

2018

FOUNTAIN HILLS

MARKET REPORT

April 2018



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	Apr 2018	Apr 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	81	107	-24.3%	442	540	-18.1%
New Listing Volume	\$41,331,720	\$49,286,492	-16.1%	\$246,241,132	\$259,983,256	-5.3%
Active Listing Count	313	446	-29.8%	1,519	1,868	-18.7%
Active Listing Volume	\$255,915,251	\$302,596,459	-15.4%	\$1,137,440,308	\$1,201,816,828	-5.4%
Average Listing Price	\$817,621	\$678,467	+20.5%	\$748,809	\$643,371	+16.4%
Median Listing Price	\$579,000	\$499,450	+15.9%	\$536,100	\$473,697	+13.2%
Average Listing Price per Sq Ft	\$233	\$218	+7.2%	\$226	\$215	+5.1%
Median Listing Price per Sq Ft	\$212	\$202	+4.7%	\$208	\$199	+4.3%
Median Days in RPR	84	87	-3.4%	83	83.42	-0.5%
Months of Inventory	3	5	-39.8%	5.3	5.8	-9.1%
Absorption Rate	33.55%	20.18%	+13.4%	18.96%	17.24%	+1.7%
Sales Activity Charts Metrics						
New Pending Sales Count	131	102	+28.4%	454	387	+17.3%
New Pending Sales Volume	\$53,236,209	\$38,640,439	+37.8%	\$211,270,610	\$155,836,715	+35.6%
Pending Sales Count	127	81	+56.8%	389	324	+20.1%
Pending Sales Volume	\$61,948,957	\$37,652,137	+64.5%	\$218,065,740	\$148,748,489	+46.6%
Closed Sales Count	92	88	+4.5%	339	288	+17.7%
Closed Sales Volume	\$50,902,400	\$34,232,483	+48.7%	\$159,300,435	\$118,064,170	+34.9%
Average Sales Price	\$553,287	\$389,005	+42.2%	\$469,913	\$409,945	+14.6%
Median Sales Price	\$390,000	\$343,625	+13.5%	\$373,250	\$360,252	+3.6%
Average Sales Price per Sq Ft	\$221	\$193	+14.5%	\$203	\$191	+6.6%
Median Sales Price per Sq Ft	\$205	\$184	+11.1%	\$195	\$182	+7.2%
Distressed Charts Metrics						
Distressed Listing Count	2	8	-75%	9	36	-75%

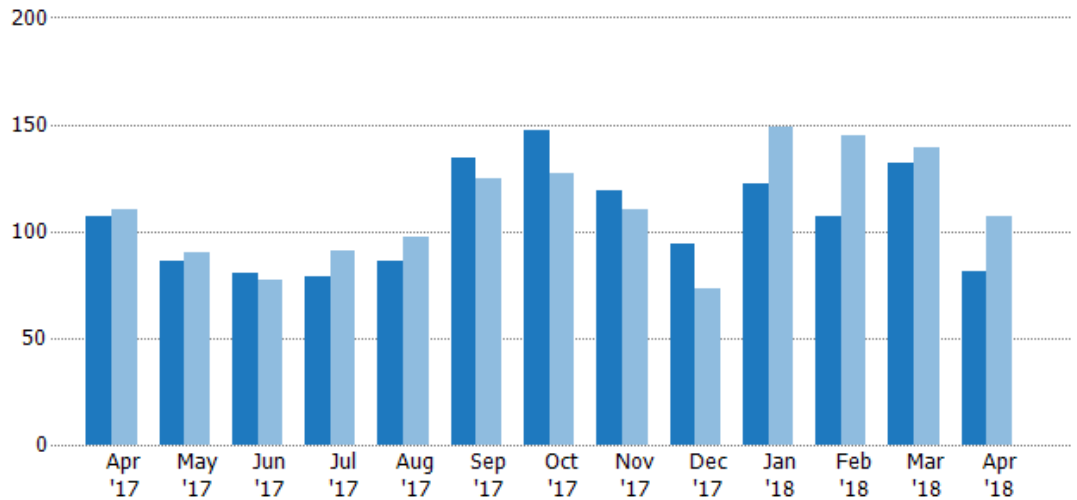
New Listings

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

Filters Used

Custom Area: Fountain Hills, Arizona
 Saved Area
 Property Type:
 Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Apr '18	81	-24.3%
Apr '17	107	-2.7%
Apr '16	110	14.5%



Current Year	107	86	80	79	86	134	147	119	94	122	107	132	81
Prior Year	110	90	77	91	97	125	127	110	73	149	145	139	107
Percent Change from Prior Year	-3%	-4%	4%	-13%	-11%	7%	16%	8%	29%	-18%	-26%	-5%	-24%

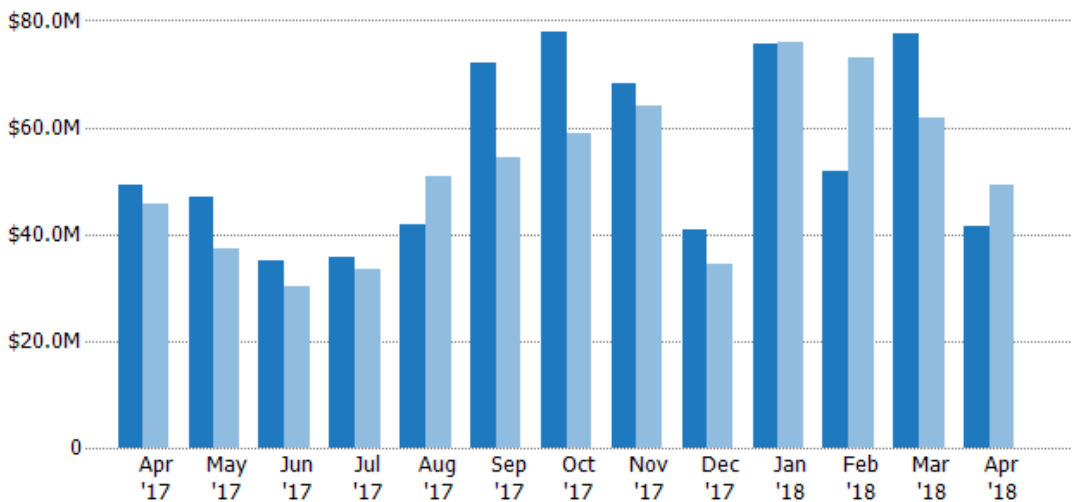
New Listing Volume

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

Filters Used

Custom Area: Fountain Hills, Arizona
 Saved Area
 Property Type:
 Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Apr '18	\$41.3M	-16.1%
Apr '17	\$49.3M	7.9%
Apr '16	\$45.7M	15.3%



Current Year	\$49.3M	\$46.8M	\$34.9M	\$35.8M	\$41.8M	\$72.1M	\$77.9M	\$68.3M	\$40.8M	\$75.5M	\$51.7M	\$77.7M	\$41.3M
Prior Year	\$45.7M	\$37.4M	\$30.2M	\$33.5M	\$50.8M	\$54.3M	\$59M	\$63.9M	\$34.5M	\$75.9M	\$73M	\$61.8M	\$49.3M
Percent Change from Prior Year	8%	25%	16%	7%	-18%	33%	32%	7%	18%	-1%	-29%	26%	-16%

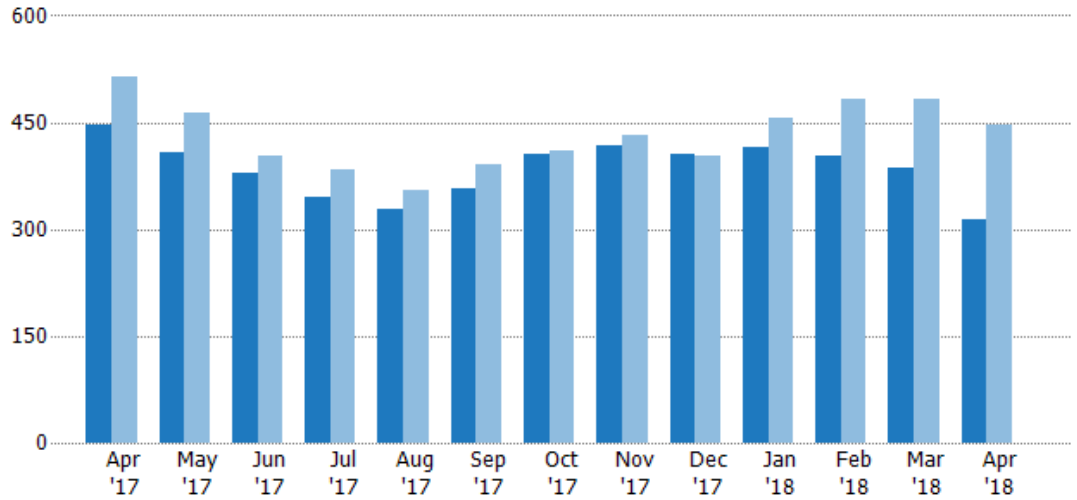
Active Listings

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

Filters Used

Custom Area: Fountain Hills, Arizona
 Saved Area
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
Apr '18	313	-29.8%
Apr '17	446	-13.2%
Apr '16	514	5.6%



Current Year	446	407	379	344	327	358	405	418	406	415	404	387	313
Prior Year	514	464	402	384	355	391	411	431	404	456	483	483	446
Percent Change from Prior Year	-13%	-12%	-6%	-10%	-8%	-8%	-1%	-3%	0%	-9%	-16%	-20%	-30%

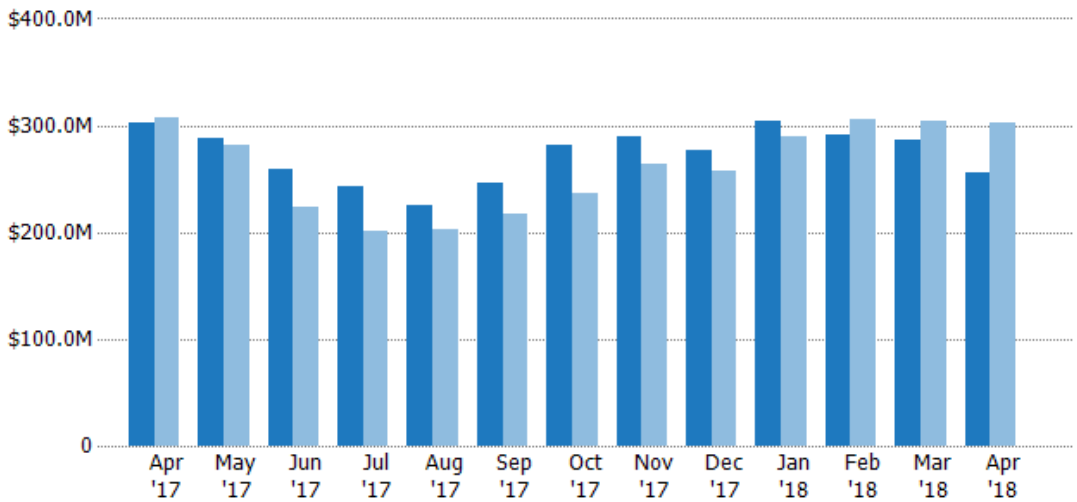
Active Listing Volume

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

Filters Used

Custom Area: Fountain Hills, Arizona
 Saved Area
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Apr '18	\$256M	-15.4%
Apr '17	\$303M	-1.7%
Apr '16	\$308M	-1%



Current Year	\$303M	\$287M	\$260M	\$243M	\$226M	\$247M	\$282M	\$289M	\$276M	\$304M	\$291M	\$287M	\$256M
Prior Year	\$308M	\$281M	\$224M	\$201M	\$203M	\$217M	\$236M	\$263M	\$257M	\$289M	\$305M	\$304M	\$303M
Percent Change from Prior Year	-2%	2%	16%	21%	11%	14%	19%	10%	7%	5%	-5%	-6%	-15%

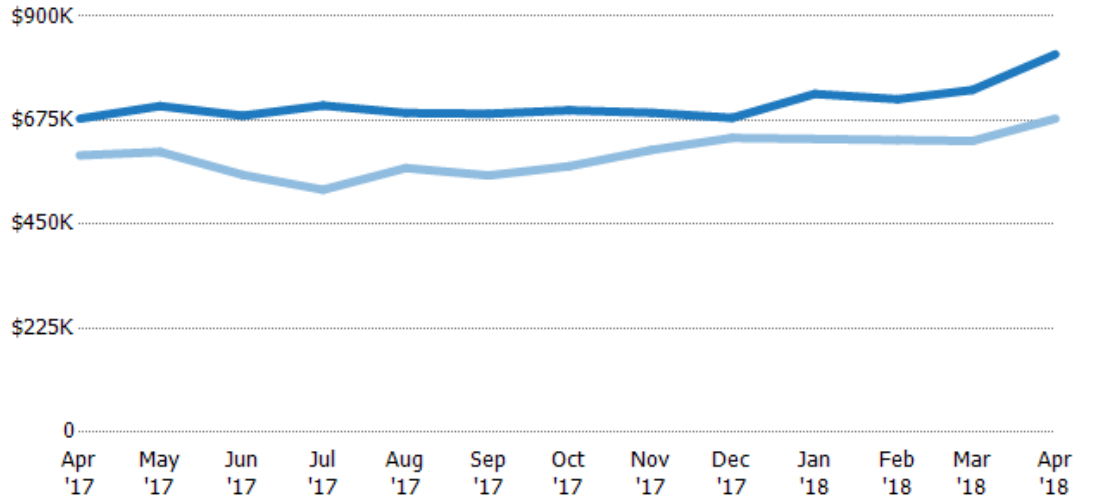
Average Listing Price

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

Filters Used

Custom Area: Fountain Hills, Arizona
 Saved Area
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Apr '18	\$818K	20.5%
Apr '17	\$678K	13.2%
Apr '16	\$599K	-6.3%



Current Year	\$678K	\$706K	\$685K	\$707K	\$691K	\$689K	\$697K	\$691K	\$680K	\$732K	\$721K	\$741K	\$818K
Prior Year	\$599K	\$607K	\$557K	\$525K	\$572K	\$556K	\$575K	\$611K	\$637K	\$635K	\$632K	\$630K	\$678K
Percent Change from Prior Year	13%	16%	23%	35%	21%	24%	21%	13%	7%	15%	14%	18%	21%

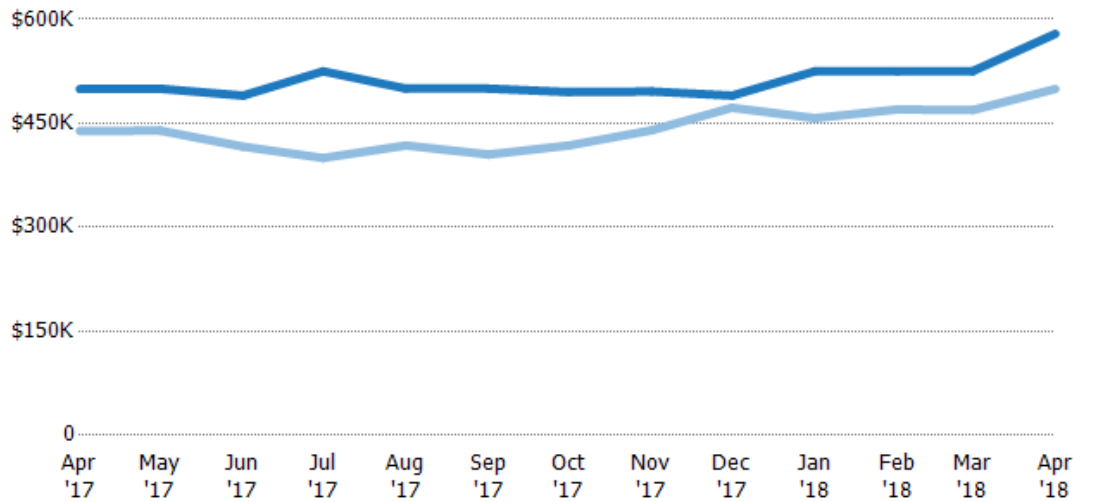
Median Listing Price

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

Filters Used

Custom Area: Fountain Hills, Arizona
 Saved Area
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Apr '18	\$579K	15.9%
Apr '17	\$499K	13.8%
Apr '16	\$439K	-13.7%



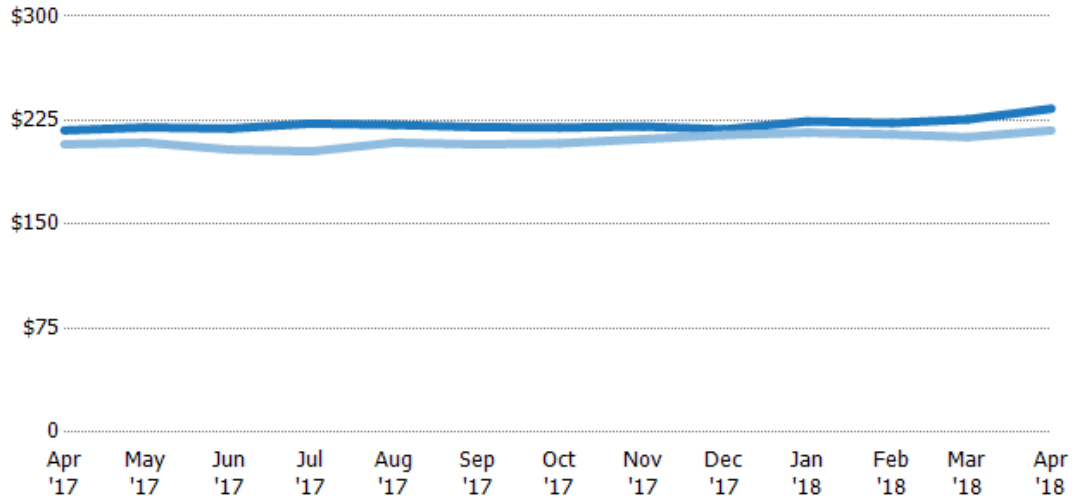
Current Year	\$499K	\$500K	\$490K	\$525K	\$500K	\$500K	\$495K	\$496K	\$490K	\$525K	\$525K	\$525K	\$579K
Prior Year	\$439K	\$439K	\$416K	\$400K	\$418K	\$405K	\$418K	\$440K	\$472K	\$457K	\$470K	\$469K	\$499K
Percent Change from Prior Year	14%	14%	18%	31%	20%	23%	18%	13%	4%	15%	12%	12%	16%

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: Fountain Hills, Arizona
 Saved Area
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



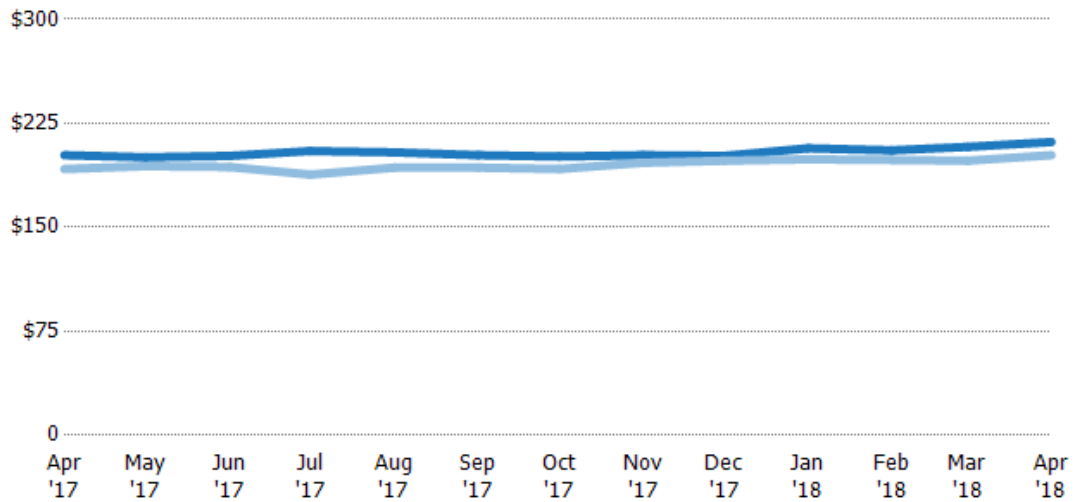
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	\$218	\$220	\$219	\$223	\$222	\$220	\$220	\$221	\$218	\$224	\$223	\$226	\$233
Prior Year	\$208	\$209	\$204	\$203	\$209	\$208	\$208	\$211	\$214	\$216	\$215	\$213	\$218
Percent Change from Prior Year	5%	5%	7%	10%	6%	6%	5%	4%	2%	4%	4%	6%	7%

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: Fountain Hills, Arizona
 Saved Area
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



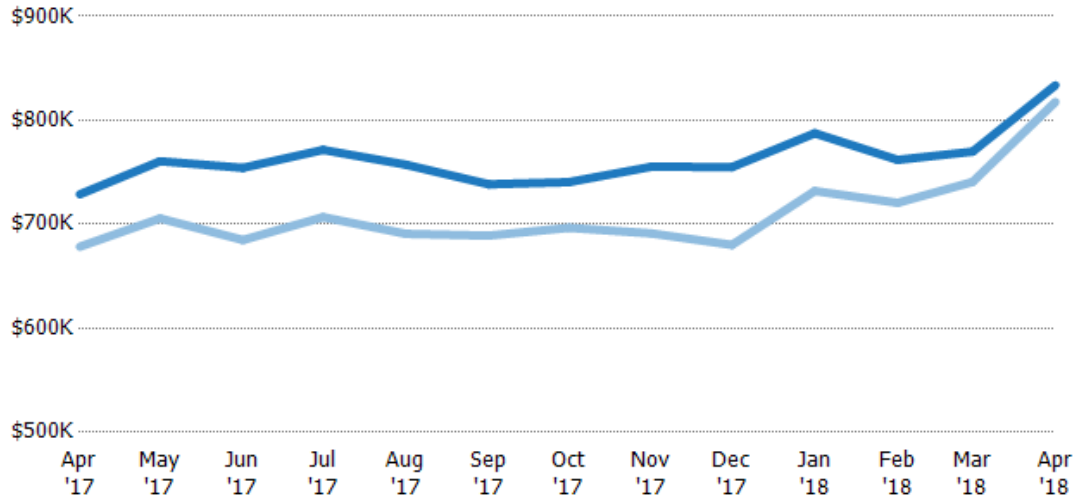
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	\$202	\$201	\$202	\$205	\$204	\$202	\$201	\$202	\$202	\$207	\$206	\$208	\$212
Prior Year	\$192	\$194	\$194	\$188	\$193	\$193	\$192	\$197	\$198	\$199	\$199	\$198	\$202
Percent Change from Prior Year	5%	3%	4%	9%	6%	5%	5%	3%	2%	4%	4%	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: Fountain Hills, Arizona
 Saved Area
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

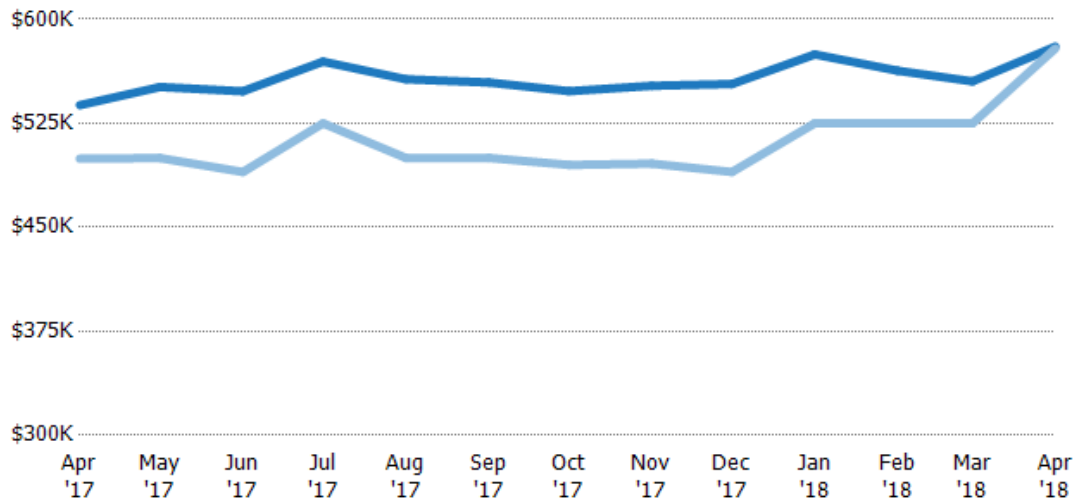


Median Listing Price vs Median Est Value

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

Filters Used

Custom Area: Fountain Hills, Arizona
 Saved Area
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



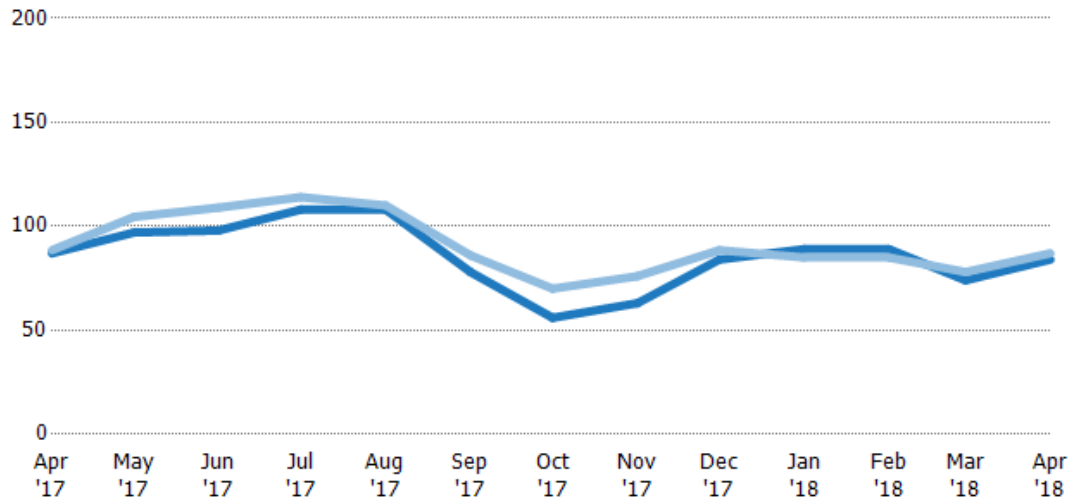
Median Days in RPR

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: Fountain Hills, Arizona
 Saved Area
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Days	% Chg.
Apr '18	84	-3.4%
Apr '17	87	-1.7%
Apr '16	88.5	8.5%



Current Year	87	97	98	108	108	78	56	63	84	89	89	74	84
Prior Year	88.5	105	109	114	110	86	70	76	88.5	85	85	78	87
Percent Change from Prior Year	-2%	-7%	-10%	-5%	-2%	-9%	-20%	-17%	-5%	5%	5%	-5%	-3%

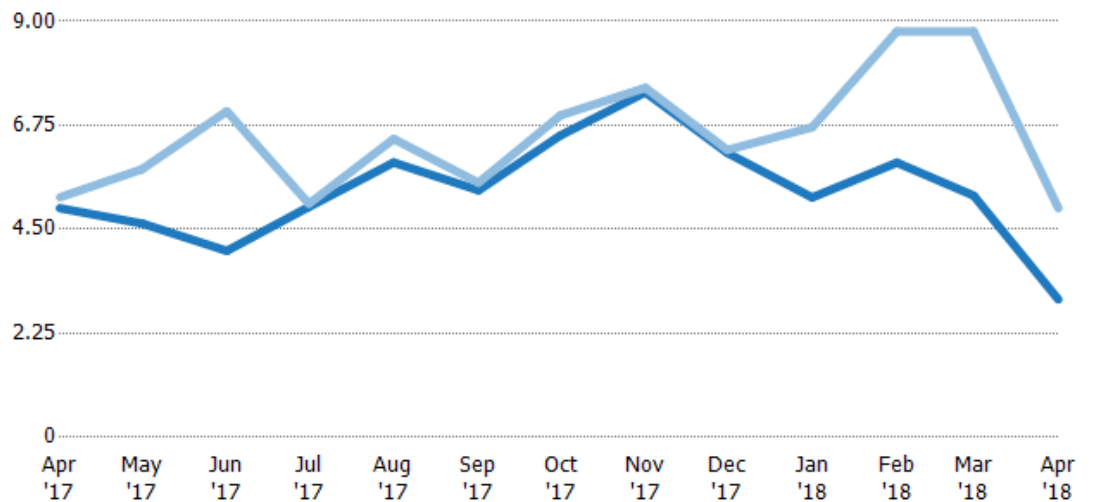
Months of Inventory

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

Filters Used

Custom Area: Fountain Hills, Arizona
 Saved Area
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Months	% Chg.
Apr '18	2.98	-39.8%
Apr '17	4.96	-4.6%
Apr '16	5.19	39.4%



Current Year	4.96	4.63	4.03	4.99	5.95	5.34	6.53	7.46	6.15	5.19	5.94	5.23	2.98
Prior Year	5.19	5.8	7.05	5.05	6.45	5.51	6.97	7.56	6.22	6.71	8.78	8.78	4.96
Percent Change from Prior Year	-5%	-20%	-43%	-1%	-8%	-3%	-6%	-1%	-1%	-23%	-32%	-40%	-40%

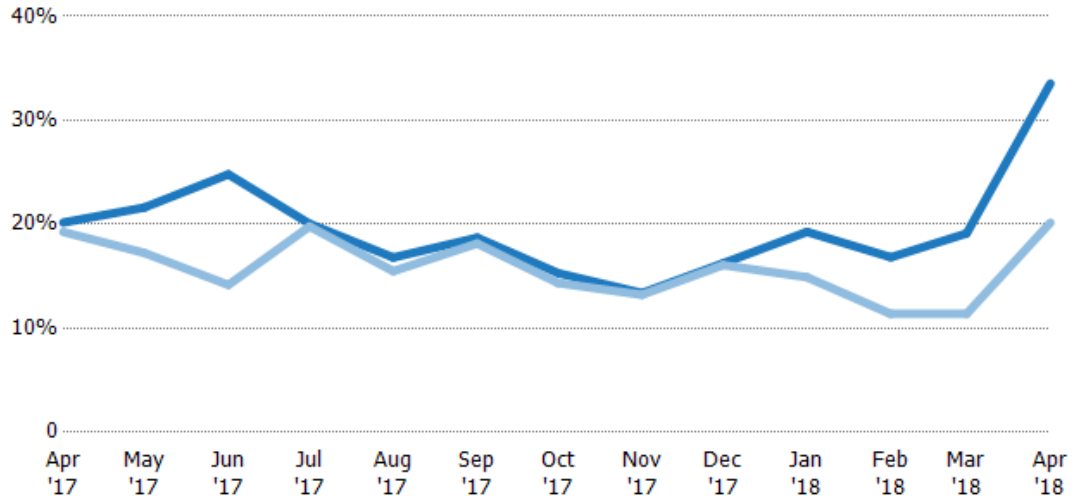
Absorption Rate

The percentage of inventory sold per month.

Filters Used

Custom Area: Fountain Hills, Arizona
 Saved Area
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Rate	Chg.
Apr '18	34%	-13.4%
Apr '17	20%	-0.9%
Apr '16	19%	-28.3%



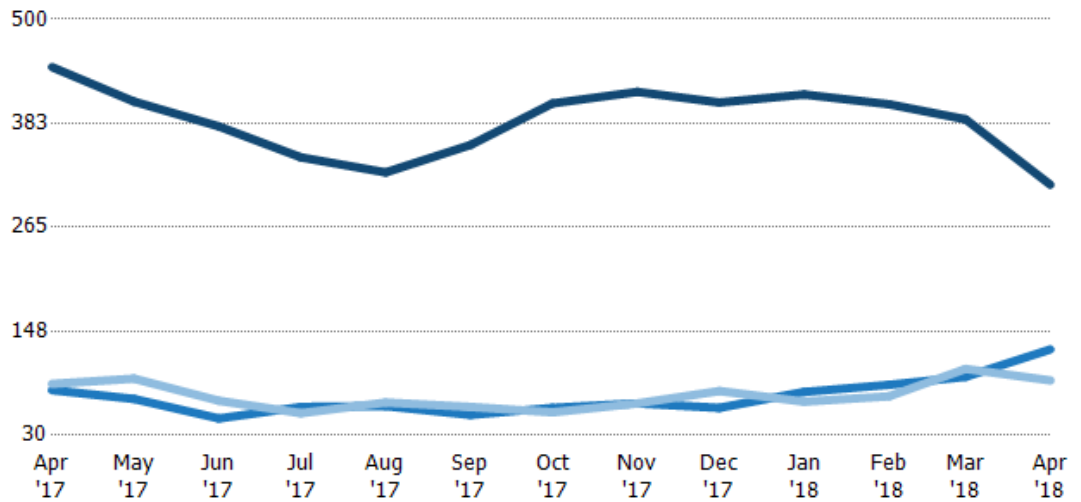
Current Year	20%	22%	25%	20%	17%	19%	15%	13%	16%	19%	17%	19%	34%
Prior Year	19%	17%	14%	20%	15%	18%	14%	13%	16%	15%	11%	11%	20%
Change from Prior Year	-1%	-4%	-11%	0%	-1%	-1%	-1%	0%	0%	-4%	-5%	-8%	-13%

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: Fountain Hills, Arizona
 Saved Area
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Active	446	407	379	344	327	358	405	418	406	415	404	387	313
Pending	81	71	49	62	63	53	61	66	61	79	87	96	127
Sold	88	94	69	55	67	62	56	66	80	68	74	105	92

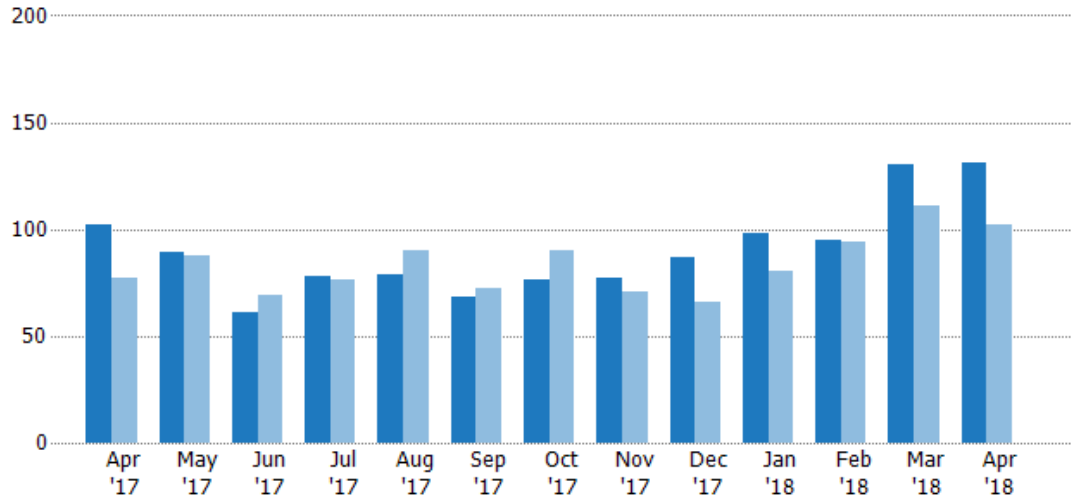
New Pending Sales

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

Filters Used

Custom Area: Fountain Hills, Arizona
 Saved Area
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
Apr '18	131	28.4%
Apr '17	102	32.5%
Apr '16	77	29.9%



Current Year	102	89	61	78	79	68	76	77	87	98	95	130	131
Prior Year	77	88	69	76	90	72	90	71	66	80	94	111	102
Percent Change from Prior Year	32%	1%	-12%	3%	-12%	-6%	-16%	8%	32%	23%	1%	17%	28%

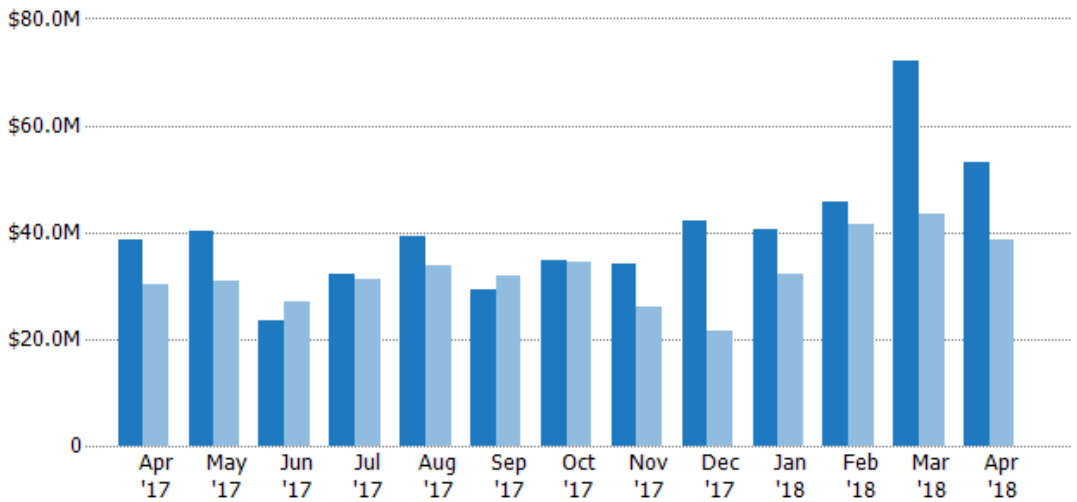
New Pending Sales Volume

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: Fountain Hills, Arizona
 Saved Area
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Apr '18	\$53.2M	37.8%
Apr '17	\$38.6M	27.9%
Apr '16	\$30.2M	8.2%



Current Year	\$38.6M	\$40.1M	\$23.5M	\$32M	\$39.1M	\$29.2M	\$34.8M	\$34M	\$42.1M	\$40.4M	\$45.6M	\$72M	\$53.2M
Prior Year	\$30.2M	\$31M	\$26.9M	\$31.3M	\$33.6M	\$31.8M	\$34.4M	\$26.1M	\$21.5M	\$32.3M	\$41.6M	\$43.4M	\$38.6M
Percent Change from Prior Year	28%	30%	-13%	2%	16%	-8%	1%	30%	96%	25%	10%	66%	38%

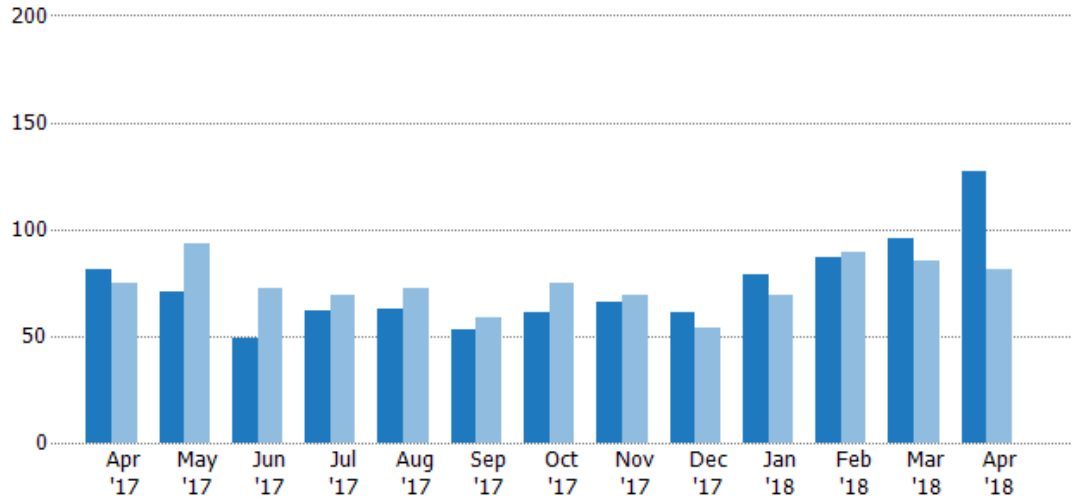
Pending Sales

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

Filters Used

Custom Area: Fountain Hills, Arizona
 Saved Area
 Property Type:
 Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Apr '18	127	56.8%
Apr '17	81	8%
Apr '16	75	36%



Current Year	81	71	49	62	63	53	61	66	61	79	87	96	127
Prior Year	75	93	72	69	72	59	75	69	54	69	89	85	81
Percent Change from Prior Year	8%	-24%	-32%	-10%	-13%	-10%	-19%	-4%	13%	14%	-2%	13%	57%

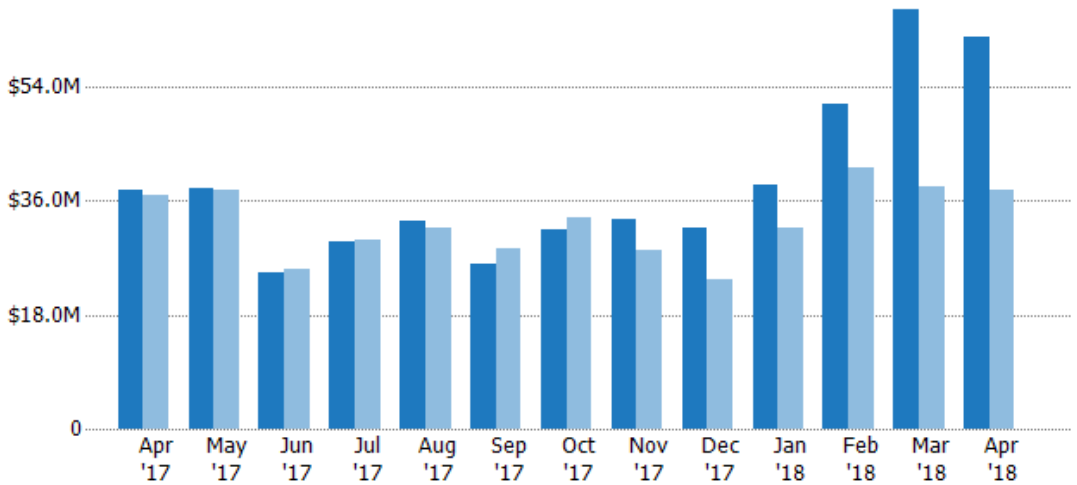
Pending Sales Volume

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: Fountain Hills, Arizona
 Saved Area
 Property Type:
 Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Apr '18	\$61.9M	64.5%
Apr '17	\$37.7M	2.2%
Apr '16	\$36.9M	6%



Current Year	\$37.7M	\$37.9M	\$24.8M	\$29.5M	\$32.8M	\$26.1M	\$31.5M	\$33.2M	\$31.6M	\$38.6M	\$51.2M	\$66.2M	\$61.9M
Prior Year	\$36.9M	\$37.6M	\$25.3M	\$29.7M	\$31.8M	\$28.4M	\$33.4M	\$28.1M	\$23.7M	\$31.7M	\$41.2M	\$38.2M	\$37.7M
Percent Change from Prior Year	2%	1%	-2%	-1%	3%	-8%	-6%	18%	34%	22%	24%	74%	65%

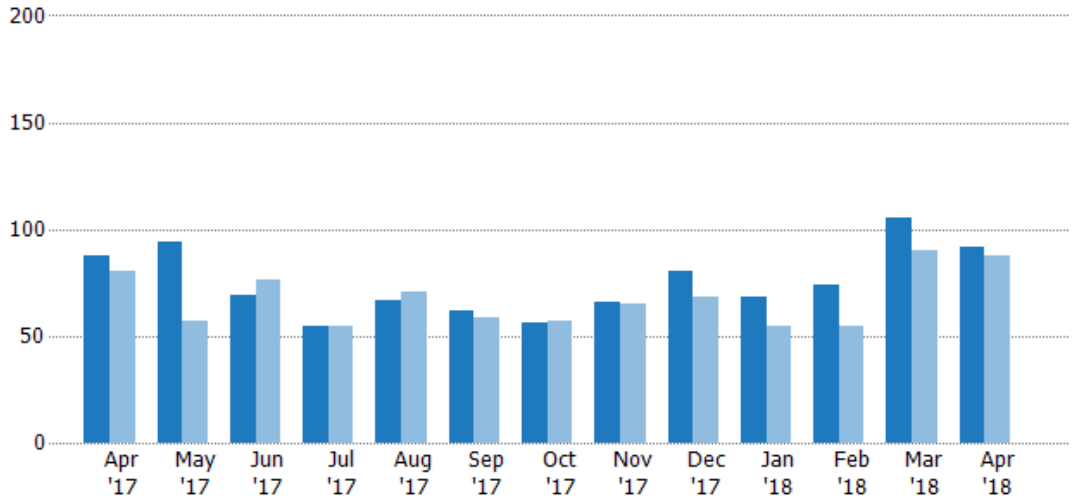
Closed Sales

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

Filters Used

Custom Area: Fountain Hills, Arizona
 Saved Area
 Property Type:
 Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Apr '18	92	4.5%
Apr '17	88	10%
Apr '16	80	-5%



	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	88	94	69	55	67	62	56	66	80	68	74	105	92
Prior Year	80	57	76	55	71	59	57	65	68	55	55	90	88
Percent Change from Prior Year	10%	65%	-9%	0%	-6%	5%	-2%	2%	18%	24%	35%	17%	5%

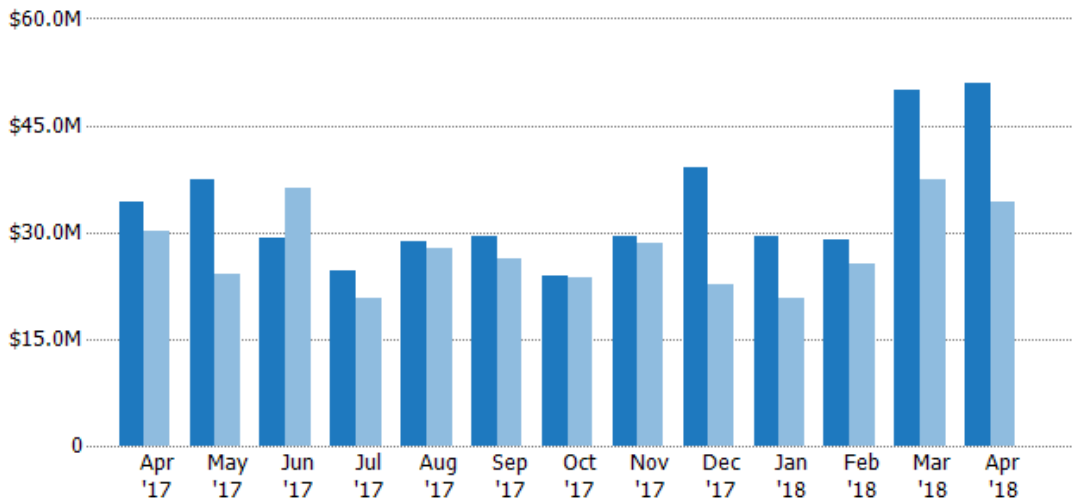
Closed Sales Volume

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

Filters Used

Custom Area: Fountain Hills, Arizona
 Saved Area
 Property Type:
 Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Apr '18	\$50.9M	48.7%
Apr '17	\$34.2M	13.4%
Apr '16	\$30.2M	-7.6%



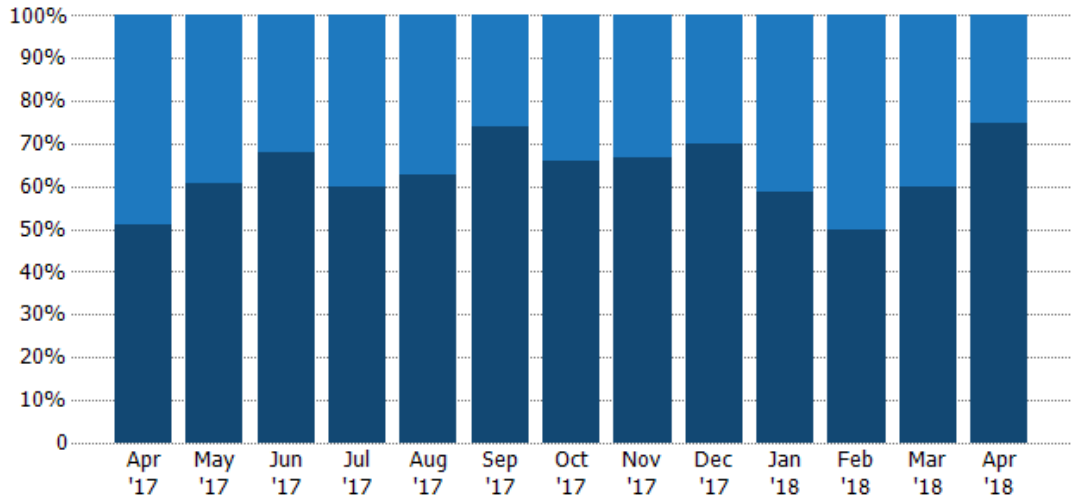
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	\$34.2M	\$37.4M	\$29.3M	\$24.6M	\$28.7M	\$29.4M	\$23.8M	\$29.5M	\$39M	\$29.5M	\$28.9M	\$50M	\$50.9M
Prior Year	\$30.2M	\$24.1M	\$36.2M	\$20.7M	\$27.8M	\$26.2M	\$23.6M	\$28.6M	\$22.6M	\$20.8M	\$25.6M	\$37.4M	\$34.2M
Percent Change from Prior Year	13%	55%	-19%	19%	3%	12%	1%	3%	72%	42%	13%	34%	49%

Closed Sales by Property Type

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

Filters Used

Custom Area: Fountain Hills, Arizona
 Saved Area
 Property Type:
 Condo/Townhouse/Apt, Single Family Residence



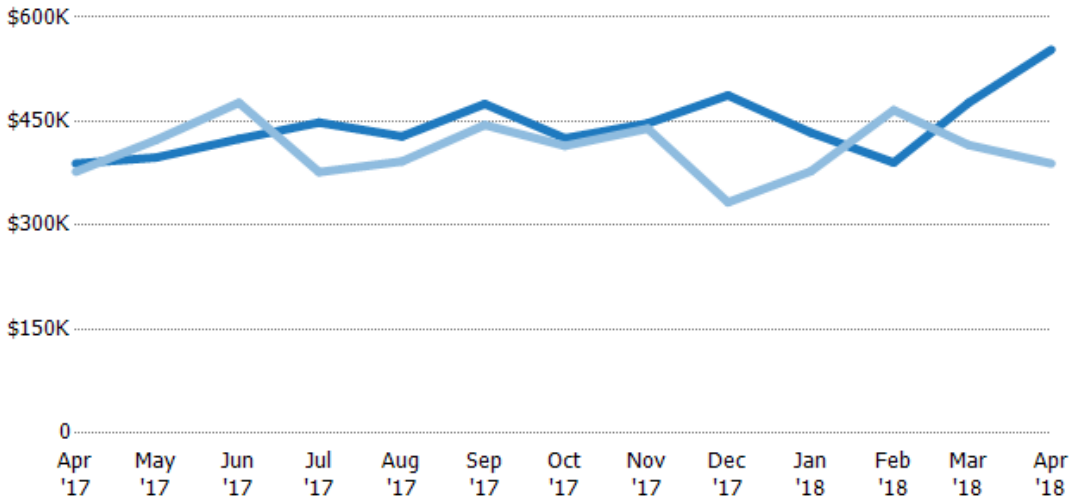
Condo/Townhouse	49%	39%	32%	40%	37%	26%	34%	33%	30%	41%	50%	40%	25%
Single Family Residence	51%	61%	68%	60%	63%	74%	66%	67%	70%	59%	50%	60%	75%

Average Sales Price

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

Filters Used

Custom Area: Fountain Hills, Arizona
 Saved Area
 Property Type:
 Condo/Townhouse/Apt, Single Family Residence



Current Year	\$389K	\$398K	\$424K	\$448K	\$428K	\$475K	\$425K	\$447K	\$487K	\$434K	\$390K	\$476K	\$553K
Prior Year	\$377K	\$423K	\$477K	\$377K	\$392K	\$445K	\$415K	\$439K	\$333K	\$378K	\$466K	\$416K	\$389K
Percent Change from Prior Year	3%	-6%	-11%	19%	9%	7%	3%	2%	46%	15%	-16%	15%	42%

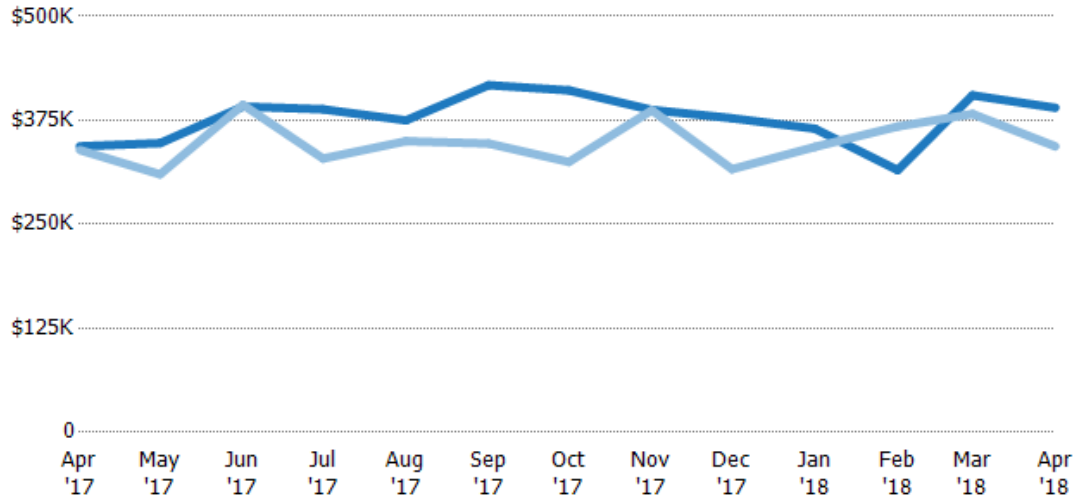
Median Sales Price

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

Filters Used

Custom Area: Fountain Hills, Arizona
 Saved Area
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Apr '18	\$390K	13.5%
Apr '17	\$344K	1.3%
Apr '16	\$339K	1%



Current Year	\$344K	\$348K	\$391K	\$388K	\$375K	\$417K	\$411K	\$388K	\$378K	\$365K	\$315K	\$405K	\$390K
Prior Year	\$339K	\$310K	\$394K	\$329K	\$350K	\$347K	\$325K	\$387K	\$316K	\$343K	\$368K	\$383K	\$344K
Percent Change from Prior Year	1%	12%	-1%	18%	7%	20%	26%	0%	19%	6%	-14%	6%	13%

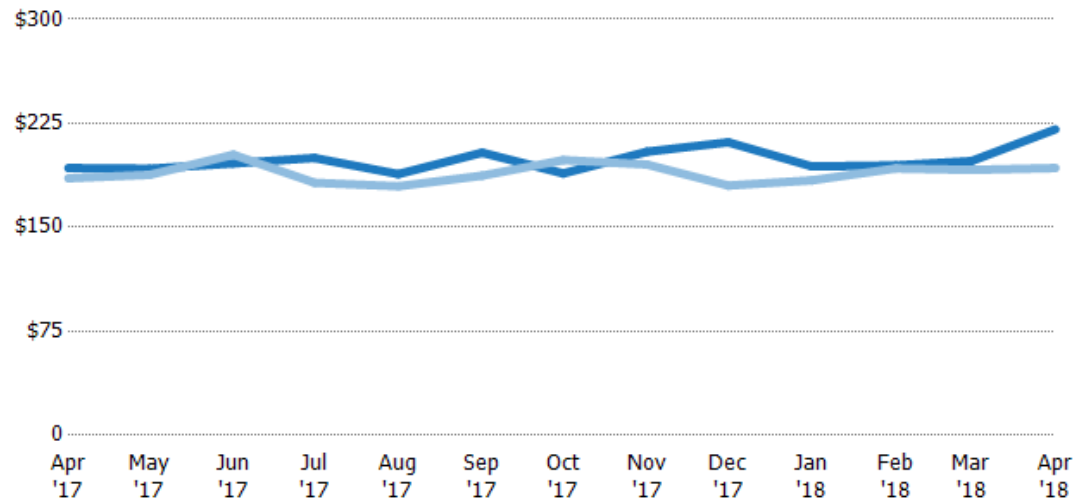
Average Sales Price per Sq Ft

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

Filters Used

Custom Area: Fountain Hills, Arizona
 Saved Area
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price/sq ft	% Chg.
Apr '18	\$221	14.5%
Apr '17	\$193	4%
Apr '16	\$185	-2.6%



Current Year	\$193	\$192	\$196	\$200	\$188	\$204	\$189	\$204	\$211	\$194	\$195	\$198	\$221
Prior Year	\$185	\$188	\$202	\$182	\$180	\$187	\$198	\$195	\$180	\$184	\$192	\$191	\$193
Percent Change from Prior Year	4%	2%	-3%	10%	5%	9%	-5%	5%	17%	5%	1%	3%	14%

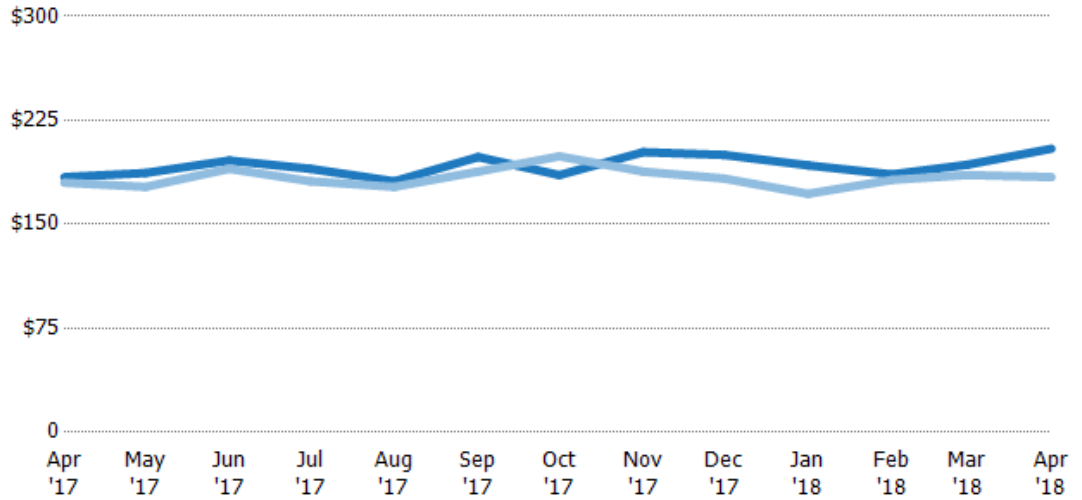
Median Sales Price per Sq Ft

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

Filters Used

Custom Area: Fountain Hills, Arizona
Saved Area
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Price/sq ft	% Chg.
Apr '18	\$205	11.1%
Apr '17	\$184	2.2%
Apr '16	\$180	2.2%



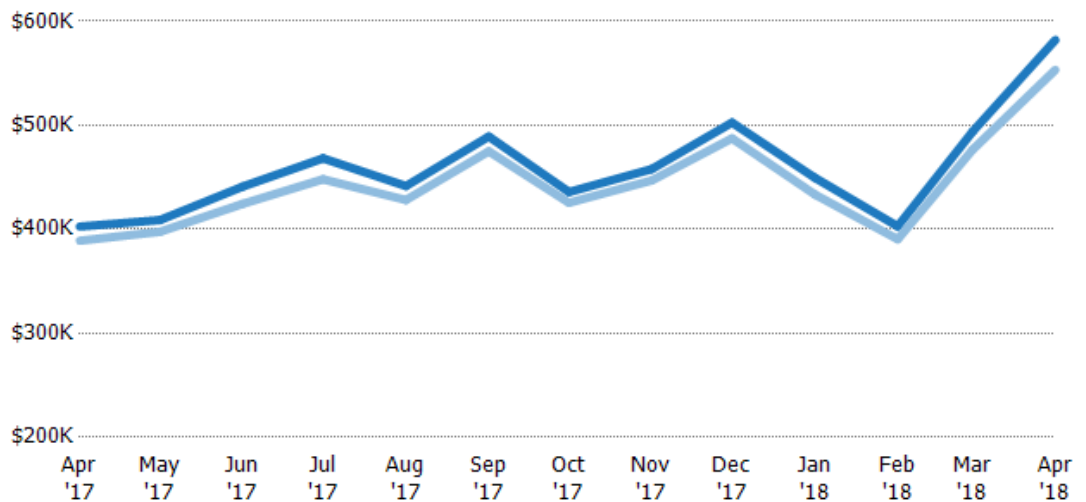
Current Year	\$184	\$187	\$196	\$190	\$181	\$199	\$186	\$202	\$200	\$193	\$186	\$193	\$205
Prior Year	\$180	\$177	\$190	\$181	\$177	\$188	\$199	\$188	\$183	\$172	\$182	\$186	\$184
Percent Change from Prior Year	2%	6%	3%	5%	2%	6%	-7%	7%	9%	12%	2%	4%	11%

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: Fountain Hills, Arizona
Saved Area
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



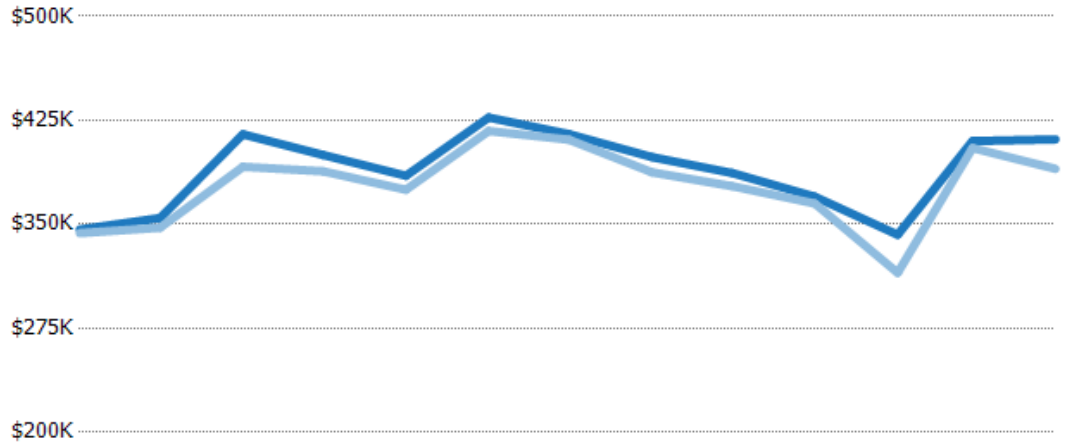
Avg List Price	\$403K	\$409K	\$441K	\$468K	\$442K	\$489K	\$436K	\$458K	\$503K	\$450K	\$403K	\$494K	\$582K
Avg Sales Price	\$389K	\$398K	\$424K	\$448K	\$428K	\$475K	\$425K	\$447K	\$487K	\$434K	\$390K	\$476K	\$553K
Avg Sales Price as a % of Avg List Price	97%	97%	96%	96%	97%	97%	98%	98%	97%	96%	97%	96%	95%

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: Fountain Hills, Arizona
 Saved Area
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



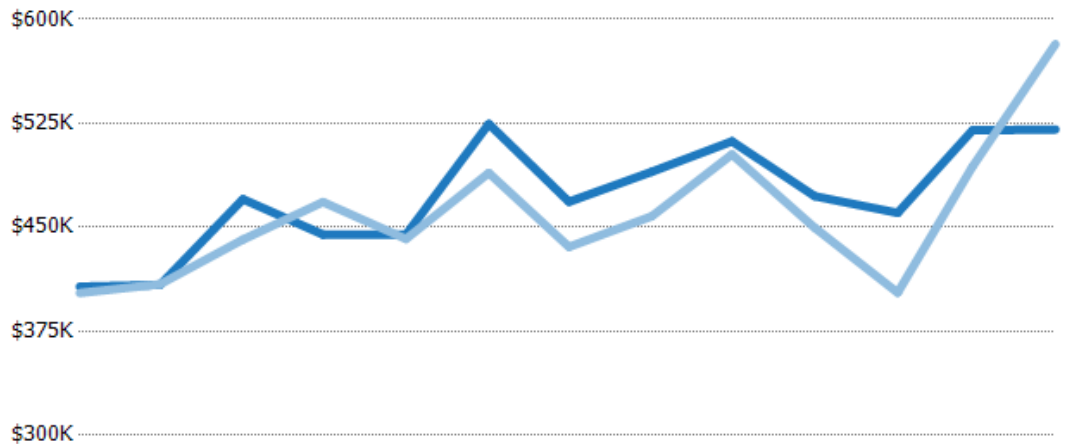
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Median List Price	\$346K	\$355K	\$415K	\$400K	\$385K	\$427K	\$415K	\$399K	\$387K	\$370K	\$342K	\$410K	\$411K
Median Sales Price	\$344K	\$348K	\$391K	\$388K	\$375K	\$417K	\$411K	\$388K	\$378K	\$365K	\$315K	\$405K	\$390K
Med Sales Price as a % of Med List Price	99%	98%	94%	97%	97%	98%	99%	97%	98%	99%	92%	99%	95%

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: Fountain Hills, Arizona
 Saved Area
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



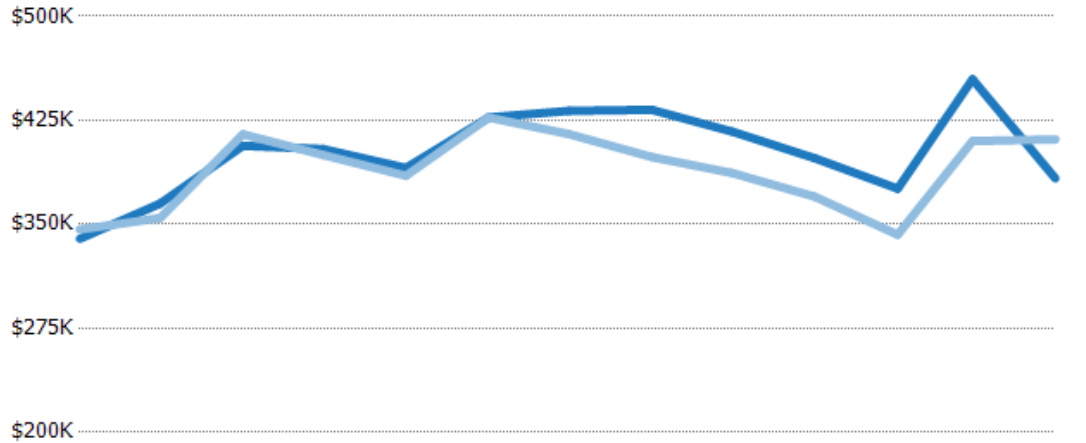
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Avg Est Value	\$407K	\$408K	\$470K	\$445K	\$445K	\$525K	\$468K	\$490K	\$512K	\$472K	\$460K	\$520K	\$521K
Avg Sales Price	\$403K	\$409K	\$441K	\$468K	\$442K	\$489K	\$436K	\$458K	\$503K	\$450K	\$403K	\$494K	\$582K
Avg Sales Price as a % of Avg Est Value	99%	100%	94%	105%	99%	93%	93%	93%	98%	95%	87%	95%	112%

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: Fountain Hills, Arizona
 Saved Area
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Median Est Value	\$340K	\$365K	\$407K	\$404K	\$391K	\$427K	\$432K	\$433K	\$417K	\$398K	\$376K	\$455K	\$383K
Median Sales Price	\$346K	\$355K	\$415K	\$400K	\$385K	\$427K	\$415K	\$399K	\$387K	\$370K	\$342K	\$410K	\$411K
Med Sales Price as a % of Med Est Value	102%	97%	102%	99%	99%	100%	96%	92%	93%	93%	91%	90%	107%

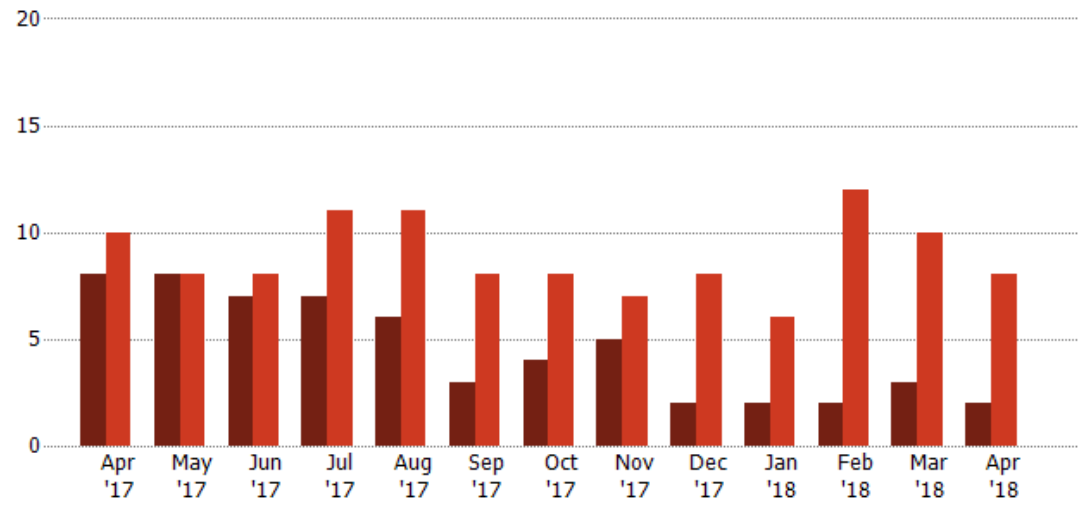
Distressed Listings

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

Filters Used

Custom Area: Fountain Hills, Arizona
 Saved Area
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Count	% Chg.
Apr '18	2	-75%
Apr '17	8	-20%
Apr '16	10	30%



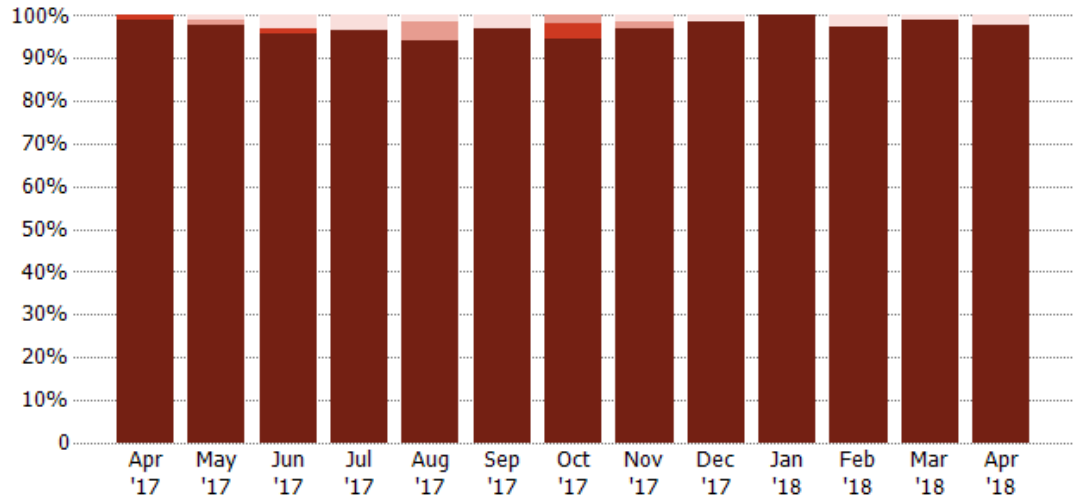
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	8	8	7	7	6	3	4	5	2	2	2	3	2
Prior Year	10	8	8	11	11	8	8	7	8	6	12	10	8
Percent Change from Prior Year	-20%	0%	-13%	-36%	-45%	-63%	-50%	-29%	-75%	-67%	-83%	-70%	-75%

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: Fountain Hills, Arizona
 Saved Area
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Sales Type	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Pre-Foreclosure	-	1%	3%	4%	1%	3%	-	2%	1%	-	3%	1%	2%
Short Sale	-	1%	-	-	4%	-	2%	2%	-	-	-	-	-
Foreclosure	1%	-	1%	-	-	-	4%	-	-	-	-	-	-
Non-Distressed	99%	98%	96%	96%	94%	97%	95%	97%	99%	100%	97%	99%	98%



Listing Activity by ZIP

Apr 2018

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 %
85268	313	\$255,915,251	\$817,621	\$579,000	\$233	\$212	3	29.39 %



Sales Activity by ZIP

Apr 2018

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
85268	127	\$61,948,957	92	\$50,902,400	\$582,064	\$411,250	\$212	\$195	73