

2019

FOUNTAIN HILLS

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	+ / -
Listing Activity Charts Metrics						
New Listing Count	82	84	-2.4%	806	800	+0.8%
New Listing Volume	\$56,113,148	\$51,936,716	+8%	\$463,006,847	\$436,157,897	+6.2%
Active Listing Count	191	284	-32.7%	N/A	N/A	
Active Listing Volume	\$177,258,175	\$213,343,216	-16.9%	N/A	N/A	
Average Listing Price	\$928,053	\$751,209	+23.5%	\$798,283	\$747,120	+6.8%
Median Listing Price	\$695,000	\$542,350	+28.1%	\$570,430	\$537,505	+6.1%
Average Listing Price per Sq Ft	\$258	\$226	+14.5%	\$237	\$224	+5.9%
Median Listing Price per Sq Ft	\$238	\$209	+13.9%	\$219	\$207	+6.1%
Median Days in RPR	73	68	+7.4%	76.72	79.66	-3.7%
Months of Inventory	2.9	5.4	-45.2%	3.6	4.4	-18.2%
Absorption Rate	34.03%	18.66%	+15.4%	27.72%	22.68%	+5%
Sales Activity Charts Metrics						
New Pending Sales Count	87	56	+55.4%	952	761	+25.1%
New Pending Sales Volume	\$44,209,849	\$27,234,995	+62.3%	\$481,418,412	\$363,315,498	+32.5%
Pending Sales Count	91	49	+85.7%	N/A	N/A	
Pending Sales Volume	\$51,349,043	\$25,796,299	+99.1%	N/A	N/A	
Closed Sales Count	71	48	+47.9%	718	666	+7.8%
Closed Sales Volume	\$34,086,013	\$20,795,800	+63.9%	\$344,215,067	\$300,502,941	+14.5%
Average Sales Price	\$480,085	\$433,246	+10.8%	\$479,408	\$451,206	+6.3%
Median Sales Price	\$365,000	\$372,500	-2%	\$387,420	\$383,027	+1.1%
Average Sales Price per Sq Ft	\$211	\$199	+5.8%	\$211	\$201	+5.3%
Median Sales Price per Sq Ft	\$208	\$193	+7.8%	\$205	\$195	+4.8%
Distressed Charts Metrics						
Distressed Listing Count	1	3	-66.7%	N/A	N/A	

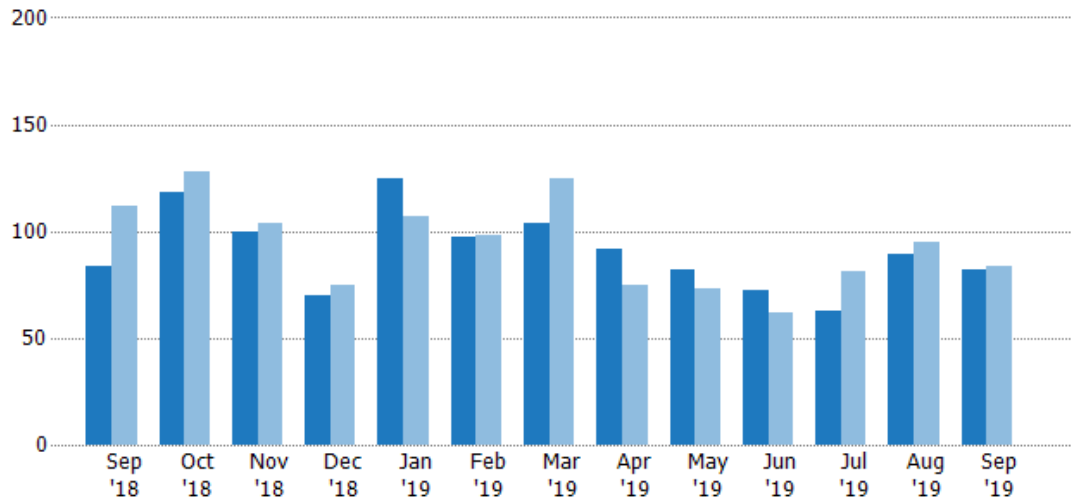
New Listings

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

Filters Used

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

Month/ Year	Count	% Chg.
Sep '19	82	-2.4%
Sep '18	84	-25%
Sep '17	112	-14.3%



Current Year	84	118	100	70	125	97	104	92	82	72	63	89	82
Prior Year	112	128	104	75	107	98	125	75	73	62	81	95	84
Percent Change from Prior Year	-25%	-8%	-4%	-7%	17%	-1%	-17%	23%	12%	16%	-22%	-6%	-2%

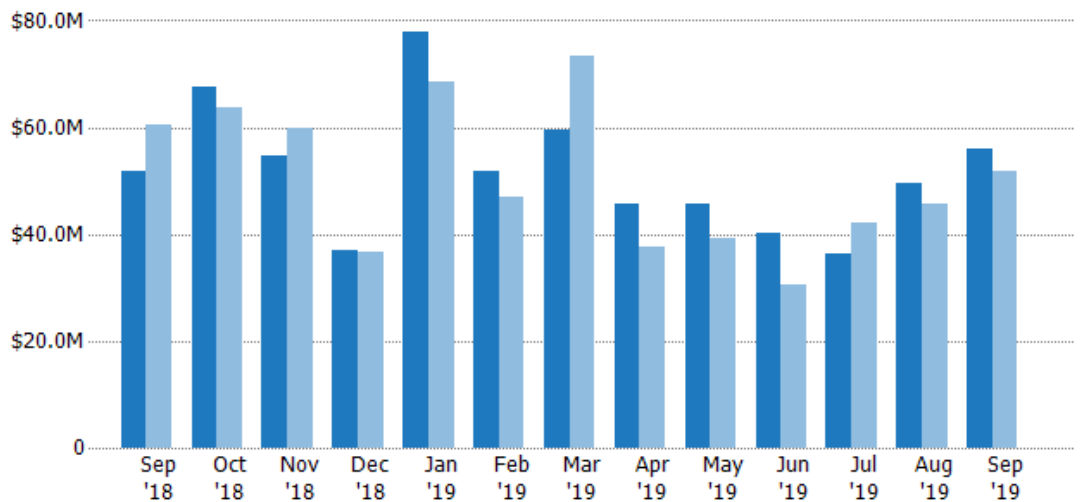
New Listing Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Sep '19	\$56.1M	8%
Sep '18	\$51.9M	-14%
Sep '17	\$60.4M	-23%



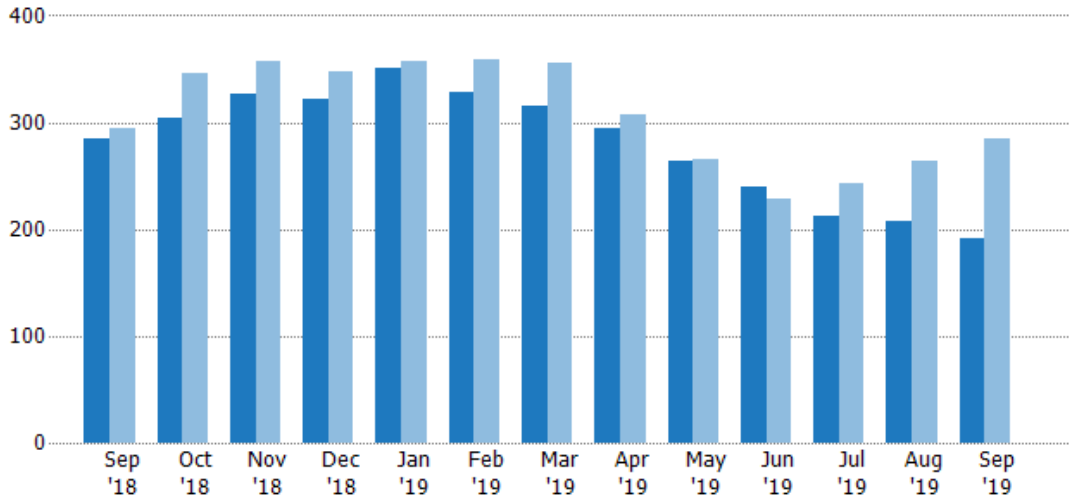
Current Year	\$51.9M	\$67.5M	\$54.7M	\$37M	\$77.9M	\$51.9M	\$59.4M	\$45.8M	\$45.7M	\$40.2M	\$36.4M	\$49.6M	\$56.1M
Prior Year	\$60.4M	\$63.6M	\$59.9M	\$36.6M	\$68.6M	\$47.1M	\$73.4M	\$37.7M	\$39.1M	\$30.6M	\$42M	\$45.7M	\$51.9M
Percent Change from Prior Year	-14%	6%	-9%	1%	14%	10%	-19%	21%	17%	31%	-13%	8%	8%

Active Listings

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

Filters Used

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



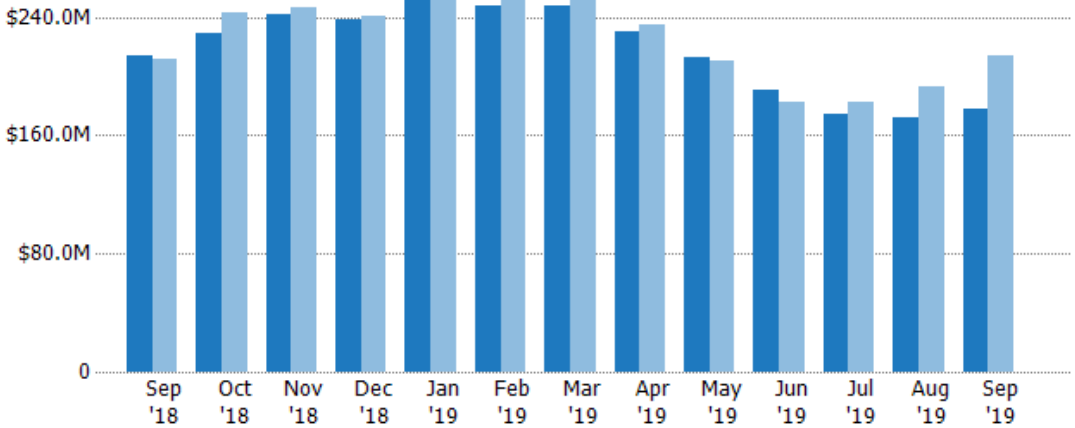
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	284	304	327	321	350	329	315	295	264	240	212	207	191
Prior Year	294	346	357	348	357	359	355	308	265	228	243	264	284
Percent Change from Prior Year	-3%	-12%	-8%	-8%	-2%	-8%	-11%	-4%	0%	5%	-13%	-22%	-33%

Active Listing Volume

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

Filters Used

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



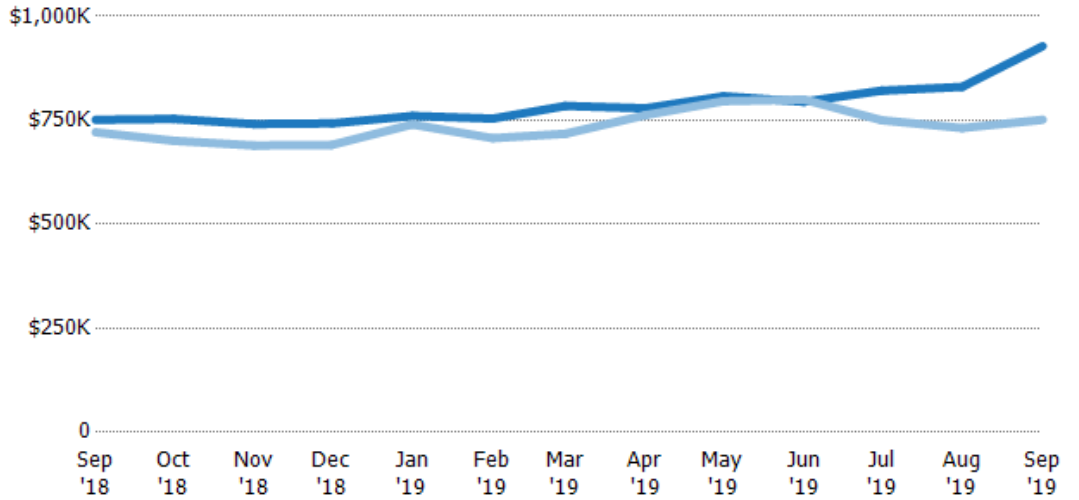
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$213M	\$229M	\$242M	\$238M	\$266M	\$248M	\$247M	\$230M	\$213M	\$191M	\$174M	\$172M	\$177M
Prior Year	\$212M	\$242M	\$246M	\$240M	\$264M	\$254M	\$255M	\$235M	\$211M	\$182M	\$182M	\$193M	\$213M
Percent Change from Prior Year	1%	-6%	-2%	-1%	1%	-2%	-3%	-2%	1%	5%	-4%	-11%	-17%

Average Listing Price

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

Filters Used

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



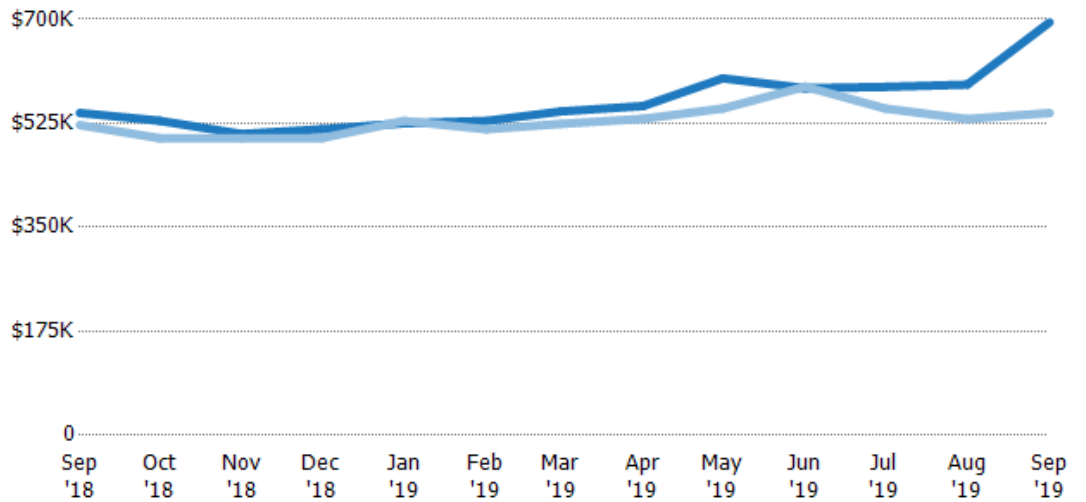
Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Sep '18	\$751K	\$721K	4%
Oct '18	\$753K	\$701K	7%
Nov '18	\$741K	\$689K	7%
Dec '18	\$743K	\$691K	7%
Jan '19	\$760K	\$740K	3%
Feb '19	\$754K	\$707K	7%
Mar '19	\$784K	\$718K	9%
Apr '19	\$779K	\$763K	2%
May '19	\$808K	\$796K	1%
Jun '19	\$795K	\$800K	-1%
Jul '19	\$821K	\$750K	9%
Aug '19	\$830K	\$731K	14%
Sep '19	\$928K	\$751K	24%

Median Listing Price

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

Filters Used

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



Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Sep '18	\$542K	\$522K	4%
Oct '18	\$529K	\$500K	6%
Nov '18	\$507K	\$500K	1%
Dec '18	\$515K	\$500K	3%
Jan '19	\$525K	\$529K	-1%
Feb '19	\$529K	\$515K	3%
Mar '19	\$545K	\$524K	4%
Apr '19	\$554K	\$532K	4%
May '19	\$601K	\$550K	9%
Jun '19	\$584K	\$587K	0%
Jul '19	\$586K	\$550K	7%
Aug '19	\$590K	\$532K	11%
Sep '19	\$695K	\$542K	28%

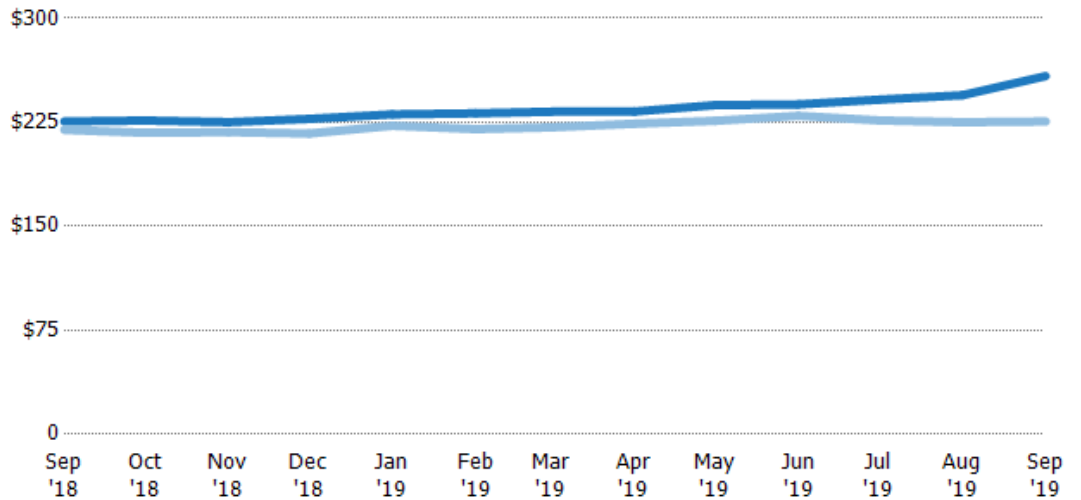
Average Listing Price per Sq Ft

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.
Sep '19	\$258	14.5%
Sep '18	\$226	2.7%
Sep '17	\$220	-6.1%



Current Year	\$226	\$226	\$225	\$227	\$231	\$231	\$233	\$233	\$237	\$238	\$241	\$245	\$258
Prior Year	\$220	\$217	\$218	\$217	\$222	\$220	\$221	\$224	\$226	\$230	\$226	\$225	\$226
Percent Change from Prior Year	3%	4%	3%	5%	4%	5%	5%	4%	5%	4%	7%	9%	14%

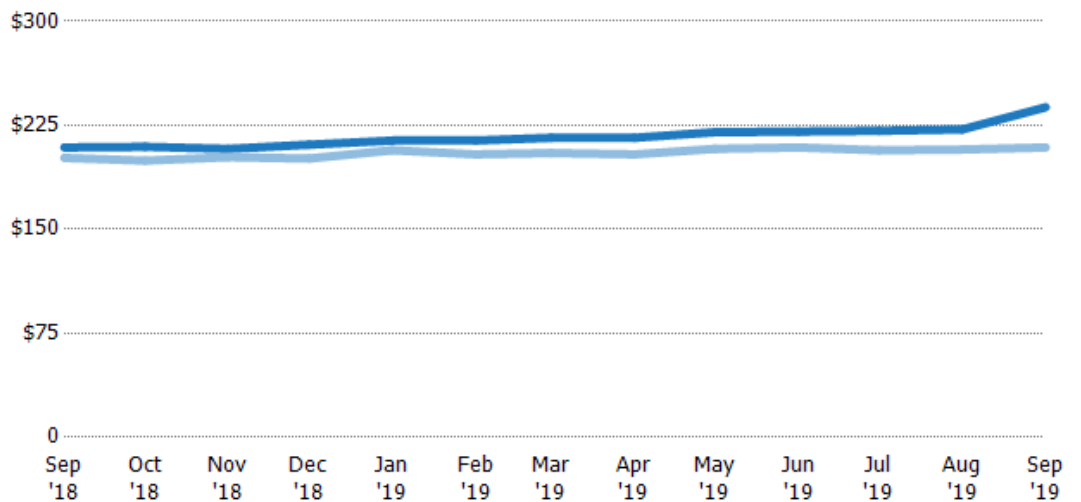
Median Listing Price per Sq Ft

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.
Sep '19	\$238	13.9%
Sep '18	\$209	3.7%
Sep '17	\$202	-3.7%



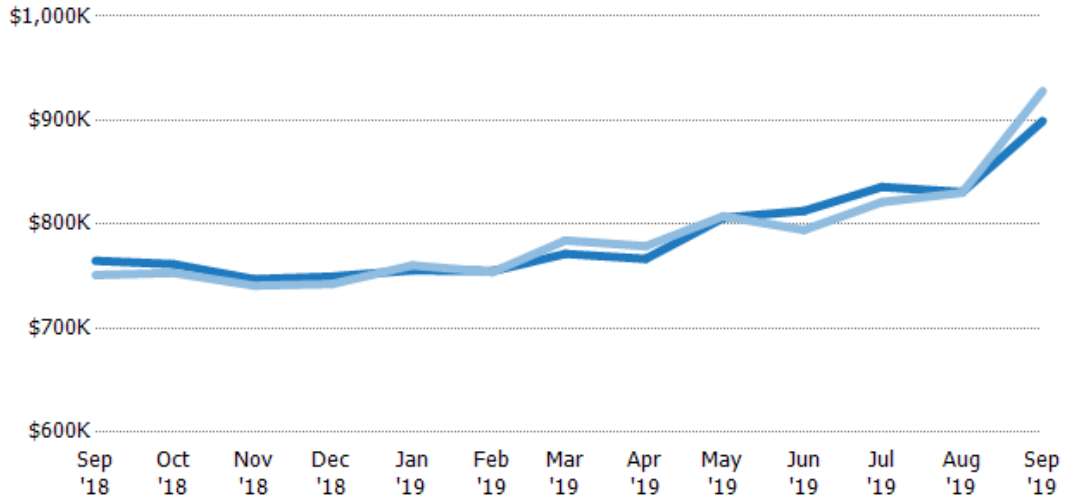
Current Year	\$209	\$210	\$208	\$211	\$214	\$214	\$216	\$216	\$220	\$221	\$221	\$222	\$238
Prior Year	\$202	\$200	\$202	\$201	\$207	\$204	\$205	\$204	\$208	\$209	\$207	\$208	\$209
Percent Change from Prior Year	4%	5%	3%	5%	3%	5%	5%	6%	6%	6%	7%	7%	14%

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



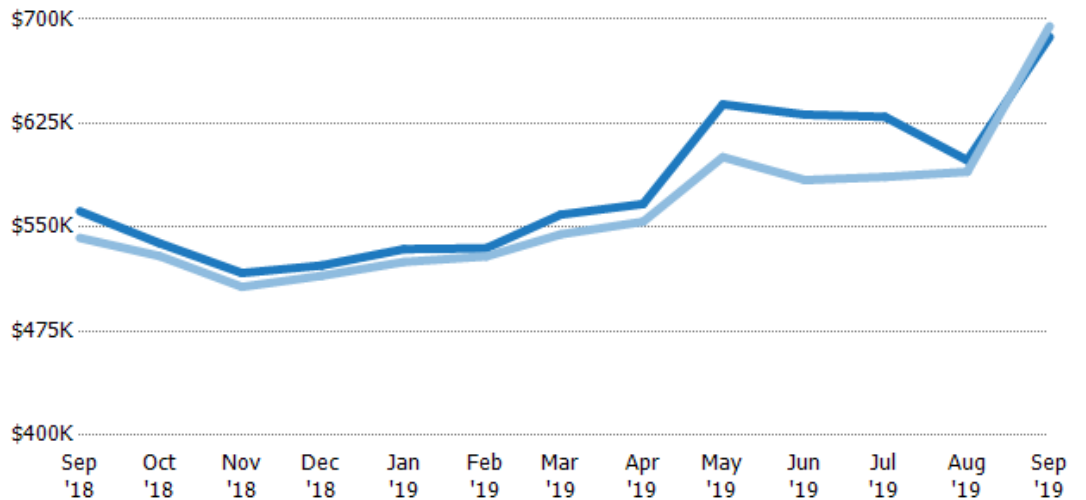
Avg Est Value	\$765K	\$762K	\$747K	\$750K	\$756K	\$755K	\$772K	\$767K	\$806K	\$813K	\$836K	\$831K	\$899K
Avg Listing Price	\$751K	\$753K	\$741K	\$743K	\$760K	\$754K	\$784K	\$779K	\$808K	\$795K	\$821K	\$830K	\$928K
Avg Listing Price as a % of Avg Est Value	98%	99%	99%	99%	101%	100%	102%	102%	100%	98%	98%	100%	103%

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



Median Est Value	\$562K	\$538K	\$517K	\$522K	\$534K	\$535K	\$559K	\$567K	\$639K	\$631K	\$630K	\$598K	\$687K
Median Listing Price	\$542K	\$529K	\$507K	\$515K	\$525K	\$529K	\$545K	\$554K	\$601K	\$584K	\$586K	\$590K	\$695K
Med Listing Price as a % of Med Est Value	97%	98%	98%	99%	98%	99%	97%	98%	94%	93%	93%	99%	101%

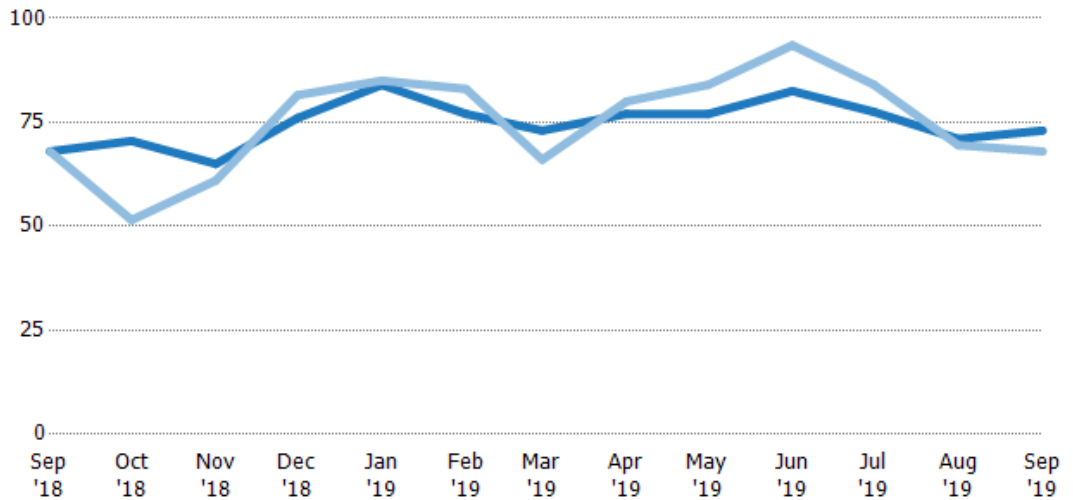
Median Days in RPR

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

Filters Used

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

Month/ Year	Days	% Chg.
Sep '19	73	7.4%
Sep '18	68	0%
Sep '17	68	2.9%



Current Year	68	70.5	65	76	84	77	73	77	77	82.5	77.5	71	73
Prior Year	68	51.5	61	81.5	85	83	66	80	84	93.5	84	69.5	68
Percent Change from Prior Year	0%	37%	7%	-7%	-1%	-7%	11%	-4%	-8%	-12%	-8%	2%	7%

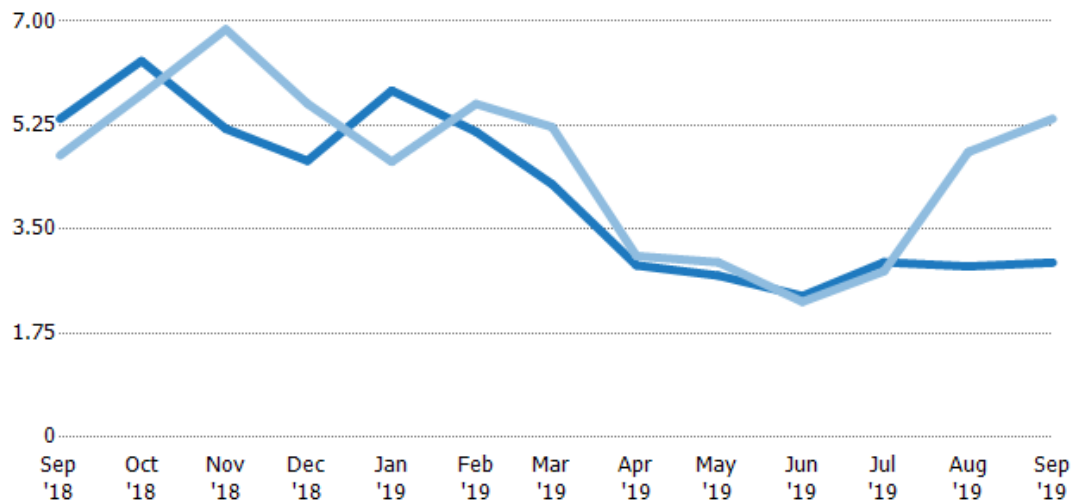
Months of Inventory

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

Month/ Year	Months	% Chg.
Sep '19	2.94	-45.2%
Sep '18	5.36	13%
Sep '17	4.74	-7.1%



Current Year	5.36	6.33	5.19	4.65	5.83	5.14	4.26	2.89	2.72	2.38	2.94	2.88	2.94
Prior Year	4.74	5.77	6.87	5.61	4.64	5.61	5.22	3.05	2.94	2.28	2.79	4.8	5.36
Percent Change from Prior Year	13%	10%	-24%	-17%	26%	-8%	-18%	-5%	-8%	4%	5%	-40%	-45%

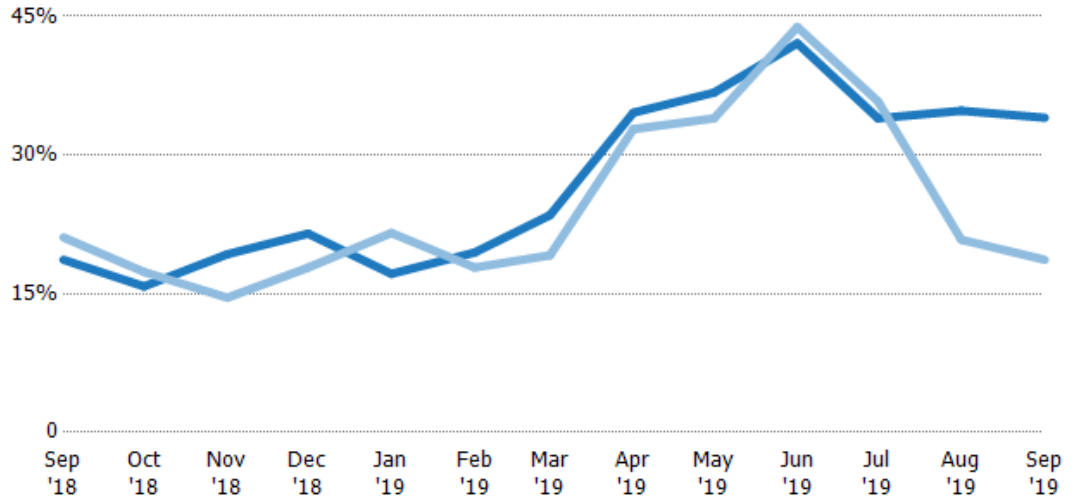
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Sep '19	34%	-15.4%
Sep '18	19%	2.4%
Sep '17	21%	7.6%



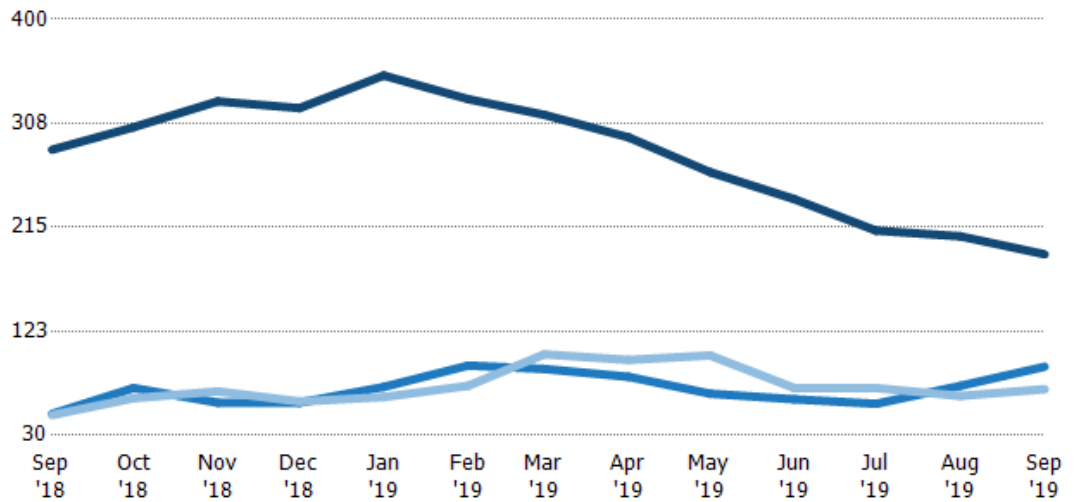
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	19%	16%	19%	21%	17%	19%	23%	35%	37%	42%	34%	35%	34%
Prior Year	21%	17%	15%	18%	22%	18%	19%	33%	34%	44%	36%	21%	19%
Change from Prior Year	2%	2%	-5%	-4%	4%	-2%	-4%	-2%	-3%	2%	2%	-14%	-15%

Active/Pending/Sold Units

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

Filters Used

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



	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	284	304	327	321	350	329	315	295	264	240	212	207	191
Pending	49	72	59	59	73	92	89	82	67	62	58	74	91
Sold	48	63	69	60	64	74	102	97	101	72	72	65	71

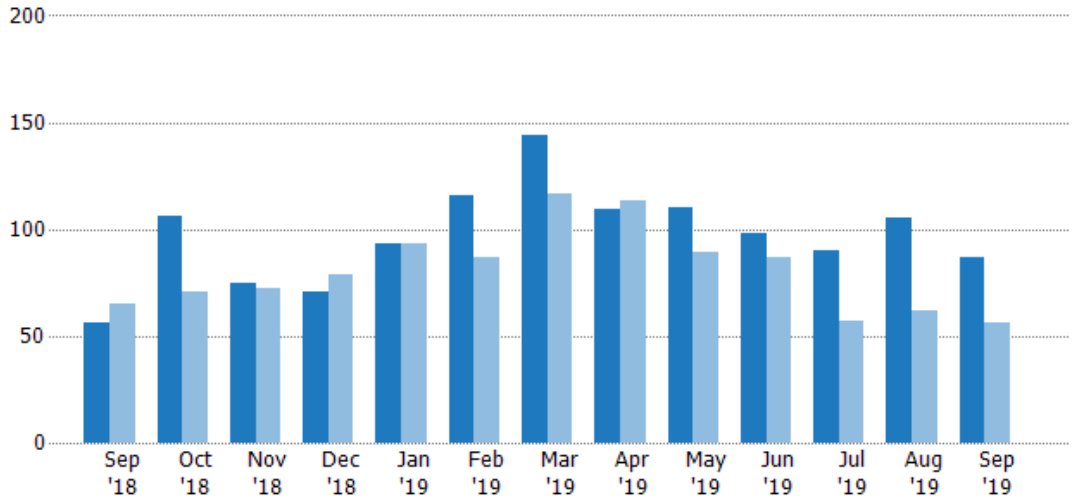
New Pending Sales

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

Filters Used

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

Month/Year	Count	% Chg.
Sep '19	87	55.4%
Sep '18	56	-13.8%
Sep '17	65	-3.1%



Current Year	56	106	75	71	93	116	144	109	110	98	90	105	87
Prior Year	65	71	72	79	93	87	117	113	89	87	57	62	56
Percent Change from Prior Year	-14%	49%	4%	-10%	0%	33%	23%	-4%	24%	13%	58%	69%	55%

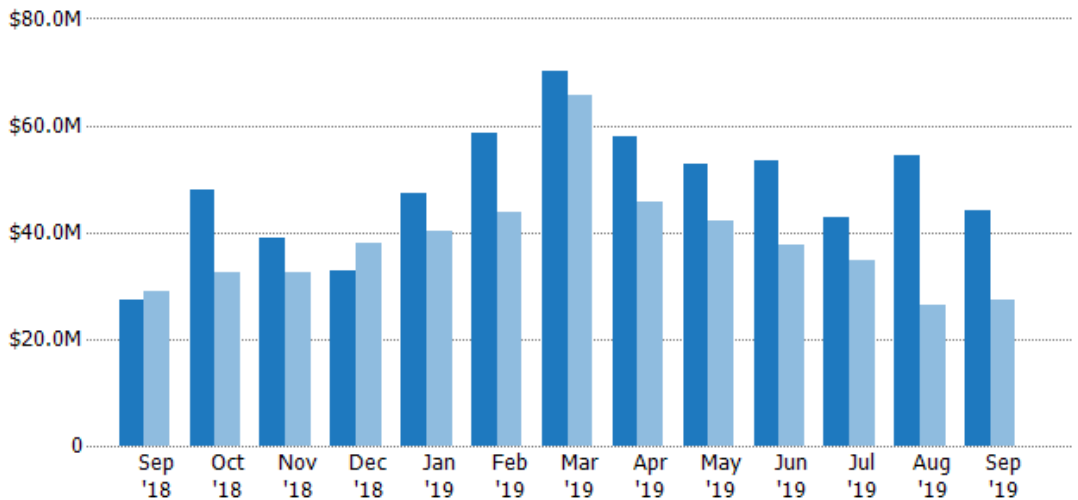
New Pending Sales Volume

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

Filters Used

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

Month/Year	Volume	% Chg.
Sep '19	\$44.2M	62.3%
Sep '18	\$27.2M	-6.1%
Sep '17	\$29M	3.7%



Current Year	\$27.2M	\$48M	\$38.8M	\$32.8M	\$47.2M	\$58.6M	\$70.1M	\$58M	\$52.7M	\$53.3M	\$42.9M	\$54.4M	\$44.2M
Prior Year	\$29M	\$32.6M	\$32.6M	\$37.9M	\$40.2M	\$43.9M	\$65.7M	\$45.7M	\$42.2M	\$37.5M	\$34.6M	\$26.4M	\$27.2M
Percent Change from Prior Year	-6%	47%	19%	-13%	17%	33%	7%	27%	25%	42%	24%	106%	62%

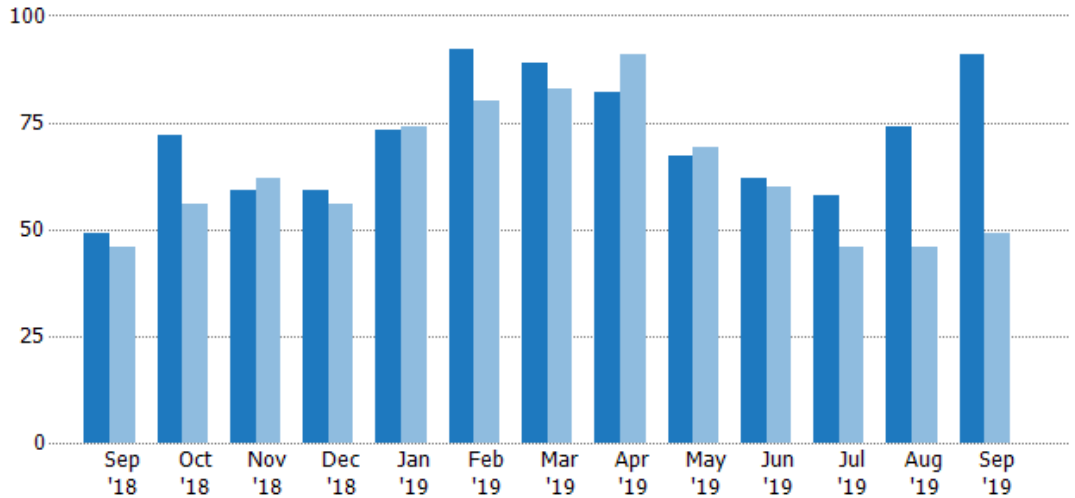
Pending Sales

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

Filters Used

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

Month/ Year	Count	% Chg.
Sep '19	91	85.7%
Sep '18	49	6.5%
Sep '17	46	19.6%



Current Year	49	72	59	59	73	92	89	82	67	62	58	74	91
Prior Year	46	56	62	56	74	80	83	91	69	60	46	46	49
Percent Change from Prior Year	7%	29%	-5%	5%	-1%	15%	7%	-10%	-3%	3%	26%	61%	86%

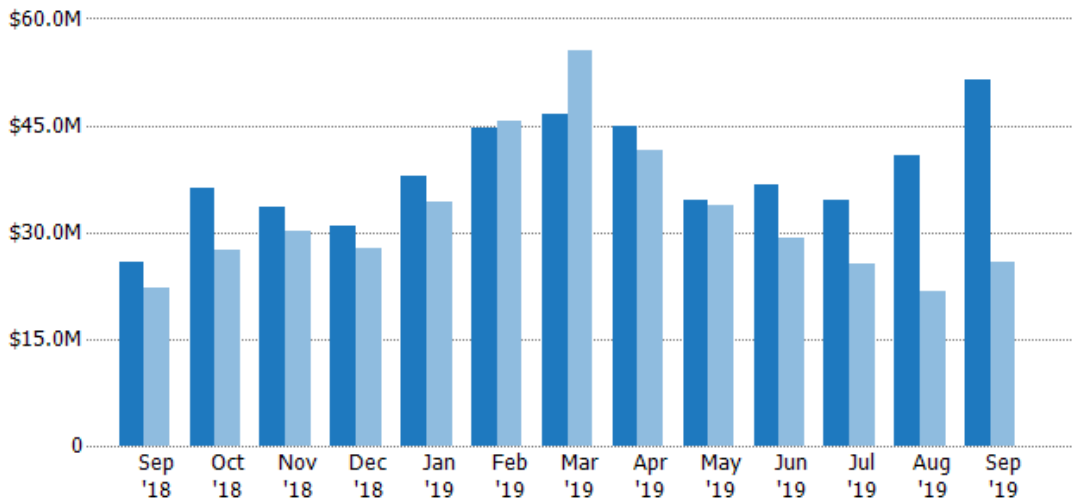
Pending Sales Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Sep '19	\$51.3M	99.1%
Sep '18	\$25.8M	15.7%
Sep '17	\$22.3M	26.2%



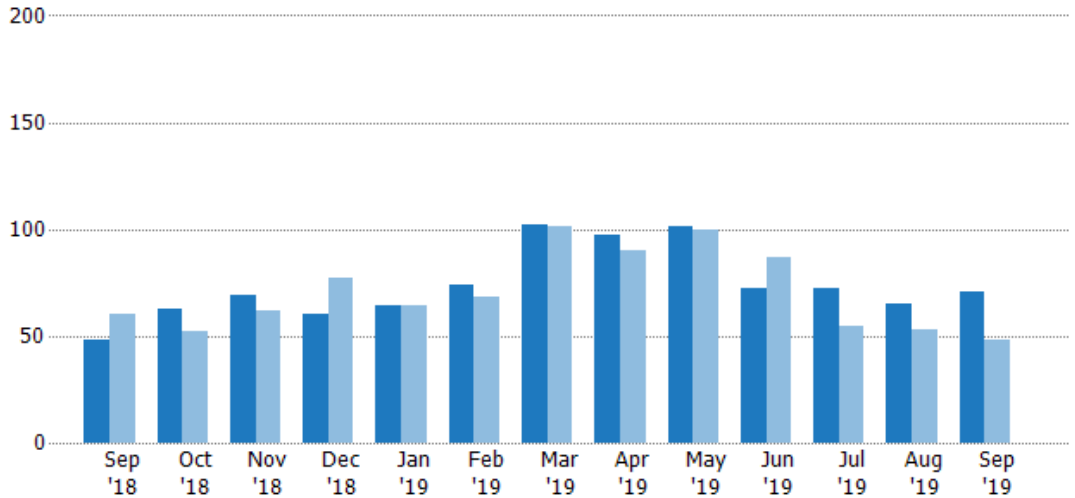
Current Year	\$25.8M	\$36.3M	\$33.5M	\$30.8M	\$37.8M	\$44.7M	\$46.6M	\$44.9M	\$34.6M	\$36.6M	\$34.5M	\$40.8M	\$51.3M
Prior Year	\$22.3M	\$27.5M	\$30.1M	\$27.7M	\$34.3M	\$45.5M	\$55.4M	\$41.6M	\$33.8M	\$29.3M	\$25.5M	\$21.8M	\$25.8M
Percent Change from Prior Year	16%	32%	11%	11%	10%	-2%	-16%	8%	2%	25%	35%	87%	99%

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



Month/Year	Count	% Chg.
Sep '19	71	47.9%
Sep '18	48	-20%
Sep '17	60	-15%

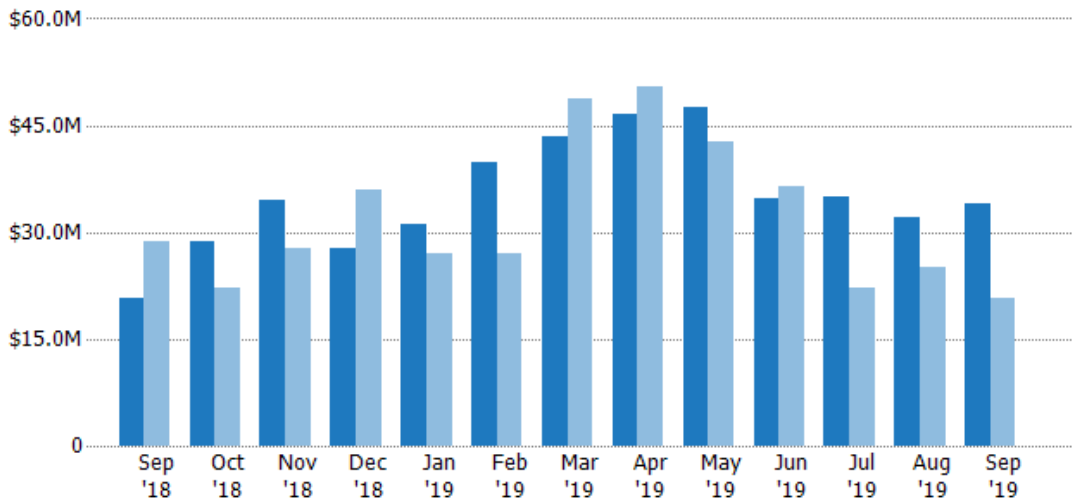
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	48	63	69	60	64	74	102	97	101	72	72	65	71
Prior Year	60	52	62	77	64	68	101	90	100	87	55	53	48
Percent Change from Prior Year	-20%	21%	11%	-22%	0%	9%	1%	8%	1%	-17%	31%	23%	48%

Closed Sales Volume

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

Filters Used

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



Month/Year	Volume	% Chg.
Sep '19	\$34.1M	63.9%
Sep '18	\$20.8M	-27.8%
Sep '17	\$28.8M	-25.5%

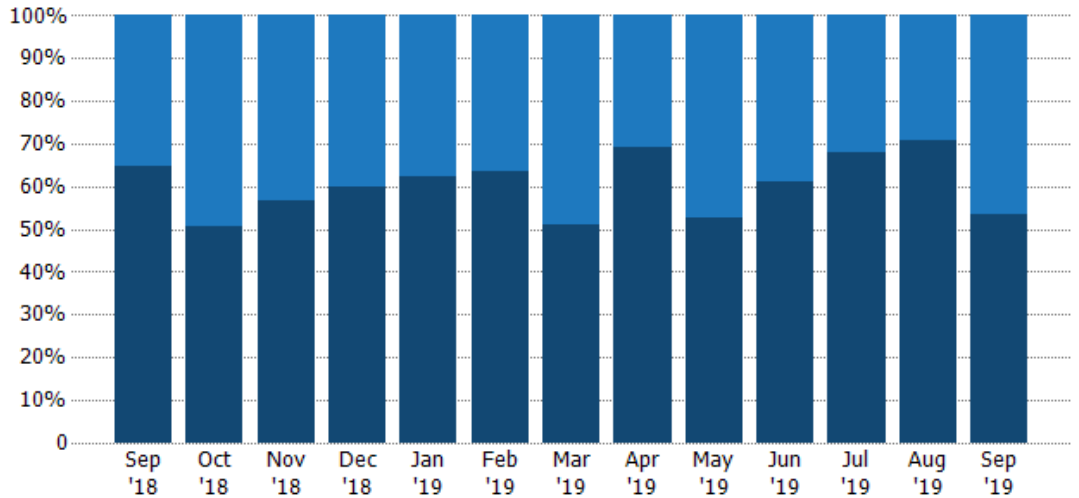
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$20.8M	\$28.7M	\$34.4M	\$27.7M	\$31.1M	\$39.9M	\$43.4M	\$46.6M	\$47.4M	\$34.8M	\$34.9M	\$32.1M	\$34.1M
Prior Year	\$28.8M	\$22.2M	\$27.6M	\$35.9M	\$27M	\$27.1M	\$48.7M	\$50.4M	\$42.7M	\$36.5M	\$22.2M	\$25.2M	\$20.8M
Percent Change from Prior Year	-28%	29%	25%	-23%	15%	47%	-11%	-8%	11%	-5%	58%	27%	64%

Closed Sales by Property Type

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

Filters Used

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



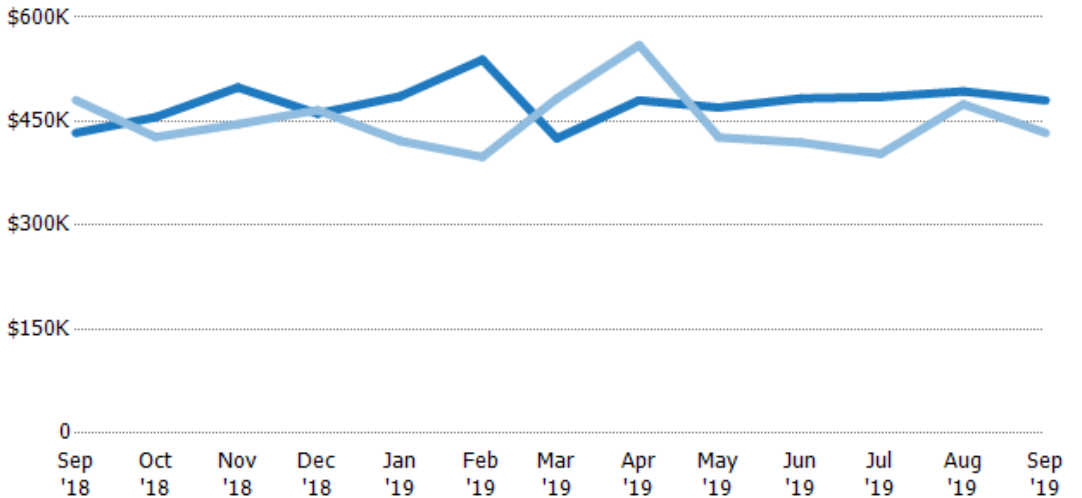
Condo/Townhouse	35%	49%	43%	40%	38%	36%	49%	31%	48%	39%	32%	29%	46%
Single Family Residence	65%	51%	57%	60%	63%	64%	51%	69%	52%	61%	68%	71%	54%

Average Sales Price

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

Filters Used

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



Current Year	\$433K	\$456K	\$499K	\$461K	\$486K	\$539K	\$425K	\$480K	\$470K	\$483K	\$485K	\$493K	\$480K
Prior Year	\$480K	\$427K	\$446K	\$466K	\$422K	\$399K	\$483K	\$560K	\$427K	\$419K	\$403K	\$475K	\$433K
Percent Change from Prior Year	-10%	7%	12%	-1%	15%	35%	-12%	-14%	10%	15%	20%	4%	11%

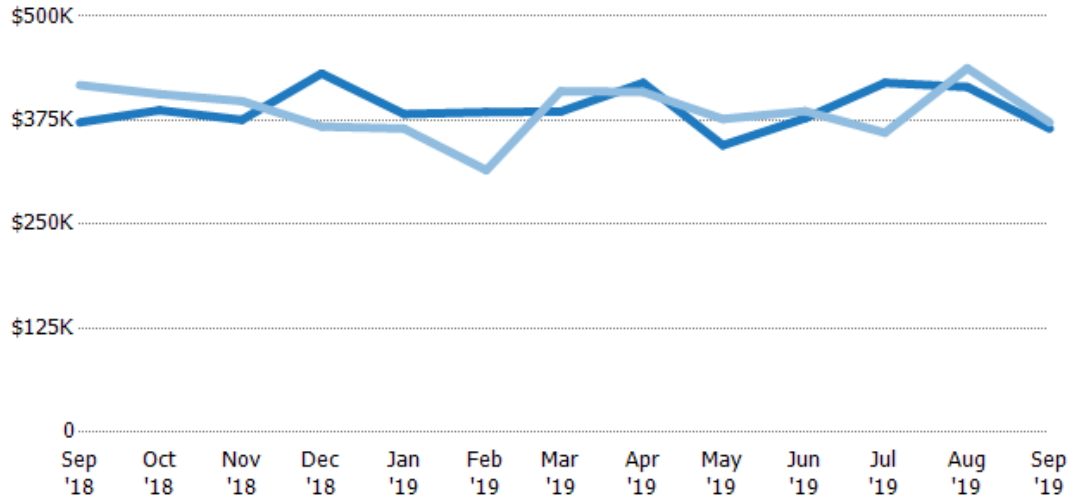
Median Sales Price

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

Filters Used

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

Month/ Year	Price	% Chg.
Sep '19	\$365K	-2%
Sep '18	\$373K	-10.7%
Sep '17	\$417K	-16.1%



Current Year	\$373K	\$387K	\$376K	\$431K	\$383K	\$385K	\$386K	\$420K	\$345K	\$378K	\$420K	\$415K	\$365K
Prior Year	\$417K	\$407K	\$398K	\$368K	\$365K	\$315K	\$410K	\$409K	\$377K	\$386K	\$360K	\$438K	\$373K
Percent Change from Prior Year	-11%	-5%	-6%	17%	5%	22%	-6%	3%	-8%	-2%	17%	-5%	-2%

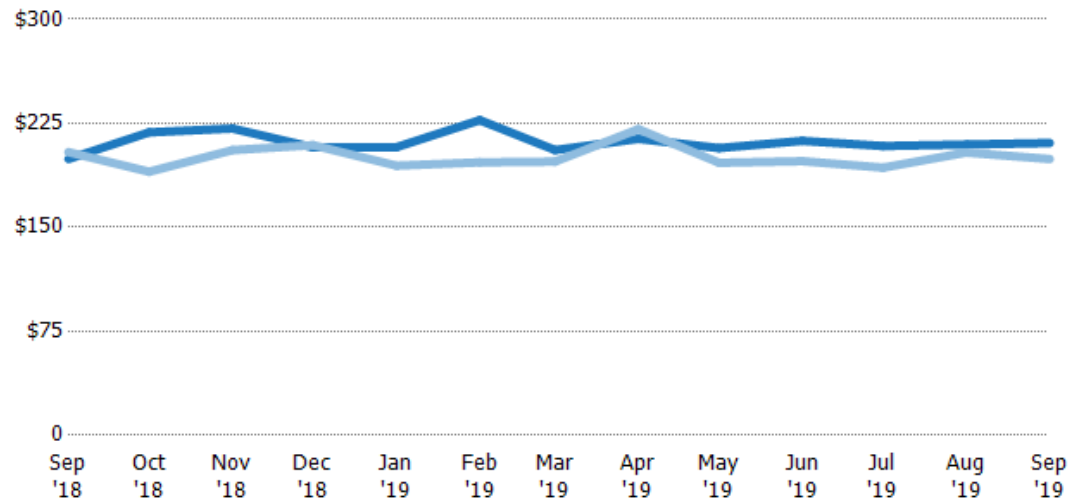
Average Sales Price per Sq Ft

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.
Sep '19	\$211	5.8%
Sep '18	\$199	-2.4%
Sep '17	\$204	-9.7%



Current Year	\$199	\$218	\$221	\$208	\$208	\$227	\$206	\$214	\$207	\$212	\$209	\$210	\$211
Prior Year	\$204	\$190	\$206	\$209	\$194	\$197	\$197	\$221	\$197	\$198	\$193	\$204	\$199
Percent Change from Prior Year	-2%	15%	8%	-1%	7%	15%	4%	-3%	5%	7%	8%	3%	6%

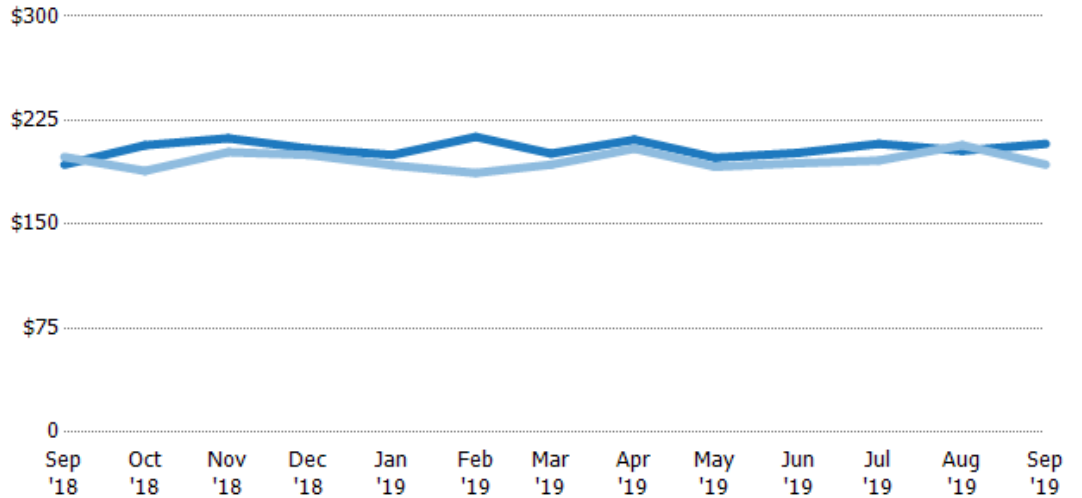
Median Sales Price per Sq Ft

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.
Sep '19	\$208	7.8%
Sep '18	\$193	-2.8%
Sep '17	\$199	-6.3%



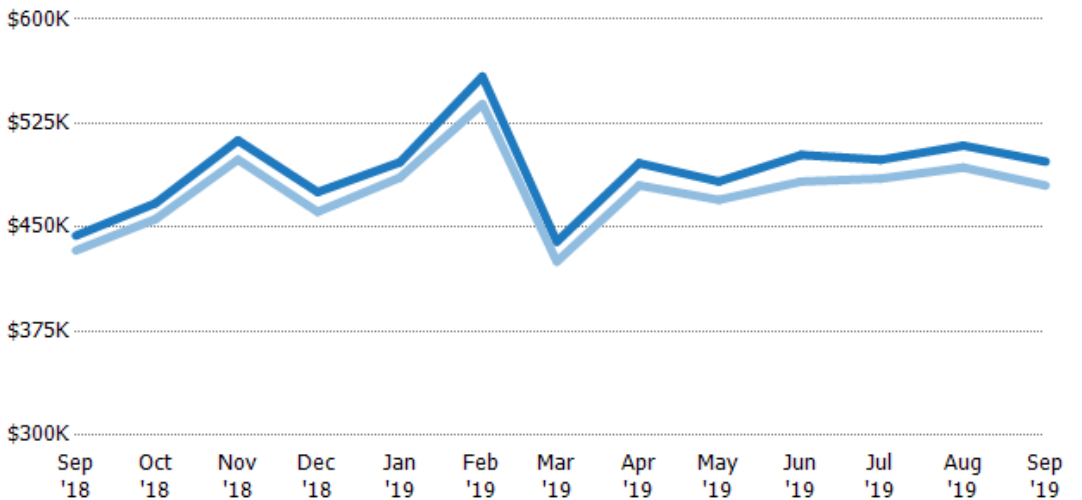
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$193	\$207	\$212	\$205	\$200	\$213	\$201	\$211	\$198	\$202	\$208	\$203	\$208
Prior Year	\$199	\$189	\$202	\$200	\$193	\$187	\$193	\$205	\$192	\$194	\$196	\$207	\$193
Percent Change from Prior Year	-3%	10%	5%	2%	4%	14%	4%	3%	3%	4%	6%	-2%	8%

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



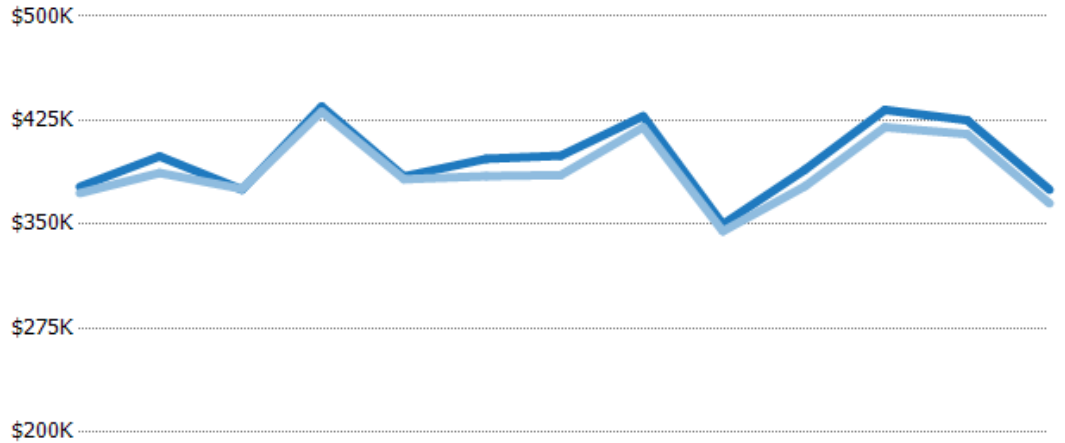
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg List Price	\$444K	\$467K	\$513K	\$475K	\$497K	\$559K	\$440K	\$496K	\$483K	\$502K	\$499K	\$509K	\$497K
Avg Sales Price	\$433K	\$456K	\$499K	\$461K	\$486K	\$539K	\$425K	\$480K	\$470K	\$483K	\$485K	\$493K	\$480K
Avg Sales Price as a % of Avg List Price	98%	98%	97%	97%	98%	96%	97%	97%	97%	96%	97%	97%	97%

Median Sales Price vs Median Listing Price

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

Filters Used

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



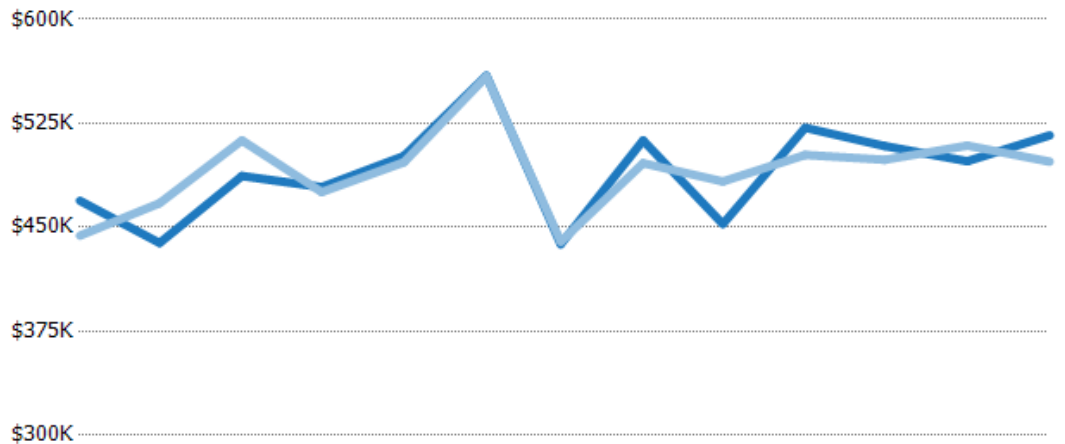
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median List Price	\$377K	\$399K	\$375K	\$435K	\$385K	\$397K	\$399K	\$428K	\$350K	\$390K	\$432K	\$425K	\$375K
Median Sales Price	\$373K	\$387K	\$376K	\$431K	\$383K	\$385K	\$386K	\$420K	\$345K	\$378K	\$420K	\$415K	\$365K
Med Sales Price as a % of Med List Price	99%	97%	100%	99%	99%	97%	97%	98%	99%	97%	97%	98%	97%

Average Sales Price vs Average Est Value

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

Filters Used

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



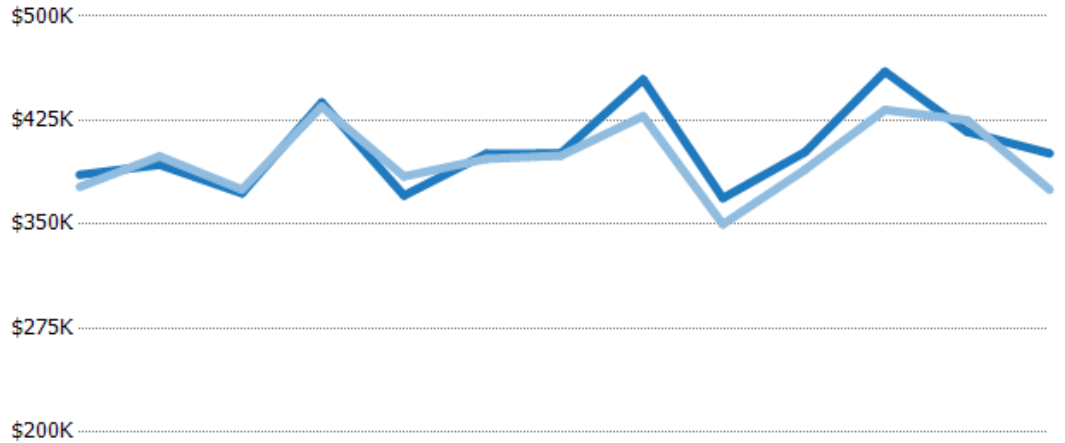
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$469K	\$439K	\$487K	\$479K	\$501K	\$559K	\$438K	\$513K	\$452K	\$522K	\$509K	\$498K	\$516K
Avg Sales Price	\$444K	\$467K	\$513K	\$475K	\$497K	\$559K	\$440K	\$496K	\$483K	\$502K	\$499K	\$509K	\$497K
Avg Sales Price as a % of Avg Est Value	95%	107%	105%	99%	99%	100%	100%	97%	107%	96%	98%	102%	96%

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



	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	\$386K	\$393K	\$372K	\$438K	\$371K	\$401K	\$401K	\$454K	\$369K	\$402K	\$460K	\$417K	\$401K
Median Sales Price	\$377K	\$399K	\$375K	\$435K	\$385K	\$397K	\$399K	\$428K	\$350K	\$390K	\$432K	\$425K	\$375K
Med Sales Price as a % of Med Est Value	98%	102%	101%	99%	104%	99%	100%	94%	95%	97%	94%	102%	93%

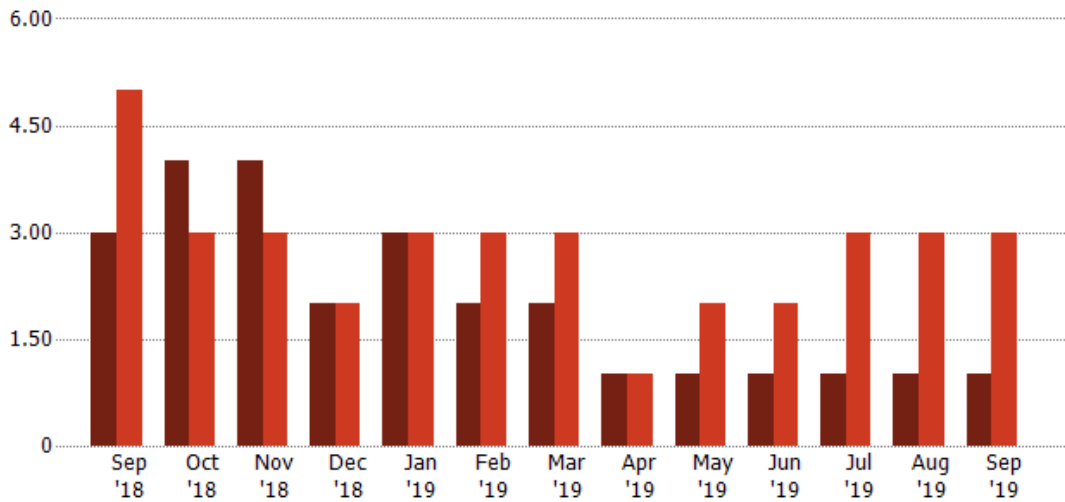
Distressed Listings

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

Filters Used

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

Month/Year	Count	% Chg.
Sep '19	1	-66.7%
Sep '18	3	-40%
Sep '17	5	0%



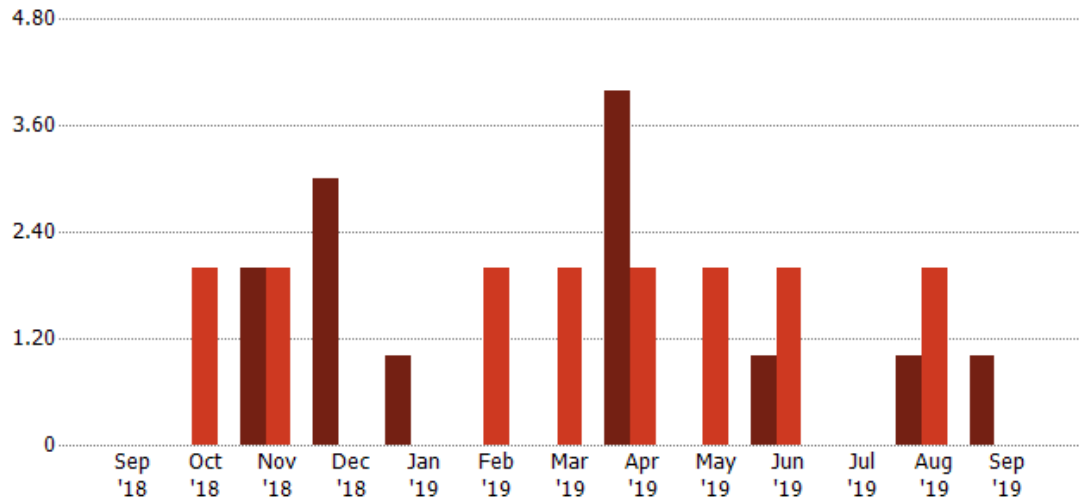
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	3	4	4	2	3	2	2	1	1	1	1	1	1
Prior Year	5	3	3	2	3	3	3	1	2	2	3	3	3
Percent Change from Prior Year	-40%	33%	33%	0%	0%	-33%	-33%	0%	-50%	-50%	-67%	-67%	-67%

Distressed Sales

The count of distressed residential properties sold each month.

Filters Used

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



Current Year	-	-	2	3	1	-	-	4	-	1	-	1	1
Prior Year	-	2	2	-	-	2	2	2	2	2	-	2	-
Percent Change from Prior Year	-	-100%	0%	100%	100%	-100%	-100%	100%	-100%	-50%	-	-50%	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
85268	91	\$51,349,043	71	\$34,086,013	\$480,085	\$365,000	\$206	\$203	41