



2016

# FOUNTAIN HILLS MARKET REPORT

November 2016



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	Nov 2016	Nov 2015	+ / -	YTD 2016	YTD 2015	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	109	136	-19.9%	1,241	1,336	-7.1%
New Listing Volume	\$63,538,359	\$74,982,295	-15.3%	\$572,353,067	\$606,944,568	-5.7%
Active Listing Count	423	519	-18.5%	4,862	5,462	-11%
Active Listing Volume	\$256,471,104	\$295,519,209	-13.2%	\$2,871,516,406	\$2,950,407,240	-2.7%
Average Listing Price	\$606,315	\$569,401	+6.5%	\$590,604	\$540,170	+9.3%
Median Listing Price	\$447,000	\$394,900	+13.2%	\$435,042	\$372,332	+16.8%
Average Listing Price per Sq Ft	\$209	\$204	+2.7%	\$207	\$197	+4.7%
Median Listing Price per Sq Ft	\$194	\$188	+3.2%	\$191	\$185	+3.5%
Median Days in RPR	76	67	+13.4%	92.2	93.98	-1.9%
Months of Inventory	7.3	8	-8.7%	6.9	8.5	-19.2%
Absorption Rate	13.71%	12.52%	+1.2%	14.52%	11.74%	+2.8%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	71	75	-5.3%	936	869	+7.7%
New Pending Sales Volume	\$25,819,233	\$30,572,905	-15.5%	\$365,611,530	\$335,804,626	+8.9%
Pending Sales Count	71	92	-22.8%	859	848	+1.3%
Pending Sales Volume	\$29,225,874	\$42,362,107	-31%	\$366,059,383	\$342,452,769	+6.9%
Closed Sales Count	65	44	+47.7%	763	706	+8.1%
Closed Sales Volume	\$28,353,195	\$18,603,150	+52.4%	\$307,468,384	\$282,718,529	+8.8%
Average Sales Price	\$436,203	\$422,799	+3.2%	\$402,973	\$400,451	+0.6%
Median Sales Price	\$387,000	\$342,500	+13%	\$338,369	\$340,378	-0.6%
Average Sales Price per Sq Ft	\$194	\$181	+7.4%	\$187	\$180	+3.7%
Median Sales Price per Sq Ft	\$186	\$176	+5.7%	\$182	\$178	+2.4%
<b>Distressed Charts Metrics</b>						
Distressed Listing Count	7	15	-53.3%	99	198	-50%

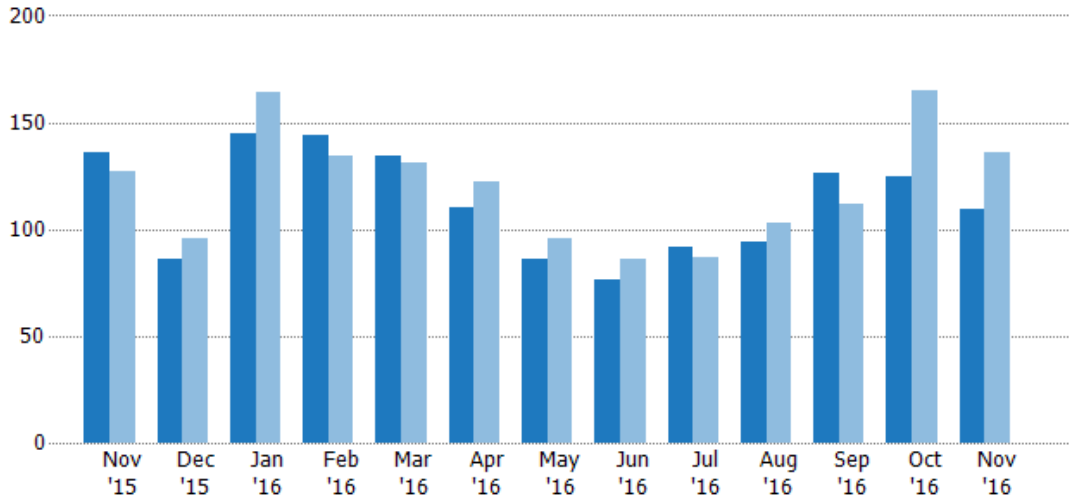
## New Listings

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.
Nov '16	109	-19.9%
Nov '15	136	7.1%
Nov '14	127	-11%



Current Year	136	86	145	144	134	110	86	76	92	94	126	125	109
Prior Year	127	96	164	134	131	122	96	86	87	103	112	165	136
Percent Change from Prior Year	7%	-10%	-12%	7%	2%	-10%	-10%	-12%	6%	-9%	13%	-24%	-20%

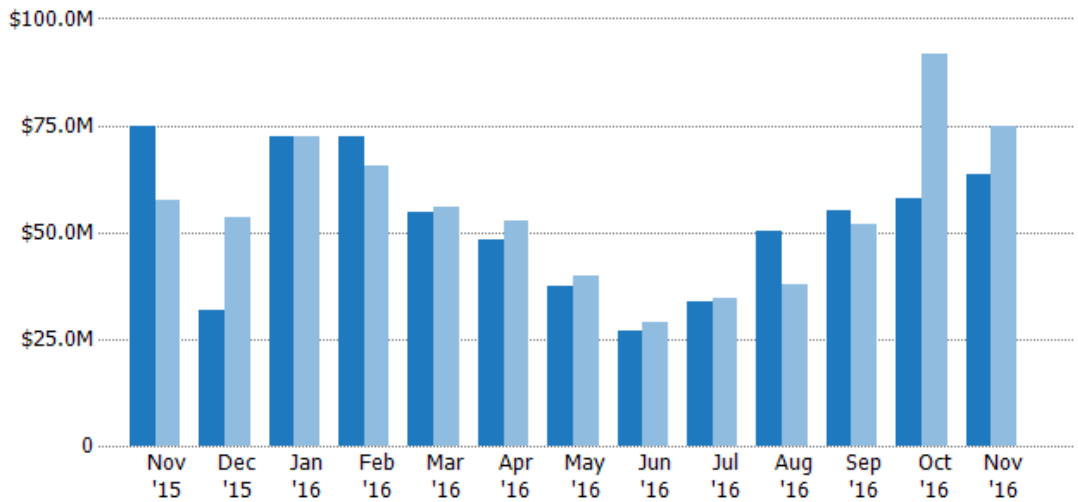
## New Listing Volume

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.
Nov '16	\$63.5M	-15.3%
Nov '15	\$75M	30.7%
Nov '14	\$57.4M	-14%



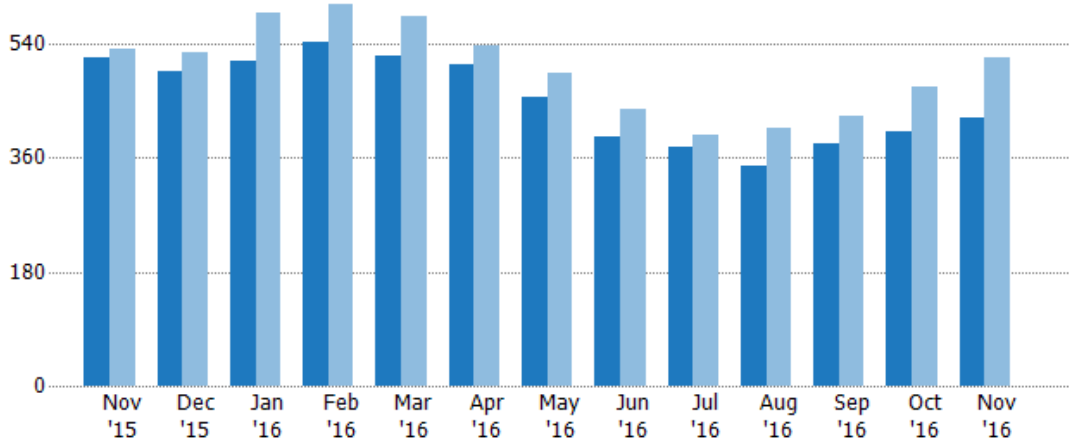
Current Year	\$75M	\$31.9M	\$72.6M	\$72.4M	\$54.7M	\$48.2M	\$37.4M	\$26.7M	\$33.6M	\$50.1M	\$55.1M	\$58M	\$63.5M
Prior Year	\$57.4M	\$53.4M	\$72.5M	\$65.7M	\$55.9M	\$52.7M	\$39.6M	\$29.1M	\$34.5M	\$37.9M	\$52M	\$91.9M	\$75M
Percent Change from Prior Year	31%	-40%	0%	10%	-2%	-8%	-5%	-8%	-3%	32%	6%	-37%	-15%

## 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



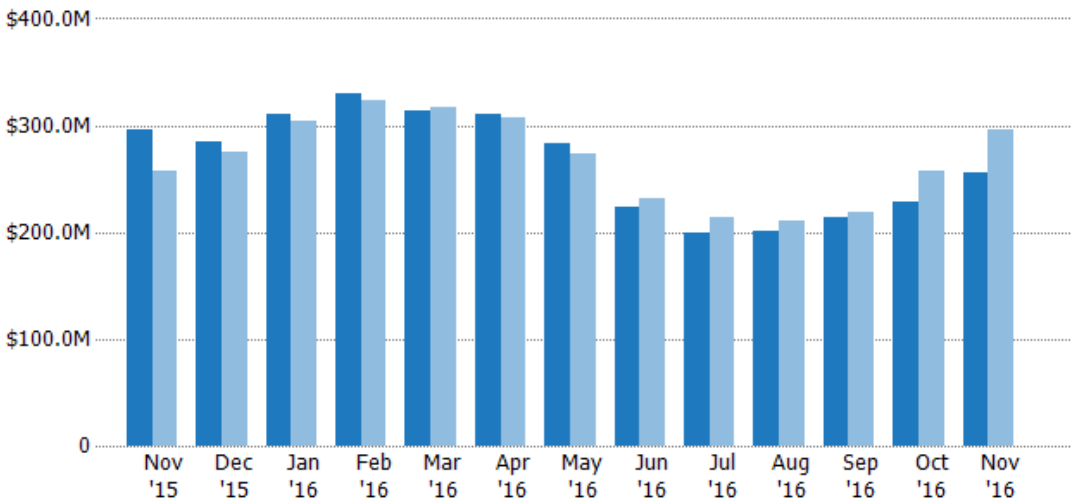
	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16
Current Year	519	496	512	542	522	508	455	393	377	347	382	401	423
Prior Year	532	525	590	601	582	537	494	437	397	407	425	473	519
Percent Change from Prior Year	-2%	-6%	-13%	-10%	-10%	-5%	-8%	-10%	-5%	-15%	-10%	-15%	-18%

## 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



	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16
Current Year	\$296M	\$285M	\$310M	\$331M	\$314M	\$310M	\$283M	\$224M	\$200M	\$202M	\$213M	\$229M	\$256M
Prior Year	\$258M	\$275M	\$304M	\$324M	\$317M	\$306M	\$274M	\$231M	\$213M	\$210M	\$218M	\$257M	\$296M
Percent Change from Prior Year	15%	4%	2%	2%	-1%	1%	3%	-3%	-6%	-4%	-2%	-11%	-13%

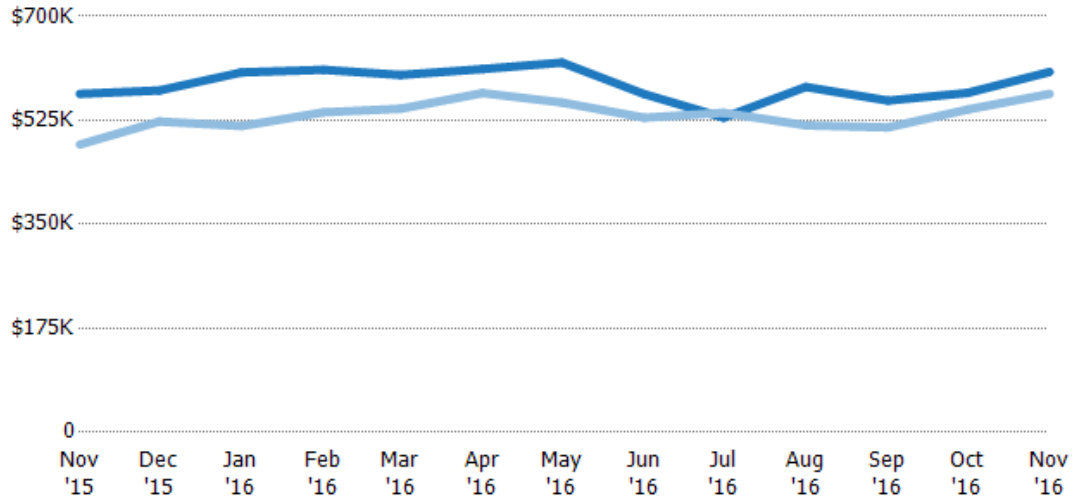
## Average Listing Price

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.
Nov '16	\$606K	6.5%
Nov '15	\$569K	17.6%
Nov '14	\$484K	-3.8%



Current Year	\$569K	\$575K	\$606K	\$610K	\$601K	\$611K	\$622K	\$569K	\$530K	\$581K	\$558K	\$571K	\$606K
Prior Year	\$484K	\$523K	\$515K	\$538K	\$544K	\$571K	\$555K	\$529K	\$538K	\$516K	\$513K	\$543K	\$569K
Percent Change from Prior Year	18%	10%	18%	13%	10%	7%	12%	8%	-2%	13%	9%	5%	6%

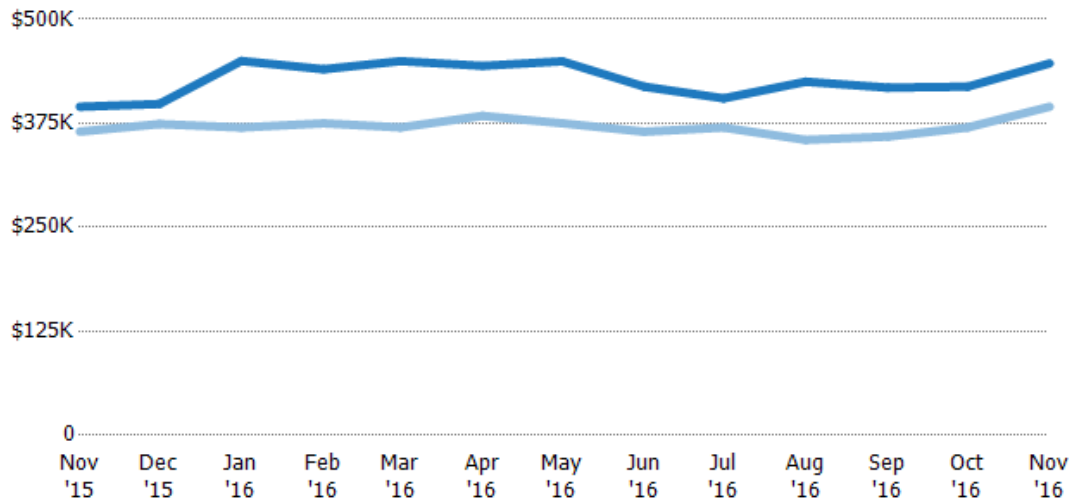
## Median Listing Price

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.
Nov '16	\$447K	13.2%
Nov '15	\$395K	8.2%
Nov '14	\$365K	-9.8%



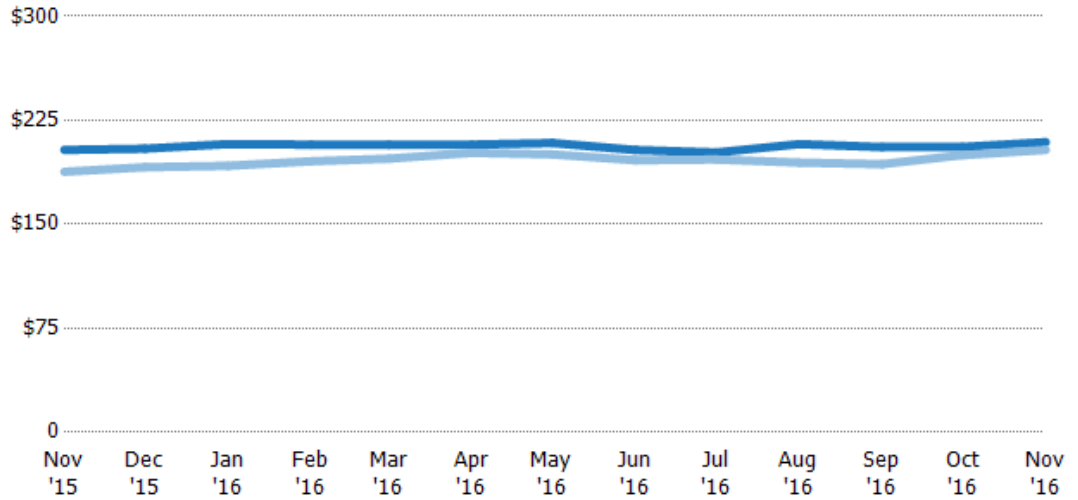
Current Year	\$395K	\$398K	\$450K	\$440K	\$450K	\$444K	\$450K	\$419K	\$405K	\$425K	\$418K	\$419K	\$447K
Prior Year	\$365K	\$374K	\$370K	\$375K	\$370K	\$384K	\$375K	\$365K	\$370K	\$355K	\$359K	\$370K	\$395K
Percent Change from Prior Year	8%	6%	22%	17%	22%	16%	20%	15%	9%	20%	16%	13%	13%

## 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



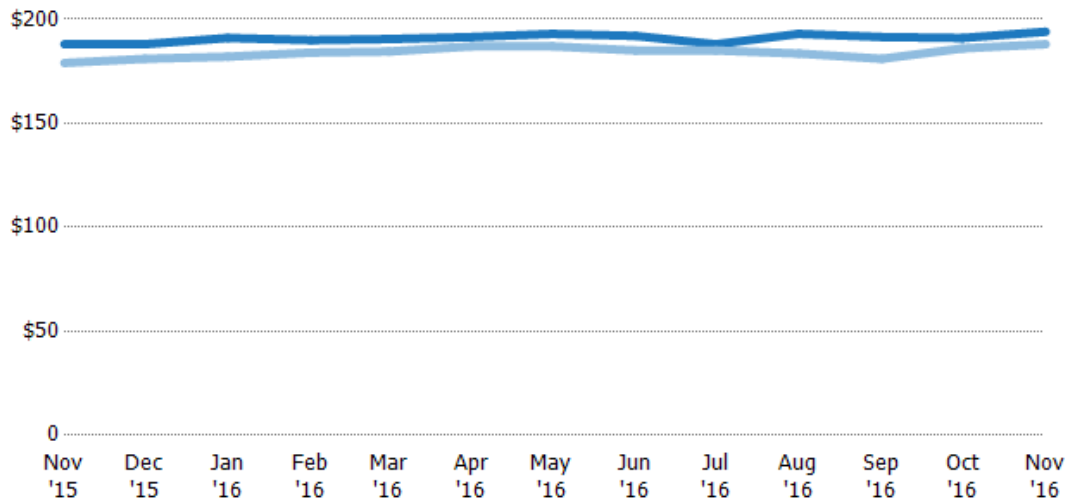
	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16
Current Year	\$204	\$205	\$208	\$207	\$207	\$207	\$209	\$204	\$202	\$208	\$206	\$206	\$209
Prior Year	\$188	\$191	\$192	\$195	\$197	\$202	\$200	\$196	\$197	\$194	\$193	\$200	\$204
Percent Change from Prior Year	8%	7%	8%	6%	5%	3%	4%	4%	3%	7%	6%	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



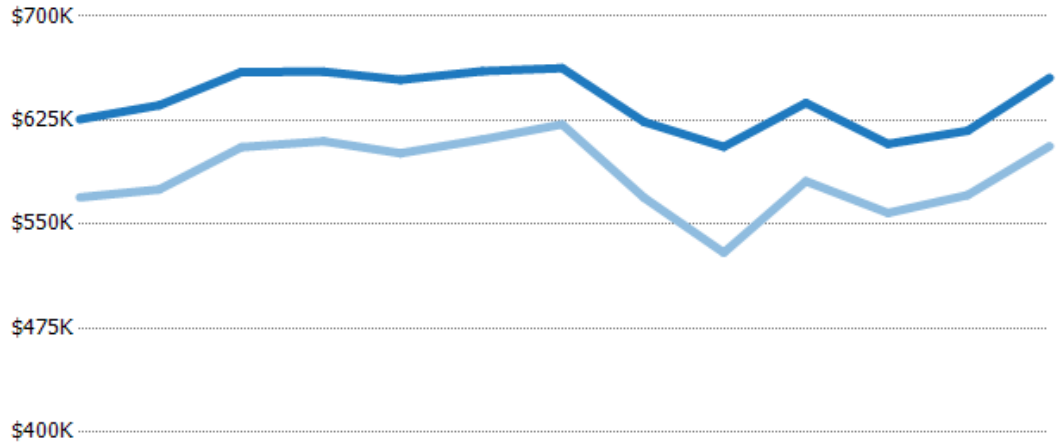
	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16
Current Year	\$188	\$188	\$191	\$190	\$191	\$192	\$193	\$192	\$188	\$193	\$192	\$191	\$194
Prior Year	\$179	\$181	\$182	\$184	\$185	\$187	\$187	\$185	\$185	\$184	\$181	\$186	\$188
Percent Change from Prior Year	5%	4%	5%	3%	3%	2%	3%	4%	2%	5%	6%	3%	3%

## 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



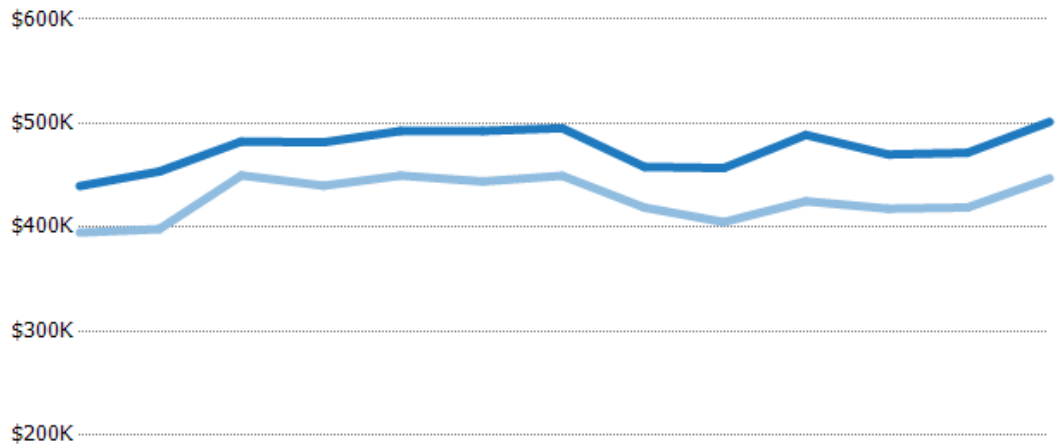
	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16
Avg Est Value	\$626K	\$636K	\$660K	\$660K	\$654K	\$660K	\$663K	\$624K	\$606K	\$637K	\$608K	\$617K	\$656K
Avg Listing Price	\$569K	\$575K	\$606K	\$610K	\$601K	\$611K	\$622K	\$569K	\$530K	\$581K	\$558K	\$571K	\$606K
Avg Listing Price as a % of Avg Est Value	91%	90%	92%	92%	92%	93%	94%	91%	87%	91%	92%	92%	92%

## 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



	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16
Median Est Value	\$440K	\$454K	\$483K	\$482K	\$493K	\$493K	\$495K	\$458K	\$457K	\$489K	\$470K	\$472K	\$501K
Median Listing Price	\$395K	\$398K	\$450K	\$440K	\$450K	\$444K	\$450K	\$419K	\$405K	\$425K	\$418K	\$419K	\$447K
Med Listing Price as a % of Med Est Value	90%	88%	93%	91%	91%	90%	91%	91%	89%	87%	89%	89%	89%

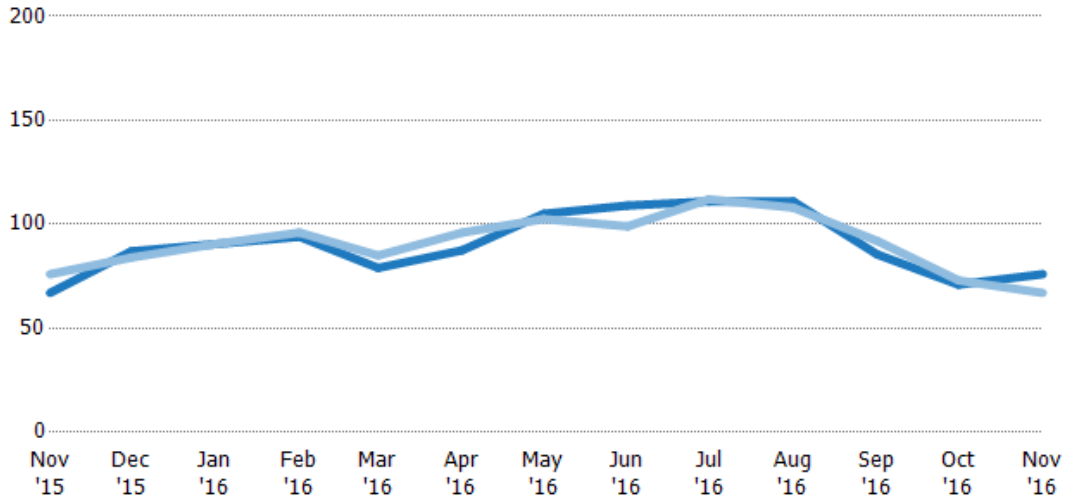
## Median Days in RPR

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.
Nov '16	76	13.4%
Nov '15	67	-11.8%
Nov '14	76	-1.3%



	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16
Current Year	67	87	90.5	94	79	87.5	105	109	111	111	85.5	71	76
Prior Year	76	84	90.5	96	85	96	103	99	112	108	92	73	67
Percent Change from Prior Year	-12%	4%	0%	-2%	-7%	-9%	2%	10%	-1%	3%	-7%	-3%	13%

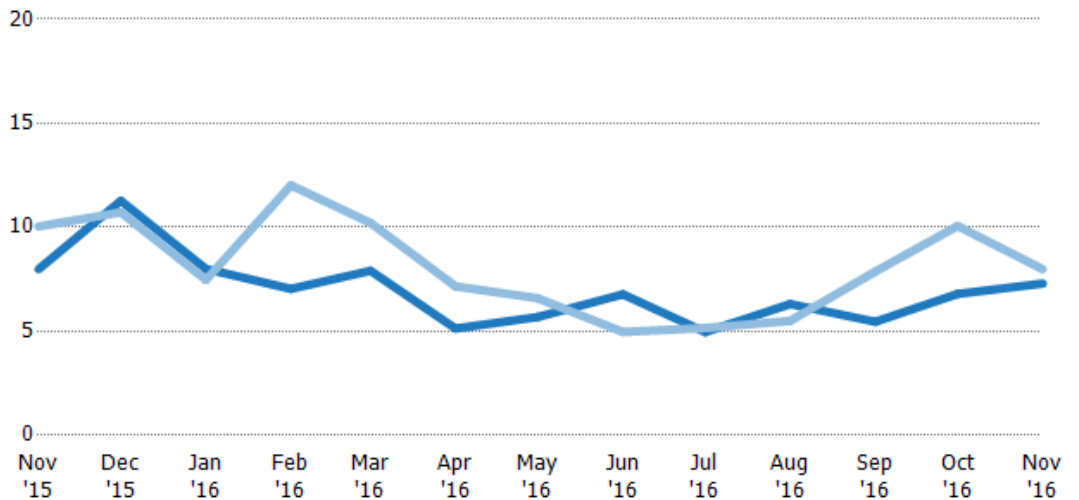
## Months of Inventory

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.
Nov '16	7.29	-8.7%
Nov '15	7.98	-20.5%
Nov '14	10	30%



	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16
Current Year	7.98	11.3	8	7.04	7.91	5.13	5.69	6.78	4.96	6.31	5.46	6.8	7.29
Prior Year	10	10.7	7.47	12	10.2	7.16	6.59	4.97	5.16	5.5	7.87	10.1	7.98
Percent Change from Prior Year	-20%	5%	7%	-41%	-23%	-28%	-14%	36%	-4%	15%	-31%	-32%	-9%

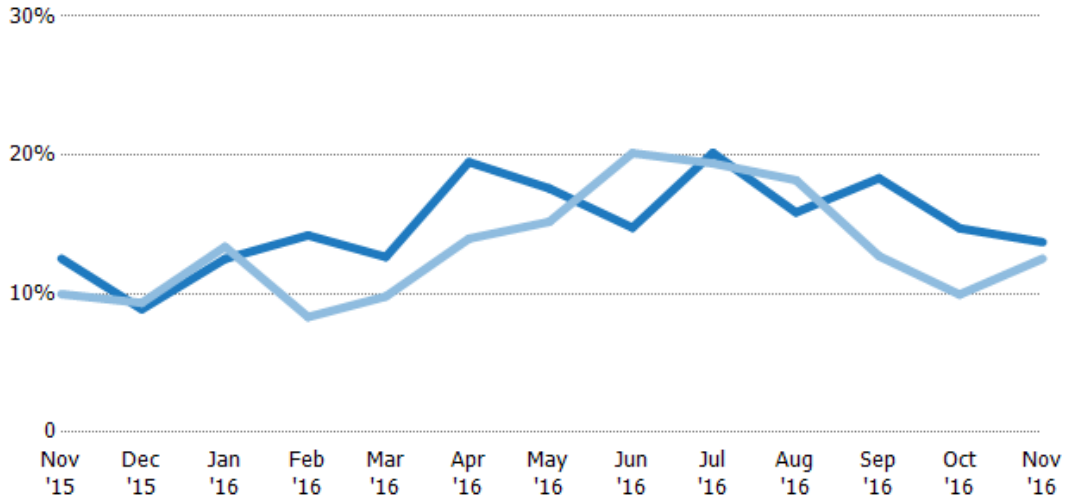


## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



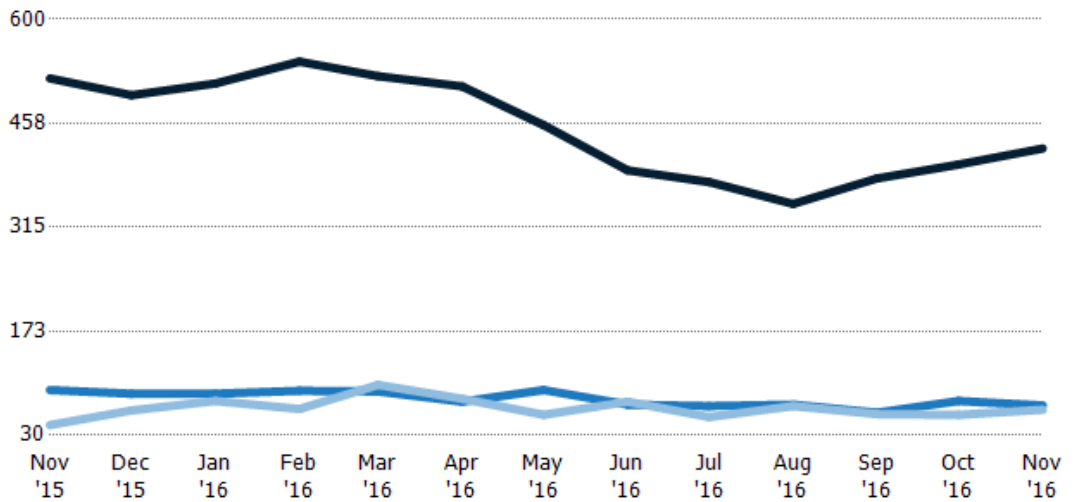
	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16
Current Year	13%	9%	13%	14%	13%	19%	18%	15%	20%	16%	18%	15%	14%
Prior Year	10%	9%	13%	8%	10%	14%	15%	20%	19%	18%	13%	10%	13%
Change from Prior Year	-3%	0%	1%	-6%	-3%	-6%	-2%	5%	-1%	2%	-6%	-5%	-1%

## 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



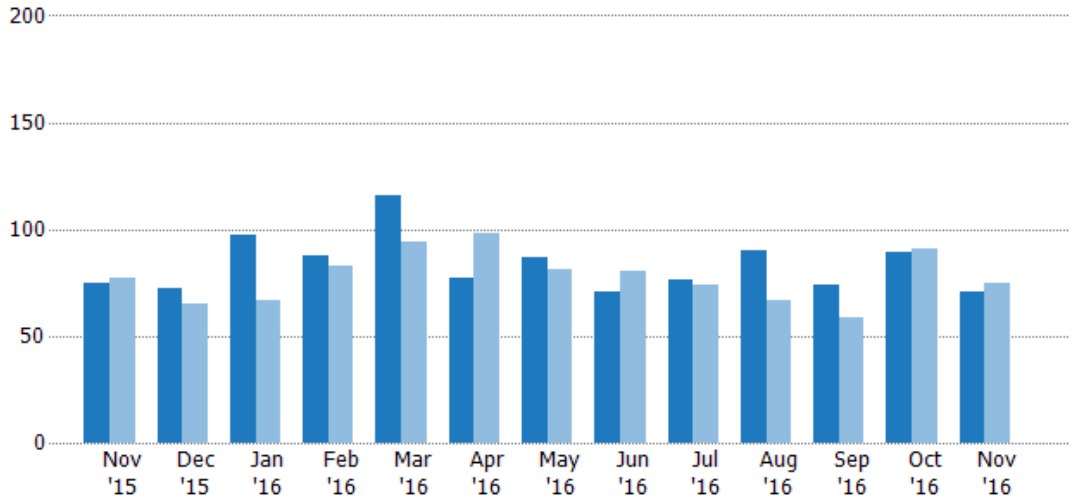
	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16
Active	519	496	512	542	522	508	455	393	377	347	382	401	423
Pending	92	87	87	91	90	76	92	72	70	72	61	77	71
Sold	44	64	77	66	99	80	58	76	55	70	59	58	65

## 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



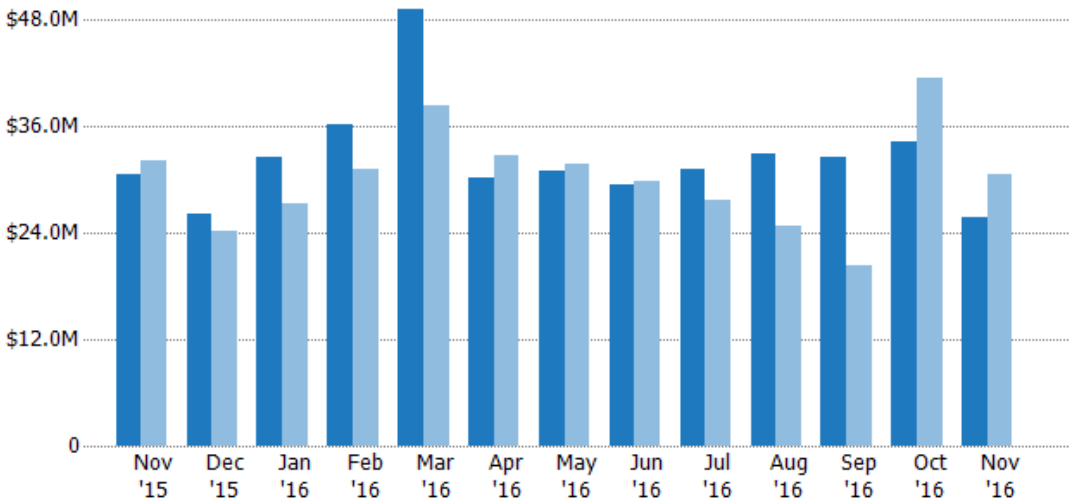
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Nov '16	71	75	-5.3%
Nov '15	75	77	-2.6%
Nov '14	77	81	-23.4%

## 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



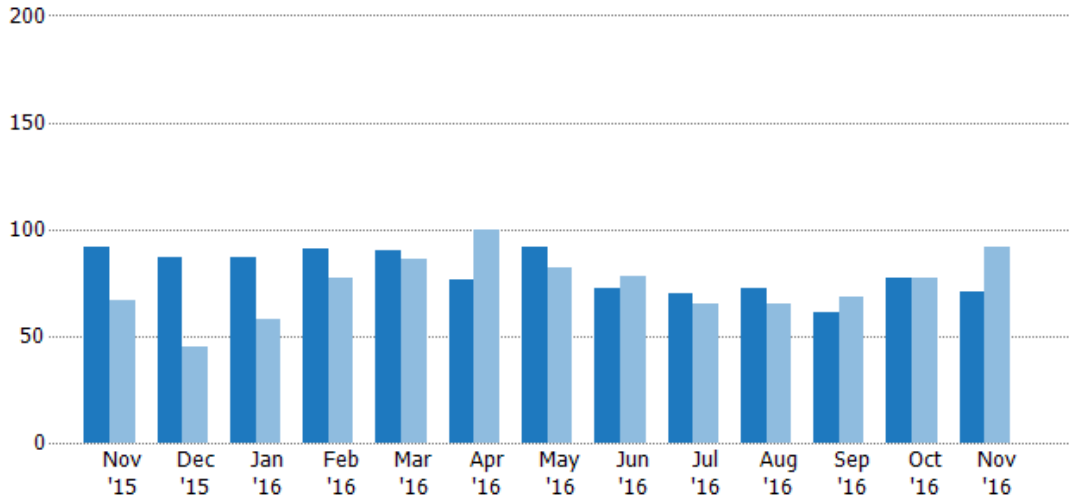
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Nov '16	\$25.8M	\$30.6M	-15.5%
Nov '15	\$30.6M	\$32.1M	-4.8%
Nov '14	\$32.1M	\$38.4M	-41.4%

## 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



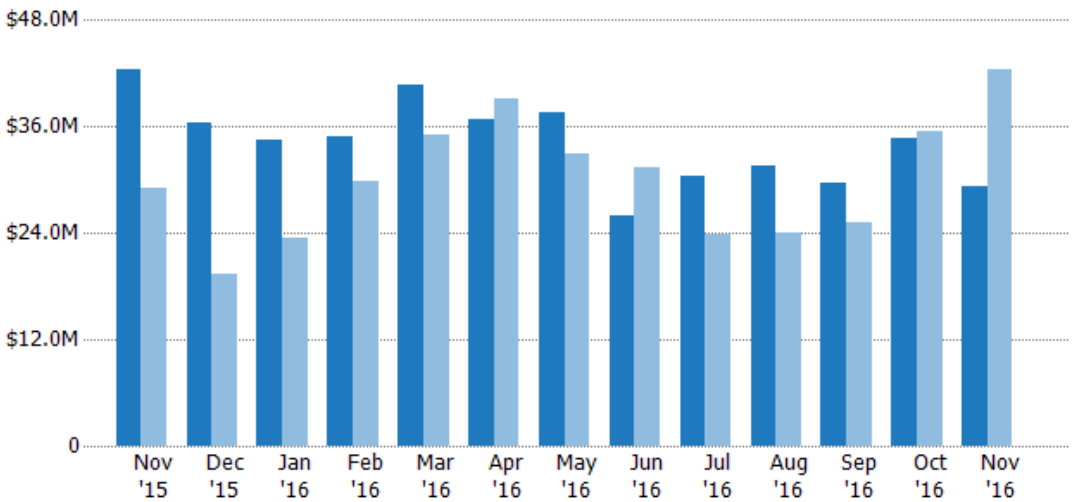
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Nov '16	92	67	37%
Nov '15	87	45	93%
Nov '14	87	58	50%
Nov '13	91	77	18%
Nov '12	90	86	5%
Nov '11	76	100	-24%
Nov '10	92	82	12%
Nov '09	72	78	-8%
Nov '08	70	65	8%
Nov '07	72	65	11%
Nov '06	61	68	-10%
Nov '05	77	77	0%
Nov '04	71	92	-23%

## 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	Current Year	Prior Year	Percent Change from Prior Year
Nov '16	\$29.2M	\$29M	46%
Nov '15	\$36.5M	\$19.4M	88%
Nov '14	\$34.5M	\$23.5M	47%
Nov '13	\$34.9M	\$29.8M	17%
Nov '12	\$40.6M	\$35M	16%
Nov '11	\$36.9M	\$39.1M	-6%
Nov '10	\$37.6M	\$33M	14%
Nov '09	\$26M	\$31.4M	-17%
Nov '08	\$30.5M	\$23.9M	28%
Nov '07	\$31.6M	\$24M	32%
Nov '06	\$29.6M	\$25.1M	18%
Nov '05	\$34.6M	\$35.4M	-2%
Nov '04	\$29.2M	\$42.4M	-31%

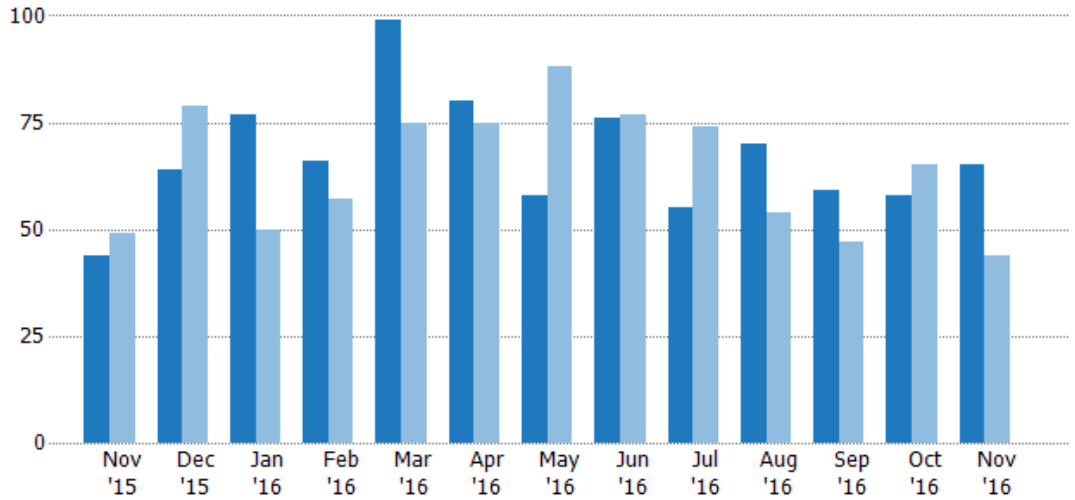
## Closed Sales

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.
Nov '16	65	47.7%
Nov '15	44	-10.2%
Nov '14	49	-12.2%



Current Year	44	64	77	66	99	80	58	76	55	70	59	58	65
Prior Year	49	79	50	57	75	75	88	77	74	54	47	65	44
Percent Change from Prior Year	-10%	-19%	54%	16%	32%	7%	-34%	-1%	-26%	30%	26%	-11%	48%

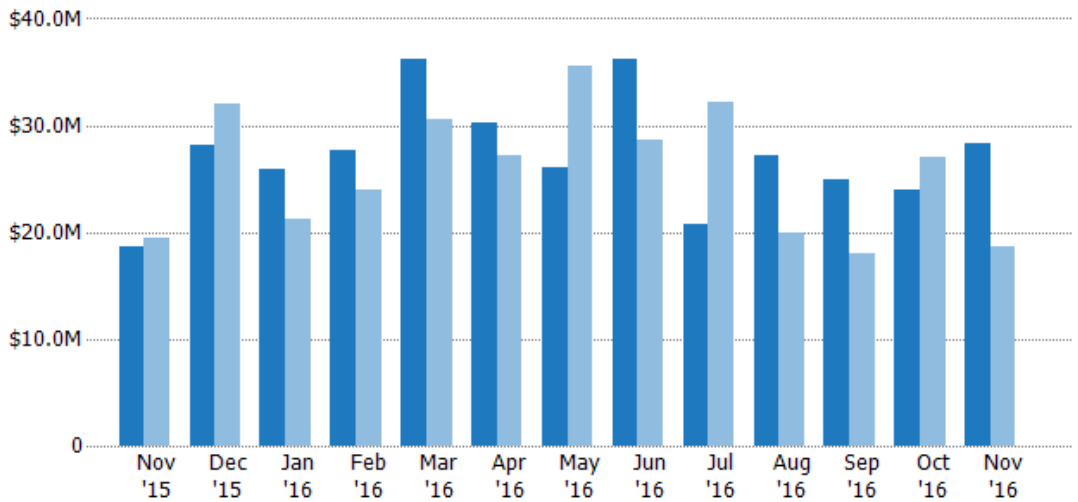
## Closed Sales Volume

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.
Nov '16	\$28.4M	52.4%
Nov '15	\$18.6M	-4.3%
Nov '14	\$19.4M	-22.8%



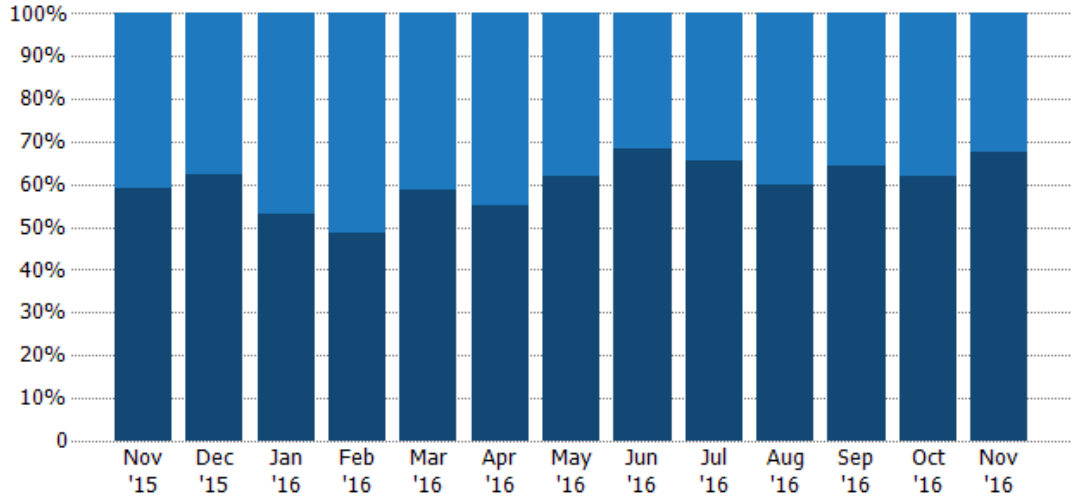
Current Year	\$18.6M	\$28.1M	\$25.9M	\$27.7M	\$36.2M	\$30.2M	\$26M	\$36.2M	\$20.7M	\$27.2M	\$25M	\$23.9M	\$28.4M
Prior Year	\$19.4M	\$32M	\$21.2M	\$24M	\$30.5M	\$27.3M	\$35.6M	\$28.6M	\$32.2M	\$20M	\$18M	\$27M	\$18.6M
Percent Change from Prior Year	-4%	-12%	22%	16%	19%	11%	-27%	27%	-36%	37%	39%	-11%	52%

## 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



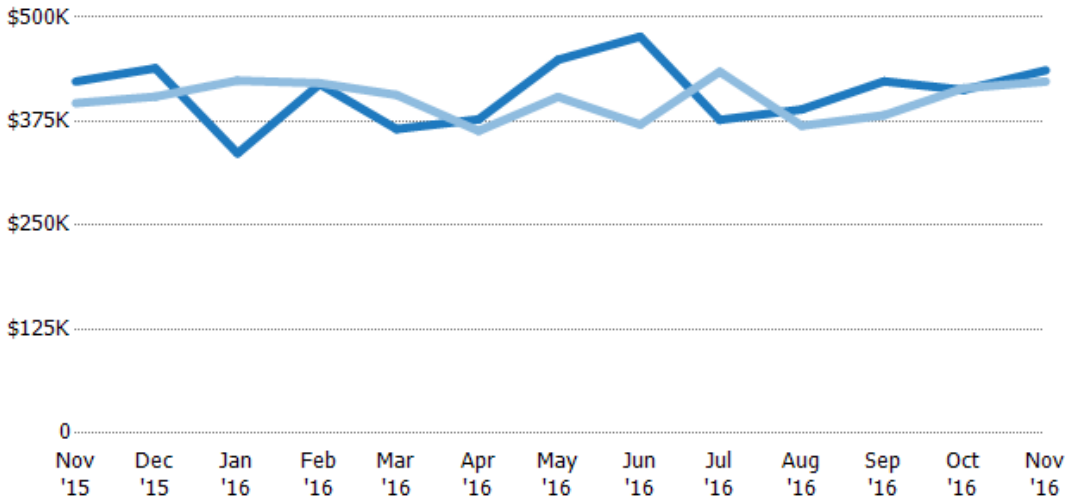
Condo/Townhouse	41%	38%	47%	52%	41%	45%	38%	32%	35%	40%	36%	38%	32%
Single Family Residence	59%	63%	53%	48%	59%	55%	62%	68%	65%	60%	64%	62%	68%

## 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.
Nov '16	\$436K	3.2%
Nov '15	\$423K	6.6%
Nov '14	\$397K	-12%

Current Year	\$423K	\$439K	\$336K	\$420K	\$366K	\$377K	\$449K	\$477K	\$377K	\$389K	\$423K	\$413K	\$436K
Prior Year	\$397K	\$405K	\$424K	\$421K	\$407K	\$363K	\$404K	\$371K	\$435K	\$370K	\$382K	\$415K	\$423K
Percent Change from Prior Year	7%	8%	-21%	0%	-10%	4%	11%	29%	-13%	5%	11%	0%	3%

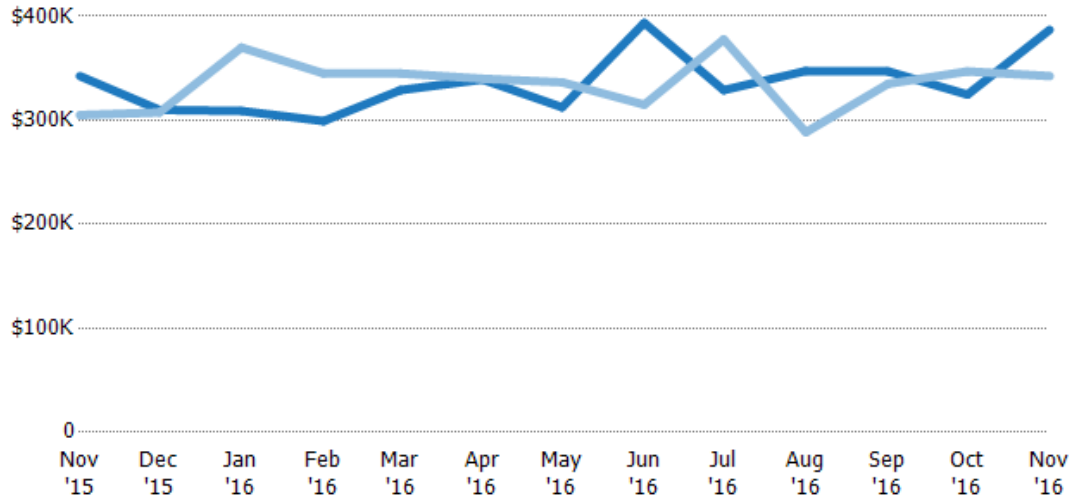
## Median Sales Price

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.
Nov '16	\$387K	13%
Nov '15	\$343K	12.3%
Nov '14	\$305K	-1.6%



Current Year	\$343K	\$310K	\$309K	\$299K	\$329K	\$339K	\$313K	\$394K	\$329K	\$347K	\$347K	\$325K	\$387K
Prior Year	\$305K	\$308K	\$370K	\$345K	\$345K	\$340K	\$337K	\$315K	\$378K	\$289K	\$335K	\$347K	\$343K
Percent Change from Prior Year	12%	1%	-16%	-13%	-5%	0%	-7%	25%	-13%	20%	4%	-6%	13%

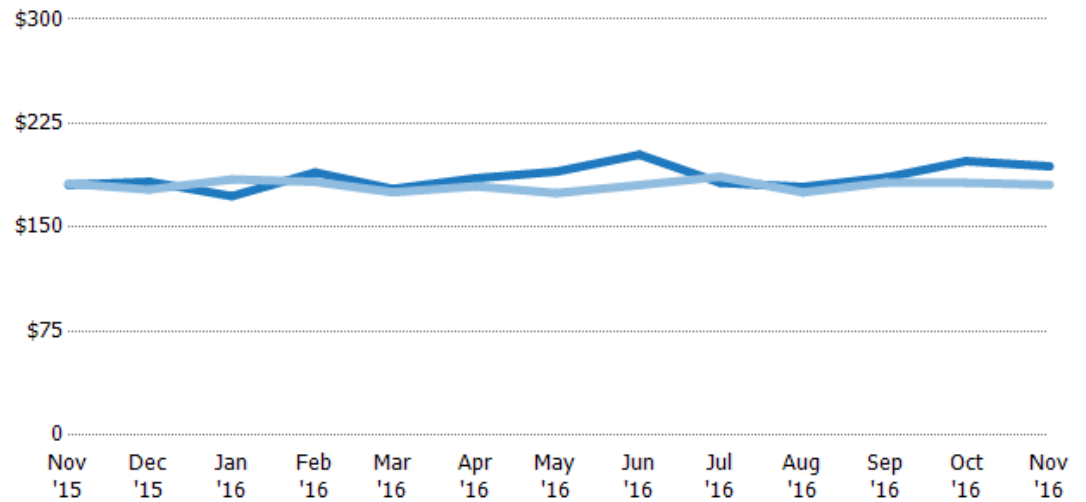
## Average Sales Price per Sq Ft

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

### Filters Used

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

Month/ Year	Price/sq ft	% Chg.
Nov '16	\$194	7.4%
Nov '15	\$181	-0.5%
Nov '14	\$182	-3.3%



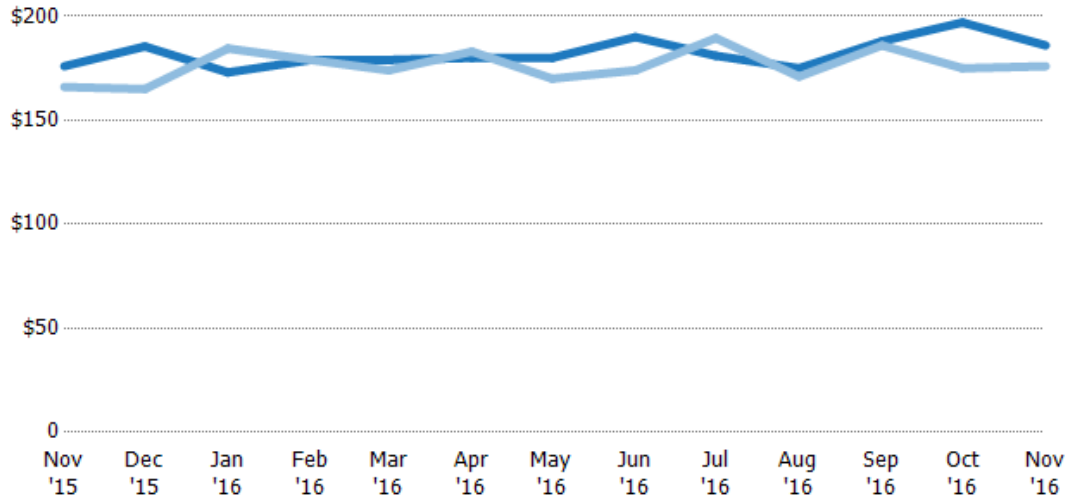
Current Year	\$181	\$183	\$172	\$190	\$178	\$185	\$190	\$202	\$182	\$179	\$186	\$198	\$194
Prior Year	\$182	\$177	\$185	\$183	\$175	\$180	\$175	\$180	\$186	\$175	\$182	\$182	\$181
Percent Change from Prior Year	0%	3%	-7%	4%	1%	3%	9%	12%	-2%	2%	2%	9%	7%

## 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



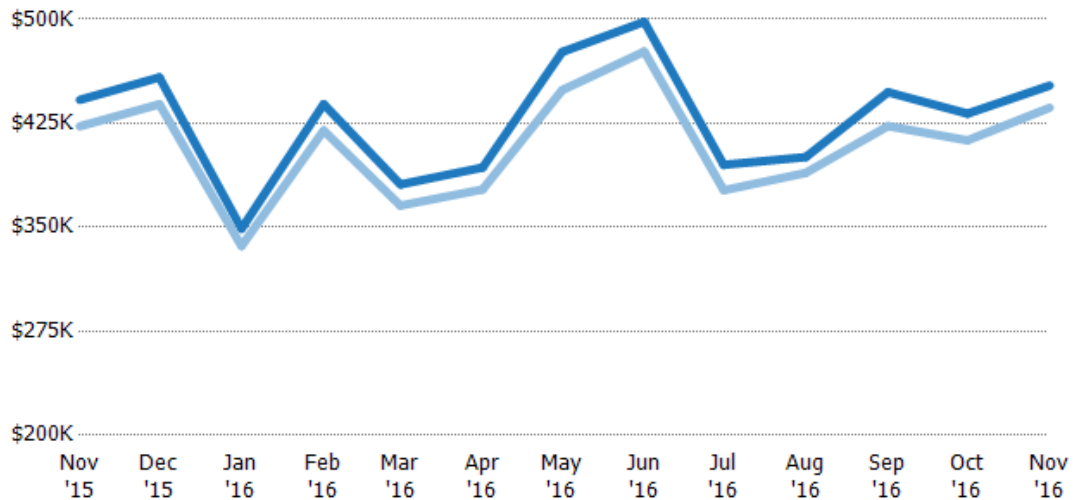
	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16
Current Year	\$176	\$186	\$173	\$179	\$179	\$180	\$180	\$190	\$181	\$175	\$188	\$197	\$186
Prior Year	\$166	\$165	\$185	\$179	\$174	\$183	\$170	\$174	\$190	\$171	\$186	\$175	\$176
Percent Change from Prior Year	6%	12%	-6%	0%	3%	-2%	6%	9%	-4%	2%	1%	13%	6%

## 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



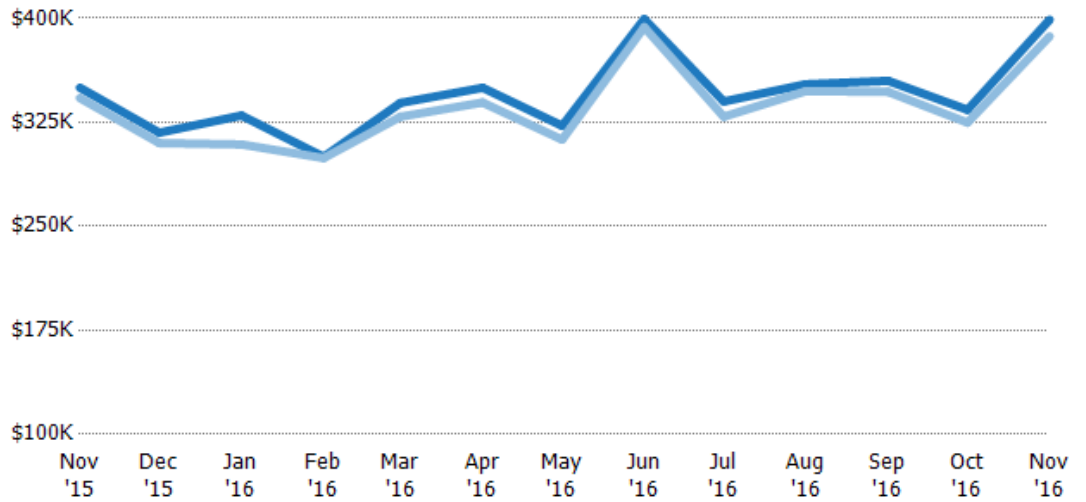
	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16
Avg List Price	\$442K	\$458K	\$349K	\$439K	\$381K	\$393K	\$476K	\$498K	\$395K	\$401K	\$447K	\$432K	\$452K
Avg Sales Price	\$423K	\$439K	\$336K	\$420K	\$366K	\$377K	\$449K	\$477K	\$377K	\$389K	\$423K	\$413K	\$436K
Avg Sales Price as a % of Avg List Price	96%	96%	96%	96%	96%	96%	94%	96%	95%	97%	95%	96%	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



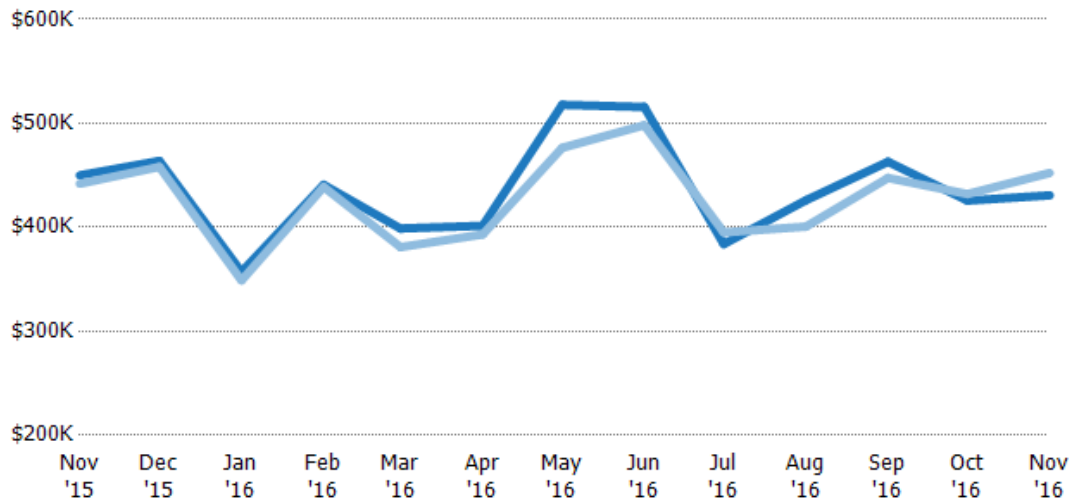
	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16
Median List Price	\$350K	\$318K	\$330K	\$300K	\$339K	\$350K	\$322K	\$399K	\$340K	\$352K	\$355K	\$334K	\$399K
Median Sales Price	\$343K	\$310K	\$309K	\$299K	\$329K	\$339K	\$313K	\$394K	\$329K	\$347K	\$347K	\$325K	\$387K
Med Sales Price as a % of Med List Price	98%	98%	94%	100%	97%	97%	97%	99%	97%	99%	98%	97%	97%

## 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



	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16
Avg Est Value	\$450K	\$464K	\$357K	\$441K	\$399K	\$401K	\$518K	\$516K	\$384K	\$426K	\$463K	\$426K	\$431K
Avg Sales Price	\$442K	\$458K	\$349K	\$439K	\$381K	\$393K	\$476K	\$498K	\$395K	\$401K	\$447K	\$432K	\$452K
Avg Sales Price as a % of Avg Est Value	98%	99%	98%	100%	96%	98%	92%	97%	103%	94%	97%	101%	105%

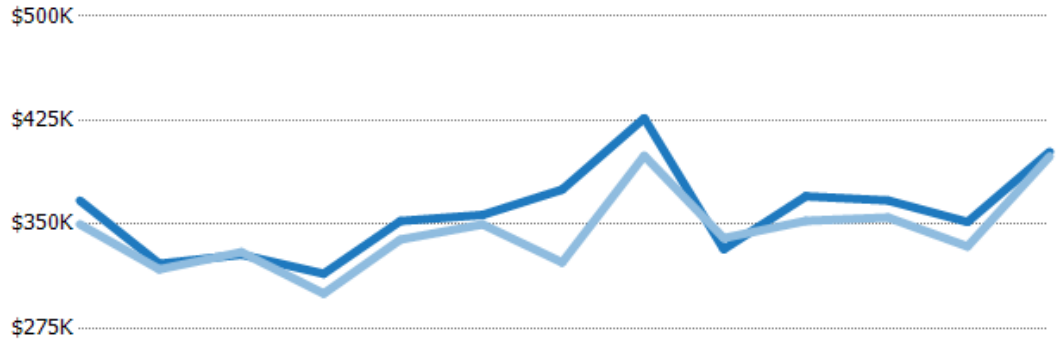


## Median Sales Price vs Median Est Value

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



\$200K

	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16
Median Est Value	\$367K	\$322K	\$328K	\$314K	\$352K	\$357K	\$375K	\$426K	\$332K	\$370K	\$367K	\$352K	\$402K
Median Sales Price	\$350K	\$318K	\$330K	\$300K	\$339K	\$350K	\$322K	\$399K	\$340K	\$352K	\$355K	\$334K	\$399K
Med Sales Price as a % of Med Est Value	95%	99%	101%	95%	96%	98%	86%	94%	102%	95%	97%	95%	99%

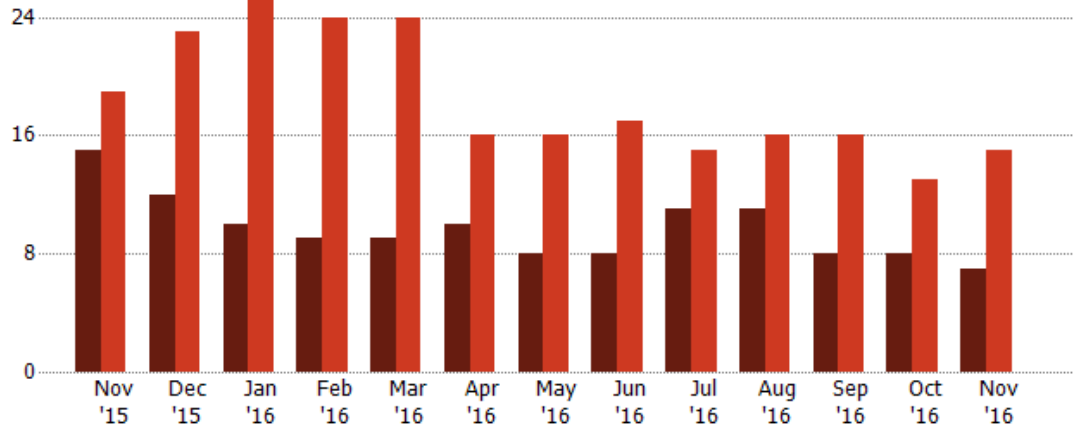
## Distressed Listings

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.
Nov '16	7	-53.3%
Nov '15	15	-21.1%
Nov '14	19	42.1%



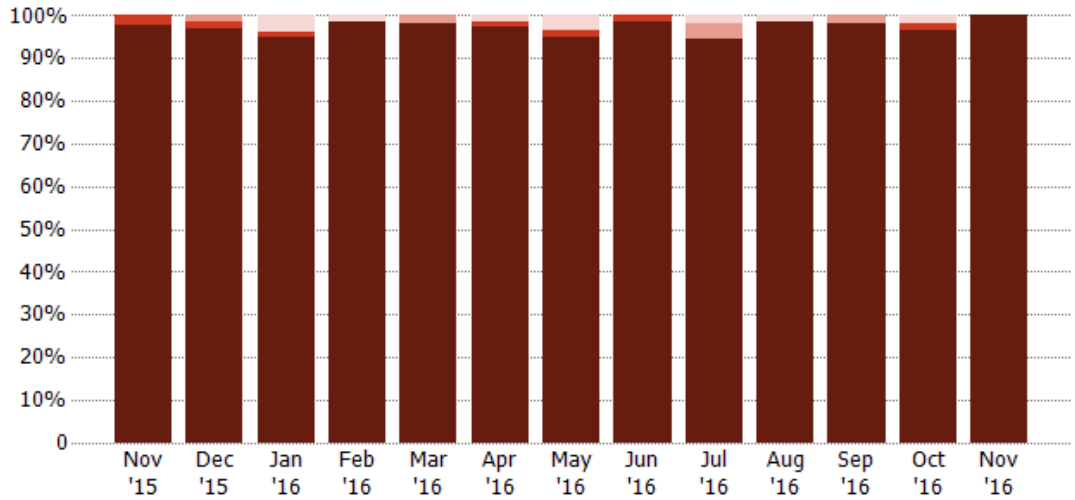
Current Year	15	12	10	9	9	10	8	8	11	11	8	8	7
Prior Year	19	23	26	24	24	16	16	17	15	16	16	13	15
Percent Change from Prior Year	-21%	-48%	-62%	-63%	-63%	-38%	-50%	-53%	-27%	-31%	-50%	-38%	-53%

## 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	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16
Pre-Foreclosure	-	-	4%	2%	-	1%	3%	-	2%	1%	-	2%	-
Short Sale	-	2%	-	-	2%	-	-	-	4%	-	2%	-	-
Foreclosure	2%	2%	1%	-	-	1%	2%	1%	-	-	-	2%	-
Non-Distressed	98%	97%	95%	98%	98%	98%	95%	99%	95%	99%	98%	97%	100%

## 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