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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 2017	YTD 2018	+ / -	May 2017	May 2018	Key Metrics
						Listing Activity Charts Metrics
-20.7%	570	452	-96.5%	114	4	New Listing Count
-73.7%	\$982,341,902	\$258,063,480	-96.8%	\$56,909,883	\$1,832,000	New Listing Volume
-28.2%	1,805	1,296	-	338	_	Active Listing Count
-62.6%	\$2,569,556,204	\$960,350,345	-	\$220,336,485	_	Active Listing Volume
-47.9%	\$1,423,577	\$741,011	-	\$651,883	_	Average Listing Price
+13.3%	\$537,382	\$608,979	-	\$522,400	_	Median Listing Price
+6.2%	\$224	\$238	-	\$221	_	Average Listing Price per Sq Ft
+6.5%	\$197	\$210	-	\$196	_	Median Listing Price per Sq Ft
-24.1%	79.29	60.2	-	73	_	Median Daysin RPR
-29.7%	5.6	4	-100%	5.5	_	Months of Inventory
+7.5%	17.73%	25.23%	-	18.05%	_	Absorption Rate
						Sales Activity Charts Metrics
-9.5%	452	409	-64.2%	106	38	New Pending Sales Count
+3.3%	\$205,923,632	\$212,758,809	-62.6%	\$51,536,963	\$19,276,111	New Pending Sales Volume
-17.2%	429	355	-	98	_	Pending Sales Count
-9.1%	\$218,647,105	\$198,687,490	-	\$52,674,355	_	Pending Sales Volume
-11.6%	327	289	-67.8%	87	28	Closed Sales Count
-3.2%	\$152,446,951	\$147,583,232	-71.4%	\$42,017,795	\$12,018,518	Closed Sales Volume
+9.5%	\$466,199	\$510,669	-11.1%	\$482,963	\$429,233	Average Sales Price
+11.8%	\$418,370	\$467,936	-3.2%	\$450,000	\$435,567	Median Sales Price
+9.9%	\$190	\$208	+7.3%	\$190	\$203	Average Sales Price per Sq Ft
+8.3%	\$185	\$201	+7.8%	\$186	\$201	Median Sales Price per Sq Ft
						Distressed Charts Metrics
-82.2%	45	8	-	9	_	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





New Listing Volume

Percent Change from Prior Year

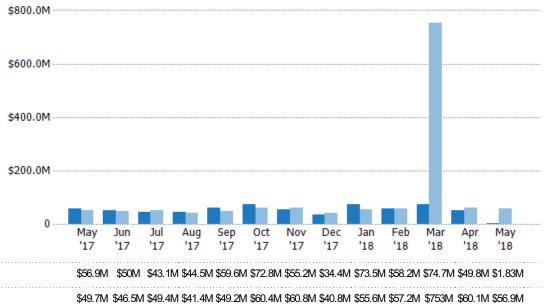
Current Year

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.
May '18	\$1.83M	-96.8%
May '17	\$56.9M	14.5%
May '16	\$49.7M	-7.5%



Current Year Prior Year

Percent Change from Prior Year

-9%

32%

2%

8% -13% 21%





14%

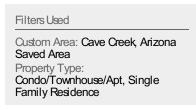
Cave Creek | May 31, 2018



Market Data Report

Active Listings

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





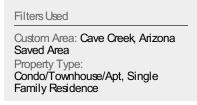
Active Listing Volume

Percent Change from Prior Year

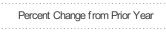
Current Year

Prior Year

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







Current Year

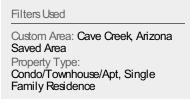
Prior Year

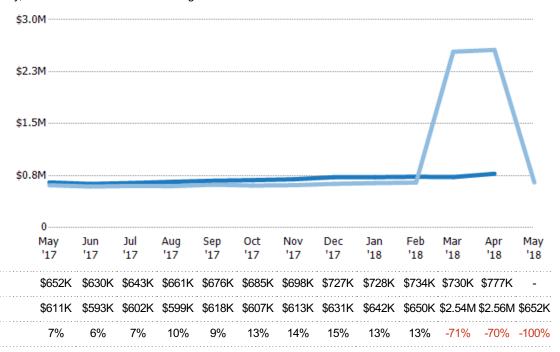
-19% -18% -16% -9% -9% 4%



Average Listing Price

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





Median Listing Price

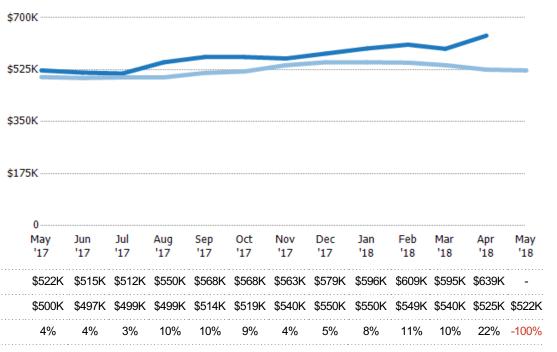
Percent Change from Prior Year

Current Year

Prior Year

The median listing price of active 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





Current Year

Percent Change from Prior Year





Current Year

Prior Year

Market Data Report

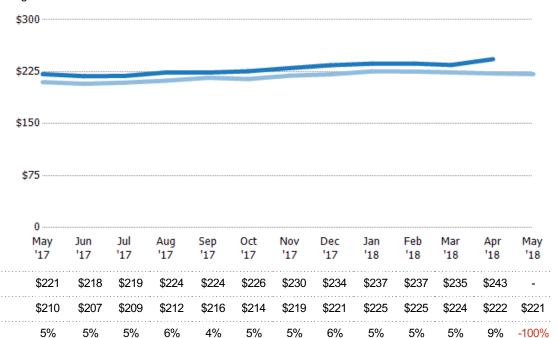
Average Listing Price per Sq Ft

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

Filters Used

Custom Area: Cave Creek, Arizona
Saved Area

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

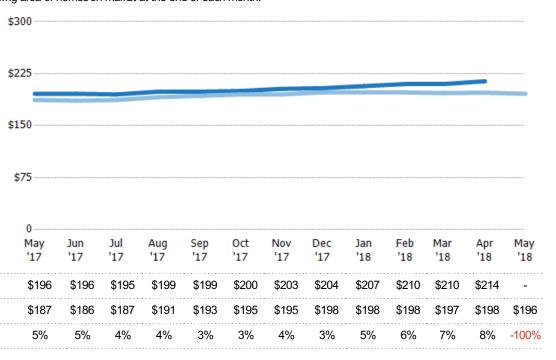


Median Listing Price per Sq Ft

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

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

Percent Change from Prior Year





Current Year

Percent Change from Prior Year





Avg Est Value

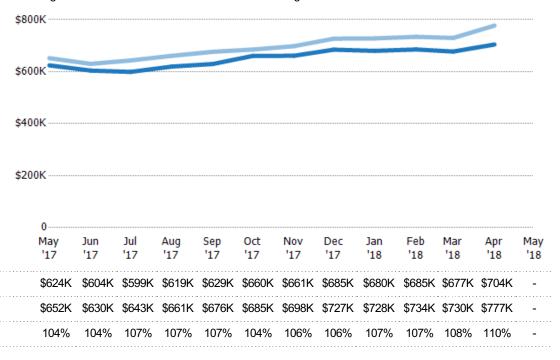
Avg Listing Price

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.



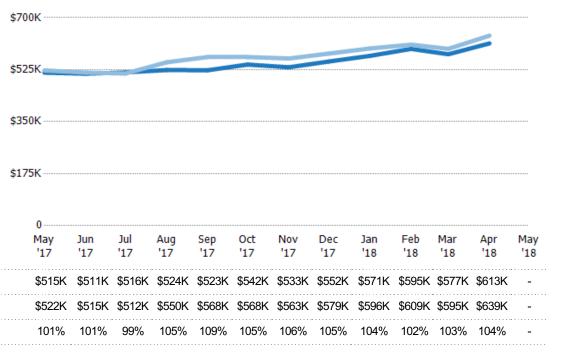


Median Listing Price vs Median Est Value

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

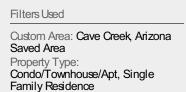
Median Listing Price

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

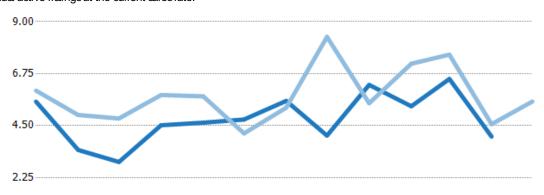
Percent Change from Prior Year

Current Year

Prior Year

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

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



	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	5.54	3.45	2.93	4.52	4.63	4.77	5.57	4.07	6.26	5.34	6.52	4.03	-
Prior Year	6.02	4.96	4.81	5.83	5.77	4.16	5.28	8.34	5.47	7.18	7.57	4.56	5.54
Percent Change from Prior Year	-8%	-31%	-39%	-22%	-20%	14%	6%	-51%	15%	-26%	-14%	-12%	-100%



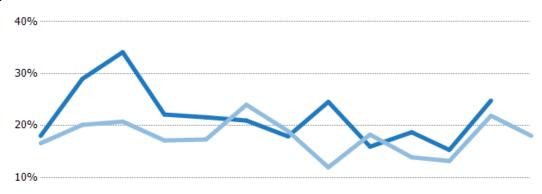
Absorption Rate

The percentage of inventory sold per month.

Filters Used

Custom Area: Cave Creek, Arizona Saved Area

Property Type: Condo/Townhouse/Apt, Single Family Residence

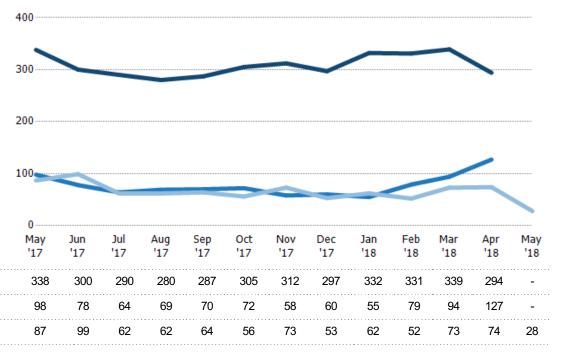


	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	18%	29%	34%	22%	22%	21%	18%	25%	16%	19%	15%	25%	-
Prior Year	17%	20%	21%	17%	17%	24%	19%	12%	18%	14%	13%	22%	18%
Change from Prior Year	-1%	-9%	-13%	-5%	-4%	3%	1%	-13%	2%	-5%	-2%	-3%	18%

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





Active

Sold

Pending



New Pending Sales

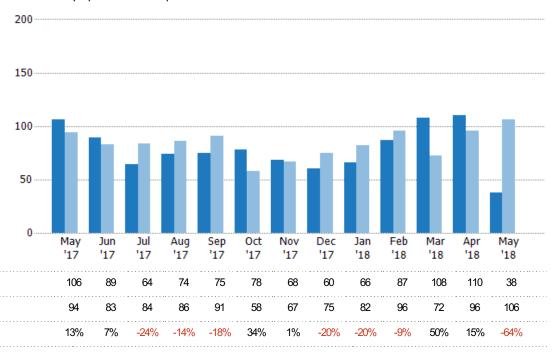
The number of single-family, condominium and townhome properties with accepted offers that were added each month.

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

Month/ Year	Count	% Chg.
May '18	38	-64.2%
May '17	106	12.8%
May '16	94	-8.5%

Current Year

Prior Year



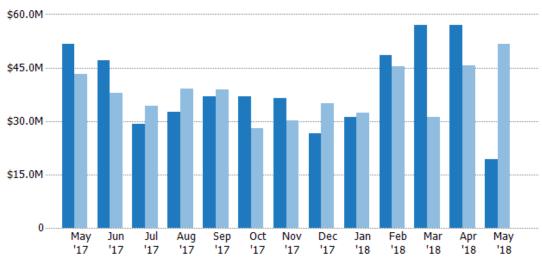
New Pending Sales Volume

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.

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

Month/ Year	Volume	% Chg.
May '18	\$19.3M	-62.6%
May '17	\$51.5M	19%
May '16	\$43.3M	-21.9%



 Current Year
 \$51.5M \$47.1M \$29.1M \$32.5M \$36.8M \$37M \$36.5M \$26.4M \$31.2M \$48.5M \$56.9M \$56.9M \$19.3M

 Prior Year
 \$43.3M \$37.9M \$34.4M \$39.1M \$38.9M \$28.1M \$30.3M \$35M \$32.4M \$45.3M \$31.1M \$45.7M \$51.5M

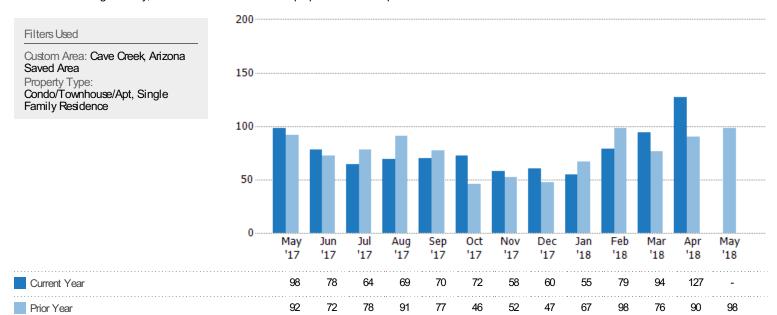
 Percent Change from Prior Year
 19% 24% -15% -17% -5% 32% 21% -24% -4% 7% 83% 24% -63%





Pending Sales

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



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 available at the end of each month.

-18%

-24%

-9%

57%

12%

28%

-18%

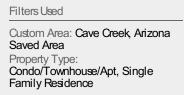
-19%

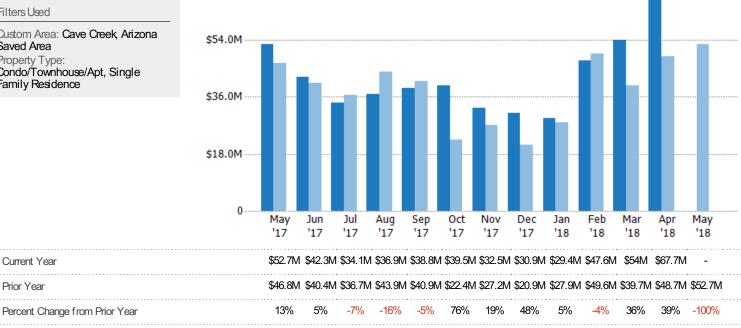
24%

-100%

7%

8%





Current Year



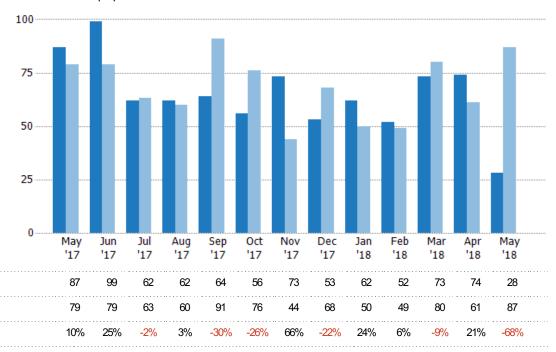


Closed Sales

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.
May '18	28	-67.8%
May '17	87	10.1%
May '16	79	-2.5%



Closed Sales Volume

Percent Change from Prior Year

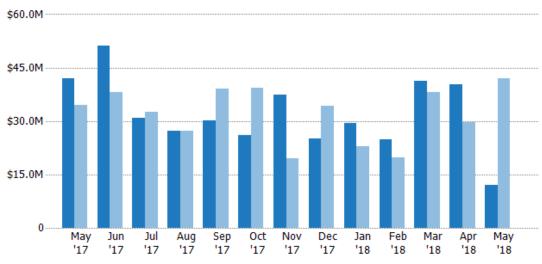
Current Year

Prior Year

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

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

Month/ Year	Volume	% Chg.
May '18	\$12M	-71.4%
May '17	\$42M	21.5%
May '16	\$34.6M	-6.7%



 Current Year
 \$42M
 \$51.2M
 \$30.9M
 \$27.1M
 \$30.1M
 \$26.1M
 \$37.4M
 \$25.1M
 \$29.5M
 \$24.7M
 \$41.1M
 \$40.2M
 \$12M

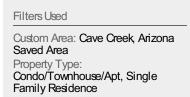
 Prior Year
 \$34.6M
 \$38.1M
 \$32.7M
 \$27.2M
 \$39.2M
 \$39.4M
 \$19.5M
 \$34.3M
 \$22.9M
 \$19.8M
 \$38.1M
 \$29.6M
 \$42M

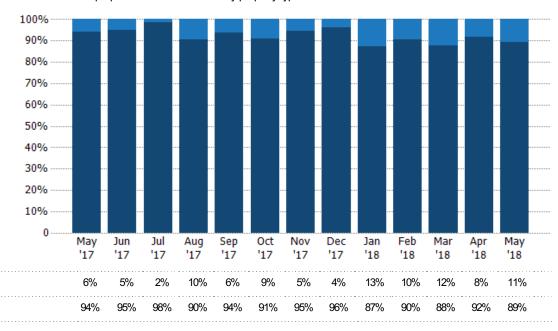
 Percent Change from Prior Year
 22%
 34%
 -6%
 0%
 -23%
 -34%
 92%
 -27%
 29%
 25%
 8%
 36%
 -71%



Closed Sales by Property Type

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





Average Sales Price

Single Family Residence

Condo/Townhouse

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

10%

7%

-4%

-3%

9%

-10%

16%

Filters Used

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



Percent Change from Prior Year



Current Year

Prior Year

-6%

4%

18%

18%

12%

11%

13%

33%



Market Data Report

Median Sales Price

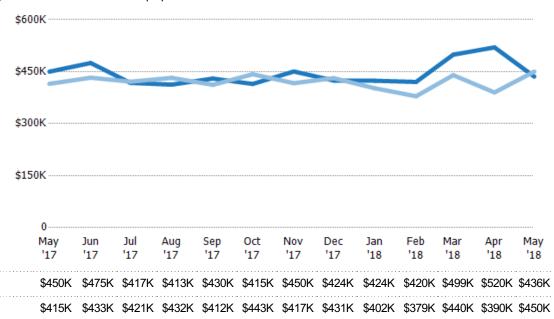
The median sales price of the single-family, condominium and townhome properties sold each month.

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

Month/ Year	Price	% Chg.
May '18	\$436K	-3.2%
May '17	\$450K	8.4%
May '16	\$415K	-7.2%

Current Year

Prior Year



Average Sales Price per Sq Ft

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

\$300

8%

10%

-1%

4%

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.
May '18	\$203	7.3%
May '17	\$190	4.7%
May '16	\$181	-3.8%

Percent Change from Prior Year

25												
50												
-												
75												
, ,												
0												
0 May	Jun	Jul				Nov	Dec	Jan	Feb	Mar	Apr	
0												
0 May	Jun	Jul				Nov	Dec	Jan	Feb	Mar	Apr	
0 May '17	Jun '17 \$192	Jul '17	Aug '17 \$185	Sep '17 \$207	Oct '17 \$198	Nov '17 \$201	Dec '17	Jan '18 \$209	Feb '18	Mar '18 \$211	Apr '18	

Current Year
Prior Year



Median Sales Price per Sq Ft

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

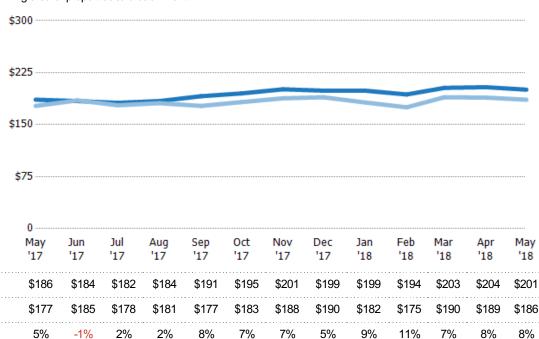
Custom Area: Cave Creek, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Price/sq ft	% Chg.
May '18	\$201	7.8%
May '17	\$186	5.1%
May '16	\$177	-3.4%

Percent Change from Prior Year

Current Year

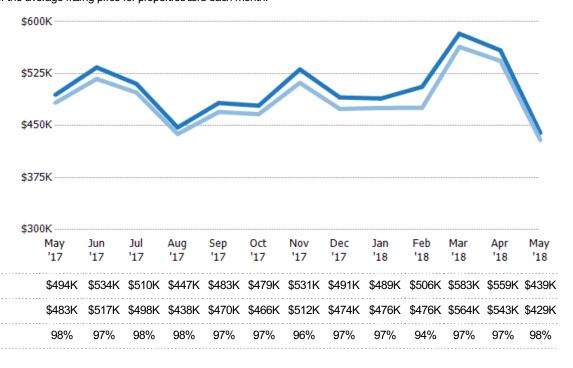
Prior Year



Average Sales Price vs Average Listing Price

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

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



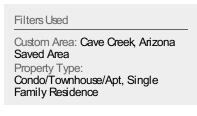
Median List Price

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.



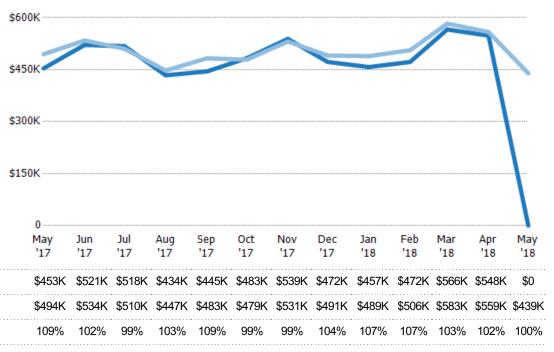


Average Sales Price vs Average Est Value

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

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

Med Sales Price as a % of Med List Price





Avg Est Value

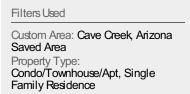
Avg Sales Price

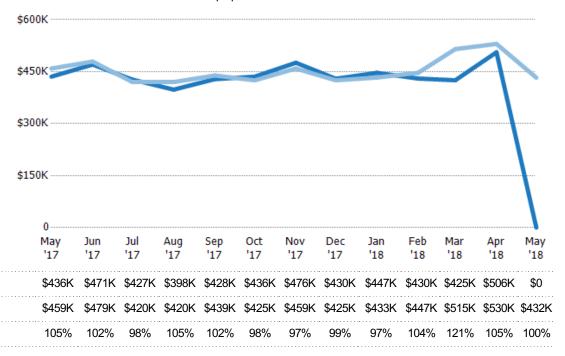
Avg Sales Price as a % of Avg Est Value



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.





Distressed Listings

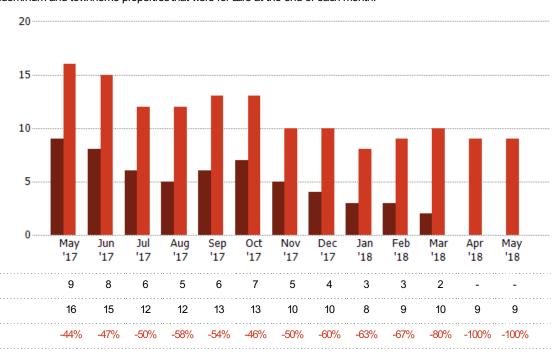
Median Est Value

Median Sales Price

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

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

Med Sales Price as a % of Med Est Value



Current Year

Percent Change from Prior Year



Pre-Foreclosure

Short Sale

Foreclosure

Non-Distressed

Market Data Report

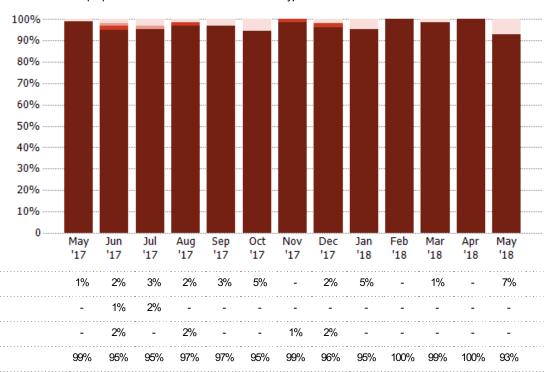
Distressed Sales by Sales Type

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

Filters Used

Custom Area: Cave Creek, Arizona
Saved Area

Property Type:
Condo/Townhouse/Apt, Single
Family Residence









Sales Activity by ZIP

May 2018

ZIP	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Av g Sales Price	Median Sales Price	Av g Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
85331			28	\$12,018,518	\$439,422	\$432,450	\$199	\$199	39



