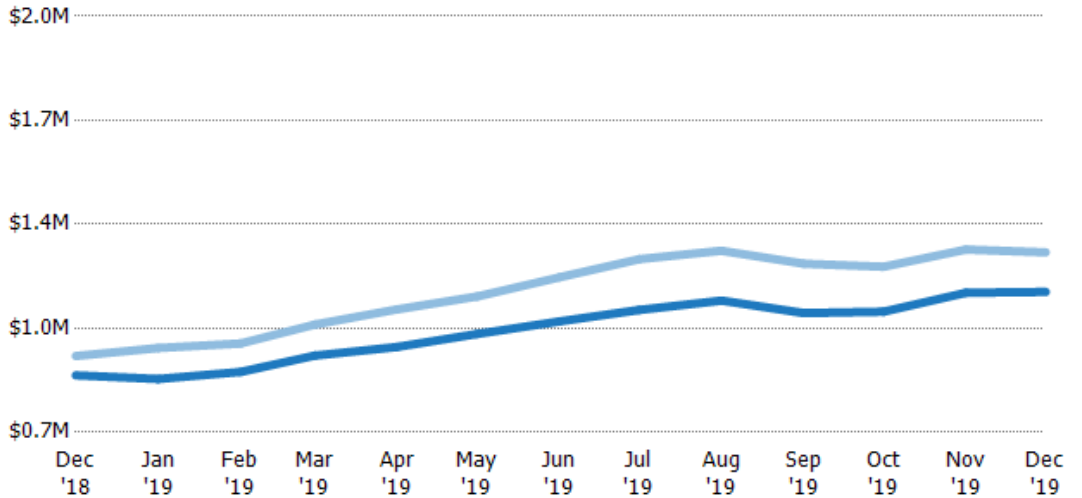
Current Year	\$252	\$259	\$256	\$266	\$259	\$265	\$272	\$277	\$284	\$283	\$288	\$287	\$297
Prior Year	\$239	\$247	\$247	\$255	\$248	\$244	\$223	\$247	\$257	\$254	\$247	\$242	\$252
Percent Change from Prior Year	5%	5%	4%	5%	4%	8%	22%	12%	11%	11%	16%	19%	18%

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



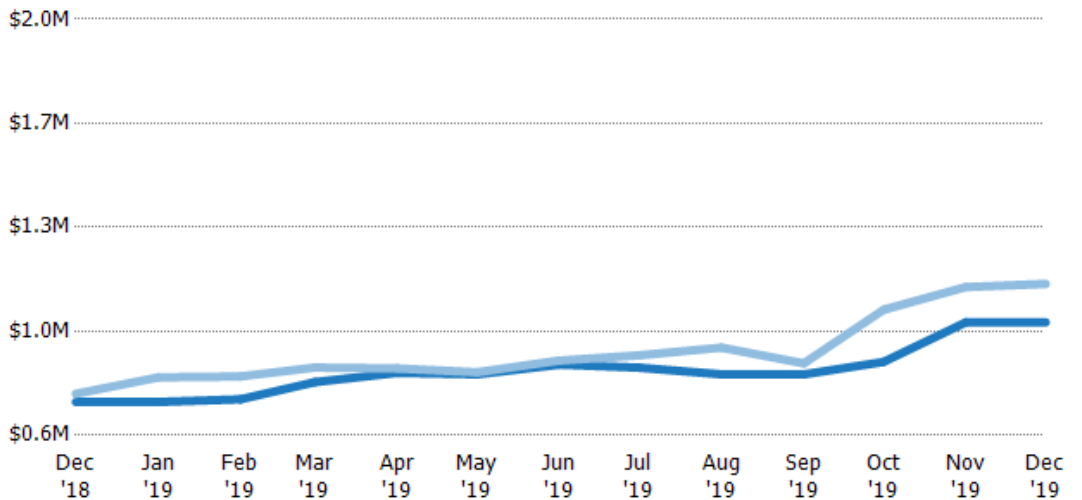
Avg Est Value	\$878K	\$867K	\$889K	\$940K	\$967K	\$1.01M	\$1.05M	\$1.08M	\$1.11M	\$1.07M	\$1.08M	\$1.14M	\$1.14M
Avg Listing Price	\$938K	\$963K	\$978K	\$1.04M	\$1.08M	\$1.12M	\$1.18M	\$1.24M	\$1.27M	\$1.23M	\$1.22M	\$1.27M	\$1.26M
Avg Listing Price as a % of Avg Est Value	107%	111%	110%	110%	112%	112%	113%	115%	114%	114%	113%	112%	111%

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



Median Est Value	\$712K	\$712K	\$721K	\$779K	\$810K	\$805K	\$838K	\$828K	\$805K	\$805K	\$847K	\$980K	\$980K
Median Listing Price	\$740K	\$795K	\$798K	\$828K	\$825K	\$812K	\$851K	\$869K	\$895K	\$842K	\$1.02M	\$1.1M	\$1.11M
Med Listing Price as a % of Med Est Value	104%	112%	111%	106%	102%	101%	102%	105%	111%	105%	121%	112%	113%

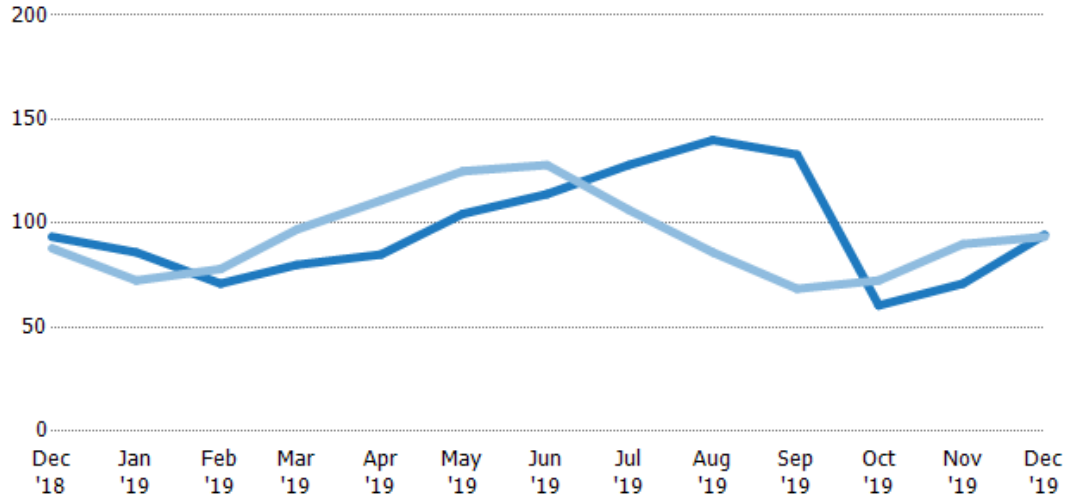
Median Days in RPR

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

Month/ Year	Days	% Chg.
Dec '19	94.5	1.1%
Dec '18	93.5	6.3%
Dec '17	88	13.6%



	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Current Year	93.5	86	71	80	85	105	114	128	140	133	60.5	71	94.5
Prior Year	88	72.5	78	97	111	125	128	107	86	68.5	72.5	90	93.5
Percent Change from Prior Year	6%	19%	-9%	-18%	-23%	-16%	-11%	20%	63%	94%	-17%	-21%	1%

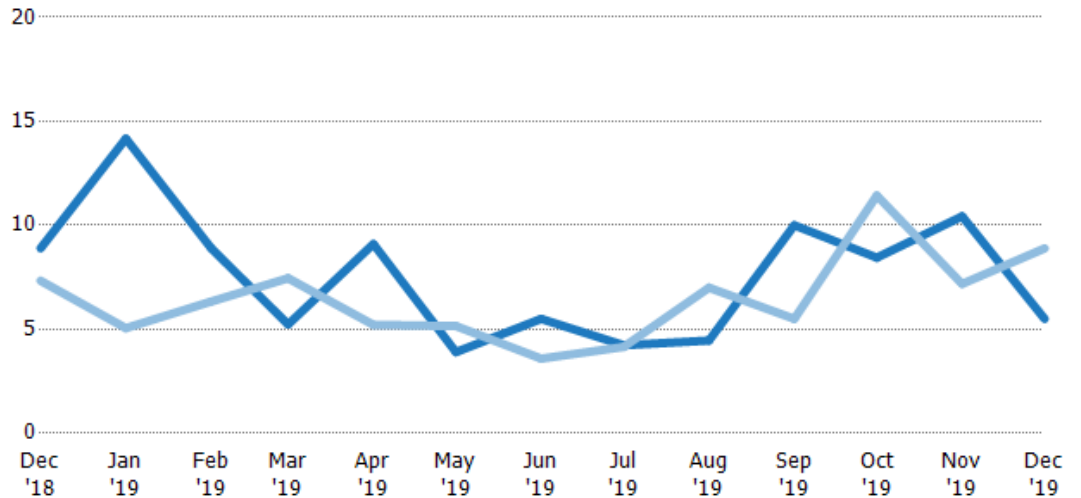
Months of Inventory

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

Filters Used

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

Month/ Year	Months	% Chg.
Dec '19	5.5	-38.1%
Dec '18	8.89	21.2%
Dec '17	7.33	14.8%



	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Current Year	8.89	14.2	8.9	5.24	9.1	3.9	5.5	4.23	4.46	10	8.44	10.4	5.5
Prior Year	7.33	5.05	6.33	7.45	5.21	5.15	3.59	4.15	7	5.5	11.4	7.18	8.89
Percent Change from Prior Year	21%	180%	41%	-30%	75%	-24%	53%	2%	-36%	82%	-26%	45%	-38%

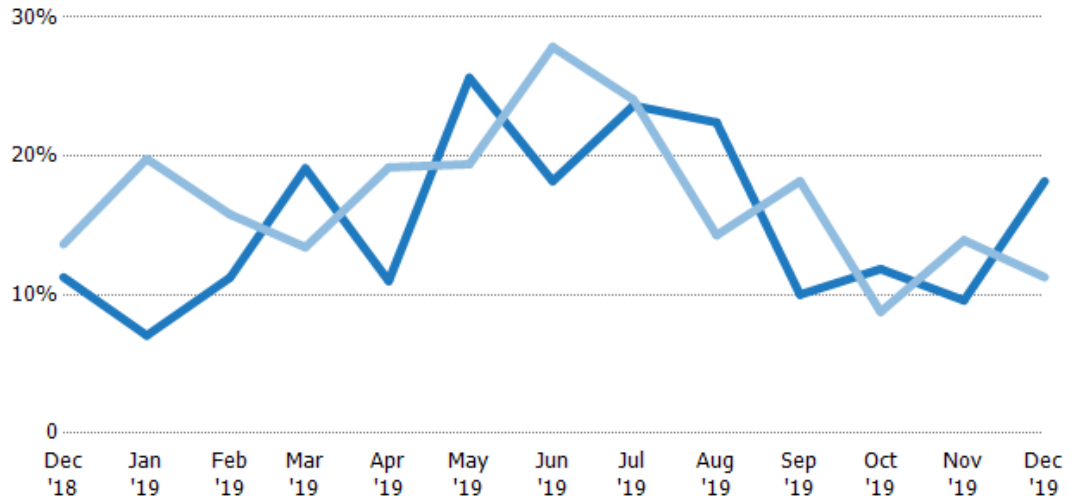
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Dec '19	18%	-6.9%
Dec '18	11%	2.4%
Dec '17	14%	-12.8%



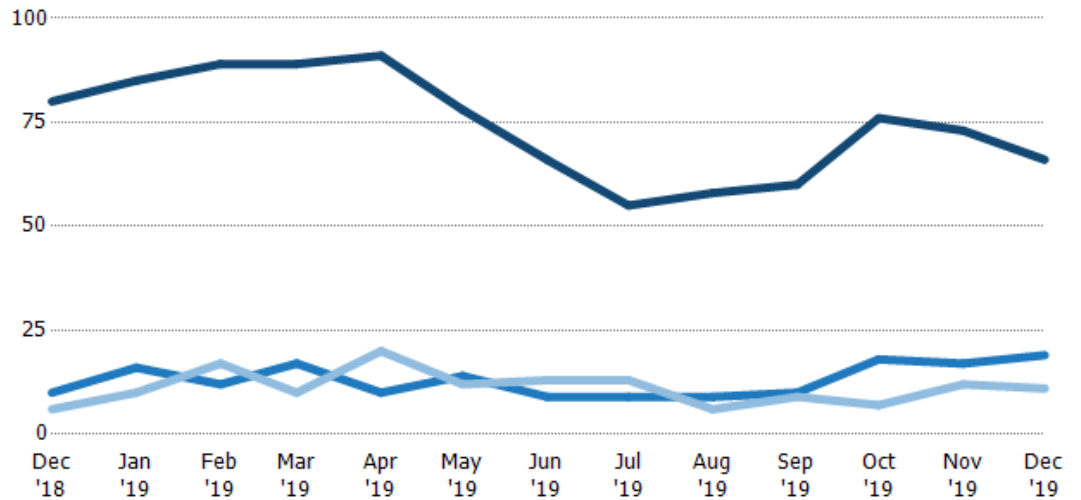
	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Current Year	11%	7%	11%	19%	11%	26%	18%	24%	22%	10%	12%	10%	18%
Prior Year	14%	20%	16%	13%	19%	19%	28%	24%	14%	18%	9%	14%	11%
Change from Prior Year	2%	13%	5%	-6%	8%	-6%	10%	0%	-8%	8%	-3%	4%	-7%

Active/Pending/Sold Units

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

Filters Used

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



	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Active	80	85	89	89	91	78	66	55	58	60	76	73	66
Pending	10	16	12	17	10	14	9	9	9	10	18	17	19
Sold	6	10	17	10	20	12	13	13	6	9	7	12	11

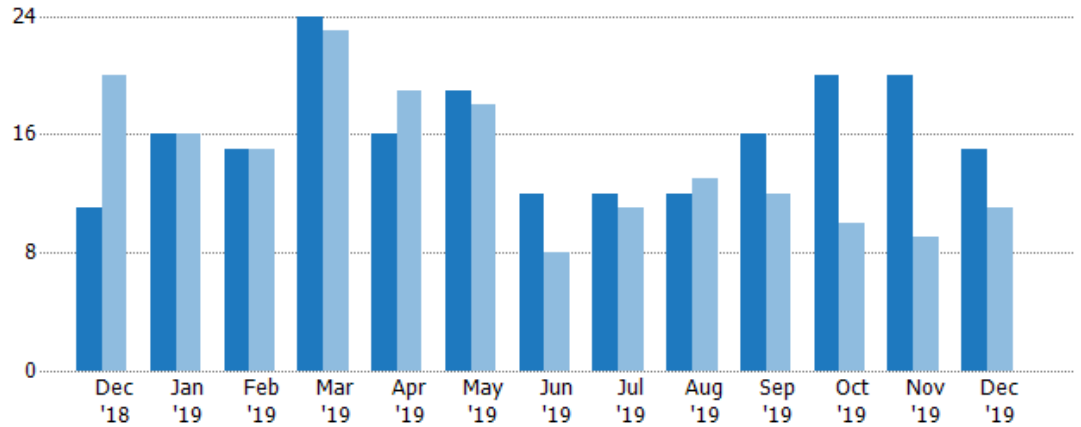
New Pending Sales

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

Filters Used

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

Month/ Year	Count	% Chg.
Dec '19	15	36.4%
Dec '18	11	-45%
Dec '17	20	-50%



Current Year	11	16	15	24	16	19	12	12	12	16	20	20	15
Prior Year	20	16	15	23	19	18	8	11	13	12	10	9	11
Percent Change from Prior Year	-45%	0%	0%	4%	-16%	6%	50%	9%	-8%	33%	100%	122%	36%

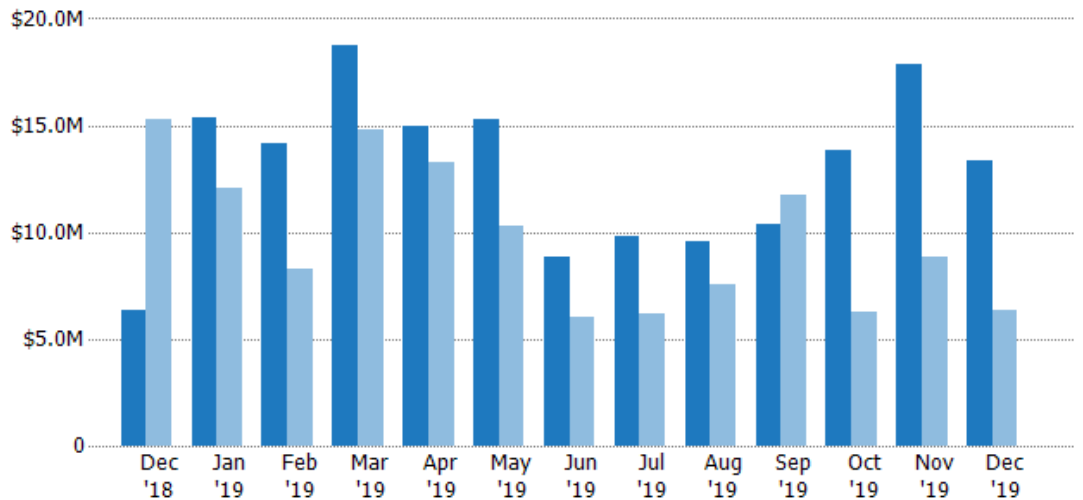
New Pending Sales Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Dec '19	\$13.4M	109.6%
Dec '18	\$6.37M	-58.2%
Dec '17	\$15.2M	-68.8%



Current Year	\$6.37M	\$15.4M	\$14.1M	\$18.8M	\$15M	\$15.3M	\$8.84M	\$9.79M	\$9.53M	\$10.4M	\$13.8M	\$17.9M	\$13.4M
Prior Year	\$15.2M	\$12.1M	\$8.29M	\$14.8M	\$13.3M	\$10.3M	\$6.05M	\$6.21M	\$7.54M	\$11.7M	\$6.3M	\$8.86M	\$6.37M
Percent Change from Prior Year	-58%	27%	70%	27%	13%	48%	46%	58%	27%	-12%	119%	102%	110%

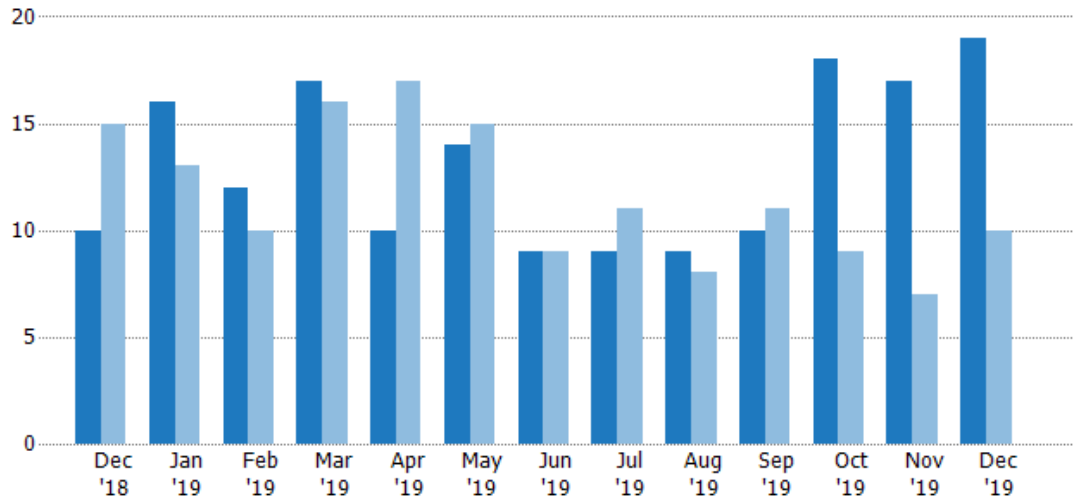
Pending Sales

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

Filters Used

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

Month/ Year	Count	% Chg.
Dec '19	19	90%
Dec '18	10	-33.3%
Dec '17	15	-53.3%



Current Year	10	16	12	17	10	14	9	9	9	10	18	17	19
Prior Year	15	13	10	16	17	15	9	11	8	11	9	7	10
Percent Change from Prior Year	-33%	23%	20%	6%	-41%	-7%	0%	-18%	13%	-9%	100%	143%	90%

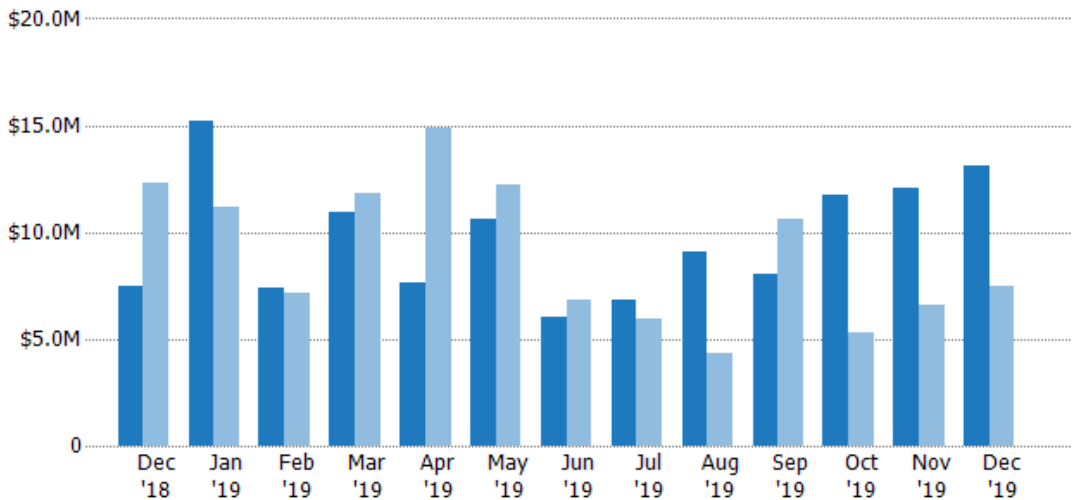
Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Dec '19	\$13.1M	74.3%
Dec '18	\$7.51M	-39%
Dec '17	\$12.3M	-56.7%



Current Year	\$7.51M	\$15.2M	\$7.38M	\$10.9M	\$7.67M	\$10.6M	\$6.05M	\$6.86M	\$9.11M	\$8.06M	\$11.7M	\$12.1M	\$13.1M
Prior Year	\$12.3M	\$11.2M	\$7.12M	\$11.8M	\$14.9M	\$12.2M	\$6.84M	\$5.98M	\$4.3M	\$10.6M	\$5.27M	\$6.55M	\$7.51M
Percent Change from Prior Year	-39%	36%	4%	-8%	-48%	-13%	-12%	15%	112%	-24%	122%	84%	74%

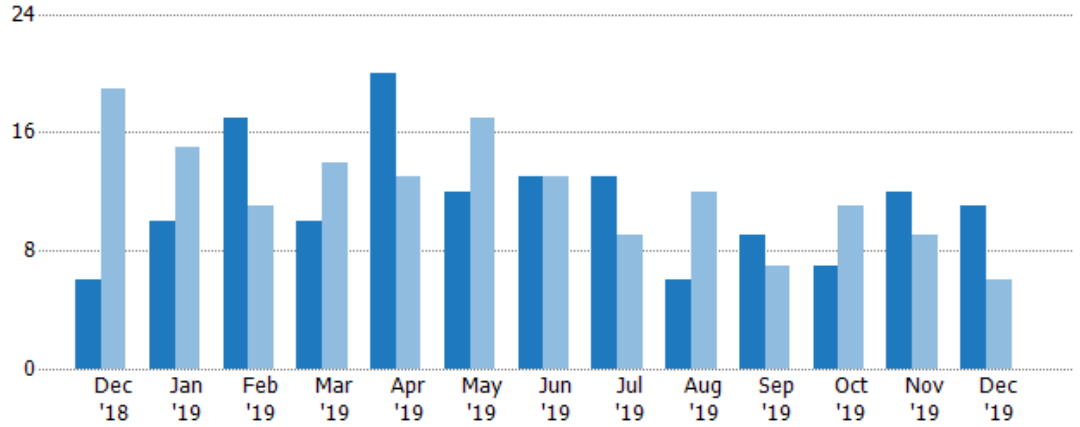
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/ Year	Count	% Chg.
Dec '19	11	83.3%
Dec '18	6	-68.4%
Dec '17	19	-42.1%



Current Year	6	10	17	10	20	12	13	13	6	9	7	12	11
Prior Year	19	15	11	14	13	17	13	9	12	7	11	9	6
Percent Change from Prior Year	-68%	-33%	55%	-29%	54%	-29%	0%	44%	-50%	29%	-36%	33%	83%

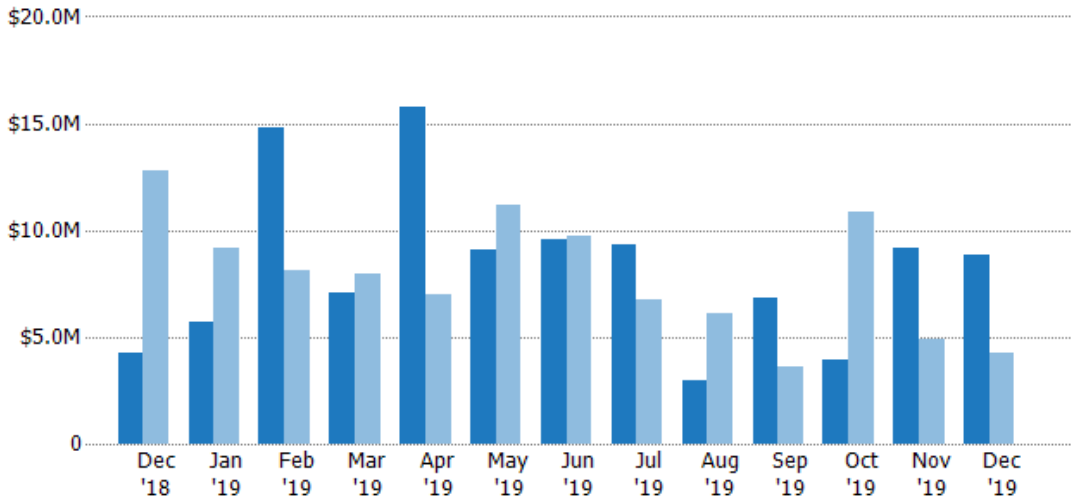
Closed Sales Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Dec '19	\$8.86M	106.5%
Dec '18	\$4.29M	-66.4%
Dec '17	\$12.8M	-54.5%



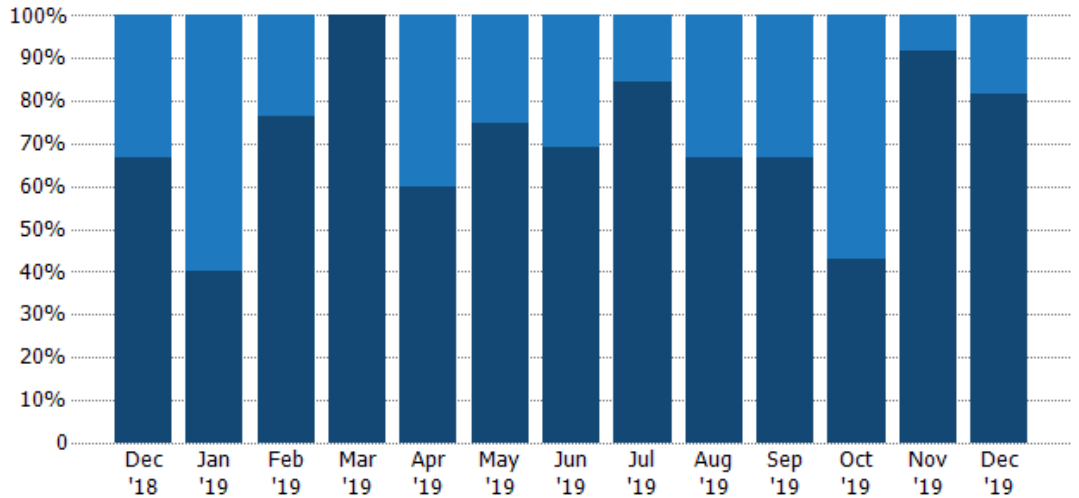
Current Year	\$4.29M	\$5.74M	\$14.8M	\$7.03M	\$15.8M	\$9.09M	\$9.56M	\$9.32M	\$2.93M	\$6.85M	\$3.95M	\$9.2M	\$8.86M
Prior Year	\$12.8M	\$9.18M	\$8.08M	\$7.93M	\$6.96M	\$11.2M	\$9.71M	\$6.74M	\$6.14M	\$3.61M	\$10.9M	\$4.88M	\$4.29M
Percent Change from Prior Year	-66%	-37%	83%	-11%	127%	-19%	-2%	38%	-52%	90%	-64%	89%	106%

Closed Sales by Property Type

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

Filters Used

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



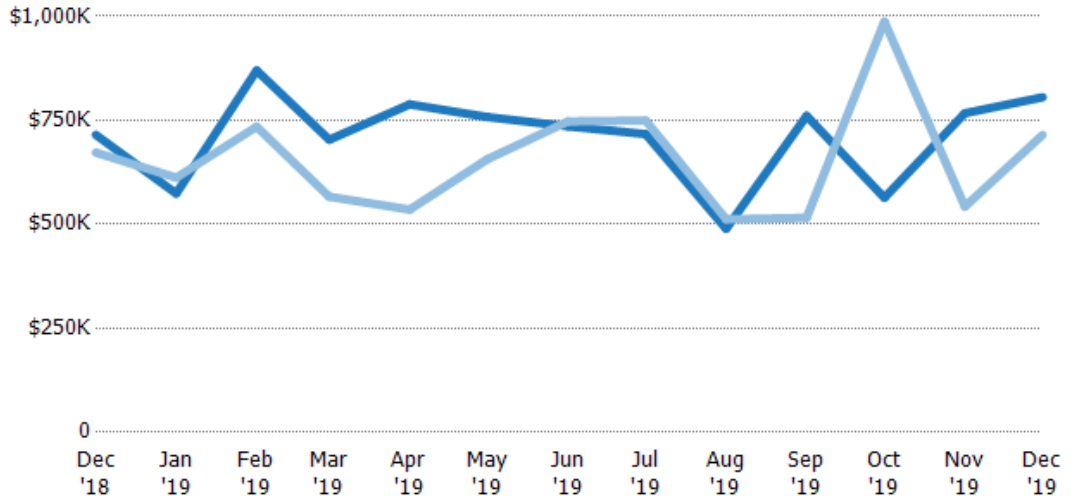
Property Type	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Condo/Townhouse	33%	60%	24%	-	40%	25%	31%	15%	33%	33%	57%	8%	18%
Single Family Residence	67%	40%	76%	100%	60%	75%	69%	85%	67%	67%	43%	92%	82%

Average Sales Price

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

Filters Used

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



Month/Year	Price	% Chg.
Dec '19	\$805K	12.6%
Dec '18	\$715K	6.3%
Dec '17	\$672K	-21.4%

Property Type	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Current Year	\$715K	\$574K	\$870K	\$703K	\$788K	\$758K	\$736K	\$717K	\$489K	\$761K	\$564K	\$767K	\$805K
Prior Year	\$672K	\$612K	\$735K	\$566K	\$535K	\$657K	\$747K	\$749K	\$512K	\$516K	\$987K	\$542K	\$715K
Percent Change from Prior Year	6%	-6%	18%	24%	47%	15%	-2%	-4%	-4%	48%	-43%	41%	13%

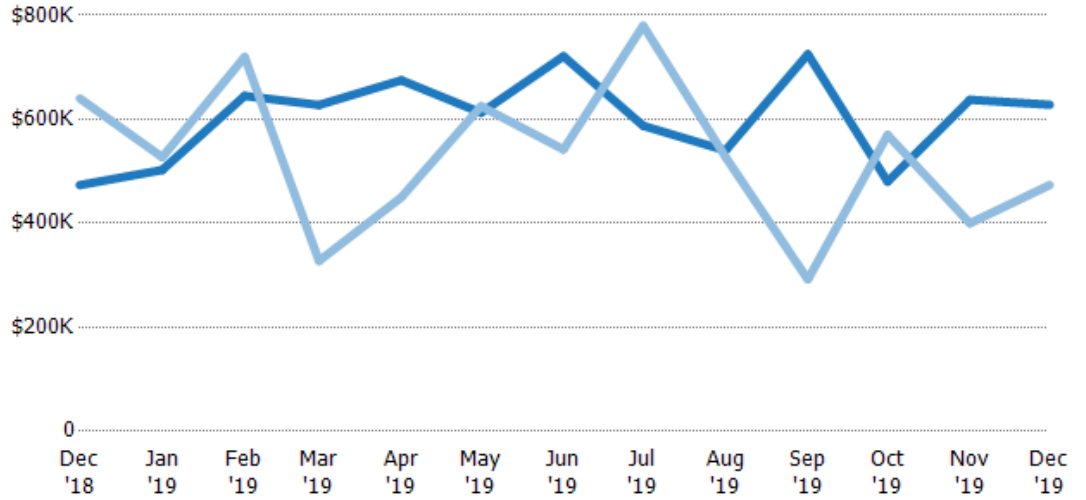
Median Sales Price

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

Filters Used

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

Month/ Year	Price	% Chg.
Dec '19	\$628K	32.6%
Dec '18	\$474K	-26%
Dec '17	\$640K	-18.6%



Current Year	\$474K	\$503K	\$645K	\$628K	\$675K	\$613K	\$721K	\$588K	\$540K	\$725K	\$480K	\$638K	\$628K
Prior Year	\$640K	\$527K	\$720K	\$328K	\$450K	\$625K	\$542K	\$780K	\$528K	\$292K	\$570K	\$400K	\$474K
Percent Change from Prior Year	-26%	-5%	-10%	92%	50%	-2%	33%	-25%	2%	148%	-16%	59%	33%

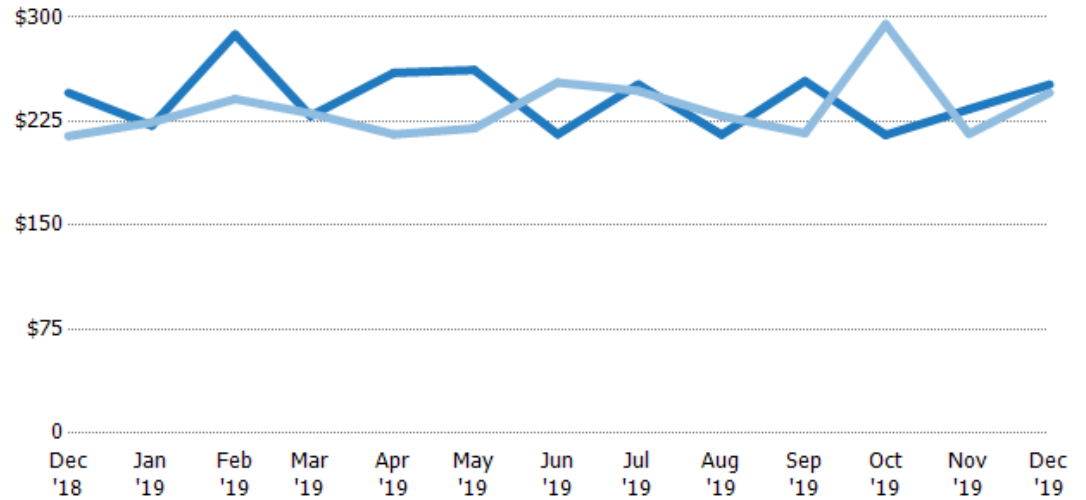
Average Sales Price per Sq Ft

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

Filters Used

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

Month/ Year	Price/sq ft	% Chg.
Dec '19	\$251	2.4%
Dec '18	\$246	14.6%
Dec '17	\$214	-6.3%



Current Year	\$246	\$222	\$288	\$229	\$260	\$262	\$216	\$252	\$215	\$254	\$215	\$234	\$251
Prior Year	\$214	\$224	\$241	\$231	\$216	\$220	\$253	\$247	\$229	\$216	\$295	\$216	\$246
Percent Change from Prior Year	15%	-1%	19%	-1%	21%	19%	-15%	2%	-6%	17%	-27%	8%	2%

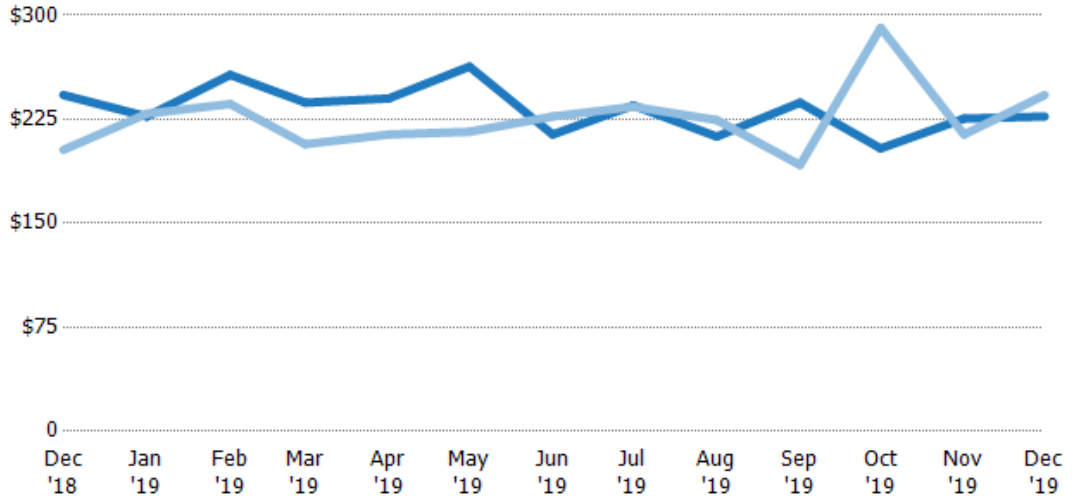
Median Sales Price per Sq Ft

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

Filters Used

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

Month/ Year	Price/sq ft	% Chg.
Dec '19	\$227	-6.4%
Dec '18	\$243	19.5%
Dec '17	\$203	1.5%



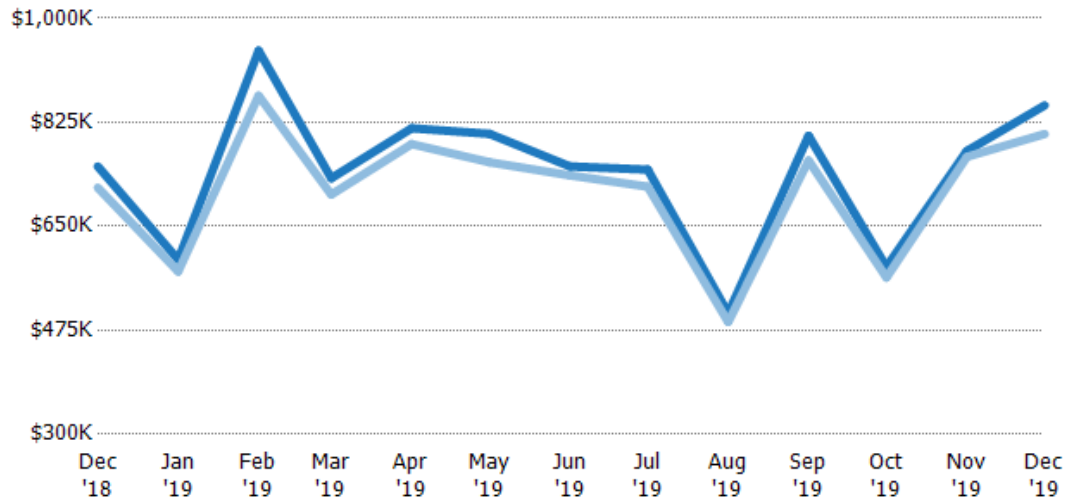
	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Current Year	\$243	\$227	\$257	\$237	\$240	\$263	\$214	\$235	\$213	\$237	\$204	\$226	\$227
Prior Year	\$203	\$229	\$236	\$207	\$214	\$216	\$227	\$234	\$225	\$192	\$291	\$214	\$243
Percent Change from Prior Year	19%	-1%	9%	14%	12%	22%	-6%	0%	-5%	23%	-30%	5%	-6%

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



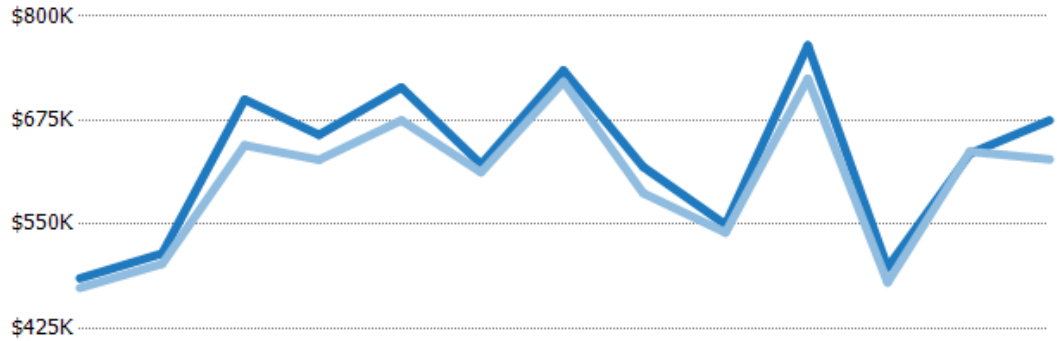
	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Avg List Price	\$751K	\$594K	\$945K	\$731K	\$815K	\$806K	\$751K	\$745K	\$503K	\$802K	\$582K	\$777K	\$853K
Avg Sales Price	\$715K	\$574K	\$870K	\$703K	\$788K	\$758K	\$736K	\$717K	\$489K	\$761K	\$564K	\$767K	\$805K
Avg Sales Price as a % of Avg List Price	95%	97%	92%	96%	97%	94%	98%	96%	97%	95%	97%	99%	94%

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



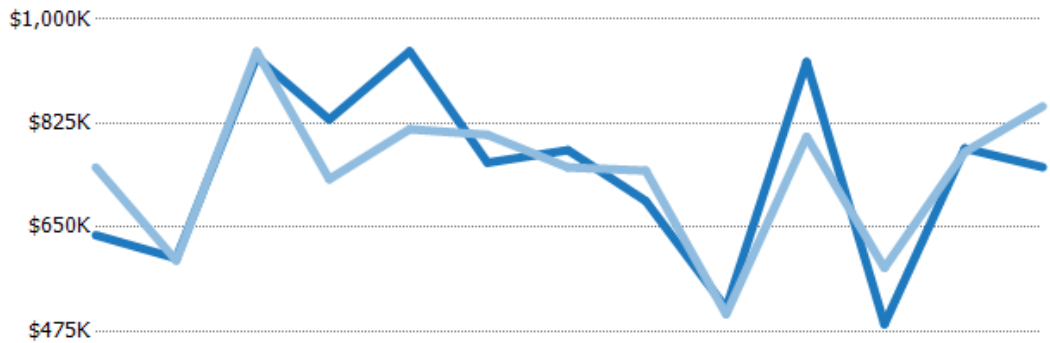
	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Median List Price	\$485K	\$515K	\$700K	\$658K	\$715K	\$622K	\$735K	\$619K	\$550K	\$765K	\$498K	\$635K	\$675K
Median Sales Price	\$474K	\$503K	\$645K	\$628K	\$675K	\$613K	\$721K	\$588K	\$540K	\$725K	\$480K	\$638K	\$628K
Med Sales Price as a % of Med List Price	98%	98%	92%	95%	94%	98%	98%	95%	98%	95%	96%	100%	93%

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



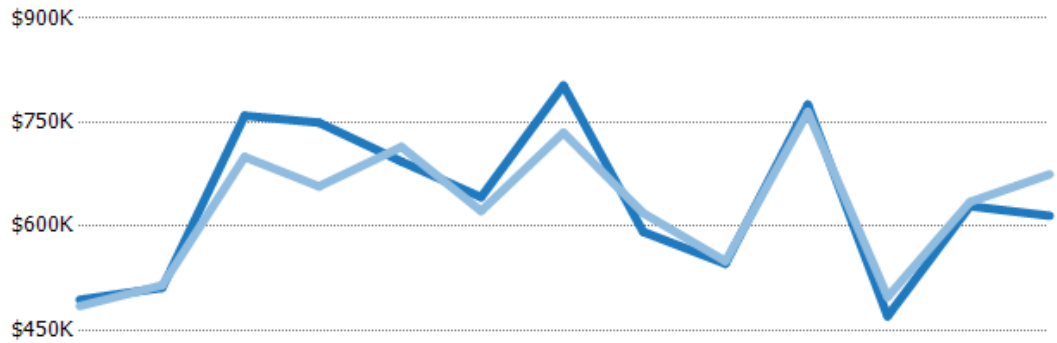
	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Avg Est Value	\$637K	\$598K	\$936K	\$831K	\$946K	\$759K	\$780K	\$694K	\$514K	\$928K	\$487K	\$783K	\$751K
Avg Sales Price	\$751K	\$594K	\$945K	\$731K	\$815K	\$806K	\$751K	\$745K	\$503K	\$802K	\$582K	\$777K	\$853K
Avg Sales Price as a % of Avg Est Value	118%	99%	101%	88%	86%	106%	96%	107%	98%	86%	119%	99%	114%

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



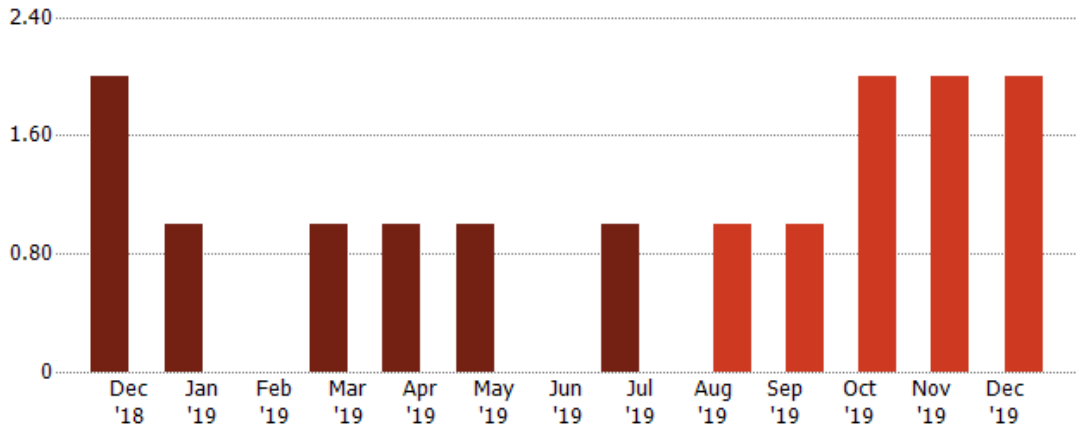
	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Median Est Value	\$494K	\$511K	\$759K	\$750K	\$693K	\$642K	\$803K	\$592K	\$546K	\$775K	\$470K	\$629K	\$615K
Median Sales Price	\$485K	\$515K	\$700K	\$658K	\$715K	\$622K	\$735K	\$619K	\$550K	\$765K	\$498K	\$635K	\$675K
Med Sales Price as a % of Med Est Value	98%	101%	92%	88%	103%	97%	92%	105%	101%	99%	106%	101%	110%

Distressed Listings

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

Filters Used

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



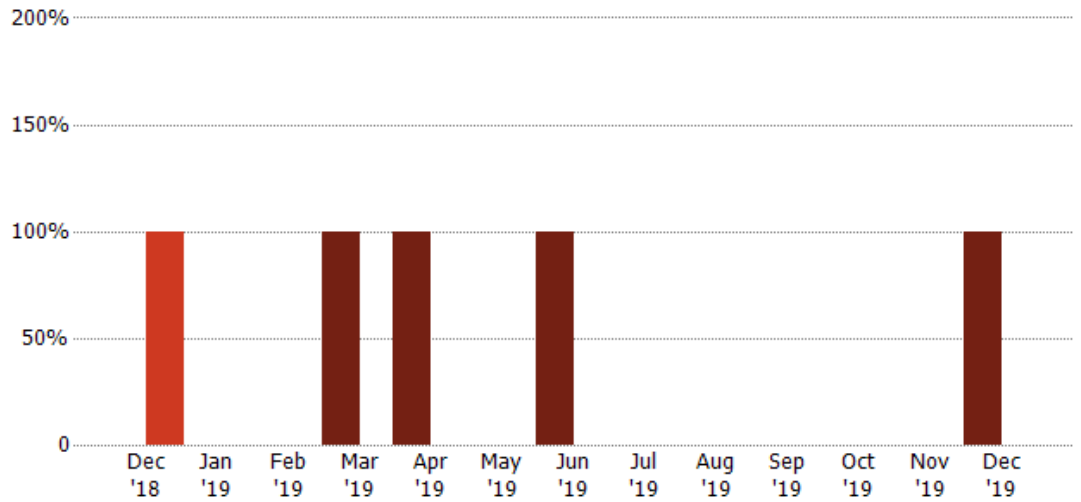
	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Current Year	2	1	-	1	1	1	-	1	-	-	-	-	-
Prior Year	-	-	-	-	-	-	-	-	1	1	2	2	2
Percent Change from Prior Year	100%	100%	-	100%	100%	100%	-	100%	-100%	-100%	-100%	-100%	-100%

Distressed Sales

The count of distressed residential properties sold each month.

Filters Used

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



	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Current Year	-	-	-	1	1	-	1	-	-	-	-	-	1
Prior Year	1	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-	-	100%	100%	-	100%	-	-	-	-	-	100%



Sales Activity by ZIP

Dec 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
85377	19	\$13,088,900	11	\$8,858,500	\$805,318	\$628,000	\$237	\$196	48