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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	+/-	Mar 2021	Mar 2022	Key Metrics
						isting Activity Charts Metrics
-5.1%	316	300	-18.6%	145	118	New Listing Count
+14%	\$222,621,746	\$253,819,849	-11.7%	\$107,299,453	\$94,788,999	New Listing Volume
	N/A	N/A	-55.6%	160	71	Active Listing Count
	N/A	N/A	-47.2%	\$144,374,781	\$76,255,300	Active Listing Volume
+25.5%	\$912,182	\$1,144,730	+19%	\$902,342	\$1,074,018	Average Listing Price
+21.4%	\$628,071	\$762,259	+19.2%	\$629,000	\$749,900	Median Listing Price
+26.4%	\$298	\$376	+21.7%	\$310	\$377	Average Listing Price per Sq Ft
+23.8%	\$276	\$342	+18.8%	\$287	\$341	Median Listing Price per Sq Ft
-32.5%	29.44	19.86	+5%	20	21	Median Daysin RPR
-54.6%	2	0.9	-56.7%	1.9	0.8	Months of Inventory
+59.7%	49.58%	109.31%	+68.6%	52.5%	121.13%	Absorption Rate
						Sales Activity Charts Metrics
+10.9%	320	355	-3.7%	134	129	New Pending Sales Count
+36.1%	\$217,798,000	\$296,475,948	+19.7%	\$97,201,691	\$116,358,899	New Pending Sales Volume
	N/A	N/A	+28.6%	84	108	Pending Sales Count
	N/A	N/A	+57.9%	\$65,753,436	\$103,846,723	Pending Sales Volume
-7.4%	270	250	-12.3%	106	93	Closed Sales Count
+7.5%	\$181,902,900	\$195,558,549	+2.4%	\$74,046,650	\$75,838,771	Closed Sales Volume
+16.1%	\$673,714	\$782,234	+16.7%	\$698,553	\$815,471	Average Sales Price
+27.5%	\$510,854	\$651,260	+28.1%	\$499,750	\$640,000	Median Sales Price
+27.3%	\$259	\$330	+26.1%	\$269	\$339	Average Sales Price per Sq Ft
+29.5%	\$246	\$319	+28.5%	\$251	\$322	Median Sales Price per Sq Ft
						Distressed Charts Metrics
	N/A	NA	_	_	1	Distressed Listing Count

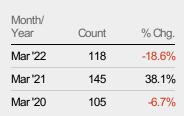


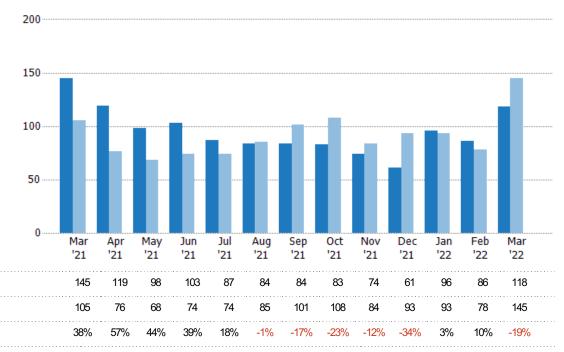


New Listings

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







New Listing Volume

Percent Change from Prior Year

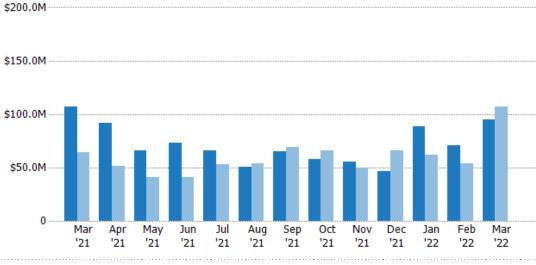
Current Year

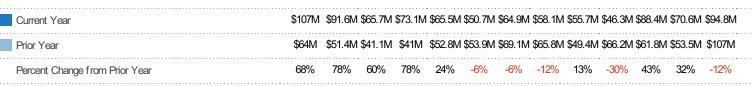
Prior Year

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

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

Month/ Year	Volume	% Chg.
Mar '22	\$94.8M	-11.7%
Mar '21	\$107M	67.6%
Mar '20	\$64M	-17.5%







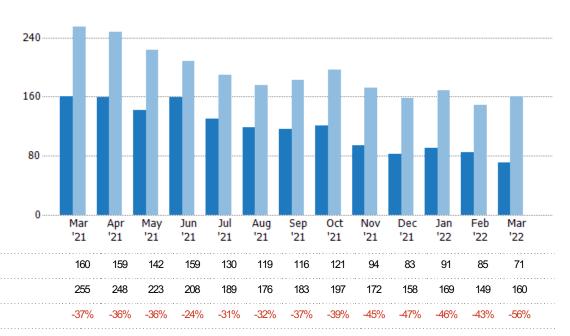
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Active Listings

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



Month/ Year	Count	% Chg.
Mar '22	71	-55.6%
Mar '21	160	-37.3%
Mar '20	255	16.1%



Active Listing Volume

Percent Change from Prior Year

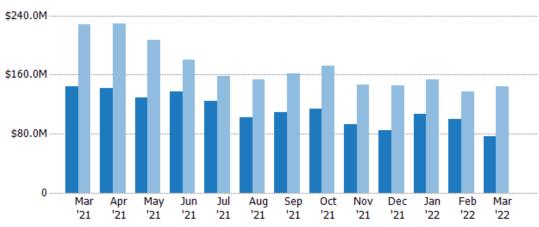
Current Year

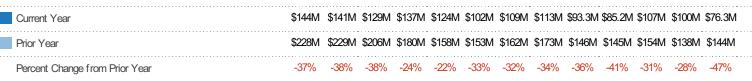
Prior Year

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

Filters Used	
Custom Area: Fountain Hills, Arizon Saved Area	а
Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Famil	у

Month/ Year	Volume	% Chg.
Mar '22	\$76.3M	-47.2%
Mar '21	\$144M	-36.6%
Mar '20	\$228M	-1.5%







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

Month/ Year	Price	% Chg.
Mar '22	\$1.07M	19%
Mar '21	\$902K	1%
Mar '20	\$893K	-15.2%

\$).5M		 	 	 	 	••••	
\$ L.0M							
\$ L.5M	 	 	 	 	 		**********
2.0M							

\$893K \$925K \$926K \$867K \$835K \$869K \$883K \$876K \$849K \$917K \$911K \$924K \$902K

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.

1%

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

Month/ Year	Price	% Chg.
Mar '22	\$750K	19.2%
Mar '21	\$629K	-7.5%
Mar '20	\$680K	-22.2%

\$60	0K				>				
\$40	0K	 				 	 	 	
\$20	0K	 				 	 	 	
	0 Mar '21	May '21	Jun '21		Aug '21		Dec '21	Feb	 Mar '22
	\$629K	 \$664K	\$625K	\$671K	\$600K	 	 		



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	\$377	21.7%
Mar '21	\$310	20.7%
Mar '20	\$257	-10.8%

Percent Change from Prior Year

Current Year Prior Year

\$300												
\$200												
\$100												
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	Ma '22
		\$303	\$303	\$318	\$311	\$322	\$317	\$326	\$344	\$365	\$388	\$37
\$310	\$299	ψοσο	4000	•								
\$310 \$257	\$299 \$259	\$262	\$259	\$260	\$268	\$274	\$274	\$273	\$283	\$286	\$298	\$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., Mobile/Manufactured, Single Family

Month/ Year	Price/sq ft	% Chg.
Mar '22	\$341	18.8%
Mar '21	\$287	19.6%
Mar '20	\$240	-11.3%

Percent Change from Prior Year

\$400												********
\$300												
\$200												
\$100												
0												
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
\$287	\$272	\$282	\$291	\$304	\$297	\$314	\$306	\$307	\$322	\$335	\$350	\$341
\$240	\$235	\$240	\$239	\$242	\$248	\$249	\$249	\$249	\$260	\$266	\$277	\$287
20%	16%	18%	22%	26%	20%	26%	23%	24%	24%	26%	27%	19%

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

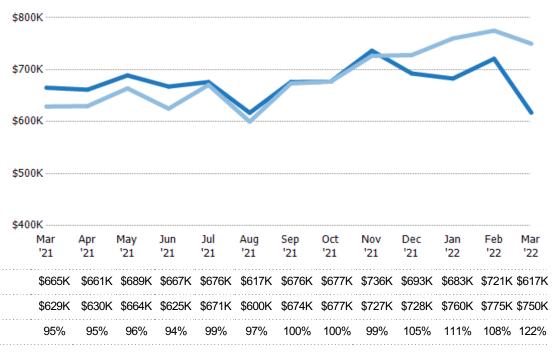
The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Filters Used Custom Area: Fountain Hills, 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

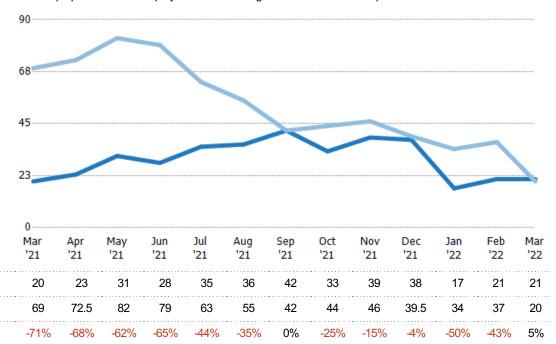
Med Listing Price as a % of Med Est Value

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

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

Month/ Year	Days	% Chg.
Mar '22	21	5%
Mar '21	20	-71%
Mar '20	69	6.5%



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.

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

Month/ Year	Months	% Chg.
Mar '22	0	-56.7%
Mar '21	1.9	-44.7%
Mar '20	3.45	17.7%

Percent Change from Prior Year

5.00												
2.50												
1 25												
0 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
0 Mar						Sep '21						
0 Mar '21	'21 1.5	'21 1.1	'21	'21 1.49	'21 1.57	'21	'21 1.32	'21 1.47	'21	'22	'22	'22

Current Year Prior Year

Absorption Rate

The percentage of inventory sold per month.

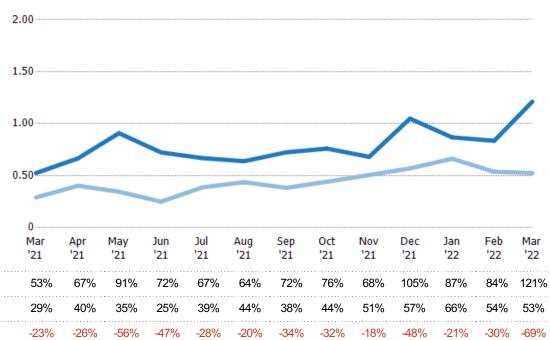
Filters Used Custom Area: Fountain Hills, Arizona Saved Area Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Family

Rate	Chg.
121%	-68.6%
53%	-23.5%
29%	-15%
	121% 53%

Current Year

Prior Year

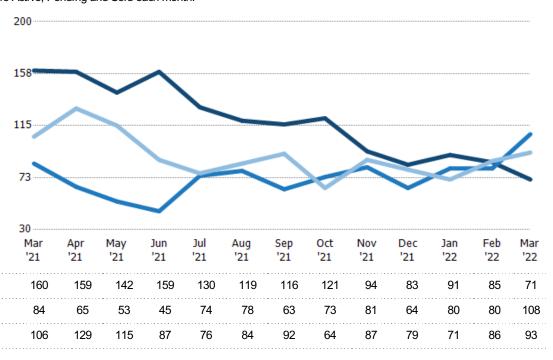
Change from Prior Year



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

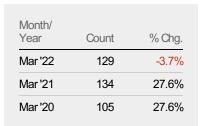
Pending

New Pending Sales

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

Filters Used

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



Current Year

Prior Year



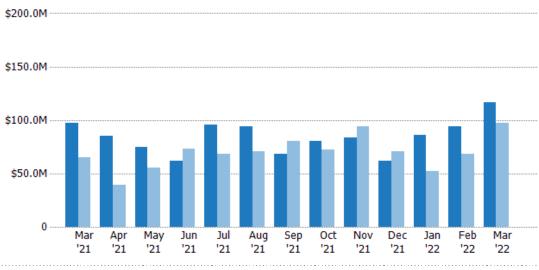
New Pending Sales Volume

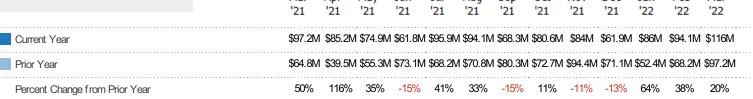
Percent Change from Prior Year

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

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

Month/ Year	Volume	% Chg.
Mar '22	\$116M	19.7%
Mar '21	\$97.2M	50%
Mar '20	\$64.8M	0.3%





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

Month/ Year	Count	% Chg.
Mar '22	108	28.6%
Mar '21	84	31.3%
Mar '20	64	26.6%



Pending Sales Volume

Percent Change from Prior Year

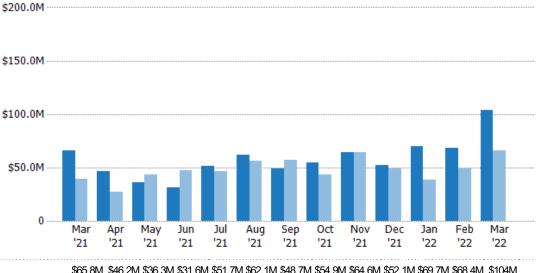
Current Year

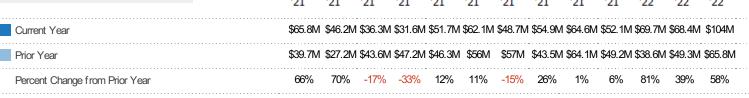
Prior Year

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

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

Month/ Year	Volume	% Chg.
Mar '22	\$104M	57.9%
Mar '21	\$65.8M	65.7%
Mar '20	\$39.7M	8.5%





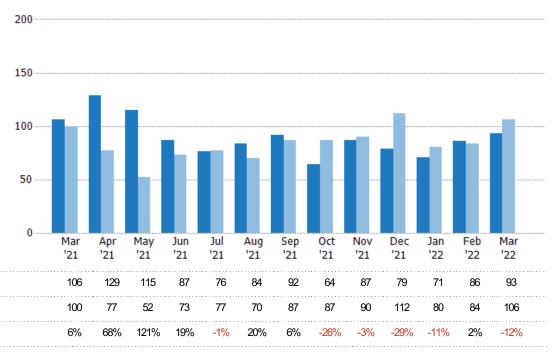


Closed Sales

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.
Mar '22	93	-12.3%
Mar '21	106	6%
Mar '20	100	-2%



Closed Sales Volume

Percent Change from Prior Year

Current Year

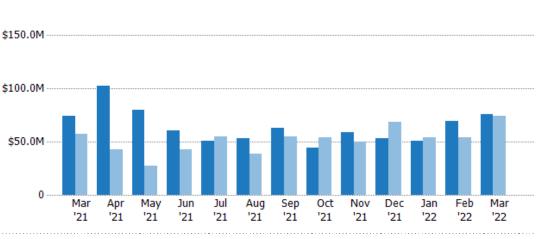
Prior Year

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.
Mar '22	\$75.8M	2.4%
Mar '21	\$74M	30.4%
Mar '20	\$56.8M	-25.6%



 Current Year
 \$74M
 \$102M
 \$79.4M
 \$59.9M
 \$50.6M
 \$53M
 \$62.8M
 \$44.4M
 \$58.7M
 \$52.8M
 \$50.3M
 \$69.5M
 \$75.8M

 Prior Year
 \$56.8M
 \$42.6M
 \$27.6M
 \$42.2M
 \$54.5M
 \$38.7M
 \$55M
 \$53.8M
 \$50.2M
 \$68.2M
 \$54.1M
 \$53.8M
 \$74M

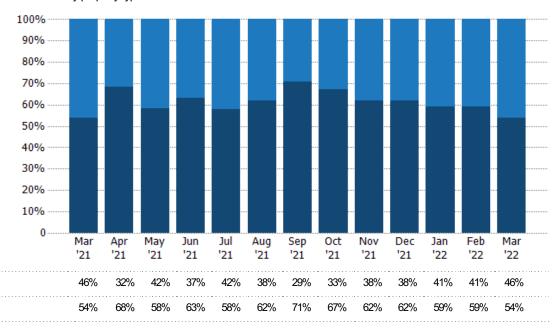
 Percent Change from Prior Year
 30%
 140%
 188%
 42%
 -7%
 37%
 14%
 -17%
 17%
 -23%
 -7%
 29%
 2%



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

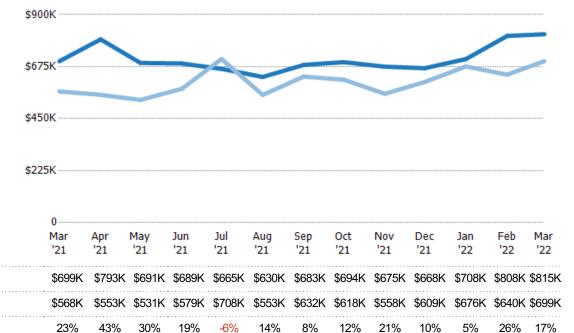
Condo/Townhouse

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

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

Month/ Year	Price	% Chg.
Mar '22	\$815K	16.7%
Mar '21	\$699K	23%
Mar '20	\$568K	-24.1%

Percent Change from Prior Year



Current Year

Prior Year

-6%

17%

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., Mobile/Manufactured, Single Family



Current Year

Prior Year



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.

21%

15%

43%

33%

34%

-5%

12%

9%

12%

18%

32%

13%

41% 28%

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

Month/ Year	Price/sq ft	% Chg.
Mar '22	\$339	26.1%
Mar '21	\$269	15.3%
Mar '20	\$233	-11.2%

Percent Change from Prior Year

\$400												
\$300												
\$200												
\$100												
0 Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	 Mar
'21	'21	'21	'21	'21	'21	'21	'21	'21	'21	'22	'22	'22
\$269	\$288	\$287	\$286	\$285	\$286	\$303	\$307	\$311	\$303	\$314	\$333	\$339
\$233	\$226	\$228	\$223	\$247	\$235	\$238	\$247	\$254	\$247	\$249	\$258	\$269

Current Year

Prior Year

24%

22%

22%

26%

29%

27%

26%

28%

15%

22%

26%

Median Sales Price per Sq Ft

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

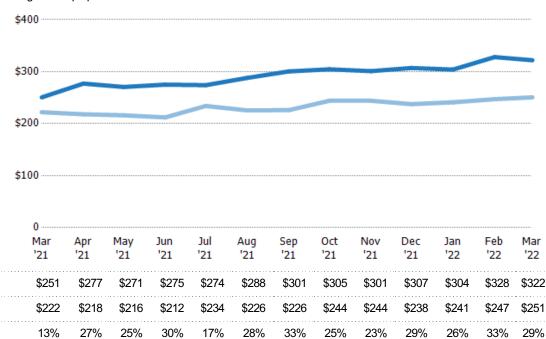
Filters Used Custom Area: Fountain Hills, Arizona Saved Area Property Type: Condo/Townhouse/Apt. Mobile/Manufactured, Single Family

Month/ Year	Price/sq ft	% Chg.
Mar '22	\$322	28.5%
Mar '21	\$251	12.8%
Mar '20	\$222	-7.9%

Percent Change from Prior Year

Current Year

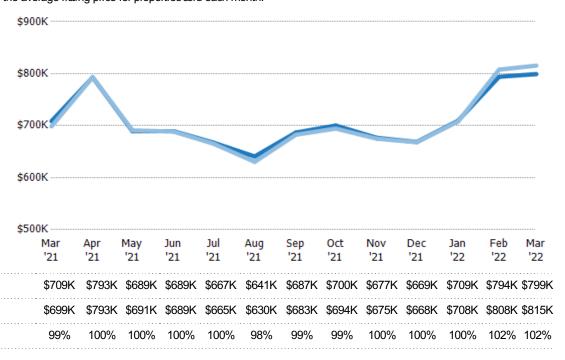
Prior Year



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: 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

Median List Price

Median Sales Price





Avg Est Value

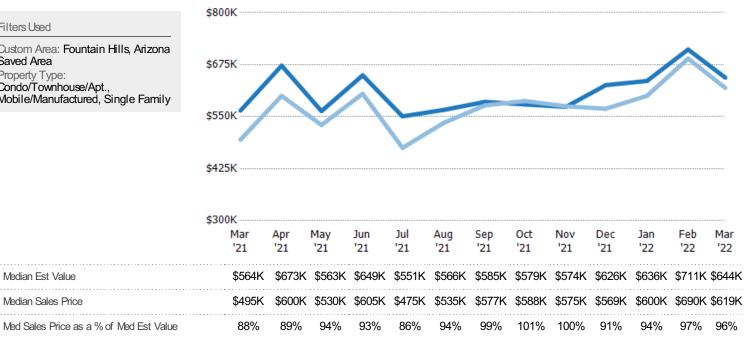
Avg Sales Price

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.

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



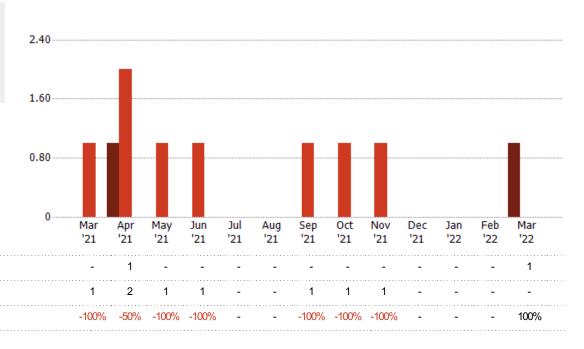
Distressed Listings

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

4/8/2022

16 of 18



100%

-100%

Distressed Sales

Current Year

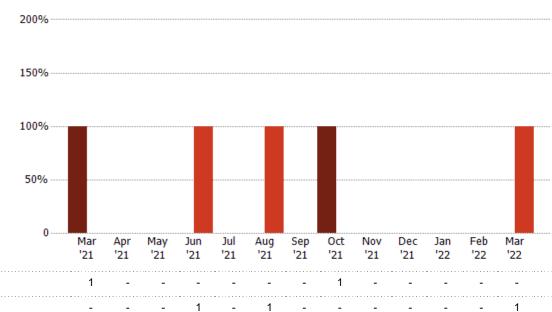
Prior Year

Percent Change from Prior Year

The count of distressed residential properties sold each month.



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



-100%

100%





-100%



Sales Activity by ZIP

Mar 2022

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	108	\$103,846,723	93	\$75,838,771	\$815,471	\$640,000	\$348	\$330	16

