



2016

CAREFREE MARKET REPORT

September 2016



Scottsdale Area Association of REALTORS®
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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	Sep 2016	Sep 2015	+ / -	YTD 2016	YTD 2015	+ / -
Listing Activity Charts Metrics						
New Listing Count	31	31	+/-	202	202	+/-
New Listing Volume	\$27,028,350	\$74,037,099	-63.5%	\$146,653,603	\$207,624,788	-29.4%
Active Listing Count	130	118	+10.2%	1,283	1,268	+1.2%
Active Listing Volume	\$108,901,493	\$128,826,555	-15.5%	\$1,267,270,233	\$1,157,888,898	+9.4%
Average Listing Price	\$837,704	\$1,091,750	-23.3%	\$987,740	\$913,162	+8.2%
Median Listing Price	\$739,498	\$697,000	+6.1%	\$724,782	\$644,728	+12.4%
Average Listing Price per Sq Ft	\$246	\$261	-6%	\$247	\$257	-3.9%
Median Listing Price per Sq Ft	\$223	\$239	-6.5%	\$229	\$228	+0.1%
Median Days in RPR	151.5	109.5	+38.4%	128.75	132.49	-2.8%
Months of Inventory	21.7	11.8	+83.6%	11.3	16.5	-31.7%
Absorption Rate	4.62%	8.47%	-3.9%	8.89%	6.07%	+2.8%
Sales Activity Charts Metrics						
New Pending Sales Count	7	15	-53.3%	102	138	-26.1%
New Pending Sales Volume	\$5,137,400	\$10,151,200	-49.4%	\$63,558,766	\$91,536,875	-30.6%
Pending Sales Count	8	18	-55.6%	116	159	-27%
Pending Sales Volume	\$6,236,300	\$11,714,800	-46.8%	\$77,700,400	\$136,093,400	-42.9%
Closed Sales Count	4	8	-50%	82	114	-28.1%
Closed Sales Volume	\$2,921,000	\$6,962,500	-58%	\$53,793,905	\$78,080,330	-31.1%
Average Sales Price	\$730,250	\$870,313	-16.1%	\$656,023	\$684,915	-4.2%
Median Sales Price	\$875,000	\$709,000	+23.4%	\$575,909	\$635,548	-9.4%
Average Sales Price per Sq Ft	\$228	\$234	-2.6%	\$230	\$229	+0.6%
Median Sales Price per Sq Ft	\$225	\$246	-8.4%	\$216	\$225	-3.8%
Distressed Charts Metrics						
Distressed Listing Count	2	1	+100%	21	28	-25%

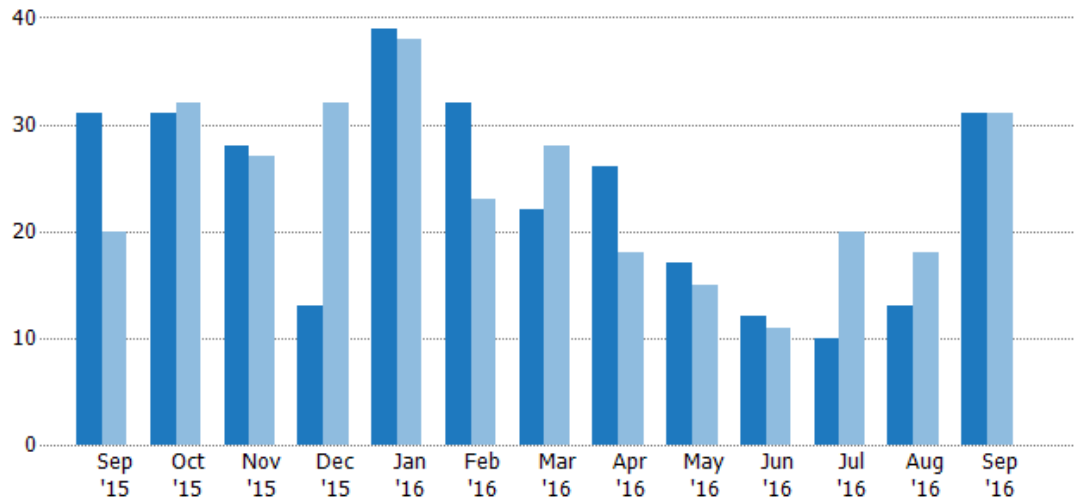
New Listings

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.
Sep '16	31	0%
Sep '15	31	55%
Sep '14	20	10%



	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16
Current Year	31	31	28	13	39	32	22	26	17	12	10	13	31
Prior Year	20	32	27	32	38	23	28	18	15	11	20	18	31
Percent Change from Prior Year	55%	-3%	4%	-59%	3%	39%	-21%	44%	13%	9%	-50%	-28%	0%

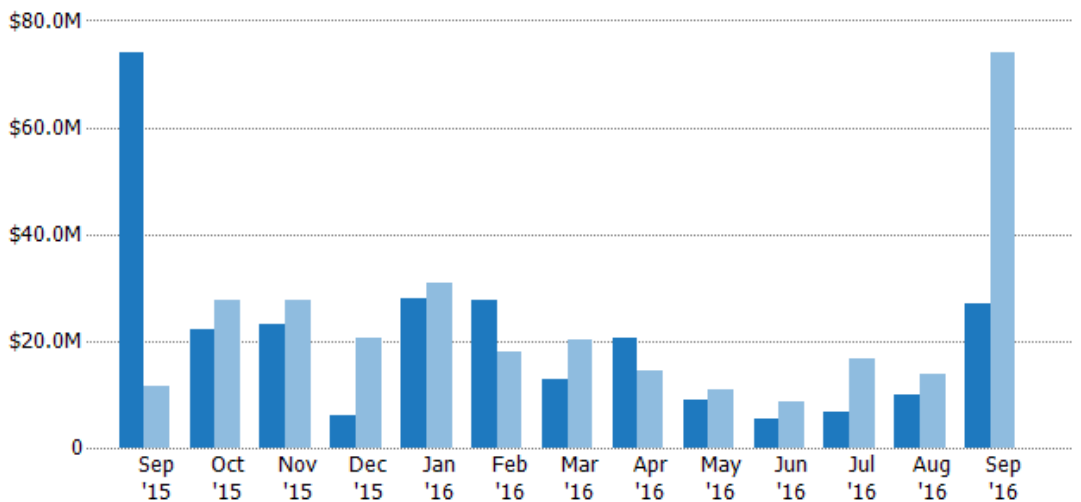
New Listing Volume

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.
Sep '16	\$27M	-63.5%
Sep '15	\$74M	545.9%
Sep '14	\$11.5M	24.7%



	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16
Current Year	\$74M	\$22M	\$23M	\$6.2M	\$28M	\$27.6M	\$12.7M	\$20.4M	\$8.83M	\$5.48M	\$6.77M	\$9.8M	\$27M
Prior Year	\$11.5M	\$27.6M	\$27.6M	\$20.4M	\$30.9M	\$17.9M	\$20.2M	\$14.3M	\$11M	\$8.63M	\$16.7M	\$13.9M	\$74M
Percent Change from Prior Year	546%	-20%	-17%	-70%	-9%	54%	-37%	42%	-20%	-36%	-59%	-30%	-63%

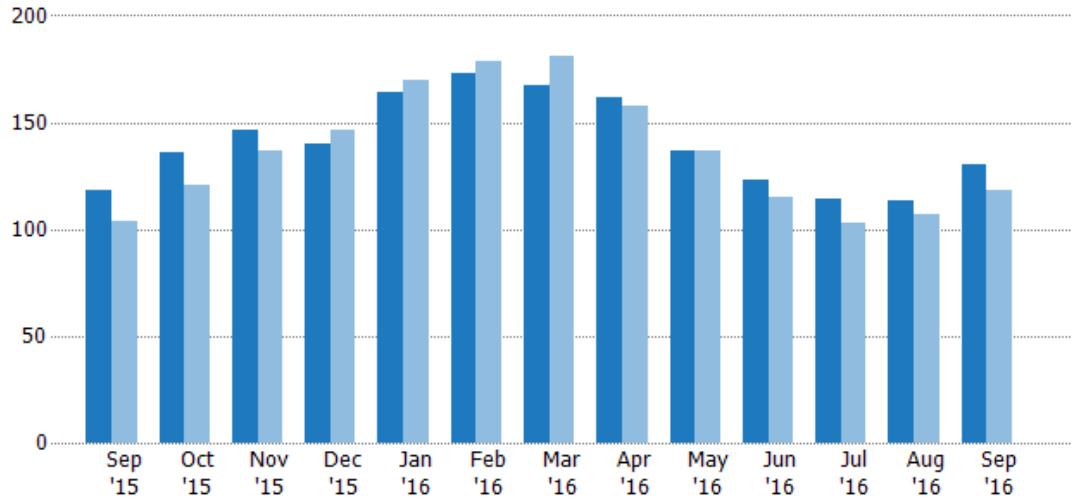
Active Listings

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.
Sep '16	130	10.2%
Sep '15	118	13.5%
Sep '14	104	-2.9%



Current Year	118	136	146	140	164	173	167	162	137	123	114	113	130
Prior Year	104	121	137	146	170	179	181	158	137	115	103	107	118
Percent Change from Prior Year	13%	12%	7%	-4%	-4%	-3%	-8%	3%	0%	7%	11%	6%	10%

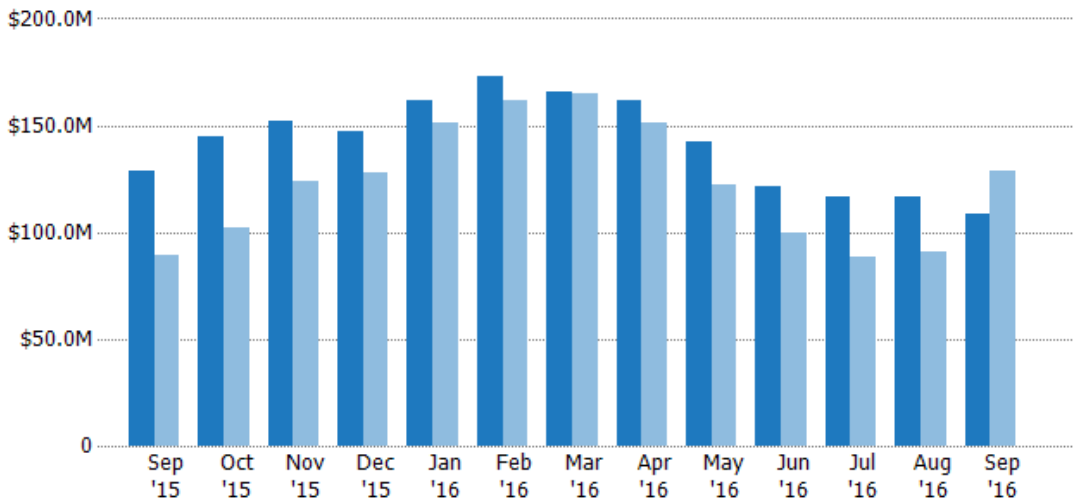
Active Listing Volume

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.
Sep '16	\$109M	-15.5%
Sep '15	\$129M	44.9%
Sep '14	\$88.9M	-11.1%



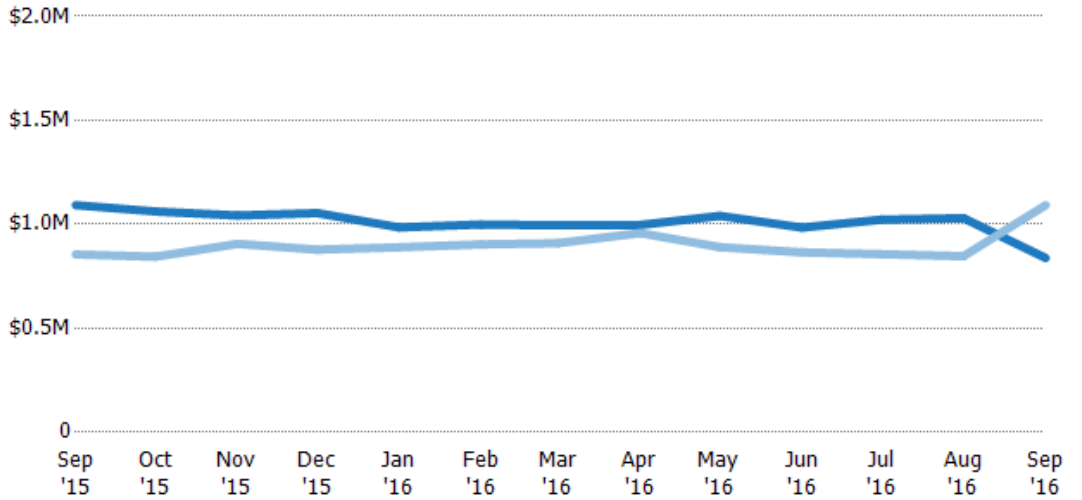
Current Year	\$129M	\$144M	\$152M	\$148M	\$162M	\$173M	\$166M	\$161M	\$143M	\$121M	\$117M	\$116M	\$109M
Prior Year	\$88.9M	\$102M	\$124M	\$128M	\$151M	\$162M	\$165M	\$151M	\$122M	\$100M	\$88.2M	\$90.6M	\$129M
Percent Change from Prior Year	45%	41%	23%	15%	7%	7%	1%	7%	17%	22%	32%	28%	-15%

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



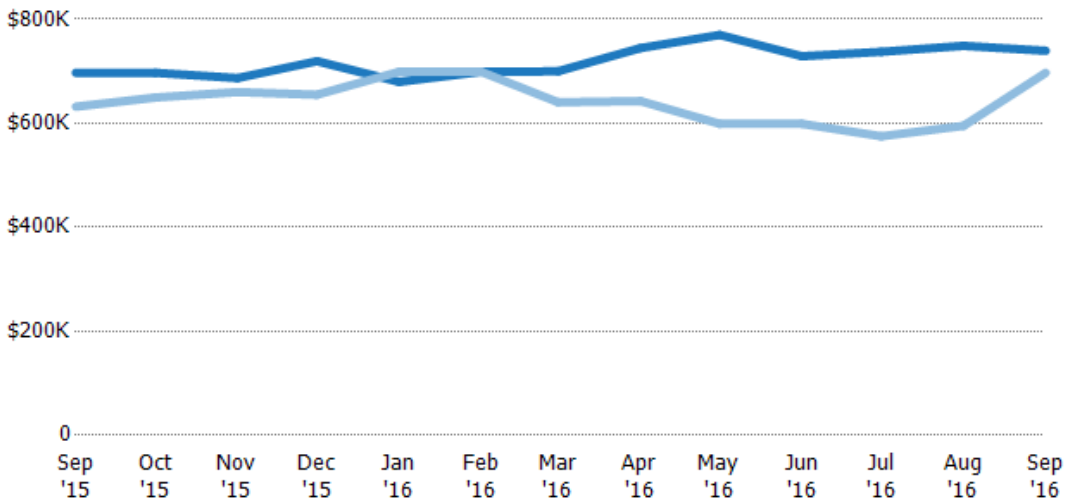
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Sep '15	\$1.09M	\$855K	28%
Oct '15	\$1.06M	\$844K	26%
Nov '15	\$1.04M	\$906K	15%
Dec '15	\$1.05M	\$878K	20%
Jan '16	\$985K	\$890K	11%
Feb '16	\$999K	\$904K	11%
Mar '16	\$995K	\$909K	9%
Apr '16	\$997K	\$958K	4%
May '16	\$1.04M	\$890K	17%
Jun '16	\$984K	\$865K	14%
Jul '16	\$1.02M	\$857K	19%
Aug '16	\$1.03M	\$847K	22%
Sep '16	\$838K	\$1.09M	-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



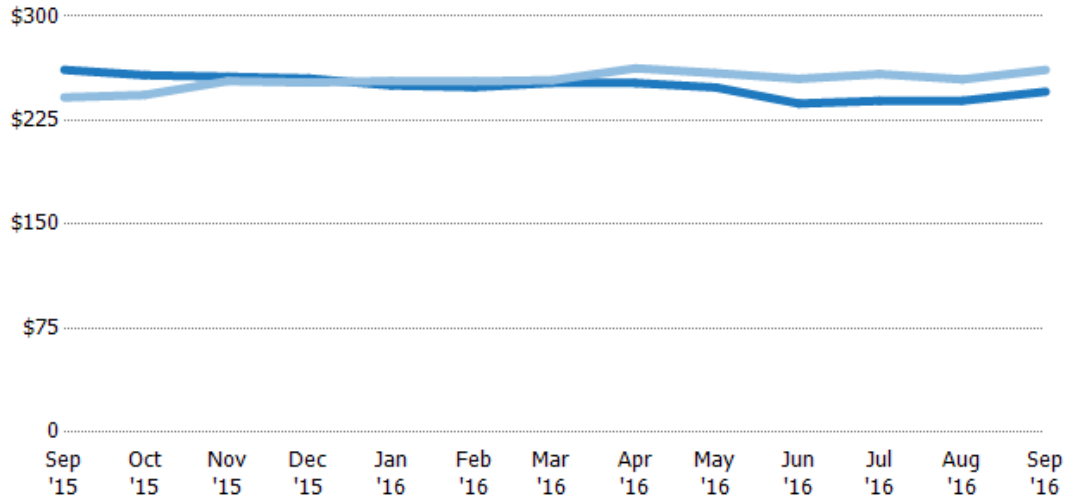
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Sep '15	\$697K	\$632K	10%
Oct '15	\$697K	\$650K	7%
Nov '15	\$687K	\$660K	4%
Dec '15	\$719K	\$655K	10%
Jan '16	\$680K	\$699K	-3%
Feb '16	\$699K	\$699K	0%
Mar '16	\$700K	\$640K	9%
Apr '16	\$744K	\$643K	16%
May '16	\$770K	\$599K	29%
Jun '16	\$729K	\$599K	22%
Jul '16	\$737K	\$575K	28%
Aug '16	\$749K	\$595K	26%
Sep '16	\$739K	\$697K	6%

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



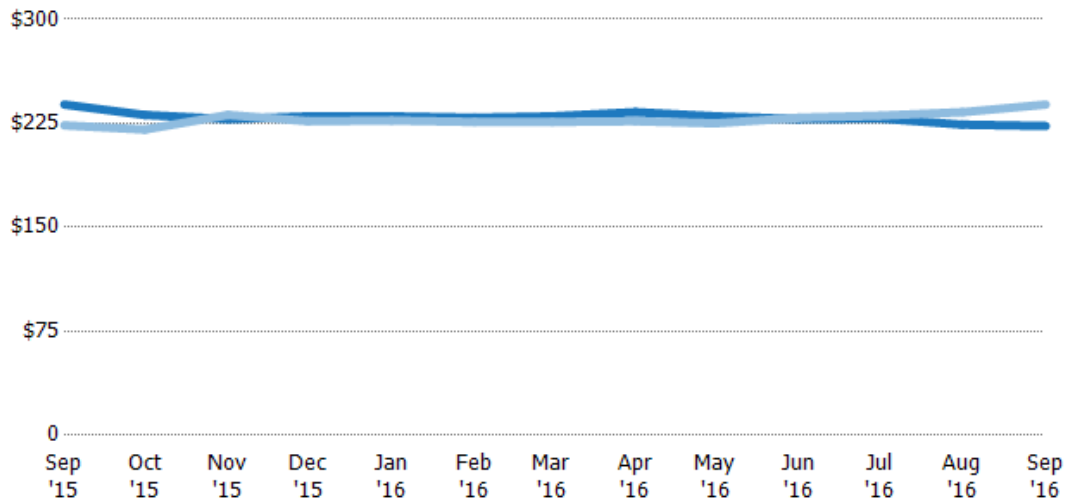
	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16
Current Year	\$261	\$258	\$256	\$255	\$250	\$249	\$252	\$252	\$249	\$237	\$239	\$239	\$246
Prior Year	\$242	\$243	\$253	\$252	\$253	\$253	\$254	\$262	\$259	\$255	\$258	\$254	\$261
Percent Change from Prior Year	8%	6%	1%	1%	-1%	-2%	-1%	-4%	-4%	-7%	-7%	-6%	-6%

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



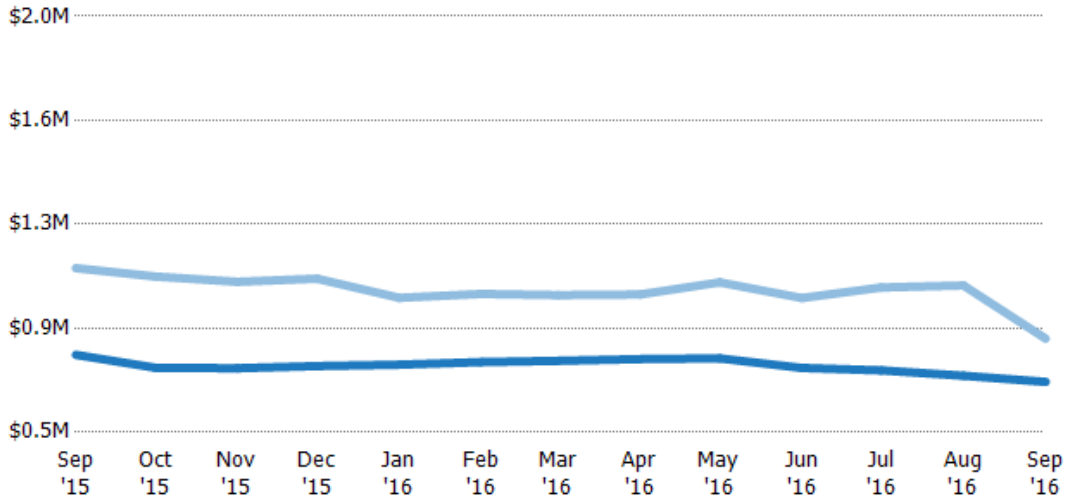
	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16
Current Year	\$239	\$231	\$228	\$230	\$230	\$229	\$230	\$233	\$230	\$228	\$229	\$224	\$223
Prior Year	\$224	\$221	\$231	\$227	\$227	\$226	\$226	\$227	\$225	\$229	\$231	\$233	\$239
Percent Change from Prior Year	7%	5%	-1%	2%	1%	1%	2%	3%	2%	0%	-1%	-4%	-6%

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



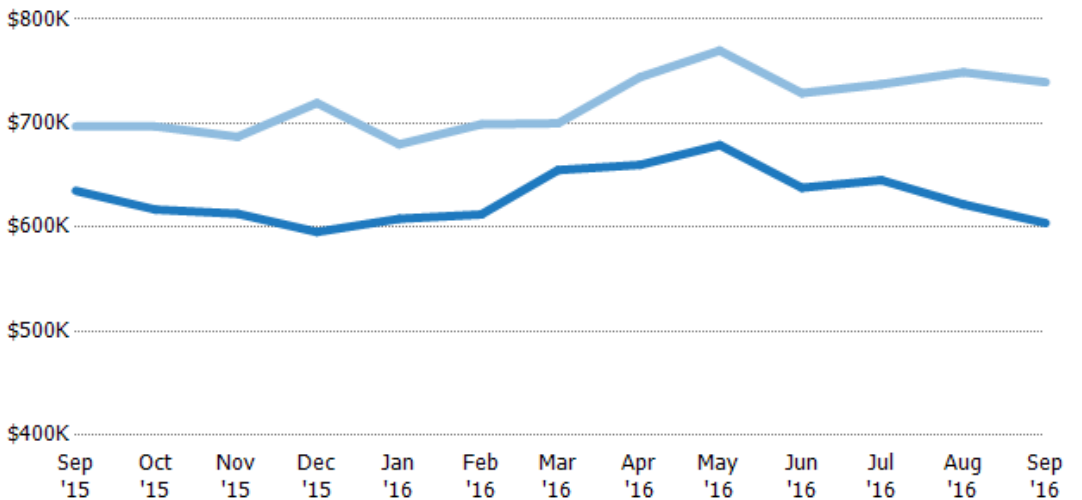
Avg Est Value	\$779K	\$733K	\$731K	\$739K	\$744K	\$753K	\$758K	\$764K	\$766K	\$732K	\$723K	\$704K	\$682K
Avg Listing Price	\$1.09M	\$1.06M	\$1.04M	\$1.05M	\$985K	\$999K	\$995K	\$997K	\$1.04M	\$984K	\$1.02M	\$1.03M	\$838K
Avg Listing Price as a % of Avg Est Value	140%	145%	143%	143%	132%	133%	131%	130%	136%	134%	141%	146%	123%

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



Median Est Value	\$635K	\$617K	\$613K	\$596K	\$608K	\$612K	\$655K	\$660K	\$679K	\$638K	\$645K	\$622K	\$604K
Median Listing Price	\$697K	\$697K	\$687K	\$719K	\$680K	\$699K	\$700K	\$744K	\$770K	\$729K	\$737K	\$749K	\$739K
Med Listing Price as a % of Med Est Value	110%	113%	112%	121%	112%	114%	107%	113%	113%	114%	114%	120%	122%

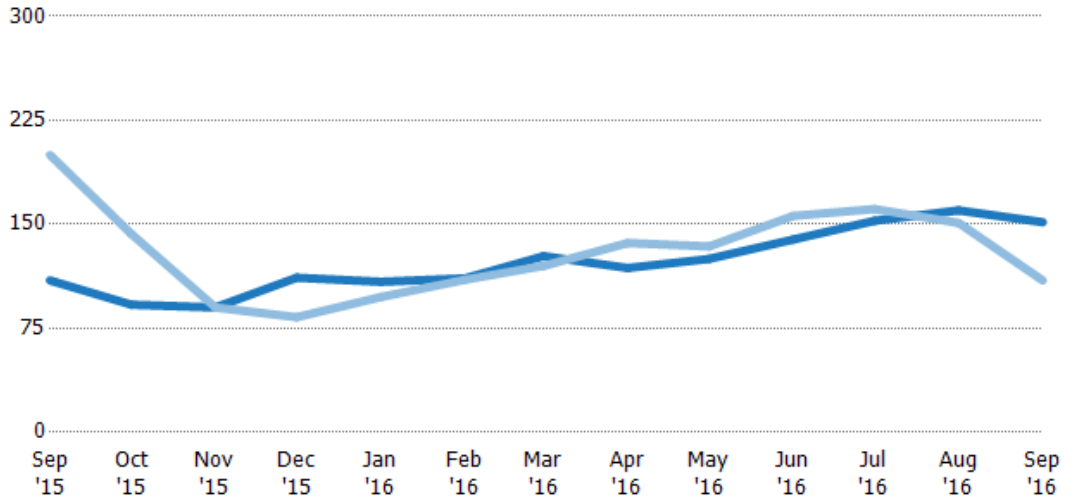
Median Days in RPR

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.
Sep '16	152	38.4%
Sep '15	110	-45.3%
Sep '14	200	-30.5%



Current Year	110	92	90	112	109	111	127	119	125	139	153	160	152
Prior Year	200	143	90	83	97.5	110	120	137	134	156	161	151	110
Percent Change from Prior Year	-45%	-36%	0%	34%	11%	1%	6%	-13%	-7%	-11%	-5%	6%	38%

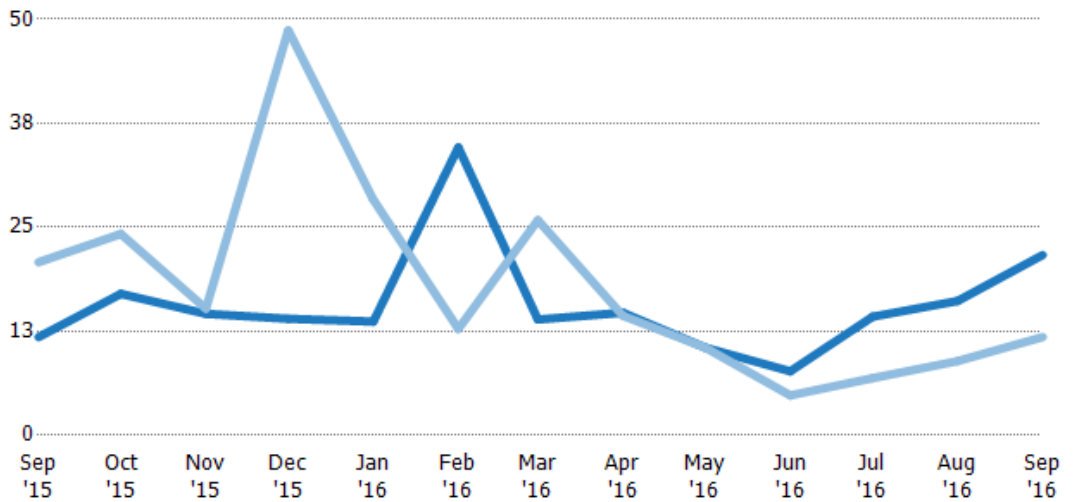
Months of Inventory

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.
Sep '16	21.7	83.6%
Sep '15	11.8	-43.3%
Sep '14	20.8	-55.9%



Current Year	11.8	17	14.6	14	13.7	34.6	13.9	14.7	10.5	7.69	14.3	16.1	21.7
Prior Year	20.8	24.2	15.2	48.7	28.3	12.8	25.9	14.4	10.5	4.79	6.87	8.92	11.8
Percent Change from Prior Year	-43%	-30%	-4%	-71%	-52%	171%	-46%	3%	0%	60%	108%	81%	84%

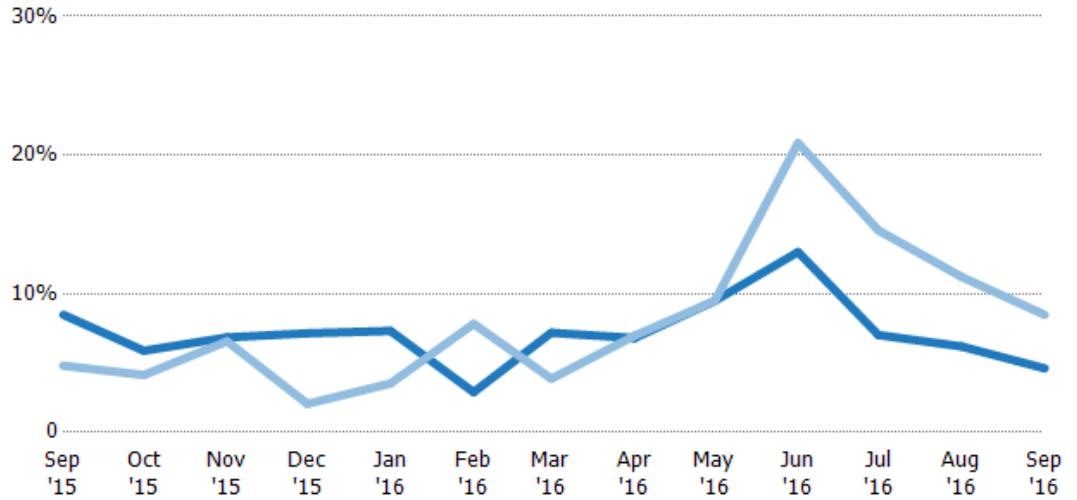
Absorption Rate

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.
Sep '16	5%	3.9%
Sep '15	8%	-3.7%
Sep '14	5%	126.9%



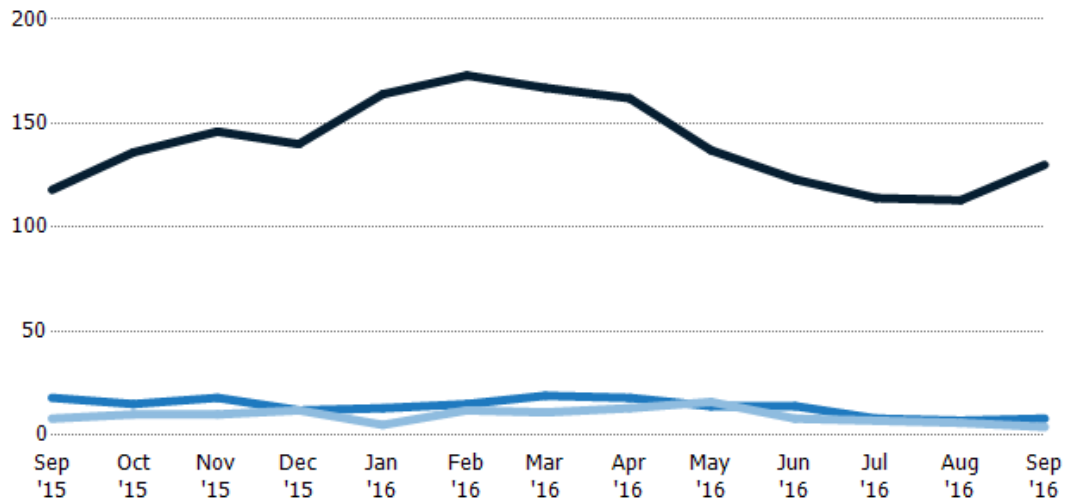
	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16
Current Year	8%	6%	7%	7%	7%	3%	7%	7%	9%	13%	7%	6%	5%
Prior Year	5%	4%	7%	2%	4%	8%	4%	7%	9%	21%	15%	11%	8%
Change from Prior Year	-4%	-2%	0%	-5%	-4%	5%	-3%	0%	0%	8%	8%	5%	4%

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



	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16
Active	118	136	146	140	164	173	167	162	137	123	114	113	130
Pending	18	15	18	12	13	15	19	18	14	14	8	7	8
Sold	8	10	10	12	5	12	11	13	16	8	7	6	4

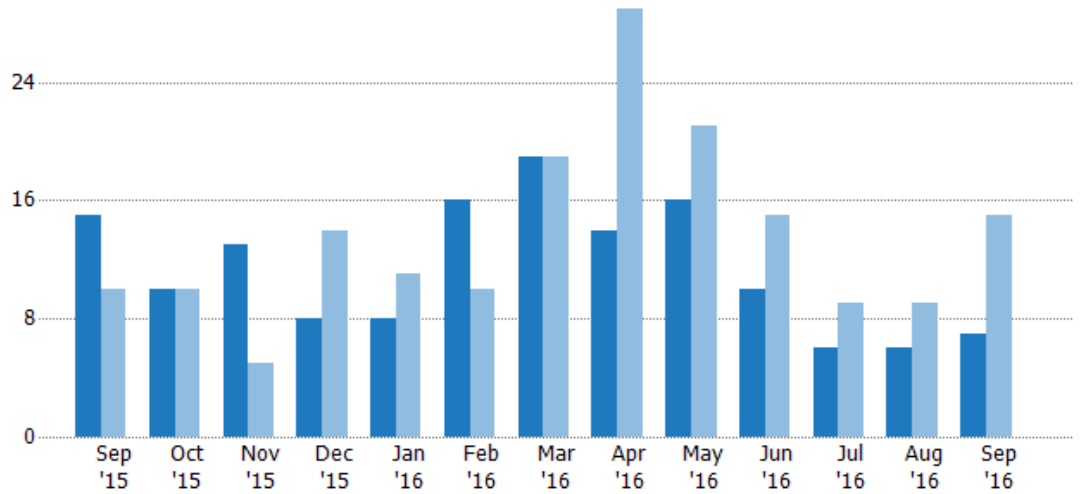
New Pending Sales

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.
Sep '16	7	-53.3%
Sep '15	15	50%
Sep '14	10	-20%



Current Year	15	10	13	8	8	16	19	14	16	10	6	6	7
Prior Year	10	10	5	14	11	10	19	29	21	15	9	9	15
Percent Change from Prior Year	50%	0%	160%	-43%	-27%	60%	0%	-52%	-24%	-33%	-33%	-33%	-53%

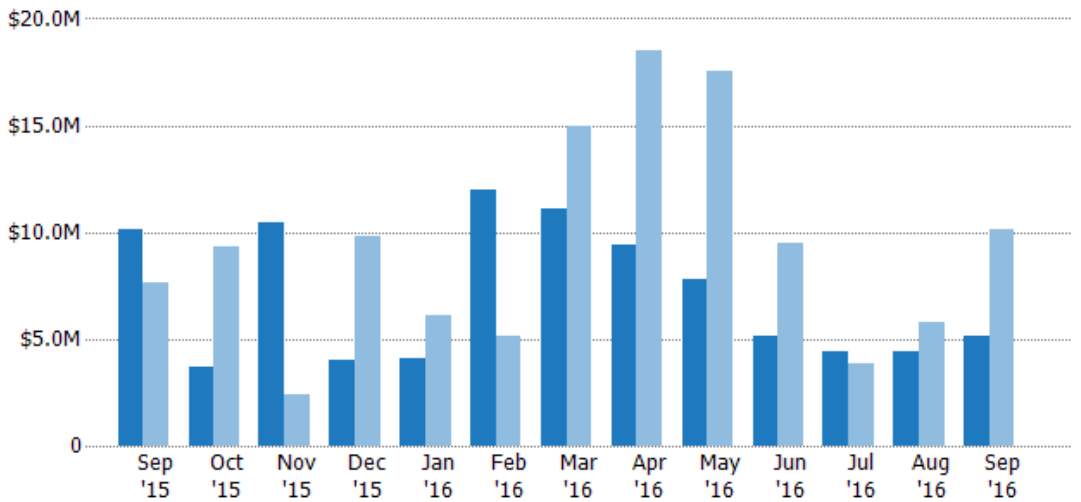
New Pending Sales Volume

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.
Sep '16	\$5.14M	-49.4%
Sep '15	\$10.2M	33.6%
Sep '14	\$7.6M	-53.8%



Current Year	\$10.2M	\$3.66M	\$10.5M	\$4.01M	\$4.05M	\$12M	\$11.1M	\$9.42M	\$7.83M	\$5.16M	\$4.43M	\$4.4M	\$5.14M
Prior Year	\$7.6M	\$9.35M	\$2.41M	\$9.83M	\$6.12M	\$5.17M	\$14.9M	\$18.5M	\$17.6M	\$9.47M	\$3.86M	\$5.77M	\$10.2M
Percent Change from Prior Year	34%	-61%	335%	-59%	-34%	133%	-26%	-49%	-55%	-46%	15%	-24%	-49%

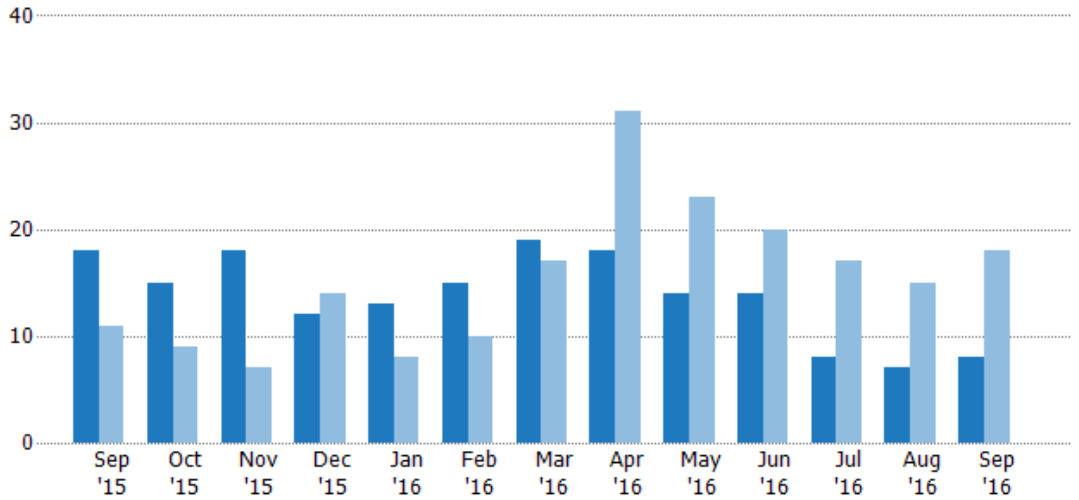
Pending Sales

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.
Sep '16	8	-55.6%
Sep '15	18	63.6%
Sep '14	11	-9.1%



	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16
Current Year	18	15	18	12	13	15	19	18	14	14	8	7	8
Prior Year	11	9	7	14	8	10	17	31	23	20	17	15	18
Percent Change from Prior Year	64%	67%	157%	-14%	63%	50%	12%	-42%	-39%	-30%	-53%	-53%	-56%

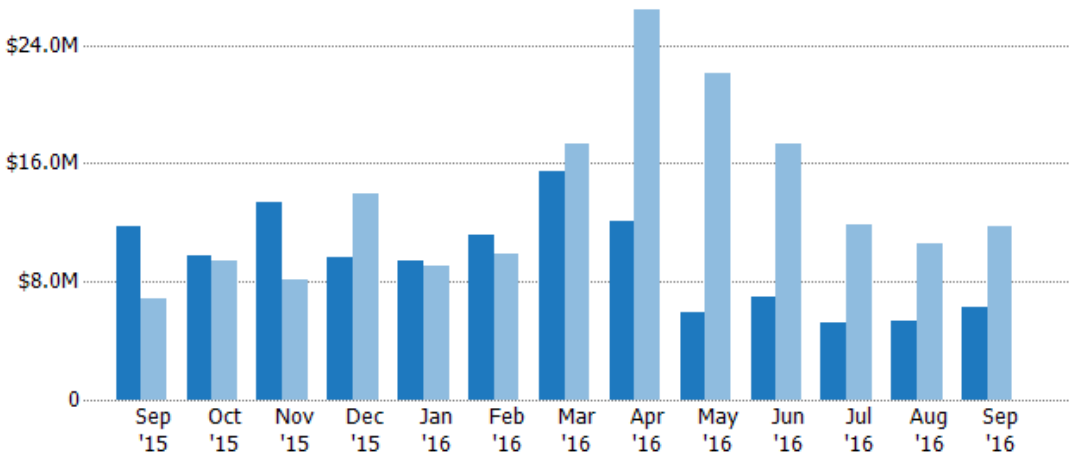
Pending Sales Volume

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.
Sep '16	\$6.24M	-46.8%
Sep '15	\$11.7M	71.5%
Sep '14	\$6.83M	-10%



	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16
Current Year	\$11.7M	\$9.79M	\$13.3M	\$9.64M	\$9.35M	\$11.1M	\$15.4M	\$12.1M	\$5.9M	\$6.95M	\$5.21M	\$5.38M	\$6.24M
Prior Year	\$6.83M	\$9.37M	\$8.16M	\$14M	\$9.03M	\$9.87M	\$17.3M	\$26.4M	\$22M	\$17.3M	\$11.9M	\$10.6M	\$11.7M
Percent Change from Prior Year	72%	5%	63%	-31%	4%	13%	-11%	-54%	-73%	-60%	-56%	-49%	-47%

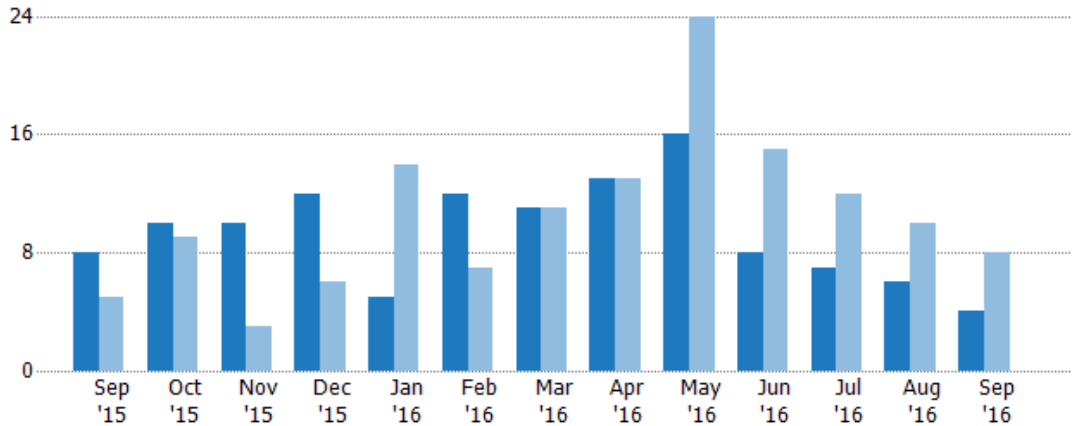
Closed Sales

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.
Sep '16	4	-50%
Sep '15	8	60%
Sep '14	5	-40%



	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16
Current Year	8	10	10	12	5	12	11	13	16	8	7	6	4
Prior Year	5	9	3	6	14	7	11	13	24	15	12	10	8
Percent Change from Prior Year	60%	11%	233%	100%	-64%	71%	0%	0%	-33%	-47%	-42%	-40%	-50%

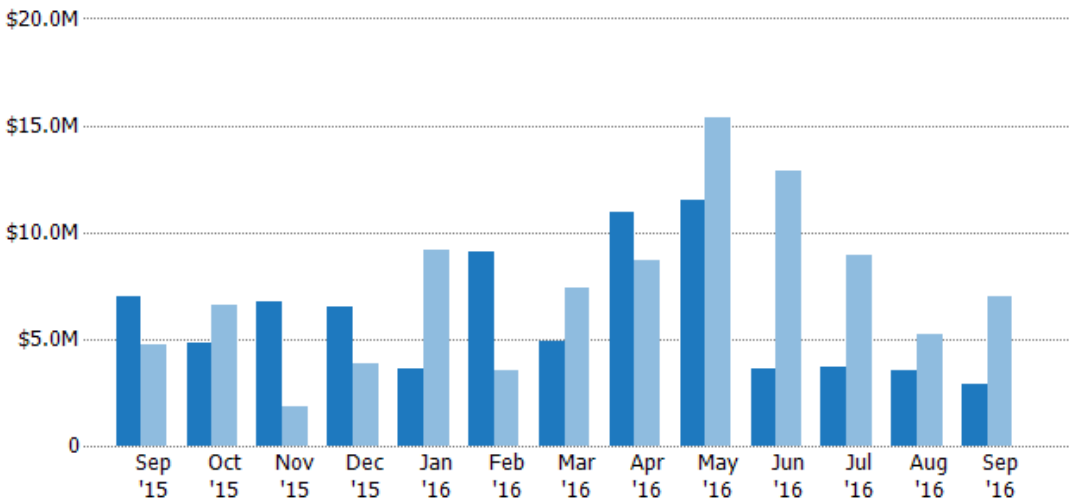
Closed Sales Volume

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.
Sep '16	\$2.92M	-58%
Sep '15	\$6.96M	46.6%
Sep '14	\$4.75M	-75.4%



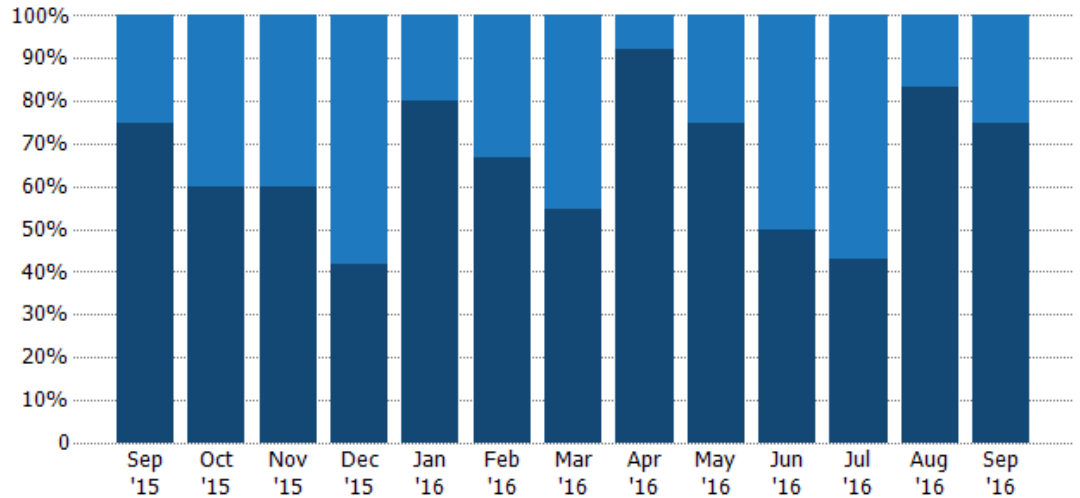
	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16
Current Year	\$6.96M	\$4.83M	\$6.76M	\$6.5M	\$3.64M	\$9.09M	\$4.92M	\$10.9M	\$11.5M	\$3.59M	\$3.67M	\$3.52M	\$2.92M
Prior Year	\$4.75M	\$6.63M	\$1.88M	\$3.82M	\$9.14M	\$3.57M	\$7.36M	\$8.69M	\$15.3M	\$12.8M	\$8.92M	\$5.25M	\$6.96M
Percent Change from Prior Year	47%	-27%	260%	70%	-60%	155%	-33%	25%	-25%	-72%	-59%	-33%	-58%

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



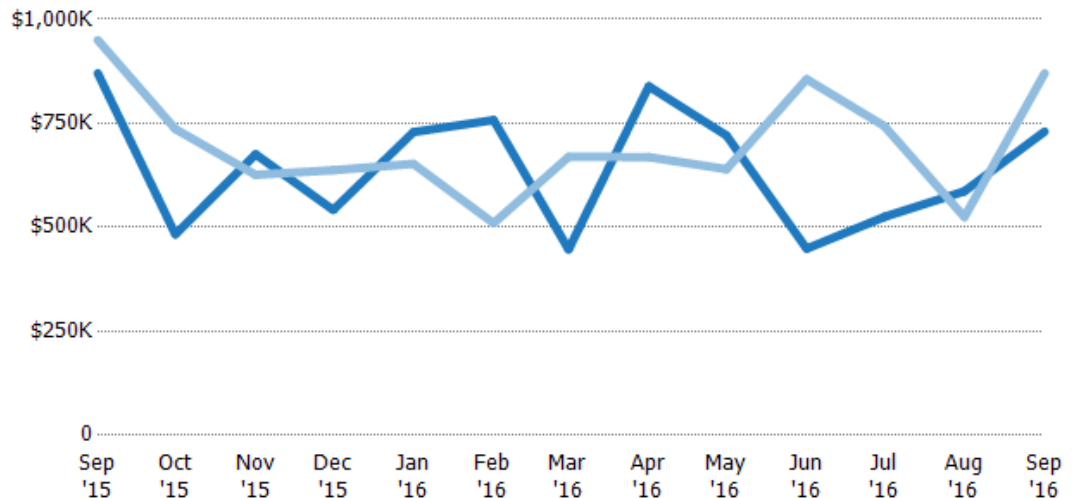
Condo/Townhouse	25%	40%	40%	58%	20%	33%	45%	8%	25%	50%	57%	17%	25%
Single Family Residence	75%	60%	60%	42%	80%	67%	55%	92%	75%	50%	43%	83%	75%

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



Current Year	\$870K	\$483K	\$676K	\$542K	\$729K	\$758K	\$447K	\$839K	\$721K	\$449K	\$525K	\$587K	\$730K
Prior Year	\$950K	\$736K	\$626K	\$637K	\$653K	\$510K	\$669K	\$669K	\$640K	\$856K	\$743K	\$525K	\$870K
Percent Change from Prior Year	-8%	-34%	8%	-15%	12%	49%	-33%	25%	13%	-48%	-29%	12%	-16%

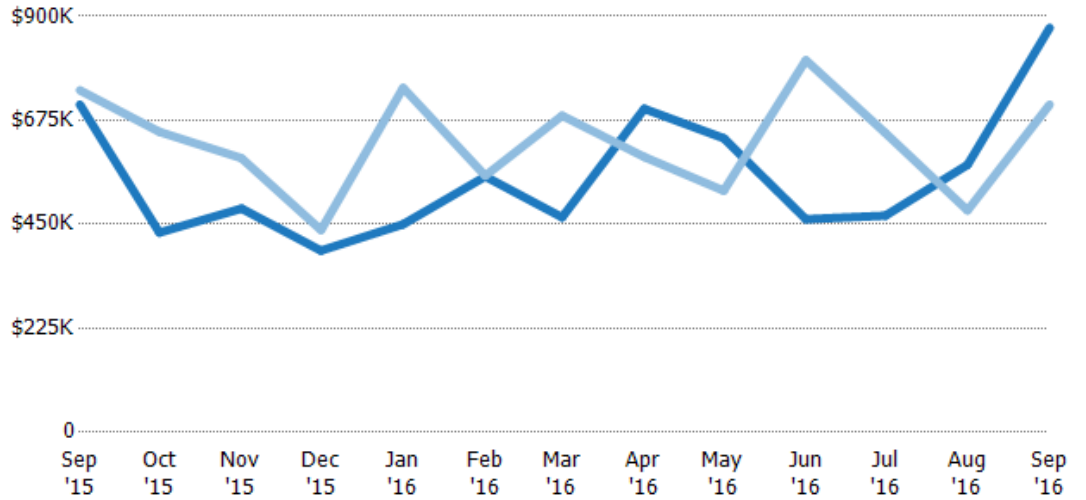
Median Sales Price

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.
Sep '16	\$875K	23.4%
Sep '15	\$709K	-4.2%
Sep '14	\$740K	-52.7%



Current Year	\$709K	\$432K	\$484K	\$393K	\$450K	\$553K	\$465K	\$700K	\$636K	\$461K	\$469K	\$579K	\$875K
Prior Year	\$740K	\$650K	\$593K	\$438K	\$745K	\$555K	\$685K	\$596K	\$523K	\$805K	\$648K	\$480K	\$709K
Percent Change from Prior Year	-4%	-34%	-18%	-10%	-40%	0%	-32%	18%	22%	-43%	-28%	21%	23%

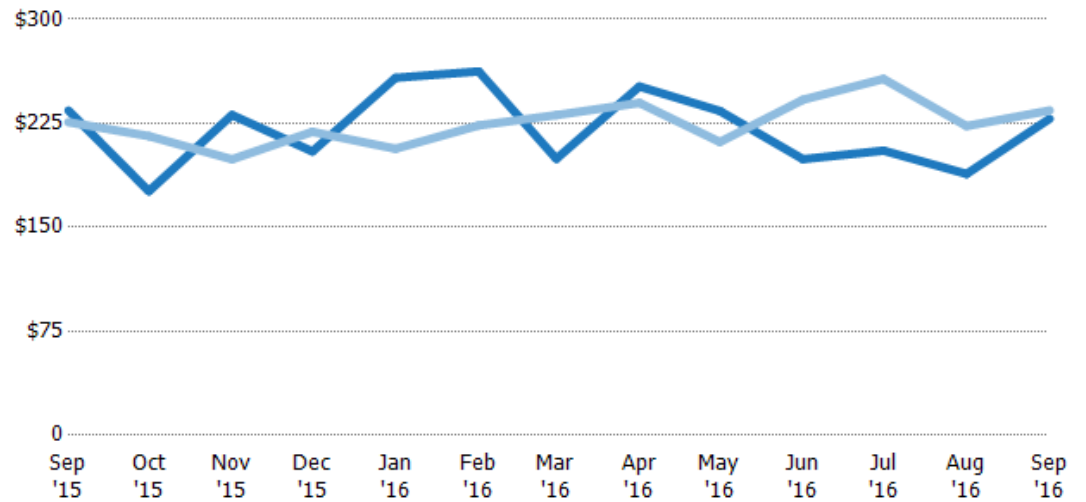
Average Sales Price per Sq Ft

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.
Sep '16	\$228	-2.6%
Sep '15	\$234	3.7%
Sep '14	\$226	-26.9%



Current Year	\$234	\$176	\$231	\$205	\$258	\$262	\$199	\$252	\$234	\$199	\$205	\$189	\$228
Prior Year	\$226	\$216	\$199	\$219	\$207	\$223	\$231	\$240	\$212	\$242	\$257	\$223	\$234
Percent Change from Prior Year	4%	-18%	16%	-6%	25%	17%	-14%	5%	11%	-18%	-20%	-15%	-3%

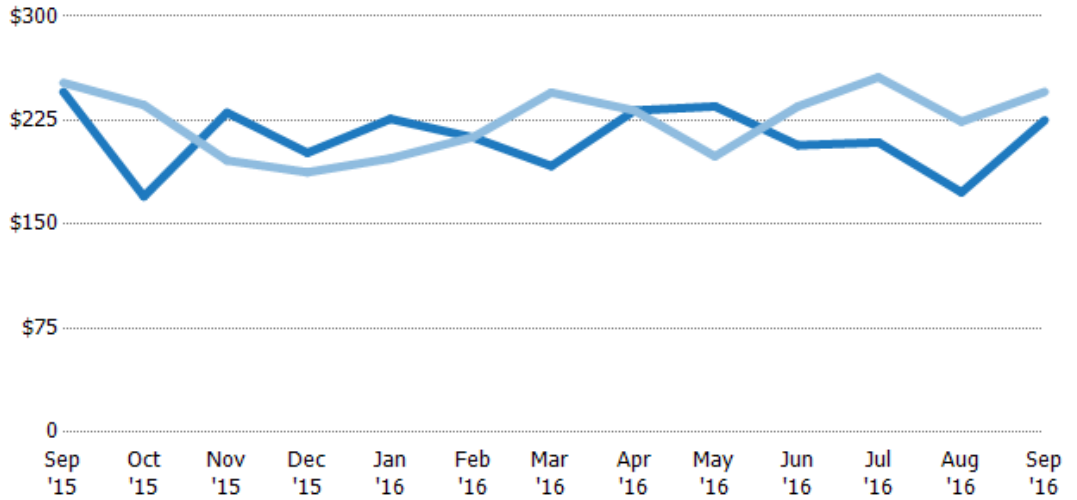
Median Sales Price per Sq Ft

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.
Sep '16	\$225	-8.4%
Sep '15	\$246	-2.6%
Sep '14	\$252	-36.1%



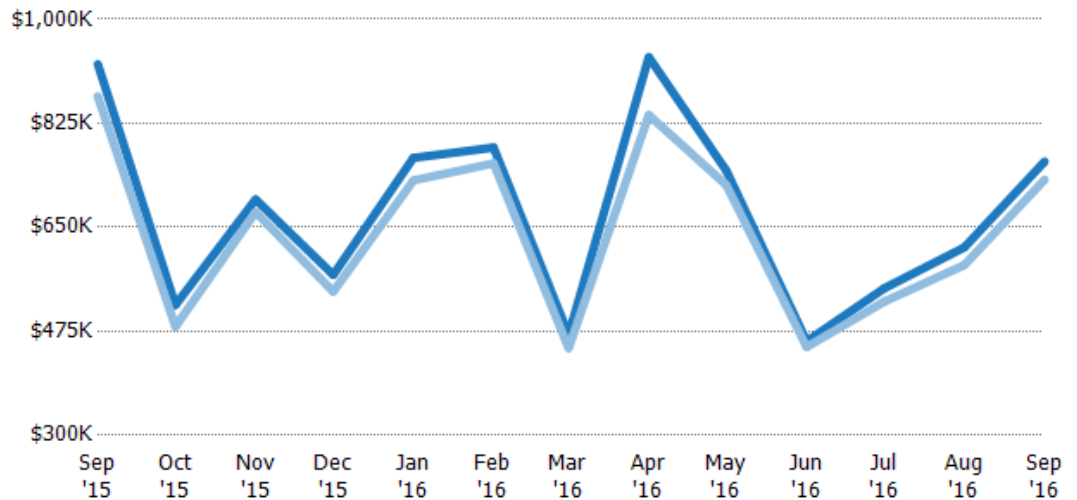
	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16
Current Year	\$246	\$170	\$231	\$202	\$226	\$213	\$192	\$232	\$235	\$207	\$209	\$173	\$225
Prior Year	\$252	\$236	\$196	\$188	\$198	\$213	\$245	\$232	\$199	\$235	\$256	\$224	\$246
Percent Change from Prior Year	-3%	-28%	18%	7%	14%	0%	-22%	0%	18%	-12%	-18%	-23%	-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



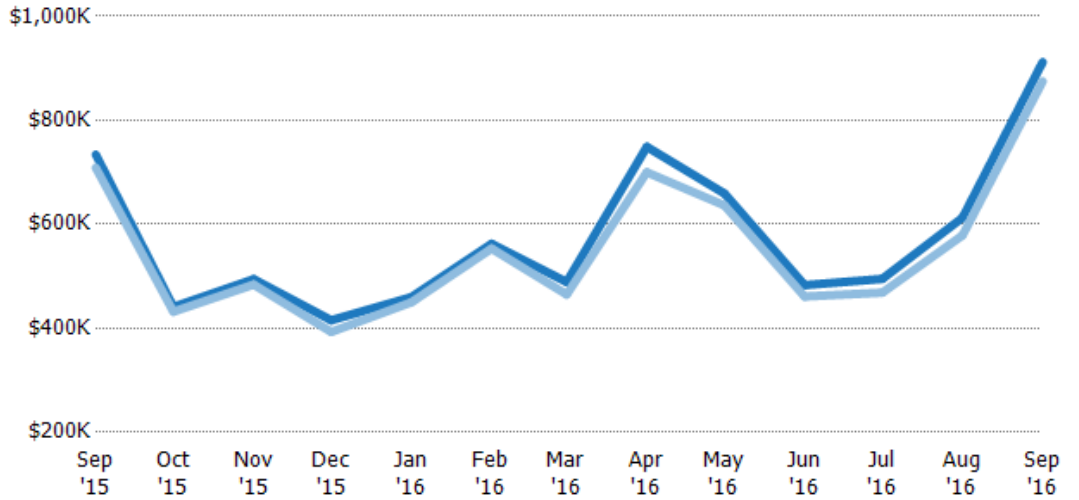
	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16
Avg List Price	\$925K	\$519K	\$697K	\$570K	\$767K	\$784K	\$469K	\$936K	\$745K	\$458K	\$547K	\$616K	\$761K
Avg Sales Price	\$870K	\$483K	\$676K	\$542K	\$729K	\$758K	\$447K	\$839K	\$721K	\$449K	\$525K	\$587K	\$730K
Avg Sales Price as a % of Avg List Price	94%	93%	97%	95%	95%	97%	95%	90%	97%	98%	96%	95%	96%

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

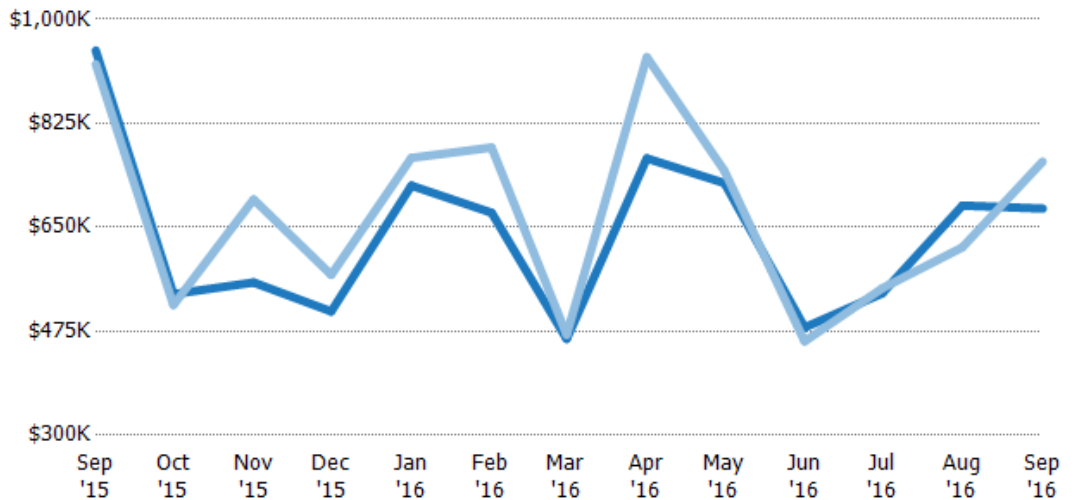


Average Sales Price vs Average Est Value

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

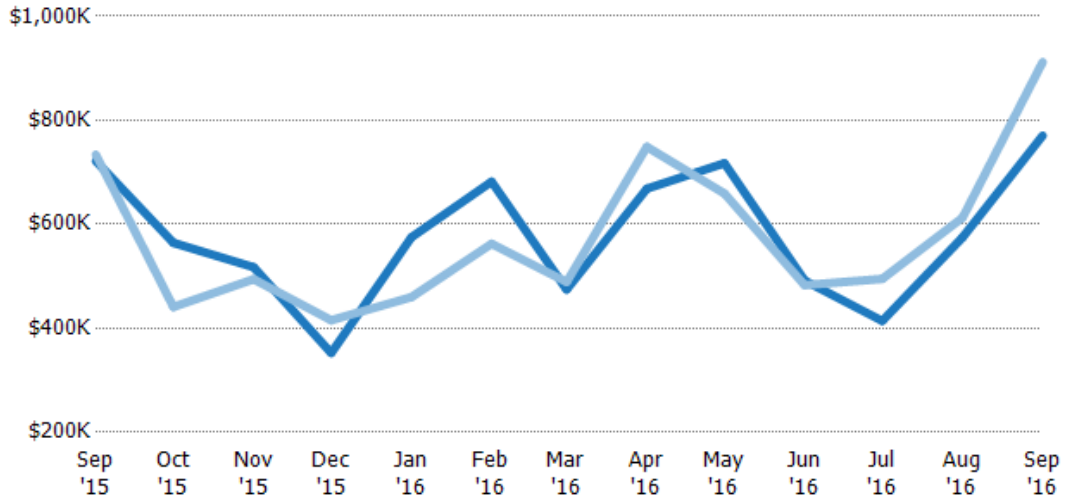


Median Sales Price vs Median Est Value

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



	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16
Median Est Value	\$722K	\$564K	\$518K	\$353K	\$575K	\$682K	\$475K	\$668K	\$717K	\$492K	\$414K	\$575K	\$771K
Median Sales Price	\$734K	\$441K	\$494K	\$415K	\$460K	\$563K	\$489K	\$749K	\$659K	\$483K	\$495K	\$613K	\$912K
Med Sales Price as a % of Med Est Value	102%	78%	96%	118%	80%	82%	103%	112%	92%	98%	120%	107%	118%

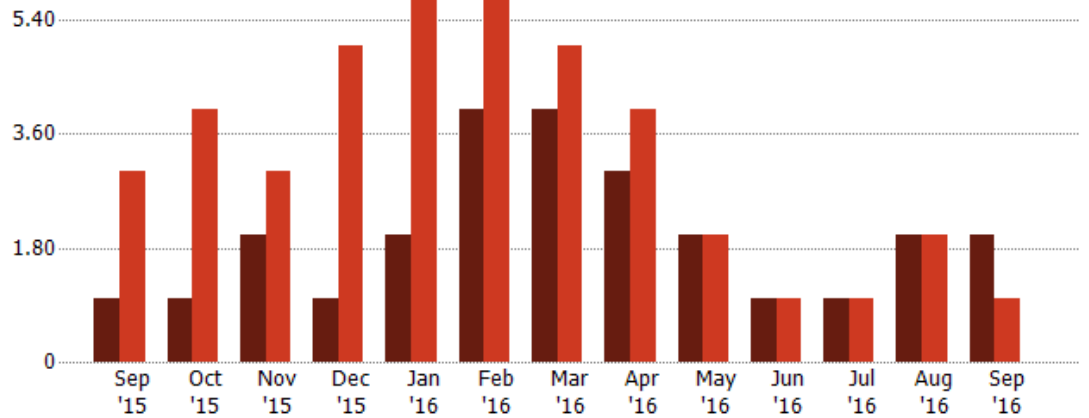
Distressed Listings

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

Month/Year	Count	% Chg.
Sep '16	2	100%
Sep '15	1	-66.7%
Sep '14	3	66.7%



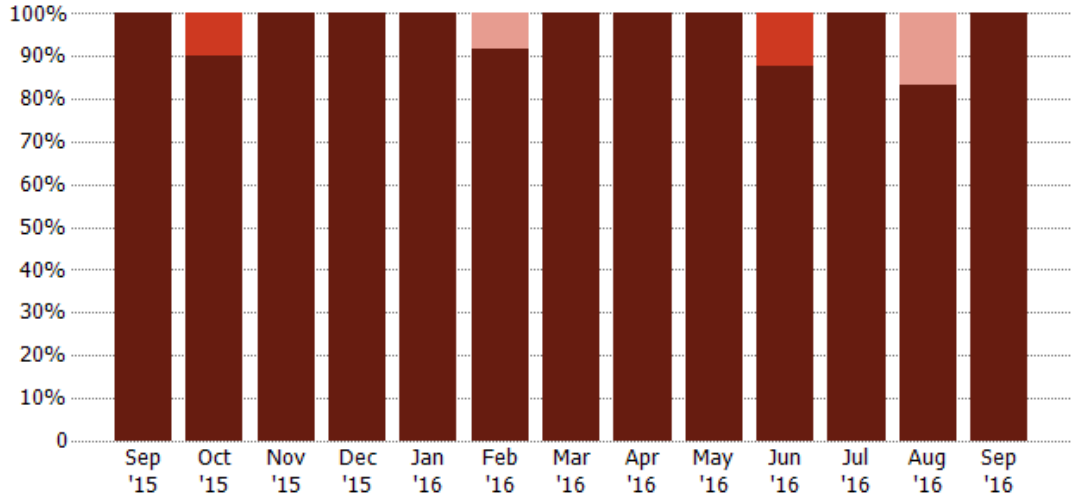
	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16
Current Year	1	1	2	1	2	4	4	3	2	1	1	2	2
Prior Year	3	4	3	5	6	6	5	4	2	1	1	2	1
Percent Change from Prior Year	-67%	-75%	-33%	-80%	-67%	-33%	-20%	-25%	0%	0%	0%	0%	100%

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



	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16
Short Sale	-	-	-	-	-	8%	-	-	-	-	-	17%	-
Foreclosure	-	10%	-	-	-	-	-	-	-	13%	-	-	-
Non-Distressed	100%	90%	100%	100%	100%	92%	100%	100%	100%	88%	100%	83%	100%

Listing Activity by ZIP

May 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	114	\$115,917,987	\$1,016,824	\$847,000	\$261	\$248	6	15.78 %

Sales Activity by ZIP

May 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	Avg Days In RPR
85377	17	\$13,785,800	18	\$13,511,702	\$855,655	\$589,950	\$229	\$231	119