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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.

+ / -	YTD 2021	YTD 2022	+ / -	Feb 2021	Feb 2022	Key Metrics
						Listing Activity Charts Metrics
+1.2%	170	172	-1.3%	76	75	New Listing Count
+30.3%	\$114,598,193	\$149,349,950	+12.6%	\$52,462,494	\$59,080,350	New Listing Volume
	N/A	NA	-72.8%	147	40	Active Listing Count
	N/A	NA	-67.2%	\$136,652,306	\$44,783,200	Active Listing Volume
+24.7%	\$917,357	\$1,143,677	+20.4%	\$929,608	\$1,119,580	Average Listing Price
+23.1%	\$625,927	\$770,333	+21%	\$629,900	\$762,000	Median Listing Price
+24.3%	\$292	\$363	+27.3%	\$299	\$381	Average Listing Price per Sq Ft
+24.6%	\$272	\$339	+25.4%	\$280	\$351	Median Listing Price per Sq Ft
-59.5%	36.07	14.62	-65.8%	38	13	Median Days in RPR
-68.5%	2.4	0.7	-70.5%	1.9	0.6	Months of Inventory
+92.5%	42.54%	135%	+126.9%	53.06%	180%	Absorption Rate
						Sales Activity Charts Metrics
+21.4%	187	227	+10.9%	101	112	New Pending Sales Count
+49.2%	\$121,856,309	\$181,854,049	+37.5%	\$68,204,793	\$93,789,749	New Pending Sales Volume
	N/A	NA	-40%	65	39	Pending Sales Count
	NA	NA	-18.9%	\$47,665,567	\$38,664,850	Pending Sales Volume
-3.7%	162	156	+_	84	84	Closed Sales Count
+14%	\$105,517,250	\$120,268,778	+29.2%	\$53,800,700	\$69,505,477	Closed Sales Volume
+18.4%	\$651,341	\$770,954	+29.2%	\$640,485	\$827,446	Average Sales Price
+28.1%	\$514,750	\$659,423	+40.8%	\$495,250	\$697,500	Median Sales Price
+28.4%	\$253	\$325	+29.3%	\$258	\$334	Average Sales Price per Sq Ft
+30.5%	\$244	\$318	+32.8%	\$247	\$328	Median Sales Price per Sq Ft
						Distressed Charts Metrics
	NA	N/A		_		Distressed Listing Count

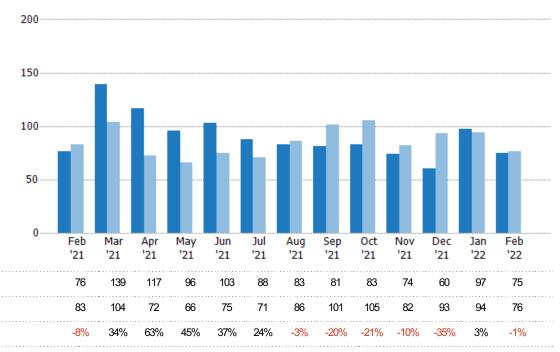


New Listings

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

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

Month/ Year	Count	% Chg.
Feb '22	75	-1.3%
Feb '21	76	-8.4%
Feb '20	83	4.8%



New Listing Volume

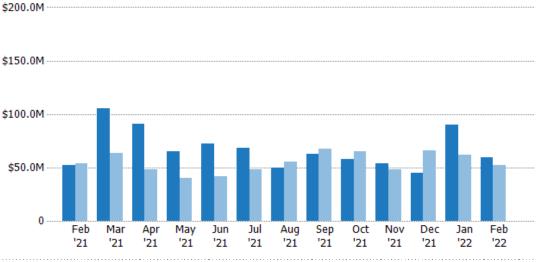
Percent Change from Prior Year

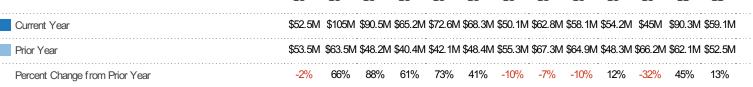
Current Year

Prior Year

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

Volume	% Chg.
\$59.1M	12.6%
\$52.5M	-2%
\$53.5M	-14.9%
	\$59.1M \$52.5M





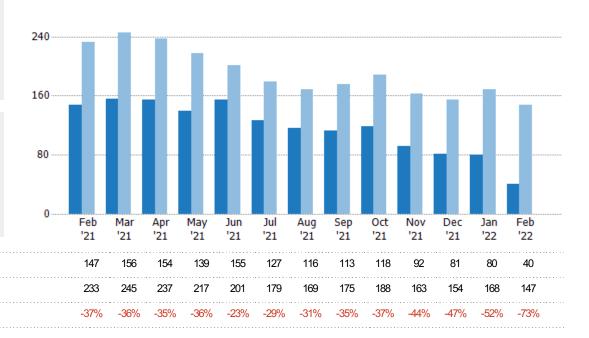


Active Listings

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., Mobile/Manufactured, Single Family

Month/ Year	Count	% Chg.
Feb '22	40	-72.8%
Feb '21	147	-36.9%
Feb '20	233	28.3%



Active Listing Volume

Percent Change from Prior Year

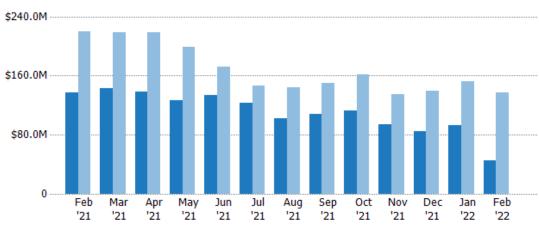
Current Year

Prior Year

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

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

Month/ Year	Volume	% Chg.
Feb '22	\$44.8M	-67.2%
Feb '21	\$137M	-37.9%
Feb '20	\$220M	-1.3%





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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., Mobile/Manufactured, Single Family

Price	% Chg.
\$1.12M	20.4%
\$930K	-1.6%
\$945K	-23.1%
	\$1.12M \$930K

L.5M			 								
L.0M											
).5M			 								
).5M			 								
0									Dec	Jan	
0									Dec	Jan	Fe
0 Feb '21	Mar '21	Apr '21	Jun '21	Jul '21	Aug '21	Sep '21	0ct '21	Nov '21	Dec '21	Jan '22	Fe ¹ 22

0% 18%

Median Listing Price

Percent Change from Prior Year

Current Year Prior Year

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., Mobile/Manufactured, Single Family

Month/ Year	Price	% Chg.
Feb '22	\$762K	21%
Feb '21	\$630K	-8.7%
Feb '20	\$690K	-25.4%

\$80	0K												
\$ 60	0K					<u> </u>	> <						
\$40	0K												
\$20	0K												
	0												
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
	\$630K	\$635K	\$636K	\$670K	\$625K	\$671K	\$599K	\$670K	\$678K	\$734K	\$728K	\$775K	\$762K
	\$690K	\$680K	\$685K	\$660K	\$619K	\$625K	\$650K	\$560K	\$575K	\$575K	\$629K	\$622K	\$630K



Current Year Prior Year



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.

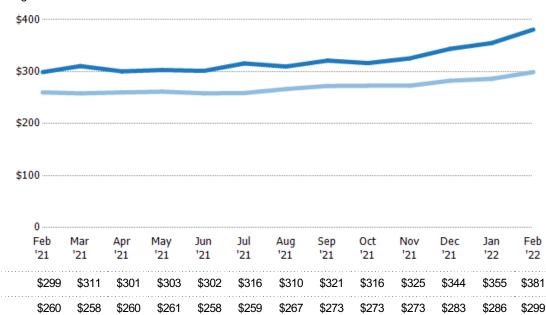


Month/ Year	Price/sq ft	% Chg.
Feb '22	\$381	27.3%
Feb '21	\$299	15%
Feb '20	\$260	-11.9%

Percent Change from Prior Year

Current Year

Prior Year



16%

16%

19%

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.

15%

20%

16%

16%

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

Month/ Year	Price/sq ft	% Chg.
Feb '22	\$351	25.4%
Feb '21	\$280	17.6%
Feb '20	\$238	-10.5%

Percent Change from Prior Year

\$400	
\$300	
\$200	
\$100	

Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
 \$280	\$288	\$271	\$282	\$291	\$304	\$297	\$313	\$307	\$307	\$322	\$334	\$351
 \$238	\$240	\$236	\$240	\$239	\$241	\$247	\$248	\$249	\$249	\$260	\$266	\$280
 18%	20%	15%	18%	22%	26%	20%	26%	24%	23%	24%	26%	25%

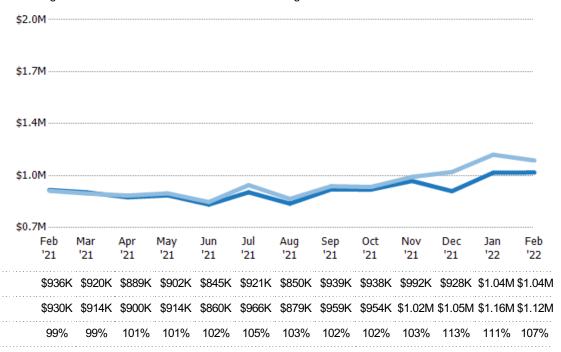
Current Year Prior Year

27%

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

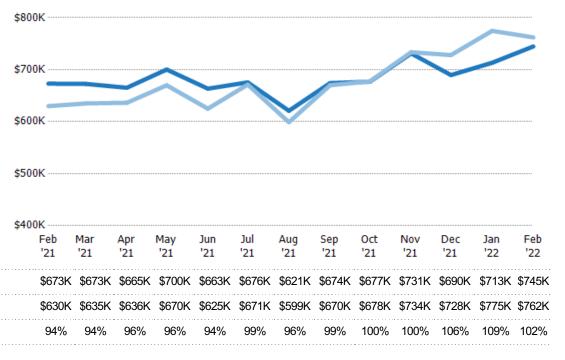
The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.



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

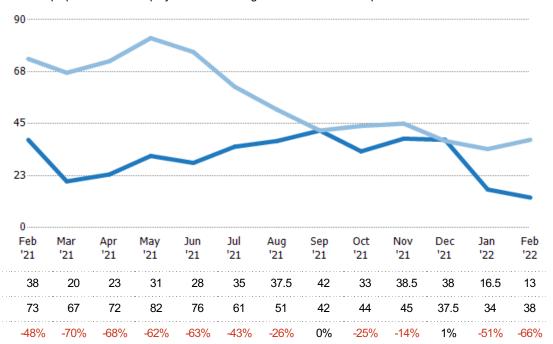
The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR

Filters Used

Custom Area: Fountain Hills, Arizona
Saved Area

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

Month/ Year	Dove	0/ Cha
	Days	% Chg.
Feb '22	13	-65.8%
Feb '21	38	-47.9%
Feb '20	73	4.1%



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.

5.00

Filters Used

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

Month/ Year	Months	% Chg.
Feb '22	0	-70.5%
Feb '21	1.88	-49.9%
Feb '20	3.76	32.6%

Percent Change from Prior Year

3	3.75				\								
2	2.50												
1	1.25												
	Feb '21	Mar '21	Apr '21		Jun '21		Aug '21		0ct '21		Dec '21	Jan '22	Feb '22
	1.88	1.86	1.5	1.08	1.35	1.49	1.51	1.35	1.3	1.46	0	1.03	0
	3.76	3.4	2.37	2.89	4.19	2.56	2.19	2.46	2.19	1.85	1.71	1.5	1.88
	-50%	-45%	-37%	-63%	-68%	-42%	-31%	-45%	-41%	-21%	-46%	-32%	-71%

Current Year
Prior Year

Absorption Rate

The percentage of inventory sold per month.

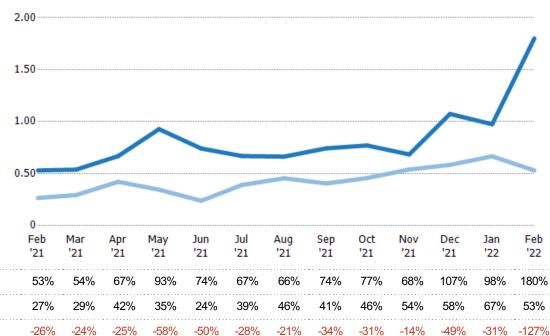


Data	Cha
Rate	Chg.
180%	-126.9%
53%	-26.5%
27%	-24.6%
	53%

Current Year

Prior Year

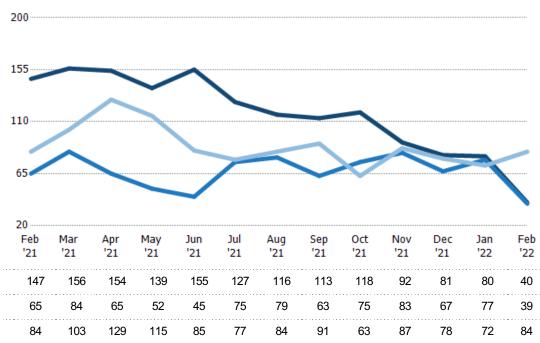
Change from Prior Year



Active/Pending/Sold Units

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

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



Active

Sold

Pending

New Pending Sales

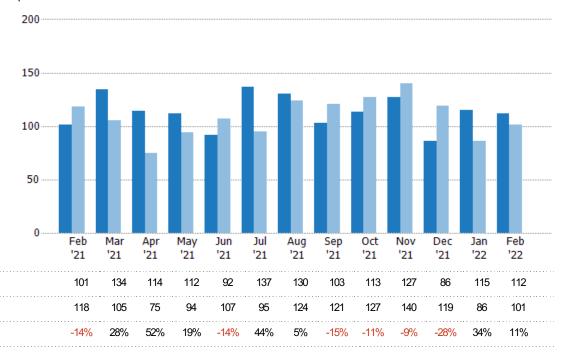
The number of residential properties with accepted offers that were added each month.

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

Month/ Year	Count	% Chg.
Feb '22	112	10.9%
Feb '21	101	-14.4%
Feb '20	118	-6.8%

Current Year

Prior Year

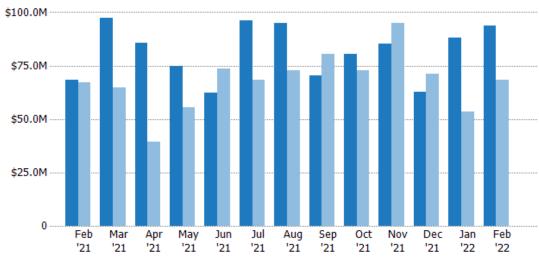


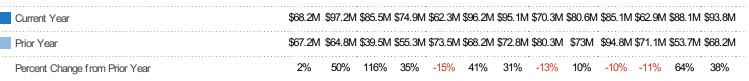
New Pending Sales Volume

Percent Change from Prior Year

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

Volume	% Chg.
\$93.8M	37.5%
\$68.2M	1.5%
\$67.2M	-16.1%
	\$68.2M





Pending Sales

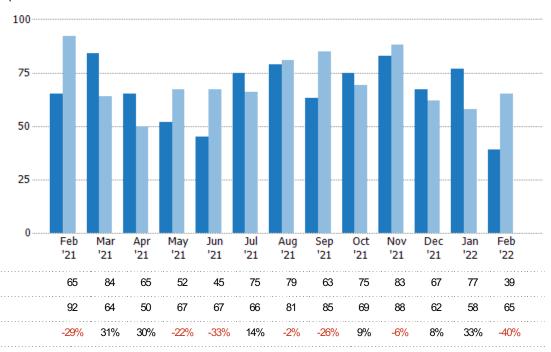
The number of residential properties with accepted offers that were available at the end each month.

Filters Used

Custom Area: Fountain Hills, Arizona Saved Area

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

Count	% Chg.
39	-40%
65	-29.3%
92	-8.7%
	65



Pending Sales Volume

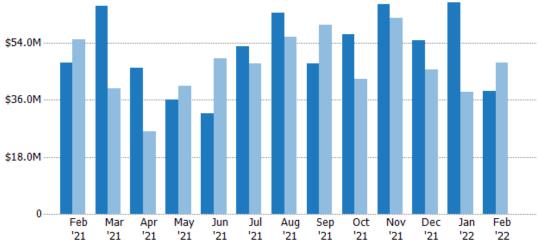
Percent Change from Prior Year

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.

Month/ Year	Volume	% Chg.
Feb '22	\$38.7M	-18.9%
Feb '21	\$47.7M	-13.3%
Feb '20	\$55M	-25.6%









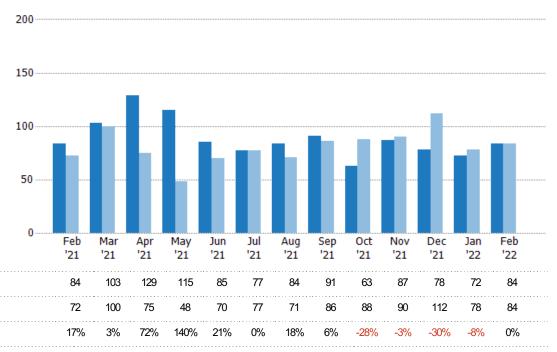
Market Data Report

Closed Sales

The total number of residential properties sold each month.

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

Month/ Year	Count	% Chg.
Feb '22	84	0%
Feb '21	84	16.7%
Feb '20	72	-1.4%



Closed Sales Volume

Percent Change from Prior Year

Current Year

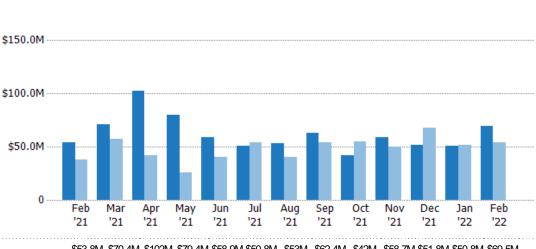
Prior Year

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

\$200.0M

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

Month/ Year	Volume	% Chg.
Feb '22	\$69.5M	29.2%
Feb '21	\$53.8M	43.6%
Feb '20	\$37.5M	0.4%



 Current Year
 \$53.8M \$70.4M \$102M \$79.4M \$58.9M \$50.8M \$53M \$62.4M \$42M \$58.7M \$51.8M \$50.8M \$69.5M

 Prior Year
 \$37.5M \$56.8M \$41.4M \$25.8M \$39.9M \$53.6M \$39.8M \$54M \$54.4M \$49.7M \$67.2M \$51.7M \$53.8M

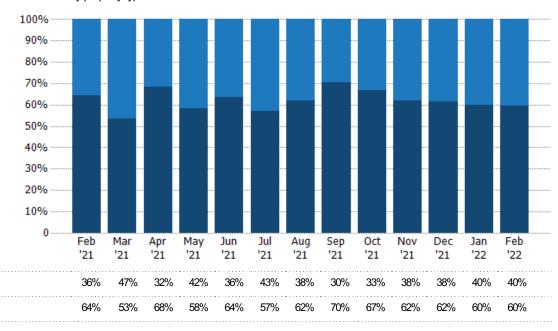
 Percent Change from Prior Year
 44% 24% 147% 208% 48% -5% 33% 16% -23% 18% -23% -2% 29%



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., Mobile/Manufactured, Single Family



Average Sales Price

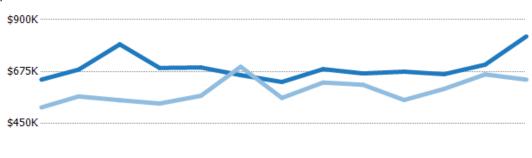
Single Family Residence

Condo/Townhouse

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

\$225K

Month/ Year	Price	% Chg.
Feb '22	\$827K	29.2%
Feb '21	\$640K	23.1%
Feb '20	\$520K	1.9%





Current Year	\$640K	\$684K	\$793K	\$691K	\$693K	\$660K	\$630K	\$686K	\$667K	\$675K	\$664K	\$705K	\$827K
Prior Year	\$520K	\$568K	\$551K	\$537K	\$570K	\$696K	\$561K	\$628K	\$618K	\$552K	\$600K	\$663K	\$640K
Percent Change from Prior Year	23%	20%	44%	29%	22%	-5%	12%	9%	8%	22%	11%	6%	29%

Median Sales Price

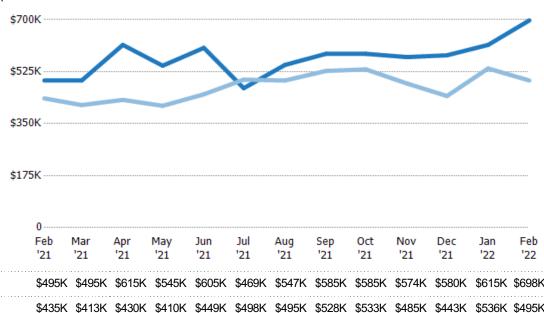
The median sales price of the residential properties sold each month.

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

Price	% Chg.
\$698K	40.8%
\$495K	13.9%
\$435K	-12.6%
	\$698K \$495K

Current Year

Prior Year



11%

11%

10%

18%

Average Sales Price per Sq Ft

Percent Change from Prior Year

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

14%

20%

43%

35%

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

Month/ Year	Price/sq ft	% Chg.
Feb '22	\$334	29.3%
Feb '21	\$258	12.8%
Feb '20	\$229	-1.7%

Percent Change from Prior Year

O · · · · · · · · · · · · · · · · · · ·	
400	
300	
200	
200	
100	

Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	0ct '21	Nov '21	Dec '21	Jan '22	Feb '22
 \$258	\$268	\$289	\$287	\$287	\$284	\$286	\$304	\$305	\$311	\$303	\$315	\$334
 \$229	\$233	\$226	\$232	\$224	\$245	\$236	\$238	\$246	\$253	\$246	\$249	\$258
13%	15%	28%	23%	28%	16%	21%	28%	24%	23%	23%	27%	29%

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.

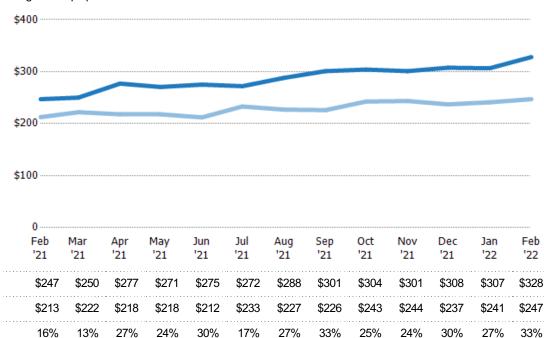
Custom Area: Fountain Hills, Arizona Saved Area Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Family

Month/ Year	Price/sq ft	% Chg.
Feb '22	\$328	32.8%
Feb '21	\$247	16.2%
Feb '20	\$213	0.2%

Percent Change from Prior Year

Current Year

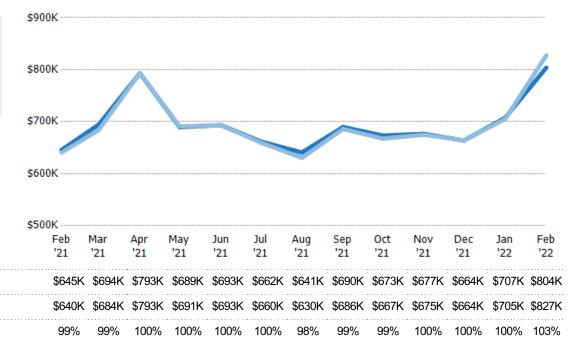
Prior Year



Average Sales Price vs Average Listing Price

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

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





Avg List Price

Avg Sales Price

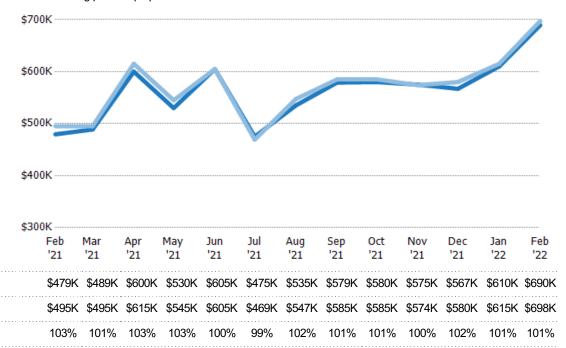
Avg Sales Price as a % of Avg List Price



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. Mobile/Manufactured, Single Family



Average Sales Price vs Average Est Value

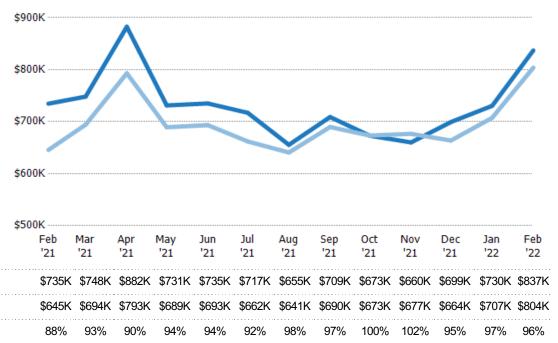
The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

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

Med Sales Price as a % of Med List Price

Median List Price

Median Sales Price



Avg Est Value

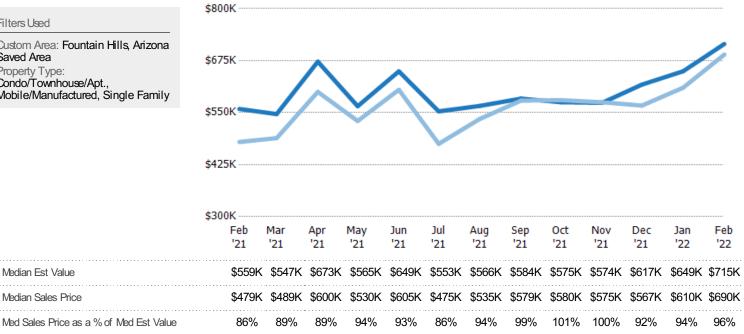
Avg Sales Price

Avg Sales Price as a % of Avg Est Value

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.





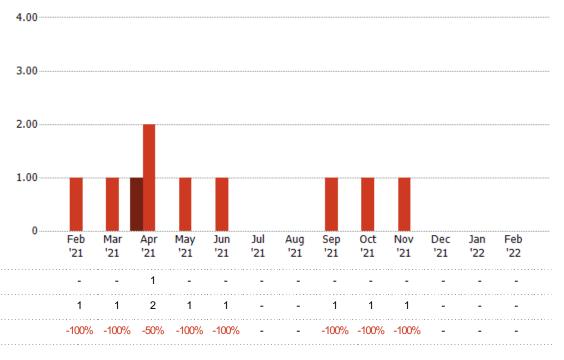
Distressed Listings

Median Est Value

Median Sales Price

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., Mobile/Manufactured, Single Family





Current Year

Percent Change from Prior Year

Prior Year

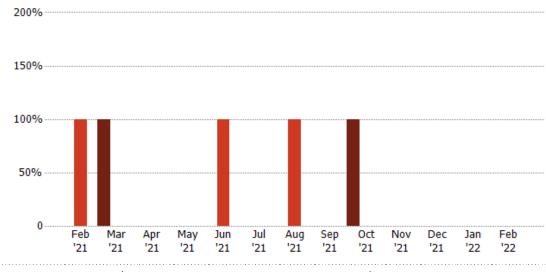


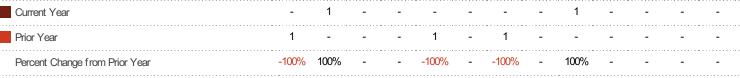
Market Data Report

Distressed Sales

The count of distressed residential properties sold each month.











Sales Activity by ZIP

Feb 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
85268	39	\$38,664,850	84	\$69,505,477	\$827,446	\$697,500	\$343	\$329	17





3/2/2022

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