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Summary of Key Listing and Sales Metrics

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

+ / -	YTD 2019	YTD 2020	+ / -	May 2019	May 2020	Key Metrics
						Listing Activity Charts Metrics
-21.9%	540	422	-35.6%	104	67	New Listing Count
-15.2%	\$316,255,351	\$268,043,293	-19.9%	\$55,758,714	\$44,660,488	New Listing Volume
	N/A	N/A	-	254	_	Active Listing Count
	N/A	N/A	-	\$197,693,474	_	Active Listing Volume
+11.9%	\$765,908	\$856,928	-	\$778,321	_	Average Listing Price
+14.1%	\$598,907	\$683,497	-	\$619,950	_	Median Listing Price
+12%	\$247	\$276	-	\$248	_	Average Listing Price per Sq Ft
+12.8%	\$215	\$242	-	\$214	_	Median Listing Price per Sq Ft
-17.8%	62.45	51.34	-	64	_	Median Daysin RPR
-42%	4	2.3	-100%	2.7		Months of Inventory
+18.3%	25.21%	43.47%	-	37.55%	_	Absorption Rate
						Sales Activity Charts Metrics
-7.4%	525	486	-13%	123	107	New Pending Sales Count
+13.2%	\$277,428,310	\$314,005,918	+10.9%	\$61,377,545	\$68,093,579	New Pending Sales Volume
	N/A	N/A	-	88		Pending Sales Count
	N/A	N/A	-	\$50,771,507		Pending Sales Volume
-9.6%	363	328	-56.8%	111	48	Closed Sales Count
+5.5%	\$186,067,713	\$196,341,298	-48.5%	\$58,426,409	\$30,108,930	Closed Sales Volume
+16.8%	\$512,583	\$598,602	+19.2%	\$526,364	\$627,269	Average Sales Price
+14.6%	\$457,482	\$524,457	+18.5%	\$459,000	\$544,000	Median Sales Price
+9.7%	\$211	\$231	+6.7%	\$214	\$229	Average Sales Price per Sq Ft
+10.9%	\$206	\$228	+10.9%	\$206	\$229	Median Sales Price per Sq Ft
						Distressed Charts Metrics
	NA	NA		1	-	Distressed Listing Count



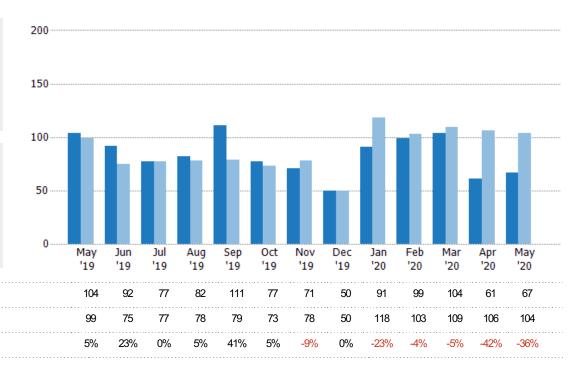


New Listings

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

Filters Used
Custom Area: Cave Creek, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Mobile/Manufactured, Single Family Residence

Month/ Year	Count	% Chg.
May '20	67	-35.6%
May '19	104	5.1%
May '18	99	0%



New Listing Volume

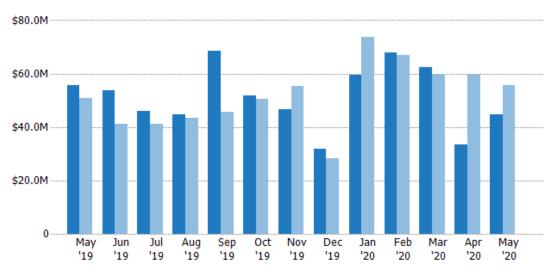
Percent Change from Prior Year

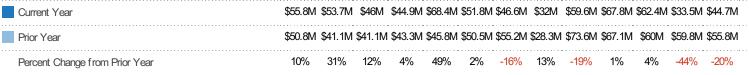
Current Year

Prior Year

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

Month/ Year	Volume	% Chg.
May '20	\$44.7M	-19.9%
May '19	\$55.8M	9.7%
May '18	\$50.8M	2.7%



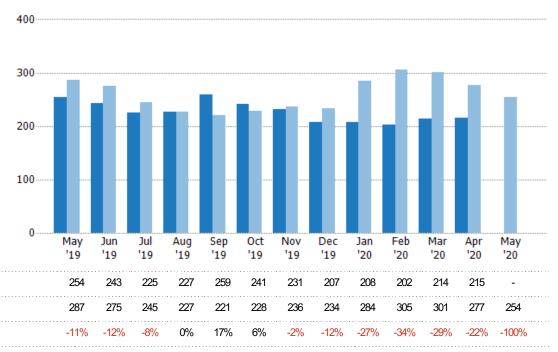




Active Listings

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





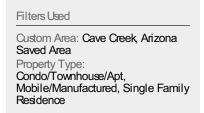
Active Listing Volume

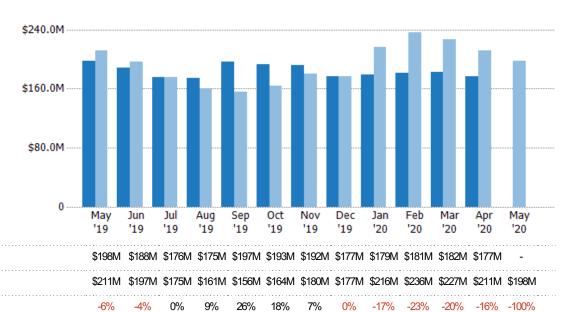
Percent Change from Prior Year

Current Year

Prior Year

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







Current Year

Percent Change from Prior Year

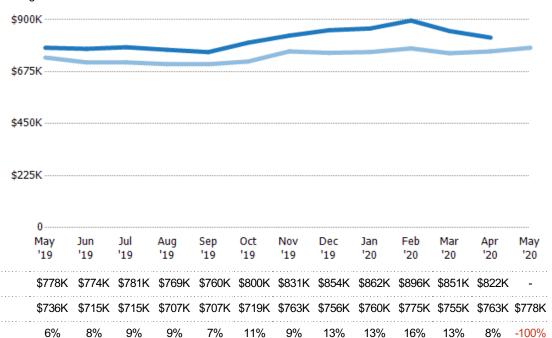




Average Listing Price

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





Median Listing Price

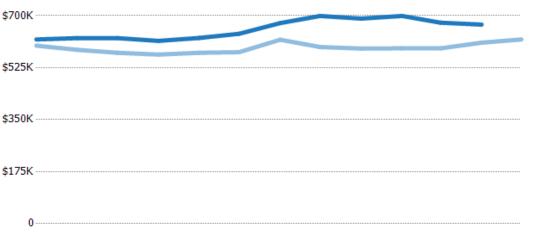
Percent Change from Prior Year

Current Year

Prior Year

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

Filters Used
Custom Area: Cave Creek, Arizona Saved Area
Property Type: Condo/Townhouse/Apt,
Mobile/Manufactured, Single Family Residence



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$620K	\$625K	\$624K	\$615K	\$625K	\$639K	\$675K	\$699K	\$690K	\$699K	\$676K	\$670K	-
Prior Year	\$599K	\$585K	\$575K	\$569K	\$575K	\$577K	\$619K	\$594K	\$589K	\$590K	\$590K	\$609K	\$620K
Percent Change from Prior Year	3%	7%	9%	8%	9%	11%	9%	18%	17%	18%	15%	10%	-100%





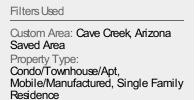
Current Year

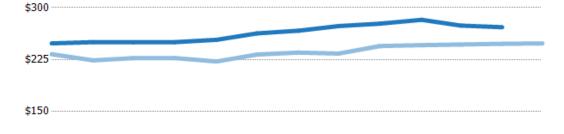
Prior Year

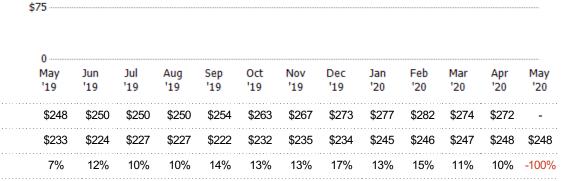
Market Data Report

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.



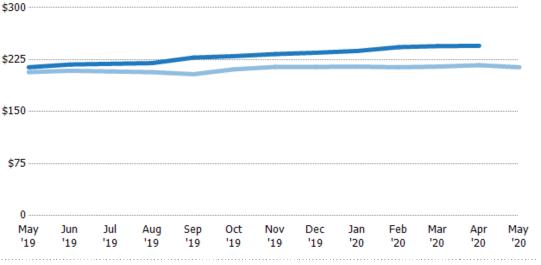




Median Listing Price per Sq Ft

Percent Change from Prior Year

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



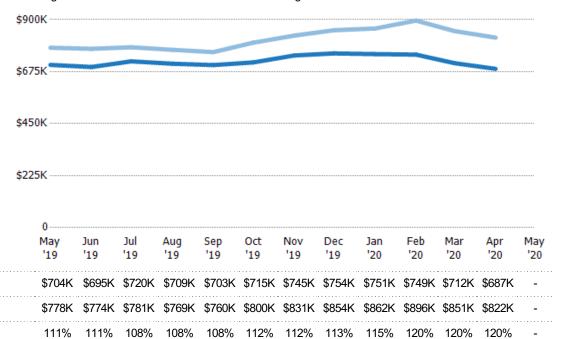
	0 May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$214	\$218	\$219	\$220	\$228	\$230	\$233	\$235	\$238	\$243	\$245	\$245	-
Prior Year	\$207	\$209	\$208	\$207	\$204	\$211	\$215	\$215	\$215	\$214	\$215	\$217	\$214
Percent Change from Prior Year	3%	4%	5%	6%	12%	9%	9%	10%	10%	14%	14%	13%	-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.





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.

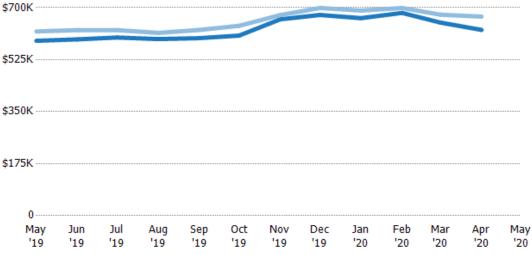
Filters Used

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

Avg Listing Price as a % of Avg Est Value

Avg Est Value

Avg Listing Price

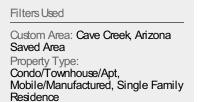


	19	19	19	19	19	19	19	19	20	20	20	20	20
Median Est Value	\$588K	\$593K	\$600K	\$594K	\$597K	\$606K	\$661K	\$675K	\$665K	\$682K	\$650K	\$625K	-
Median Listing Price	\$620K	\$625K	\$624K	\$615K	\$625K	\$639K	\$675K	\$699K	\$690K	\$699K	\$676K	\$670K	-
 Med Listing Price as a % of Med Est Value	105%	105%	104%	104%	105%	105%	102%	103%	104%	102%	104%	107%	-



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





Months of Inventory

Percent Change from Prior Year

Current Year

Prior Year

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

-18%

-9%

-22%

-6%

-11%

-2%

16%

22%

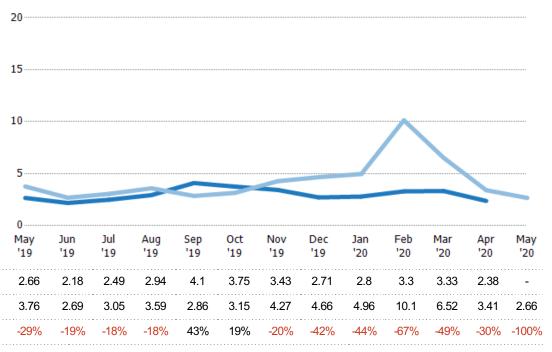
-20%

-14%

-100%

Filters Used

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



Current Year

Percent Change from Prior Year

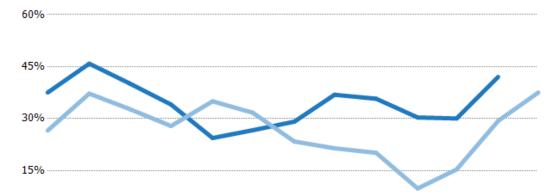
Absorption Rate

The percentage of inventory sold per month.



Residence

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



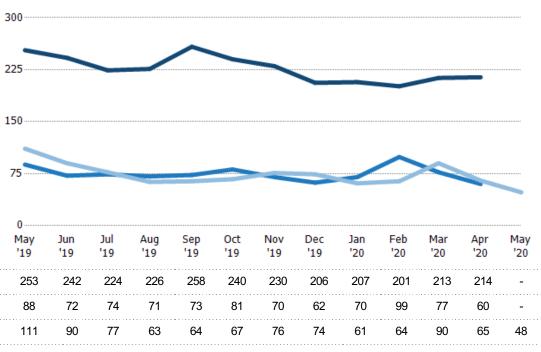
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	
Current Year	38%	46%	40%	34%	24%	27%	29%	37%	36%	30%	30%	42%	-	
Prior Year	27%	37%	33%	28%	35%	32%	23%	21%	20%	10%	15%	29%	38%	
Change from Prior Year	-11%	-9%	-7%	-6%	11%	5%	-6%	-15%	-16%	-20%	-15%	-13%	38%	

Active/Pending/Sold Units

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

Filters Used

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





Active

Sold

Pending



New Pending Sales

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

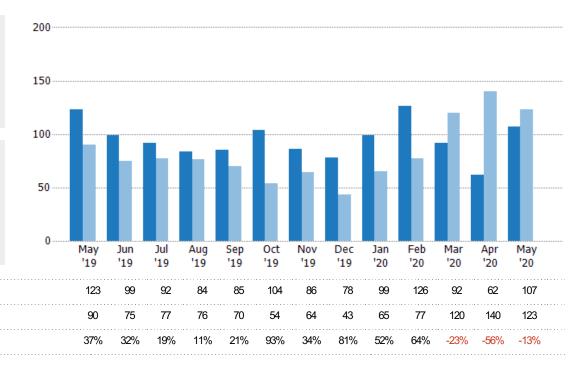
Filters Used

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

Month/ Year	Count	% Chg.
May '20	107	-13%
May '19	123	36.7%
May '18	90	17.8%

Current Year

Prior Year

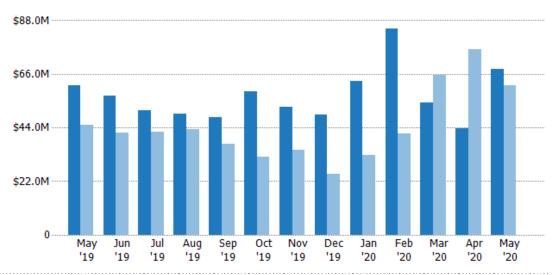


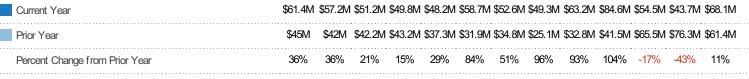
New Pending Sales Volume

Percent Change from Prior Year

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

Month/ Year	Volume	% Chg.
May '20	\$68.1M	10.9%
May '19	\$61.4M	36.3%
May '18	\$45M	17%



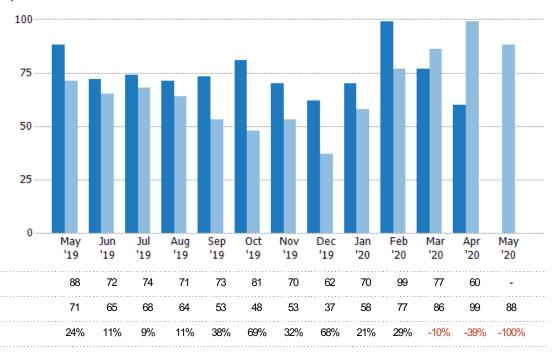




Pending Sales

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





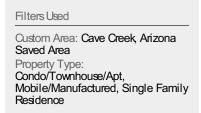
Pending Sales Volume

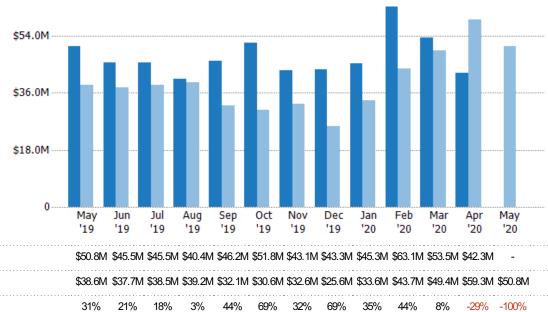
Percent Change from Prior Year

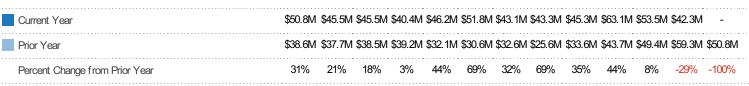
Current Year

Prior Year

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







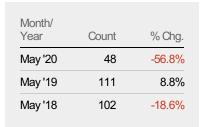


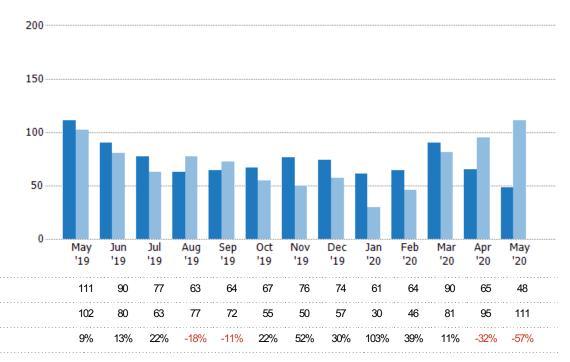


Closed Sales

The total number of residential properties sold each month.

Filters Used
Custom Area: Cave Creek, Arizona Saved Area Property Type: Condo/Townhouse/Apt,
Mobile/Manufactured, Single Family Residence





Closed Sales Volume

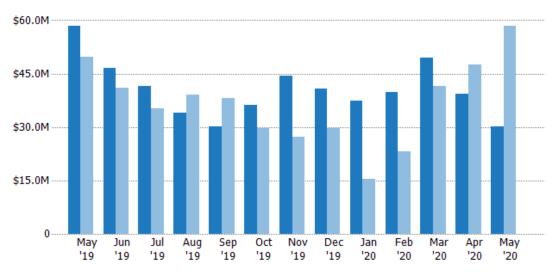
Percent Change from Prior Year

Current Year

Prior Year

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

Month/ Year	Volume	% Chg.
May '20	\$30.1M	-48.5%
May '19	\$58.4M	17.8%
May '18	\$49.6M	-21.9%





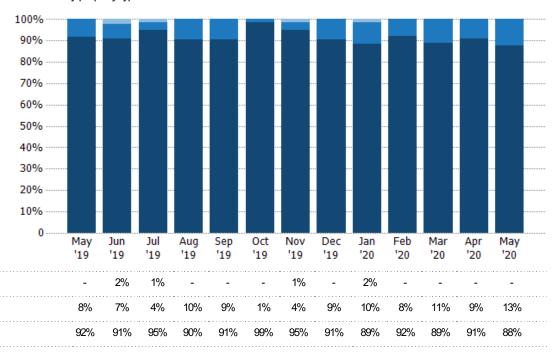


Closed Sales by Property Type

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

Filters Used

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



Average Sales Price

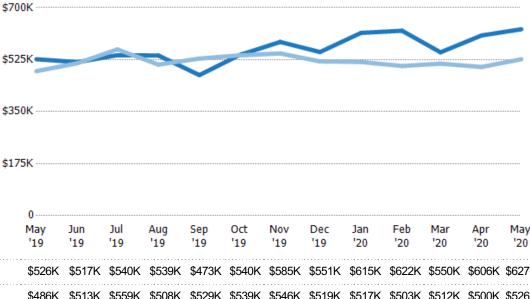
Mobile/Manufactured

Condo/Townhouse

Single Family Residence

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

Month/ Year	Price	% Chg.
May '20	\$627K	19.2%
May '19	\$526K	8.2%
May '18	\$486K	-4%



	'19	'19	'19	'19	'19	'19	'19	'19	'20	'20	'20	'20	'20
Current Year	\$526K	\$517K	\$540K	\$539K	\$473K	\$540K	\$585K	\$551K	\$615K	\$622K	\$550K	\$606K	\$627K
Prior Year	\$486K	\$513K	\$559K	\$508K	\$529K	\$539K	\$546K	\$519K	\$517K	\$503K	\$512K	\$500K	\$526K
Percent Change from Prior Year	8%	1%	-4%	6%	-11%	0%	7%	6%	19%	24%	7%	21%	19%



Median Sales Price

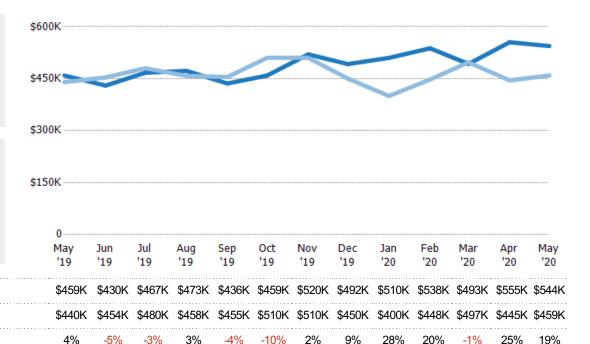
The median sales price of the residential properties sold each month.

Filters Used
Custom Area: Cave Creek, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Mobile/Manufactured, Single Family Residence

Month/ Year	Price	% Chg.
 May '20	\$544K	18.5%
May '19	\$459K	4.3%
May '18	\$440K	0.2%

Current Year

Prior Year



Average Sales Price per Sq Ft

Percent Change from Prior Year

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

Filters Used	
Custom Area: Cave Creek, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Mobile/Manufactured, Single Family Residence	,

Month/ Year	Price/sq ft	% Chg.
May '20	\$229	6.7%
May '19	\$214	4.5%
May '18	\$205	-9%

Percent Change from Prior Year

	0												
\$22	5												
\$15	0												
\$7	5												
	0 May '19	Jun '19	Jul '19		Sep '19	Oct '19		Dec '19	Jan '20	Feb '20	Mar '20		May '20
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20

Current Year

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

Month/ Year	Price/sq ft	% Chg.
May '20	\$229	10.9%
May '19	\$206	2%
May '18	\$202	-7.9%

Percent Change from Prior Year

Current Year

Prior Year

\$300													
\$225											_		
\$150													
\$75													
0 -													
Ma '1	•	Jun '19	Jul '19	Aug '19	Sep '19	'19	'19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
\$2	206	\$204	\$205	\$215	\$206	\$208	\$212	\$208	\$232	\$230	\$222	\$230	\$229

\$202

5%

\$201

\$204

\$206

\$218

12%

Average Sales Price vs Average Listing Price

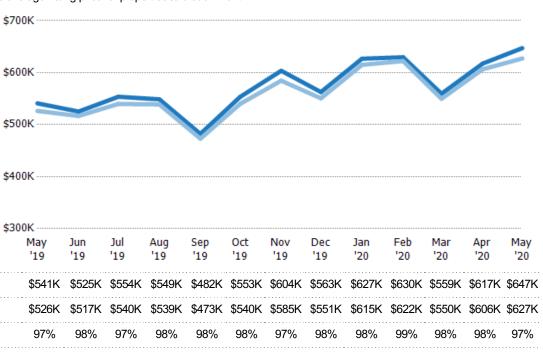
The average sales price as a percentage of the average listing price for properties sold each month.

\$202

Filters Used

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

Avg Sales Price as a % of Avg List Price



Avg List Price

Avg Sales Price

\$206

11%

13%

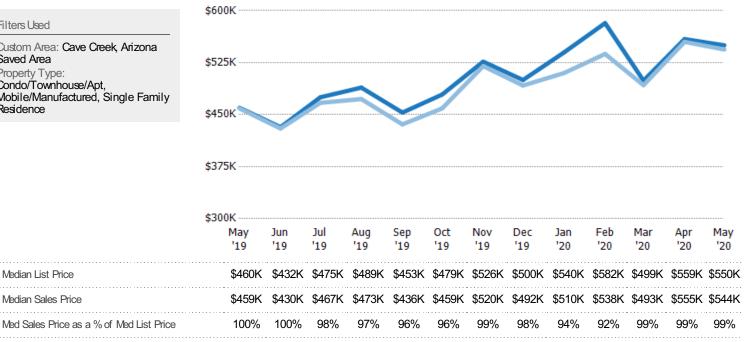
Median Sales Price vs Median Listing Price

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

Filters Used Custom Area: Cave Creek, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Mobile/Manufactured, Single Family Residence

Median List Price

Median Sales Price

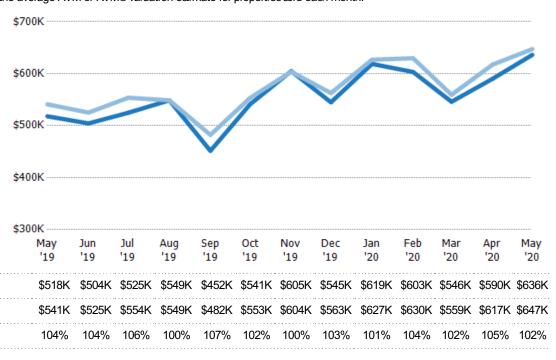


Average Sales Price vs Average Est Value

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

Filters Used Custom Area: Cave Creek, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Mobile/Manufactured, Single Family Residence

Avg Sales Price as a % of Avg Est Value



Avg Est Value

Avg Sales Price

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.



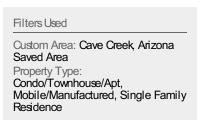


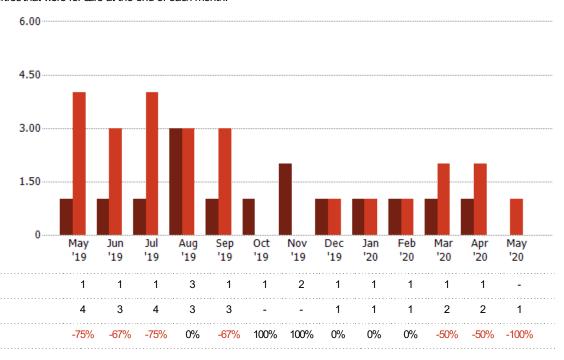
Distressed Listings

Median Est Value

Median Sales Price

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





Current Year

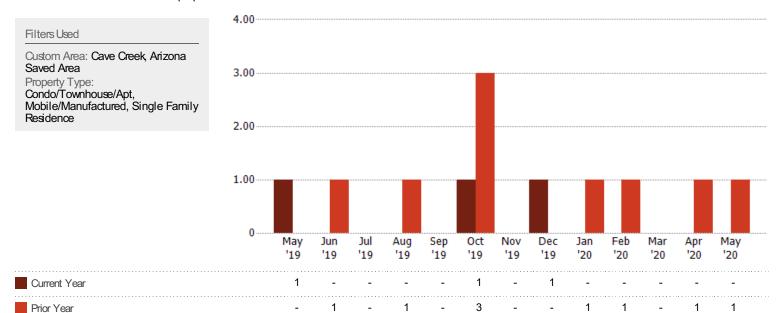
Percent Change from Prior Year



Distressed Sales

Percent Change from Prior Year

The count of distressed residential properties sold each month.



-100%

-67%

100%

-100%





100%

-100% -100%

-100% -100%



Sales Activity by ZIP

May 2020

ZIP	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Av g Sales Price	Median Sales Price	Av g Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
85331			48	\$30,108,930	\$627,269	\$544,000	\$223	\$219	44



