

**2019**

# **FOUNTAIN HILLS**

## **MARKET REPORT**

August 2019



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	Aug 2019	Aug 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	87	95	-8.4%	724	717	+1%
New Listing Volume	\$46,641,644	\$45,719,475	+2%	\$406,152,600	\$384,345,931	+5.7%
Active Listing Count	172	264	-34.8%	N/A	N/A	
Active Listing Volume	\$149,266,202	\$190,702,789	-21.7%	N/A	N/A	
Average Listing Price	\$867,827	\$722,359	+20.1%	\$785,911	\$737,386	+6.6%
Median Listing Price	\$649,950	\$532,250	+22.1%	\$565,950	\$534,561	+5.9%
Average Listing Price per Sq Ft	\$250	\$224	+11.6%	\$236	\$223	+5.6%
Median Listing Price per Sq Ft	\$225	\$207	+8.7%	\$218	\$206	+5.8%
Median Days in RPR	77.5	69.5	+11.5%	77.02	81.27	-5.2%
Months of Inventory	2.4	4.8	-50.2%	3.5	4.3	-19.5%
Absorption Rate	41.86%	20.83%	+21%	28.6%	23.02%	+5.6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	108	62	+74.2%	870	706	+23.2%
New Pending Sales Volume	\$55,773,216	\$26,379,494	+111.4%	\$439,389,313	\$336,310,403	+30.6%
Pending Sales Count	102	47	+117%	N/A	N/A	
Pending Sales Volume	\$58,215,361	\$22,217,703	+162%	N/A	N/A	
Closed Sales Count	65	54	+20.4%	648	620	+4.5%
Closed Sales Volume	\$32,051,839	\$25,450,200	+25.9%	\$310,524,054	\$280,459,041	+10.7%
Average Sales Price	\$493,105	\$471,300	+4.6%	\$479,204	\$452,353	+5.9%
Median Sales Price	\$415,000	\$433,750	-4.3%	\$390,165	\$384,613	+1.4%
Average Sales Price per Sq Ft	\$210	\$204	+3%	\$211	\$201	+5.2%
Median Sales Price per Sq Ft	\$203	\$207	-1.9%	\$204	\$195	+4.6%
<b>Distressed Charts Metrics</b>						
Distressed Listing Count	1	3	-66.7%	N/A	N/A	

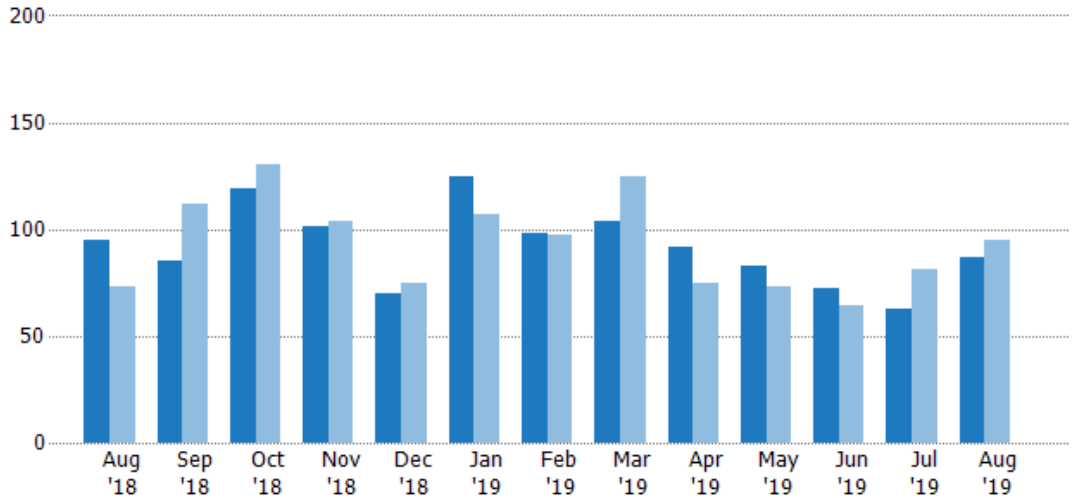
## New Listings

The number of new residential 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.
Aug '19	87	-8.4%
Aug '18	95	30.1%
Aug '17	73	-1.4%



Current Year	95	85	119	101	70	125	98	104	92	83	72	63	87
Prior Year	73	112	130	104	75	107	97	125	75	73	64	81	95
Percent Change from Prior Year	30%	-24%	-8%	-3%	-7%	17%	1%	-17%	23%	14%	13%	-22%	-8%

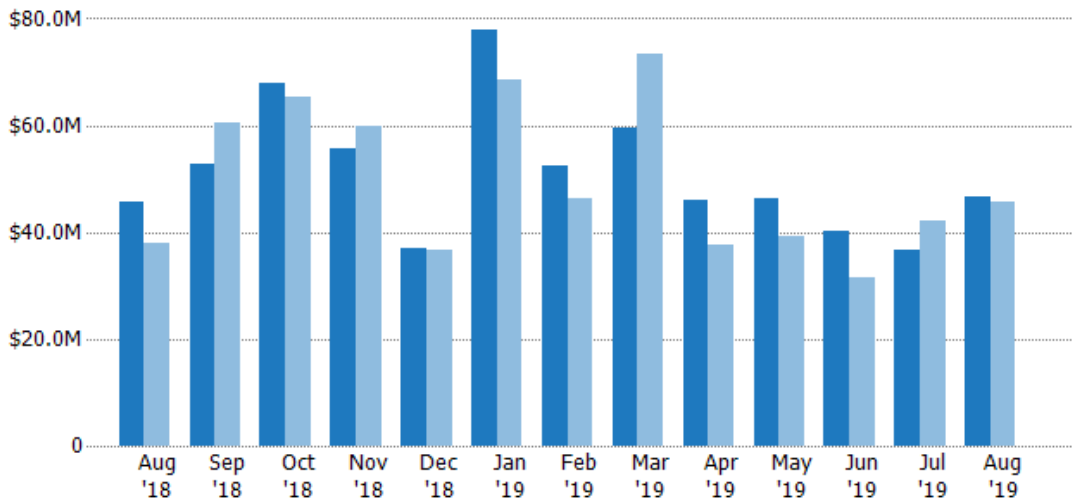
## New Listing Volume

The sum of the listing price of residential 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.
Aug '19	\$46.6M	2%
Aug '18	\$45.7M	20.2%
Aug '17	\$38M	21.7%



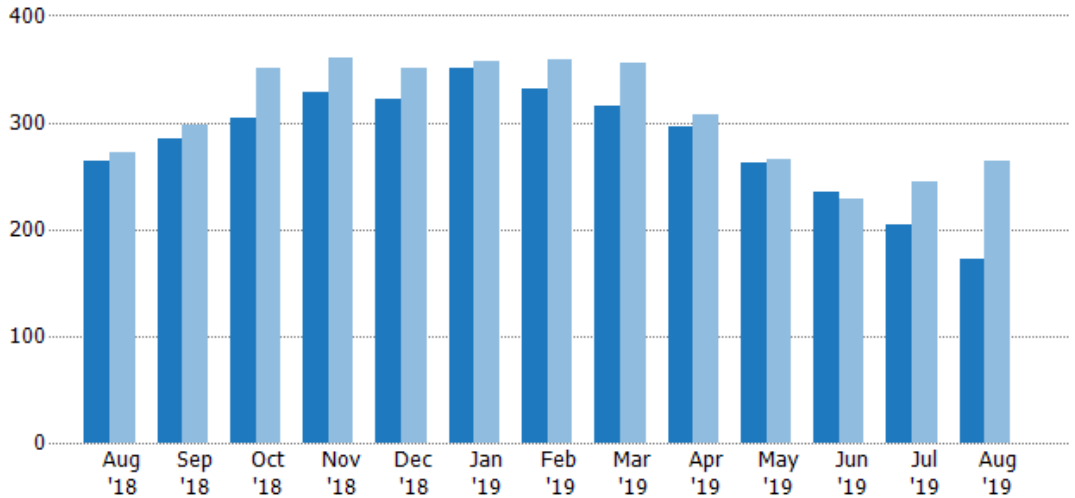
Current Year	\$45.7M	\$52.6M	\$67.8M	\$55.5M	\$37M	\$77.9M	\$52.6M	\$59.6M	\$45.9M	\$46.5M	\$40.3M	\$36.6M	\$46.6M
Prior Year	\$38M	\$60.4M	\$65.4M	\$59.8M	\$36.6M	\$68.6M	\$46.5M	\$73.4M	\$37.7M	\$39.1M	\$31.4M	\$42M	\$45.7M
Percent Change from Prior Year	20%	-13%	4%	-7%	1%	14%	13%	-19%	22%	19%	28%	-13%	2%

## Active Listings

The number of active residential listings at the end of each month.

### Filters Used

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



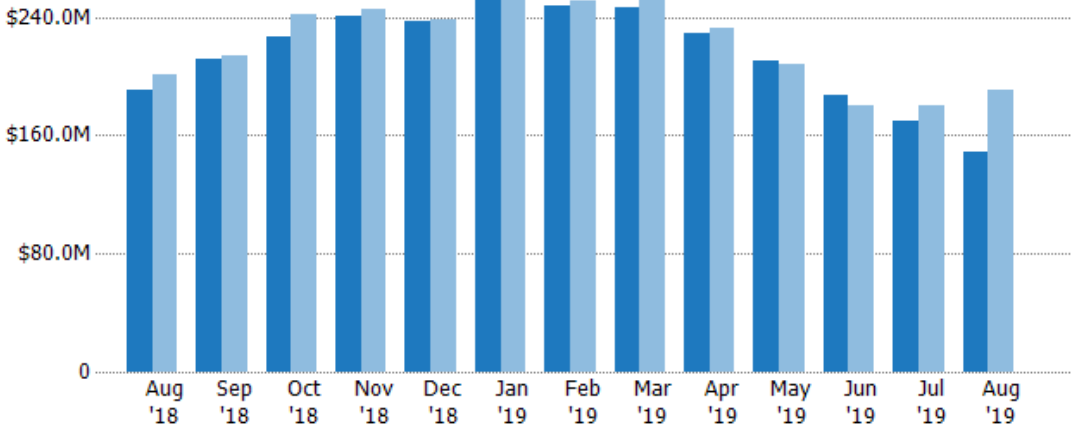
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	264	285	304	328	322	351	331	316	296	263	235	204	172
Prior Year	272	298	350	360	350	357	359	355	308	265	229	244	264
Percent Change from Prior Year	-3%	-4%	-13%	-9%	-8%	-2%	-8%	-11%	-4%	-1%	3%	-16%	-35%

## Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

### Filters Used

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$191M	\$212M	\$227M	\$241M	\$237M	\$265M	\$247M	\$246M	\$229M	\$211M	\$187M	\$169M	\$149M
Prior Year	\$201M	\$214M	\$242M	\$245M	\$239M	\$261M	\$251M	\$252M	\$232M	\$209M	\$180M	\$180M	\$191M
Percent Change from Prior Year	-5%	-1%	-6%	-2%	-1%	1%	-1%	-2%	-1%	1%	4%	-6%	-22%

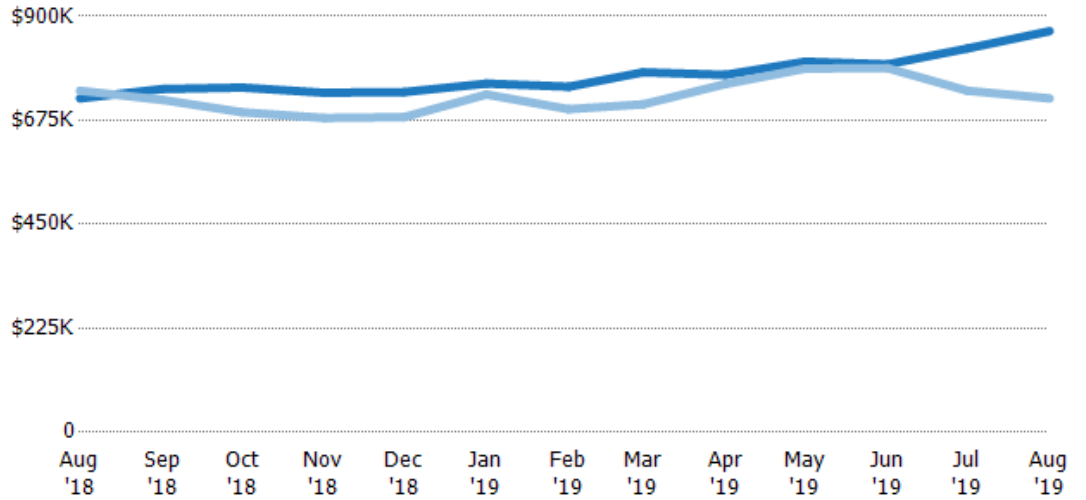
## Average Listing Price

The average listing price of active residential 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.
Aug '19	\$868K	20.1%
Aug '18	\$722K	-2.2%
Aug '17	\$739K	-5.5%



Current Year	\$722K	\$743K	\$746K	\$735K	\$736K	\$754K	\$748K	\$779K	\$773K	\$802K	\$796K	\$830K	\$868K
Prior Year	\$739K	\$719K	\$692K	\$680K	\$682K	\$731K	\$699K	\$709K	\$753K	\$787K	\$788K	\$739K	\$722K
Percent Change from Prior Year	-2%	3%	8%	8%	8%	3%	7%	10%	3%	2%	1%	12%	20%

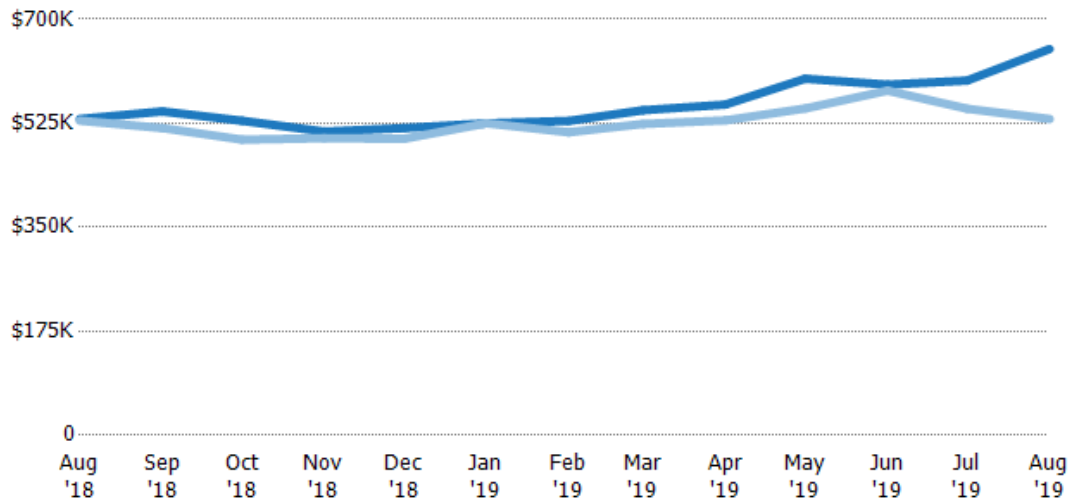
## Median Listing Price

The median listing price of active residential 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.
Aug '19	\$650K	22.1%
Aug '18	\$532K	0.5%
Aug '17	\$529K	-1.3%



Current Year	\$532K	\$545K	\$529K	\$511K	\$517K	\$525K	\$529K	\$547K	\$557K	\$600K	\$590K	\$597K	\$650K
Prior Year	\$529K	\$517K	\$497K	\$500K	\$499K	\$525K	\$510K	\$524K	\$530K	\$550K	\$580K	\$549K	\$532K
Percent Change from Prior Year	1%	5%	6%	2%	4%	0%	4%	4%	5%	9%	2%	9%	22%

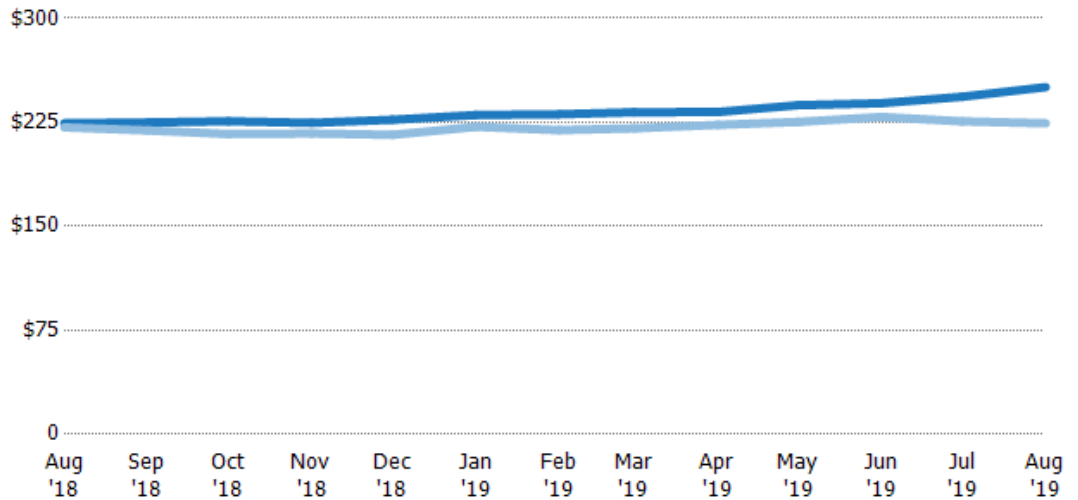
## Average Listing Price per Sq Ft

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.
Aug '19	\$250	11.6%
Aug '18	\$224	1.3%
Aug '17	\$221	-5.3%



Current Year	\$224	\$225	\$226	\$225	\$227	\$230	\$231	\$232	\$232	\$237	\$239	\$243	\$250
Prior Year	\$221	\$219	\$216	\$217	\$216	\$222	\$219	\$221	\$223	\$225	\$229	\$226	\$224
Percent Change from Prior Year	1%	3%	4%	4%	5%	4%	5%	5%	4%	5%	4%	8%	12%

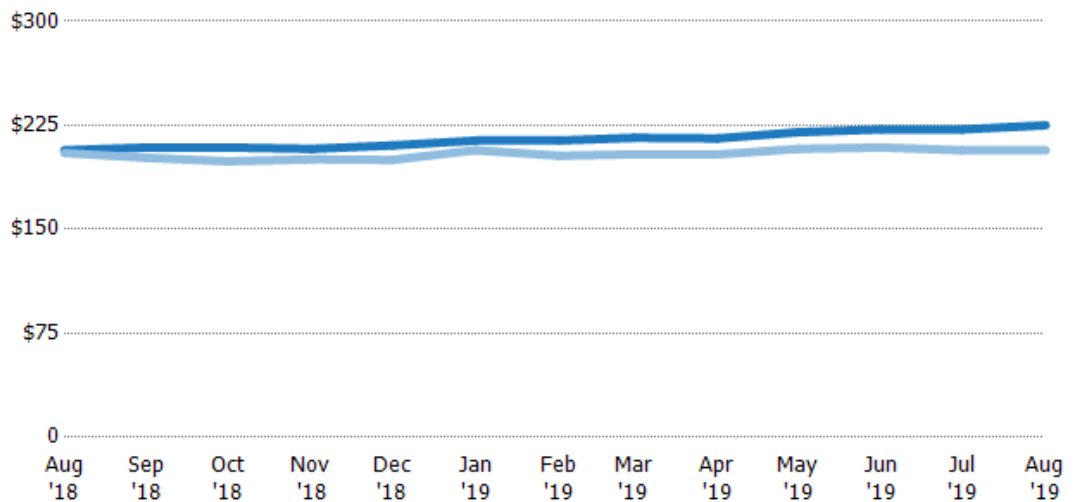
## Median Listing Price per Sq Ft

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.
Aug '19	\$225	8.7%
Aug '18	\$207	1%
Aug '17	\$205	-5.4%



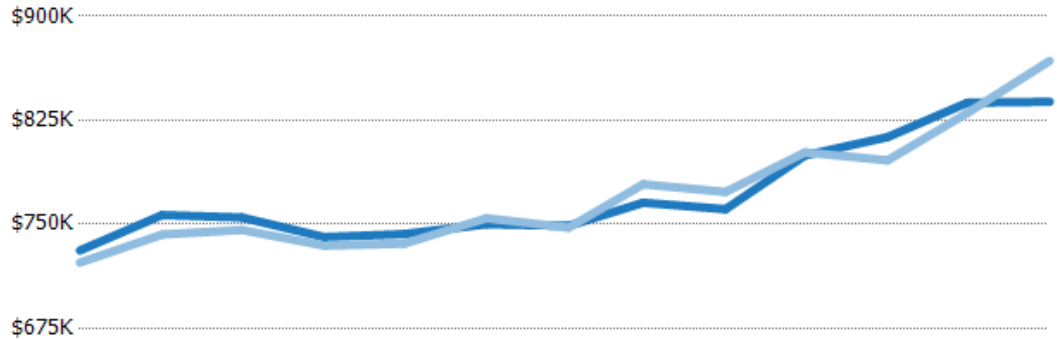
Current Year	\$207	\$209	\$209	\$208	\$211	\$214	\$214	\$216	\$216	\$220	\$222	\$222	\$225
Prior Year	\$205	\$202	\$199	\$201	\$200	\$207	\$203	\$204	\$204	\$208	\$209	\$207	\$207
Percent Change from Prior Year	1%	4%	5%	4%	5%	3%	5%	6%	6%	6%	6%	7%	9%

## 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



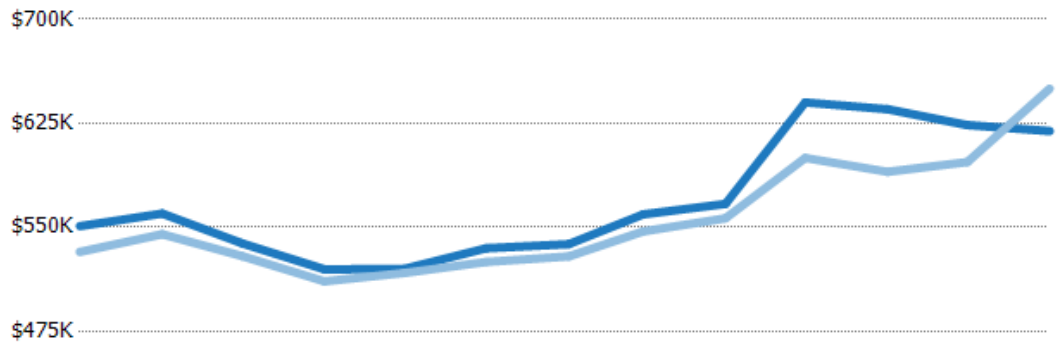
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$731K	\$757K	\$755K	\$741K	\$743K	\$750K	\$749K	\$766K	\$761K	\$800K	\$813K	\$838K	\$838K
Avg Listing Price	\$722K	\$743K	\$746K	\$735K	\$736K	\$754K	\$748K	\$779K	\$773K	\$802K	\$796K	\$830K	\$868K
Avg Listing Price as a % of Avg Est Value	99%	98%	99%	99%	99%	101%	100%	102%	102%	100%	98%	99%	104%

## 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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$551K	\$560K	\$538K	\$520K	\$520K	\$535K	\$538K	\$559K	\$567K	\$640K	\$635K	\$624K	\$619K
Median Listing Price	\$532K	\$545K	\$529K	\$511K	\$517K	\$525K	\$529K	\$547K	\$557K	\$600K	\$590K	\$597K	\$650K
Med Listing Price as a % of Med Est Value	97%	97%	98%	98%	99%	98%	98%	98%	98%	94%	93%	96%	105%

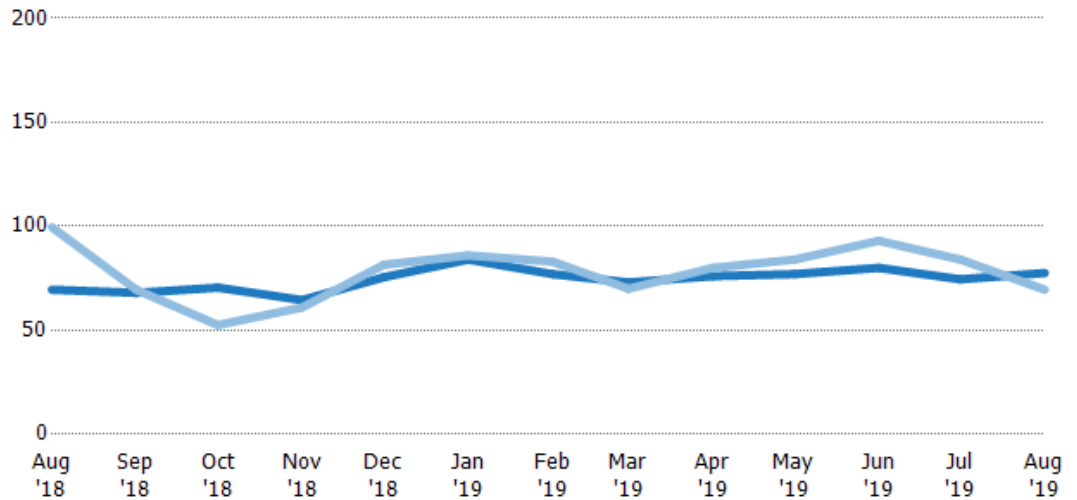
## Median Days in RPR

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.
Aug '19	77.5	11.5%
Aug '18	69.5	-30.2%
Aug '17	100	3.5%



Current Year	69.5	68	70.5	64.5	75.5	84	77	73	76	77	80	74.5	77.5
Prior Year	100	69.5	52.5	61	81.5	86	83	70	80	84	93	84	69.5
Percent Change from Prior Year	-30%	-2%	34%	6%	-7%	-2%	-7%	4%	-5%	-8%	-14%	-11%	12%

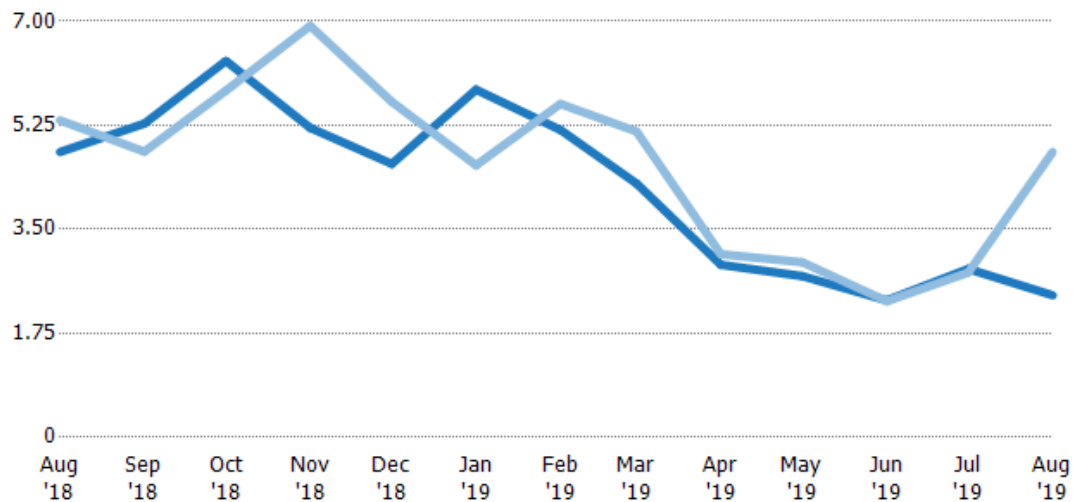
## Months of Inventory

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.
Aug '19	2.39	-50.2%
Aug '18	4.8	-10%
Aug '17	5.33	5.2%



Current Year	4.8	5.28	6.33	5.21	4.6	5.85	5.17	4.27	2.9	2.71	2.3	2.83	2.39
Prior Year	5.33	4.81	5.83	6.92	5.65	4.58	5.61	5.14	3.08	2.94	2.29	2.77	4.8
Percent Change from Prior Year	-10%	10%	9%	-25%	-19%	28%	-8%	-17%	-6%	-8%	1%	2%	-50%

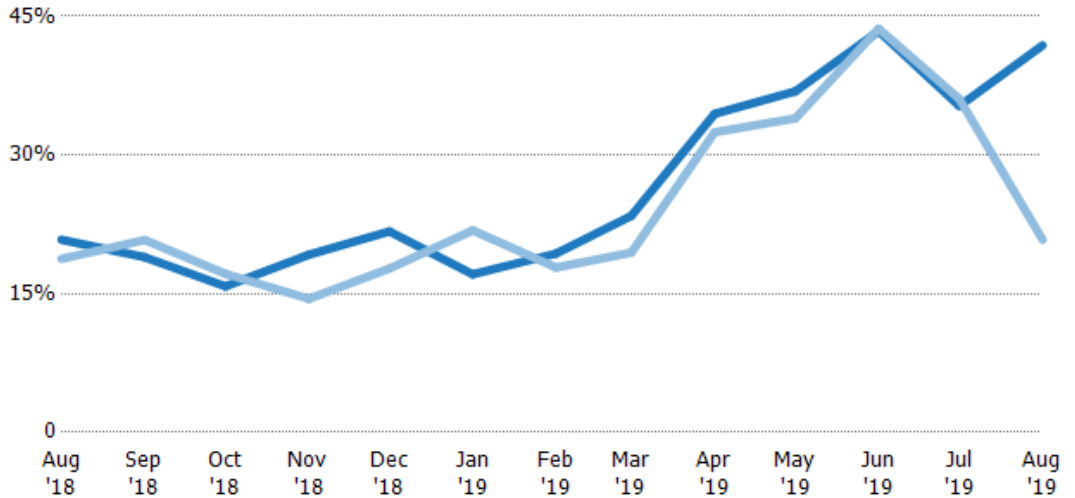


## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



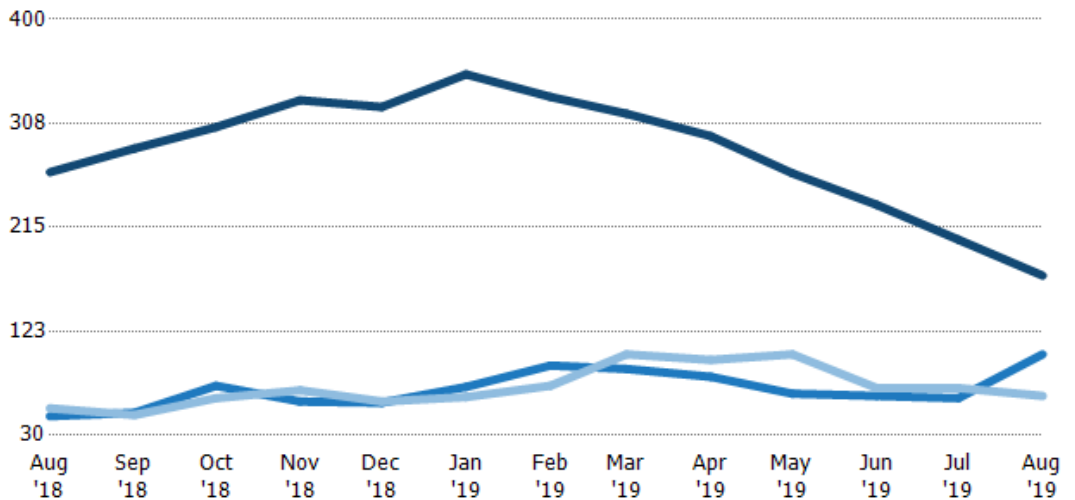
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	21%	19%	16%	19%	22%	17%	19%	23%	34%	37%	43%	35%	42%
Prior Year	19%	21%	17%	14%	18%	22%	18%	19%	32%	34%	44%	36%	21%
Change from Prior Year	-2%	2%	1%	-5%	-4%	5%	-2%	-4%	-2%	-3%	0%	1%	-21%

## Active/Pending/Sold Units

The number of residential 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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Active	264	285	304	328	322	351	331	316	296	263	235	204	172
Pending	47	50	74	60	59	73	92	89	82	67	65	63	102
Sold	54	48	63	70	60	64	74	102	97	102	72	72	65

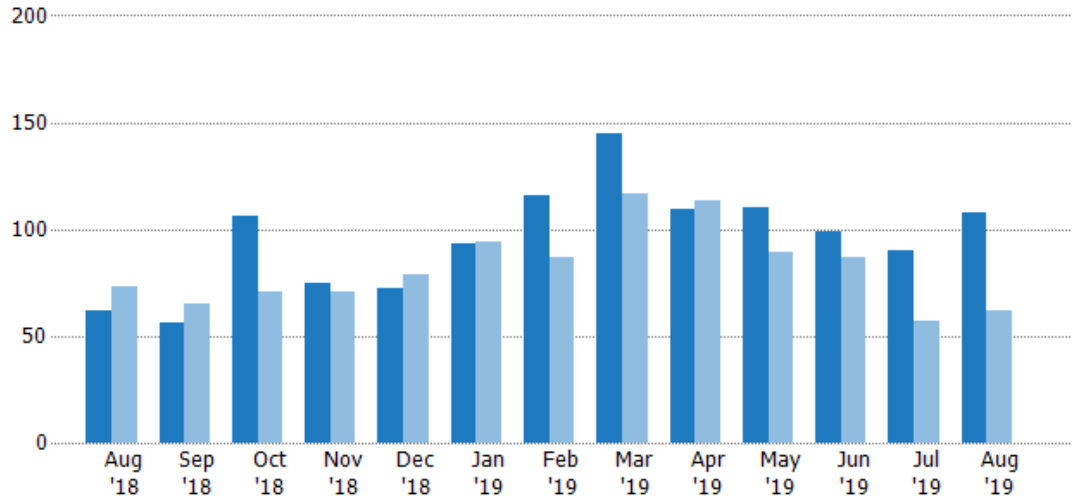
## New Pending Sales

The number of residential 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.
Aug '19	108	74.2%
Aug '18	62	-15.1%
Aug '17	73	11%



Current Year	62	56	106	75	72	93	116	145	109	110	99	90	108
Prior Year	73	65	71	71	79	94	87	117	113	89	87	57	62
Percent Change from Prior Year	-15%	-14%	49%	6%	-9%	-1%	33%	24%	-4%	24%	14%	58%	74%

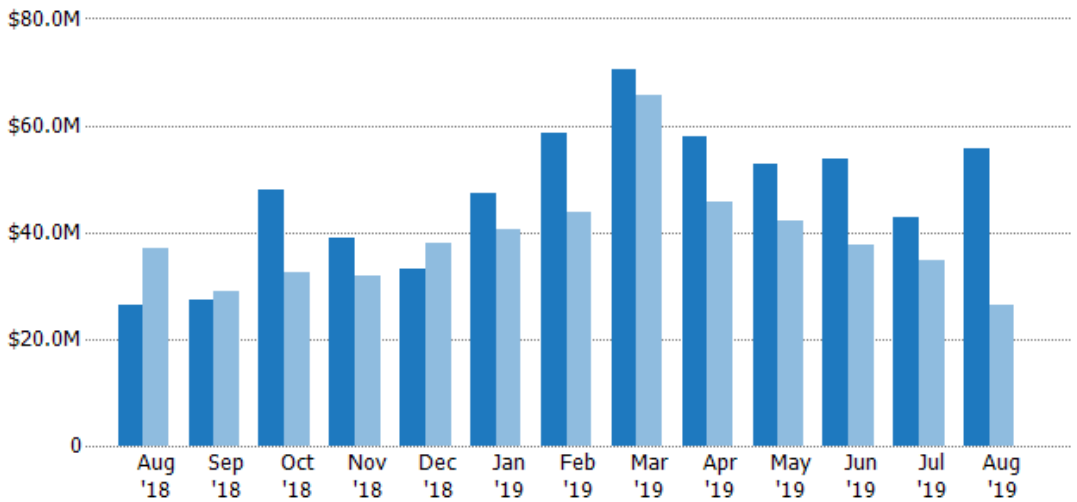
## New Pending Sales Volume

The sum of the sales price of residential 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.
Aug '19	\$55.8M	111.4%
Aug '18	\$26.4M	-28.9%
Aug '17	\$37.1M	-11.8%



Current Year	\$26.4M	\$27.2M	\$48M	\$38.8M	\$33.2M	\$47.2M	\$58.6M	\$70.5M	\$58M	\$52.7M	\$53.7M	\$42.9M	\$55.8M
Prior Year	\$37.1M	\$29M	\$32.6M	\$31.9M	\$37.9M	\$40.4M	\$43.9M	\$65.7M	\$45.7M	\$42.2M	\$37.5M	\$34.6M	\$26.4M
Percent Change from Prior Year	-29%	-6%	47%	22%	-12%	17%	33%	7%	27%	25%	43%	24%	111%

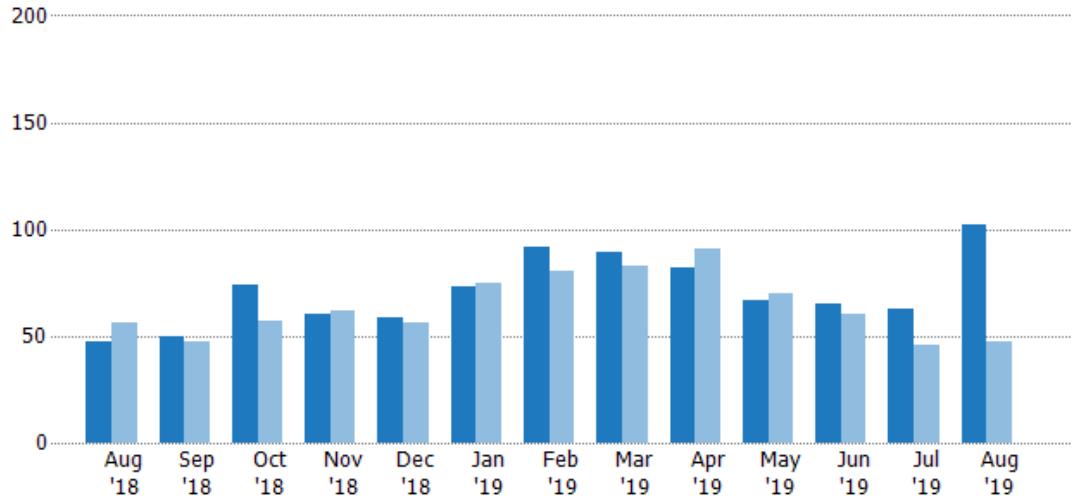
## Pending Sales

The number of residential 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.
Aug '19	102	117%
Aug '18	47	-16.1%
Aug '17	56	14.3%



Current Year	47	50	74	60	59	73	92	89	82	67	65	63	102
Prior Year	56	47	57	62	56	75	80	83	91	70	60	46	47
Percent Change from Prior Year	-16%	6%	30%	-3%	5%	-3%	15%	7%	-10%	-4%	8%	37%	117%

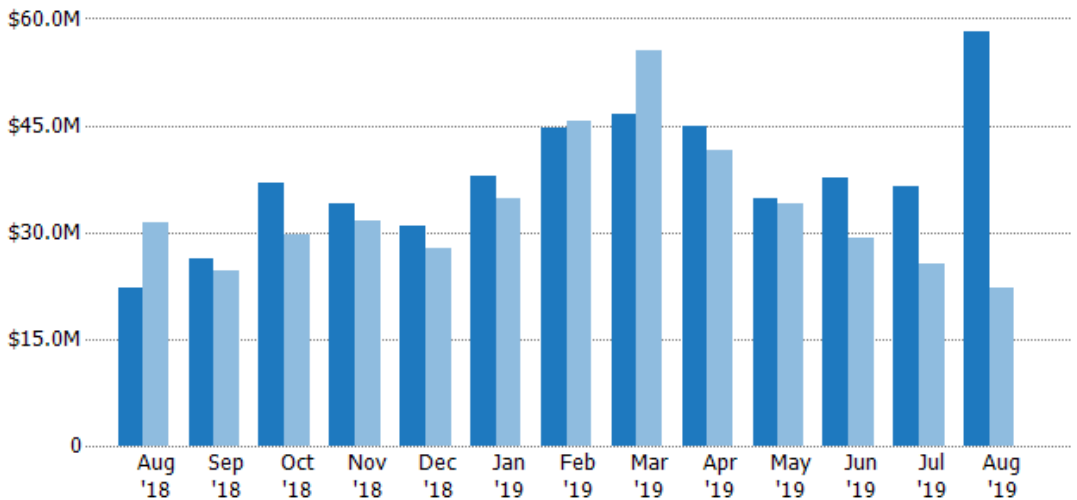
## Pending Sales Volume

The sum of the sales price of residential 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.
Aug '19	\$58.2M	162%
Aug '18	\$22.2M	-28.9%
Aug '17	\$31.3M	-6.8%



Current Year	\$22.2M	\$26.2M	\$36.9M	\$33.9M	\$30.8M	\$37.8M	\$44.7M	\$46.6M	\$45M	\$34.7M	\$37.7M	\$36.5M	\$58.2M
Prior Year	\$31.3M	\$24.5M	\$29.7M	\$31.7M	\$27.7M	\$34.8M	\$45.5M	\$55.4M	\$41.6M	\$34M	\$29.3M	\$25.5M	\$22.2M
Percent Change from Prior Year	-29%	7%	24%	7%	11%	9%	-2%	-16%	8%	2%	29%	43%	162%

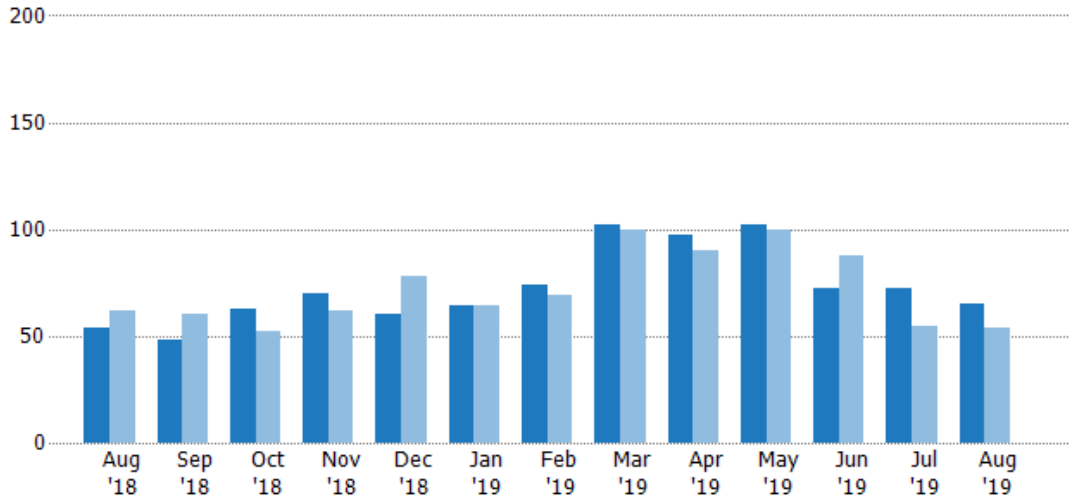
## Closed Sales

The total number of residential 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.
Aug '19	65	20.4%
Aug '18	54	-12.9%
Aug '17	62	3.2%



Current Year	54	48	63	70	60	64	74	102	97	102	72	72	65
Prior Year	62	60	52	62	78	64	69	100	90	100	88	55	54
Percent Change from Prior Year	-13%	-20%	21%	13%	-23%	0%	7%	2%	8%	2%	-18%	31%	20%

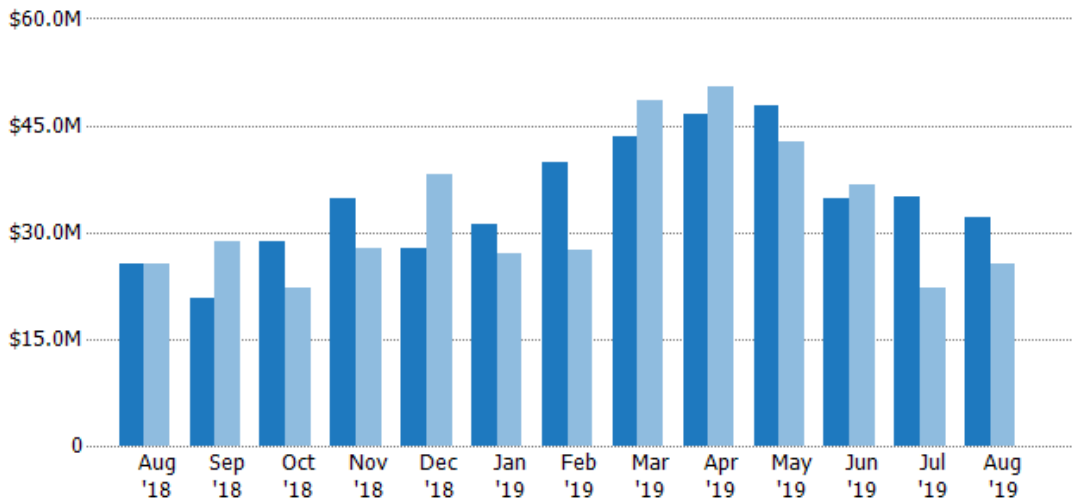
## Closed Sales Volume

The sum of the sales price of residential 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.
Aug '19	\$32.1M	25.9%
Aug '18	\$25.5M	-0.2%
Aug '17	\$25.5M	-7.5%



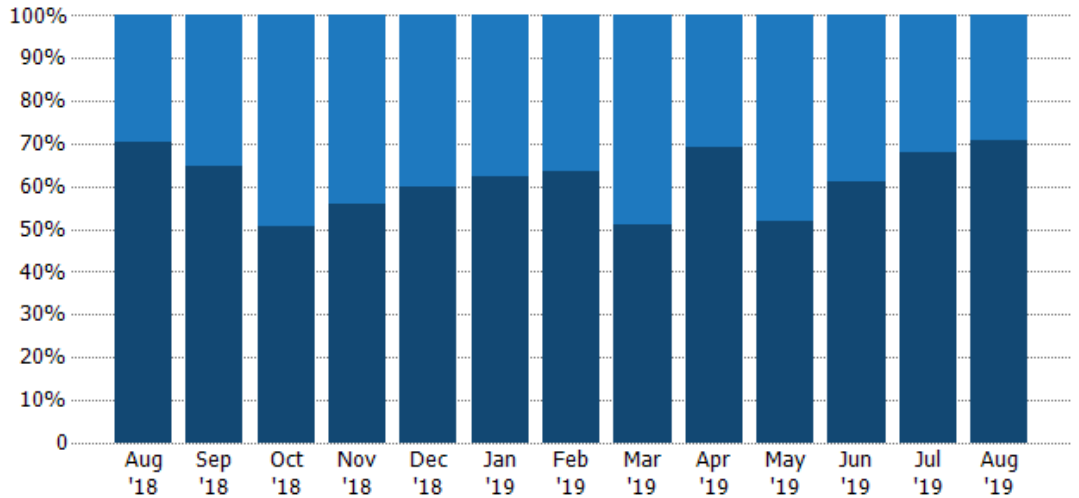
Current Year	\$25.5M	\$20.8M	\$28.7M	\$34.6M	\$27.7M	\$31.1M	\$39.9M	\$43.4M	\$46.6M	\$47.8M	\$34.8M	\$34.9M	\$32.1M
Prior Year	\$25.5M	\$28.8M	\$22.2M	\$27.6M	\$38.1M	\$27M	\$27.6M	\$48.5M	\$50.4M	\$42.7M	\$36.7M	\$22.2M	\$25.5M
Percent Change from Prior Year	0%	-28%	29%	25%	-27%	15%	45%	-11%	-8%	12%	-5%	58%	26%

## Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

### Filters Used

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



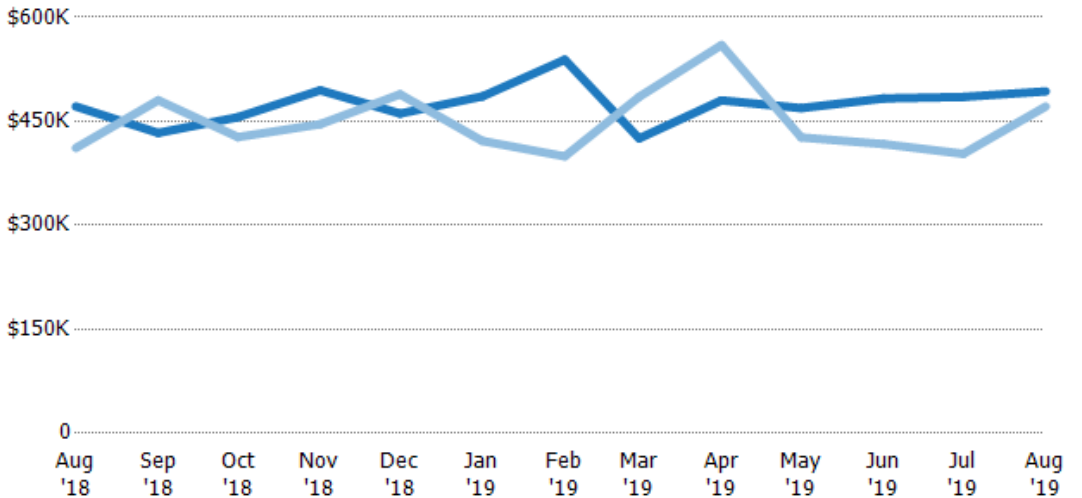
Property Type	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Condo/Townhouse	30%	35%	49%	44%	40%	38%	36%	49%	31%	48%	39%	32%	29%
Single Family Residence	70%	65%	51%	56%	60%	63%	64%	51%	69%	52%	61%	68%	71%

## Average Sales Price

The average sales price of the residential 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.
Aug '19	\$493K	4.6%
Aug '18	\$471K	14.5%
Aug '17	\$412K	-10.4%

Property Type	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$471K	\$433K	\$456K	\$495K	\$461K	\$486K	\$539K	\$425K	\$480K	\$469K	\$483K	\$485K	\$493K
Prior Year	\$412K	\$480K	\$427K	\$446K	\$489K	\$422K	\$399K	\$485K	\$560K	\$427K	\$417K	\$403K	\$471K
Percent Change from Prior Year	15%	-10%	7%	11%	-6%	15%	35%	-12%	-14%	10%	16%	20%	5%

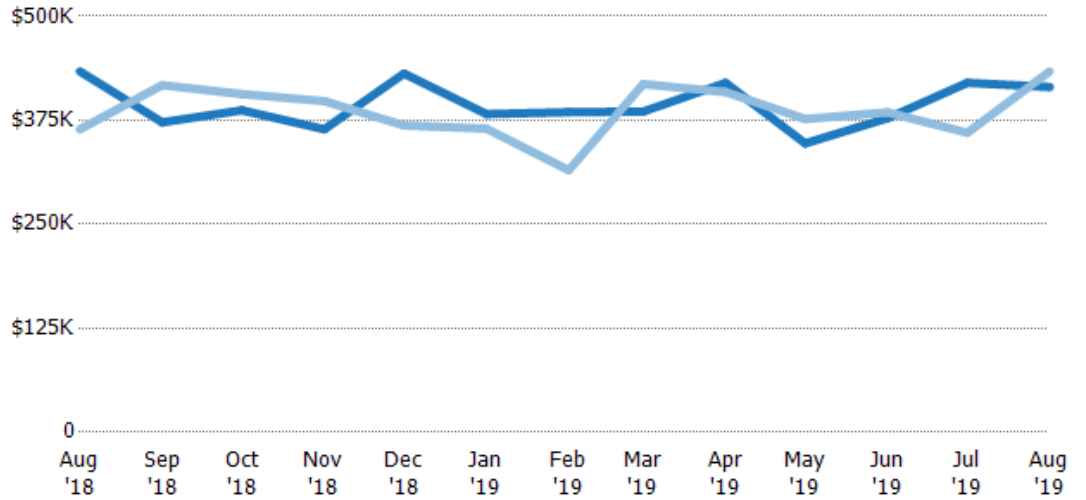
## Median Sales Price

The median sales price of the residential 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.
Aug '19	\$415K	-4.3%
Aug '18	\$434K	19.1%
Aug '17	\$364K	-4.6%



Current Year	\$434K	\$373K	\$387K	\$364K	\$431K	\$383K	\$385K	\$386K	\$420K	\$347K	\$378K	\$420K	\$415K
Prior Year	\$364K	\$417K	\$407K	\$398K	\$369K	\$365K	\$315K	\$419K	\$409K	\$377K	\$385K	\$360K	\$434K
Percent Change from Prior Year	19%	-11%	-5%	-8%	17%	5%	22%	-8%	3%	-8%	-2%	17%	-4%

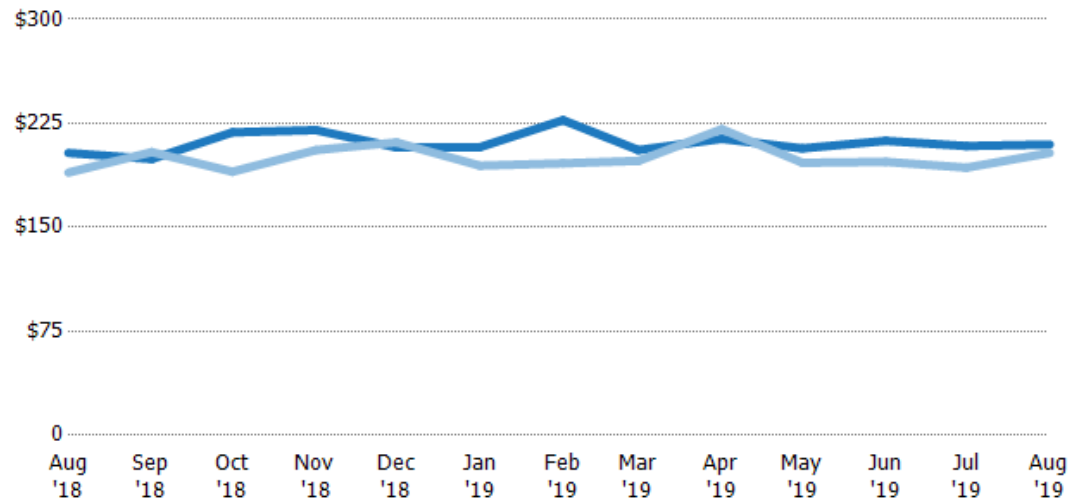
## Average Sales Price per Sq Ft

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.
Aug '19	\$210	3%
Aug '18	\$204	7.5%
Aug '17	\$189	-6.2%



Current Year	\$204	\$199	\$218	\$220	\$208	\$208	\$227	\$206	\$214	\$207	\$212	\$209	\$210
Prior Year	\$189	\$204	\$190	\$206	\$211	\$194	\$196	\$198	\$221	\$197	\$197	\$193	\$204
Percent Change from Prior Year	7%	-2%	15%	7%	-2%	7%	16%	4%	-3%	5%	8%	8%	3%

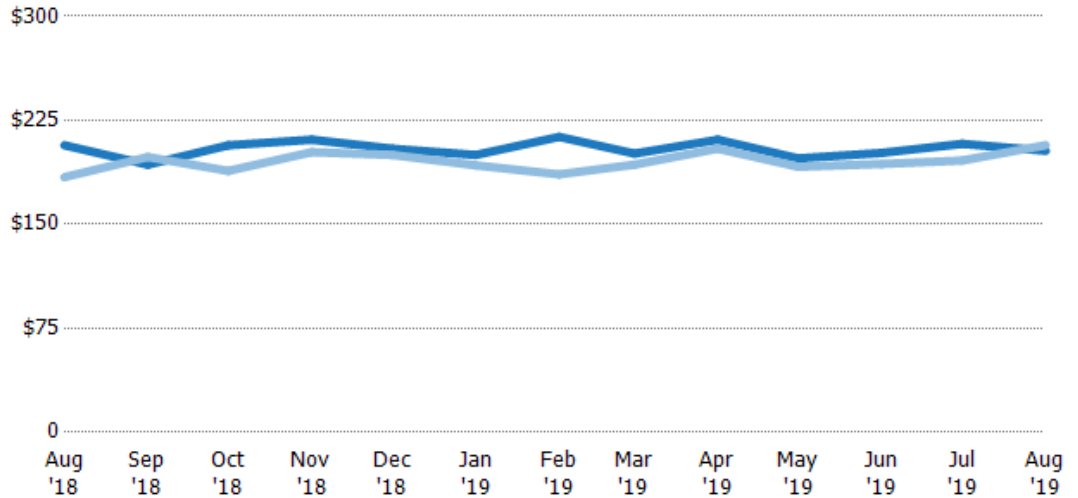
## Median Sales Price per Sq Ft

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.
Aug '19	\$203	-1.9%
Aug '18	\$207	12.5%
Aug '17	\$184	-7.3%



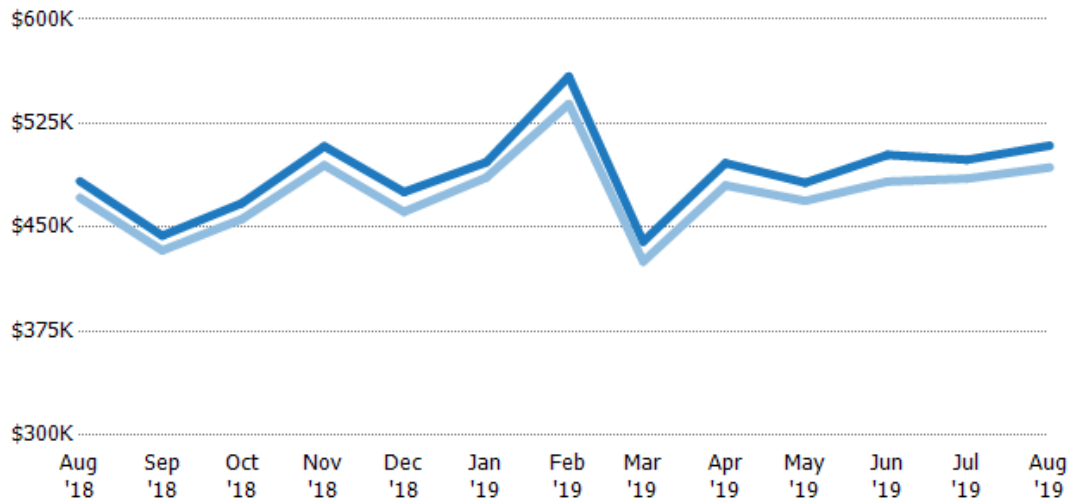
Current Year	\$207	\$193	\$207	\$211	\$205	\$200	\$213	\$201	\$211	\$198	\$202	\$208	\$203
Prior Year	\$184	\$199	\$189	\$202	\$200	\$193	\$186	\$193	\$205	\$192	\$194	\$196	\$207
Percent Change from Prior Year	13%	-3%	10%	4%	2%	4%	15%	4%	3%	3%	4%	6%	-2%

## 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



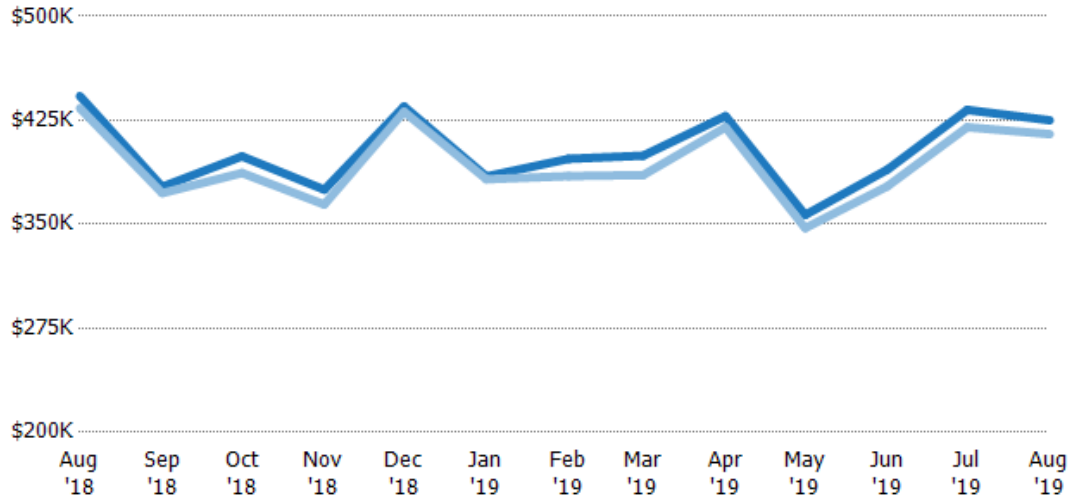
Avg List Price	\$483K	\$444K	\$467K	\$508K	\$475K	\$497K	\$559K	\$440K	\$496K	\$482K	\$502K	\$499K	\$509K
Avg Sales Price	\$471K	\$433K	\$456K	\$495K	\$461K	\$486K	\$539K	\$425K	\$480K	\$469K	\$483K	\$485K	\$493K
Avg Sales Price as a % of Avg List Price	98%	98%	98%	97%	97%	98%	96%	97%	97%	97%	96%	97%	97%

## Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

### Filters Used

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

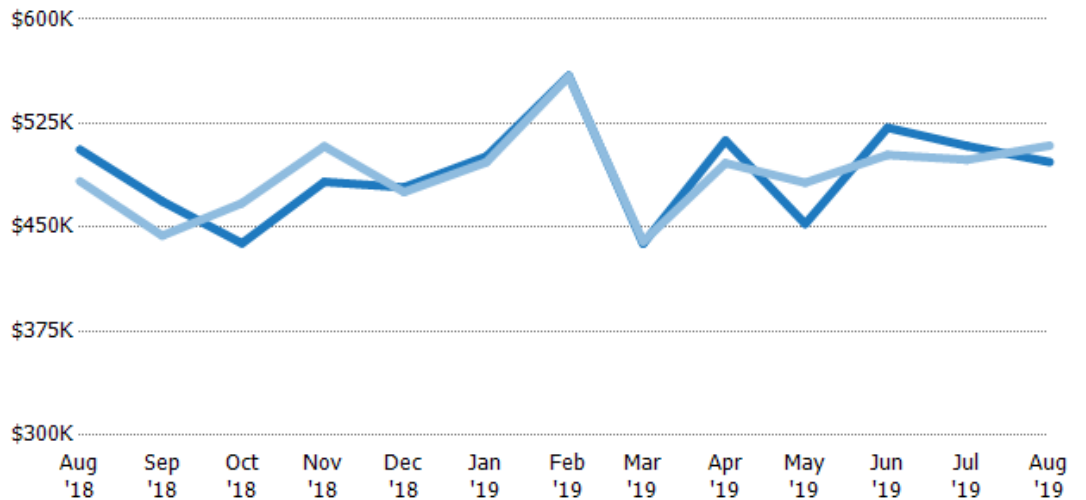


## Average Sales Price vs Average Est Value

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



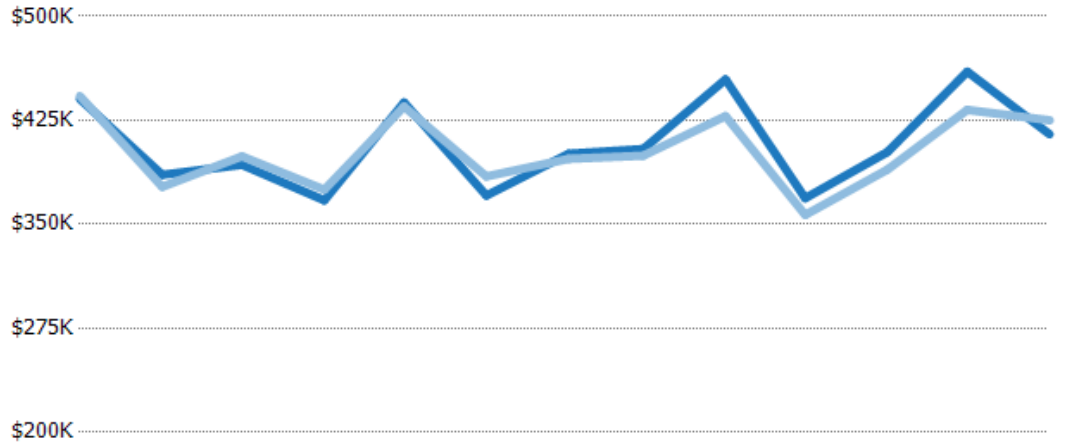


## Median Sales Price vs Median Est Value

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



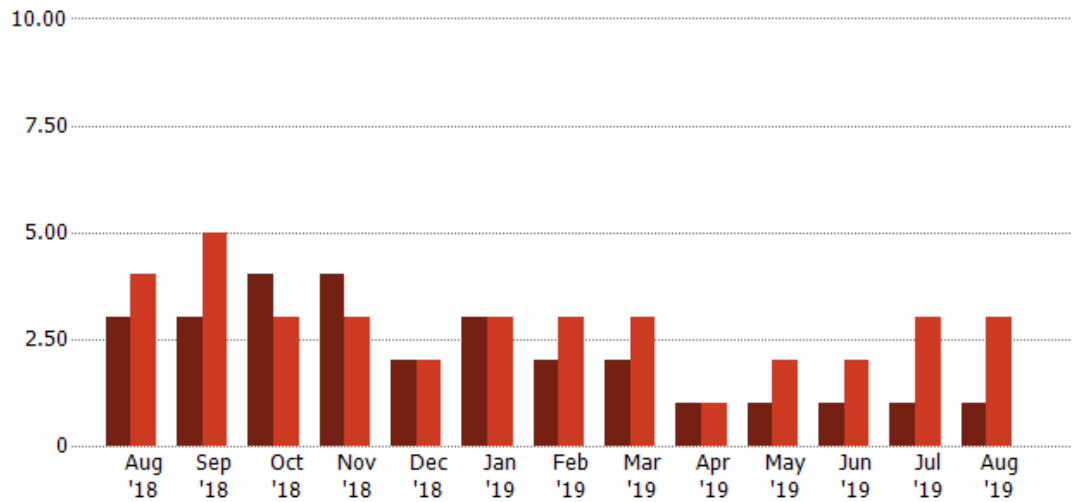
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$440K	\$386K	\$393K	\$367K	\$438K	\$371K	\$401K	\$404K	\$454K	\$369K	\$402K	\$460K	\$415K
Median Sales Price	\$443K	\$377K	\$399K	\$375K	\$435K	\$385K	\$397K	\$399K	\$428K	\$357K	\$390K	\$432K	\$425K
Med Sales Price as a % of Med Est Value	100%	98%	102%	102%	99%	104%	99%	99%	94%	97%	97%	94%	102%

## Distressed Listings

The number of distressed residential 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.
Aug '19	1	-66.7%
Aug '18	3	-25%
Aug '17	4	125%

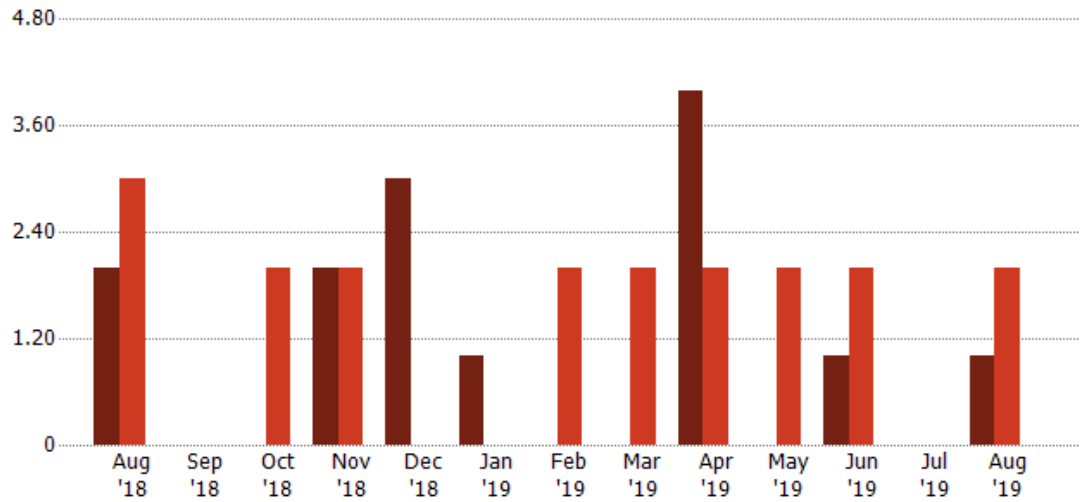
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	3	3	4	4	2	3	2	2	1	1	1	1	1
Prior Year	4	5	3	3	2	3	3	3	1	2	2	3	3
Percent Change from Prior Year	-25%	-40%	33%	33%	0%	0%	-33%	-33%	0%	-50%	-50%	-67%	-67%

## Distressed Sales

The count of distressed residential properties sold each month.

### Filters Used

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



Current Year	2	-	-	2	3	1	-	-	4	-	1	-	1
Prior Year	3	-	2	2	-	-	2	2	2	2	2	-	2
Percent Change from Prior Year	-33%	-	-100%	0%	100%	100%	-100%	-100%	100%	-100%	-50%	-	-50%



## Sales Activity by ZIP

Aug 2019

ZIP	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
85268	102	\$58,215,361	65	\$32,051,839	\$493,105	\$415,000	\$204	\$197	52