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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 2016	YTD 2017	+ / -	Apr 2016	Apr 2017	Key Metrics
						Listing Activity Charts Metrics
-7%	486	452	+2.6%	115	118	New Listing Count
+281.8%	\$243,530,600	\$929,762,934	+25.4%	\$48,656,495	\$61,023,014	New Listing Volume
-15.2%	1,699	1,440	-15.5%	419	354	Active Listing Count
+115.7%	\$1,093,783,498	\$2,359,729,998	+247%	\$270,350,696	\$938,048,557	Active Listing Volume
+154.5%	\$643,781	\$1,638,701	+310.7%	\$645,228	\$2,649,855	Average Listing Price
+6%	\$518,312	\$549,291	+3.3%	\$522,900	\$539,950	Median Listing Price
+4.7%	\$215	\$225	+4.4%	\$215	\$224	Average Listing Price per Sq Ft
+5.5%	\$188	\$198	+5.5%	\$190	\$200	Median Listing Price per Sq Ft
+0.4%	81.27	81.59	-12.7%	83	72.5	Median Daysin RPR
-10.7%	6.7	6	-18.7%	5.4	4.4	Months of Inventory
+1.8%	14.95%	16.74%	+4.2%	18.38%	22.6%	Absorption Rate
						Sales Activity Charts Metrics
+6.8%	325	347	-2.1%	97	95	New Pending Sales Count
+6.6%	\$149,118,010	\$158,903,714	+14.7%	\$40,058,983	\$45,953,320	New Pending Sales Volume
-1.2%	341	337	-5.2%	97	92	Pending Sales Count
+3.4%	\$169,705,890	\$175,546,869	+11.4%	\$46,159,638	\$51,407,200	Pending Sales Volume
+-	241	241	-7.6%	66	61	Closed Sales Count
-0.7%	\$111,734,310	\$110,940,132	+1.1%	\$29,338,850	\$29,661,712	Closed Sales Volume
-0.7%	\$463,628	\$460,332	+9.4%	\$444,528	\$486,258	Average Sales Price
-2.3%	\$416,266	\$406,892	+6.8%	\$365,000	\$390,000	Median Sales Price
+4.2%	\$182	\$190	+5.5%	\$185	\$196	Average Sales Price per Sq Ft
+3.7%	\$179	\$185	+4.4%	\$181	\$189	Median Sales Price per Sq Ft
						Distressed Charts Metrics
-57.6%	66	28	-68.4%	19	6	Distressed Listing Count



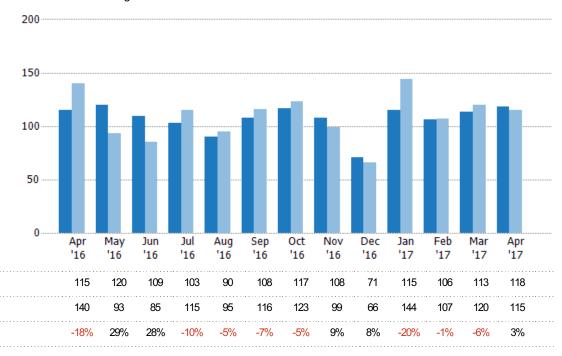


### **New Listings**

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

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

Month/ Year	Count	% Chg.
Apr '17	118	2.6%
Apr '16	115	-17.9%
Apr '15	140	-28.6%



### **New Listing Volume**

Percent Change from Prior Year

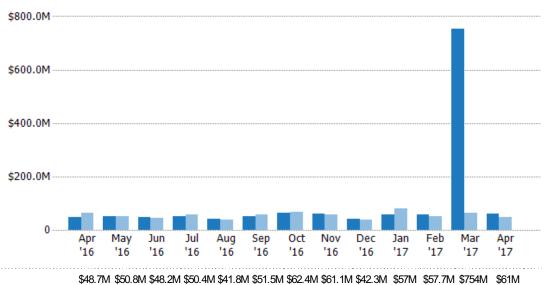
Current Year

Prior Year

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

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

Month/ Year	Volume	% Chg.
Apr '17	\$61M	25.4%
Apr '16	\$48.7M	-22.1%
Apr '15	\$62.5M	-27.1%



Current Year Prior Year

\$62.5M \$49.9M \$43.7M \$58.7M \$38.3M \$56.3M \$66.5M \$59M \$38.5M \$79.3M \$52.3M \$63.3M \$48.7M

Percent Change from Prior Year

-22% 2% 10%

-9%

3%

10%

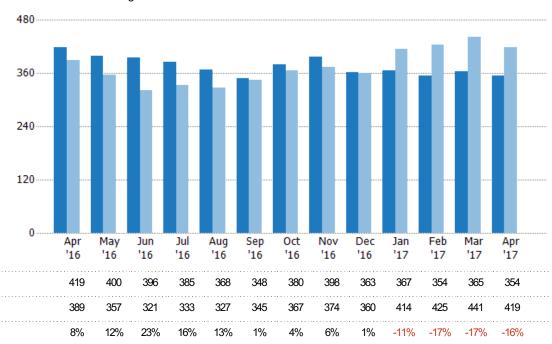


### **Active Listings**

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

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

Month/ Year	Count	% Chg.
Apr '17	354	-15.5%
Apr '16	419	7.7%
Apr '15	389	-1.5%



### **Active Listing Volume**

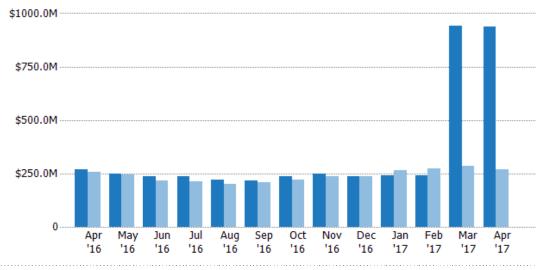
Percent Change from Prior Year

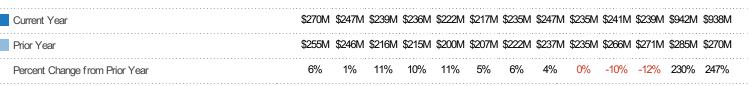
Current Year

Prior Year

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

Month/ Year	Volume	% Chg.
Apr'17	\$938M	247%
Apr'16	\$270M	5.9%
Apr '15	\$255M	-1.3%

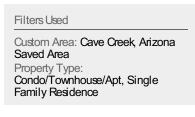




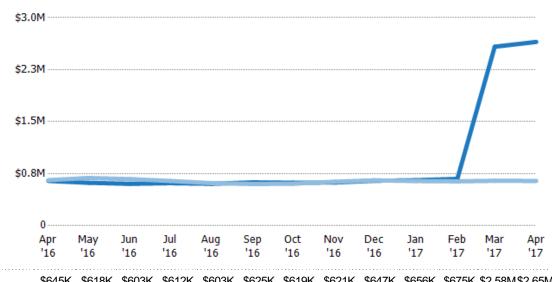


### **Average Listing Price**

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



Price	% Chg.
\$2.65M	310.7%
\$645K	-1.7%
\$656K	0.3%
	\$2.65M \$645K



Current Year	\$645K	\$618K	\$603K	\$612K	\$603K	\$625K	\$619K	\$621K	\$647K	\$656K	\$675K	\$2.58M\$2.65M
Prior Year	\$656K	\$688K	\$671K	\$644K	\$613K	\$601K	\$604K	\$633K	\$653K	\$644K	\$639K	\$647K \$645K
Percent Change from Prior Year	-2%	-10%	-10%	-5%	-2%	4%	2%	-2%	-1%	2%	6%	299% 311%

### **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: Cave Creek, Arizon Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Price	% Chg.
Apr '17	\$540K	3.3%
Apr '16	\$523K	9%
Apr '15	\$480K	9.4%

Percent Change from Prior Year

\$600	)K												
\$450	)K												
ψ10.													
\$300	)K												
\$150	)K												
			Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16			Mar '17	Apr '17
	\$523K	\$509K	\$499K	\$500K	\$499K	\$515K	\$527K	\$540K	\$559K	\$555K	\$553K	\$550K	\$540K
	\$480K	\$498K	\$498K	\$500K	\$480K	\$479K	\$490K	\$499K	\$500K	\$500K	\$520K	\$530K	\$523K
	9%	2%	0%	0%	4%	8%	7%	8%	12%	11%	6%	4%	3%



Current Year
Prior Year





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

Month/ Year	Price/sq ft	% Chg.
Apr '17	\$224	4.4%
Apr '16	\$215	0.6%
Apr '15	\$214	2.6%

Current Year
Prior Year

\$300												***********
\$225												=
\$150												
\$75												
0												
Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17
\$215	\$210	\$208	\$210	\$212	\$216	\$214	\$220	\$222	\$225	\$227	\$225	\$224
\$214	\$221	\$222	\$209	\$205	\$206	\$205	\$209	\$214	\$215	\$215	\$216	\$215
1%	-5%	-6%	0%	3%	5%	4%	5%	4%	5%	5%	4%	4%

### 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.

\$300

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

Percent Change from Prior Year

Month/ Year	Price/sq ft	% Chg.
Apr '17	\$200	5.5%
Apr '16	\$190	6.8%
Apr '15	\$178	1.7%

Percent Change from Prior Year

.50												
75												
0												
Apr	May	Jun			Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
_								Dec '16		Feb '17	Mar '17	Apr '17
Apr	May	Jun			Sep	Oct	Nov					
Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	'16	'17	'17	'17	'17

Current Year
Prior Year

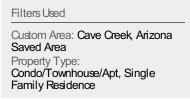
Avg Est Value

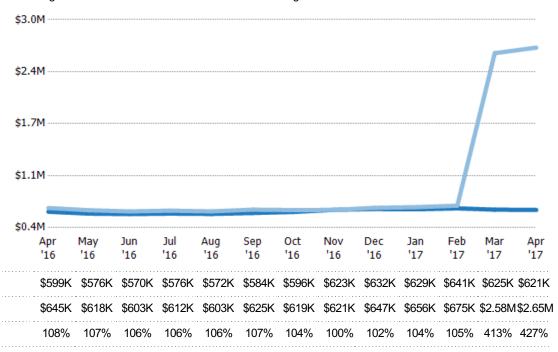
Avg Listing Price

### Market Data Report

### 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.



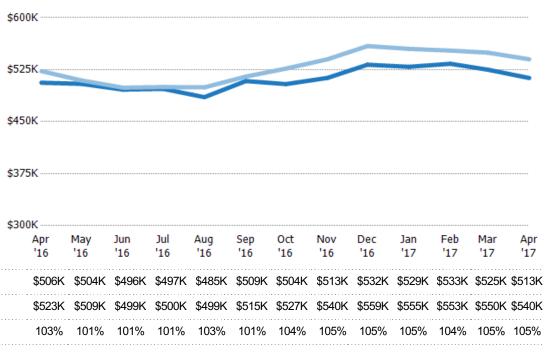


### Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

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

Avg Listing Price as a % of Avg Est Value





Median Est Value

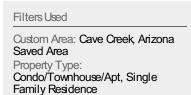
Median Listing Price

Med Listing Price as a % of Med Est Value

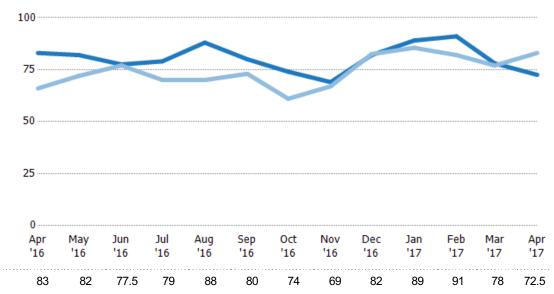


### Median Days in RPR

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.

66

26%

72

14%

77

1%

70

13%

70

26%

73

10%

61

21%

67

3%

82.5

-1%

85.5

4%

82

11%

77

1%

83

-13%

Filters Used

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

Month/ Year	Months	% Chg.	
Apr '17	4.43	-18.7%	
Apr'16	5.44	4.9%	
Apr '15	5.19	44.8%	

Percent Change from Prior Year

10												
10								<u> </u>				
5												
0												
0 Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep	0ct	Nov '16	Dec	Jan	Feb '17	Mar '17	Apr '17
Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr
Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17

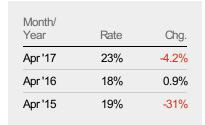
Current Year
Prior Year

### **Absorption Rate**

The percentage of inventory sold per month.

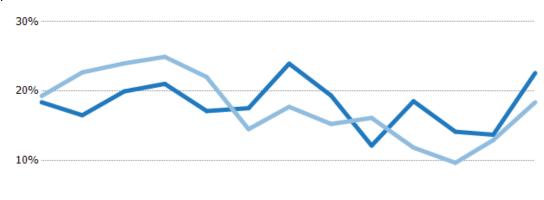
Filters Used

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



Current Year
Prior Year

Change from Prior Year



'16	'16	'16	'16	'16	'16	'16	'16	'16	'17	'17	'17	'17	
 18%	17%	20%	21%	17%	18%	24%	19%	12%	19%	14%	14%	23%	
 19%	23%	24%	25%	22%	14%	18%	15%	16%	12%	10%	13%	18%	
 1%	6%	4%	4%	5%	-3%	-6%	-4%	4%	-7%	-4%	-1%	-4%	

0ct

Nov

Dec

Jan

Feb

Mar

Apr

### Active/Pending/Sold Units

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

0

Apr

May

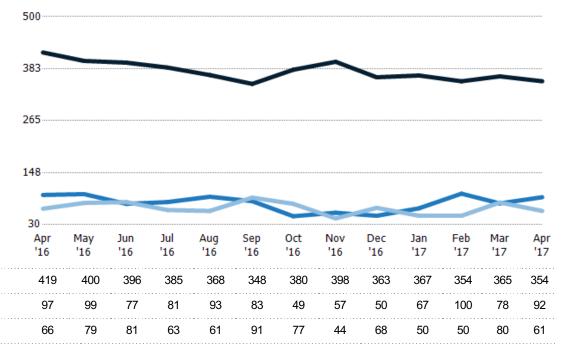
Jun

Jul

Aug

Sep

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





Active

Sold

Pending

### **New Pending Sales**

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

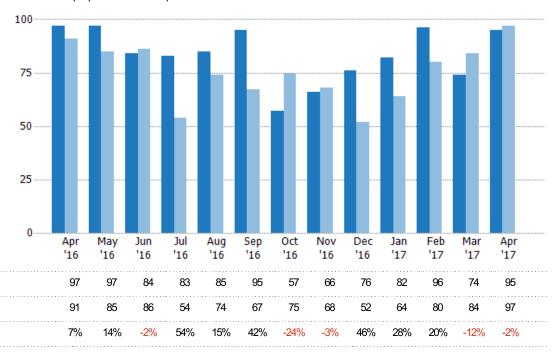
Filters Used

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

Month/ Year	Count	% Chg.
Apr '17	95	-2.1%
Apr '16	97	6.6%
Apr '15	91	-13.2%

Current Year

Prior Year

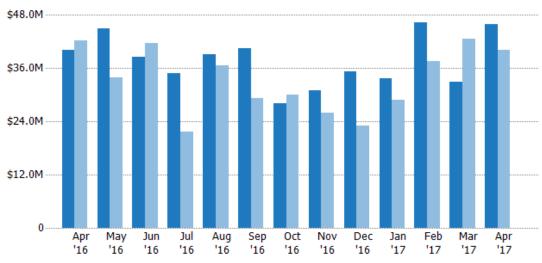


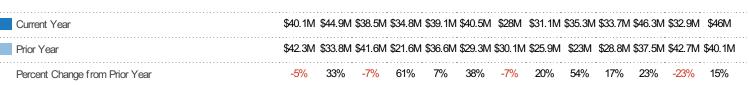
### New Pending Sales Volume

Percent Change from Prior Year

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

Month/ Year	Volume	% Chg.
Apr '17	\$46M	14.7%
Apr '16	\$40.1M	-5.2%
Apr '15	\$42.3M	-17.5%







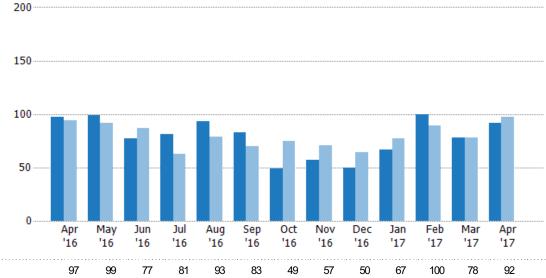


### **Pending Sales**

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.

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

Month/ Year	Count	% Chg.
Apr '17	92	-5.2%
Apr '16	97	3.2%
Apr '15	94	-5.3%

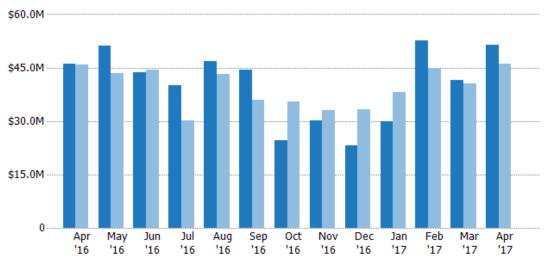


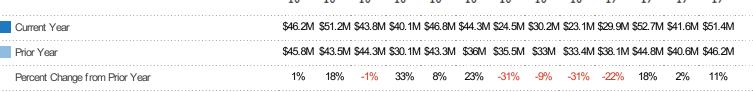
	10	10	10	10	10	10	10	10	10	17	17	17	17
Current Year	97	99	77	81	93	83	49	57	50	67	100	78	92
Prior Year	94	92	87	63	79	70	75	71	64	77	89	78	97
Percent Change from Prior Year	3%	8%	-11%	29%	18%	19%	-35%	-20%	-22%	-13%	12%	0%	-5%

### 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.

Month/ Year	Volume	% Chg.
Apr'17	\$51.4M	11.4%
Apr'16	\$46.2M	0.9%
Apr '15	\$45.8M	-5%





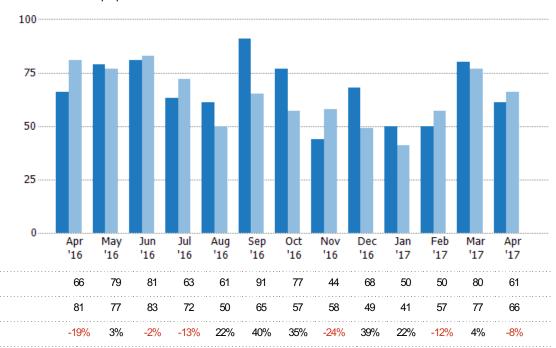


#### **Closed Sales**

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

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

Month/ Year	Count	% Chg.
Apr '17	61	-7.6%
Apr '16	66	-18.5%
Apr '15	81	-27.2%



#### **Closed Sales Volume**

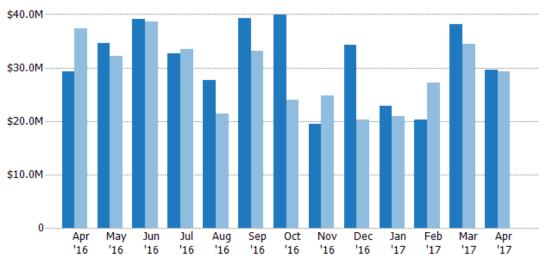
Percent Change from Prior Year

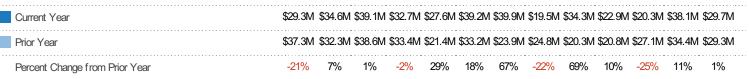
Current Year

Prior Year

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

Month/ Year	Volume	% Chg.
Apr '17	\$29.7M	1.1%
Apr '16	\$29.3M	-21.4%
Apr '15	\$37.3M	-32.5%



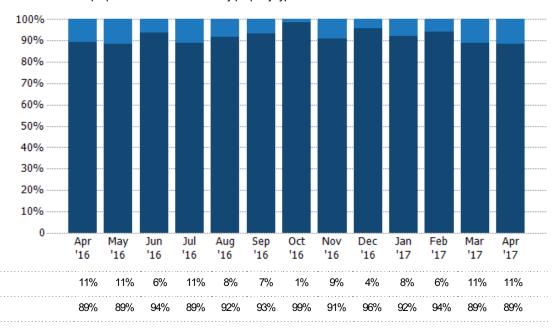




### Closed Sales by Property Type

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

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



### **Average Sales Price**

Single Family Residence

Condo/Townhouse

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

-4%

4%

4%

12%

6%

Filters Used

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

Month/ Year	Price	% Chg.
Apr '17	\$486K	9.4%
Apr '16	\$445K	-3.6%
Apr '15	\$461K	-7.3%

Percent Change from Prior Year



24%

-16%

3%

22%

-10%

-15%



Current Year

Prior Year



9%

7%



#### **Median Sales Price**

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

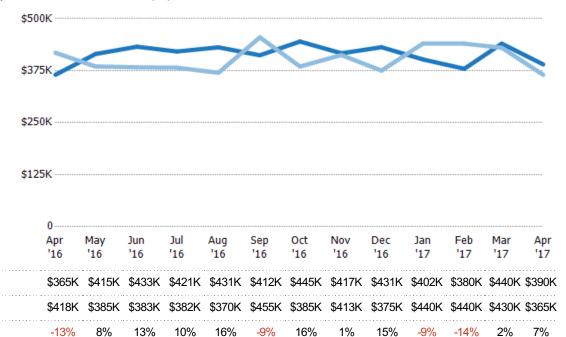
Filters Used

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



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.

\$200

Month/ Year	Price/sq ft	% Chg.
Apr '17	\$196	5.5%
Apr '16	\$185	1.9%
Apr '15	\$182	-3.3%

0							
0							
i <b>0</b>	 	 	 		 	 	
٥							
0 Apr		Aug					
Apr		Aug '16					
Apr				Nov '16			\$

Current Year	\$185	\$181	\$190	\$197	\$183	\$180	\$197	\$190	\$197	\$186	\$177	\$195	\$196
Prior Year	\$182	\$174	\$174	\$179	\$174	\$188	\$181	\$182	\$186	\$184	\$183	\$177	\$185
Percent Change from Prior Year	2%	4%	9%	10%	5%	-5%	9%	4%	6%	1%	-4%	10%	5%



### Median Sales Price per Sq Ft

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

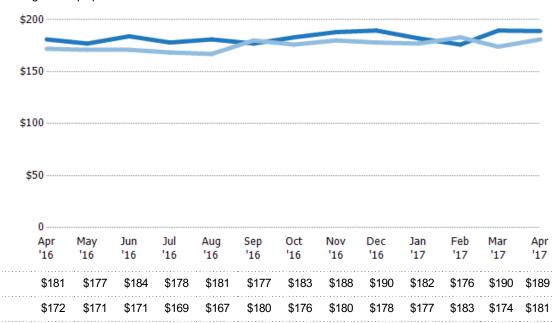
Filters Used
Custom Area: Cave Creek, Arizona Saved Area
Property Type:
Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Price/sq ft	% Chg.
Apr '17	\$189	4.4%
Apr '16	\$181	5.2%
Apr '15	\$172	1.2%

Percent Change from Prior Year

Current Year

Prior Year



4%

4%

6%

3%

-4%

4%

### Average Sales Price vs Average Listing Price

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

5%

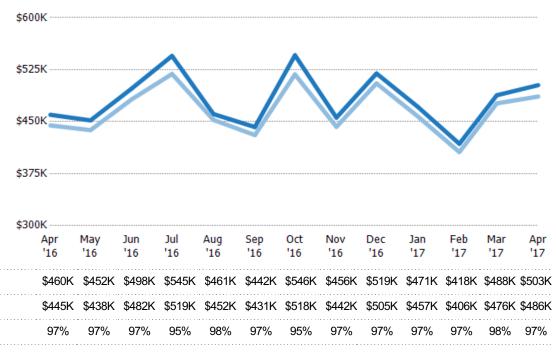
4%

8%

6%

8%

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





Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price



Median List Price

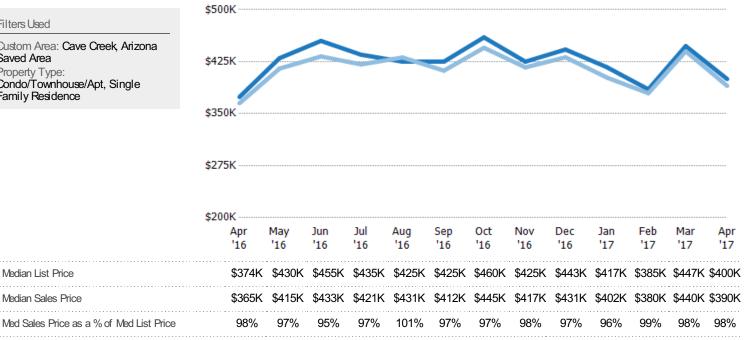
Median Sales Price

# Market Data Report

### Median Sales Price vs Median Listing Price

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

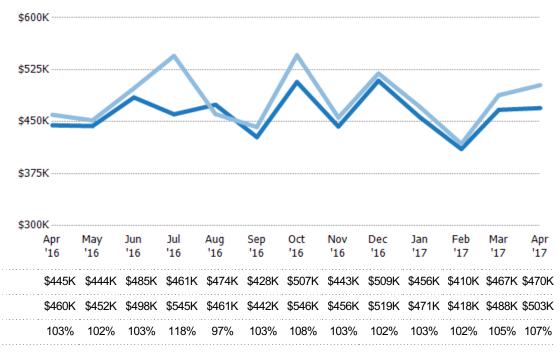
Filters Used Custom Area: Cave Creek, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence



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





Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value



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



103%

102%

98%

103%

101%

101% 107% 105%

### **Distressed Listings**

Median Est Value

Median Sales Price

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

105%

104%

108%

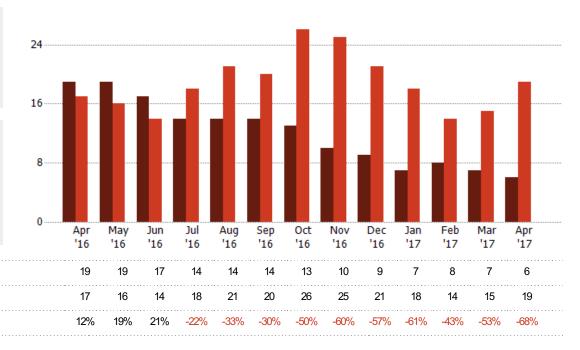
102%

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

Med Sales Price as a % of Med Est Value

Month/ Year	Count	% Chg.
Apr '17	6	-68.4%
Apr '16	19	11.8%
Apr '15	17	58.8%

Percent Change from Prior Year



Current Year

Prior Year





Pre-Foreclosure

Short Sale

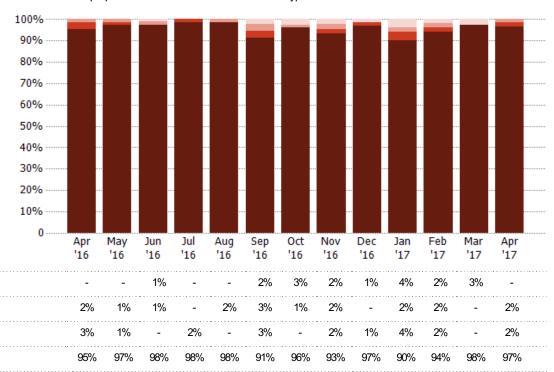
Foreclosure

Non-Distressed

# Market Data Report

### Distressed Sales by Sales Type

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









# Listing Activity by ZIP

May 2017

ZIP	Listings	Listing Volume	Av g Listing	Median Listing	Av g Listing	Median Listing	Months of	Absorption
	(Month End)	(Month End)	Price	Price	Price per Sq Ft	Price per Sq Ft	Inventory	Rate %
85331	311	\$212,595,315	\$683,586	\$539,999	\$224	\$198	4	28.29 %







# Sales Activity by ZIP

May 2017

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	Av g Days In RPR
85331	117	\$63,169,138	88	\$42,369,794	\$492,850	\$459,000	\$185	\$185	107



