

**2018**

# **CAREFREE** **MARKET REPORT**

April 2018



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	Apr 2018	Apr 2017	+ / -	YTD 2018	YTD 2017	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	13	20	-35%	86	104	-17.3%
New Listing Volume	\$7,383,800	\$22,492,445	-67.2%	\$77,157,656	\$85,993,897	-10.3%
Active Listing Count	80	138	-42%	403	606	-33.5%
Active Listing Volume	\$95,652,859	\$130,601,256	-26.8%	\$432,874,016	\$550,210,190	-21.3%
Average Listing Price	\$1,195,661	\$946,386	+26.3%	\$1,074,129	\$907,938	+18.3%
Median Listing Price	\$1,038,750	\$790,000	+31.5%	\$915,533	\$763,760	+19.9%
Average Listing Price per Sq Ft	\$292	\$254	+14.6%	\$280	\$254	+10.3%
Median Listing Price per Sq Ft	\$266	\$237	+12.2%	\$261	\$236	+10.8%
Median Days in RPR	103.5	121.5	-14.8%	91.11	120.52	-24.4%
Months of Inventory	5.7	11.5	-50.3%	7.5	14.8	-49.5%
Absorption Rate	17.5%	8.7%	+8.8%	13.4%	6.77%	+6.6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	22	15	+46.7%	84	66	+27.3%
New Pending Sales Volume	\$17,139,800	\$12,567,190	+36.4%	\$56,310,199	\$46,207,335	+21.9%
Pending Sales Count	26	18	+44.4%	77	67	+14.9%
Pending Sales Volume	\$21,164,500	\$14,773,590	+43.3%	\$59,551,796	\$47,818,880	+24.5%
Closed Sales Count	18	20	-10%	61	54	+13%
Closed Sales Volume	\$10,405,500	\$14,298,950	-27.2%	\$37,754,250	\$35,208,465	+7.2%
Average Sales Price	\$578,083	\$714,948	-19.1%	\$618,922	\$652,009	-5.1%
Median Sales Price	\$580,000	\$705,000	-17.7%	\$541,115	\$581,338	-6.9%
Average Sales Price per Sq Ft	\$218	\$241	-9.8%	\$227	\$223	+1.8%
Median Sales Price per Sq Ft	\$218	\$234	-6.8%	\$222	\$207	+7.6%
<b>Distressed Charts Metrics</b>						
Distressed Listing Count	-	1	-	-	7	-

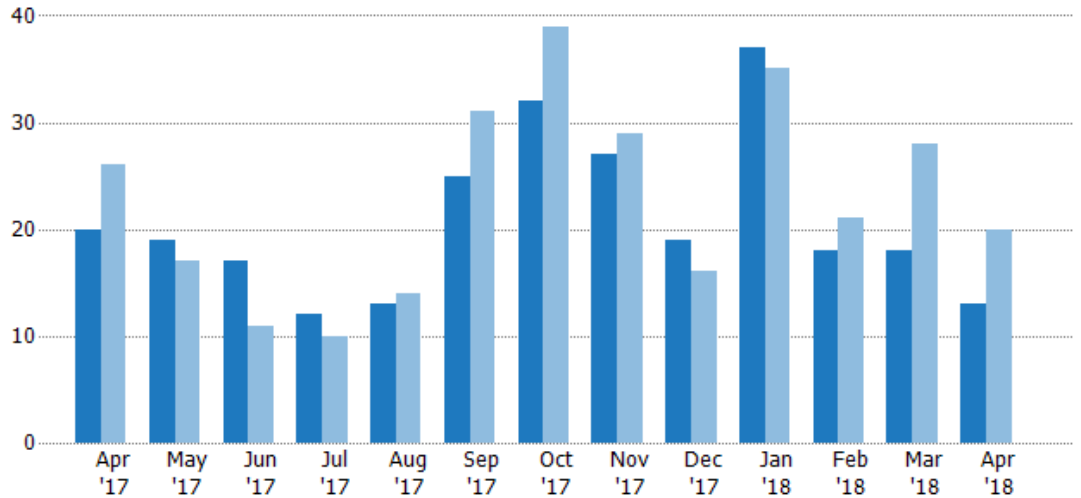
## New Listings

The number of new single-family, condominium and townhome listings that were added each month.

### Filters Used

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

Month/Year	Count	% Chg.
Apr '18	13	-35%
Apr '17	20	-23.1%
Apr '16	26	-34.6%



Current Year	20	19	17	12	13	25	32	27	19	37	18	18	13
Prior Year	26	17	11	10	14	31	39	29	16	35	21	28	20
Percent Change from Prior Year	-23%	12%	55%	20%	-7%	-19%	-18%	-7%	19%	6%	-14%	-36%	-35%

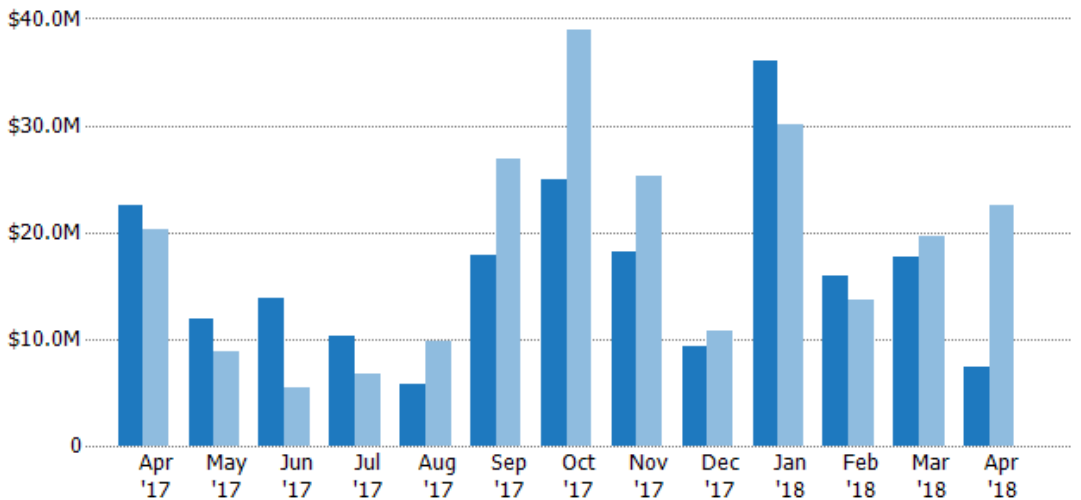
## New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

### Filters Used

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

Month/Year	Volume	% Chg.
Apr '18	\$7.38M	-67.2%
Apr '17	\$22.5M	10.7%
Apr '16	\$20.3M	-33.1%



Current Year	\$22.5M	\$11.9M	\$13.7M	\$10.3M	\$5.74M	\$17.8M	\$24.9M	\$18.2M	\$9.33M	\$36.1M	\$15.9M	\$17.7M	\$7.38M
Prior Year	\$20.3M	\$8.83M	\$5.45M	\$6.77M	\$9.75M	\$26.8M	\$39M	\$25.3M	\$10.8M	\$30.2M	\$13.7M	\$19.6M	\$22.5M
Percent Change from Prior Year	11%	34%	152%	52%	-41%	-34%	-36%	-28%	-14%	20%	16%	-10%	-67%

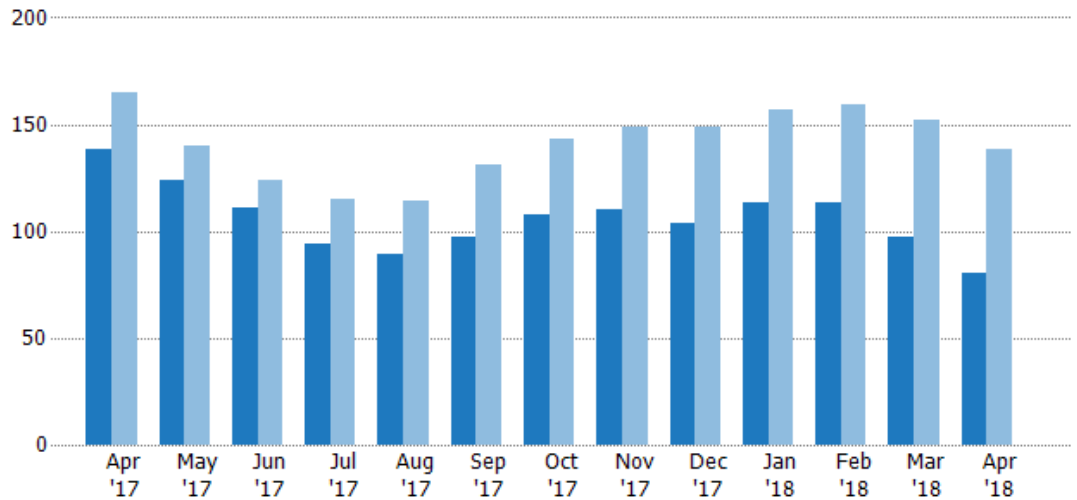
## Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

### Filters Used

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

Month/Year	Count	% Chg.
Apr '18	80	-42%
Apr '17	138	-16.4%
Apr '16	165	-2.4%



Current Year	138	124	111	94	89	97	108	110	104	113	113	97	80
Prior Year	165	140	124	115	114	131	143	149	149	157	159	152	138
Percent Change from Prior Year	-16%	-11%	-10%	-18%	-22%	-26%	-24%	-26%	-30%	-28%	-29%	-36%	-42%

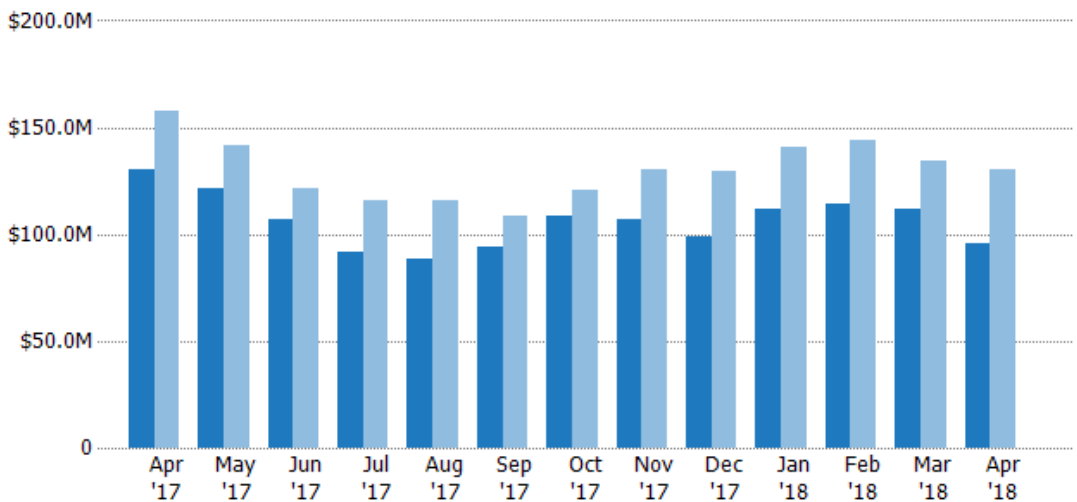
## Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

### Filters Used

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

Month/Year	Volume	% Chg.
Apr '18	\$95.7M	-26.8%
Apr '17	\$131M	-17.3%
Apr '16	\$158M	-4%



Current Year	\$131M	\$121M	\$107M	\$91.3M	\$88.2M	\$94.3M	\$108M	\$107M	\$98.7M	\$111M	\$114M	\$112M	\$95.7M
Prior Year	\$158M	\$142M	\$121M	\$116M	\$116M	\$108M	\$121M	\$131M	\$130M	\$141M	\$144M	\$135M	\$131M
Percent Change from Prior Year	-17%	-14%	-12%	-21%	-24%	-13%	-11%	-18%	-24%	-21%	-21%	-17%	-27%

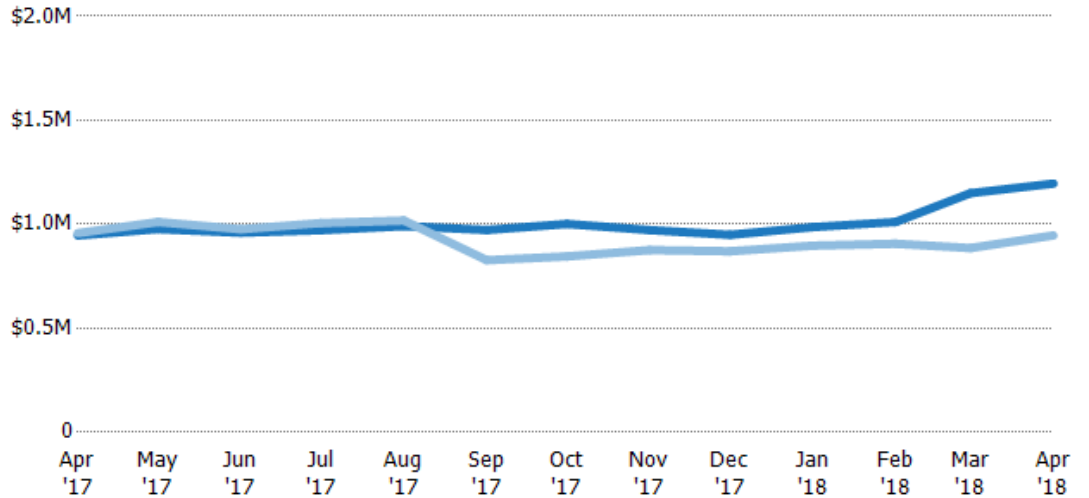
## Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

### Filters Used

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

Month/ Year	Price	% Chg.
Apr '18	\$1.2M	26.3%
Apr '17	\$946K	-1.2%
Apr '16	\$958K	-1.6%



Current Year	\$946K	\$977K	\$960K	\$972K	\$991K	\$973K	\$1M	\$972K	\$949K	\$986K	\$1.01M	\$1.15M	\$1.2M
Prior Year	\$958K	\$1.01M	\$976K	\$1.01M	\$1.02M	\$828K	\$845K	\$876K	\$870K	\$897K	\$907K	\$886K	\$946K
Percent Change from Prior Year	-1%	-3%	-2%	-3%	-3%	18%	18%	11%	9%	10%	12%	30%	26%

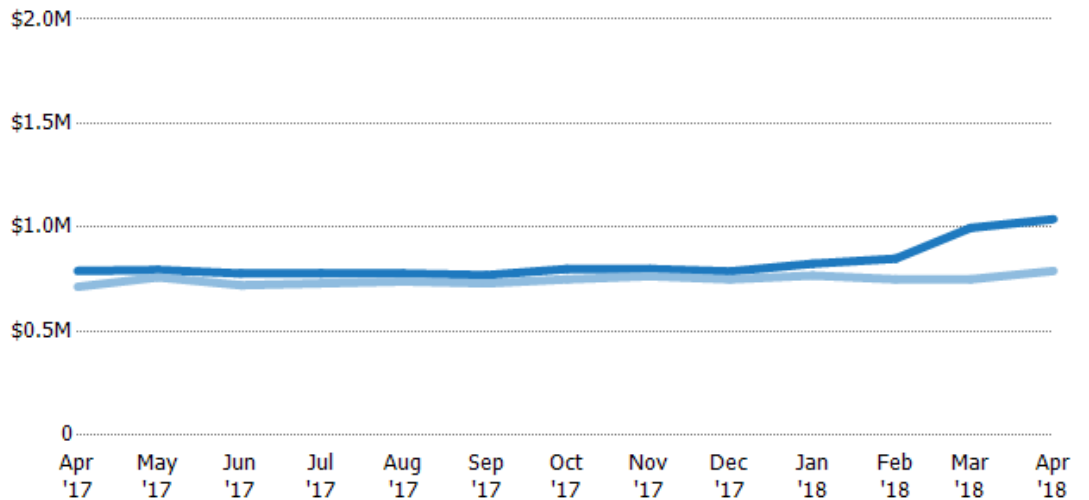
## Median Listing Price

The median listing price of active single-family, condominium and townhome listings at the end of each month.

### Filters Used

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

Month/ Year	Price	% Chg.
Apr '18	\$1.04M	31.5%
Apr '17	\$790K	10.6%
Apr '16	\$714K	-12.5%



Current Year	\$790K	\$795K	\$778K	\$779K	\$778K	\$770K	\$799K	\$799K	\$788K	\$825K	\$849K	\$997K	\$1.04M
Prior Year	\$714K	\$760K	\$722K	\$730K	\$739K	\$730K	\$750K	\$765K	\$750K	\$768K	\$750K	\$750K	\$790K
Percent Change from Prior Year	11%	5%	8%	7%	5%	5%	7%	5%	5%	7%	13%	33%	31%

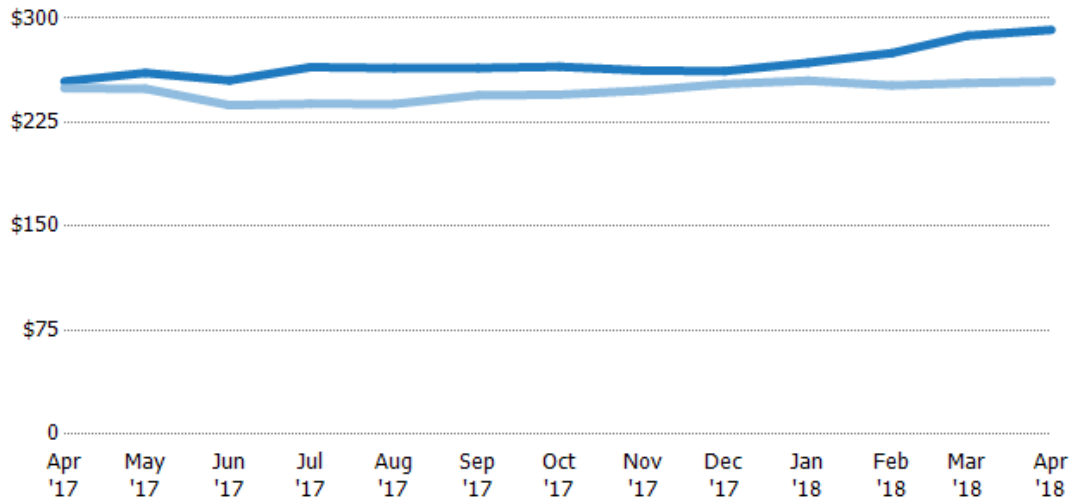
## Average Listing Price per Sq Ft

The average of listing prices divided by the living area of homes on market at the end of each month.

### Filters Used

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

Month/ Year	Price/sq ft	% Chg.
Apr '18	\$292	14.6%
Apr '17	\$254	1.9%
Apr '16	\$250	6.3%



Current Year	\$254	\$261	\$255	\$265	\$264	\$264	\$265	\$262	\$262	\$268	\$275	\$287	\$292
Prior Year	\$250	\$249	\$237	\$238	\$238	\$244	\$245	\$248	\$253	\$255	\$252	\$253	\$254
Percent Change from Prior Year	2%	5%	8%	11%	11%	8%	8%	6%	4%	5%	9%	14%	15%

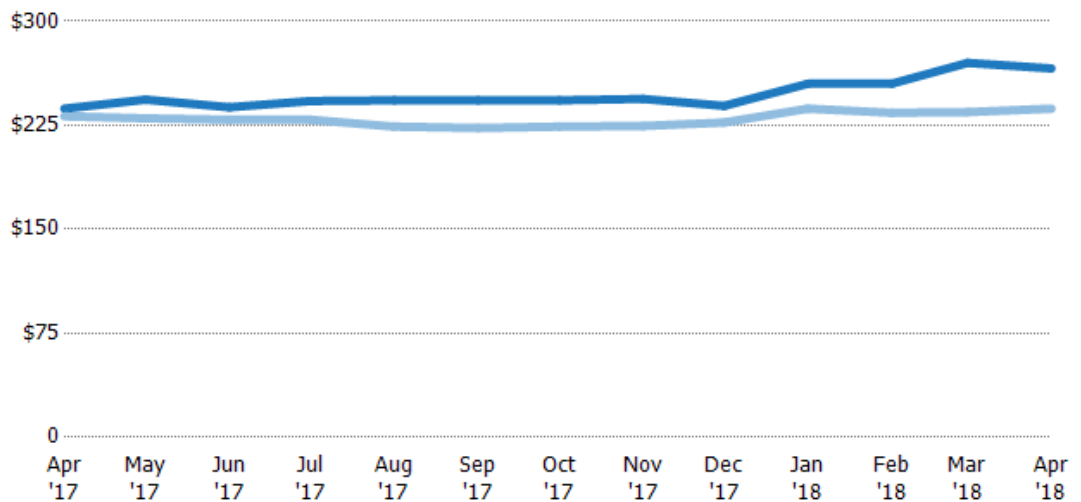
## Median Listing Price per Sq Ft

The median of listing prices divided by the living area of homes on market at the end of each month.

### Filters Used

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

Month/ Year	Price/sq ft	% Chg.
Apr '18	\$266	12.2%
Apr '17	\$237	2.4%
Apr '16	\$232	-1.7%



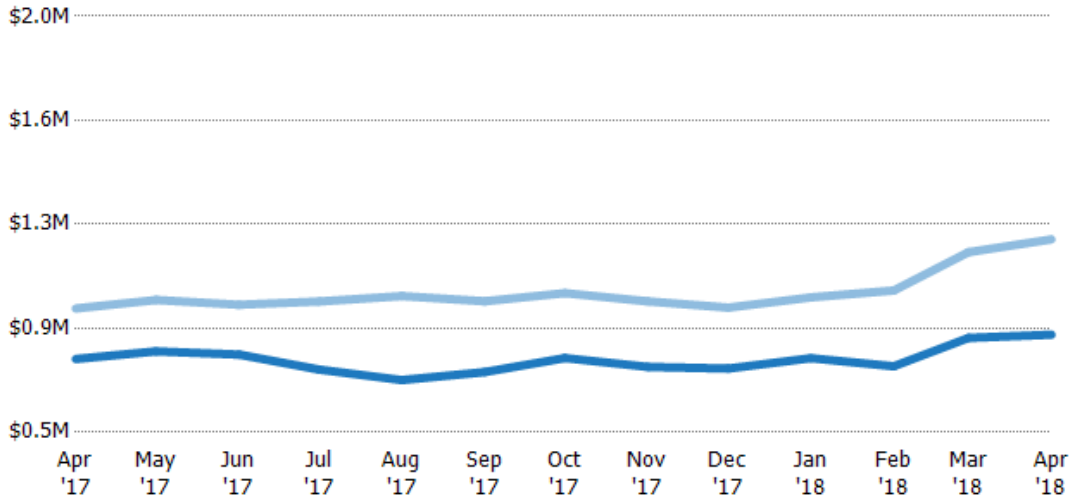
Current Year	\$237	\$244	\$238	\$243	\$243	\$243	\$243	\$244	\$239	\$255	\$255	\$270	\$266
Prior Year	\$232	\$230	\$229	\$229	\$224	\$223	\$224	\$225	\$227	\$237	\$234	\$235	\$237
Percent Change from Prior Year	2%	6%	4%	6%	8%	9%	8%	9%	5%	8%	9%	15%	12%

## 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: Carefree, Arizona  
Saved Area  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



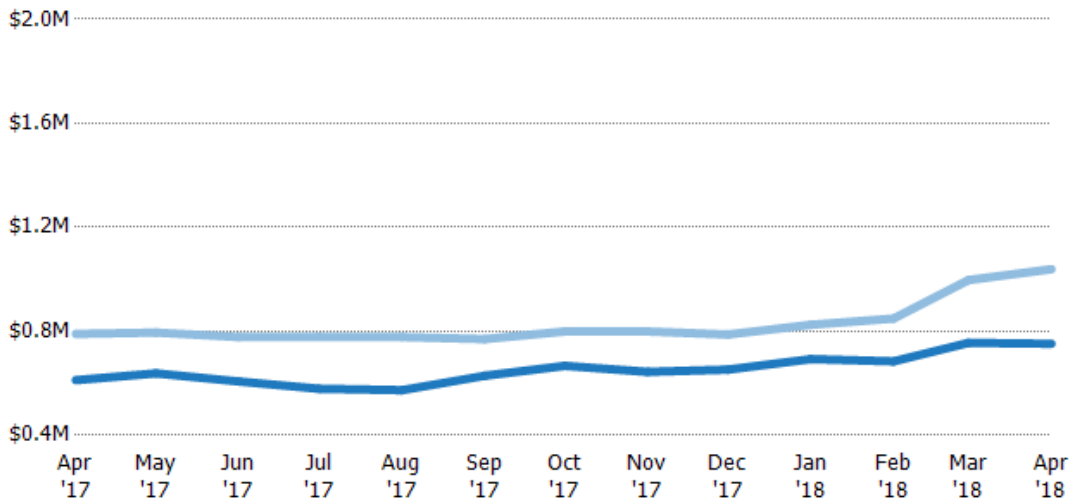
Avg Est Value	\$764K	\$792K	\$780K	\$726K	\$688K	\$717K	\$768K	\$736K	\$730K	\$767K	\$738K	\$840K	\$852K
Avg Listing Price	\$946K	\$977K	\$960K	\$972K	\$991K	\$973K	\$1M	\$972K	\$949K	\$986K	\$1.01M	\$1.15M	\$1.2M
Avg Listing Price as a % of Avg Est Value	124%	123%	123%	134%	144%	136%	130%	132%	130%	129%	137%	137%	140%

## 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, Single  
Family Residence



Median Est Value	\$612K	\$638K	\$607K	\$579K	\$573K	\$629K	\$667K	\$644K	\$653K	\$693K	\$684K	\$756K	\$752K
Median Listing Price	\$790K	\$795K	\$778K	\$779K	\$778K	\$770K	\$799K	\$799K	\$788K	\$825K	\$849K	\$997K	\$1.04M
Med Listing Price as a % of Med Est Value	129%	125%	128%	135%	136%	122%	120%	124%	121%	119%	124%	132%	138%

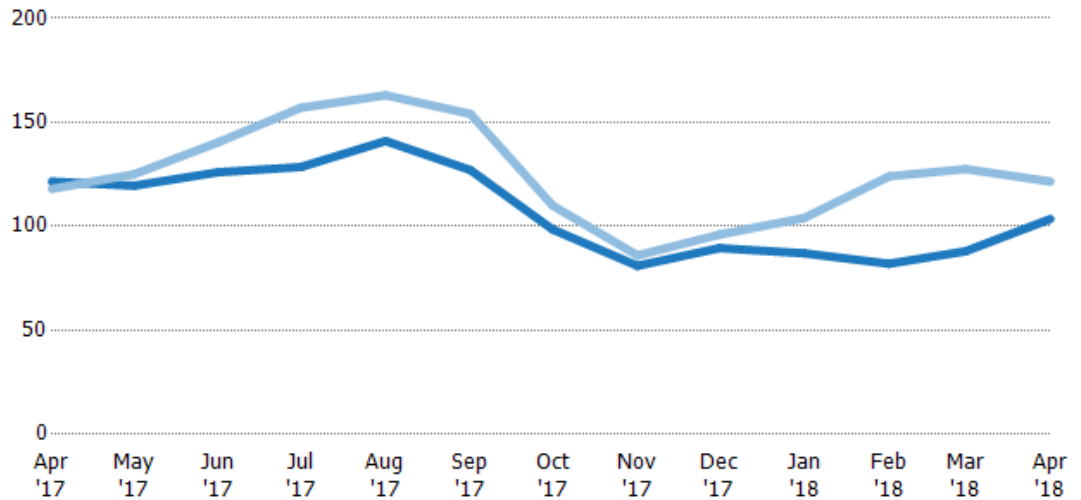
## Median Days in RPR

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: Carefree, Arizona  
Saved Area  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Days	% Chg.
Apr '18	104	-14.8%
Apr '17	122	3%
Apr '16	118	15.3%



Current Year	122	120	126	129	141	127	98.5	81	89.5	87	82	88	104
Prior Year	118	125	141	157	163	154	110	86	96	104	124	128	122
Percent Change from Prior Year	3%	-4%	-10%	-18%	-13%	-18%	-10%	-6%	-7%	-16%	-34%	-31%	-15%

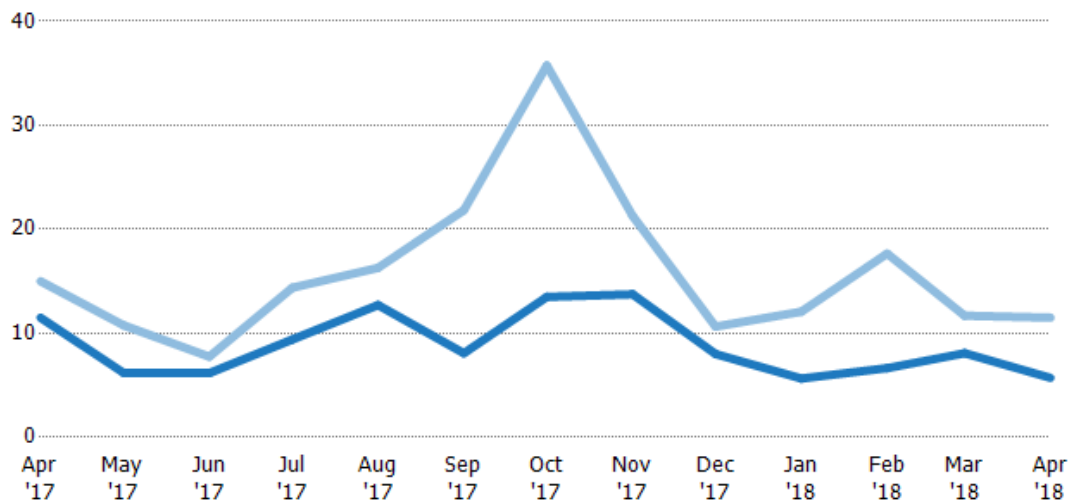
## Months of Inventory

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

### Filters Used

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

Month/ Year	Months	% Chg.
Apr '18	5.71	-50.3%
Apr '17	11.5	-23.3%
Apr '16	15	-2.4%



Current Year	11.5	6.2	6.17	9.4	12.7	8.08	13.5	13.8	8	5.65	6.65	8.08	5.71
Prior Year	15	10.8	7.75	14.4	16.3	21.8	35.8	21.3	10.6	12.1	17.7	11.7	11.5
Percent Change from Prior Year	-23%	-42%	-20%	-35%	-22%	-63%	-62%	-35%	-25%	-53%	-62%	-31%	-50%



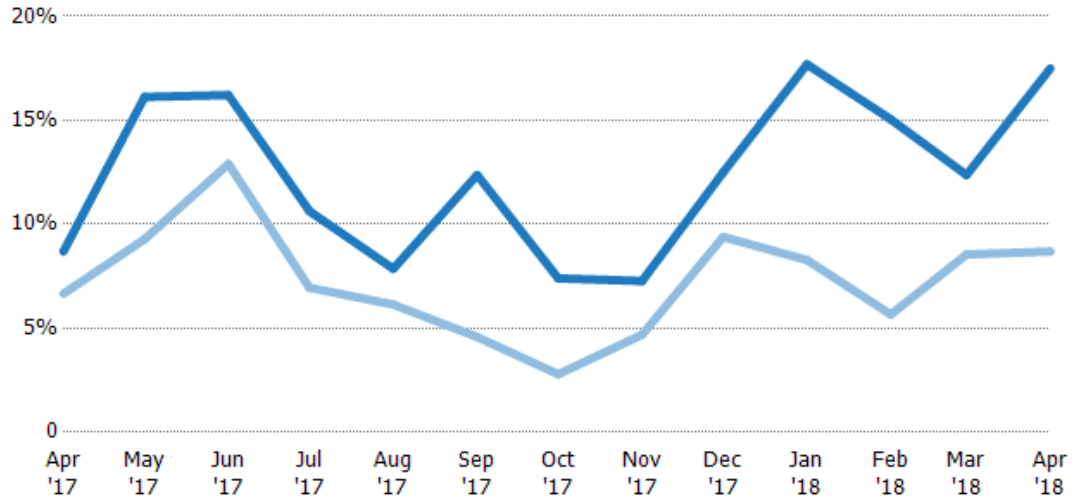
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

Month/ Year	Rate	Chg.
Apr '18	18%	-8.8%
Apr '17	9%	-2%
Apr '16	7%	2.6%



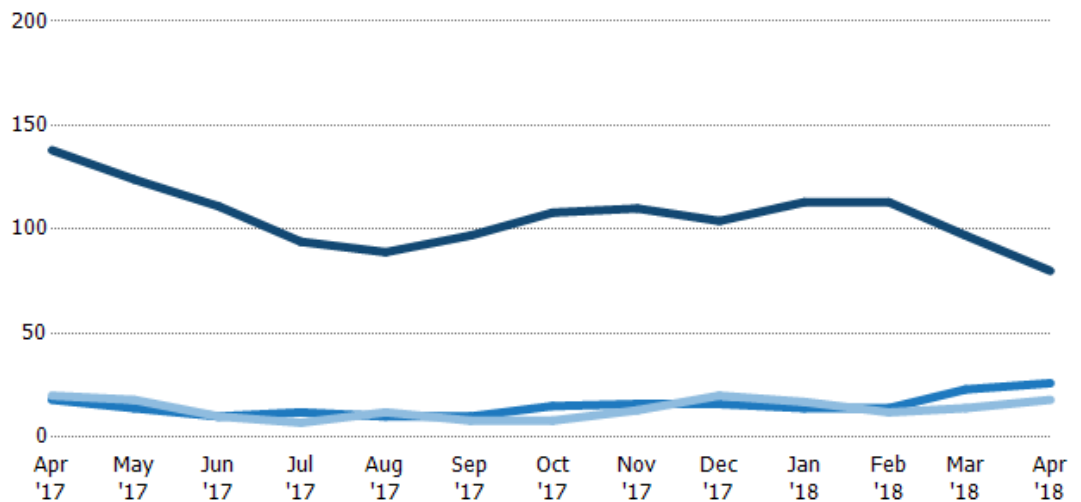
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	9%	16%	16%	11%	8%	12%	7%	7%	13%	18%	15%	12%	18%
Prior Year	7%	9%	13%	7%	6%	5%	3%	5%	9%	8%	6%	9%	9%
Change from Prior Year	-2%	-7%	-3%	-4%	-2%	-8%	-5%	-3%	-3%	-9%	-9%	-4%	-9%

## Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

### Filters Used

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



	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Active	138	124	111	94	89	97	108	110	104	113	113	97	80
Pending	18	14	10	12	10	10	15	16	16	14	14	23	26
Sold	20	18	10	7	12	8	8	13	20	17	12	14	18

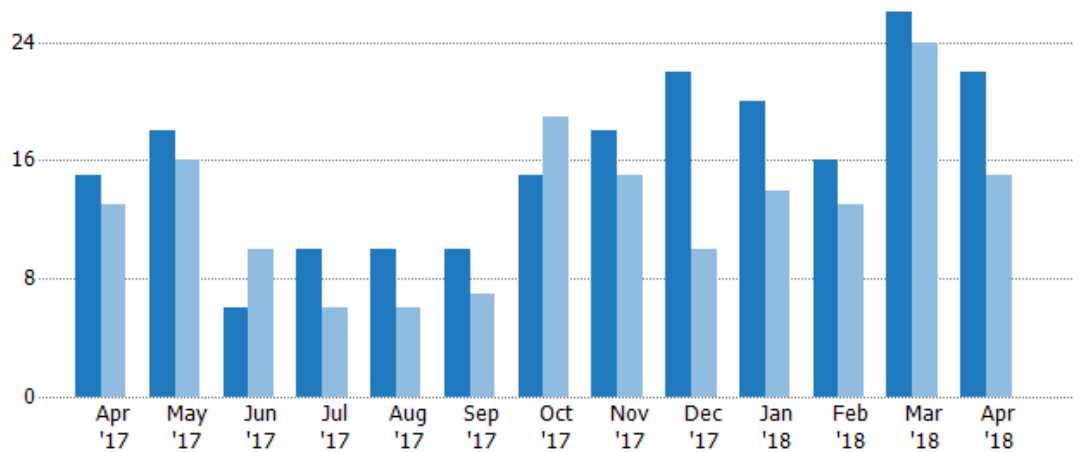
## New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.

### Filters Used

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

Month/Year	Count	% Chg.
Apr '18	22	46.7%
Apr '17	15	15.4%
Apr '16	13	107.7%



Current Year	15	18	6	10	10	10	15	18	22	20	16	26	22
Prior Year	13	16	10	6	6	7	19	15	10	14	13	24	15
Percent Change from Prior Year	15%	13%	-40%	67%	67%	43%	-21%	20%	120%	43%	23%	8%	47%

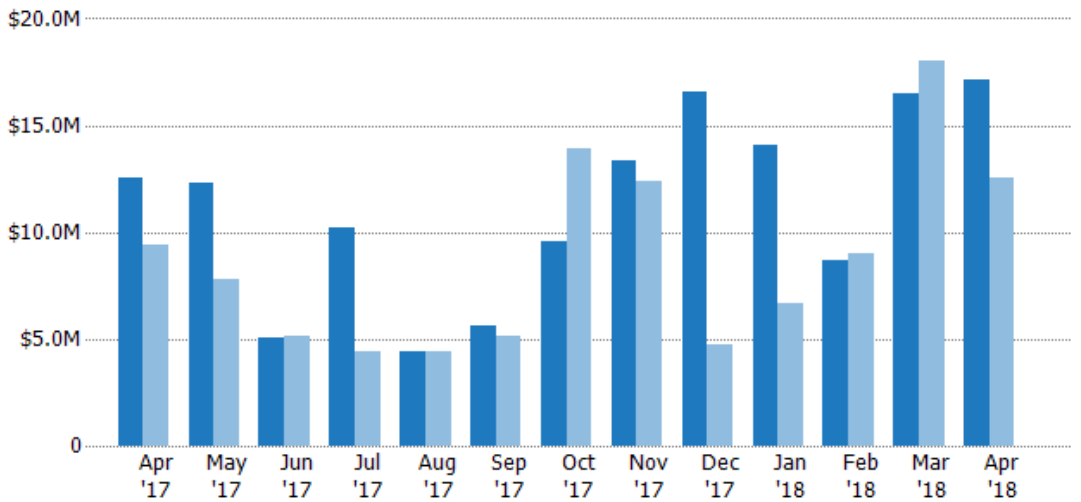
## New Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

### Filters Used

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

Month/Year	Volume	% Chg.
Apr '18	\$17.1M	36.4%
Apr '17	\$12.6M	33.5%
Apr '16	\$9.41M	81.5%



Current Year	\$12.6M	\$12.3M	\$5.09M	\$10.2M	\$4.42M	\$5.65M	\$9.54M	\$13.3M	\$16.6M	\$14M	\$8.65M	\$16.5M	\$17.1M
Prior Year	\$9.41M	\$7.83M	\$5.16M	\$4.43M	\$4.4M	\$5.14M	\$13.9M	\$12.4M	\$4.76M	\$6.68M	\$8.97M	\$18M	\$12.6M
Percent Change from Prior Year	34%	57%	-1%	130%	0%	10%	-32%	7%	248%	110%	-4%	-8%	36%

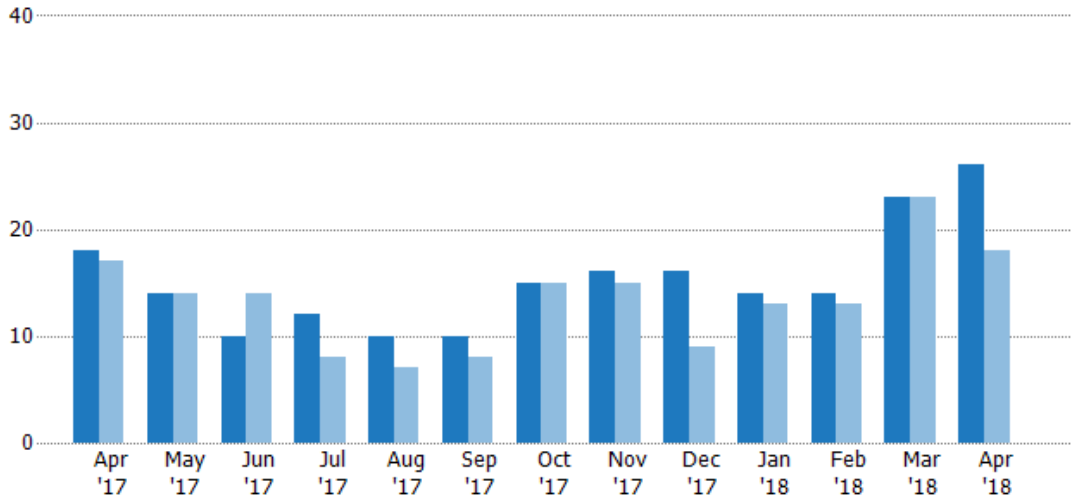
## Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.

### Filters Used

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

Month/Year	Count	% Chg.
Apr '18	26	44.4%
Apr '17	18	5.9%
Apr '16	17	76.5%



Current Year	18	14	10	12	10	10	15	16	16	14	14	23	26
Prior Year	17	14	14	8	7	8	15	15	9	13	13	23	18
Percent Change from Prior Year	6%	0%	-29%	50%	43%	25%	0%	7%	78%	8%	8%	0%	44%

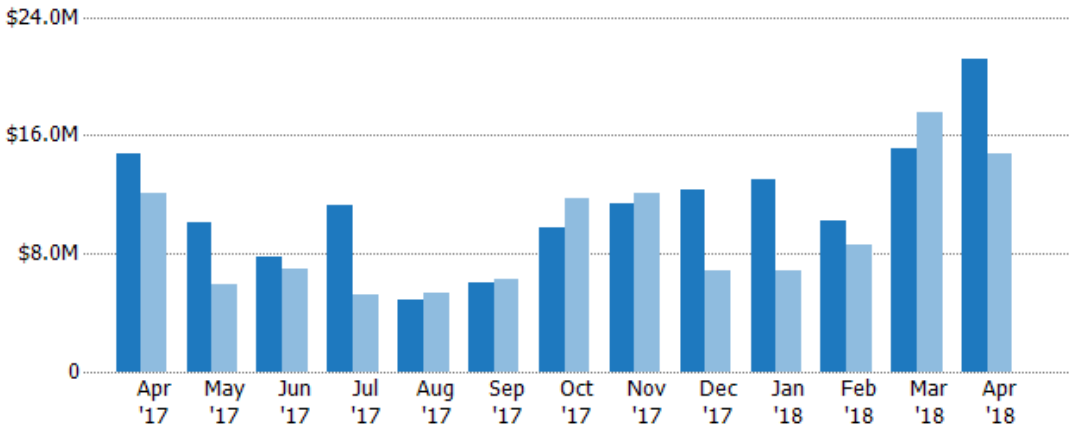
## Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome 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, Single Family Residence

Month/Year	Volume	% Chg.
Apr '18	\$21.2M	43.3%
Apr '17	\$14.8M	22.2%
Apr '16	\$12.1M	112.9%



Current Year	\$14.8M	\$10.1M	\$7.74M	\$11.3M	\$4.88M	\$6.04M	\$9.73M	\$11.3M	\$12.3M	\$13M	\$10.3M	\$15.1M	\$21.2M
Prior Year	\$12.1M	\$5.9M	\$6.95M	\$5.21M	\$5.38M	\$6.24M	\$11.7M	\$12.1M	\$6.87M	\$6.87M	\$8.64M	\$17.5M	\$14.8M
Percent Change from Prior Year	22%	72%	11%	117%	-9%	-3%	-17%	-6%	79%	90%	19%	-14%	43%

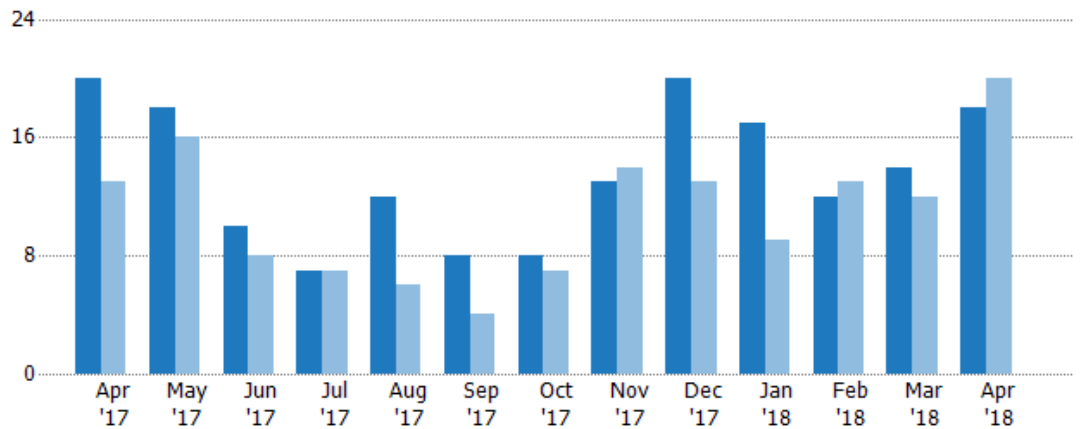
## Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

### Filters Used

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

Month/Year	Count	% Chg.
Apr '18	18	-10%
Apr '17	20	53.8%
Apr '16	13	-7.7%



	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	20	18	10	7	12	8	8	13	20	17	12	14	18
Prior Year	13	16	8	7	6	4	7	14	13	9	13	12	20
Percent Change from Prior Year	54%	13%	25%	0%	100%	100%	14%	-7%	54%	89%	-8%	17%	-10%

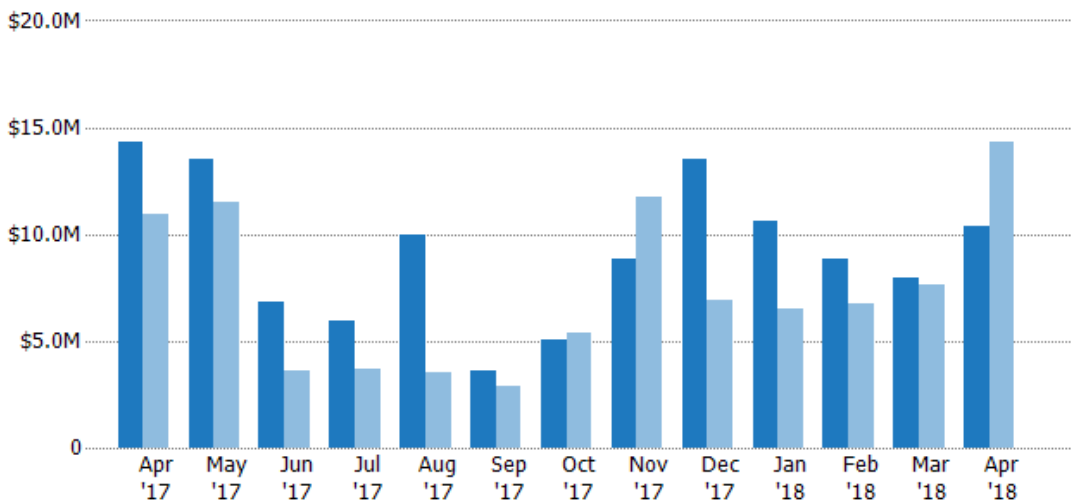
## Closed Sales Volume

The sum of the sales price of single-family, condominium and townhome properties sold each month.

### Filters Used

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

Month/Year	Volume	% Chg.
Apr '18	\$10.4M	-27.2%
Apr '17	\$14.3M	31.1%
Apr '16	\$10.9M	-27.2%



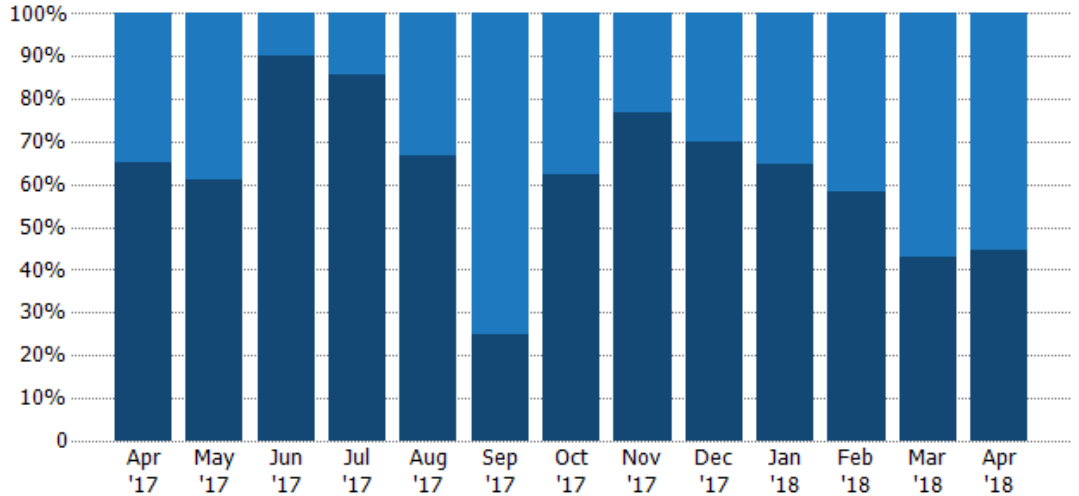
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	\$14.3M	\$13.5M	\$6.83M	\$5.95M	\$9.95M	\$3.6M	\$5.08M	\$8.81M	\$13.5M	\$10.6M	\$8.83M	\$7.93M	\$10.4M
Prior Year	\$10.9M	\$11.5M	\$3.59M	\$3.67M	\$3.52M	\$2.92M	\$5.42M	\$11.8M	\$6.94M	\$6.54M	\$6.77M	\$7.6M	\$14.3M
Percent Change from Prior Year	31%	17%	90%	62%	183%	23%	-6%	-25%	95%	62%	30%	4%	-27%

## Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

### Filters Used

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



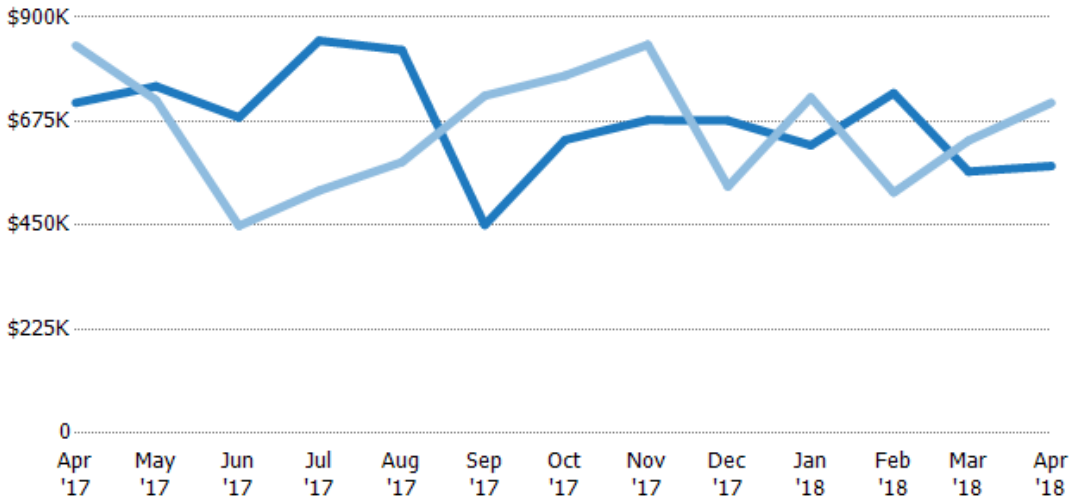
Condo/Townhouse	35%	39%	10%	14%	33%	75%	38%	23%	30%	35%	42%	57%	56%
Single Family Residence	65%	61%	90%	86%	67%	25%	63%	77%	70%	65%	58%	43%	44%

## Average Sales Price

The average sales price of the single-family, condominium and townhome properties sold each month.

### Filters Used

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



Month/Year	Price	% Chg.
Apr '18	\$578K	-19.1%
Apr '17	\$715K	-14.8%
Apr '16	\$839K	-21.1%

Current Year	\$715K	\$751K	\$683K	\$849K	\$829K	\$451K	\$635K	\$678K	\$676K	\$623K	\$736K	\$566K	\$578K
Prior Year	\$839K	\$721K	\$449K	\$525K	\$587K	\$730K	\$774K	\$841K	\$534K	\$727K	\$521K	\$633K	\$715K
Percent Change from Prior Year	-15%	4%	52%	62%	41%	-38%	-18%	-19%	27%	-14%	41%	-11%	-19%

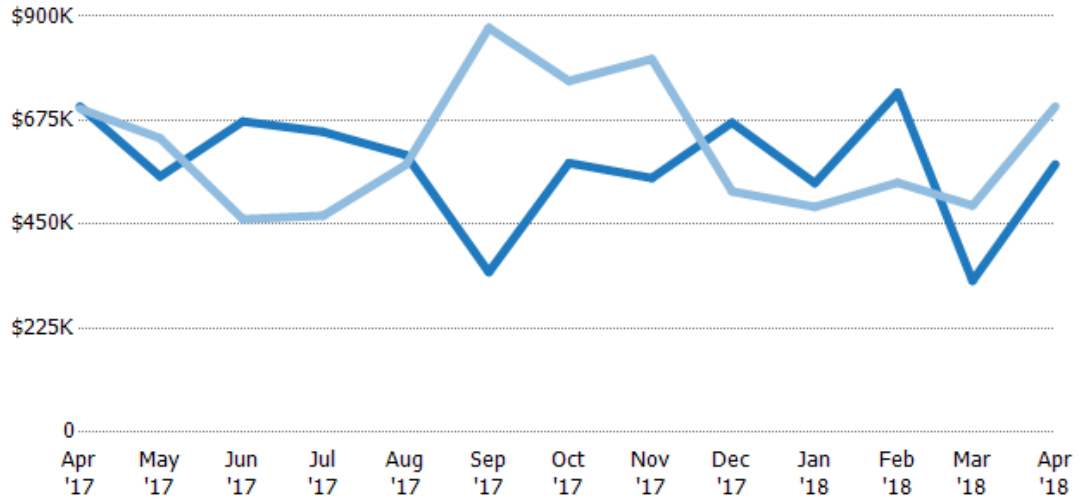
## Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

### Filters Used

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

Month/ Year	Price	% Chg.
Apr '18	\$580K	-17.7%
Apr '17	\$705K	0.7%
Apr '16	\$700K	-23%



Current Year	\$705K	\$553K	\$673K	\$650K	\$600K	\$346K	\$583K	\$550K	\$670K	\$539K	\$735K	\$328K	\$580K
Prior Year	\$700K	\$636K	\$461K	\$469K	\$579K	\$875K	\$760K	\$808K	\$521K	\$488K	\$540K	\$490K	\$705K
Percent Change from Prior Year	1%	-13%	46%	39%	4%	-60%	-23%	-32%	29%	11%	36%	-33%	-18%

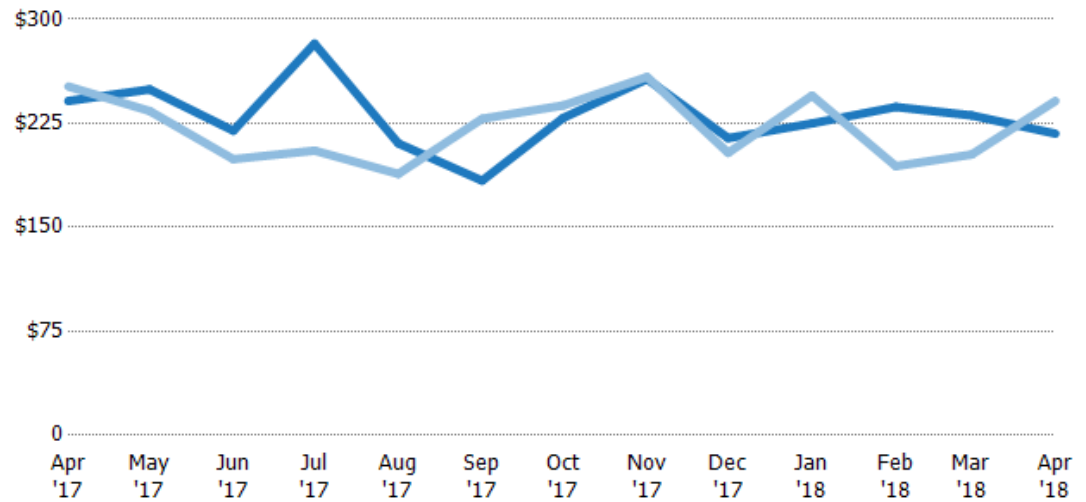
## Average Sales Price per Sq Ft

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, Single  
 Family Residence

Month/ Year	Price/sq ft	% Chg.
Apr '18	\$218	-9.8%
Apr '17	\$241	-4.1%
Apr '16	\$252	-4.5%



Current Year	\$241	\$249	\$220	\$282	\$211	\$184	\$229	\$257	\$214	\$225	\$237	\$231	\$218
Prior Year	\$252	\$234	\$199	\$205	\$189	\$228	\$238	\$258	\$204	\$245	\$194	\$202	\$241
Percent Change from Prior Year	-4%	7%	10%	38%	12%	-20%	-4%	-1%	5%	-8%	22%	14%	-10%

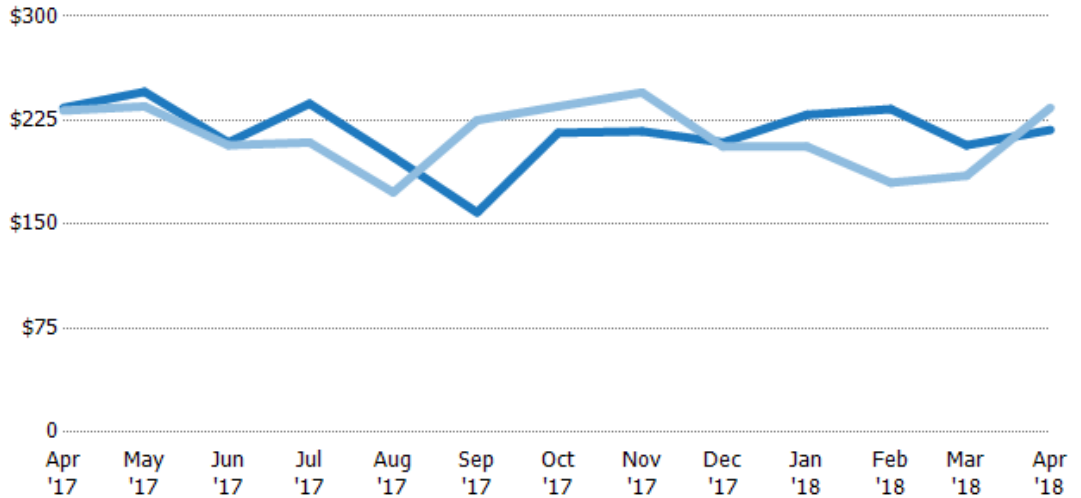
## Median Sales Price per Sq Ft

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

### Filters Used

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

Month/ Year	Price/sq ft	% Chg.
Apr '18	\$218	-6.8%
Apr '17	\$234	0.9%
Apr '16	\$232	-3.2%



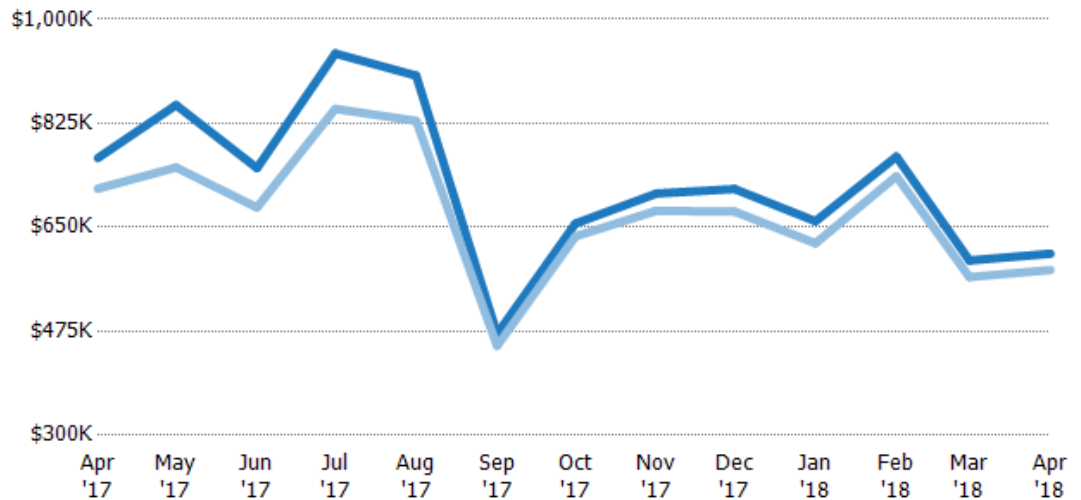
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	\$234	\$246	\$209	\$237	\$199	\$159	\$216	\$217	\$209	\$229	\$233	\$207	\$218
Prior Year	\$232	\$235	\$207	\$209	\$173	\$225	\$235	\$245	\$206	\$206	\$180	\$185	\$234
Percent Change from Prior Year	1%	4%	1%	13%	15%	-30%	-8%	-11%	1%	11%	29%	12%	-7%

## 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, Single  
 Family Residence



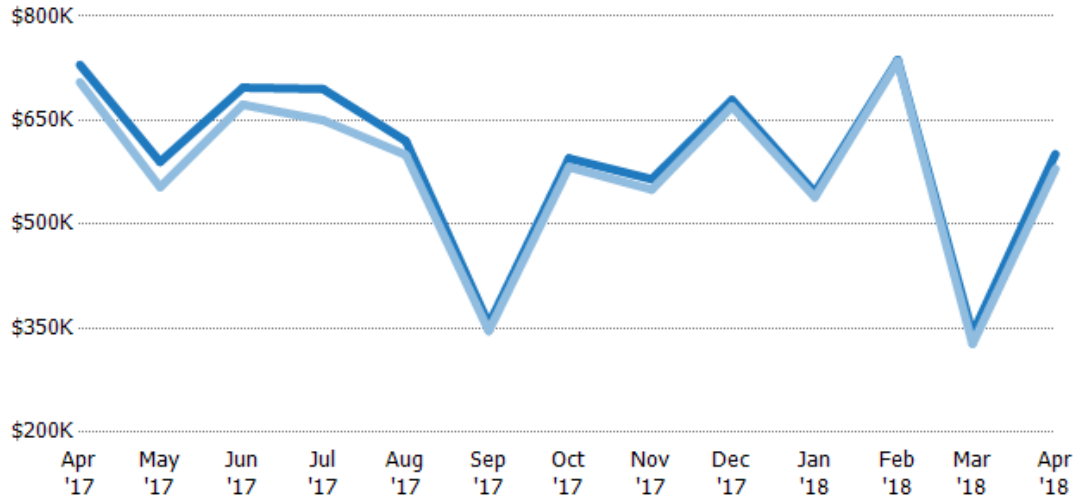
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Avg List Price	\$766K	\$856K	\$750K	\$942K	\$905K	\$471K	\$656K	\$707K	\$714K	\$660K	\$769K	\$594K	\$605K
Avg Sales Price	\$715K	\$751K	\$683K	\$849K	\$829K	\$451K	\$635K	\$678K	\$676K	\$623K	\$736K	\$566K	\$578K
Avg Sales Price as a % of Avg List Price	93%	88%	91%	90%	92%	96%	97%	96%	95%	94%	96%	95%	95%

## 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: Carefree, Arizona  
 Saved Area  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



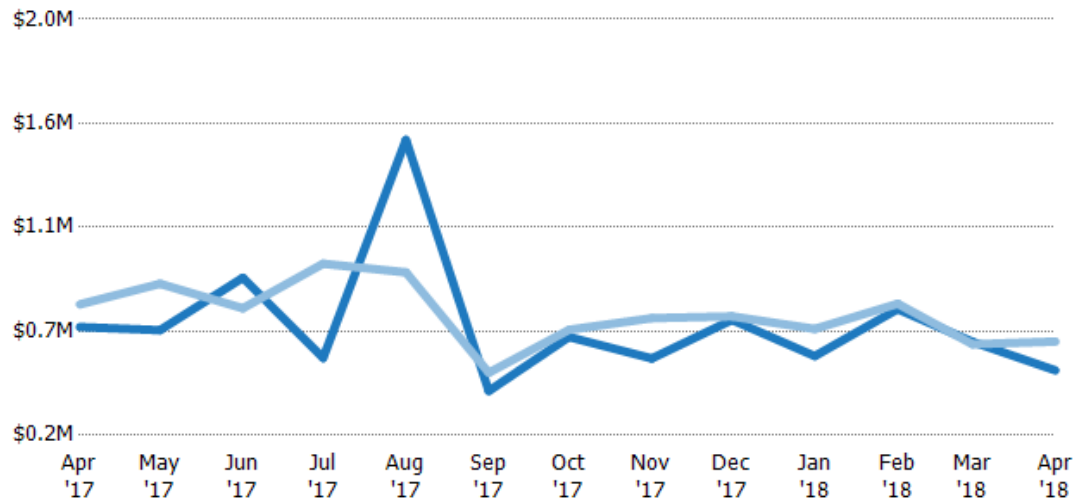
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Median List Price	\$730K	\$590K	\$697K	\$695K	\$620K	\$356K	\$595K	\$565K	\$679K	\$546K	\$737K	\$342K	\$601K
Median Sales Price	\$705K	\$553K	\$673K	\$650K	\$600K	\$346K	\$583K	\$550K	\$670K	\$539K	\$735K	\$328K	\$580K
Med Sales Price as a % of Med List Price	97%	94%	96%	94%	97%	97%	98%	97%	99%	99%	100%	96%	96%

## 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: Carefree, Arizona  
 Saved Area  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Avg Est Value	\$668K	\$655K	\$882K	\$535K	\$1.48M	\$392K	\$625K	\$532K	\$699K	\$543K	\$746K	\$604K	\$481K
Avg Sales Price	\$766K	\$856K	\$750K	\$942K	\$905K	\$471K	\$656K	\$707K	\$714K	\$660K	\$769K	\$594K	\$605K
Avg Sales Price as a % of Avg Est Value	115%	131%	85%	176%	61%	120%	105%	133%	102%	122%	103%	98%	126%

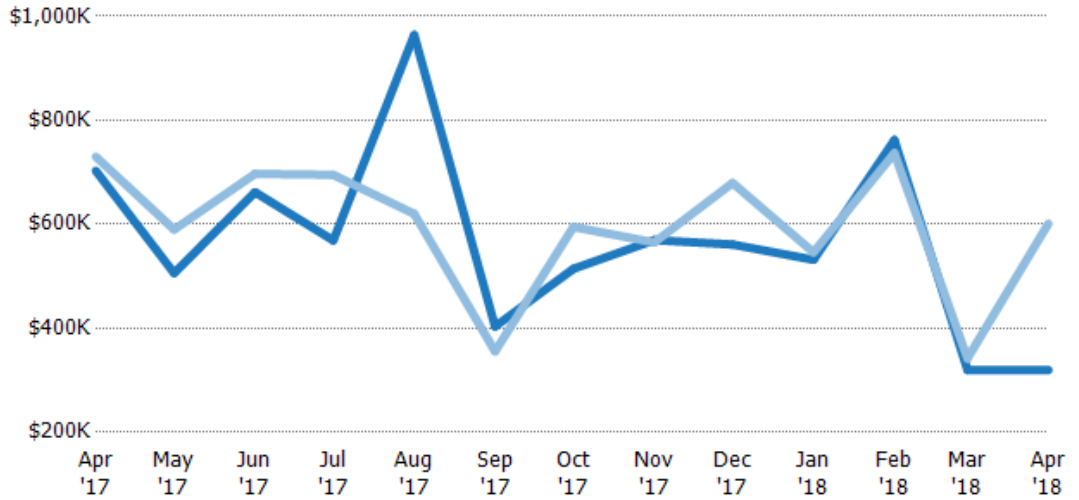


## Median Sales Price vs Median Est Value

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

### Filters Used

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



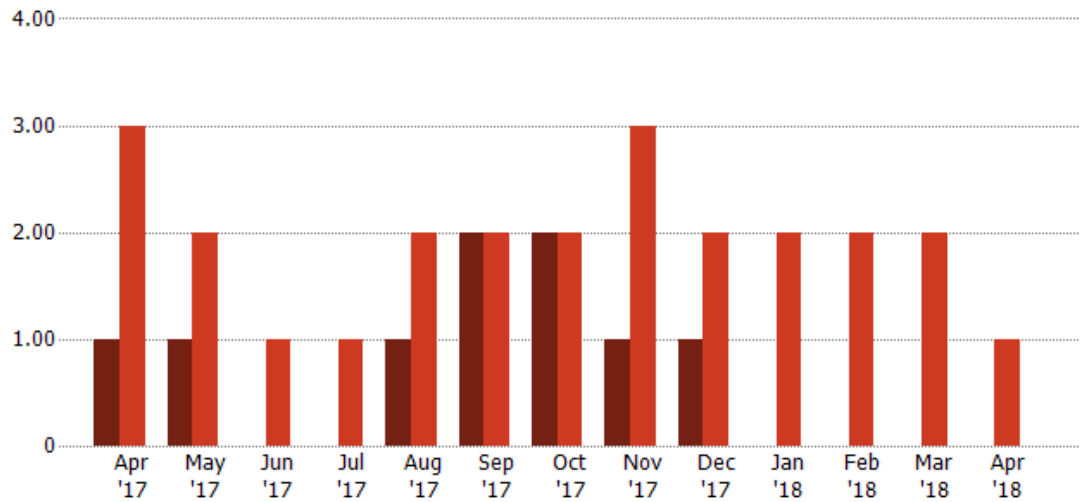
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Median Est Value	\$703K	\$506K	\$662K	\$569K	\$964K	\$403K	\$514K	\$570K	\$561K	\$532K	\$762K	\$320K	\$320K
Median Sales Price	\$730K	\$590K	\$697K	\$695K	\$620K	\$356K	\$595K	\$565K	\$679K	\$546K	\$737K	\$342K	\$601K
Med Sales Price as a % of Med Est Value	104%	117%	105%	122%	64%	88%	116%	99%	121%	103%	97%	107%	188%

## Distressed Listings

The number of distressed single-family, condominium and townhome properties that were for sale at the end of each month.

### Filters Used

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



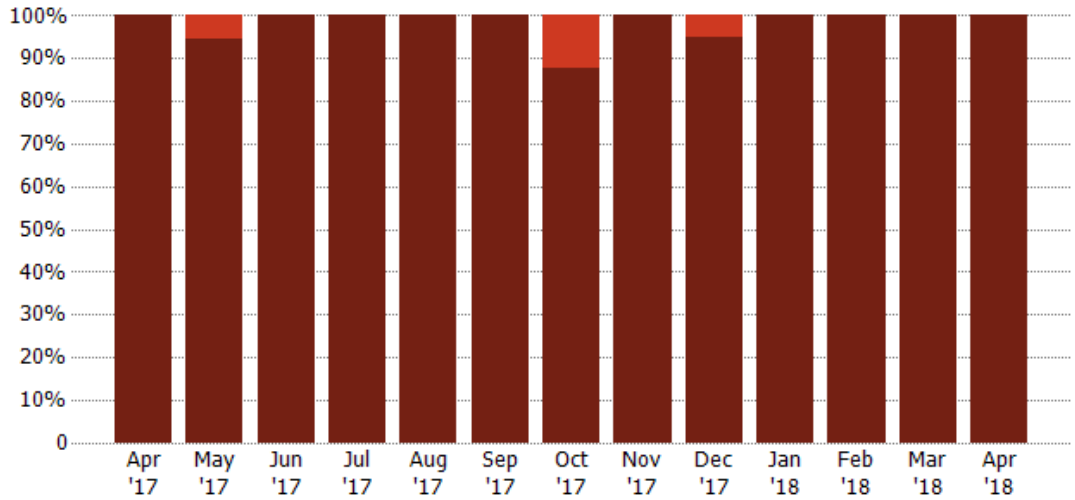
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	1	1	-	-	1	2	2	1	1	-	-	-	-
Prior Year	3	2	1	1	2	2	2	3	2	2	2	2	1
Percent Change from Prior Year	-67%	-50%	-100%	-100%	-50%	0%	0%	-67%	-50%	-100%	-100%	-100%	-100%

## Distressed Sales by Sales Type

The percentage of single-family, condominium and townhome properties sold each month for each sales type.

### Filters Used

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



Pre-Foreclosure	-	6%	-	-	-	-	13%	-	5%	-	-	-	-
Non-Distressed	100%	94%	100%	100%	100%	100%	88%	100%	95%	100%	100%	100%	100%

## Listing Activity by ZIP

Apr 2018

ZIP	Listings (Month End)	Listing Volume (Month End)	Avg Listing Price	Median Listing Price	Avg Listing Price per Sq Ft	Median Listing Price per Sq Ft	Months of Inventory	Absorption Rate %
85377	80	\$95,652,859	\$1,195,661	\$1,038,750	\$292	\$266	4	22.50 %



## Sales Activity by ZIP

Apr 2018

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
85377	26	\$21,164,500	18	\$10,405,500	\$605,467	\$601,250	\$207	\$212	88