

2019

FOUNTAIN HILLS

MARKET REPORT

March 2019



Scottsdale Area Association of REALTORS®
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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	Mar 2019	Mar 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	100	120	-16.7%	325	325	+/-
New Listing Volume	\$58,891,374	\$66,290,701	-11.2%	\$193,153,919	\$182,345,288	+5.9%
Active Listing Count	265	360	-26.4%	N/A	N/A	
Active Listing Volume	\$219,553,749	\$238,580,937	-8%	N/A	N/A	
Average Listing Price	\$828,505	\$662,725	+25%	\$769,216	\$671,323	+14.6%
Median Listing Price	\$599,000	\$493,500	+21.4%	\$547,763	\$502,898	+8.9%
Average Listing Price per Sq Ft	\$239	\$219	+9.3%	\$234	\$219	+6.8%
Median Listing Price per Sq Ft	\$222	\$203	+9.4%	\$217	\$203	+7.2%
Median Days in RPR	74	72	+2.8%	75.92	79.81	-4.9%
Months of Inventory	3.6	4.9	-27.4%	3.9	5.8	-32.6%
Absorption Rate	27.92%	20.28%	+7.6%	25.54%	17.2%	+8.3%
Sales Activity Charts Metrics						
New Pending Sales Count	146	117	+24.8%	358	304	+17.8%
New Pending Sales Volume	\$70,941,463	\$64,953,256	+9.2%	\$177,864,746	\$149,660,314	+18.8%
Pending Sales Count	140	82	+70.7%	N/A	N/A	
Pending Sales Volume	\$73,214,513	\$54,318,996	+34.8%	N/A	N/A	
Closed Sales Count	102	100	+2%	240	238	+0.8%
Closed Sales Volume	\$43,375,700	\$48,526,375	-10.6%	\$114,350,552	\$104,434,235	+9.5%
Average Sales Price	\$425,252	\$485,264	-12.4%	\$476,461	\$438,799	+8.6%
Median Sales Price	\$385,500	\$418,500	-7.9%	\$384,469	\$370,777	+3.7%
Average Sales Price per Sq Ft	\$206	\$198	+3.9%	\$213	\$196	+8.8%
Median Sales Price per Sq Ft	\$201	\$193	+4.1%	\$205	\$191	+7.3%
Distressed Charts Metrics						
Distressed Listing Count	2	3	-33.3%	N/A	N/A	

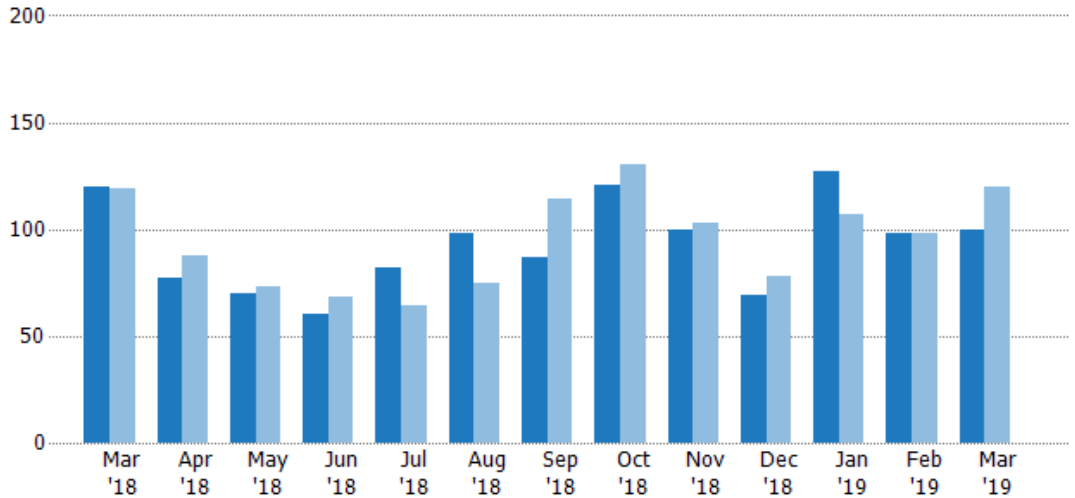
New Listings

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

Filters Used

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

Month/Year	Count	% Chg.
Mar '19	100	-16.7%
Mar '18	120	0.8%
Mar '17	119	-5%



Current Year	120	77	70	60	82	98	87	121	100	69	127	98	100
Prior Year	119	88	73	68	64	75	114	130	103	78	107	98	120
Percent Change from Prior Year	1%	-13%	-4%	-12%	28%	31%	-24%	-7%	-3%	-12%	19%	0%	-17%

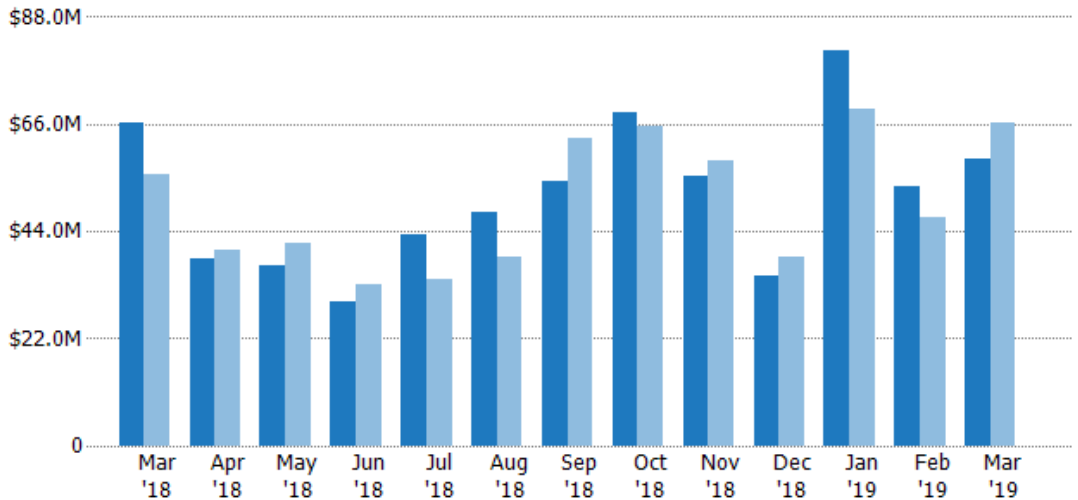
New Listing Volume

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, Single
 Family Residence

Month/Year	Volume	% Chg.
Mar '19	\$58.9M	-11.2%
Mar '18	\$66.3M	18.7%
Mar '17	\$55.9M	-7.2%



Current Year	\$66.3M	\$38.5M	\$37M	\$29.7M	\$43.4M	\$47.8M	\$54.3M	\$68.6M	\$55.2M	\$34.9M	\$81M	\$53.2M	\$58.9M
Prior Year	\$55.9M	\$40.3M	\$41.6M	\$33.1M	\$34.1M	\$38.8M	\$63.1M	\$65.6M	\$58.6M	\$38.9M	\$69.2M	\$46.8M	\$66.3M
Percent Change from Prior Year	19%	-4%	-11%	-10%	27%	23%	-14%	5%	-6%	-10%	17%	14%	-11%

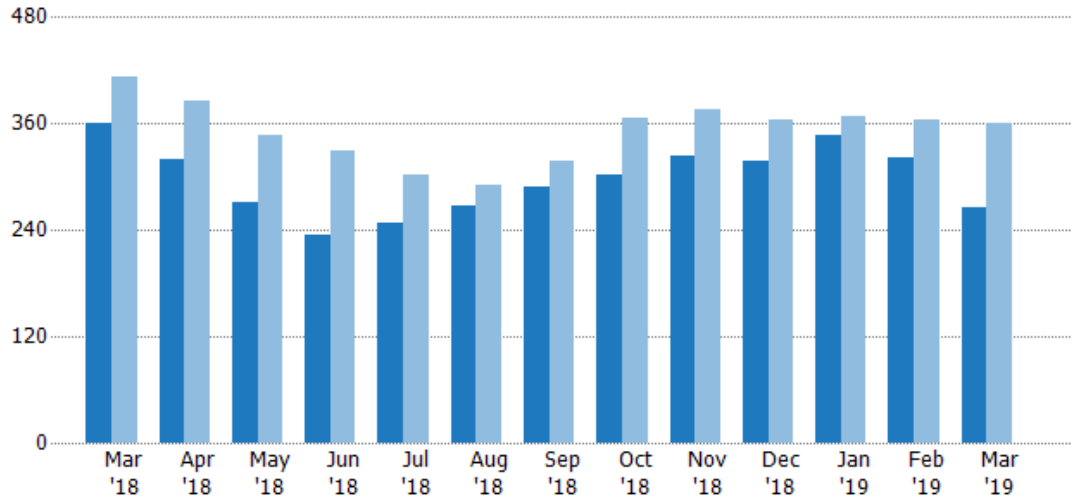
Active Listings

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, Single
 Family Residence

Month/ Year	Count	% Chg.
Mar '19	265	-26.4%
Mar '18	360	-12.8%
Mar '17	413	0.5%



Current Year	360	320	272	234	247	267	288	303	324	317	346	321	265
Prior Year	413	386	346	330	303	290	317	367	375	364	368	365	360
Percent Change from Prior Year	-13%	-17%	-21%	-29%	-18%	-8%	-9%	-17%	-14%	-13%	-6%	-12%	-26%

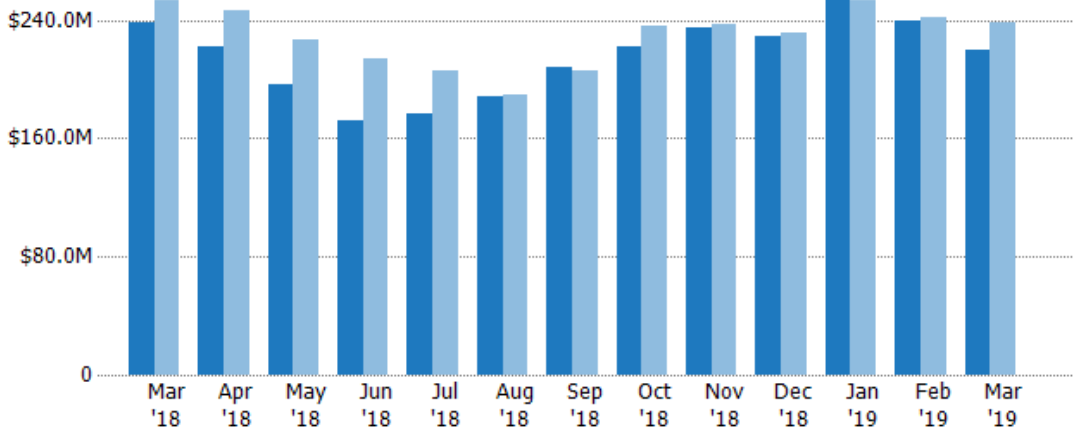
Active Listing Volume

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, Single
 Family Residence

Month/ Year	Volume	% Chg.
Mar '19	\$220M	-8%
Mar '18	\$239M	-5.7%
Mar '17	\$253M	6.5%



Current Year	\$239M	\$222M	\$196M	\$172M	\$176M	\$188M	\$208M	\$222M	\$235M	\$229M	\$257M	\$240M	\$220M
Prior Year	\$253M	\$247M	\$227M	\$214M	\$205M	\$190M	\$206M	\$236M	\$237M	\$231M	\$253M	\$242M	\$239M
Percent Change from Prior Year	-6%	-10%	-14%	-20%	-14%	-1%	1%	-6%	-1%	-1%	2%	-1%	-8%

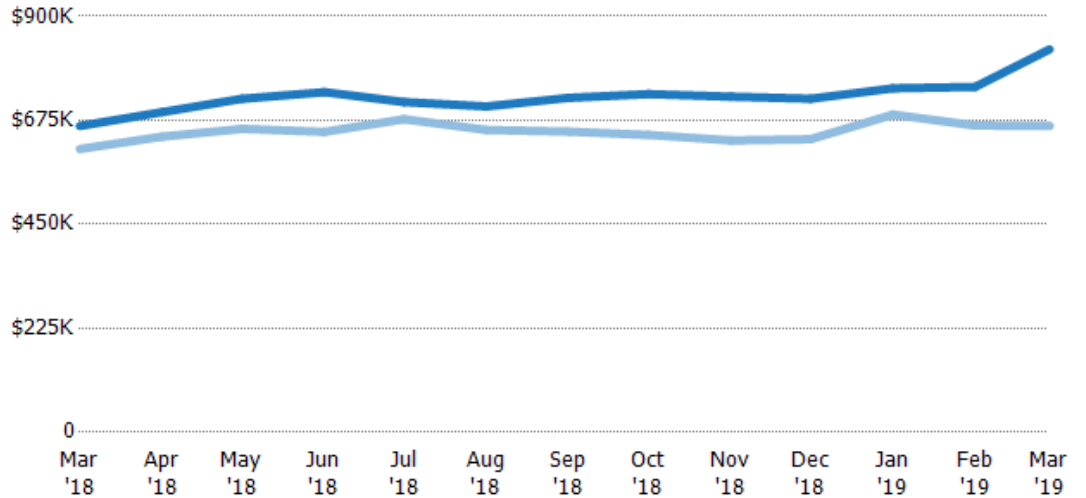
Average Listing Price

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, Single
 Family Residence

Month/ Year	Price	% Chg.
Mar '19	\$829K	25%
Mar '18	\$663K	8.1%
Mar '17	\$613K	6%



Current Year	\$663K	\$693K	\$721K	\$736K	\$714K	\$705K	\$724K	\$732K	\$726K	\$722K	\$744K	\$747K	\$829K
Prior Year	\$613K	\$640K	\$656K	\$650K	\$677K	\$654K	\$650K	\$643K	\$631K	\$634K	\$687K	\$664K	\$663K
Percent Change from Prior Year	8%	8%	10%	13%	5%	8%	11%	14%	15%	14%	8%	13%	25%

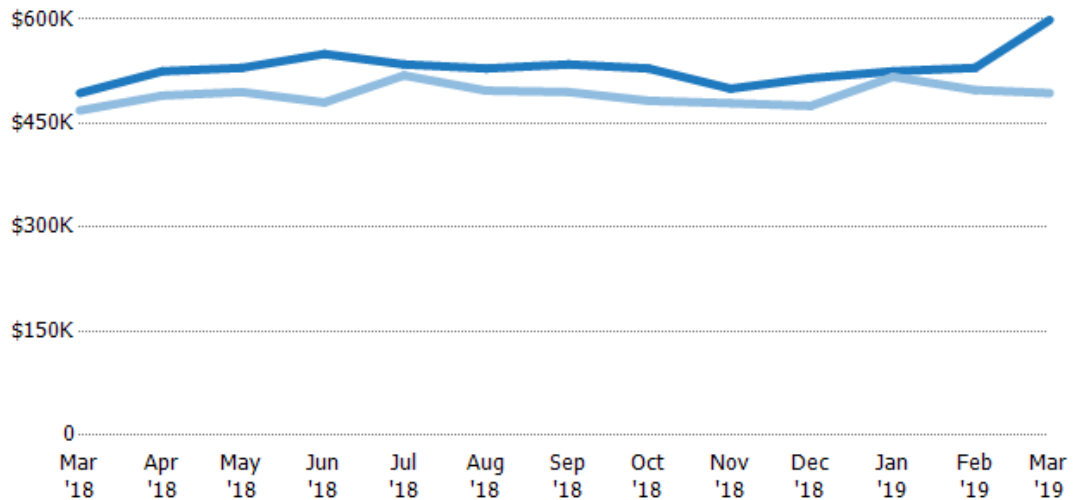
Median Listing Price

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, Single
 Family Residence

Month/ Year	Price	% Chg.
Mar '19	\$599K	21.4%
Mar '18	\$494K	5.3%
Mar '17	\$469K	0.3%



Current Year	\$494K	\$525K	\$530K	\$550K	\$535K	\$529K	\$535K	\$529K	\$500K	\$515K	\$525K	\$530K	\$599K
Prior Year	\$469K	\$490K	\$495K	\$480K	\$519K	\$497K	\$495K	\$483K	\$479K	\$475K	\$517K	\$498K	\$494K
Percent Change from Prior Year	5%	7%	7%	15%	3%	6%	8%	10%	4%	8%	2%	6%	21%

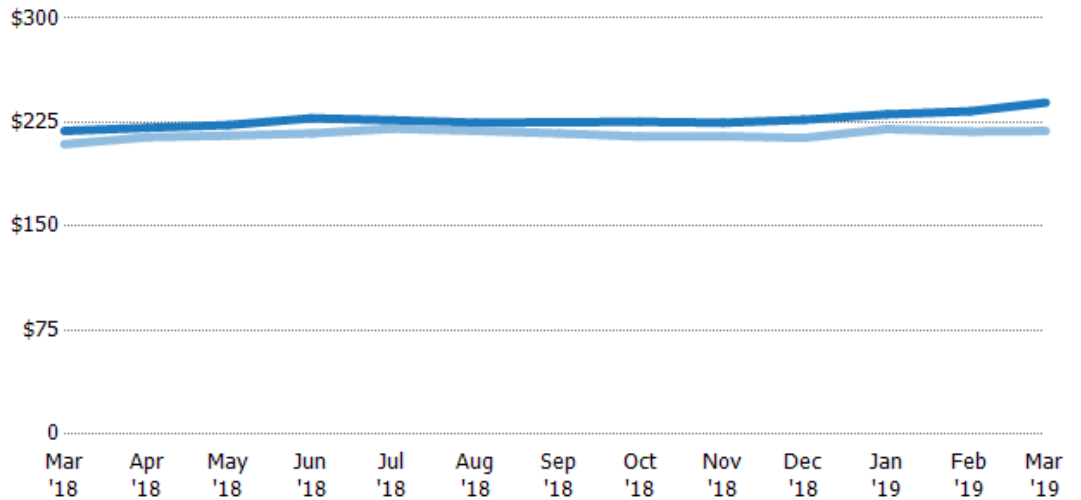
Average Listing Price per Sq Ft

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

Filters Used

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

Month/ Year	Price/sq ft	% Chg.
Mar '19	\$239	9.3%
Mar '18	\$219	4.6%
Mar '17	\$209	-2.2%



Current Year	\$219	\$221	\$223	\$228	\$227	\$225	\$225	\$225	\$225	\$227	\$231	\$233	\$239
Prior Year	\$209	\$214	\$215	\$217	\$220	\$219	\$217	\$215	\$215	\$214	\$220	\$218	\$219
Percent Change from Prior Year	5%	3%	4%	5%	3%	3%	4%	5%	4%	6%	5%	7%	9%

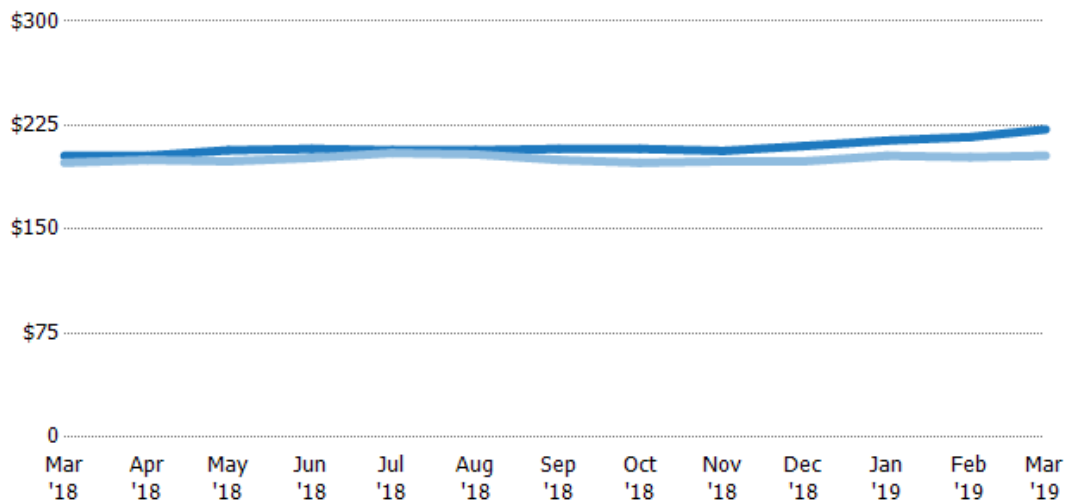
Median Listing Price per Sq Ft

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, Single
Family Residence

Month/ Year	Price/sq ft	% Chg.
Mar '19	\$222	9.4%
Mar '18	\$203	2.5%
Mar '17	\$198	-4%



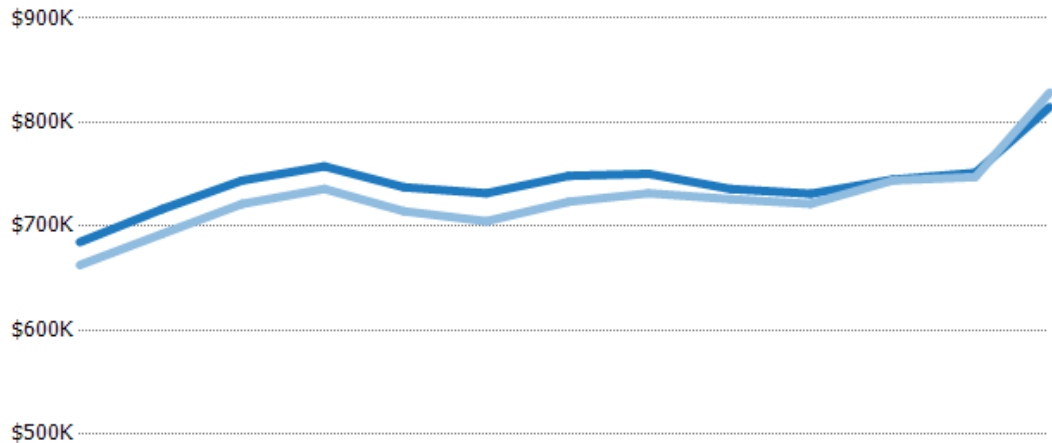
Current Year	\$203	\$203	\$207	\$208	\$207	\$207	\$208	\$208	\$207	\$210	\$214	\$217	\$222
Prior Year	\$198	\$200	\$199	\$202	\$205	\$204	\$200	\$198	\$199	\$199	\$203	\$202	\$203
Percent Change from Prior Year	3%	2%	4%	3%	1%	1%	4%	5%	4%	6%	5%	7%	9%

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



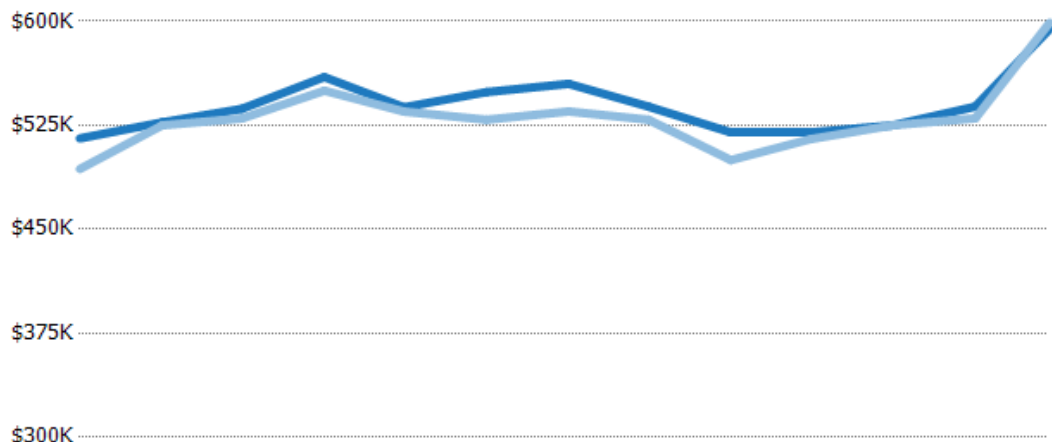
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$685K	\$717K	\$744K	\$758K	\$738K	\$732K	\$748K	\$750K	\$736K	\$731K	\$745K	\$751K	\$815K
Avg Listing Price	\$663K	\$693K	\$721K	\$736K	\$714K	\$705K	\$724K	\$732K	\$726K	\$722K	\$744K	\$747K	\$829K
Avg Listing Price as a % of Avg Est Value	97%	97%	97%	97%	97%	96%	97%	97%	99%	99%	100%	99%	102%

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, Single
Family Residence



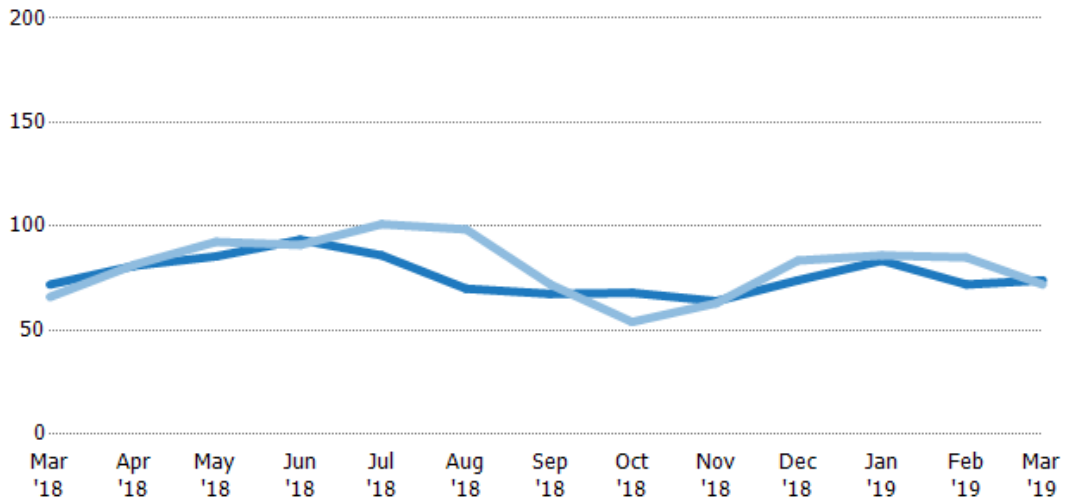
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$516K	\$527K	\$537K	\$560K	\$538K	\$549K	\$555K	\$538K	\$520K	\$520K	\$525K	\$538K	\$594K
Median Listing Price	\$494K	\$525K	\$530K	\$550K	\$535K	\$529K	\$535K	\$529K	\$500K	\$515K	\$525K	\$530K	\$599K
Med Listing Price as a % of Med Est Value	96%	100%	99%	98%	99%	96%	96%	98%	96%	99%	100%	98%	101%

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, Single Family Residence



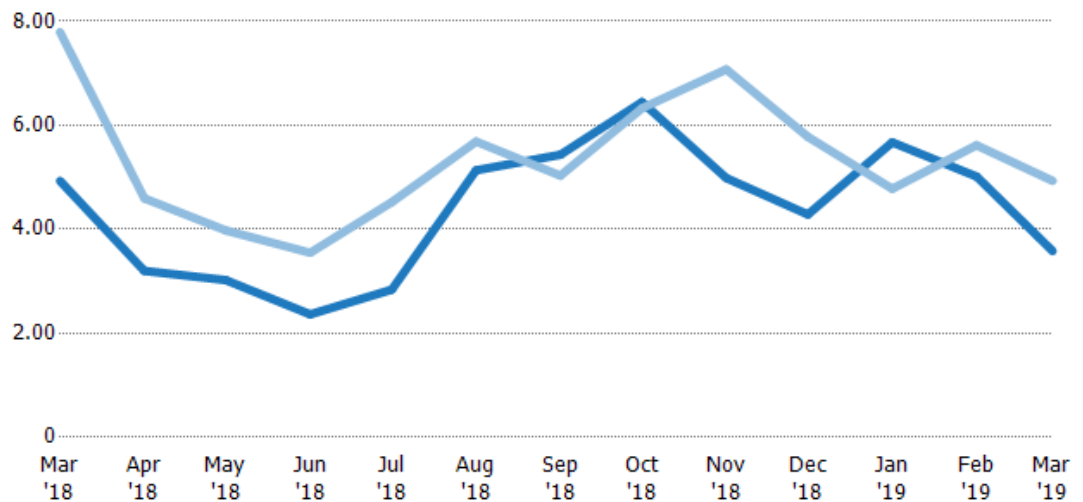
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	72	81	85.5	93.5	86	70	67.5	68	64	74	83.5	72	74
Prior Year	66	81.5	92.5	91	101	98.5	72	54	63	83.5	86	85	72
Percent Change from Prior Year	9%	-1%	-8%	3%	-15%	-29%	-6%	26%	2%	-11%	-3%	-15%	3%

Months of Inventory

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, Single Family Residence



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	4.93	3.2	3.02	2.36	2.84	5.13	5.43	6.45	4.98	4.28	5.67	5.02	3.58
Prior Year	7.79	4.6	3.98	3.55	4.52	5.69	5.03	6.33	7.08	5.78	4.78	5.62	4.93
Percent Change from Prior Year	-37%	-30%	-24%	-33%	-37%	-10%	8%	2%	-30%	-26%	19%	-11%	-27%

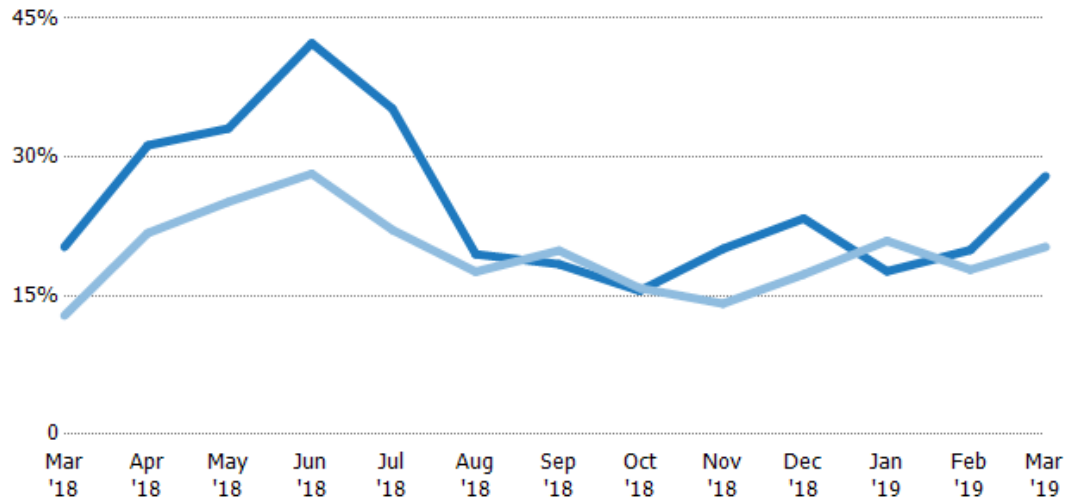
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Mar '19	28%	-7.7%
Mar '18	20%	-7.4%
Mar '17	13%	12.6%



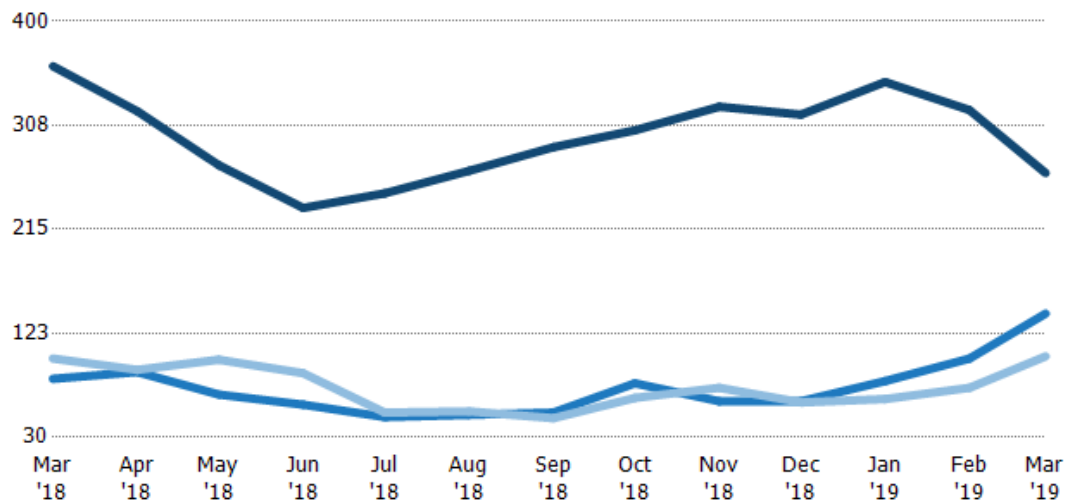
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	20%	31%	33%	42%	35%	19%	18%	16%	20%	23%	18%	20%	28%
Prior Year	13%	22%	25%	28%	22%	18%	20%	16%	14%	17%	21%	18%	20%
Change from Prior Year	-7%	-9%	-8%	-14%	-13%	-2%	1%	0%	-6%	-6%	3%	-2%	-8%

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, Single
Family Residence



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Active	360	320	272	234	247	267	288	303	324	317	346	321	265
Pending	82	88	68	59	48	50	52	78	62	62	80	100	140
Sold	100	90	99	87	52	53	47	65	74	61	64	74	102

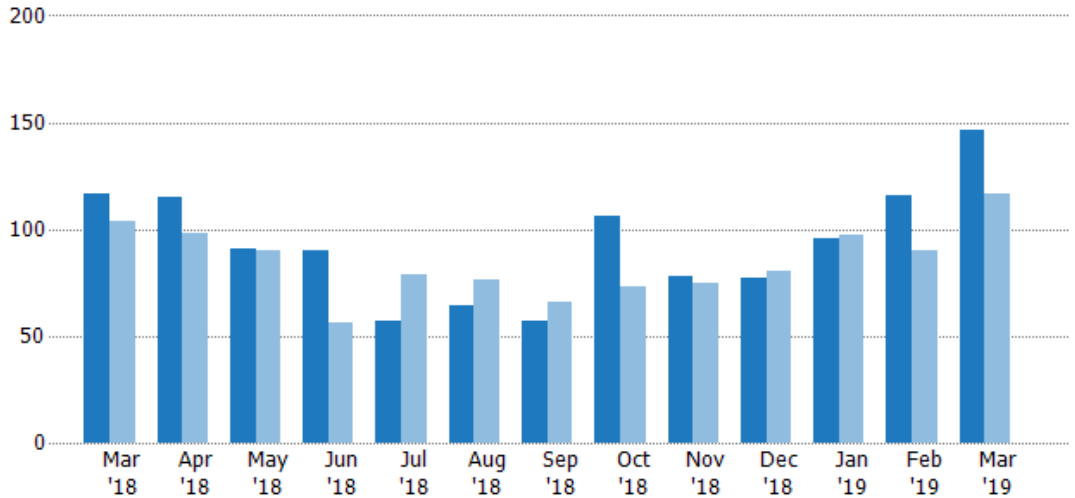
New Pending Sales

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, Single
 Family Residence

Month/ Year	Count	% Chg.
Mar '19	146	24.8%
Mar '18	117	12.5%
Mar '17	104	7.7%



Current Year	117	115	91	90	57	64	57	106	78	77	96	116	146
Prior Year	104	98	90	56	79	76	66	73	75	80	97	90	117
Percent Change from Prior Year	13%	17%	1%	61%	-28%	-16%	-14%	45%	4%	-4%	-1%	29%	25%

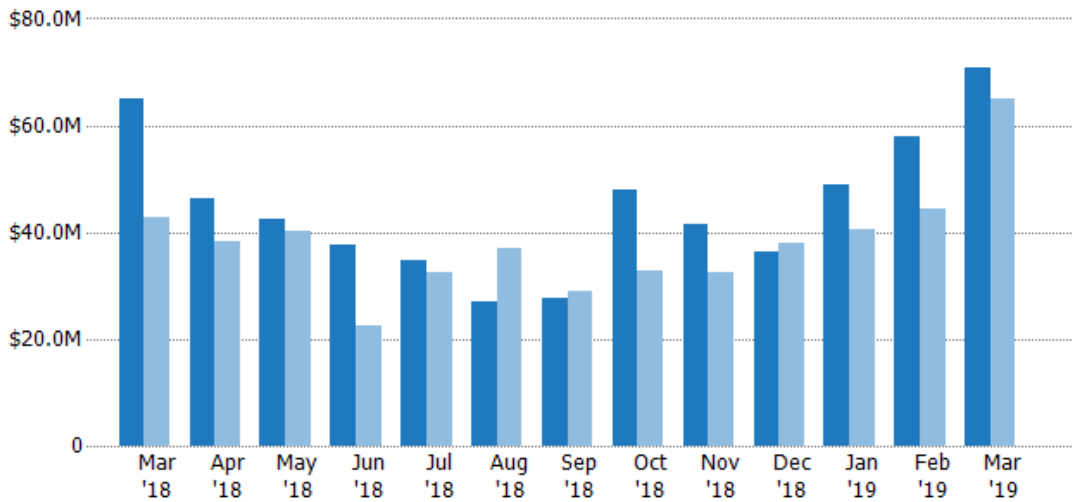
New Pending Sales Volume

The sum of the sales price 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, Single
 Family Residence

Month/ Year	Volume	% Chg.
Mar '19	\$70.9M	9.2%
Mar '18	\$65M	51.6%
Mar '17	\$42.9M	13.6%



Current Year	\$65M	\$46.5M	\$42.4M	\$37.5M	\$34.6M	\$26.9M	\$27.6M	\$48M	\$41.4M	\$36.3M	\$48.9M	\$58.1M	\$70.9M
Prior Year	\$42.9M	\$38.2M	\$40.4M	\$22.4M	\$32.6M	\$37.1M	\$29M	\$32.8M	\$32.4M	\$37.9M	\$40.4M	\$44.3M	\$65M
Percent Change from Prior Year	52%	22%	5%	67%	6%	-28%	-5%	47%	28%	-4%	21%	31%	9%

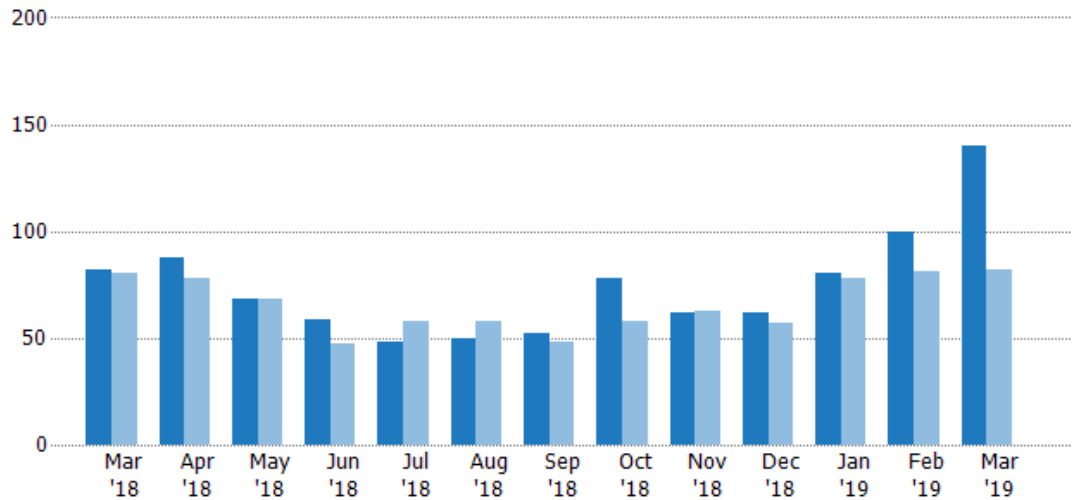
Pending Sales

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, Single
 Family Residence

Month/ Year	Count	% Chg.
Mar '19	140	70.7%
Mar '18	82	2.5%
Mar '17	80	2.5%



Current Year	82	88	68	59	48	50	52	78	62	62	80	100	140
Prior Year	80	78	68	47	58	58	48	58	63	57	78	81	82
Percent Change from Prior Year	3%	13%	0%	26%	-17%	-14%	8%	34%	-2%	9%	3%	23%	71%

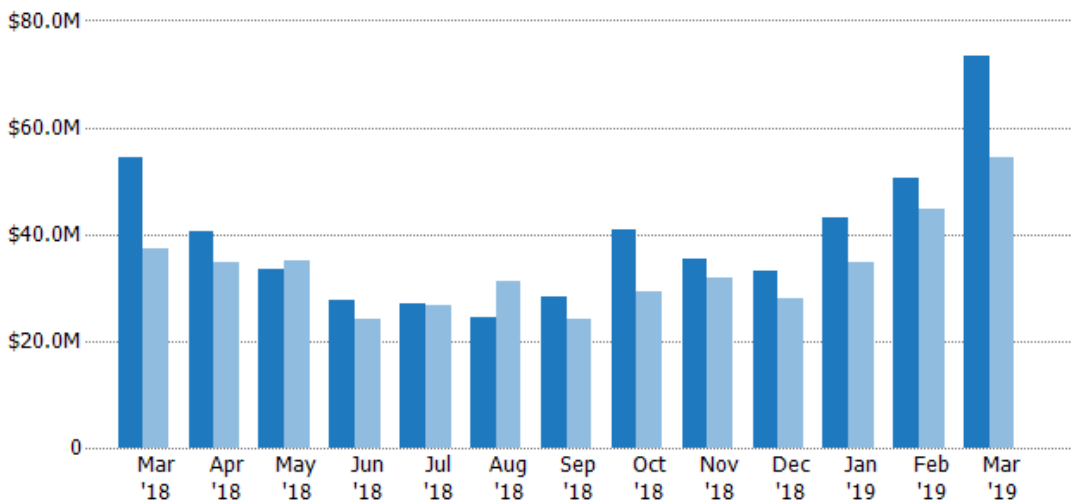
Pending Sales Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Mar '19	\$73.2M	34.8%
Mar '18	\$54.3M	45.6%
Mar '17	\$37.3M	3.1%



Current Year	\$54.3M	\$40.4M	\$33.3M	\$27.7M	\$26.9M	\$24.4M	\$28.4M	\$40.7M	\$35.4M	\$33.2M	\$43.2M	\$50.5M	\$73.2M
Prior Year	\$37.3M	\$34.6M	\$35M	\$24.2M	\$26.8M	\$31M	\$23.9M	\$29.2M	\$31.9M	\$27.8M	\$34.8M	\$44.8M	\$54.3M
Percent Change from Prior Year	46%	17%	-5%	14%	0%	-21%	19%	40%	11%	19%	24%	13%	35%

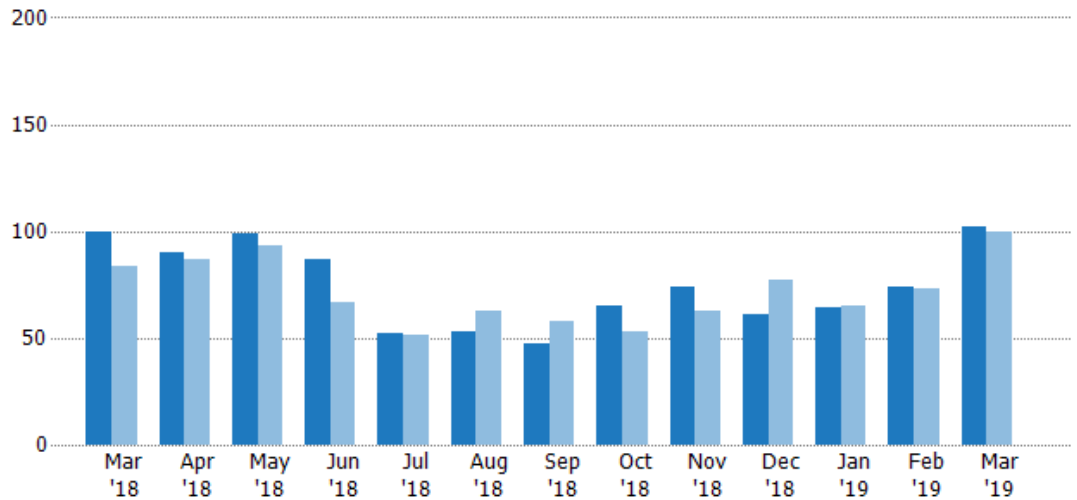
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/ Year	Count	% Chg.
Mar '19	102	2%
Mar '18	100	19%
Mar '17	84	11.9%



Current Year	100	90	99	87	52	53	47	65	74	61	64	74	102
Prior Year	84	87	93	67	51	63	58	53	63	77	65	73	100
Percent Change from Prior Year	19%	3%	6%	30%	2%	-16%	-19%	23%	17%	-21%	-2%	1%	2%

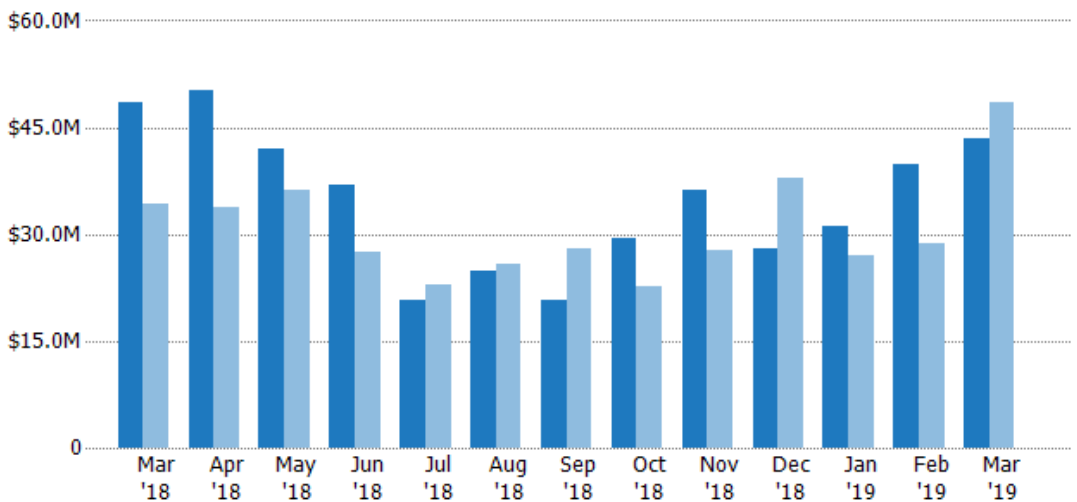
Closed Sales Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Mar '19	\$43.4M	-10.6%
Mar '18	\$48.5M	42%
Mar '17	\$34.2M	0.4%



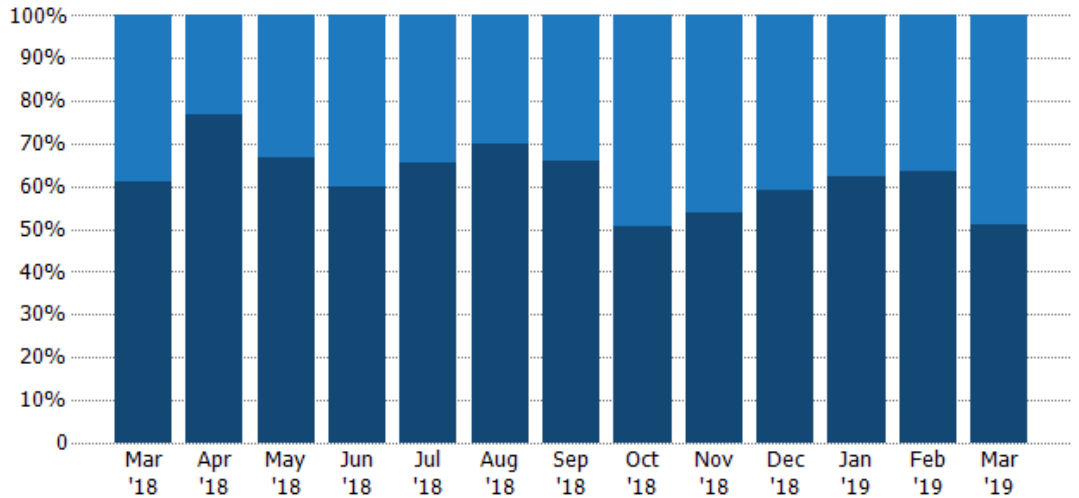
Current Year	\$48.5M	\$50.1M	\$42M	\$36.9M	\$20.8M	\$24.8M	\$20.7M	\$29.5M	\$36.2M	\$28.1M	\$31.1M	\$39.9M	\$43.4M
Prior Year	\$34.2M	\$33.8M	\$36.3M	\$27.5M	\$23M	\$25.9M	\$28M	\$22.6M	\$27.6M	\$38M	\$27.1M	\$28.8M	\$48.5M
Percent Change from Prior Year	42%	48%	16%	34%	-9%	-4%	-26%	30%	31%	-26%	15%	39%	-11%

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, Single
 Family Residence



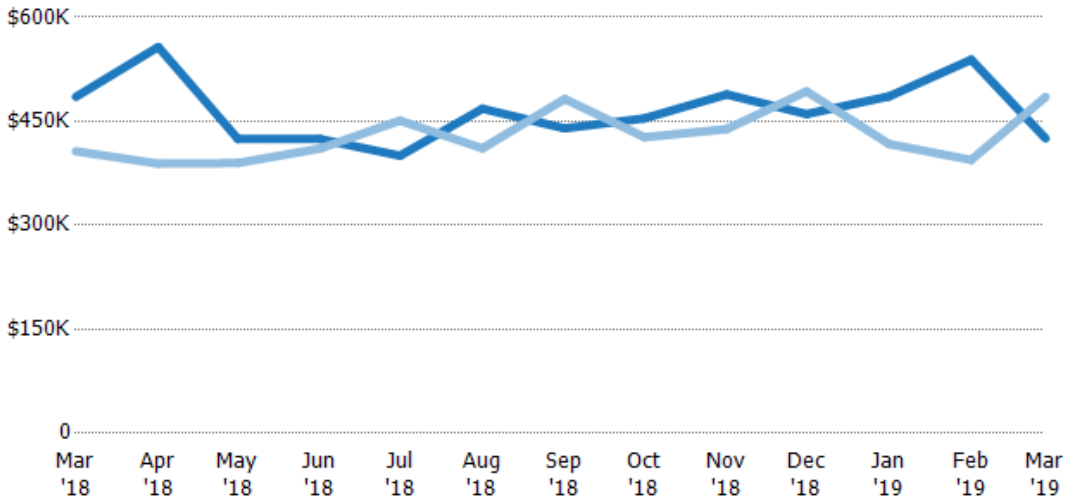
Condo/Townhouse	39%	23%	33%	40%	35%	30%	34%	49%	46%	41%	38%	36%	49%
Single Family Residence	61%	77%	67%	60%	65%	70%	66%	51%	54%	59%	63%	64%	51%

Average Sales Price

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, Single
 Family Residence



Current Year	\$485K	\$557K	\$425K	\$424K	\$400K	\$468K	\$440K	\$454K	\$489K	\$460K	\$486K	\$539K	\$425K
Prior Year	\$407K	\$389K	\$390K	\$411K	\$451K	\$411K	\$482K	\$427K	\$439K	\$493K	\$417K	\$394K	\$485K
Percent Change from Prior Year	19%	43%	9%	3%	-11%	14%	-9%	6%	11%	-7%	16%	37%	-12%

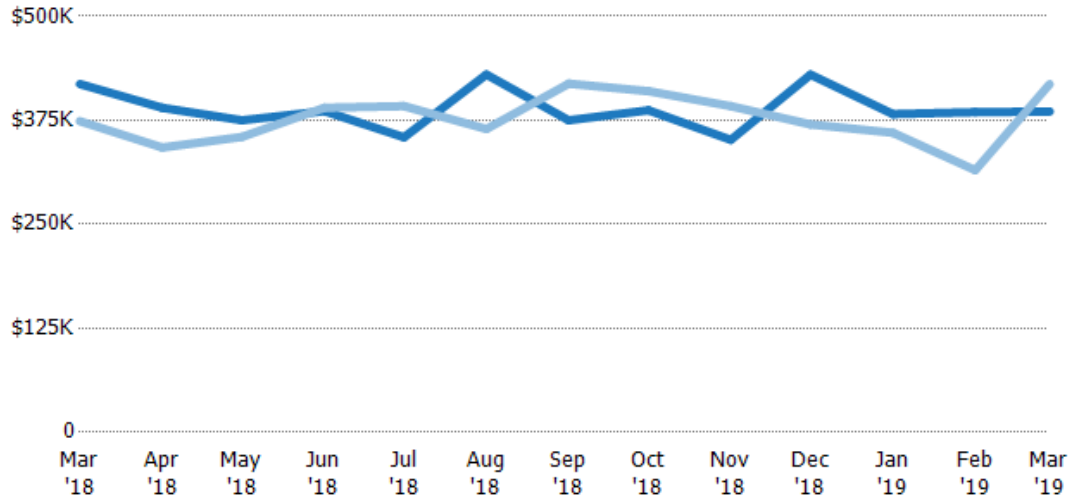
Median Sales Price

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, Single
 Family Residence

Month/ Year	Price	% Chg.
Mar '19	\$386K	-7.9%
Mar '18	\$419K	11.9%
Mar '17	\$374K	-14.4%



Current Year	\$419K	\$390K	\$375K	\$386K	\$355K	\$430K	\$375K	\$387K	\$352K	\$430K	\$383K	\$385K	\$386K
Prior Year	\$374K	\$342K	\$355K	\$390K	\$392K	\$365K	\$419K	\$410K	\$392K	\$370K	\$360K	\$315K	\$419K
Percent Change from Prior Year	12%	14%	6%	-1%	-10%	18%	-11%	-6%	-10%	16%	6%	22%	-8%

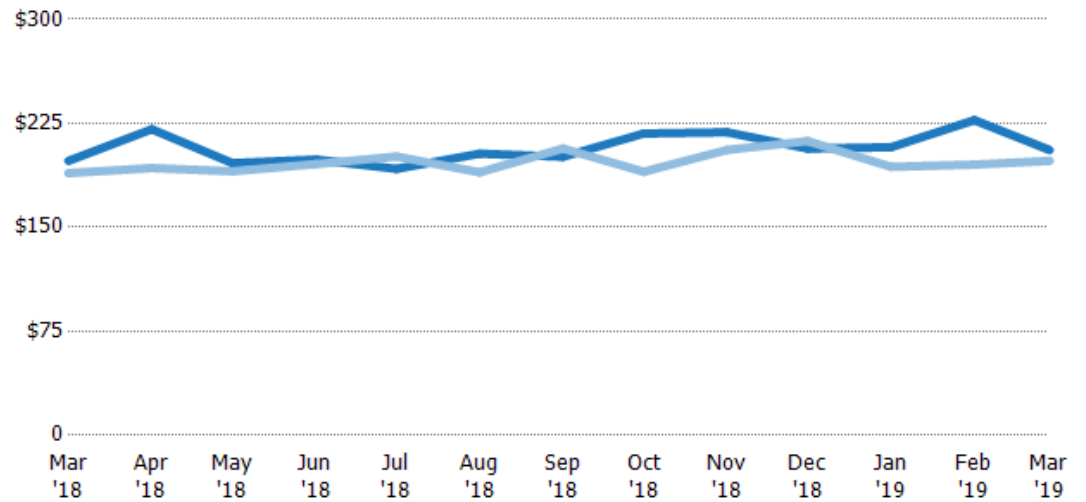
Average Sales Price per Sq Ft

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

Filters Used

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

Month/ Year	Price/sq ft	% Chg.
Mar '19	\$206	3.9%
Mar '18	\$198	4.7%
Mar '17	\$189	-6.4%



Current Year	\$198	\$221	\$196	\$199	\$192	\$203	\$201	\$218	\$219	\$207	\$208	\$227	\$206
Prior Year	\$189	\$193	\$190	\$196	\$201	\$190	\$207	\$190	\$206	\$212	\$194	\$195	\$198
Percent Change from Prior Year	5%	15%	3%	2%	-4%	7%	-3%	14%	6%	-3%	7%	16%	4%

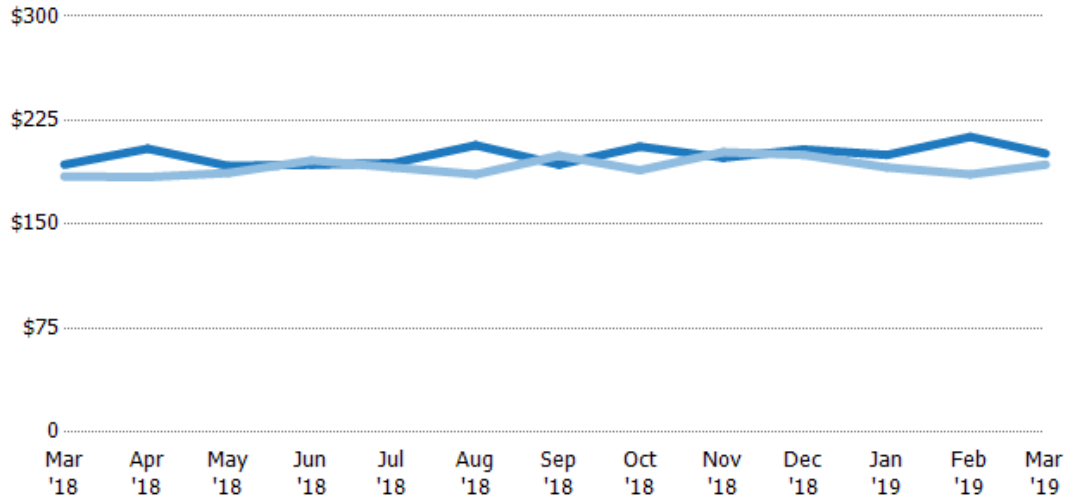
Median Sales Price per Sq Ft

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, Single
Family Residence

Month/ Year	Price/sq ft	% Chg.
Mar '19	\$201	4.1%
Mar '18	\$193	4.6%
Mar '17	\$185	-4.9%



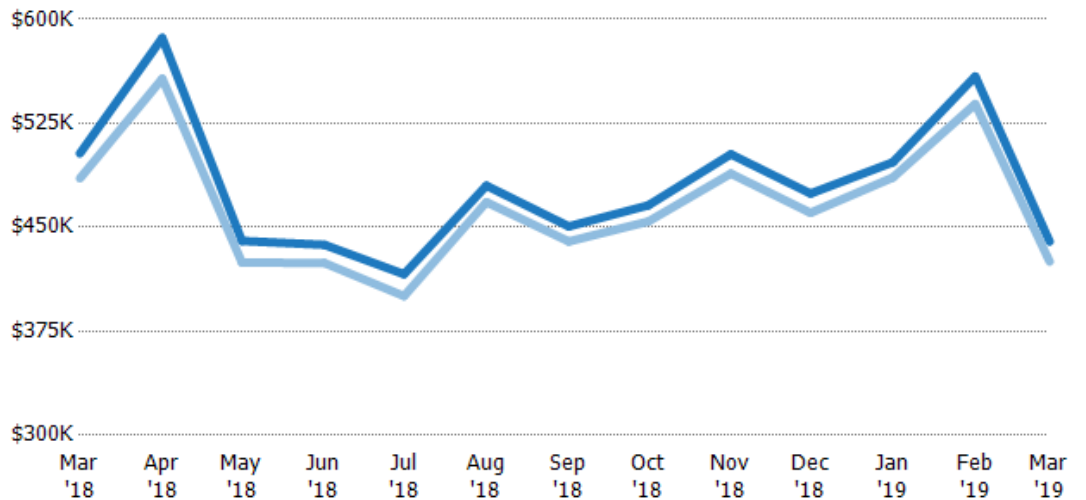
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$193	\$205	\$192	\$193	\$194	\$207	\$193	\$206	\$198	\$204	\$200	\$213	\$201
Prior Year	\$185	\$184	\$187	\$196	\$191	\$186	\$200	\$189	\$202	\$200	\$191	\$186	\$193
Percent Change from Prior Year	5%	11%	3%	-2%	2%	11%	-3%	9%	-2%	2%	5%	15%	4%

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, Single
Family Residence



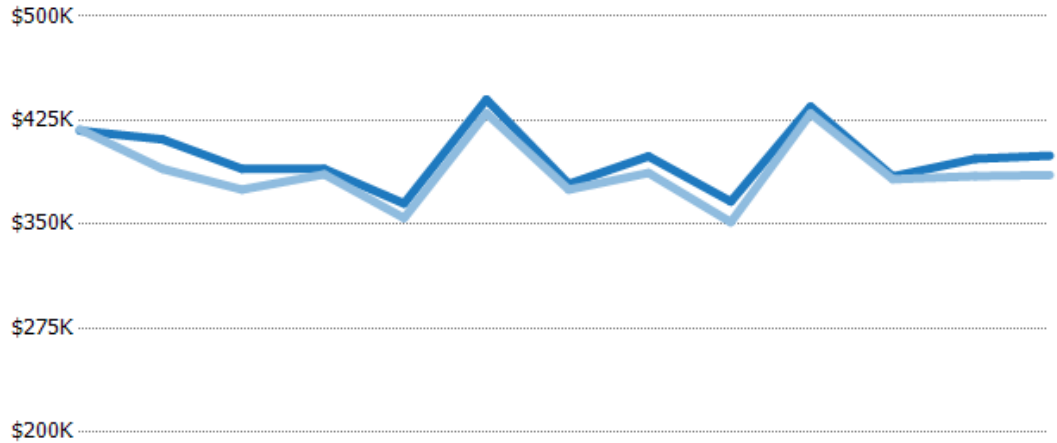
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg List Price	\$503K	\$587K	\$440K	\$437K	\$416K	\$480K	\$451K	\$466K	\$503K	\$474K	\$497K	\$559K	\$440K
Avg Sales Price	\$485K	\$557K	\$425K	\$424K	\$400K	\$468K	\$440K	\$454K	\$489K	\$460K	\$486K	\$539K	\$425K
Avg Sales Price as a % of Avg List Price	96%	95%	96%	97%	96%	98%	98%	97%	97%	97%	98%	96%	97%

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, Single
 Family Residence



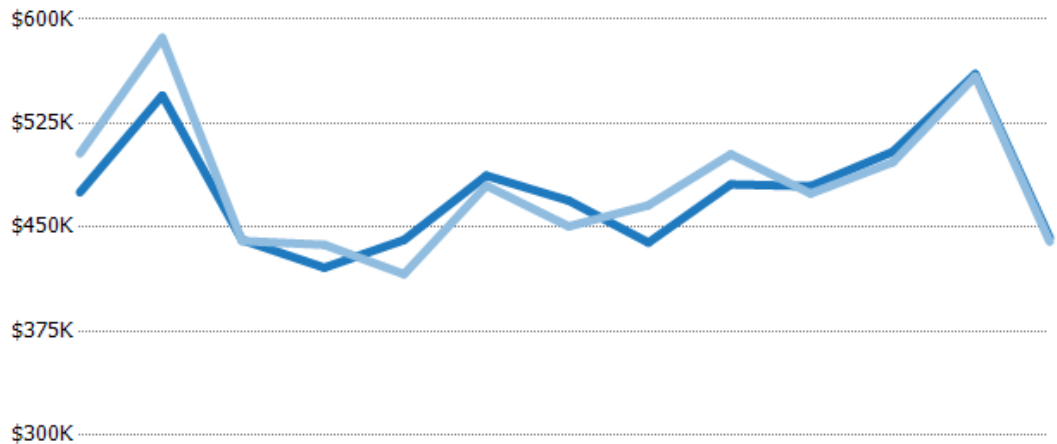
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median List Price	\$418K	\$411K	\$390K	\$390K	\$365K	\$440K	\$379K	\$399K	\$366K	\$435K	\$385K	\$397K	\$399K
Median Sales Price	\$419K	\$390K	\$375K	\$386K	\$355K	\$430K	\$375K	\$387K	\$352K	\$430K	\$383K	\$385K	\$386K
Med Sales Price as a % of Med List Price	100%	95%	96%	99%	97%	98%	99%	97%	96%	99%	99%	97%	97%

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, Single
 Family Residence



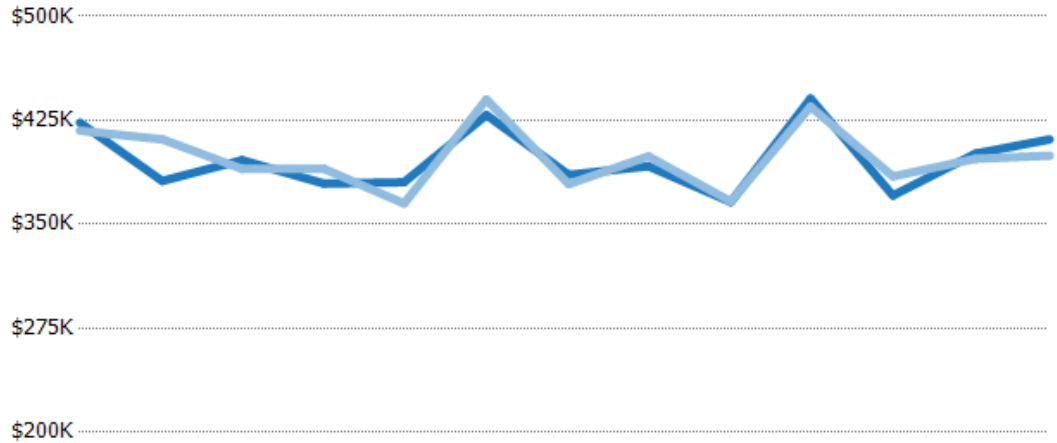
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$475K	\$545K	\$441K	\$421K	\$441K	\$487K	\$469K	\$439K	\$481K	\$480K	\$504K	\$561K	\$443K
Avg Sales Price	\$503K	\$587K	\$440K	\$437K	\$416K	\$480K	\$451K	\$466K	\$503K	\$474K	\$497K	\$559K	\$440K
Avg Sales Price as a % of Avg Est Value	106%	108%	100%	104%	94%	99%	96%	106%	105%	99%	98%	100%	99%

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, Single
 Family Residence



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$423K	\$381K	\$396K	\$379K	\$380K	\$429K	\$386K	\$392K	\$366K	\$441K	\$371K	\$401K	\$411K
Median Sales Price	\$418K	\$411K	\$390K	\$390K	\$365K	\$440K	\$379K	\$399K	\$366K	\$435K	\$385K	\$397K	\$399K
Med Sales Price as a % of Med Est Value	99%	108%	98%	103%	96%	103%	98%	102%	100%	99%	104%	99%	97%

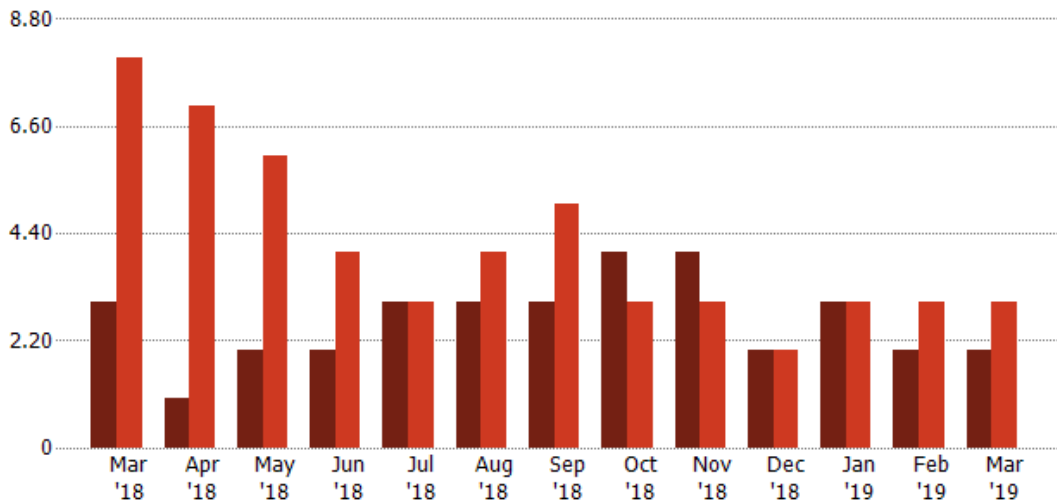
Distressed Listings

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, Single
 Family Residence

Month/Year	Count	% Chg.
Mar '19	2	-33.3%
Mar '18	3	-62.5%
Mar '17	8	-12.5%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	3	1	2	2	3	3	3	4	4	2	3	2	2
Prior Year	8	7	6	4	3	4	5	3	3	2	3	3	3
Percent Change from Prior Year	-63%	-86%	-67%	-50%	0%	-25%	-40%	33%	33%	0%	0%	-33%	-33%

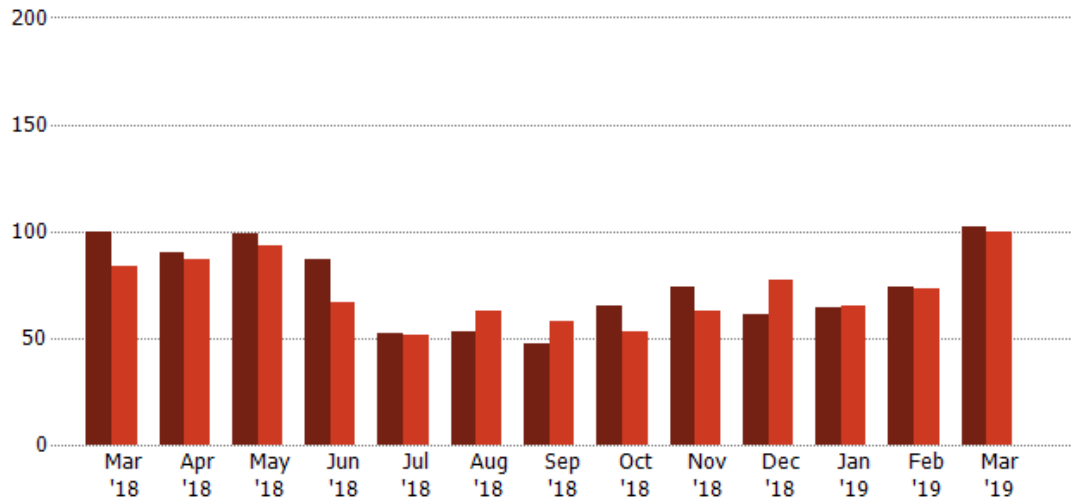
Distressed Sales

The count of distressed residential properties sold each month.

Filters Used

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

Month/ Year	Count	% Chg.
Mar '19	102	2%
Mar '18	100	19%
Mar '17	84	11.9%



Current Year	100	90	99	87	52	53	47	65	74	61	64	74	102
Prior Year	84	87	93	67	51	63	58	53	63	77	65	73	100
Percent Change from Prior Year	19%	3%	6%	30%	2%	-16%	-19%	23%	17%	-21%	-2%	1%	2%



Sales Activity by ZIP

Mar 2019

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	140	\$73,214,513	102	\$43,375,700	\$425,252	\$385,500	\$200	\$196	48