



**2018**

# **FOUNTAIN HILLS**

## **MARKET REPORT**

March 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	Mar 2018	Mar 2017	+ / -	YTD 2018	YTD 2017	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	132	142	-7%	363	437	-16.9%
New Listing Volume	\$78,770,139	\$63,178,550	+24.7%	\$207,034,024	\$213,323,914	-2.9%
Active Listing Count	335	489	-31.5%	1,137	1,434	-20.7%
Active Listing Volume	\$265,743,866	\$307,549,674	-13.6%	\$856,311,957	\$905,675,019	-5.5%
Average Listing Price	\$793,265	\$628,936	+26.1%	\$753,133	\$631,573	+19.2%
Median Listing Price	\$565,000	\$469,000	+20.5%	\$540,105	\$465,635	+16%
Average Listing Price per Sq Ft	\$232	\$213	+9.2%	\$227	\$214	+6.1%
Median Listing Price per Sq Ft	\$212	\$198	+7.1%	\$209	\$198	+5.5%
Median Days in RPR	74	78	-5.1%	82.66	81.87	+1%
Months of Inventory	4.5	8.7	-48.2%	5.7	5.9	-4.1%
Absorption Rate	22.09%	11.45%	+10.6%	17.68%	16.95%	+0.7%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	154	112	+37.5%	355	287	+23.7%
New Pending Sales Volume	\$83,614,693	\$43,751,931	+91.1%	\$173,218,950	\$118,249,076	+46.5%
Pending Sales Count	140	86	+62.8%	320	246	+30.1%
Pending Sales Volume	\$85,702,433	\$38,563,807	+122.2%	\$181,484,931	\$112,569,152	+61.2%
Closed Sales Count	104	90	+15.6%	246	201	+22.4%
Closed Sales Volume	\$49,586,175	\$37,419,687	+32.5%	\$107,963,035	\$84,234,087	+28.2%
Average Sales Price	\$476,790	\$415,774	+14.7%	\$438,874	\$419,075	+4.7%
Median Sales Price	\$404,500	\$382,624	+5.7%	\$366,645	\$367,902	-0.3%
Average Sales Price per Sq Ft	\$197	\$191	+3.2%	\$196	\$190	+3.1%
Median Sales Price per Sq Ft	\$193	\$186	+4%	\$191	\$181	+5.3%
<b>Distressed Charts Metrics</b>						
Distressed Listing Count	2	11	-81.8%	6	31	-80.6%

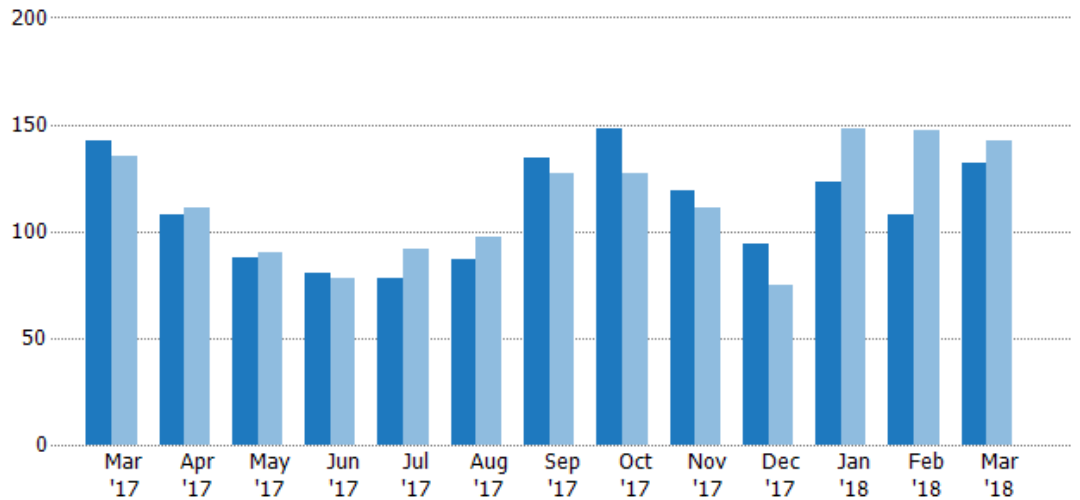
## New Listings

The number of new single-family, condominium and townhome 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 '18	132	-7%
Mar '17	142	5.2%
Mar '16	135	-2.2%



Current Year	142	108	88	80	78	87	134	148	119	94	123	108	132
Prior Year	135	111	90	78	92	97	127	127	111	75	148	147	142
Percent Change from Prior Year	5%	-3%	-2%	3%	-15%	-10%	6%	17%	7%	25%	-17%	-27%	-7%

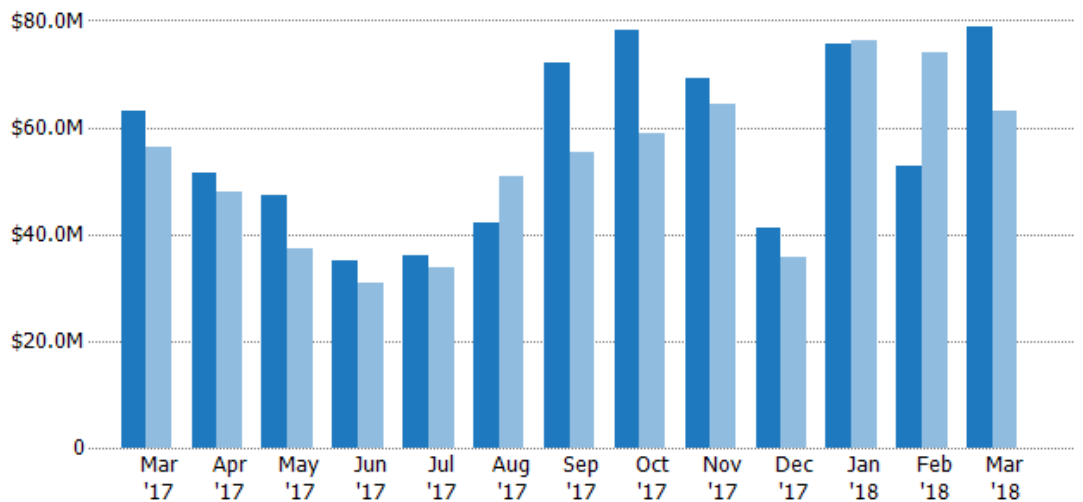
## New Listing Volume

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

### Filters Used

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

Month/ Year	Volume	% Chg.
Mar '18	\$78.8M	24.7%
Mar '17	\$63.2M	12.2%
Mar '16	\$56.3M	-2.5%



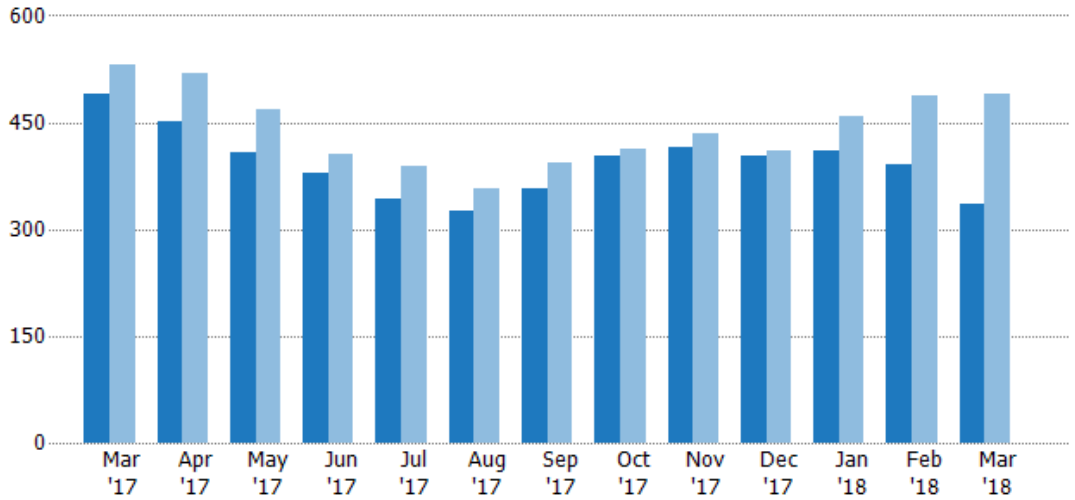
Current Year	\$63.2M	\$51.6M	\$47.3M	\$34.9M	\$35.9M	\$42.2M	\$72.2M	\$78.3M	\$69.1M	\$41.2M	\$75.5M	\$52.8M	\$78.8M
Prior Year	\$56.3M	\$47.8M	\$37.4M	\$30.7M	\$33.8M	\$50.8M	\$55.2M	\$59M	\$64.3M	\$35.7M	\$76.2M	\$74M	\$63.2M
Percent Change from Prior Year	12%	8%	27%	14%	6%	-17%	31%	33%	8%	15%	-1%	-29%	25%

## Active Listings

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

### Filters Used

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



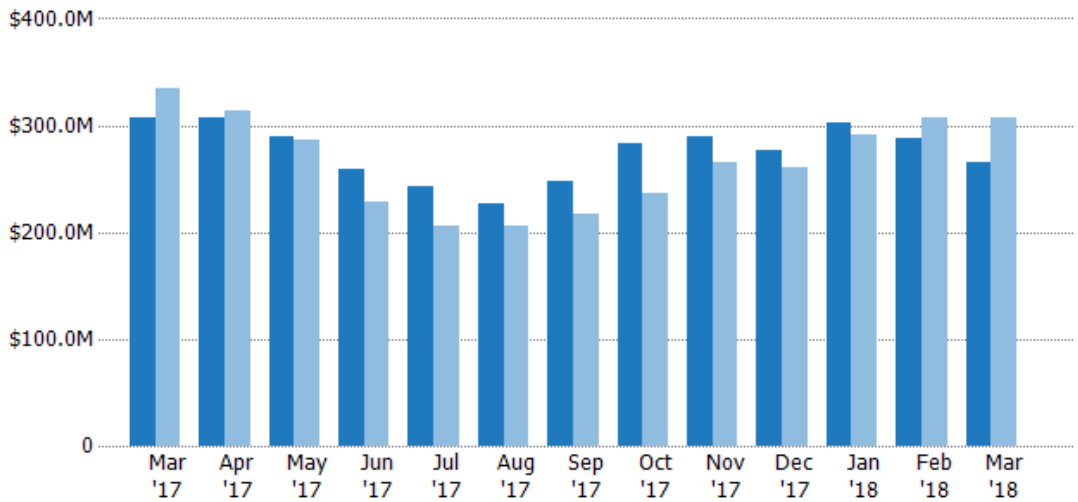
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	489	451	408	379	343	325	357	404	416	403	410	392	335
Prior Year	531	518	468	406	388	358	393	413	434	409	458	487	489
Percent Change from Prior Year	-8%	-13%	-13%	-7%	-12%	-9%	-9%	-2%	-4%	-1%	-10%	-20%	-31%

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



	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	\$308M	\$307M	\$290M	\$260M	\$244M	\$227M	\$247M	\$283M	\$290M	\$276M	\$303M	\$288M	\$266M
Prior Year	\$334M	\$314M	\$287M	\$228M	\$206M	\$206M	\$218M	\$237M	\$265M	\$260M	\$291M	\$308M	\$308M
Percent Change from Prior Year	-8%	-2%	1%	14%	19%	10%	13%	19%	9%	6%	4%	-7%	-14%

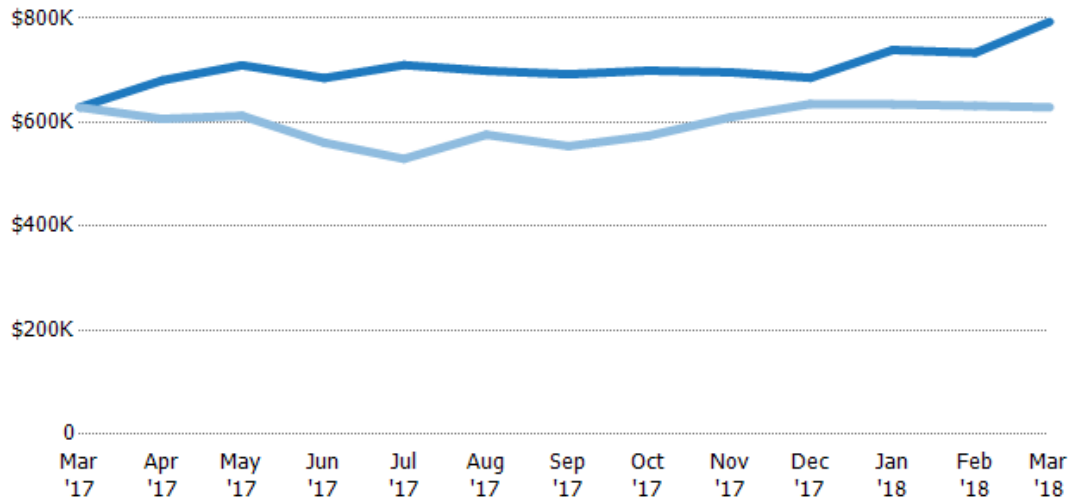
## Average Listing Price

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

### Filters Used

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

Month/Year	Price	% Chg.
Mar '18	\$793K	26.1%
Mar '17	\$629K	0%
Mar '16	\$629K	-14.5%



Current Year	\$629K	\$681K	\$710K	\$685K	\$710K	\$699K	\$692K	\$699K	\$696K	\$685K	\$739K	\$734K	\$793K
Prior Year	\$629K	\$606K	\$613K	\$561K	\$530K	\$576K	\$554K	\$574K	\$610K	\$635K	\$634K	\$632K	\$629K
Percent Change from Prior Year	0%	12%	16%	22%	34%	21%	25%	22%	14%	8%	16%	16%	26%

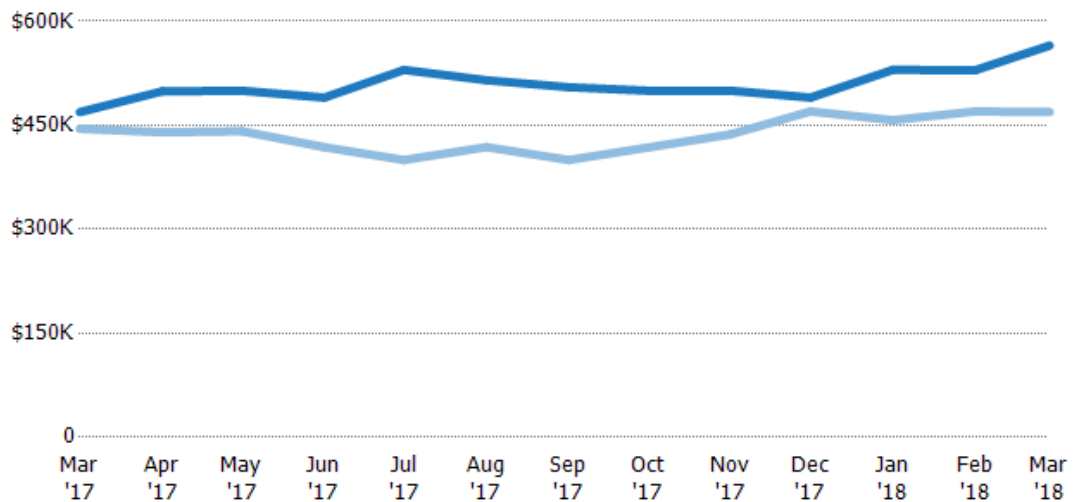
## Median Listing Price

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

### Filters Used

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

Month/Year	Price	% Chg.
Mar '18	\$565K	20.5%
Mar '17	\$469K	5.4%
Mar '16	\$445K	-17.1%



Current Year	\$469K	\$499K	\$500K	\$490K	\$530K	\$515K	\$505K	\$500K	\$500K	\$490K	\$530K	\$529K	\$565K
Prior Year	\$445K	\$440K	\$441K	\$418K	\$400K	\$419K	\$400K	\$418K	\$437K	\$470K	\$457K	\$470K	\$469K
Percent Change from Prior Year	5%	13%	13%	17%	33%	23%	26%	20%	14%	4%	16%	13%	20%

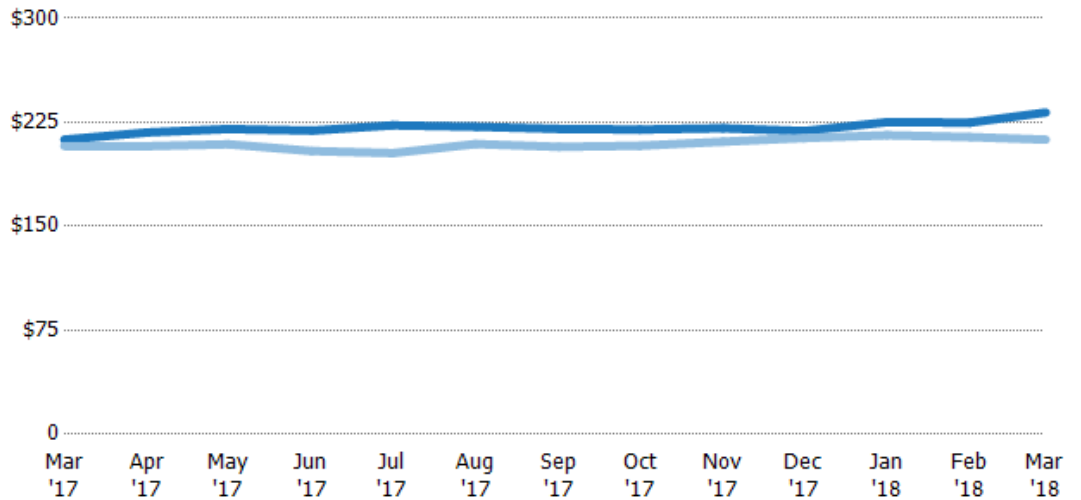
## Average Listing Price per Sq Ft

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 '18	\$232	9.2%
Mar '17	\$213	2.2%
Mar '16	\$208	-5.2%



Current Year	\$213	\$218	\$220	\$219	\$223	\$222	\$220	\$220	\$221	\$219	\$225	\$225	\$232
Prior Year	\$208	\$208	\$209	\$204	\$203	\$209	\$207	\$208	\$211	\$214	\$216	\$214	\$213
Percent Change from Prior Year	2%	5%	5%	7%	10%	6%	6%	6%	5%	2%	4%	5%	9%

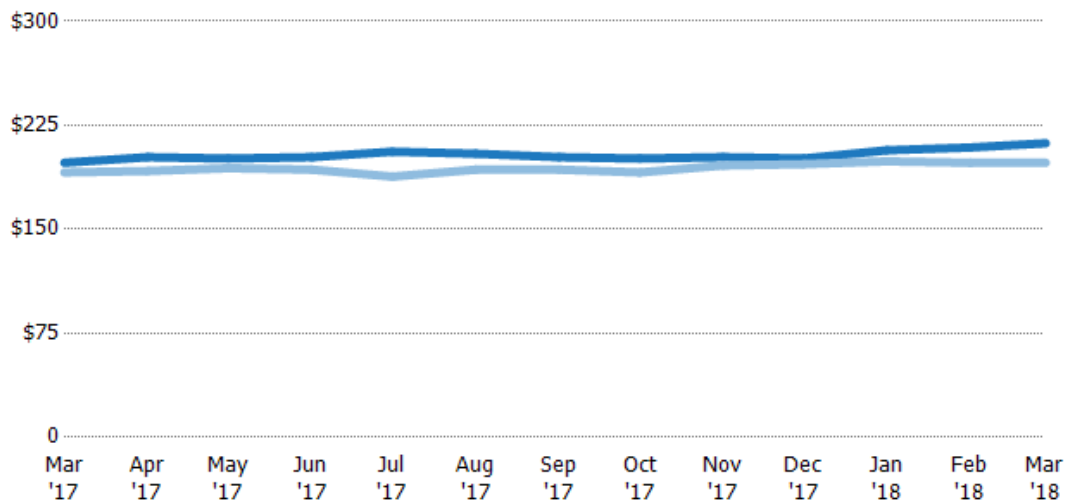
## Median Listing Price per Sq Ft

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 '18	\$212	7.1%
Mar '17	\$198	3.7%
Mar '16	\$191	-3.1%



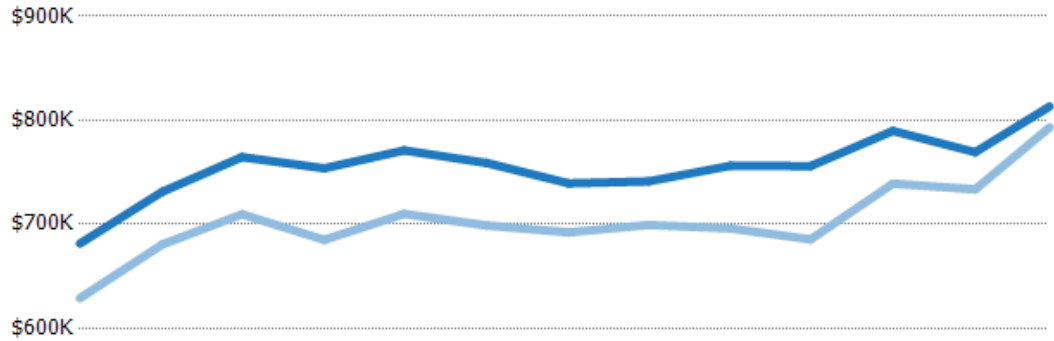
Current Year	\$198	\$202	\$201	\$202	\$206	\$205	\$202	\$201	\$202	\$201	\$207	\$209	\$212
Prior Year	\$191	\$192	\$194	\$193	\$188	\$193	\$193	\$191	\$196	\$197	\$199	\$198	\$198
Percent Change from Prior Year	4%	5%	4%	5%	10%	6%	5%	5%	3%	2%	4%	6%	7%

## 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



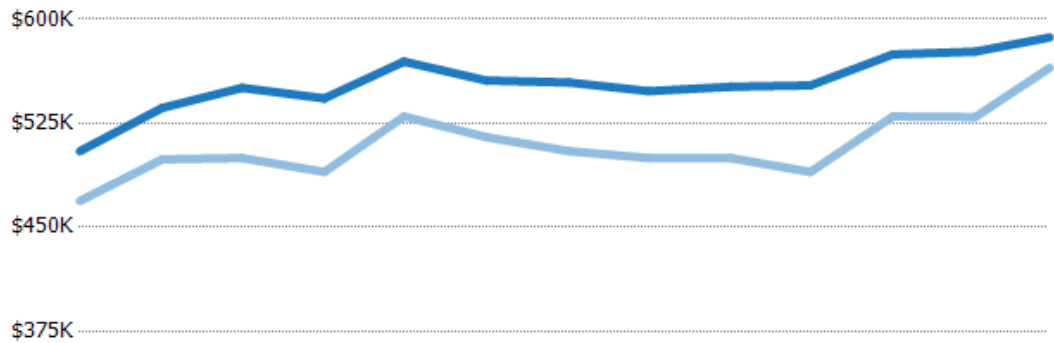
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Avg Est Value	\$681K	\$731K	\$765K	\$754K	\$771K	\$759K	\$739K	\$741K	\$756K	\$756K	\$790K	\$769K	\$813K
Avg Listing Price	\$629K	\$681K	\$710K	\$685K	\$710K	\$699K	\$692K	\$699K	\$696K	\$685K	\$739K	\$734K	\$793K
Avg Listing Price as a % of Avg Est Value	92%	93%	93%	91%	92%	92%	94%	94%	92%	91%	94%	95%	98%

## 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



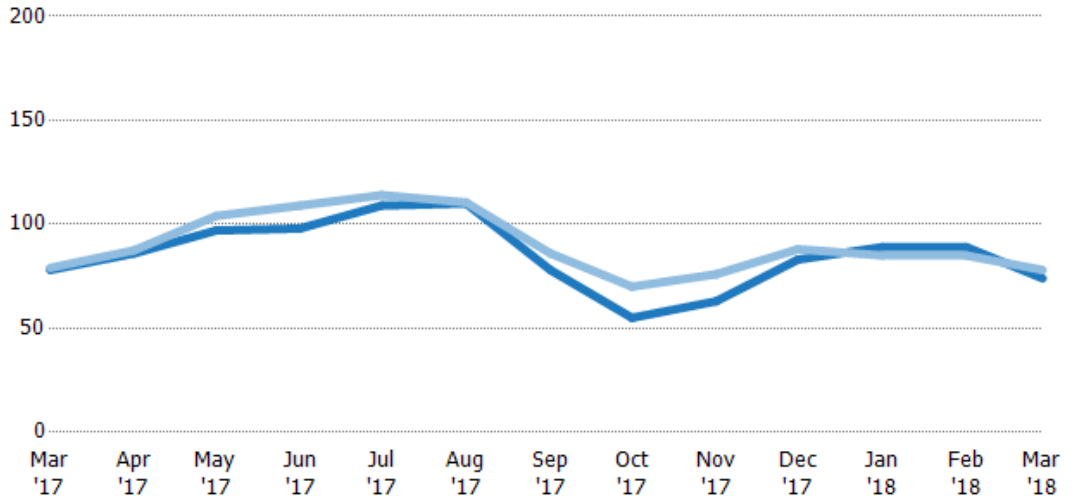
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Median Est Value	\$505K	\$536K	\$551K	\$543K	\$569K	\$556K	\$554K	\$548K	\$551K	\$552K	\$575K	\$577K	\$587K
Median Listing Price	\$469K	\$499K	\$500K	\$490K	\$530K	\$515K	\$505K	\$500K	\$500K	\$490K	\$530K	\$529K	\$565K
Med Listing Price as a % of Med Est Value	93%	93%	91%	90%	93%	93%	91%	91%	91%	89%	92%	92%	96%

## 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



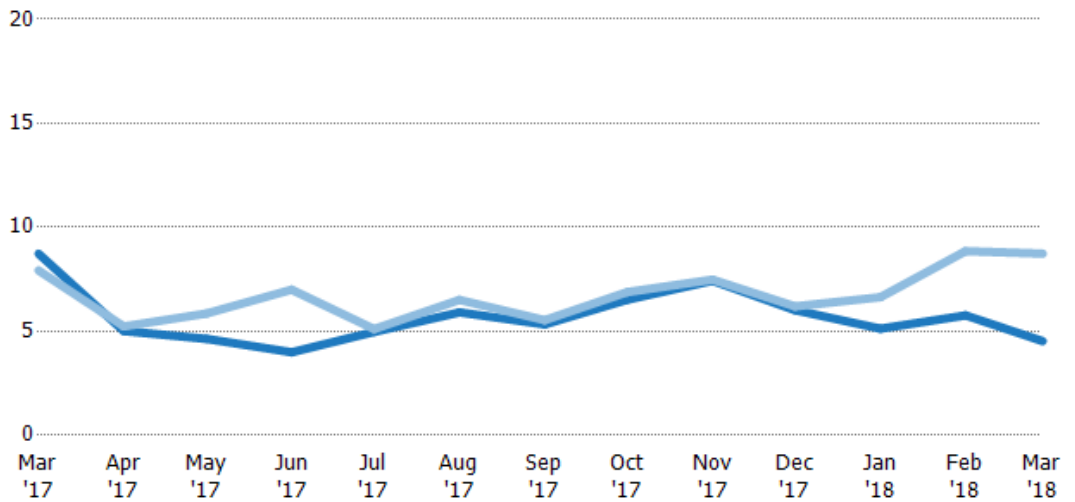
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	78	86	97	98	109	110	78	55	63	83	89	89	74
Prior Year	79	87.5	104	109	114	111	86	70	76	88	85	85	78
Percent Change from Prior Year	-1%	-2%	-7%	-10%	-4%	0%	-9%	-21%	-17%	-6%	5%	5%	-5%

## 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 '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	8.73	5.01	4.64	3.99	4.97	5.91	5.33	6.52	7.43	6.01	5.13	5.76	4.53
Prior Year	7.93	5.23	5.85	7	5.11	6.51	5.54	6.88	7.48	6.2	6.64	8.85	8.73
Percent Change from Prior Year	10%	-4%	-21%	-43%	-3%	-9%	-4%	-5%	-1%	-3%	-23%	-35%	-48%

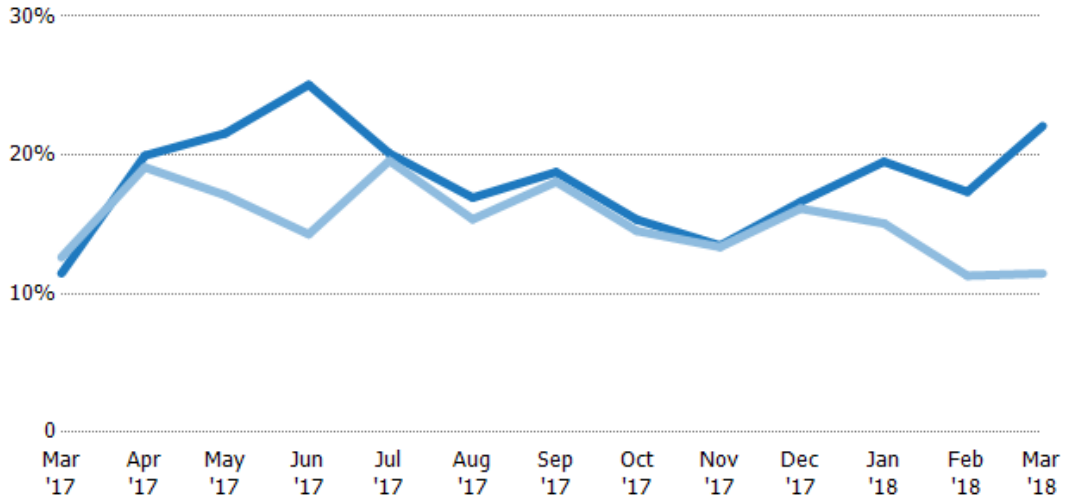


## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



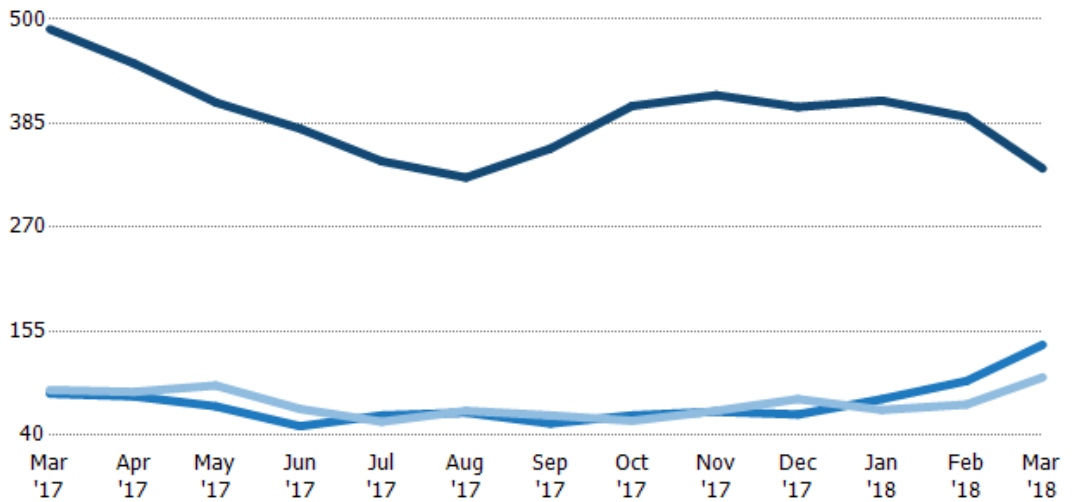
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	11%	20%	22%	25%	20%	17%	19%	15%	13%	17%	20%	17%	22%
Prior Year	13%	19%	17%	14%	20%	15%	18%	15%	13%	16%	15%	11%	11%
Change from Prior Year	1%	-1%	-4%	-11%	-1%	-2%	-1%	-1%	0%	0%	-4%	-6%	-11%

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



	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Active	489	451	408	379	343	325	357	404	416	403	410	392	335
Pending	86	83	72	50	62	65	53	62	66	63	80	100	140
Sold	90	88	95	69	55	67	62	56	67	80	68	74	104

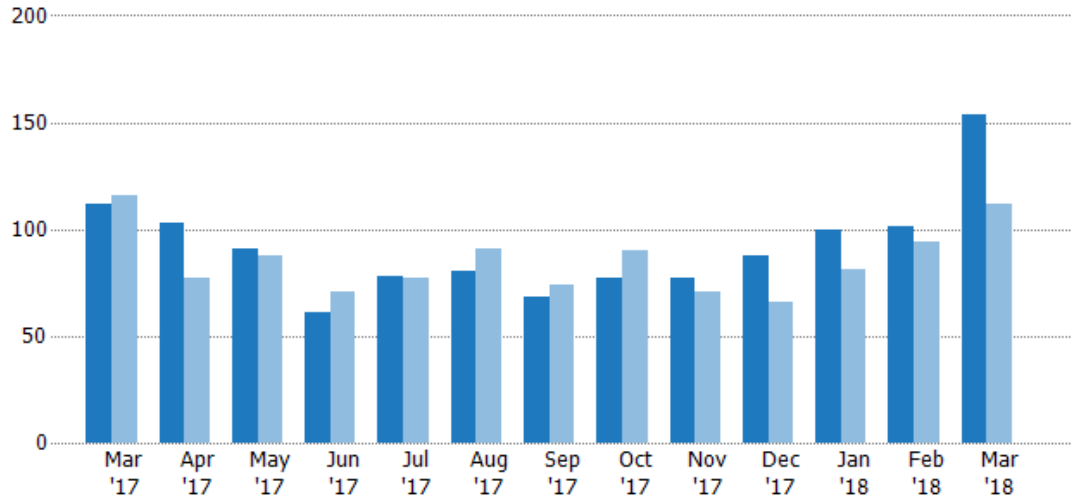
## New Pending Sales

The number of single-family, condominium and townhome 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 '18	154	37.5%
Mar '17	112	-3.4%
Mar '16	116	-17.2%



Current Year	112	103	91	61	78	80	68	77	77	88	100	101	154
Prior Year	116	77	88	71	77	91	74	90	71	66	81	94	112
Percent Change from Prior Year	-3%	34%	3%	-14%	1%	-12%	-8%	-14%	8%	33%	23%	7%	38%

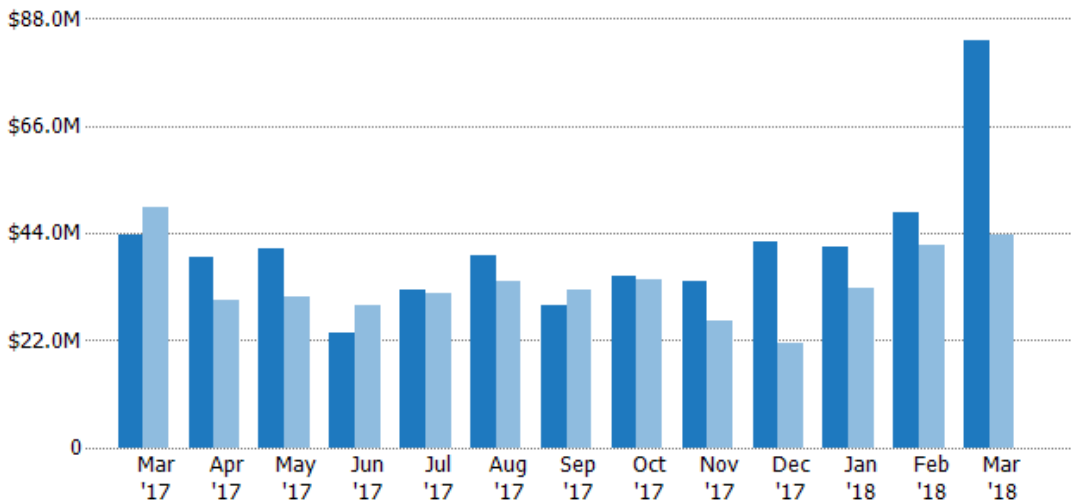
## New Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Mar '18	\$83.6M	91.1%
Mar '17	\$43.8M	-11.2%
Mar '16	\$49.2M	-20.6%



Current Year	\$43.8M	\$39.2M	\$41M	\$23.5M	\$32.3M	\$39.6M	\$29.2M	\$35.3M	\$34M	\$42.3M	\$41.2M	\$48.4M	\$83.6M
Prior Year	\$49.2M	\$30.2M	\$31M	\$29.1M	\$31.8M	\$34M	\$32.5M	\$34.4M	\$26.1M	\$21.5M	\$32.9M	\$41.6M	\$43.8M
Percent Change from Prior Year	-11%	30%	32%	-19%	1%	16%	-10%	3%	30%	97%	25%	16%	91%

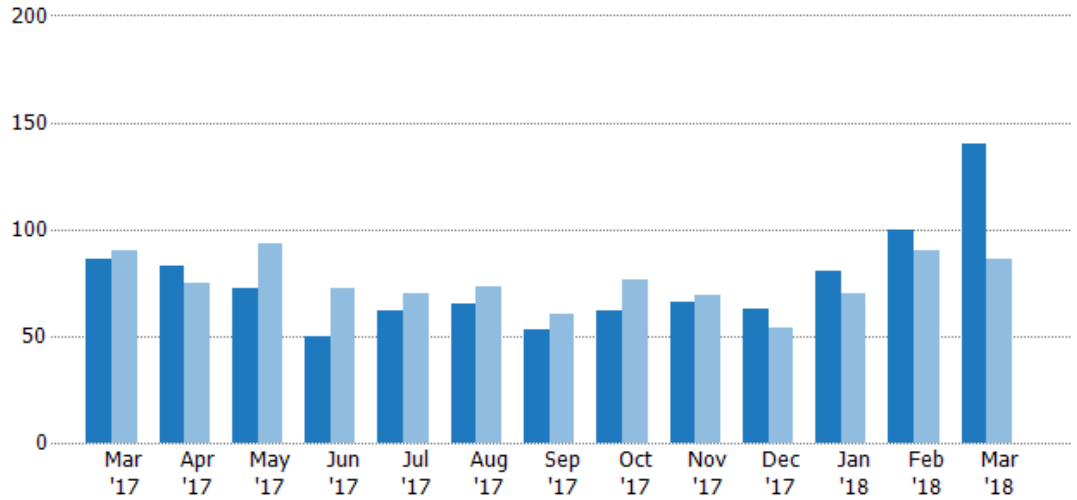
## Pending Sales

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

### Filters Used

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

Month/Year	Count	% Chg.
Mar '18	140	62.8%
Mar '17	86	-4.4%
Mar '16	90	-3.3%



Current Year	86	83	72	50	62	65	53	62	66	63	80	100	140
Prior Year	90	75	93	72	70	73	60	76	69	54	70	90	86
Percent Change from Prior Year	-4%	11%	-23%	-31%	-11%	-11%	-12%	-18%	-4%	17%	14%	11%	63%

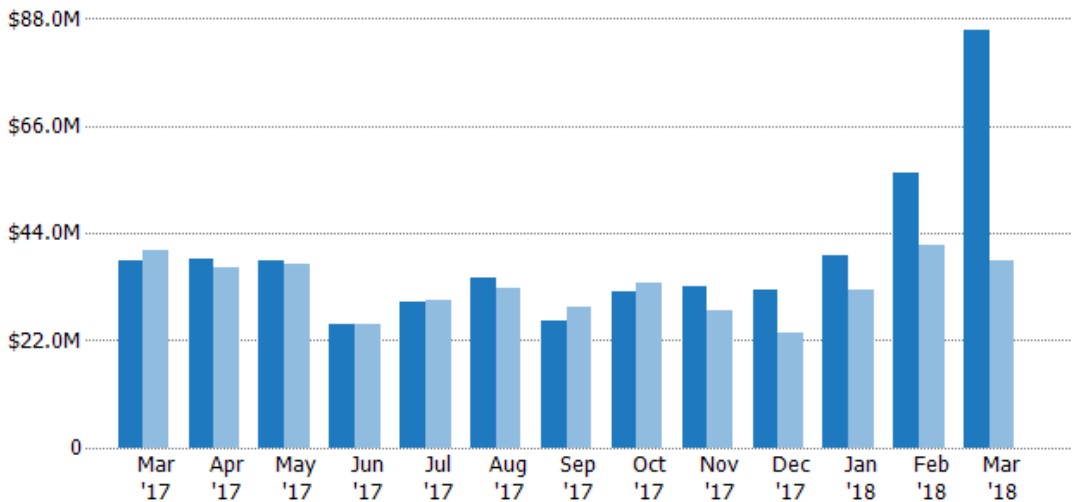
## Pending Sales Volume

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

Month/Year	Volume	% Chg.
Mar '18	\$85.7M	122.2%
Mar '17	\$38.6M	-5%
Mar '16	\$40.6M	-12.2%



Current Year	\$38.6M	\$38.6M	\$38.3M	\$25.2M	\$29.8M	\$34.8M	\$26.1M	\$32M	\$33.2M	\$32.3M	\$39.5M	\$56.3M	\$85.7M
Prior Year	\$40.6M	\$36.9M	\$37.6M	\$25.3M	\$30.3M	\$32.9M	\$28.8M	\$33.9M	\$28.1M	\$23.7M	\$32.4M	\$41.6M	\$38.6M
Percent Change from Prior Year	-5%	5%	2%	0%	-2%	6%	-9%	-6%	18%	36%	22%	35%	122%

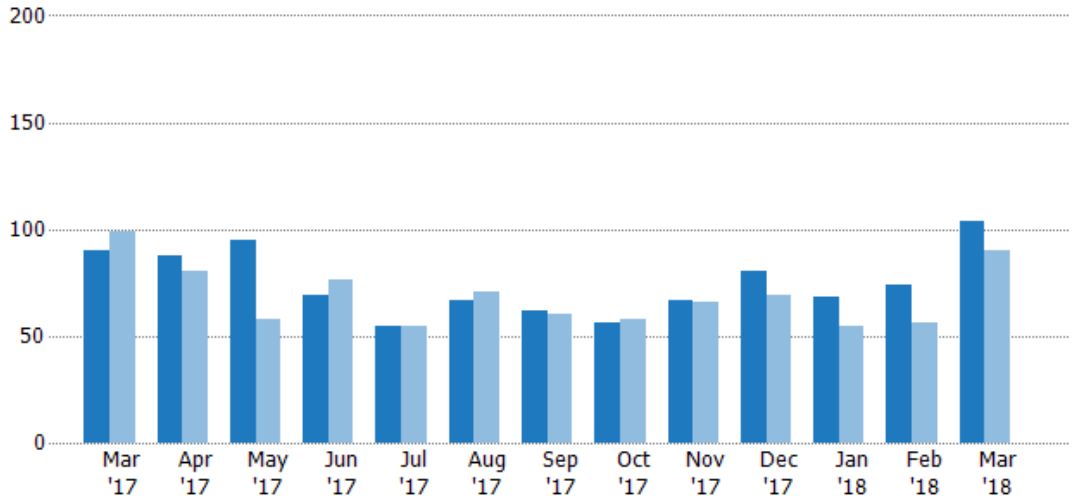
## Closed Sales

The total number of single-family, condominium and townhome 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 '18	104	15.6%
Mar '17	90	-9.1%
Mar '16	99	-24.2%



	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	90	88	95	69	55	67	62	56	67	80	68	74	104
Prior Year	99	80	58	76	55	71	60	58	66	69	55	56	90
Percent Change from Prior Year	-9%	10%	64%	-9%	0%	-6%	3%	-3%	2%	16%	24%	32%	16%

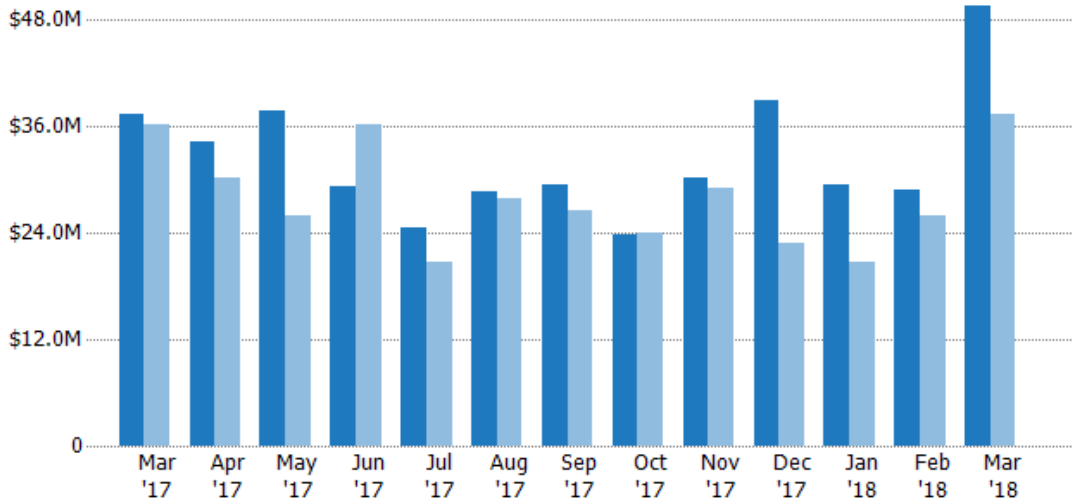
## Closed Sales Volume

The sum of the sales price of single-family, condominium and townhome 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 '18	\$49.6M	32.5%
Mar '17	\$37.4M	3.4%
Mar '16	\$36.2M	-15.7%



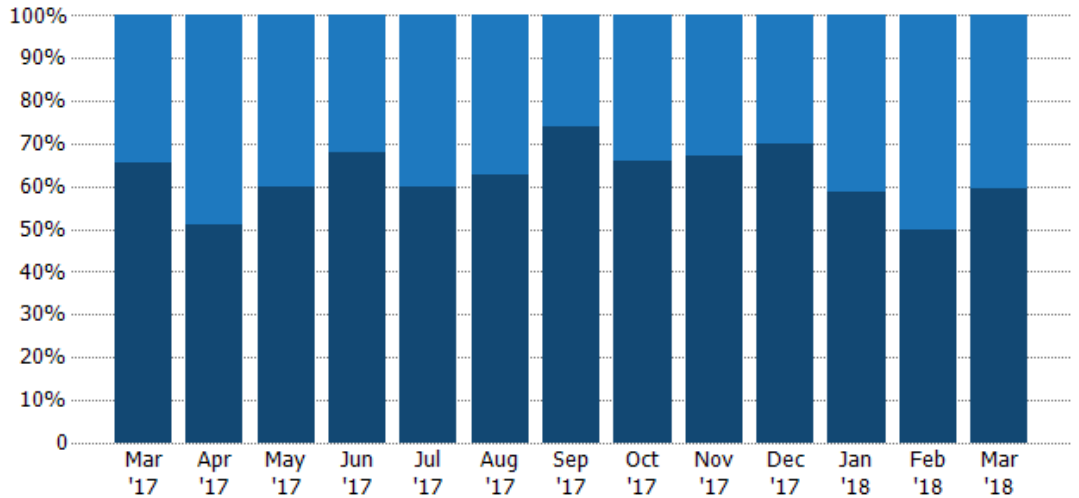
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	\$37.4M	\$34.2M	\$37.8M	\$29.3M	\$24.6M	\$28.7M	\$29.4M	\$23.8M	\$30.2M	\$39M	\$29.5M	\$28.9M	\$49.6M
Prior Year	\$36.2M	\$30.2M	\$26M	\$36.2M	\$20.7M	\$27.8M	\$26.6M	\$23.9M	\$29M	\$22.9M	\$20.8M	\$26M	\$37.4M
Percent Change from Prior Year	3%	13%	45%	-19%	19%	3%	11%	0%	4%	70%	42%	11%	33%

## Closed Sales by Property Type

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

### Filters Used

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



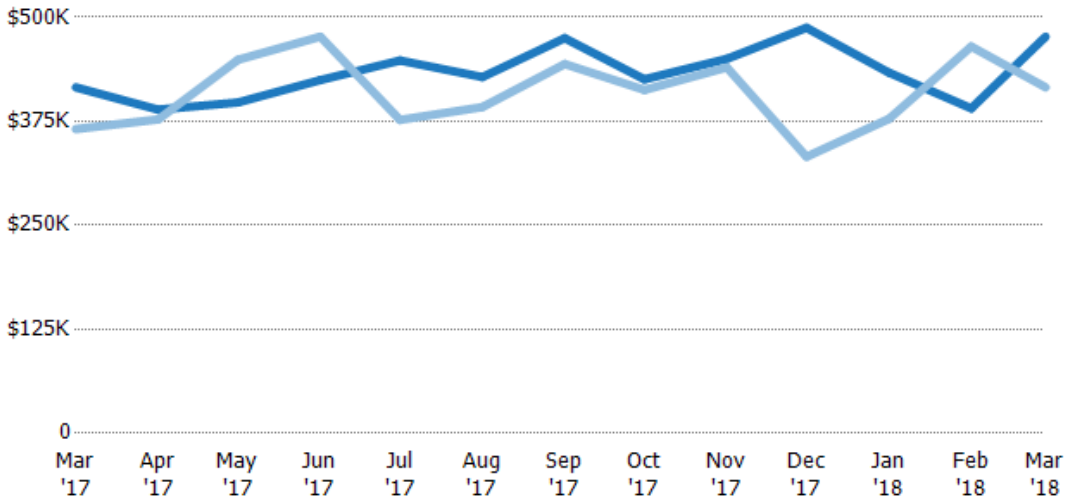
Condo/Townhouse	34%	49%	40%	32%	40%	37%	26%	34%	33%	30%	41%	50%	40%
Single Family Residence	66%	51%	60%	68%	60%	63%	74%	66%	67%	70%	59%	50%	60%

## Average Sales Price

The average sales price of the single-family, condominium and townhome 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 '18	\$477K	14.7%
Mar '17	\$416K	13.7%
Mar '16	\$366K	11.2%

Current Year	\$416K	\$389K	\$398K	\$424K	\$448K	\$428K	\$475K	\$425K	\$450K	\$487K	\$434K	\$391K	\$477K
Prior Year	\$366K	\$377K	\$449K	\$477K	\$377K	\$392K	\$444K	\$413K	\$440K	\$332K	\$378K	\$465K	\$416K
Percent Change from Prior Year	14%	3%	-11%	-11%	19%	9%	7%	3%	2%	47%	15%	-16%	15%

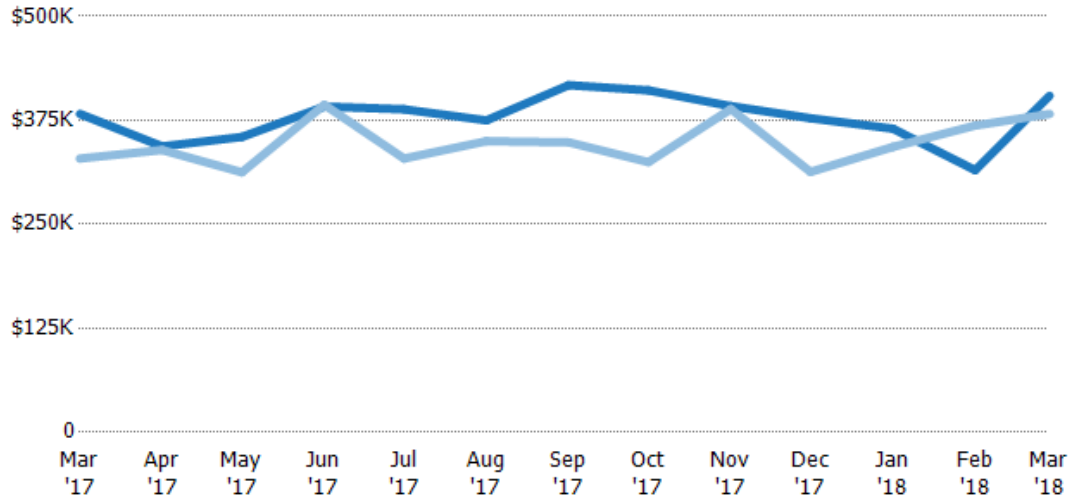
## Median Sales Price

The median sales price of the single-family, condominium and townhome 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 '18	\$405K	5.7%
Mar '17	\$383K	16.3%
Mar '16	\$329K	4.9%



Current Year	\$383K	\$344K	\$355K	\$391K	\$388K	\$375K	\$417K	\$411K	\$392K	\$378K	\$365K	\$315K	\$405K
Prior Year	\$329K	\$339K	\$313K	\$394K	\$329K	\$350K	\$349K	\$325K	\$389K	\$313K	\$343K	\$369K	\$383K
Percent Change from Prior Year	16%	1%	14%	-1%	18%	7%	20%	27%	1%	21%	6%	-15%	6%

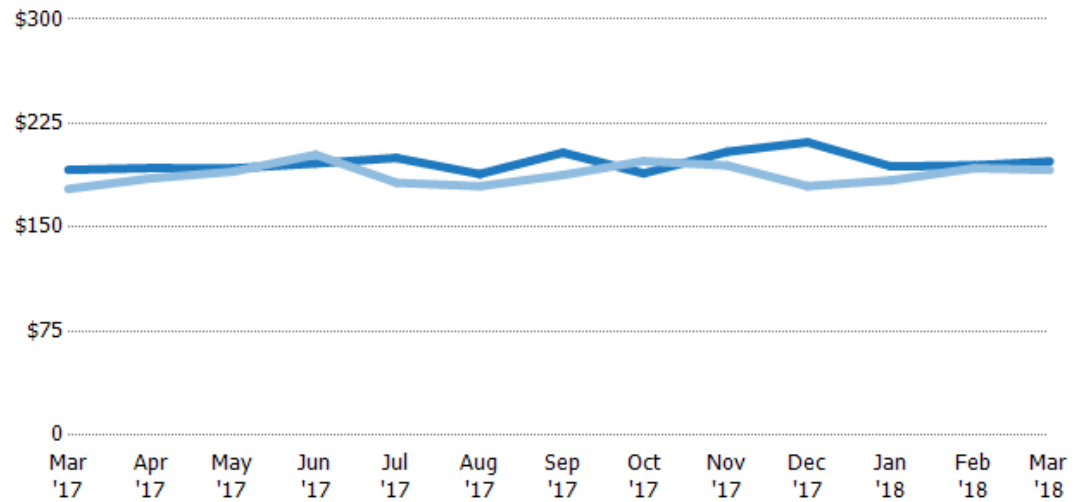
## Average Sales Price per Sq Ft

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 '18	\$197	3.2%
Mar '17	\$191	7.7%
Mar '16	\$178	-1.3%



Current Year	\$191	\$193	\$192	\$196	\$200	\$188	\$204	\$189	\$204	\$211	\$194	\$195	\$197
Prior Year	\$178	\$185	\$190	\$202	\$182	\$180	\$188	\$198	\$195	\$180	\$184	\$193	\$191
Percent Change from Prior Year	8%	4%	1%	-3%	10%	5%	9%	-4%	5%	18%	5%	1%	3%

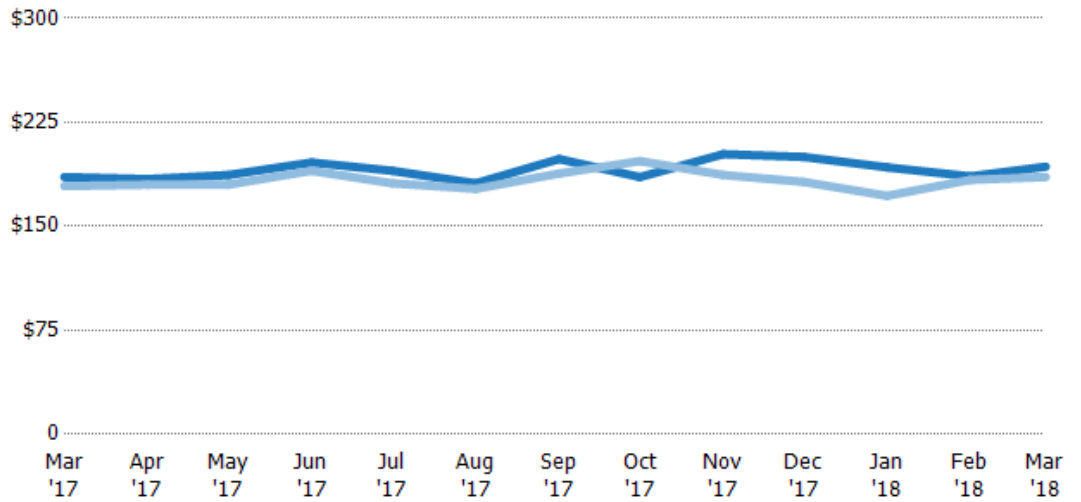
## Median Sales Price per Sq Ft

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 '18	\$193	4%
Mar '17	\$186	3.6%
Mar '16	\$179	-2.8%



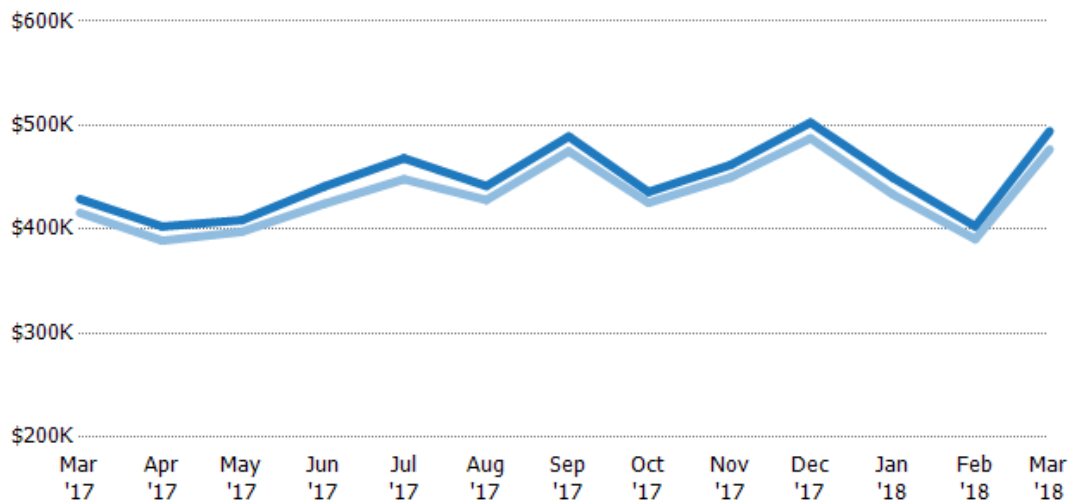
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	\$186	\$184	\$187	\$196	\$190	\$181	\$199	\$186	\$202	\$200	\$193	\$186	\$193
Prior Year	\$179	\$180	\$180	\$190	\$181	\$177	\$188	\$197	\$187	\$182	\$172	\$184	\$186
Percent Change from Prior Year	4%	2%	4%	3%	5%	2%	6%	-6%	8%	10%	12%	1%	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



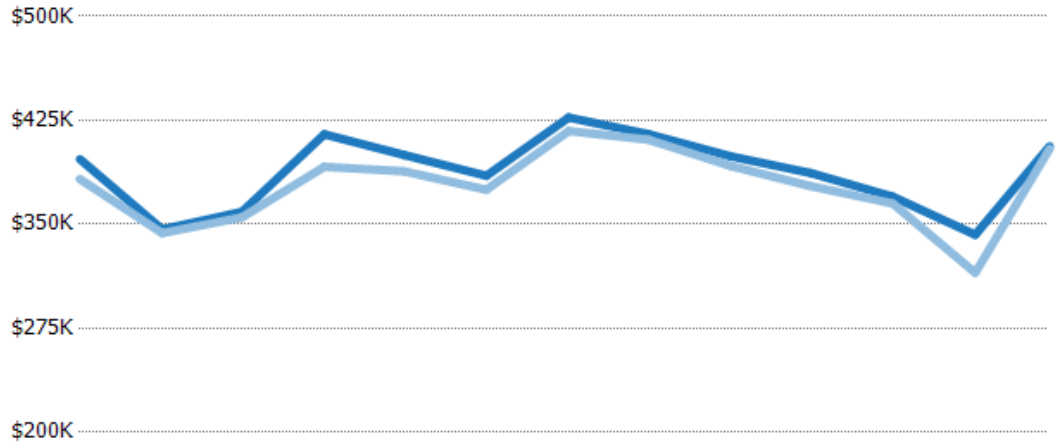
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Avg List Price	\$429K	\$403K	\$409K	\$441K	\$468K	\$442K	\$489K	\$436K	\$462K	\$503K	\$450K	\$403K	\$494K
Avg Sales Price	\$416K	\$389K	\$398K	\$424K	\$448K	\$428K	\$475K	\$425K	\$450K	\$487K	\$434K	\$391K	\$477K
Avg Sales Price as a % of Avg List Price	97%	97%	97%	96%	96%	97%	97%	98%	97%	97%	96%	97%	96%

## 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



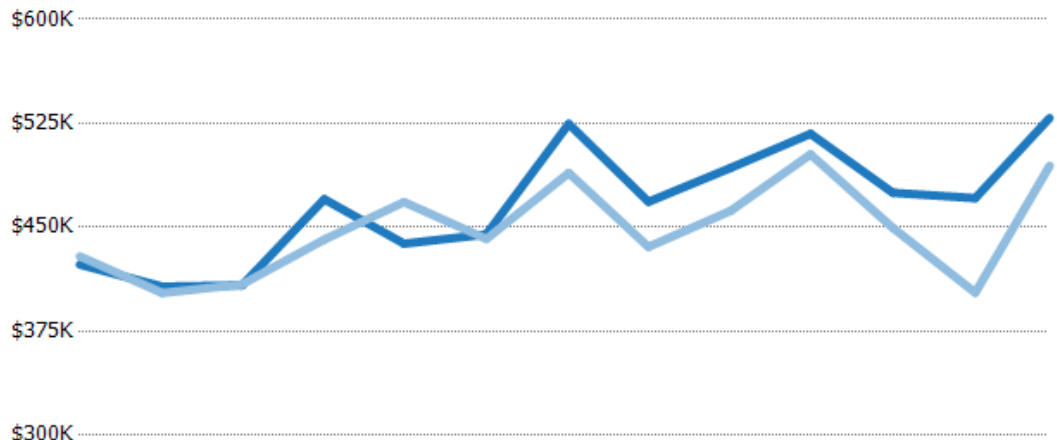
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Median List Price	\$397K	\$346K	\$359K	\$415K	\$400K	\$385K	\$427K	\$415K	\$399K	\$387K	\$370K	\$342K	\$406K
Median Sales Price	\$383K	\$344K	\$355K	\$391K	\$388K	\$375K	\$417K	\$411K	\$392K	\$378K	\$365K	\$315K	\$405K
Med Sales Price as a % of Med List Price	96%	99%	99%	94%	97%	97%	98%	99%	98%	98%	99%	92%	100%

## 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 '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Avg Est Value	\$423K	\$407K	\$408K	\$470K	\$438K	\$445K	\$525K	\$468K	\$493K	\$517K	\$475K	\$471K	\$529K
Avg Sales Price	\$429K	\$403K	\$409K	\$441K	\$468K	\$442K	\$489K	\$436K	\$462K	\$503K	\$450K	\$403K	\$494K
Avg Sales Price as a % of Avg Est Value	101%	99%	100%	94%	107%	99%	93%	93%	94%	97%	95%	86%	93%

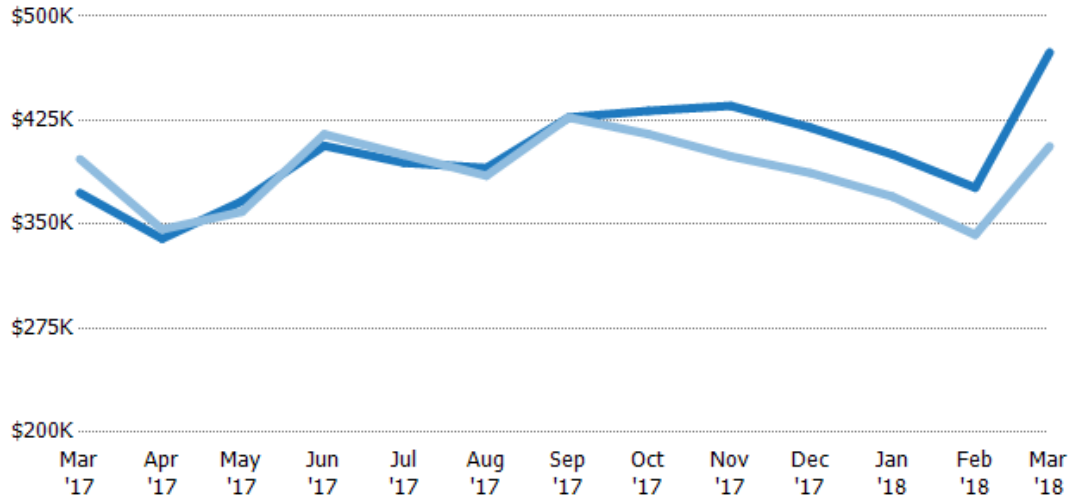


## Median Sales Price vs Median Est Value

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



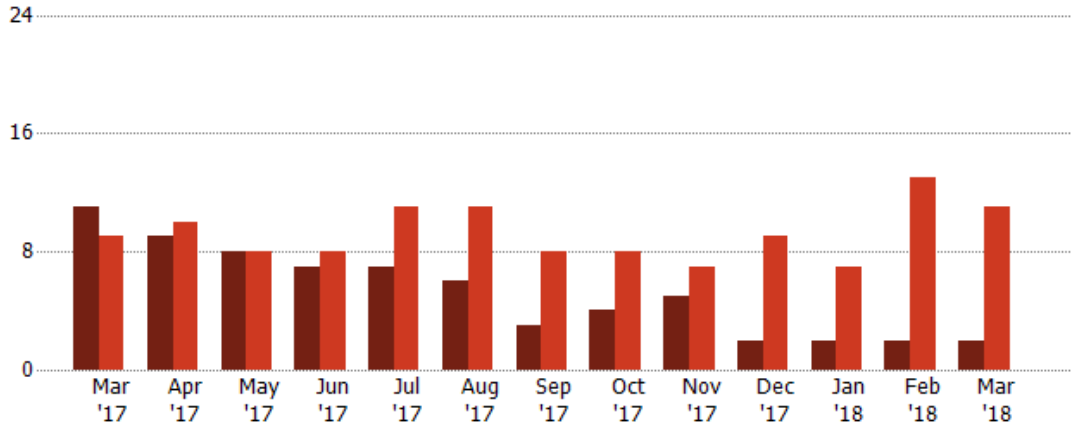
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Median Est Value	\$373K	\$340K	\$367K	\$407K	\$394K	\$391K	\$427K	\$432K	\$435K	\$420K	\$400K	\$376K	\$474K
Median Sales Price	\$397K	\$346K	\$359K	\$415K	\$400K	\$385K	\$427K	\$415K	\$399K	\$387K	\$370K	\$342K	\$406K
Med Sales Price as a % of Med Est Value	107%	102%	98%	102%	101%	99%	100%	96%	92%	92%	92%	91%	86%

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



Month/Year	Count	% Chg.
Mar '18	2	-81.8%
Mar '17	11	22.2%
Mar '16	9	144.4%

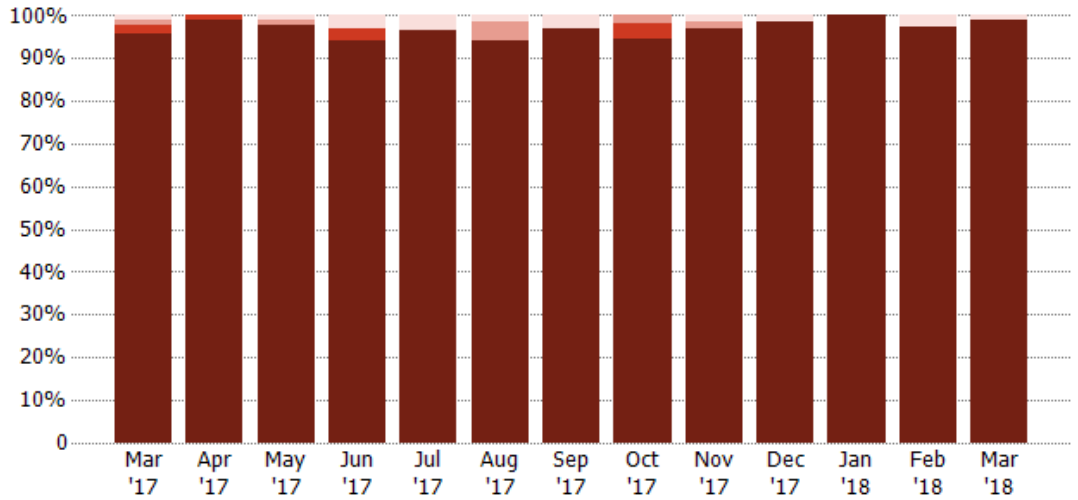
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	11	9	8	7	7	6	3	4	5	2	2	2	2
Prior Year	9	10	8	8	11	11	8	8	7	9	7	13	11
Percent Change from Prior Year	22%	-10%	0%	-13%	-36%	-45%	-63%	-50%	-29%	-78%	-71%	-85%	-82%

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



Sales Type	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Pre-Foreclosure	1%	-	1%	3%	4%	1%	3%	-	1%	1%	-	3%	1%
Short Sale	1%	-	1%	-	-	4%	-	2%	1%	-	-	-	-
Foreclosure	2%	1%	-	3%	-	-	-	4%	-	-	-	-	-
Non-Distressed	96%	99%	98%	94%	96%	94%	97%	95%	97%	99%	100%	97%	99%

## Listing Activity by ZIP

Mar 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 %
85268	335	\$265,743,866	\$793,265	\$565,000	\$232	\$212	3	31.04 %



## Sales Activity by ZIP

Mar 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
85268	140	\$85,702,433	104	\$49,586,175	\$494,323	\$406,250	\$192	\$188	56