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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.

+ / -	YTD 2018	YTD 2019	+/-	Apr 2018	Apr 2019	Key Metrics
						Listing Activity Charts Metrics
-34.6%	130	85	-44.4%	36	20	New Listing Count
-31.4%	\$50,723,179	\$34,796,450	-45.9%	\$14,806,629	\$8,014,600	New Listing Volume
	N/A	N/A	-	95	_	Active Listing Count
	N/A	N/A	-	\$39,055,349	_	Active Listing Volume
+7.2%	\$416,698	\$446,872	-	\$411,109	_	Average Listing Price
+9.3%	\$395,254	\$431,849	-	\$384,900	_	Median Listing Price
+3.3%	\$167	\$173	-	\$162	_	Average Listing Price per Sq Ft
+2.1%	\$165	\$169	-	\$165	_	Median Listing Priœ per Sq Ft
-1.6%	54.8	53.94	-	42	_	Median Daysin RPR
-41.8%	4.4	2.6	-100%	4.5	-	Months of Inventory
+16.3%	22.66%	38.92%	-	22.11%	_	Absorption Rate
						Sales Activity Charts Metrics
-4.5%	89	85	-22.2%	27	21	New Pending Sales Count
-4.1%	\$34,875,770	\$33,451,578	-23.9%	\$11,086,366	\$8,431,680	New Pending Sales Volume
	NA	N/A	-	23	_	Pending Sales Count
	N/A	N/A	-	\$9,422,146		Pending Sales Volume
-27.8%	72	52	-48.1%	27	14	Closed Sales Count
-26.9%	\$26,697,840	\$19,523,235	-44.7%	\$10,555,870	\$5,835,853	Cloæd Sales Volume
+1.3%	\$370,803	\$375,447	+6.6%	\$390,958	\$416,847	Average Sales Price
+3.7%	\$369,373	\$382,929	+7.2%	\$396,000	\$424,500	Median Sales Price
+1.1%	\$158	\$160	-1.9%	\$158	\$155	Average Sales Price per Sq Ft
+1.6%	\$163	\$165	+0.6%	\$161	\$162	Median Sales Price per Sq Ft
						Distressed Charts Metrics
	NA	NA	-	1		Distressed Listing Count



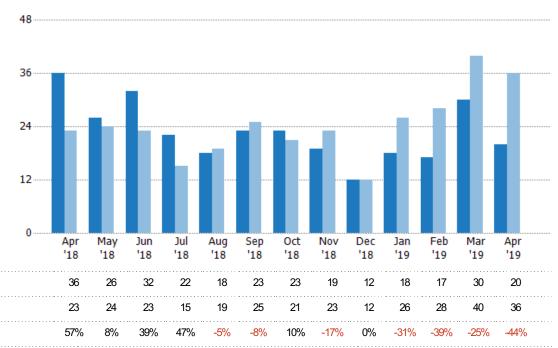


New Listings

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



Month/ Year	Count	% Chg.
Apr '19	20	-44.4%
Apr '18	36	56.5%
Apr '17	23	0%



New Listing Volume

Percent Change from Prior Year

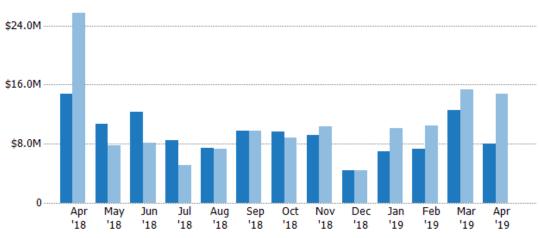
Current Year

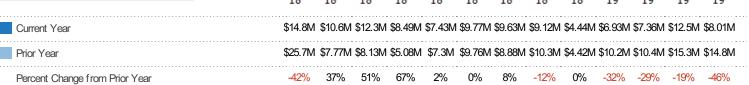
Prior Year

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

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

Month/ Year	Volume	% Chg.
Apr '19	\$8.01M	-45.9%
Apr '18	\$14.8M	-42.4%
Apr '17	\$25.7M	-64.8%





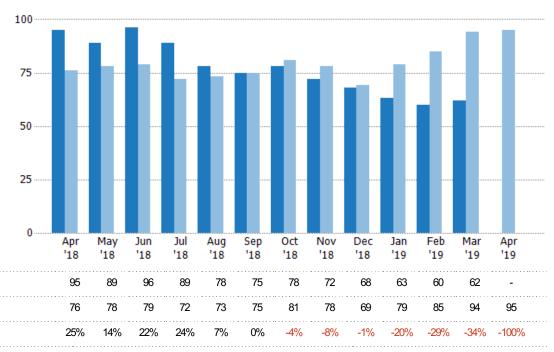




Active Listings

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

Filters Used Custom Area: New River, 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 residential listings at the end of each month.

Filters Used Custom Area: New River, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence





Prior Year

Percent Change from Prior Year

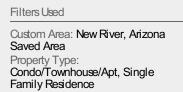
RPR°

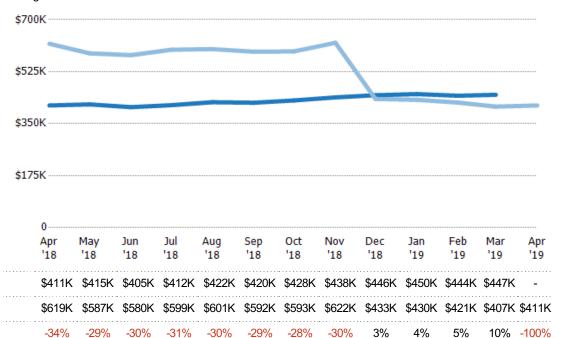




Average Listing Price

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





Median Listing Price

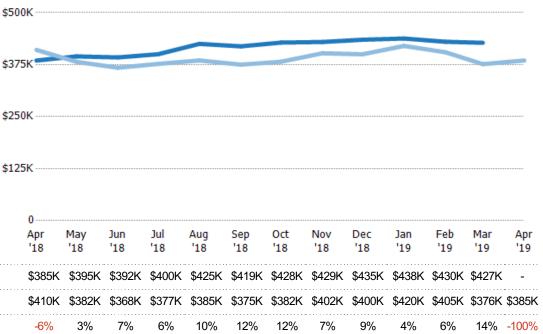
Percent Change from Prior Year

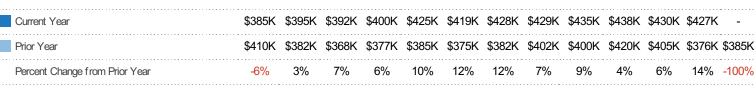
Current Year

Prior Year

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

Filters Used Custom Area: New River, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence









Current Year

Prior Year

Market Data Report

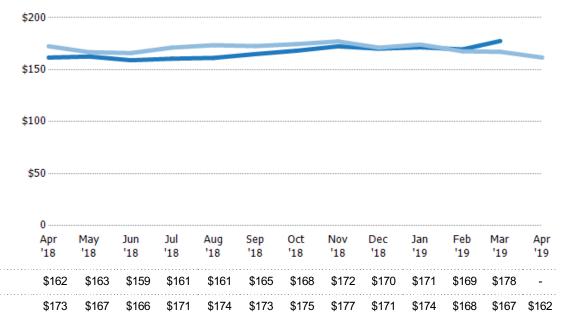
Average Listing Price per Sq Ft

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

Filters Used

Custom Area: New River, Arizona
Saved Area

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



-4%

-4%

-3%

-1%

-2%

1%

6%

-100%

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.

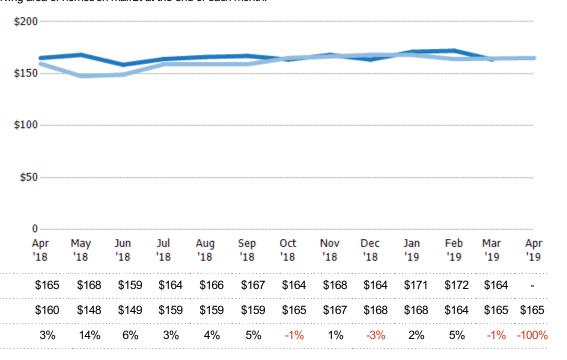
-6%

-6%

Filters Used

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

Percent Change from Prior Year



Current Year

Percent Change from Prior Year

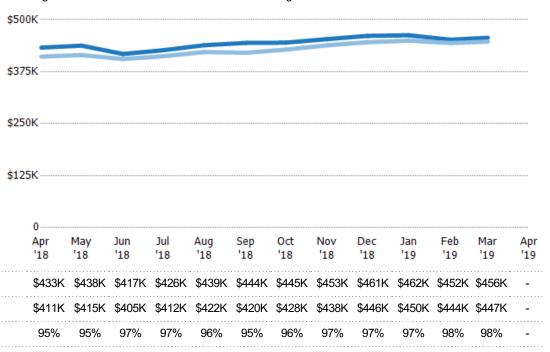




Average Listing Price vs Average Est Value

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

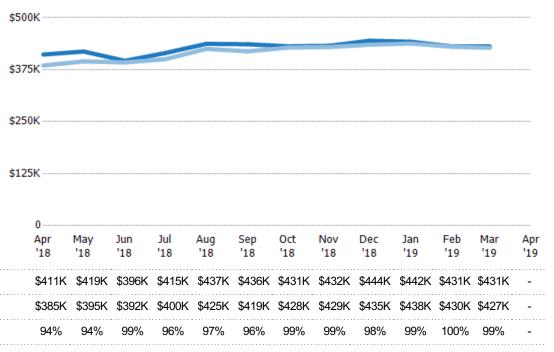
The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

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

Avg Listing Price as a % of Avg Est Value

Avg Est Value

Avg Listing Price



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value



Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR

Filters Used Custom Area: New River, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence



Months of Inventory

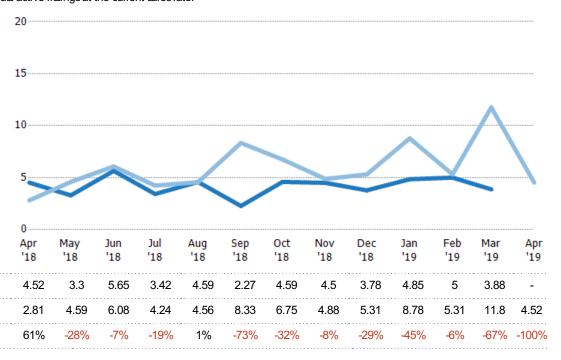
Percent Change from Prior Year

Current Year

Prior Year

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

Filters Used Custom Area: New River, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence



Current Year

Percent Change from Prior Year

Absorption Rate

The percentage of inventory sold per month.

Filters Used

Custom Area: New River, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single

Family Residence



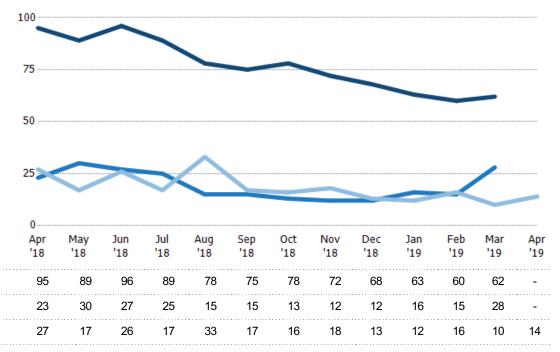
	0												
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	22%	30%	18%	29%	22%	44%	22%	22%	26%	21%	20%	26%	-
Prior Year	36%	22%	16%	24%	22%	12%	15%	21%	19%	11%	19%	9%	22%
Change from Prior Year	13%	-9%	-1%	-6%	0%		-7%		-8%		-1%	-17%	22%

Active/Pending/Sold Units

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

Filters Used

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



Active

Sold

Pending

New Pending Sales

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

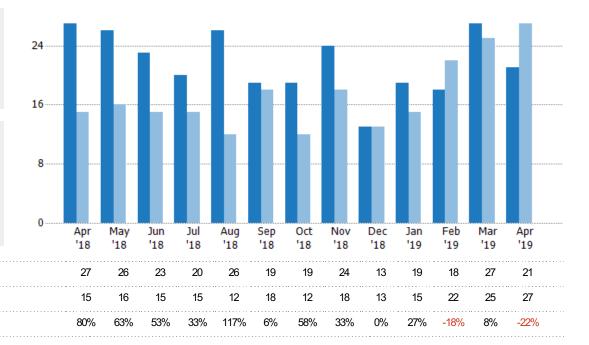
Filters Used

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

Month/ Year	Count	% Chg.
Apr '19	21	-22.2%
Apr '18	27	80%
Apr '17	15	33.3%

Current Year

Prior Year



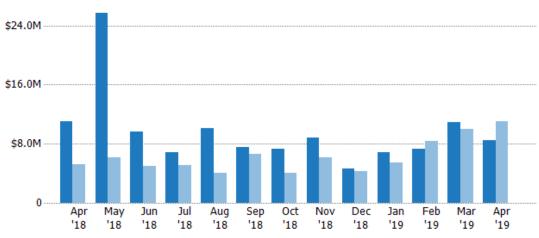
New Pending Sales Volume

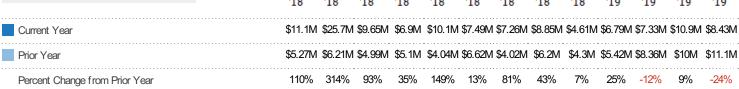
Percent Change from Prior Year

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

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

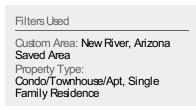
Month/ Year	Volume	% Chg.
Apr '19	\$8.43M	-23.9%
Apr '18	\$11.1M	110.2%
Apr '17	\$5.27M	24.1%

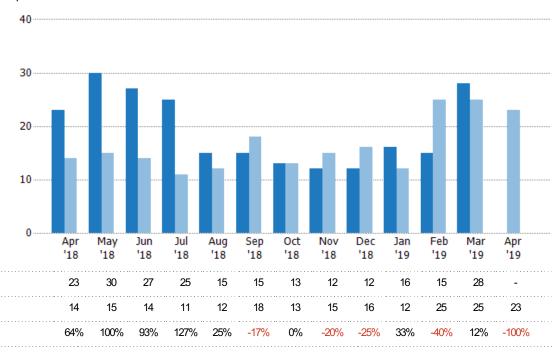




Pending Sales

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

Filters Used Custom Area: New River, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence





Percent Change from Prior Year

352% 446% 561% 402% 207% 344% 297% 280% 381% 137% 173%



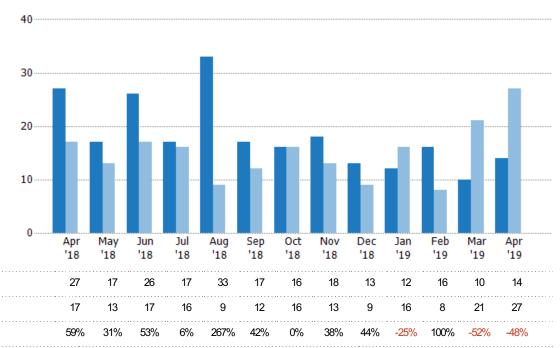


Closed Sales

The total number of residential properties sold each month.

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

Month/ Year	Count	% Chg.
Apr '19	14	-48.1%
Apr '18	27	58.8%
Apr '17	17	23.5%



Closed Sales Volume

Percent Change from Prior Year

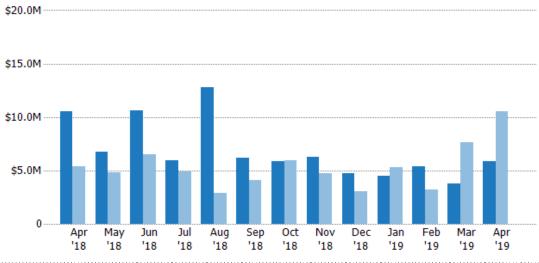
Current Year

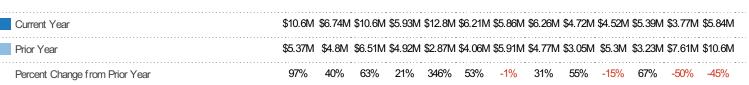
Prior Year

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

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

Month/ Year	Volume	% Chg.
Apr '19	\$5.84M	-44.7%
Apr '18	\$10.6M	96.7%
Apr '17	\$5.37M	30.1%







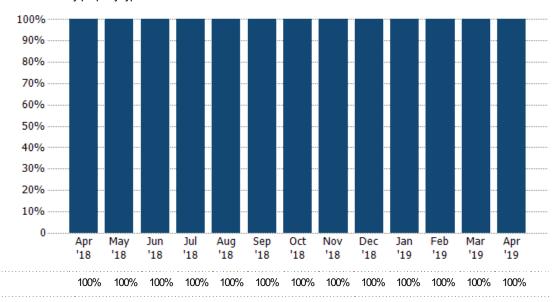
Closed Sales by Property Type

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

Filters Used

Custom Area: New River, Arizona
Saved Area

Property Type: Condo/Townhouse/Apt, Single Family Residence



Average Sales Price

Single Family Residence

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

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

Month/ Year	Price	% Chg.
Apr '19	\$417K	6.6%
Apr '18	\$391K	23.9%
Apr '17	\$316K	5.3%

Percent Change from Prior Year

500	0K												
\$37	5K									>			
\$25(0K												
12	5K												
	0												
	•	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
	\$391K	\$397K	\$407K	\$349K	\$388K	\$365K	\$366K	\$348K	\$363K	\$377K	\$337K	\$377K	\$417K



Current Year

Prior Year



14% -17%

24%



Median Sales Price

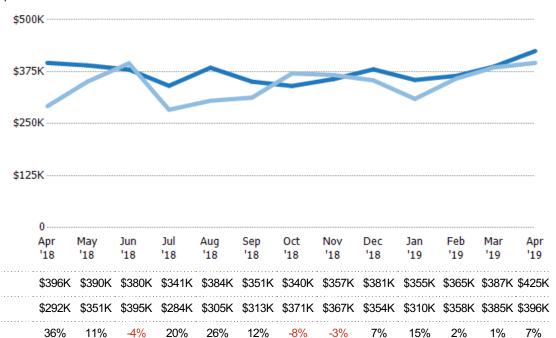
The median sales price of the residential properties sold each month.

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

Price	% Chg.
\$425K	7.2%
\$396K	35.6%
\$292K	15.8%
	\$425K \$396K

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.

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

Percent Change from Prior Year

Month/ Year	Price/sq ft	% Chg.
Apr '19	\$155	-1.9%
Apr '18	\$158	4.9%
Apr '17	\$150	3.3%

				<u></u>	<u> </u>						
3150											
3100					 						
\$50					 						•••••
•	May										
0 Apr '18	May '18		Jul '18	Aug '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Apr	May	Jun	Jul		Oct	Nov	Dec	Jan	Feb	Mar	Apr

Current Year	\$158	\$168	\$160	\$146	\$165	\$149	\$169	\$152	\$158	\$159	\$164	\$165	\$155
Prior Year	\$150	\$153	\$174	\$138	\$148	\$153	\$145	\$147	\$136	\$158	\$144	\$167	\$158
Percent Change from Prior Year	5%	10%	-8%	6%	11%	-2%	17%	4%	16%	1%	14%	-1%	-2%



Median Sales Price per Sq Ft

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

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

Month/ Year	Price/sq ft	% Chg.
Apr '19	\$162	0.6%
Apr '18	\$161	14.2%
Apr '17	\$141	12.8%

Percent Change from Prior Year

Current Year

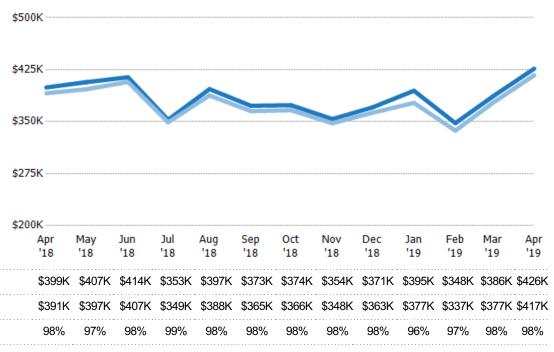
Prior Year



Average Sales Price vs Average Listing Price

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

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



Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price

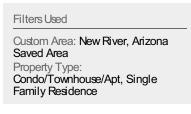
Median List Price

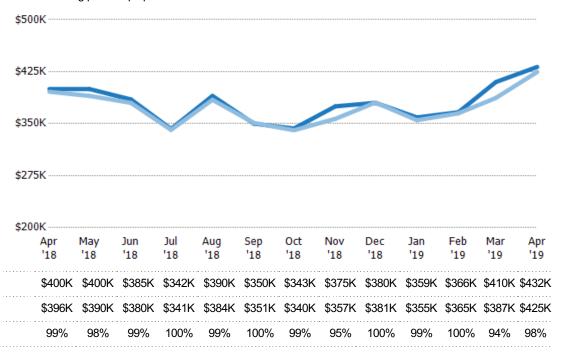
Median Sales Price

Market Data Report

Median Sales Price vs Median Listing Price

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



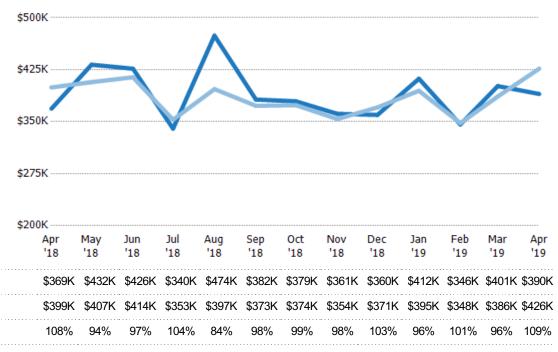


Average Sales Price vs Average Est Value

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

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

Med Sales Price as a % of Med List Price



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value

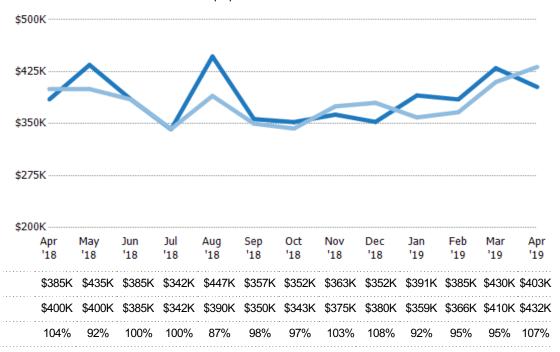


Median Sales Price vs Median Est Value

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

Filters Used

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



Distressed Listings

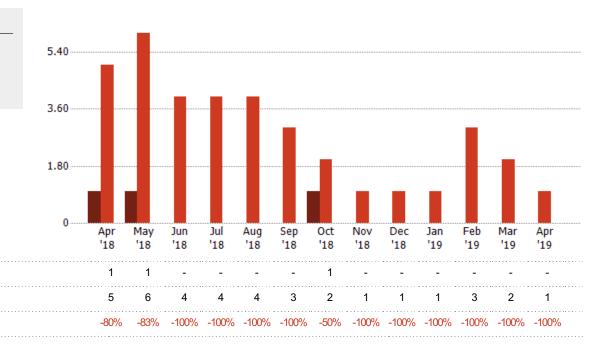
Med Sales Price as a % of Med Est Value

Median Est Value

Median Sales Price

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

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



Current Year

Percent Change from Prior Year



Distressed Sales

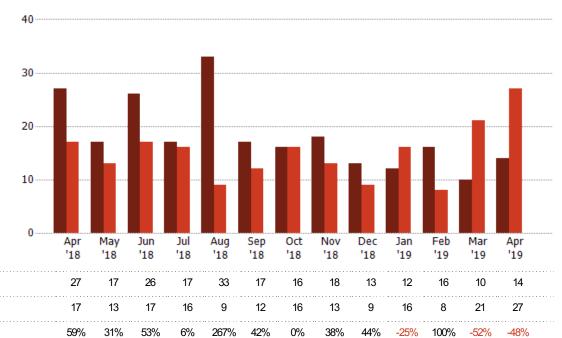
The count of distressed residential properties sold each month.

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

Count	% Chg.
14	-48.1%
27	58.8%
17	23.5%
	14 27

Percent Change from Prior Year

Current Year









Sales Activity by ZIP

Apr 2019

ZIP	Pendings (Month End)	Pending Volume (Month End)		Sales Volume	Avg Sales Price	Median Sales Price	Av g Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
85087			14	\$5,835,853	\$416,847	\$424,500	\$151	\$162	44



