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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	Jun 2019	Jun 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	32	31	+3.2%	166	185	-10.3%
New Listing Volume	\$14,079,019	\$11,972,397	+17.6%	\$68,544,628	\$72,734,454	-5.8%
Active Listing Count	_	95	-	NA	N/A	
Active Listing Volume	-	\$38,494,271	-	NA	N/A	
Average Listing Price	-	\$405,203	-	\$439,040	\$531,465	-17.4%
Median Listing Price	_	\$389,900	-	\$422,594	\$394,031	+7.2%
Average Listing Price per Sq Ft	-	\$159	-	\$180	\$170	+5.4%
Median Listing Price per Sq Ft	_	\$158	-	\$172	\$165	+4.6%
Median Days in RPR	-	64	-	44.32	58.66	-24.4%
Months of Inventory	-	5.9	-100%	2.9	4.9	-40.4%
Absorption Rate	-	16.84%	-	34.36%	20.49%	+13.9%
Sales Activity Charts Metrics						
New Pending Sales Count	32	23	+39.1%	162	138	+17.4%
New Pending Sales Volume	\$12,020,470	\$9,653,284	+24.5%	\$62,120,827	\$70,224,239	-11.5%
Pending Sales Count	_	27	-	NA	N/A	
Pending Sales Volume	_	\$26,463,380	-	NA	N/A	
Closed Sales Count	21	26	-19.2%	110	112	-1.8%
Closed Sales Volume	\$8,018,600	\$10,589,055	-24.3%	\$41,690,715	\$42,907,975	-2.8%
Average Sales Price	\$381,838	\$407,271	-6.2%	\$379,006	\$383,107	-1.1%
Median Sales Price	\$375,000	\$380,000	-1.3%	\$377,721	\$371,347	+1.7%
Average Sales Price per Sq Ft	\$172	\$160	+7.5%	\$166	\$160	+3.2%
Median Sales Price per Sq Ft	\$178	\$159	+11.9%	\$169	\$162	+4.3%
Distressed Charts Metrics						
Distressed Listing Count	_	_	-	N/A	N/A	





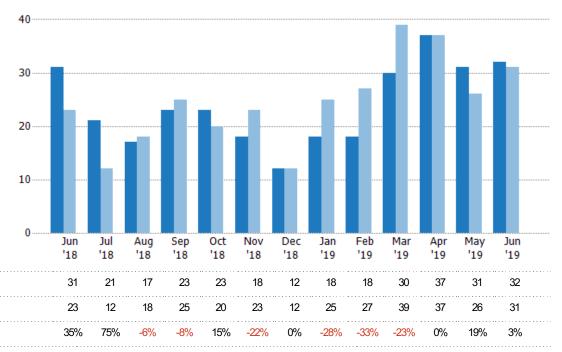


New Listings

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

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

Month/ Year	Count	% Chg.
Jun '19	32	3.2%
Jun '18	31	34.8%
Jun '17	23	-13%



New Listing Volume

Percent Change from Prior Year

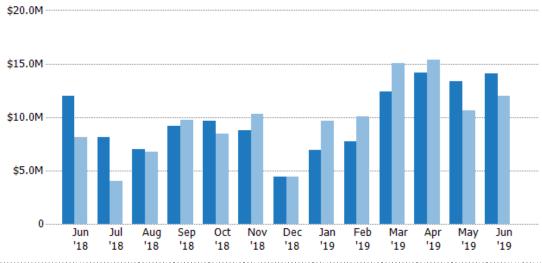
Current Year

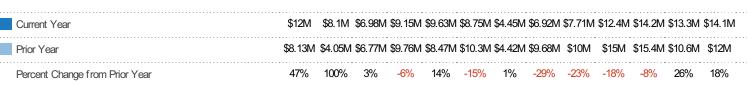
Prior Year

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.
Jun '19	\$14.1M	17.6%
Jun '18	\$12M	47.2%
Jun '17	\$8.13M	-11.5%





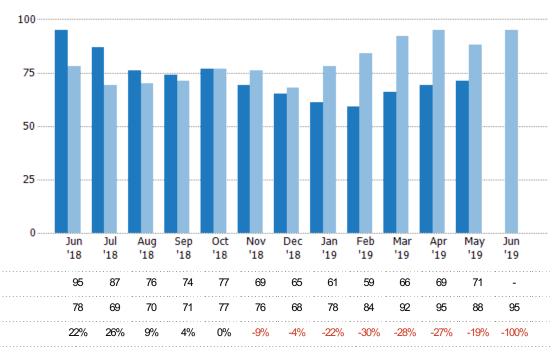




Active Listings

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

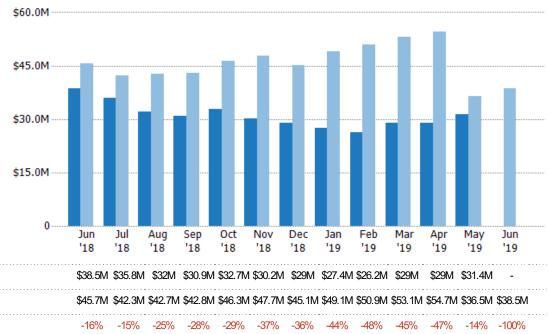
Percent Change from Prior Year

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

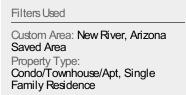


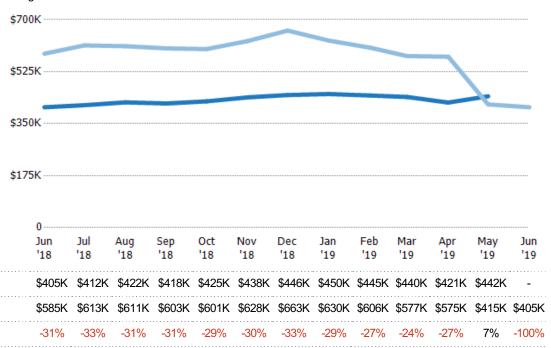


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Average Listing Price

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





Median Listing Price

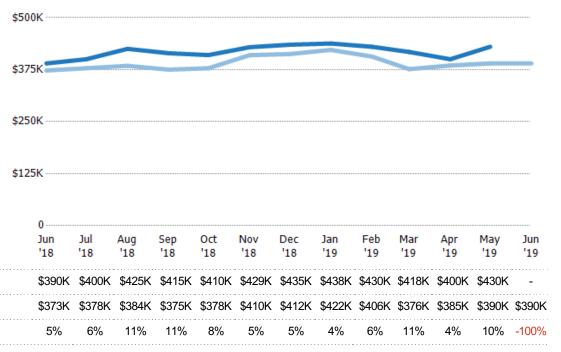
Percent Change from Prior Year

Current Year

Prior Year

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

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





Current Year

Percent Change from Prior Year





Current Year

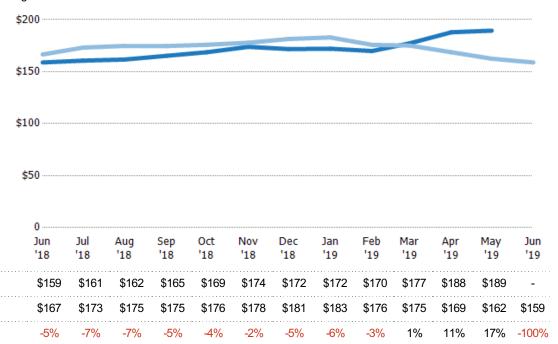
Prior Year

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.



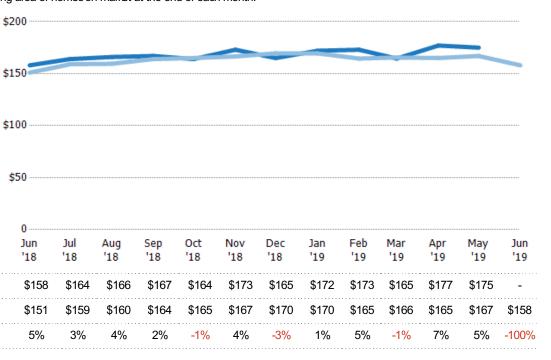


Median Listing Price per Sq Ft

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

Custom Area: 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

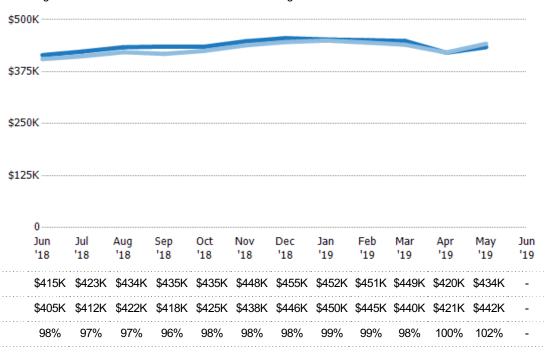




Average Listing Price vs Average Est Value

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

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



Median Listing Price vs Median Est Value

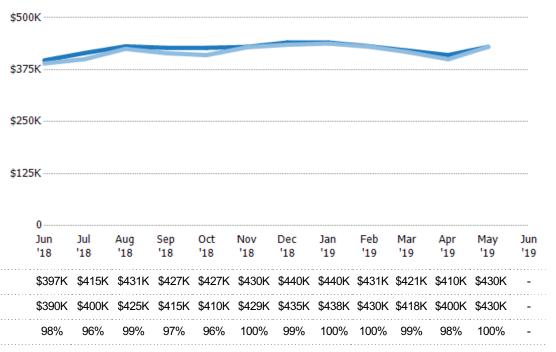
The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

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

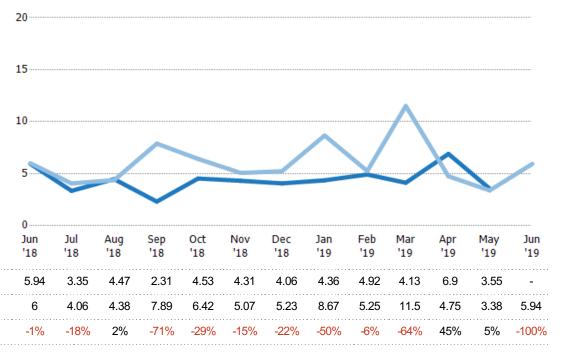
Percent Change from Prior Year

Current Year

Prior Year

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

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



Current Year

Percent Change from Prior Year

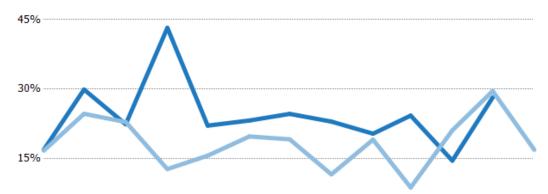
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Family Residence



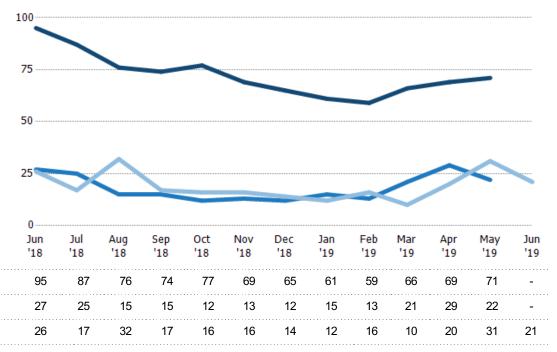
	0												
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	17%	30%	22%	43%	22%	23%	25%	23%	20%	24%	14%	28%	-
Prior Year	17%	25%	23%	13%		20%	19%	12%	19%		21%	30%	17%
Change from Prior Year	0%	-5%	0%	-31%	-6%		-6%		-1%	-16%	7%	1%	17%

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

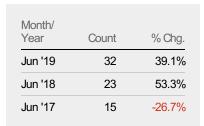
Pending



New Pending Sales

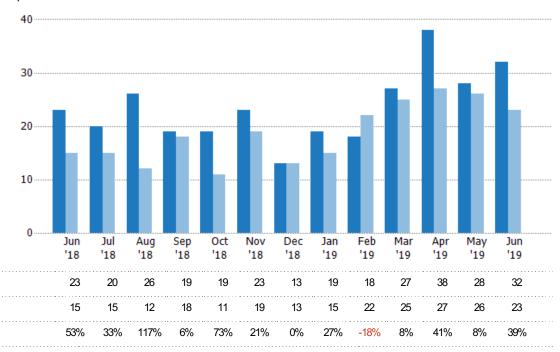
The number of residential properties with accepted offers that were added each month.

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



Current Year

Prior Year



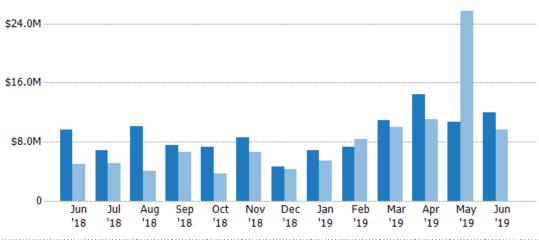
New Pending Sales Volume

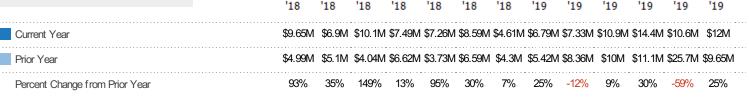
Percent Change from Prior Year

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.
Jun '19	\$12M	24.5%
Jun '18	\$9.65M	93.4%
Jun '17	\$4.99M	-26.7%



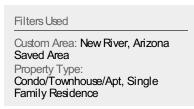


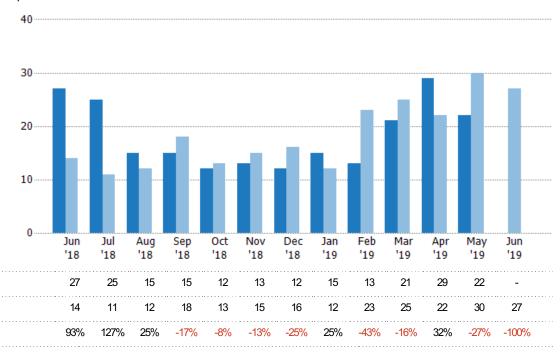




Pending Sales

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





Pending Sales Volume

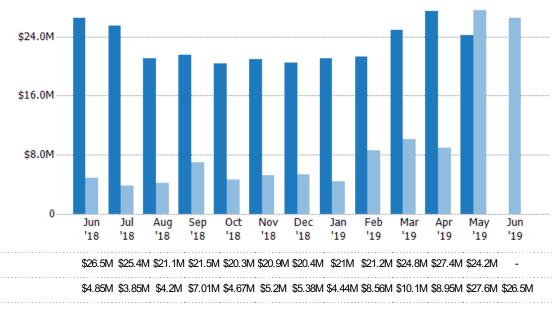
Percent Change from Prior Year

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.

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





Prior Year

Percent Change from Prior Year

446% 561% 402% 207% 335% 302% 280% 373% 148% 147% 206% -12% -100%





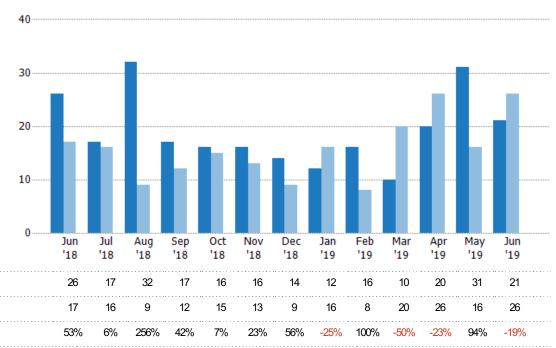


Closed Sales

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.
Jun '19	21	-19.2%
Jun '18	26	52.9%
Jun '17	17	-47.1%



Closed Sales Volume

Percent Change from Prior Year

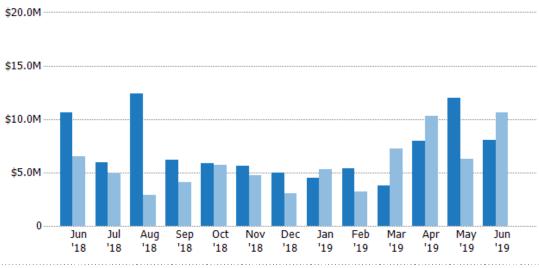
Current Year

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.
Jun '19	\$8.02M	-24.3%
Jun '18	\$10.6M	62.6%
Jun '17	\$6.51M	-57.6%



Current Year

Prior Year

Percent Change from Prior Year

\$10.6M \$5.93M \$12.4M \$6.21M \$5.86M \$5.6M \$4.99M \$4.52M \$5.39M \$3.77M \$7.97M \$12M \$8.02M

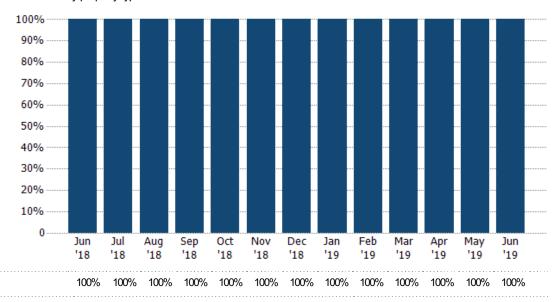
\$6.51M \$4.92M \$2.87M \$4.06M \$5.72M \$4.7M \$3.05M \$5.3M \$3.23M \$7.23M \$10.3M \$6.29M \$10.6M
63% 21% 333% 53% 3% 19% 64% -15% 67% -48% -22% 91% -24%



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

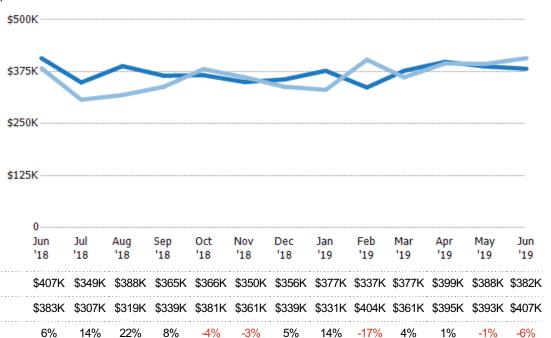
Single Family Residence

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

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

Price	% Chg.
\$382K	-6.2%
\$407K	6.3%
\$383K	-20%
	\$382K \$407K

Percent Change from Prior Year





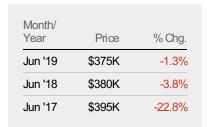
Current Year



Median Sales Price

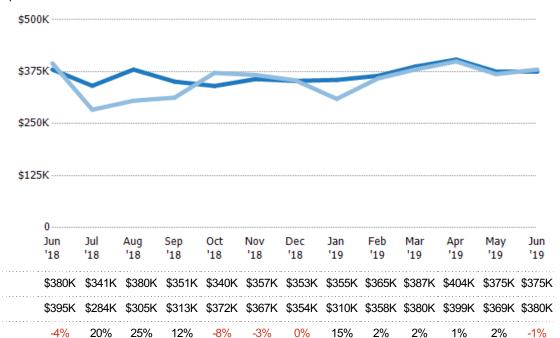
The median sales price of the residential properties sold each month.

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



Current Year

Prior Year



Average Sales Price per Sq Ft

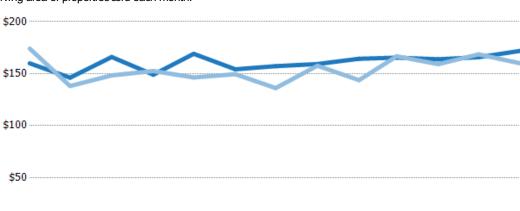
The average of the sales price divided by the living area of properties sold each month.

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

Percent Change from Prior Year



Percent Change from Prior Year



Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
 \$160	\$146	\$166	\$149	\$169	\$154	\$157	\$159	\$164	\$165	\$164	\$166	\$172
 \$174	\$138	\$148	\$153	\$146	\$149	\$136	\$158	\$144	\$167	\$159	\$169	\$160
 -8%	6%	12%	-2%	16%	3%	16%	1%	14%	-1%	3%	-2%	7%

Current Year
Prior Year



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.
Jun '19	\$178	11.9%
Jun '18	\$159	3.9%
Jun '17	\$153	-26.8%

Percent Change from Prior Year

Current Year

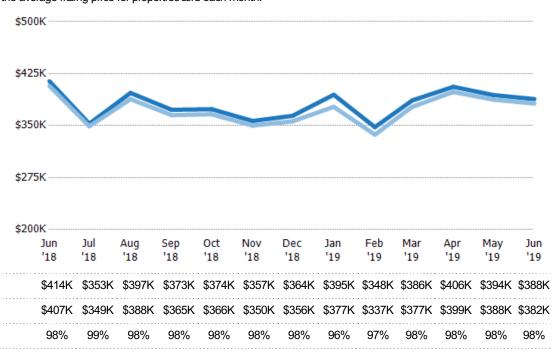
Prior Year



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

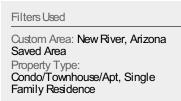
Avg Sales Price

Avg Sales Price as a % of Avg List Price



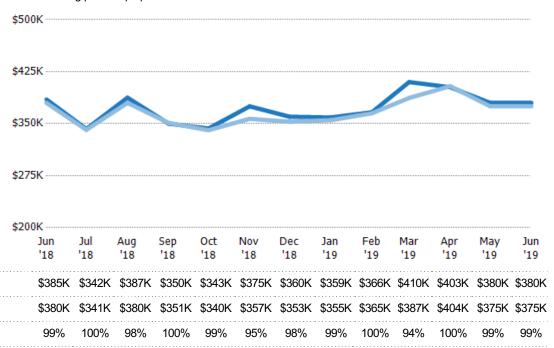
Median Sales Price vs Median Listing Price

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



Median List Price

Median Sales Price

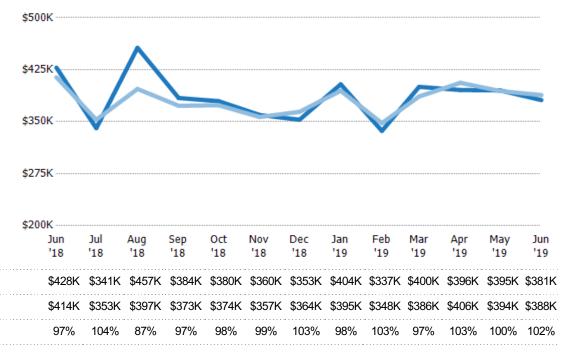


Average Sales Price vs Average Est Value

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

Median Est Value

Median Sales Price

The number of distressed residential properties that were for sale 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

Percent Change from Prior Year



Distressed Sales

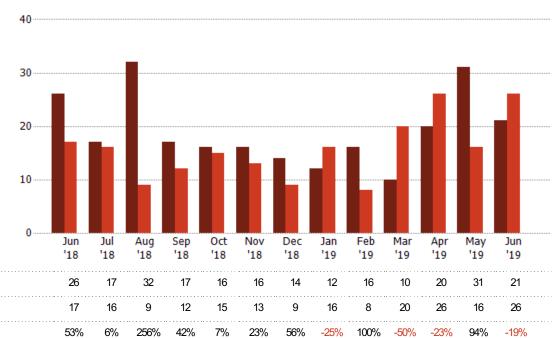
The count of distressed residential properties sold each month.

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

Month/ Year	Count	% Chg.
Jun '19	21	-19.2%
Jun '18	26	52.9%
Jun '17	17	-47.1%

Percent Change from Prior Year

Current Year









Sales Activity by ZIP

Jun 2019

ZIP	Pendings (Month End)	Pending Volume (Month End)	Sales	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
85087			21	\$8,018,600	\$381,838	\$375,000	\$169	\$176	38



