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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	Feb 2022	Feb 2021	+ / -	YTD 2022	YTD 2021	+ / -
Listing Activity Charts Metrics						
New Listing Count	6,559	7,496	-12.5%	13,892	14,844	-6.4%
New Listing Volume	\$4,220,051,308	\$3,903,334,741	+8.1%	\$8,873,065,957	\$7,616,027,923	+16.5%
Active Listing Count	2,631	8,839	-70.2%	N/A	NA	
Active Listing Volume	\$2,346,806,670	\$6,523,222,518	-64%	N/A	NA	
Average Listing Price	\$891,983	\$738,005	+20.9%	\$835,381	\$730,639	+14.3%
Median Listing Price	\$523,000	\$410,000	+27.6%	\$510,453	\$404,931	+26.1%
Average Listing Price per Sq Ft	\$324	\$260	+24.6%	\$315	\$258	+22.1%
Median Listing Price per Sq Ft	\$281	\$223	+26%	\$274	\$221	+24%
Median Daysin RPR	12	25	-52%	15.78	25.48	-38.1%
Months of Inventory	0.4	1.4	-68.6%	0.7	1.5	-55.5%
Absorption Rate	223.91%	70.38%	+153.5%	149.86%	66.68%	+83.2%
Sales Activity Charts Metrics						
New Pending Sales Count	9,064	8,141	+11.3%	17,813	15,008	+18.7%
New Pending Sales Volume	\$5,674,764,426	\$4,027,295,938	+40.9%	\$10,911,238,158	\$7,222,672,263	+51.1%
Pending Sales Count	3,662	5,693	-35.7%	N/A	NA	
Pending Sales Volume	\$2,297,055,571	\$2,882,340,337	-20.3%	N/A	NA	
Closed Sales Count	6,577	6,794	-3.2%	12,468	13,015	-4.2%
Closed Sales Volume	\$3,887,043,570	\$3,244,940,474	+19.8%	\$7,232,516,813	\$6,109,421,017	+18.4%
Average Sales Price	\$591,006	\$477,619	+23.7%	\$580,086	\$469,414	+23.6%
Median Sales Price	\$465,000	\$360,000	+29.2%	\$457,913	\$355,220	+28.9%
Average Sales Price per Sq Ft	\$281	\$223	+26%	\$279	\$220	+26.7%
Median Sales Price per Sq Ft	\$264	\$207	+27.5%	\$261	\$204	+27.8%
Distressed Charts Metrics	•••••				•••••	
Distressed Listing Count	4	19	-78.9%	N/A	N/A	

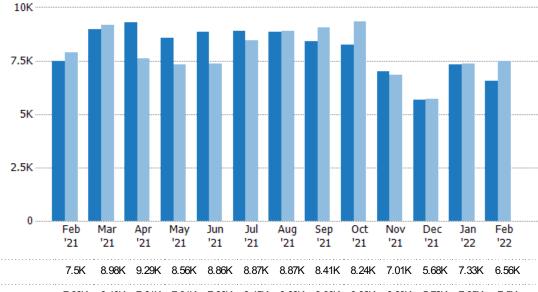


#### **New Listings**

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



Month/		
Year	Count	% Chg.
Feb '22	6.56K	-12.5%
Feb '21	7.5K	-4.9%
Feb '20	7.88K	0%

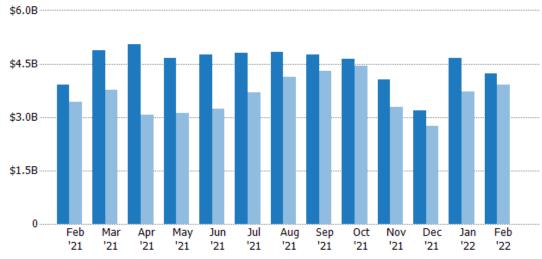


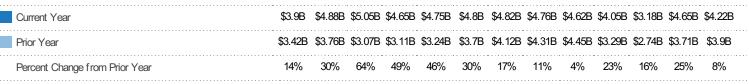
Current Year	7.5K	8.98K	0.20.1	0.00.1	8.86K		8.87K						6.56K
Prior Year	7.88K	9.19K			7.36K								7.5K
 Percent Change from Prior Year	-5%	-2%	22%	17%	20%	5%	0%	-7%	-12%	3%	-1%	0%	-13%

#### **New Listing Volume**

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

Month/ Year	Volume	% Chg.
Feb '22	\$4.22B	8.1%
Feb '21	\$3.9B	14.1%
Feb '20	\$3.42B	-8.5%



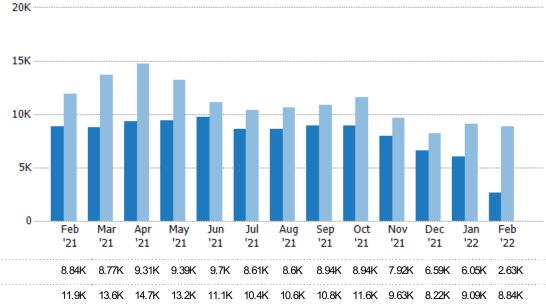


#### **Active Listings**

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

Filters Used
State: AZ County: Maricopa County, Arizona Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Family

Month/		
Year	Count	% Chg.
Feb '22	2.63K	-70.2%
Feb '21	8.84K	-25.8%
Feb '20	11.9K	49.2%

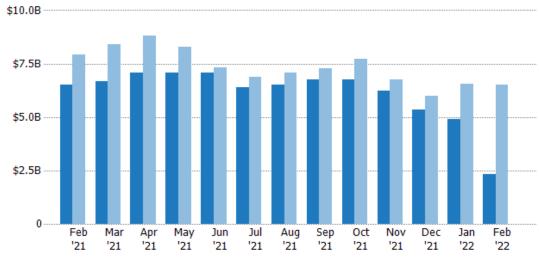


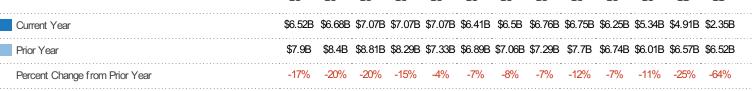
C	urrent Year	8.84K	8.77K	9.31K	9.39K	9.7K	8.61K	8.6K	8.94K	8.94K	7.92K	6.59K	6.05K	2.63K
P	rior Year	11.9K	13.6K	14.7K	13.2K	11.1K	10.4K	10.6K	10.8K	11.6K	9.63K	8.22K	9.09K	8.84K
Р	ercent Change from Prior Year	-26%	-36%	-37%	-29%	-12%	-17%	-19%	-18%	-23%	-18%	-20%	-33%	-70%

# **Active Listing Volume**

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

Month/		
Year	Volume	% Chg.
Feb '22	\$2.35B	-64%
Feb '21	\$6.52B	-17.5%
Feb '20	\$7.9B	22.7%







#### **Average Listing Price**

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

Filters Used	
State: AZ County: Maricopa County, Arizona Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Famil	у

Price	% Chg.
\$892K	20.9%
\$738K	11.3%
\$663K	-17.8%
	\$738K

\$675	5K												
\$450	)K												
ტევი	EV												
\$225	5K												
\$225	5Κ 0												
\$225	0			May '21				Sep '21		Nov '21	Dec '21	Jan '22	Feb '22
\$225	0Feb	Mar '21	Apr '21		Jun '21	Jul '21	Aug '21	Sep '21	0ct '21		'21	'22	'22

## **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.

11% 24%

27%

20%

10%

12%

14%

12%

13%

13%

11%

12% 21%

Month/ Year	Price	% Chg.
Feb '22	\$523K	27.6%
Feb '21	\$410K	3.8%
Feb '20	\$395K	-12.7%

	0Feb	Mar '21	Apr	May '21	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb '22
\$1	50K												
\$3	00K												
\$4!	50K												

Feb '20	\$395K	-12.7%	0 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
Current Year			\$410k	\$429K	\$445K	\$450K	\$450K	\$470K	\$480K	\$485K	\$495K	\$498K	\$500K	\$505K	\$523K
Prior Year			\$395k	\$379K	\$370K	\$386K	\$399K	\$400K	\$399K	\$400K	\$399K	\$400K	\$401K	\$400K	\$410K
Percent Char	nge from Prior	Year	4%	13%	20%	17%	13%	18%	20%	21%	24%	25%	25%	26%	28%





#### 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.

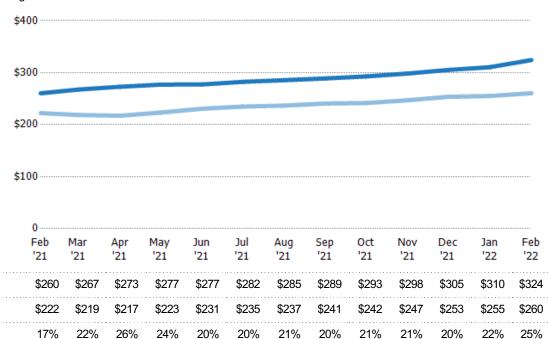


Price/sq ft	% Chg.
\$324	24.6%
\$260	17.1%
\$222	-11.7%
	\$324 \$260

Percent Change from Prior Year

Current Year

Prior Year



#### 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. \$300

Feb

Mar

Apr

Filters Used
State: AZ County: Maricopa County, Arizona
Property Type:
Condo/Townhouse/Apt., Mobile/Manufactured, Single Family



Jun

Jul

Aug

Sep

	'21	'21	'21	'21	'21	'21	'21	'21	'21	'21	'21	'22	'22
Current Year	\$223	\$230	\$235	\$242	\$245	\$249	\$251	\$255	\$259	\$261	\$265	\$271	\$281
Prior Year	\$190	\$189	\$189	\$194	\$199	\$204	\$205	\$209	\$210	\$212	\$217	\$219	\$223
Percent Change from Prior Year	17%	22%	24%	25%	23%	22%	22%	22%	23%	23%	22%	24%	26%

May



0ct

Dec

Jan

Feb

3/2/2022

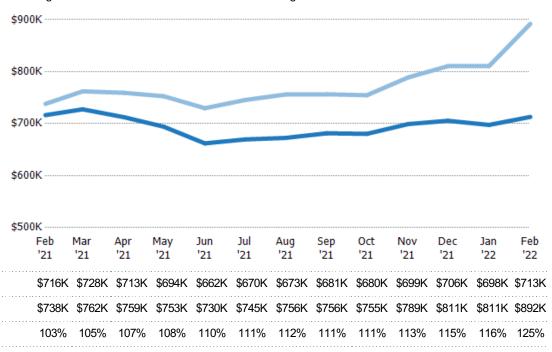
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Nov

#### 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

State: AZ

County: Maricopa County, Arizona

Property Type:

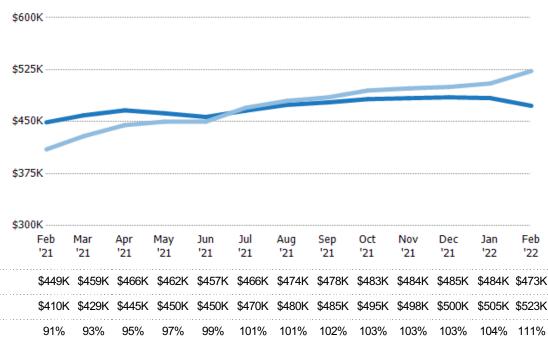
Condo/Townhouse/Apt.,

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 State: AZ County: Maricopa County, Arizona Property Type: Condo/Townhouse/Apt. Mobile/Manufactured, Single Family

Days 12	% Chg.
10	F00/
12	-52%
25	-34.2%
38	21.1%
	25



#### 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.

4.00

3.00

2.00

Filters Used State: AZ County: Maricopa County, Arizona Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Family

Month/ Year	Months	% Chg.	1.00												
Feb '22	0	-68.6%	1.00												
Feb '21	1.42	-33.9%													
Feb '20	2.15	78.4%	0Feb '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
Current Yea			1.42	1.29	1.08	1.1	1.2	1.01	1.14	1.2	1.15	1.1	0	0	0
Prior Year			2.15	2.13	1.94	2.21	1.88	1.27	1.19	1.4	1.44	1.15	1.06	1.09	1.42
Percent Cha	ange from Prior	Year	-34%	-39%	-45%	-50%	-36%	-21%	-5%	-14%	-20%	-4%	-16%	-27%	-69%

## **Absorption Rate**

The percentage of inventory sold per month.

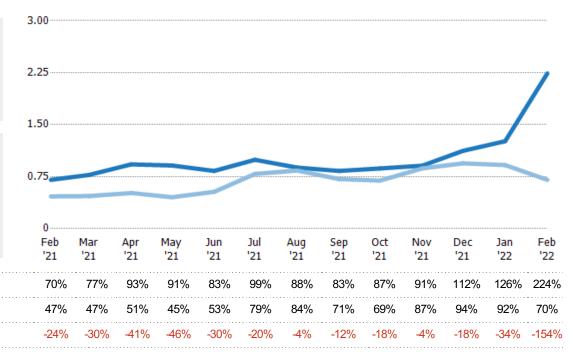
Filters Used	
State: AZ County: Maricopa County, Ariz Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single	

Rate	Chg.
224%	-153.5%
70%	-23.9%
47%	-43.9%
	70%

Current Year

Prior Year

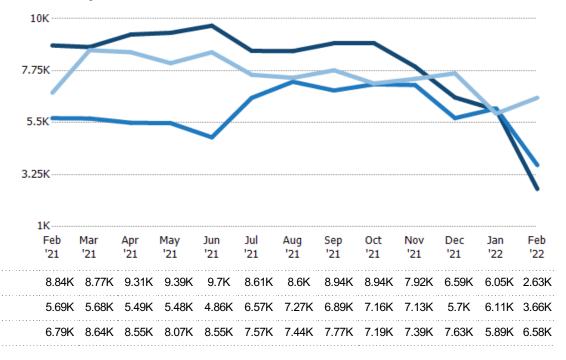
Change from Prior Year



## Active/Pending/Sold Units

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

Filters Used	
State: AZ County: Maricopa County, Arizona Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Far	



Active

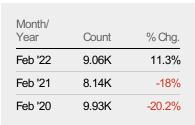
Pending

Sold

# **New Pending Sales**

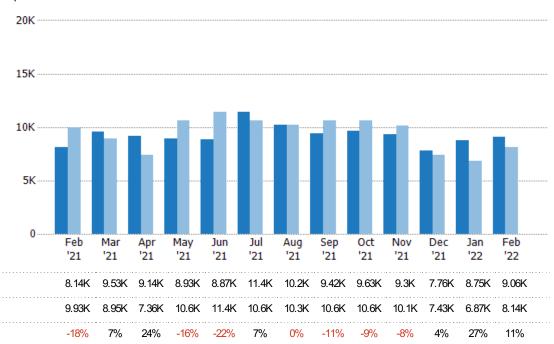
The number of residential properties with accepted offers that were added each month.





Current Year

Prior Year



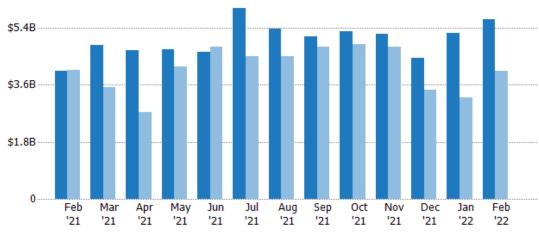
# New Pending Sales Volume

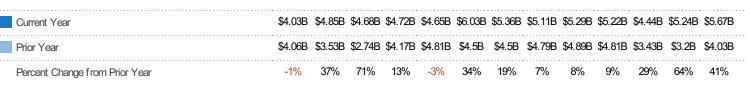
Percent Change from Prior Year

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

Filters Used	
State: AZ	
County: Maricopa County, Arizona	
Property Type:	
Condo/Townhouse/Apt., Mobile/Manufactured, Single Fami	ily

Month/		
Year	Volume	% Chg.
Feb '22	\$5.67B	40.9%
Feb '21	\$4.03B	-0.8%
Feb '20	\$4.06B	-29.3%



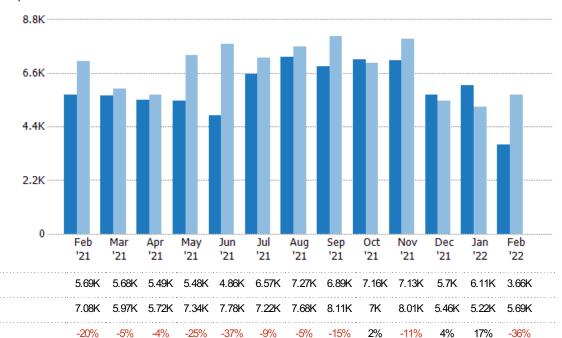


#### **Pending Sales**

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



Count	% Chg.
3.66K	-35.7%
5.69K	-19.6%
7.08K	-9.1%
	3.66K 5.69K



#### **Pending Sales Volume**

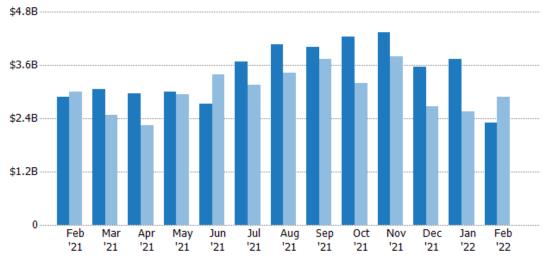
Percent Change from Prior Year

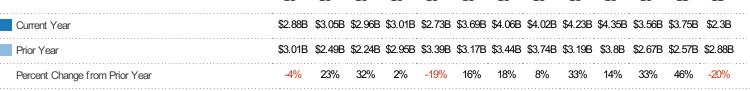
Current Year

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	\$2.3B	-20.3%
Feb '21	\$2.88B	-4.1%
Feb '20	\$3.01B	-18.4%



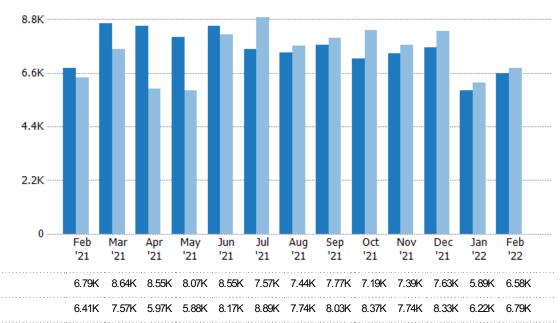


#### **Closed Sales**

The total number of residential properties sold each month.

Filters Used
State: AZ County: Maricopa County, Arizona Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Family

Month/ Year	Count	% Chg.
Feb '22	6.58K	-3.2%
Feb '21	6.79K	6%
Feb '20	6.41K	-14.1%



#### **Closed Sales Volume**

Percent Change from Prior Year

Current Year

Prior Year

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

6%

14%

43%

37%

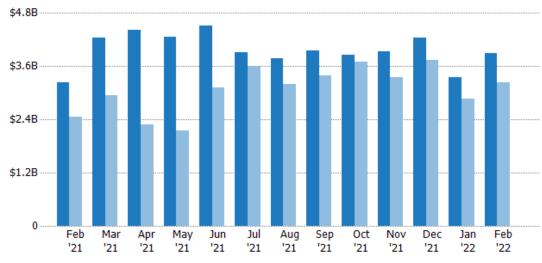
5%

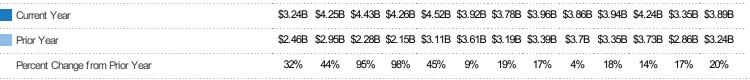
-15%

-3%

-14%

Month/ Year	Volume	% Chg.
Feb '22	\$3.89B	19.8%
Feb '21	\$3.24B	31.8%
Feb '20	\$2.46B	-24.9%

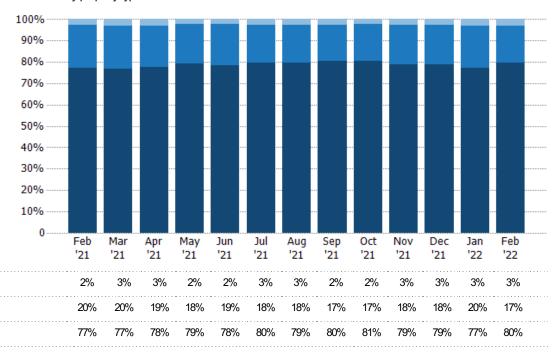




#### Closed Sales by Property Type

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

Filters Used State: AZ County: Maricopa County, Arizona Property Type: Condo/Townhouse/Apt. Mobile/Manufactured, Single Family



## **Average Sales Price**

Mobile/Manufactured

Condo/Townhouse

Single Family Residence

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

\$600K

Filters Used State: AZ County: Maricopa County, Arizona Property Type: Condo/Townhouse/Apt. Mobile/Manufactured, Single Family

Month/ Year	Price	% Chg.
Feb '22	\$591K	23.7%
Feb '21	\$478K	24.3%
Feb '20	\$384K	-12.5%

Percent Change from Prior Year

\$45	0K												
\$30	0K												
\$15	0K												
	0												
	0 Feb '21	Mar '21	Apr '21	May '21	Jun '21		Aug '21	Sep '21	0ct '21	Nov '21	Dec '21	Jan '22	Feb '22
	'21	'21	'21	May '21 \$528K	'21	'21	'21	'21	'21	'21	'21	'22	'22
	'21 \$478K	'21 \$492K	'21 \$518K	'21	'21 \$529K	'21 \$518K	'21 \$509K	'21 \$510K	'21 \$537K	'21 \$532K	'21 \$556K	'22 \$568K	'22 \$591K

Current Year Prior Year



#### Median Sales Price

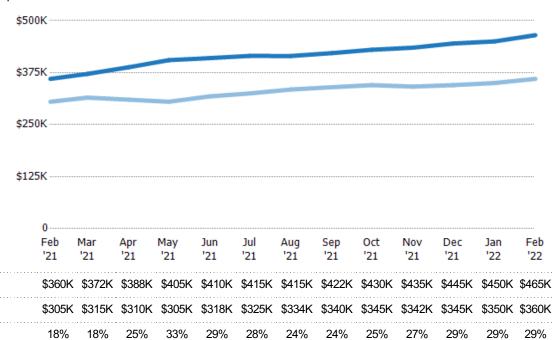
The median sales price of the residential properties sold each month.

Filters Used	
State: AZ County: Maricopa County, Arizona Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Famil	у

Price	% Chg.
\$465K	29.2%
\$360K	18%
\$305K	-10.7%
	\$465K \$360K

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.

\$300

Filters Used
State: AZ County: Maricopa County, Arizona
Property Type:
Condo/Townhouse/Apt., Mobile/Manufactured, Single Family

Month/ Year	Price/sq ft	% Chg.
Feb '22	\$281	26%
Feb '21	\$223	19.4%
Feb '20	\$187	-7.7%

ľ													
\$	225												
\$	3150												
	\$75												
	0			May									
	'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
	\$223	\$226	\$235	\$241	\$244	\$247	\$249	\$254	\$260	\$265	\$270	\$275	\$281



#### Median Sales Price per Sq Ft

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

Filters Used
State: AZ County: Maricopa County, Arizona Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Family

Month/ Year	Price/sq ft	% Chg.
Feb '22	\$264	27.5%
Feb '21	\$207	18.3%
Feb '20	\$175	-7.4%

Percent Change from Prior Year

Current Year

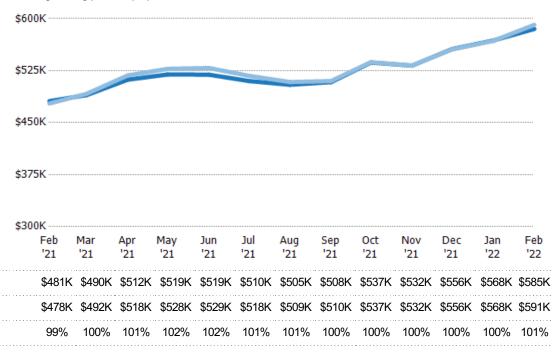
Prior Year



#### 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 State: AZ County: Maricopa County, Arizona Property Type: Condo/Townhouse/Apt. Mobile/Manufactured, Single Family



Avg List Price

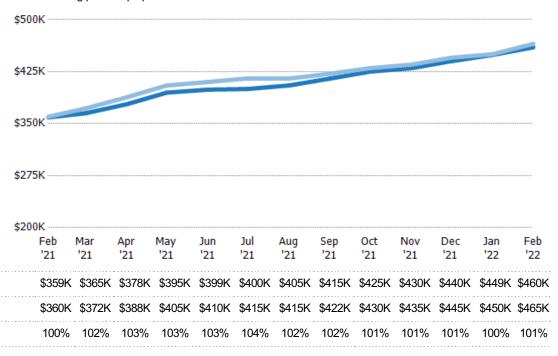
Avg Sales Price

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.





#### Average Sales Price vs Average Est Value

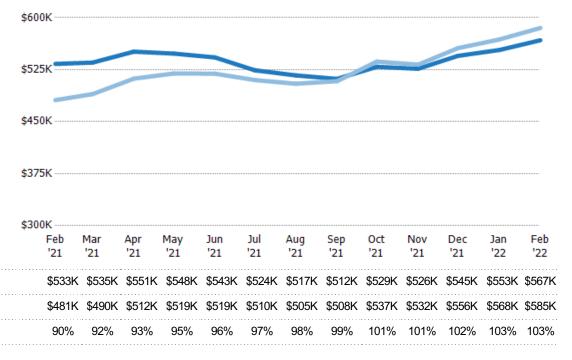
The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.



Med Sales Price as a % of Med List Price

Median List Price

Median Sales Price





Avg Est Value

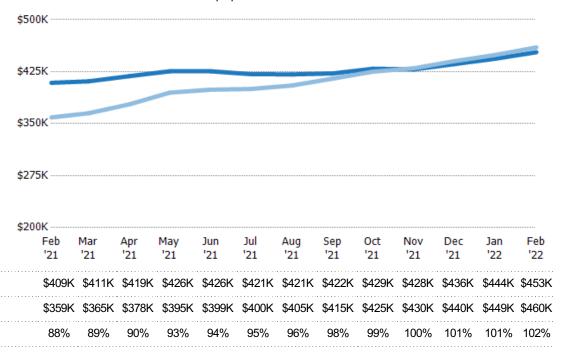
Avg Sales Price

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

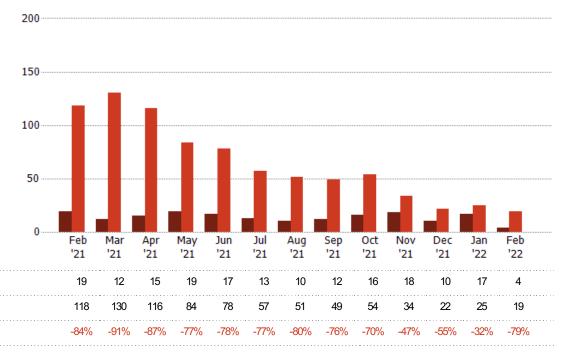
The number of distressed residential properties that were for sale at the end of each month.

State: AZ
County: Maricopa County, Arizona
Property Type:
Condo/Townhouse/Apt.,
Mobile/Manufactured, Single Family

Med Sales Price as a % of Med Est Value

Month/ Year	Count	% Chg.
Feb '22	4	-78.9%
Feb '21	19	-83.9%
Feb '20	118	31.4%

Percent Change from Prior Year



Current Year

Prior Year



#### **Distressed Sales**

The count of distressed residential properties sold each month.

Filters Used

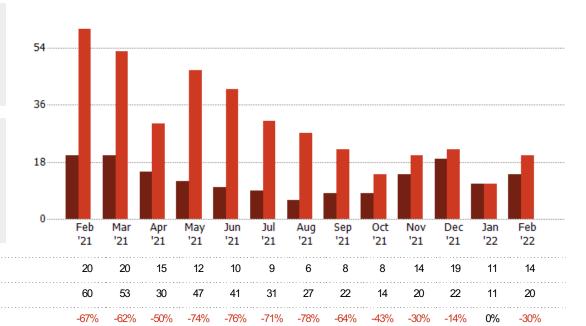
State: AZ
County: Maricopa County, Arizona
Property Type:
Condo/Townhouse/Apt.,
Mobile/Manufactured, Single Family

Month/ Year	Count	% Chg.
Feb '22	14	-30%
Feb '21	20	-66.7%
Feb '20	60	-23.3%

Percent Change from Prior Year

Current Year

Prior Year







3/2/2022

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