

## 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	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	106	109	-2.8%	936	1,021	-8.3%
New Listing Volume	\$63,125,510	\$51,357,925	+22.9%	\$1,190,699,036	\$486,292,860	+144.9%
Active Listing Count	260	349	-25.5%	2,883	3,596	-19.8%
Active Listing Volume	\$188,402,207	\$217,062,574	-13.2%	\$3,306,081,582	\$2,253,928,356	+46.7%
Average Listing Price	\$724,624	\$621,956	+16.5%	\$1,146,750	\$626,788	+83%
Median Listing Price	\$596,250	\$515,000	+15.8%	\$542,283	\$511,419	+6%
Average Listing Price per Sq Ft	\$229	\$216	+5.9%	\$223	\$214	+4.2%
Median Listing Price per Sq Ft	\$203	\$194	+4.9%	\$198	\$189	+5%
Median Days in RPR	57.5	80	-28.1%	75.32	80.77	-6.7%
Months of Inventory	4.2	5.7	-26.7%	4.7	6	-21.8%
Absorption Rate	23.85%	17.48%	+6.4%	21.37%	16.71%	+4.7%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	81	95	-14.7%	770	769	+0.1%
New Pending Sales Volume	\$40,088,003	\$40,543,881	-1.1%	\$363,745,406	\$345,790,914	+5.2%
Pending Sales Count	91	80	+13.8%	767	757	+1.3%
Pending Sales Volume	\$49,239,396	\$42,741,745	+15.2%	\$409,121,124	\$385,210,080	+6.2%
Closed Sales Count	64	91	-29.7%	618	616	+0.3%
Closed Sales Volume	\$30,066,116	\$39,187,625	-23.3%	\$293,752,899	\$284,863,615	+3.1%
Average Sales Price	\$469,783	\$430,633	+9.1%	\$475,328	\$462,441	+2.8%
Median Sales Price	\$430,000	\$412,000	+4.4%	\$427,504	\$419,551	+1.9%
Average Sales Price per Sq Ft	\$207	\$180	+15.2%	\$191	\$184	+3.8%
Median Sales Price per Sq Ft	\$191	\$177	+7.9%	\$185	\$179	+3.4%
<b>Distressed Charts Metrics</b>						
Distressed Listing Count	6	14	-57.1%	70	140	-50%



2017

# CAVE CREEK MARKET REPORT

September 2017



Scottsdale Area Association of REALTORS®  
8600 E Anderson Dr., Suite 200 Scottsdale, AZ 85255  
ScottsdaleREALTORS.org  
480-945-2651



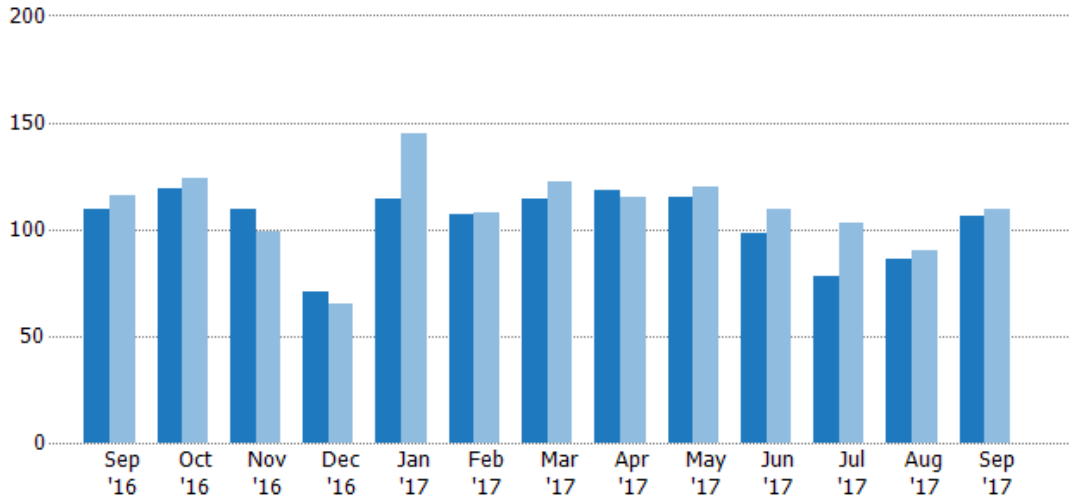
## New Listings

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.
Sep '17	106	-2.8%
Sep '16	109	-6%
Sep '15	116	-23.3%



	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	109	119	109	71	114	107	114	118	115	98	78	86	106
Prior Year	116	124	99	65	145	108	122	115	120	109	103	90	109
Percent Change from Prior Year	-6%	-4%	10%	9%	-21%	-1%	-7%	3%	-4%	-10%	-24%	-4%	-3%

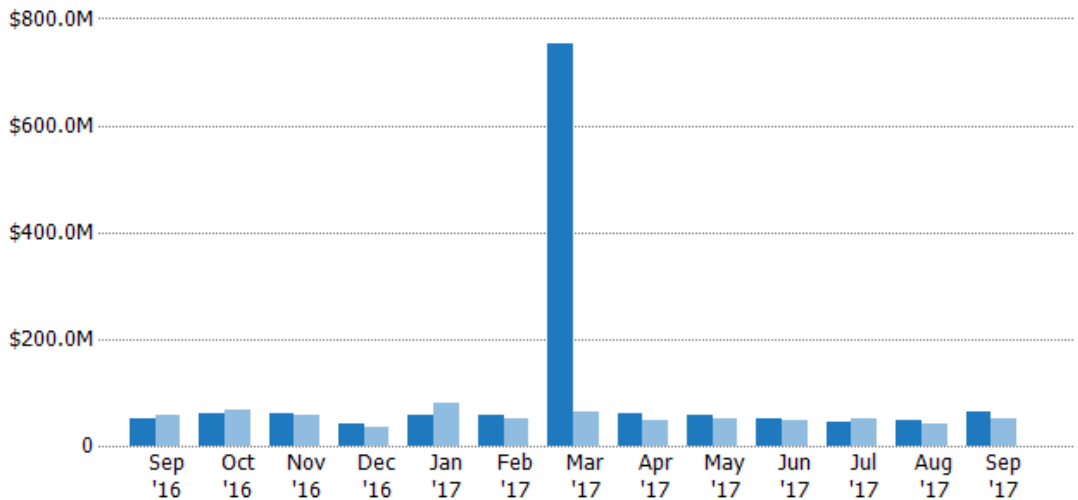
## New Listing Volume

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

### Filters Used

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

Month/Year	Volume	% Chg.
Sep '17	\$63.1M	22.9%
Sep '16	\$51.4M	-8.8%
Sep '15	\$56.3M	-31.4%



	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	\$51.4M	\$61.6M	\$60.9M	\$41.8M	\$56.9M	\$57.2M	\$754M	\$60.7M	\$57M	\$51.1M	\$43.7M	\$47.2M	\$63.1M
Prior Year	\$56.3M	\$65.6M	\$58.5M	\$36.5M	\$80.1M	\$52.3M	\$63.3M	\$48.6M	\$50.9M	\$48.2M	\$49.8M	\$41.8M	\$51.4M
Percent Change from Prior Year	-9%	-6%	4%	15%	-29%	9%	1,091%	25%	12%	6%	-12%	13%	23%

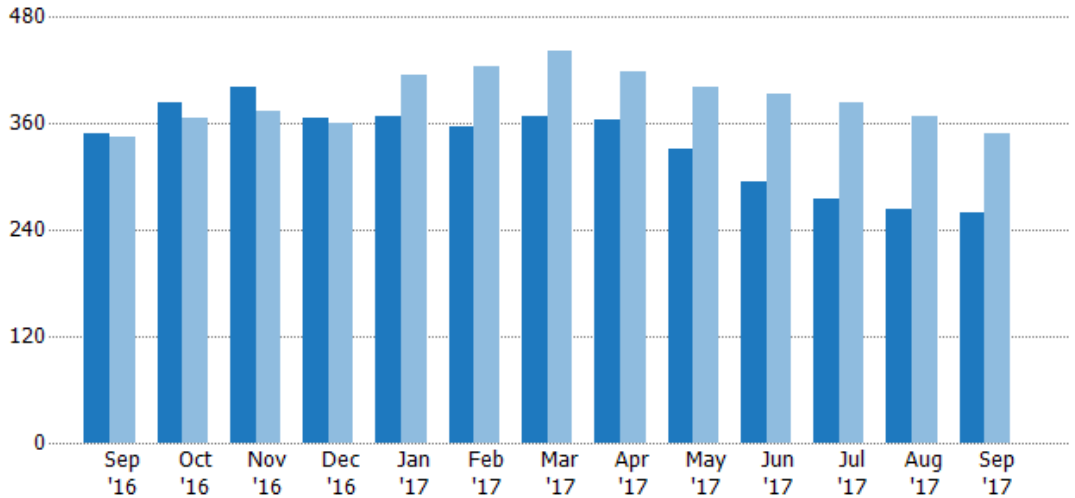
## Active Listings

The number of active single-family, condominium and townhome listings 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	Count	% Chg.
Sep '17	260	-25.5%
Sep '16	349	1.5%
Sep '15	344	-2%



	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	349	384	402	367	369	356	369	364	332	294	276	263	260
Prior Year	344	366	373	360	415	425	442	418	401	394	383	369	349
Percent Change from Prior Year	1%	5%	8%	2%	-11%	-16%	-17%	-13%	-17%	-25%	-28%	-29%	-26%

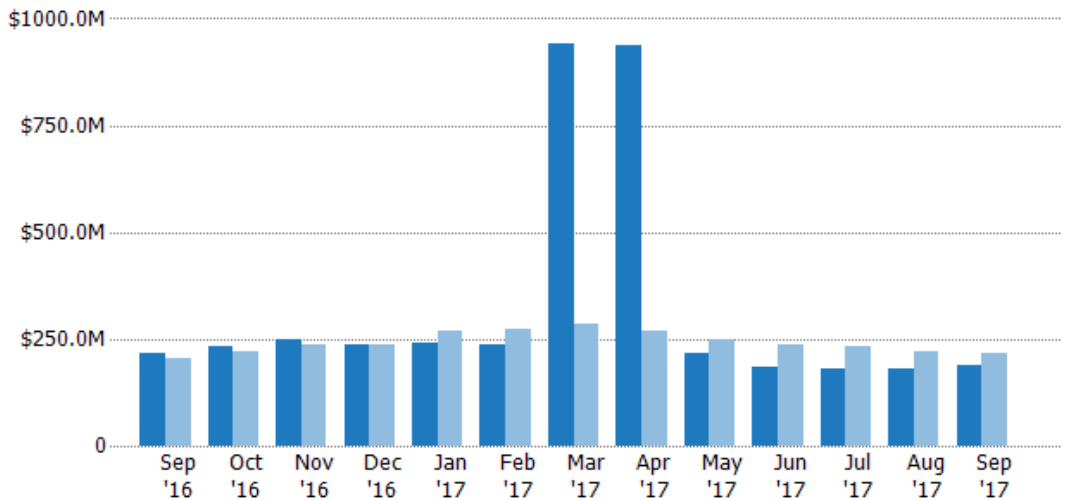
## Active Listing Volume

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

### Filters Used

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

Month/ Year	Volume	% Chg.
Sep '17	\$188M	-13.2%
Sep '16	\$217M	5%
Sep '15	\$207M	-3.8%



	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	\$217M	\$235M	\$248M	\$235M	\$240M	\$236M	\$940M	\$937M	\$216M	\$186M	\$181M	\$181M	\$188M
Prior Year	\$207M	\$221M	\$236M	\$235M	\$269M	\$273M	\$286M	\$270M	\$247M	\$237M	\$232M	\$222M	\$217M
Percent Change from Prior Year		5%	6%	5%	0%	-11%	-13%	228%	247%	-13%	-21%	-22%	-18%

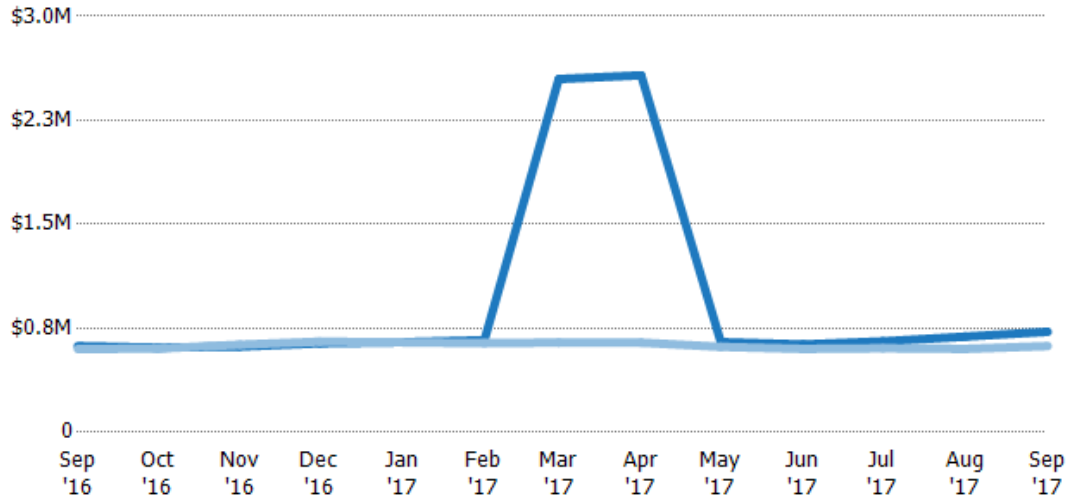
## Average Listing Price

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

### Filters Used

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

Month/Year	Price	% Chg.
Sep '17	\$725K	16.5%
Sep '16	\$622K	3.5%
Sep '15	\$601K	-1.8%



Current Year	\$622K	\$611K	\$618K	\$642K	\$650K	\$664K	\$2.55M	\$2.57M	\$651K	\$633K	\$656K	\$690K	\$725K
Prior Year	\$601K	\$604K	\$632K	\$653K	\$649K	\$642K	\$648K	\$646K	\$616K	\$601K	\$606K	\$601K	\$622K
Percent Change from Prior Year	4%	1%	-2%	-2%	0%	3%	293%	298%	6%	5%	8%	15%	17%

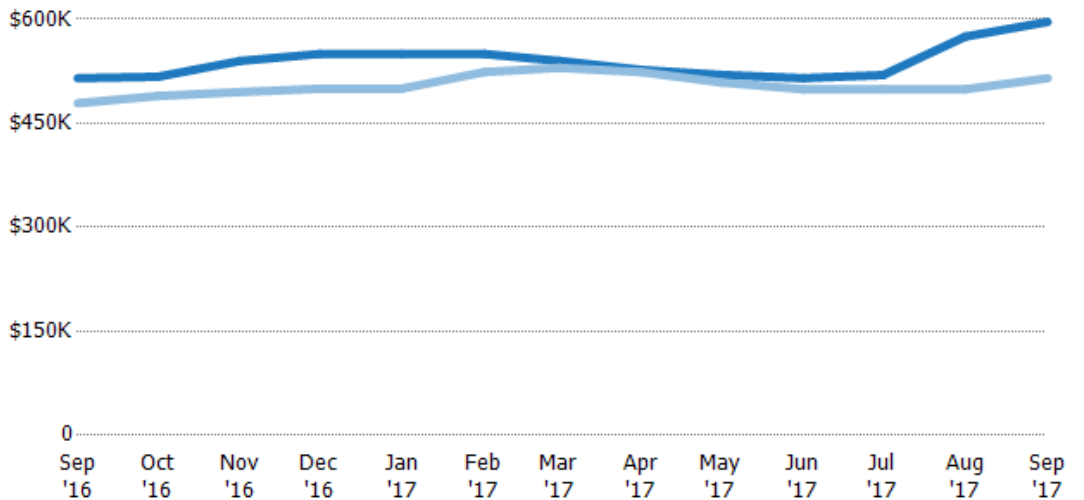
## Median Listing Price

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

### Filters Used

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

Month/Year	Price	% Chg.
Sep '17	\$596K	15.8%
Sep '16	\$515K	7.5%
Sep '15	\$479K	-2.1%



Current Year	\$515K	\$517K	\$540K	\$550K	\$550K	\$550K	\$540K	\$527K	\$520K	\$515K	\$520K	\$575K	\$596K
Prior Year	\$479K	\$489K	\$495K	\$500K	\$500K	\$524K	\$530K	\$524K	\$509K	\$499K	\$499K	\$499K	\$515K
Percent Change from Prior Year	8%	6%	9%	10%	10%	5%	2%	1%	2%	3%	4%	15%	16%

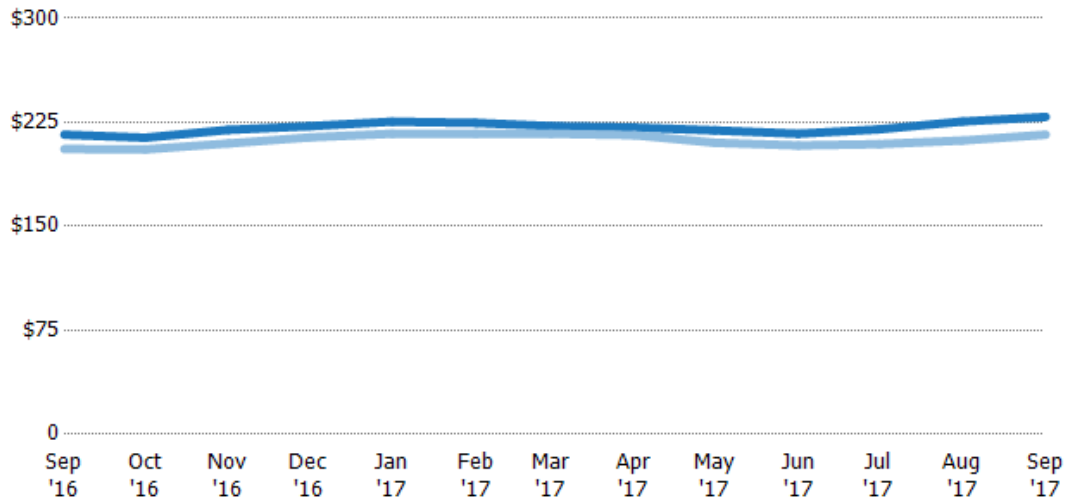
## Average Listing Price per Sq Ft

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.
Sep '17	\$229	5.9%
Sep '16	\$216	5%
Sep '15	\$206	1.3%



Current Year	\$216	\$214	\$220	\$222	\$225	\$225	\$222	\$221	\$219	\$217	\$220	\$226	\$229
Prior Year	\$206	\$205	\$210	\$214	\$217	\$217	\$217	\$216	\$210	\$208	\$209	\$212	\$216
Percent Change from Prior Year	5%	4%	5%	4%	4%	4%	3%	3%	4%	4%	5%	6%	6%

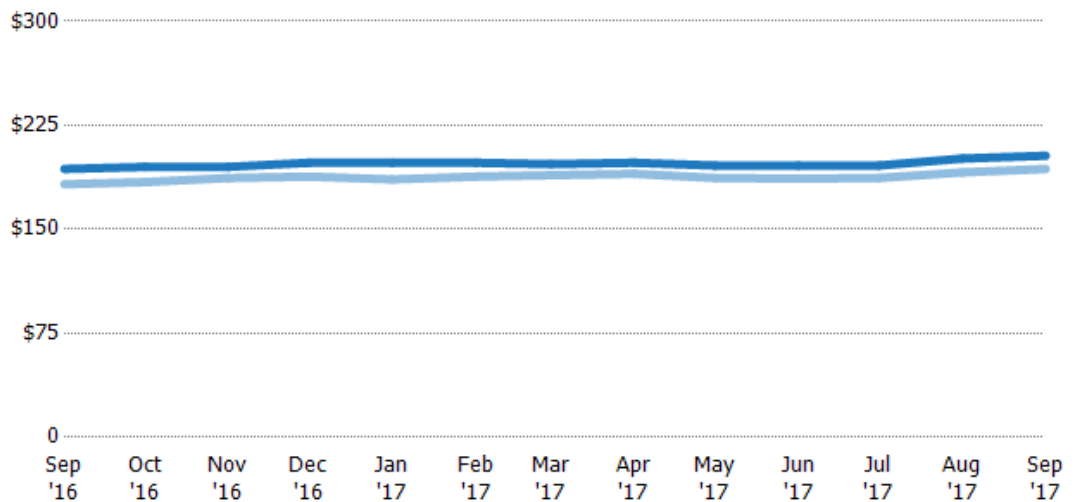
## Median Listing Price per Sq Ft

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

### Filters Used

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

Month/ Year	Price/sq ft	% Chg.
Sep '17	\$203	4.9%
Sep '16	\$194	6%
Sep '15	\$183	-2.5%



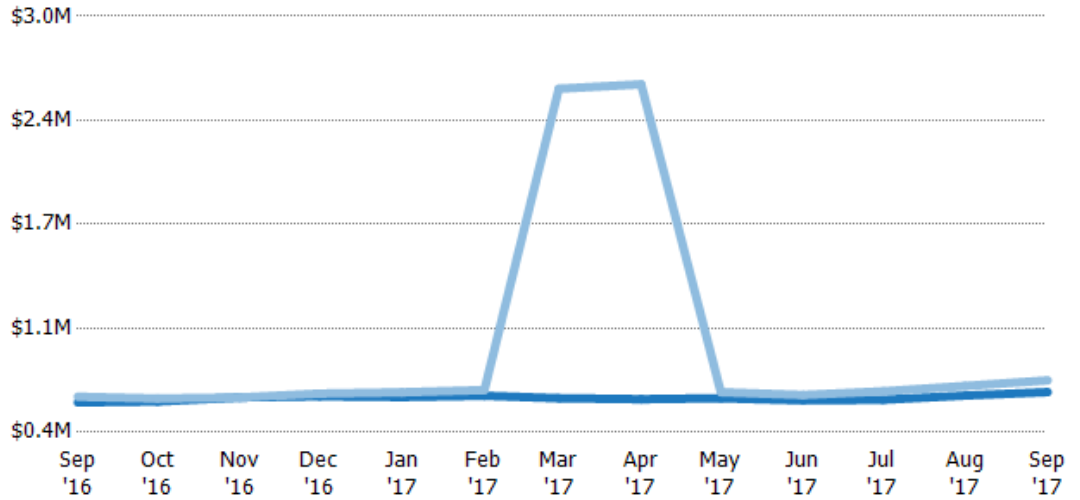
Current Year	\$194	\$195	\$195	\$198	\$198	\$198	\$197	\$198	\$196	\$196	\$196	\$201	\$203
Prior Year	\$183	\$184	\$187	\$188	\$186	\$188	\$189	\$190	\$187	\$187	\$187	\$191	\$194
Percent Change from Prior Year	6%	6%	4%	5%	6%	5%	4%	4%	5%	5%	5%	5%	5%

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



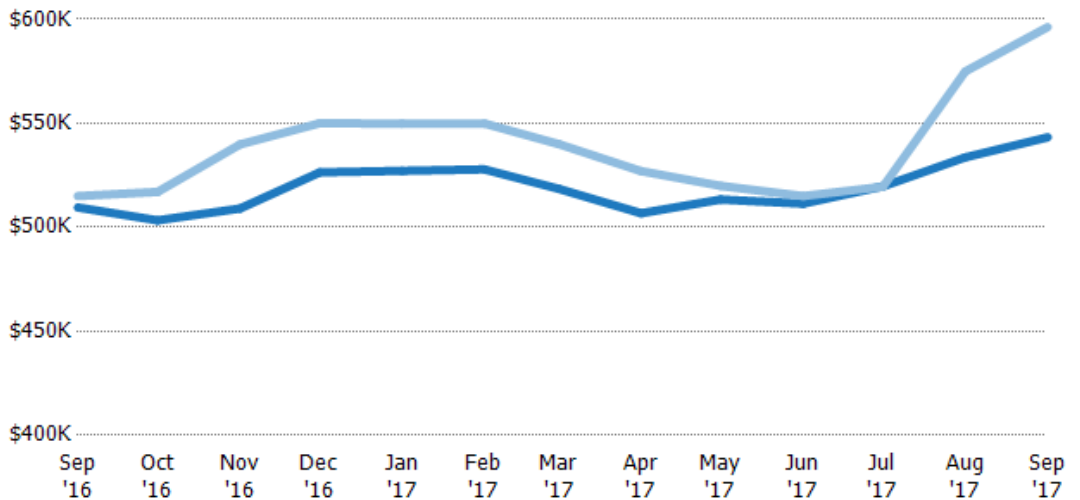
	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Avg Est Value	\$586K	\$593K	\$618K	\$625K	\$620K	\$628K	\$613K	\$607K	\$613K	\$599K	\$603K	\$629K	\$651K
Avg Listing Price	\$622K	\$611K	\$618K	\$642K	\$650K	\$664K	\$2.55M	\$2.57M	\$651K	\$633K	\$656K	\$690K	\$725K
Avg Listing Price as a % of Avg Est Value	106%	103%	100%	103%	105%	106%	416%	424%	106%	106%	109%	110%	111%

## 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: Cave Creek, 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	\$510K	\$503K	\$509K	\$526K	\$527K	\$528K	\$518K	\$507K	\$513K	\$511K	\$520K	\$534K	\$543K
Median Listing Price	\$515K	\$517K	\$540K	\$550K	\$550K	\$550K	\$540K	\$527K	\$520K	\$515K	\$520K	\$575K	\$596K
Med Listing Price as a % of Med Est Value	101%	103%	106%	104%	104%	104%	104%	104%	101%	101%	100%	108%	110%

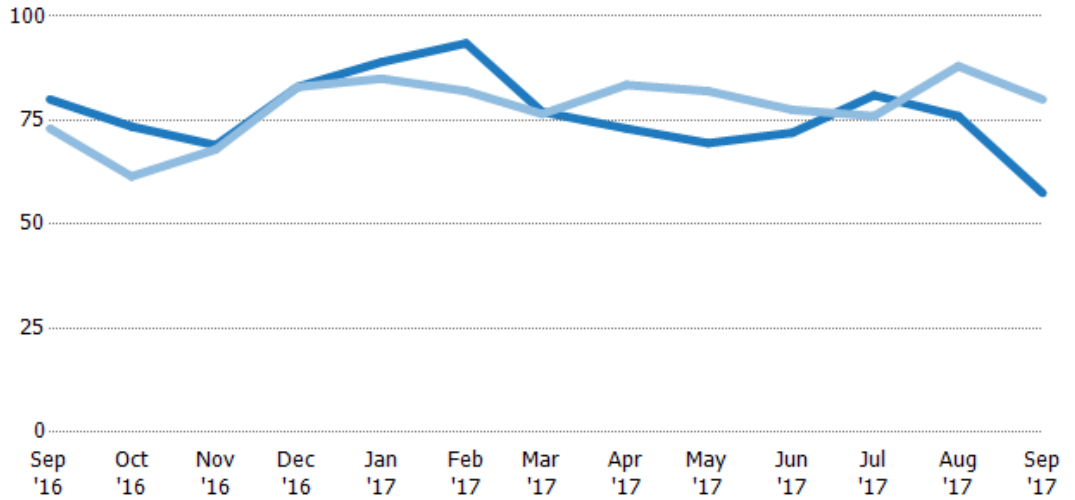
## Median Days in RPR

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

Month/ Year	Days	% Chg.
Sep '17	57.5	-28.1%
Sep '16	80	9.6%
Sep '15	73	17.8%



Current Year	80	73.5	69	83	89	93.5	77	73	69.5	72	81	76	57.5
Prior Year	73	61.5	68	83	85	82	76.5	83.5	82	77.5	76	88	80
Percent Change from Prior Year	10%	20%	1%	0%	5%	14%	1%	-13%	-15%	-7%	7%	-14%	-28%

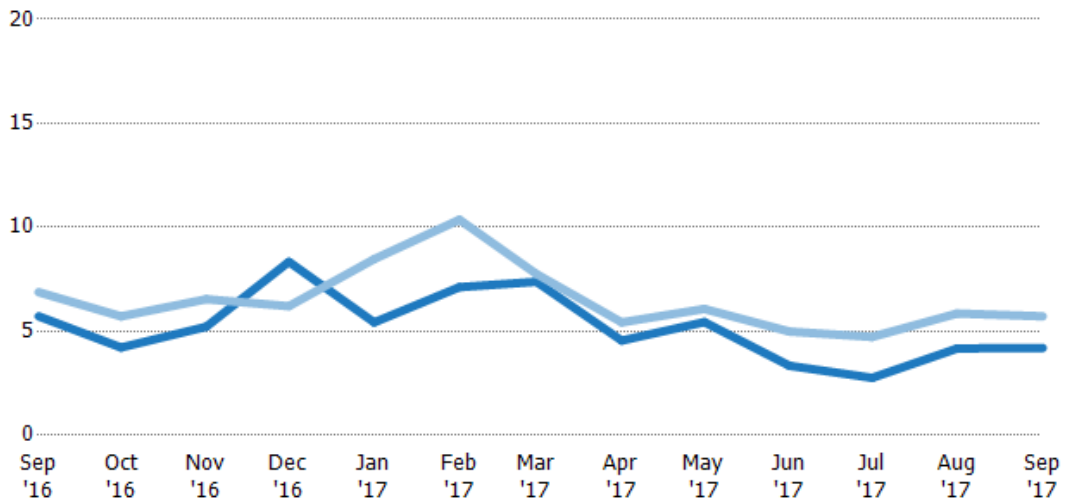
## Months of Inventory

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

### Filters Used

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

Month/ Year	Months	% Chg.
Sep '17	4.19	-26.7%
Sep '16	5.72	-16.8%
Sep '15	6.88	-19.7%



Current Year	5.72	4.22	5.22	8.34	5.43	7.12	7.38	4.55	5.44	3.34	2.76	4.17	4.19
Prior Year	6.88	5.72	6.54	6.21	8.47	10.4	7.75	5.43	6.08	4.99	4.73	5.86	5.72
Percent Change from Prior Year	-17%	-26%	-20%	34%	-36%	-31%	-5%	-16%	-10%	-33%	-42%	-29%	-27%



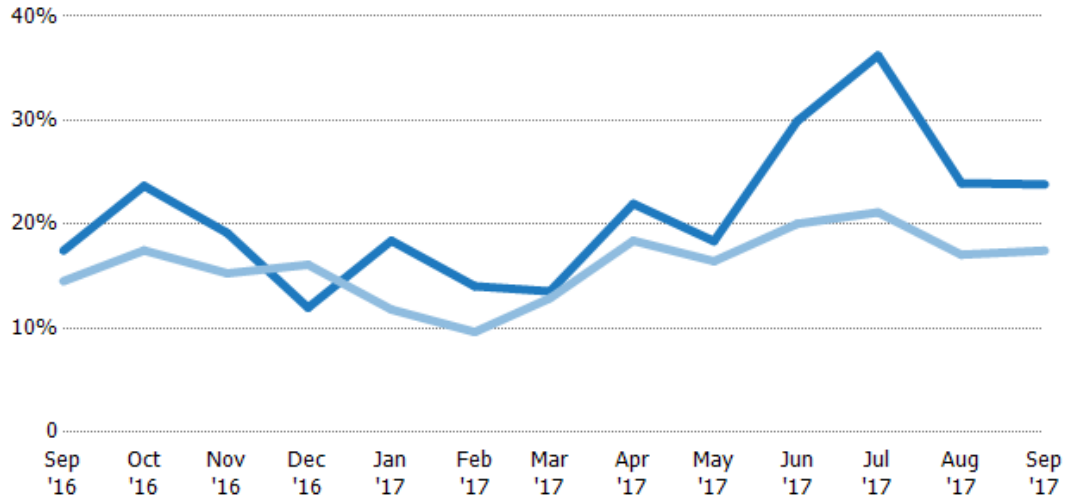
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

Month/ Year	Rate	Chg.
Sep '17	24%	-6.4%
Sep '16	17%	-2.9%
Sep '15	15%	24.6%



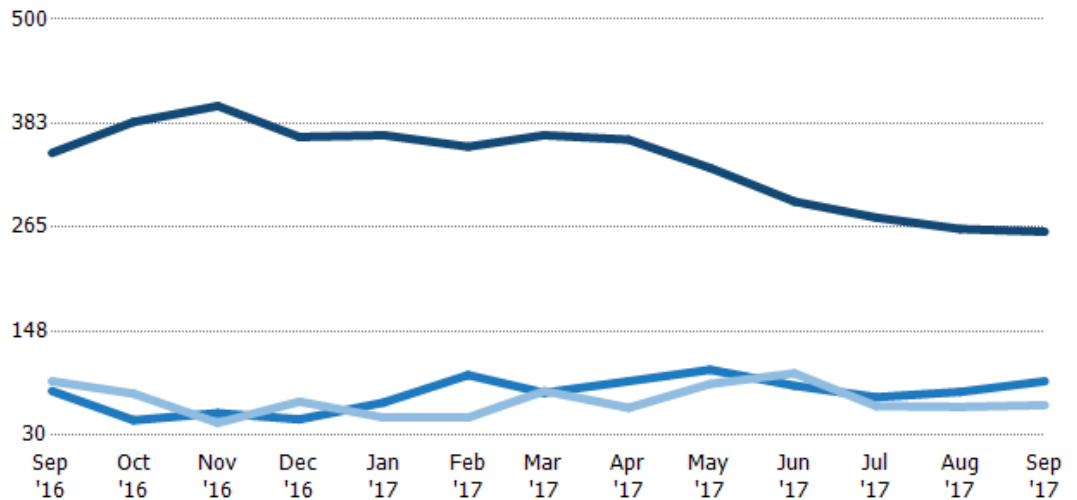
	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Current Year	17%	24%	19%	12%	18%	14%	14%	22%	18%	30%	36%	24%	24%
Prior Year	15%	17%	15%	16%	12%	10%	13%	18%	16%	20%	21%	17%	17%
Change from Prior Year	-3%	-6%	-4%	4%	-7%	-4%	-1%	-4%	-2%	-10%	-15%	-7%	-6%

## Active/Pending/Sold Units

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

### Filters Used

Custom Area: Cave Creek, 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
Active	349	384	402	367	369	356	369	364	332	294	276	263	260
Pending	80	47	55	48	67	98	78	91	104	86	73	79	91
Sold	91	77	44	68	50	50	80	61	88	100	63	62	64

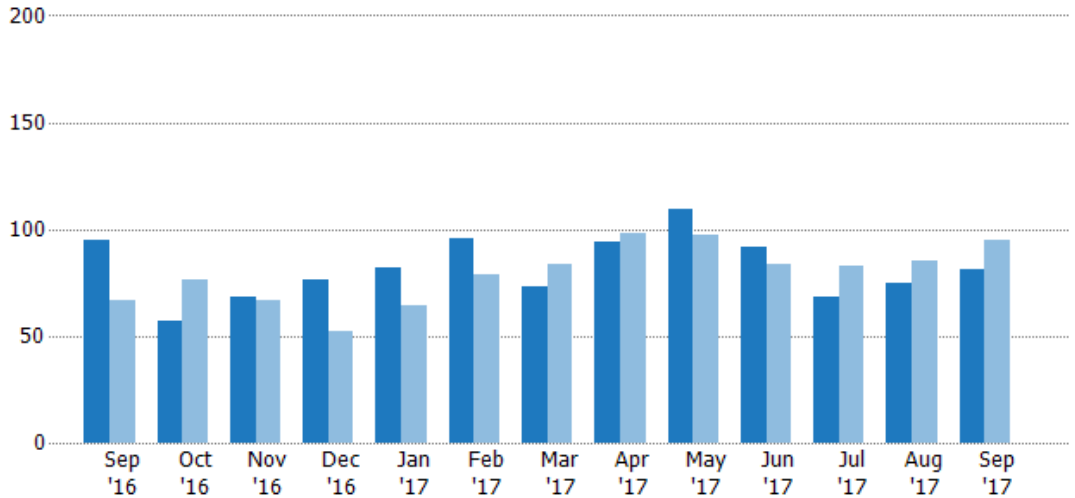
## New Pending Sales

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.
Sep '17	81	-14.7%
Sep '16	95	41.8%
Sep '15	67	-22.4%



	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	95	57	68	76	82	96	73	94	109	92	68	75	81
Prior Year	67	76	67	52	64	79	84	98	97	84	83	85	95
Percent Change from Prior Year	42%	-25%	1%	46%	28%	22%	-13%	-4%	12%	10%	-18%	-12%	-15%

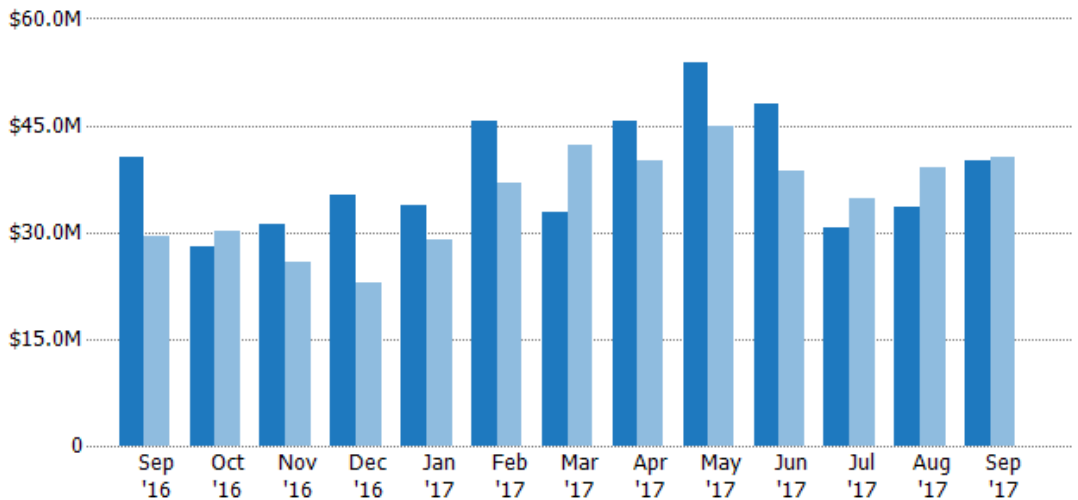
## New Pending Sales Volume

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

Month/Year	Volume	% Chg.
Sep '17	\$40.1M	-1.1%
Sep '16	\$40.5M	38.3%
Sep '15	\$29.3M	-37%



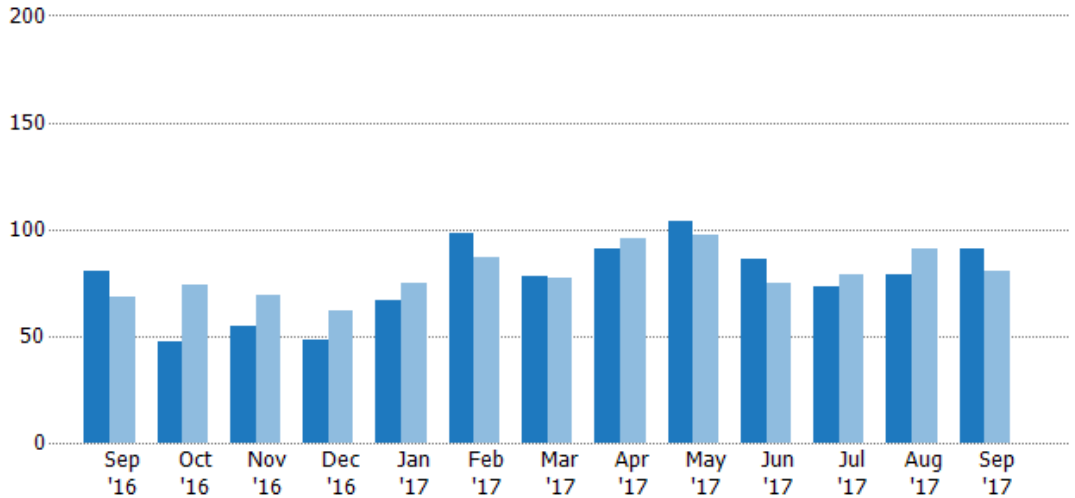
	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Current Year	\$40.5M	\$28M	\$31.1M	\$35.3M	\$33.7M	\$45.6M	\$32.8M	\$45.7M	\$53.7M	\$47.9M	\$30.7M	\$33.5M	\$40.1M
Prior Year	\$29.3M	\$30.1M	\$25.8M	\$23M	\$28.8M	\$36.9M	\$42.1M	\$40.1M	\$44.9M	\$38.5M	\$34.8M	\$39.1M	\$40.5M
Percent Change from Prior Year	38%	-7%	21%	54%	17%	24%	-22%	14%	20%	24%	-12%	-14%	-1%

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



Month/Year	Count	% Chg.
Sep '17	91	13.8%
Sep '16	80	17.6%
Sep '15	68	-10.3%

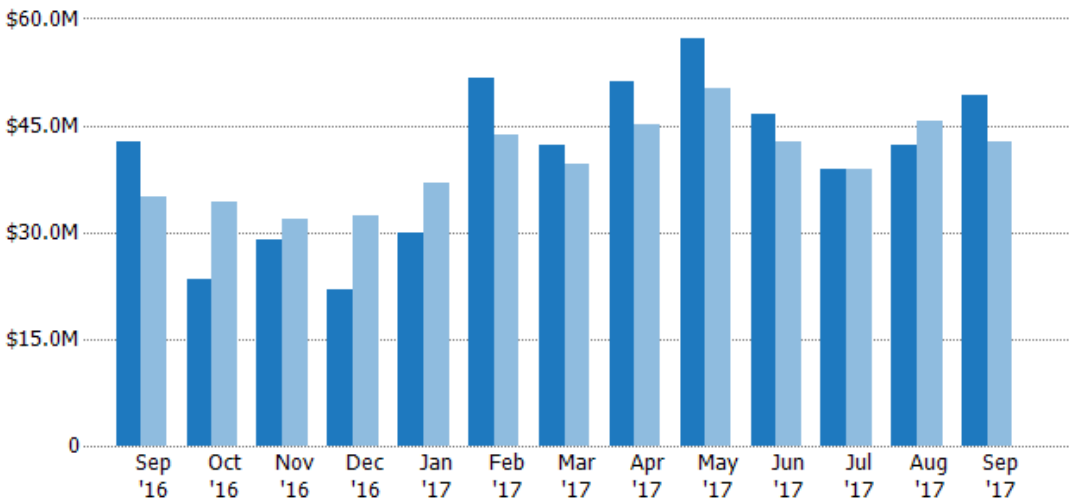
	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Current Year	80	47	55	48	67	98	78	91	104	86	73	79	91
Prior Year	68	74	69	62	75	87	77	96	97	75	79	91	80
Percent Change from Prior Year	18%	-36%	-20%	-23%	-11%	13%	1%	-5%	7%	15%	-8%	-13%	14%

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



Month/Year	Volume	% Chg.
Sep '17	\$49.2M	15.2%
Sep '16	\$42.7M	22.4%
Sep '15	\$34.9M	-33.8%

	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	\$42.7M	\$23.4M	\$29M	\$21.9M	\$29.9M	\$51.6M	\$42.3M	\$51.3M	\$57.2M	\$46.6M	\$38.8M	\$42.2M	\$49.2M
Prior Year	\$34.9M	\$34.3M	\$31.9M	\$32.2M	\$37M	\$43.6M	\$39.5M	\$45M	\$50.1M	\$42.6M	\$38.9M	\$45.7M	\$42.7M
Percent Change from Prior Year	22%	-32%	-9%	-32%	-19%	18%	7%	14%	14%	9%	0%	-8%	15%

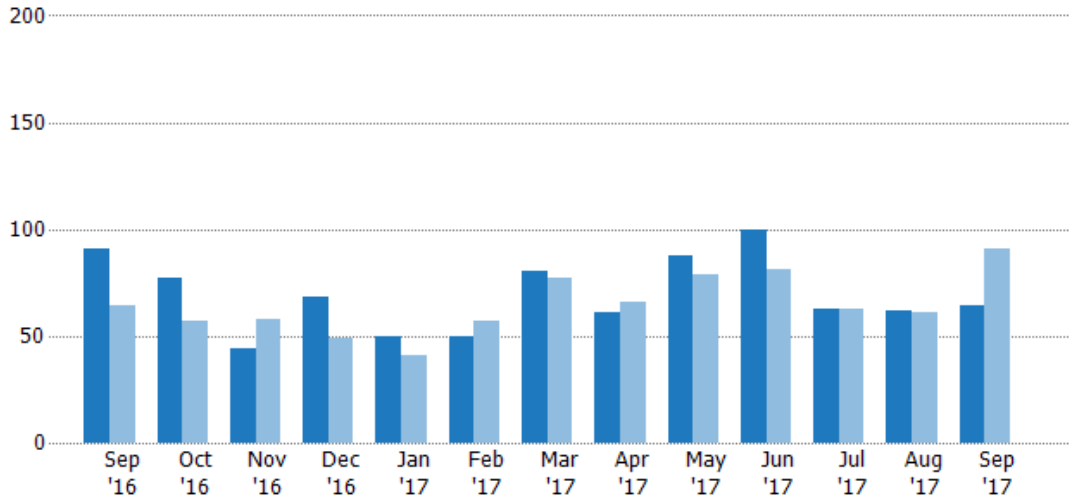
## Closed Sales

The total number of 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

Month/Year	Count	% Chg.
Sep '17	64	-29.7%
Sep '16	91	42.2%
Sep '15	64	-4.7%



Current Year	91	77	44	68	50	50	80	61	88	100	63	62	64
Prior Year	64	57	58	49	41	57	77	66	79	81	63	61	91
Percent Change from Prior Year	42%	35%	-24%	39%	22%	-12%	4%	-8%	11%	23%	0%	2%	-30%

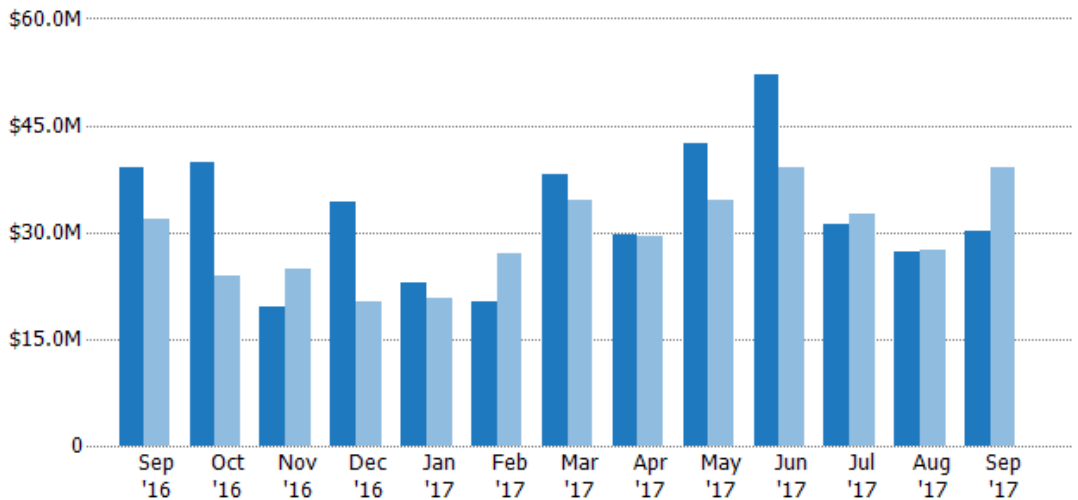
## Closed Sales Volume

The sum of the sales price of 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

Month/Year	Volume	% Chg.
Sep '17	\$30.1M	-23.3%
Sep '16	\$39.2M	22.9%
Sep '15	\$31.9M	-16.7%



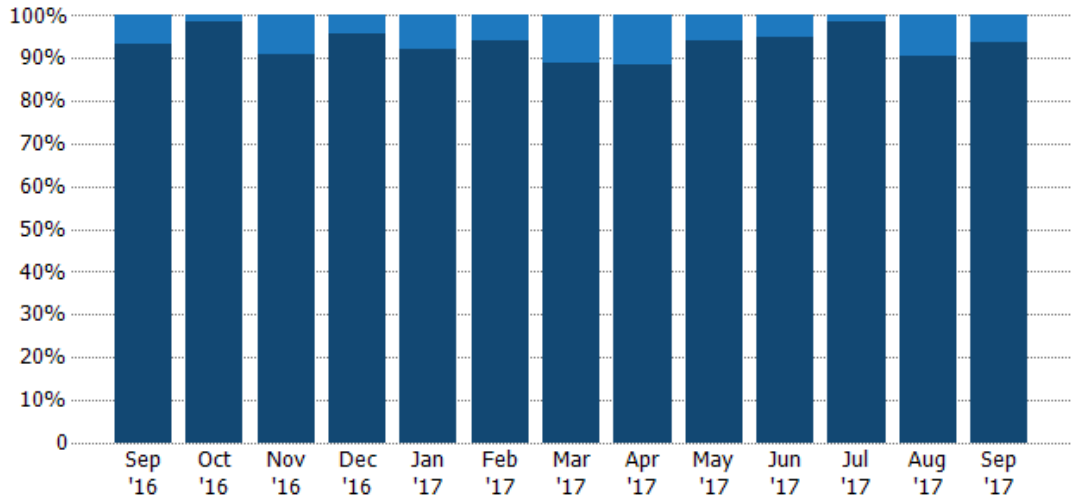
Current Year	\$39.2M	\$39.9M	\$19.5M	\$34.3M	\$22.9M	\$20.3M	\$38.1M	\$29.7M	\$42.4M	\$52M	\$31.2M	\$27.1M	\$30.1M
Prior Year	\$31.9M	\$23.9M	\$24.8M	\$20.3M	\$20.8M	\$27.1M	\$34.4M	\$29.3M	\$34.6M	\$39.1M	\$32.7M	\$27.6M	\$39.2M
Percent Change from Prior Year	23%	67%	-22%	69%	10%	-25%	11%	1%	23%	33%	-5%	-2%	-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: Cave Creek, Arizona  
Saved Area  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



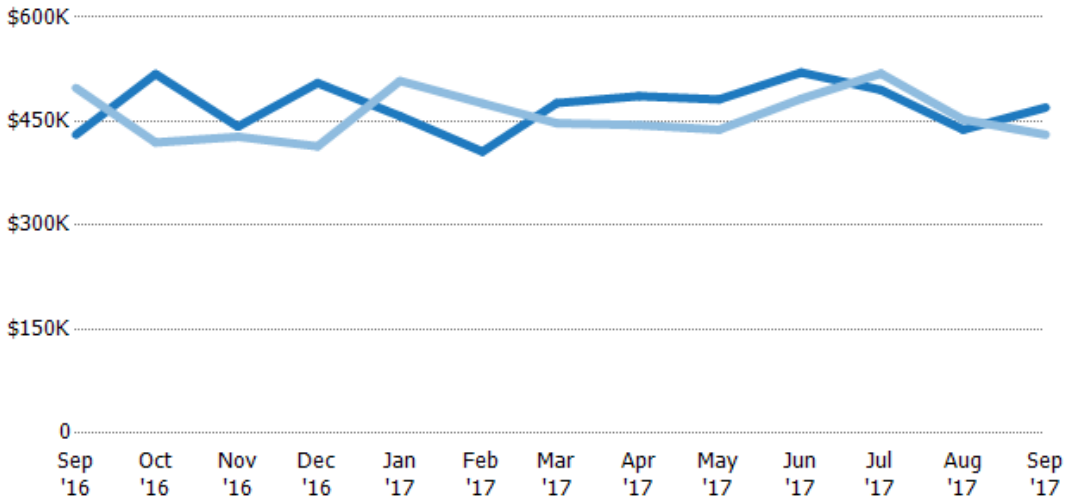
Condo/Townhouse	7%	1%	9%	4%	8%	6%	11%	11%	6%	5%	2%	10%	6%
Single Family Residence	93%	99%	91%	96%	92%	94%	89%	89%	94%	95%	98%	90%	94%

## Average Sales Price

The average 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



Month/Year	Price	% Chg.
Sep '17	\$470K	9.1%
Sep '16	\$431K	-13.5%
Sep '15	\$498K	-12.6%

Current Year	\$431K	\$518K	\$442K	\$505K	\$457K	\$406K	\$476K	\$486K	\$481K	\$520K	\$495K	\$438K	\$470K
Prior Year	\$498K	\$419K	\$428K	\$414K	\$508K	\$476K	\$447K	\$445K	\$438K	\$482K	\$519K	\$452K	\$431K
Percent Change from Prior Year	-14%	24%	3%	22%	-10%	-15%	6%	9%	10%	8%	-5%	-3%	9%

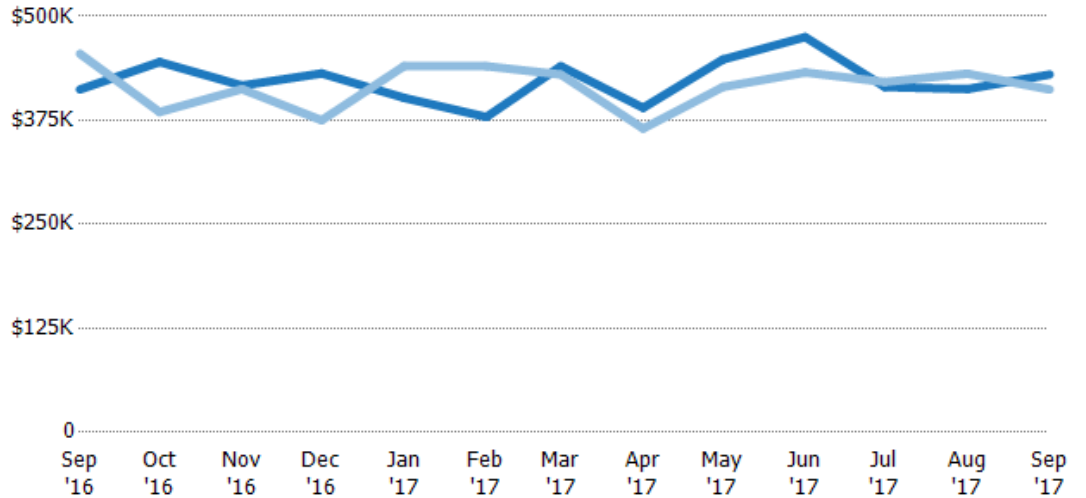
## Median Sales Price

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

Month/ Year	Price	% Chg.
Sep '17	\$430K	4.4%
Sep '16	\$412K	-9.5%
Sep '15	\$455K	-8.5%



Current Year	\$412K	\$445K	\$417K	\$431K	\$402K	\$379K	\$440K	\$390K	\$448K	\$475K	\$415K	\$413K	\$430K
Prior Year	\$455K	\$385K	\$413K	\$375K	\$440K	\$440K	\$430K	\$365K	\$415K	\$433K	\$421K	\$431K	\$412K
Percent Change from Prior Year	-9%	16%	1%	15%	-9%	-14%	2%	7%	8%	10%	-1%	-4%	4%

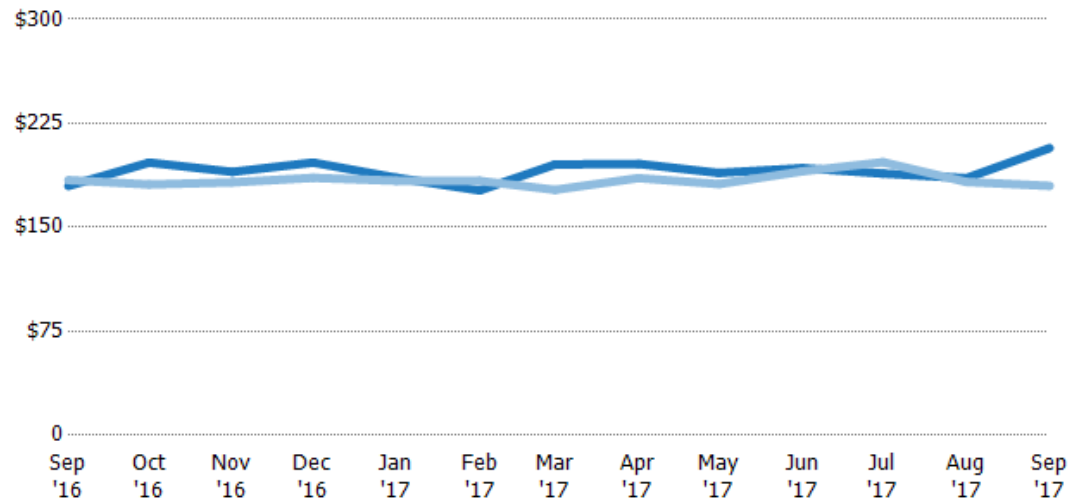
## Average Sales Price per Sq Ft

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

### Filters Used

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

Month/ Year	Price/sq ft	% Chg.
Sep '17	\$207	15.2%
Sep '16	\$180	-2.3%
Sep '15	\$184	0.5%



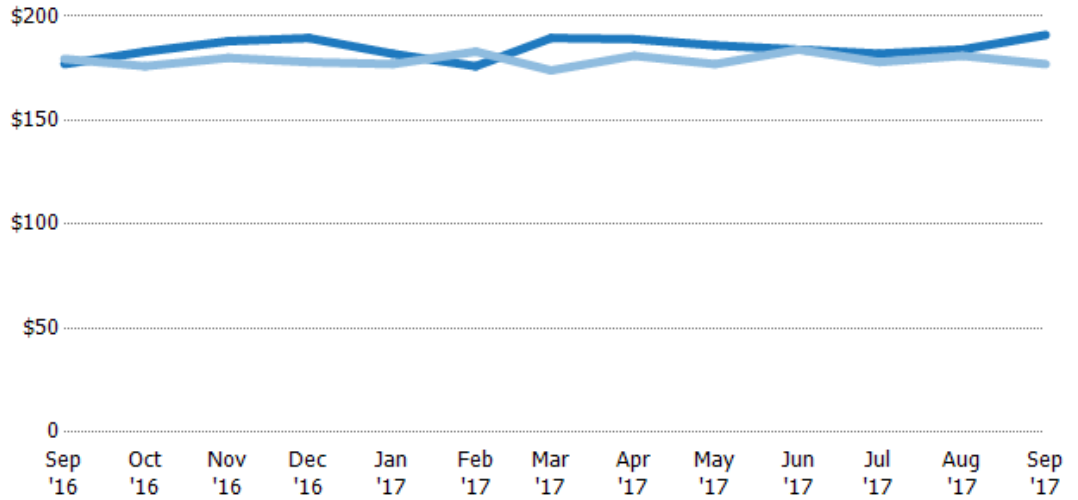
Current Year	\$180	\$197	\$190	\$197	\$186	\$177	\$195	\$196	\$189	\$193	\$189	\$185	\$207
Prior Year	\$184	\$181	\$182	\$186	\$184	\$183	\$177	\$185	\$181	\$190	\$197	\$183	\$180
Percent Change from Prior Year	-2%	9%	4%	6%	1%	-4%	10%	6%	4%	1%	-4%	2%	15%

## 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



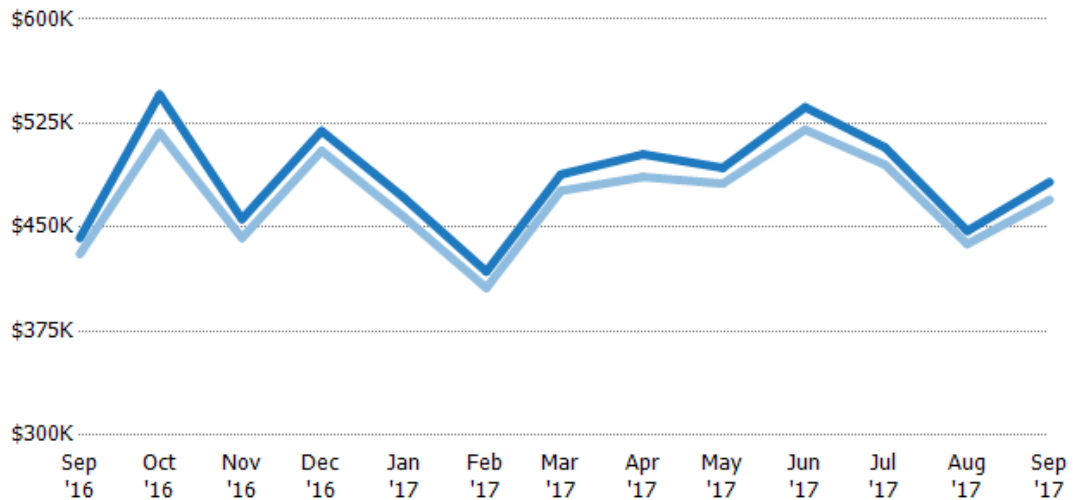
	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Current Year	\$177	\$183	\$188	\$190	\$182	\$176	\$190	\$189	\$186	\$184	\$182	\$184	\$191
Prior Year	\$180	\$176	\$180	\$178	\$177	\$183	\$174	\$181	\$177	\$184	\$178	\$181	\$177
Percent Change from Prior Year	-1%	4%	4%	6%	3%	-4%	9%	4%	5%	0%	2%	2%	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: Cave Creek, Arizona  
 Saved Area  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



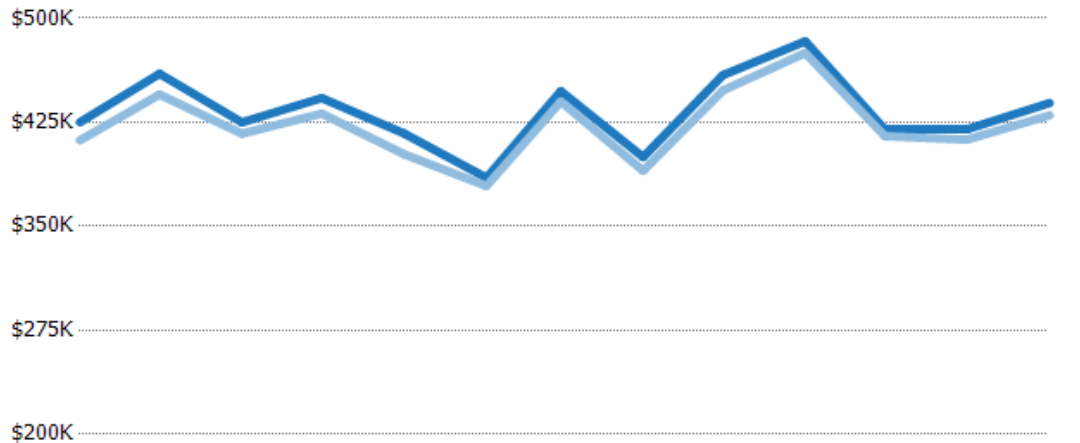
	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Avg List Price	\$442K	\$546K	\$456K	\$519K	\$471K	\$418K	\$488K	\$503K	\$493K	\$537K	\$508K	\$447K	\$483K
Avg Sales Price	\$431K	\$518K	\$442K	\$505K	\$457K	\$406K	\$476K	\$486K	\$481K	\$520K	\$495K	\$438K	\$470K
Avg Sales Price as a % of Avg List Price	97%	95%	97%	97%	97%	97%	98%	97%	98%	97%	98%	98%	97%

## Median Sales Price vs Median Listing Price

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

### Filters Used

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



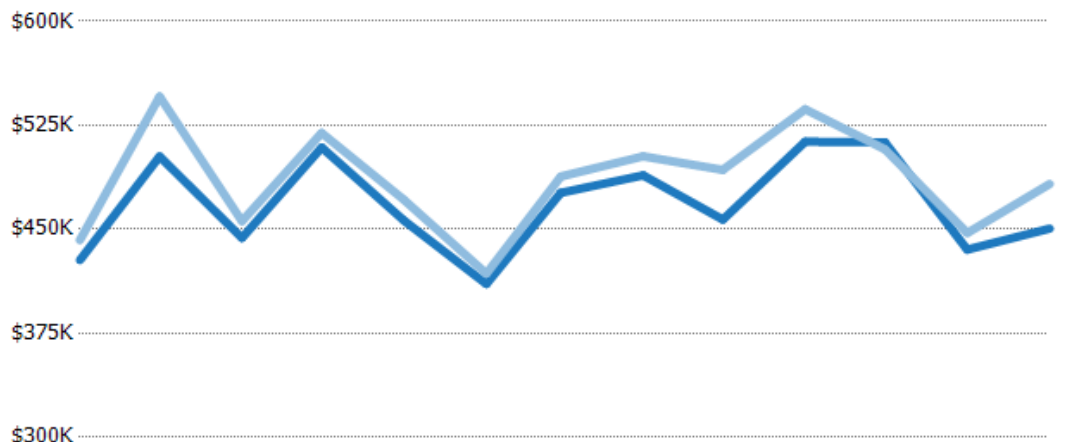
	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Median List Price	\$425K	\$460K	\$425K	\$443K	\$417K	\$385K	\$447K	\$400K	\$459K	\$483K	\$420K	\$420K	\$439K
Median Sales Price	\$412K	\$445K	\$417K	\$431K	\$402K	\$379K	\$440K	\$390K	\$448K	\$475K	\$415K	\$413K	\$430K
Med Sales Price as a % of Med List Price	97%	97%	98%	97%	96%	98%	98%	98%	98%	98%	99%	98%	98%

## 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



	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	\$428K	\$503K	\$444K	\$509K	\$456K	\$411K	\$476K	\$489K	\$457K	\$513K	\$513K	\$435K	\$451K
Avg Sales Price	\$442K	\$546K	\$456K	\$519K	\$471K	\$418K	\$488K	\$503K	\$493K	\$537K	\$508K	\$447K	\$483K
Avg Sales Price as a % of Avg Est Value	103%	109%	103%	102%	103%	102%	102%	103%	108%	105%	99%	103%	107%

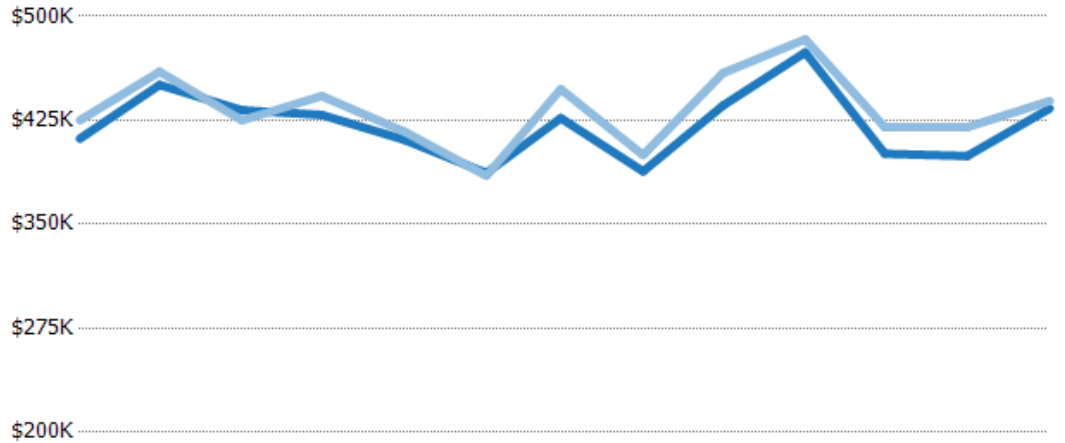


## Median Sales Price vs Median Est Value

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



	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	\$412K	\$450K	\$432K	\$429K	\$411K	\$387K	\$427K	\$388K	\$436K	\$474K	\$401K	\$399K	\$433K
Median Sales Price	\$425K	\$460K	\$425K	\$443K	\$417K	\$385K	\$447K	\$400K	\$459K	\$483K	\$420K	\$420K	\$439K
Med Sales Price as a % of Med Est Value	103%	102%	98%	103%	101%	99%	105%	103%	105%	102%	105%	105%	101%

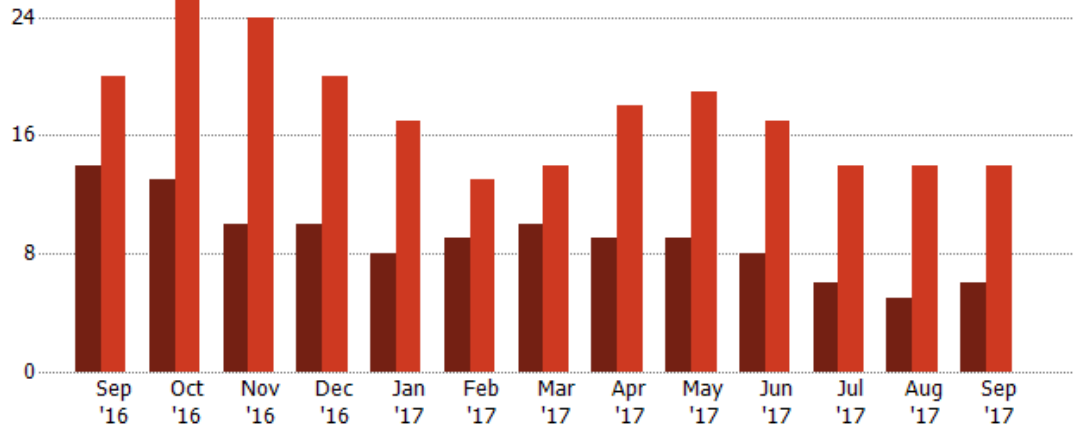
## Distressed Listings

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

### Filters Used

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

Month/Year	Count	% Chg.
Sep '17	6	-57.1%
Sep '16	14	-30%
Sep '15	20	-10%



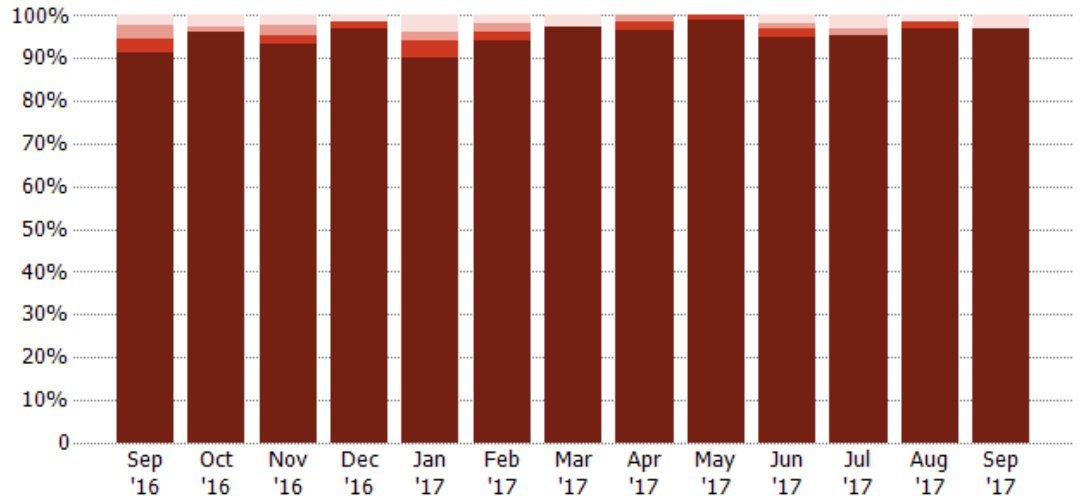
	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Current Year	14	13	10	10	8	9	10	9	9	8	6	5	6
Prior Year	20	26	24	20	17	13	14	18	19	17	14	14	14
Percent Change from Prior Year	-30%	-50%	-58%	-50%	-53%	-31%	-29%	-50%	-53%	-53%	-57%	-64%	-57%

## 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 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
Pre-Foreclosure	2%	3%	2%	1%	4%	2%	3%	-	-	2%	3%	2%	3%
Short Sale	3%	1%	2%	-	2%	2%	-	2%	-	1%	2%	-	-
Foreclosure	3%	-	2%	1%	4%	2%	-	2%	1%	2%	-	2%	-
Non-Distressed	91%	96%	93%	97%	90%	94%	98%	97%	99%	95%	95%	97%	97%

## 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 %
85331	260	\$188,402,207	\$724,624	\$596,250	\$229	\$203	4	24.61 %



## 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
85331	91	\$49,239,396	64	\$30,066,116	\$482,665	\$438,900	\$202	\$188	81

