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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 | Mar 2022 | Mar 2021 | + / - | YTD 2022 | YTD 2021 | + / - |
|---------------------------------|--------------|--------------|--------|--------------|--------------|--------|
| Listing Activity Charts Metrics | | | | | | |
| New Listing Count | 19 | 22 | -13.6% | 55 | 65 | -15.4% |
| New Listing Volume | \$20,751,600 | \$34,256,999 | -39.4% | \$72,725,447 | \$80,524,102 | -9.7% |
| Active Listing Count | 16 | 47 | -66% | WA | N/A | |
| Active Listing Volume | \$29,429,600 | \$77,540,165 | -62% | NA | N/A | |
| Average Listing Price | \$1,839,350 | \$1,649,791 | +11.5% | \$2,037,590 | \$1,429,830 | +42.5% |
| Median Listing Price | \$1,697,500 | \$1,255,000 | +35.3% | \$1,769,839 | \$1,164,645 | +52% |
| Average Listing Price per Sq Ft | \$509 | \$388 | +31.1% | \$489 | \$366 | +33.6% |
| Median Listing Price per Sq Ft | \$508 | \$362 | +40.3% | \$489 | \$345 | +41.9% |
| Median Daysin RPR | 29.5 | 43 | -31.4% | 30.05 | 51.88 | -42.1% |
| Months of Inventory | 1.3 | 2.5 | -46.1% | 1.1 | 3.8 | -69.7% |
| Absorption Rate | 75% | 40.43% | +34.6% | 87.1% | 26.35% | +60.7% |
| Sales Activity Charts Metrics | | | | | | |
| New Pending Sales Count | 22 | 24 | -8.3% | 61 | 61 | +_ |
| New Pending Sales Volume | \$32,002,000 | \$23,512,486 | +36.1% | \$86,128,847 | \$58,310,086 | +47.7% |
| Pending Sales Count | 19 | 16 | +18.8% | NA | N/A | |
| Pending Sales Volume | \$27,510,414 | \$16,167,318 | +70.2% | NA | N/A | |
| Closed Sales Count | 16 | 22 | -27.3% | 39 | 54 | -27.8% |
| Closed Sales Volume | \$24,350,000 | \$21,872,425 | +11.3% | \$56,343,150 | \$48,830,815 | +15.4% |
| Average Sales Price | \$1,521,875 | \$994,201 | +53.1% | \$1,444,696 | \$904,274 | +59.8% |
| Median Sales Price | \$1,325,000 | \$1,087,500 | +21.8% | \$1,184,295 | \$860,241 | +37.7% |
| Average Sales Price per Sq Ft | \$395 | \$354 | +11.7% | \$405 | \$316 | +28.3% |
| Median Sales Price per Sq Ft | \$387 | \$354 | +9.3% | \$406 | \$314 | +29.2% |
| Distressed Charts Metrics | | | | | | |
| Distressed Listing Count | _ | _ | - | N/A | NA | |



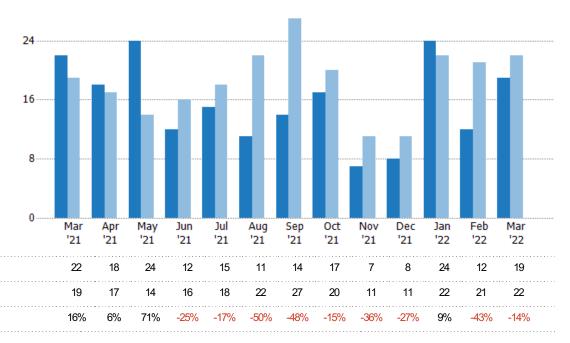


New Listings

The number of new residential listings that were added each month.



| Month/ Year | Count | % Chg. |
|----------------|-------|--------|
| Mar '22 | 19 | -13.6% |
| Mar '21 | 22 | 15.8% |
| Mar '20 | 19 | 15.8% |



New Listing Volume

Percent Change from Prior Year

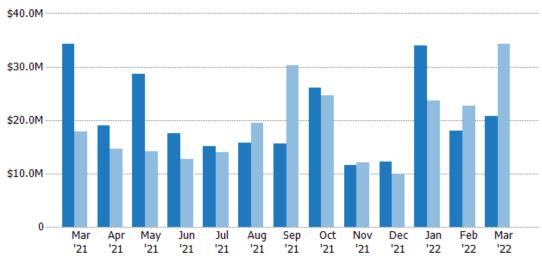
Current Year

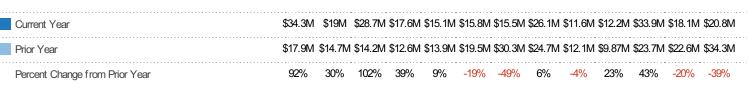
Prior Year

The sum of the listing price of residential listings that were added each month.

Custom Area: Carefree, Arizona Saved Area Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Family

| Month/ Year | Volume | % Chg. |
|----------------|---------|--------|
| Mar '22 | \$20.8M | -39.4% |
| Mar '21 | \$34.3M | 91.8% |
| Mar '20 | \$17.9M | 18.3% |



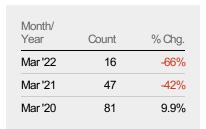


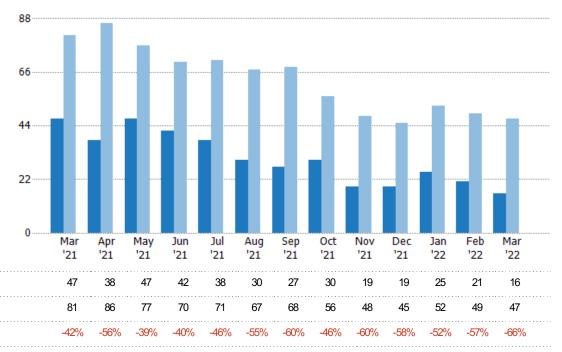


Active Listings

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







Active Listing Volume

Percent Change from Prior Year

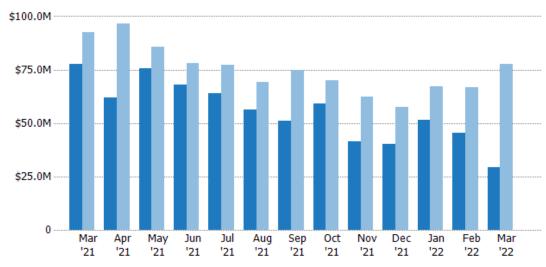
Current Year

Prior Year

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

Filters Used Custom Area: Carefree, Arizona Saved Area Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Family

| Month/ Year | Volume | % Chg. |
|----------------|---------|--------|
| Mar '22 | \$29.4M | -62% |
| Mar '21 | \$77.5M | -16.3% |
| Mar '20 | \$92.7M | 1.7% |



Current Year \$77.5M \$61.8M \$75.6M \$68M \$64.1M \$56.2M \$51.1M \$59.2M \$41.5M \$40.2M \$51.5M \$45.4M \$29.4M Prior Year

\$92.7M \$96.6M \$85.8M \$78.1M \$77.3M \$69.1M \$74.6M \$70M \$62.2M \$57.7M \$67.3M \$66.8M \$77.5M

-36% -12% -13% -17% -19% -32% -15% Percent Change from Prior Year

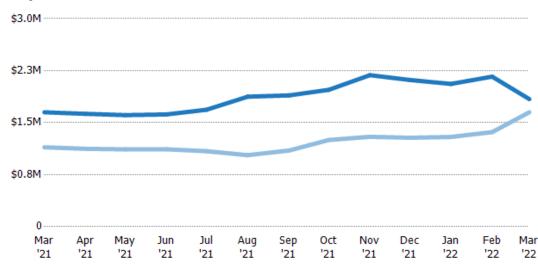


Average Listing Price

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



| Price | % Chg. |
|---------|---------|
| | |
| \$1.84M | 11.5% |
| \$1.65M | 44.2% |
| \$1.14M | -7.4% |
| | \$1.65M |



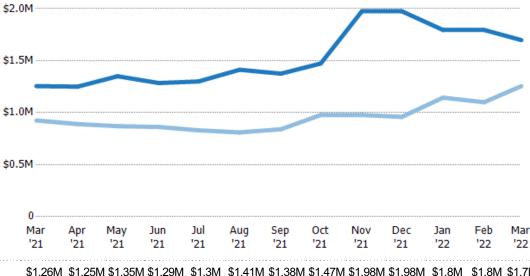
| Current Year | \$1.65M | \$1.63M \$ | \$1.61M | \$1.62M | \$1.69M | \$1.87M | \$1.89M | \$1.97M | \$2.18M | \$2.12M | \$2.06M | \$2.16M | \$1.84M |
|--------------------------------|---------|------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Prior Year | \$1.14M | \$1.12M | \$1.11M | \$1.12M | \$1.09M | \$1.03M | \$1.1M | \$1.25M | \$1.3M | \$1.28M | \$1.29M | \$1.36M | \$1.65M |
| Percent Change from Prior Year | 44% | 45% | 44% | 45% | 55% | 82% | 72% | 58% | 69% | 65% | 59% | 59% | 11% |

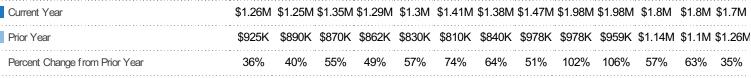
Median Listing Price

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

| Filters Used |
|---|
| Custom Area: Carefree, Arizona Saved Area Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Family |

| Month/ Year | Price | % Chg. |
|----------------|---------|--------|
| Mar '22 | \$1.7M | 35.3% |
| Mar '21 | \$1.26M | 35.7% |
| Mar '20 | \$925K | -10.5% |









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.



| Month/ Year | Price/sq ft | % Chg. |
|----------------|-------------|--------|
| Mar '22 | \$509 | 31.1% |
| Mar '21 | \$388 | 30.6% |
| Mar '20 | \$297 | -5.9% |

Percent Change from Prior Year

Current Year
Prior Year

| 600 | | | | | | | | | | | | |
|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| 3450 | | | | | | | | | | | | |
| 300 | | | | | | | | | | | | |
| 0 | | | | | | | | | | | | |
| Mar '21 | Apr '21 | May '21 | Jun '21 | Jul '21 | Aug '21 | Sep '21 | 0ct '21 | Nov '21 | Dec '21 | Jan '22 | Feb '22 | Mar '22 |
| \$388 | \$393 | \$404 | \$390 | \$392 | \$425 | \$429 | \$454 | \$481 | \$474 | \$474 | \$493 | \$509 |
| \$297 | \$296 | \$291 | \$298 | \$301 | \$305 | \$311 | \$331 | \$322 | \$331 | \$353 | \$355 | \$388 |
| 31% | 220/ | 200/ | 210/ | 30% | 30% | 380/ | 37% | 10% | 43% | 3/10/- | 30% | 310/ |

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.

Custom Area: Carefree, Arizona Saved Area Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Family

| Month/ Year | Price/sq ft | % Chg. |
|----------------|-------------|--------|
| Mar '22 | \$508 | 40.3% |
| Mar '21 | \$362 | 31.2% |
| Mar '20 | \$276 | -4.3% |

Percent Change from Prior Year

| \$600 | |
|-------|--|
| \$450 | |
| \$300 | |
| \$150 | |

| Mar '21 | Apr '21 | May '21 | Jun '21 | Jul '21 | Aug '21 | Sep '21 | Oct '21 | Nov '21 | Dec '21 | Jan '22 | Feb '22 | Mar '22 |
|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| \$362 | \$380 | \$383 | \$375 | \$362 | \$396 | \$391 | \$432 | \$493 | \$456 | \$471 | \$499 | \$508 |
| \$276 | \$279 | \$270 | \$276 | \$279 | \$279 | \$279 | \$296 | \$279 | \$284 | \$337 | \$335 | \$362 |
| 31% | 36% | 42% | 36% | 30% | 42% | 40% | 46% | 77% | 61% | 40% | 49% | 40% |

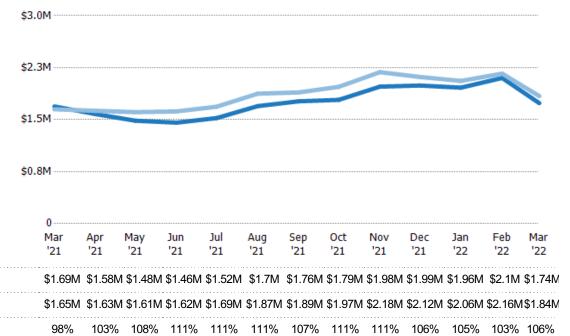
Current Year
Prior Year



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.





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.

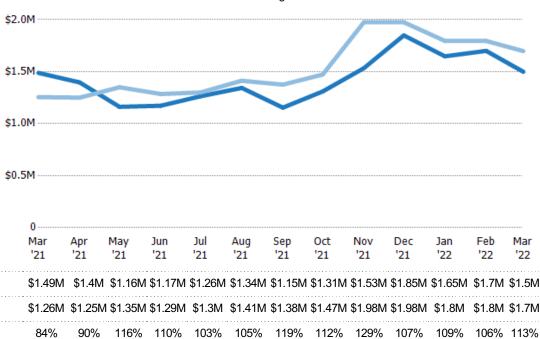
Filters Used

Custom Area: Carefree, Arizona
Saved Area
Property Type:
Condo/Townhouse/Apt.,
Mobile/Manufactured, Single Family

Avg Listing Price as a % of Avg Est Value

Avg Est Value

Avg Listing Price





Median Est Value

Median Listing Price

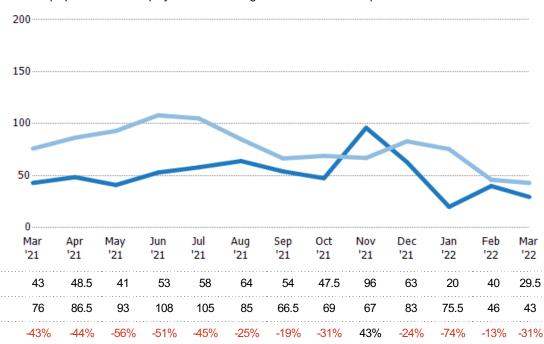
Med Listing Price as a % of Med Est Value

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

Custom Area: Carefree, Arizona Saved Area Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Family

| Month/ Year | Days | % Chg. |
|----------------|------|--------|
| Mar '22 | 29.5 | -31.4% |
| Mar '21 | 43 | -43.4% |
| Mar '20 | 76 | 5.3% |



Months of Inventory

Percent Change from Prior Year

Current Year

Prior Year

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

20

Custom Area: Carefree, Arizona Saved Area Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Family

| Year | Months | % Chg. |
|---------|--------|--------|
| Mar '22 | 1.33 | -46.1% |
| Mar '21 | 2.47 | -72.5% |
| Mar '20 | 9 | -23.9% |

Percent Change from Prior Year

| 15 | | | | | | | | | | | | |
|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| 10 | | | | _ | | | | | | | | |
| 5 | _ | | | | | | | | | | | |
| 0 | | | | | | | | | | | | |
| Mar '21 | Apr '21 | May '21 | Jun '21 | Jul '21 | Aug '21 | Sep '21 | 0ct '21 | Nov '21 | Dec '21 | Jan '22 | Feb '22 | Mar '22 |
| 2.47 | 1.73 | 1.81 | 2.1 | 3.17 | 2.14 | 2.7 | 1.76 | 2.38 | 0 | 2.5 | 1.91 | 1.33 |
| 9 | 4.78 | 4.81 | 5.38 | 10.1 | 2.68 | 4.25 | 3.29 | 2.53 | 1.73 | 4 | 3.77 | 2.47 |
| -73% | -64% | -62% | -61% | -69% | -20% | -36% | -46% | -6% | -45% | -38% | -49% | -46% |

Prior Year

4/8/2022

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Absorption Rate

The percentage of inventory sold per month.

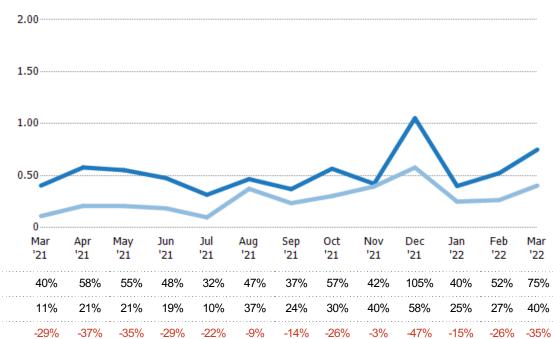
Filters Used Custom Area: Carefree, Arizona Saved Area Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Family

| Month/ Year | Rate | Chg. |
|----------------|------|--------|
| Mar '22 | 75% | -34.6% |
| Mar '21 | 40% | -29.3% |
| Mar '20 | 11% | 31.4% |

Current Year

Prior Year

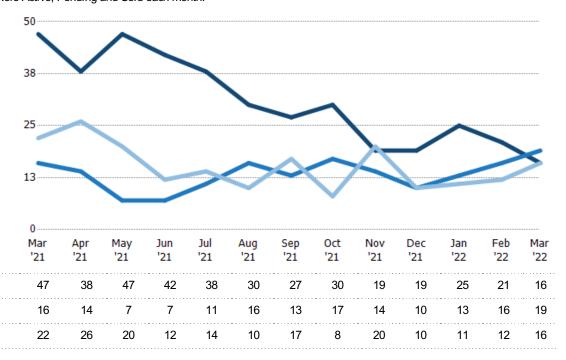
Change from Prior Year



Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used Custom Area: Carefree, Arizona Saved Area Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Family



Active

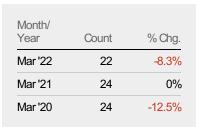
Sold

Pending

New Pending Sales

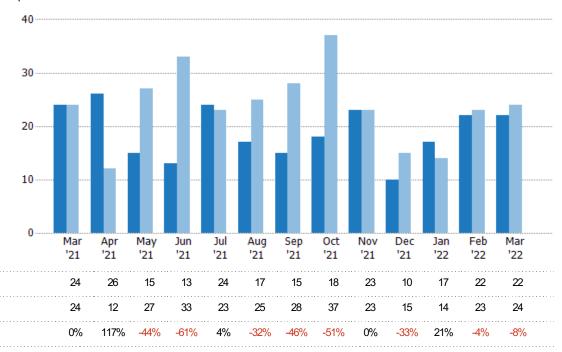
The number of residential properties with accepted offers that were added each month.





Current Year

Prior Year



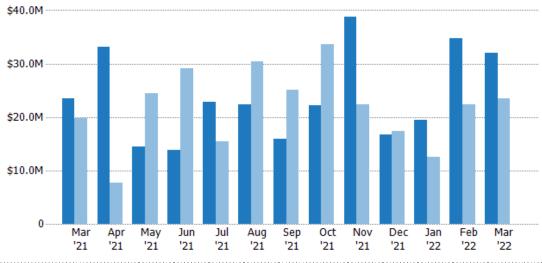
New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of residential properties with accepted offers that were added each month.

Custom Area: Carefree, Arizona Saved Area Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Family

| Month/ Year | Volume | % Chg. |
|----------------|---------|--------|
| Mar '22 | \$32M | 36.1% |
| Mar '21 | \$23.5M | 19.3% |
| Mar '20 | \$19.7M | -16.4% |



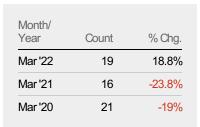


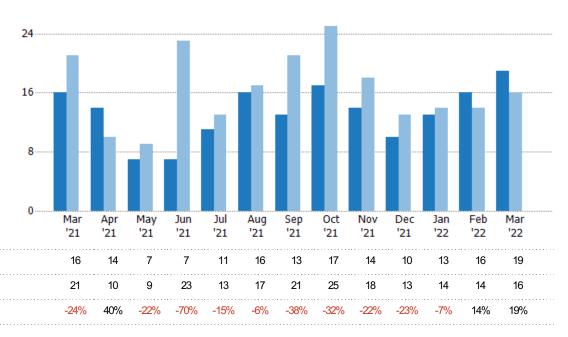


Pending Sales

The number of residential properties with accepted offers that were available at the end each month.







Pending Sales Volume

Percent Change from Prior Year

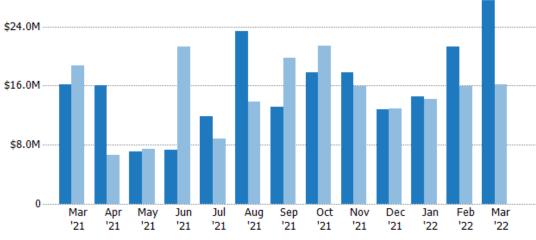
Current Year

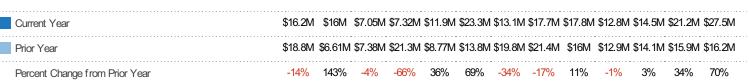
Prior Year

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: Carefree, Arizona Saved Area Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Family |

| Month/ Year | Volume | % Chg. |
|----------------|---------|--------|
| Mar '22 | \$27.5M | 70.2% |
| Mar '21 | \$16.2M | -13.8% |
| Mar '20 | \$18.8M | -42% |



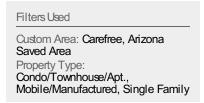




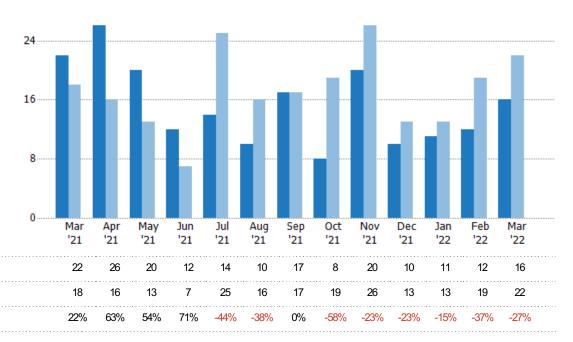


Closed Sales

The total number of residential properties sold each month.



| Count | % Chg. |
|-------|----------|
| 16 | -27.3% |
| 22 | 22.2% |
| 18 | -44.4% |
| | 16 22 |



Closed Sales Volume

Percent Change from Prior Year

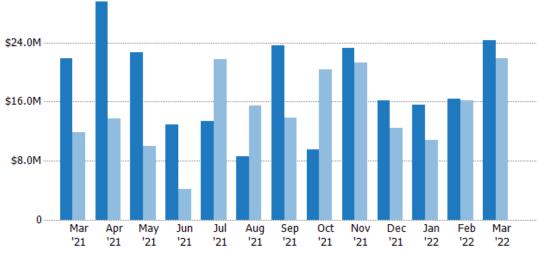
Current Year

Prior Year

The sum of the sales price of residential properties sold each month.

Custom Area: Carefree, Arizona Saved Area Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Family

| Month/ Year | Volume | % Chg. |
|----------------|---------|--------|
| Mar '22 | \$24.4M | 11.3% |
| Mar '21 | \$21.9M | 83.8% |
| Mar '20 | \$11.9M | -40.9% |



 Current Year
 \$21.9M \$29.6M \$22.7M \$12.9M \$13.4M \$8.59M \$23.7M \$9.53M \$23.3M \$16.2M \$15.6M \$16.4M \$24.4M

 Prior Year
 \$11.9M \$13.7M \$9.93M \$4.18M \$21.7M \$15.5M \$13.8M \$20.3M \$21.3M \$12.5M \$10.8M \$16.1M \$21.9M

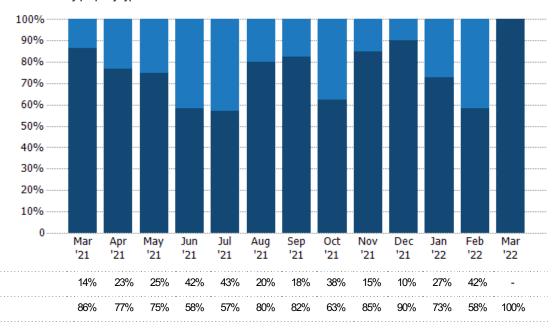
 Percent Change from Prior Year
 84% 116% 128% 210% -39% -45% 71% -53% 9% 30% 44% 2% 11%



Closed Sales by Property Type

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

Custom Area: Carefree, Arizona Saved Area Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Family



Average Sales Price

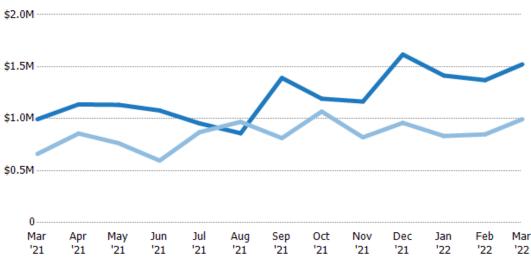
Single Family Residence

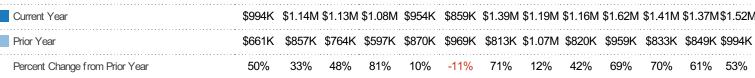
Condo/Townhouse

The average sales price of the residential properties sold each month.

Custom Area: Carefree, Arizona Saved Area Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Family

| Price | % Chg. |
|---------|-------------------|
| \$1.52M | 53.1% |
| \$994K | 50.4% |
| \$661K | 6.4% |
| | \$1.52M \$994K |





Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

Custom Area: Carefree, Arizona
Saved Area
Property Type:
Condo/Townhouse/Apt.,
Mobile/Manufactured, Single Family

| Month/ | | |
|---------|---------|--------|
| Year | Price | % Chg. |
| Mar '22 | \$1.33M | 21.8% |
| Mar '21 | \$1.09M | 71.3% |
| Mar '20 | \$635K | -1.2% |



| Current Year | \$1.09M | \$920K | \$1.09M | \$853K | \$807K | \$900K | \$1.5M | \$1.24M | \$903K | \$1.38M | \$1.3M | \$891K | \$1.33M |
|--------------------------------|---------|--------|---------|--------|--------|--------|--------|---------|--------|---------|--------|--------|---------|
| Prior Year | \$635K | \$963K | \$860K | \$515K | \$727K | \$748K | \$810K | \$780K | \$728K | \$873K | \$647K | \$743K | \$1.09M |
| Percent Change from Prior Year | 71% | -4% | 26% | 66% | 11% | 20% | 85% | 59% | 24% | 58% | 101% | 20% | 22% |

Average Sales Price per Sq Ft

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

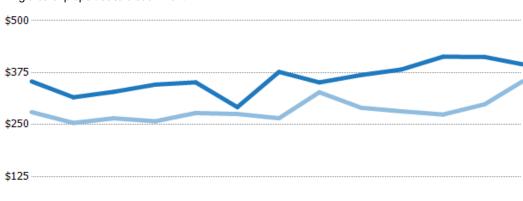
Filters Used

Custom Area: Carefree, Arizona
Saved Area

Property Type:
Condo/Townhouse/Apt.,
Mobile/Manufactured, Single Family

| Month/ Year | Price/sq ft | % Chg. |
|----------------|-------------|--------|
| Mar '22 | \$395 | 11.7% |
| Mar '21 | \$354 | 26.3% |
| Mar '20 | \$280 | -18.3% |

Percent Change from Prior Year



| Mar '21 | Apr '21 | May '21 | Jun '21 | Jul '21 | Aug '21 | Sep '21 | 0ct '21 | Nov '21 | Dec '21 | Jan '22 | Feb '22 | Mar '22 |
|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| \$354 | \$316 | \$329 | \$346 | \$352 | \$292 | \$377 | \$352 | \$369 | \$383 | \$413 | \$413 | \$395 |
| \$280 | \$254 | \$265 | \$258 | \$278 | \$276 | \$265 | \$328 | \$291 | \$282 | \$274 | \$299 | \$354 |
| 26% | 24% | 24% | 34% | 27% | 6% | 42% | 7% | 27% | 36% | 51% | 38% | 12% |

Current Year
Prior Year



Median Sales Price per Sq Ft

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



| Month/ Year | Price/sq ft | % Chg. |
|----------------|-------------|--------|
| Mar '22 | \$387 | 9.3% |
| Mar '21 | \$354 | 37.5% |
| Mar '20 | \$257 | -7.8% |

Percent Change from Prior Year

Current Year

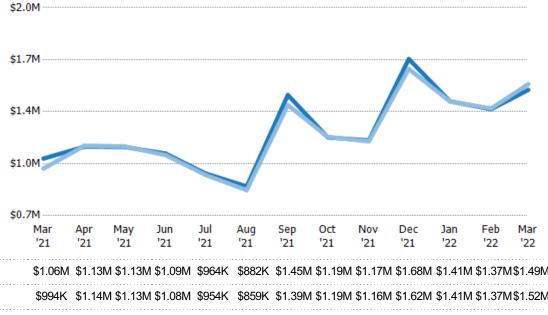
Prior Year

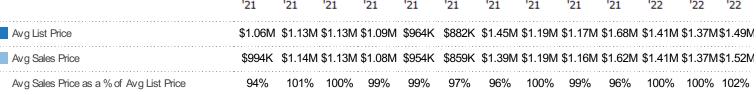


Average Sales Price vs Average Listing Price

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

Filters Used Custom Area: Carefree, Arizona Saved Area Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Family







Median Sales Price vs Median Listing Price

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





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.



Med Sales Price as a % of Med List Price

Median List Price

Median Sales Price

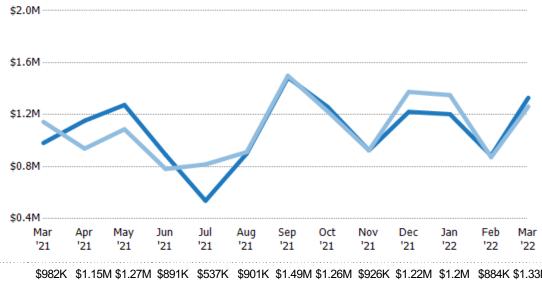




Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.



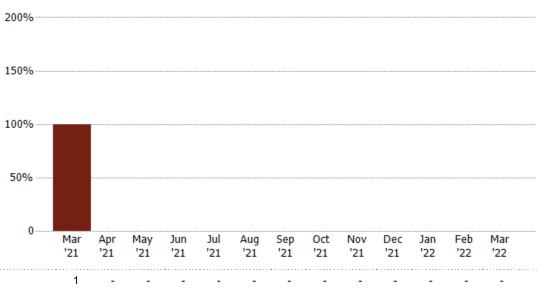


| Median Est Value | \$982K | \$1.15M | 1 \$1.27M | \$891K | \$537K | \$901K | \$1.49M | \$1.26M | \$926K | \$1.22M | \$1.2M | \$884K | \$1.33M |
|---|---------|---------|-----------|--------|--------|--------|---------|---------|--------|---------|---------|--------|---------|
| Median Sales Price | \$1.14M | \$939K | \$1.09M | \$782K | \$817K | \$912K | \$1.5M | \$1.22M | \$925K | \$1.38M | \$1.35M | \$873K | \$1.26M |
| Med Sales Price as a % of Med Est Value | 116% | 81% | 85% | 88% | 152% | 101% | 101% | 97% | 100% | 113% | 112% | 99% | 95% |

Distressed Listings

The number of distressed residential properties that were for sale at the end of each month.

Filters Used Custom Area: Carefree, Arizona Saved Area Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Family



Current Year



Sales Activity by ZIP

Mar 2022

| ZIP | Pendings (Month End) | Pending Volume (Month End) | Sales | Sales Volume | Av g Sales Price | Median Sales Price | Av g Sales Price per Sq Ft | Median Sales Price per Sq Ft | Median Days In RPR |
|-------|-------------------------|-------------------------------|-------|--------------|---------------------|-----------------------|-------------------------------|---------------------------------|-----------------------|
| 85377 | 19 | \$27,510,414 | 16 | \$24,350,000 | \$1,521,875 | \$1,325,000 | \$409 | \$400 | 26 |



