



2017

# FOUNTAIN HILLS MARKET REPORT

February 2017



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 2017	Feb 2016	+ / -	YTD 2017	YTD 2016	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	147	144	+2.1%	296	289	+2.4%
New Listing Volume	\$75,945,671	\$72,363,620	+5%	\$152,757,761	\$144,934,257	+5.4%
Active Listing Count	476	542	-12.2%	924	1,054	-12.3%
Active Listing Volume	\$302,680,416	\$330,556,117	-8.4%	\$588,161,654	\$640,628,793	-8.2%
Average Listing Price	\$635,883	\$609,882	+4.3%	\$636,539	\$607,807	+4.7%
Median Listing Price	\$482,200	\$439,950	+9.6%	\$476,030	\$444,783	+7%
Average Listing Price per Sq Ft	\$214	\$207	+3.1%	\$214	\$208	+3.2%
Median Listing Price per Sq Ft	\$198	\$190	+4.2%	\$198	\$190	+3.9%
Median Days in RPR	81.5	94	-13.3%	82.24	92.12	-10.7%
Months of Inventory	8.7	7	+23%	6.5	9.9	-34.4%
Absorption Rate	11.55%	14.21%	-2.7%	15.48%	10.15%	+5.3%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	95	88	+8%	177	185	-4.3%
New Pending Sales Volume	\$42,279,695	\$36,165,357	+16.9%	\$77,390,695	\$68,780,101	+12.5%
Pending Sales Count	93	91	+2.2%	166	178	-6.7%
Pending Sales Volume	\$45,278,195	\$34,934,977	+29.6%	\$80,993,995	\$69,483,726	+16.6%
Closed Sales Count	56	66	-15.2%	111	143	-22.4%
Closed Sales Volume	\$26,033,500	\$27,703,230	-6%	\$46,814,400	\$53,608,379	-12.7%
Average Sales Price	\$464,884	\$419,746	+10.8%	\$421,751	\$374,884	+12.5%
Median Sales Price	\$368,700	\$299,225	+23.2%	\$355,966	\$304,488	+16.9%
Average Sales Price per Sq Ft	\$193	\$190	+1.6%	\$188	\$181	+4.4%
Median Sales Price per Sq Ft	\$184	\$179	+2.5%	\$178	\$176	+1.3%
<b>Distressed Charts Metrics</b>						
Distressed Listing Count	13	9	+44.4%	20	19	+5.3%

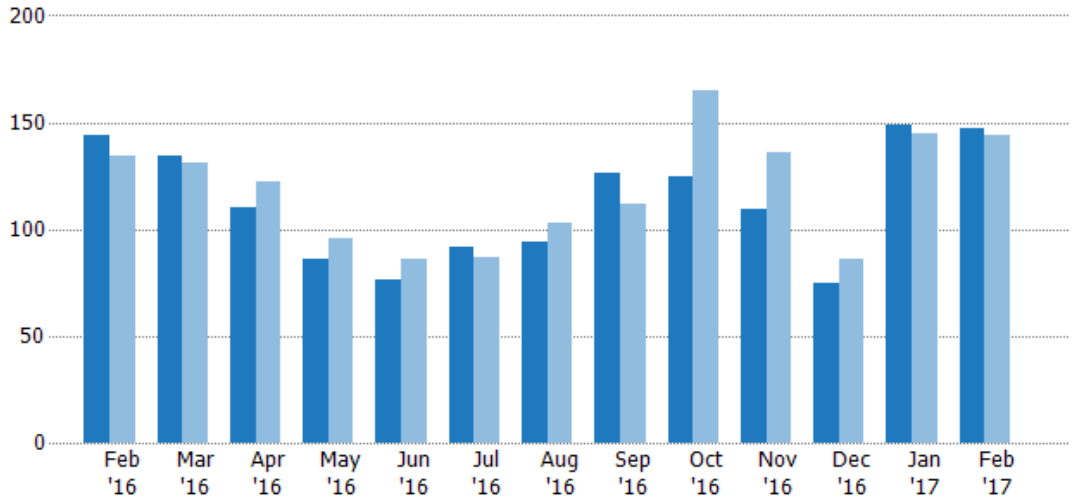
## New Listings

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 '17	147	2.1%
Feb '16	144	7.5%
Feb '15	134	-8.2%



Current Year	144	134	110	86	76	92	94	126	125	109	75	149	147
Prior Year	134	131	122	96	86	87	103	112	165	136	86	145	144
Percent Change from Prior Year	7%	2%	-10%	-10%	-12%	6%	-9%	13%	-24%	-20%	-13%	3%	2%

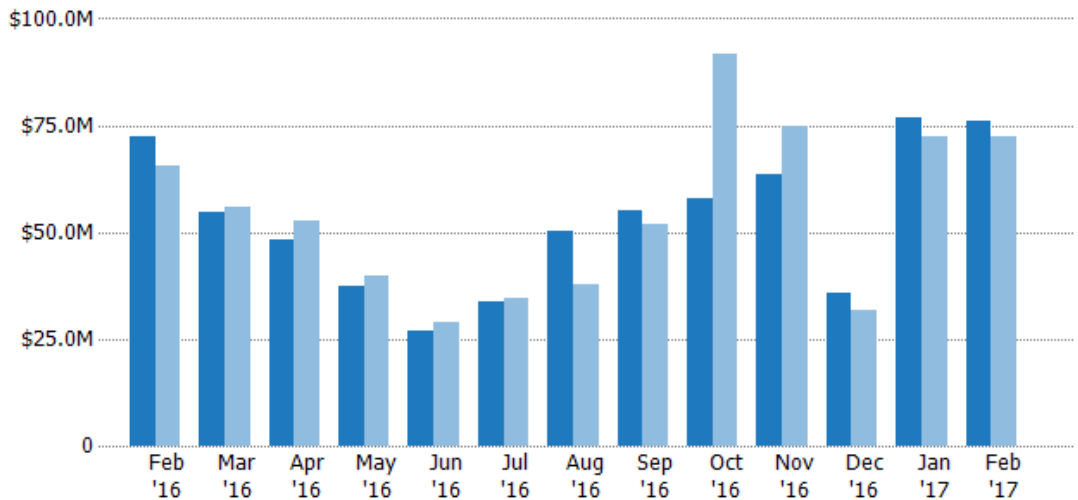
## New Listing Volume

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 '17	\$75.9M	5%
Feb '16	\$72.4M	10.1%
Feb '15	\$65.7M	-3.6%



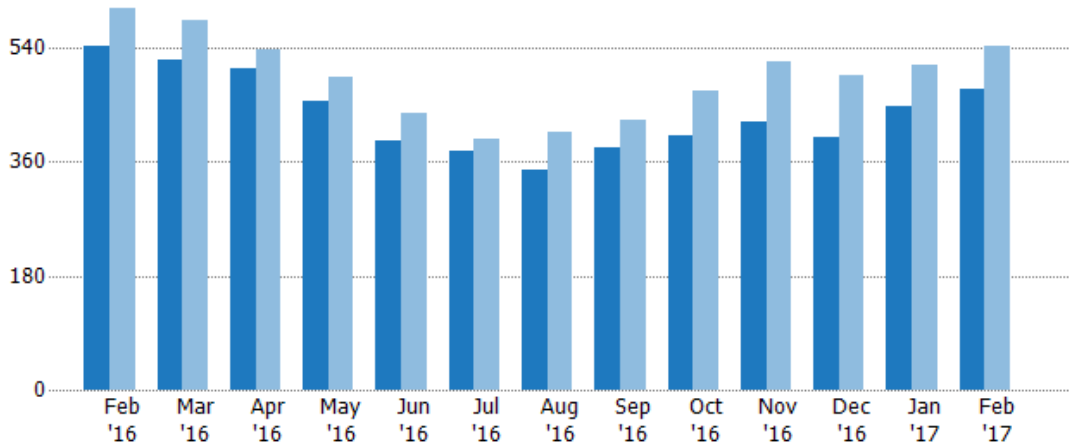
Current Year	\$72.4M	\$54.7M	\$48.2M	\$37.4M	\$26.7M	\$33.6M	\$50.1M	\$55.1M	\$58M	\$63.5M	\$35.7M	\$76.8M	\$75.9M
Prior Year	\$65.7M	\$55.9M	\$52.7M	\$39.6M	\$29.1M	\$34.5M	\$37.9M	\$52M	\$91.9M	\$75M	\$31.9M	\$72.6M	\$72.4M
Percent Change from Prior Year	10%	-2%	-8%	-5%	-8%	-3%	32%	6%	-37%	-15%	12%	6%	5%

## 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 '17	476	-12.2%
Feb '16	542	-9.8%
Feb '15	601	-10.1%

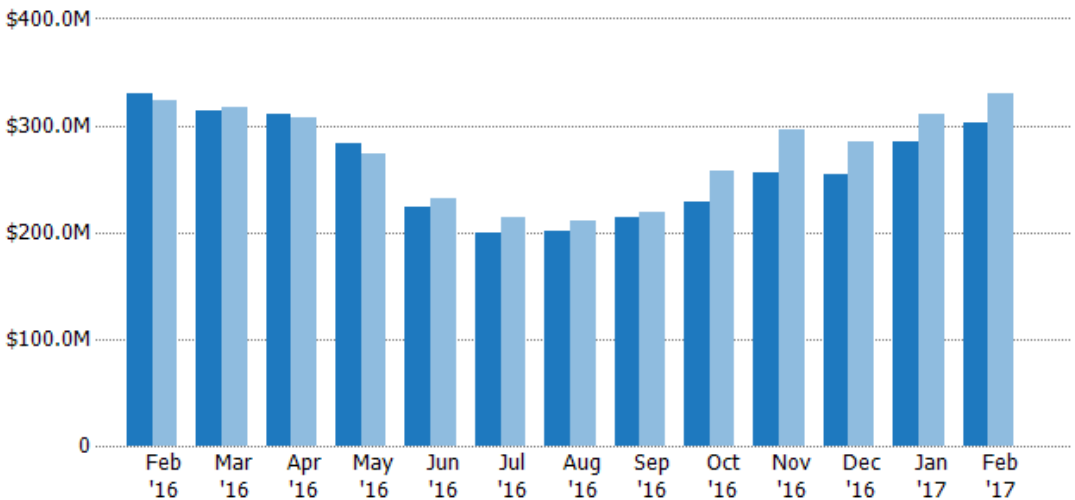
	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17
Current Year	542	522	508	455	393	377	347	382	401	423	398	448	476
Prior Year	601	582	537	494	437	397	407	425	473	519	496	512	542
Percent Change from Prior Year	-10%	-10%	-5%	-8%	-10%	-5%	-15%	-10%	-15%	-18%	-20%	-13%	-12%

## 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 '17	\$303M	-8.4%
Feb '16	\$331M	2.2%
Feb '15	\$324M	-18.5%

	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17
Current Year	\$331M	\$314M	\$310M	\$283M	\$224M	\$200M	\$202M	\$213M	\$229M	\$256M	\$253M	\$285M	\$303M
Prior Year	\$324M	\$317M	\$306M	\$274M	\$231M	\$213M	\$210M	\$218M	\$257M	\$296M	\$285M	\$310M	\$331M
Percent Change from Prior Year	2%	-1%	1%	3%	-3%	-6%	-4%	-2%	-11%	-13%	-11%	-8%	-8%

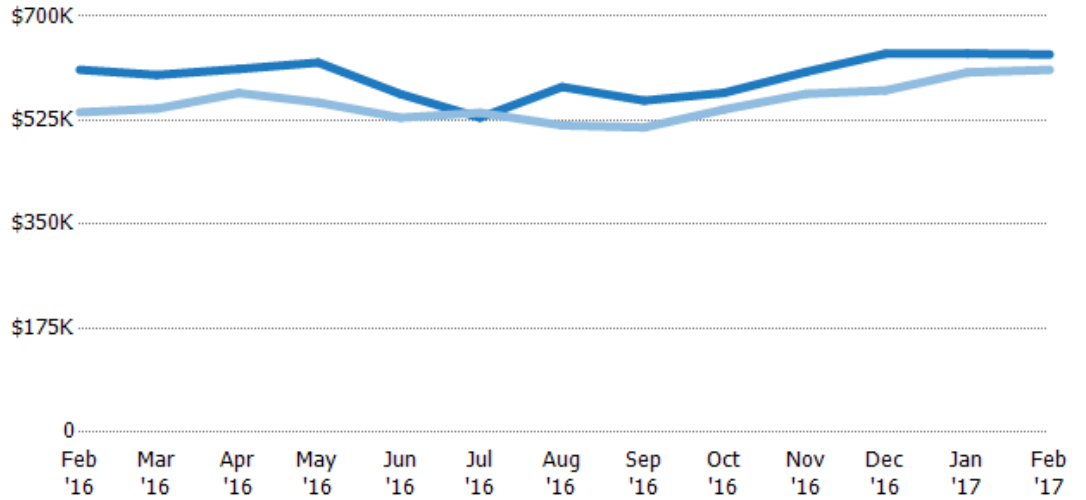
## Average Listing Price

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 '17	\$636K	4.3%
Feb '16	\$610K	13.3%
Feb '15	\$538K	-9.3%



Current Year	\$610K	\$601K	\$611K	\$622K	\$569K	\$530K	\$581K	\$558K	\$571K	\$606K	\$637K	\$637K	\$636K
Prior Year	\$538K	\$544K	\$571K	\$555K	\$529K	\$538K	\$516K	\$513K	\$543K	\$569K	\$575K	\$606K	\$610K
Percent Change from Prior Year	13%	10%	7%	12%	8%	-2%	13%	9%	5%	6%	11%	5%	4%

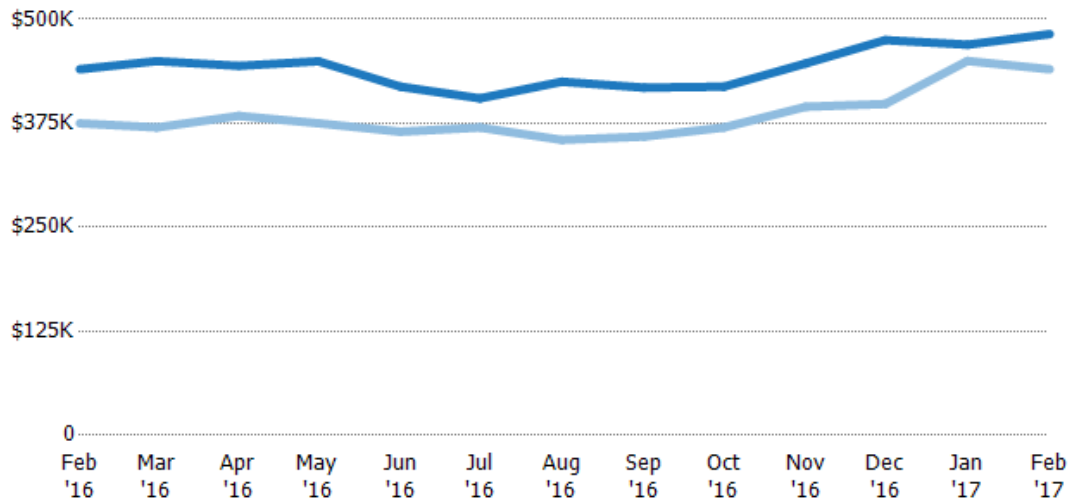
## Median Listing Price

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 '17	\$482K	9.6%
Feb '16	\$440K	17.3%
Feb '15	\$375K	-6.7%



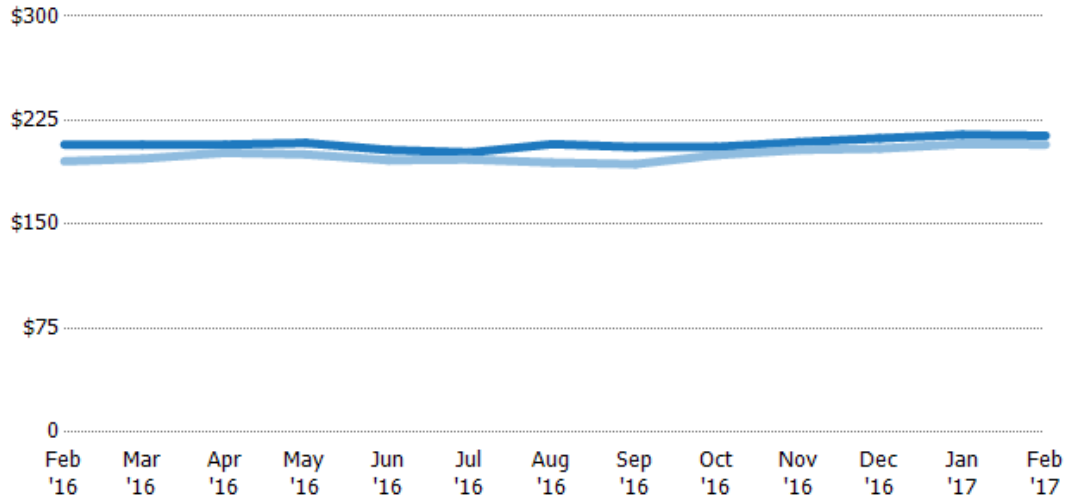
Current Year	\$440K	\$450K	\$444K	\$450K	\$419K	\$405K	\$425K	\$418K	\$419K	\$447K	\$475K	\$469K	\$482K
Prior Year	\$375K	\$370K	\$384K	\$375K	\$365K	\$370K	\$355K	\$359K	\$370K	\$395K	\$398K	\$450K	\$440K
Percent Change from Prior Year	17%	22%	16%	20%	15%	9%	20%	16%	13%	13%	19%	4%	10%

## 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



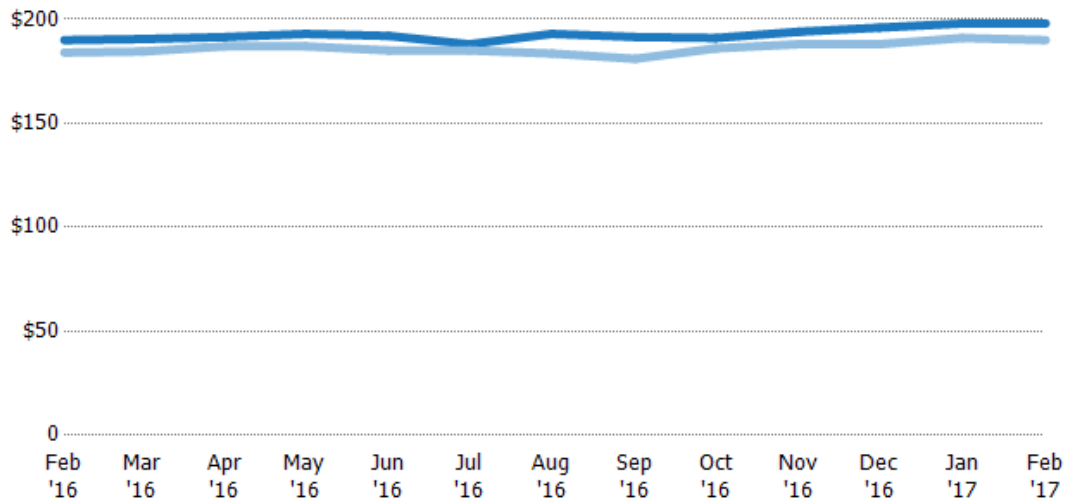
	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17
Current Year	\$207	\$207	\$207	\$209	\$204	\$202	\$208	\$206	\$206	\$209	\$212	\$215	\$214
Prior Year	\$195	\$197	\$202	\$200	\$196	\$197	\$194	\$193	\$200	\$204	\$205	\$208	\$207
Percent Change from Prior Year	6%	5%	3%	4%	4%	3%	7%	6%	3%	3%	4%	3%	3%

## 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



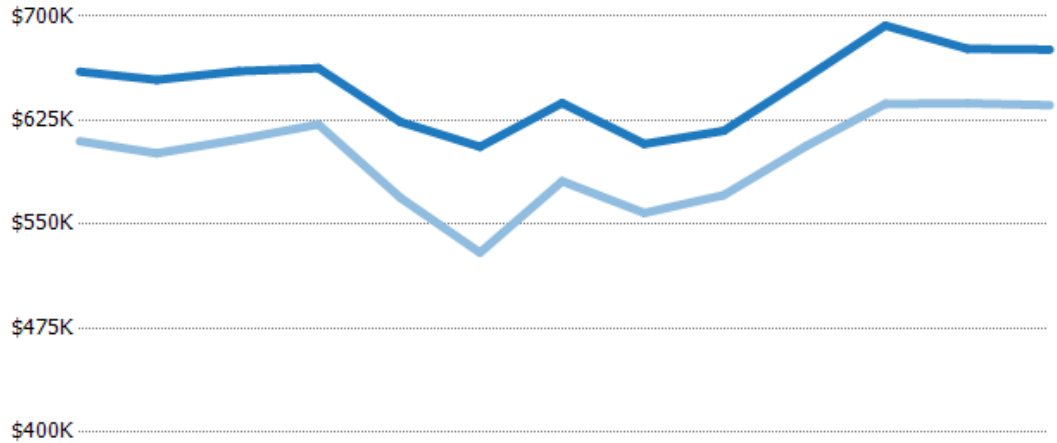
	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17
Current Year	\$190	\$191	\$192	\$193	\$192	\$188	\$193	\$192	\$191	\$194	\$196	\$198	\$198
Prior Year	\$184	\$185	\$187	\$187	\$185	\$185	\$184	\$181	\$186	\$188	\$188	\$191	\$190
Percent Change from Prior Year	3%	3%	2%	3%	4%	2%	5%	6%	3%	3%	4%	4%	4%

## 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



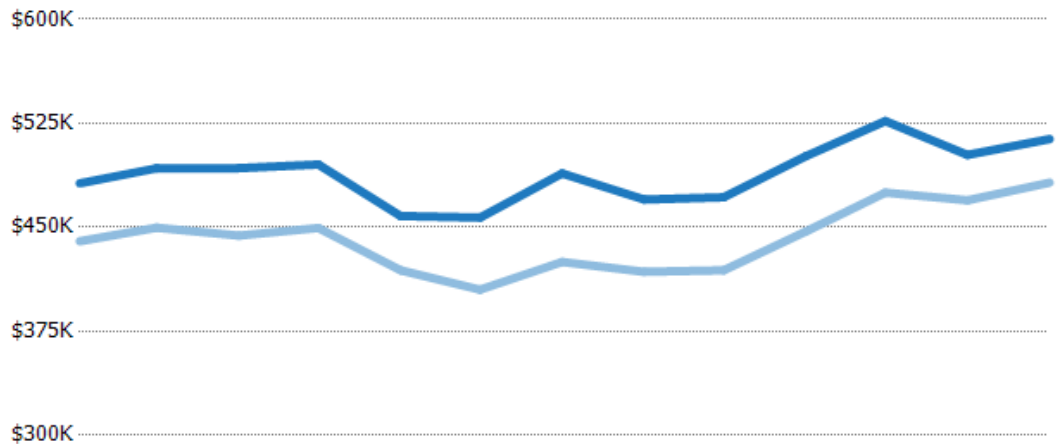
	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17
Avg Est Value	\$660K	\$654K	\$660K	\$663K	\$624K	\$606K	\$637K	\$608K	\$617K	\$656K	\$693K	\$677K	\$676K
Avg Listing Price	\$610K	\$601K	\$611K	\$622K	\$569K	\$530K	\$581K	\$558K	\$571K	\$606K	\$637K	\$637K	\$636K
Avg Listing Price as a % of Avg Est Value	92%	92%	93%	94%	91%	87%	91%	92%	92%	92%	92%	94%	94%

## 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 '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17
Median Est Value	\$482K	\$493K	\$493K	\$495K	\$458K	\$457K	\$489K	\$470K	\$472K	\$501K	\$527K	\$502K	\$514K
Median Listing Price	\$440K	\$450K	\$444K	\$450K	\$419K	\$405K	\$425K	\$418K	\$419K	\$447K	\$475K	\$469K	\$482K
Med Listing Price as a % of Med Est Value	91%	91%	90%	91%	91%	89%	87%	89%	89%	89%	90%	93%	94%

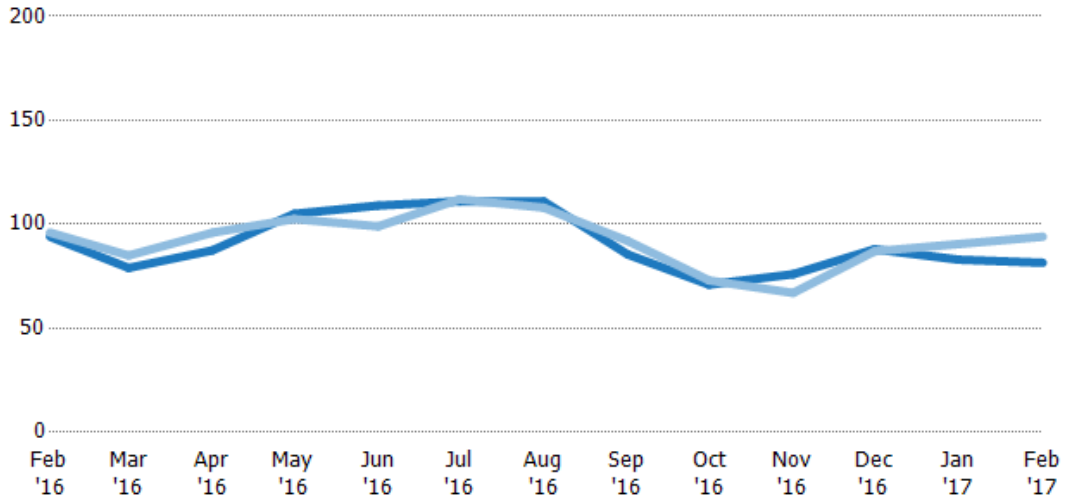
## Median Days in RPR

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 '17	81.5	-13.3%
Feb '16	94	-2.1%
Feb '15	96	2.1%



Current Year	94	79	87.5	105	109	111	111	85.5	71	76	88	83	81.5
Prior Year	96	85	96	103	99	112	108	92	73	67	87	90.5	94
Percent Change from Prior Year	-2%	-7%	-9%	2%	10%	-1%	3%	-7%	-3%	13%	1%	-8%	-13%

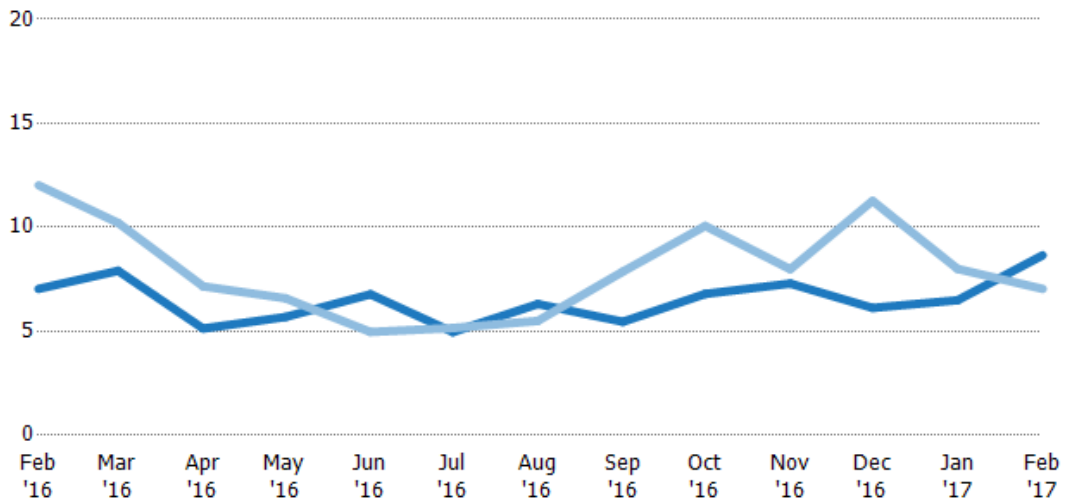
## Months of Inventory

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 '17	8.65	23%
Feb '16	7.04	-41.4%
Feb '15	12	-8.3%



Current Year	7.04	7.91	5.13	5.69	6.78	4.96	6.31	5.46	6.8	7.29	6.12	6.49	8.65
Prior Year	12	10.2	7.16	6.59	4.97	5.16	5.5	7.87	10.1	7.98	11.3	8	7.04
Percent Change from Prior Year	-41%	-23%	-28%	-14%	36%	-4%	15%	-31%	-32%	-9%	-46%	-19%	23%



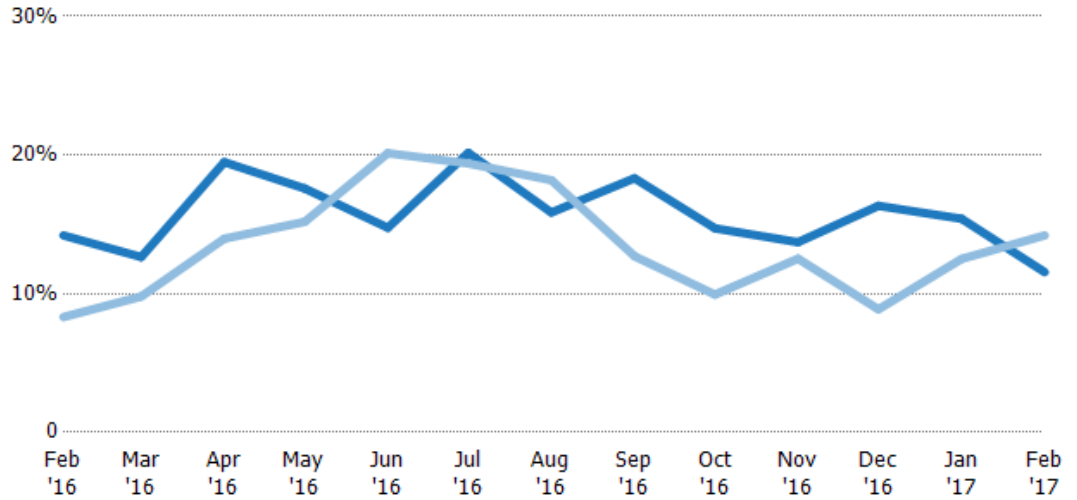
## Absorption Rate

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 '17	12%	2.7%
Feb '16	14%	-5.9%
Feb '15	8%	9.1%



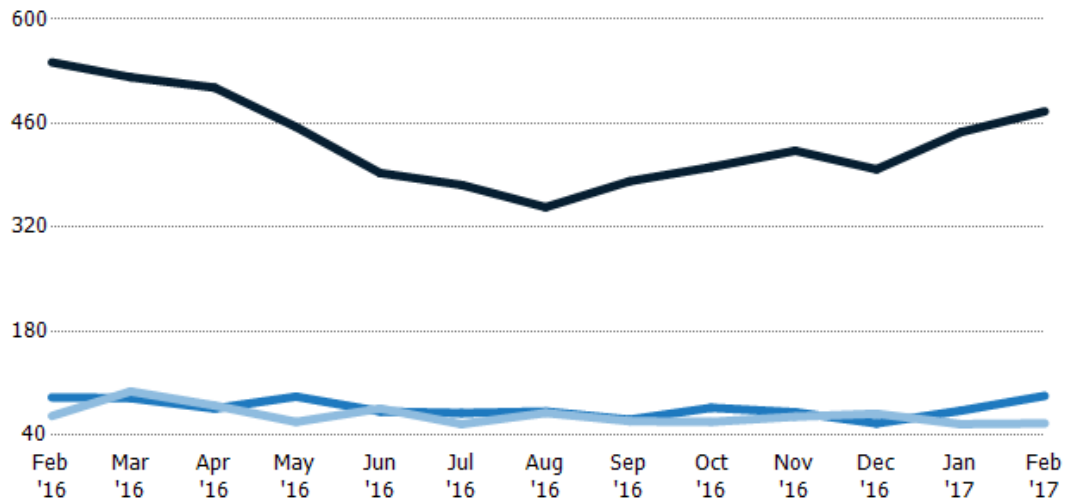
Current Year	14%	13%	19%	18%	15%	20%	16%	18%	15%	14%	16%	15%	12%
Prior Year	8%	10%	14%	15%	20%	19%	18%	13%	10%	13%	9%	13%	14%
Change from Prior Year	-6%	-3%	-6%	-2%	5%	-1%	2%	-6%	-5%	-1%	-7%	-3%	3%

## 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	542	522	508	455	393	377	347	382	401	423	398	448	476
Pending	91	90	76	92	72	70	72	61	77	71	56	73	93
Sold	66	99	80	58	76	55	70	59	58	65	69	55	56

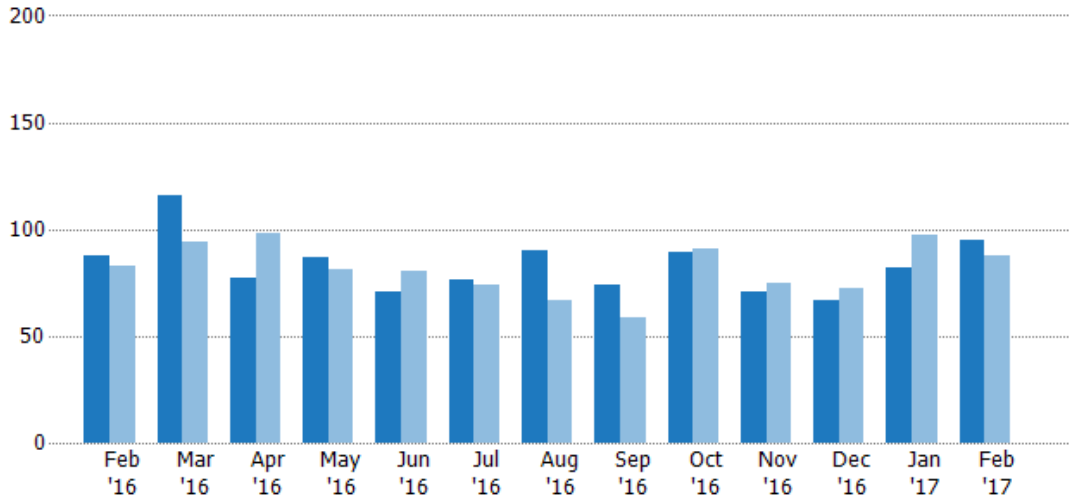
## New Pending Sales

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 '17	95	8%
Feb '16	88	6%
Feb '15	83	-13.3%



Current Year	88	116	77	87	71	76	90	74	89	71	67	82	95
Prior Year	83	94	98	81	80	74	67	59	91	75	72	97	88
Percent Change from Prior Year	6%	23%	-21%	7%	-11%	3%	34%	25%	-2%	-5%	-7%	-15%	8%

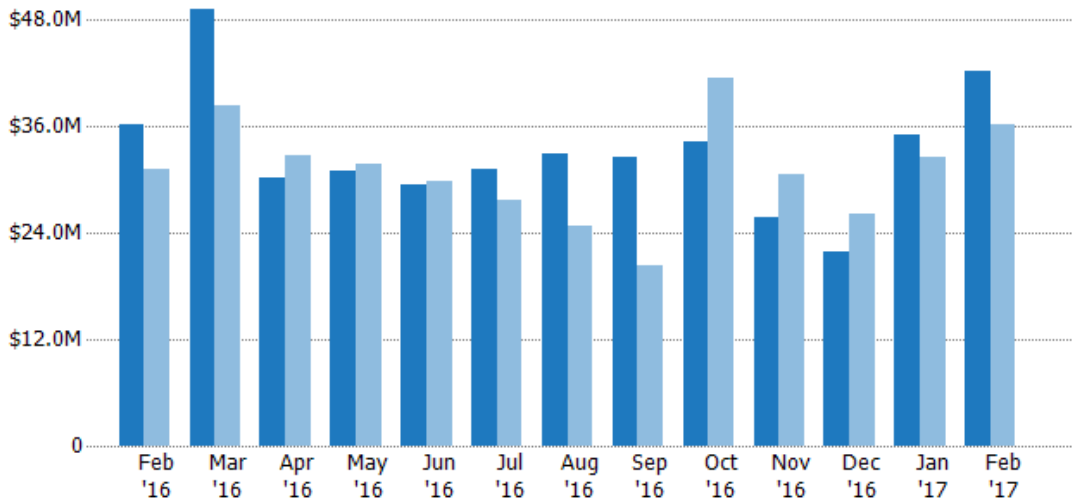
## New Pending Sales Volume

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 '17	\$42.3M	16.9%
Feb '16	\$36.2M	16.3%
Feb '15	\$31.1M	9.5%



Current Year	\$36.2M	\$49.2M	\$30.2M	\$31M	\$29.5M	\$31.3M	\$33M	\$32.5M	\$34.4M	\$25.8M	\$21.8M	\$35.1M	\$42.3M
Prior Year	\$31.1M	\$38.4M	\$32.7M	\$31.8M	\$29.8M	\$27.6M	\$24.7M	\$20.3M	\$41.4M	\$30.6M	\$26.1M	\$32.6M	\$36.2M
Percent Change from Prior Year	16%	28%	-8%	-3%	-1%	13%	34%	60%	-17%	-16%	-17%	8%	17%

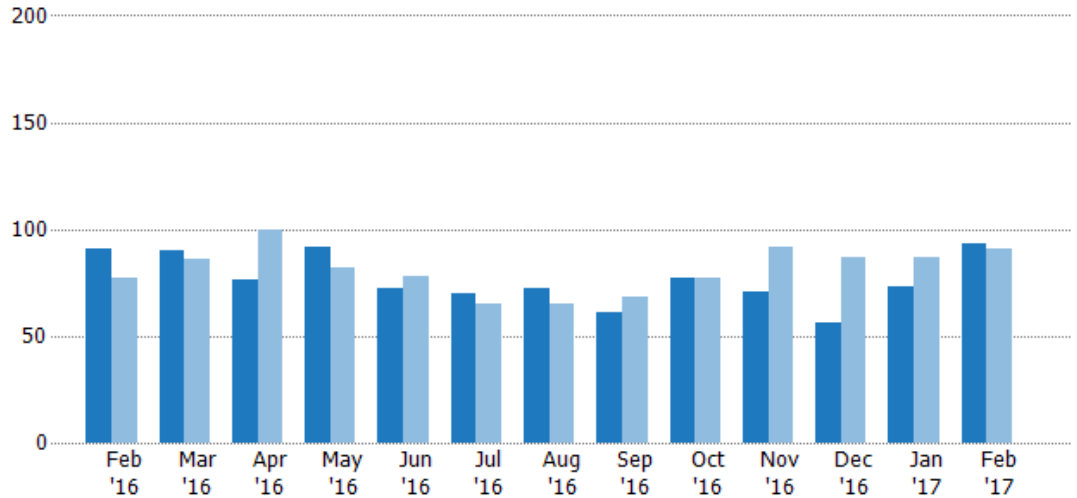
## Pending Sales

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 '17	93	2.2%
Feb '16	91	18.2%
Feb '15	77	-3.9%



Current Year	91	90	76	92	72	70	72	61	77	71	56	73	93
Prior Year	77	86	100	82	78	65	65	68	77	92	87	87	91
Percent Change from Prior Year	18%	5%	-24%	12%	-8%	8%	11%	-10%	0%	-23%	-36%	-16%	2%

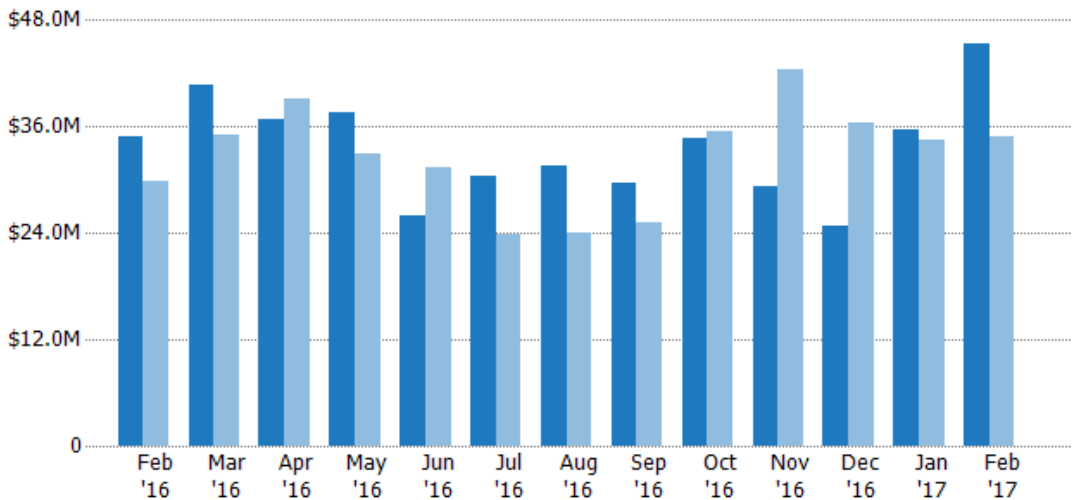
## Pending Sales Volume

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 '17	\$45.3M	29.6%
Feb '16	\$34.9M	17.4%
Feb '15	\$29.8M	18.9%



Current Year	\$34.9M	\$40.6M	\$36.9M	\$37.6M	\$26M	\$30.5M	\$31.6M	\$29.6M	\$34.6M	\$29.2M	\$24.8M	\$35.7M	\$45.3M
Prior Year	\$29.8M	\$35M	\$39.1M	\$33M	\$31.4M	\$23.9M	\$24M	\$25.1M	\$35.4M	\$42.4M	\$36.5M	\$34.5M	\$34.9M
Percent Change from Prior Year	17%	16%	-6%	14%	-17%	28%	32%	18%	-2%	-31%	-32%	3%	30%

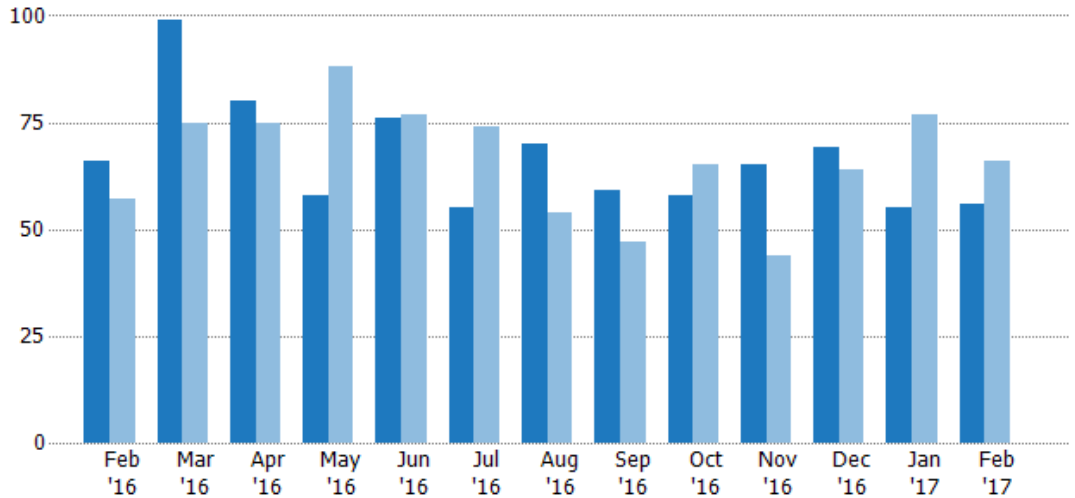
## Closed Sales

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 '17	56	-15.2%
Feb '16	66	15.8%
Feb '15	57	-8.8%



Current Year	66	99	80	58	76	55	70	59	58	65	69	55	56
Prior Year	57	75	75	88	77	74	54	47	65	44	64	77	66
Percent Change from Prior Year	16%	32%	7%	-34%	-1%	-26%	30%	26%	-11%	48%	8%	-29%	-15%

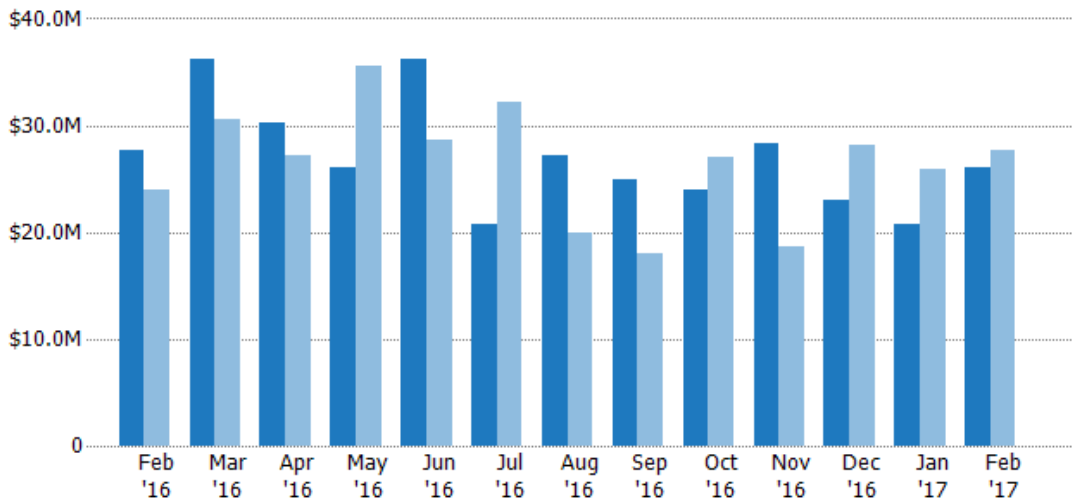
## Closed Sales Volume

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 '17	\$26M	-6%
Feb '16	\$27.7M	15.5%
Feb '15	\$24M	-21.8%



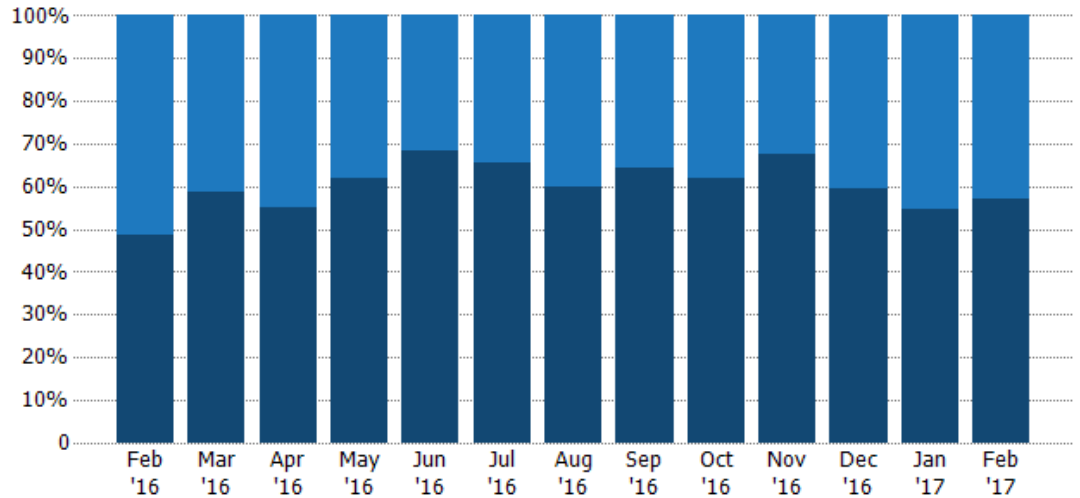
Current Year	\$27.7M	\$36.2M	\$30.2M	\$26M	\$36.2M	\$20.7M	\$27.2M	\$25M	\$23.9M	\$28.4M	\$22.9M	\$20.8M	\$26M
Prior Year	\$24M	\$30.5M	\$27.3M	\$35.6M	\$28.6M	\$32.2M	\$20M	\$18M	\$27M	\$18.6M	\$28.1M	\$25.9M	\$27.7M
Percent Change from Prior Year	16%	19%	11%	-27%	27%	-36%	37%	39%	-11%	52%	-18%	-20%	-6%

## 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	52%	41%	45%	38%	32%	35%	40%	36%	38%	32%	41%	45%	43%
Single Family Residence	48%	59%	55%	62%	68%	65%	60%	64%	62%	68%	59%	55%	57%

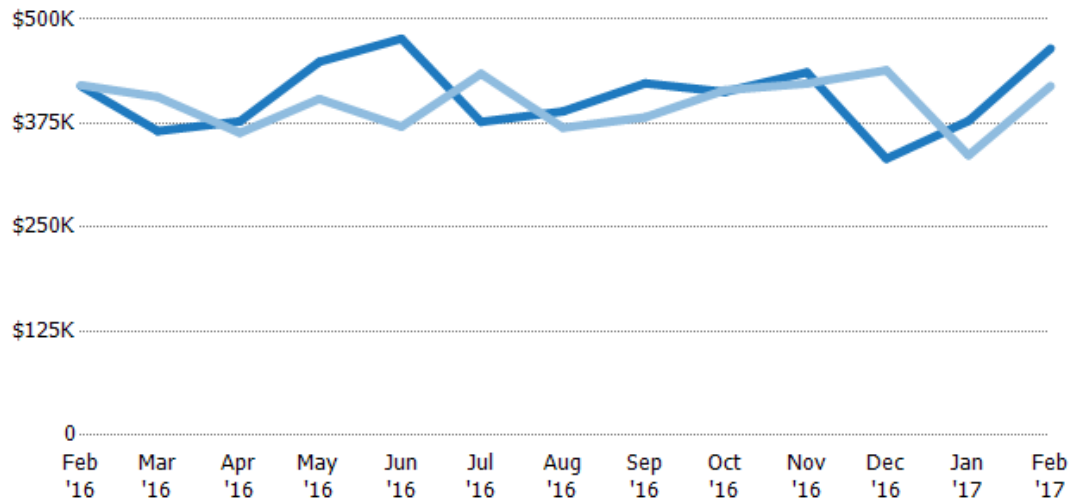
## Average Sales Price

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

Month/Year	Price	% Chg.
Feb '17	\$465K	10.8%
Feb '16	\$420K	-0.2%
Feb '15	\$421K	-14.3%



Current Year	\$420K	\$366K	\$377K	\$449K	\$477K	\$377K	\$389K	\$423K	\$413K	\$436K	\$332K	\$378K	\$465K
Prior Year	\$421K	\$407K	\$363K	\$404K	\$371K	\$435K	\$370K	\$382K	\$415K	\$423K	\$439K	\$336K	\$420K
Percent Change from Prior Year	0%	-10%	4%	11%	29%	-13%	5%	11%	0%	3%	-24%	12%	11%

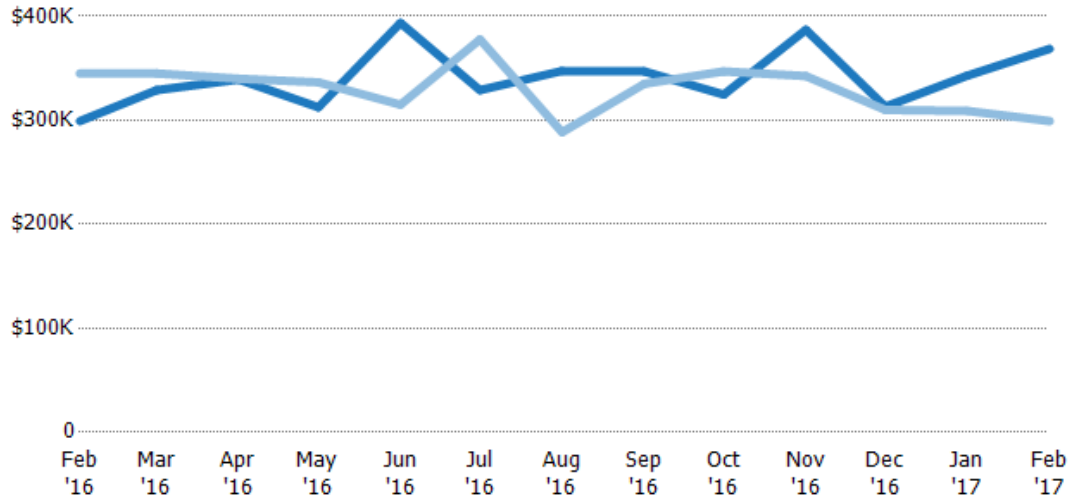
## Median Sales Price

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 '17	\$369K	23.2%
Feb '16	\$299K	-13.3%
Feb '15	\$345K	-7.3%



Current Year	\$299K	\$329K	\$339K	\$313K	\$394K	\$329K	\$347K	\$347K	\$325K	\$387K	\$313K	\$343K	\$369K
Prior Year	\$345K	\$345K	\$340K	\$337K	\$315K	\$378K	\$289K	\$335K	\$347K	\$343K	\$310K	\$309K	\$299K
Percent Change from Prior Year	-13%	-5%	0%	-7%	25%	-13%	20%	4%	-6%	13%	1%	11%	23%

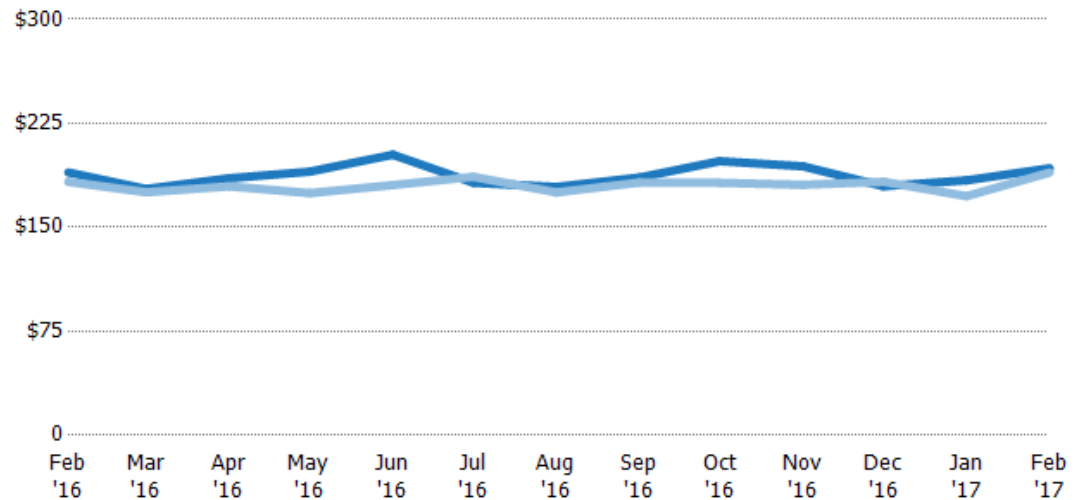
## Average Sales Price per Sq Ft

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 '17	\$193	1.6%
Feb '16	\$190	3.7%
Feb '15	\$183	-10.1%



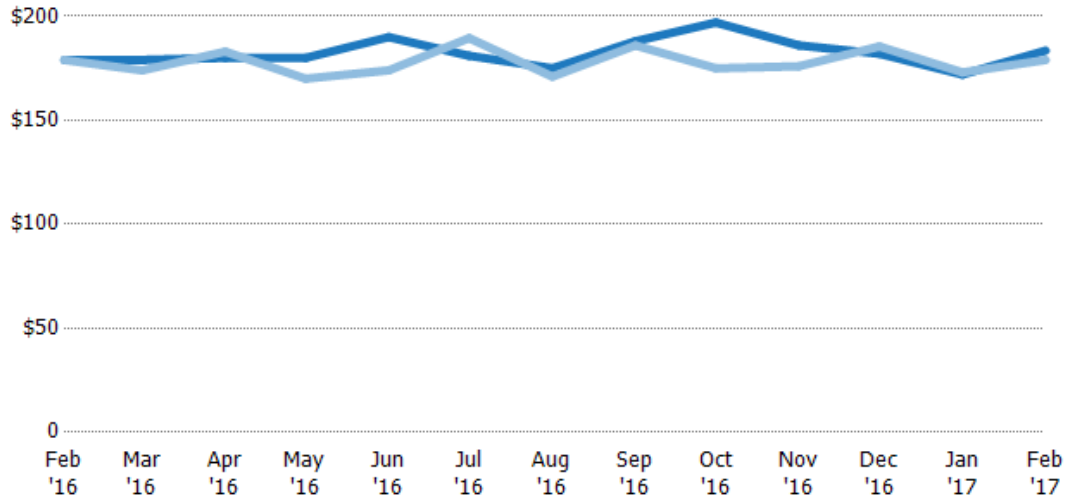
Current Year	\$190	\$178	\$185	\$190	\$202	\$182	\$179	\$186	\$198	\$194	\$180	\$184	\$193
Prior Year	\$183	\$175	\$180	\$175	\$180	\$186	\$175	\$182	\$182	\$181	\$183	\$172	\$190
Percent Change from Prior Year	4%	1%	3%	9%	12%	-2%	2%	2%	9%	7%	-2%	7%	2%

## 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



Month/Year	Price/sq ft	% Chg.
Feb '17	\$184	2.5%
Feb '16	\$179	0%
Feb '15	\$179	-7.8%

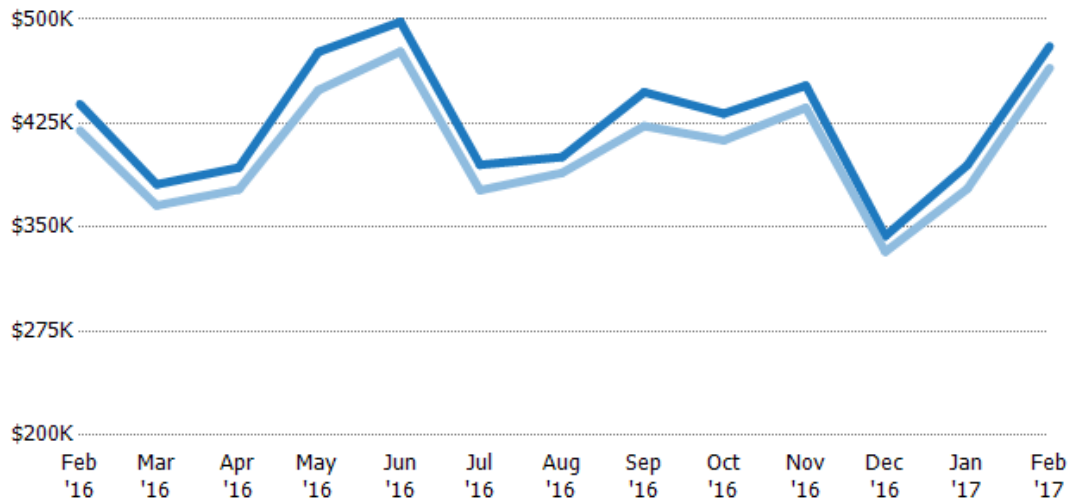
	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17
Current Year	\$179	\$179	\$180	\$180	\$190	\$181	\$175	\$188	\$197	\$186	\$182	\$172	\$184
Prior Year	\$179	\$174	\$183	\$170	\$174	\$190	\$171	\$186	\$175	\$176	\$186	\$173	\$179
Percent Change from Prior Year	0%	3%	-2%	6%	9%	-4%	2%	1%	13%	6%	-2%	-1%	3%

## 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



Month/Year	Avg List Price	Avg Sales Price	Avg Sales Price as a % of Avg List Price
Feb '17	\$481K	\$465K	97%
Feb '16	\$420K	\$377K	96%
Feb '15	\$420K	\$377K	96%

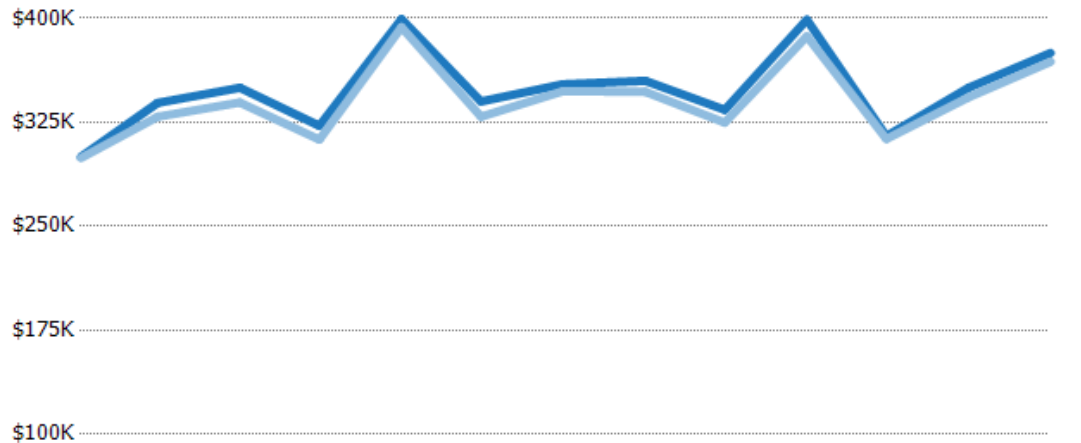
Month/Year	Avg List Price	Avg Sales Price	Avg Sales Price as a % of Avg List Price
Feb '17	\$481K	\$465K	97%
Feb '16	\$420K	\$377K	96%
Feb '15	\$420K	\$377K	96%

## 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



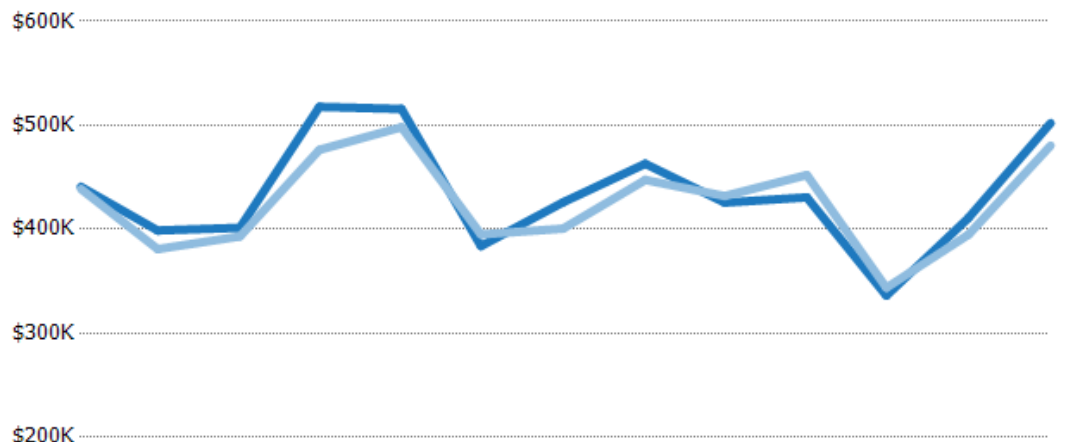
	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17
Median List Price	\$300K	\$339K	\$350K	\$322K	\$399K	\$340K	\$352K	\$355K	\$334K	\$399K	\$315K	\$350K	\$375K
Median Sales Price	\$299K	\$329K	\$339K	\$313K	\$394K	\$329K	\$347K	\$347K	\$325K	\$387K	\$313K	\$343K	\$369K
Med Sales Price as a % of Med List Price	100%	97%	97%	97%	99%	97%	99%	98%	97%	97%	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: Fountain Hills, Arizona  
Saved Area  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17
Avg Est Value	\$441K	\$399K	\$401K	\$518K	\$516K	\$384K	\$426K	\$463K	\$426K	\$431K	\$336K	\$411K	\$502K
Avg Sales Price	\$439K	\$381K	\$393K	\$476K	\$498K	\$395K	\$401K	\$447K	\$432K	\$452K	\$344K	\$395K	\$481K
Avg Sales Price as a % of Avg Est Value	100%	96%	98%	92%	97%	103%	94%	97%	101%	105%	102%	96%	96%

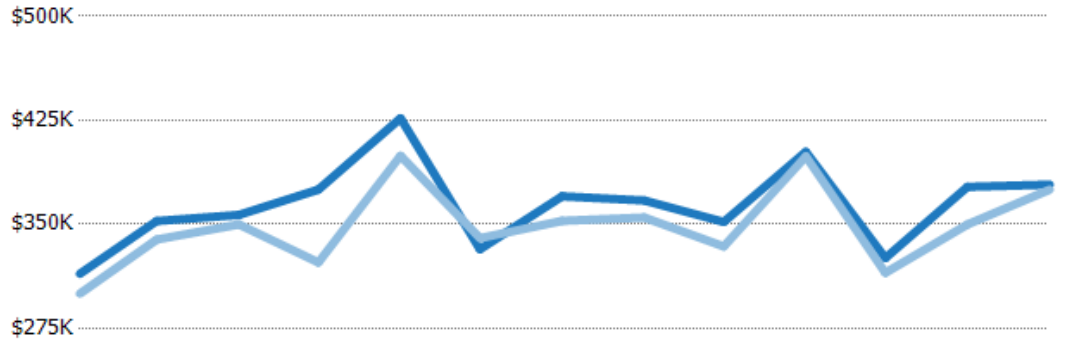


## Median Sales Price vs Median Est Value

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 '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17
Median Est Value	\$314K	\$352K	\$357K	\$375K	\$426K	\$332K	\$370K	\$367K	\$352K	\$402K	\$326K	\$377K	\$379K
Median Sales Price	\$300K	\$339K	\$350K	\$322K	\$399K	\$340K	\$352K	\$355K	\$334K	\$399K	\$315K	\$350K	\$375K
Med Sales Price as a % of Med Est Value	95%	96%	98%	86%	94%	102%	95%	97%	95%	99%	97%	93%	99%

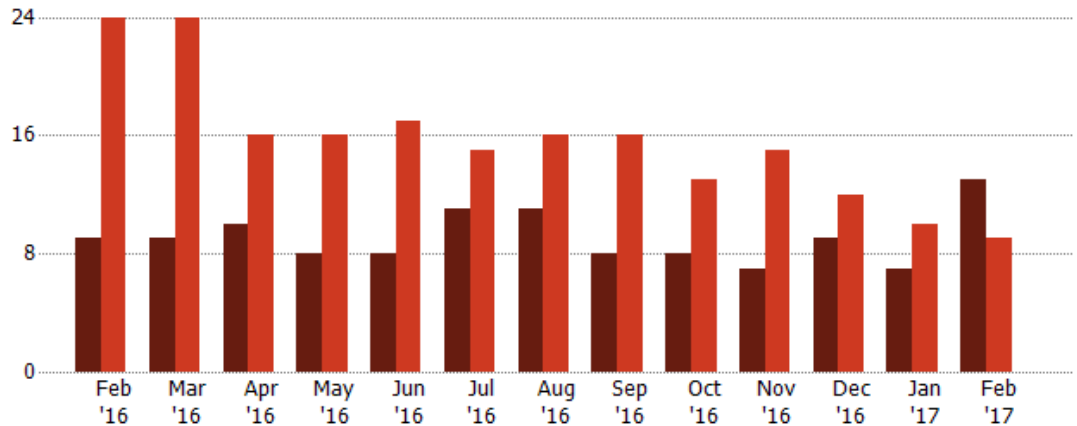
## Distressed Listings

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 '17	13	44.4%
Feb '16	9	-62.5%
Feb '15	24	-29.2%



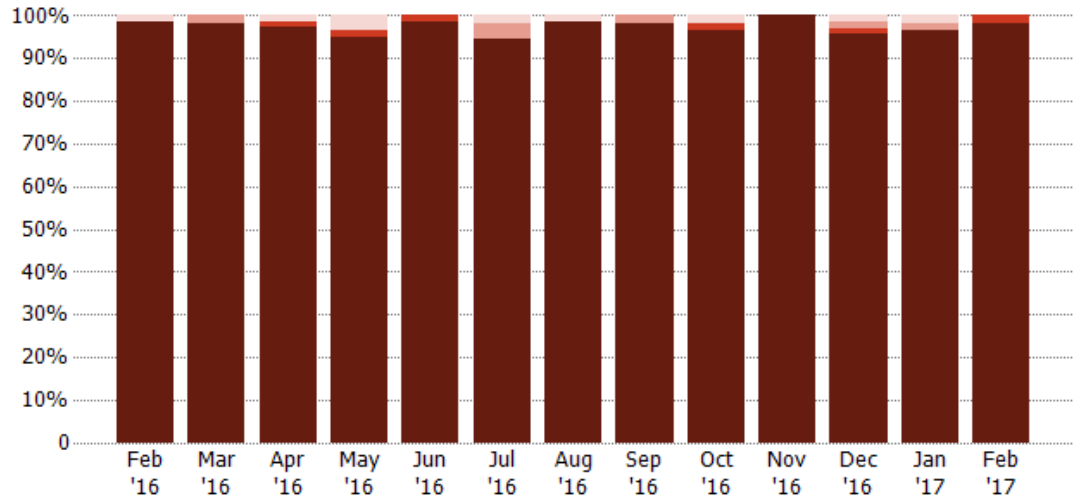
	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17
Current Year	9	9	10	8	8	11	11	8	8	7	9	7	13
Prior Year	24	24	16	16	17	15	16	16	13	15	12	10	9
Percent Change from Prior Year	-63%	-63%	-38%	-50%	-53%	-27%	-31%	-50%	-38%	-53%	-25%	-30%	44%

## 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



	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17
Pre-Foreclosure	2%	-	1%	3%	-	2%	1%	-	2%	-	1%	2%	-
Short Sale	-	2%	-	-	-	4%	-	2%	-	-	1%	2%	-
Foreclosure	-	-	1%	2%	1%	-	-	-	2%	-	1%	-	2%
Non-Distressed	98%	98%	98%	95%	99%	95%	99%	98%	97%	100%	96%	96%	98%

## 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