



**2019**

# **CAREFREE** **MARKET REPORT**

September 2019



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	Sep 2019	Sep 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	17	18	-5.6%	147	148	-0.7%
New Listing Volume	\$14,623,000	\$16,789,399	-12.9%	\$143,083,947	\$115,492,941	+23.9%
Active Listing Count	51	63	-19%	N/A	N/A	
Active Listing Volume	\$67,287,599	\$58,396,692	+15.2%	N/A	N/A	
Average Listing Price	\$1,319,365	\$926,932	+42.3%	\$1,131,335	\$992,940	+13.9%
Median Listing Price	\$1,075,000	\$740,000	+45.3%	\$846,987	\$827,292	+2.4%
Average Listing Price per Sq Ft	\$322	\$262	+22.8%	\$289	\$264	+9.2%
Median Listing Price per Sq Ft	\$300	\$256	+17.2%	\$269	\$247	+8.8%
Median Days in RPR	143	67	+113.4%	101.25	92.95	+8.9%
Months of Inventory	8.5	5.3	+61.9%	6.1	6.5	-6.3%
Absorption Rate	11.76%	19.05%	-7.3%	16.35%	15.32%	+1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	16	12	+33.3%	143	136	+5.1%
New Pending Sales Volume	\$10,467,500	\$11,745,900	-10.9%	\$117,662,848	\$90,649,548	+29.8%
Pending Sales Count	18	11	+63.6%	N/A	N/A	
Pending Sales Volume	\$15,020,899	\$11,245,300	+33.6%	N/A	N/A	
Closed Sales Count	9	7	+28.6%	111	112	-0.9%
Closed Sales Volume	\$6,845,500	\$3,609,200	+89.7%	\$83,462,174	\$69,173,052	+20.7%
Average Sales Price	\$760,611	\$515,600	+47.5%	\$751,911	\$617,617	+21.7%
Median Sales Price	\$725,000	\$292,000	+148.3%	\$637,775	\$549,214	+16.1%
Average Sales Price per Sq Ft	\$254	\$216	+17.4%	\$249	\$228	+9.2%
Median Sales Price per Sq Ft	\$237	\$192	+23.4%	\$238	\$221	+7.8%
<b>Distressed Charts Metrics</b>						
Distressed Listing Count	-	1	-	N/A	N/A	

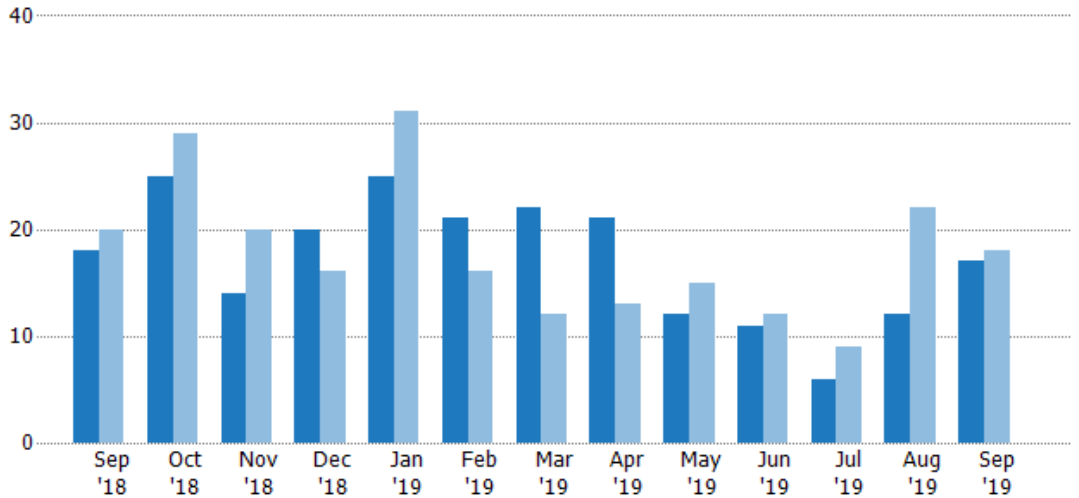
## New Listings

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

### Filters Used

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

Month/ Year	Count	% Chg.
Sep '19	17	-5.6%
Sep '18	18	-10%
Sep '17	20	30%



Current Year	18	25	14	20	25	21	22	21	12	11	6	12	17
Prior Year	20	29	20	16	31	16	12	13	15	12	9	22	18
Percent Change from Prior Year	-10%	-14%	-30%	25%	-19%	31%	83%	62%	-20%	-8%	-33%	-45%	-6%

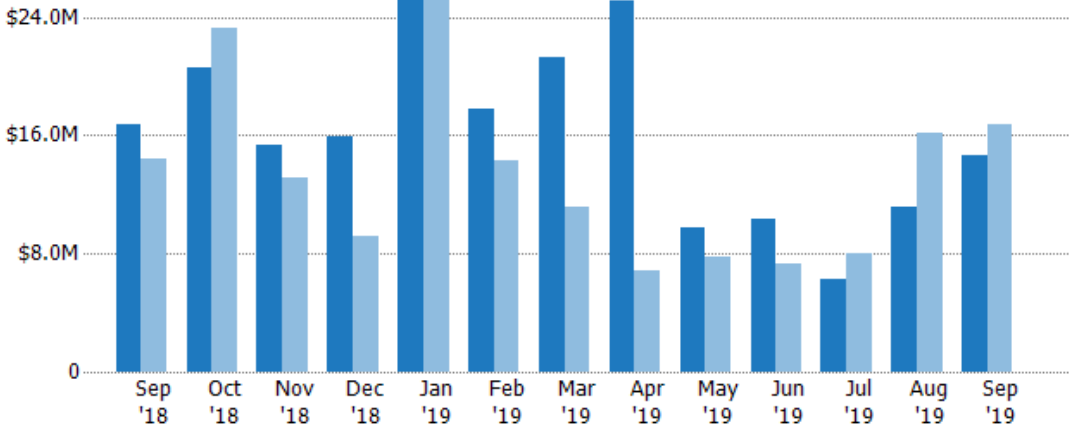
## New Listing Volume

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

### Filters Used

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

Month/ Year	Volume	% Chg.
Sep '19	\$14.6M	-12.9%
Sep '18	\$16.8M	17%
Sep '17	\$14.4M	59.7%



Current Year	\$16.8M	\$20.5M	\$15.4M	\$15.9M	\$26.7M	\$17.7M	\$21.2M	\$25.2M	\$9.81M	\$10.4M	\$6.3M	\$11.2M	\$14.6M
Prior Year	\$14.4M	\$23.2M	\$13.1M	\$9.21M	\$27.3M	\$14.3M	\$11.2M	\$6.82M	\$7.73M	\$7.28M	\$8M	\$16.1M	\$16.8M
Percent Change from Prior Year	17%	-12%	17%	73%	-2%	24%	90%	269%	27%	42%	-21%	-31%	-13%

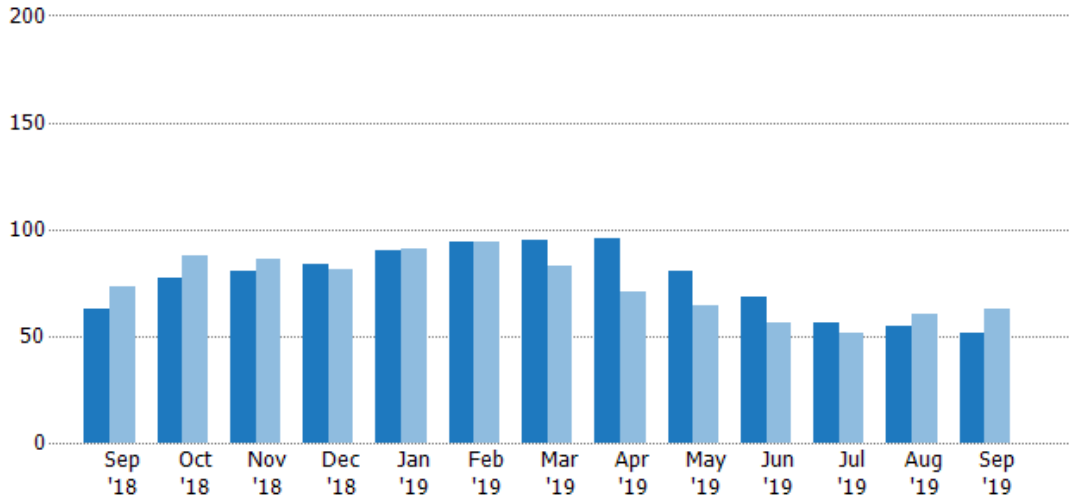
## Active Listings

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

### Filters Used

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

Month/Year	Count	% Chg.
Sep '19	51	-19%
Sep '18	63	-13.7%
Sep '17	73	41.1%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	63	77	80	84	90	94	95	96	80	68	56	55	51
Prior Year	73	88	86	81	91	94	83	71	64	56	51	60	63
Percent Change from Prior Year	-14%	-13%	-7%	4%	-1%	0%	14%	35%	25%	21%	10%	-8%	-19%

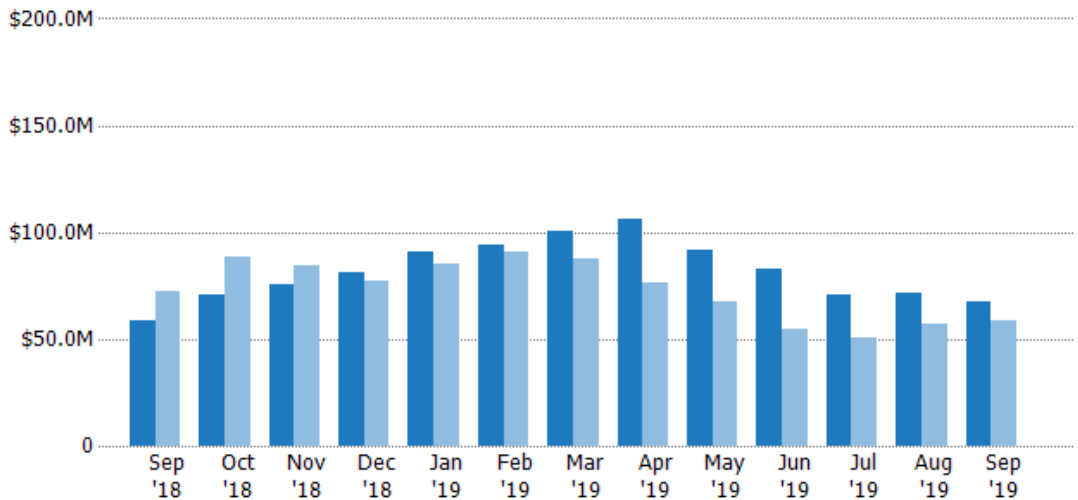
## Active Listing Volume

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

### Filters Used

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

Month/Year	Volume	% Chg.
Sep '19	\$67.3M	15.2%
Sep '18	\$58.4M	-19.5%
Sep '17	\$72.5M	32%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$58.4M	\$70.6M	\$75.5M	\$80.8M	\$90.6M	\$94.1M	\$100M	\$106M	\$91.8M	\$82.6M	\$70.8M	\$71.2M	\$67.3M
Prior Year	\$72.5M	\$88.5M	\$84.2M	\$77.3M	\$85.4M	\$91.2M	\$87.9M	\$76.2M	\$67.5M	\$54.8M	\$50.2M	\$56.8M	\$58.4M
Percent Change from Prior Year	-19%	-20%	-10%	5%	6%	3%	14%	40%	36%	51%	41%	25%	15%

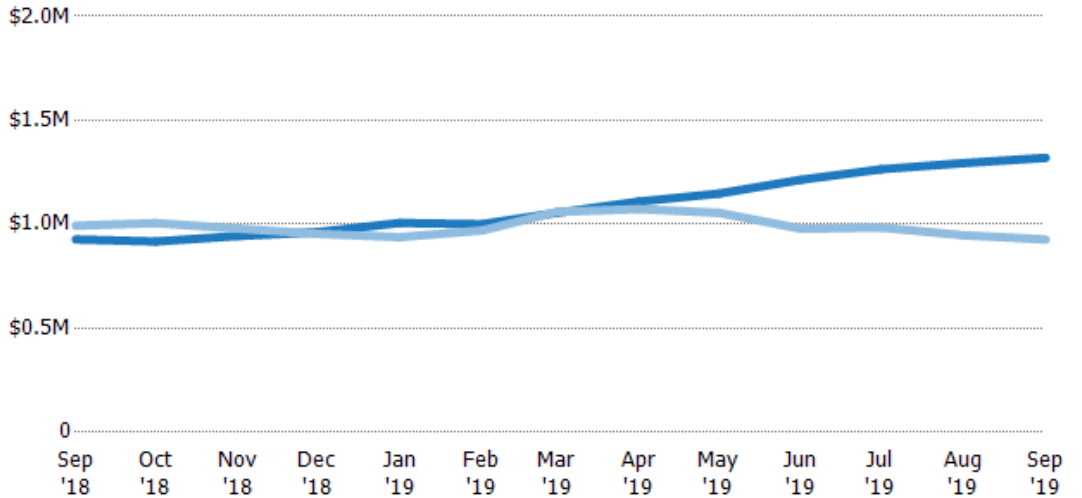
## Average Listing Price

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

### Filters Used

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

Month/ Year	Price	% Chg.
Sep '19	\$1.32M	42.3%
Sep '18	\$927K	-6.7%
Sep '17	\$993K	-6.4%



Current Year	\$927K	\$917K	\$943K	\$962K	\$1.01M	\$1M	\$1.05M	\$1.11M	\$1.15M	\$1.21M	\$1.26M	\$1.29M	\$1.32M
Prior Year	\$993K	\$1.01M	\$979K	\$954K	\$938K	\$970K	\$1.06M	\$1.07M	\$1.05M	\$979K	\$985K	\$947K	\$927K
Percent Change from Prior Year	-7%	-9%	-4%	1%	7%	3%	0%	3%	9%	24%	28%	37%	42%

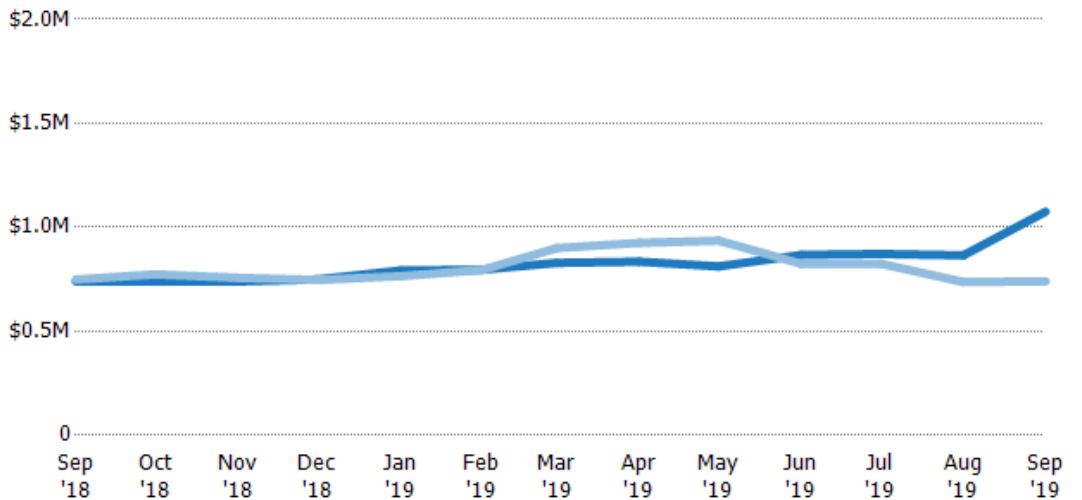
## Median Listing Price

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

### Filters Used

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

Month/ Year	Price	% Chg.
Sep '19	\$1.08M	45.3%
Sep '18	\$740K	-1.2%
Sep '17	\$749K	3.5%



Current Year	\$740K	\$739K	\$740K	\$750K	\$792K	\$797K	\$829K	\$835K	\$812K	\$867K	\$872K	\$865K	\$1.08M
Prior Year	\$749K	\$774K	\$757K	\$747K	\$765K	\$795K	\$900K	\$925K	\$936K	\$824K	\$825K	\$737K	\$740K
Percent Change from Prior Year	-1%	-4%	-2%	0%	4%	0%	-8%	-10%	-13%	5%	6%	17%	45%

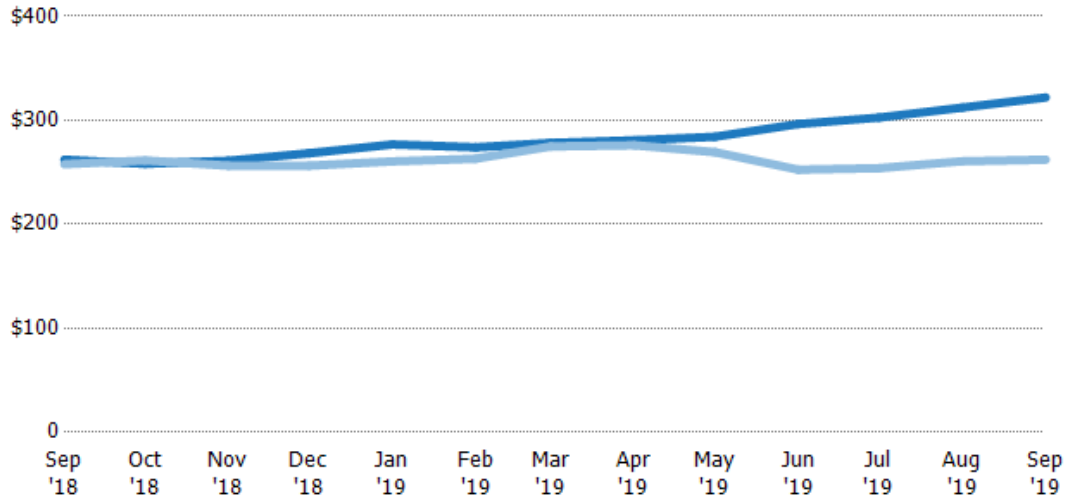
## Average Listing Price per Sq Ft

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

### Filters Used

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

Month/ Year	Price/sq ft	% Chg.
Sep '19	\$322	22.8%
Sep '18	\$262	1.7%
Sep '17	\$258	-5.5%



Current Year	\$262	\$258	\$261	\$268	\$277	\$274	\$278	\$281	\$284	\$296	\$303	\$312	\$322
Prior Year	\$258	\$261	\$256	\$256	\$260	\$263	\$275	\$276	\$269	\$252	\$254	\$261	\$262
Percent Change from Prior Year	2%	-1%	2%	5%	6%	4%	1%	2%	5%	17%	19%	20%	23%

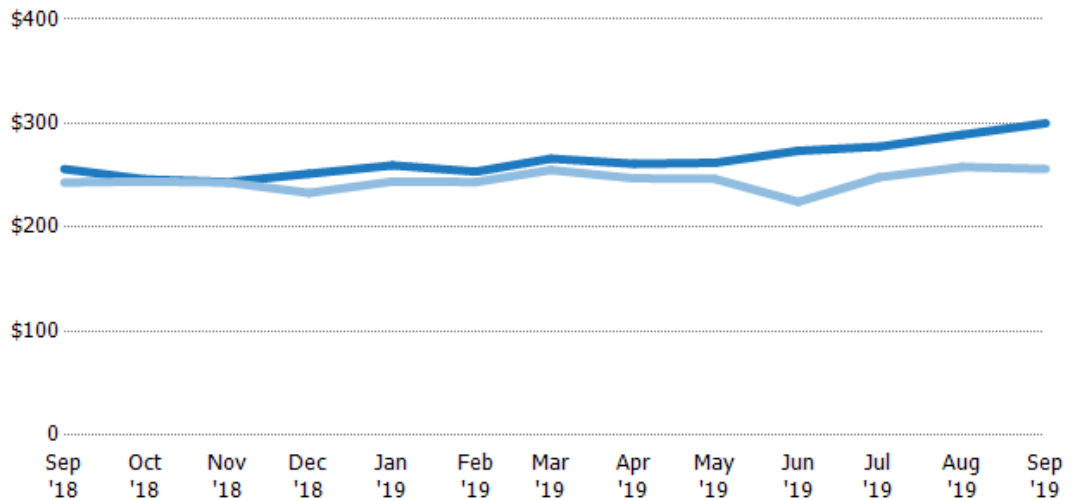
## Median Listing Price per Sq Ft

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

### Filters Used

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

Month/ Year	Price/sq ft	% Chg.
Sep '19	\$300	17.2%
Sep '18	\$256	5.3%
Sep '17	\$243	-7.8%



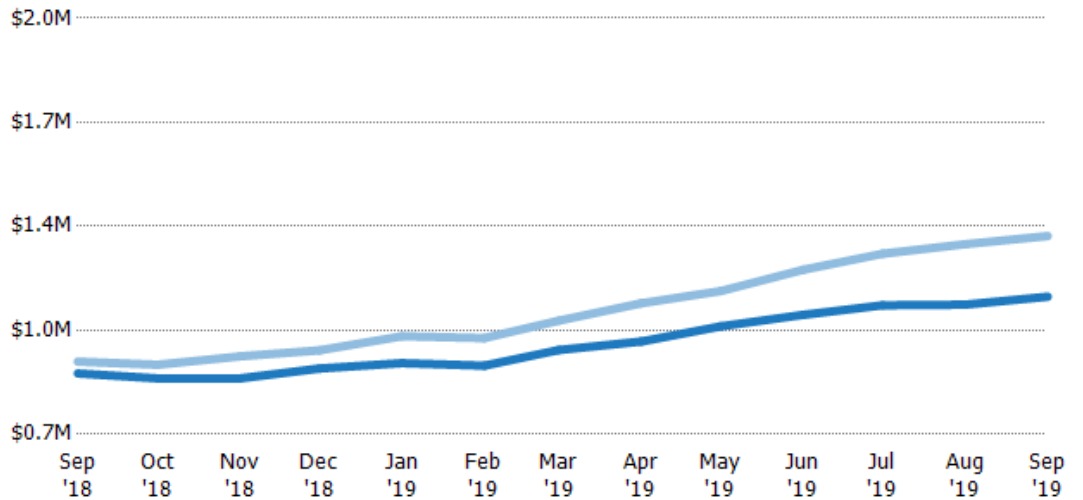
Current Year	\$256	\$246	\$244	\$252	\$260	\$254	\$266	\$261	\$262	\$274	\$278	\$289	\$300
Prior Year	\$243	\$244	\$243	\$233	\$244	\$244	\$255	\$247	\$247	\$225	\$248	\$258	\$256
Percent Change from Prior Year	5%	1%	0%	8%	6%	4%	4%	6%	6%	22%	12%	12%	17%

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



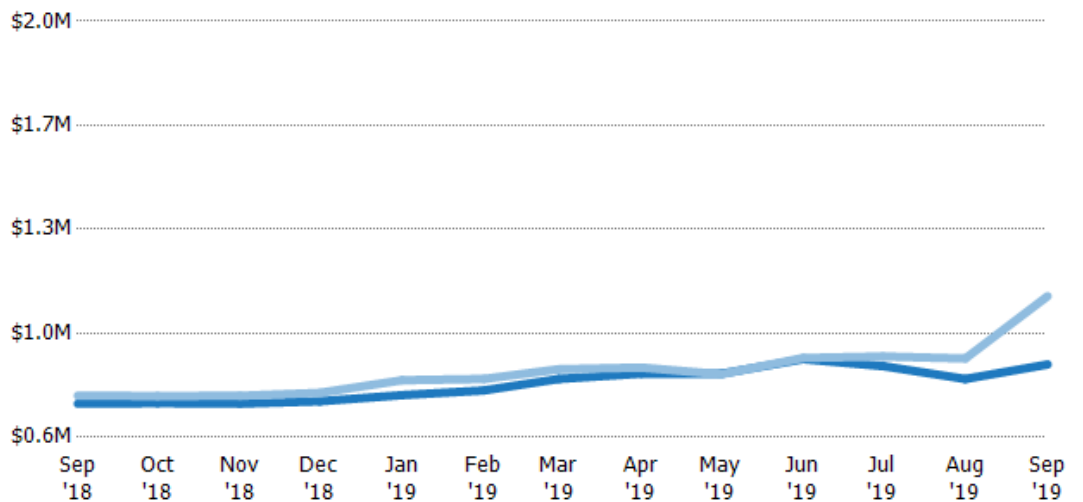
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$890K	\$875K	\$875K	\$906K	\$922K	\$914K	\$963K	\$990K	\$1.04M	\$1.07M	\$1.1M	\$1.11M	\$1.13M
Avg Listing Price	\$927K	\$917K	\$943K	\$962K	\$1.01M	\$1M	\$1.05M	\$1.11M	\$1.15M	\$1.21M	\$1.26M	\$1.29M	\$1.32M
Avg Listing Price as a % of Avg Est Value	104%	105%	108%	106%	109%	109%	110%	112%	111%	113%	115%	117%	117%

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



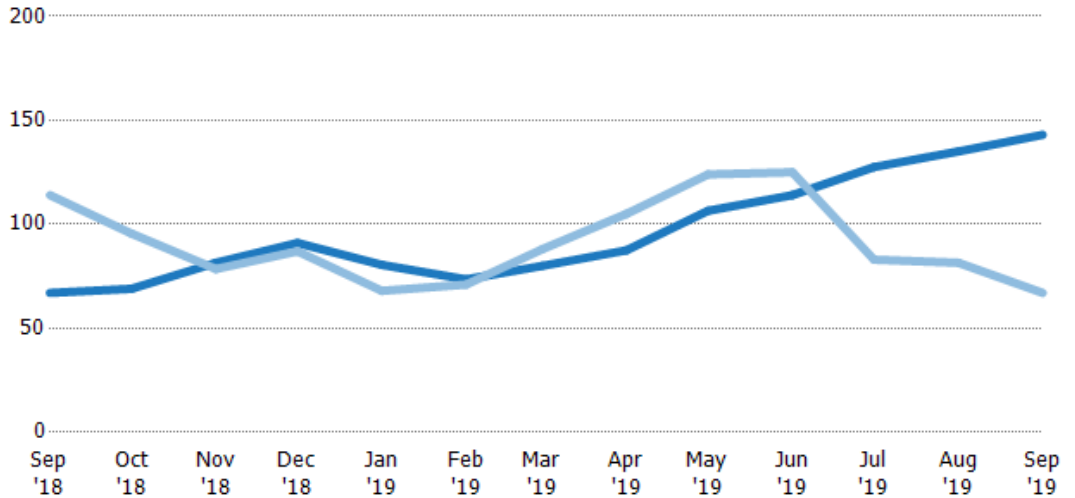
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$713K	\$715K	\$713K	\$721K	\$742K	\$758K	\$796K	\$814K	\$814K	\$863K	\$840K	\$796K	\$845K
Median Listing Price	\$740K	\$739K	\$740K	\$750K	\$792K	\$797K	\$829K	\$835K	\$812K	\$867K	\$872K	\$865K	\$1.08M
Med Listing Price as a % of Med Est Value	104%	103%	104%	104%	107%	105%	104%	103%	100%	100%	104%	109%	127%

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



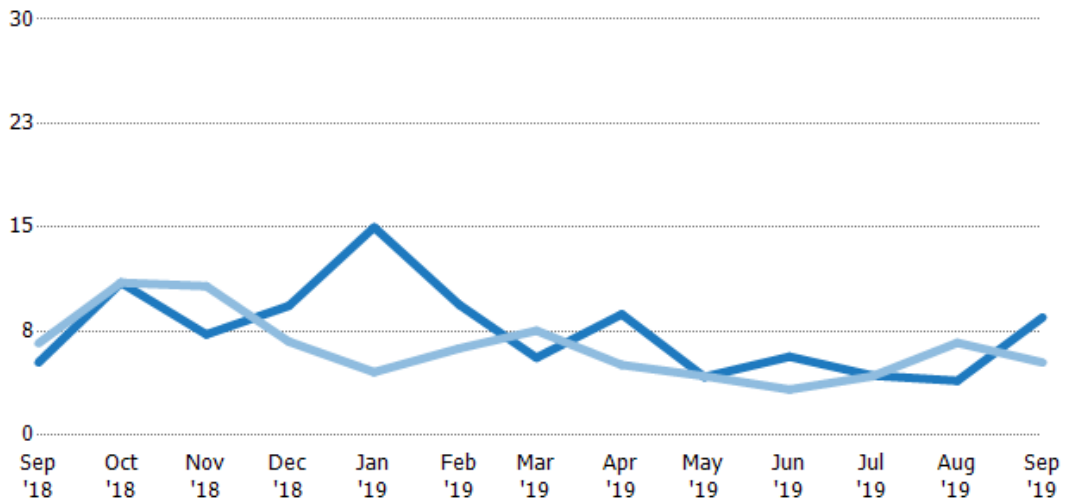
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	67	69	81.5	91	80.5	73.5	80	87.5	107	114	128	135	143
Prior Year	114	95.5	78.5	87	68	71	88	105	124	125	83	81.5	67
Percent Change from Prior Year	-41%	-28%	4%	5%	18%	4%	-9%	-17%	-14%	-9%	54%	66%	113%

## Months of Inventory

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

### Filters Used

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	5.25	11	7.27	9.33	15	9.4	5.59	8.73	4.21	5.67	4.31	3.93	8.5
Prior Year	6.64	11	10.8	6.75	4.55	6.27	7.55	5.07	4.27	3.29	4.25	6.67	5.25
Percent Change from Prior Year	-21%	0%	-32%	38%	230%	50%	-26%	72%	-1%	72%	1%	-41%	62%



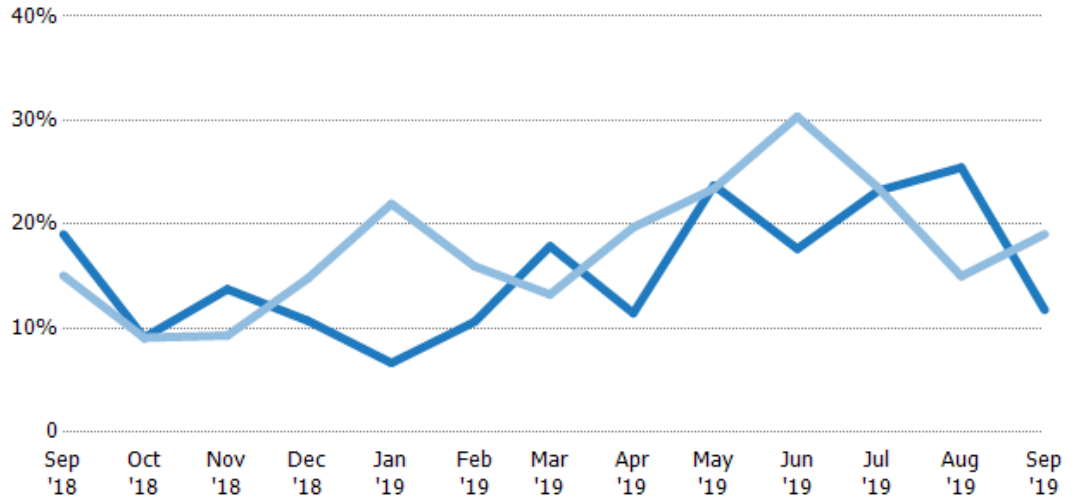
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

Month/ Year	Rate	Chg.
Sep '19	12%	7.3%
Sep '18	19%	-4%
Sep '17	15%	-67.8%



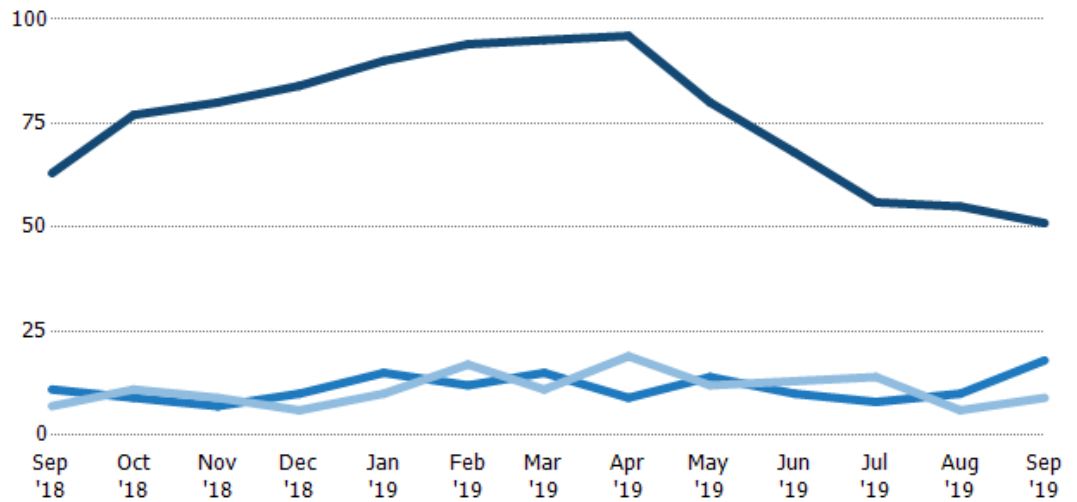
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	19%	9%	14%	11%	7%	11%	18%	11%	24%	18%	23%	25%	12%
Prior Year	15%	9%	9%	15%	22%	16%	13%	20%	23%	30%	24%	15%	19%
Change from Prior Year	-4%	0%	-4%	4%	15%	5%	-5%	8%	0%	13%	0%	-10%	7%

## Active/Pending/Sold Units

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

### Filters Used

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Active	63	77	80	84	90	94	95	96	80	68	56	55	51
Pending	11	9	7	10	15	12	15	9	14	10	8	10	18
Sold	7	11	9	6	10	17	11	19	12	13	14	6	9

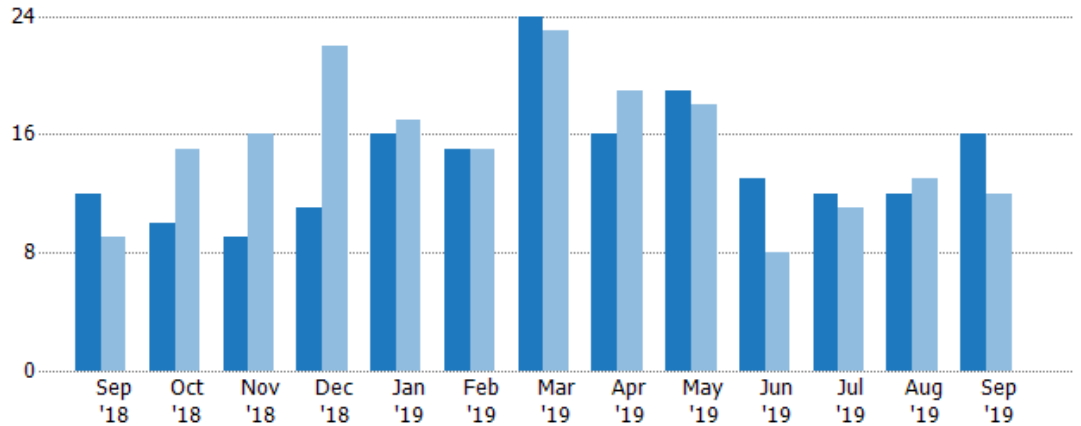
## New Pending Sales

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

### Filters Used

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

Month/ Year	Count	% Chg.
Sep '19	16	33.3%
Sep '18	12	33.3%
Sep '17	9	-22.2%



Current Year	12	10	9	11	16	15	24	16	19	13	12	12	16
Prior Year	9	15	16	22	17	15	23	19	18	8	11	13	12
Percent Change from Prior Year	33%	-33%	-44%	-50%	-6%	0%	4%	-16%	6%	63%	9%	-8%	33%

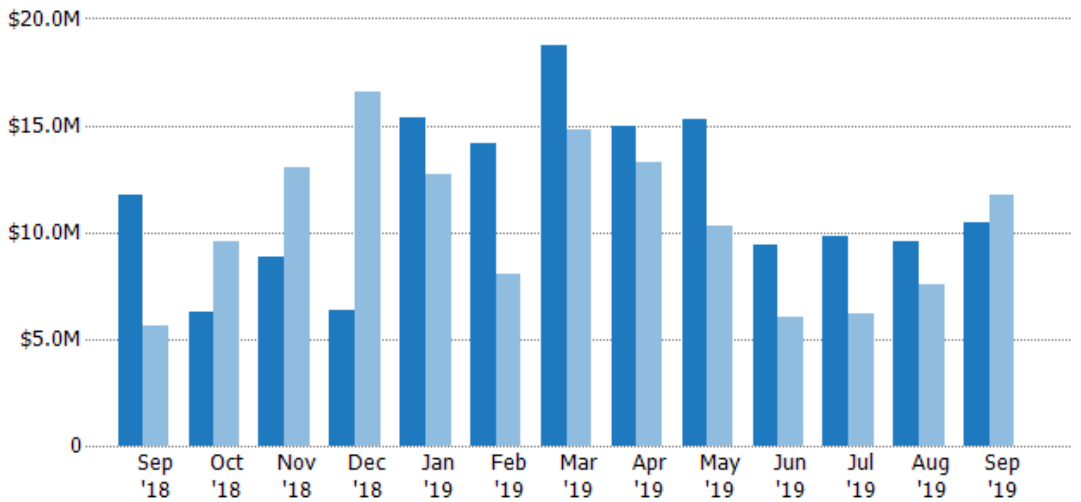
## New Pending Sales Volume

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

### Filters Used

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

Month/ Year	Volume	% Chg.
Sep '19	\$10.5M	-10.9%
Sep '18	\$11.7M	107.9%
Sep '17	\$5.65M	-9.1%



Current Year	\$11.7M	\$6.3M	\$8.86M	\$6.37M	\$15.4M	\$14.1M	\$18.8M	\$15M	\$15.3M	\$9.4M	\$9.79M	\$9.53M	\$10.5M
Prior Year	\$5.65M	\$9.54M	\$13M	\$16.6M	\$12.7M	\$8.06M	\$14.8M	\$13.3M	\$10.3M	\$6.05M	\$6.21M	\$7.54M	\$11.7M
Percent Change from Prior Year	108%	-34%	-32%	-62%	21%	75%	27%	13%	48%	55%	58%	27%	-11%

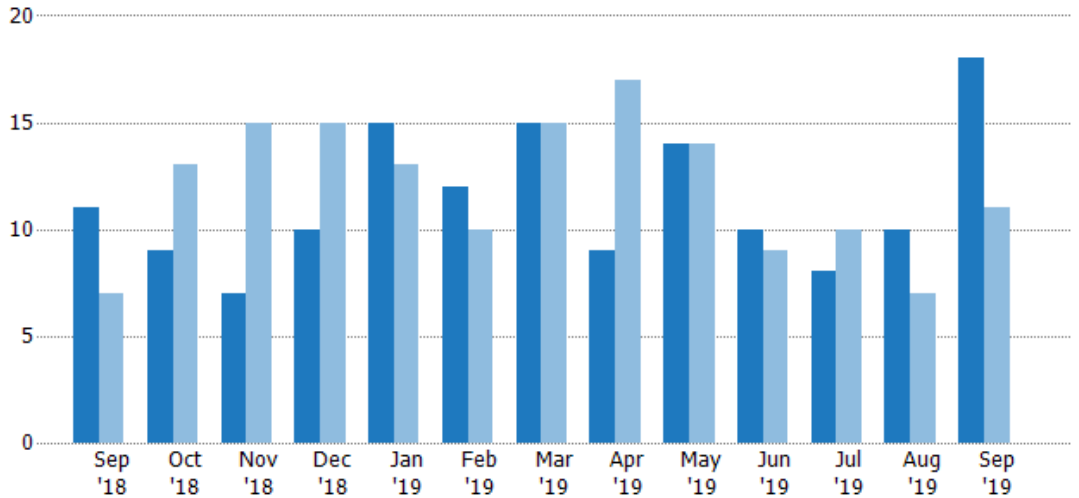
## Pending Sales

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

### Filters Used

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

Month/ Year	Count	% Chg.
Sep '19	18	63.6%
Sep '18	11	57.1%
Sep '17	7	0%



Current Year	11	9	7	10	15	12	15	9	14	10	8	10	18
Prior Year	7	13	15	15	13	10	15	17	14	9	10	7	11
Percent Change from Prior Year	57%	-31%	-53%	-33%	15%	20%	0%	-47%	0%	11%	-20%	43%	64%

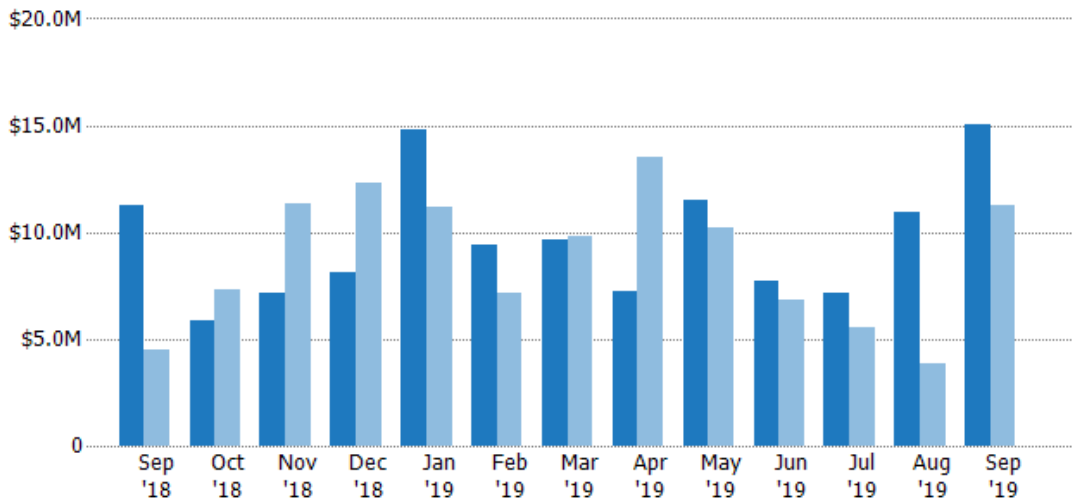
## Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Sep '19	\$15M	33.6%
Sep '18	\$11.2M	150%
Sep '17	\$4.5M	25.5%



Current Year	\$11.2M	\$5.87M	\$7.15M	\$8.11M	\$14.8M	\$9.43M	\$9.62M	\$7.22M	\$11.5M	\$7.71M	\$7.16M	\$10.9M	\$15M
Prior Year	\$4.5M	\$7.31M	\$11.3M	\$12.3M	\$11.2M	\$7.12M	\$9.83M	\$13.5M	\$10.2M	\$6.84M	\$5.53M	\$3.85M	\$11.2M
Percent Change from Prior Year	150%	-20%	-37%	-34%	32%	32%	-2%	-47%	13%	13%	29%	183%	34%

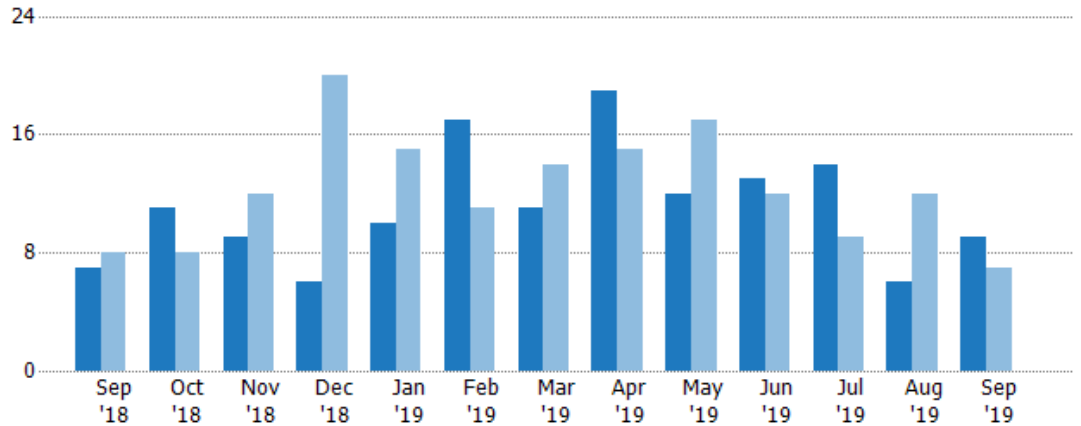
## Closed Sales

The total number of residential properties sold each month.

### Filters Used

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

Month/ Year	Count	% Chg.
Sep '19	9	28.6%
Sep '18	7	-12.5%
Sep '17	8	-75%



Current Year	7	11	9	6	10	17	11	19	12	13	14	6	9
Prior Year	8	8	12	20	15	11	14	15	17	12	9	12	7
Percent Change from Prior Year	-13%	38%	-25%	-70%	-33%	55%	-21%	27%	-29%	8%	56%	-50%	29%

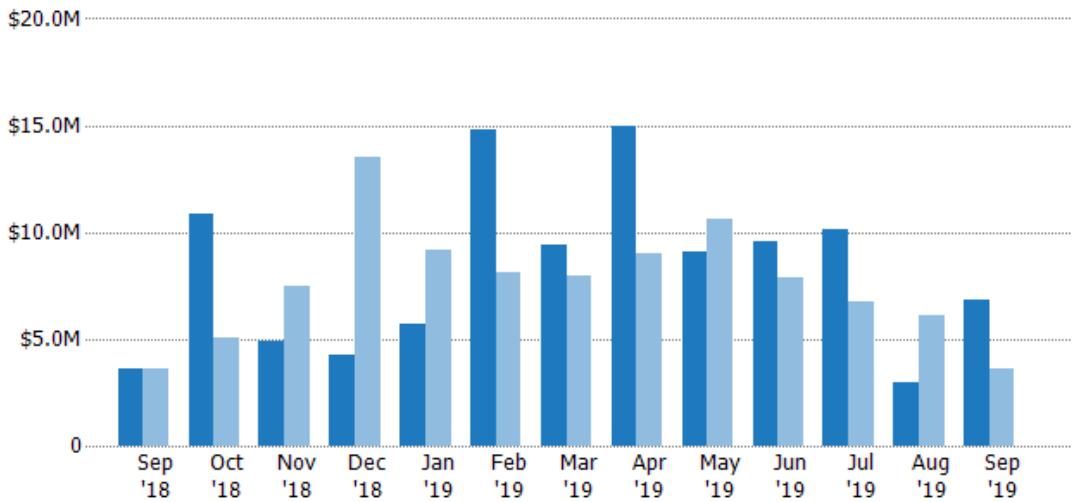
## Closed Sales Volume

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

### Filters Used

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

Month/ Year	Volume	% Chg.
Sep '19	\$6.85M	89.7%
Sep '18	\$3.61M	0.1%
Sep '17	\$3.6M	-67.5%



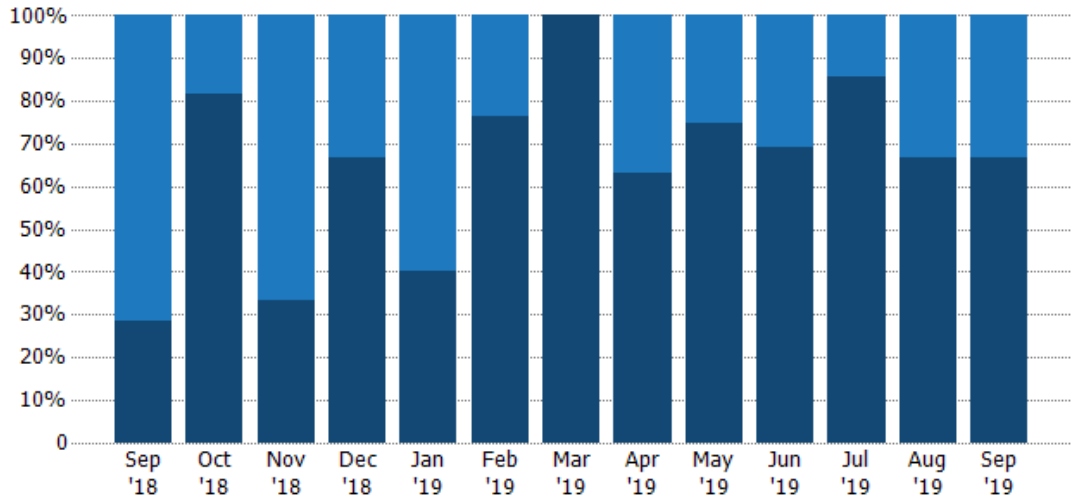
Current Year	\$3.61M	\$10.9M	\$4.88M	\$4.29M	\$5.74M	\$14.8M	\$9.43M	\$15M	\$9.09M	\$9.56M	\$10.1M	\$2.93M	\$6.85M
Prior Year	\$3.6M	\$5.08M	\$7.44M	\$13.5M	\$9.18M	\$8.08M	\$7.93M	\$8.97M	\$10.7M	\$7.86M	\$6.74M	\$6.14M	\$3.61M
Percent Change from Prior Year	0%	114%	-34%	-68%	-37%	83%	19%	67%	-15%	22%	50%	-52%	90%

## Closed Sales by Property Type

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

### Filters Used

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



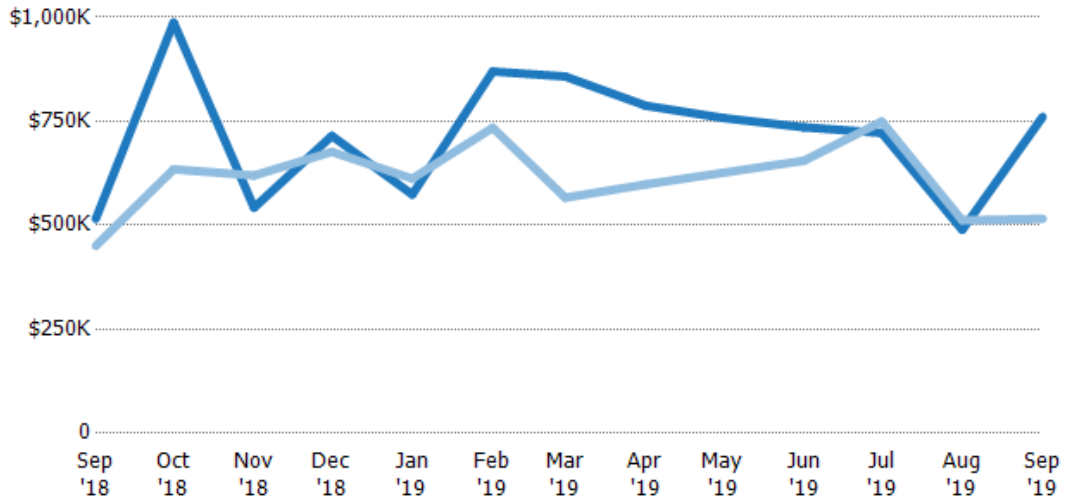
Condo/Townhouse	71%	18%	67%	33%	60%	24%	-	37%	25%	31%	14%	33%	33%
Single Family Residence	29%	82%	33%	67%	40%	76%	100%	63%	75%	69%	86%	67%	67%

## Average Sales Price

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

### Filters Used

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



Current Year	\$516K	\$987K	\$542K	\$715K	\$574K	\$870K	\$858K	\$787K	\$758K	\$736K	\$722K	\$489K	\$761K
Prior Year	\$451K	\$635K	\$620K	\$676K	\$612K	\$735K	\$566K	\$598K	\$627K	\$655K	\$749K	\$512K	\$516K
Percent Change from Prior Year	14%	56%	-12%	6%	-6%	18%	51%	32%	21%	12%	-4%	-4%	48%

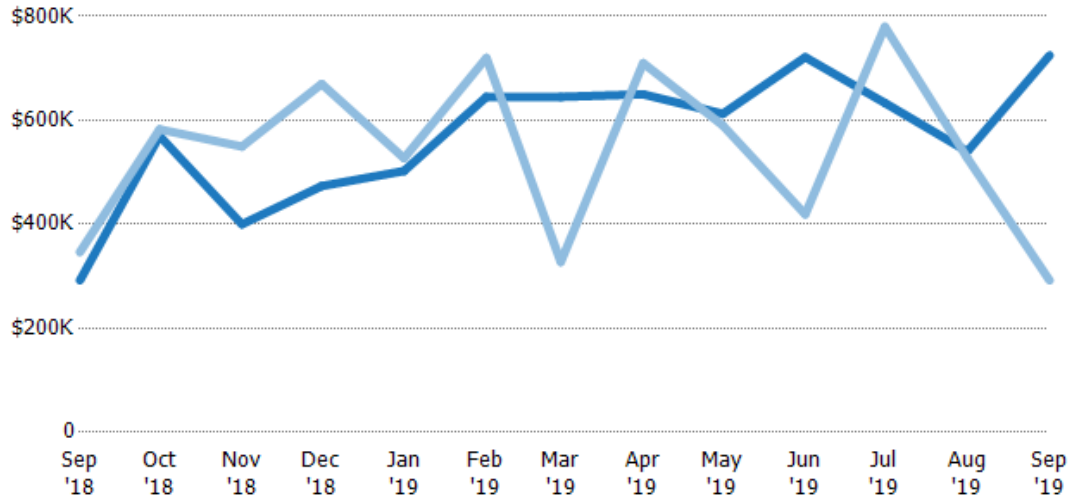
## Median Sales Price

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

### Filters Used

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

Month/ Year	Price	% Chg.
Sep '19	\$725K	148.3%
Sep '18	\$292K	-15.7%
Sep '17	\$346K	69.1%



Current Year	\$292K	\$570K	\$400K	\$474K	\$503K	\$645K	\$645K	\$650K	\$613K	\$721K	\$633K	\$540K	\$725K
Prior Year	\$346K	\$583K	\$549K	\$670K	\$527K	\$720K	\$328K	\$710K	\$590K	\$419K	\$780K	\$528K	\$292K
Percent Change from Prior Year	-16%	-2%	-27%	-29%	-5%	-10%	97%	-8%	4%	72%	-19%	2%	148%

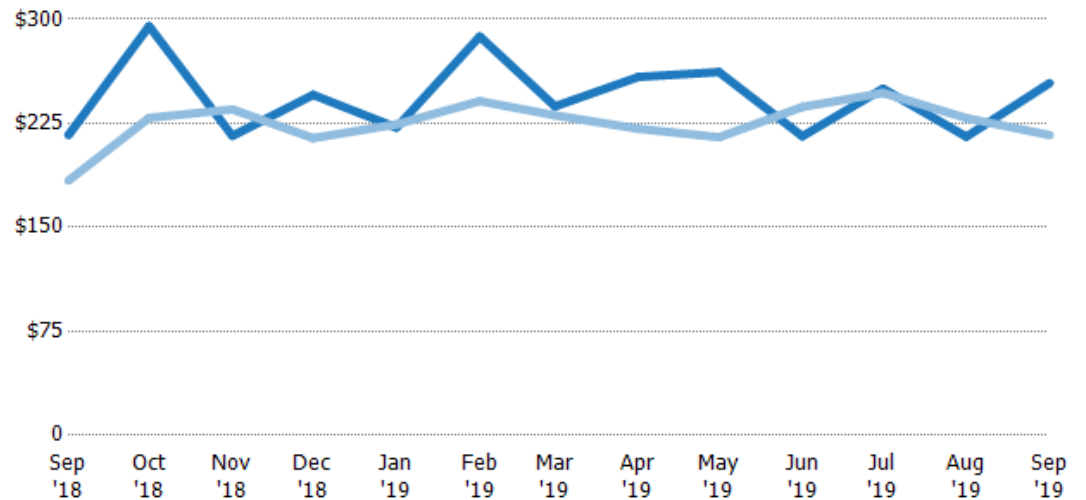
## Average Sales Price per Sq Ft

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

### Filters Used

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

Month/ Year	Price/sq ft	% Chg.
Sep '19	\$254	17.4%
Sep '18	\$216	17.9%
Sep '17	\$184	-5.5%



Current Year	\$216	\$295	\$216	\$246	\$222	\$288	\$237	\$258	\$262	\$216	\$250	\$215	\$254
Prior Year	\$184	\$229	\$235	\$214	\$224	\$241	\$231	\$221	\$215	\$237	\$247	\$229	\$216
Percent Change from Prior Year	18%	29%	-8%	15%	-1%	19%	3%	17%	22%	-9%	1%	-6%	17%

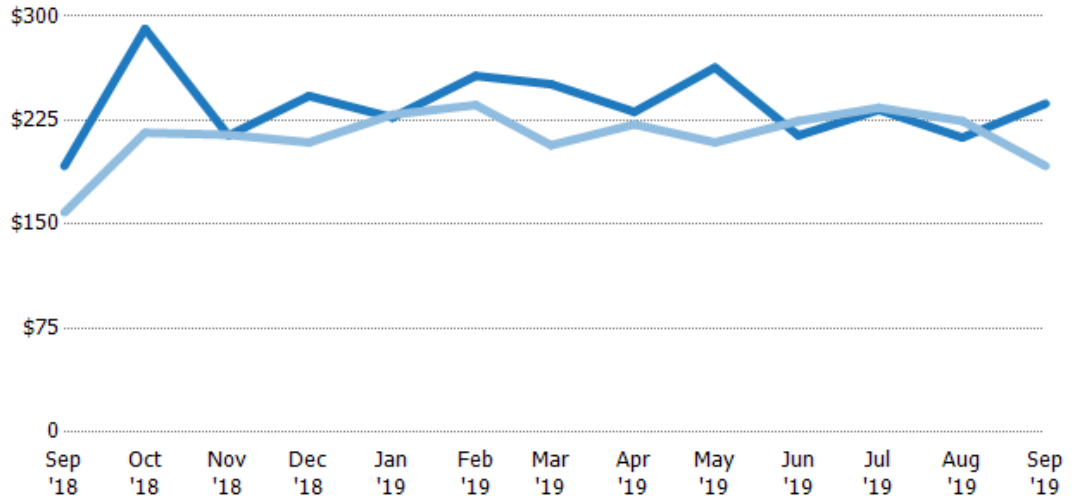
## Median Sales Price per Sq Ft

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

### Filters Used

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

Month/ Year	Price/sq ft	% Chg.
Sep '19	\$237	23.4%
Sep '18	\$192	21.1%
Sep '17	\$159	9.5%



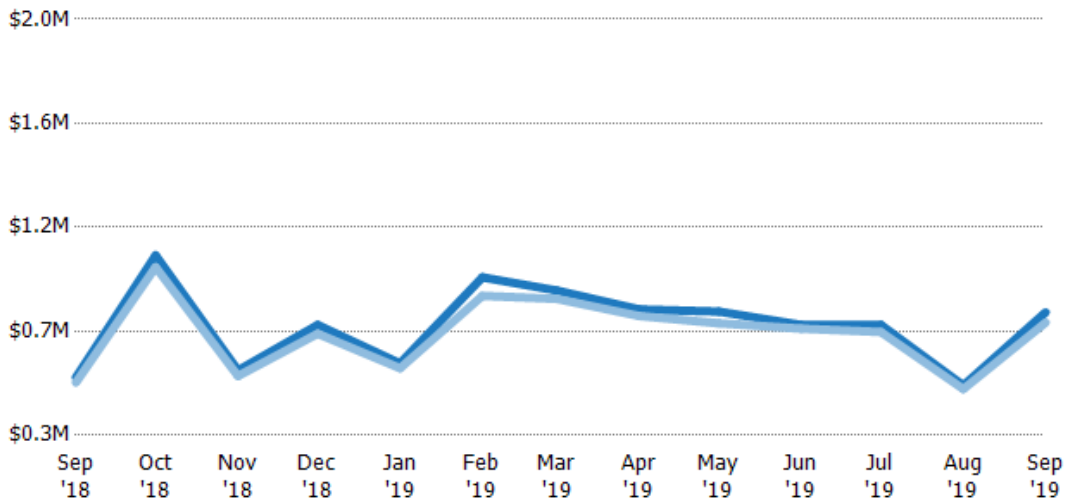
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$192	\$291	\$214	\$243	\$227	\$257	\$251	\$231	\$263	\$214	\$233	\$213	\$237
Prior Year	\$159	\$216	\$215	\$209	\$229	\$236	\$207	\$222	\$209	\$225	\$234	\$225	\$192
Percent Change from Prior Year	21%	35%	0%	16%	-1%	9%	21%	4%	26%	-5%	-1%	-5%	23%

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



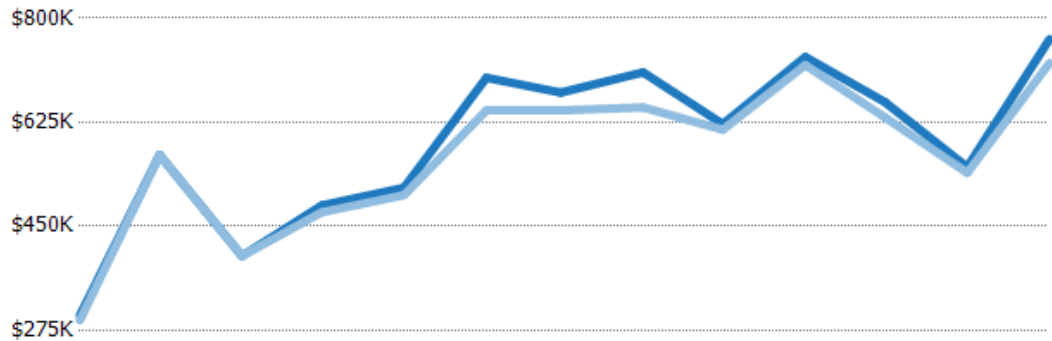
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg List Price	\$536K	\$1.04M	\$565K	\$751K	\$594K	\$945K	\$892K	\$814K	\$806K	\$751K	\$751K	\$503K	\$802K
Avg Sales Price	\$516K	\$987K	\$542K	\$715K	\$574K	\$870K	\$858K	\$787K	\$758K	\$736K	\$722K	\$489K	\$761K
Avg Sales Price as a % of Avg List Price	96%	95%	96%	95%	97%	92%	96%	97%	94%	98%	96%	97%	95%

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



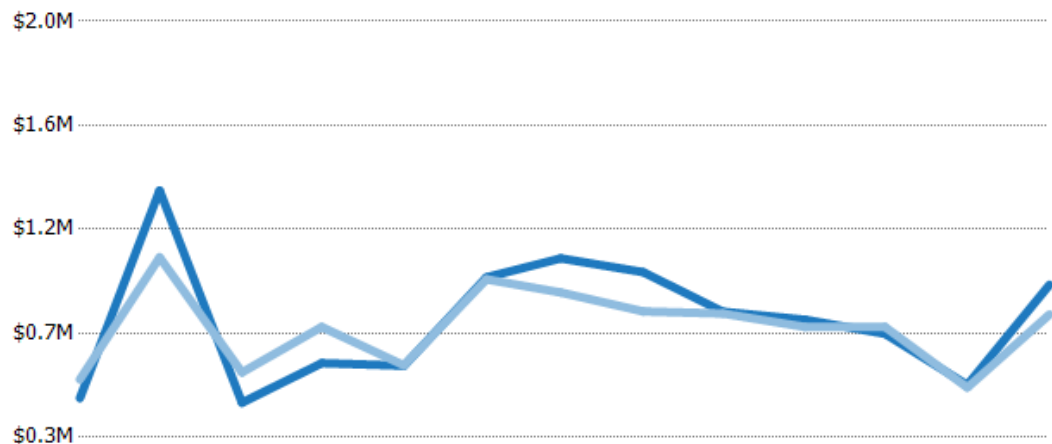
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median List Price	\$300K	\$570K	\$400K	\$485K	\$515K	\$700K	\$675K	\$709K	\$622K	\$735K	\$659K	\$550K	\$765K
Median Sales Price	\$292K	\$570K	\$400K	\$474K	\$503K	\$645K	\$645K	\$650K	\$613K	\$721K	\$633K	\$540K	\$725K
Med Sales Price as a % of Med List Price	97%	100%	100%	98%	98%	92%	96%	92%	98%	98%	96%	98%	95%

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$459K	\$1.31M	\$441K	\$603K	\$592K	\$954K	\$1.03M	\$975K	\$813K	\$780K	\$723K	\$514K	\$924K
Avg Sales Price	\$536K	\$1.04M	\$565K	\$751K	\$594K	\$945K	\$892K	\$814K	\$806K	\$751K	\$751K	\$503K	\$802K
Avg Sales Price as a % of Avg Est Value	117%	79%	128%	125%	100%	99%	86%	84%	99%	96%	104%	98%	87%

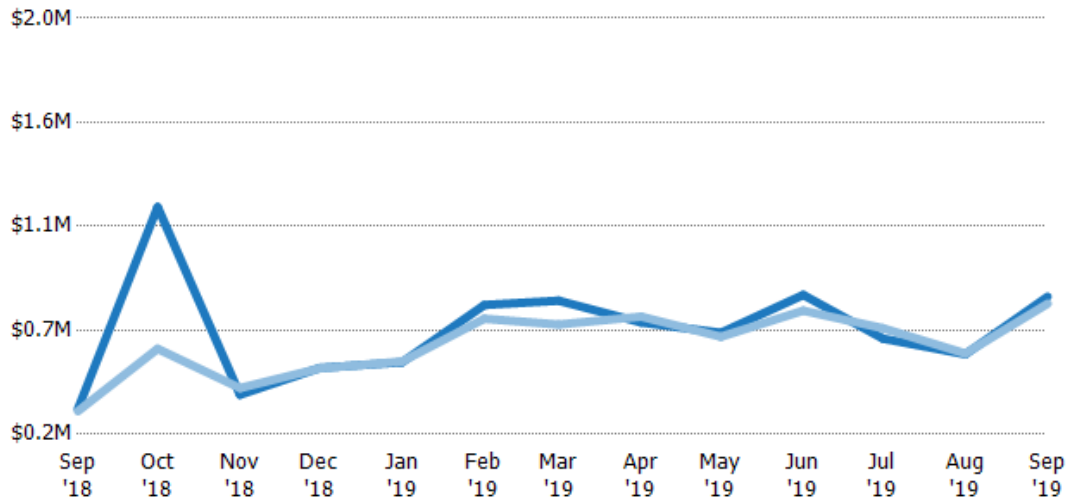


## Median Sales Price vs Median Est Value

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

### Filters Used

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



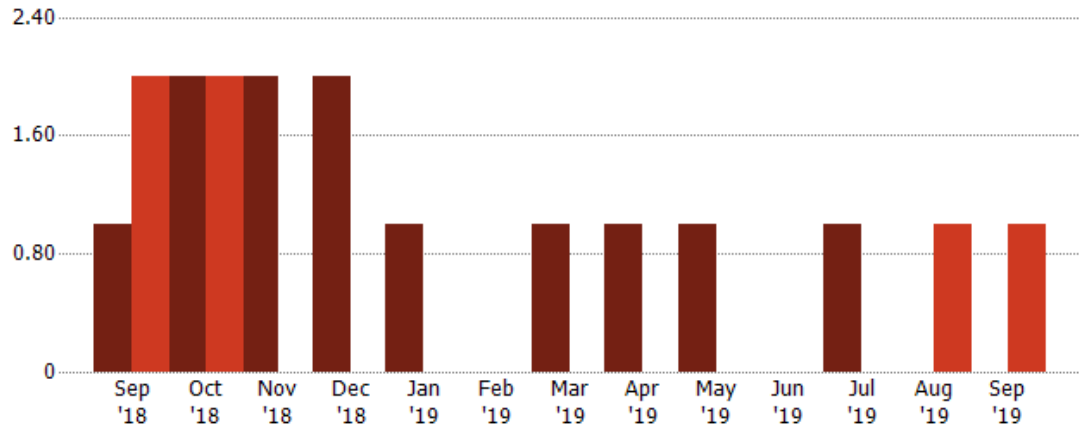
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$310K	\$1.18M	\$371K	\$487K	\$511K	\$759K	\$778K	\$684K	\$639K	\$803K	\$614K	\$546K	\$796K
Median Sales Price	\$300K	\$570K	\$400K	\$485K	\$515K	\$700K	\$675K	\$709K	\$622K	\$735K	\$659K	\$550K	\$765K
Med Sales Price as a % of Med Est Value	97%	48%	108%	100%	101%	92%	87%	104%	97%	92%	107%	101%	96%

## Distressed Listings

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

### Filters Used

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



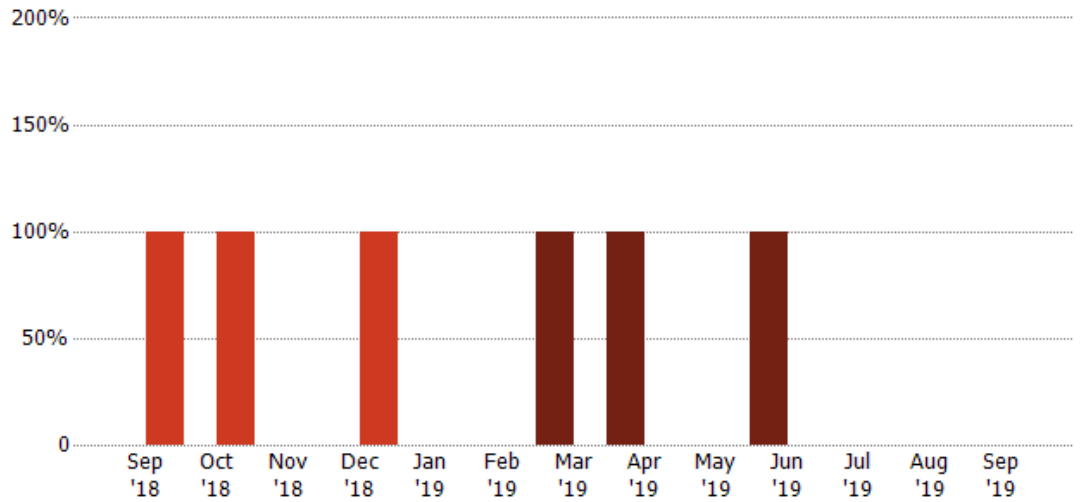
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	1	2	2	2	1	-	1	1	1	-	1	-	-
Prior Year	2	2	-	-	-	-	-	-	-	-	-	1	1
Percent Change from Prior Year	-50%	0%	100%	100%	100%	-	100%	100%	100%	-	100%	-100%	-100%

## Distressed Sales

The count of distressed residential properties sold each month.

### Filters Used

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	-	-	-	-	-	-	1	1	-	1	-	-	-
Prior Year	1	1	-	1	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-100%	-	-100%	-	-	100%	100%	-	100%	-	-	-



## Sales Activity by ZIP

Sep 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
85377	18	\$15,020,899	9	\$6,845,500	\$760,611	\$725,000	\$242	\$230	125