

**2018**

# **FOUNTAIN HILLS**

## **MARKET REPORT**

February 2018



Scottsdale Area Association of REALTORS®  
8600 E Anderson Dr., Suite 200 Scottsdale, AZ 85255  
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	Feb 2018	Feb 2017	+ / -	YTD 2018	YTD 2017	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	108	147	-26.5%	231	295	-21.7%
New Listing Volume	\$52,857,142	\$74,037,773	-28.6%	\$128,774,235	\$149,906,864	-14.1%
Active Listing Count	389	487	-20.1%	797	945	-15.7%
Active Listing Volume	\$287,523,775	\$307,598,090	-6.5%	\$590,938,291	\$598,174,445	-1.2%
Average Listing Price	\$739,136	\$631,618	+17%	\$741,453	\$632,989	+17.1%
Median Listing Price	\$529,900	\$470,000	+12.7%	\$531,205	\$463,893	+14.5%
Average Listing Price per Sq Ft	\$225	\$214	+4.9%	\$225	\$215	+4.7%
Median Listing Price per Sq Ft	\$208	\$198	+5.1%	\$207	\$198	+4.5%
Median Days in RPR	89	85	+4.7%	88.76	85	+4.4%
Months of Inventory	5.7	8.9	-35.4%	7.2	6.6	+9.4%
Absorption Rate	17.48%	11.29%	+6.2%	13.93%	15.24%	-1.3%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	102	94	+8.5%	201	175	+14.9%
New Pending Sales Volume	\$48,909,493	\$41,581,145	+17.6%	\$90,103,012	\$74,497,145	+20.9%
Pending Sales Count	99	90	+10%	177	160	+10.6%
Pending Sales Volume	\$56,482,482	\$41,634,545	+35.7%	\$95,608,448	\$74,005,345	+29.2%
Closed Sales Count	74	56	+32.1%	142	111	+27.9%
Closed Sales Volume	\$28,897,460	\$26,033,500	+11%	\$58,379,860	\$46,814,400	+24.7%
Average Sales Price	\$390,506	\$464,884	-16%	\$411,126	\$421,751	-2.5%
Median Sales Price	\$315,000	\$368,700	-14.6%	\$338,920	\$355,966	-4.8%
Average Sales Price per Sq Ft	\$195	\$193	+1.1%	\$194	\$188	+3.1%
Median Sales Price per Sq Ft	\$186	\$184	+1.4%	\$189	\$178	+6.3%
<b>Distressed Charts Metrics</b>						
Distressed Listing Count	2	13	-84.6%	4	20	-80%

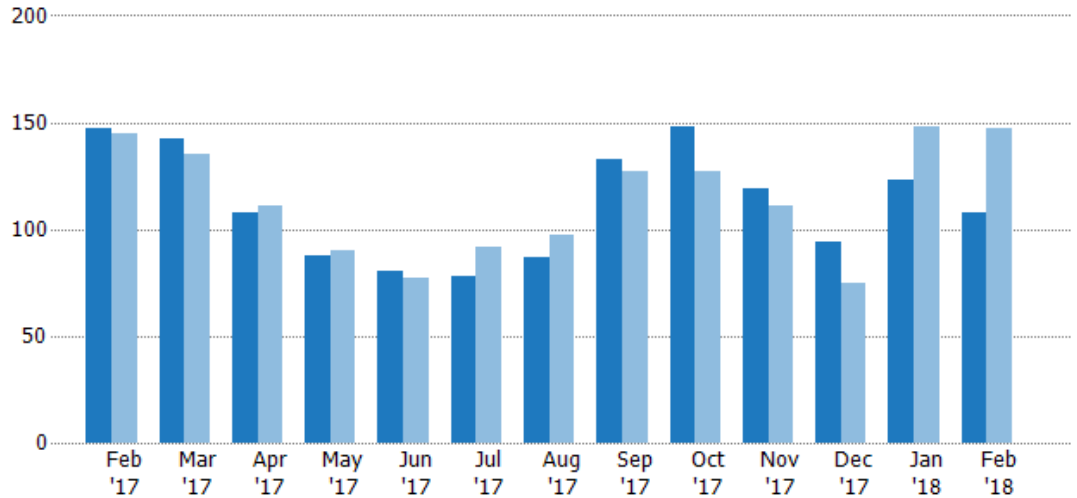
## New Listings

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.
Feb '18	108	-26.5%
Feb '17	147	1.4%
Feb '16	145	-6.9%



Current Year	147	142	108	88	80	78	87	133	148	119	94	123	108
Prior Year	145	135	111	90	77	92	97	127	127	111	75	148	147
Percent Change from Prior Year	1%	5%	-3%	-2%	4%	-15%	-10%	5%	17%	7%	25%	-17%	-27%

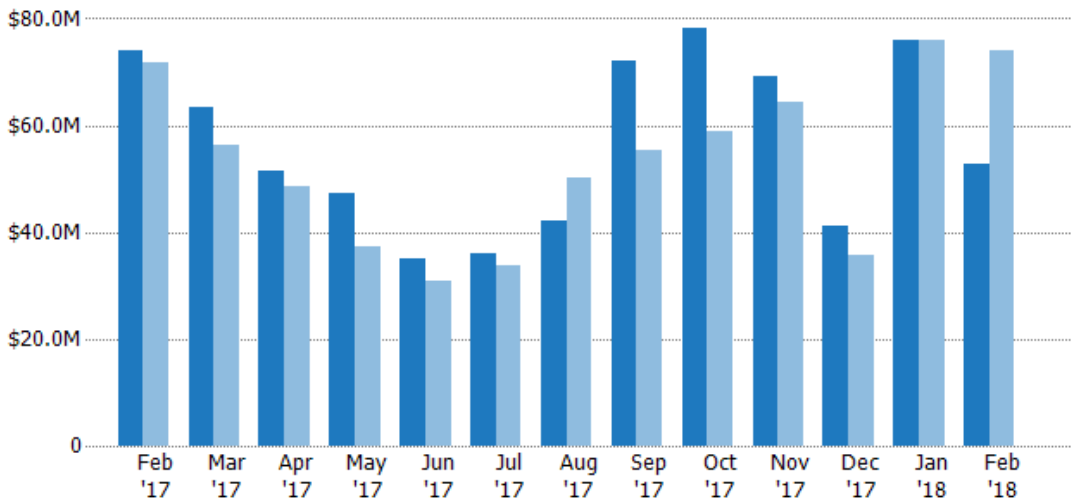
## New Listing Volume

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.
Feb '18	\$52.9M	-28.6%
Feb '17	\$74M	3.2%
Feb '16	\$71.7M	-8.2%



Current Year	\$74M	\$63.5M	\$51.6M	\$47.3M	\$34.9M	\$35.9M	\$42.2M	\$72.1M	\$78.3M	\$69.2M	\$41.2M	\$75.9M	\$52.9M
Prior Year	\$71.7M	\$56.3M	\$48.5M	\$37.4M	\$30.7M	\$33.8M	\$50.2M	\$55.2M	\$59M	\$64.3M	\$35.7M	\$75.9M	\$74M
Percent Change from Prior Year	3%	13%	6%	27%	14%	6%	-16%	31%	33%	8%	15%	0%	-29%

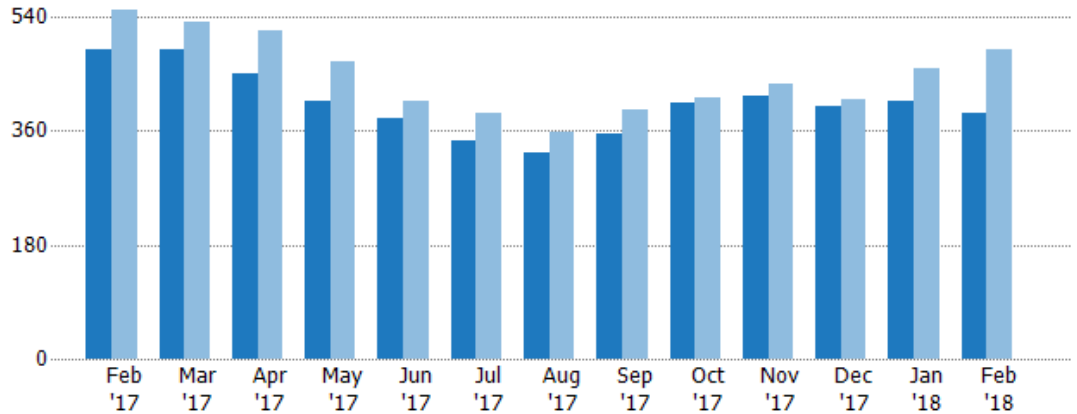
## Active Listings

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.
Feb '18	389	-20.1%
Feb '17	487	-11.5%
Feb '16	550	10.7%



Current Year	487	489	451	408	379	343	325	356	404	414	400	408	389
Prior Year	550	531	518	468	406	388	358	393	413	434	409	458	487
Percent Change from Prior Year	-11%	-8%	-13%	-13%	-7%	-12%	-9%	-9%	-2%	-5%	-2%	-11%	-20%

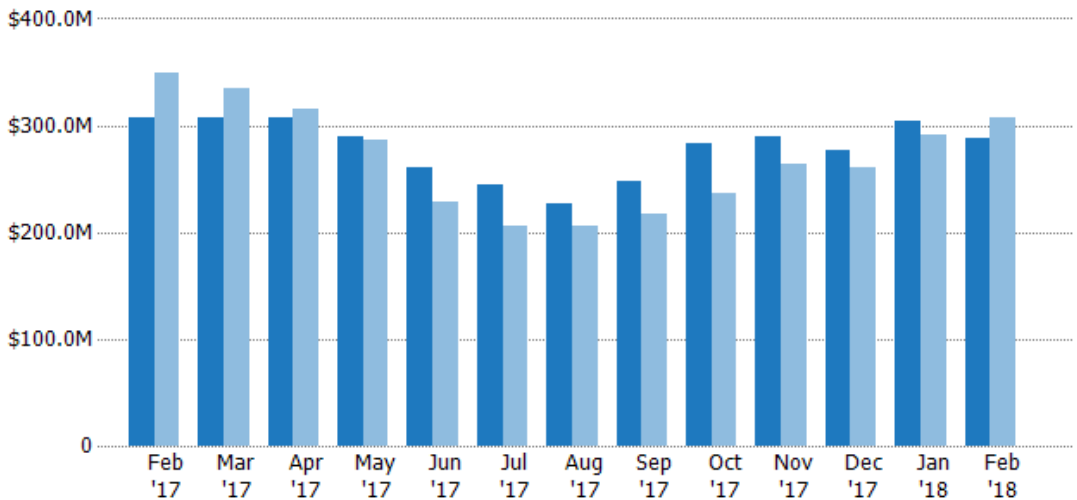
## Active Listing Volume

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.
Feb '18	\$288M	-6.5%
Feb '17	\$308M	-11.7%
Feb '16	\$348M	-6.8%



Current Year	\$308M	\$308M	\$307M	\$290M	\$260M	\$244M	\$228M	\$248M	\$282M	\$289M	\$276M	\$303M	\$288M
Prior Year	\$348M	\$334M	\$315M	\$286M	\$228M	\$205M	\$206M	\$218M	\$237M	\$264M	\$260M	\$291M	\$308M
Percent Change from Prior Year	-12%	-8%	-2%	1%	14%	19%	10%	14%	19%	10%	6%	4%	-7%

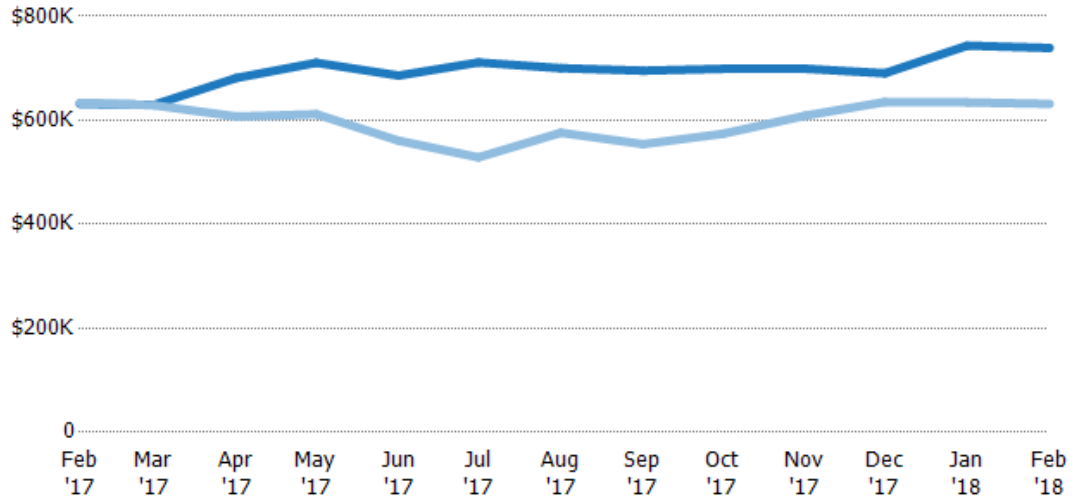
## Average Listing Price

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.
Feb '18	\$739K	17%
Feb '17	\$632K	-0.3%
Feb '16	\$633K	-15.8%



	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	\$632K	\$630K	\$682K	\$711K	\$686K	\$711K	\$700K	\$695K	\$699K	\$699K	\$690K	\$744K	\$739K
Prior Year	\$633K	\$629K	\$607K	\$612K	\$561K	\$529K	\$576K	\$554K	\$574K	\$609K	\$635K	\$634K	\$632K
Percent Change from Prior Year	0%	0%	12%	16%	22%	35%	22%	25%	22%	15%	9%	17%	17%

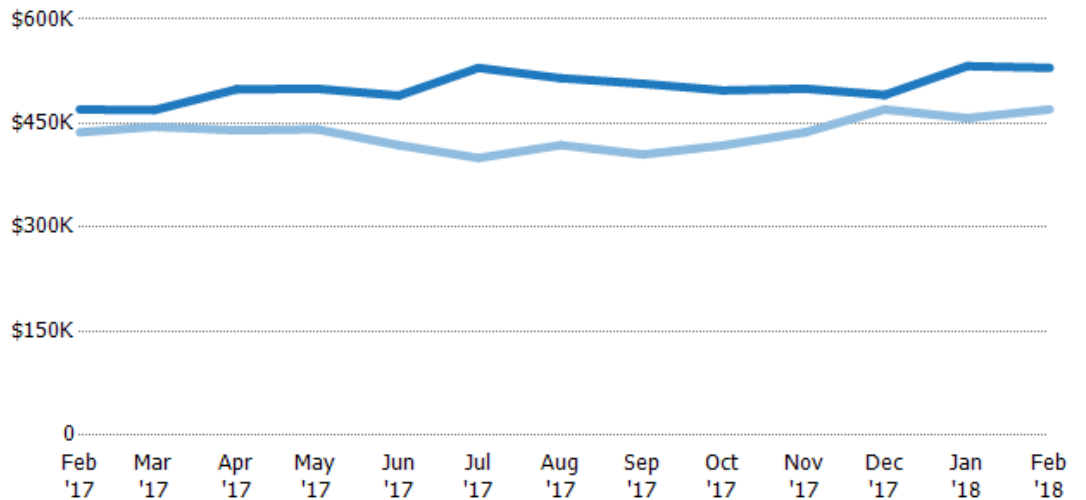
## Median Listing Price

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

### Filters Used

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

Month/Year	Price	% Chg.
Feb '18	\$530K	12.7%
Feb '17	\$470K	7.6%
Feb '16	\$437K	-14.2%



	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	\$470K	\$469K	\$499K	\$500K	\$490K	\$530K	\$515K	\$507K	\$497K	\$500K	\$491K	\$532K	\$530K
Prior Year	\$437K	\$445K	\$440K	\$441K	\$418K	\$400K	\$419K	\$405K	\$418K	\$437K	\$470K	\$457K	\$470K
Percent Change from Prior Year	8%	5%	13%	13%	17%	33%	23%	25%	19%	14%	4%	16%	13%

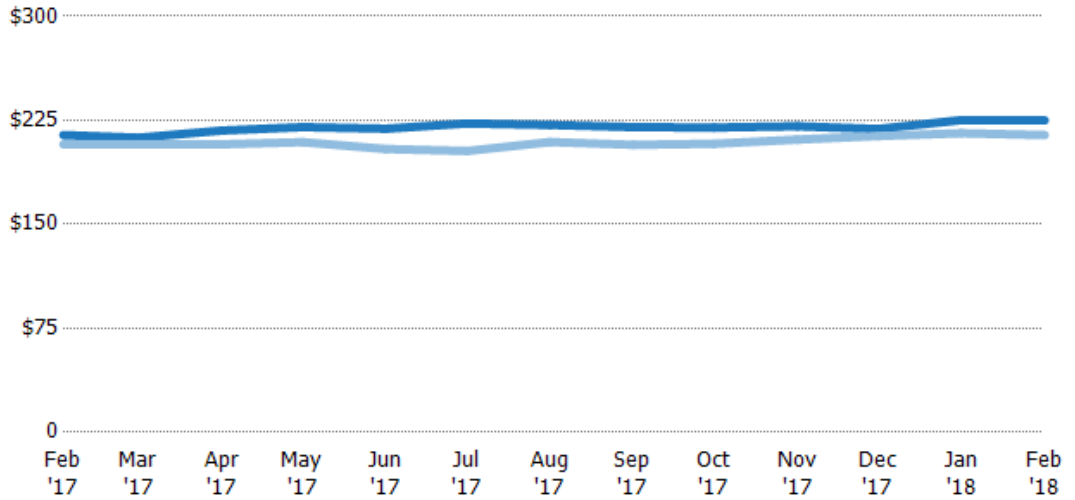
## Average Listing Price per Sq Ft

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.
Feb '18	\$225	4.9%
Feb '17	\$214	3.3%
Feb '16	\$208	-5.8%



	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	\$214	\$212	\$218	\$220	\$219	\$223	\$222	\$220	\$220	\$221	\$219	\$225	\$225
Prior Year	\$208	\$208	\$208	\$209	\$204	\$203	\$209	\$207	\$208	\$211	\$214	\$216	\$214
Percent Change from Prior Year	3%	2%	5%	5%	7%	10%	6%	6%	6%	5%	2%	4%	5%

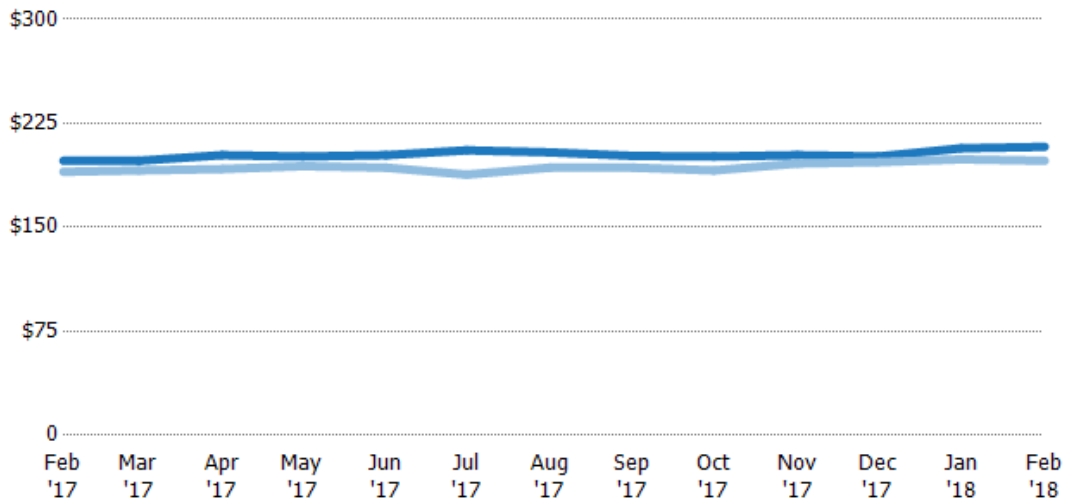
## Median Listing Price per Sq Ft

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.
Feb '18	\$208	5.1%
Feb '17	\$198	4.2%
Feb '16	\$190	-3.2%



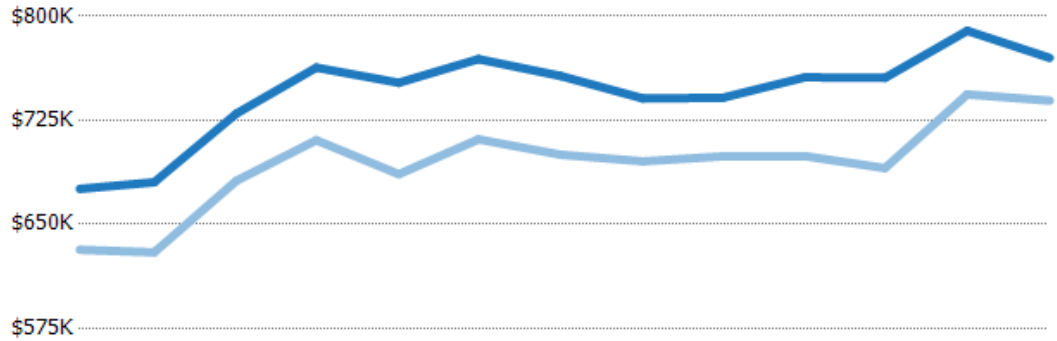
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	\$198	\$198	\$202	\$201	\$202	\$206	\$204	\$202	\$201	\$202	\$201	\$207	\$208
Prior Year	\$190	\$191	\$192	\$194	\$193	\$188	\$193	\$193	\$191	\$196	\$197	\$199	\$198
Percent Change from Prior Year	4%	4%	5%	4%	5%	9%	6%	4%	5%	3%	2%	4%	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



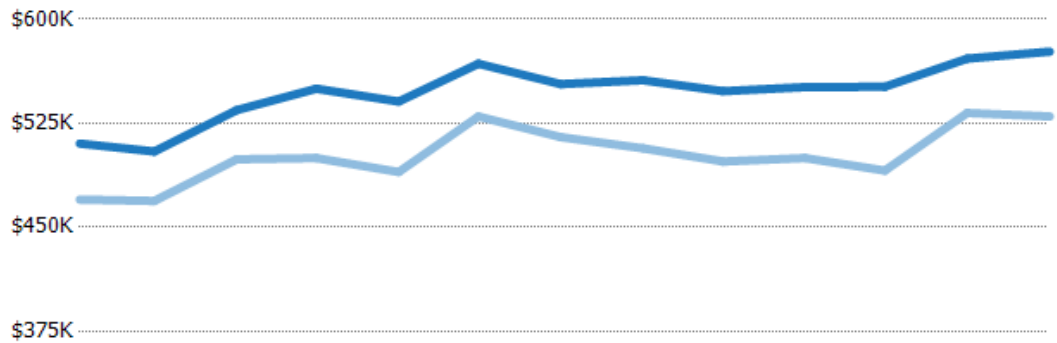
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg Est Value	\$676K	\$680K	\$730K	\$763K	\$752K	\$769K	\$757K	\$741K	\$741K	\$756K	\$756K	\$790K	\$770K
Avg Listing Price	\$632K	\$630K	\$682K	\$711K	\$686K	\$711K	\$700K	\$695K	\$699K	\$699K	\$690K	\$744K	\$739K
Avg Listing Price as a % of Avg Est Value	94%	93%	93%	93%	91%	92%	92%	94%	94%	92%	91%	94%	96%

## 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



	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Median Est Value	\$510K	\$505K	\$534K	\$550K	\$541K	\$568K	\$553K	\$556K	\$548K	\$551K	\$551K	\$572K	\$577K
Median Listing Price	\$470K	\$469K	\$499K	\$500K	\$490K	\$530K	\$515K	\$507K	\$497K	\$500K	\$491K	\$532K	\$530K
Med Listing Price as a % of Med Est Value	92%	93%	93%	91%	91%	93%	93%	91%	91%	91%	89%	93%	92%

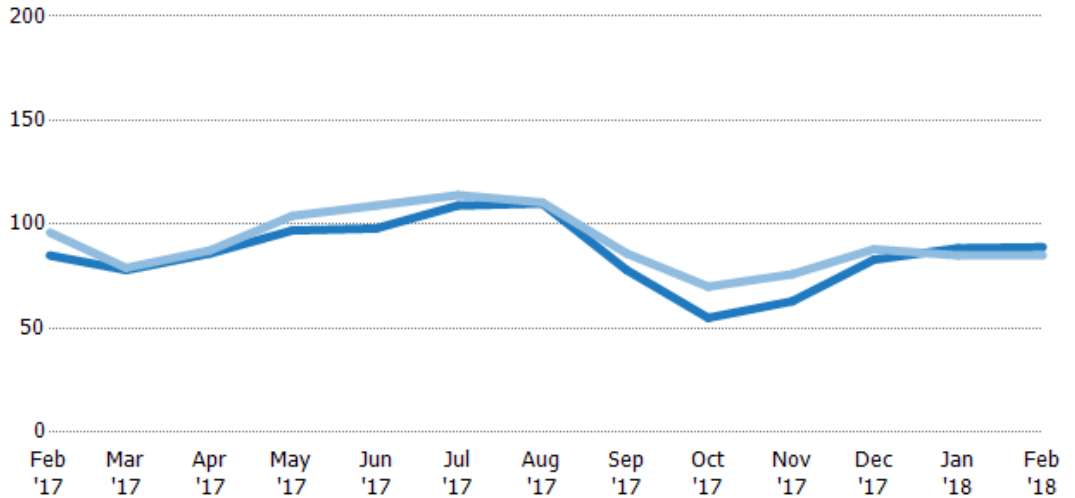
## Median Days in RPR

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.
Feb '18	89	4.7%
Feb '17	85	-11.5%
Feb '16	96	2.1%



Current Year	85	78	86	97	98	109	110	78	55	63	83	88.5	89
Prior Year	96	79	87.5	104	109	114	111	86	70	76	88	85	85
Percent Change from Prior Year	-11%	-1%	-2%	-7%	-10%	-4%	0%	-9%	-21%	-17%	-6%	4%	5%

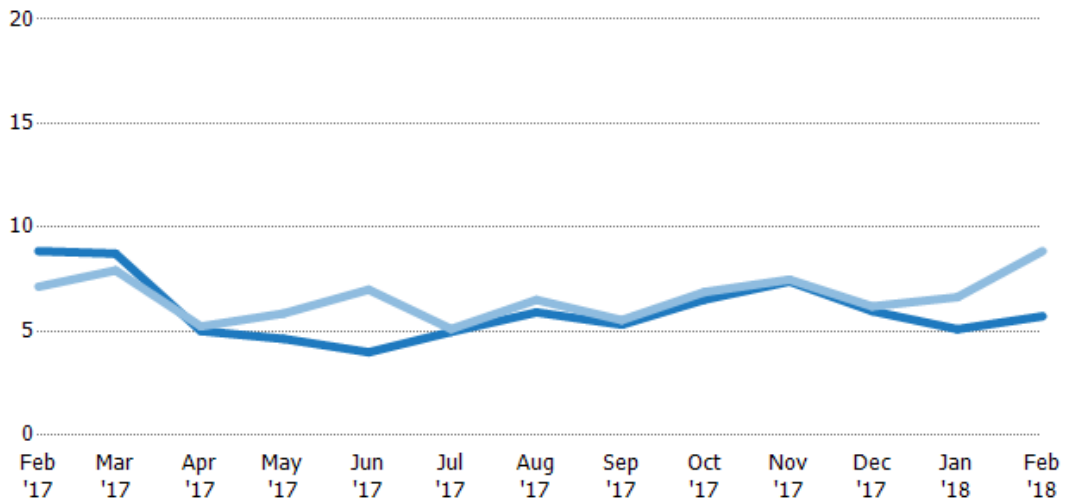
## Months of Inventory

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.
Feb '18	5.72	-35.4%
Feb '17	8.85	24%
Feb '16	7.14	70.5%



Current Year	8.85	8.73	5.01	4.64	3.99	4.97	5.91	5.31	6.52	7.39	5.97	5.1	5.72
Prior Year	7.14	7.93	5.23	5.85	7	5.11	6.51	5.54	6.88	7.48	6.2	6.64	8.85
Percent Change from Prior Year	24%	10%	-4%	-21%	-43%	-3%	-9%	-4%	-5%	-1%	-4%	-23%	-35%



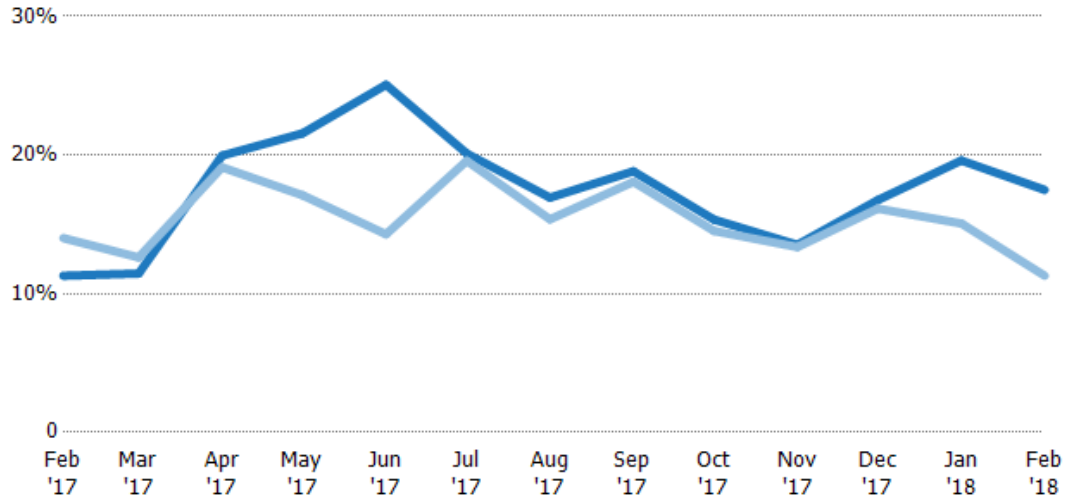
## Absorption Rate

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.
Feb '18	17%	-6.2%
Feb '17	11%	2.7%
Feb '16	14%	-41.4%



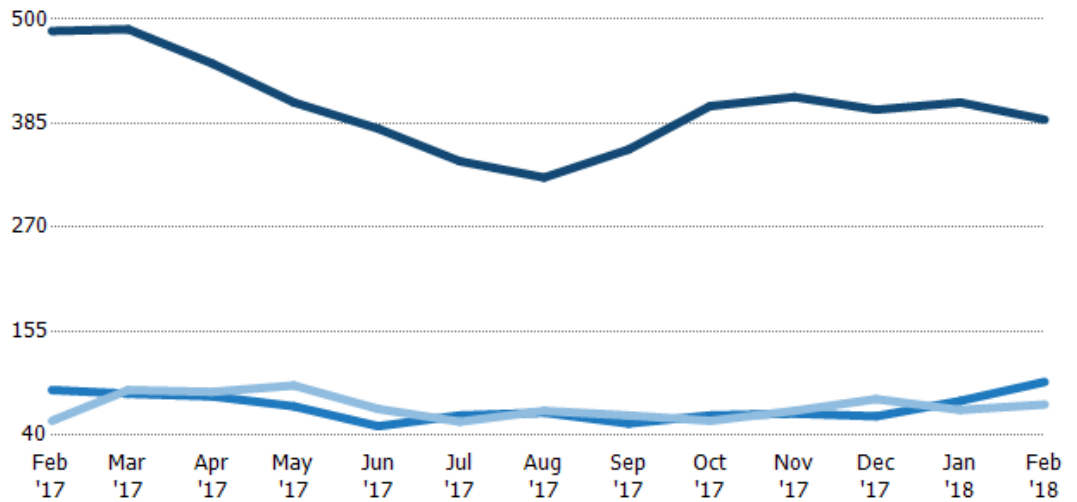
Current Year	11%	11%	20%	22%	25%	20%	17%	19%	15%	14%	17%	20%	17%
Prior Year	14%	13%	19%	17%	14%	20%	15%	18%	15%	13%	16%	15%	11%
Change from Prior Year	3%	1%	-1%	-4%	-11%	-1%	-2%	-1%	-1%	0%	-1%	-5%	-6%

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



Active	487	489	451	408	379	343	325	356	404	414	400	408	389
Pending	90	86	83	72	50	62	65	53	62	64	61	78	99
Sold	56	90	88	95	69	55	67	62	56	67	80	68	74

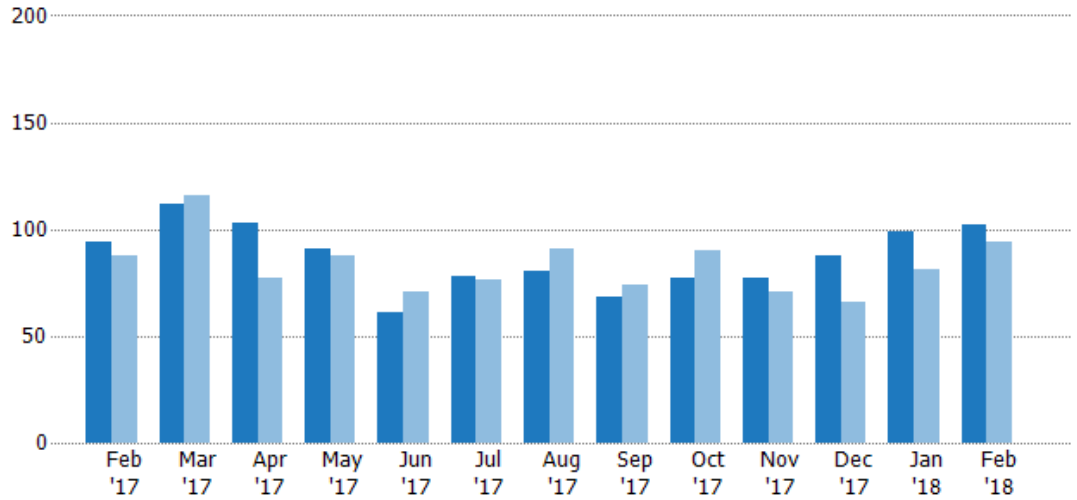
## New Pending Sales

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.
Feb '18	102	8.5%
Feb '17	94	6.8%
Feb '16	88	-3.4%



Current Year	94	112	103	91	61	78	80	68	77	77	88	99	102
Prior Year	88	116	77	88	71	76	91	74	90	71	66	81	94
Percent Change from Prior Year	7%	-3%	34%	3%	-14%	3%	-12%	-8%	-14%	8%	33%	22%	9%

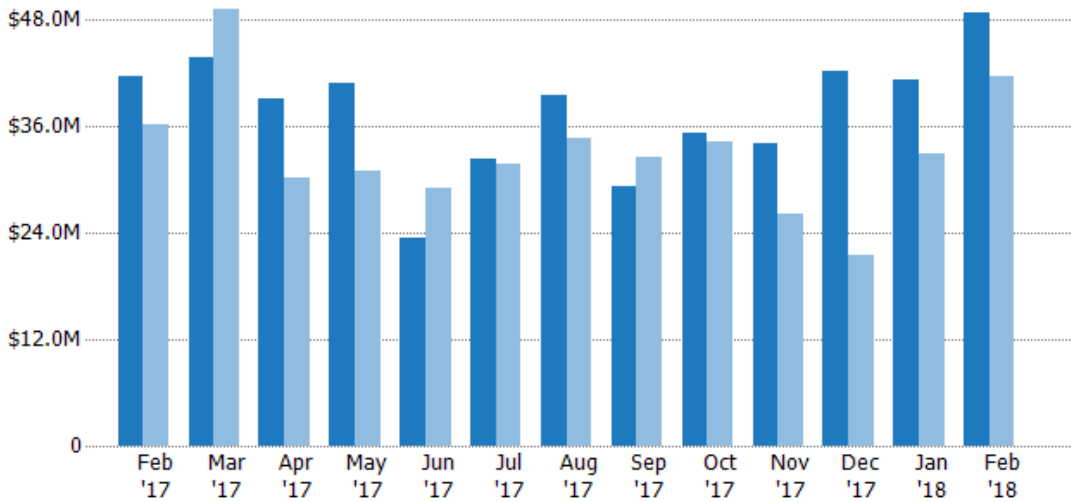
## New Pending Sales Volume

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.
Feb '18	\$48.9M	17.6%
Feb '17	\$41.6M	15%
Feb '16	\$36.2M	-14%



Current Year	\$41.6M	\$43.8M	\$39.2M	\$41M	\$23.5M	\$32.3M	\$39.6M	\$29.2M	\$35.3M	\$34M	\$42.3M	\$41.2M	\$48.9M
Prior Year	\$36.2M	\$49.2M	\$30.2M	\$31M	\$29.1M	\$31.8M	\$34.7M	\$32.5M	\$34.4M	\$26.1M	\$21.5M	\$32.9M	\$41.6M
Percent Change from Prior Year	15%	-11%	30%	32%	-19%	1%	14%	-10%	3%	30%	97%	25%	18%

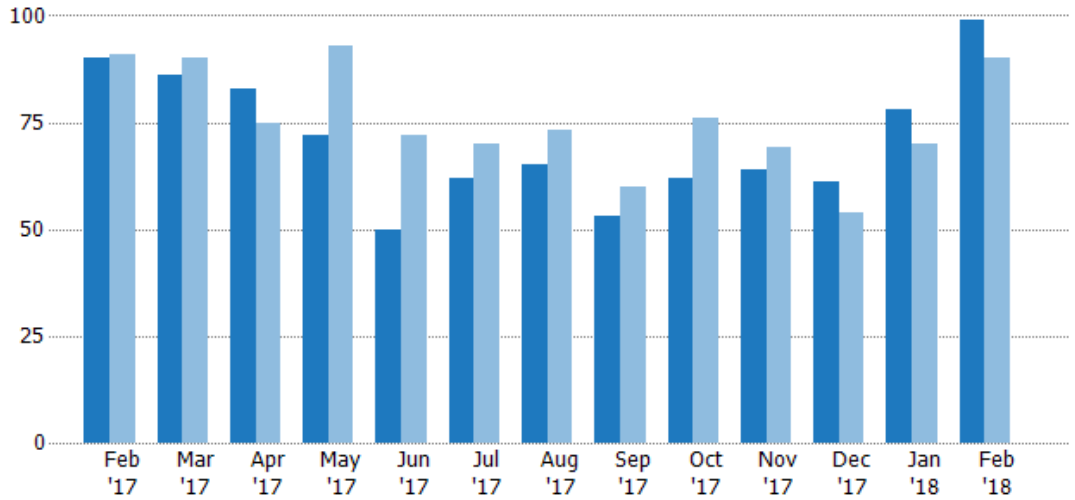
## Pending Sales

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.
Feb '18	99	10%
Feb '17	90	-1.1%
Feb '16	91	-15.4%



	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	90	86	83	72	50	62	65	53	62	64	61	78	99
Prior Year	91	90	75	93	72	70	73	60	76	69	54	70	90
Percent Change from Prior Year	-1%	-4%	11%	-23%	-31%	-11%	-11%	-12%	-18%	-7%	13%	11%	10%

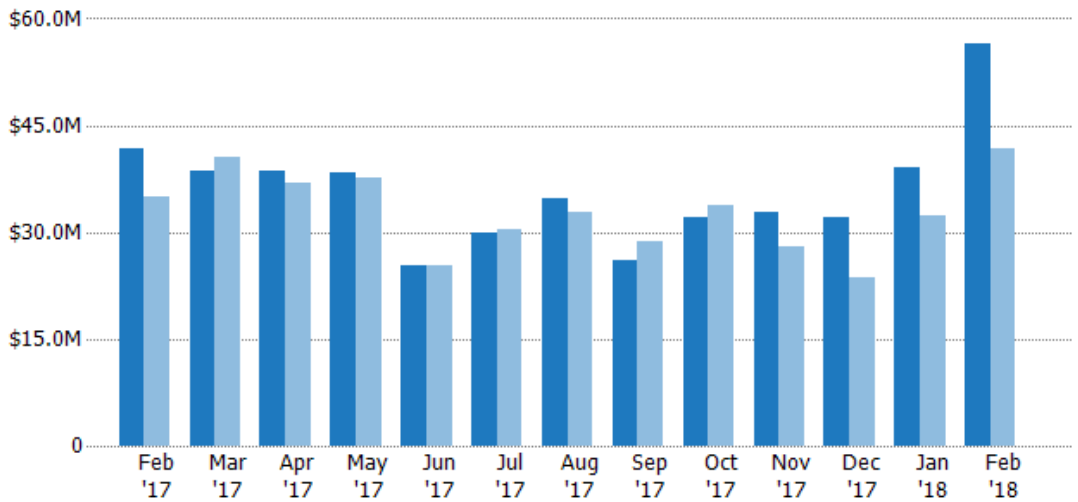
## Pending Sales Volume

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.
Feb '18	\$56.5M	35.7%
Feb '17	\$41.6M	19.2%
Feb '16	\$34.9M	-14.8%



	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	\$41.6M	\$38.6M	\$38.6M	\$38.3M	\$25.2M	\$29.8M	\$34.8M	\$26.1M	\$32M	\$32.8M	\$32M	\$39.1M	\$56.5M
Prior Year	\$34.9M	\$40.6M	\$36.9M	\$37.6M	\$25.3M	\$30.3M	\$32.9M	\$28.8M	\$33.9M	\$28.1M	\$23.7M	\$32.4M	\$41.6M
Percent Change from Prior Year	19%	-5%	5%	2%	0%	-2%	6%	-9%	-6%	17%	35%	21%	36%

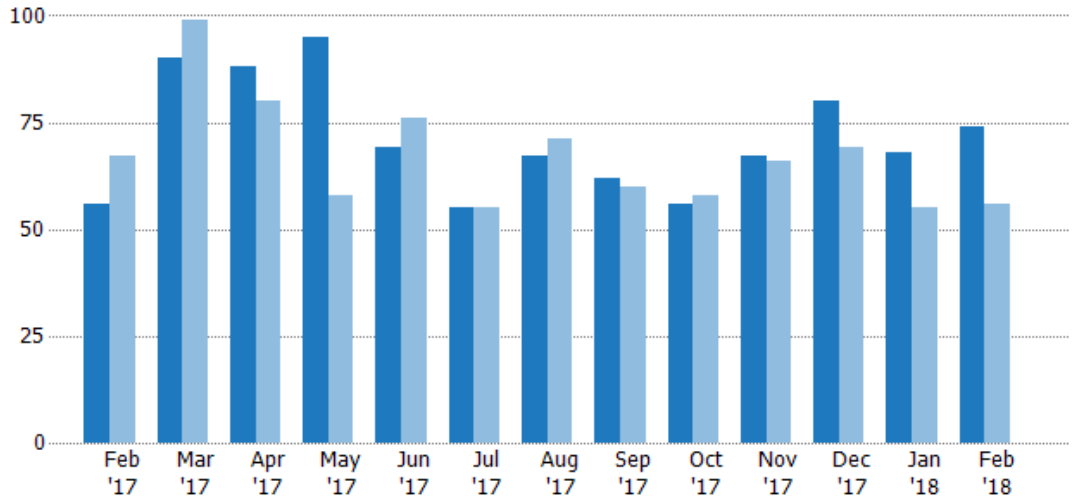
## Closed Sales

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.
Feb '18	74	32.1%
Feb '17	56	-16.4%
Feb '16	67	-14.9%



	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	56	90	88	95	69	55	67	62	56	67	80	68	74
Prior Year	67	99	80	58	76	55	71	60	58	66	69	55	56
Percent Change from Prior Year	-16%	-9%	10%	64%	-9%	0%	-6%	3%	-3%	2%	16%	24%	32%

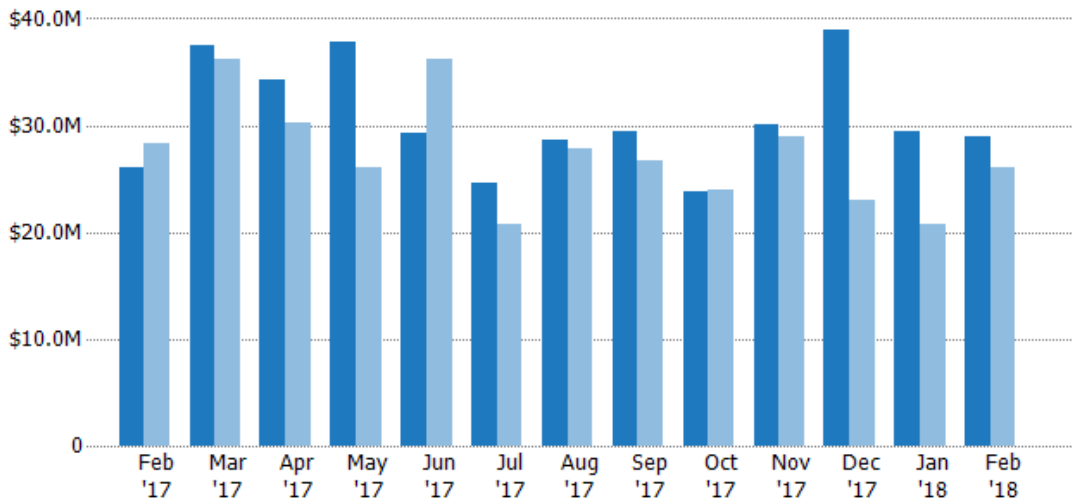
## Closed Sales Volume

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.
Feb '18	\$28.9M	11%
Feb '17	\$26M	-7.8%
Feb '16	\$28.2M	-15.1%



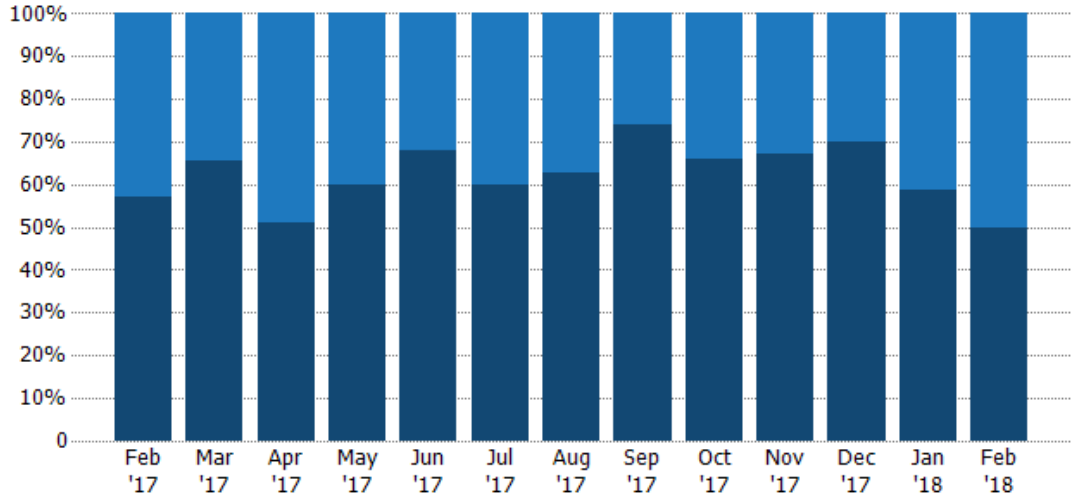
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	\$26M	\$37.4M	\$34.2M	\$37.8M	\$29.3M	\$24.6M	\$28.7M	\$29.4M	\$23.8M	\$30.2M	\$39M	\$29.5M	\$28.9M
Prior Year	\$28.2M	\$36.2M	\$30.2M	\$26M	\$36.2M	\$20.7M	\$27.8M	\$26.6M	\$23.9M	\$29M	\$22.9M	\$20.8M	\$26M
Percent Change from Prior Year	-8%	3%	13%	45%	-19%	19%	3%	11%	0%	4%	70%	42%	11%

## 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



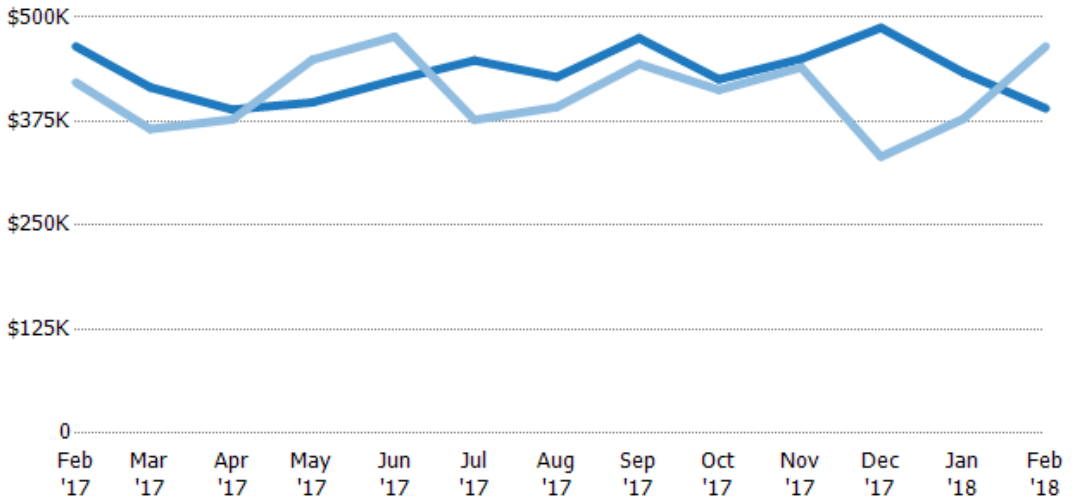
Condo/Townhouse	43%	34%	49%	40%	32%	40%	37%	26%	34%	33%	30%	41%	50%
Single Family Residence	57%	66%	51%	60%	68%	60%	63%	74%	66%	67%	70%	59%	50%

## 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	\$465K	\$416K	\$389K	\$398K	\$424K	\$448K	\$428K	\$475K	\$425K	\$450K	\$487K	\$434K	\$391K
Prior Year	\$422K	\$366K	\$377K	\$449K	\$477K	\$377K	\$392K	\$444K	\$413K	\$440K	\$332K	\$378K	\$465K
Percent Change from Prior Year	10%	14%	3%	-11%	-11%	19%	9%	7%	3%	2%	47%	15%	-16%

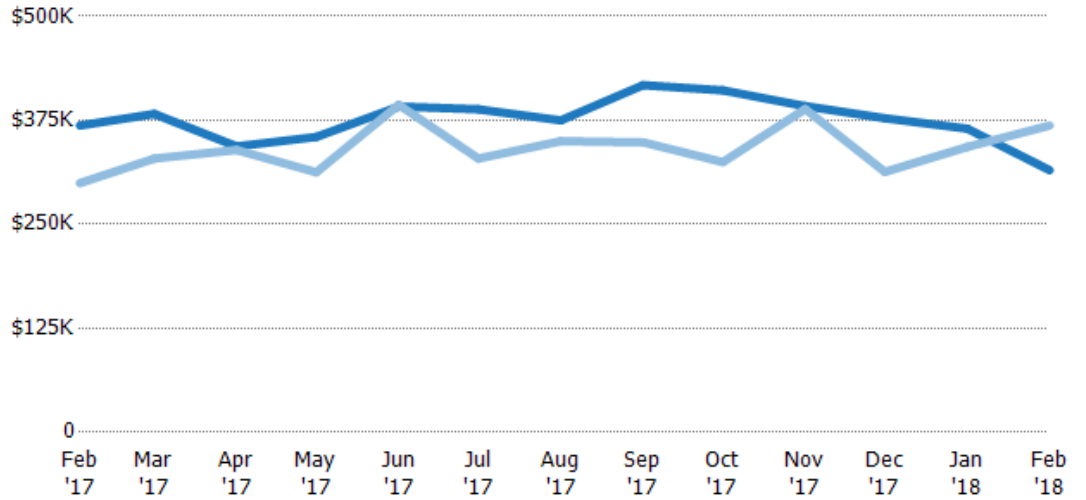
## Median Sales Price

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.
Feb '18	\$315K	-14.6%
Feb '17	\$369K	23.1%
Feb '16	\$299K	15.2%



Current Year	\$369K	\$383K	\$344K	\$355K	\$391K	\$388K	\$375K	\$417K	\$411K	\$392K	\$378K	\$365K	\$315K
Prior Year	\$299K	\$329K	\$339K	\$313K	\$394K	\$329K	\$350K	\$349K	\$325K	\$389K	\$313K	\$343K	\$369K
Percent Change from Prior Year	23%	16%	1%	14%	-1%	18%	7%	20%	27%	1%	21%	6%	-15%

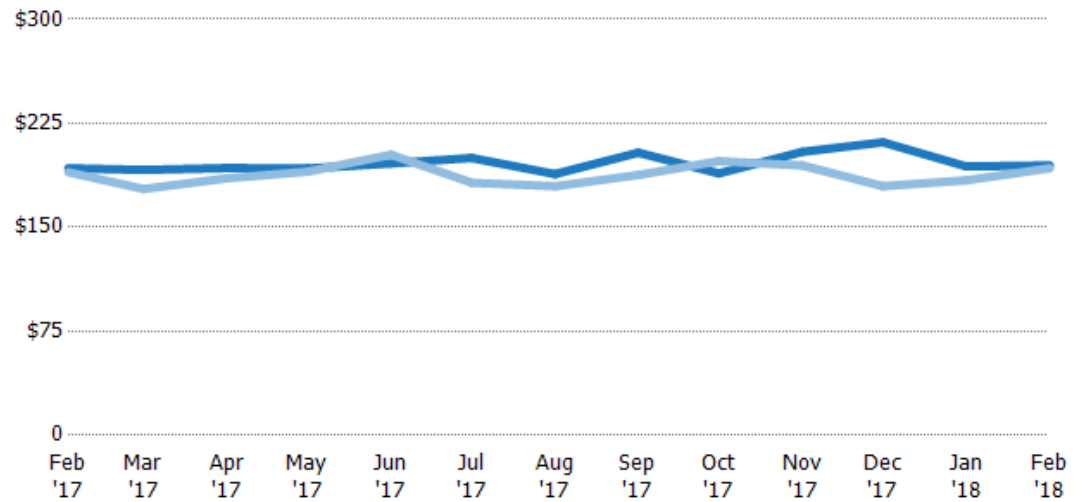
## Average Sales Price per Sq Ft

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.
Feb '18	\$195	1.1%
Feb '17	\$193	1.5%
Feb '16	\$190	-3.7%



Current Year	\$193	\$191	\$193	\$192	\$196	\$200	\$188	\$204	\$189	\$204	\$211	\$194	\$195
Prior Year	\$190	\$178	\$185	\$190	\$202	\$182	\$180	\$188	\$198	\$195	\$180	\$184	\$193
Percent Change from Prior Year	2%	8%	4%	1%	-3%	10%	5%	9%	-4%	5%	18%	5%	1%

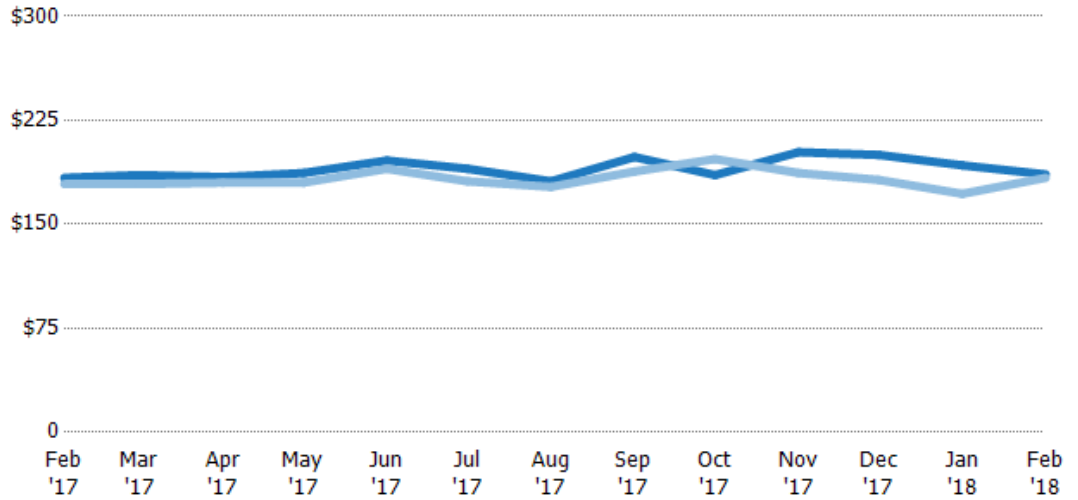
## Median Sales Price per Sq Ft

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.
Feb '18	\$186	1.4%
Feb '17	\$184	2.5%
Feb '16	\$179	0%



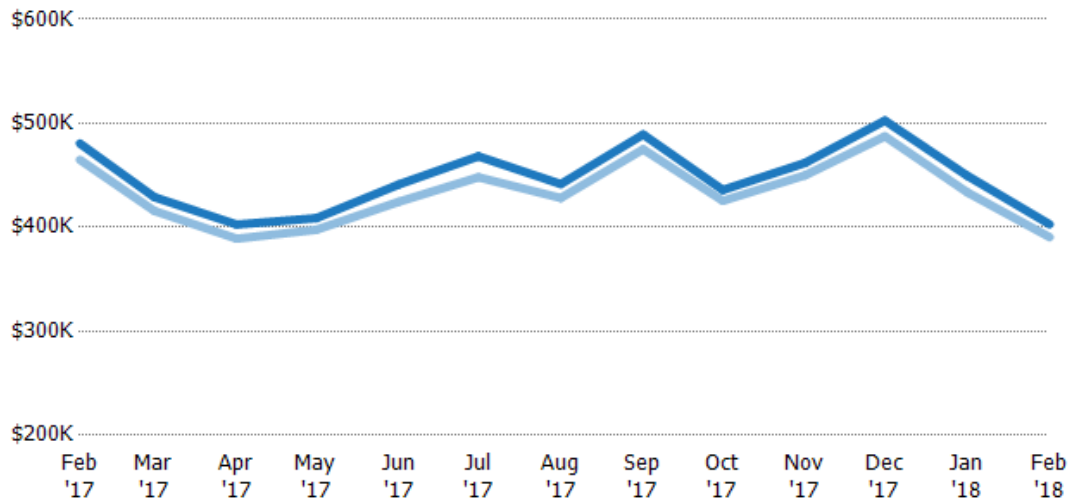
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	\$184	\$186	\$184	\$187	\$196	\$190	\$181	\$199	\$186	\$202	\$200	\$193	\$186
Prior Year	\$179	\$179	\$180	\$180	\$190	\$181	\$177	\$188	\$197	\$187	\$182	\$172	\$184
Percent Change from Prior Year	3%	4%	2%	4%	3%	5%	2%	6%	-6%	8%	10%	12%	1%

## 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



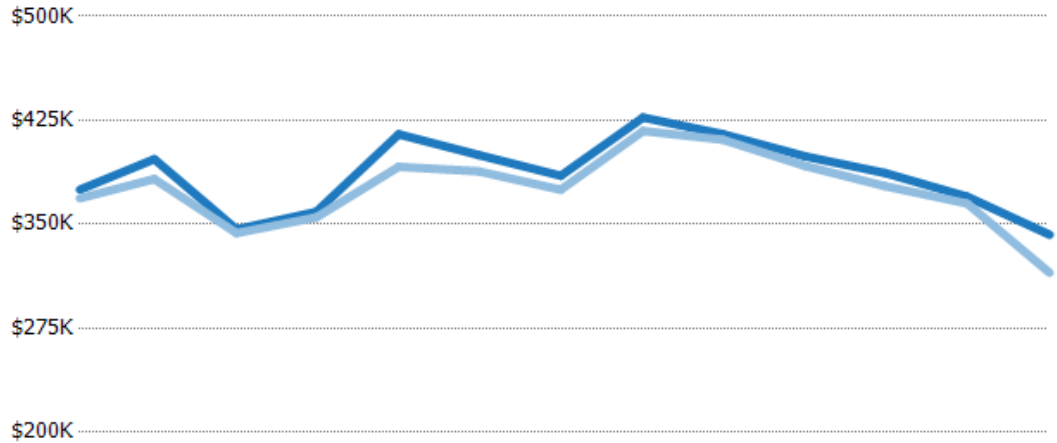
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg List Price	\$481K	\$429K	\$403K	\$409K	\$441K	\$468K	\$442K	\$489K	\$436K	\$462K	\$503K	\$450K	\$403K
Avg Sales Price	\$465K	\$416K	\$389K	\$398K	\$424K	\$448K	\$428K	\$475K	\$425K	\$450K	\$487K	\$434K	\$391K
Avg Sales Price as a % of Avg List Price	97%	97%	97%	97%	96%	96%	97%	97%	98%	97%	97%	96%	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



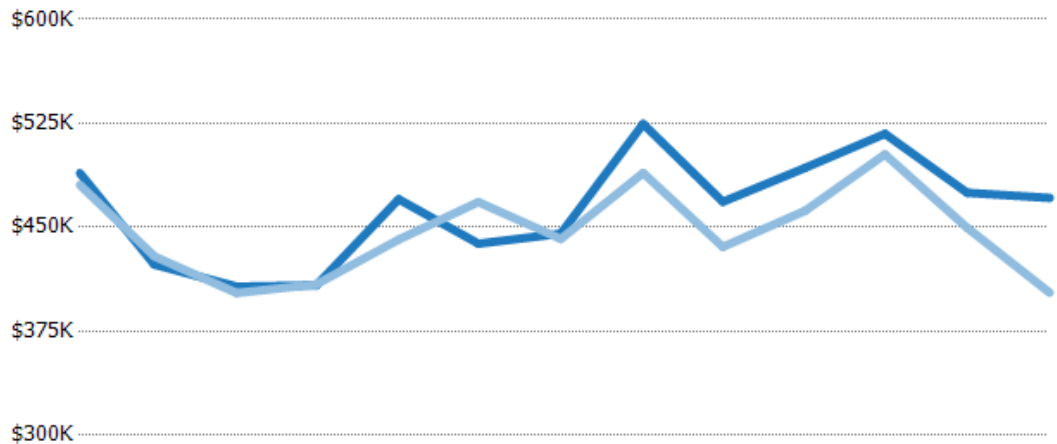
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Median List Price	\$375K	\$397K	\$346K	\$359K	\$415K	\$400K	\$385K	\$427K	\$415K	\$399K	\$387K	\$370K	\$342K
Median Sales Price	\$369K	\$383K	\$344K	\$355K	\$391K	\$388K	\$375K	\$417K	\$411K	\$392K	\$378K	\$365K	\$315K
Med Sales Price as a % of Med List Price	98%	96%	99%	99%	94%	97%	97%	98%	99%	98%	98%	99%	92%

## 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



	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg Est Value	\$489K	\$423K	\$407K	\$408K	\$470K	\$438K	\$445K	\$525K	\$468K	\$493K	\$517K	\$475K	\$471K
Avg Sales Price	\$481K	\$429K	\$403K	\$409K	\$441K	\$468K	\$442K	\$489K	\$436K	\$462K	\$503K	\$450K	\$403K
Avg Sales Price as a % of Avg Est Value	98%	101%	99%	100%	94%	107%	99%	93%	93%	94%	97%	95%	85%

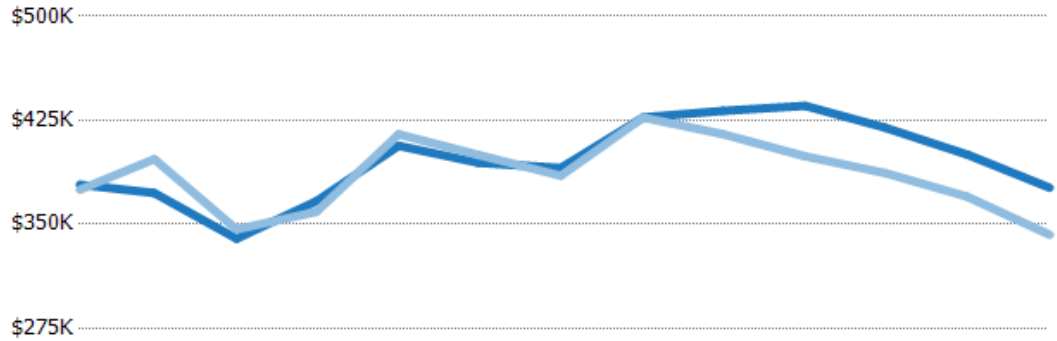


## Median Sales Price vs Median Est Value

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



	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Median Est Value	\$379K	\$373K	\$340K	\$367K	\$407K	\$394K	\$391K	\$427K	\$432K	\$435K	\$420K	\$400K	\$376K
Median Sales Price	\$375K	\$397K	\$346K	\$359K	\$415K	\$400K	\$385K	\$427K	\$415K	\$399K	\$387K	\$370K	\$342K
Med Sales Price as a % of Med Est Value	99%	107%	102%	98%	102%	101%	99%	100%	96%	92%	92%	92%	91%

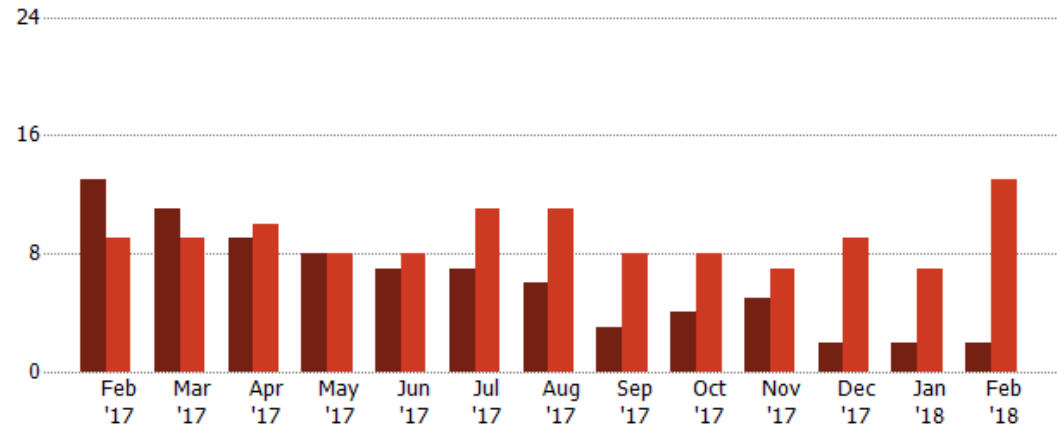
## Distressed Listings

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.
Feb '18	2	-84.6%
Feb '17	13	44.4%
Feb '16	9	144.4%



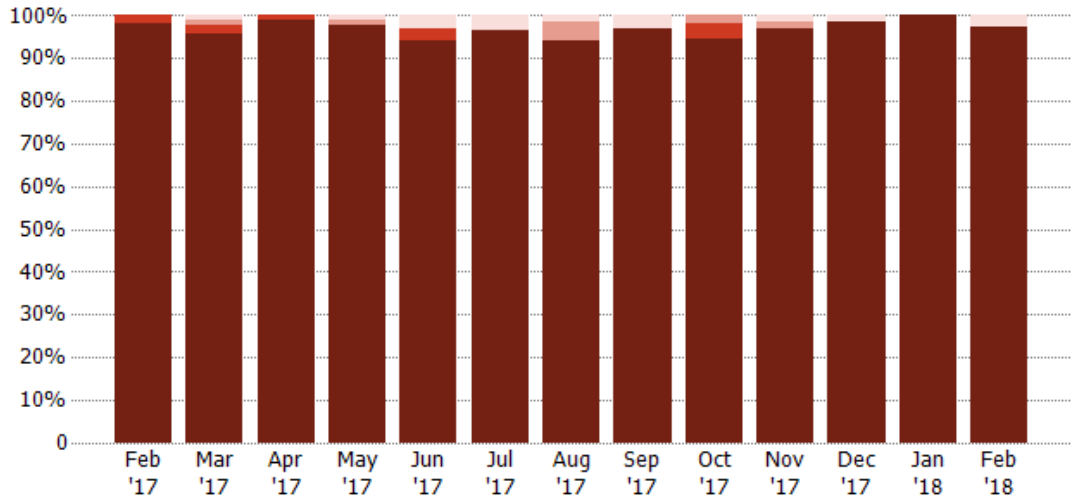
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	13	11	9	8	7	7	6	3	4	5	2	2	2
Prior Year	9	9	10	8	8	11	11	8	8	7	9	7	13
Percent Change from Prior Year	44%	22%	-10%	0%	-13%	-36%	-45%	-63%	-50%	-29%	-78%	-71%	-85%

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

## Listing Activity by ZIP

Feb 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	389	\$287,523,775	\$739,136	\$529,900	\$225	\$208	5	19.02 %



## Sales Activity by ZIP

Feb 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	99	\$56,482,482	74	\$28,897,460	\$402,828	\$342,450	\$189	\$178	62