



2017

# FOUNTAIN HILLS MARKET REPORT

June 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	Jun 2017	Jun 2016	+ / -	YTD 2017	YTD 2016	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	76	76	+/-	700	695	+0.7%
New Listing Volume	\$35,851,184	\$30,704,919	+16.8%	\$353,930,435	\$318,420,593	+11.2%
Active Listing Count	311	396	-21.5%	2,516	2,946	-14.6%
Active Listing Volume	\$244,307,574	\$230,124,748	+6.2%	\$1,758,409,446	\$1,797,960,091	-2.2%
Average Listing Price	\$785,555	\$581,123	+35.2%	\$698,891	\$610,306	+14.5%
Median Listing Price	\$555,000	\$422,400	+31.4%	\$510,707	\$446,096	+14.5%
Average Listing Price per Sq Ft	\$228	\$205	+11.6%	\$219	\$208	+5.5%
Median Listing Price per Sq Ft	\$211	\$193	+9.3%	\$202	\$192	+5.3%
Median Days in RPR	91	109	-16.5%	85.51	93.15	-8.2%
Months of Inventory	3.3	6.8	-51.5%	5.5	7	-20.9%
Absorption Rate	30.23%	14.65%	+15.6%	18.16%	14.36%	+3.8%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	77	70	+10%	567	536	+5.8%
New Pending Sales Volume	\$33,872,482	\$29,097,544	+16.4%	\$236,374,706	\$208,870,556	+13.2%
Pending Sales Count	84	72	+16.7%	510	509	+0.2%
Pending Sales Volume	\$42,721,181	\$26,030,544	+64.1%	\$244,585,377	\$211,121,228	+15.9%
Closed Sales Count	69	76	-9.2%	453	457	-0.9%
Closed Sales Volume	\$29,310,218	\$36,229,949	-19.1%	\$184,368,238	\$182,802,260	+0.9%
Average Sales Price	\$424,786	\$476,710	-10.9%	\$406,994	\$400,005	+1.7%
Median Sales Price	\$391,450	\$393,650	-0.6%	\$362,095	\$331,750	+9.1%
Average Sales Price per Sq Ft	\$196	\$202	-3.1%	\$192	\$186	+2.9%
Median Sales Price per Sq Ft	\$196	\$190	+3.2%	\$185	\$180	+2.6%
<b>Distressed Charts Metrics</b>						
Distressed Listing Count	4	8	-50%	53	54	-1.9%

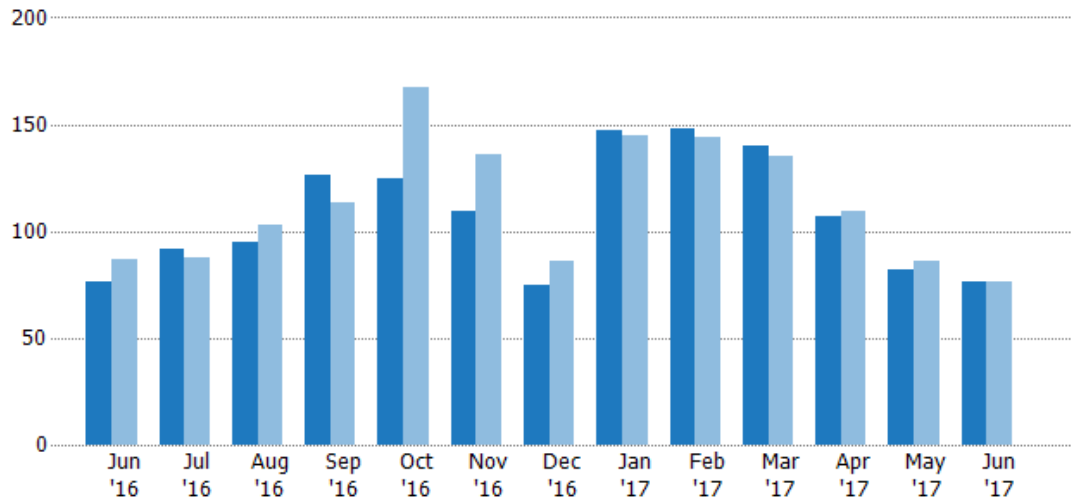
## New Listings

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.
Jun '17	76	0%
Jun '16	76	-12.6%
Jun '15	87	11.5%



	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17
Current Year	76	92	95	126	125	109	75	147	148	140	107	82	76
Prior Year	87	88	103	113	167	136	86	145	144	135	109	86	76
Percent Change from Prior Year	-13%	5%	-8%	12%	-25%	-20%	-13%	1%	3%	4%	-2%	-5%	0%

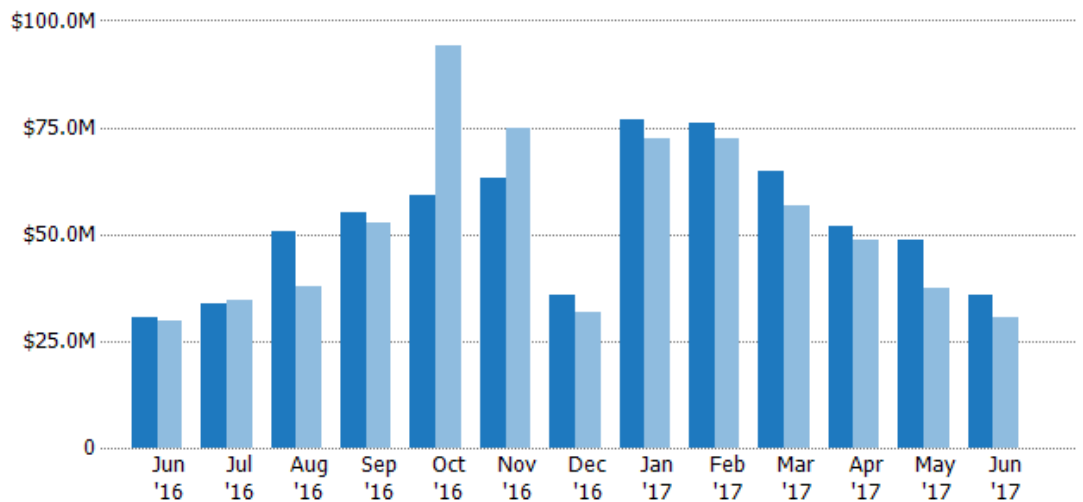
## New Listing Volume

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.
Jun '17	\$35.9M	16.8%
Jun '16	\$30.7M	3.5%
Jun '15	\$29.7M	28.7%



	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17
Current Year	\$30.7M	\$33.6M	\$50.8M	\$55.1M	\$59.2M	\$63.3M	\$35.7M	\$76.8M	\$75.9M	\$64.7M	\$52.1M	\$48.6M	\$35.9M
Prior Year	\$29.7M	\$34.5M	\$37.9M	\$52.6M	\$94.1M	\$75M	\$31.9M	\$72.6M	\$72.4M	\$56.5M	\$48.8M	\$37.4M	\$30.7M
Percent Change from Prior Year	3%	-3%	34%	5%	-37%	-16%	12%	6%	5%	15%	7%	30%	17%

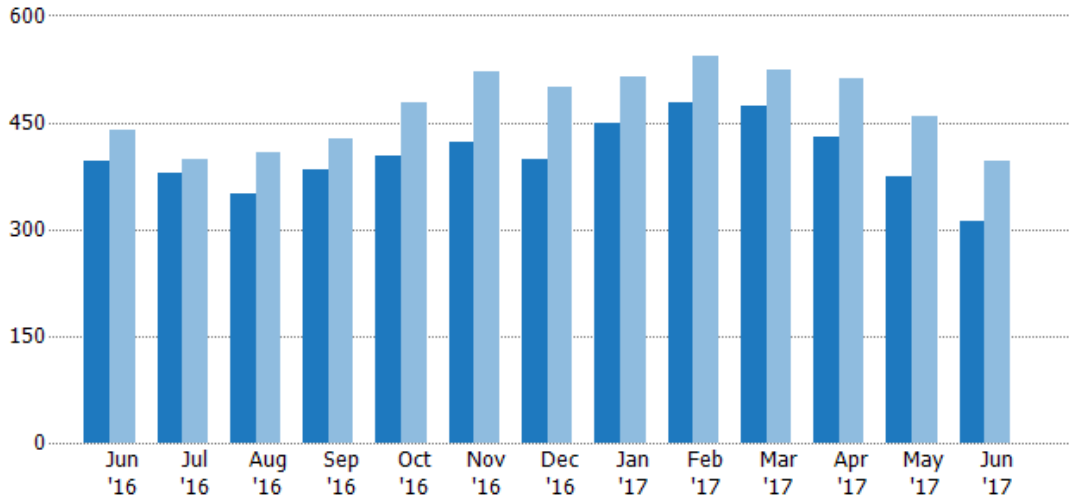
## Active Listings

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.
Jun '17	311	-21.5%
Jun '16	396	-9.6%
Jun '15	438	3%



Current Year	396	379	349	384	403	423	399	449	479	474	430	373	311
Prior Year	438	399	408	427	477	522	499	514	543	524	511	458	396
Percent Change from Prior Year	-10%	-5%	-14%	-10%	-16%	-19%	-20%	-13%	-12%	-10%	-16%	-19%	-21%

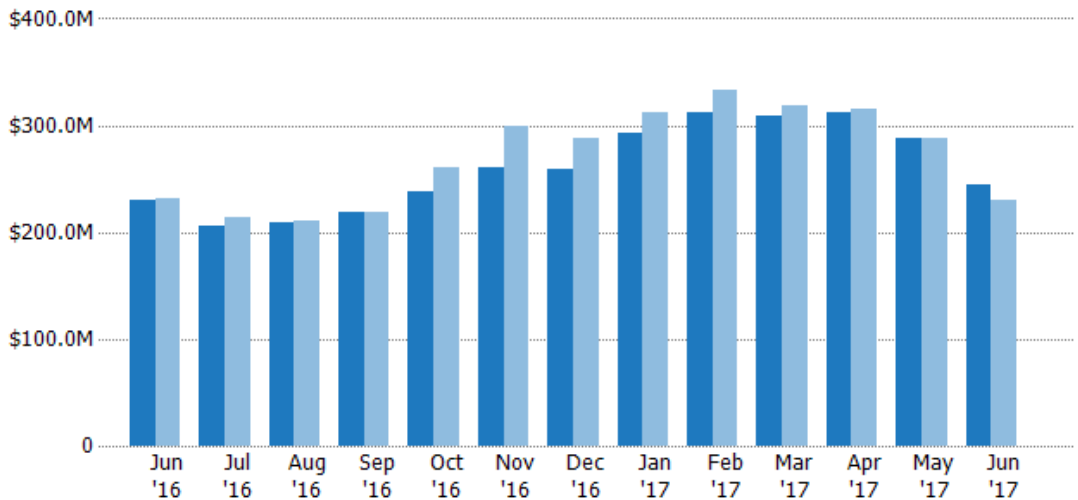
## Active Listing Volume

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.
Jun '17	\$244M	6.2%
Jun '16	\$230M	-1%
Jun '15	\$232M	-12.4%



Current Year	\$230M	\$206M	\$208M	\$218M	\$238M	\$261M	\$260M	\$293M	\$312M	\$309M	\$311M	\$288M	\$244M
Prior Year	\$232M	\$214M	\$211M	\$219M	\$260M	\$299M	\$288M	\$313M	\$333M	\$318M	\$316M	\$288M	\$230M
Percent Change from Prior Year	-1%	-4%	-1%	0%	-8%	-13%	-10%	-6%	-6%	-3%	-1%	0%	6%

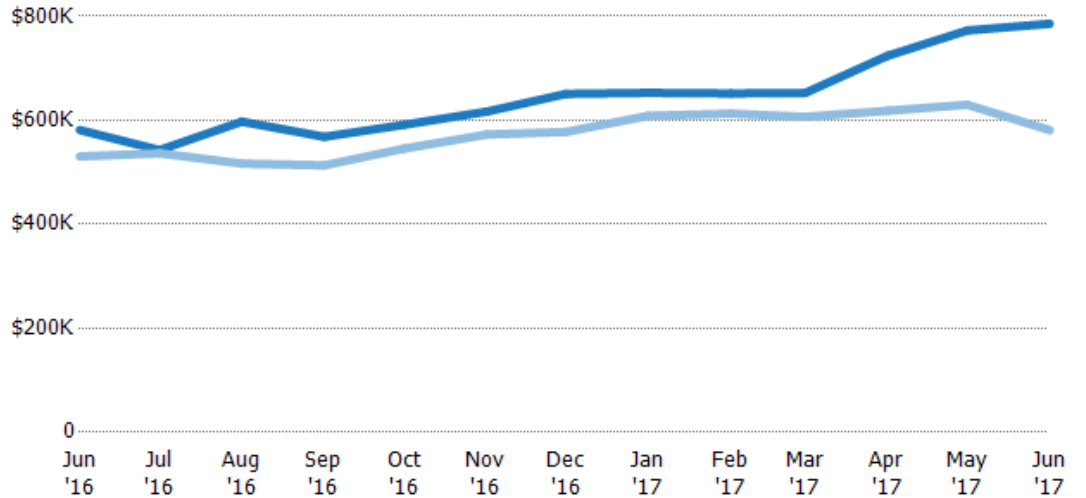
## Average Listing Price

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.
Jun '17	\$786K	35.2%
Jun '16	\$581K	9.5%
Jun '15	\$530K	-15%



Current Year	\$581K	\$543K	\$597K	\$568K	\$591K	\$616K	\$651K	\$653K	\$652K	\$653K	\$724K	\$773K	\$786K
Prior Year	\$530K	\$536K	\$517K	\$513K	\$546K	\$573K	\$578K	\$609K	\$613K	\$607K	\$618K	\$630K	\$581K
Percent Change from Prior Year	10%	1%	16%	11%	8%	8%	13%	7%	6%	8%	17%	23%	35%

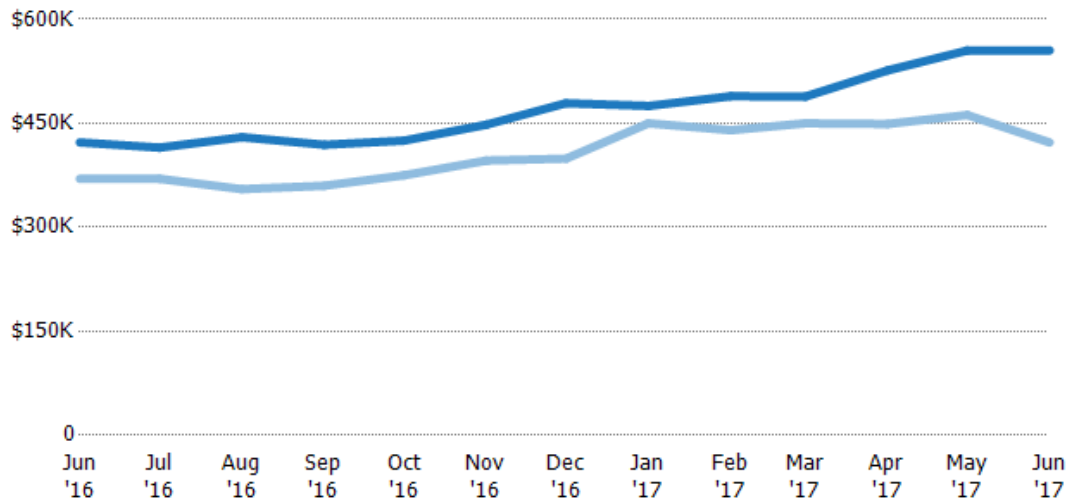
## Median Listing Price

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.
Jun '17	\$555K	31.4%
Jun '16	\$422K	14.2%
Jun '15	\$370K	-8.9%



Current Year	\$422K	\$415K	\$430K	\$419K	\$425K	\$448K	\$479K	\$475K	\$489K	\$488K	\$526K	\$555K	\$555K
Prior Year	\$370K	\$370K	\$355K	\$360K	\$375K	\$396K	\$399K	\$450K	\$440K	\$450K	\$449K	\$462K	\$422K
Percent Change from Prior Year	14%	12%	21%	16%	13%	13%	20%	6%	11%	9%	17%	20%	31%

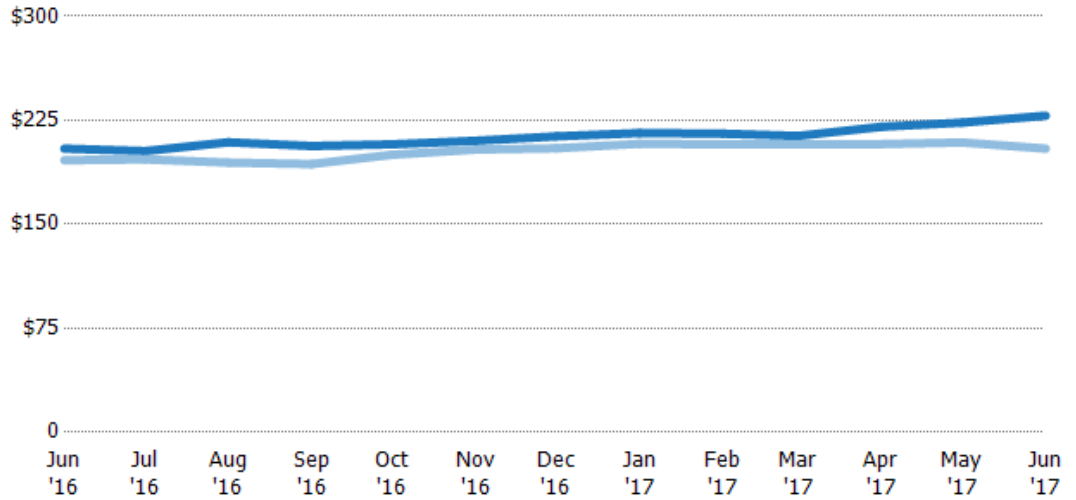
## Average Listing Price per Sq Ft

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.
Jun '17	\$228	11.6%
Jun '16	\$205	4.2%
Jun '15	\$196	-6.6%



Current Year	\$205	\$203	\$209	\$206	\$208	\$210	\$213	\$216	\$215	\$214	\$220	\$223	\$228
Prior Year	\$196	\$197	\$195	\$193	\$200	\$204	\$205	\$208	\$208	\$208	\$208	\$209	\$205
Percent Change from Prior Year	4%	3%	8%	7%	4%	3%	4%	4%	4%	3%	6%	7%	12%

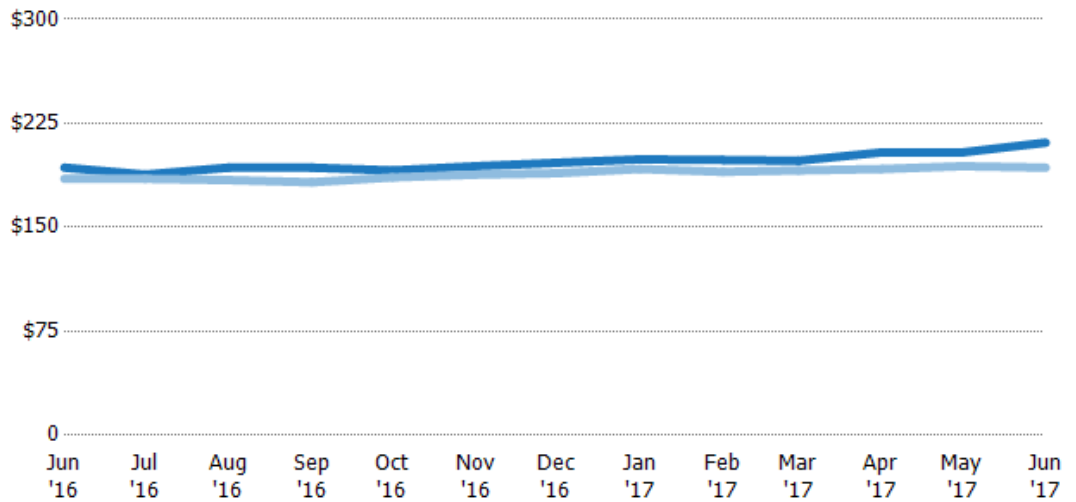
## Median Listing Price per Sq Ft

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.
Jun '17	\$211	9.3%
Jun '16	\$193	4.3%
Jun '15	\$185	-6.5%



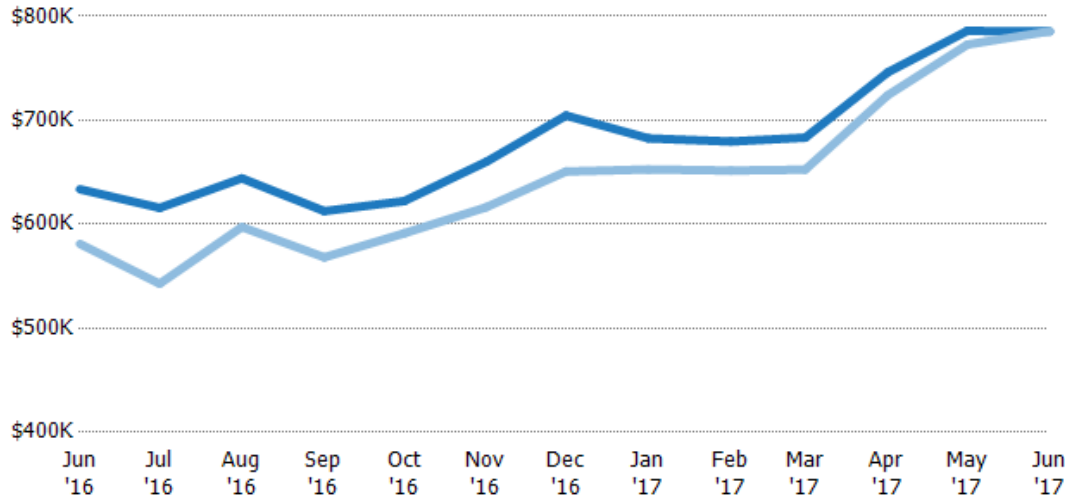
Current Year	\$193	\$188	\$193	\$193	\$191	\$194	\$197	\$199	\$199	\$198	\$204	\$204	\$211
Prior Year	\$185	\$185	\$184	\$183	\$186	\$188	\$189	\$192	\$190	\$191	\$192	\$194	\$193
Percent Change from Prior Year	4%	2%	5%	6%	3%	3%	4%	4%	4%	4%	6%	5%	9%

## 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



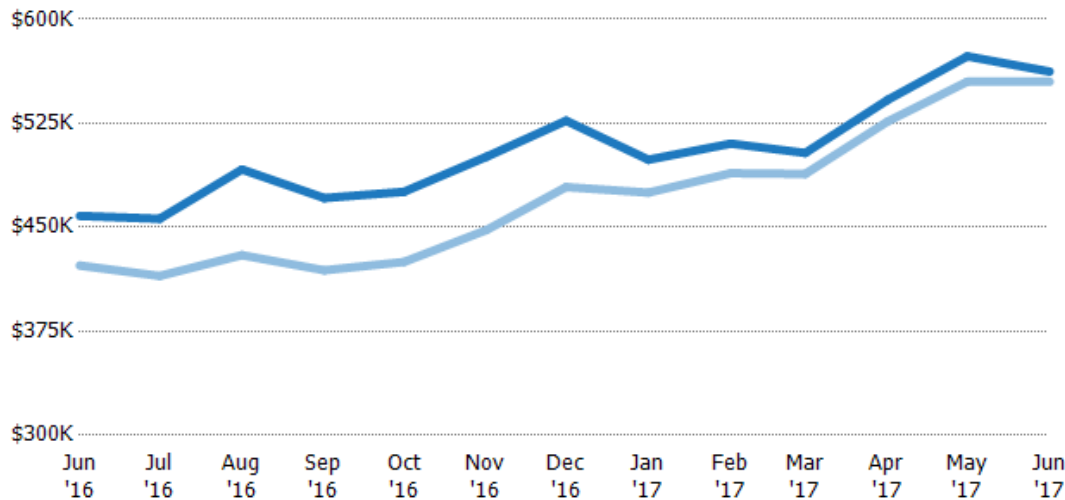
	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17
Avg Est Value	\$634K	\$616K	\$644K	\$613K	\$622K	\$660K	\$705K	\$683K	\$680K	\$683K	\$746K	\$786K	\$785K
Avg Listing Price	\$581K	\$543K	\$597K	\$568K	\$591K	\$616K	\$651K	\$653K	\$652K	\$653K	\$724K	\$773K	\$786K
Avg Listing Price as a % of Avg Est Value	92%	88%	93%	93%	95%	93%	92%	96%	96%	96%	97%	98%	100%

## 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



	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17
Median Est Value	\$458K	\$456K	\$492K	\$471K	\$476K	\$501K	\$527K	\$499K	\$510K	\$504K	\$542K	\$573K	\$562K
Median Listing Price	\$422K	\$415K	\$430K	\$419K	\$425K	\$448K	\$479K	\$475K	\$489K	\$488K	\$526K	\$555K	\$555K
Med Listing Price as a % of Med Est Value	92%	91%	87%	89%	89%	89%	91%	95%	96%	97%	97%	97%	99%

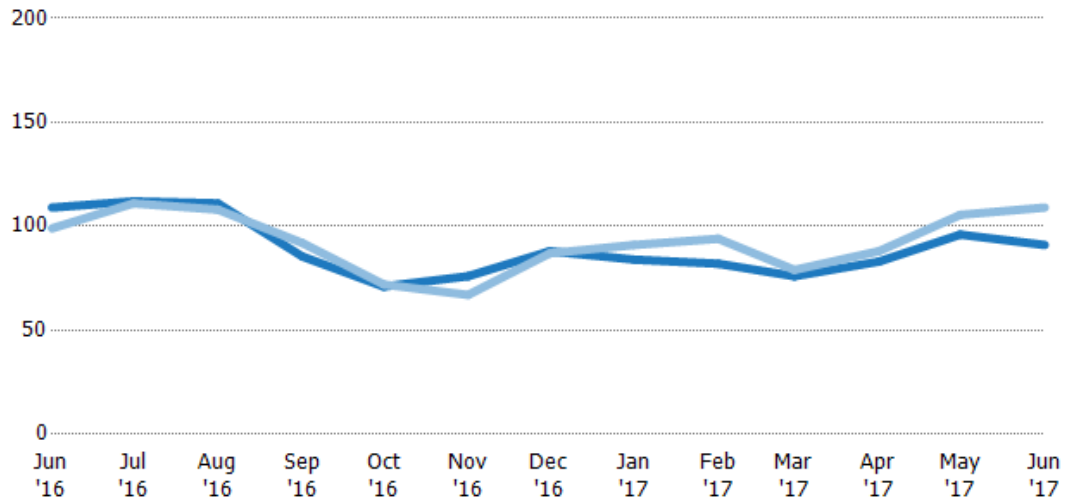
## Median Days in RPR

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.
Jun '17	91	-16.5%
Jun '16	109	10.1%
Jun '15	99	3%



Current Year	109	112	111	85.5	71	76	88	84	82	76	83	96	91
Prior Year	99	111	108	92	72	67	87	91	94	79	88	106	109
Percent Change from Prior Year	10%	1%	3%	-7%	-1%	13%	1%	-8%	-13%	-4%	-6%	-9%	-17%

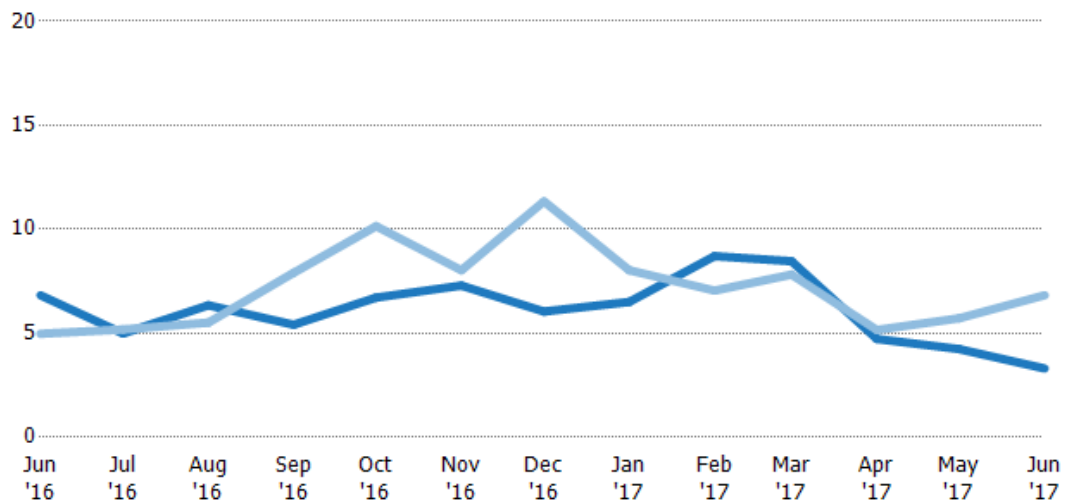
## Months of Inventory

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.
Jun '17	3.31	-51.5%
Jun '16	6.83	37.2%
Jun '15	4.98	41.6%



Current Year	6.83	4.99	6.35	5.41	6.72	7.29	6.05	6.51	8.71	8.46	4.73	4.24	3.31
Prior Year	4.98	5.18	5.51	7.91	10.1	8.03	11.3	8.03	7.05	7.82	5.16	5.73	6.83
Percent Change from Prior Year	37%	-4%	15%	-32%	-34%	-9%	-47%	-19%	23%	8%	-8%	-26%	-52%



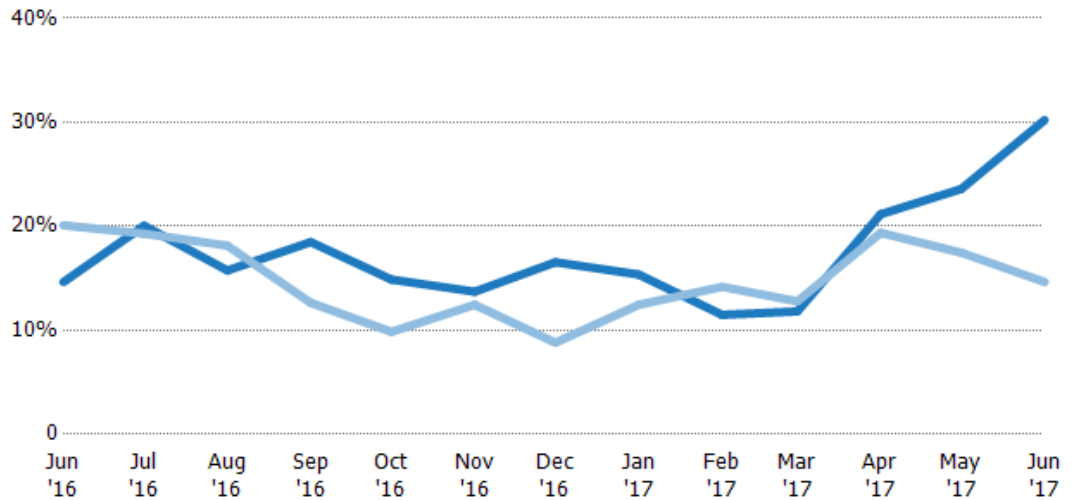
## Absorption Rate

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.
Jun '17	30%	-15.6%
Jun '16	15%	5.5%
Jun '15	20%	-29.4%



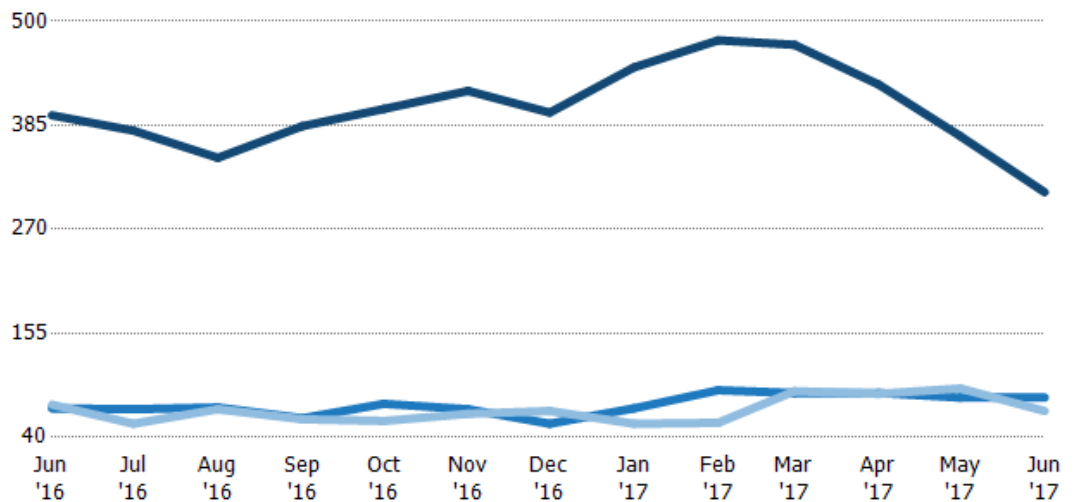
Current Year	15%	20%	16%	18%	15%	14%	17%	15%	11%	12%	21%	24%	30%
Prior Year	20%	19%	18%	13%	10%	12%	9%	12%	14%	13%	19%	17%	15%
Change from Prior Year	5%	-1%	2%	-6%	-5%	-1%	-8%	-3%	3%	1%	-2%	-6%	-16%

## 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	396	379	349	384	403	423	399	449	479	474	430	373	311
Pending	72	71	73	61	77	71	55	72	92	89	89	84	84
Sold	76	55	71	60	58	66	69	55	56	91	88	94	69

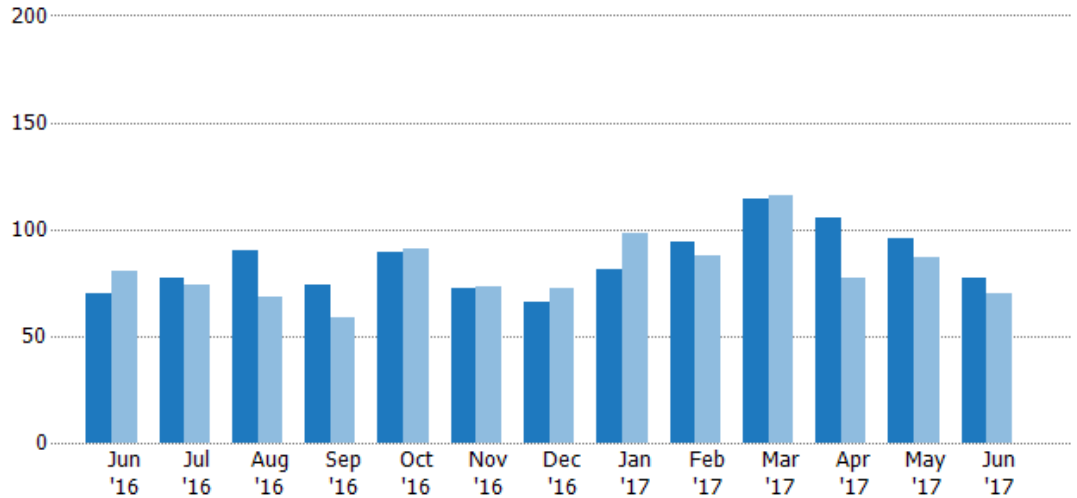
## New Pending Sales

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.
Jun '17	77	10%
Jun '16	70	-12.5%
Jun '15	80	-20%



Current Year	70	77	90	74	89	72	66	81	94	114	105	96	77
Prior Year	80	74	68	59	91	73	72	98	88	116	77	87	70
Percent Change from Prior Year	-13%	4%	32%	25%	-2%	-1%	-8%	-17%	7%	-2%	36%	10%	10%

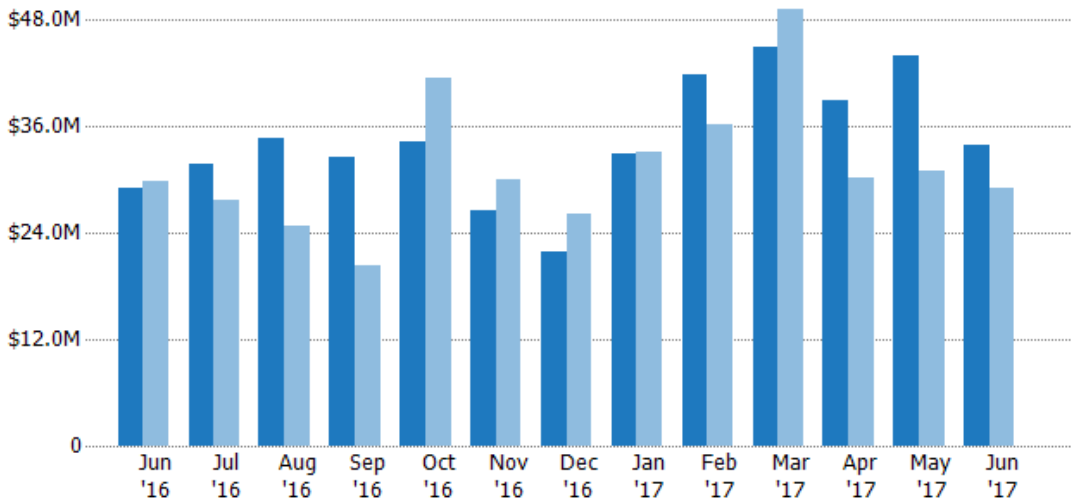
## New Pending Sales Volume

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.
Jun '17	\$33.9M	16.4%
Jun '16	\$29.1M	-2.3%
Jun '15	\$29.8M	-19.7%



Current Year	\$29.1M	\$31.8M	\$34.7M	\$32.5M	\$34.4M	\$26.5M	\$21.8M	\$32.9M	\$41.9M	\$44.9M	\$38.9M	\$43.9M	\$33.9M
Prior Year	\$29.8M	\$27.6M	\$24.7M	\$20.3M	\$41.4M	\$30M	\$26.1M	\$33.2M	\$36.2M	\$49.2M	\$30.2M	\$31M	\$29.1M
Percent Change from Prior Year	-2%	15%	40%	60%	-17%	-12%	-17%	-1%	16%	-9%	29%	42%	16%

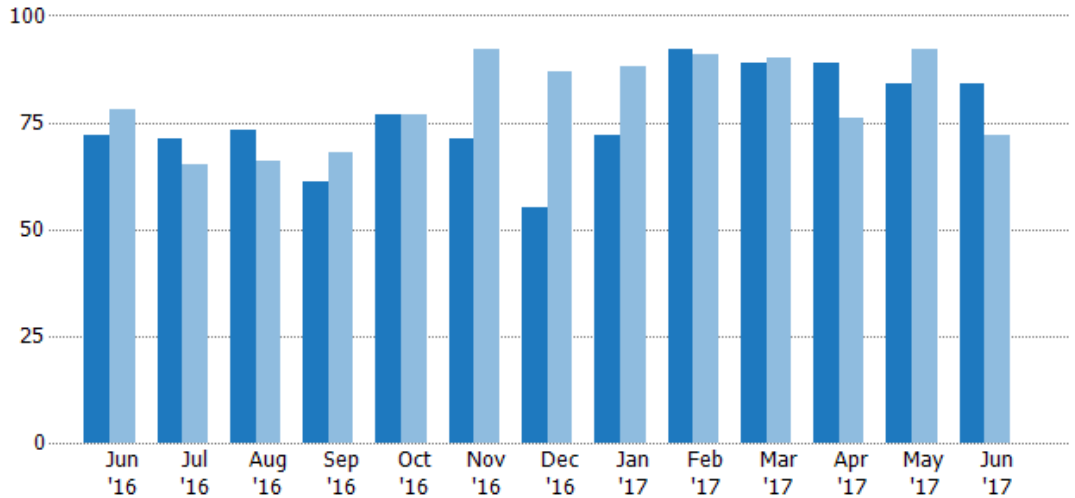
## Pending Sales

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.
Jun '17	84	16.7%
Jun '16	72	-7.7%
Jun '15	78	-14.1%



Current Year	72	71	73	61	77	71	55	72	92	89	89	84	84
Prior Year	78	65	66	68	77	92	87	88	91	90	76	92	72
Percent Change from Prior Year	-8%	9%	11%	-10%	0%	-23%	-37%	-18%	1%	-1%	17%	-9%	17%

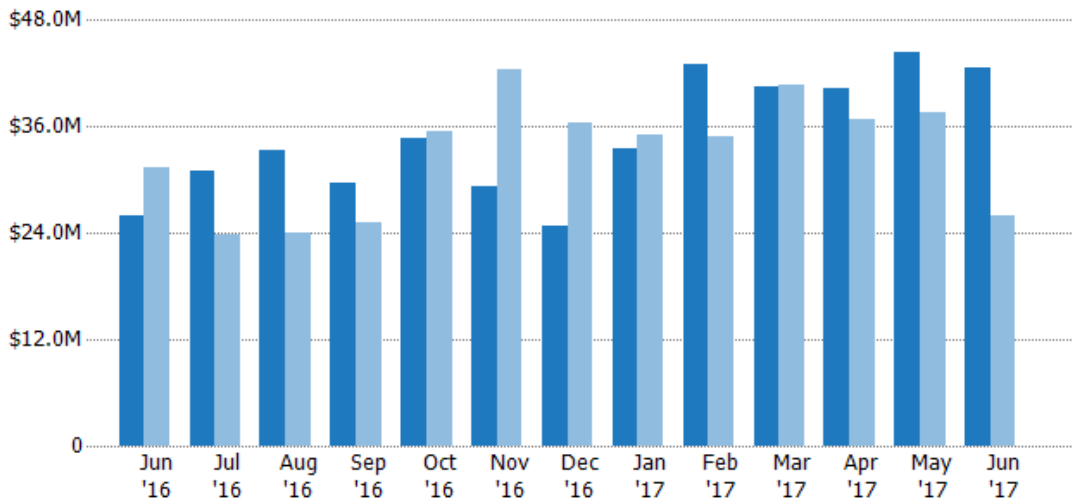
## Pending Sales Volume

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.
Jun '17	\$42.7M	64.1%
Jun '16	\$26M	-17.1%
Jun '15	\$31.4M	-4.2%



Current Year	\$26M	\$31.1M	\$33.4M	\$29.6M	\$34.6M	\$29.2M	\$24.8M	\$33.5M	\$43.1M	\$40.6M	\$40.3M	\$44.4M	\$42.7M
Prior Year	\$31.4M	\$23.9M	\$24M	\$25.1M	\$35.4M	\$42.4M	\$36.5M	\$35.1M	\$34.9M	\$40.6M	\$36.9M	\$37.6M	\$26M
Percent Change from Prior Year	-17%	30%	39%	18%	-2%	-31%	-32%	-4%	23%	0%	9%	18%	64%

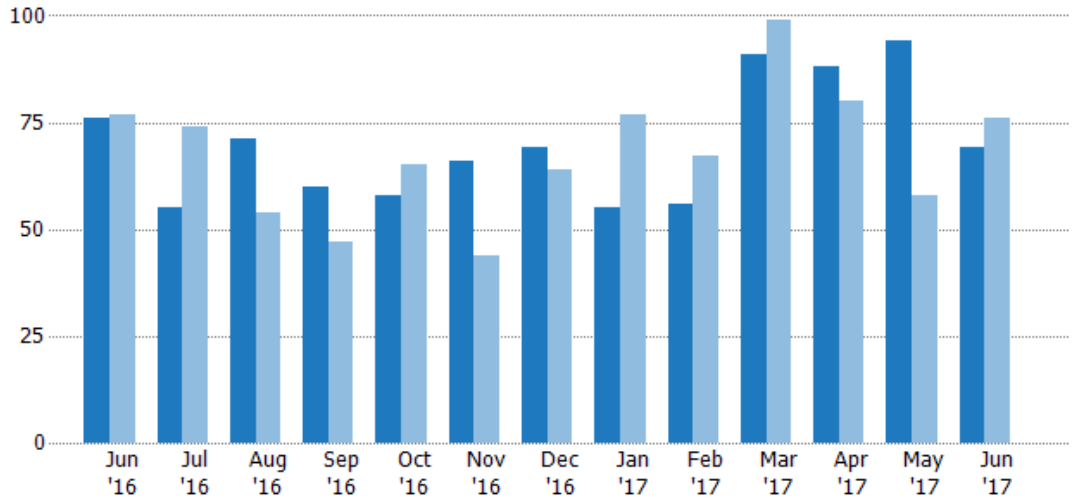
## Closed Sales

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.
Jun '17	69	-9.2%
Jun '16	76	-1.3%
Jun '15	77	-22.1%



Current Year	76	55	71	60	58	66	69	55	56	91	88	94	69
Prior Year	77	74	54	47	65	44	64	77	67	99	80	58	76
Percent Change from Prior Year	-1%	-26%	31%	28%	-11%	50%	8%	-29%	-16%	-8%	10%	62%	-9%

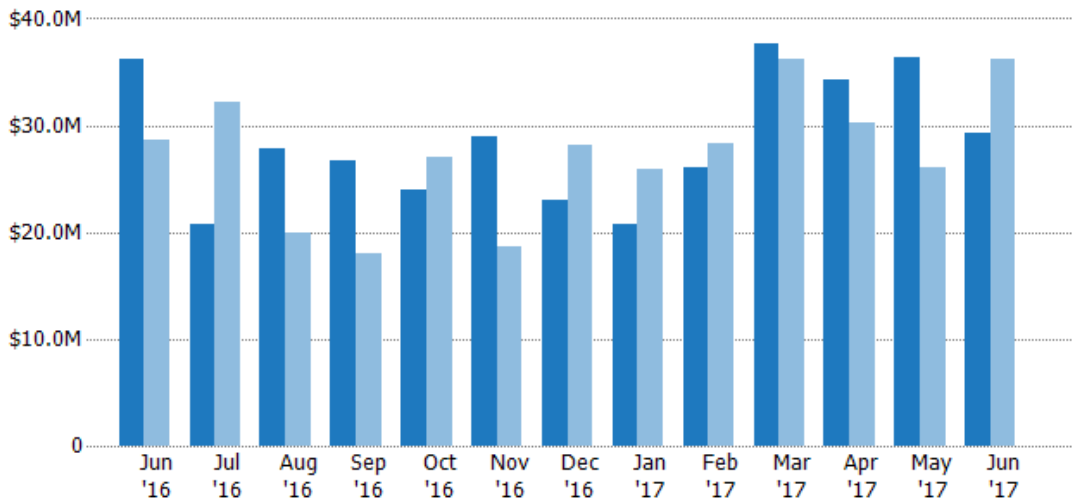
## Closed Sales Volume

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.
Jun '17	\$29.3M	-19.1%
Jun '16	\$36.2M	26.8%
Jun '15	\$28.6M	-7.8%



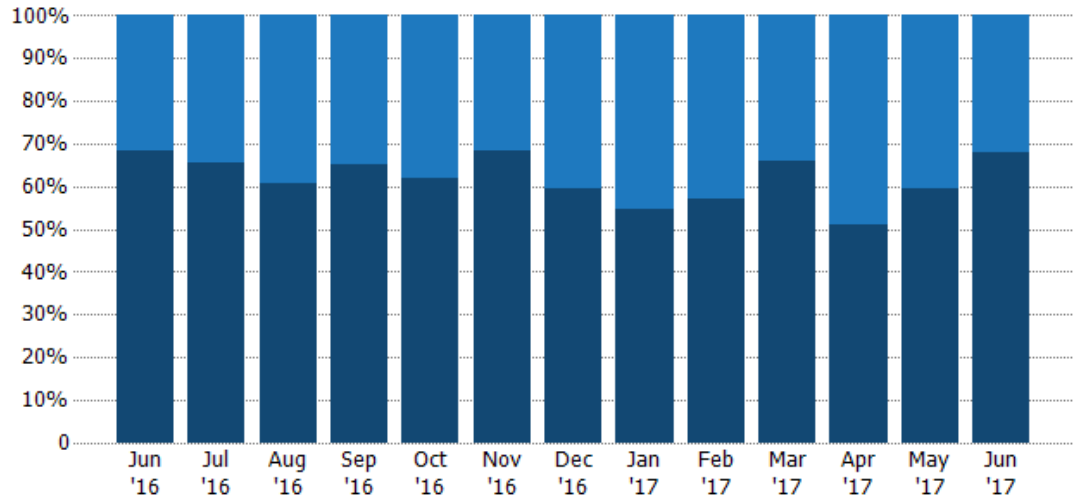
Current Year	\$36.2M	\$20.7M	\$27.8M	\$26.6M	\$23.9M	\$29M	\$22.9M	\$20.8M	\$26M	\$37.7M	\$34.2M	\$36.3M	\$29.3M
Prior Year	\$28.6M	\$32.2M	\$20M	\$18M	\$27M	\$18.6M	\$28.1M	\$25.9M	\$28.2M	\$36.2M	\$30.2M	\$26M	\$36.2M
Percent Change from Prior Year	27%	-36%	39%	48%	-11%	56%	-18%	-20%	-8%	4%	13%	39%	-19%

## 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



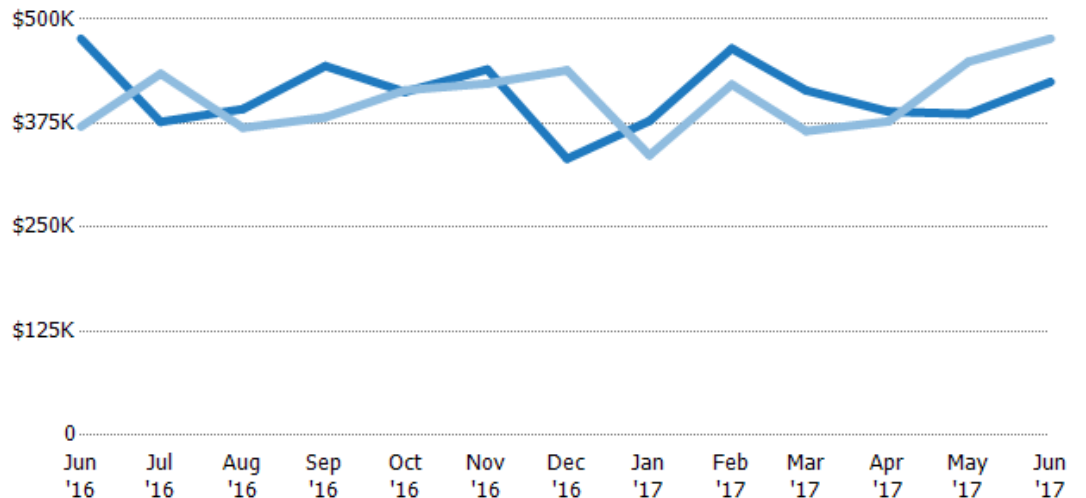
Condo/Townhouse	32%	35%	39%	35%	38%	32%	41%	45%	43%	34%	49%	40%	32%
Single Family Residence	68%	65%	61%	65%	62%	68%	59%	55%	57%	66%	51%	60%	68%

## 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.
Jun '17	\$425K	-10.9%
Jun '16	\$477K	28.5%
Jun '15	\$371K	18.3%

Current Year	\$477K	\$377K	\$392K	\$444K	\$413K	\$440K	\$332K	\$378K	\$465K	\$414K	\$389K	\$386K	\$425K
Prior Year	\$371K	\$435K	\$370K	\$382K	\$415K	\$423K	\$439K	\$336K	\$422K	\$366K	\$377K	\$449K	\$477K
Percent Change from Prior Year	29%	-13%	6%	16%	0%	4%	-24%	12%	10%	13%	3%	-14%	-11%

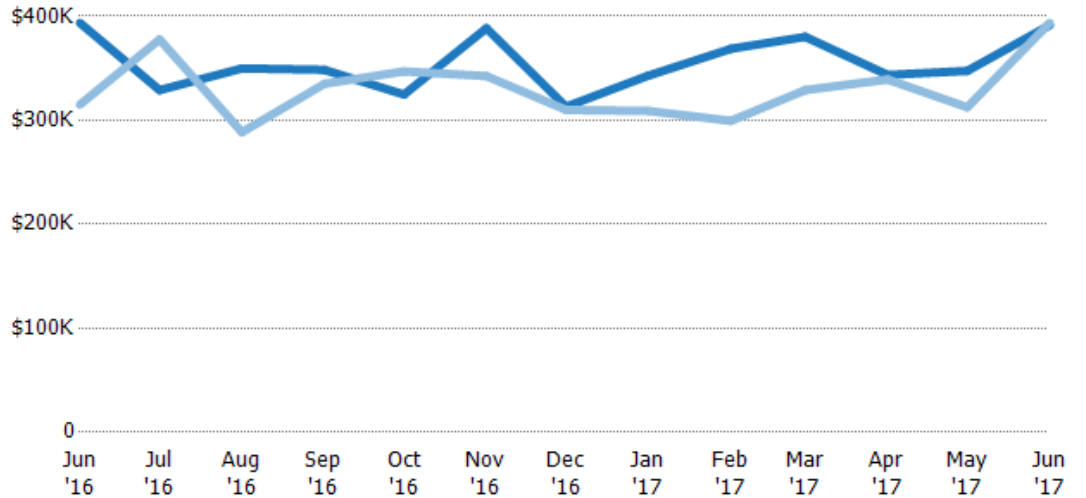
## Median Sales Price

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.
Jun '17	\$391K	-0.6%
Jun '16	\$394K	25%
Jun '15	\$315K	5.1%



Current Year	\$394K	\$329K	\$350K	\$349K	\$325K	\$389K	\$313K	\$343K	\$369K	\$380K	\$344K	\$348K	\$391K
Prior Year	\$315K	\$378K	\$289K	\$335K	\$347K	\$343K	\$310K	\$309K	\$299K	\$329K	\$339K	\$313K	\$394K
Percent Change from Prior Year	25%	-13%	21%	4%	-6%	13%	1%	11%	23%	16%	1%	11%	-1%

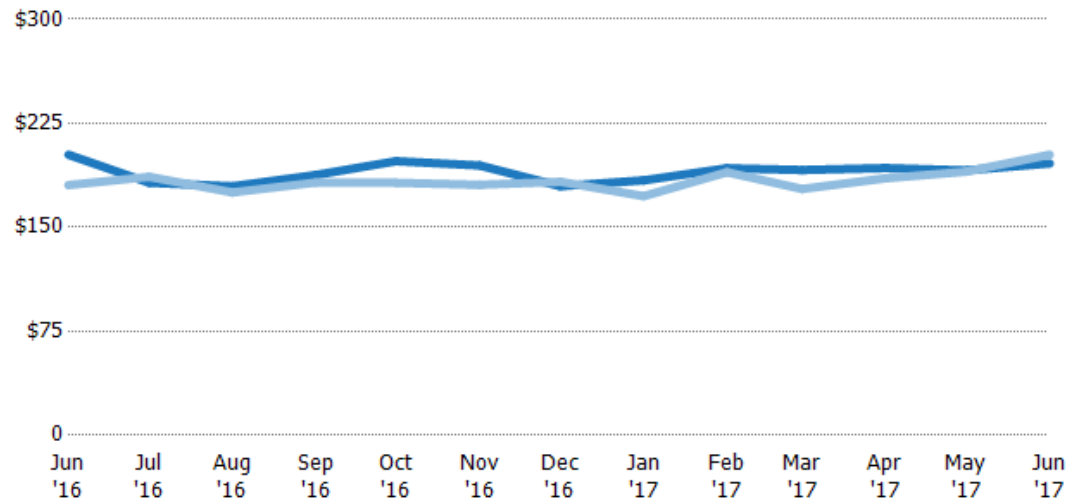
## Average Sales Price per Sq Ft

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.
Jun '17	\$196	-3.1%
Jun '16	\$202	12.1%
Jun '15	\$180	4%



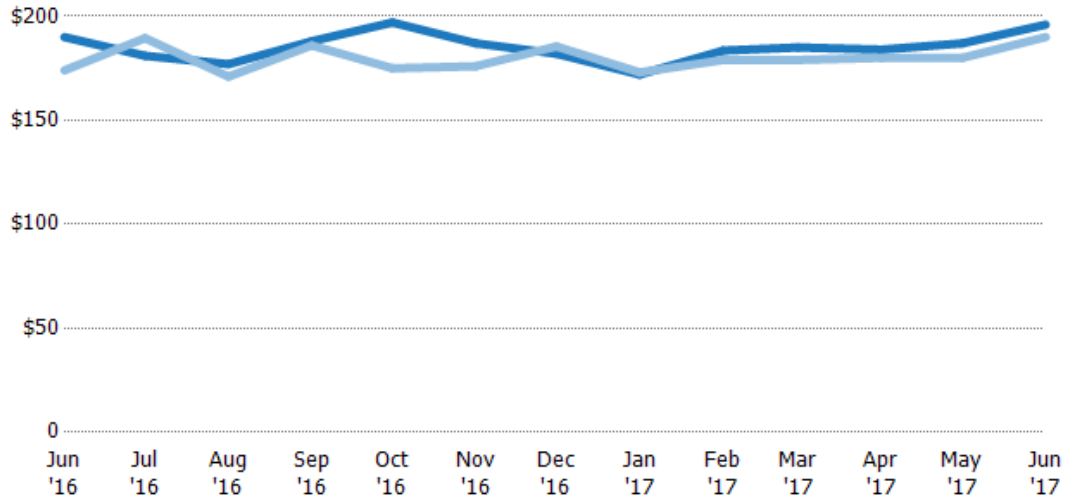
Current Year	\$202	\$182	\$180	\$188	\$198	\$195	\$180	\$184	\$193	\$191	\$193	\$191	\$196
Prior Year	\$180	\$186	\$175	\$182	\$182	\$181	\$183	\$172	\$190	\$178	\$185	\$190	\$202
Percent Change from Prior Year	12%	-2%	3%	3%	9%	8%	-2%	7%	2%	8%	4%	0%	-3%

## 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.
Jun '17	\$196	3.2%
Jun '16	\$190	9.2%
Jun '15	\$174	0%

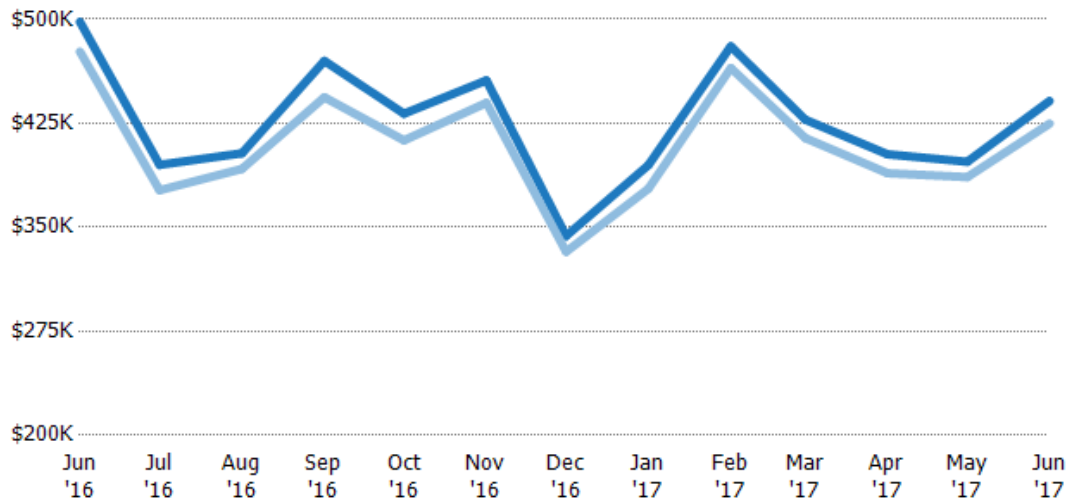
	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17
Current Year	\$190	\$181	\$177	\$188	\$197	\$187	\$182	\$172	\$184	\$185	\$184	\$187	\$196
Prior Year	\$174	\$190	\$171	\$186	\$175	\$176	\$186	\$173	\$179	\$179	\$180	\$180	\$190
Percent Change from Prior Year	9%	-4%	4%	1%	13%	6%	-2%	-1%	3%	3%	2%	4%	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



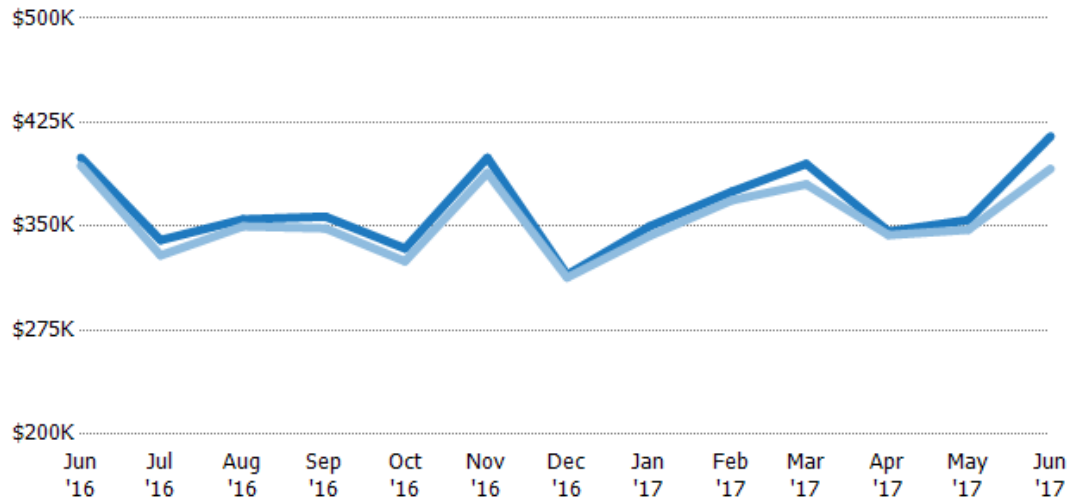
	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17
Avg List Price	\$498K	\$395K	\$403K	\$470K	\$432K	\$456K	\$344K	\$395K	\$481K	\$428K	\$403K	\$397K	\$441K
Avg Sales Price	\$477K	\$377K	\$392K	\$444K	\$413K	\$440K	\$332K	\$378K	\$465K	\$414K	\$389K	\$386K	\$425K
Avg Sales Price as a % of Avg List Price	96%	95%	97%	94%	96%	96%	97%	96%	97%	97%	97%	97%	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

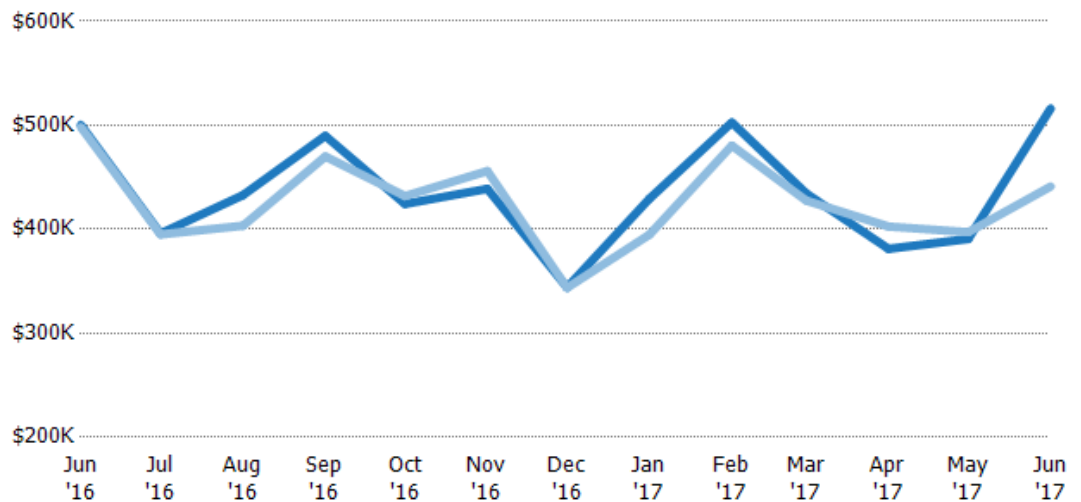


## Average Sales Price vs Average Est Value

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



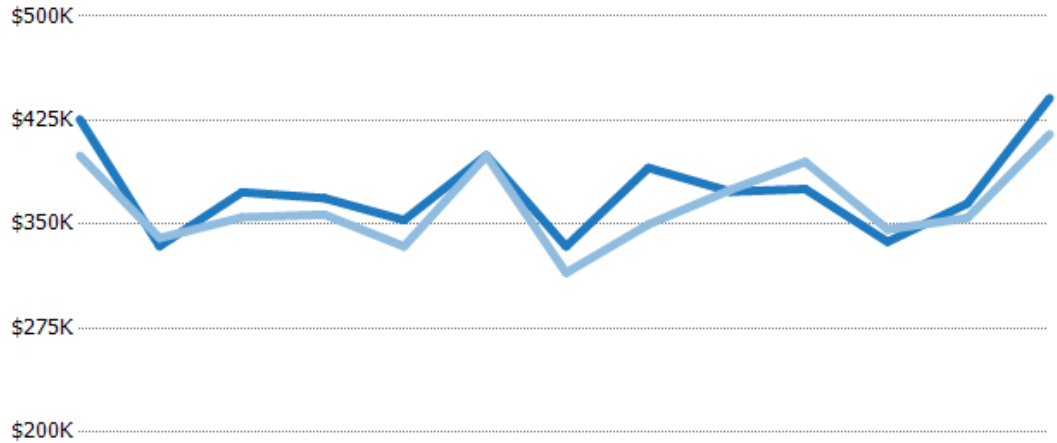


## Median Sales Price vs Median Est Value

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



	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17
Median Est Value	\$426K	\$334K	\$373K	\$369K	\$353K	\$400K	\$334K	\$391K	\$374K	\$375K	\$337K	\$365K	\$441K
Median Sales Price	\$399K	\$340K	\$355K	\$357K	\$334K	\$399K	\$315K	\$350K	\$375K	\$395K	\$346K	\$355K	\$415K
Med Sales Price as a % of Med Est Value	94%	102%	95%	97%	95%	100%	94%	90%	100%	105%	103%	97%	94%

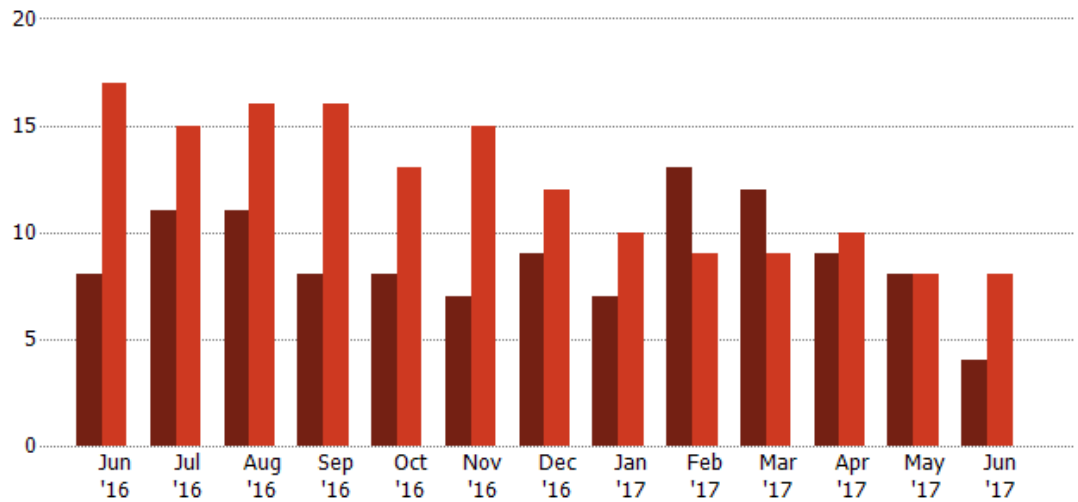
## Distressed Listings

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.
Jun '17	4	-50%
Jun '16	8	-52.9%
Jun '15	17	-23.5%



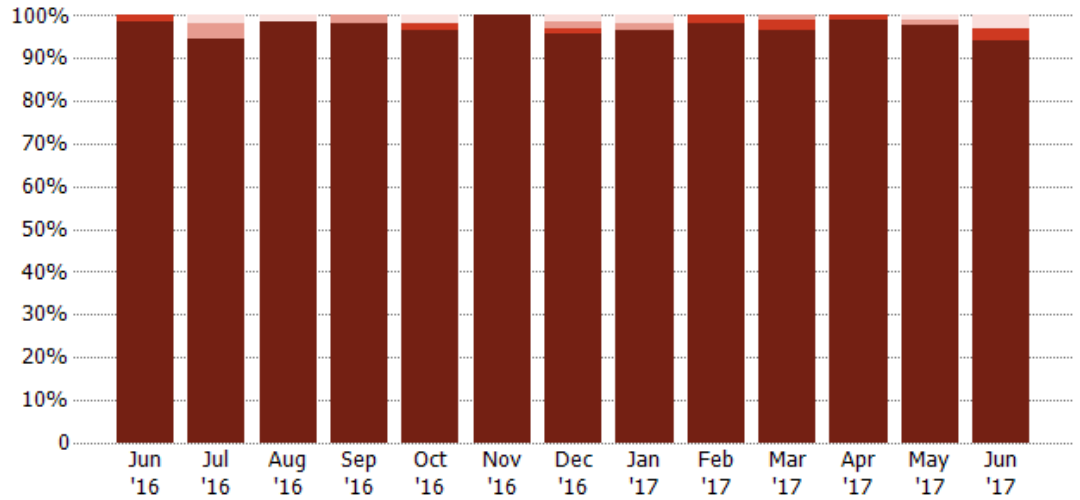
	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17
Current Year	8	11	11	8	8	7	9	7	13	12	9	8	4
Prior Year	17	15	16	16	13	15	12	10	9	9	10	8	8
Percent Change from Prior Year	-53%	-27%	-31%	-50%	-38%	-53%	-25%	-30%	44%	33%	-10%	0%	-50%

## 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	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17
Pre-Foreclosure	-	2%	1%	-	2%	-	1%	2%	-	-	-	1%	3%
Short Sale	-	4%	-	2%	-	-	1%	2%	-	1%	-	1%	-
Foreclosure	1%	-	-	-	2%	-	1%	-	2%	2%	1%	-	3%
Non-Distressed	99%	95%	99%	98%	97%	100%	96%	96%	98%	97%	99%	98%	94%

## Listing Activity by ZIP

Jun 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	311	\$244,307,574	\$785,555	\$555,000	\$228	\$211	5	22.18 %



## Sales Activity by ZIP

Jun 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	84	\$42,721,181	69	\$29,310,218	\$441,138	\$414,900	\$189	\$189	95