



2016

FOUNTAIN HILLS MARKET REPORT

August 2016



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	Aug 2016	Aug 2015	+ / -	YTD 2016	YTD 2015	+ / -
Listing Activity Charts Metrics						
New Listing Count	94	103	-8.7%	881	923	-4.6%
New Listing Volume	\$50,133,532	\$37,914,415	+32.2%	\$395,752,385	\$388,005,979	+2%
Active Listing Count	347	407	-14.7%	3,656	4,045	-9.6%
Active Listing Volume	\$201,617,977	\$210,201,202	-4.1%	\$2,172,858,715	\$2,179,999,791	-0.3%
Average Listing Price	\$581,032	\$516,465	+12.5%	\$594,327	\$538,937	+10.3%
Median Listing Price	\$425,000	\$355,000	+19.7%	\$437,212	\$371,121	+17.8%
Average Listing Price per Sq Ft	\$208	\$194	+6.9%	\$207	\$197	+5%
Median Listing Price per Sq Ft	\$193	\$184	+5.2%	\$191	\$185	+3.5%
Median Days in RPR	111	108	+2.8%	96.8	98.79	-2%
Months of Inventory	6.3	5.5	+14.7%	6.6	8.1	-17.7%
Absorption Rate	15.85%	18.18%	-2.3%	15.04%	12.39%	+2.7%
Sales Activity Charts Metrics						
New Pending Sales Count	90	67	+34.3%	702	644	+9%
New Pending Sales Volume	\$32,994,803	\$24,714,825	+33.5%	\$272,942,232	\$243,542,775	+12.1%
Pending Sales Count	72	65	+10.8%	650	611	+6.4%
Pending Sales Volume	\$31,594,218	\$23,988,720	+31.7%	\$272,633,524	\$239,576,816	+13.8%
Closed Sales Count	70	54	+29.6%	581	550	+5.6%
Closed Sales Volume	\$27,247,900	\$19,956,550	+36.5%	\$230,222,960	\$219,196,179	+5%
Average Sales Price	\$389,256	\$369,566	+5.3%	\$396,253	\$398,539	-0.6%
Median Sales Price	\$347,450	\$288,500	+20.4%	\$333,411	\$339,885	-1.9%
Average Sales Price per Sq Ft	\$179	\$175	+2.2%	\$185	\$180	+2.9%
Median Sales Price per Sq Ft	\$175	\$171	+2.3%	\$180	\$178	+1%
Distressed Charts Metrics						
Distressed Listing Count	11	16	-31.3%	76	154	-50.6%

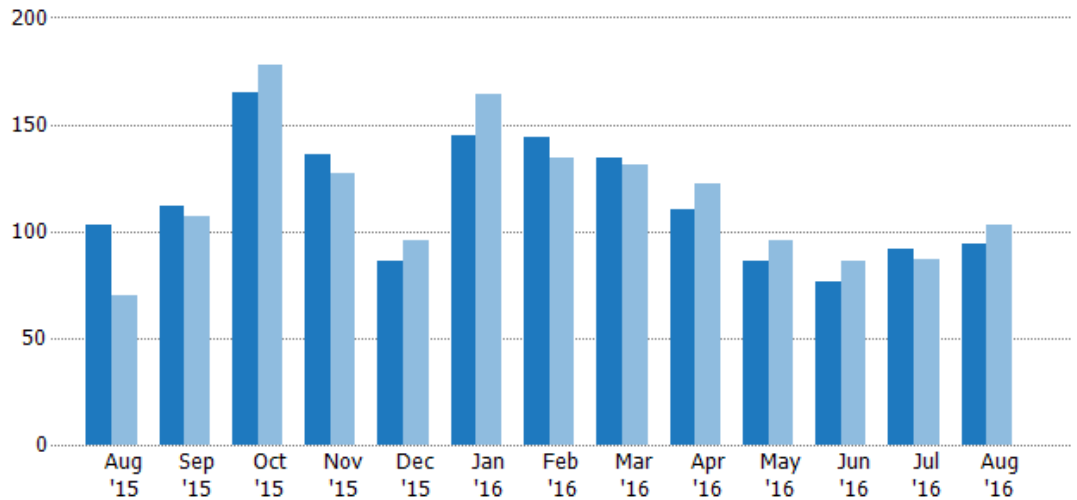
New Listings

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.
Aug '16	94	-8.7%
Aug '15	103	47.1%
Aug '14	70	62.9%



Current Year	103	112	165	136	86	145	144	134	110	86	76	92	94
Prior Year	70	107	178	127	96	164	134	131	122	96	86	87	103
Percent Change from Prior Year	47%	5%	-7%	7%	-10%	-12%	7%	2%	-10%	-10%	-12%	6%	-9%

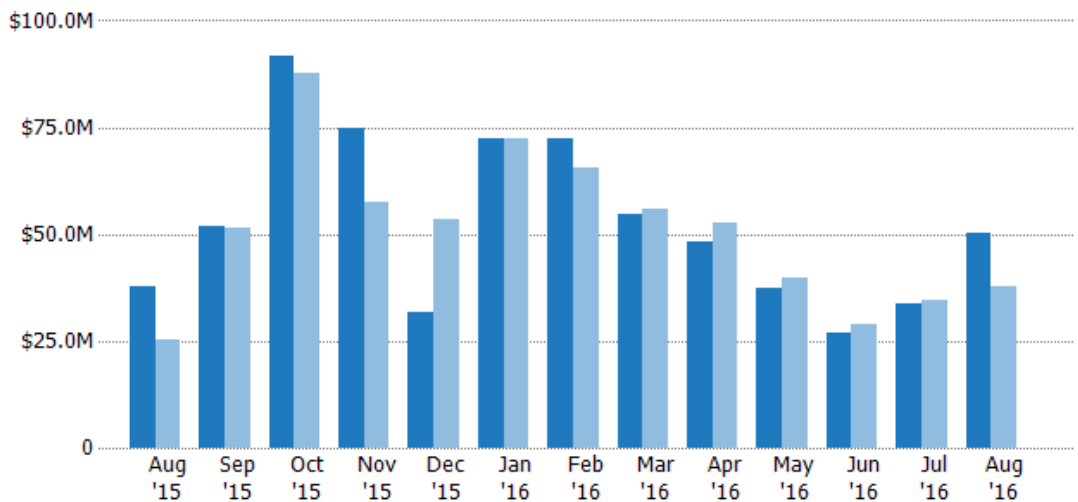
New Listing Volume

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.
Aug '16	\$50.1M	32.2%
Aug '15	\$37.9M	48.9%
Aug '14	\$25.5M	52.3%



Current Year	\$37.9M	\$52M	\$91.9M	\$75M	\$31.9M	\$72.6M	\$72.4M	\$54.7M	\$48.2M	\$37.4M	\$26.7M	\$33.6M	\$50.1M
Prior Year	\$25.5M	\$51.3M	\$87.6M	\$57.4M	\$53.4M	\$72.5M	\$65.7M	\$55.9M	\$52.7M	\$39.6M	\$29.1M	\$34.5M	\$37.9M
Percent Change from Prior Year	49%	1%	5%	31%	-40%	0%	10%	-2%	-8%	-5%	-8%	-3%	32%

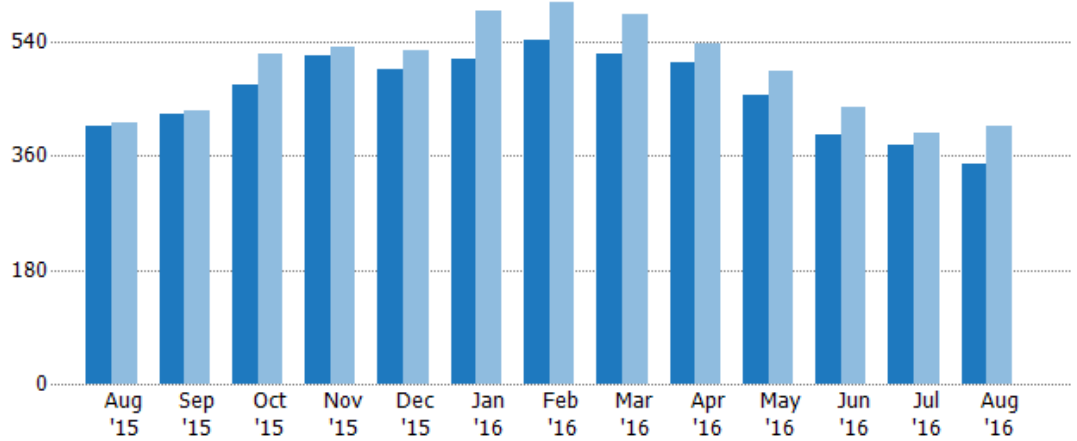
Active Listings

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.
Aug '16	347	-14.7%
Aug '15	407	-1%
Aug '14	411	-11.4%



Current Year	407	425	473	519	496	512	542	522	508	455	393	377	347
Prior Year	411	431	521	532	525	590	601	582	537	494	437	397	407
Percent Change from Prior Year	-1%	-1%	-9%	-2%	-6%	-13%	-10%	-10%	-5%	-8%	-10%	-5%	-15%

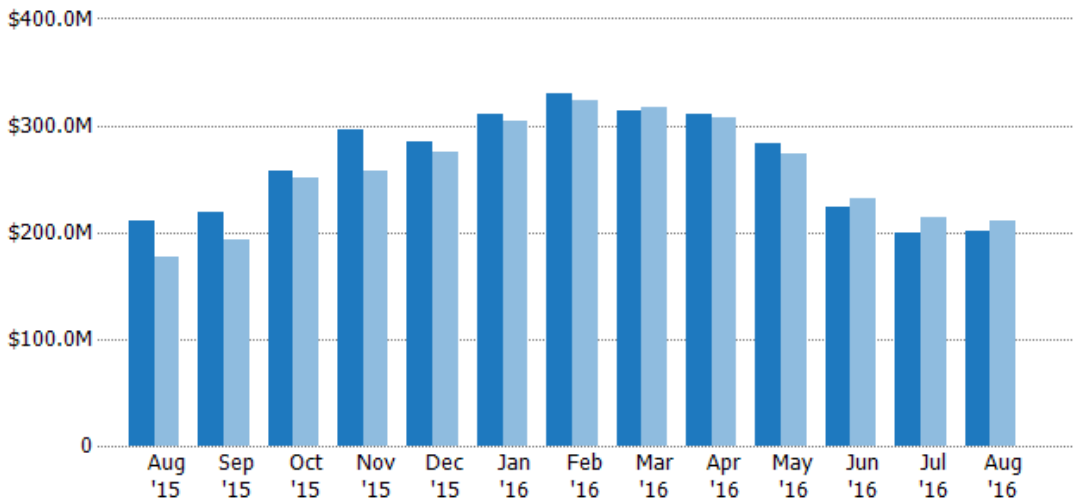
Active Listing Volume

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.
Aug '16	\$202M	-4.1%
Aug '15	\$210M	19.4%
Aug '14	\$176M	-17.7%



Current Year	\$210M	\$218M	\$257M	\$296M	\$285M	\$310M	\$331M	\$314M	\$310M	\$283M	\$224M	\$200M	\$202M
Prior Year	\$176M	\$193M	\$251M	\$258M	\$275M	\$304M	\$324M	\$317M	\$306M	\$274M	\$231M	\$213M	\$210M
Percent Change from Prior Year	19%	13%	3%	15%	4%	2%	2%	-1%	1%	3%	-3%	-6%	-4%

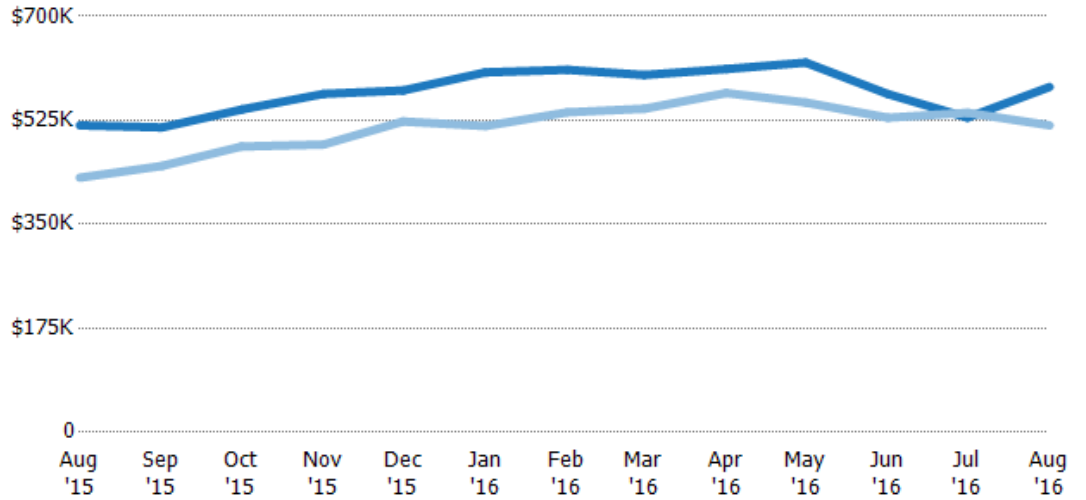
Average Listing Price

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.
Aug '16	\$581K	12.5%
Aug '15	\$516K	20.6%
Aug '14	\$428K	-7.1%



Current Year	\$516K	\$513K	\$543K	\$569K	\$575K	\$606K	\$610K	\$601K	\$611K	\$622K	\$569K	\$530K	\$581K
Prior Year	\$428K	\$448K	\$481K	\$484K	\$523K	\$515K	\$538K	\$544K	\$571K	\$555K	\$529K	\$538K	\$516K
Percent Change from Prior Year	21%	14%	13%	18%	10%	18%	13%	10%	7%	12%	8%	-2%	13%

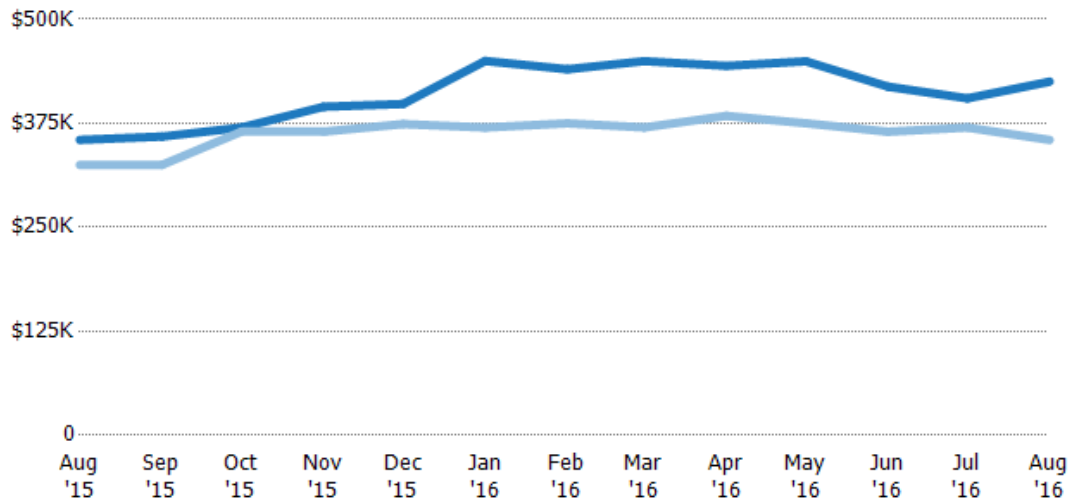
Median Listing Price

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.
Aug '16	\$425K	19.7%
Aug '15	\$355K	9.3%
Aug '14	\$325K	-0.1%



Current Year	\$355K	\$359K	\$370K	\$395K	\$398K	\$450K	\$440K	\$450K	\$444K	\$450K	\$419K	\$405K	\$425K
Prior Year	\$325K	\$325K	\$365K	\$365K	\$374K	\$370K	\$375K	\$370K	\$384K	\$375K	\$365K	\$370K	\$355K
Percent Change from Prior Year	9%	10%	1%	8%	6%	22%	17%	22%	16%	20%	15%	9%	20%

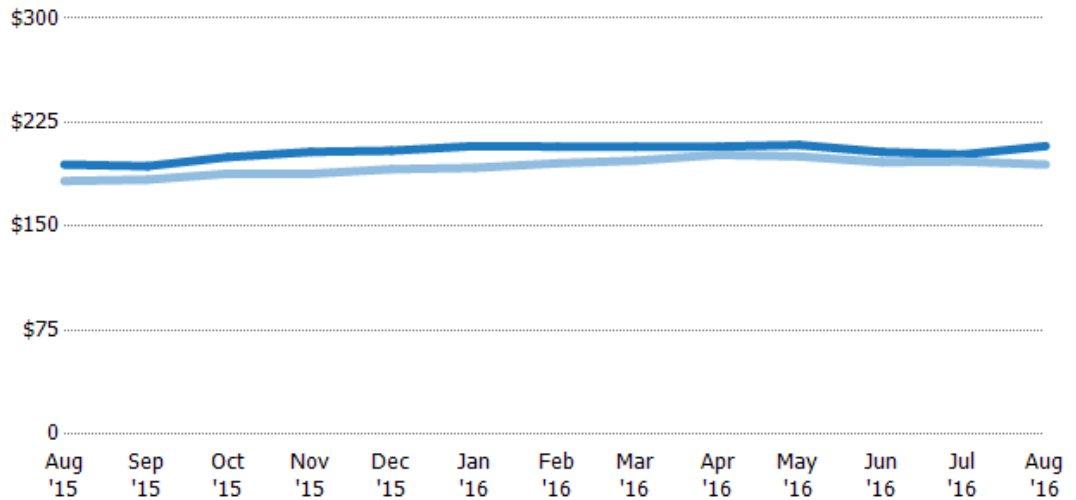
Average Listing Price per Sq Ft

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

Month/ Year	Price/sq ft	% Chg.
Aug '16	\$208	6.9%
Aug '15	\$194	6.5%
Aug '14	\$183	0.5%



Current Year	\$194	\$193	\$200	\$204	\$205	\$208	\$207	\$207	\$207	\$209	\$204	\$202	\$208
Prior Year	\$183	\$184	\$188	\$188	\$191	\$192	\$195	\$197	\$202	\$200	\$196	\$197	\$194
Percent Change from Prior Year	6%	5%	6%	8%	7%	8%	6%	5%	3%	4%	4%	3%	7%

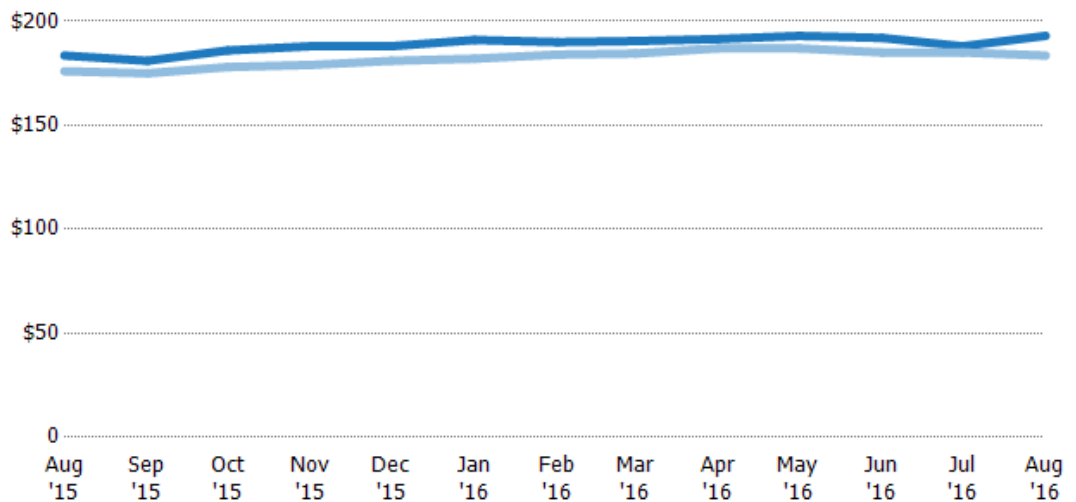
Median Listing Price per Sq Ft

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

Month/ Year	Price/sq ft	% Chg.
Aug '16	\$193	5.2%
Aug '15	\$184	4.3%
Aug '14	\$176	-1.7%



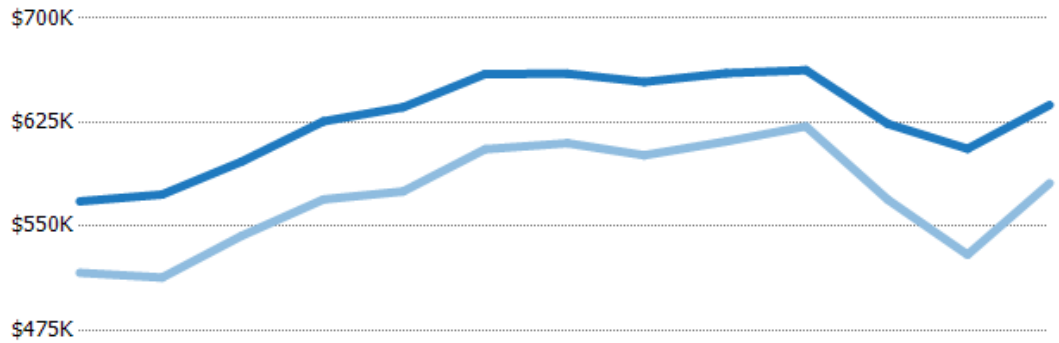
Current Year	\$184	\$181	\$186	\$188	\$188	\$191	\$190	\$191	\$192	\$193	\$192	\$188	\$193
Prior Year	\$176	\$175	\$178	\$179	\$181	\$182	\$184	\$185	\$187	\$187	\$185	\$185	\$184
Percent Change from Prior Year	4%	3%	4%	5%	4%	5%	3%	3%	2%	3%	4%	2%	5%

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



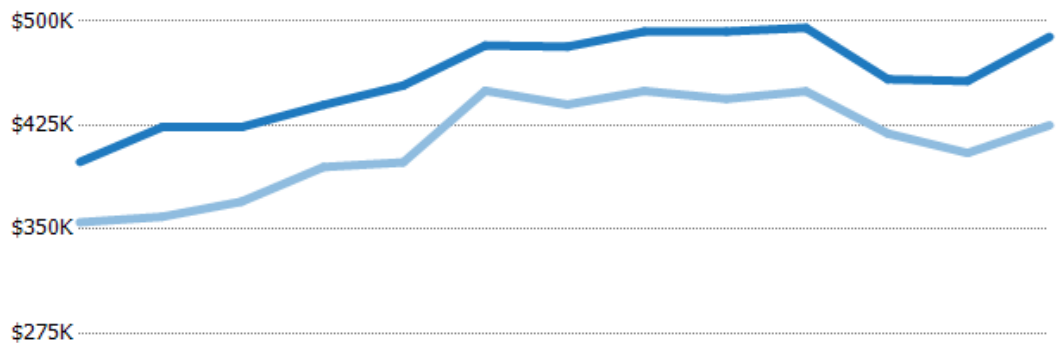
	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16
Avg Est Value	\$568K	\$573K	\$597K	\$626K	\$636K	\$660K	\$660K	\$654K	\$660K	\$663K	\$624K	\$606K	\$637K
Avg Listing Price	\$516K	\$513K	\$543K	\$569K	\$575K	\$606K	\$610K	\$601K	\$611K	\$622K	\$569K	\$530K	\$581K
Avg Listing Price as a % of Avg Est Value	91%	90%	91%	91%	90%	92%	92%	92%	93%	94%	91%	87%	91%

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



	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16
Median Est Value	\$399K	\$424K	\$424K	\$440K	\$454K	\$483K	\$482K	\$493K	\$493K	\$495K	\$458K	\$457K	\$489K
Median Listing Price	\$355K	\$359K	\$370K	\$395K	\$398K	\$450K	\$440K	\$450K	\$444K	\$450K	\$419K	\$405K	\$425K
Med Listing Price as a % of Med Est Value	89%	85%	87%	90%	88%	93%	91%	91%	90%	91%	91%	89%	87%

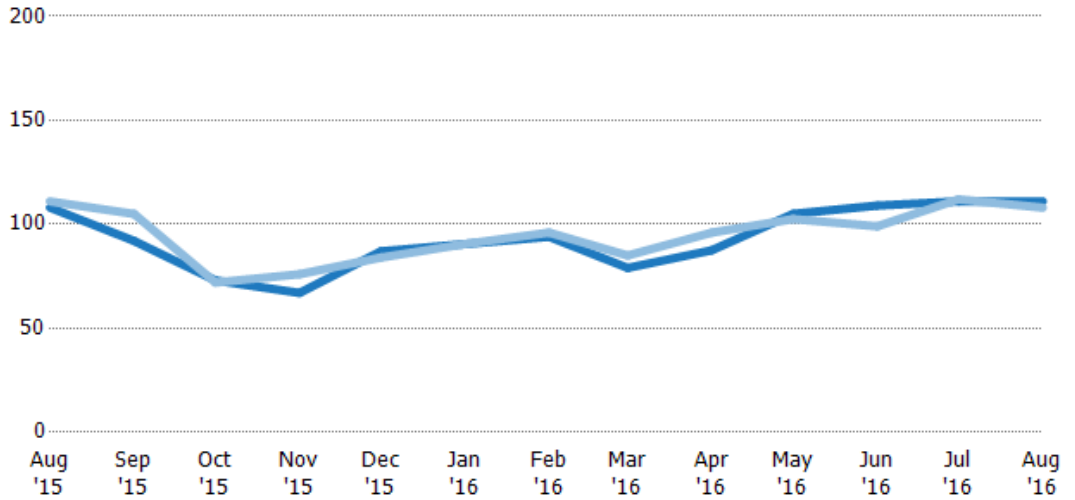
Median Days in RPR

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.
Aug '16	111	2.8%
Aug '15	108	-2.7%
Aug '14	111	-28.4%



	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16
Current Year	108	92	73	67	87	90.5	94	79	87.5	105	109	111	111
Prior Year	111	105	72	76	84	90.5	96	85	96	103	99	112	108
Percent Change from Prior Year	-3%	-12%	1%	-12%	4%	0%	-2%	-7%	-9%	2%	10%	-1%	3%

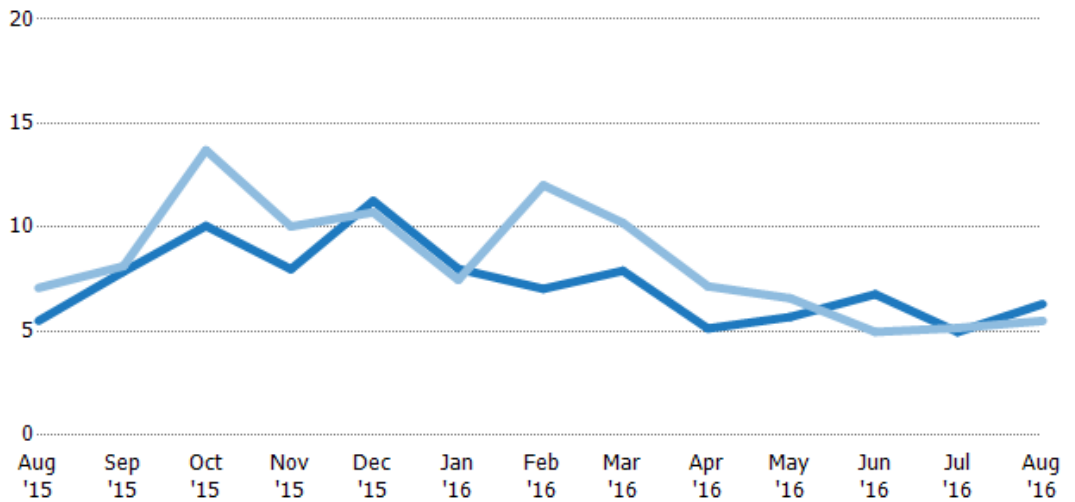
Months of Inventory

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.
Aug '16	6.31	14.7%
Aug '15	5.5	-22.4%
Aug '14	7.09	-3.1%



	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16
Current Year	5.5	7.87	10.1	7.98	11.3	8	7.04	7.91	5.13	5.69	6.78	4.96	6.31
Prior Year	7.09	8.13	13.7	10	10.7	7.47	12	10.2	7.16	6.59	4.97	5.16	5.5
Percent Change from Prior Year	-22%	-3%	-27%	-20%	5%	7%	-41%	-23%	-28%	-14%	36%	-4%	15%

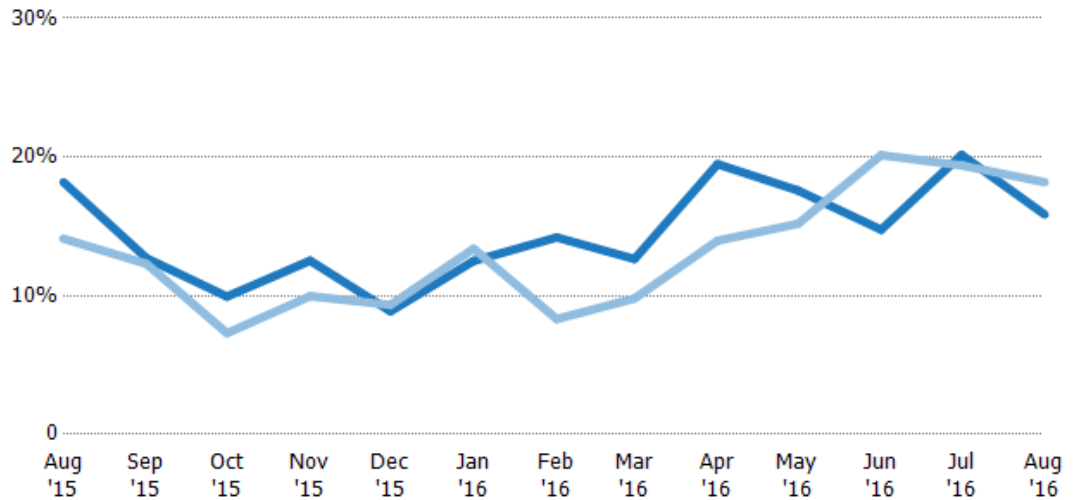
Absorption Rate

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.
Aug '16	16%	2.3%
Aug '15	18%	-4.1%
Aug '14	14%	3.2%



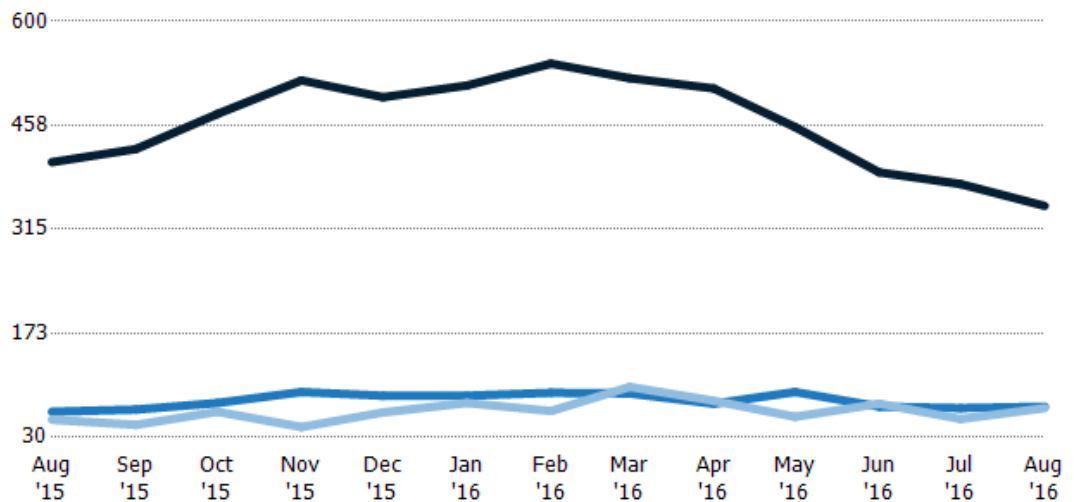
Current Year	18%	13%	10%	13%	9%	13%	14%	13%	19%	18%	15%	20%	16%
Prior Year	14%	12%	7%	10%	9%	13%	8%	10%	14%	15%	20%	19%	18%
Change from Prior Year	-4%	0%	-3%	-3%	0%	1%	-6%	-3%	-6%	-2%	5%	-1%	2%

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	407	425	473	519	496	512	542	522	508	455	393	377	347
Pending	65	68	77	92	87	87	91	90	76	92	72	70	72
Sold	54	47	65	44	64	77	66	99	80	58	76	55	70

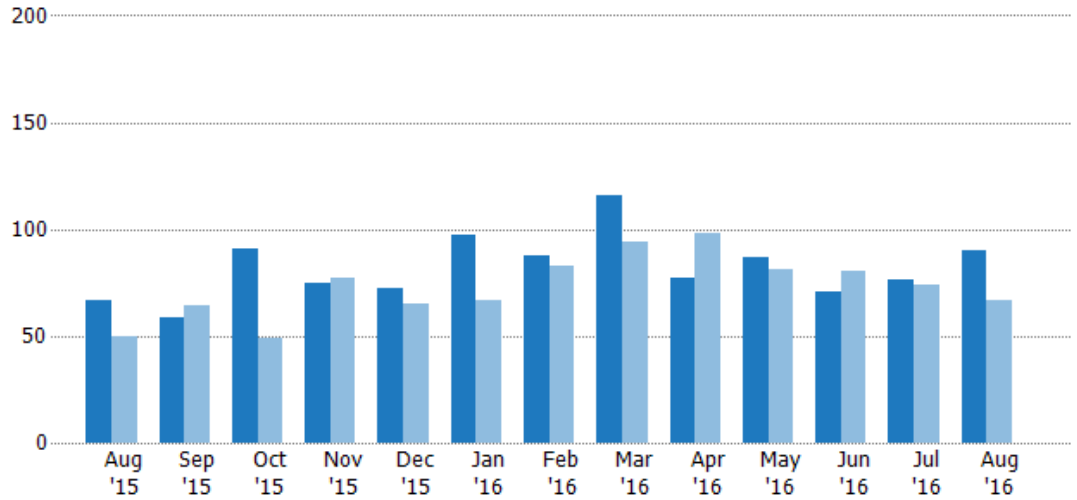
New Pending Sales

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.
Aug '16	90	34.3%
Aug '15	67	34%
Aug '14	50	34%



Current Year	67	59	91	75	72	97	88	116	77	87	71	76	90
Prior Year	50	64	49	77	65	67	83	94	98	81	80	74	67
Percent Change from Prior Year	34%	-8%	86%	-3%	11%	45%	6%	23%	-21%	7%	-11%	3%	34%

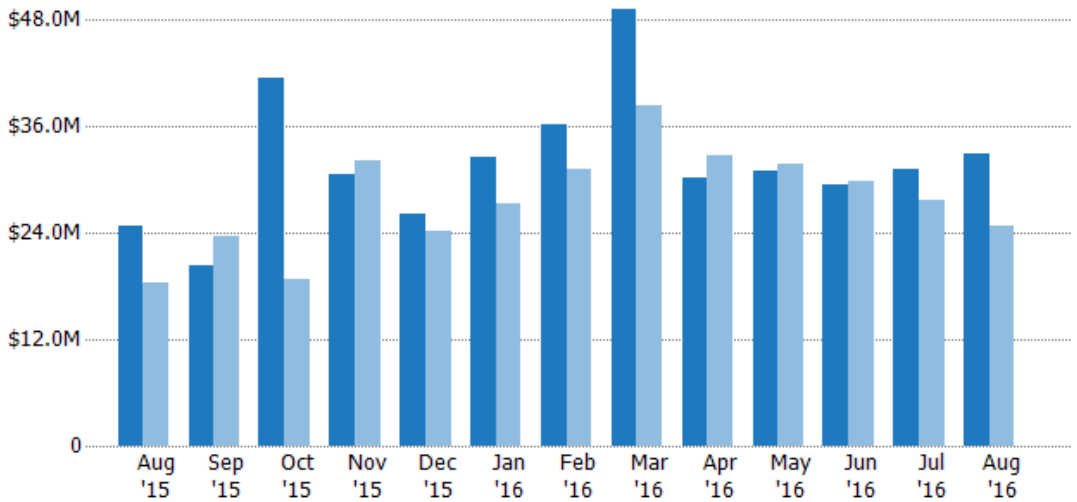
New Pending Sales Volume

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.
Aug '16	\$33M	33.5%
Aug '15	\$24.7M	34.6%
Aug '14	\$18.4M	18.9%



Current Year	\$24.7M	\$20.3M	\$41.4M	\$30.6M	\$26.1M	\$32.6M	\$36.2M	\$49.2M	\$30.2M	\$31M	\$29.5M	\$31.3M	\$33M
Prior Year	\$18.4M	\$23.6M	\$18.7M	\$32.1M	\$24.1M	\$27.4M	\$31.1M	\$38.4M	\$32.7M	\$31.8M	\$29.8M	\$27.6M	\$24.7M
Percent Change from Prior Year	35%	-14%	121%	-5%	8%	19%	16%	28%	-8%	-3%	-1%	13%	34%

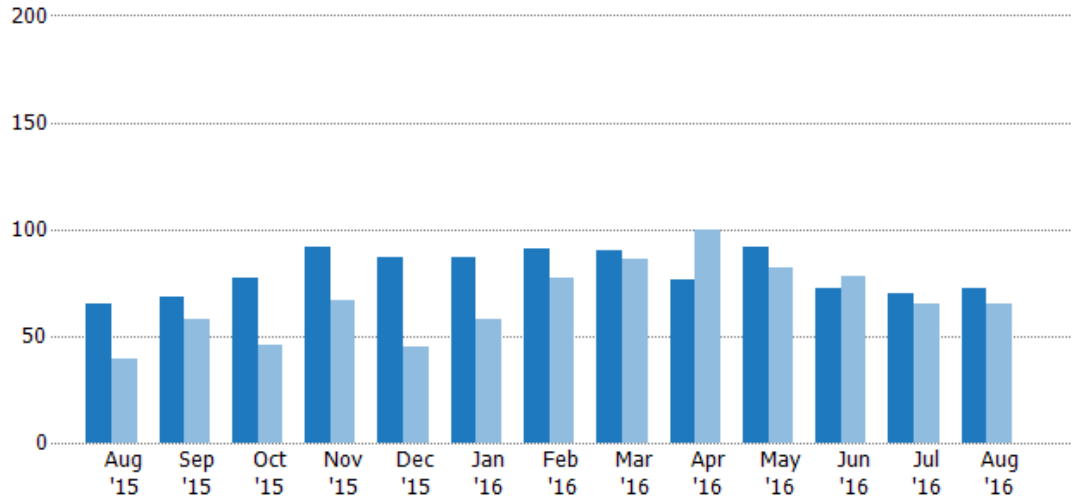
Pending Sales

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.
Aug '16	72	10.8%
Aug '15	65	66.7%
Aug '14	39	64.1%



Current Year	65	68	77	92	87	87	91	90	76	92	72	70	72
Prior Year	39	58	46	67	45	58	77	86	100	82	78	65	65
Percent Change from Prior Year	67%	17%	67%	37%	93%	50%	18%	5%	-24%	12%	-8%	8%	11%

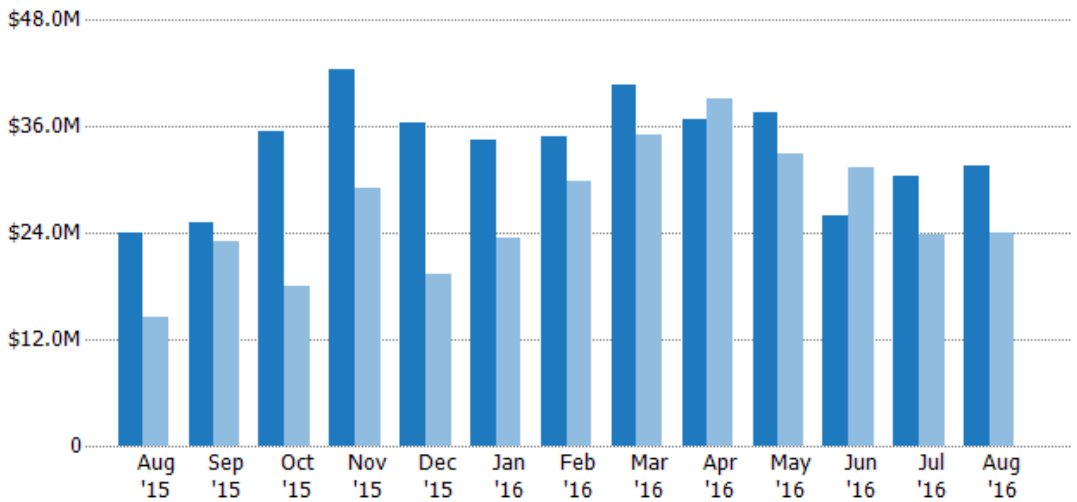
Pending Sales Volume

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.
Aug '16	\$31.6M	31.7%
Aug '15	\$24M	65.3%
Aug '14	\$14.5M	73.1%



Current Year	\$24M	\$25.1M	\$35.4M	\$42.4M	\$36.5M	\$34.5M	\$34.9M	\$40.6M	\$36.9M	\$37.6M	\$26M	\$30.5M	\$31.6M
Prior Year	\$14.5M	\$23.1M	\$17.9M	\$29M	\$19.4M	\$23.5M	\$29.8M	\$35M	\$39.1M	\$33M	\$31.4M	\$23.9M	\$24M
Percent Change from Prior Year	65%	8%	98%	46%	88%	47%	17%	16%	-6%	14%	-17%	28%	32%

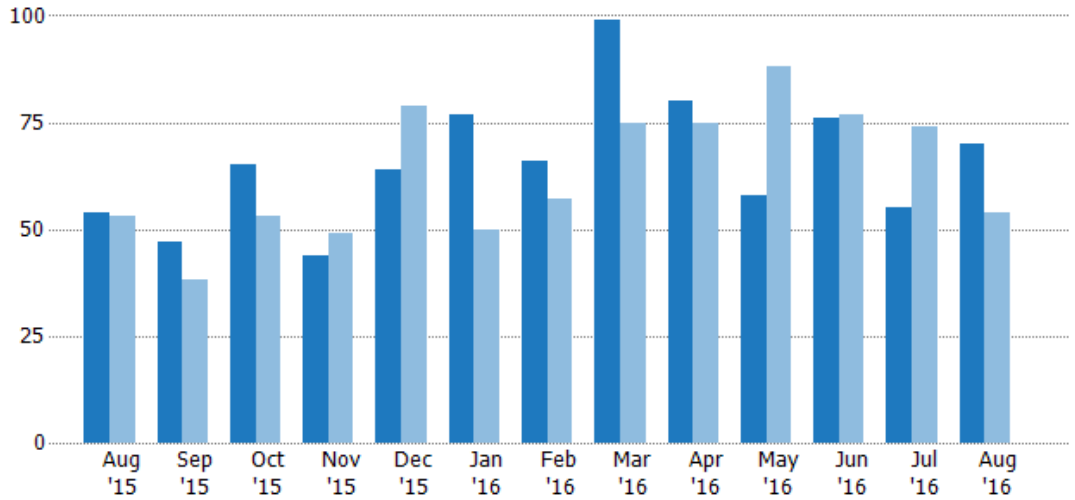
Closed Sales

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.
Aug '16	70	29.6%
Aug '15	54	1.9%
Aug '14	53	5.7%



	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16
Current Year	54	47	65	44	64	77	66	99	80	58	76	55	70
Prior Year	53	38	53	49	79	50	57	75	75	88	77	74	54
Percent Change from Prior Year	2%	24%	23%	-10%	-19%	54%	16%	32%	7%	-34%	-1%	-26%	30%

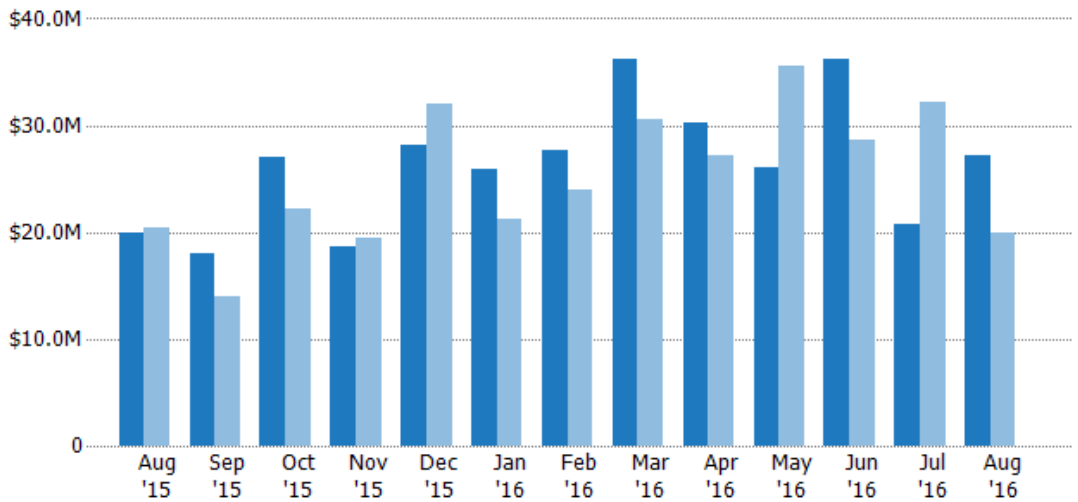
Closed Sales Volume

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.
Aug '16	\$27.2M	36.5%
Aug '15	\$20M	-2.3%
Aug '14	\$20.4M	-1.3%



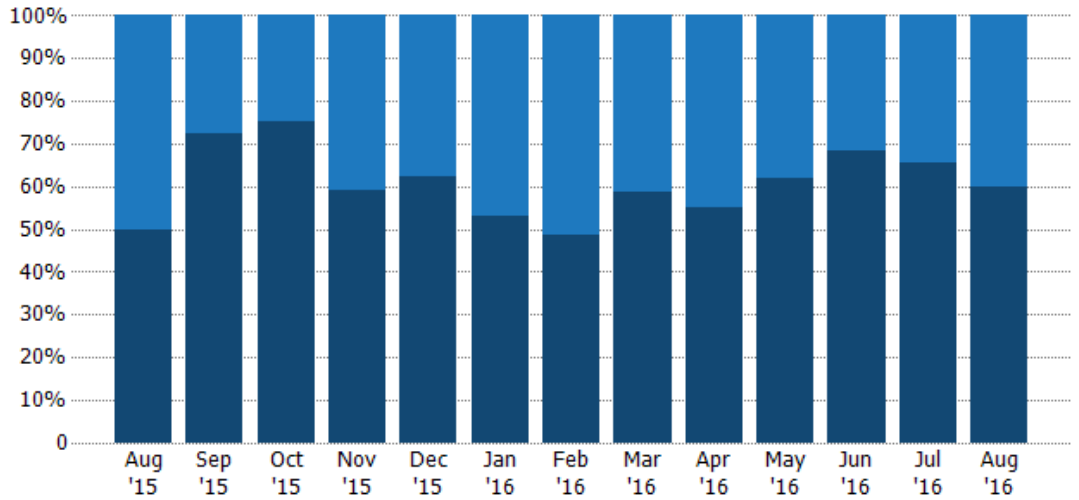
	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16
Current Year	\$20M	\$18M	\$27M	\$18.6M	\$28.1M	\$25.9M	\$27.7M	\$36.2M	\$30.2M	\$26M	\$36.2M	\$20.7M	\$27.2M
Prior Year	\$20.4M	\$14M	\$22.2M	\$19.4M	\$32M	\$21.2M	\$24M	\$30.5M	\$27.3M	\$35.6M	\$28.6M	\$32.2M	\$20M
Percent Change from Prior Year	-2%	28%	21%	-4%	-12%	22%	16%	19%	11%	-27%	27%	-36%	37%

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



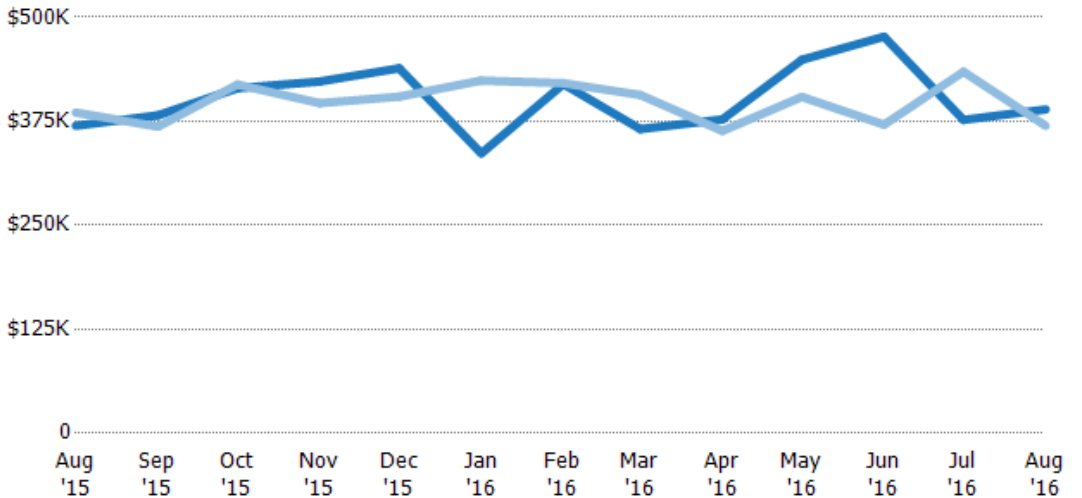
Condo/Townhouse	50%	28%	25%	41%	38%	47%	52%	41%	45%	38%	32%	35%	40%
Single Family Residence	50%	72%	75%	59%	63%	53%	48%	59%	55%	62%	68%	65%	60%

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	\$370K	\$382K	\$415K	\$423K	\$439K	\$336K	\$420K	\$366K	\$377K	\$449K	\$477K	\$377K	\$389K
Prior Year	\$386K	\$369K	\$419K	\$397K	\$405K	\$424K	\$421K	\$407K	\$363K	\$404K	\$371K	\$435K	\$370K
Percent Change from Prior Year	-4%	4%	-1%	7%	8%	-21%	0%	-10%	4%	11%	29%	-13%	5%

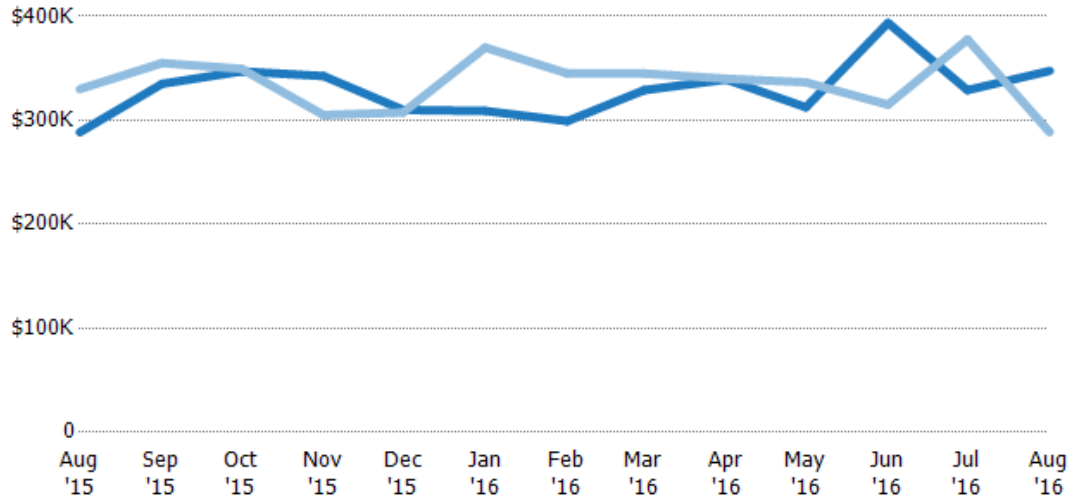
Median Sales Price

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.
Aug '16	\$347K	20.4%
Aug '15	\$289K	-12.6%
Aug '14	\$330K	3%



Current Year	\$289K	\$335K	\$347K	\$343K	\$310K	\$309K	\$299K	\$329K	\$339K	\$313K	\$394K	\$329K	\$347K
Prior Year	\$330K	\$355K	\$350K	\$305K	\$308K	\$370K	\$345K	\$345K	\$340K	\$337K	\$315K	\$378K	\$289K
Percent Change from Prior Year	-13%	-6%	-1%	12%	1%	-16%	-13%	-5%	0%	-7%	25%	-13%	20%

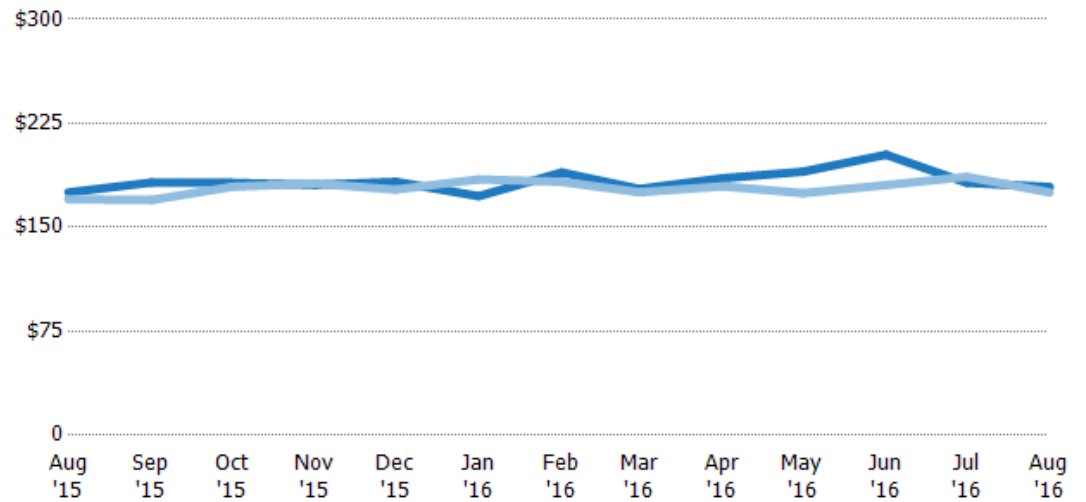
Average Sales Price per Sq Ft

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.
Aug '16	\$179	2.2%
Aug '15	\$175	2.9%
Aug '14	\$170	-1.7%



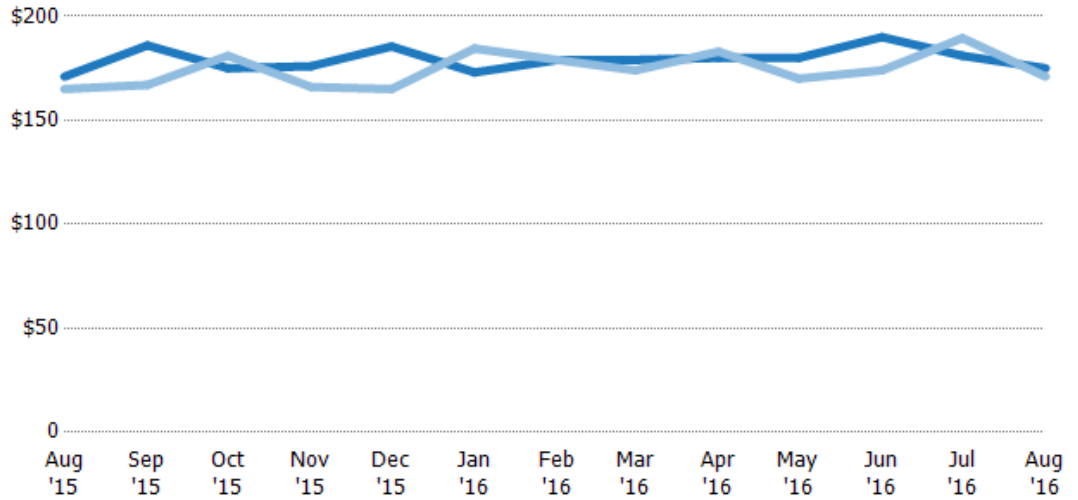
Current Year	\$175	\$182	\$182	\$181	\$183	\$172	\$190	\$178	\$185	\$190	\$202	\$182	\$179
Prior Year	\$170	\$170	\$179	\$182	\$177	\$185	\$183	\$175	\$180	\$175	\$180	\$186	\$175
Percent Change from Prior Year	3%	7%	2%	0%	3%	-7%	4%	1%	3%	9%	12%	-2%	2%

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



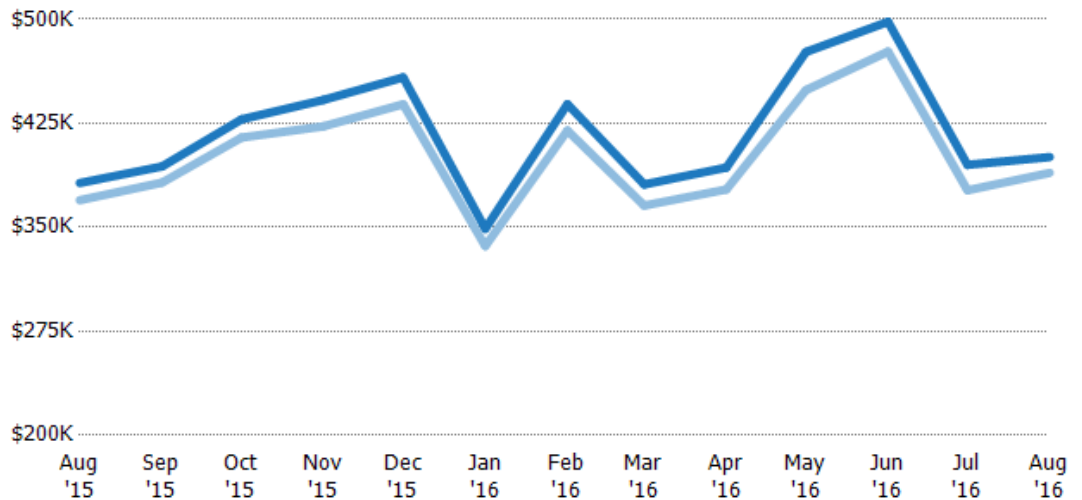
	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16
Current Year	\$171	\$186	\$175	\$176	\$186	\$173	\$179	\$179	\$180	\$180	\$190	\$181	\$175
Prior Year	\$165	\$167	\$181	\$166	\$165	\$185	\$179	\$174	\$183	\$170	\$174	\$190	\$171
Percent Change from Prior Year	4%	11%	-3%	6%	12%	-6%	0%	3%	-2%	6%	9%	-4%	2%

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



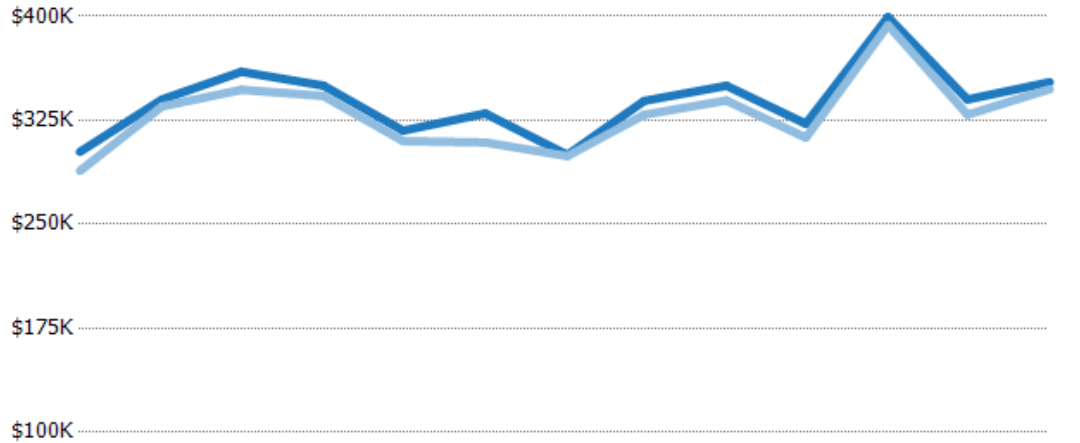
	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16
Avg List Price	\$382K	\$394K	\$428K	\$442K	\$458K	\$349K	\$439K	\$381K	\$393K	\$476K	\$498K	\$395K	\$401K
Avg Sales Price	\$370K	\$382K	\$415K	\$423K	\$439K	\$336K	\$420K	\$366K	\$377K	\$449K	\$477K	\$377K	\$389K
Avg Sales Price as a % of Avg List Price	97%	97%	97%	96%	96%	96%	96%	96%	96%	94%	96%	95%	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: Fountain Hills, Arizona
Saved Area
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



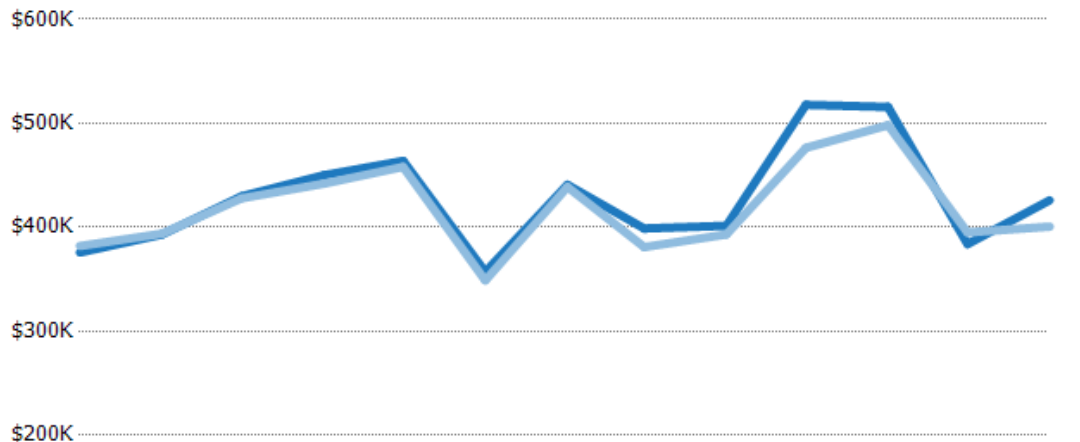
	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16
Median List Price	\$302K	\$340K	\$360K	\$350K	\$318K	\$330K	\$300K	\$339K	\$350K	\$322K	\$399K	\$340K	\$352K
Median Sales Price	\$289K	\$335K	\$347K	\$343K	\$310K	\$309K	\$299K	\$329K	\$339K	\$313K	\$394K	\$329K	\$347K
Med Sales Price as a % of Med List Price	95%	99%	96%	98%	98%	94%	100%	97%	97%	97%	99%	97%	99%

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



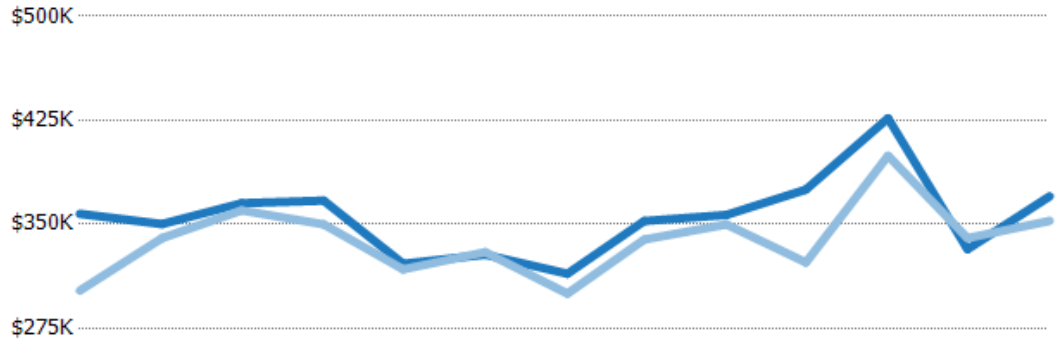
	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16
Avg Est Value	\$376K	\$393K	\$430K	\$450K	\$464K	\$357K	\$441K	\$399K	\$401K	\$518K	\$516K	\$384K	\$426K
Avg Sales Price	\$382K	\$394K	\$428K	\$442K	\$458K	\$349K	\$439K	\$381K	\$393K	\$476K	\$498K	\$395K	\$401K
Avg Sales Price as a % of Avg Est Value	102%	100%	100%	98%	99%	98%	100%	96%	98%	92%	97%	103%	94%

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



	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16
Median Est Value	\$358K	\$350K	\$365K	\$367K	\$322K	\$328K	\$314K	\$352K	\$357K	\$375K	\$426K	\$332K	\$370K
Median Sales Price	\$302K	\$340K	\$360K	\$350K	\$318K	\$330K	\$300K	\$339K	\$350K	\$322K	\$399K	\$340K	\$352K
Med Sales Price as a % of Med Est Value	85%	97%	99%	95%	99%	101%	95%	96%	98%	86%	94%	102%	95%

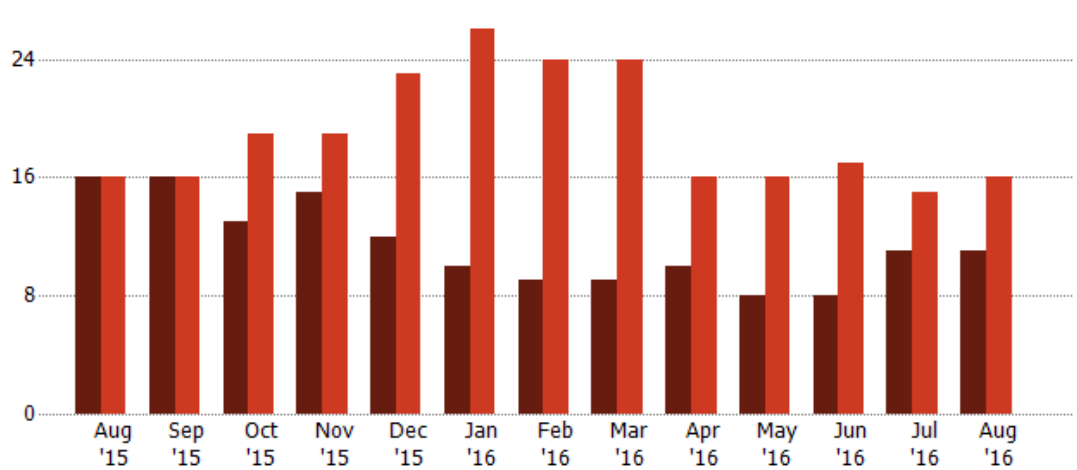
Distressed Listings

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.
Aug '16	11	-31.3%
Aug '15	16	0%
Aug '14	16	12.5%



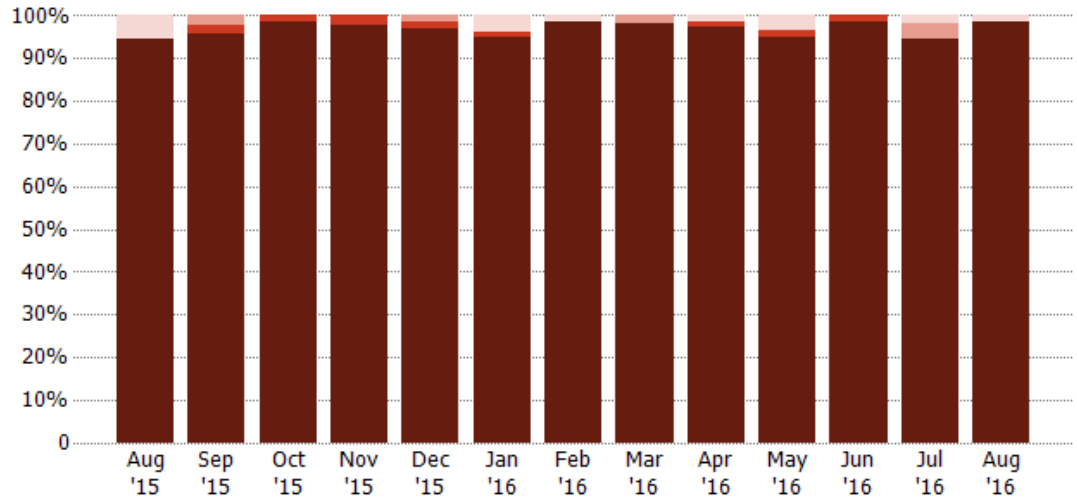
	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16
Current Year	16	16	13	15	12	10	9	9	10	8	8	11	11
Prior Year	16	16	19	19	23	26	24	24	16	16	17	15	16
Percent Change from Prior Year	0%	0%	-32%	-21%	-48%	-62%	-63%	-63%	-38%	-50%	-53%	-27%	-31%

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	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16
Pre-Foreclosure	6%	-	-	-	-	4%	2%	-	1%	3%	-	2%	1%
Short Sale	-	2%	-	-	2%	-	-	2%	-	-	-	4%	-
Foreclosure	-	2%	2%	2%	2%	1%	-	-	1%	2%	1%	-	-
Non-Distressed	94%	96%	98%	98%	97%	95%	98%	98%	98%	95%	99%	95%	99%

Listing Activity by ZIP

May 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 %
85268	368	\$281,814,859	\$765,801	\$555,000	\$223	\$204	4	25.54 %

Sales Activity by ZIP

May 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	Avg Days In RPR
85268	90	\$47,892,649	94	\$36,301,450	\$397,252	\$354,500	\$186	\$185	86