

2019

FOUNTAIN HILLS

MARKET REPORT

December 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	Dec 2019	Dec 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	62	69	-10.1%	1,046	1,069	-2.2%
New Listing Volume	\$41,285,198	\$36,450,199	+13.3%	\$615,916,131	\$582,991,166	+5.6%
Active Listing Count	202	309	-34.6%	N/A	N/A	
Active Listing Volume	\$198,181,377	\$227,691,997	-13%	N/A	N/A	
Average Listing Price	\$981,096	\$736,867	+33.1%	\$814,246	\$756,182	+7.7%
Median Listing Price	\$697,500	\$515,000	+35.4%	\$580,956	\$535,567	+8.5%
Average Listing Price per Sq Ft	\$260	\$227	+14.5%	\$239	\$225	+6.6%
Median Listing Price per Sq Ft	\$240	\$210	+14.3%	\$221	\$206	+7.3%
Median Days in RPR	80	75	+6.7%	73.56	79.49	-7.5%
Months of Inventory	3.8	4.4	-13.7%	3.5	4.5	-22.1%
Absorption Rate	26.24%	22.65%	+3.6%	28.25%	22.01%	+6.2%
Sales Activity Charts Metrics						
New Pending Sales Count	93	70	+32.9%	1,221	1,003	+21.7%
New Pending Sales Volume	\$55,092,788	\$31,438,698	+75.2%	\$616,617,598	\$476,212,133	+29.5%
Pending Sales Count	96	59	+62.7%	N/A	N/A	
Pending Sales Volume	\$63,167,561	\$30,779,307	+105.2%	N/A	N/A	
Closed Sales Count	64	58	+10.3%	894	861	+3.8%
Closed Sales Volume	\$28,847,445	\$26,518,700	+8.8%	\$421,857,820	\$392,281,603	+7.5%
Average Sales Price	\$450,741	\$457,219	-1.4%	\$471,877	\$455,612	+3.6%
Median Sales Price	\$394,400	\$424,450	-7.1%	\$392,074	\$381,972	+2.6%
Average Sales Price per Sq Ft	\$219	\$206	+6.3%	\$213	\$204	+4.5%
Median Sales Price per Sq Ft	\$210	\$204	+2.7%	\$207	\$198	+4.5%
Distressed Charts Metrics						
Distressed Listing Count	1	2	-50%	N/A	N/A	

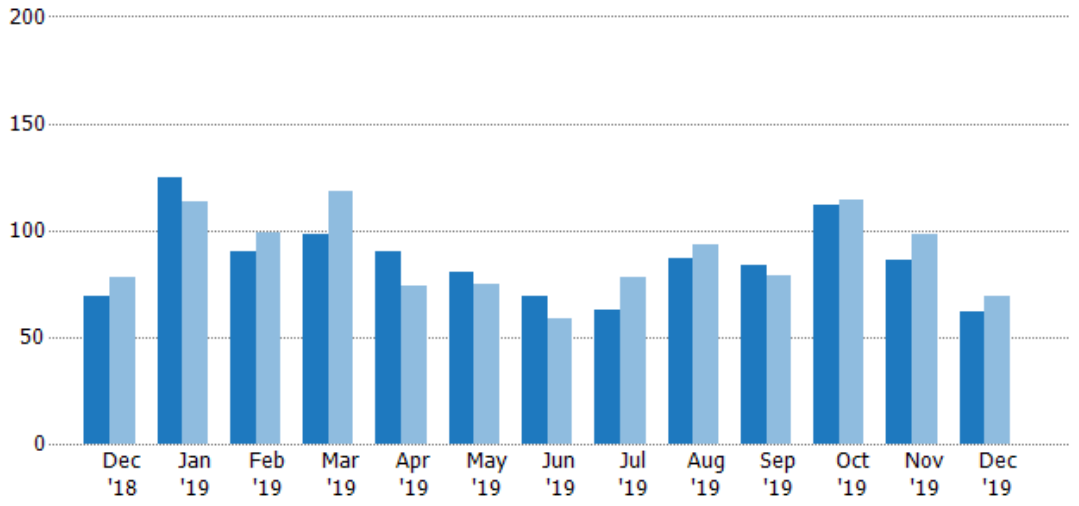
New Listings

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,
 Mobile/Manufactured, Single Family
 Residence

Month/Year	Count	% Chg.
Dec '19	62	-10.1%
Dec '18	69	-11.5%
Dec '17	78	-23.1%



Current Year	69	125	90	98	90	80	69	63	87	84	112	86	62
Prior Year	78	113	99	118	74	75	59	78	93	79	114	98	69
Percent Change from Prior Year	-12%	11%	-9%	-17%	22%	7%	17%	-19%	-6%	6%	-2%	-12%	-10%

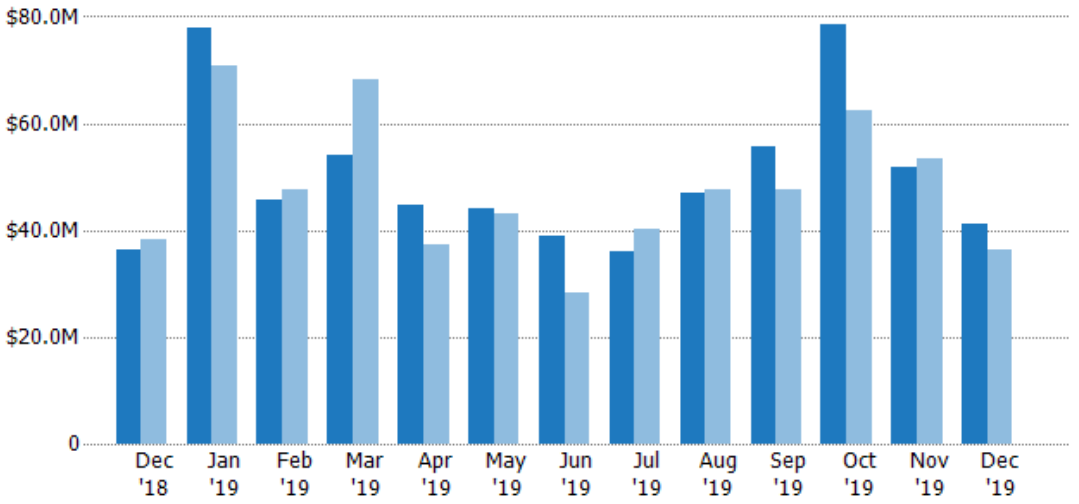
New Listing Volume

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,
 Mobile/Manufactured, Single Family
 Residence

Month/Year	Volume	% Chg.
Dec '19	\$41.3M	13.3%
Dec '18	\$36.5M	-4.8%
Dec '17	\$38.3M	-29.7%



Current Year	\$36.5M	\$78M	\$45.8M	\$54M	\$44.6M	\$44.2M	\$38.8M	\$36.1M	\$47.1M	\$55.6M	\$78.5M	\$51.9M	\$41.3M
Prior Year	\$38.3M	\$70.9M	\$47.6M	\$68.1M	\$37.4M	\$43.1M	\$28.4M	\$40.2M	\$47.6M	\$47.8M	\$62.3M	\$53.4M	\$36.5M
Percent Change from Prior Year	-5%	10%	-4%	-21%	19%	3%	37%	-10%	-1%	16%	26%	-3%	13%

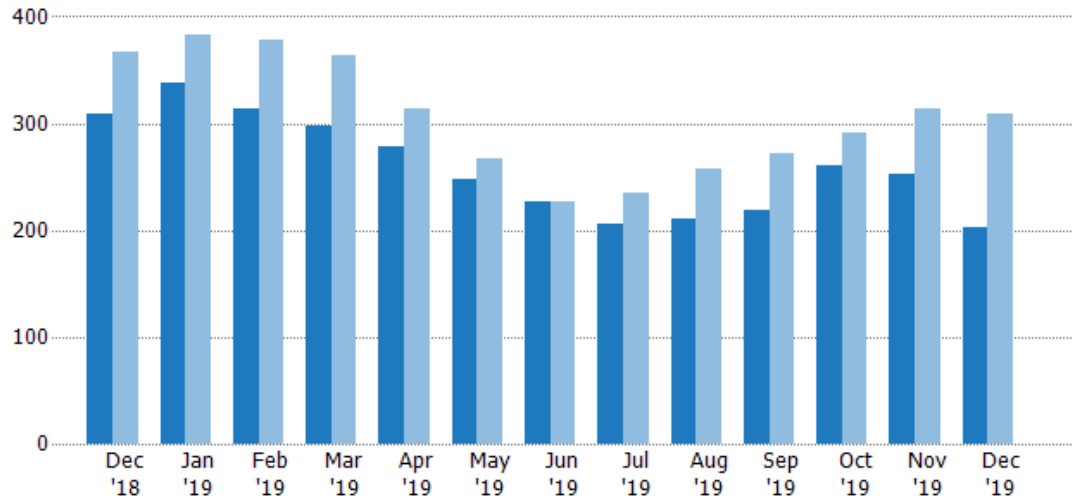
Active Listings

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,
Mobile/Manufactured, Single Family
Residence

Month/ Year	Count	% Chg.
Dec '19	202	-34.6%
Dec '18	309	-15.8%
Dec '17	367	-20.4%



Current Year	309	338	313	297	278	248	226	206	210	218	260	252	202
Prior Year	367	383	378	364	313	267	226	235	257	272	291	313	309
Percent Change from Prior Year	-16%	-12%	-17%	-18%	-11%	-7%	0%	-12%	-18%	-20%	-11%	-19%	-35%

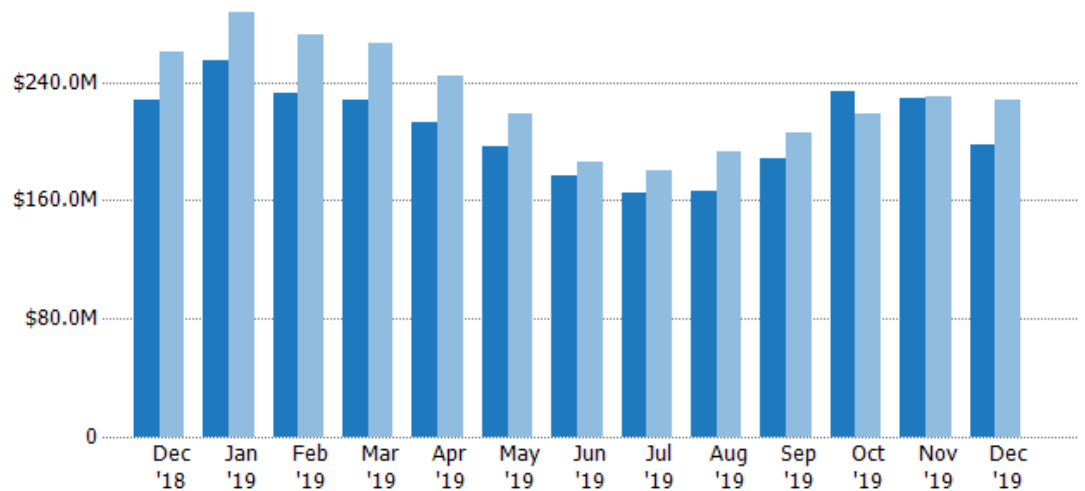
Active Listing Volume

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,
Mobile/Manufactured, Single Family
Residence

Month/ Year	Volume	% Chg.
Dec '19	\$198M	-13%
Dec '18	\$228M	-12.6%
Dec '17	\$260M	-20.7%



Current Year	\$228M	\$255M	\$233M	\$227M	\$212M	\$196M	\$177M	\$165M	\$166M	\$188M	\$234M	\$230M	\$198M
Prior Year	\$260M	\$287M	\$273M	\$266M	\$244M	\$218M	\$186M	\$180M	\$193M	\$206M	\$218M	\$230M	\$228M
Percent Change from Prior Year	-13%	-11%	-14%	-14%	-13%	-10%	-5%	-8%	-14%	-9%	7%	0%	-13%

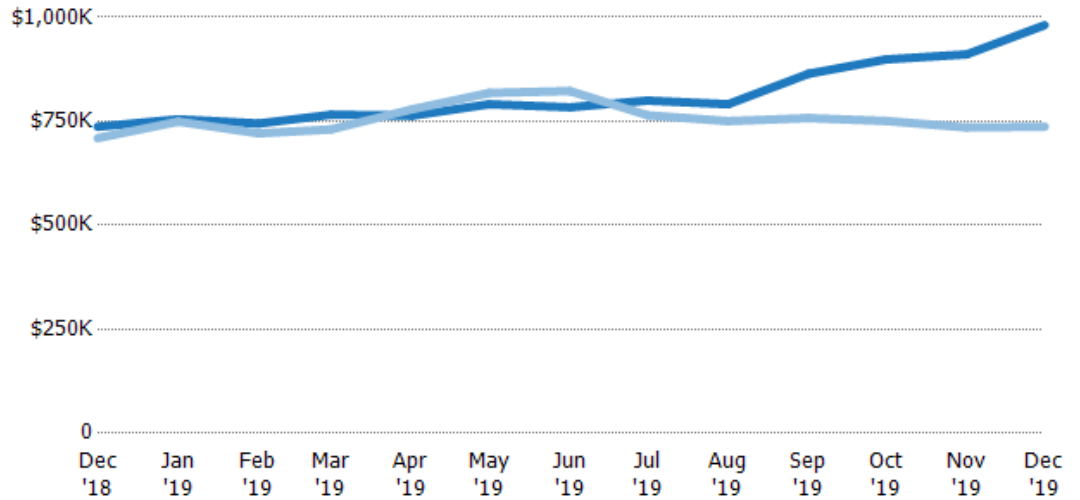
Average Listing Price

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,
 Mobile/Manufactured, Single Family
 Residence

Month/ Year	Price	% Chg.
Dec '19	\$981K	33.1%
Dec '18	\$737K	3.9%
Dec '17	\$709K	-0.3%



	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Current Year	\$737K	\$755K	\$745K	\$766K	\$763K	\$791K	\$784K	\$800K	\$791K	\$864K	\$899K	\$911K	\$981K
Prior Year	\$709K	\$749K	\$721K	\$731K	\$778K	\$818K	\$823K	\$764K	\$750K	\$758K	\$751K	\$735K	\$737K
Percent Change from Prior Year	4%	1%	3%	5%	-2%	-3%	-5%	5%	5%	14%	20%	24%	33%

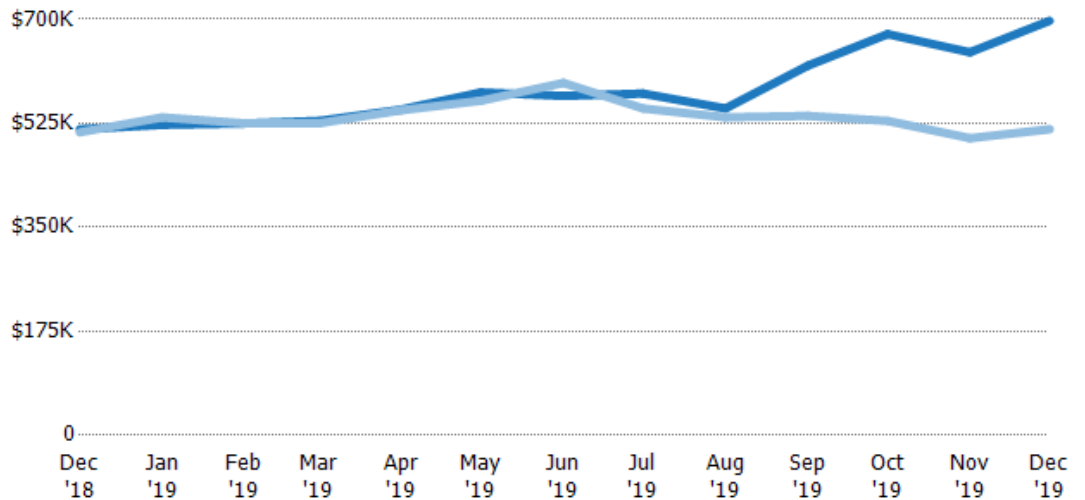
Median Listing Price

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,
 Mobile/Manufactured, Single Family
 Residence

Month/ Year	Price	% Chg.
Dec '19	\$698K	35.4%
Dec '18	\$515K	1%
Dec '17	\$510K	-2%



	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Current Year	\$515K	\$522K	\$525K	\$529K	\$548K	\$577K	\$571K	\$575K	\$550K	\$622K	\$675K	\$644K	\$698K
Prior Year	\$510K	\$535K	\$525K	\$525K	\$547K	\$563K	\$593K	\$550K	\$535K	\$537K	\$529K	\$500K	\$515K
Percent Change from Prior Year	1%	-2%	0%	1%	0%	2%	-4%	5%	3%	16%	28%	29%	35%

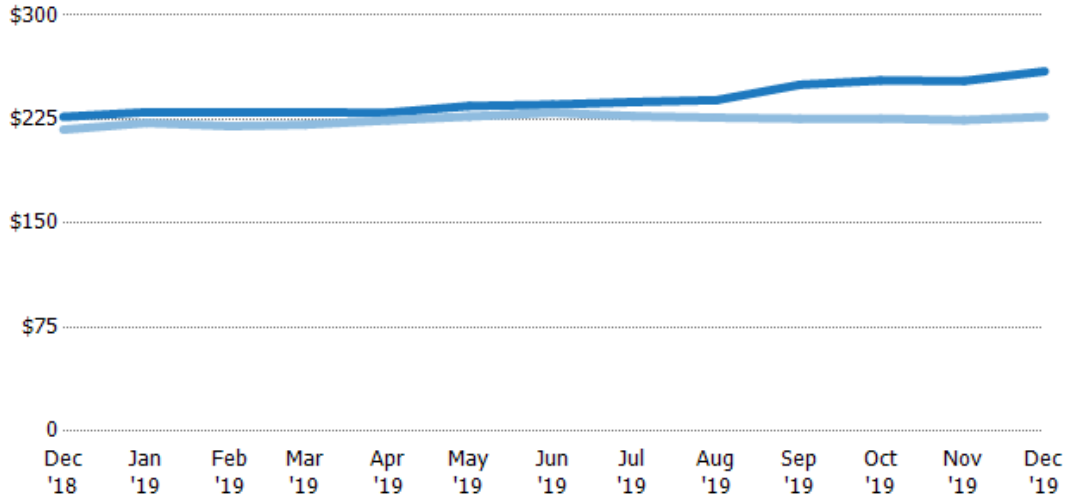
Average Listing Price per Sq Ft

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,
 Mobile/Manufactured, Single Family
 Residence

Month/ Year	Price/sq ft	% Chg.
Dec '19	\$260	14.5%
Dec '18	\$227	4.2%
Dec '17	\$218	-2.8%



Current Year	\$227	\$230	\$230	\$230	\$230	\$235	\$236	\$237	\$239	\$250	\$253	\$253	\$260
Prior Year	\$218	\$222	\$220	\$221	\$224	\$227	\$230	\$227	\$226	\$225	\$226	\$224	\$227
Percent Change from Prior Year	4%	4%	4%	4%	2%	3%	3%	4%	6%	11%	12%	13%	14%

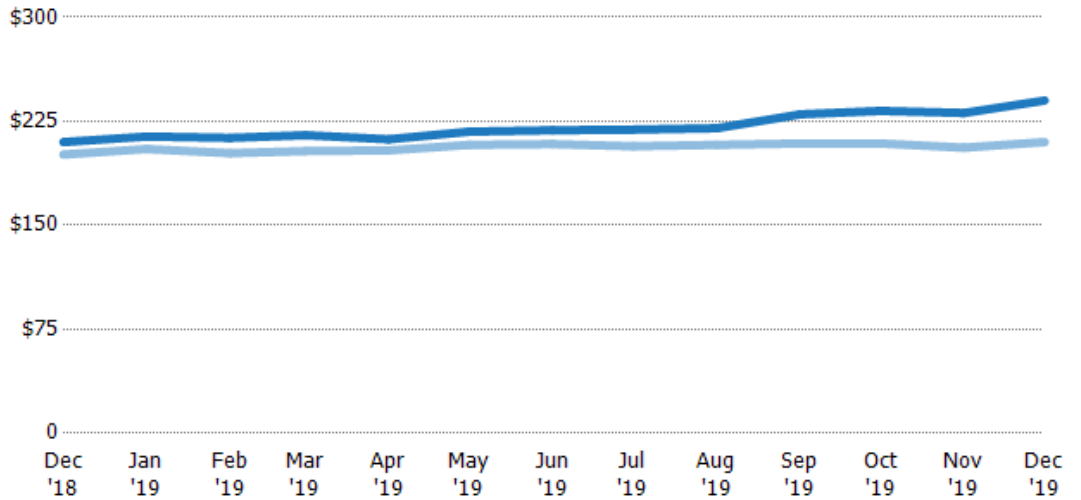
Median Listing Price per Sq Ft

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,
 Mobile/Manufactured, Single Family
 Residence

Month/ Year	Price/sq ft	% Chg.
Dec '19	\$240	14.3%
Dec '18	\$210	4.5%
Dec '17	\$201	-2.5%



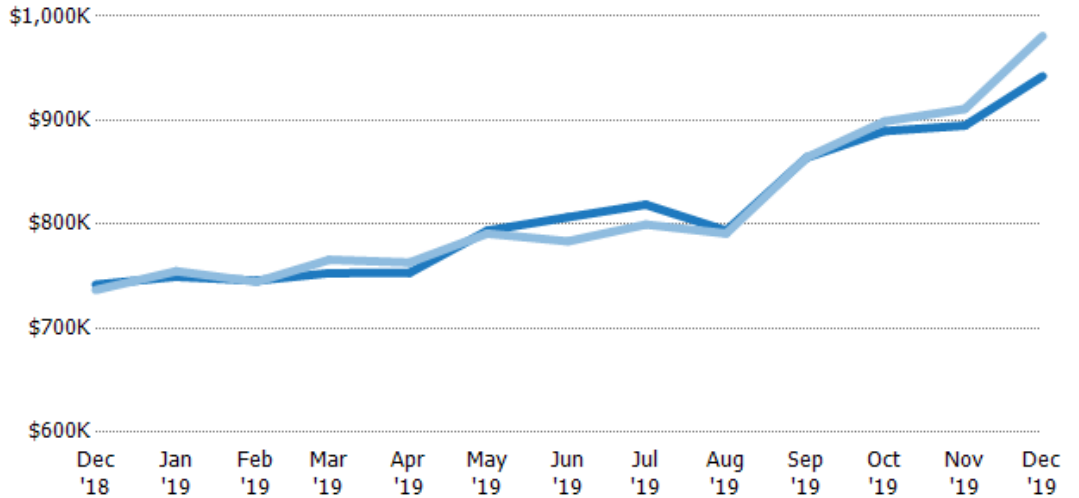
Current Year	\$210	\$214	\$213	\$215	\$212	\$218	\$219	\$219	\$220	\$230	\$233	\$231	\$240
Prior Year	\$201	\$205	\$202	\$204	\$204	\$208	\$209	\$207	\$208	\$209	\$209	\$206	\$210
Percent Change from Prior Year	4%	4%	5%	6%	4%	5%	5%	6%	6%	10%	11%	12%	14%

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,
 Mobile/Manufactured, Single Family
 Residence

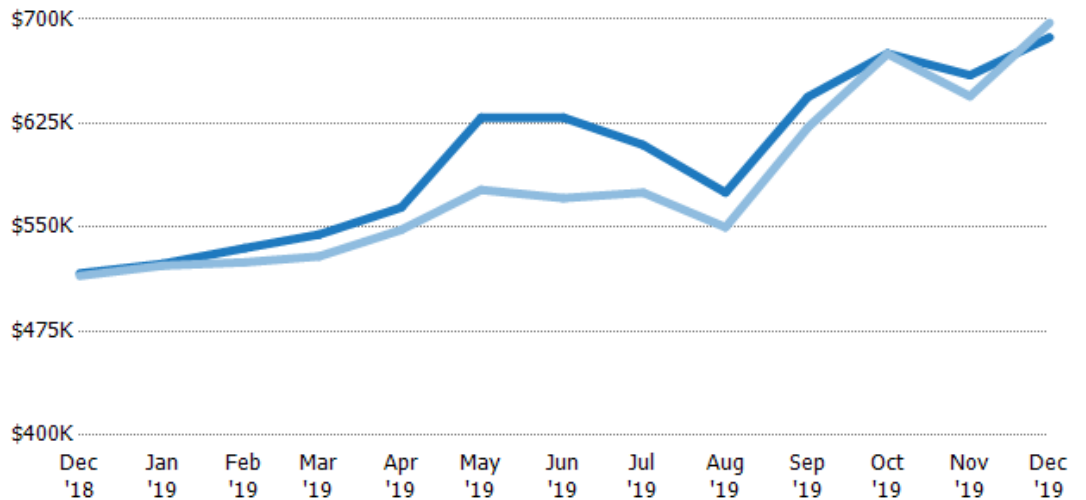


Median Listing Price vs Median Est Value

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

Filters Used

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

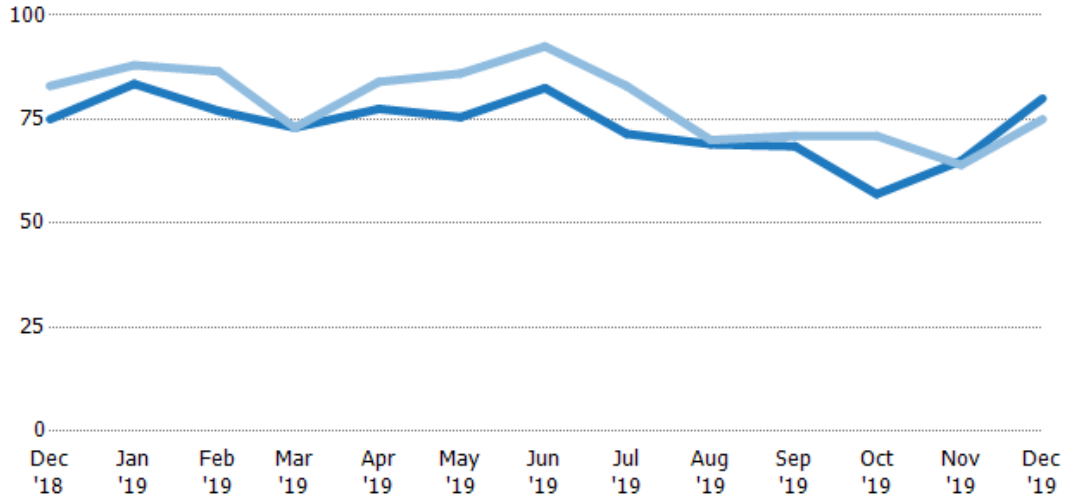


Median Days in RPR

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,
 Mobile/Manufactured, Single Family
 Residence



Month/Year	Days	% Chg.
Dec '19	80	6.7%
Dec '18	75	-9.6%
Dec '17	83	-5.4%

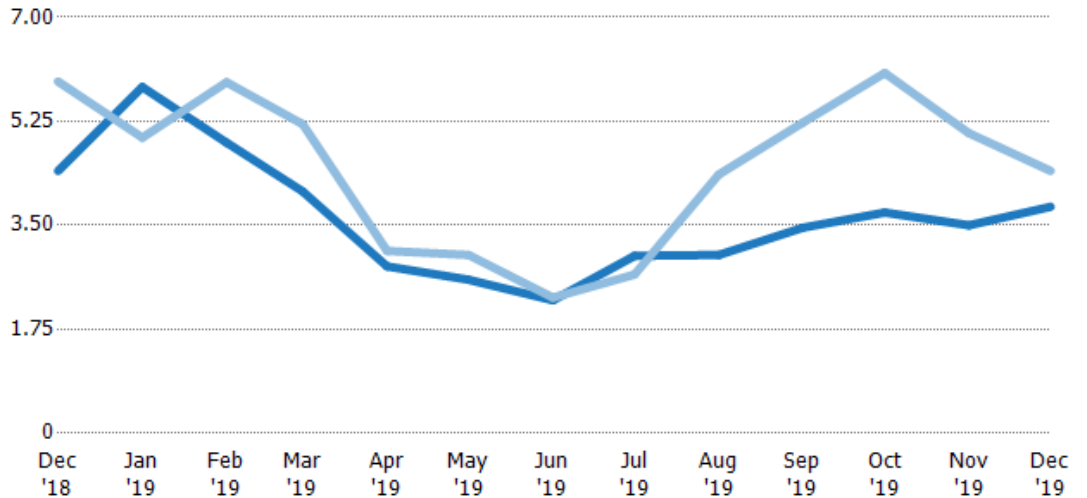
	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Current Year	75	83.5	77	73	77.5	75.5	82.5	71.5	69	68.5	57	65	80
Prior Year	83	88	86.5	73	84	86	92.5	83	70	71	71	64	75
Percent Change from Prior Year	-10%	-5%	-11%	0%	-8%	-12%	-11%	-14%	-1%	-4%	-20%	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,
 Mobile/Manufactured, Single Family
 Residence



Month/Year	Months	% Chg.
Dec '19	3.81	-13.7%
Dec '18	4.41	-25.4%
Dec '17	5.92	-22.9%

	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Current Year	4.41	5.83	4.89	4.07	2.81	2.58	2.24	2.99	3	3.46	3.71	3.5	3.81
Prior Year	5.92	4.97	5.91	5.2	3.07	3	2.28	2.67	4.36	5.23	6.06	5.05	4.41
Percent Change from Prior Year	-25%	17%	-17%	-22%	-8%	-14%	-2%	12%	-31%	-34%	-39%	-31%	-14%

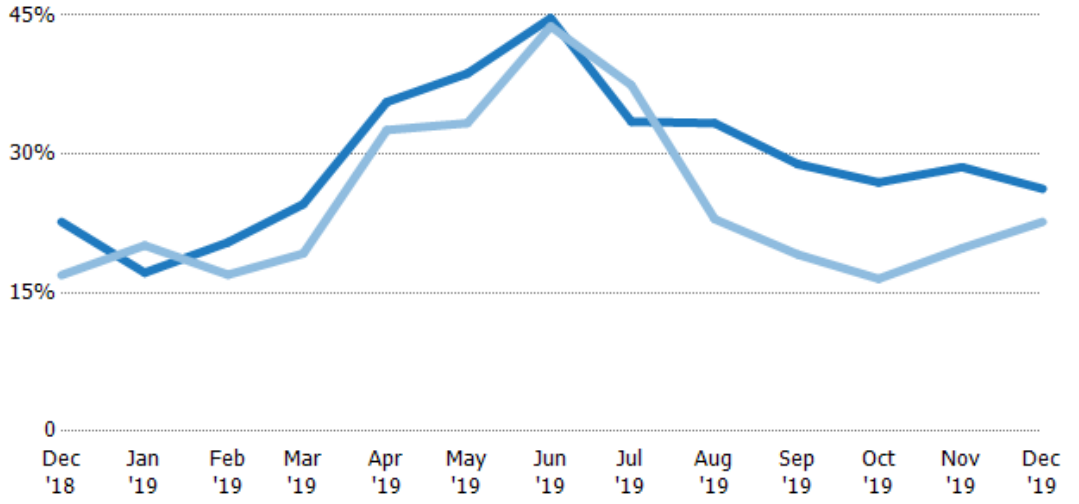
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Dec '19	26%	-3.6%
Dec '18	23%	-5.8%
Dec '17	17%	29.7%



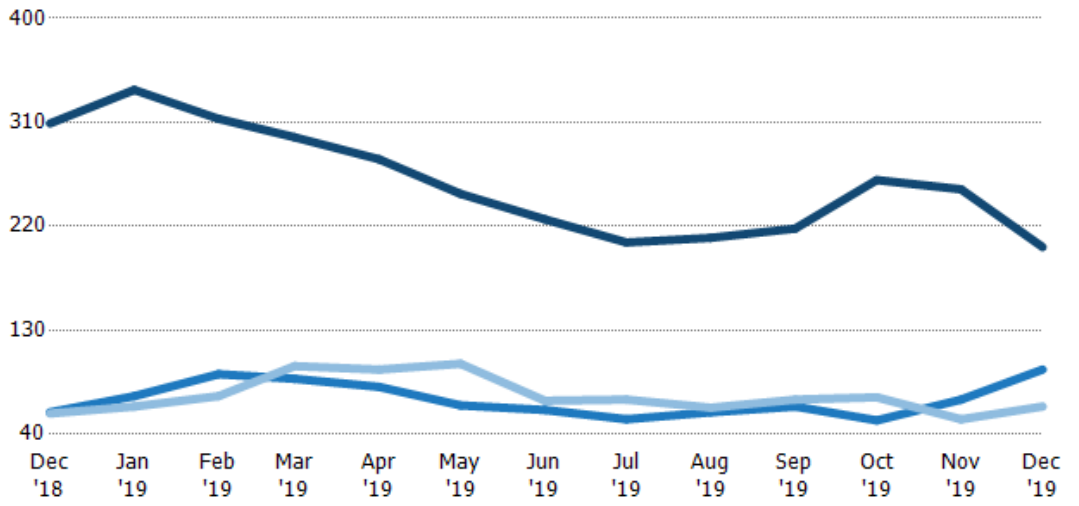
	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Current Year	23%	17%	20%	25%	36%	39%	45%	33%	33%	29%	27%	29%	26%
Prior Year	17%	20%	17%	19%	33%	33%	44%	37%	23%	19%	16%	20%	23%
Change from Prior Year	-6%	3%	-4%	-5%	-3%	-5%	-1%	4%	-10%	-10%	-10%	-9%	-4%

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,
 Mobile/Manufactured, Single Family
 Residence



	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Active	309	338	313	297	278	248	226	206	210	218	260	252	202
Pending	59	73	92	88	81	65	61	53	59	64	52	70	96
Sold	58	64	73	99	96	101	69	70	63	70	72	53	64

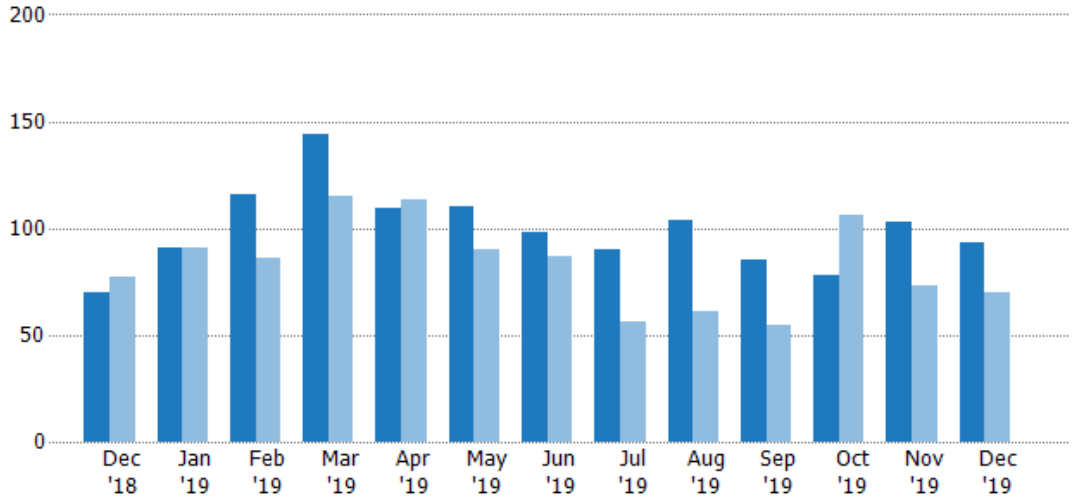
New Pending Sales

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,
 Mobile/Manufactured, Single Family
 Residence

Month/ Year	Count	% Chg.
Dec '19	93	32.9%
Dec '18	70	-9.1%
Dec '17	77	-20.8%



Current Year	70	91	116	144	109	110	98	90	104	85	78	103	93
Prior Year	77	91	86	115	113	90	87	56	61	55	106	73	70
Percent Change from Prior Year	-9%	0%	35%	25%	-4%	22%	13%	61%	70%	55%	-26%	41%	33%

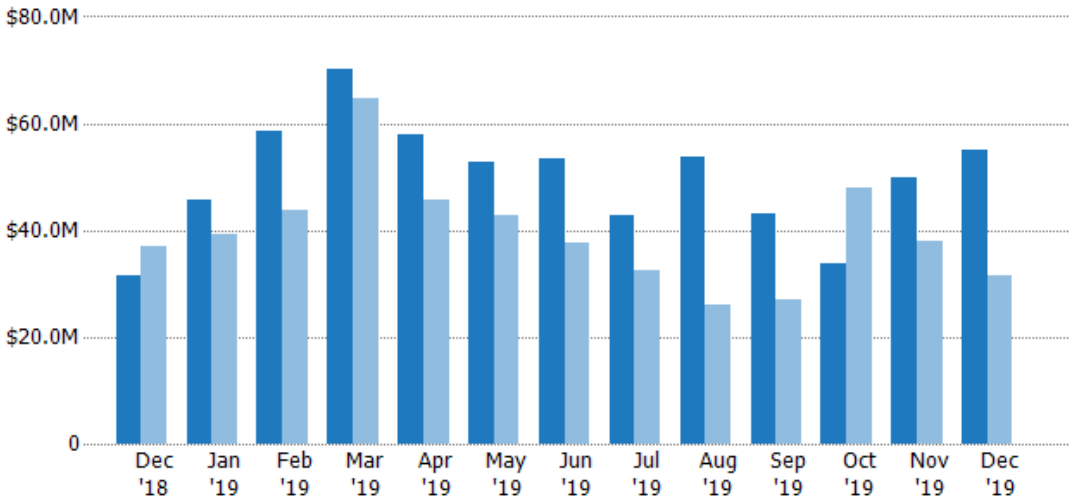
New Pending Sales Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Dec '19	\$55.1M	75.2%
Dec '18	\$31.4M	-15.3%
Dec '17	\$37.1M	-42.1%



Current Year	\$31.4M	\$45.6M	\$58.6M	\$70.1M	\$58M	\$52.7M	\$53.3M	\$42.8M	\$53.7M	\$43.1M	\$33.7M	\$49.8M	\$55.1M
Prior Year	\$37.1M	\$39.2M	\$43.6M	\$64.7M	\$45.7M	\$42.7M	\$37.5M	\$32.6M	\$26M	\$26.9M	\$48M	\$37.8M	\$31.4M
Percent Change from Prior Year	-15%	16%	34%	8%	27%	24%	42%	32%	107%	60%	-30%	32%	75%

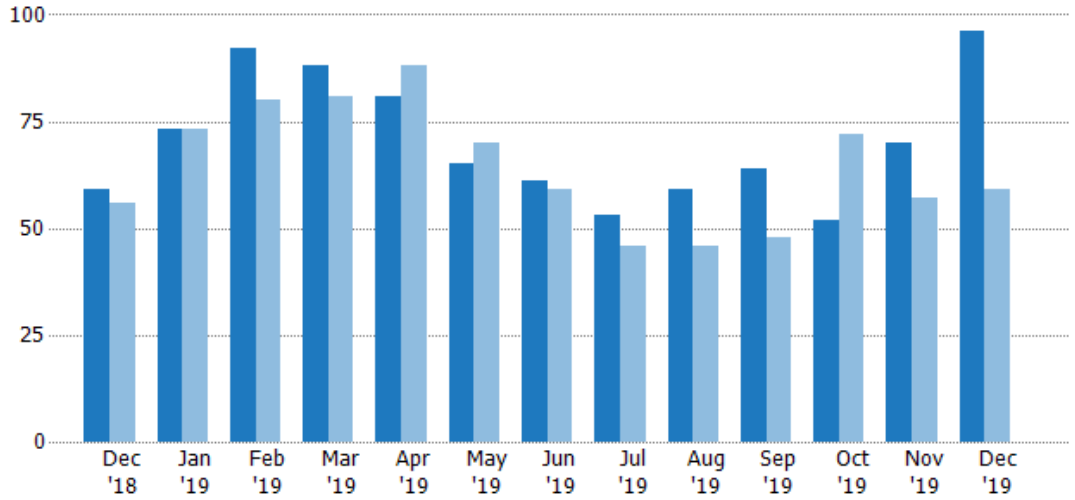
Pending Sales

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,
 Mobile/Manufactured, Single Family
 Residence

Month/ Year	Count	% Chg.
Dec '19	96	62.7%
Dec '18	59	5.4%
Dec '17	56	-12.5%



Current Year	59	73	92	88	81	65	61	53	59	64	52	70	96
Prior Year	56	73	80	81	88	70	59	46	46	48	72	57	59
Percent Change from Prior Year	5%	0%	15%	9%	-8%	-7%	3%	15%	28%	33%	-28%	23%	63%

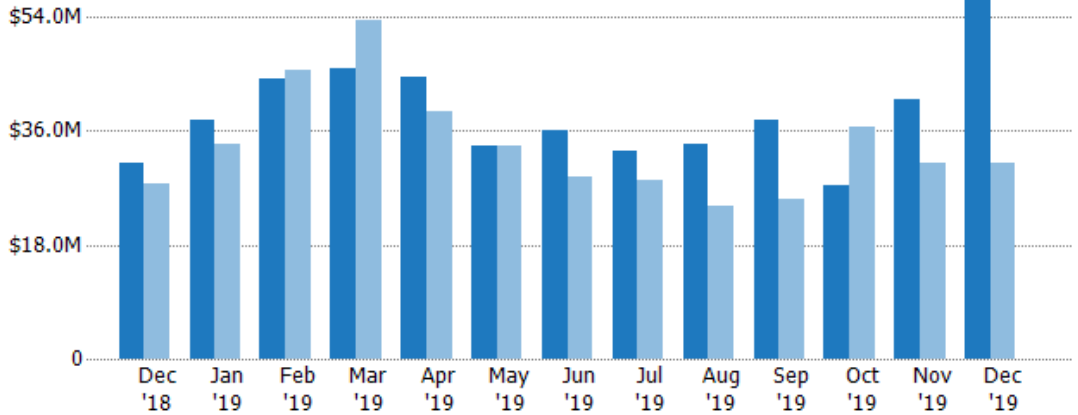
Pending Sales Volume

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,
 Mobile/Manufactured, Single Family
 Residence

Month/ Year	Volume	% Chg.
Dec '19	\$63.2M	105.2%
Dec '18	\$30.8M	11.3%
Dec '17	\$27.7M	-19.1%



Current Year	\$30.8M	\$37.8M	\$44.3M	\$45.8M	\$44.5M	\$33.7M	\$36.1M	\$32.8M	\$34M	\$37.6M	\$27.5M	\$41M	\$63.2M
Prior Year	\$27.7M	\$33.8M	\$45.5M	\$53.4M	\$39.1M	\$33.5M	\$28.6M	\$28.3M	\$24.2M	\$25.3M	\$36.7M	\$31M	\$30.8M
Percent Change from Prior Year	11%	12%	-3%	-14%	14%	1%	26%	16%	40%	49%	-25%	32%	105%

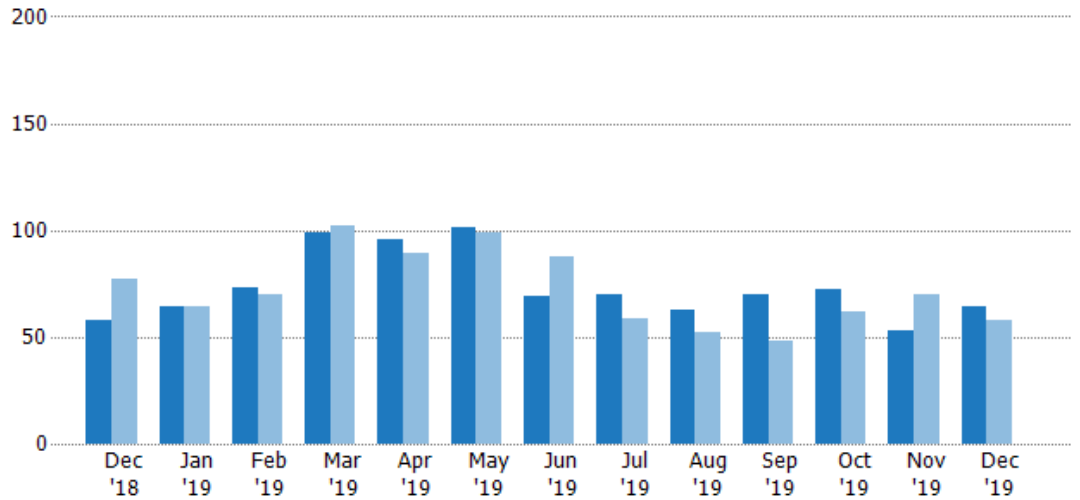
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/ Year	Count	% Chg.
Dec '19	64	10.3%
Dec '18	58	-24.7%
Dec '17	77	-10.4%



Current Year	58	64	73	99	96	101	69	70	63	70	72	53	64
Prior Year	77	64	70	102	89	99	88	59	52	48	62	70	58
Percent Change from Prior Year	-25%	0%	4%	-3%	8%	2%	-22%	19%	21%	46%	16%	-24%	10%

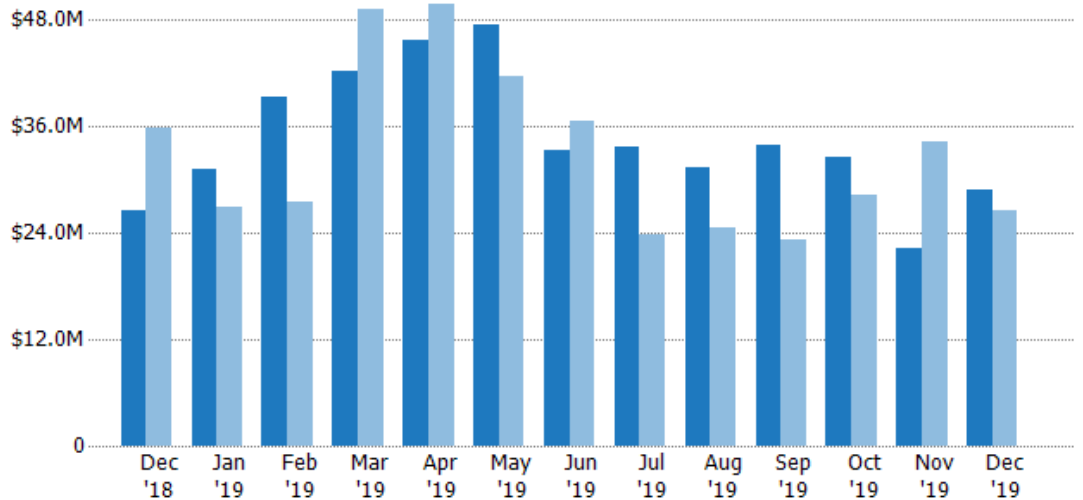
Closed Sales Volume

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,
Mobile/Manufactured, Single Family
Residence

Month/ Year	Volume	% Chg.
Dec '19	\$28.8M	8.8%
Dec '18	\$26.5M	-26.1%
Dec '17	\$35.9M	-36.1%



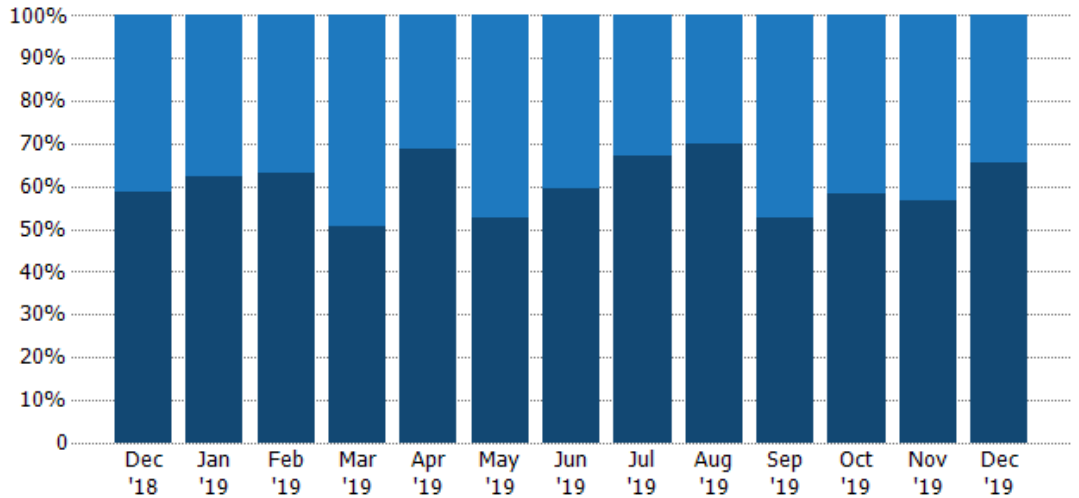
Current Year	\$26.5M	\$31.1M	\$39.3M	\$42.3M	\$45.8M	\$47.4M	\$33.4M	\$33.7M	\$31.3M	\$33.9M	\$32.6M	\$22.2M	\$28.8M
Prior Year	\$35.9M	\$27M	\$27.4M	\$49.2M	\$49.9M	\$41.7M	\$36.6M	\$23.9M	\$24.5M	\$23.2M	\$28.2M	\$34.3M	\$26.5M
Percent Change from Prior Year	-26%	15%	43%	-14%	-8%	14%	-9%	41%	28%	47%	15%	-35%	9%

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,
 Mobile/Manufactured, Single Family
 Residence



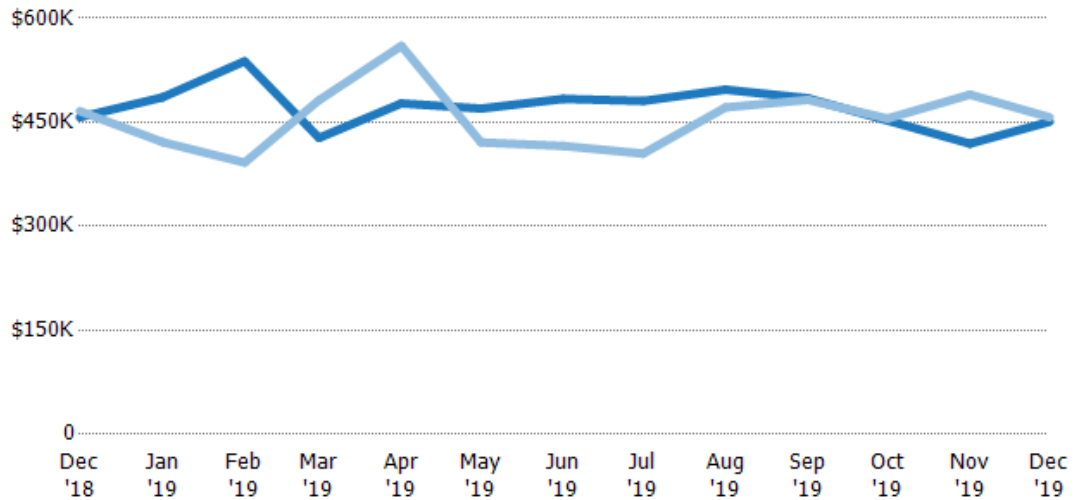
Property Type	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Condo/Townhouse	41%	38%	37%	49%	31%	48%	41%	33%	30%	47%	42%	43%	34%
Single Family Residence	59%	63%	63%	51%	69%	52%	59%	67%	70%	53%	58%	57%	66%

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,
 Mobile/Manufactured, Single Family
 Residence



Month/Year	Price	% Chg.
Dec '19	\$451K	-1.4%
Dec '18	\$457K	-1.9%
Dec '17	\$466K	-28.7%

Property Type	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Current Year	\$457K	\$486K	\$538K	\$427K	\$477K	\$470K	\$484K	\$481K	\$497K	\$485K	\$452K	\$419K	\$451K
Prior Year	\$466K	\$422K	\$392K	\$482K	\$560K	\$421K	\$416K	\$405K	\$471K	\$482K	\$455K	\$490K	\$457K
Percent Change from Prior Year	-2%	15%	37%	-11%	-15%	12%	16%	19%	5%	0%	-1%	-14%	-1%

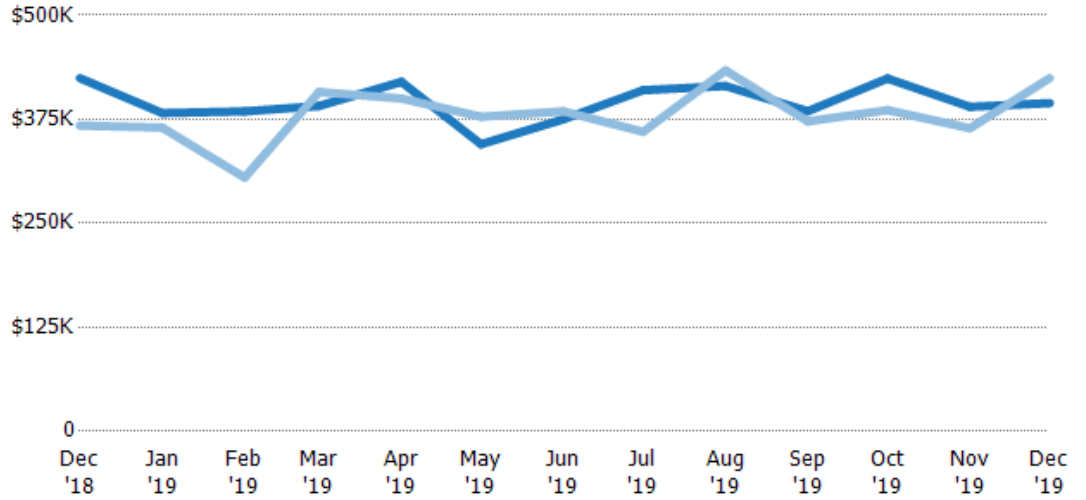
Median Sales Price

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,
 Mobile/Manufactured, Single Family
 Residence

Month/ Year	Price	% Chg.
Dec '19	\$394K	-7.1%
Dec '18	\$424K	15.5%
Dec '17	\$368K	-14.8%



Current Year	\$424K	\$383K	\$385K	\$391K	\$420K	\$345K	\$375K	\$410K	\$415K	\$385K	\$424K	\$390K	\$394K
Prior Year	\$368K	\$365K	\$305K	\$408K	\$400K	\$378K	\$385K	\$360K	\$434K	\$373K	\$386K	\$364K	\$424K
Percent Change from Prior Year	15%	5%	26%	-4%	5%	-9%	-2%	14%	-4%	3%	10%	7%	-7%

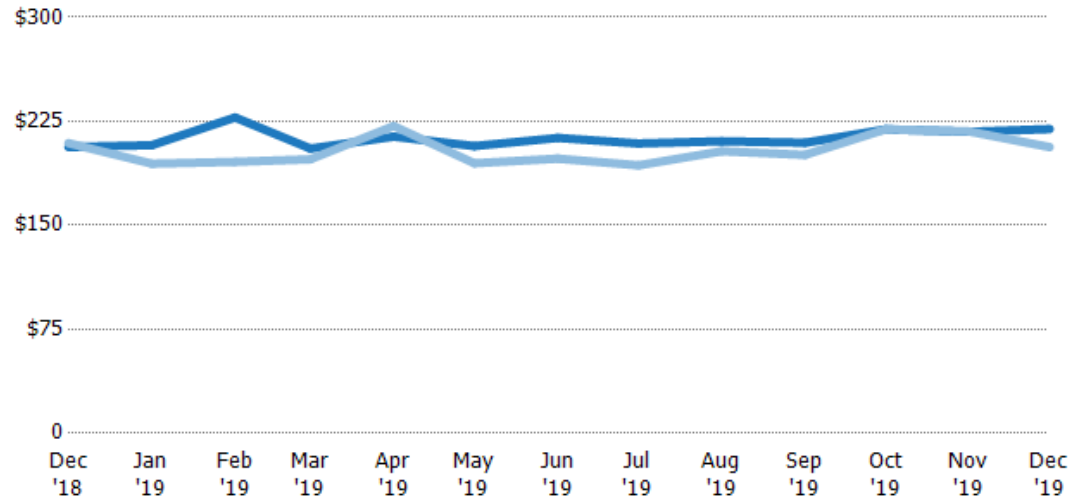
Average Sales Price per Sq Ft

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,
 Mobile/Manufactured, Single Family
 Residence

Month/ Year	Price/sq ft	% Chg.
Dec '19	\$219	6.3%
Dec '18	\$206	-1.3%
Dec '17	\$209	-14.1%



Current Year	\$206	\$208	\$228	\$205	\$214	\$207	\$213	\$209	\$211	\$210	\$219	\$217	\$219
Prior Year	\$209	\$194	\$196	\$198	\$222	\$195	\$198	\$193	\$203	\$201	\$219	\$218	\$206
Percent Change from Prior Year	-1%	7%	16%	4%	-3%	6%	8%	8%	4%	4%	0%	0%	6%

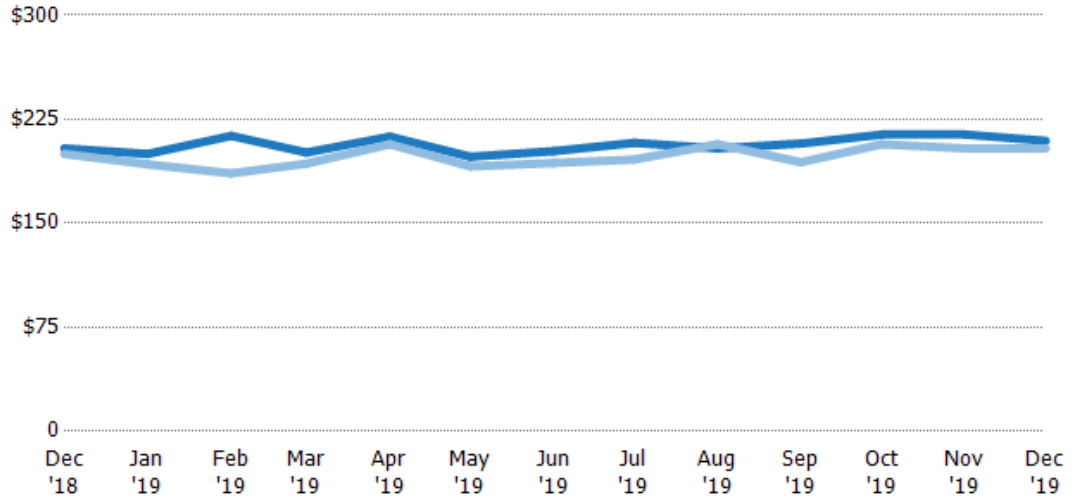
Median Sales Price per Sq Ft

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,
 Mobile/Manufactured, Single Family
 Residence

Month/ Year	Price/sq ft	% Chg.
Dec '19	\$210	2.7%
Dec '18	\$204	2%
Dec '17	\$200	-9%



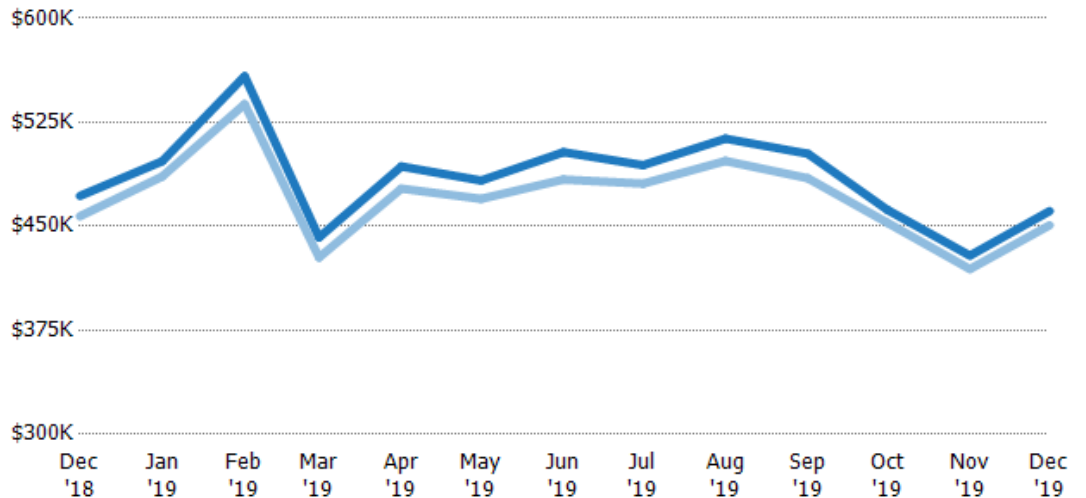
Current Year	\$204	\$200	\$213	\$201	\$213	\$198	\$202	\$208	\$204	\$208	\$214	\$214	\$210
Prior Year	\$200	\$193	\$186	\$193	\$207	\$191	\$194	\$196	\$207	\$194	\$207	\$204	\$204
Percent Change from Prior Year	2%	4%	15%	4%	3%	4%	4%	6%	-1%	7%	3%	5%	3%

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,
 Mobile/Manufactured, Single Family
 Residence



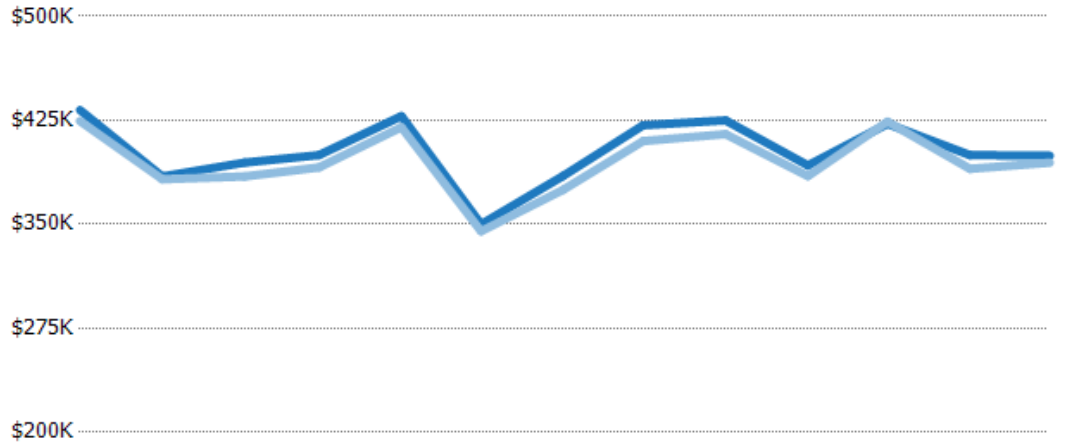
Avg List Price	\$472K	\$497K	\$558K	\$442K	\$493K	\$483K	\$503K	\$494K	\$513K	\$502K	\$462K	\$429K	\$461K
Avg Sales Price	\$457K	\$486K	\$538K	\$427K	\$477K	\$470K	\$484K	\$481K	\$497K	\$485K	\$452K	\$419K	\$451K
Avg Sales Price as a % of Avg List Price	97%	98%	96%	97%	97%	97%	96%	97%	97%	96%	98%	98%	98%

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,
 Mobile/Manufactured, Single Family
 Residence



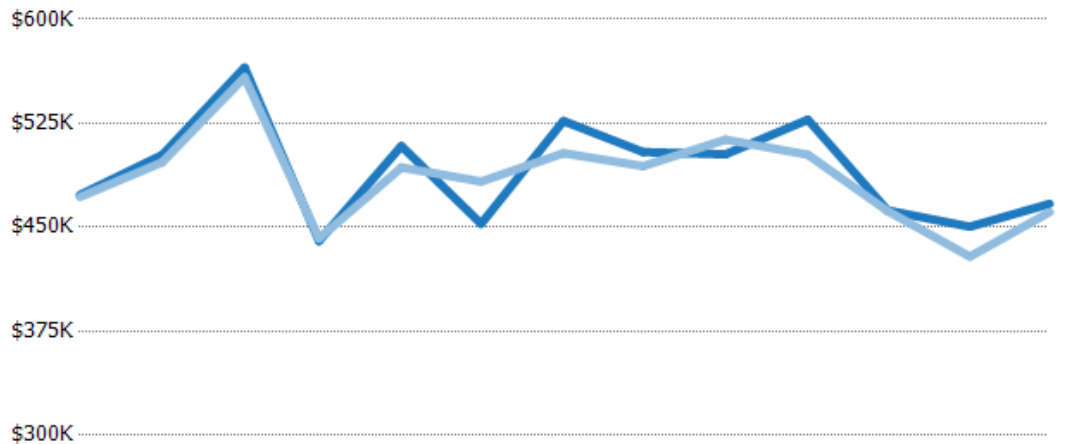
	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Median List Price	\$432K	\$385K	\$395K	\$400K	\$428K	\$350K	\$385K	\$421K	\$425K	\$392K	\$422K	\$400K	\$399K
Median Sales Price	\$424K	\$383K	\$385K	\$391K	\$420K	\$345K	\$375K	\$410K	\$415K	\$385K	\$424K	\$390K	\$394K
Med Sales Price as a % of Med List Price	98%	99%	97%	98%	98%	99%	97%	97%	98%	98%	100%	98%	99%

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,
 Mobile/Manufactured, Single Family
 Residence



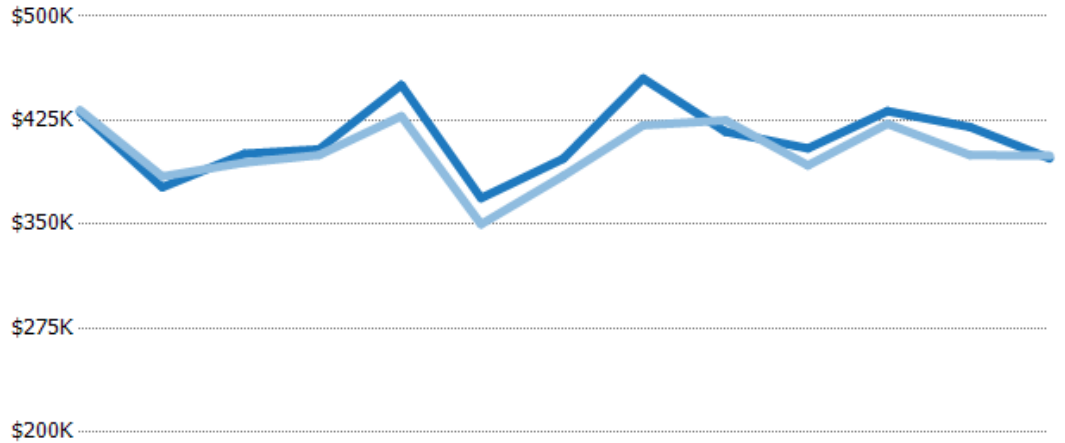
	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Avg Est Value	\$473K	\$502K	\$565K	\$440K	\$509K	\$452K	\$527K	\$504K	\$503K	\$528K	\$462K	\$450K	\$467K
Avg Sales Price	\$472K	\$497K	\$558K	\$442K	\$493K	\$483K	\$503K	\$494K	\$513K	\$502K	\$462K	\$429K	\$461K
Avg Sales Price as a % of Avg Est Value	100%	99%	99%	100%	97%	107%	96%	98%	102%	95%	100%	95%	99%

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,
 Mobile/Manufactured, Single Family
 Residence



	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Median Est Value	\$431K	\$377K	\$401K	\$404K	\$450K	\$369K	\$397K	\$455K	\$417K	\$405K	\$432K	\$420K	\$397K
Median Sales Price	\$432K	\$385K	\$395K	\$400K	\$428K	\$350K	\$385K	\$421K	\$425K	\$392K	\$422K	\$400K	\$399K
Med Sales Price as a % of Med Est Value	100%	102%	98%	99%	95%	95%	97%	93%	102%	97%	98%	95%	100%

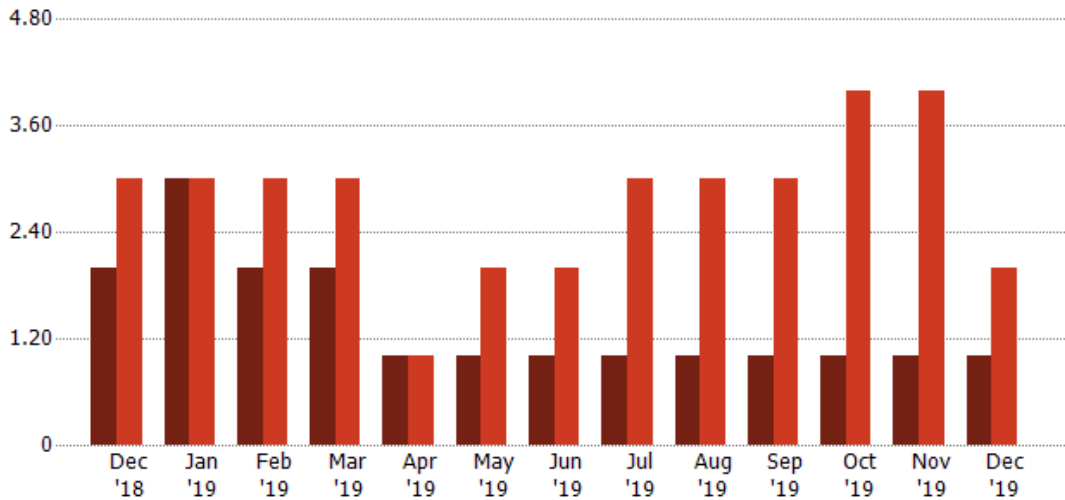
Distressed Listings

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,
 Mobile/Manufactured, Single Family
 Residence

Month/Year	Count	% Chg.
Dec '19	1	-50%
Dec '18	2	-33.3%
Dec '17	3	-66.7%



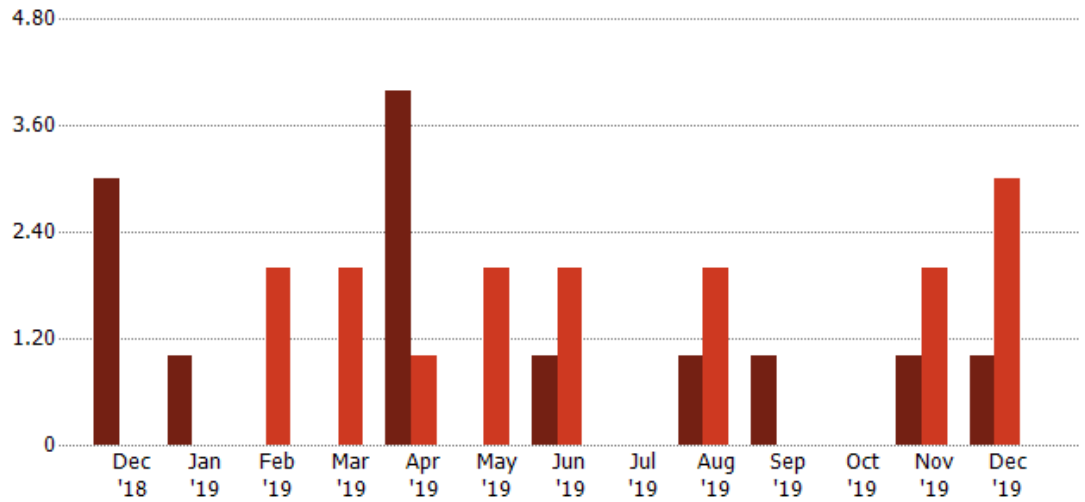
	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Current Year	2	3	2	2	1	1	1	1	1	1	1	1	1
Prior Year	3	3	3	3	1	2	2	3	3	3	4	4	2
Percent Change from Prior Year	-33%	0%	-33%	-33%	0%	-50%	-50%	-67%	-67%	-67%	-75%	-75%	-50%

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,
 Mobile/Manufactured, Single Family
 Residence



Current Year	3	1	-	-	4	-	1	-	1	1	-	1	1
Prior Year	-	-	2	2	1	2	2	-	2	-	-	2	3
Percent Change from Prior Year	100%	100%	-100%	-100%	300%	-100%	-50%	-	-50%	100%	-	-50%	-67%



Sales Activity by ZIP

Dec 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	96	\$63,167,561	64	\$28,847,445	\$450,741	\$394,400	\$215	\$209	21