



2017

CAREFREE MARKET REPORT

October 2017



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	Oct 2017	Oct 2016	+ / -	YTD 2017	YTD 2016	+ / -
Listing Activity Charts Metrics						
New Listing Count	31	39	-20.5%	220	240	-8.3%
New Listing Volume	\$26,024,300	\$38,967,900	-33.2%	\$172,278,639	\$185,138,753	-6.9%
Active Listing Count	96	143	-32.9%	1,174	1,436	-18.2%
Active Listing Volume	\$99,771,150	\$120,986,548	-17.5%	\$1,109,673,531	\$1,381,782,571	-19.7%
Average Listing Price	\$1,039,283	\$846,060	+22.8%	\$945,207	\$962,244	-1.8%
Median Listing Price	\$832,000	\$749,900	+10.9%	\$775,573	\$720,529	+7.6%
Average Listing Price per Sq Ft	\$271	\$245	+10.3%	\$258	\$246	+4.9%
Median Listing Price per Sq Ft	\$251	\$224	+12.1%	\$240	\$228	+5%
Median Days in RPR	82.5	110	-25%	119.05	128.56	-7.4%
Months of Inventory	12	35.8	-66.4%	13.2	11.6	+13.9%
Absorption Rate	8.33%	2.8%	+5.5%	7.58%	8.64%	-1.1%
Sales Activity Charts Metrics						
New Pending Sales Count	21	19	+10.5%	144	120	+20%
New Pending Sales Volume	\$14,831,700	\$13,938,645	+6.4%	\$101,931,794	\$77,222,411	+32%
Pending Sales Count	24	15	+60%	152	131	+16%
Pending Sales Volume	\$18,309,414	\$11,717,600	+56.3%	\$111,022,958	\$89,418,000	+24.2%
Closed Sales Count	8	7	+14.3%	117	89	+31.5%
Closed Sales Volume	\$5,076,500	\$5,415,500	-6.3%	\$80,126,067	\$59,209,405	+35.3%
Average Sales Price	\$634,563	\$773,643	-18%	\$684,838	\$665,274	+2.9%
Median Sales Price	\$582,500	\$760,000	-23.4%	\$574,870	\$590,388	-2.6%
Average Sales Price per Sq Ft	\$229	\$238	-3.8%	\$226	\$231	-1.8%
Median Sales Price per Sq Ft	\$216	\$235	-8.1%	\$211	\$218	-3%
Distressed Charts Metrics						
Distressed Listing Count	1	2	-50%	12	23	-47.8%

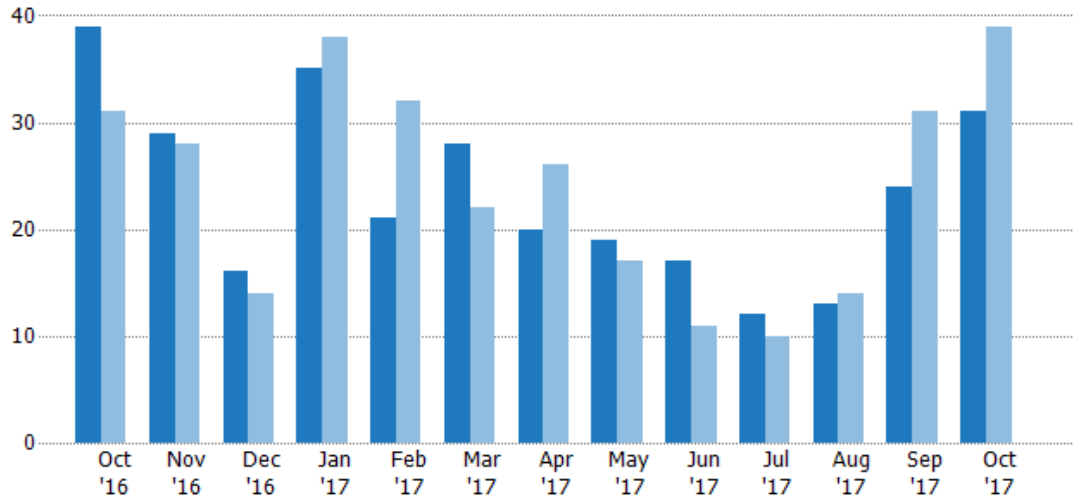
New Listings

The number of new single-family, condominium and townhome listings that were added each month.

Filters Used

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

Month/ Year	Count	% Chg.
Oct '17	31	-20.5%
Oct '16	39	25.8%
Oct '15	31	3.2%



Current Year	39	29	16	35	21	28	20	19	17	12	13	24	31
Prior Year	31	28	14	38	32	22	26	17	11	10	14	31	39
Percent Change from Prior Year	26%	4%	14%	-8%	-34%	27%	-23%	12%	55%	20%	-7%	-23%	-21%

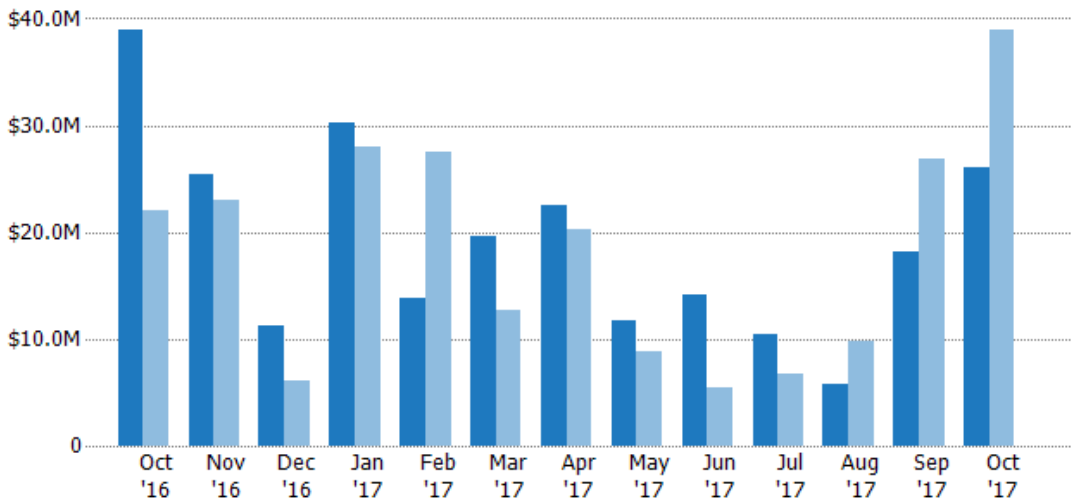
New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

Filters Used

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

Month/ Year	Volume	% Chg.
Oct '17	\$26M	-33.2%
Oct '16	\$39M	77%
Oct '15	\$22M	25.5%



Current Year	\$39M	\$25.4M	\$11.2M	\$30.2M	\$13.8M	\$19.6M	\$22.5M	\$11.7M	\$14.1M	\$10.5M	\$5.78M	\$18.2M	\$26M
Prior Year	\$22M	\$23M	\$6.16M	\$28M	\$27.5M	\$12.7M	\$20.3M	\$8.83M	\$5.45M	\$6.77M	\$9.8M	\$26.8M	\$39M
Percent Change from Prior Year	77%	11%	82%	8%	-50%	53%	11%	32%	159%	55%	-41%	-32%	-33%

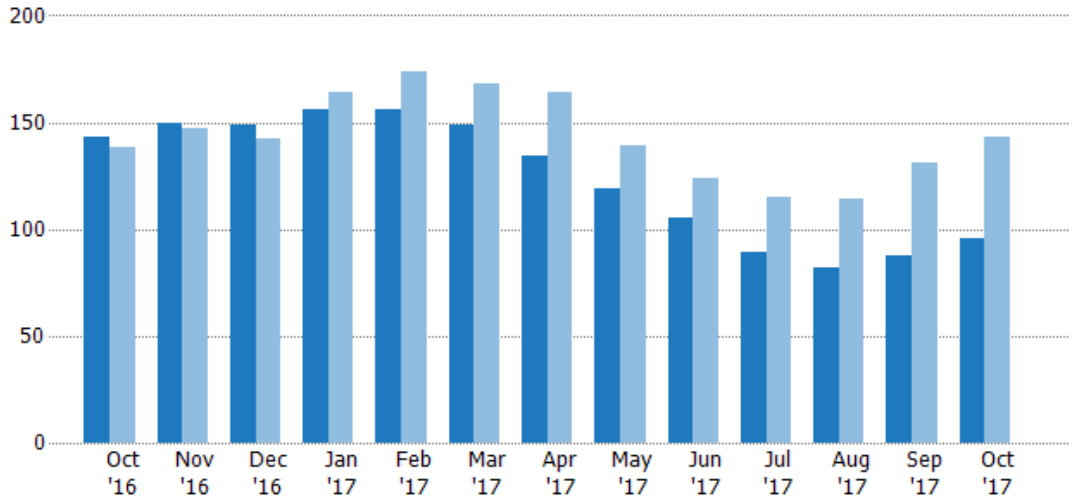
Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

Filters Used

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

Month/Year	Count	% Chg.
Oct '17	96	-32.9%
Oct '16	143	3.6%
Oct '15	138	-9.4%



Current Year	143	150	149	156	156	149	134	119	105	89	82	88	96
Prior Year	138	147	142	164	174	168	164	139	124	115	114	131	143
Percent Change from Prior Year	4%	2%	5%	-5%	-10%	-11%	-18%	-14%	-15%	-23%	-28%	-33%	-33%

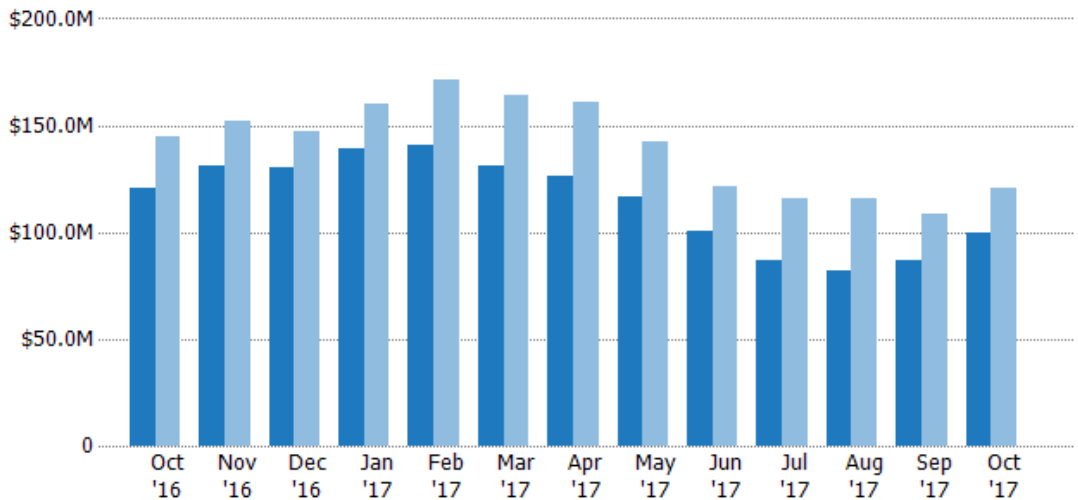
Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

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

Month/Year	Volume	% Chg.
Oct '17	\$100M	-17.5%
Oct '16	\$121M	-16.2%
Oct '15	\$144M	-29%



Current Year	\$121M	\$131M	\$130M	\$139M	\$141M	\$131M	\$126M	\$117M	\$100M	\$86.7M	\$82.1M	\$86.8M	\$100M
Prior Year	\$144M	\$152M	\$148M	\$160M	\$171M	\$164M	\$161M	\$142M	\$121M	\$116M	\$116M	\$108M	\$121M
Percent Change from Prior Year	-16%	-14%	-12%	-13%	-18%	-20%	-22%	-18%	-17%	-25%	-29%	-20%	-18%

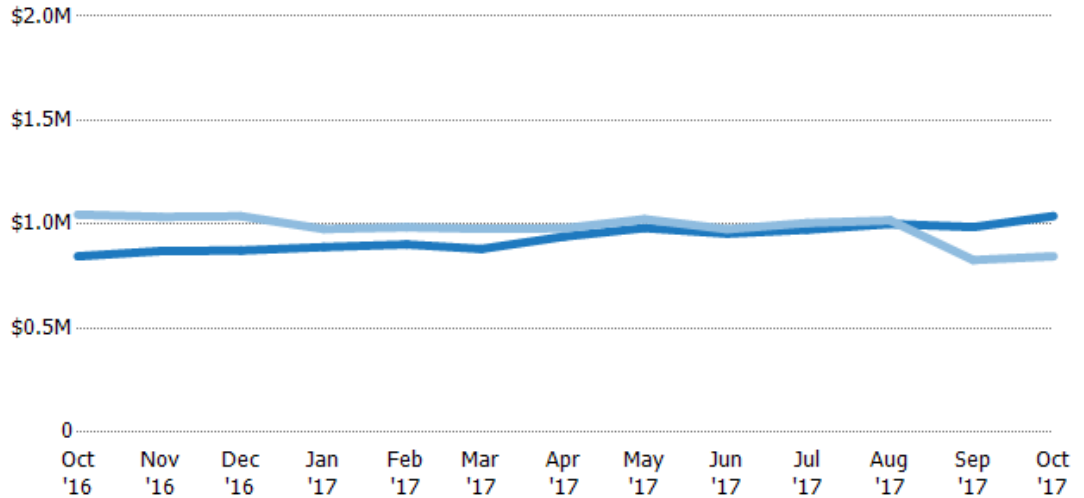
Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

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

Month/ Year	Price	% Chg.
Oct '17	\$1.04M	22.8%
Oct '16	\$846K	-19.1%
Oct '15	\$1.05M	-21.7%



Current Year	\$846K	\$871K	\$874K	\$890K	\$903K	\$881K	\$941K	\$982K	\$955K	\$974K	\$1M	\$986K	\$1.04M
Prior Year	\$1.05M	\$1.04M	\$1.04M	\$977K	\$986K	\$978K	\$981K	\$1.02M	\$976K	\$1.01M	\$1.02M	\$828K	\$846K
Percent Change from Prior Year	-19%	-16%	-16%	-9%	-8%	-10%	-4%	-4%	-2%	-3%	-2%	19%	23%

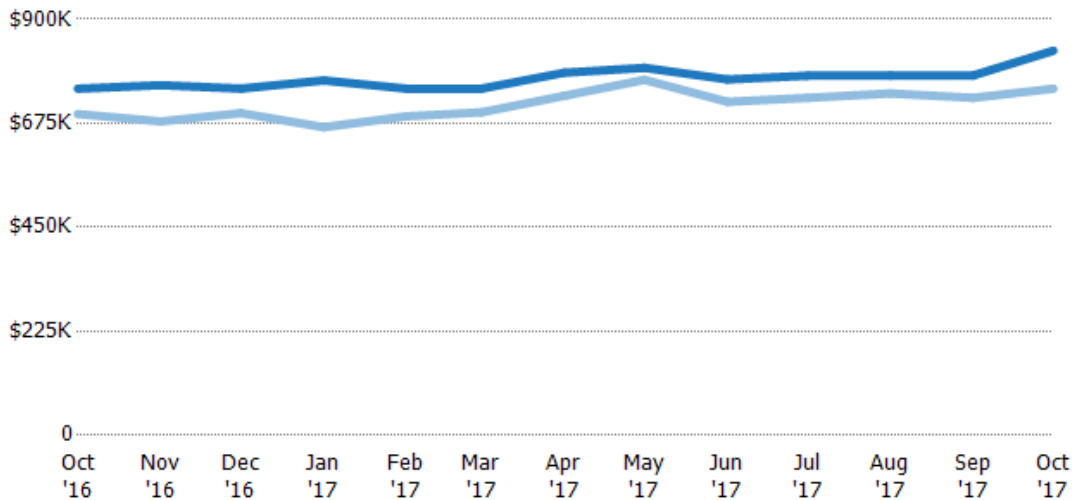
Median Listing Price

The median listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

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

Month/ Year	Price	% Chg.
Oct '17	\$832K	10.9%
Oct '16	\$750K	7.9%
Oct '15	\$695K	-10.1%



Current Year	\$750K	\$758K	\$750K	\$768K	\$750K	\$750K	\$785K	\$795K	\$770K	\$778K	\$779K	\$779K	\$832K
Prior Year	\$695K	\$679K	\$697K	\$667K	\$690K	\$699K	\$734K	\$769K	\$722K	\$730K	\$739K	\$730K	\$750K
Percent Change from Prior Year	8%	12%	8%	15%	9%	7%	7%	3%	7%	7%	5%	7%	11%

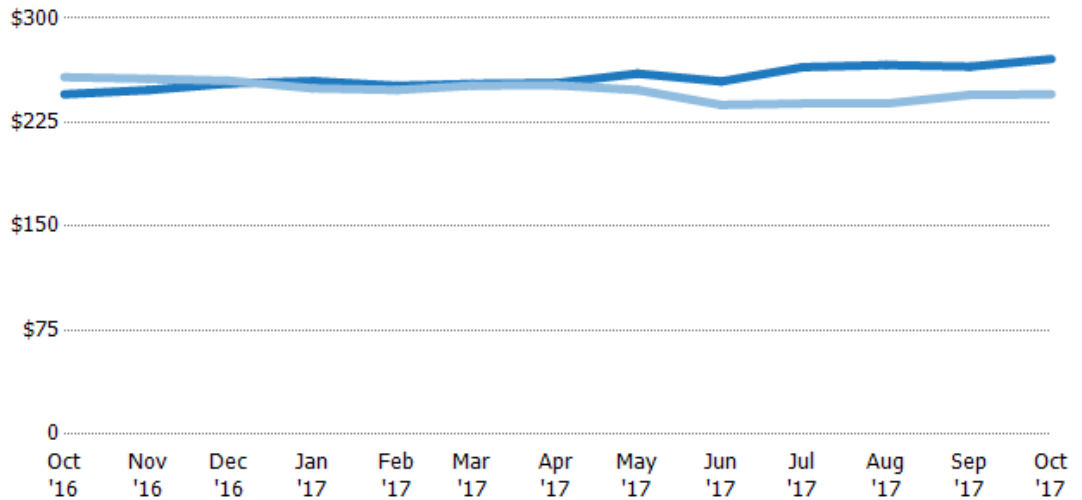
Average Listing Price per Sq Ft

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, Single
Family Residence

Month/ Year	Price/sq ft	% Chg.
Oct '17	\$271	10.3%
Oct '16	\$245	-4.8%
Oct '15	\$258	-5.8%



Current Year	\$245	\$248	\$253	\$255	\$251	\$253	\$253	\$260	\$254	\$265	\$266	\$265	\$271
Prior Year	\$258	\$256	\$255	\$249	\$248	\$251	\$252	\$248	\$238	\$239	\$239	\$245	\$245
Percent Change from Prior Year	-5%	-3%	-1%	2%	1%	0%	1%	5%	7%	11%	12%	8%	10%

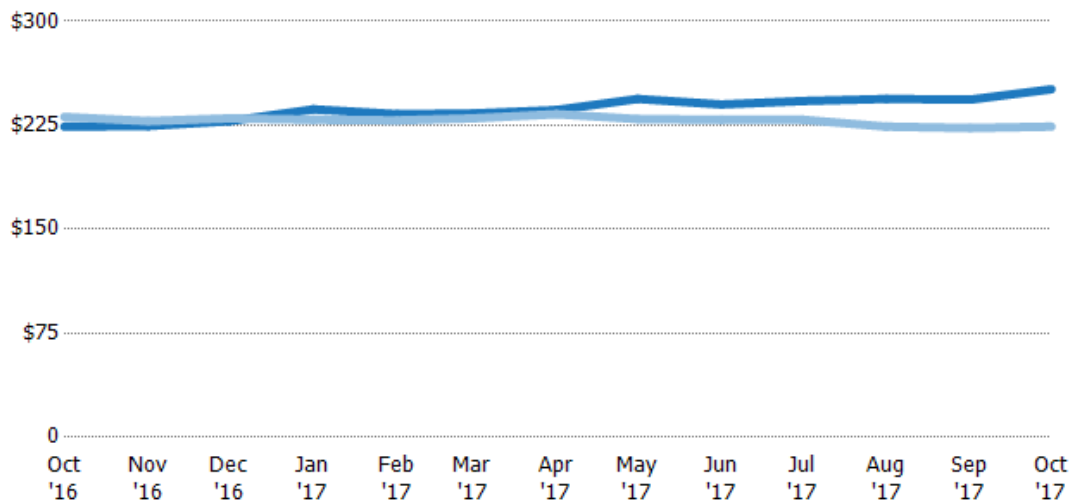
Median Listing Price per Sq Ft

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, Single
Family Residence

Month/ Year	Price/sq ft	% Chg.
Oct '17	\$251	12.1%
Oct '16	\$224	-3%
Oct '15	\$231	-4.8%



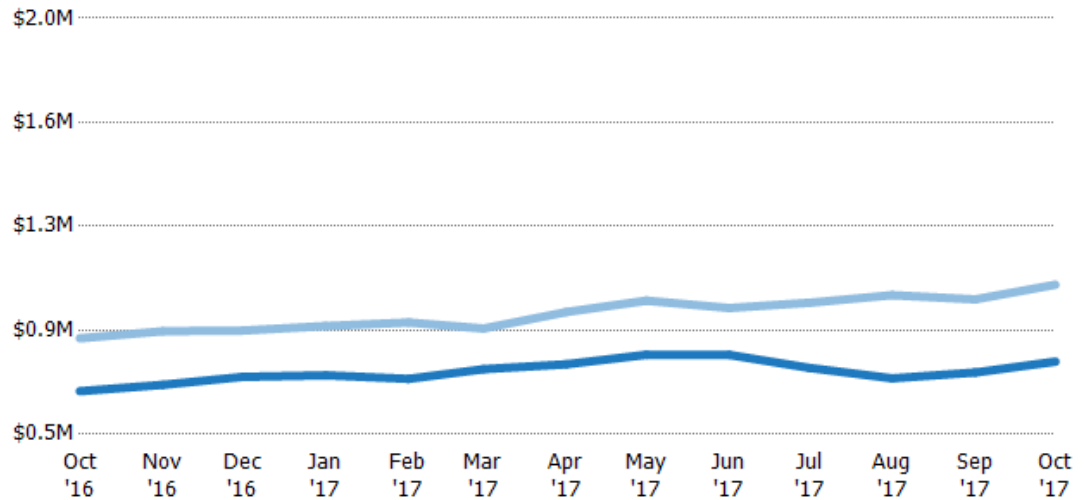
Current Year	\$224	\$225	\$228	\$237	\$233	\$234	\$236	\$244	\$240	\$243	\$244	\$244	\$251
Prior Year	\$231	\$228	\$230	\$229	\$229	\$230	\$233	\$230	\$229	\$229	\$224	\$223	\$224
Percent Change from Prior Year	-3%	-2%	-1%	3%	2%	2%	1%	6%	5%	6%	9%	9%	12%

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, Single
Family Residence



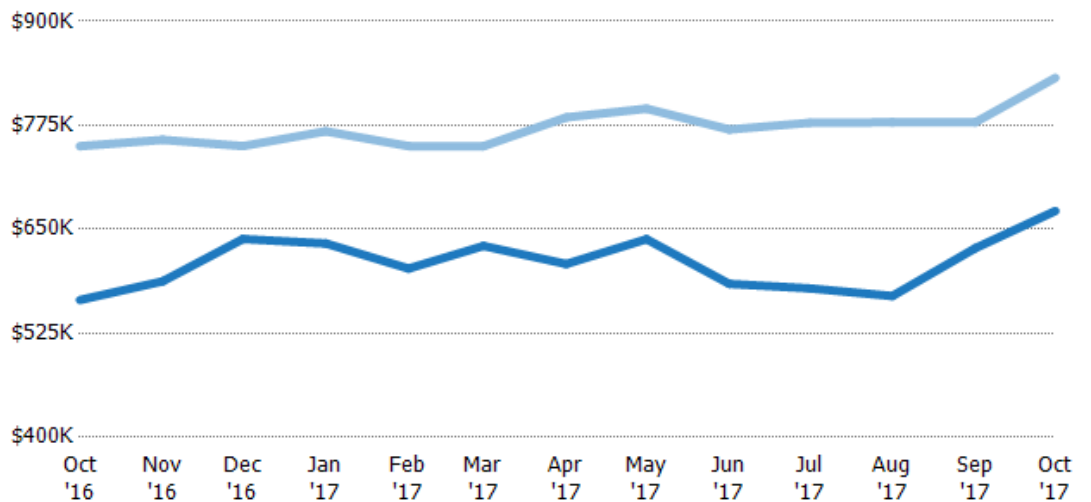
	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Avg Est Value	\$655K	\$678K	\$707K	\$713K	\$700K	\$735K	\$752K	\$787K	\$786K	\$739K	\$702K	\$723K	\$762K
Avg Listing Price	\$846K	\$871K	\$874K	\$890K	\$903K	\$881K	\$941K	\$982K	\$955K	\$974K	\$1M	\$986K	\$1.04M
Avg Listing Price as a % of Avg Est Value	129%	128%	124%	125%	129%	120%	125%	125%	121%	132%	143%	136%	136%

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, Single
Family Residence



	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Median Est Value	\$565K	\$588K	\$638K	\$633K	\$603K	\$630K	\$608K	\$638K	\$584K	\$579K	\$570K	\$627K	\$672K
Median Listing Price	\$750K	\$758K	\$750K	\$768K	\$750K	\$750K	\$785K	\$795K	\$770K	\$778K	\$779K	\$779K	\$832K
Med Listing Price as a % of Med Est Value	133%	129%	117%	121%	124%	119%	129%	125%	132%	134%	137%	124%	124%

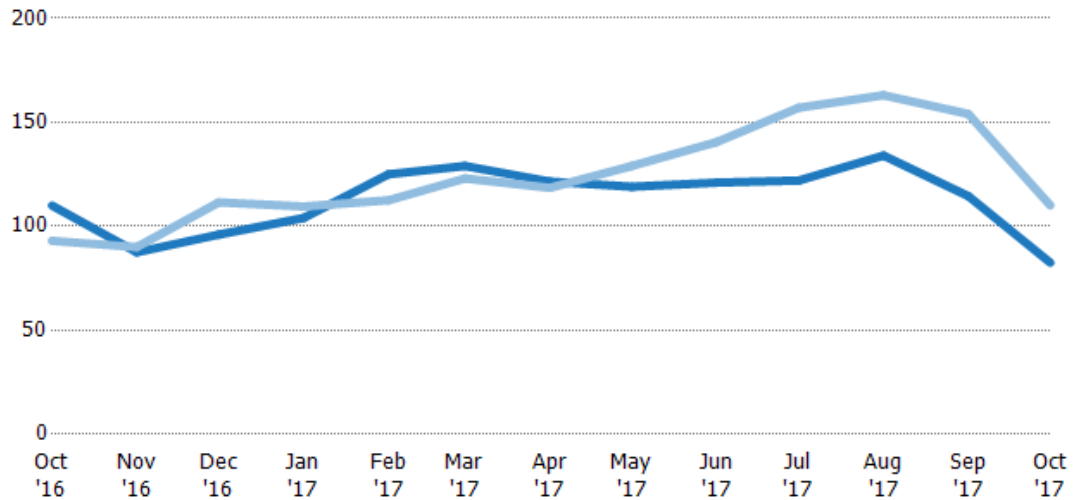
Median Days in RPR

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, Single
Family Residence

Month/ Year	Days	% Chg.
Oct '17	82.5	-25%
Oct '16	110	18.3%
Oct '15	93	53.8%



Current Year	110	87.5	96	104	125	129	122	119	121	122	134	115	82.5
Prior Year	93	90	112	110	113	123	119	129	141	157	163	154	110
Percent Change from Prior Year	18%	-3%	-14%	-5%	11%	5%	3%	-8%	-14%	-22%	-18%	-26%	-25%

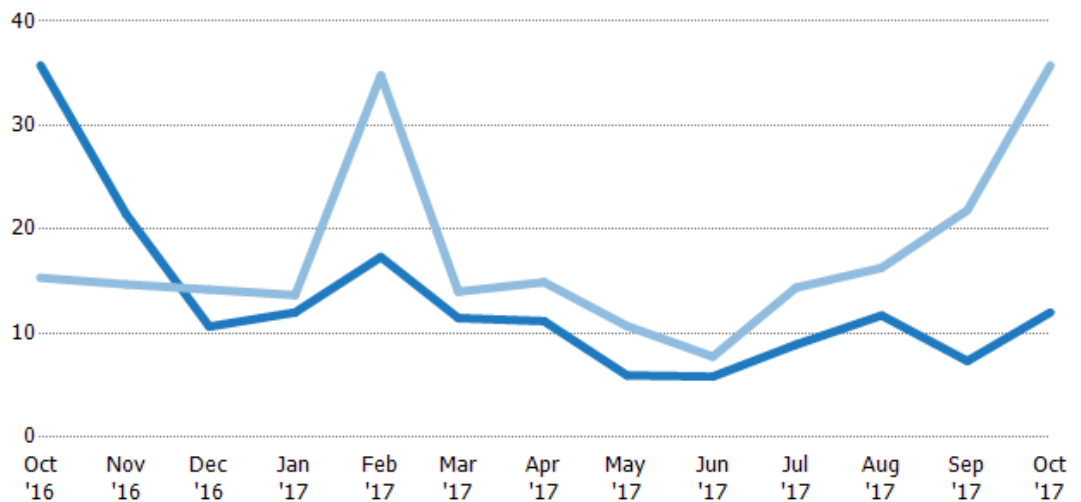
Months of Inventory

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, Single
Family Residence

Month/ Year	Months	% Chg.
Oct '17	12	-66.4%
Oct '16	35.8	133.2%
Oct '15	15.3	63%



Current Year	35.8	21.4	10.6	12	17.3	11.5	11.2	5.95	5.83	8.9	11.7	7.33	12
Prior Year	15.3	14.7	14.2	13.7	34.8	14	14.9	10.7	7.75	14.4	16.3	21.8	35.8
Percent Change from Prior Year	133%	46%	-25%	-12%	-50%	-18%	-25%	-44%	-25%	-38%	-28%	-66%	-66%

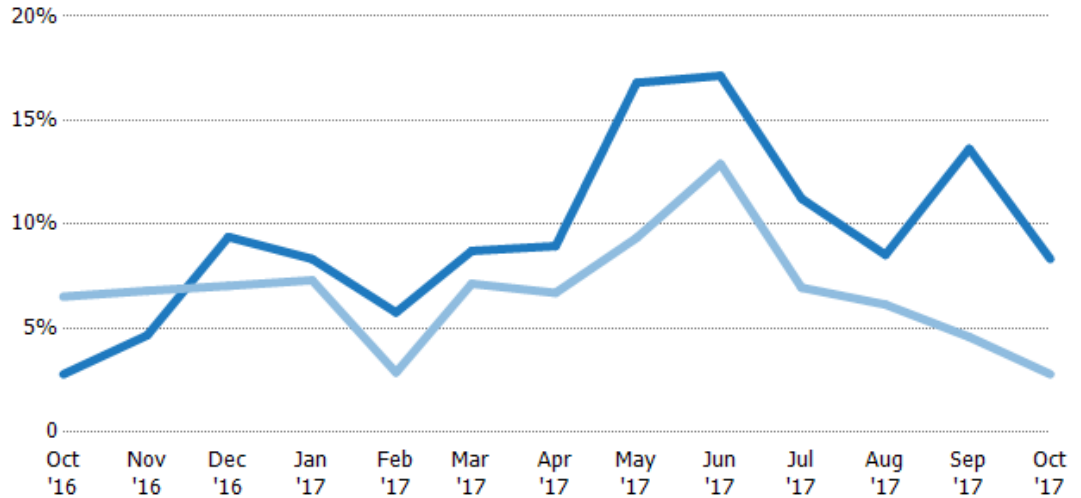
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Oct '17	8%	-5.5%
Oct '16	3%	3.7%
Oct '15	7%	-38.7%



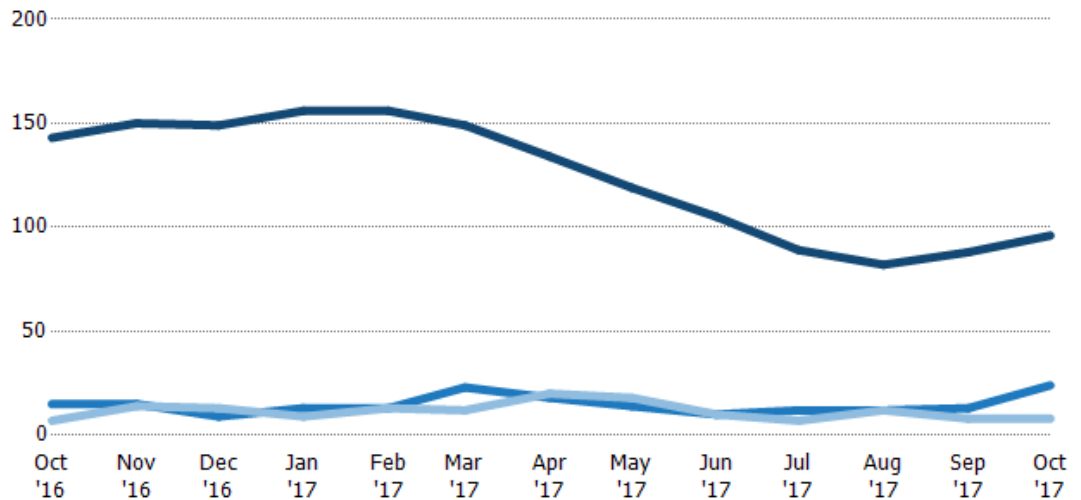
Current Year	3%	5%	9%	8%	6%	9%	9%	17%	17%	11%	9%	14%	8%
Prior Year	7%	7%	7%	7%	3%	7%	7%	9%	13%	7%	6%	5%	3%
Change from Prior Year	4%	2%	-2%	-1%	-3%	-2%	-2%	-7%	-4%	-4%	-2%	-9%	-6%

Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

Filters Used

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



Active	143	150	149	156	156	149	134	119	105	89	82	88	96
Pending	15	15	9	13	13	23	18	14	10	12	12	13	24
Sold	7	14	13	9	13	12	20	18	10	7	12	8	8

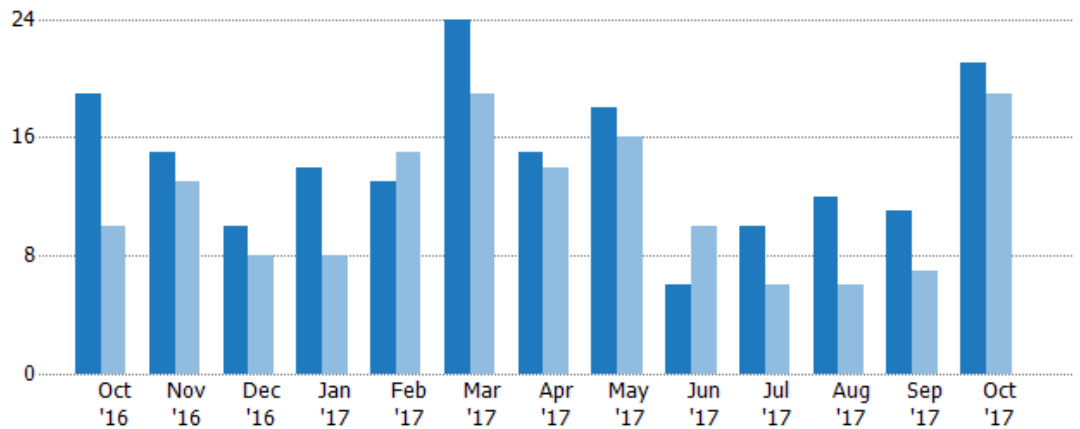
New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.

Filters Used

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

Month/ Year	Count	% Chg.
Oct '17	21	10.5%
Oct '16	19	90%
Oct '15	10	0%



Current Year	19	15	10	14	13	24	15	18	6	10	12	11	21
Prior Year	10	13	8	8	15	19	14	16	10	6	6	7	19
Percent Change from Prior Year	90%	15%	25%	75%	-13%	26%	7%	13%	-40%	67%	100%	57%	11%

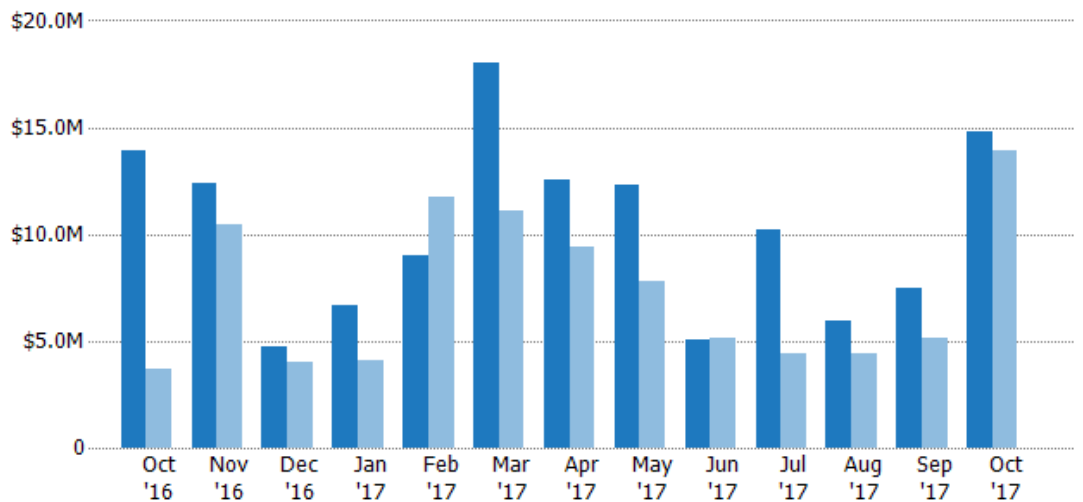
New Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

Filters Used

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

Month/ Year	Volume	% Chg.
Oct '17	\$14.8M	6.4%
Oct '16	\$13.9M	281.2%
Oct '15	\$3.66M	155.6%



Current Year	\$13.9M	\$12.4M	\$4.76M	\$6.68M	\$8.97M	\$18M	\$12.6M	\$12.3M	\$5.09M	\$10.2M	\$5.91M	\$7.45M	\$14.8M
Prior Year	\$3.66M	\$10.5M	\$4.01M	\$4.05M	\$11.7M	\$11.1M	\$9.42M	\$7.83M	\$5.16M	\$4.43M	\$4.4M	\$5.14M	\$13.9M
Percent Change from Prior Year	281%	18%	19%	65%	-24%	62%	33%	57%	-1%	130%	34%	45%	6%

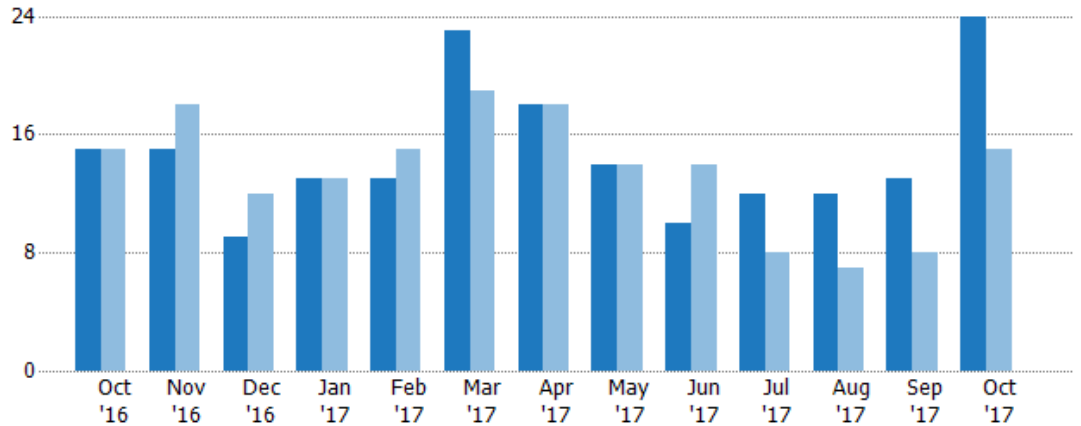
Pending Sales

The number of single-family, condominium and townhome 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, Single
 Family Residence

Month/ Year	Count	% Chg.
Oct '17	24	60%
Oct '16	15	0%
Oct '15	15	-40%



Current Year	15	15	9	13	13	23	18	14	10	12	12	13	24
Prior Year	15	18	12	13	15	19	18	14	14	8	7	8	15
Percent Change from Prior Year	0%	-17%	-25%	0%	-13%	21%	0%	0%	-29%	50%	71%	63%	60%

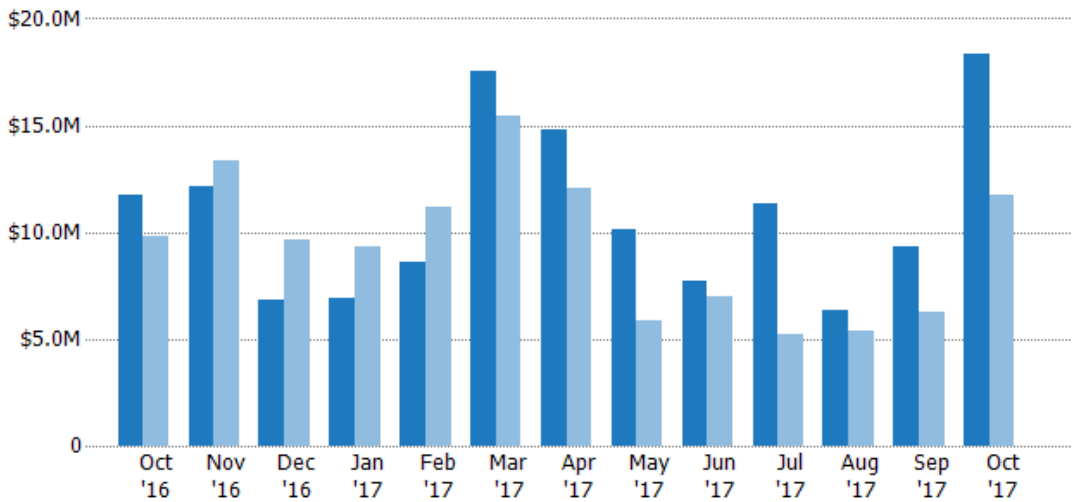
Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome 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, Single
 Family Residence

Month/ Year	Volume	% Chg.
Oct '17	\$18.3M	56.3%
Oct '16	\$11.7M	19.7%
Oct '15	\$9.79M	-4.3%



Current Year	\$11.7M	\$12.1M	\$6.87M	\$6.87M	\$8.64M	\$17.5M	\$14.8M	\$10.1M	\$7.74M	\$11.3M	\$6.37M	\$9.32M	\$18.3M
Prior Year	\$9.79M	\$13.3M	\$9.64M	\$9.35M	\$11.1M	\$15.4M	\$12.1M	\$5.9M	\$6.95M	\$5.21M	\$5.38M	\$6.24M	\$11.7M
Percent Change from Prior Year	20%	-9%	-29%	-27%	-23%	14%	22%	72%	11%	117%	18%	49%	56%

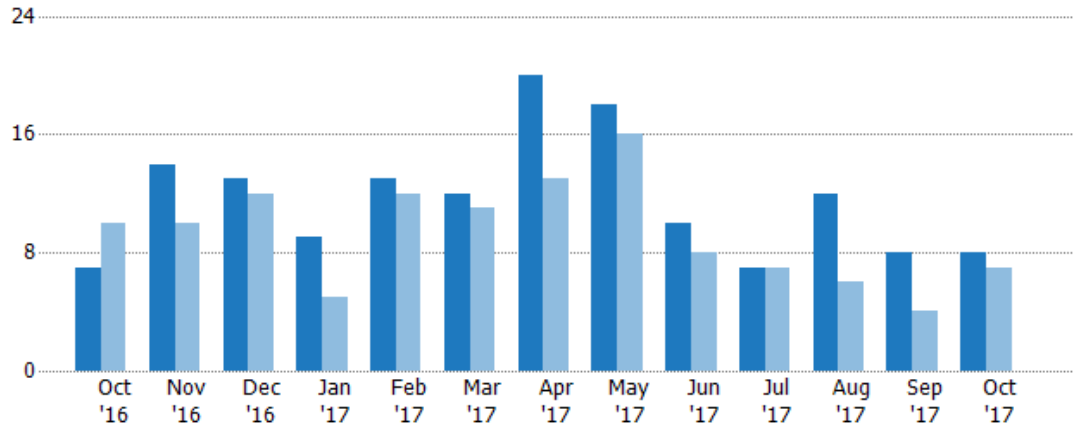
Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

Filters Used

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

Month/Year	Count	% Chg.
Oct '17	8	14.3%
Oct '16	7	-30%
Oct '15	10	-10%



	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Current Year	7	14	13	9	13	12	20	18	10	7	12	8	8
Prior Year	10	10	12	5	12	11	13	16	8	7	6	4	7
Percent Change from Prior Year	-30%	40%	8%	80%	8%	9%	54%	13%	25%	0%	100%	100%	14%

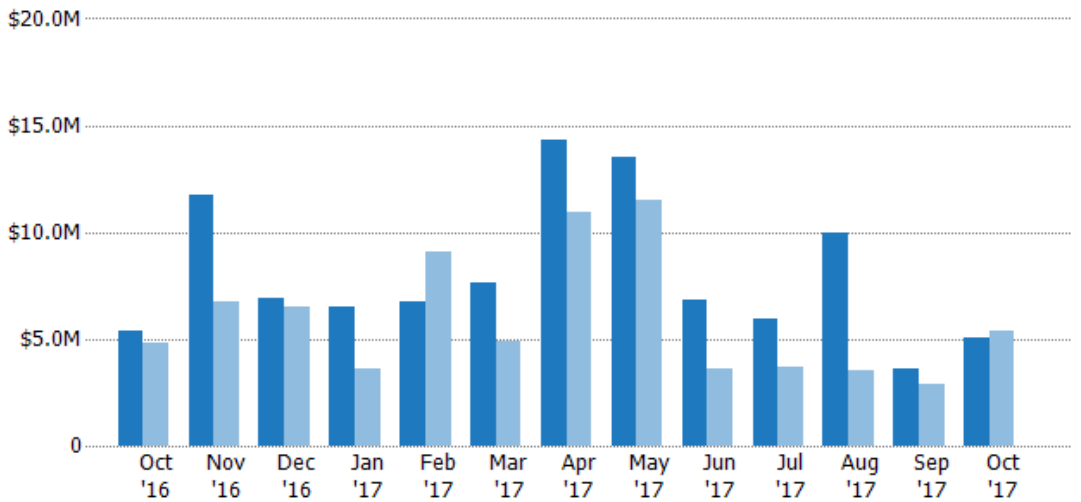
Closed Sales Volume

The sum of the sales price of single-family, condominium and townhome properties sold each month.

Filters Used

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

Month/Year	Volume	% Chg.
Oct '17	\$5.08M	-6.3%
Oct '16	\$5.42M	12.1%
Oct '15	\$4.83M	37.2%



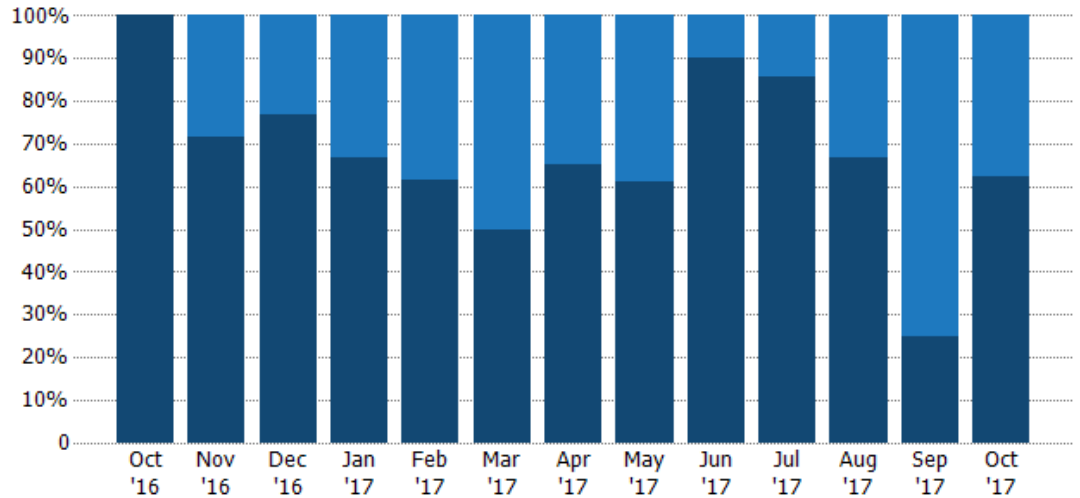
	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Current Year	\$5.42M	\$11.8M	\$6.94M	\$6.54M	\$6.77M	\$7.6M	\$14.3M	\$13.5M	\$6.83M	\$5.95M	\$9.95M	\$3.6M	\$5.08M
Prior Year	\$4.83M	\$6.76M	\$6.5M	\$3.64M	\$9.09M	\$4.92M	\$10.9M	\$11.5M	\$3.59M	\$3.67M	\$3.52M	\$2.92M	\$5.42M
Percent Change from Prior Year	12%	74%	7%	80%	-26%	55%	31%	17%	90%	62%	183%	23%	-6%

Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

Filters Used

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



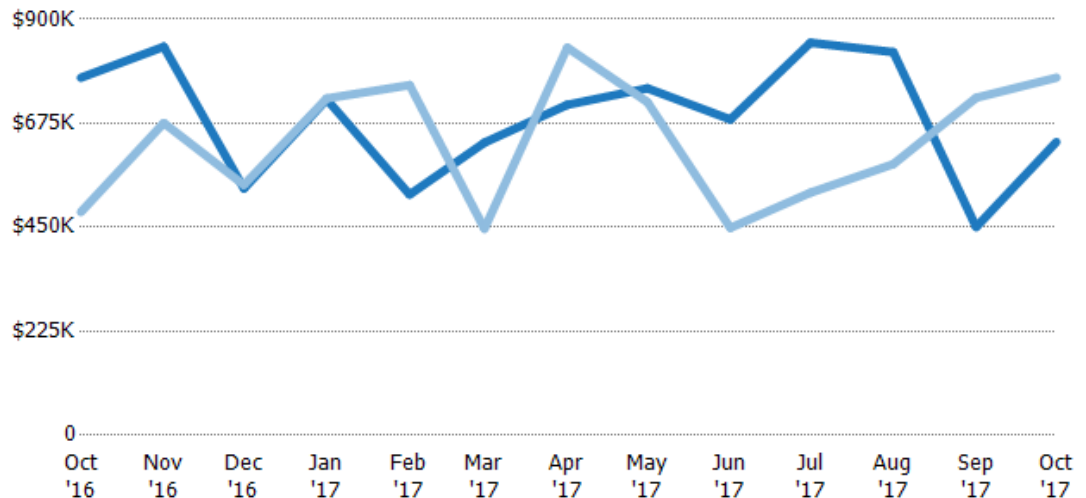
Property Type	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Condo/Townhouse	-	29%	23%	33%	38%	50%	35%	39%	10%	14%	33%	75%	38%
Single Family Residence	100%	71%	77%	67%	62%	50%	65%	61%	90%	86%	67%	25%	63%

Average Sales Price

The average sales price of the single-family, condominium and townhome properties sold each month.

Filters Used

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



Month/Year	Price	% Chg.
Oct '17	\$635K	-18%
Oct '16	\$774K	60.2%
Oct '15	\$483K	52.4%

Property Type	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Current Year	\$774K	\$841K	\$534K	\$727K	\$521K	\$633K	\$715K	\$751K	\$683K	\$849K	\$829K	\$451K	\$635K
Prior Year	\$483K	\$676K	\$542K	\$729K	\$758K	\$447K	\$839K	\$721K	\$449K	\$525K	\$587K	\$730K	\$774K
Percent Change from Prior Year	60%	24%	-1%	0%	-31%	42%	-15%	4%	52%	62%	41%	-38%	-18%

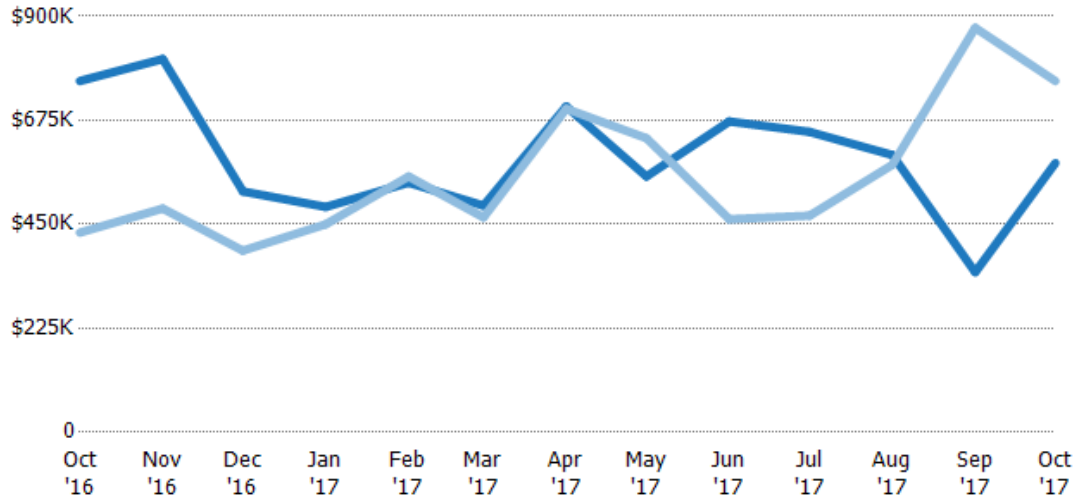
Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

Filters Used

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

Month/ Year	Price	% Chg.
Oct '17	\$583K	-23.4%
Oct '16	\$760K	75.9%
Oct '15	\$432K	50.5%



Current Year	\$760K	\$808K	\$521K	\$488K	\$540K	\$490K	\$705K	\$553K	\$673K	\$650K	\$600K	\$346K	\$583K
Prior Year	\$432K	\$484K	\$393K	\$450K	\$553K	\$465K	\$700K	\$636K	\$461K	\$469K	\$579K	\$875K	\$760K
Percent Change from Prior Year	76%	67%	33%	8%	-2%	5%	1%	-13%	46%	39%	4%	-60%	-23%

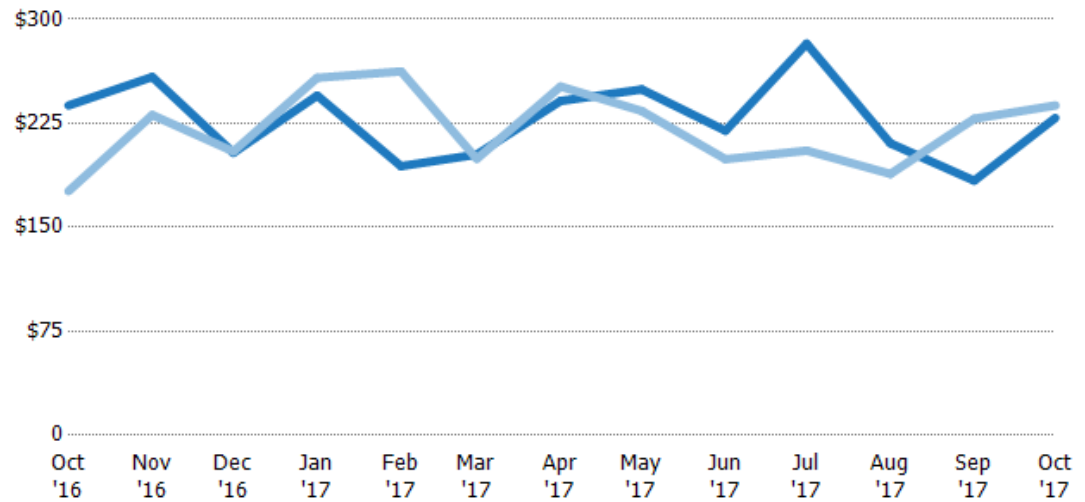
Average Sales Price per Sq Ft

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, Single
 Family Residence

Month/ Year	Price/sq ft	% Chg.
Oct '17	\$229	-3.8%
Oct '16	\$238	35.1%
Oct '15	\$176	22.6%



Current Year	\$238	\$258	\$204	\$245	\$194	\$202	\$241	\$249	\$220	\$282	\$211	\$184	\$229
Prior Year	\$176	\$231	\$205	\$258	\$262	\$199	\$252	\$234	\$199	\$205	\$189	\$228	\$238
Percent Change from Prior Year	35%	12%	0%	-5%	-26%	2%	-4%	7%	10%	38%	12%	-20%	-4%

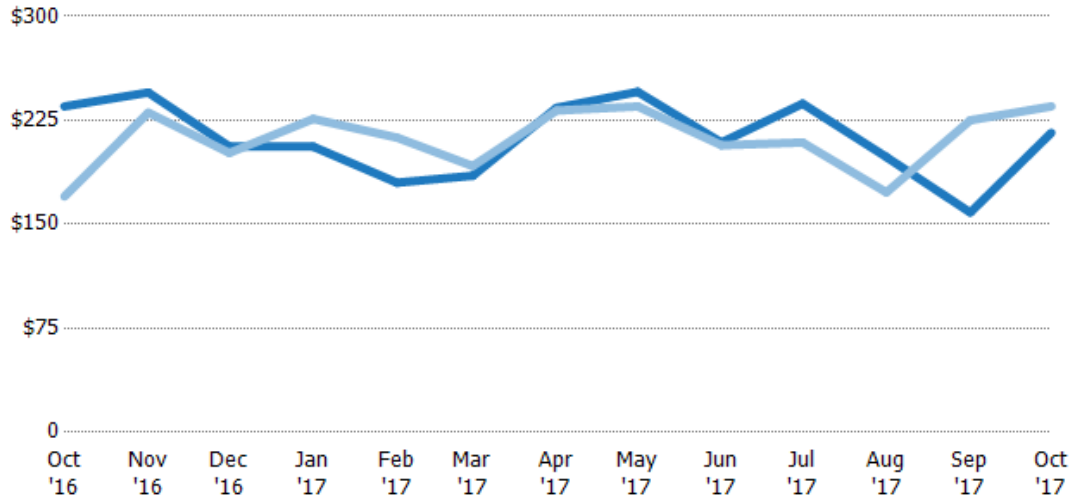
Median Sales Price per Sq Ft

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, Single
Family Residence

Month/ Year	Price/sq ft	% Chg.
Oct '17	\$216	-8.1%
Oct '16	\$235	38.2%
Oct '15	\$170	38.8%



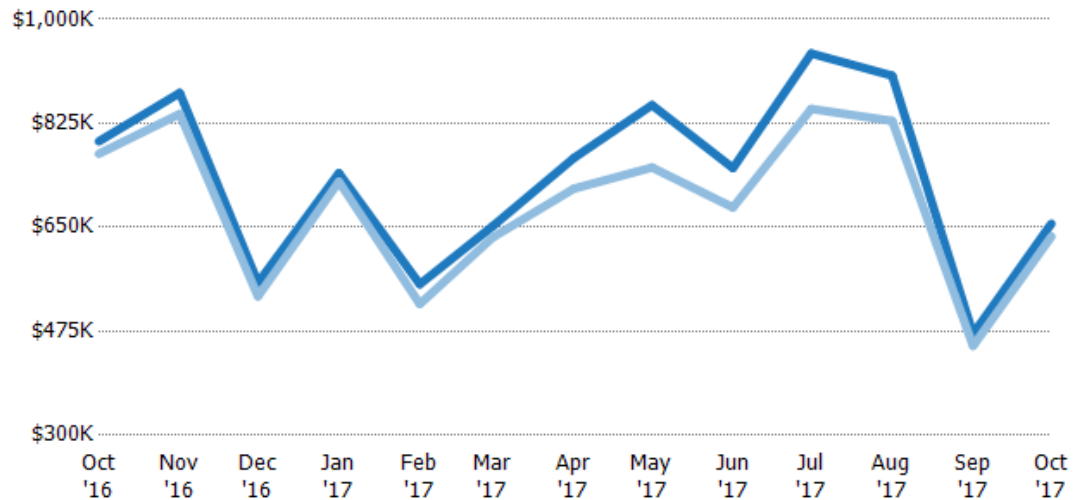
	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Current Year	\$235	\$245	\$206	\$206	\$180	\$185	\$234	\$246	\$209	\$237	\$199	\$159	\$216
Prior Year	\$170	\$231	\$202	\$226	\$213	\$192	\$232	\$235	\$207	\$209	\$173	\$225	\$235
Percent Change from Prior Year	38%	6%	2%	-9%	-15%	-4%	1%	4%	1%	13%	15%	-30%	-8%

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, Single
Family Residence



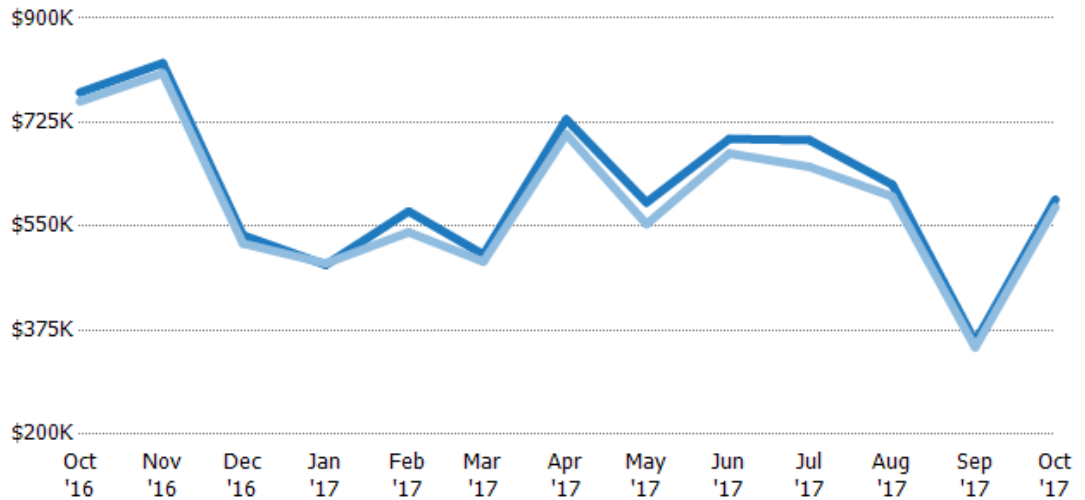
	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Avg List Price	\$795K	\$876K	\$557K	\$741K	\$554K	\$652K	\$766K	\$856K	\$750K	\$942K	\$905K	\$471K	\$656K
Avg Sales Price	\$774K	\$841K	\$534K	\$727K	\$521K	\$633K	\$715K	\$751K	\$683K	\$849K	\$829K	\$451K	\$635K
Avg Sales Price as a % of Avg List Price	97%	96%	96%	98%	94%	97%	93%	88%	91%	90%	92%	96%	97%

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, Single
Family Residence

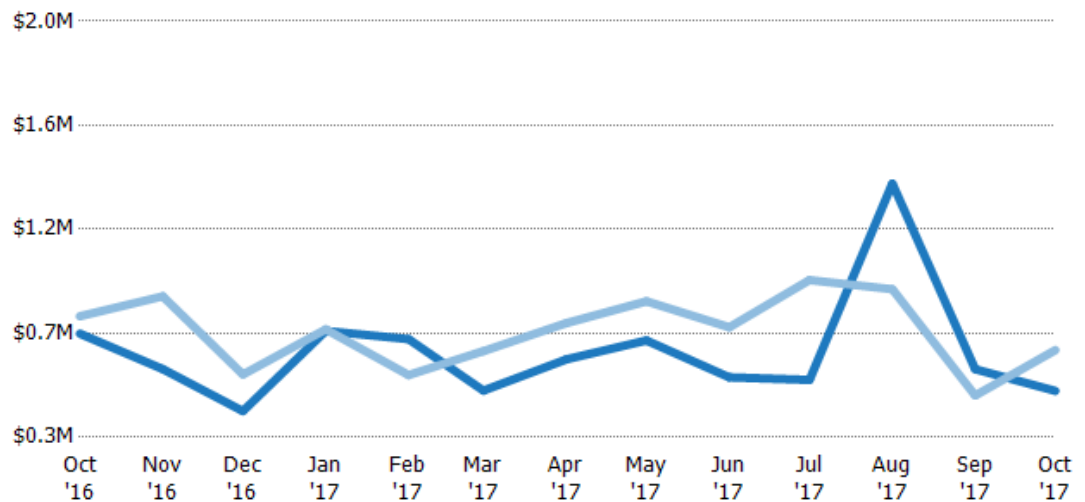


Average Sales Price vs Average Est Value

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, Single
Family Residence

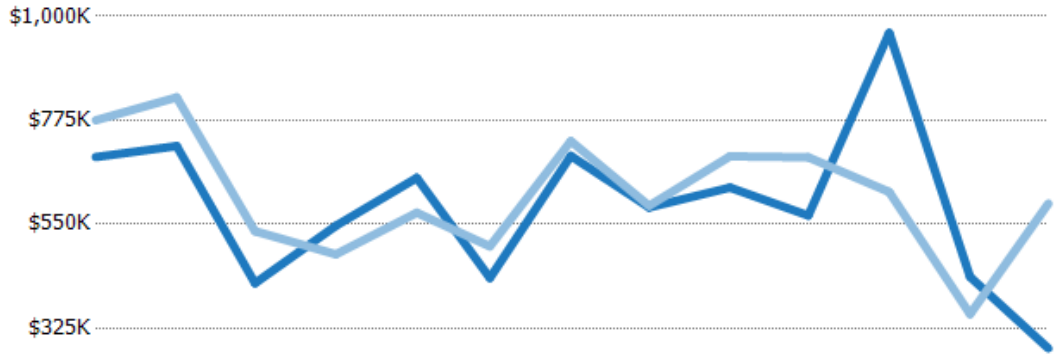


Median Sales Price vs Median Est Value

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, Single
 Family Residence



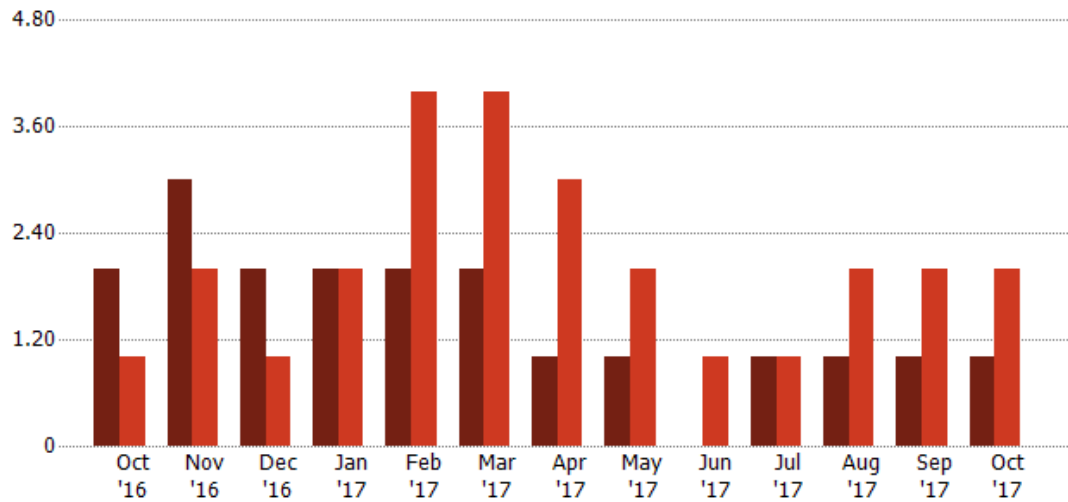
	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Median Est Value	\$696K	\$719K	\$423K	\$547K	\$650K	\$434K	\$698K	\$587K	\$629K	\$569K	\$964K	\$436K	\$282K
Median Sales Price	\$775K	\$824K	\$535K	\$485K	\$575K	\$502K	\$730K	\$590K	\$697K	\$695K	\$620K	\$356K	\$595K
Med Sales Price as a % of Med Est Value	111%	115%	127%	89%	88%	116%	105%	101%	111%	122%	64%	82%	211%

Distressed Listings

The number of distressed single-family, condominium and townhome properties that were for sale at the end of each month.

Filters Used

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



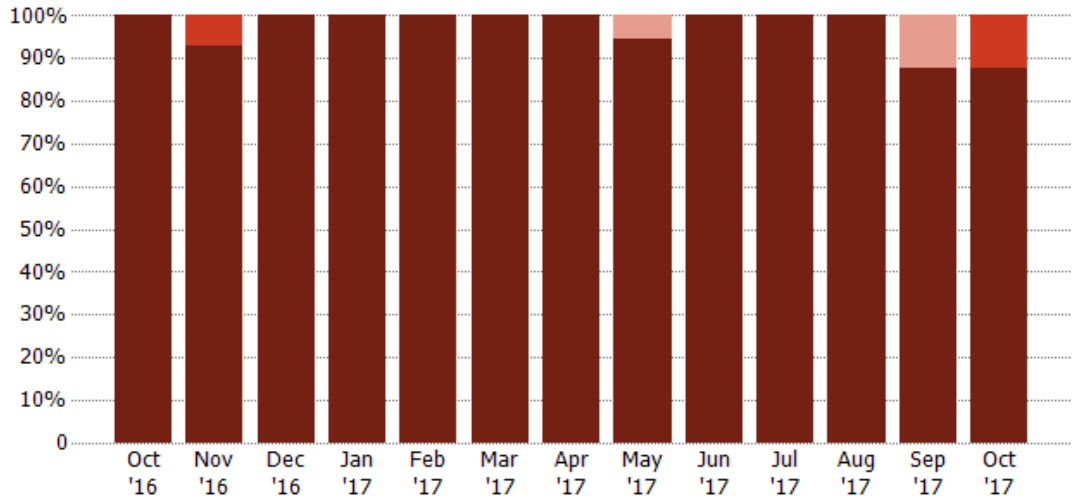
	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Current Year	2	3	2	2	2	2	1	1	-	1	1	1	1
Prior Year	1	2	1	2	4	4	3	2	1	1	2	2	2
Percent Change from Prior Year	100%	50%	100%	0%	-50%	-50%	-67%	-50%	-100%	0%	-50%	-50%	-50%

Distressed Sales by Sales Type

The percentage of single-family, condominium and townhome properties sold each month for each sales type.

Filters Used

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



	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Pre-Foreclosure	-	-	-	-	-	-	-	6%	-	-	-	13%	-
Foreclosure	-	7%	-	-	-	-	-	-	-	-	-	-	13%
Non-Distressed	100%	93%	100%	100%	100%	100%	100%	94%	100%	100%	100%	88%	88%

Listing Activity by ZIP

Oct 2017

ZIP	Listings (Month End)	Listing Volume (Month End)	Avg Listing Price	Median Listing Price	Avg Listing Price per Sq Ft	Median Listing Price per Sq Ft	Months of Inventory	Absorption Rate %
85377	96	\$99,771,150	\$1,039,283	\$832,000	\$271	\$251	12	8.33 %



Sales Activity by ZIP

Oct 2017

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	24	\$18,309,414	8	\$5,076,500	\$656,213	\$594,950	\$222	\$216	146