



**2019**

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

October 2019



Scottsdale Area Association of REALTORS®  
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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                            | Oct 2019     | Oct 2018     | + / -   | YTD 2019      | YTD 2018      | + / -  |
|----------------------------------------|--------------|--------------|---------|---------------|---------------|--------|
| <b>Listing Activity Charts Metrics</b> |              |              |         |               |               |        |
| New Listing Count                      | 32           | 24           | +33.3%  | 178           | 172           | +3.5%  |
| New Listing Volume                     | \$31,298,300 | \$19,787,159 | +58.2%  | \$172,886,347 | \$137,682,450 | +25.6% |
| Active Listing Count                   | 71           | 80           | -11.3%  | N/A           | N/A           |        |
| Active Listing Volume                  | \$88,968,299 | \$76,935,025 | +15.6%  | N/A           | N/A           |        |
| Average Listing Price                  | \$1,253,075  | \$961,688    | +30.3%  | \$1,139,034   | \$1,034,911   | +10.1% |
| Median Listing Price                   | \$995,000    | \$797,000    | +24.8%  | \$856,319     | \$866,505     | -1.2%  |
| Average Listing Price per Sq Ft        | \$314        | \$260        | +20.6%  | \$290         | \$265         | +9.6%  |
| Median Listing Price per Sq Ft         | \$292        | \$247        | +18.2%  | \$270         | \$249         | +8.5%  |
| Median Days in RPR                     | 56           | 72.5         | -22.8%  | 98.93         | 99            | -0.1%  |
| Months of Inventory                    | 7.9          | 11.4         | -31%    | 6             | 6.9           | -12.9% |
| Absorption Rate                        | 12.68%       | 8.75%        | +3.9%   | 16.56%        | 14.42%        | +2.1%  |
| <b>Sales Activity Charts Metrics</b>   |              |              |         |               |               |        |
| New Pending Sales Count                | 22           | 10           | +120%   | 165           | 145           | +13.8% |
| New Pending Sales Volume               | \$16,111,200 | \$6,300,826  | +155.7% | \$133,698,048 | \$96,580,374  | +38.4% |
| Pending Sales Count                    | 22           | 9            | +144.4% | N/A           | N/A           |        |
| Pending Sales Volume                   | \$16,606,600 | \$5,270,900  | +215.1% | N/A           | N/A           |        |
| Closed Sales Count                     | 7            | 11           | -36.4%  | 118           | 124           | -4.8%  |
| Closed Sales Volume                    | \$3,946,500  | \$10,861,719 | -63.7%  | \$85,812,674  | \$82,394,771  | +4.1%  |
| Average Sales Price                    | \$563,786    | \$987,429    | -42.9%  | \$727,226     | \$664,474     | +9.4%  |
| Median Sales Price                     | \$480,000    | \$569,962    | -15.8%  | \$631,212     | \$567,698     | +11.2% |
| Average Sales Price per Sq Ft          | \$215        | \$295        | -27.1%  | \$247         | \$238         | +4%    |
| Median Sales Price per Sq Ft           | \$204        | \$291        | -29.9%  | \$236         | \$229         | +2.9%  |
| <b>Distressed Charts Metrics</b>       |              |              |         |               |               |        |
| Distressed Listing Count               | -            | 2            | -       | N/A           | N/A           |        |

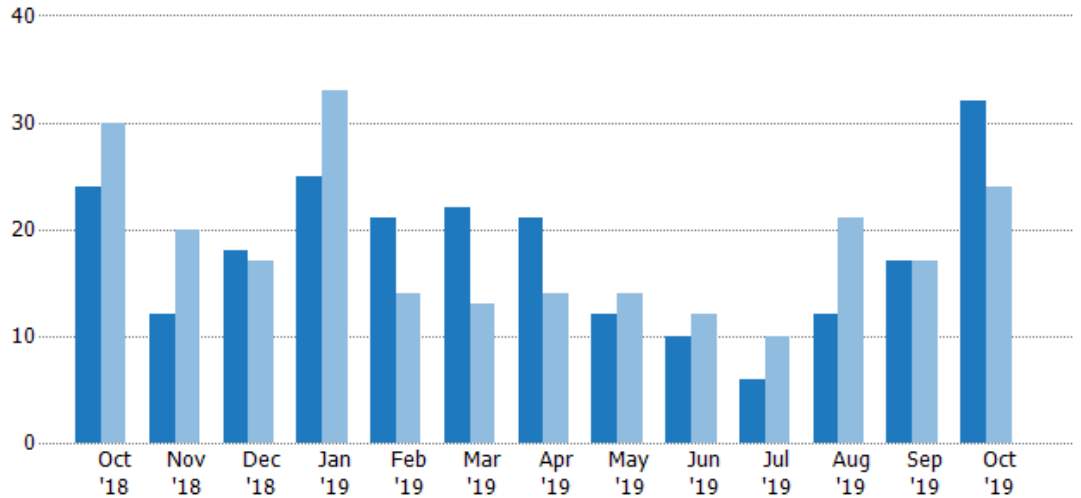
## New Listings

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/<br>Year | Count | % Chg. |
|----------------|-------|--------|
| Oct '19        | 32    | 33.3%  |
| Oct '18        | 24    | -20%   |
| Oct '17        | 30    | 0%     |



|                                |      |      |    |      |     |     |     |      |      |      |      |    |     |
|--------------------------------|------|------|----|------|-----|-----|-----|------|------|------|------|----|-----|
| Current Year                   | 24   | 12   | 18 | 25   | 21  | 22  | 21  | 12   | 10   | 6    | 12   | 17 | 32  |
| Prior Year                     | 30   | 20   | 17 | 33   | 14  | 13  | 14  | 14   | 12   | 10   | 21   | 17 | 24  |
| Percent Change from Prior Year | -20% | -40% | 6% | -24% | 50% | 69% | 50% | -14% | -17% | -40% | -43% | 0% | 33% |

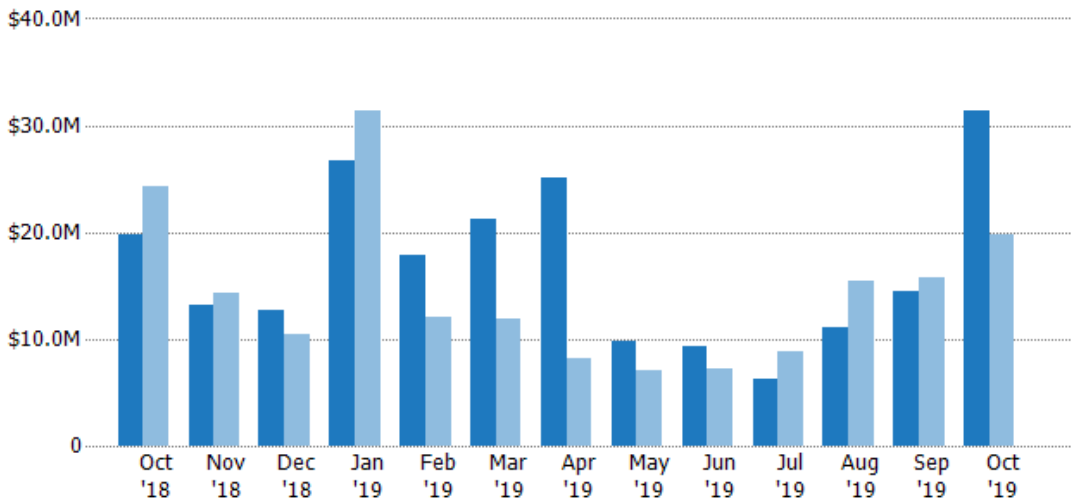
## New Listing Volume

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/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Oct '19        | \$31.3M | 58.2%  |
| Oct '18        | \$19.8M | -18.8% |
| Oct '17        | \$24.4M | 5.6%   |



|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$19.8M | \$13.2M | \$12.7M | \$26.6M | \$17.8M | \$21.2M | \$25.1M | \$9.81M | \$9.34M | \$6.25M | \$11.1M | \$14.4M | \$31.3M |
| Prior Year                     | \$24.4M | \$14.4M | \$10.4M | \$31.4M | \$12.1M | \$12M   | \$8.17M | \$7.13M | \$7.28M | \$8.83M | \$15.4M | \$15.7M | \$19.8M |
| Percent Change from Prior Year | -19%    | -8%     | 22%     | -15%    | 47%     | 77%     | 208%    | 38%     | 28%     | -29%    | -28%    | -8%     | 58%     |

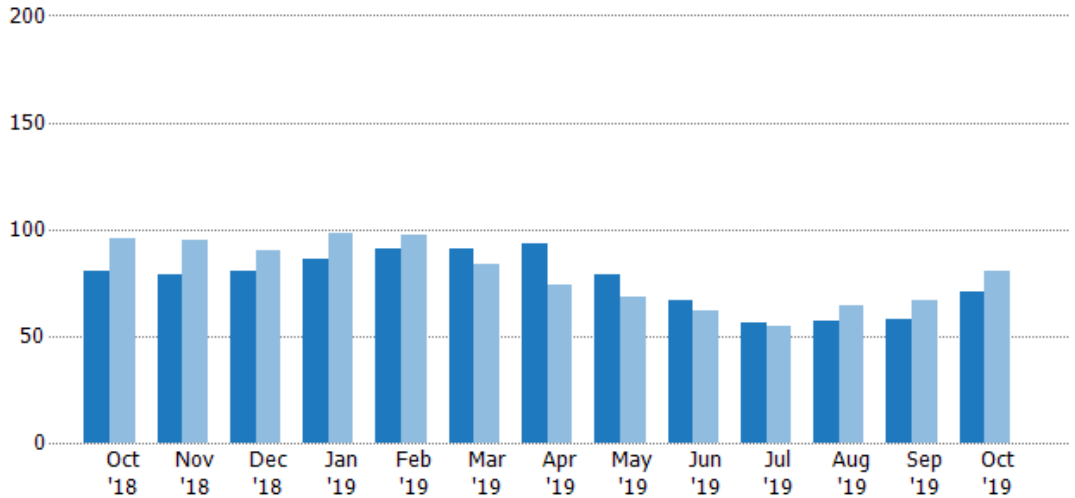
## Active Listings

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/<br>Year | Count | % Chg. |
|----------------|-------|--------|
| Oct '19        | 71    | -11.3% |
| Oct '18        | 80    | -16.7% |
| Oct '17        | 96    | 11.5%  |



|                                | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 80      | 79      | 80      | 86      | 91      | 91      | 93      | 79      | 67      | 56      | 57      | 58      | 71      |
| Prior Year                     | 96      | 95      | 90      | 98      | 97      | 84      | 74      | 68      | 62      | 55      | 64      | 67      | 80      |
| Percent Change from Prior Year | -17%    | -17%    | -11%    | -12%    | -6%     | 8%      | 26%     | 16%     | 8%      | 2%      | -11%    | -13%    | -11%    |

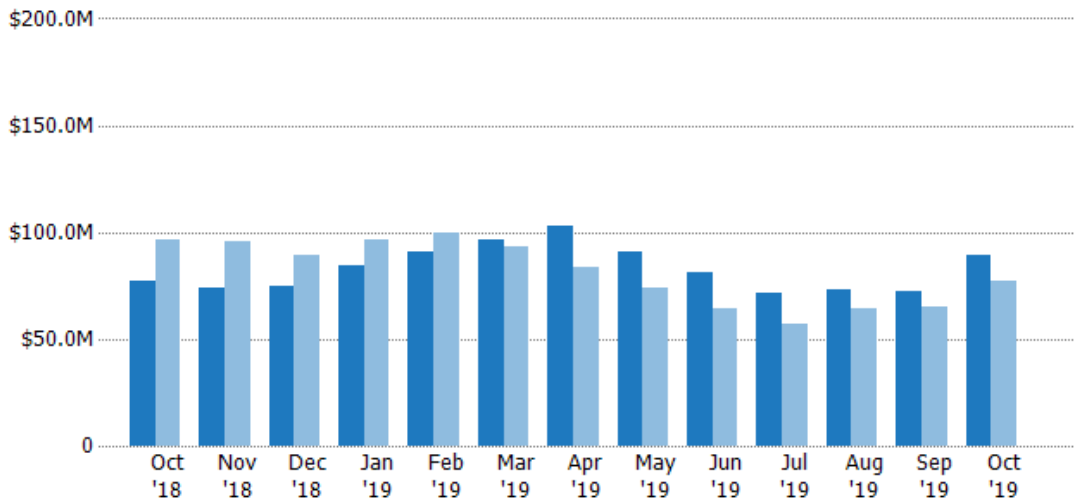
## Active Listing Volume

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/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Oct '19        | \$89M   | 15.6%  |
| Oct '18        | \$76.9M | -20.5% |
| Oct '17        | \$96.8M | -0.2%  |



|                                | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$76.9M | \$74.3M | \$75.1M | \$84.8M | \$90.8M | \$96.1M | \$103M  | \$90.9M | \$81.3M | \$71.4M | \$73.5M | \$72.2M | \$89M   |
| Prior Year                     | \$96.8M | \$95.6M | \$88.8M | \$96.8M | \$100M  | \$93.1M | \$83.7M | \$74.2M | \$64.2M | \$57.3M | \$63.9M | \$65.5M | \$76.9M |
| Percent Change from Prior Year | -21%    | -22%    | -15%    | -12%    | -9%     | 3%      | 23%     | 22%     | 27%     | 25%     | 15%     | 10%     | 16%     |

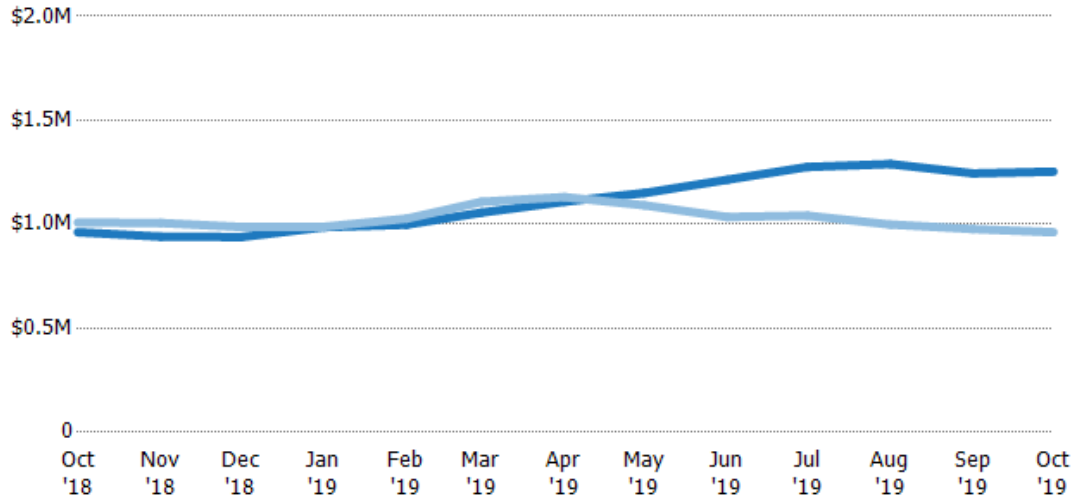
## Average Listing Price

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/<br>Year | Price   | % Chg. |
|----------------|---------|--------|
| Oct '19        | \$1.25M | 30.3%  |
| Oct '18        | \$962K  | -4.6%  |
| Oct '17        | \$1.01M | -10.5% |



|                                |         |         |        |        |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|--------|--------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$962K  | \$940K  | \$939K | \$986K | \$998K  | \$1.06M | \$1.11M | \$1.15M | \$1.21M | \$1.28M | \$1.29M | \$1.24M | \$1.25M |
| Prior Year                     | \$1.01M | \$1.01M | \$987K | \$988K | \$1.03M | \$1.11M | \$1.13M | \$1.09M | \$1.03M | \$1.04M | \$999K  | \$977K  | \$962K  |
| Percent Change from Prior Year | -5%     | -7%     | -5%    | 0%     | -3%     | -5%     | -2%     | 5%      | 17%     | 22%     | 29%     | 27%     | 30%     |

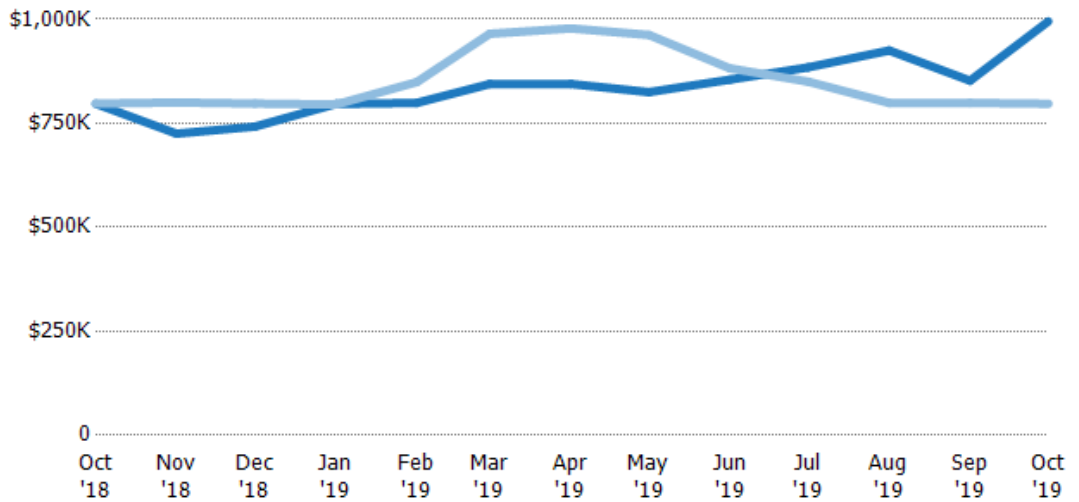
## Median Listing Price

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/<br>Year | Price  | % Chg. |
|----------------|--------|--------|
| Oct '19        | \$995K | 24.8%  |
| Oct '18        | \$797K | -0.1%  |
| Oct '17        | \$797K | -1.7%  |



|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$797K | \$725K | \$742K | \$797K | \$799K | \$845K | \$845K | \$825K | \$855K | \$885K | \$925K | \$852K | \$995K |
| Prior Year                     | \$797K | \$800K | \$797K | \$795K | \$849K | \$965K | \$978K | \$962K | \$882K | \$850K | \$799K | \$799K | \$797K |
| Percent Change from Prior Year | 0%     | -9%    | -7%    | 0%     | -6%    | -13%   | -14%   | -14%   | -3%    | 4%     | 16%    | 7%     | 25%    |

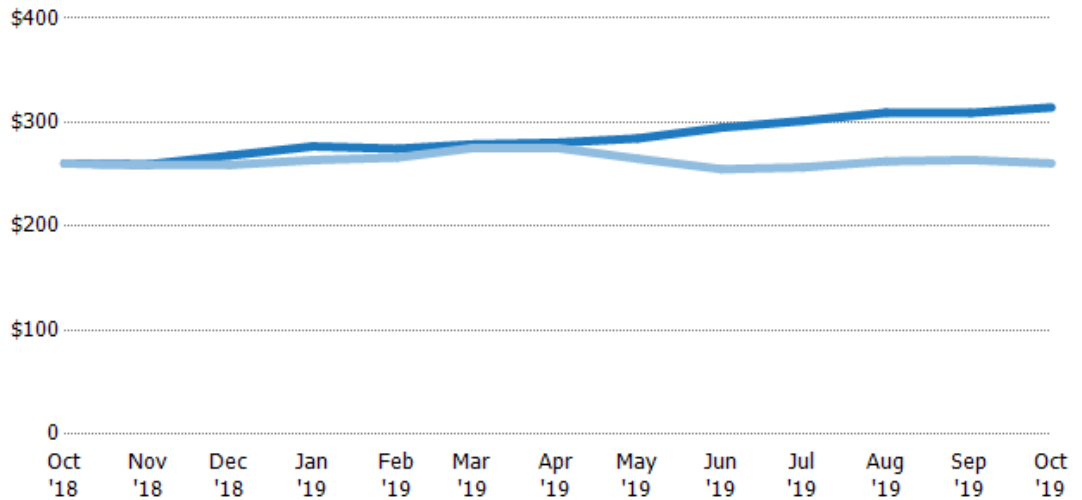
## Average Listing Price per Sq Ft

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/<br>Year | Price/sq ft | % Chg. |
|----------------|-------------|--------|
| Oct '19        | \$314       | 20.6%  |
| Oct '18        | \$260       | 0%     |
| Oct '17        | \$260       | -7.2%  |



|                                | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$260   | \$260   | \$268   | \$277   | \$275   | \$279   | \$280   | \$284   | \$295   | \$301   | \$309   | \$309   | \$314   |
| Prior Year                     | \$260   | \$259   | \$259   | \$264   | \$266   | \$275   | \$275   | \$265   | \$255   | \$257   | \$262   | \$264   | \$260   |
| Percent Change from Prior Year | 0%      | 0%      | 4%      | 5%      | 3%      | 1%      | 2%      | 7%      | 16%     | 17%     | 18%     | 17%     | 21%     |

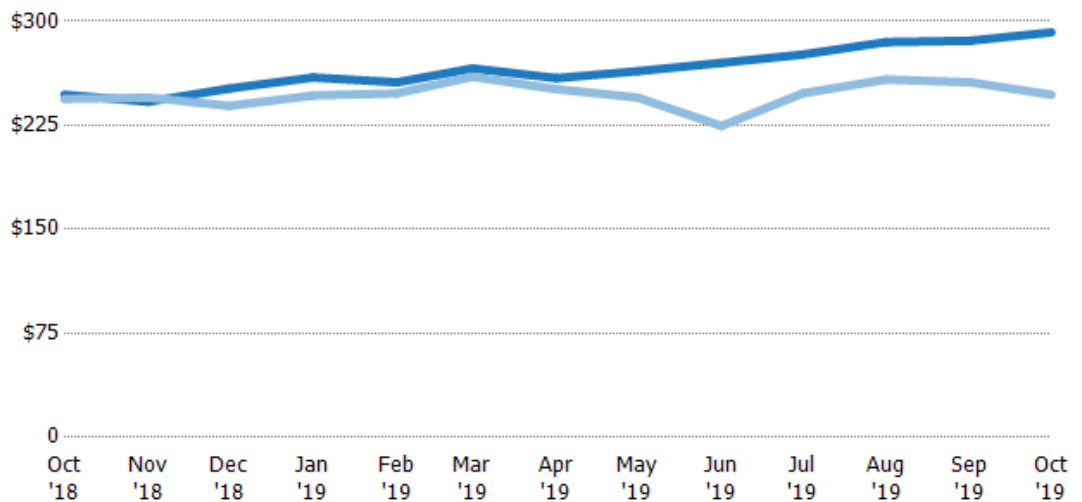
## Median Listing Price per Sq Ft

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/<br>Year | Price/sq ft | % Chg. |
|----------------|-------------|--------|
| Oct '19        | \$292       | 18.2%  |
| Oct '18        | \$247       | 1.2%   |
| Oct '17        | \$244       | -9%    |



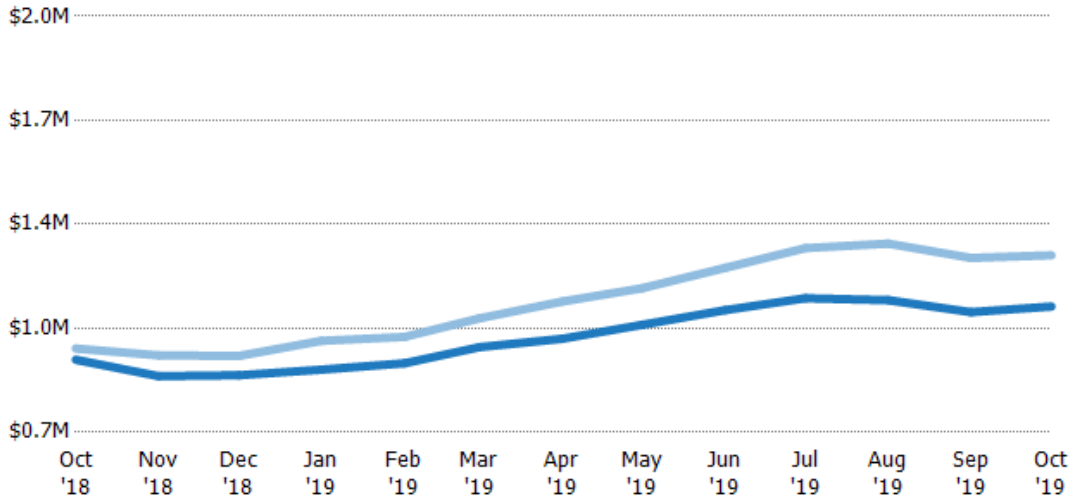
|                                | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$247   | \$242   | \$252   | \$260   | \$256   | \$266   | \$259   | \$264   | \$270   | \$276   | \$285   | \$286   | \$292   |
| Prior Year                     | \$244   | \$245   | \$239   | \$247   | \$248   | \$260   | \$251   | \$245   | \$225   | \$248   | \$258   | \$256   | \$247   |
| Percent Change from Prior Year | 1%      | -1%     | 5%      | 5%      | 3%      | 2%      | 3%      | 8%      | 20%     | 11%     | 10%     | 12%     | 18%     |

## 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



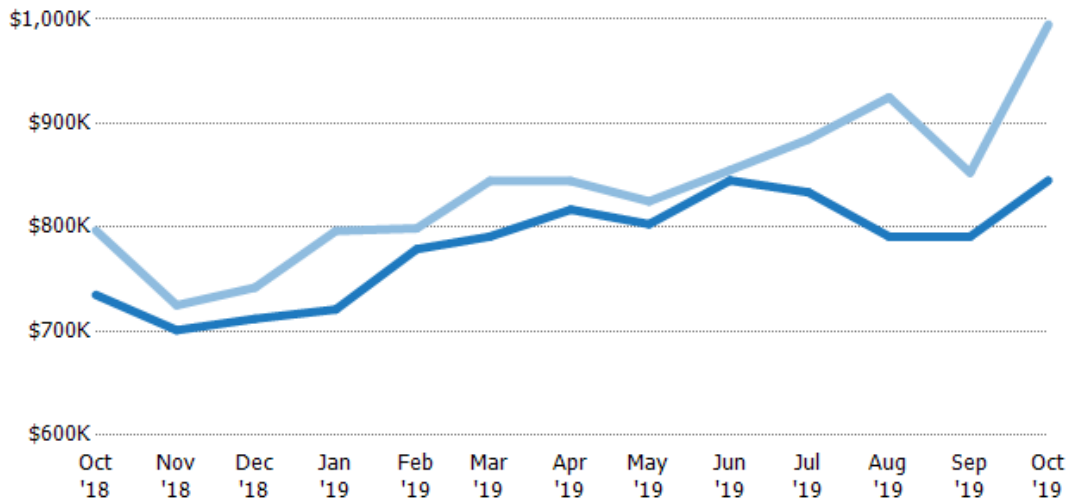
|                                           |        |        |        |        |        |         |         |         |         |         |         |         |         |
|-------------------------------------------|--------|--------|--------|--------|--------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg Est Value                             | \$927K | \$875K | \$878K | \$896K | \$916K | \$966K  | \$992K  | \$1.04M | \$1.08M | \$1.12M | \$1.11M | \$1.08M | \$1.09M |
| Avg Listing Price                         | \$962K | \$940K | \$939K | \$986K | \$998K | \$1.06M | \$1.11M | \$1.15M | \$1.21M | \$1.28M | \$1.29M | \$1.24M | \$1.25M |
| Avg Listing Price as a % of Avg Est Value | 104%   | 107%   | 107%   | 110%   | 109%   | 109%    | 112%    | 111%    | 112%    | 114%    | 116%    | 116%    | 115%    |

## 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



|                                           |        |        |        |        |        |        |        |        |        |        |        |        |        |
|-------------------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Median Est Value                          | \$735K | \$701K | \$712K | \$721K | \$779K | \$791K | \$817K | \$803K | \$845K | \$834K | \$791K | \$791K | \$845K |
| Median Listing Price                      | \$797K | \$725K | \$742K | \$797K | \$799K | \$845K | \$845K | \$825K | \$855K | \$885K | \$925K | \$852K | \$995K |
| Med Listing Price as a % of Med Est Value | 108%   | 103%   | 104%   | 110%   | 103%   | 107%   | 103%   | 103%   | 101%   | 106%   | 117%   | 108%   | 118%   |

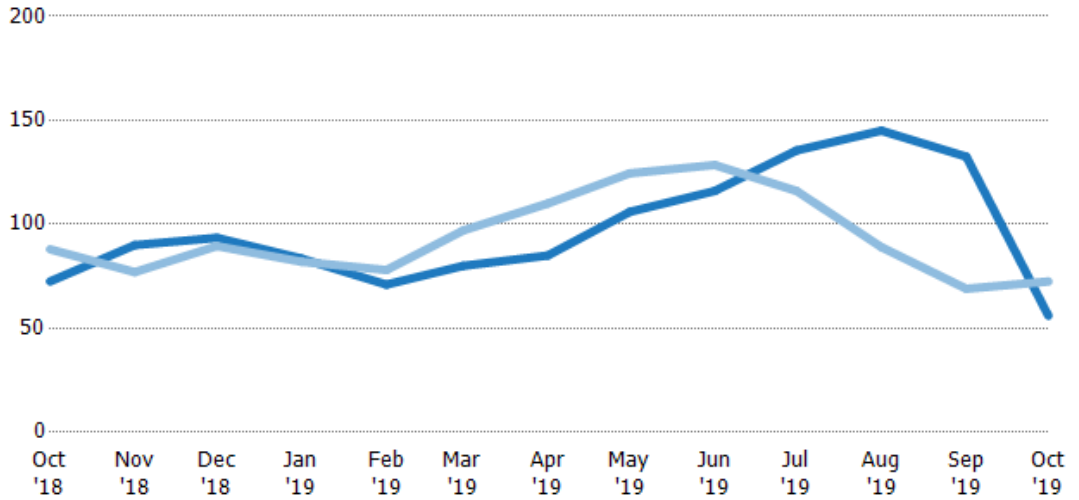
## Median Days in RPR

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

| Month/<br>Year | Days | % Chg. |
|----------------|------|--------|
| Oct '19        | 56   | -22.8% |
| Oct '18        | 72.5 | -17.6% |
| Oct '17        | 88   | 25%    |



|                                |      |     |      |      |     |      |      |      |      |     |     |     |      |
|--------------------------------|------|-----|------|------|-----|------|------|------|------|-----|-----|-----|------|
| Current Year                   | 72.5 | 90  | 93.5 | 83.5 | 71  | 80   | 85   | 106  | 116  | 136 | 145 | 133 | 56   |
| Prior Year                     | 88   | 77  | 89.5 | 82   | 78  | 97   | 110  | 125  | 129  | 116 | 89  | 69  | 72.5 |
| Percent Change from Prior Year | -18% | 17% | 4%   | 2%   | -9% | -18% | -23% | -15% | -10% | 17% | 63% | 92% | -23% |

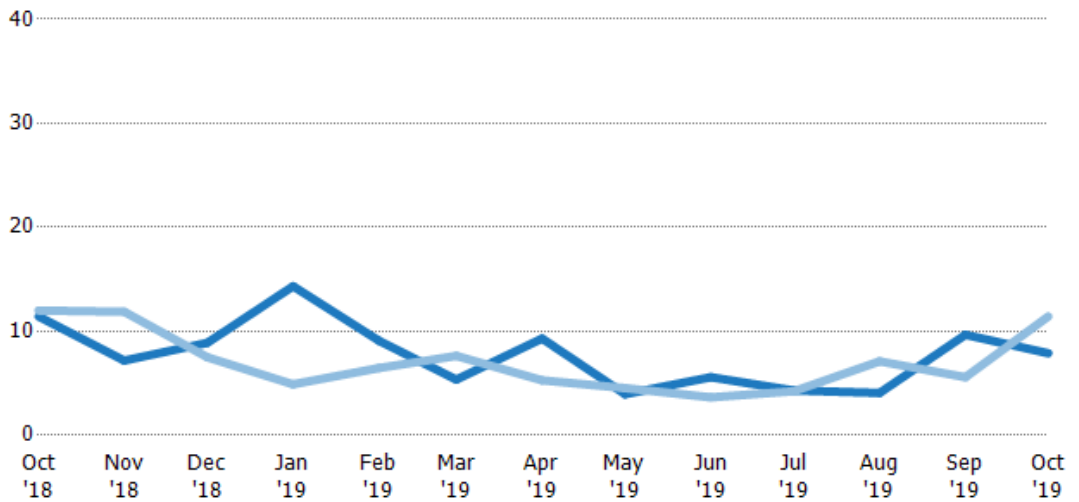
## Months of Inventory

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

| Month/<br>Year | Months | % Chg. |
|----------------|--------|--------|
| Oct '19        | 7.89   | -31%   |
| Oct '18        | 11.4   | -4.8%  |
| Oct '17        | 12     | 197.2% |



|                                |      |      |      |      |      |      |      |      |      |      |      |      |      |
|--------------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| Current Year                   | 11.4 | 7.18 | 8.89 | 14.3 | 9.1  | 5.35 | 9.3  | 3.95 | 5.58 | 4.31 | 4.07 | 9.67 | 7.89 |
| Prior Year                     | 12   | 11.9 | 7.5  | 4.9  | 6.47 | 7.64 | 5.29 | 4.53 | 3.65 | 4.23 | 7.11 | 5.58 | 11.4 |
| Percent Change from Prior Year | -5%  | -40% | 19%  | 193% | 41%  | -30% | 76%  | -13% | 53%  | 2%   | -43% | 73%  | -31% |



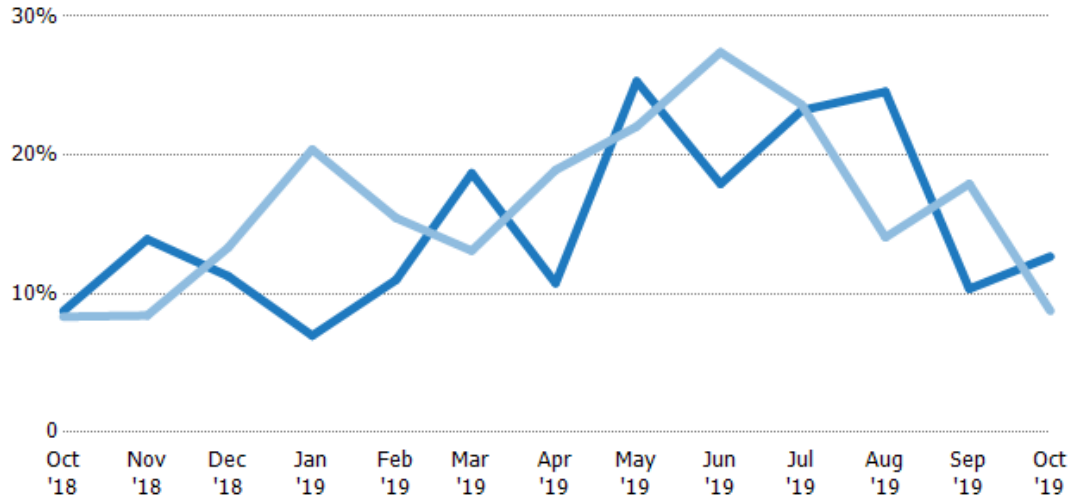
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

| Month/<br>Year | Rate | Chg.   |
|----------------|------|--------|
| Oct '19        | 13%  | -3.9%  |
| Oct '18        | 9%   | -0.4%  |
| Oct '17        | 8%   | -66.4% |



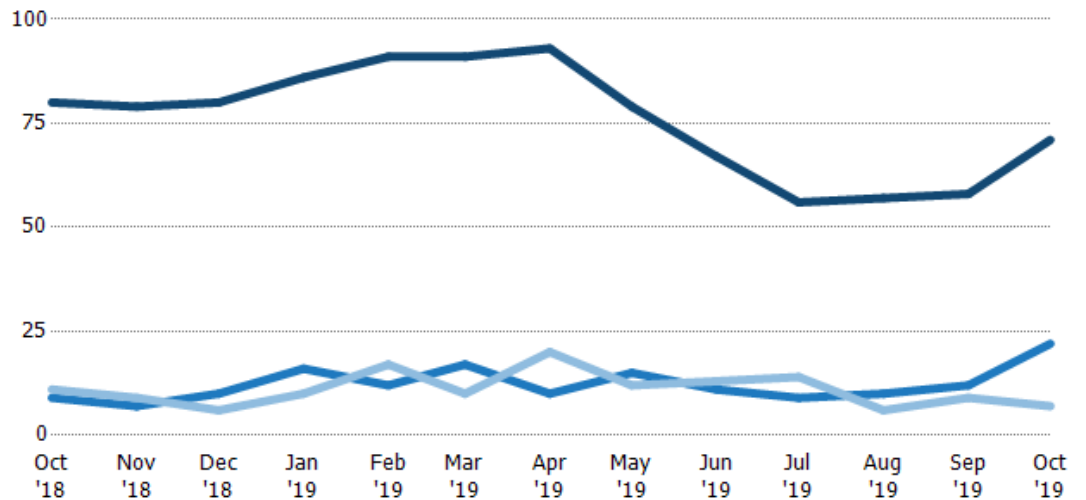
|                        | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 |
|------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year           | 9%      | 14%     | 11%     | 7%      | 11%     | 19%     | 11%     | 25%     | 18%     | 23%     | 25%     | 10%     | 13%     |
| Prior Year             | 8%      | 8%      | 13%     | 20%     | 15%     | 13%     | 19%     | 22%     | 27%     | 24%     | 14%     | 18%     | 9%      |
| Change from Prior Year | 0%      | -6%     | 2%      | 13%     | 4%      | -6%     | 8%      | -3%     | 10%     | 0%      | -11%    | 8%      | -4%     |

## 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



|         | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 |
|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Active  | 80      | 79      | 80      | 86      | 91      | 91      | 93      | 79      | 67      | 56      | 57      | 58      | 71      |
| Pending | 9       | 7       | 10      | 16      | 12      | 17      | 10      | 15      | 11      | 9       | 10      | 12      | 22      |
| Sold    | 11      | 9       | 6       | 10      | 17      | 10      | 20      | 12      | 13      | 14      | 6       | 9       | 7       |

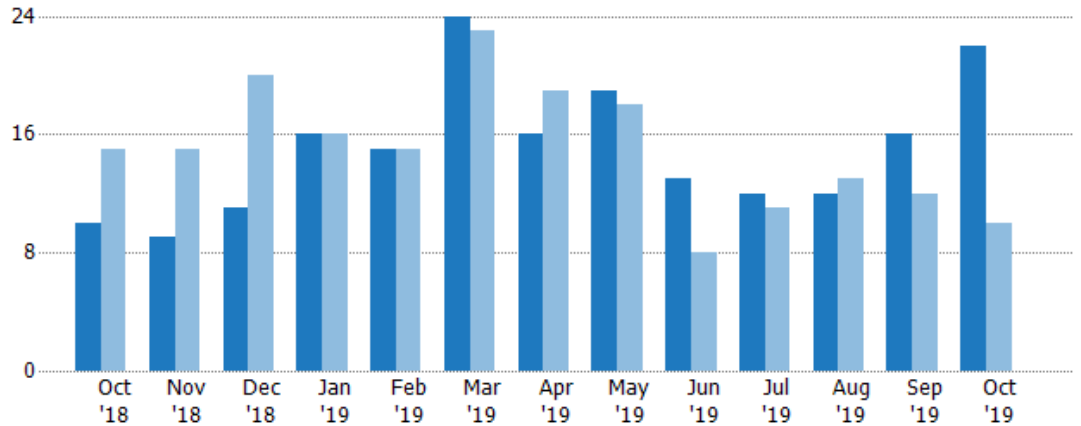
## New Pending Sales

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/<br>Year | Count | % Chg. |
|----------------|-------|--------|
| Oct '19        | 22    | 120%   |
| Oct '18        | 10    | -33.3% |
| Oct '17        | 15    | 6.7%   |



|                                |      |      |      |    |    |    |      |    |     |    |     |     |      |
|--------------------------------|------|------|------|----|----|----|------|----|-----|----|-----|-----|------|
| Current Year                   | 10   | 9    | 11   | 16 | 15 | 24 | 16   | 19 | 13  | 12 | 12  | 16  | 22   |
| Prior Year                     | 15   | 15   | 20   | 16 | 15 | 23 | 19   | 18 | 8   | 11 | 13  | 12  | 10   |
| Percent Change from Prior Year | -33% | -40% | -45% | 0% | 0% | 4% | -16% | 6% | 63% | 9% | -8% | 33% | 120% |

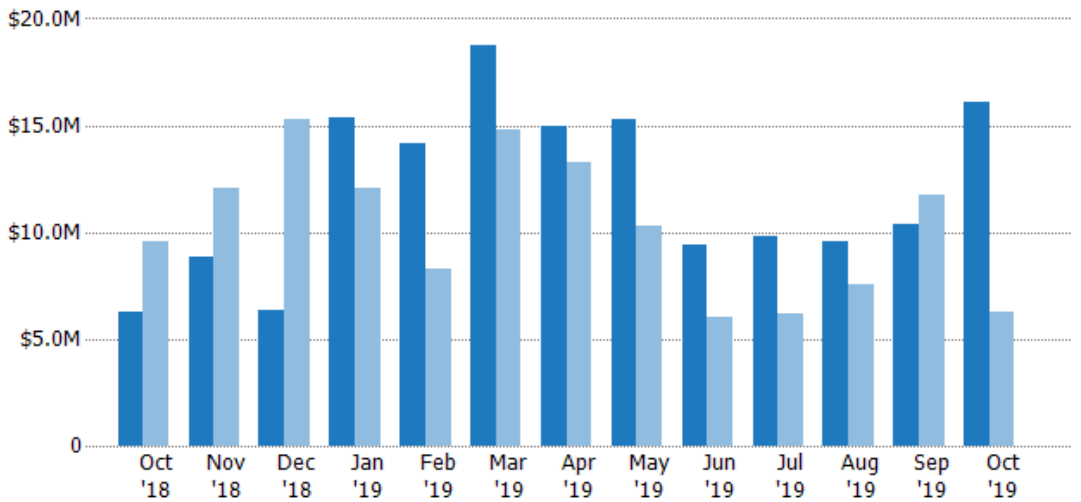
## New Pending Sales Volume

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/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Oct '19        | \$16.1M | 155.7% |
| Oct '18        | \$6.3M  | -33.9% |
| Oct '17        | \$9.54M | 45.2%  |



|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$6.3M  | \$8.86M | \$6.37M | \$15.4M | \$14.1M | \$18.8M | \$15M   | \$15.3M | \$9.4M  | \$9.79M | \$9.53M | \$10.4M | \$16.1M |
| Prior Year                     | \$9.54M | \$12M   | \$15.2M | \$12.1M | \$8.29M | \$14.8M | \$13.3M | \$10.3M | \$6.05M | \$6.21M | \$7.54M | \$11.7M | \$6.3M  |
| Percent Change from Prior Year | -34%    | -26%    | -58%    | 27%     | 70%     | 27%     | 13%     | 48%     | 55%     | 58%     | 27%     | -12%    | 156%    |

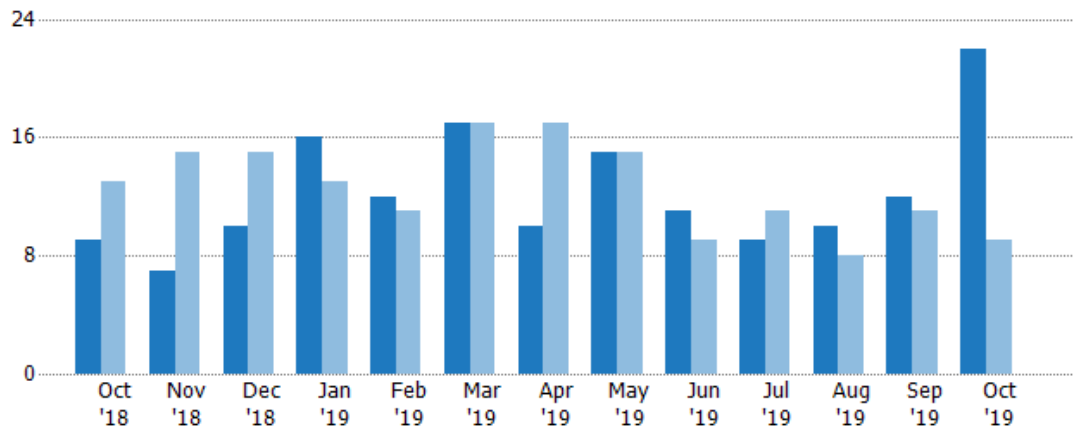
## Pending Sales

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/<br>Year | Count | % Chg. |
|----------------|-------|--------|
| Oct '19        | 22    | 144.4% |
| Oct '18        | 9     | -30.8% |
| Oct '17        | 13    | -15.4% |



|                                |      |      |      |     |    |    |      |    |     |      |     |    |      |
|--------------------------------|------|------|------|-----|----|----|------|----|-----|------|-----|----|------|
| Current Year                   | 9    | 7    | 10   | 16  | 12 | 17 | 10   | 15 | 11  | 9    | 10  | 12 | 22   |
| Prior Year                     | 13   | 15   | 15   | 13  | 11 | 17 | 17   | 15 | 9   | 11   | 8   | 11 | 9    |
| Percent Change from Prior Year | -31% | -53% | -33% | 23% | 9% | 0% | -41% | 0% | 22% | -18% | 25% | 9% | 144% |

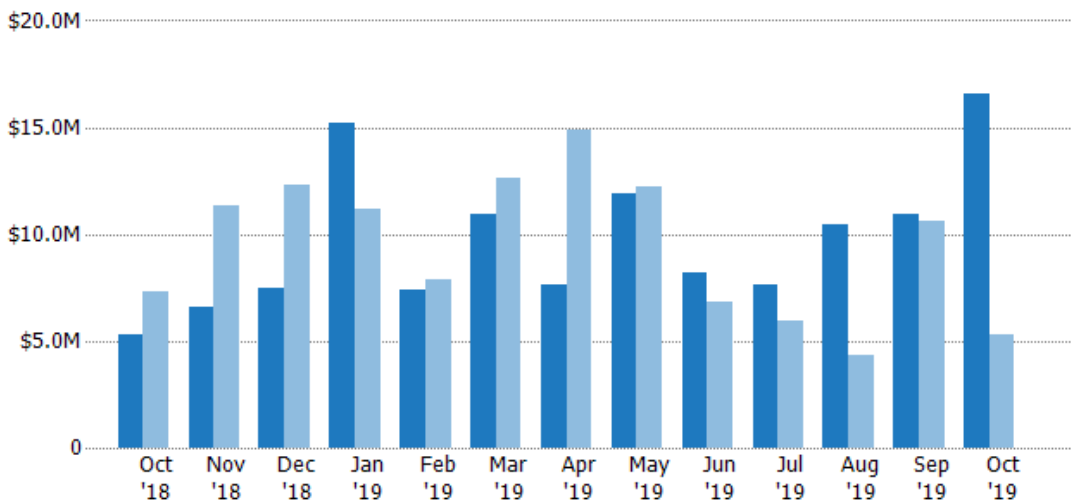
## Pending Sales Volume

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/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Oct '19        | \$16.6M | 215.1% |
| Oct '18        | \$5.27M | -27.9% |
| Oct '17        | \$7.31M | 23.5%  |



|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$5.27M | \$6.55M | \$7.51M | \$15.2M | \$7.38M | \$10.9M | \$7.67M | \$11.9M | \$8.16M | \$7.61M | \$10.5M | \$10.9M | \$16.6M |
| Prior Year                     | \$7.31M | \$11.3M | \$12.3M | \$11.2M | \$7.89M | \$12.6M | \$14.9M | \$12.2M | \$6.84M | \$5.98M | \$4.3M  | \$10.6M | \$5.27M |
| Percent Change from Prior Year | -28%    | -42%    | -39%    | 36%     | -6%     | -13%    | -48%    | -2%     | 19%     | 27%     | 144%    | 3%      | 215%    |

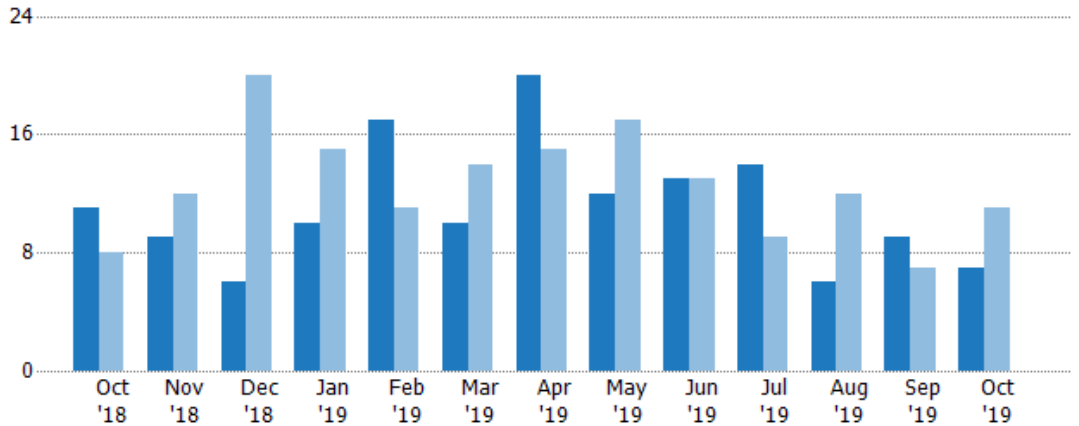
## Closed Sales

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/<br>Year | Count | % Chg. |
|----------------|-------|--------|
| Oct '19        | 7     | -36.4% |
| Oct '18        | 11    | 37.5%  |
| Oct '17        | 8     | -12.5% |



|                                |     |      |      |      |     |      |     |      |    |     |      |     |      |
|--------------------------------|-----|------|------|------|-----|------|-----|------|----|-----|------|-----|------|
| Current Year                   | 11  | 9    | 6    | 10   | 17  | 10   | 20  | 12   | 13 | 14  | 6    | 9   | 7    |
| Prior Year                     | 8   | 12   | 20   | 15   | 11  | 14   | 15  | 17   | 13 | 9   | 12   | 7   | 11   |
| Percent Change from Prior Year | 38% | -25% | -70% | -33% | 55% | -29% | 33% | -29% | 0% | 56% | -50% | 29% | -36% |

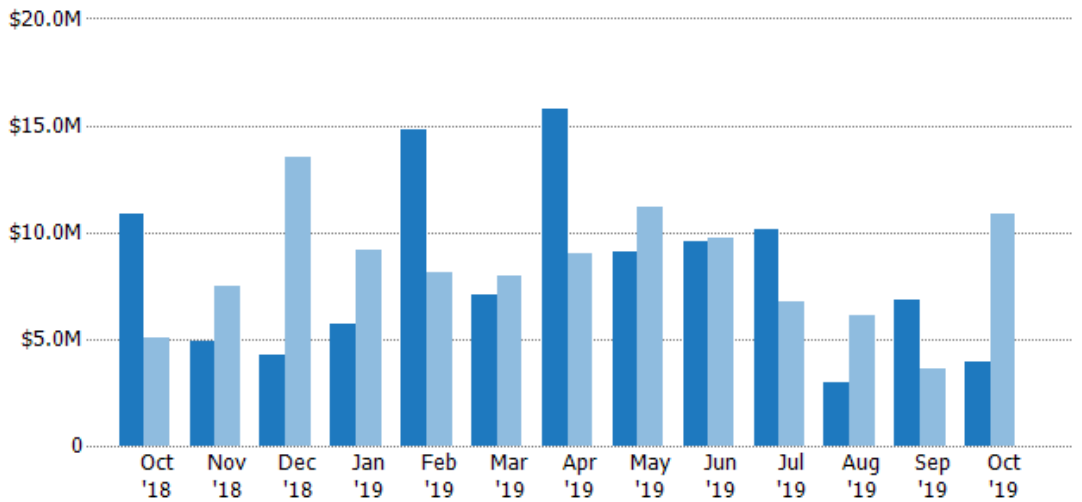
## Closed Sales Volume

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/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Oct '19        | \$3.95M | -63.7% |
| Oct '18        | \$10.9M | 114%   |
| Oct '17        | \$5.08M | 6.7%   |



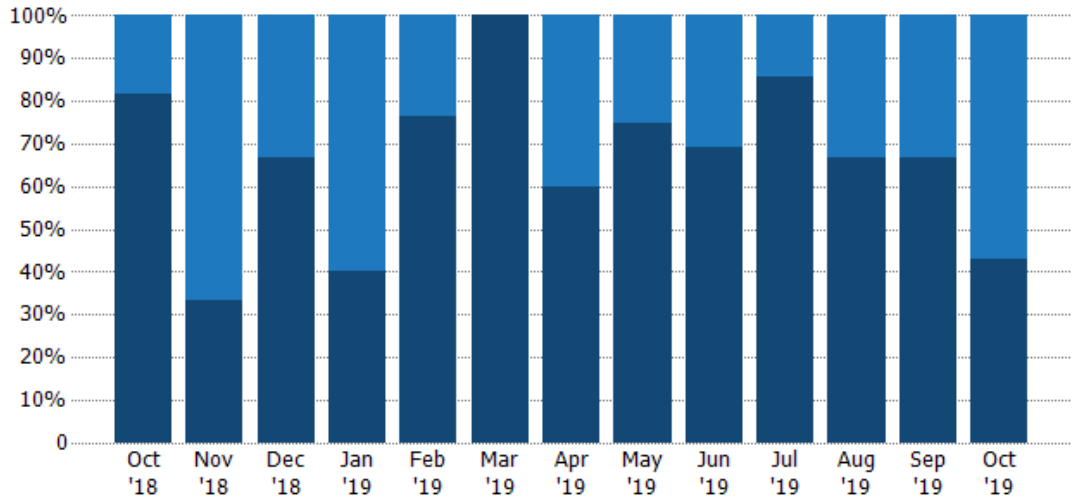
|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$10.9M | \$4.88M | \$4.29M | \$5.74M | \$14.8M | \$7.03M | \$15.8M | \$9.09M | \$9.56M | \$10.1M | \$2.93M | \$6.85M | \$3.95M |
| Prior Year                     | \$5.08M | \$7.44M | \$13.5M | \$9.18M | \$8.08M | \$7.93M | \$8.97M | \$11.2M | \$9.71M | \$6.74M | \$6.14M | \$3.61M | \$10.9M |
| Percent Change from Prior Year | 114%    | -34%    | -68%    | -37%    | 83%     | -11%    | 76%     | -19%    | -2%     | 50%     | -52%    | 90%     | -64%    |

## 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



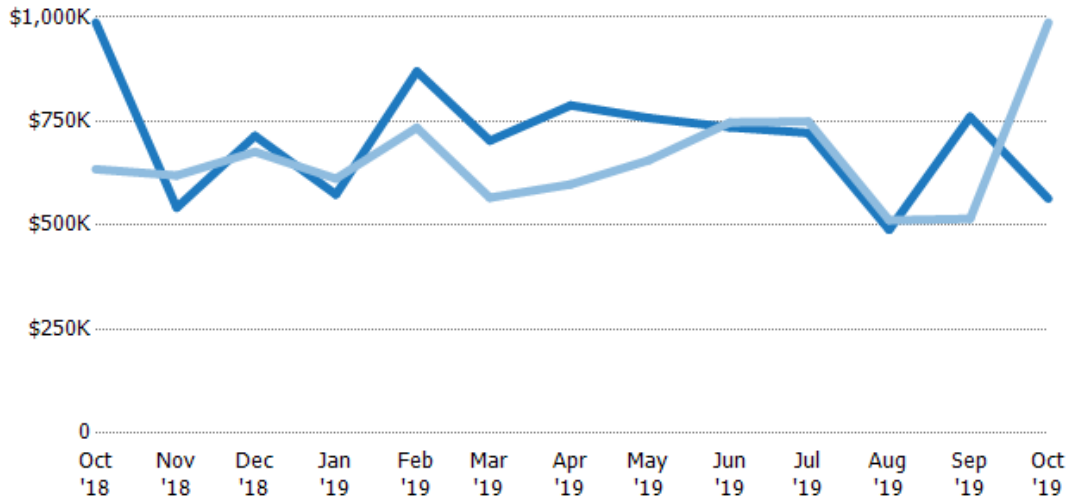
|                         |     |     |     |     |     |      |     |     |     |     |     |     |     |
|-------------------------|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|
| Condo/Townhouse         | 18% | 67% | 33% | 60% | 24% | -    | 40% | 25% | 31% | 14% | 33% | 33% | 57% |
| Single Family Residence | 82% | 33% | 67% | 40% | 76% | 100% | 60% | 75% | 69% | 86% | 67% | 67% | 43% |

## 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                   | \$987K | \$542K | \$715K | \$574K | \$870K | \$703K | \$788K | \$758K | \$736K | \$722K | \$489K | \$761K | \$564K |
| Prior Year                     | \$635K | \$620K | \$676K | \$612K | \$735K | \$566K | \$598K | \$657K | \$747K | \$749K | \$512K | \$516K | \$987K |
| Percent Change from Prior Year | 56%    | -12%   | 6%     | -6%    | 18%    | 24%    | 32%    | 15%    | -2%    | -4%    | -4%    | 48%    | -43%   |

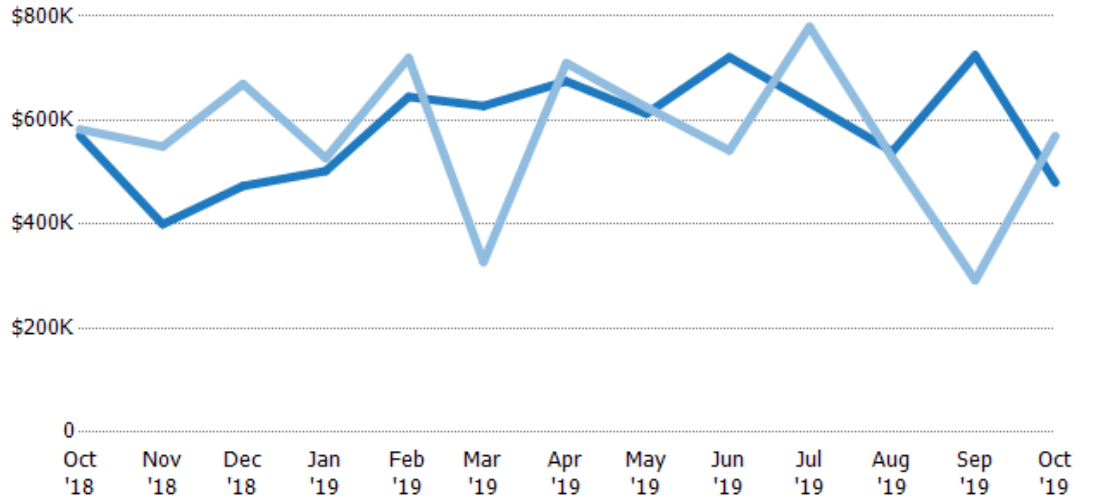
## Median Sales Price

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/<br>Year | Price  | % Chg. |
|----------------|--------|--------|
| Oct '19        | \$480K | -15.8% |
| Oct '18        | \$570K | -2.2%  |
| Oct '17        | \$583K | 30.5%  |



|                                | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$570K  | \$400K  | \$474K  | \$503K  | \$645K  | \$628K  | \$675K  | \$613K  | \$721K  | \$633K  | \$540K  | \$725K  | \$480K  |
| Prior Year                     | \$583K  | \$549K  | \$670K  | \$527K  | \$720K  | \$328K  | \$710K  | \$625K  | \$542K  | \$780K  | \$528K  | \$292K  | \$570K  |
| Percent Change from Prior Year | -2%     | -27%    | -29%    | -5%     | -10%    | 92%     | -5%     | -2%     | 33%     | -19%    | 2%      | 148%    | -16%    |

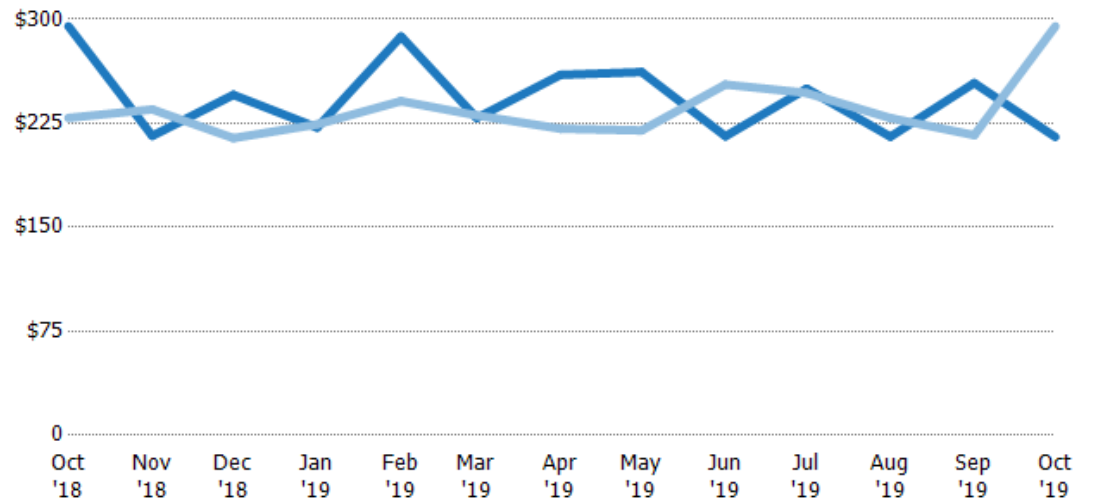
## Average Sales Price per Sq Ft

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/<br>Year | Price/sq ft | % Chg. |
|----------------|-------------|--------|
| Oct '19        | \$215       | -27.1% |
| Oct '18        | \$295       | 28.9%  |
| Oct '17        | \$229       | 3.9%   |



|                                | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$295   | \$216   | \$246   | \$222   | \$288   | \$229   | \$260   | \$262   | \$216   | \$250   | \$215   | \$254   | \$215   |
| Prior Year                     | \$229   | \$235   | \$214   | \$224   | \$241   | \$231   | \$221   | \$220   | \$253   | \$247   | \$229   | \$216   | \$295   |
| Percent Change from Prior Year | 29%     | -8%     | 15%     | -1%     | 19%     | -1%     | 18%     | 19%     | -15%    | 1%      | -6%     | 17%     | -27%    |

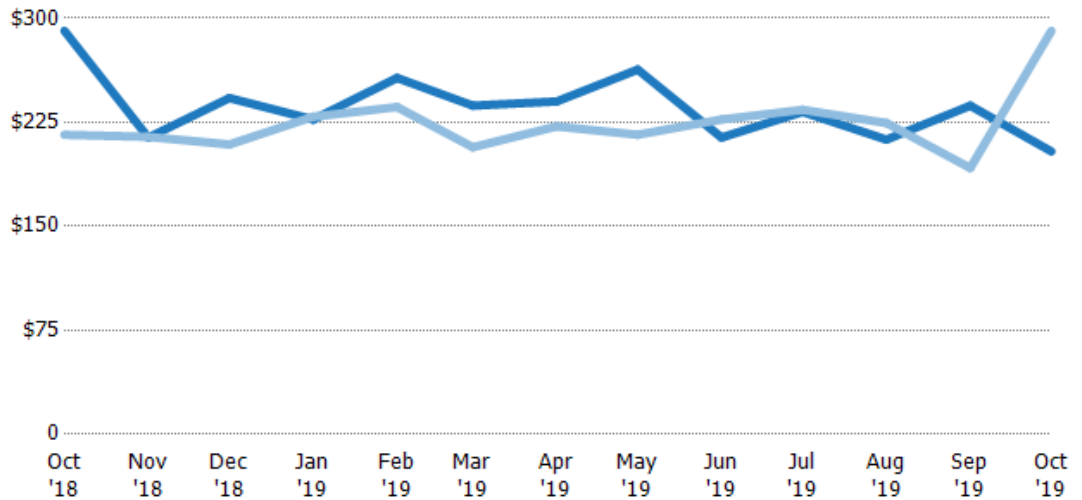
## Median Sales Price per Sq Ft

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/<br>Year | Price/sq ft | % Chg. |
|----------------|-------------|--------|
| Oct '19        | \$204       | -29.9% |
| Oct '18        | \$291       | 34.7%  |
| Oct '17        | \$216       | 8.8%   |



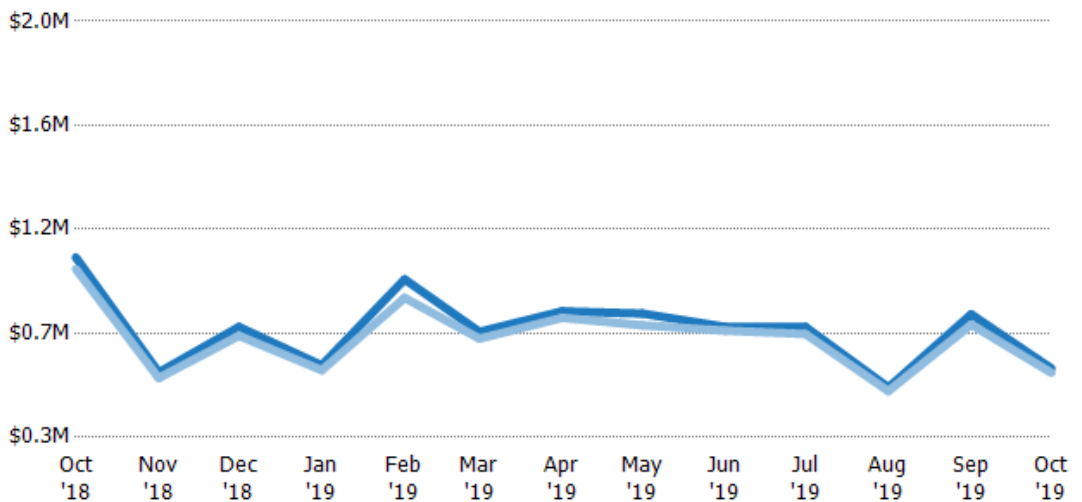
|                                | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$291   | \$214   | \$243   | \$227   | \$257   | \$237   | \$240   | \$263   | \$214   | \$233   | \$213   | \$237   | \$204   |
| Prior Year                     | \$216   | \$215   | \$209   | \$229   | \$236   | \$207   | \$222   | \$216   | \$227   | \$234   | \$225   | \$192   | \$291   |
| Percent Change from Prior Year | 35%     | 0%      | 16%     | -1%     | 9%      | 14%     | 8%      | 22%     | -6%     | -1%     | -5%     | 23%     | -30%    |

## 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



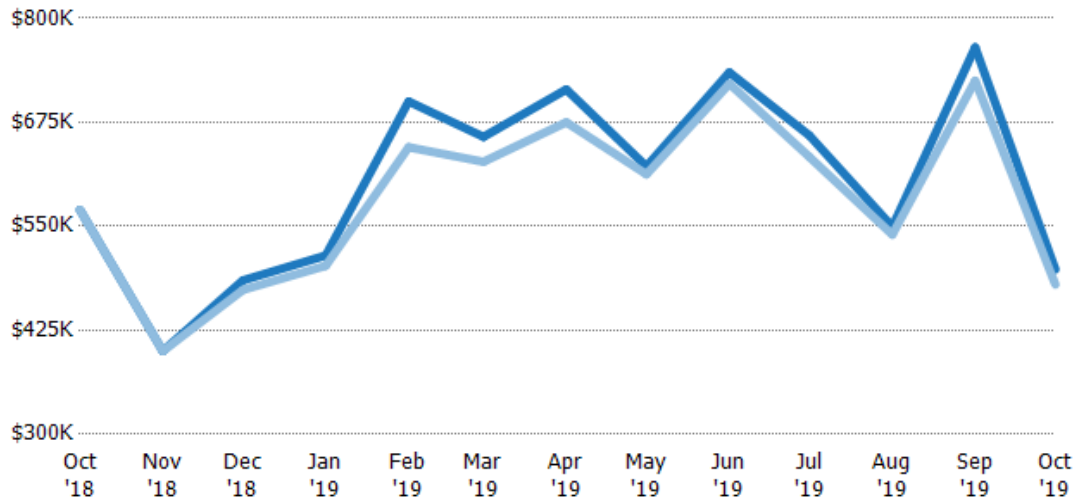
|                                          | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 |
|------------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg List Price                           | \$1.04M | \$565K  | \$751K  | \$594K  | \$945K  | \$731K  | \$815K  | \$806K  | \$751K  | \$751K  | \$503K  | \$802K  | \$582K  |
| Avg Sales Price                          | \$987K  | \$542K  | \$715K  | \$574K  | \$870K  | \$703K  | \$788K  | \$758K  | \$736K  | \$722K  | \$489K  | \$761K  | \$564K  |
| Avg Sales Price as a % of Avg List Price | 95%     | 96%     | 95%     | 97%     | 92%     | 96%     | 97%     | 94%     | 98%     | 96%     | 97%     | 95%     | 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: Carefree, Arizona  
Saved Area  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



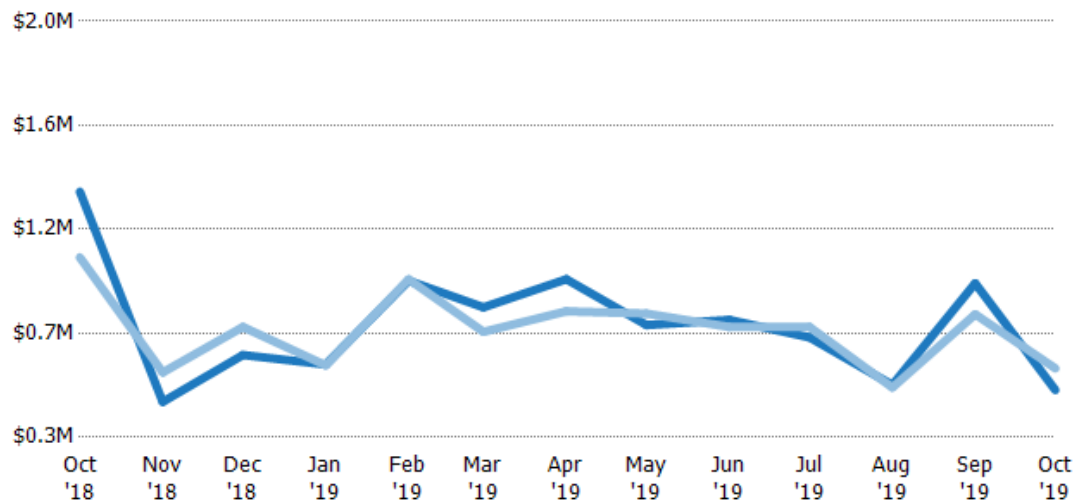
|                                          | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 |
|------------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median List Price                        | \$570K  | \$400K  | \$485K  | \$515K  | \$700K  | \$658K  | \$715K  | \$622K  | \$735K  | \$659K  | \$550K  | \$765K  | \$498K  |
| Median Sales Price                       | \$570K  | \$400K  | \$474K  | \$503K  | \$645K  | \$628K  | \$675K  | \$613K  | \$721K  | \$633K  | \$540K  | \$725K  | \$480K  |
| Med Sales Price as a % of Med List Price | 100%    | 100%    | 98%     | 98%     | 92%     | 95%     | 94%     | 98%     | 98%     | 96%     | 98%     | 95%     | 96%     |

## 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



|                                         | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 |
|-----------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg Est Value                           | \$1.3M  | \$445K  | \$636K  | \$598K  | \$940K  | \$831K  | \$946K  | \$759K  | \$780K  | \$708K  | \$514K  | \$929K  | \$493K  |
| Avg Sales Price                         | \$1.04M | \$565K  | \$751K  | \$594K  | \$945K  | \$731K  | \$815K  | \$806K  | \$751K  | \$751K  | \$503K  | \$802K  | \$582K  |
| Avg Sales Price as a % of Avg Est Value | 79%     | 127%    | 118%    | 99%     | 101%    | 88%     | 86%     | 106%    | 96%     | 106%    | 98%     | 86%     | 118%    |

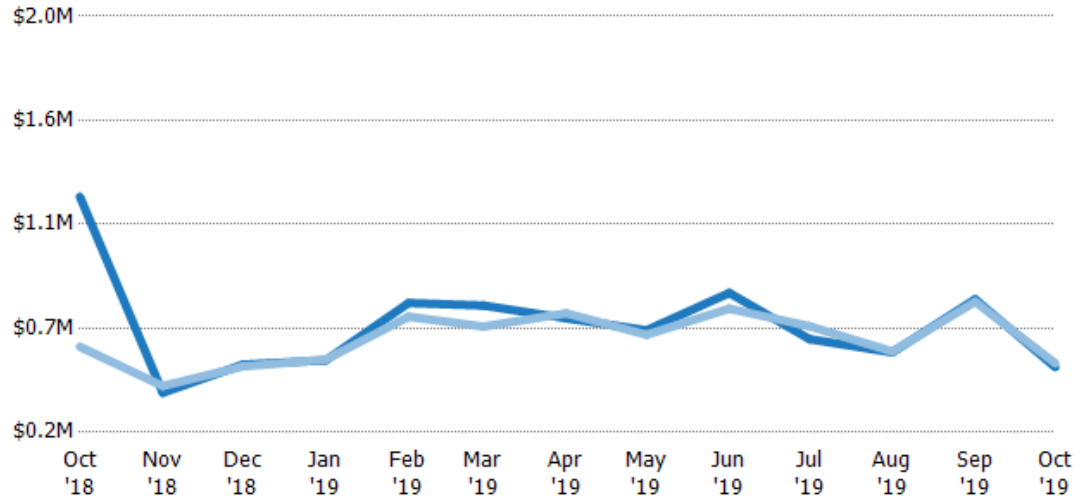


## Median Sales Price vs Median Est Value

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



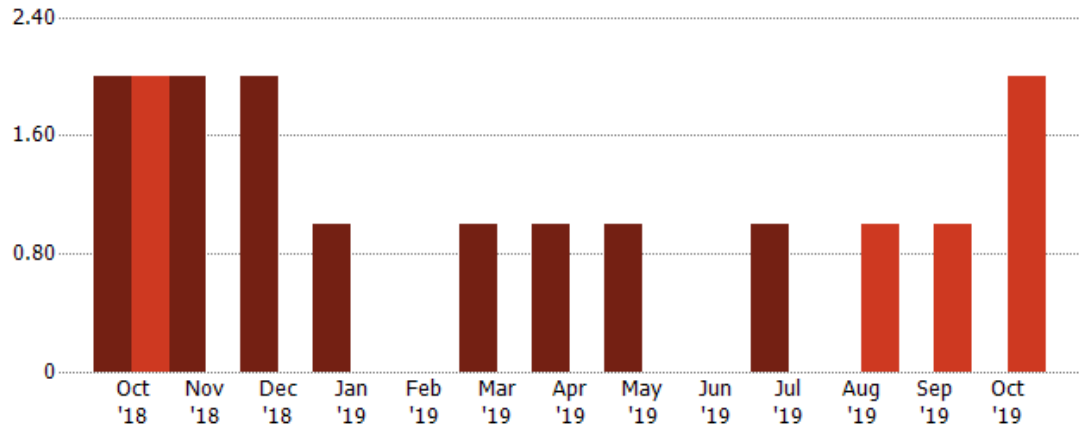
|                                         | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 |
|-----------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median Est Value                        | \$1.22M | \$371K  | \$493K  | \$511K  | \$759K  | \$749K  | \$693K  | \$641K  | \$803K  | \$603K  | \$546K  | \$775K  | \$481K  |
| Median Sales Price                      | \$570K  | \$400K  | \$485K  | \$515K  | \$700K  | \$658K  | \$715K  | \$622K  | \$735K  | \$659K  | \$550K  | \$765K  | \$498K  |
| Med Sales Price as a % of Med Est Value | 47%     | 108%    | 98%     | 101%    | 92%     | 88%     | 103%    | 97%     | 92%     | 109%    | 101%    | 99%     | 103%    |

## 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



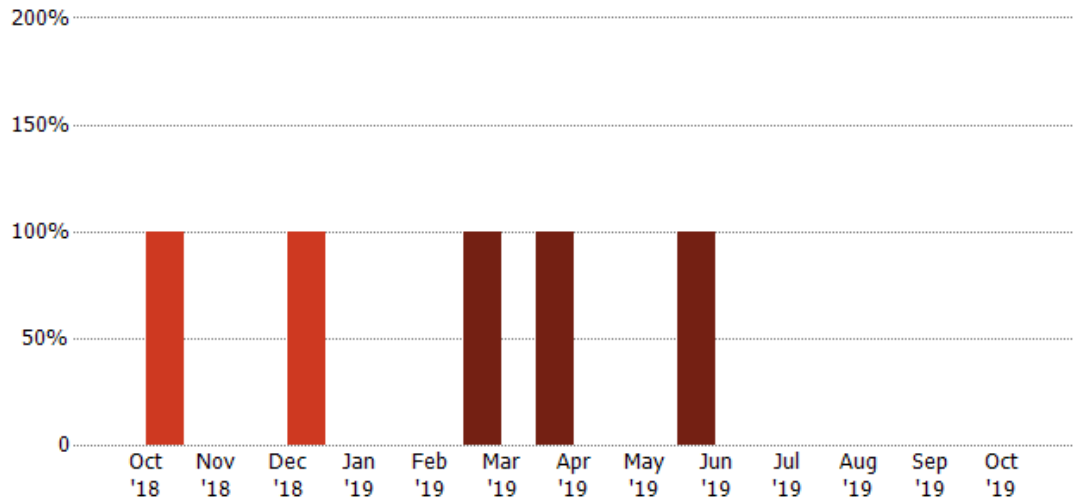
|                                | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|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



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



## Sales Activity by ZIP

Oct 2019

| ZIP   | Pendings<br>(Month End) | Pending Volume<br>(Month End) | Sales | Sales Volume | Avg<br>Sales Price | Median<br>Sales Price | Avg Sales<br>Price per Sq Ft | Median Sales<br>Price per Sq Ft | Median Days<br>In RPR |
|-------|-------------------------|-------------------------------|-------|--------------|--------------------|-----------------------|------------------------------|---------------------------------|-----------------------|
| 85377 | 22                      | \$16,606,600                  | 7     | \$3,946,500  | \$563,786          | \$480,000             | \$208                        | \$197                           | 59                    |