



2016

FOUNTAIN HILLS MARKET REPORT

October 2016



Scottsdale Area Association of REALTORS®
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ScottsdaleREALTORS.org
480-945-2651



Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

Key Metrics	Oct 2016	Oct 2015	+ / -	YTD 2016	YTD 2015	+ / -
Listing Activity Charts Metrics						
New Listing Count	125	165	-24.2%	1,132	1,200	-5.7%
New Listing Volume	\$57,976,390	\$91,908,344	-36.9%	\$508,814,708	\$531,962,273	-4.4%
Active Listing Count	401	473	-15.2%	4,439	4,943	-10.2%
Active Listing Volume	\$228,978,227	\$256,866,965	-10.9%	\$2,615,045,302	\$2,654,888,031	-1.5%
Average Listing Price	\$571,018	\$543,059	+5.1%	\$589,107	\$537,101	+9.7%
Median Listing Price	\$419,000	\$369,900	+13.3%	\$433,903	\$369,962	+17.3%
Average Listing Price per Sq Ft	\$206	\$200	+2.9%	\$207	\$197	+4.9%
Median Listing Price per Sq Ft	\$191	\$186	+2.7%	\$191	\$185	+3.6%
Median Days in RPR	71	73	-2.7%	93.7	95.78	-2.2%
Months of Inventory	6.8	10.1	-32.5%	6.7	8.3	-19.7%
Absorption Rate	14.71%	9.94%	+4.8%	14.91%	11.98%	+2.9%
Sales Activity Charts Metrics						
New Pending Sales Count	89	91	-2.2%	865	794	+8.9%
New Pending Sales Volume	\$34,376,040	\$41,412,754	-17%	\$339,792,297	\$305,231,721	+11.3%
Pending Sales Count	77	77	+/-	788	756	+4.2%
Pending Sales Volume	\$34,636,295	\$35,424,904	-2.2%	\$336,833,509	\$300,090,662	+12.2%
Closed Sales Count	58	65	-10.8%	698	662	+5.4%
Closed Sales Volume	\$23,935,300	\$26,955,650	-11.2%	\$279,115,189	\$264,115,379	+5.7%
Average Sales Price	\$412,678	\$414,702	-0.5%	\$399,878	\$398,966	+0.2%
Median Sales Price	\$324,750	\$347,000	-6.4%	\$333,840	\$340,237	-1.9%
Average Sales Price per Sq Ft	\$198	\$182	+8.6%	\$186	\$180	+3.3%
Median Sales Price per Sq Ft	\$197	\$175	+12.6%	\$182	\$178	+2.1%
Distressed Charts Metrics						
Distressed Listing Count	8	13	-38.5%	92	183	-49.7%

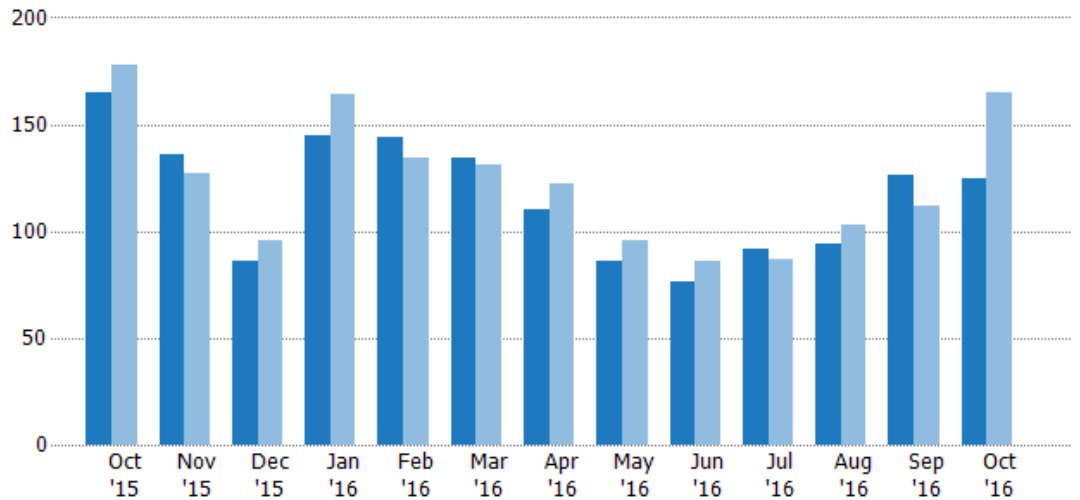
New Listings

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.
Oct '16	125	-24.2%
Oct '15	165	-7.3%
Oct '14	178	-14%



Current Year	165	136	86	145	144	134	110	86	76	92	94	126	125
Prior Year	178	127	96	164	134	131	122	96	86	87	103	112	165
Percent Change from Prior Year	-7%	7%	-10%	-12%	7%	2%	-10%	-10%	-12%	6%	-9%	13%	-24%

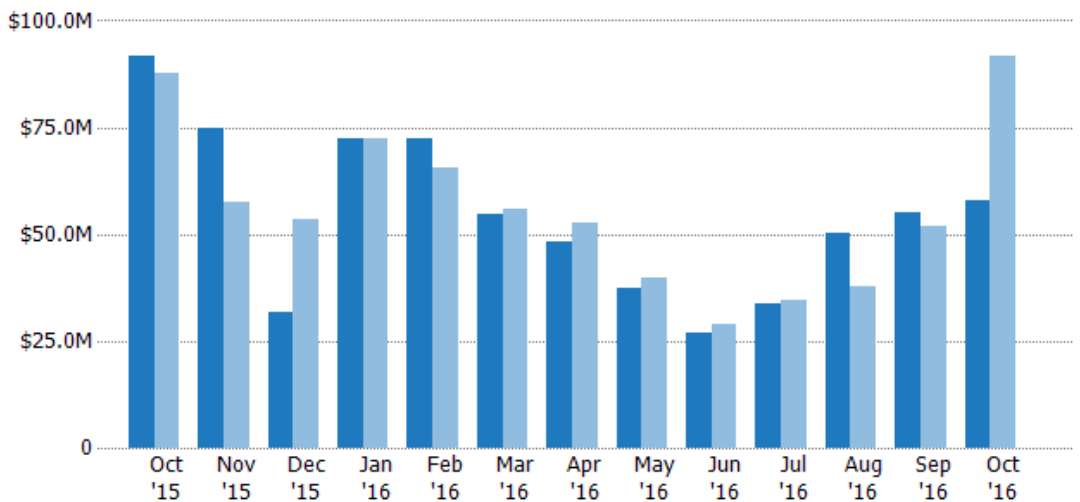
New Listing Volume

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.
Oct '16	\$58M	-36.9%
Oct '15	\$91.9M	5%
Oct '14	\$87.6M	-12.3%



Current Year	\$91.9M	\$75M	\$31.9M	\$72.6M	\$72.4M	\$54.7M	\$48.2M	\$37.4M	\$26.7M	\$33.6M	\$50.1M	\$55.1M	\$58M
Prior Year	\$87.6M	\$57.4M	\$53.4M	\$72.5M	\$65.7M	\$55.9M	\$52.7M	\$39.6M	\$29.1M	\$34.5M	\$37.9M	\$52M	\$91.9M
Percent Change from Prior Year	5%	31%	-40%	0%	10%	-2%	-8%	-5%	-8%	-3%	32%	6%	-37%

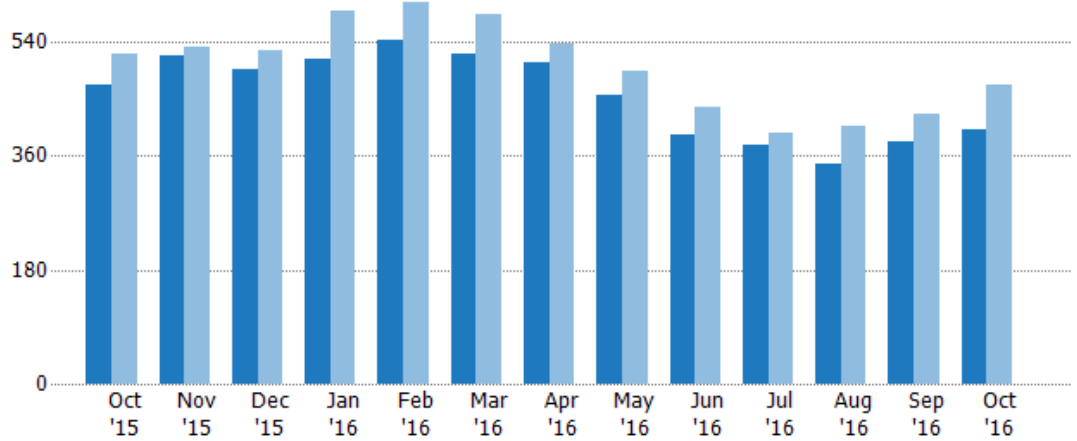
Active Listings

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.
Oct '16	401	-15.2%
Oct '15	473	-9.2%
Oct '14	521	-7.3%



Current Year	473	519	496	512	542	522	508	455	393	377	347	382	401
Prior Year	521	532	525	590	601	582	537	494	437	397	407	425	473
Percent Change from Prior Year	-9%	-2%	-6%	-13%	-10%	-10%	-5%	-8%	-10%	-5%	-15%	-10%	-15%

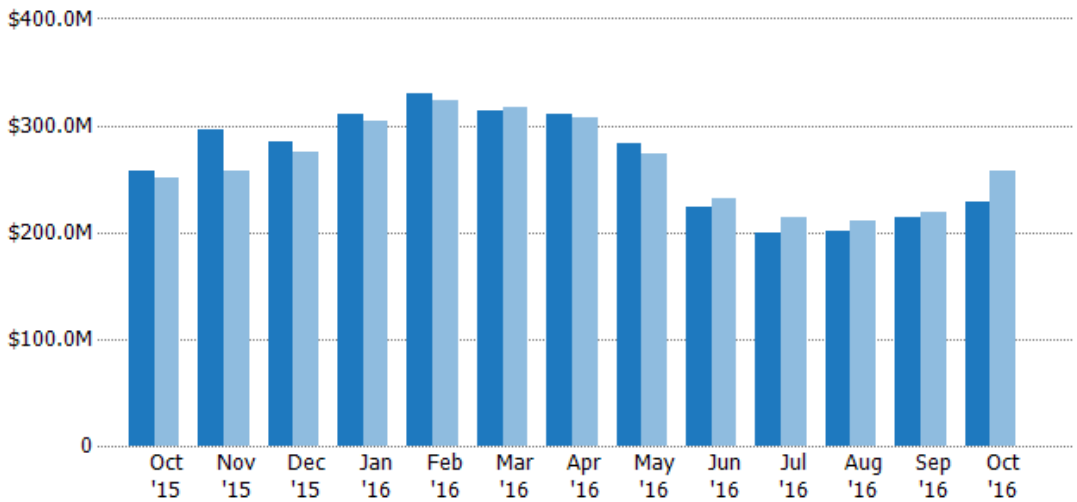
Active Listing Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Oct '16	\$229M	-10.9%
Oct '15	\$257M	2.5%
Oct '14	\$251M	-13.9%



Current Year	\$257M	\$296M	\$285M	\$310M	\$331M	\$314M	\$310M	\$283M	\$224M	\$200M	\$202M	\$213M	\$229M
Prior Year	\$251M	\$258M	\$275M	\$304M	\$324M	\$317M	\$306M	\$274M	\$231M	\$213M	\$210M	\$218M	\$257M
Percent Change from Prior Year	3%	15%	4%	2%	2%	-1%	1%	3%	-3%	-6%	-4%	-2%	-11%

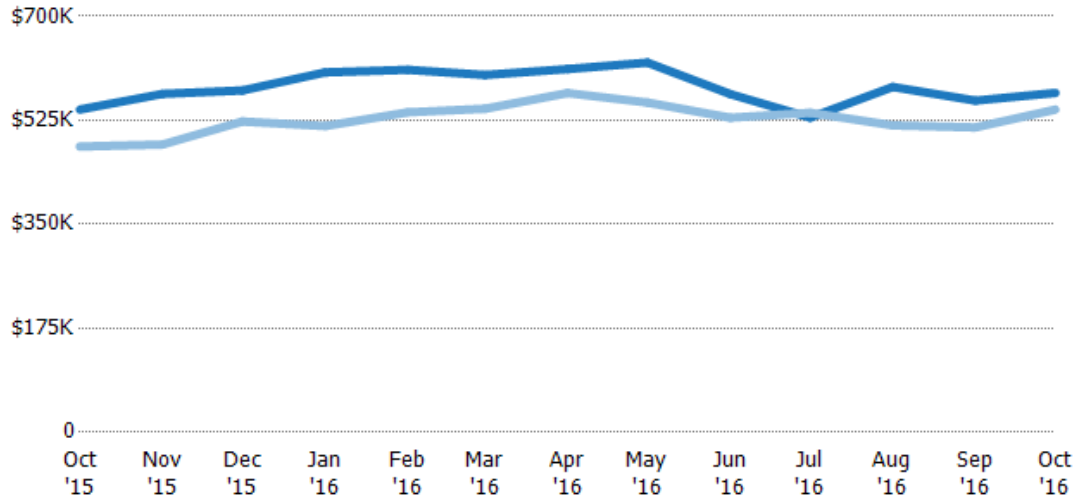
Average Listing Price

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.
Oct '16	\$571K	5.1%
Oct '15	\$543K	12.9%
Oct '14	\$481K	-7.2%



Current Year	\$543K	\$569K	\$575K	\$606K	\$610K	\$601K	\$611K	\$622K	\$569K	\$530K	\$581K	\$558K	\$571K
Prior Year	\$481K	\$484K	\$523K	\$515K	\$538K	\$544K	\$571K	\$555K	\$529K	\$538K	\$516K	\$513K	\$543K
Percent Change from Prior Year	13%	18%	10%	18%	13%	10%	7%	12%	8%	-2%	13%	9%	5%

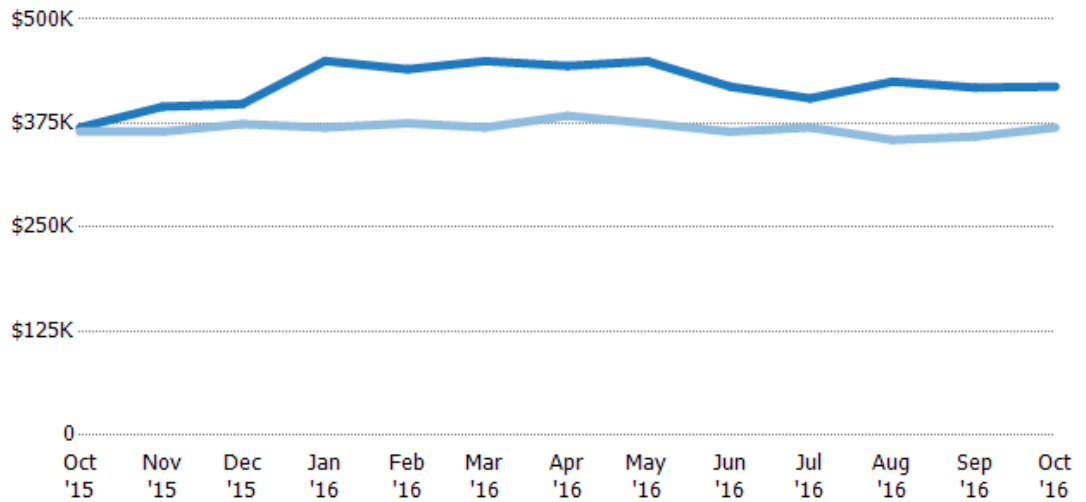
Median Listing Price

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.
Oct '16	\$419K	13.3%
Oct '15	\$370K	1.3%
Oct '14	\$365K	-9.6%



Current Year	\$370K	\$395K	\$398K	\$450K	\$440K	\$450K	\$444K	\$450K	\$419K	\$405K	\$425K	\$418K	\$419K
Prior Year	\$365K	\$365K	\$374K	\$370K	\$375K	\$370K	\$384K	\$375K	\$365K	\$370K	\$355K	\$359K	\$370K
Percent Change from Prior Year	1%	8%	6%	22%	17%	22%	16%	20%	15%	9%	20%	16%	13%

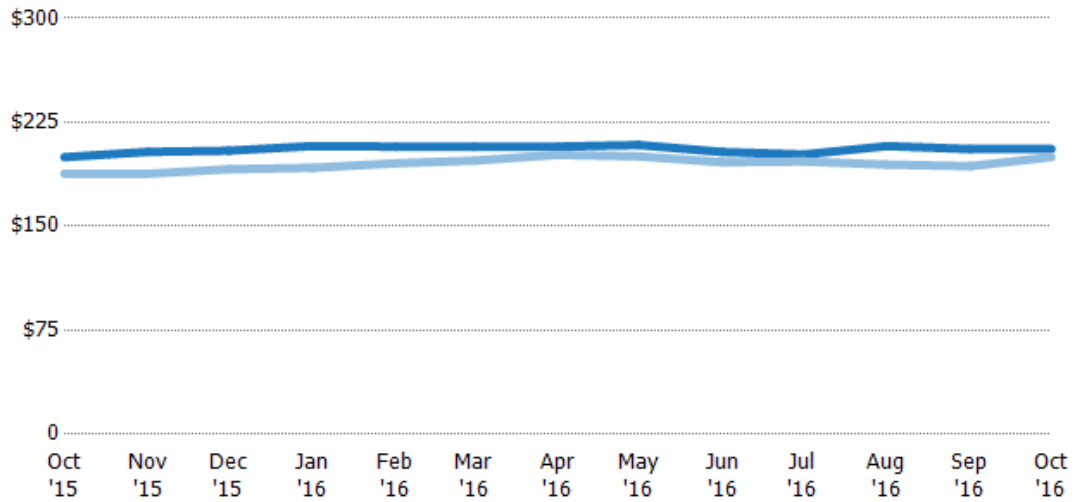
Average Listing Price per Sq Ft

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.
Oct '16	\$206	2.9%
Oct '15	\$200	6.4%
Oct '14	\$188	-0.5%



Current Year	\$200	\$204	\$205	\$208	\$207	\$207	\$207	\$209	\$204	\$202	\$208	\$206	\$206
Prior Year	\$188	\$188	\$191	\$192	\$195	\$197	\$202	\$200	\$196	\$197	\$194	\$193	\$200
Percent Change from Prior Year	6%	8%	7%	8%	6%	5%	3%	4%	4%	3%	7%	6%	3%

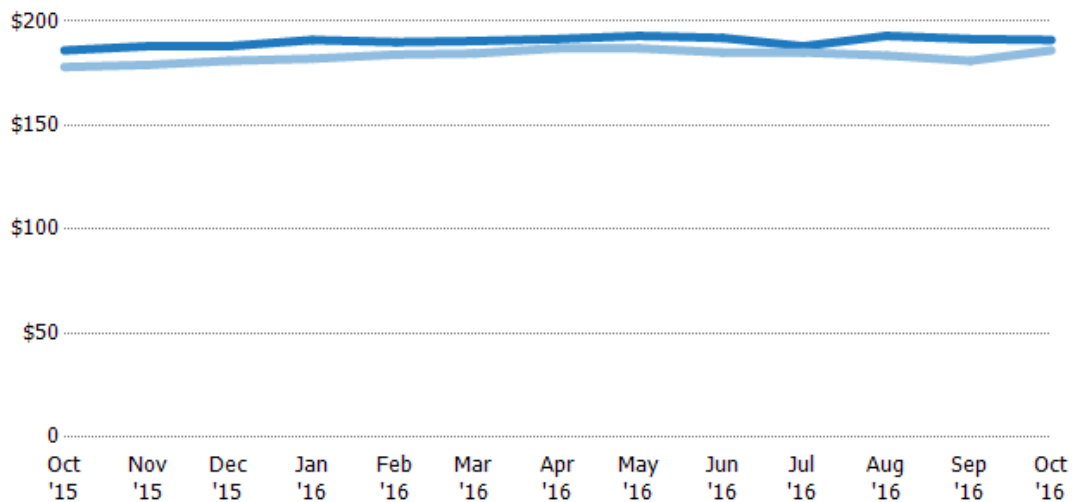
Median Listing Price per Sq Ft

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

Month/ Year	Price/sq ft	% Chg.
Oct '16	\$191	2.7%
Oct '15	\$186	4.5%
Oct '14	\$178	-2.2%



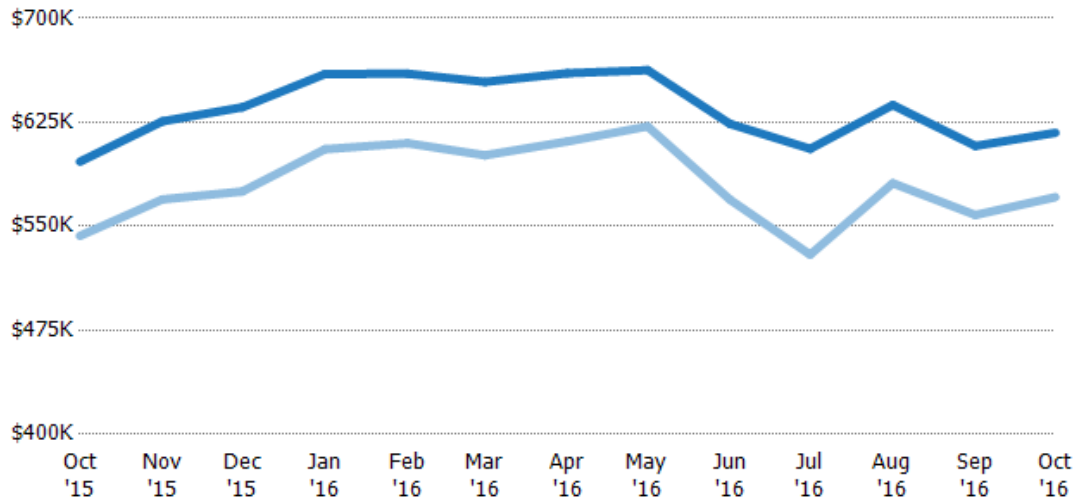
Current Year	\$186	\$188	\$188	\$191	\$190	\$191	\$192	\$193	\$192	\$188	\$193	\$192	\$191
Prior Year	\$178	\$179	\$181	\$182	\$184	\$185	\$187	\$187	\$185	\$185	\$184	\$181	\$186
Percent Change from Prior Year	4%	5%	4%	5%	3%	3%	2%	3%	4%	2%	5%	6%	3%

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

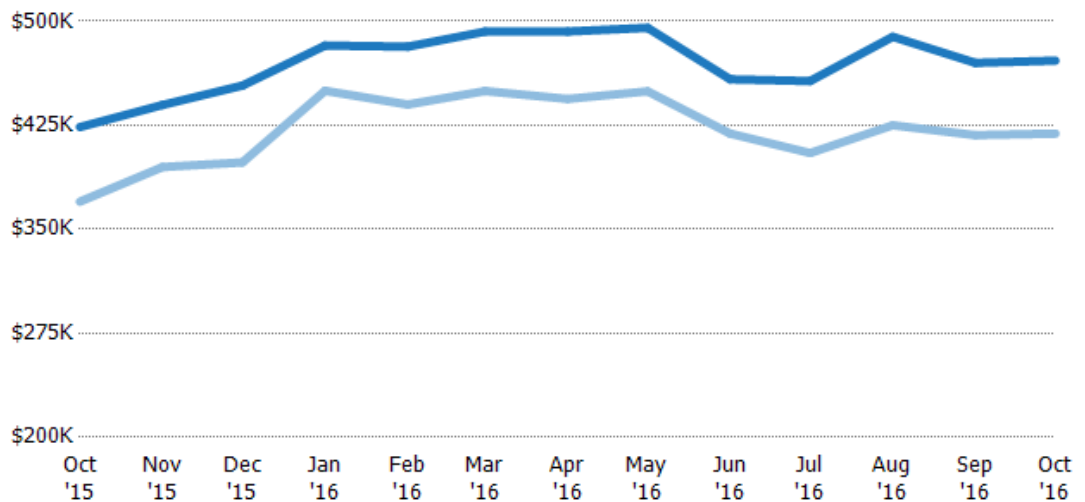


Median Listing Price vs Median Est Value

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

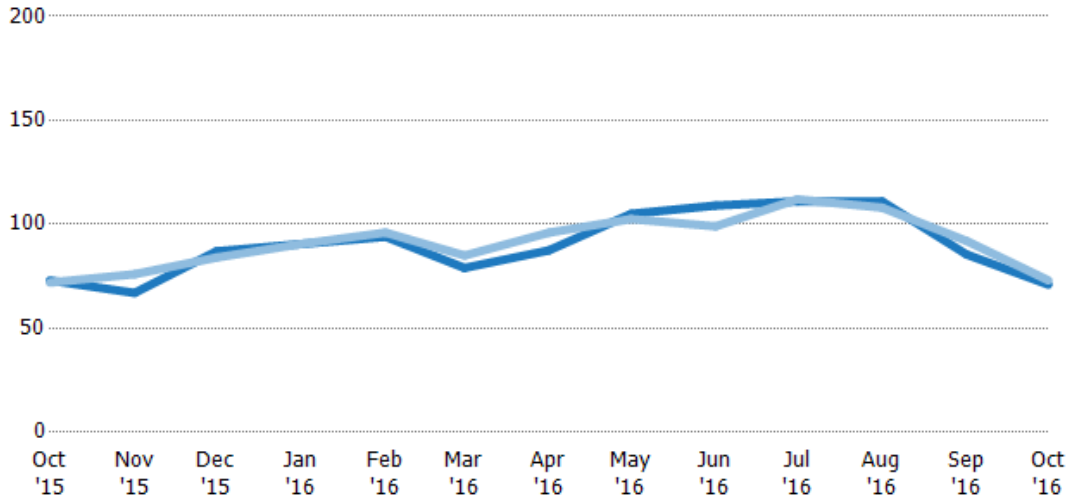


Median Days in RPR

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



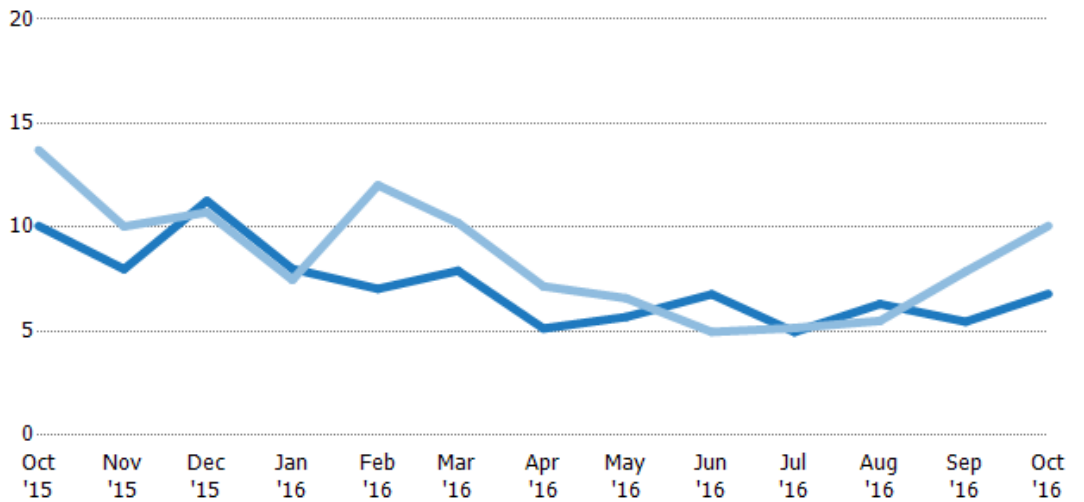
	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16
Current Year	73	67	87	90.5	94	79	87.5	105	109	111	111	85.5	71
Prior Year	72	76	84	90.5	96	85	96	103	99	112	108	92	73
Percent Change from Prior Year	1%	-12%	4%	0%	-2%	-7%	-9%	2%	10%	-1%	3%	-7%	-3%

Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

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



	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16
Current Year	10.1	7.98	11.3	8	7.04	7.91	5.13	5.69	6.78	4.96	6.31	5.46	6.8
Prior Year	13.7	10	10.7	7.47	12	10.2	7.16	6.59	4.97	5.16	5.5	7.87	10.1
Percent Change from Prior Year	-27%	-20%	5%	7%	-41%	-23%	-28%	-14%	36%	-4%	15%	-31%	-32%

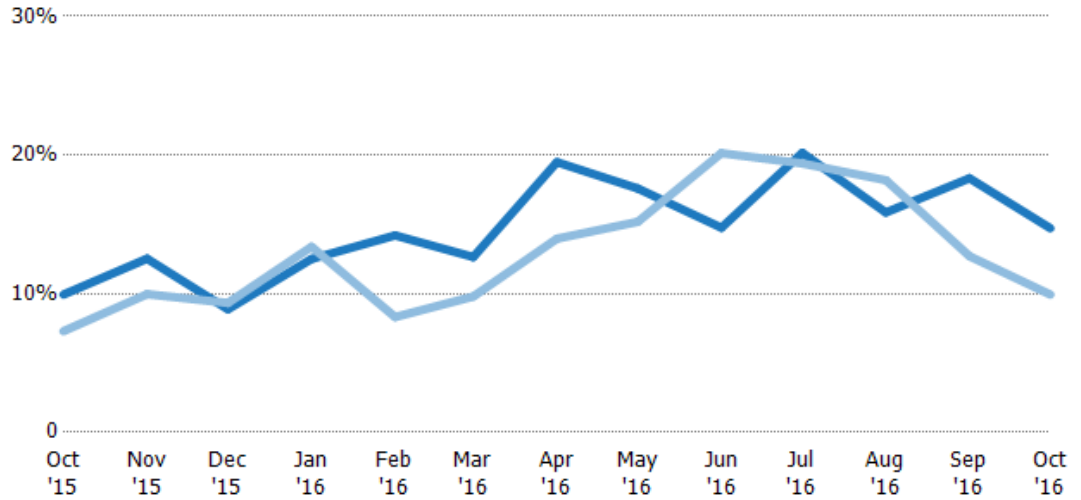
Absorption Rate

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.
Oct '16	15%	-4.8%
Oct '15	10%	-2.6%
Oct '14	7%	42%



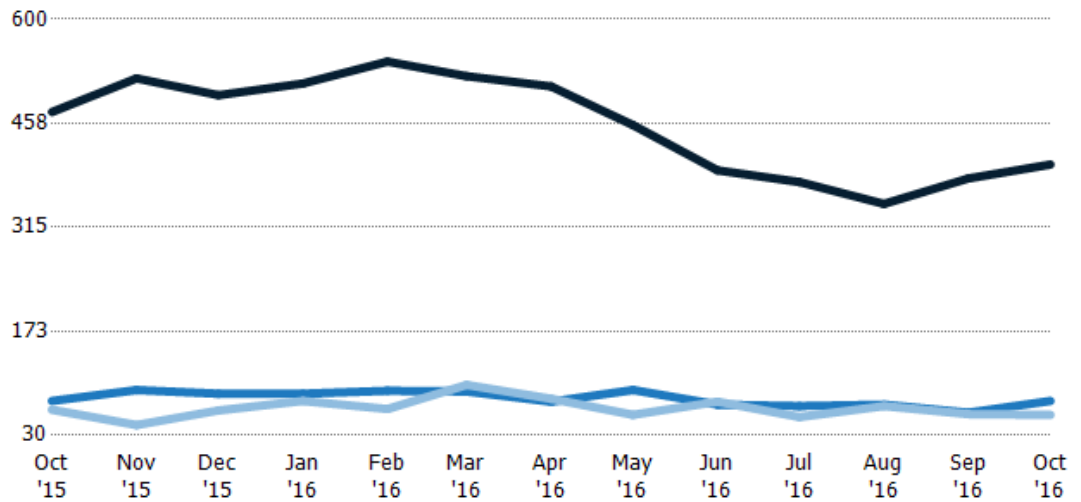
	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16
Current Year	10%	13%	9%	13%	14%	13%	19%	18%	15%	20%	16%	18%	15%
Prior Year	7%	10%	9%	13%	8%	10%	14%	15%	20%	19%	18%	13%	10%
Change from Prior Year	-3%	-3%	0%	1%	-6%	-3%	-6%	-2%	5%	-1%	2%	-6%	-5%

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



	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16
Active	473	519	496	512	542	522	508	455	393	377	347	382	401
Pending	77	92	87	87	91	90	76	92	72	70	72	61	77
Sold	65	44	64	77	66	99	80	58	76	55	70	59	58

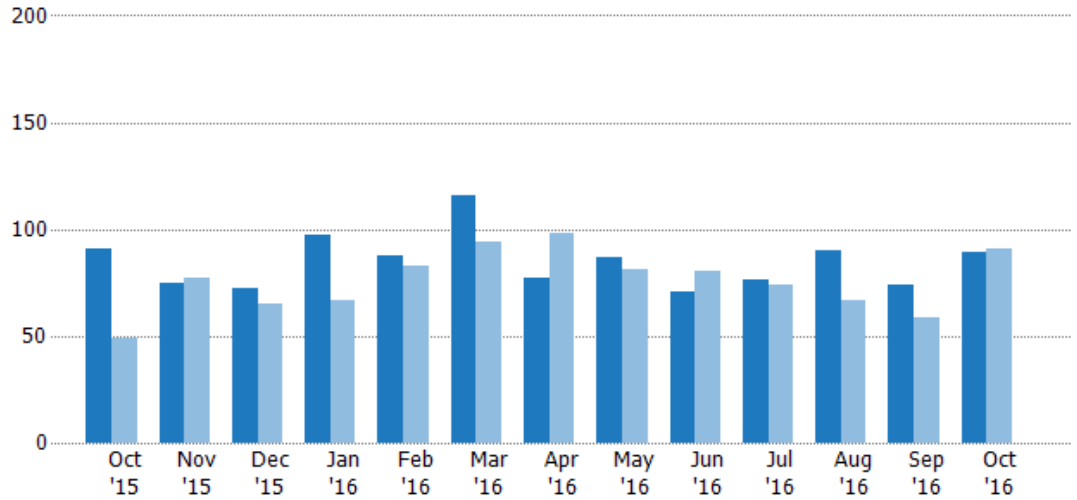
New Pending Sales

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.
Oct '16	89	-2.2%
Oct '15	91	85.7%
Oct '14	49	10.2%



Current Year	91	75	72	97	88	116	77	87	71	76	90	74	89
Prior Year	49	77	65	67	83	94	98	81	80	74	67	59	91
Percent Change from Prior Year	86%	-3%	11%	45%	6%	23%	-21%	7%	-11%	3%	34%	25%	-2%

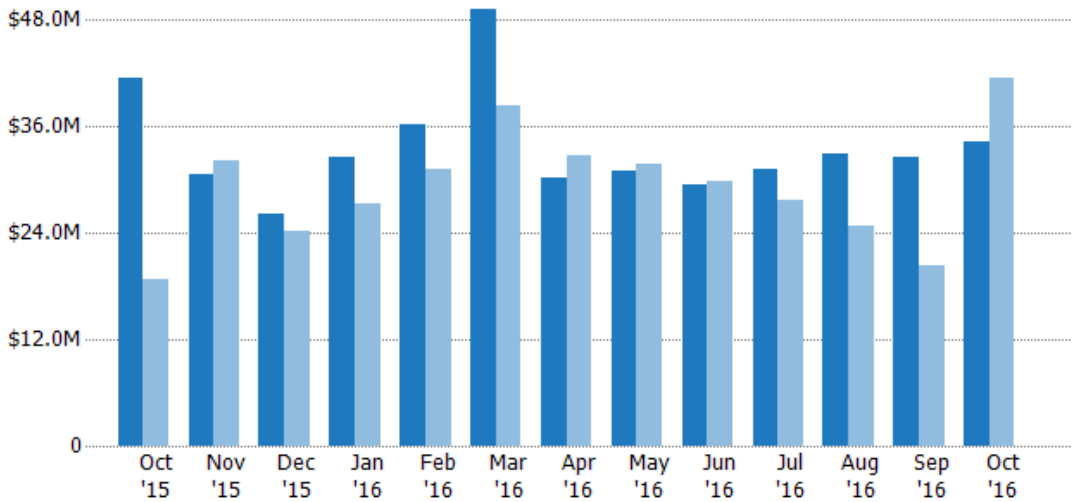
New Pending Sales Volume

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.
Oct '16	\$34.4M	-17%
Oct '15	\$41.4M	121.4%
Oct '14	\$18.7M	-3.8%



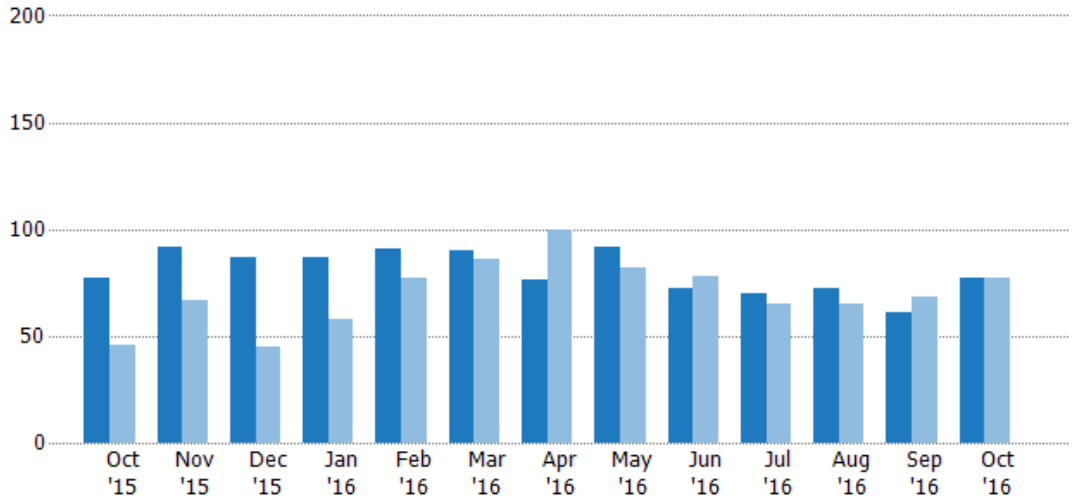
Current Year	\$41.4M	\$30.6M	\$26.1M	\$32.6M	\$36.2M	\$49.2M	\$30.2M	\$31M	\$29.5M	\$31.3M	\$33M	\$32.5M	\$34.4M
Prior Year	\$18.7M	\$32.1M	\$24.1M	\$27.4M	\$31.1M	\$38.4M	\$32.7M	\$31.8M	\$29.8M	\$27.6M	\$24.7M	\$20.3M	\$41.4M
Percent Change from Prior Year	121%	-5%	8%	19%	16%	28%	-8%	-3%	-1%	13%	34%	60%	-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



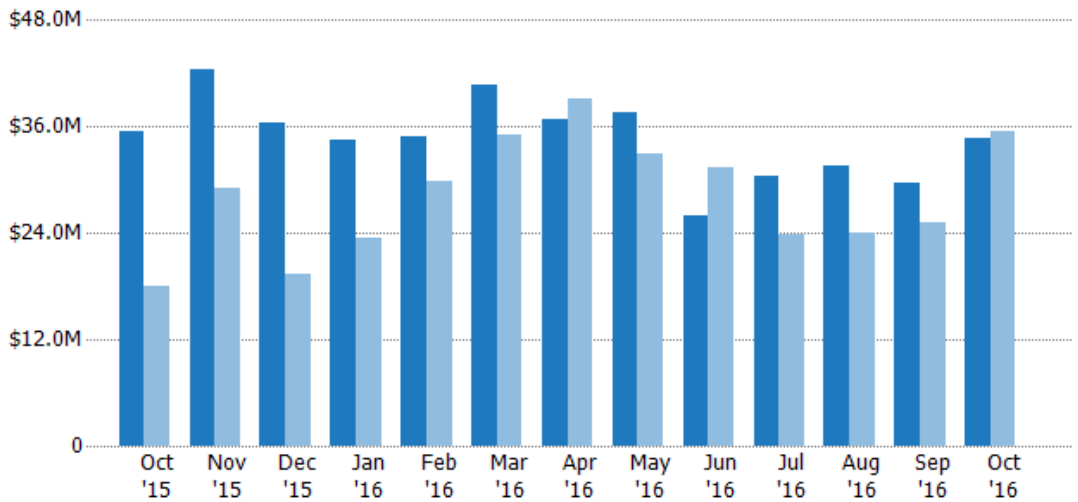
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Oct '16	77	77	0%
Oct '15	77	77	67.4%
Oct '14	46	46	28.3%

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
Oct '16	\$34.6M	\$35.4M	-2.2%
Oct '15	\$35.4M	\$35.4M	97.8%
Oct '14	\$17.9M	\$17.9M	37.6%

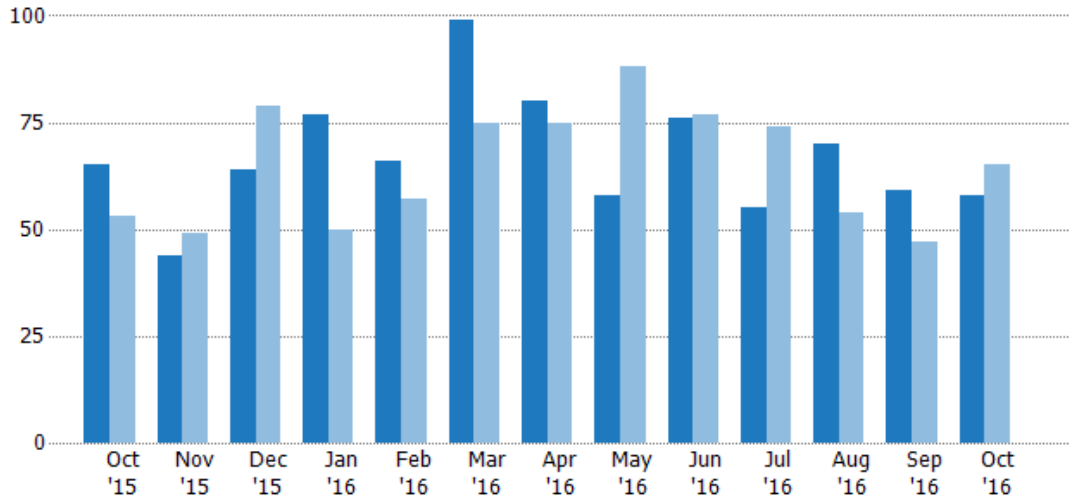
Closed Sales

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.
Oct '16	58	-10.8%
Oct '15	65	22.6%
Oct '14	53	-26.4%



	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16
Current Year	65	44	64	77	66	99	80	58	76	55	70	59	58
Prior Year	53	49	79	50	57	75	75	88	77	74	54	47	65
Percent Change from Prior Year	23%	-10%	-19%	54%	16%	32%	7%	-34%	-1%	-26%	30%	26%	-11%

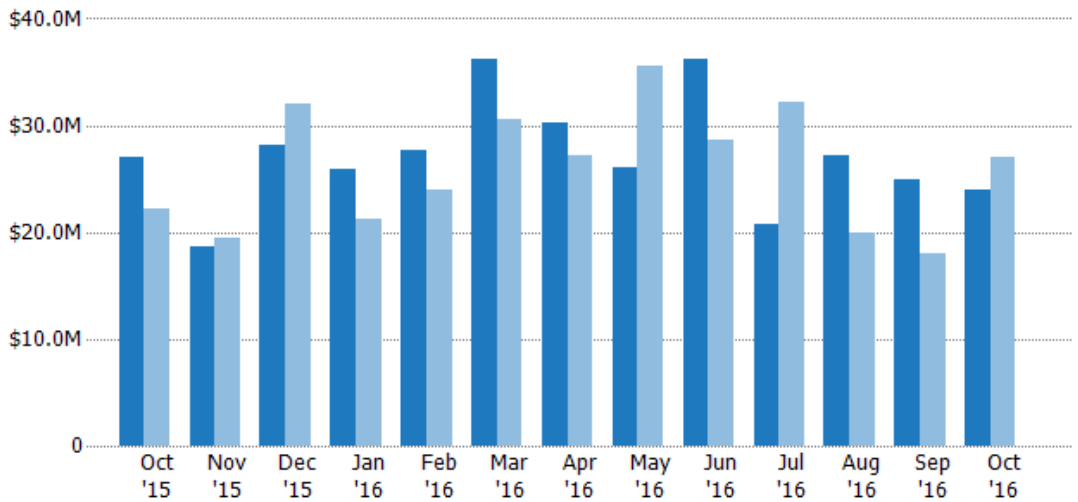
Closed Sales Volume

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.
Oct '16	\$23.9M	-11.2%
Oct '15	\$27M	21.3%
Oct '14	\$22.2M	-41.1%



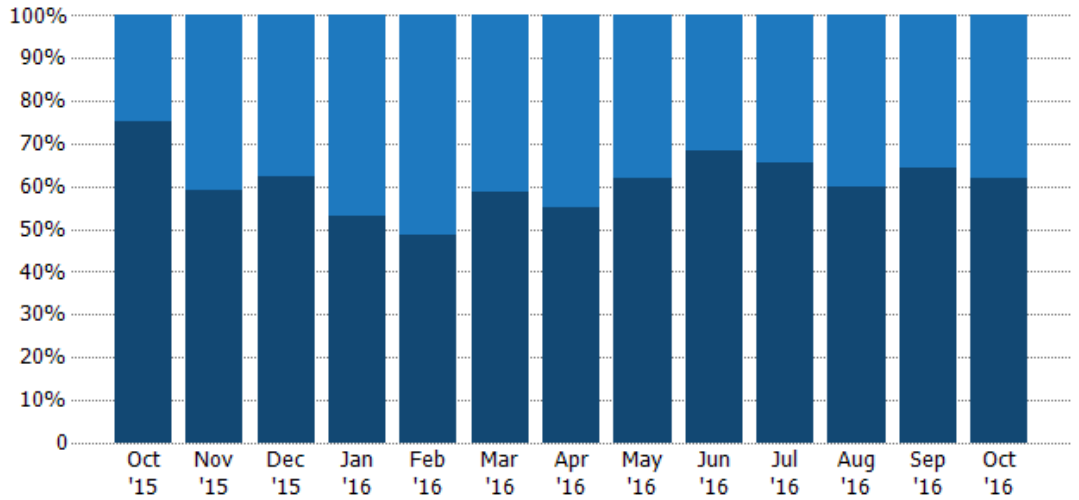
	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16
Current Year	\$27M	\$18.6M	\$28.1M	\$25.9M	\$27.7M	\$36.2M	\$30.2M	\$26M	\$36.2M	\$20.7M	\$27.2M	\$25M	\$23.9M
Prior Year	\$22.2M	\$19.4M	\$32M	\$21.2M	\$24M	\$30.5M	\$27.3M	\$35.6M	\$28.6M	\$32.2M	\$20M	\$18M	\$27M
Percent Change from Prior Year	21%	-4%	-12%	22%	16%	19%	11%	-27%	27%	-36%	37%	39%	-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



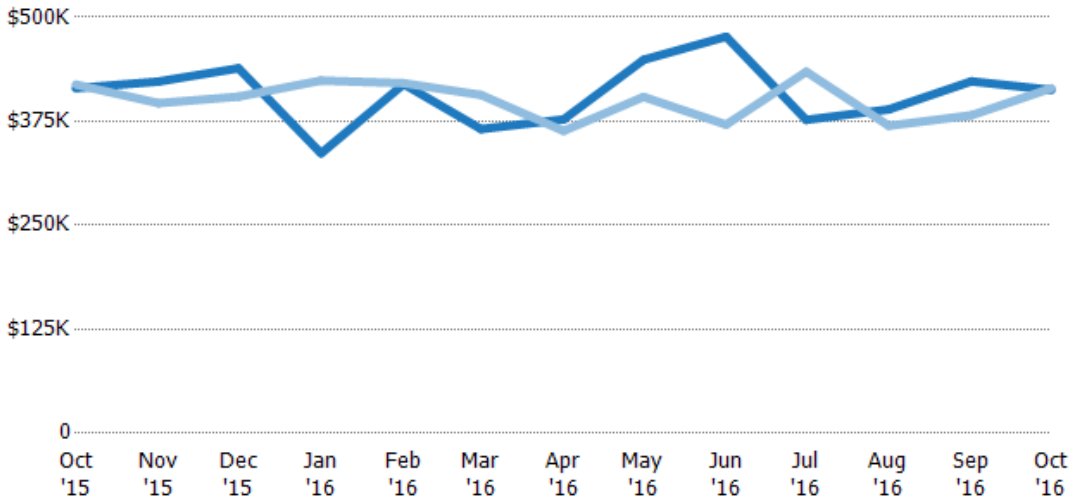
Condo/Townhouse	25%	41%	38%	47%	52%	41%	45%	38%	32%	35%	40%	36%	38%
Single Family Residence	75%	59%	63%	53%	48%	59%	55%	62%	68%	65%	60%	64%	62%

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.
Oct '16	\$413K	-0.5%
Oct '15	\$415K	-1.1%
Oct '14	\$419K	-19.9%

Current Year	\$415K	\$423K	\$439K	\$336K	\$420K	\$366K	\$377K	\$449K	\$477K	\$377K	\$389K	\$423K	\$413K
Prior Year	\$419K	\$397K	\$405K	\$424K	\$421K	\$407K	\$363K	\$404K	\$371K	\$435K	\$370K	\$382K	\$415K
Percent Change from Prior Year	-1%	7%	8%	-21%	0%	-10%	4%	11%	29%	-13%	5%	11%	0%

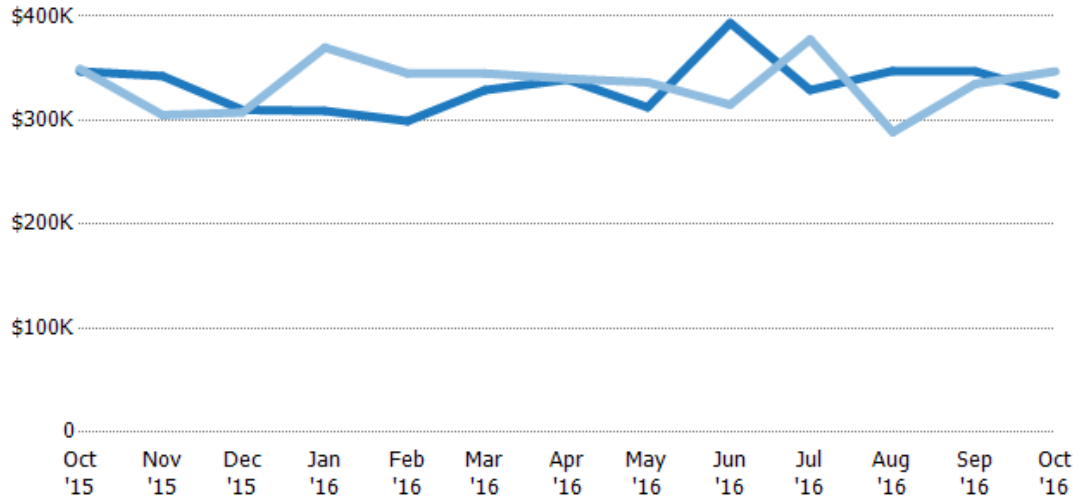
Median Sales Price

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.
Oct '16	\$325K	-6.4%
Oct '15	\$347K	-0.7%
Oct '14	\$350K	-7.4%



Current Year	\$347K	\$343K	\$310K	\$309K	\$299K	\$329K	\$339K	\$313K	\$394K	\$329K	\$347K	\$347K	\$325K
Prior Year	\$350K	\$305K	\$308K	\$370K	\$345K	\$345K	\$340K	\$337K	\$315K	\$378K	\$289K	\$335K	\$347K
Percent Change from Prior Year	-1%	12%	1%	-16%	-13%	-5%	0%	-7%	25%	-13%	20%	4%	-6%

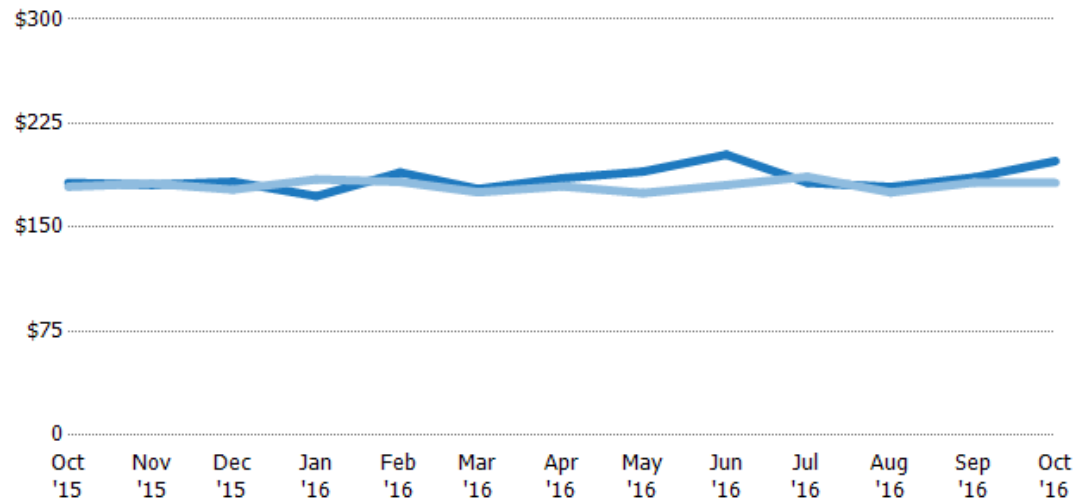
Average Sales Price per Sq Ft

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.
Oct '16	\$198	8.6%
Oct '15	\$182	1.6%
Oct '14	\$179	-4.5%



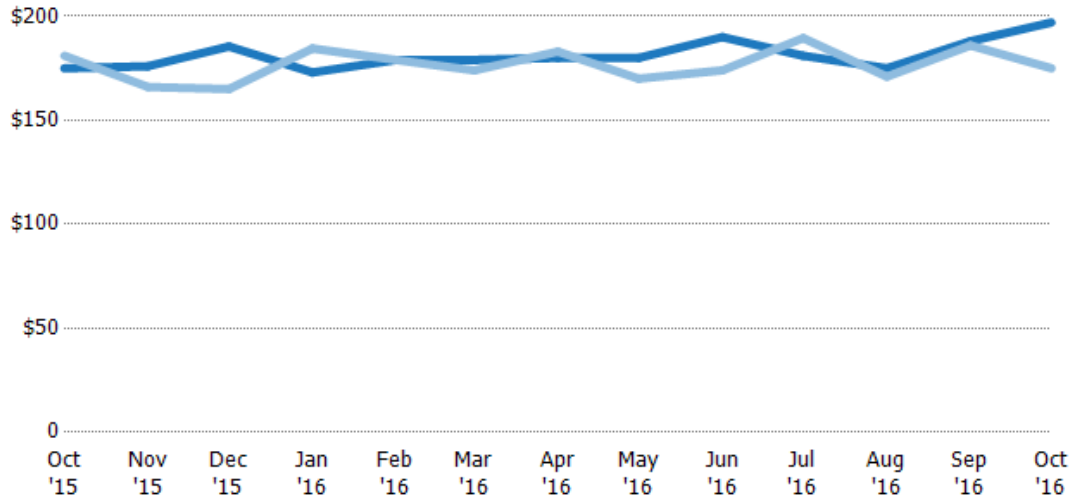
Current Year	\$182	\$181	\$183	\$172	\$190	\$178	\$185	\$190	\$202	\$182	\$179	\$186	\$198
Prior Year	\$179	\$182	\$177	\$185	\$183	\$175	\$180	\$175	\$180	\$186	\$175	\$182	\$182
Percent Change from Prior Year	2%	0%	3%	-7%	4%	1%	3%	9%	12%	-2%	2%	2%	9%

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



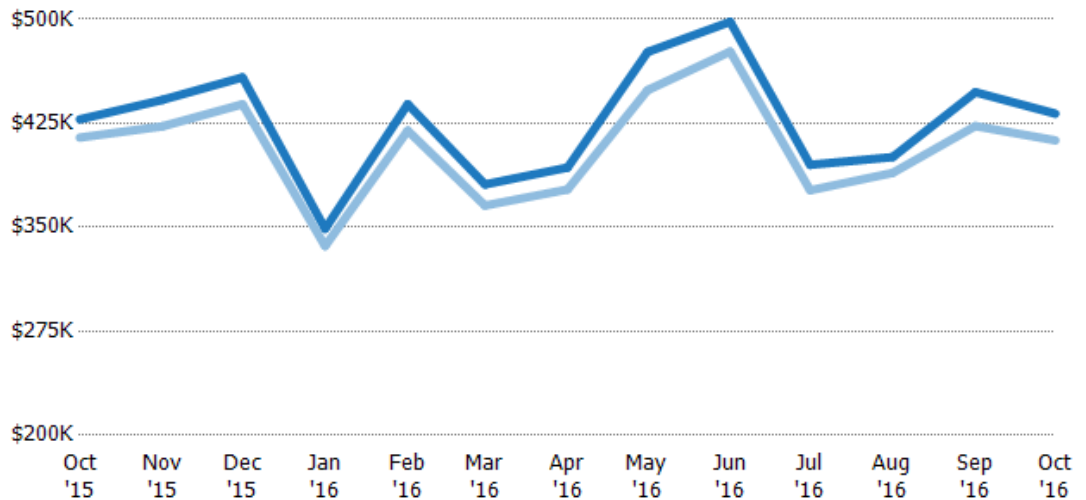
	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16
Current Year	\$175	\$176	\$186	\$173	\$179	\$179	\$180	\$180	\$190	\$181	\$175	\$188	\$197
Prior Year	\$181	\$166	\$165	\$185	\$179	\$174	\$183	\$170	\$174	\$190	\$171	\$186	\$175
Percent Change from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

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



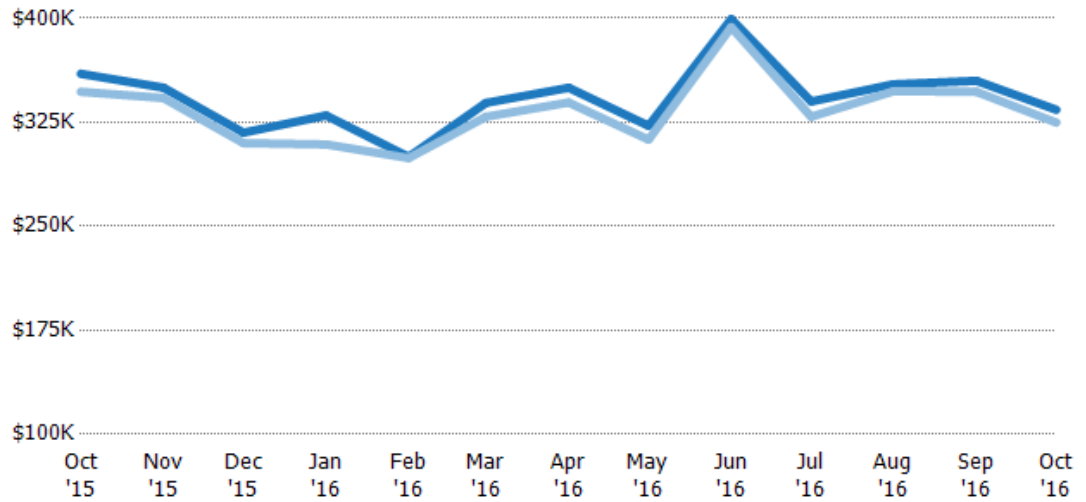
	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16
Avg List Price	\$428K	\$442K	\$458K	\$349K	\$439K	\$381K	\$393K	\$476K	\$498K	\$395K	\$401K	\$447K	\$432K
Avg Sales Price	\$415K	\$423K	\$439K	\$336K	\$420K	\$366K	\$377K	\$449K	\$477K	\$377K	\$389K	\$423K	\$413K
Avg Sales Price as a % of Avg List Price	97%	96%	96%	96%	96%	96%	96%	94%	96%	95%	97%	95%	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



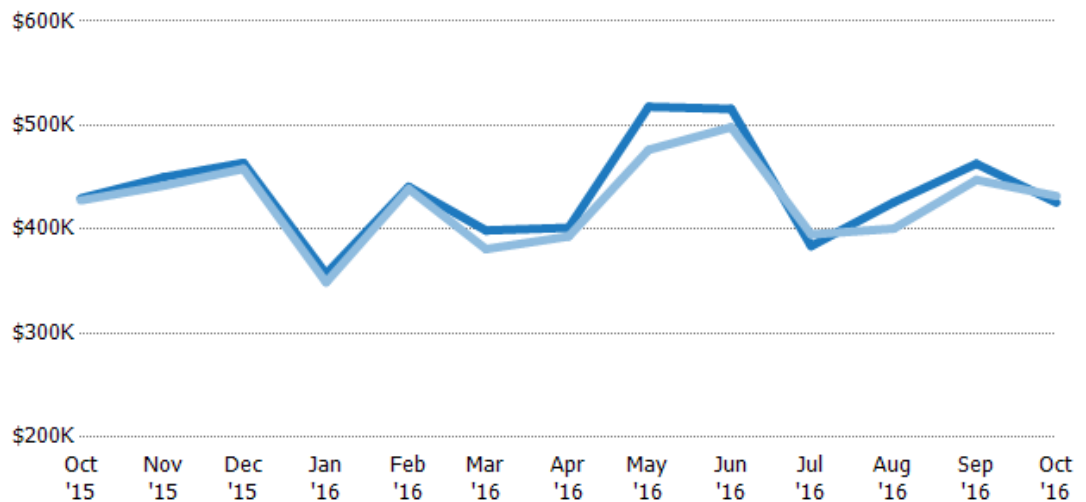
	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16
Median List Price	\$360K	\$350K	\$318K	\$330K	\$300K	\$339K	\$350K	\$322K	\$399K	\$340K	\$352K	\$355K	\$334K
Median Sales Price	\$347K	\$343K	\$310K	\$309K	\$299K	\$329K	\$339K	\$313K	\$394K	\$329K	\$347K	\$347K	\$325K
Med Sales Price as a % of Med List Price	96%	98%	98%	94%	100%	97%	97%	97%	99%	97%	99%	98%	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



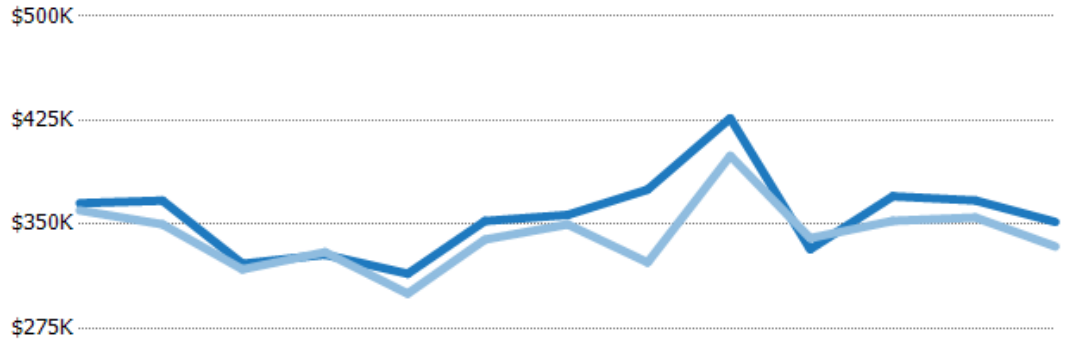
	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16
Avg Est Value	\$430K	\$450K	\$464K	\$357K	\$441K	\$399K	\$401K	\$518K	\$516K	\$384K	\$426K	\$463K	\$426K
Avg Sales Price	\$428K	\$442K	\$458K	\$349K	\$439K	\$381K	\$393K	\$476K	\$498K	\$395K	\$401K	\$447K	\$432K
Avg Sales Price as a % of Avg Est Value	100%	98%	99%	98%	100%	96%	98%	92%	97%	103%	94%	97%	101%

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



	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16
Median Est Value	\$365K	\$367K	\$322K	\$328K	\$314K	\$352K	\$357K	\$375K	\$426K	\$332K	\$370K	\$367K	\$352K
Median Sales Price	\$360K	\$350K	\$318K	\$330K	\$300K	\$339K	\$350K	\$322K	\$399K	\$340K	\$352K	\$355K	\$334K
Med Sales Price as a % of Med Est Value	99%	95%	99%	101%	95%	96%	98%	86%	94%	102%	95%	97%	95%

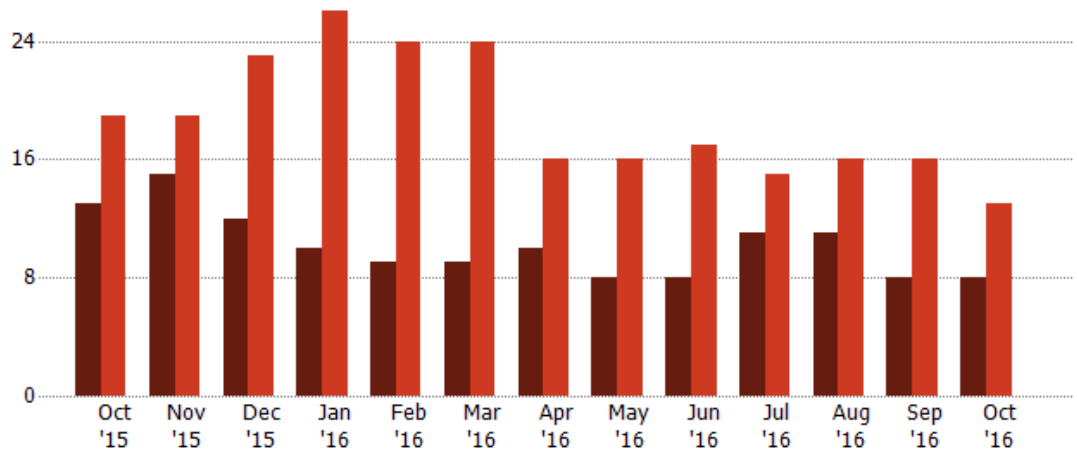
Distressed Listings

The number of distressed single-family, condominium and townhome properties that were for sale at the end of each month.

Filters Used

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

Month/Year	Count	% Chg.
Oct '16	8	-38.5%
Oct '15	13	-31.6%
Oct '14	19	31.6%



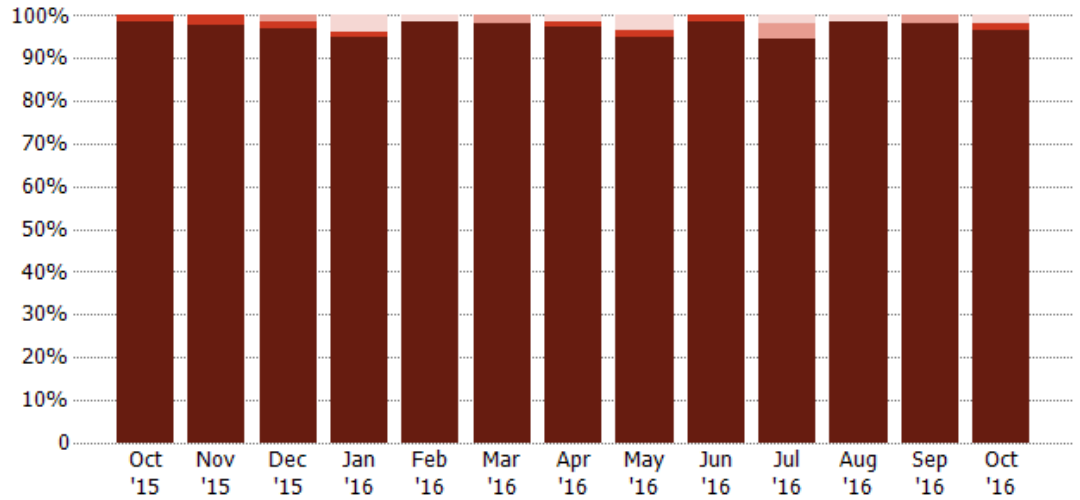
	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16
Current Year	13	15	12	10	9	9	10	8	8	11	11	8	8
Prior Year	19	19	23	26	24	24	16	16	17	15	16	16	13
Percent Change from Prior Year	-32%	-21%	-48%	-62%	-63%	-63%	-38%	-50%	-53%	-27%	-31%	-50%	-38%

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



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

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