



2017

CAREFREE MARKET REPORT

September 2017



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 2017	Sep 2016	+ / -	YTD 2017	YTD 2016	+ / -
Listing Activity Charts Metrics						
New Listing Count	25	31	-19.4%	190	201	-5.5%
New Listing Volume	\$19,089,614	\$26,844,850	-28.9%	\$148,047,789	\$146,282,853	+1.2%
Active Listing Count	89	131	-32.1%	1,079	1,293	-16.6%
Active Listing Volume	\$89,267,550	\$108,598,443	-17.8%	\$1,017,816,681	\$1,262,441,733	-19.4%
Average Listing Price	\$1,003,006	\$828,996	+21%	\$943,296	\$976,366	-3.4%
Median Listing Price	\$795,000	\$729,995	+8.9%	\$772,080	\$717,281	+7.6%
Average Listing Price per Sq Ft	\$268	\$245	+9.5%	\$258	\$246	+4.8%
Median Listing Price per Sq Ft	\$247	\$223	+10.8%	\$239	\$229	+4.7%
Median Days in RPR	115	154	-25.3%	121.39	130.69	-7.1%
Months of Inventory	7.4	21.8	-66%	13.2	11.3	+16%
Absorption Rate	13.48%	4.58%	+8.9%	7.6%	8.82%	-1.2%
Sales Activity Charts Metrics						
New Pending Sales Count	11	7	+57.1%	123	101	+21.8%
New Pending Sales Volume	\$7,445,214	\$5,137,400	+44.9%	\$87,101,294	\$63,283,766	+37.6%
Pending Sales Count	14	8	+75%	129	116	+11.2%
Pending Sales Volume	\$10,045,214	\$6,236,300	+61.1%	\$93,440,944	\$77,700,400	+20.3%
Closed Sales Count	8	4	+100%	109	82	+32.9%
Closed Sales Volume	\$3,604,000	\$2,921,000	+23.4%	\$75,049,567	\$53,793,905	+39.5%
Average Sales Price	\$450,500	\$730,250	-38.3%	\$688,528	\$656,023	+5%
Median Sales Price	\$346,250	\$875,000	-60.4%	\$574,310	\$575,909	-0.3%
Average Sales Price per Sq Ft	\$184	\$228	-19.6%	\$226	\$230	-1.6%
Median Sales Price per Sq Ft	\$159	\$225	-29.6%	\$211	\$216	-2.4%
Distressed Charts Metrics						
Distressed Listing Count	1	2	-50%	11	21	-47.6%

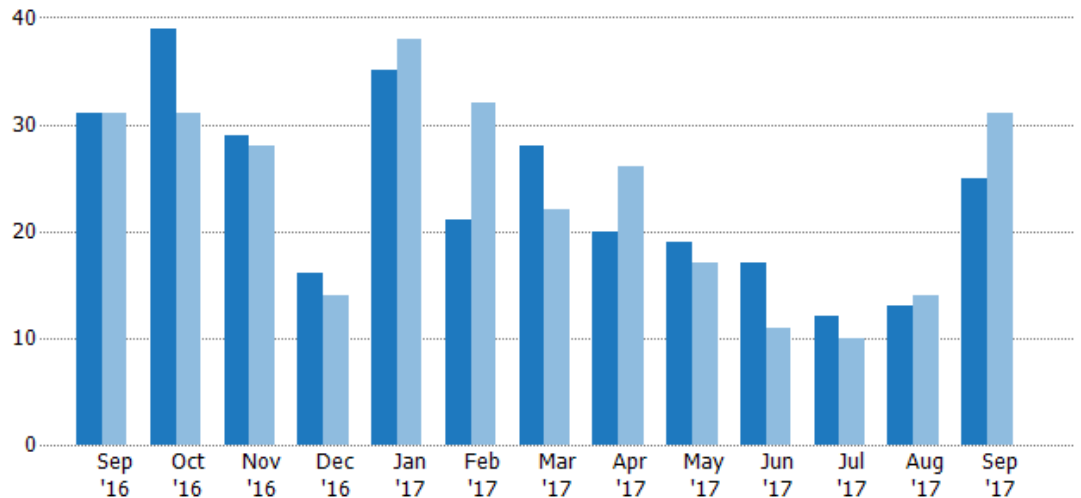
New Listings

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 '17	25	-19.4%
Sep '16	31	0%
Sep '15	31	-35.5%



Current Year	31	39	29	16	35	21	28	20	19	17	12	13	25
Prior Year	31	31	28	14	38	32	22	26	17	11	10	14	31
Percent Change from Prior Year	0%	26%	4%	14%	-8%	-34%	27%	-23%	12%	55%	20%	-7%	-19%

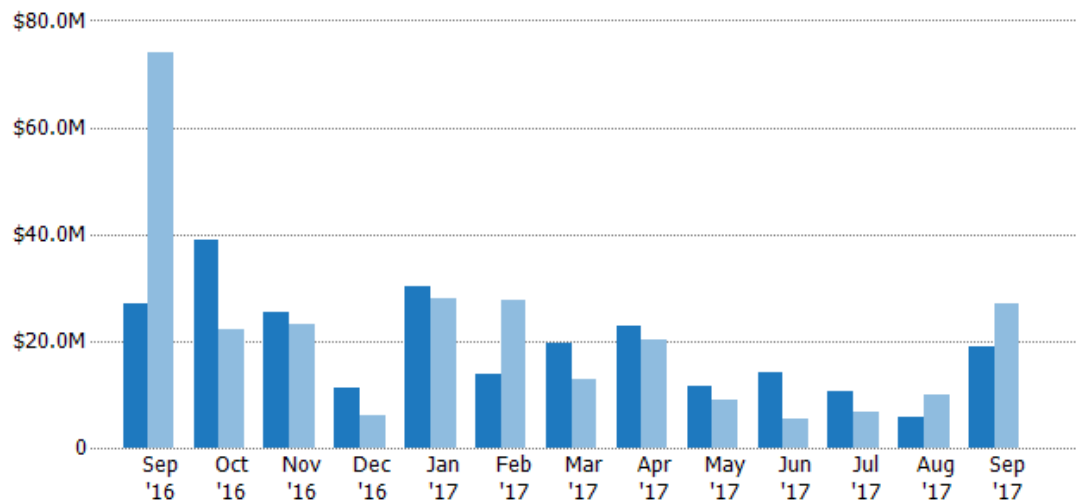
New Listing Volume

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 '17	\$19.1M	-28.9%
Sep '16	\$26.8M	-63.7%
Sep '15	\$74M	-84.5%



Current Year	\$26.8M	\$39M	\$25.4M	\$11.2M	\$30.3M	\$13.8M	\$19.6M	\$23M	\$11.7M	\$14.2M	\$10.6M	\$5.83M	\$19.1M
Prior Year	\$74M	\$22M	\$23M	\$6.16M	\$28M	\$27.5M	\$12.7M	\$20.4M	\$8.83M	\$5.45M	\$6.77M	\$9.8M	\$26.8M
Percent Change from Prior Year	-64%	77%	11%	82%	8%	-50%	53%	13%	32%	161%	57%	-41%	-29%

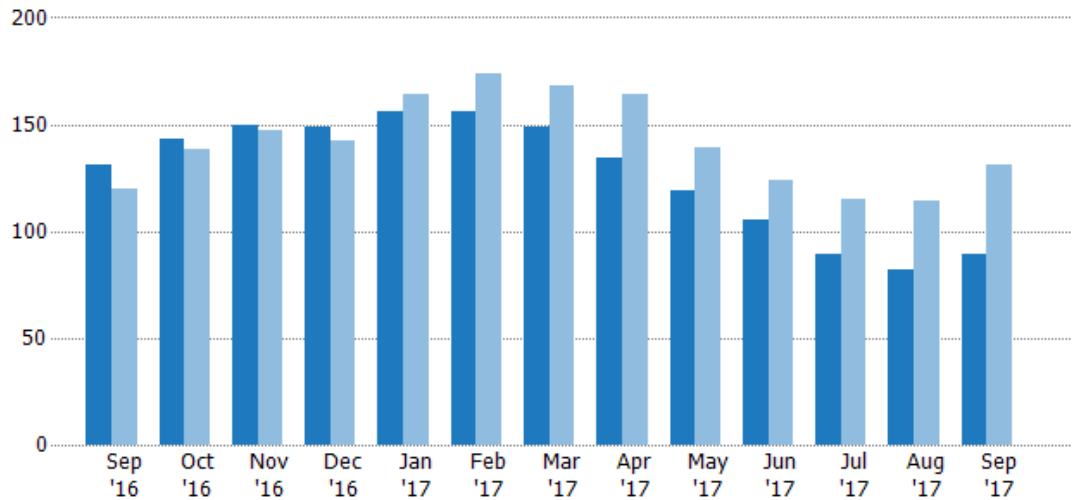
Active Listings

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 '17	89	-32.1%
Sep '16	131	9.2%
Sep '15	120	-10.8%



	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Current Year	131	143	150	149	156	156	149	134	119	105	89	82	89
Prior Year	120	138	147	142	164	174	168	164	139	124	115	114	131
Percent Change from Prior Year	9%	4%	2%	5%	-5%	-10%	-11%	-18%	-14%	-15%	-23%	-28%	-32%

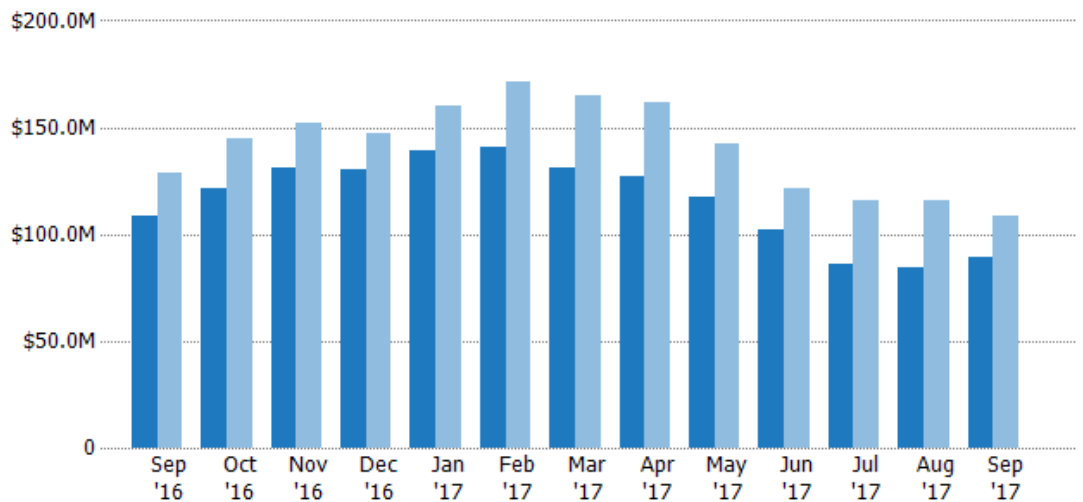
Active Listing Volume

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 '17	\$89.3M	-17.8%
Sep '16	\$109M	-15.7%
Sep '15	\$129M	-32.1%



	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Current Year	\$109M	\$121M	\$131M	\$130M	\$139M	\$141M	\$132M	\$127M	\$118M	\$102M	\$86.4M	\$84.3M	\$89.3M
Prior Year	\$129M	\$144M	\$152M	\$148M	\$160M	\$171M	\$165M	\$161M	\$142M	\$121M	\$116M	\$116M	\$109M
Percent Change from Prior Year	-16%	-16%	-14%	-12%	-13%	-18%	-20%	-21%	-17%	-16%	-25%	-27%	-18%

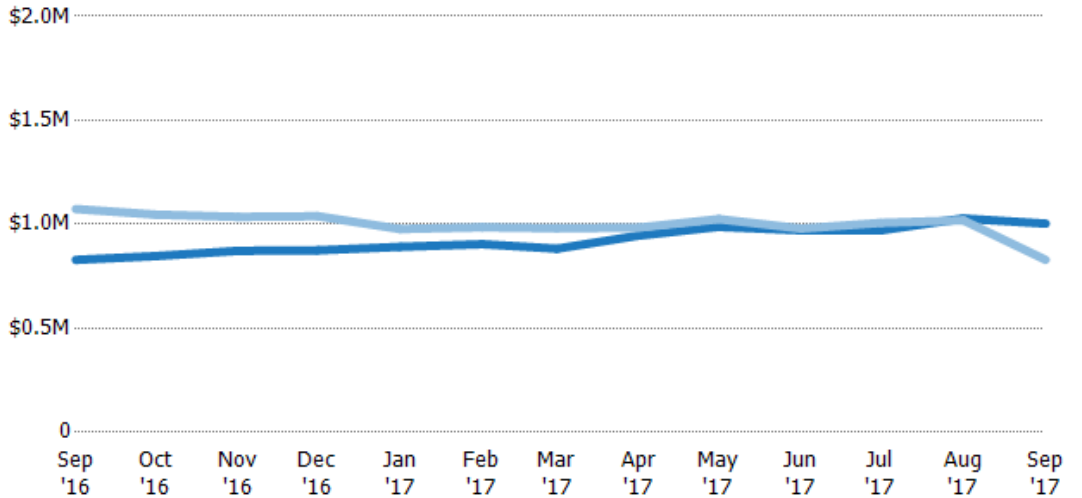
Average Listing Price

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.
Sep '17	\$1M	21%
Sep '16	\$829K	-22.8%
Sep '15	\$1.07M	-23.9%



Current Year	\$829K	\$847K	\$872K	\$875K	\$891K	\$904K	\$883K	\$946K	\$988K	\$971K	\$971K	\$1.03M	\$1M
Prior Year	\$1.07M	\$1.05M	\$1.04M	\$1.04M	\$977K	\$986K	\$981K	\$984K	\$1.02M	\$979K	\$1.01M	\$1.02M	\$829K
Percent Change from Prior Year	-23%	-19%	-16%	-16%	-9%	-8%	-10%	-4%	-4%	-1%	-4%	1%	21%

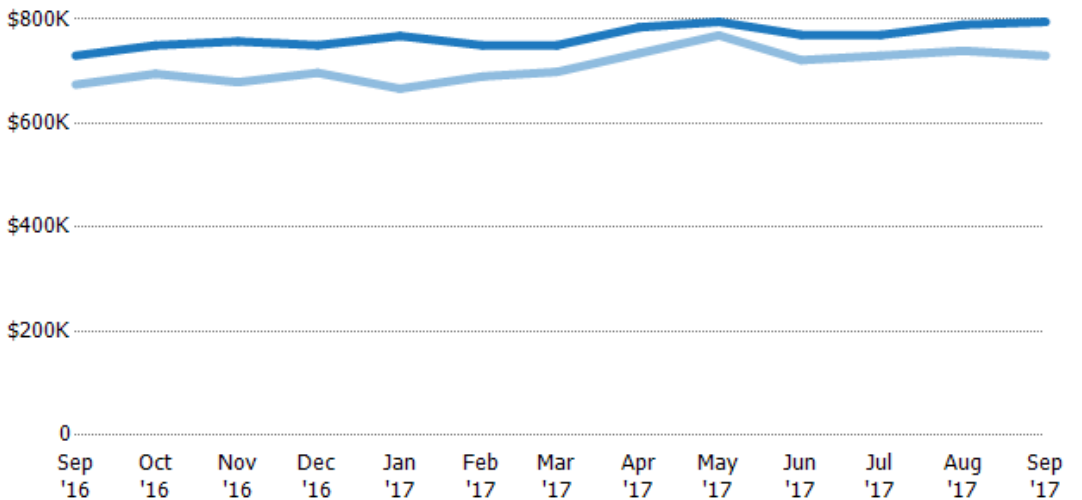
Median Listing Price

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.
Sep '17	\$795K	8.9%
Sep '16	\$730K	8.2%
Sep '15	\$674K	-11.8%



Current Year	\$730K	\$750K	\$758K	\$750K	\$768K	\$750K	\$750K	\$785K	\$795K	\$770K	\$770K	\$789K	\$795K
Prior Year	\$674K	\$695K	\$679K	\$697K	\$667K	\$690K	\$699K	\$734K	\$769K	\$722K	\$730K	\$739K	\$730K
Percent Change from Prior Year	8%	8%	12%	8%	15%	9%	7%	7%	3%	7%	5%	7%	9%

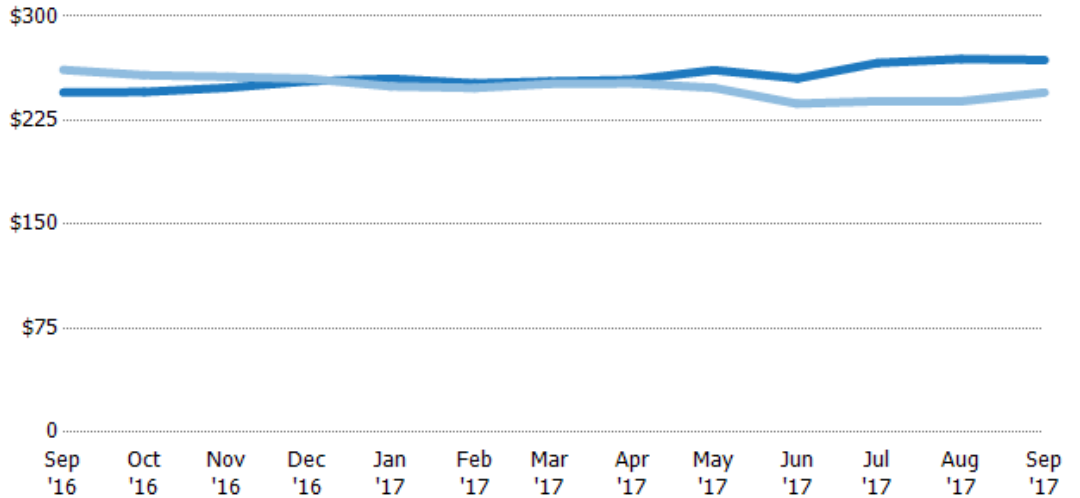
Average Listing Price per Sq Ft

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.
Sep '17	\$268	9.5%
Sep '16	\$245	-6.2%
Sep '15	\$261	-7.7%



Current Year	\$245	\$245	\$248	\$253	\$255	\$252	\$253	\$254	\$261	\$255	\$266	\$269	\$268
Prior Year	\$261	\$258	\$256	\$255	\$249	\$248	\$251	\$252	\$248	\$237	\$239	\$239	\$245
Percent Change from Prior Year	-6%	-5%	-3%	-1%	2%	1%	1%	1%	5%	8%	12%	13%	10%

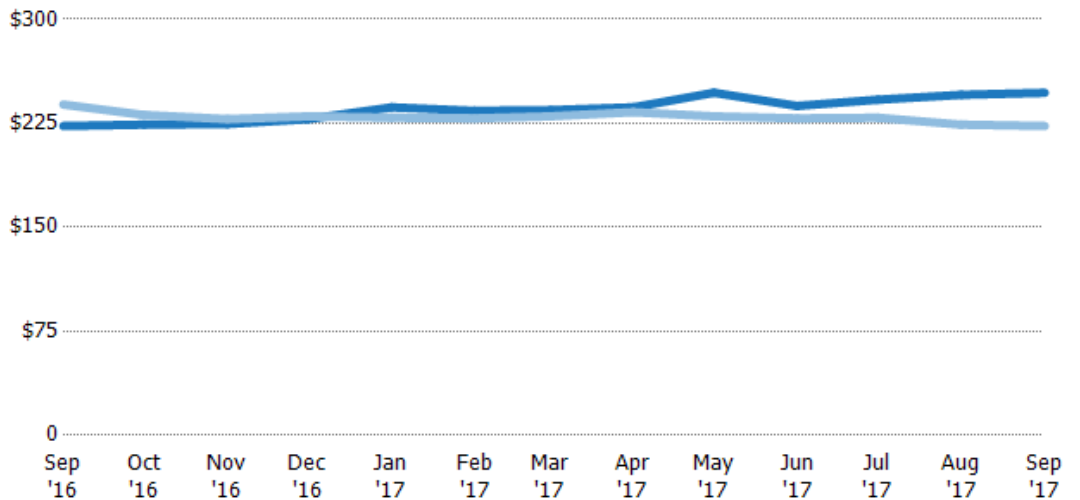
Median Listing Price per Sq Ft

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.
Sep '17	\$247	10.8%
Sep '16	\$223	-6.5%
Sep '15	\$239	-7.3%



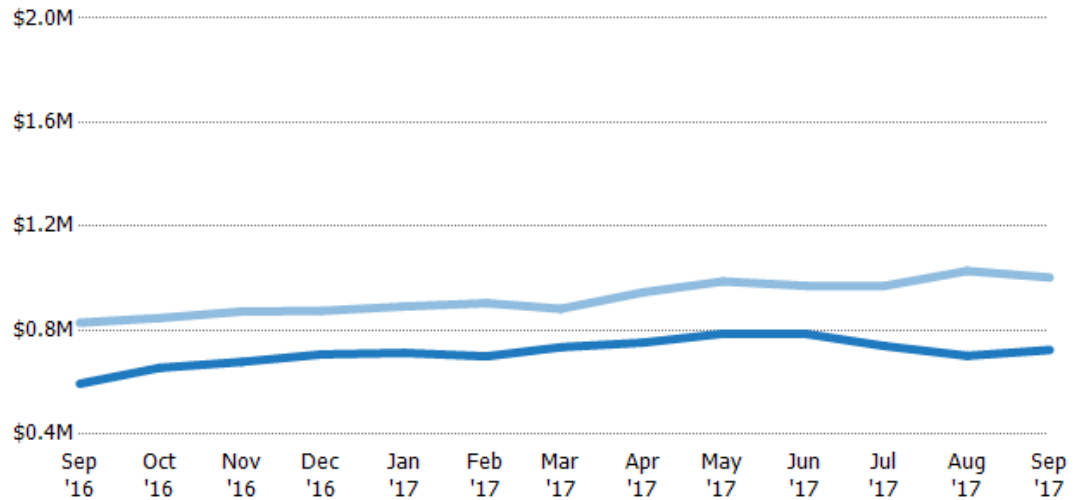
Current Year	\$223	\$224	\$225	\$228	\$237	\$234	\$235	\$237	\$247	\$238	\$242	\$246	\$247
Prior Year	\$239	\$231	\$228	\$230	\$229	\$229	\$230	\$233	\$230	\$229	\$229	\$224	\$223
Percent Change from Prior Year	-6%	-3%	-2%	-1%	3%	2%	2%	2%	7%	4%	6%	10%	11%

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



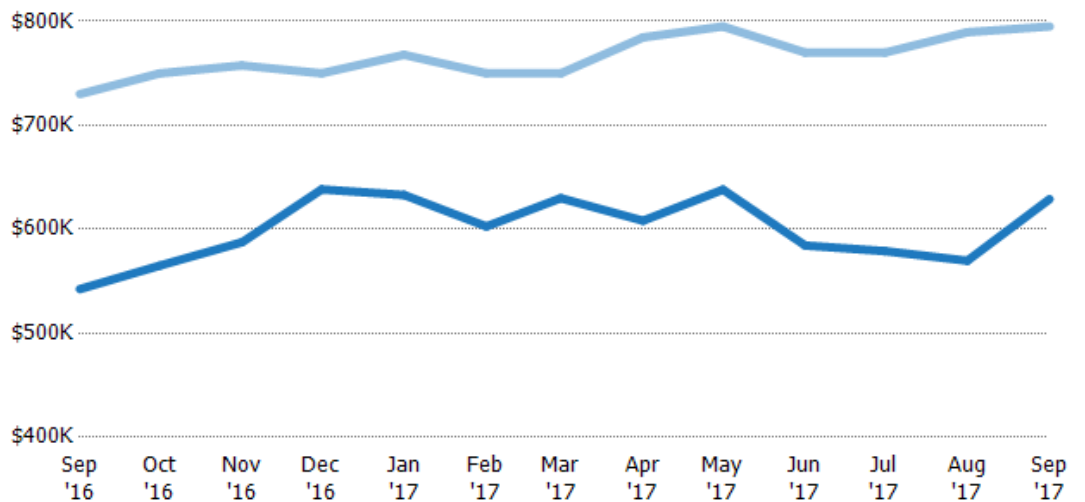
Avg Est Value	\$594K	\$655K	\$678K	\$707K	\$713K	\$700K	\$735K	\$752K	\$787K	\$786K	\$739K	\$702K	\$724K
Avg Listing Price	\$829K	\$847K	\$872K	\$875K	\$891K	\$904K	\$883K	\$946K	\$988K	\$971K	\$971K	\$1.03M	\$1M
Avg Listing Price as a % of Avg Est Value	139%	129%	129%	124%	125%	129%	120%	126%	126%	124%	131%	147%	139%

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	\$542K	\$565K	\$588K	\$638K	\$633K	\$603K	\$630K	\$608K	\$638K	\$584K	\$579K	\$570K	\$629K
Median Listing Price	\$730K	\$750K	\$758K	\$750K	\$768K	\$750K	\$750K	\$785K	\$795K	\$770K	\$770K	\$789K	\$795K
Med Listing Price as a % of Med Est Value	135%	133%	129%	117%	121%	124%	119%	129%	125%	132%	133%	139%	126%

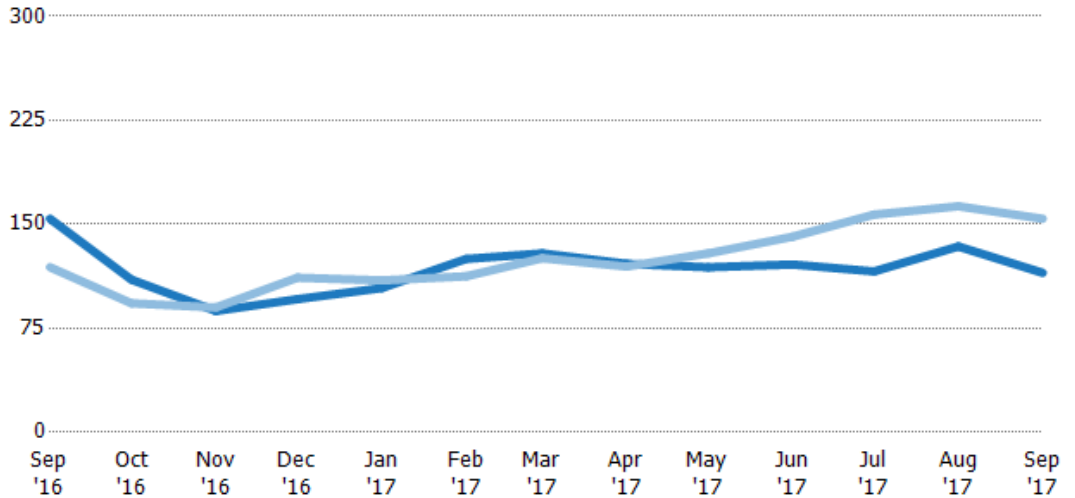
Median Days in RPR

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 '17	115	-25.3%
Sep '16	154	29.4%
Sep '15	119	71.4%



Current Year	154	110	87.5	96	104	125	129	122	119	121	116	134	115
Prior Year	119	93	90	112	110	113	126	120	129	141	157	163	154
Percent Change from Prior Year	29%	18%	-3%	-14%	-5%	11%	3%	2%	-8%	-14%	-26%	-18%	-25%

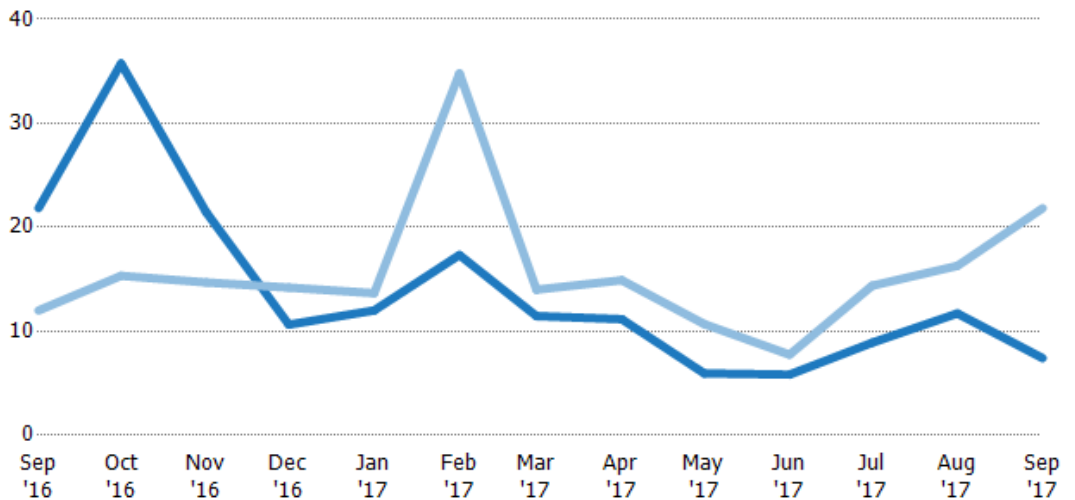
Months of Inventory

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.
Sep '17	7.42	-66%
Sep '16	21.8	81.9%
Sep '15	12	78.3%



Current Year	21.8	35.8	21.4	10.6	12	17.3	11.5	11.2	5.95	5.83	8.9	11.7	7.42
Prior Year	12	15.3	14.7	14.2	13.7	34.8	14	14.9	10.7	7.75	14.4	16.3	21.8
Percent Change from Prior Year	82%	133%	46%	-25%	-12%	-50%	-18%	-25%	-44%	-25%	-38%	-28%	-66%

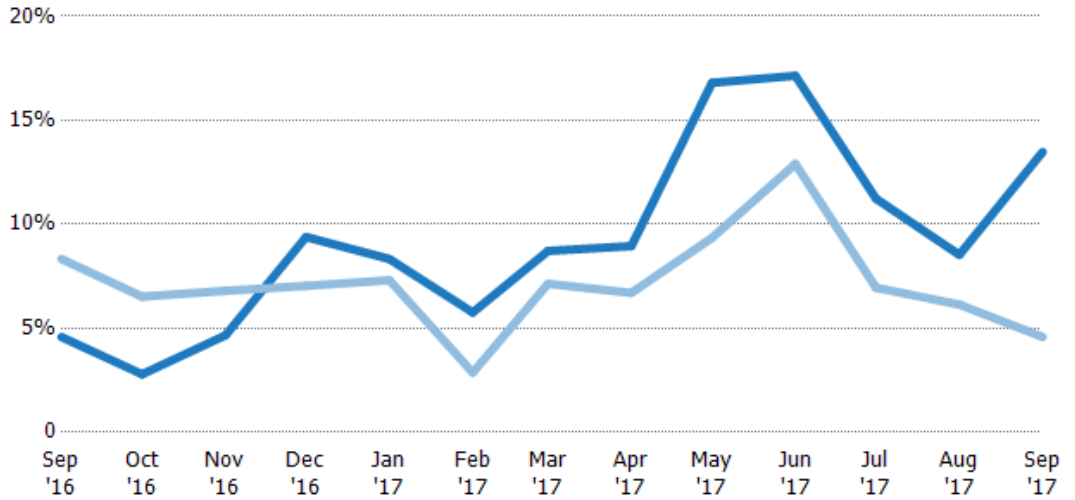
Absorption Rate

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.
Sep '17	13%	-8.9%
Sep '16	5%	3.8%
Sep '15	8%	-43.9%



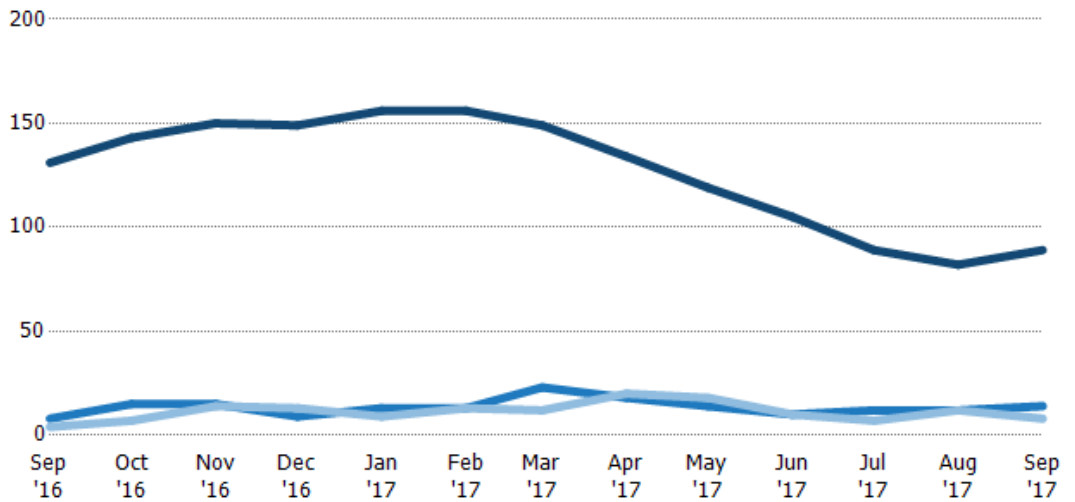
Current Year	5%	3%	5%	9%	8%	6%	9%	9%	17%	17%	11%	9%	13%
Prior Year	8%	7%	7%	7%	7%	3%	7%	7%	9%	13%	7%	6%	5%
Change from Prior Year	4%	4%	2%	-2%	-1%	-3%	-2%	-2%	-7%	-4%	-4%	-2%	-9%

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	131	143	150	149	156	156	149	134	119	105	89	82	89
Pending	8	15	15	9	13	13	23	18	14	10	12	12	14
Sold	4	7	14	13	9	13	12	20	18	10	7	12	8

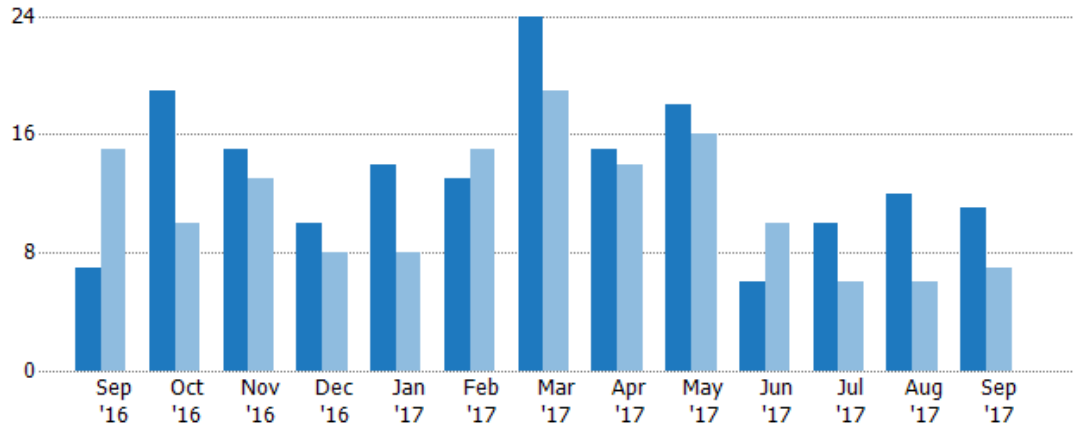
New Pending Sales

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.
Sep '17	11	57.1%
Sep '16	7	-53.3%
Sep '15	15	-33.3%



Current Year	7	19	15	10	14	13	24	15	18	6	10	12	11
Prior Year	15	10	13	8	8	15	19	14	16	10	6	6	7
Percent Change from Prior Year	-53%	90%	15%	25%	75%	-13%	26%	7%	13%	-40%	67%	100%	57%

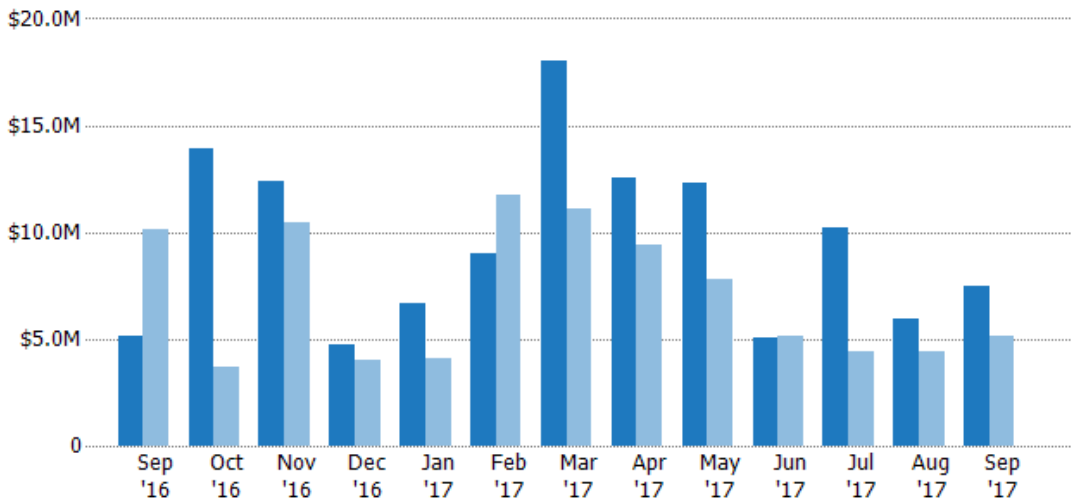
New Pending Sales Volume

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 '17	\$7.45M	44.9%
Sep '16	\$5.14M	-49.4%
Sep '15	\$10.2M	-25.2%



Current Year	\$5.14M	\$13.9M	\$12.4M	\$4.76M	\$6.68M	\$8.97M	\$18M	\$12.6M	\$12.3M	\$5.09M	\$10.2M	\$5.91M	\$7.45M
Prior Year	\$10.2M	\$3.66M	\$10.5M	\$4.01M	\$4.05M	\$11.7M	\$11.1M	\$9.42M	\$7.83M	\$5.16M	\$4.43M	\$4.4M	\$5.14M
Percent Change from Prior Year	-49%	281%	18%	19%	65%	-24%	62%	33%	57%	-1%	130%	34%	45%

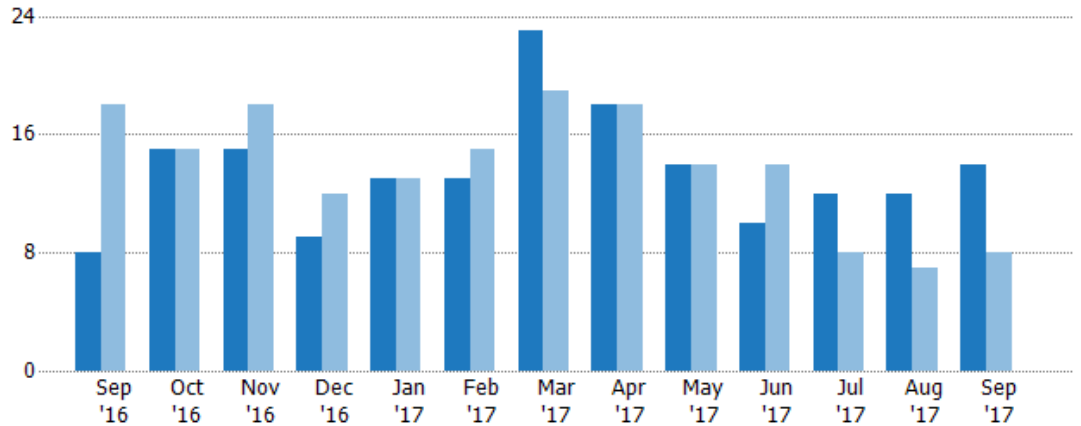
Pending Sales

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 '17	14	75%
Sep '16	8	-55.6%
Sep '15	18	-38.9%



Current Year	8	15	15	9	13	13	23	18	14	10	12	12	14
Prior Year	18	15	18	12	13	15	19	18	14	14	8	7	8
Percent Change from Prior Year	-56%	0%	-17%	-25%	0%	-13%	21%	0%	0%	-29%	50%	71%	75%

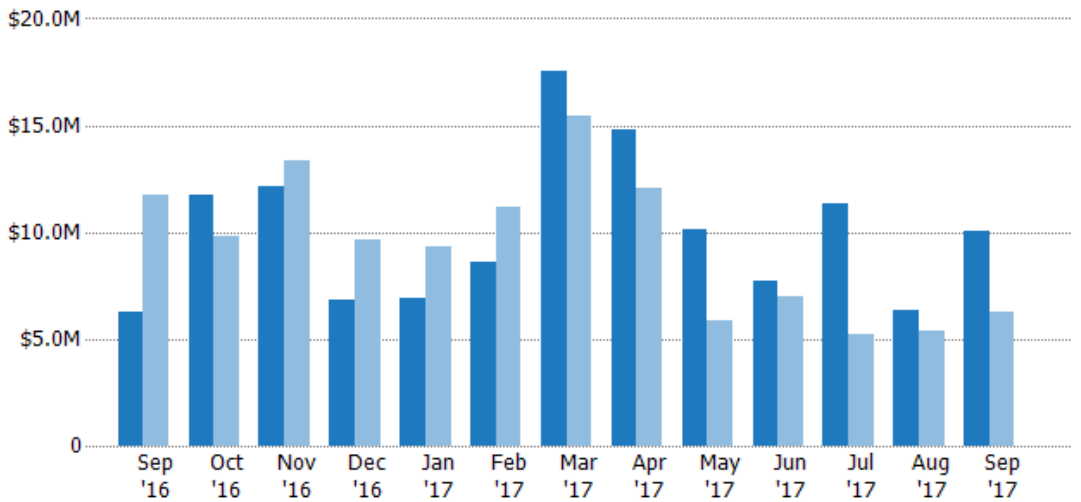
Pending Sales Volume

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 '17	\$10M	61.1%
Sep '16	\$6.24M	-46.8%
Sep '15	\$11.7M	-41.7%



Current Year	\$6.24M	\$11.7M	\$12.1M	\$6.87M	\$6.87M	\$8.64M	\$17.5M	\$14.8M	\$10.1M	\$7.74M	\$11.3M	\$6.37M	\$10M
Prior 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
Percent Change from Prior Year	-47%	20%	-9%	-29%	-27%	-23%	14%	22%	72%	11%	117%	18%	61%

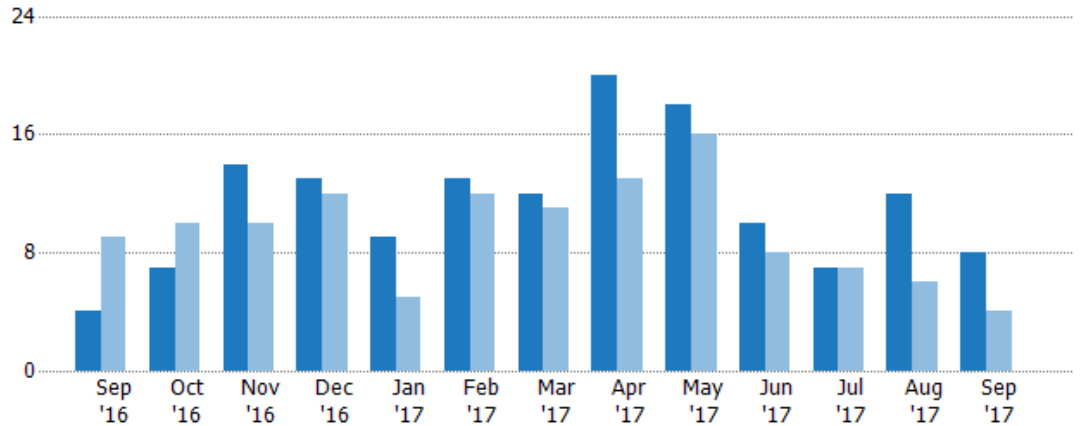
Closed Sales

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 '17	8	100%
Sep '16	4	-55.6%
Sep '15	9	-44.4%



	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Current Year	4	7	14	13	9	13	12	20	18	10	7	12	8
Prior Year	9	10	10	12	5	12	11	13	16	8	7	6	4
Percent Change from Prior Year	-56%	-30%	40%	8%	80%	8%	9%	54%	13%	25%	0%	100%	100%

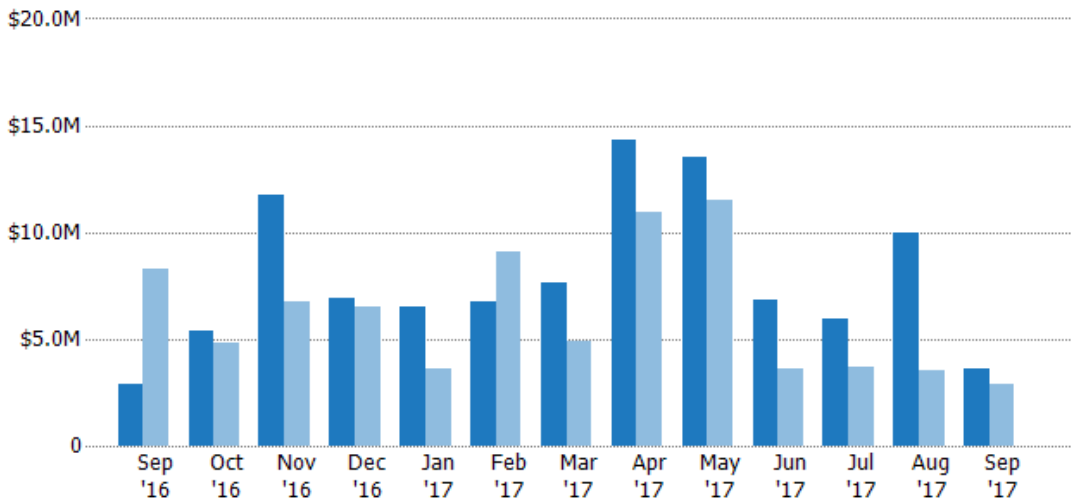
Closed Sales Volume

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 '17	\$3.6M	23.4%
Sep '16	\$2.92M	-64.6%
Sep '15	\$8.26M	-42.5%



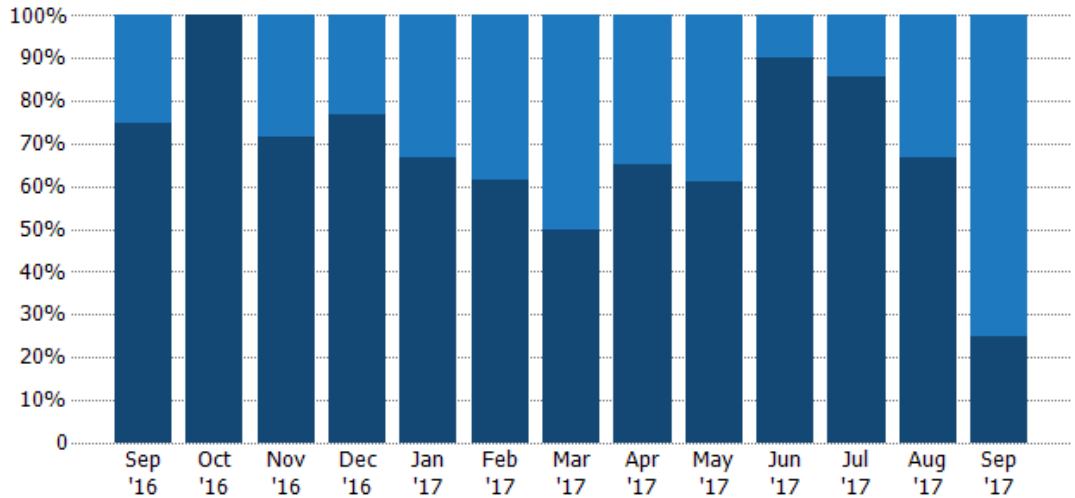
	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Current Year	\$2.92M	\$5.42M	\$11.8M	\$6.94M	\$6.54M	\$6.77M	\$7.6M	\$14.3M	\$13.5M	\$6.83M	\$5.95M	\$9.95M	\$3.6M
Prior Year	\$8.26M	\$4.83M	\$6.76M	\$6.5M	\$3.64M	\$9.09M	\$4.92M	\$10.9M	\$11.5M	\$3.59M	\$3.67M	\$3.52M	\$2.92M
Percent Change from Prior Year	-65%	12%	74%	7%	80%	-26%	55%	31%	17%	90%	62%	183%	23%

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



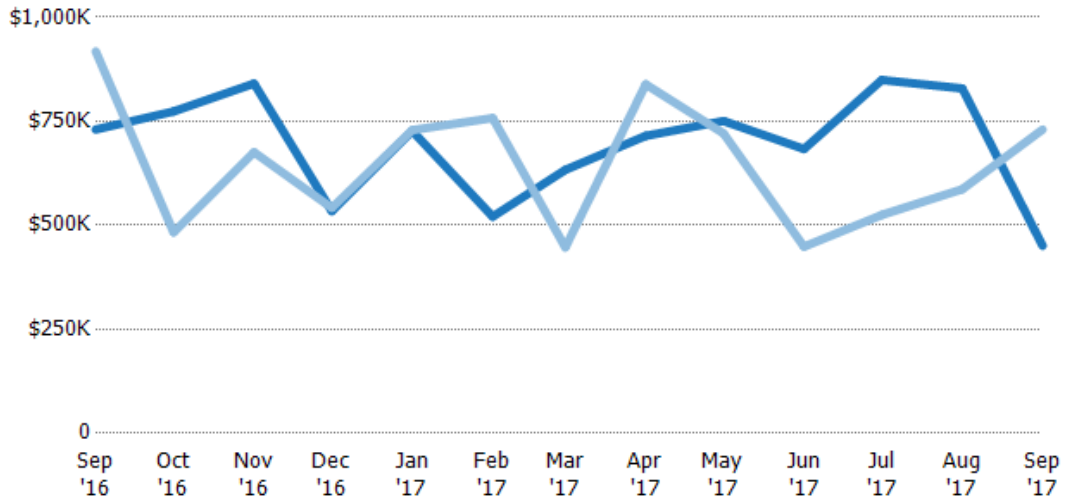
Property Type	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Condo/Townhouse	25%	-	29%	23%	33%	38%	50%	35%	39%	10%	14%	33%	75%
Single Family Residence	75%	100%	71%	77%	67%	62%	50%	65%	61%	90%	86%	67%	25%

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.
Sep '17	\$451K	-38.3%
Sep '16	\$730K	-20.5%
Sep '15	\$918K	3.5%

Property Type	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Current Year	\$730K	\$774K	\$841K	\$534K	\$727K	\$521K	\$633K	\$715K	\$751K	\$683K	\$849K	\$829K	\$451K
Prior Year	\$918K	\$483K	\$676K	\$542K	\$729K	\$758K	\$447K	\$839K	\$721K	\$449K	\$525K	\$587K	\$730K
Percent Change from Prior Year	-20%	60%	24%	-1%	0%	-31%	42%	-15%	4%	52%	62%	41%	-38%

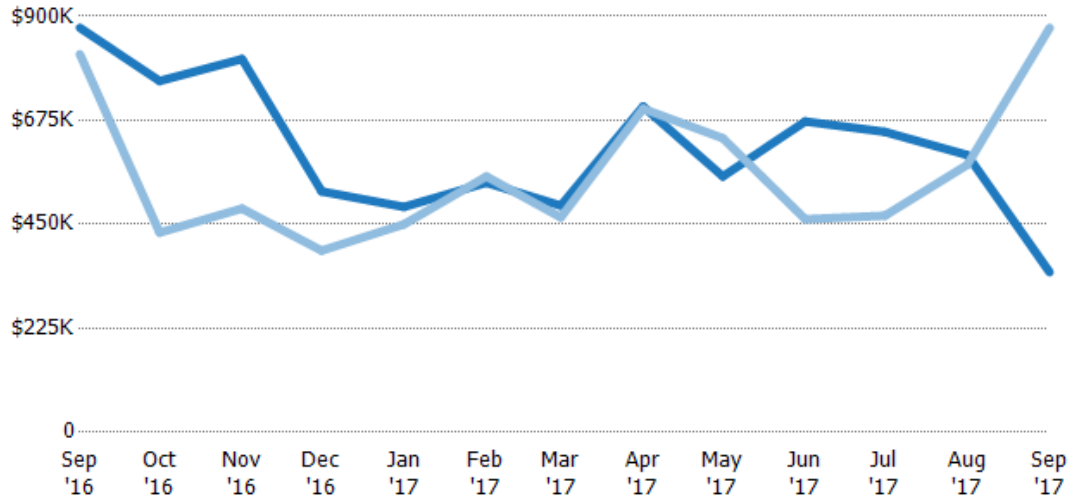
Median Sales Price

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 '17	\$346K	-60.4%
Sep '16	\$875K	7%
Sep '15	\$818K	-9.5%



Current Year	\$875K	\$760K	\$808K	\$521K	\$488K	\$540K	\$490K	\$705K	\$553K	\$673K	\$650K	\$600K	\$346K
Prior Year	\$818K	\$432K	\$484K	\$393K	\$450K	\$553K	\$465K	\$700K	\$636K	\$461K	\$469K	\$579K	\$875K
Percent Change from Prior Year	7%	76%	67%	33%	8%	-2%	5%	1%	-13%	46%	39%	4%	-60%

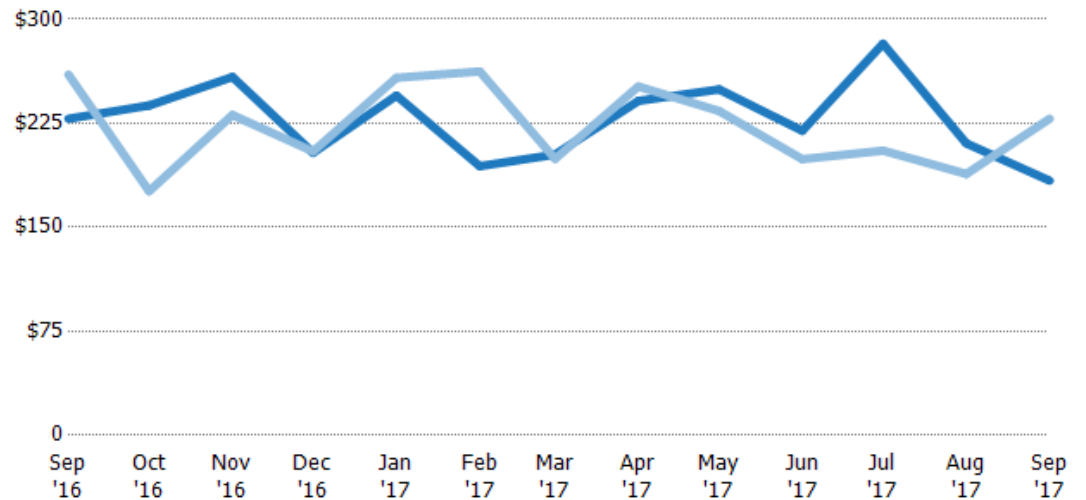
Average Sales Price per Sq Ft

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 '17	\$184	-19.6%
Sep '16	\$228	-12.2%
Sep '15	\$260	-13.2%



Current Year	\$228	\$238	\$258	\$204	\$245	\$194	\$202	\$241	\$249	\$220	\$282	\$211	\$184
Prior Year	\$260	\$176	\$231	\$205	\$258	\$262	\$199	\$252	\$234	\$199	\$205	\$189	\$228
Percent Change from Prior Year	-12%	35%	12%	0%	-5%	-26%	2%	-4%	7%	10%	38%	12%	-20%

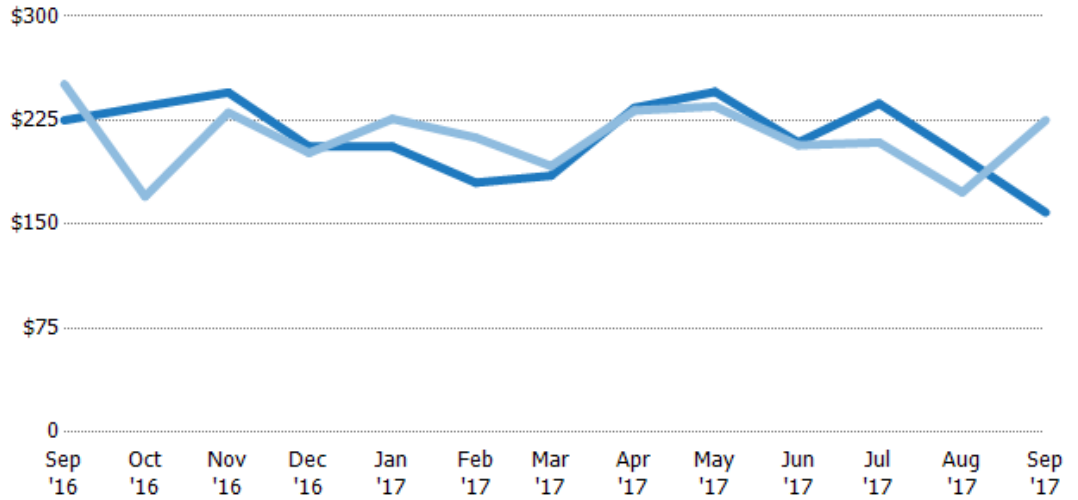
Median Sales Price per Sq Ft

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 '17	\$159	-29.6%
Sep '16	\$225	-10.4%
Sep '15	\$251	0.4%



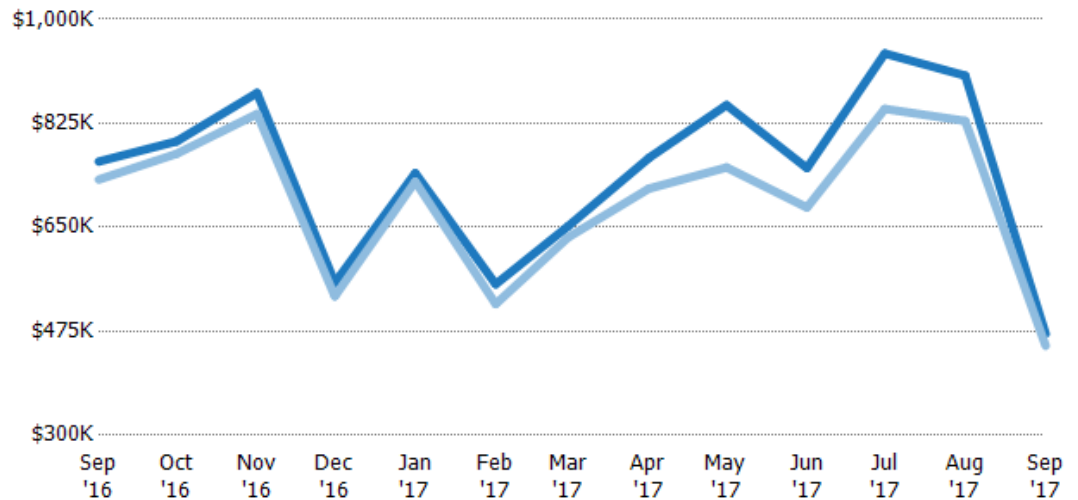
	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Current Year	\$225	\$235	\$245	\$206	\$206	\$180	\$185	\$234	\$246	\$209	\$237	\$199	\$159
Prior Year	\$251	\$170	\$231	\$202	\$226	\$213	\$192	\$232	\$235	\$207	\$209	\$173	\$225
Percent Change from Prior Year	-10%	38%	6%	2%	-9%	-15%	-4%	1%	4%	1%	13%	15%	-30%

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



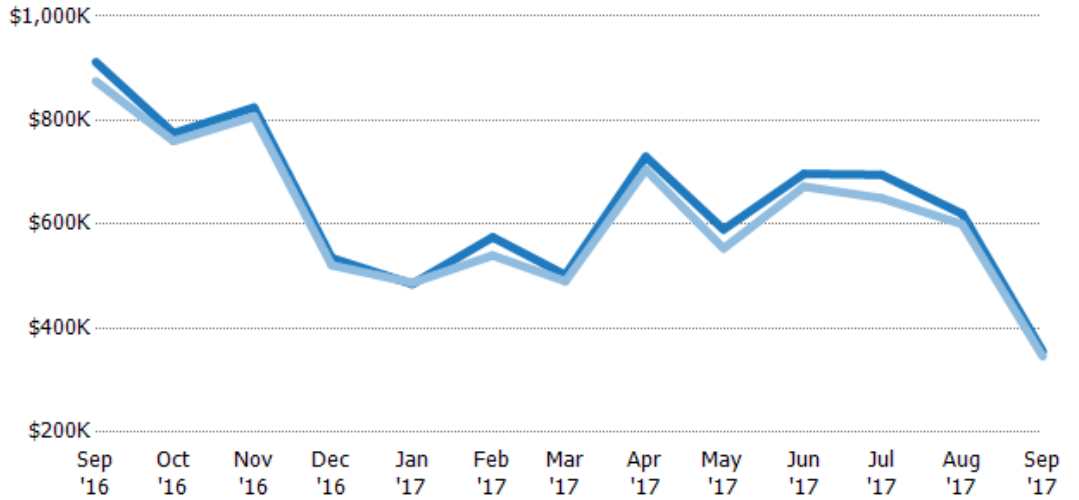
	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Avg List Price	\$761K	\$795K	\$876K	\$557K	\$741K	\$554K	\$652K	\$766K	\$856K	\$750K	\$942K	\$905K	\$471K
Avg Sales Price	\$730K	\$774K	\$841K	\$534K	\$727K	\$521K	\$633K	\$715K	\$751K	\$683K	\$849K	\$829K	\$451K
Avg Sales Price as a % of Avg List Price	96%	97%	96%	96%	98%	94%	97%	93%	88%	91%	90%	92%	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



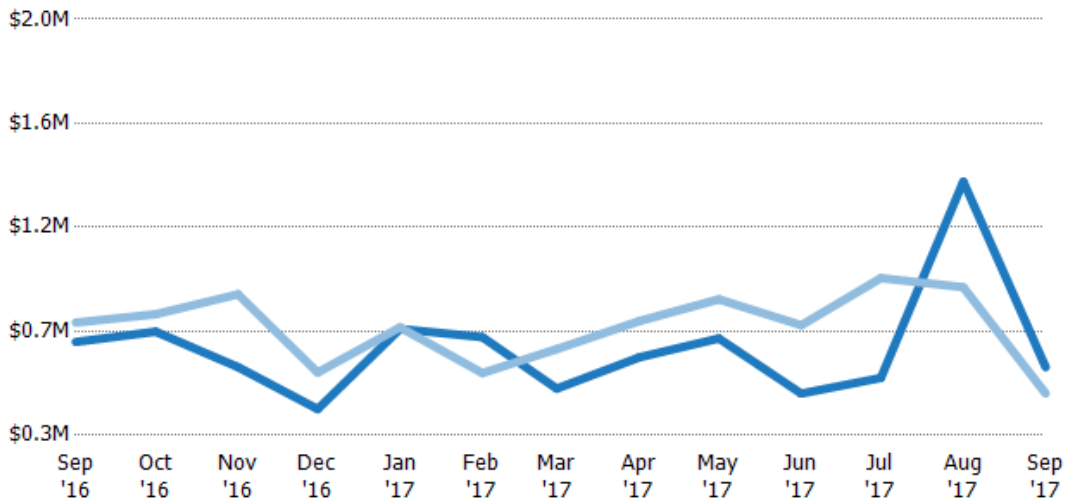
	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Median List Price	\$912K	\$775K	\$824K	\$535K	\$485K	\$575K	\$502K	\$730K	\$590K	\$697K	\$695K	\$620K	\$356K
Median Sales Price	\$875K	\$760K	\$808K	\$521K	\$488K	\$540K	\$490K	\$705K	\$553K	\$673K	\$650K	\$600K	\$346K
Med Sales Price as a % of Med List Price	96%	98%	98%	97%	101%	94%	98%	97%	94%	96%	94%	97%	97%

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



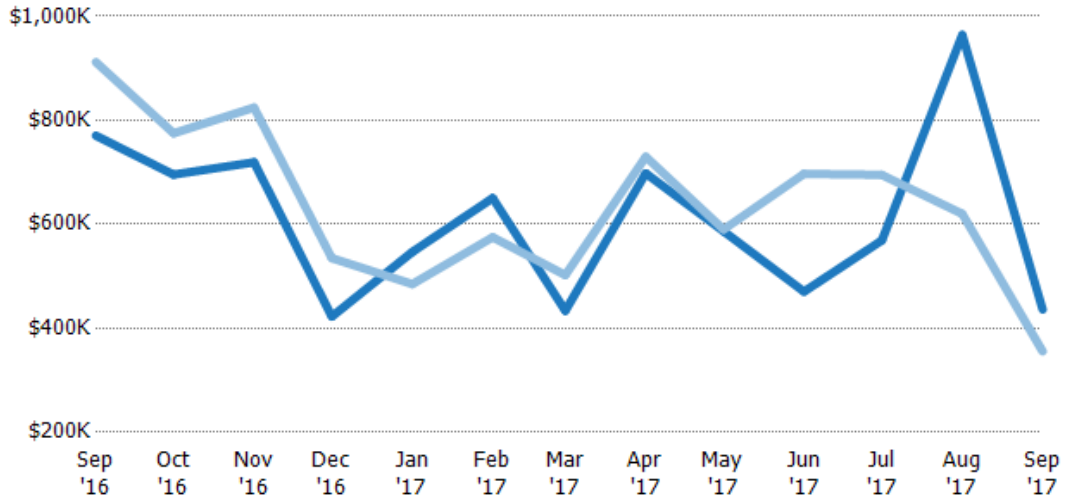
	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Avg Est Value	\$681K	\$723K	\$579K	\$407K	\$735K	\$701K	\$491K	\$618K	\$696K	\$470K	\$535K	\$1.34M	\$578K
Avg Sales Price	\$761K	\$795K	\$876K	\$557K	\$741K	\$554K	\$652K	\$766K	\$856K	\$750K	\$942K	\$905K	\$471K
Avg Sales Price as a % of Avg Est Value	112%	110%	151%	137%	101%	79%	133%	124%	123%	159%	176%	68%	81%

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



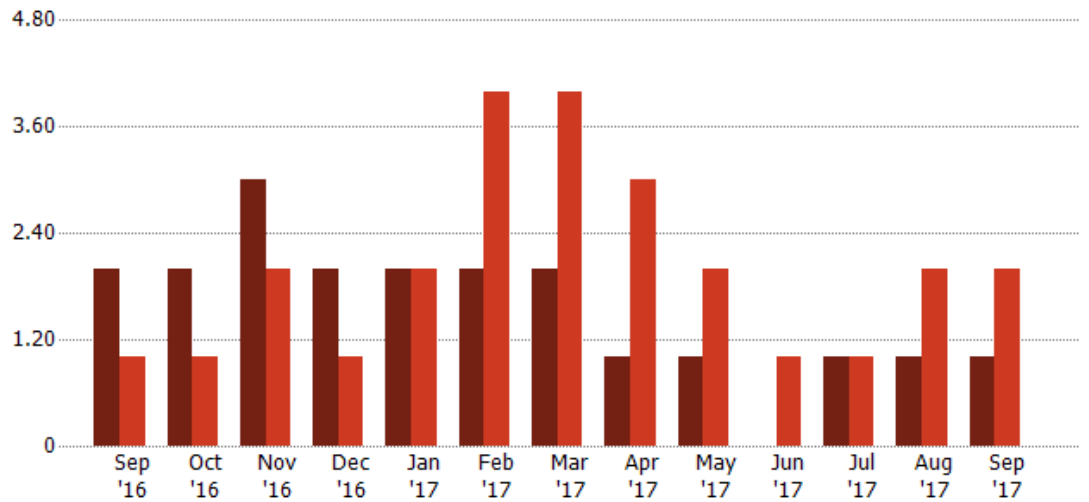
	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Median Est Value	\$771K	\$696K	\$719K	\$423K	\$547K	\$650K	\$434K	\$698K	\$587K	\$470K	\$569K	\$964K	\$436K
Median Sales Price	\$912K	\$775K	\$824K	\$535K	\$485K	\$575K	\$502K	\$730K	\$590K	\$697K	\$695K	\$620K	\$356K
Med Sales Price as a % of Med Est Value	118%	111%	115%	127%	89%	88%	116%	105%	101%	148%	122%	64%	82%

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



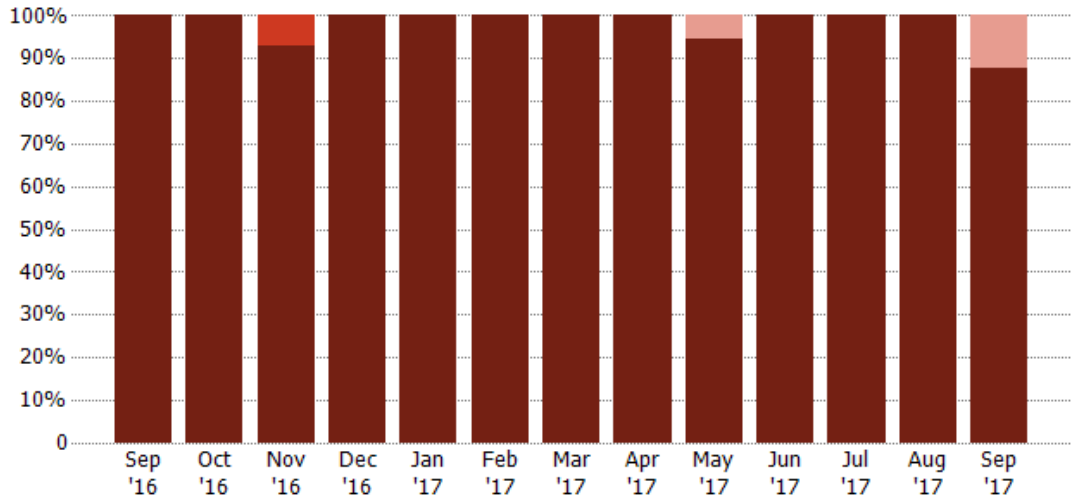
	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Current Year	2	2	3	2	2	2	2	1	1	-	1	1	1
Prior Year	1	1	2	1	2	4	4	3	2	1	1	2	2
Percent Change from Prior Year	100%	100%	50%	100%	0%	-50%	-50%	-67%	-50%	-100%	0%	-50%	-50%

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



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

Listing Activity by ZIP

Sep 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	89	\$89,267,550	\$1,003,006	\$795,000	\$268	\$247	11	8.98 %

Sales Activity by ZIP

Sep 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	14	\$10,045,214	8	\$3,604,000	\$470,600	\$355,500	\$177	\$153	61