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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	Jan 2018	Jan 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	28	35	-20%	296	320	-7.5%
New Listing Volume	\$31,285,250	\$30,154,400	+3.8%	\$232,282,137	\$251,851,942	-7.8%
Active Listing Count	_	157	-	1,419	1,896	-25.2%
Active Listing Volume	_	\$140,962,894	-	\$1,349,601,829	\$1,784,403,954	-24.4%
Average Listing Price	_	\$897,853	-	\$951,094	\$941,141	+1.1%
Median Listing Price	_	\$768,000	-	\$776,040	\$727,500	+6.7%
Average Listing Price per Sq Ft	_	\$255	-	\$261	\$247	+5.4%
Median Listing Price per Sq Ft	_	\$237	-	\$242	\$228	+5.8%
Median Days in RPR	_	104	-	107.4	119.1	-9.8%
Months of Inventory	_	12.1	-100%	_	31.4	-100%
Absorption Rate	_	8.28%	-	-	3.18%	_
Sales Activity Charts Metrics						
New Pending Sales Count	17	14	+21.4%	193	159	+21.4%
New Pending Sales Volume	\$11,931,499	\$6,679,750	+78.6%	\$135,116,190	\$101,073,160	+33.7%
Pending Sales Count	_	13	-	181	168	+7.7%
Pending Sales Volume	_	\$6,873,000	-	\$126,990,615	\$115,264,300	+10.2%
Closed Sales Count	10	9	+11.1%	160	125	+28%
Closed Sales Volume	\$6,210,500	\$6,541,300	-5.1%	\$108,676,444	\$84,460,504	+28.7%
Average Sales Price	\$621,050	\$726,811	-14.6%	\$679,228	\$675,684	+0.5%
Median Sales Price	\$509,500	\$487,500	+4.5%	\$580,649	\$600,080	-3.2%
Average Sales Price per Sq Ft	\$216	\$245	-12%	\$226	\$232	-2.6%
Median Sales Price per Sq Ft	\$218	\$206	+5.6%	\$212	\$219	-3.4%
Distressed Charts Metrics			1			
Distressed Listing Count	_	2	-	17	30	-43.3%





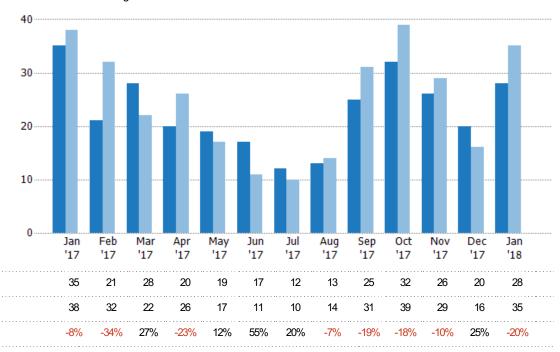


New Listings

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

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

Month/ Year	Count	% Chg.
Jan '18	28	-20%
Jan '17	35	-7.9%
Jan '16	38	0%



New Listing Volume

Percent Change from Prior Year

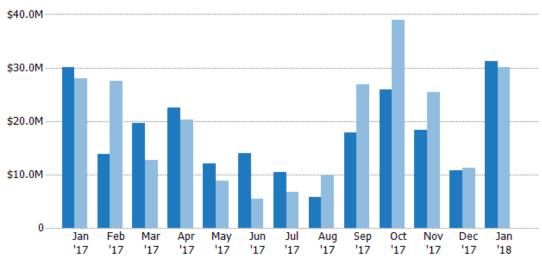
Current Year

Prior Year

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

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

Month/ Year	Volume	% Chg.
Jan '18	\$31.3M	3.8%
Jan '17	\$30.2M	7.8%
Jan '16	\$28M	7.8%



 Current Year
 \$30.2M \$13.8M \$19.6M \$22.5M \$12M \$14M \$10.4M \$5.74M \$17.9M \$25.8M \$18.3M \$10.7M \$31.3M

 Prior Year
 \$28M \$27.5M \$12.7M \$20.3M \$8.83M \$5.45M \$6.77M \$9.75M \$26.8M \$39M \$25.4M \$11.2M \$30.2M

 Percent Change from Prior Year
 8% -50% 54% 11% 36% 157% 54% -41% -33% -34% -28% -4% 4%

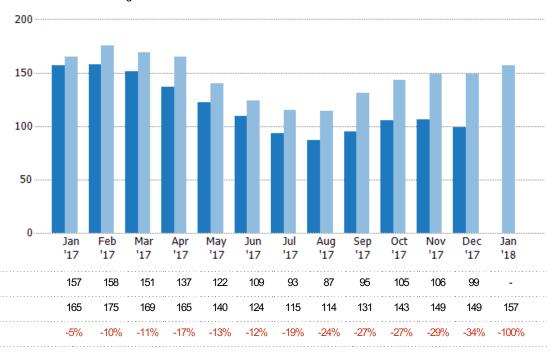




Active Listings

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

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



Active Listing Volume

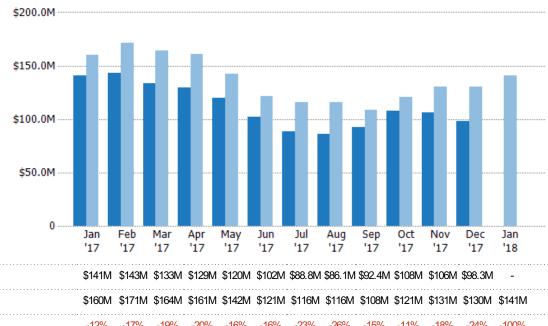
Percent Change from Prior Year

Current Year

Prior Year

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

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





Prior Year

Percent Change from Prior Year

-12% -17% -19% -20% -16% -16% -23% -26% -15% -11% -18% -24% -100%

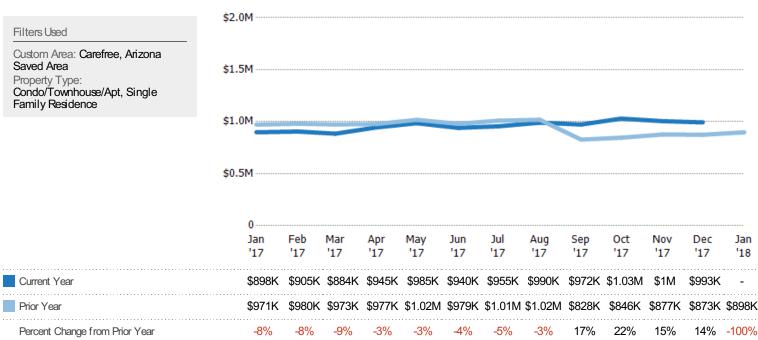






Average Listing Price

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



Median Listing Price

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

\$654K

17%

9%

7%

8%

\$900K Filters Used Custom Area: Carefree, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence \$450K \$225K 0 Feb Mar May Jul Sep Oct Νον Dec Jan Apr Jun Aug Jan '17 '17 '17 '17 '17 '17 '17 '17 '17 '17 '17 '18 Current Year \$768K \$750K \$750K \$785K \$797K \$768K \$770K \$770K \$769K \$800K \$807K

\$685K \$699K \$729K \$760K \$722K \$730K \$739K

5%

6%

5%

4%



Prior Year

Percent Change from Prior Year



\$730K

5%

7%

-100%

\$750K \$765K \$750K \$768K

7%

6%



Current Year

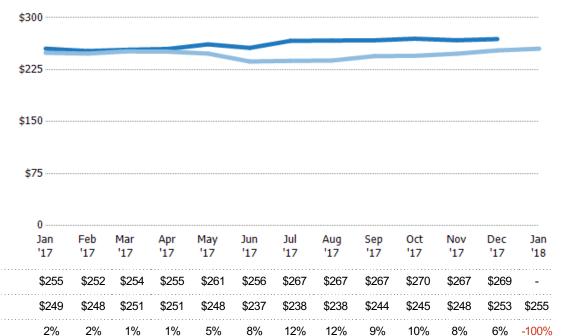
Prior Year

Market Data Report

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.



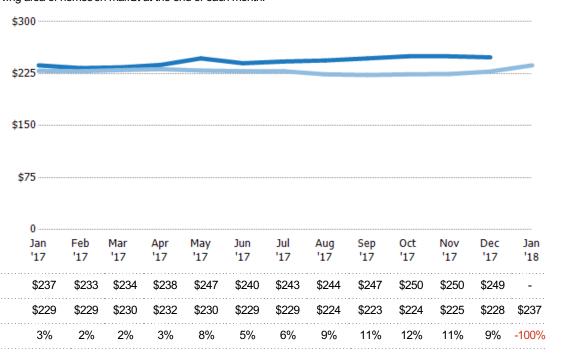


Median Listing Price per Sq Ft

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, Single Family Residence

Percent Change from Prior Year



Current Year

Prior Year

Percent Change from Prior Year





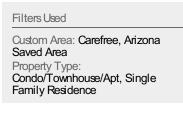
Avg Est Value

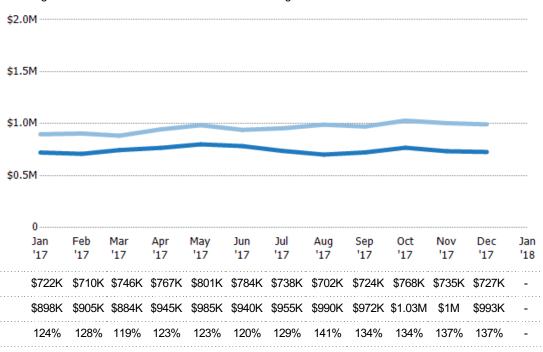
Avg Listing Price

Market Data Report

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.



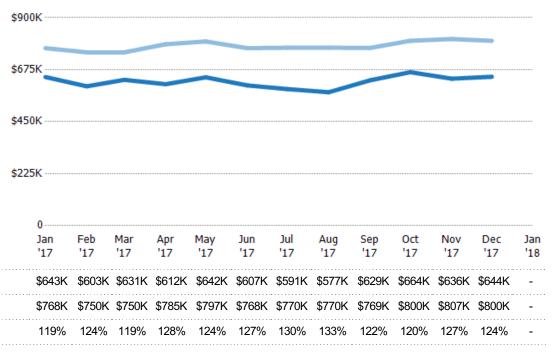


Median Listing Price vs Median Est Value

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

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

Avg Listing Price as a % of Avg Est Value





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





Months of Inventory

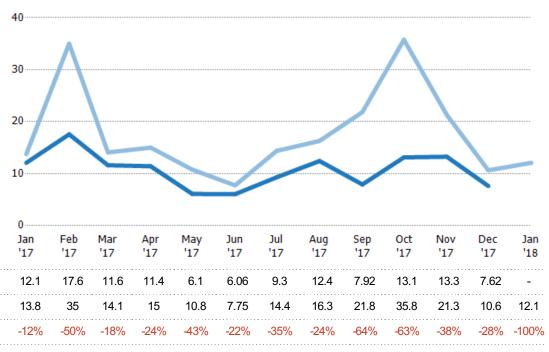
Percent Change from Prior Year

Current Year

Prior Year

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

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



Current Year

Percent Change from Prior Year

Prior Year

Absorption Rate

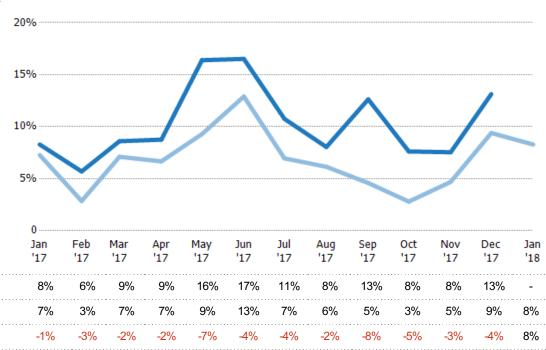
Current Year

Prior Year

Change from Prior Year

The percentage of inventory sold per month.

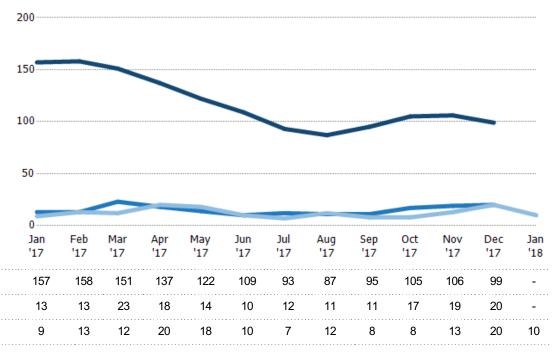
Custom Area: Carefree, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence



Active/Pending/Sold Units

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

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



Active

Sold

Pending

New Pending Sales

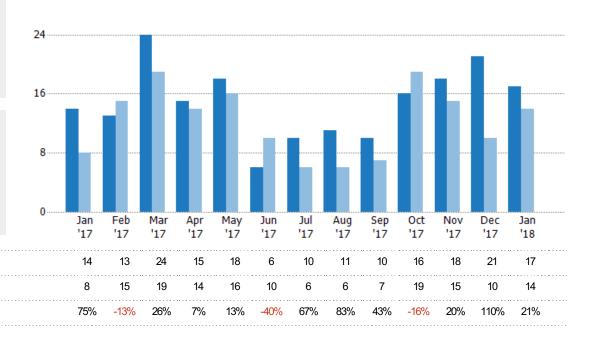
The number of single-family, condominium and townhome properties with accepted offers that were added each month.

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

Count	% Chg.
17	21.4%
14	75%
8	37.5%
	17 14

Current Year

Prior Year



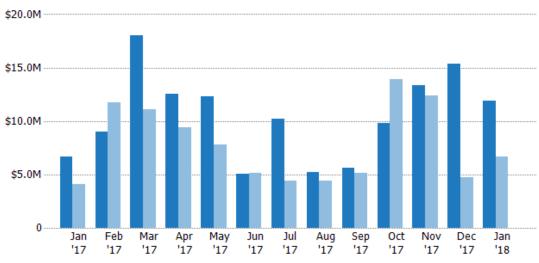
New Pending Sales Volume

Percent Change from Prior Year

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

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

Month/ Year	Volume	% Chg.
Jan '18	\$11.9M	78.6%
Jan '17	\$6.68M	64.8%
Jan '16	\$4.05M	51%



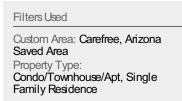


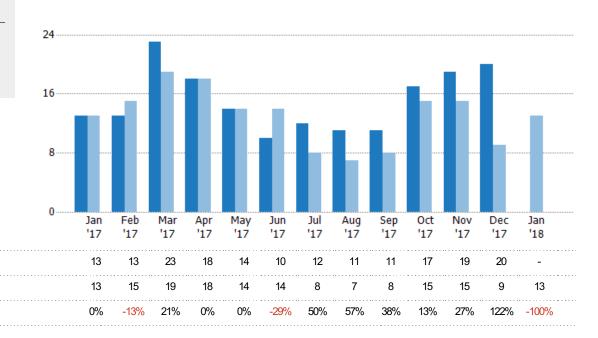




Pending Sales

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





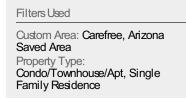
Pending Sales Volume

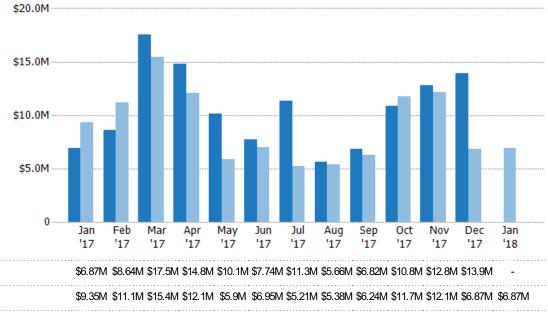
Percent Change from Prior Year

Current Year

Prior Year

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









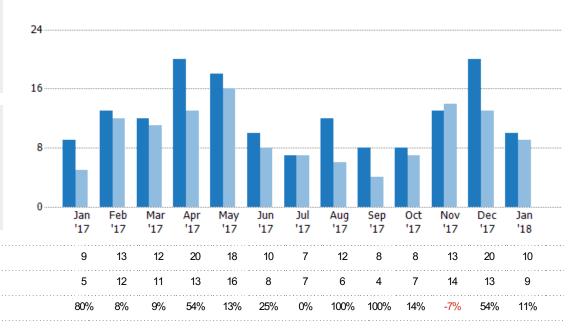


Closed Sales

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

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

Month/ Year	Count	% Chg.
Jan '18	10	11.1%
Jan '17	9	80%
Jan '16	5	180%



Closed Sales Volume

Percent Change from Prior Year

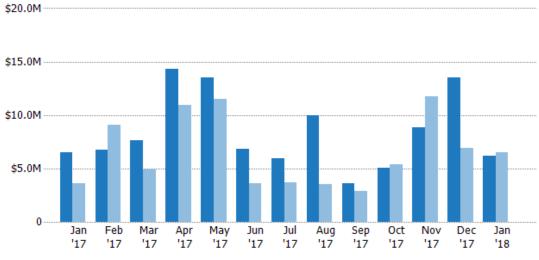
Current Year

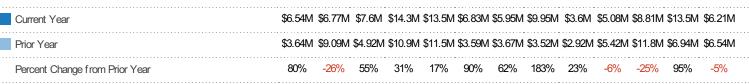
Prior Year

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

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

Month/ Year	Volume	% Chg.
Jan '18	\$6.21M	-5.1%
Jan '17	\$6.54M	79.5%
Jan '16	\$3.64M	150.7%

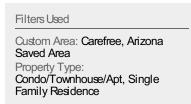


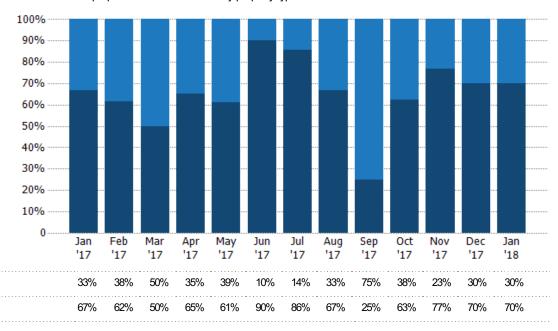




Closed Sales by Property Type

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





Average Sales Price

Single Family Residence

Condo/Townhouse

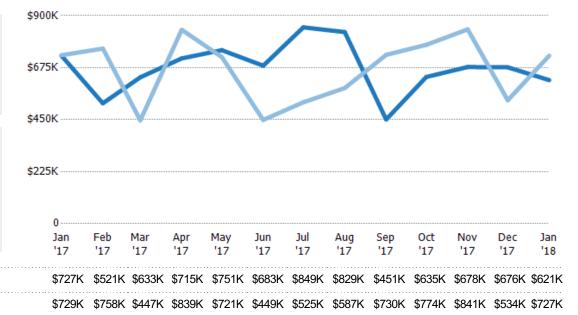
The average sales price of the single-family, condominium and townhome properties sold each month.

0%

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

Month/		
Year	Price	% Chg.
Jan '18	\$621K	-14.6%
Jan '17	\$727K	-0.3%
Jan '16	\$729K	-10.5%

Percent Change from Prior Year



Current Year

Prior Year

42%

-15%

-31%

4%

52%

62%

41%

-38%

-18%

-19%

27%

-15%



Median Sales Price

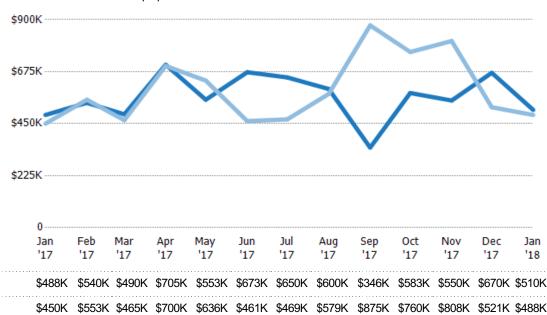
The median sales price of the single-family, condominium and townhome properties sold each month.





Current Year

Prior Year



Average Sales Price per Sq Ft

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

8%

-5%

-26%

2%

5%

1%

-13%

46%

39%

4%

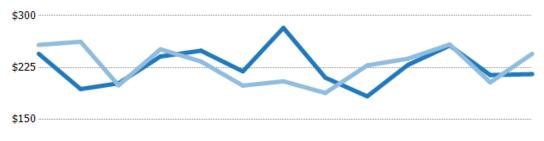
-60%

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

Percent Change from Prior Year



Percent Change from Prior Year



/5												
0 Jan '17	Feb '17	Mar '17	Apr	May '17	Jun	Jul '17	Aug	Sep	0ct '17	Nov '17	Dec '17	Jan
\$245	\$194	\$202	\$241	\$249	\$220	\$282	\$211	\$184	\$229	\$257	\$214	\$216
\$258	\$262	\$199	\$252	\$234	\$199	\$205	\$189	\$228	\$238	\$258	\$204	\$245

38%

12%

-20%

10%

Current Year

Prior Year

5%

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.
 Jan '18	\$218	5.6%
Jan '17	\$206	-8.8%
Jan '16	\$226	-12.6%

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

Percent Change from Prior Year





Avg List Price

Avg Sales Price

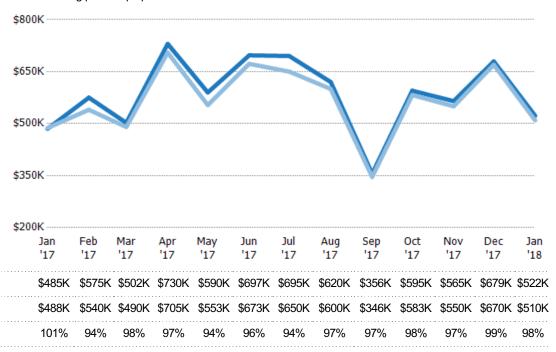
Avg Sales Price as a % of Avg List Price



Median Sales Price vs Median Listing Price

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

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



Average Sales Price vs Average Est Value

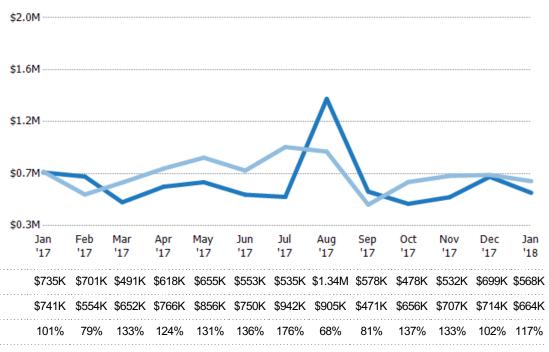
The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

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

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.

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



Distressed Listings

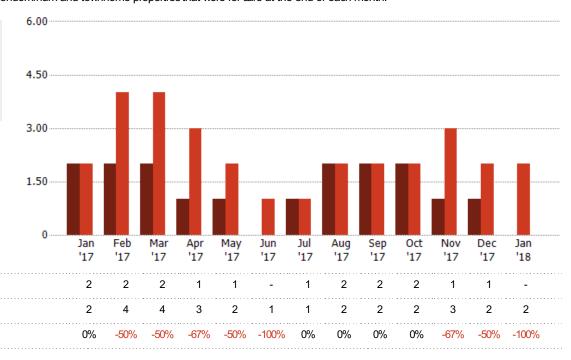
Med Sales Price as a % of Med Est Value

Median Est Value

Median Sales Price

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

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



Current Year

Percent Change from Prior Year

Prior Year



Pre-Foreclosure

Foreclosure

Non-Distressed

Market Data Report

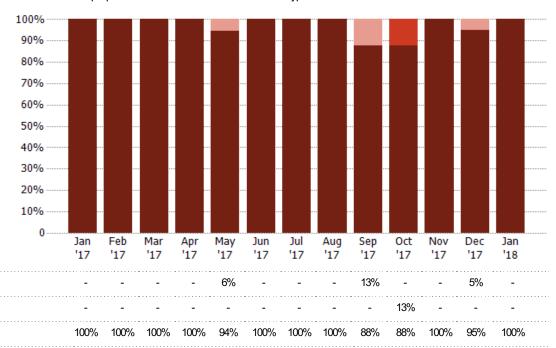
Distressed Sales by Sales Type

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









Sales Activity by ZIP

Jan 2018

ZIP	Pendings (Month End)	Pending Volume (Month End)		Sales Volume	Av g Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
85377			10	\$6,210,500	\$663,540	\$522,450	\$204	\$207	61



