



2020

FOUNTAIN HILLS MARKET REPORT NOVEMBER 2020



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	Nov 2020	Nov 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	80	83	-3.6%	957	953	+0.4%
New Listing Volume	\$45,772,900	\$48,434,995	-5.5%	\$603,688,020	\$543,733,433	+11%
Active Listing Count	105	253	-58.5%	N/A	N/A	
Active Listing Volume	\$92,445,454	\$219,811,133	-57.9%	N/A	N/A	
Average Listing Price	\$880,433	\$868,819	+1.3%	\$888,671	\$783,118	+13.5%
Median Listing Price	\$645,000	\$599,900	+7.5%	\$641,731	\$559,314	+14.7%
Average Listing Price per Sq Ft	\$279	\$247	+12.8%	\$261	\$236	+10.5%
Median Listing Price per Sq Ft	\$249	\$229	+8.7%	\$241	\$220	+9.6%
Median Days in RPR	52	65	-20%	60.35	72.04	-16.2%
Months of Inventory	1.3	3.6	-62.4%	2.7	3.5	-22.9%
Absorption Rate	74.56%	28.06%	+46.5%	37.3%	28.74%	+8.6%
Sales Activity Charts Metrics						
New Pending Sales Count	151	100	+51%	1,237	1,083	+14.2%
New Pending Sales Volume	\$99,959,955	\$48,203,400	+107.4%	\$756,663,567	\$535,061,660	+41.4%
Pending Sales Count	145	56	+158.9%	N/A	N/A	
Pending Sales Volume	\$105,579,221	\$28,967,173	+264.5%	N/A	N/A	
Closed Sales Count	79	52	+51.9%	834	815	+2.3%
Closed Sales Volume	\$44,660,367	\$21,688,300	+105.9%	\$484,635,848	\$383,566,974	+26.3%
Average Sales Price	\$565,321	\$417,083	+35.5%	\$581,098	\$470,634	+23.5%
Median Sales Price	\$480,000	\$389,500	+23.2%	\$464,859	\$392,076	+18.6%
Average Sales Price per Sq Ft	\$252	\$218	+15.5%	\$236	\$212	+11.1%
Median Sales Price per Sq Ft	\$244	\$215	+13.5%	\$226	\$207	+9.2%
Distressed Charts Metrics						
Distressed Listing Count	1	1	+/-	N/A	N/A	

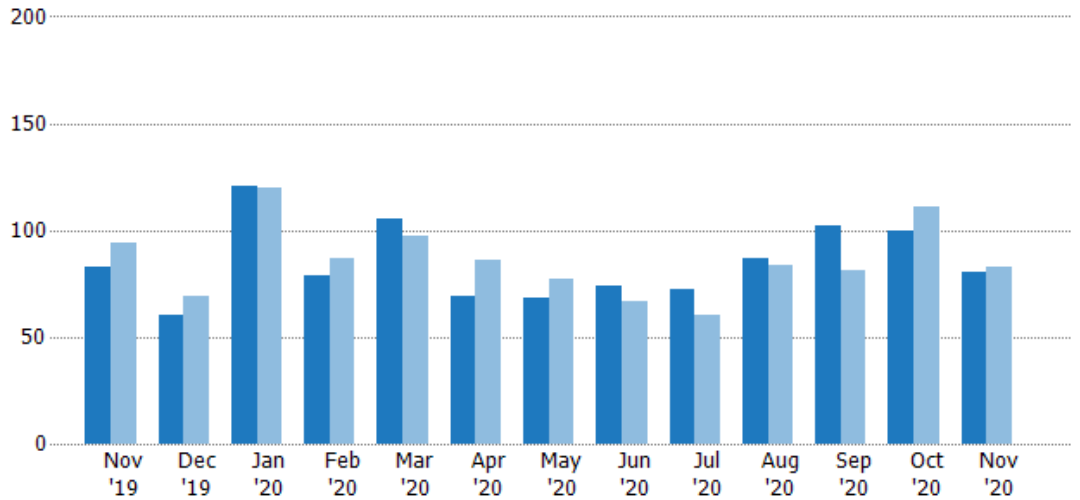
New Listings

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.
Nov '20	80	-3.6%
Nov '19	83	-11.7%
Nov '18	94	7.4%



Current Year	83	60	121	79	105	69	68	74	72	87	102	100	80
Prior Year	94	69	120	87	97	86	77	67	60	84	81	111	83
Percent Change from Prior Year	-12%	-13%	1%	-9%	8%	-20%	-12%	10%	20%	4%	26%	-10%	-4%

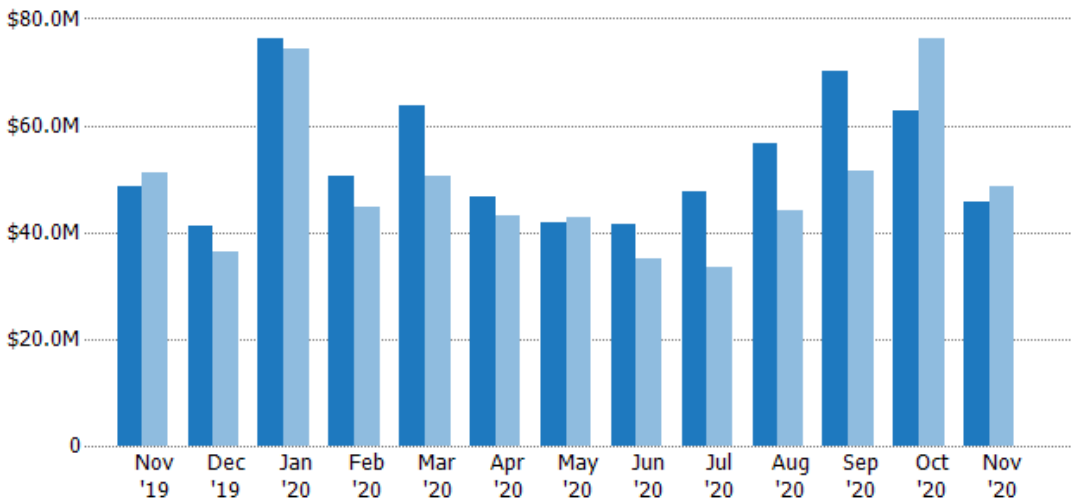
New Listing Volume

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.
Nov '20	\$45.8M	-5.5%
Nov '19	\$48.4M	-5.3%
Nov '18	\$51.1M	19.5%



Current Year	\$48.4M	\$41.2M	\$76.4M	\$50.4M	\$63.8M	\$46.7M	\$41.8M	\$41.5M	\$47.6M	\$56.5M	\$70.3M	\$62.9M	\$45.8M
Prior Year	\$51.1M	\$36.4M	\$74.2M	\$44.6M	\$50.5M	\$43M	\$42.9M	\$35M	\$33.5M	\$44.1M	\$51.3M	\$76.2M	\$48.4M
Percent Change from Prior Year	-5%	13%	3%	13%	26%	9%	-3%	19%	42%	28%	37%	-17%	-5%

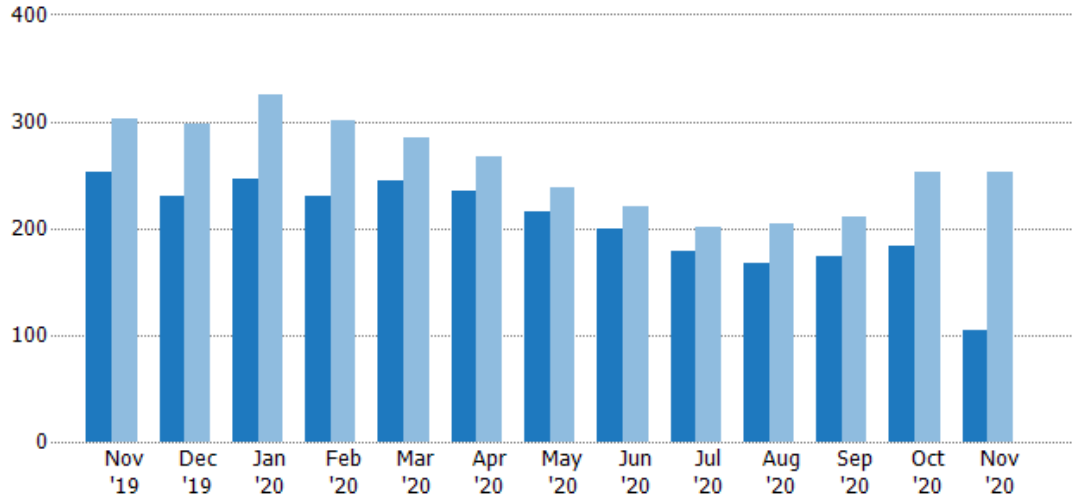
Active Listings

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.
Nov '20	105	-58.5%
Nov '19	253	-16.2%
Nov '18	302	17.5%



Current Year	253	230	246	230	244	235	215	199	178	167	174	183	105
Prior Year	302	298	325	301	285	267	238	221	201	205	211	252	253
Percent Change from Prior Year	-16%	-23%	-24%	-24%	-14%	-12%	-10%	-10%	-11%	-19%	-18%	-27%	-58%

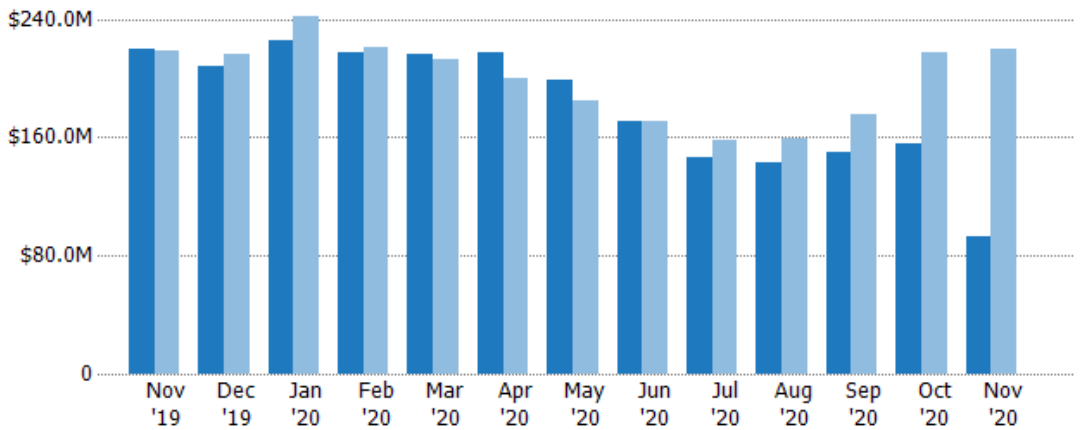
Active Listing Volume

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.
Nov '20	\$92.4M	-57.9%
Nov '19	\$220M	0.6%
Nov '18	\$219M	16.1%



Current Year	\$220M	\$208M	\$225M	\$217M	\$217M	\$217M	\$199M	\$171M	\$147M	\$143M	\$150M	\$156M	\$92.4M
Prior Year	\$219M	\$216M	\$242M	\$221M	\$213M	\$200M	\$185M	\$171M	\$158M	\$159M	\$175M	\$218M	\$220M
Percent Change from Prior Year	1%	-4%	-7%	-2%	2%	9%	8%	0%	-7%	-10%	-14%	-28%	-58%

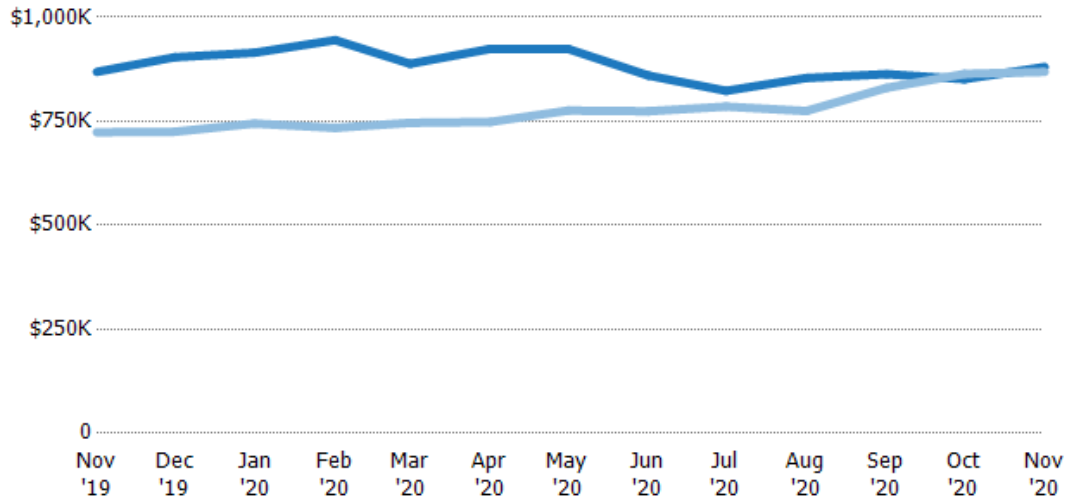
Average Listing Price

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.
Nov '20	\$880K	1.3%
Nov '19	\$869K	20.1%
Nov '18	\$724K	-1.2%



Current Year	\$869K	\$904K	\$915K	\$945K	\$888K	\$924K	\$924K	\$860K	\$823K	\$854K	\$863K	\$851K	\$880K
Prior Year	\$724K	\$725K	\$745K	\$734K	\$746K	\$748K	\$776K	\$774K	\$785K	\$775K	\$830K	\$864K	\$869K
Percent Change from Prior Year	20%	25%	23%	29%	19%	23%	19%	11%	5%	10%	4%	-1%	1%

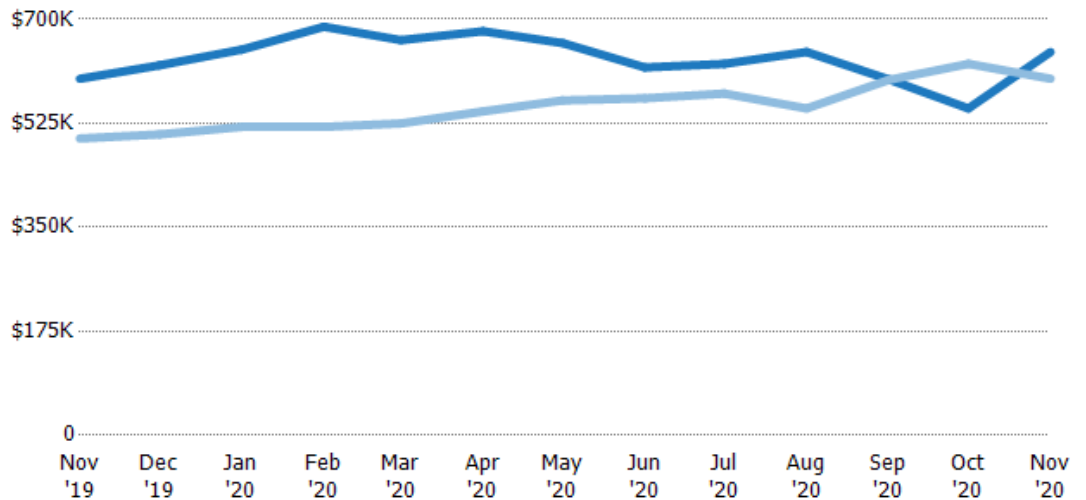
Median Listing Price

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.
Nov '20	\$645K	7.5%
Nov '19	\$600K	20.1%
Nov '18	\$499K	3.1%



Current Year	\$600K	\$623K	\$649K	\$688K	\$665K	\$680K	\$660K	\$619K	\$625K	\$645K	\$599K	\$550K	\$645K
Prior Year	\$499K	\$506K	\$519K	\$519K	\$525K	\$545K	\$564K	\$567K	\$575K	\$550K	\$598K	\$625K	\$600K
Percent Change from Prior Year	20%	23%	25%	32%	27%	25%	17%	9%	9%	17%	0%	-12%	8%

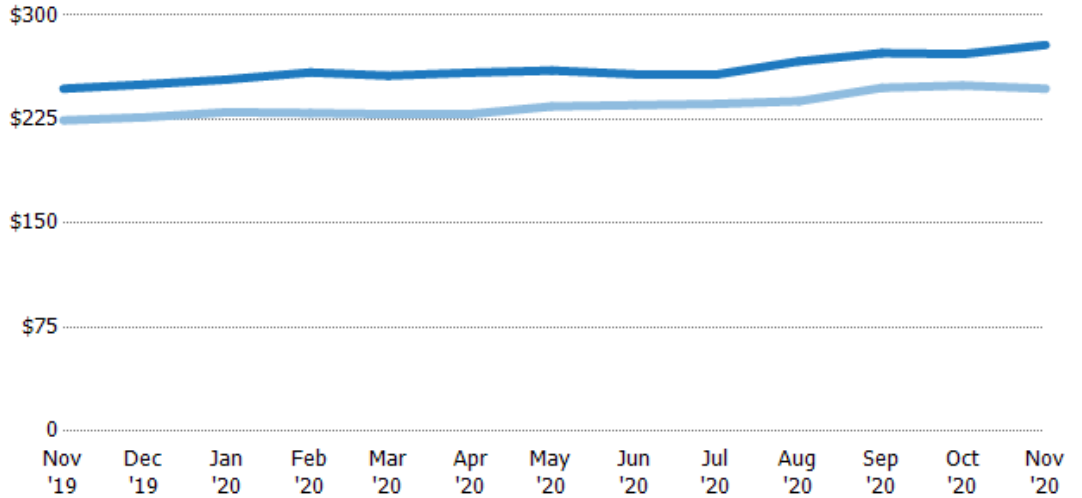
Average Listing Price per Sq Ft

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.
Nov '20	\$279	12.8%
Nov '19	\$247	10.2%
Nov '18	\$224	-2.5%



Current Year	\$247	\$250	\$254	\$259	\$256	\$259	\$260	\$257	\$257	\$267	\$273	\$272	\$279
Prior Year	\$224	\$226	\$230	\$229	\$229	\$229	\$234	\$235	\$236	\$238	\$248	\$249	\$247
Percent Change from Prior Year	10%	10%	10%	13%	12%	13%	11%	9%	9%	12%	10%	9%	13%

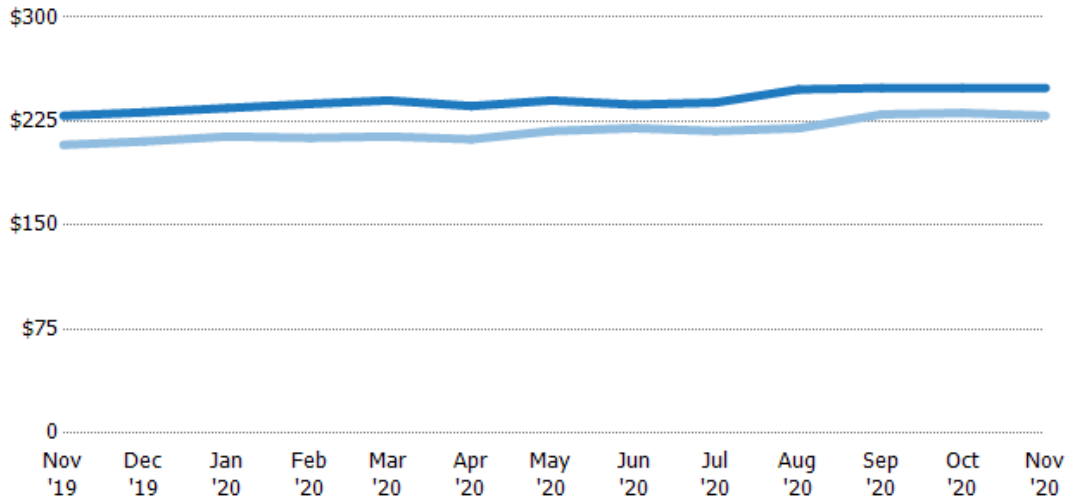
Median Listing Price per Sq Ft

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.
Nov '20	\$249	8.7%
Nov '19	\$229	10.1%
Nov '18	\$208	-3.8%



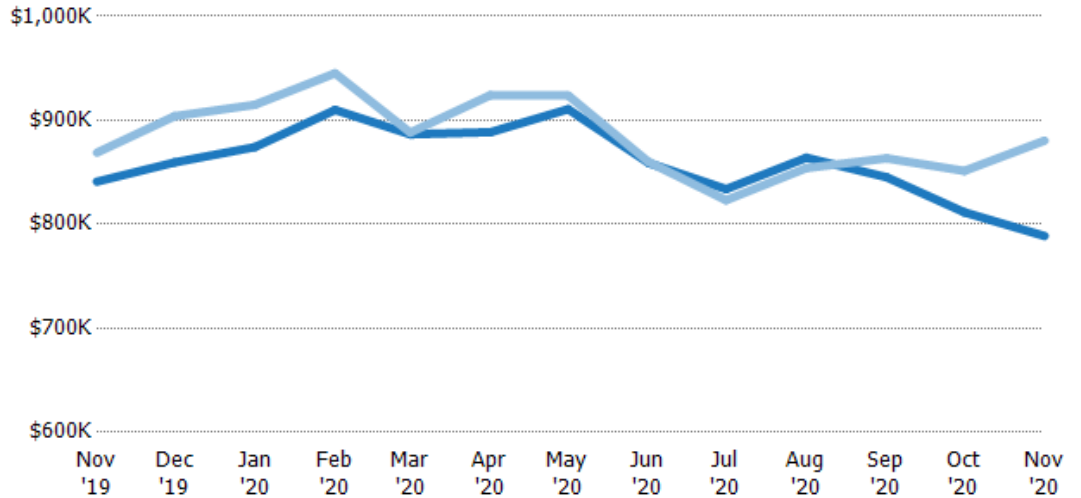
Current Year	\$229	\$232	\$235	\$238	\$240	\$236	\$240	\$237	\$239	\$248	\$249	\$249	\$249
Prior Year	\$208	\$211	\$214	\$213	\$214	\$212	\$218	\$220	\$218	\$220	\$230	\$231	\$229
Percent Change from Prior Year	10%	10%	10%	12%	12%	11%	10%	8%	9%	13%	8%	8%	9%

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



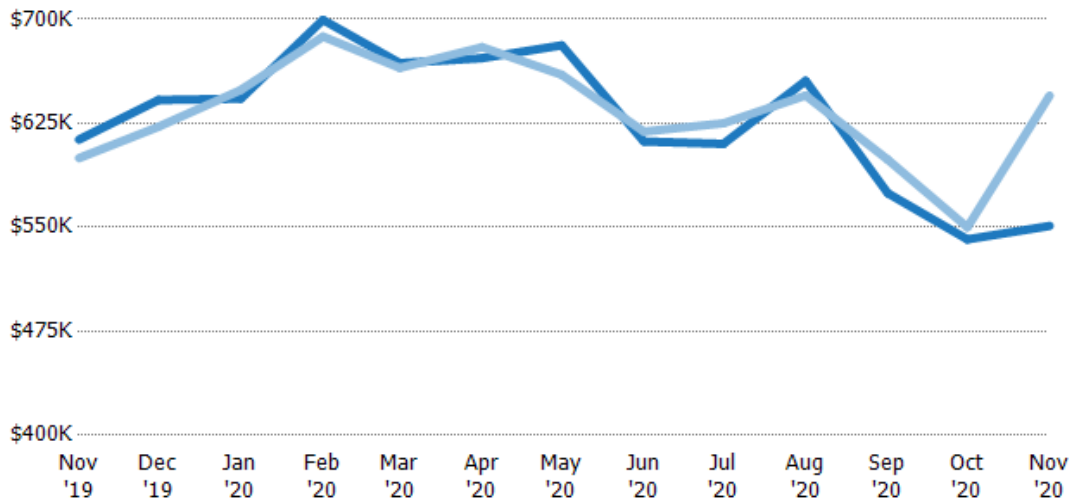
Avg Est Value	\$841K	\$859K	\$874K	\$910K	\$887K	\$889K	\$911K	\$859K	\$834K	\$864K	\$845K	\$812K	\$789K
Avg Listing Price	\$869K	\$904K	\$915K	\$945K	\$888K	\$924K	\$924K	\$860K	\$823K	\$854K	\$863K	\$851K	\$880K
Avg Listing Price as a % of Avg Est Value	103%	105%	105%	104%	100%	104%	101%	100%	99%	99%	102%	105%	112%

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 Est Value	\$613K	\$642K	\$643K	\$700K	\$668K	\$672K	\$681K	\$612K	\$610K	\$656K	\$575K	\$541K	\$551K
Median Listing Price	\$600K	\$623K	\$649K	\$688K	\$665K	\$680K	\$660K	\$619K	\$625K	\$645K	\$599K	\$550K	\$645K
Med Listing Price as a % of Med Est Value	98%	97%	101%	98%	99%	101%	97%	101%	102%	98%	104%	102%	117%

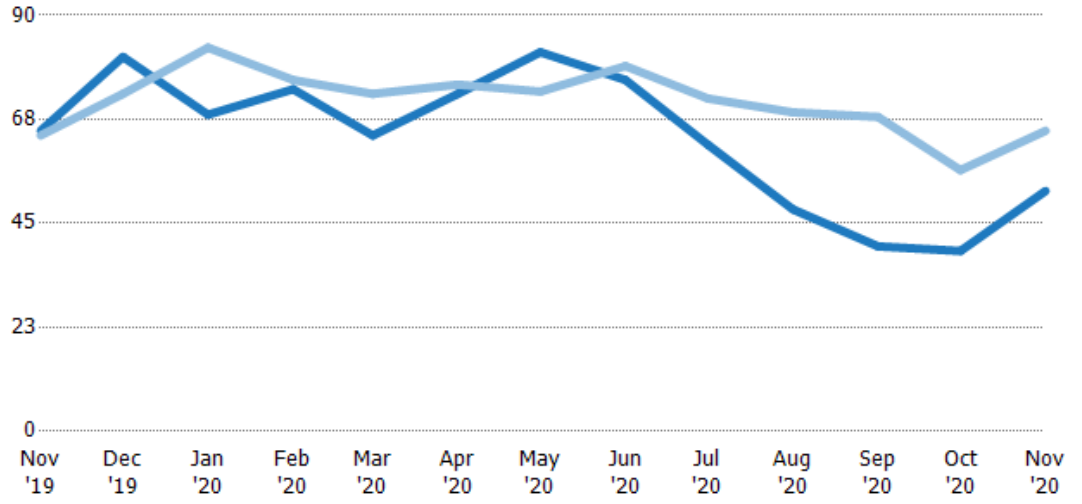
Median Days in RPR

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.
Nov '20	52	-20%
Nov '19	65	1.6%
Nov '18	64	-3.1%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	65	81	68.5	74	64	73	82	76	62	48	40	39	52
Prior Year	64	73	83	76	73	75	73.5	79	72	69	68	56.5	65
Percent Change from Prior Year	2%	11%	-17%	-3%	-12%	-3%	12%	-4%	-14%	-30%	-41%	-31%	-20%

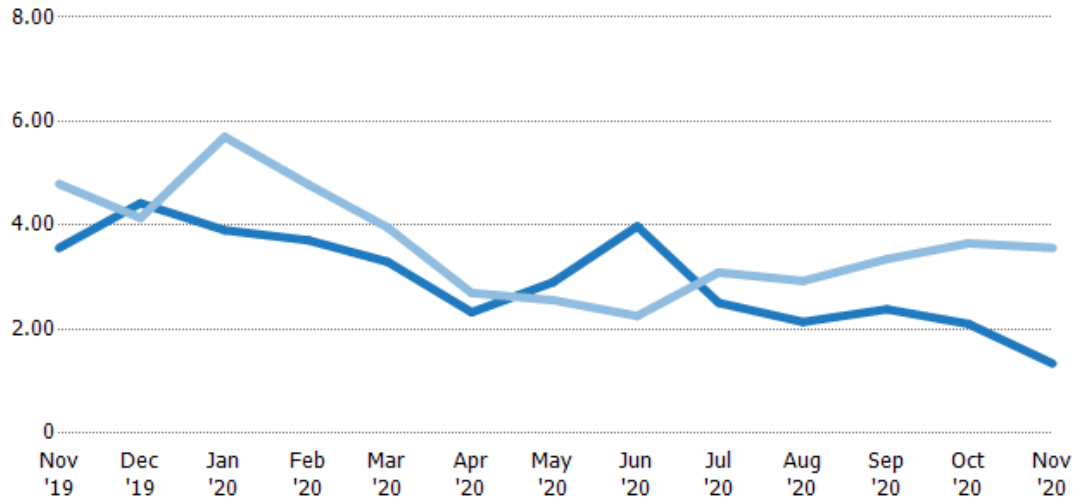
Months of Inventory

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.
Nov '20	1.34	-62.4%
Nov '19	3.56	-25.7%
Nov '18	4.79	48.1%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	3.56	4.42	3.9	3.71	3.3	2.33	2.91	3.98	2.51	2.14	2.38	2.1	1.34
Prior Year	4.79	4.14	5.7	4.78	3.96	2.7	2.56	2.26	3.09	2.93	3.35	3.65	3.56
Percent Change from Prior Year	-26%	7%	-32%	-22%	-17%	-14%	14%	76%	-19%	-27%	-29%	-42%	-62%

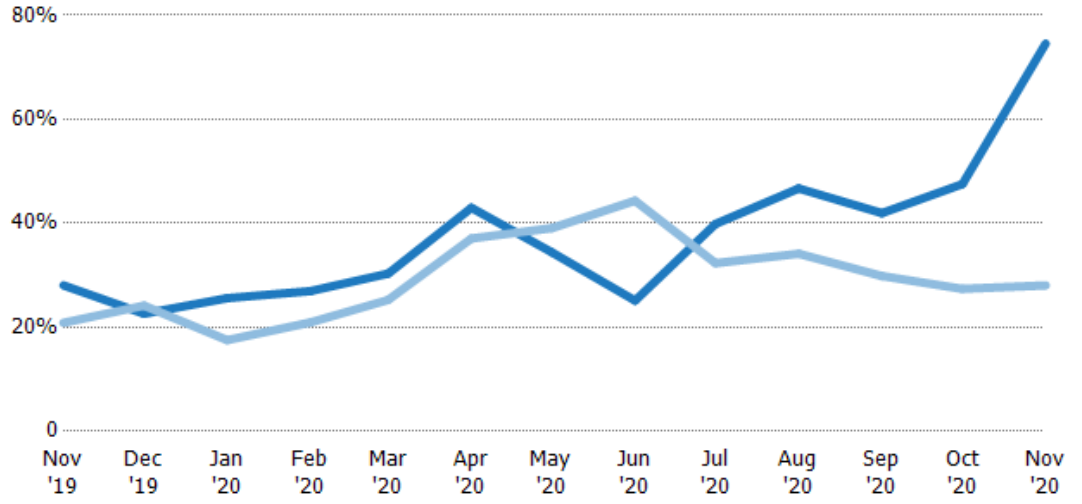
Absorption Rate

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.
Nov '20	75%	-46.5%
Nov '19	28%	-7.2%
Nov '18	21%	-32.5%



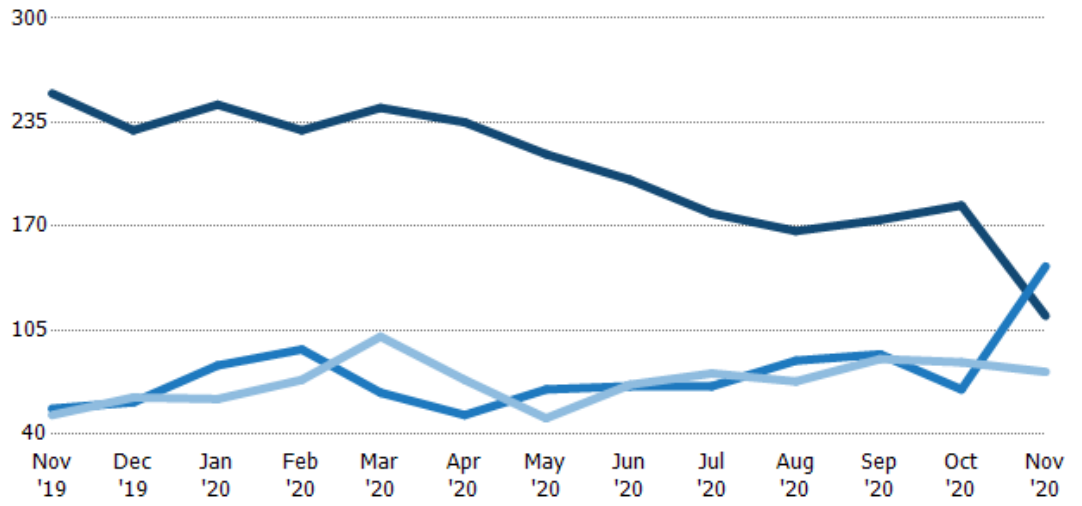
Current Year	28%	23%	26%	27%	30%	43%	34%	25%	40%	47%	42%	48%	75%
Prior Year	21%	24%	18%	21%	25%	37%	39%	44%	32%	34%	30%	27%	28%
Change from Prior Year	-7%	2%	-8%	-6%	-5%	-6%	5%	19%	-8%	-13%	-12%	-20%	-47%

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



Active	253	230	246	230	244	235	215	199	178	167	174	183	114
Pending	56	60	83	93	66	52	68	70	70	86	90	68	145
Sold	52	63	62	74	101	74	50	71	78	73	87	85	79

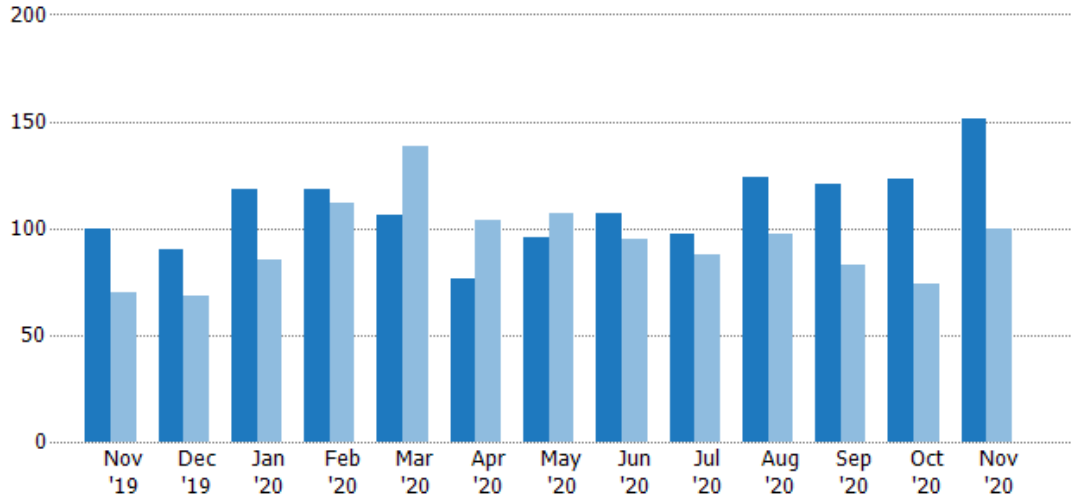
New Pending Sales

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.
Nov '20	151	51%
Nov '19	100	42.9%
Nov '18	70	2.9%



Current Year	100	90	118	118	106	76	96	107	97	124	121	123	151
Prior Year	70	68	85	112	138	104	107	95	88	97	83	74	100
Percent Change from Prior Year	43%	32%	39%	5%	-23%	-27%	-10%	13%	10%	28%	46%	66%	51%

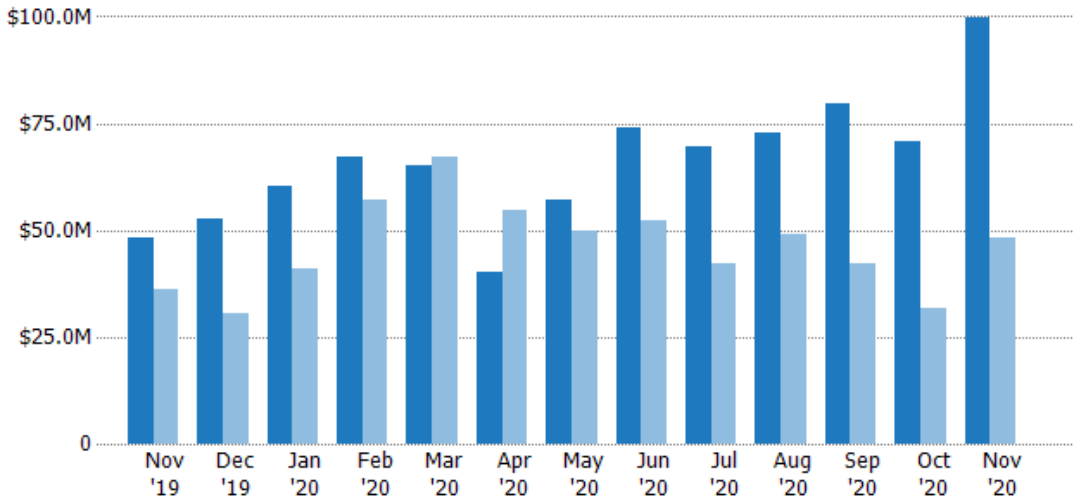
New Pending Sales Volume

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.
Nov '20	\$100M	107.4%
Nov '19	\$48.2M	32.6%
Nov '18	\$36.3M	-9.5%



Current Year	\$48.2M	\$52.7M	\$60.3M	\$67.2M	\$65.2M	\$40.3M	\$57M	\$74.2M	\$69.4M	\$72.8M	\$79.4M	\$70.9M	\$100M
Prior Year	\$36.3M	\$30.5M	\$41.1M	\$57.1M	\$67.2M	\$54.6M	\$49.9M	\$52.1M	\$42.3M	\$48.9M	\$42.1M	\$31.6M	\$48.2M
Percent Change from Prior Year	33%	73%	47%	18%	-3%	-26%	14%	42%	64%	49%	89%	124%	107%

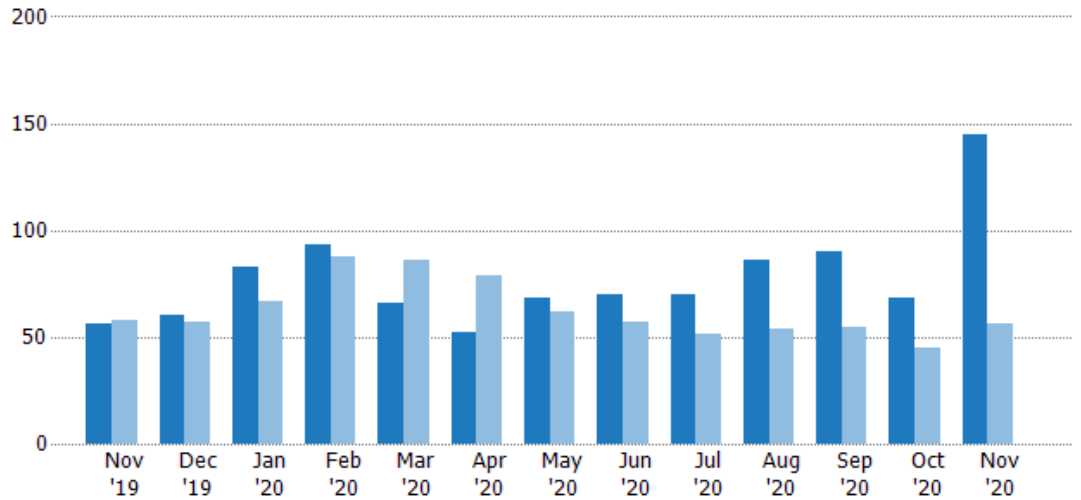
Pending Sales

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.
Nov '20	145	158.9%
Nov '19	56	-3.4%
Nov '18	58	8.6%



Current Year	56	60	83	93	66	52	68	70	70	86	90	68	145
Prior Year	58	57	67	88	86	79	62	57	51	54	55	45	56
Percent Change from Prior Year	-3%	5%	24%	6%	-23%	-34%	10%	23%	37%	59%	64%	51%	159%

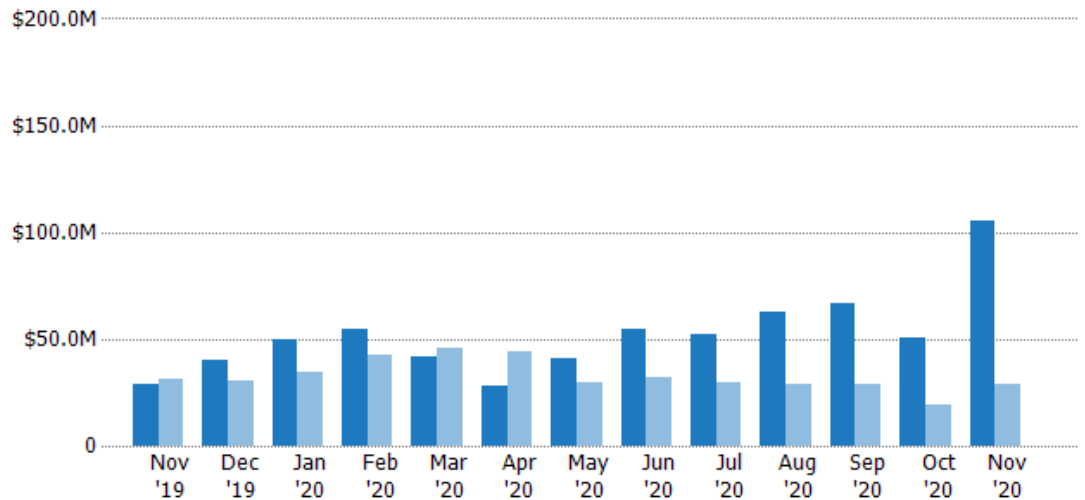
Pending Sales Volume

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.
Nov '20	\$106M	264.5%
Nov '19	\$29M	-7.9%
Nov '18	\$31.4M	-2.2%



Current Year	\$29M	\$39.8M	\$50M	\$54.8M	\$41.4M	\$27.8M	\$40.9M	\$54.7M	\$51.9M	\$62.3M	\$66.8M	\$50.5M	\$106M
Prior Year	\$31.4M	\$30.2M	\$34.3M	\$42.9M	\$45.9M	\$44.2M	\$30M	\$32.3M	\$29.7M	\$28.6M	\$28.9M	\$19.5M	\$29M
Percent Change from Prior Year	-8%	32%	46%	28%	-10%	-37%	37%	70%	75%	118%	131%	158%	264%

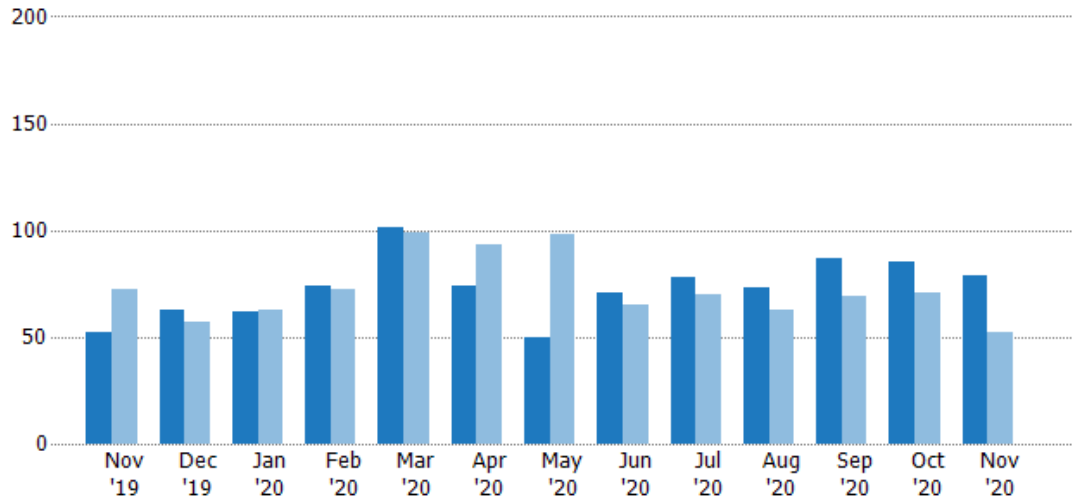
Closed Sales

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.
Nov '20	79	51.9%
Nov '19	52	-27.8%
Nov '18	72	-16.7%



Current Year	52	63	62	74	101	74	50	71	78	73	87	85	79
Prior Year	72	57	63	72	99	93	98	65	70	63	69	71	52
Percent Change from Prior Year	-28%	11%	-2%	3%	2%	-20%	-49%	9%	11%	16%	26%	20%	52%

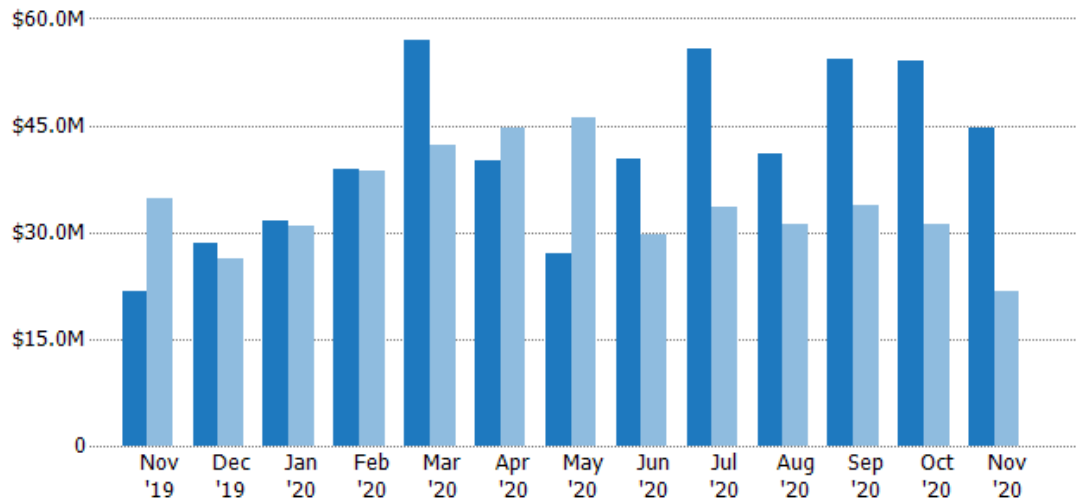
Closed Sales Volume

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.
Nov '20	\$44.7M	105.9%
Nov '19	\$21.7M	-37.6%
Nov '18	\$34.8M	-21.3%



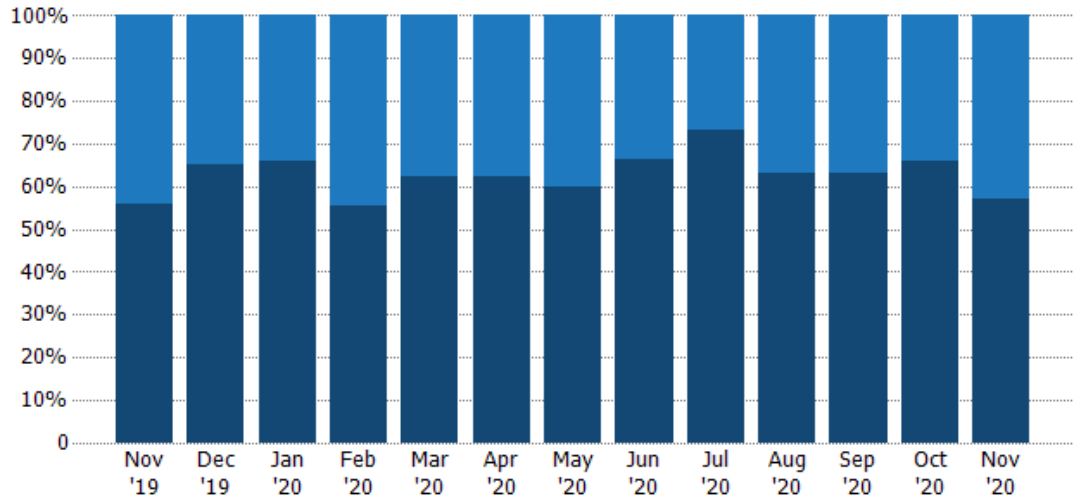
Current Year	\$21.7M	\$28.4M	\$31.7M	\$38.9M	\$57M	\$40.1M	\$26.9M	\$40.4M	\$55.8M	\$40.9M	\$54.2M	\$54M	\$44.7M
Prior Year	\$34.8M	\$26.2M	\$31M	\$38.7M	\$42.2M	\$44.6M	\$46.2M	\$29.7M	\$33.7M	\$31.2M	\$33.7M	\$31M	\$21.7M
Percent Change from Prior Year	-38%	8%	2%	1%	35%	-10%	-42%	36%	66%	31%	61%	74%	106%

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



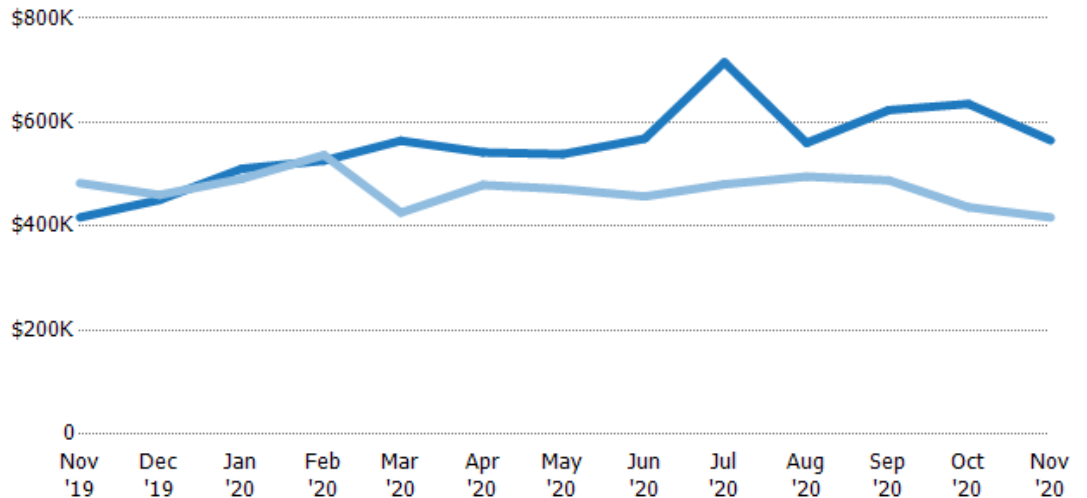
Condo/Townhouse	44%	35%	34%	45%	38%	38%	40%	34%	27%	37%	37%	34%	43%
Single Family Residence	56%	65%	66%	55%	62%	62%	60%	66%	73%	63%	63%	66%	57%

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



Current Year	\$417K	\$451K	\$511K	\$526K	\$564K	\$542K	\$539K	\$569K	\$715K	\$560K	\$623K	\$635K	\$565K
Prior Year	\$483K	\$460K	\$491K	\$537K	\$426K	\$479K	\$471K	\$457K	\$481K	\$496K	\$488K	\$437K	\$417K
Percent Change from Prior Year	-14%	-2%	4%	-2%	32%	13%	14%	24%	49%	13%	28%	46%	36%

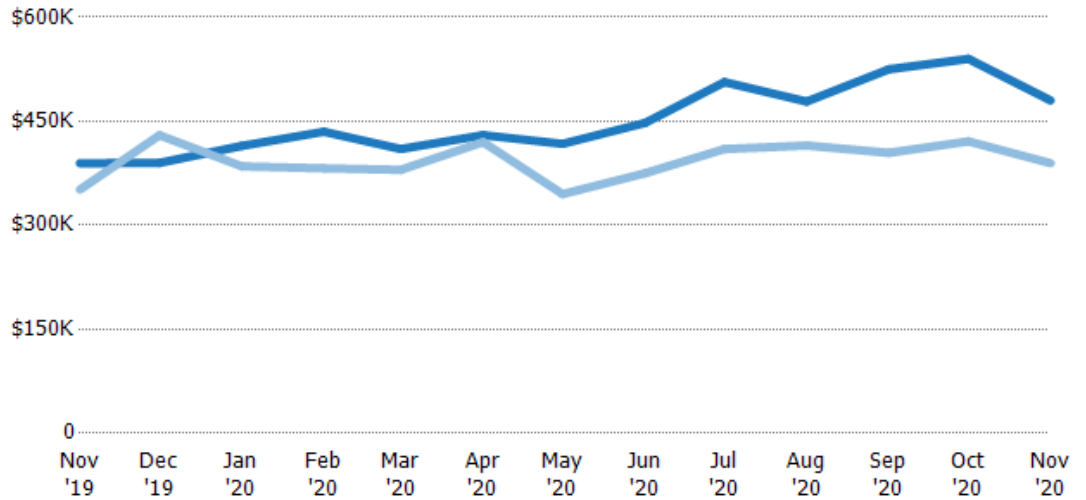
Median Sales Price

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.
Nov '20	\$480K	23.2%
Nov '19	\$390K	10.8%
Nov '18	\$352K	22.2%



Current Year	\$390K	\$390K	\$415K	\$435K	\$410K	\$430K	\$417K	\$448K	\$507K	\$479K	\$525K	\$540K	\$480K
Prior Year	\$352K	\$430K	\$385K	\$382K	\$380K	\$420K	\$345K	\$375K	\$410K	\$415K	\$404K	\$421K	\$390K
Percent Change from Prior Year	11%	-9%	8%	14%	8%	2%	21%	19%	24%	15%	30%	28%	23%

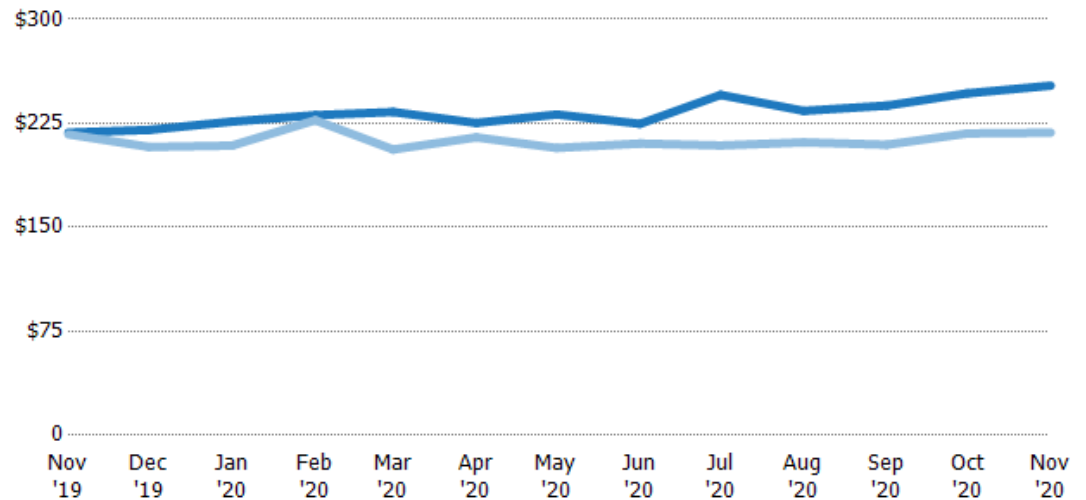
Average Sales Price per Sq Ft

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.
Nov '20	\$252	15.5%
Nov '19	\$218	0.6%
Nov '18	\$217	-4.9%



Current Year	\$218	\$220	\$226	\$231	\$233	\$225	\$231	\$225	\$245	\$234	\$238	\$247	\$252
Prior Year	\$217	\$208	\$209	\$227	\$206	\$215	\$207	\$210	\$209	\$211	\$210	\$218	\$218
Percent Change from Prior Year	1%	6%	8%	2%	13%	5%	12%	7%	17%	11%	13%	13%	16%

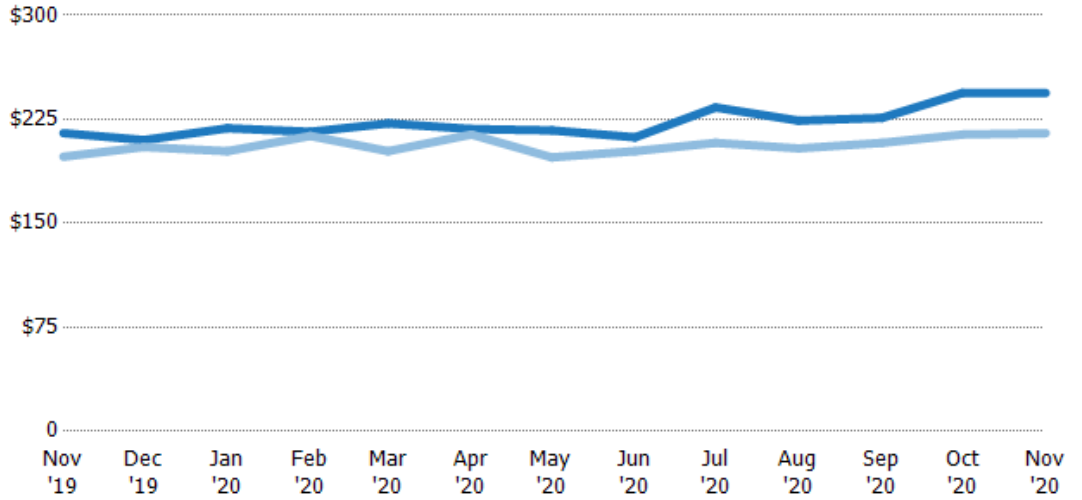
Median Sales Price per Sq Ft

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.
Nov '20	\$244	13.5%
Nov '19	\$215	8.6%
Nov '18	\$198	2.5%



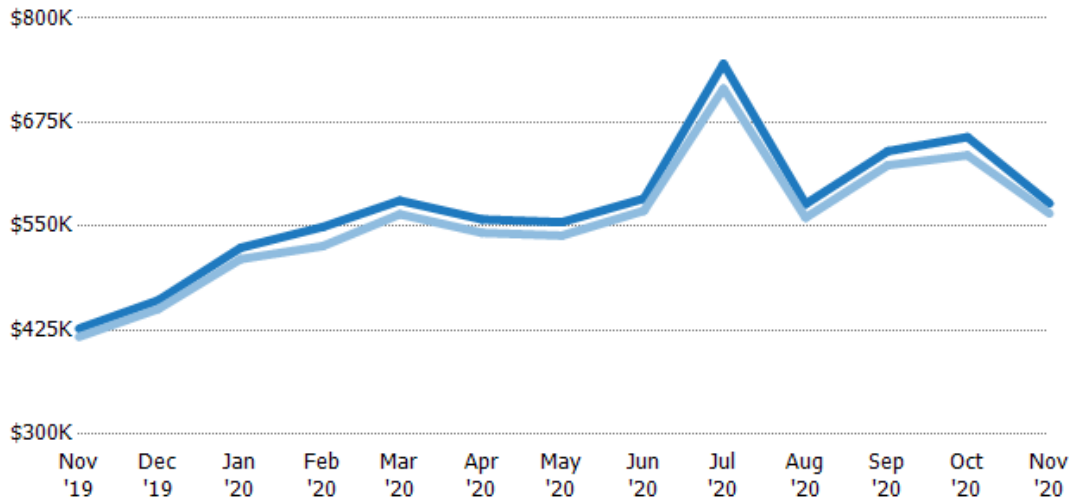
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$215	\$210	\$219	\$216	\$222	\$218	\$217	\$212	\$234	\$224	\$226	\$244	\$244
Prior Year	\$198	\$205	\$202	\$213	\$202	\$214	\$198	\$202	\$208	\$204	\$208	\$214	\$215
Percent Change from Prior Year	9%	2%	8%	1%	10%	2%	10%	5%	12%	10%	9%	14%	13%

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



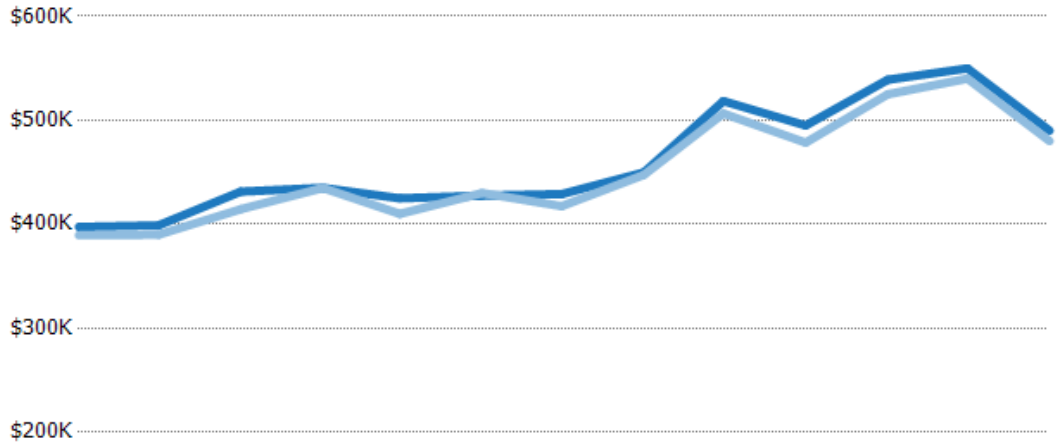
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg List Price	\$427K	\$461K	\$524K	\$549K	\$581K	\$558K	\$555K	\$583K	\$745K	\$577K	\$640K	\$657K	\$578K
Avg Sales Price	\$417K	\$451K	\$511K	\$526K	\$564K	\$542K	\$539K	\$569K	\$715K	\$560K	\$623K	\$635K	\$565K
Avg Sales Price as a % of Avg List Price	98%	98%	97%	96%	97%	97%	97%	98%	96%	97%	97%	97%	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



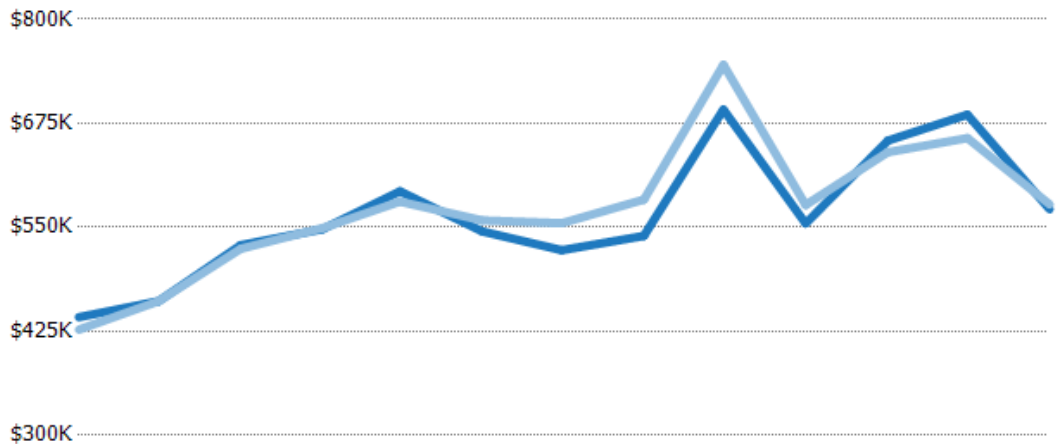
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median List Price	\$397K	\$399K	\$431K	\$435K	\$425K	\$428K	\$429K	\$450K	\$518K	\$495K	\$539K	\$550K	\$490K
Median Sales Price	\$390K	\$390K	\$415K	\$435K	\$410K	\$430K	\$417K	\$448K	\$507K	\$479K	\$525K	\$540K	\$480K
Med Sales Price as a % of Med List Price	98%	98%	96%	100%	96%	101%	97%	99%	98%	97%	97%	98%	98%

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



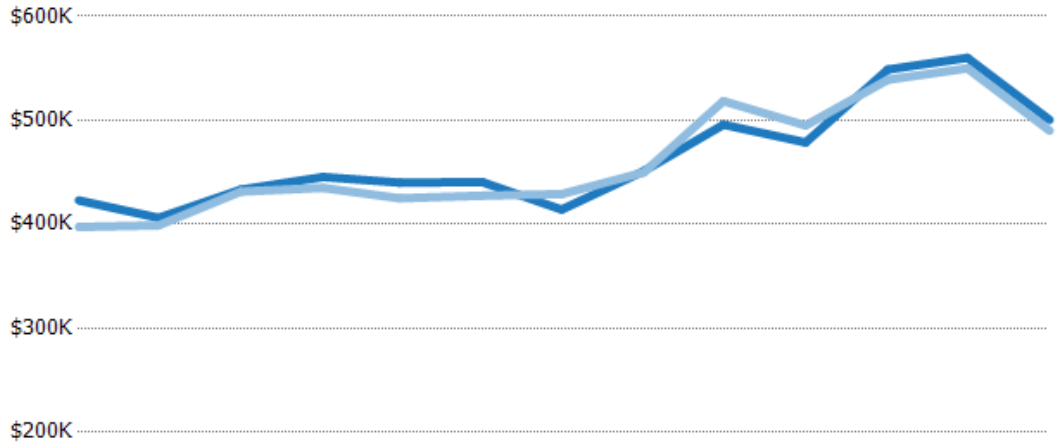
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$442K	\$461K	\$529K	\$548K	\$593K	\$545K	\$522K	\$540K	\$691K	\$555K	\$654K	\$685K	\$572K
Avg Sales Price	\$427K	\$461K	\$524K	\$549K	\$581K	\$558K	\$555K	\$583K	\$745K	\$577K	\$640K	\$657K	\$578K
Avg Sales Price as a % of Avg Est Value	97%	100%	99%	100%	98%	102%	106%	108%	108%	104%	98%	96%	101%

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



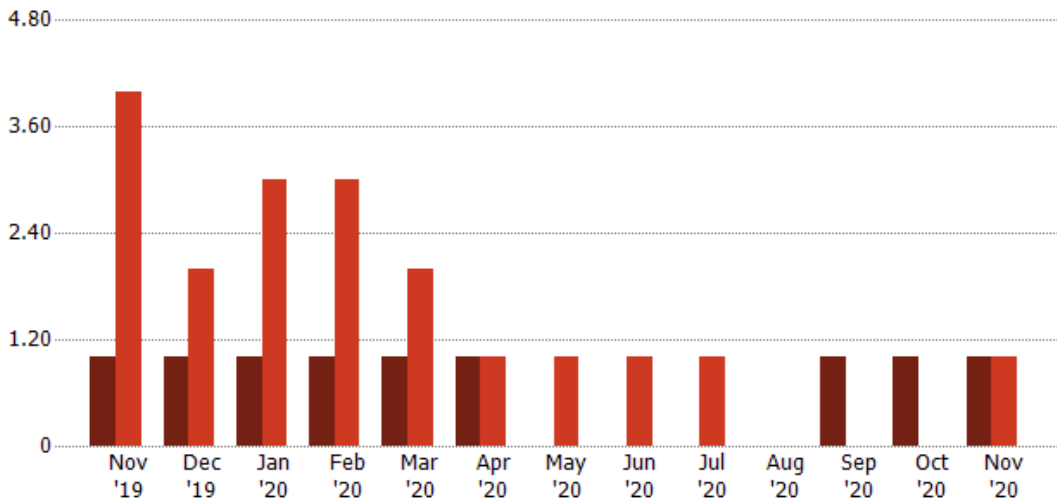
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$423K	\$406K	\$433K	\$445K	\$440K	\$441K	\$414K	\$451K	\$496K	\$479K	\$549K	\$560K	\$500K
Median Sales Price	\$397K	\$399K	\$431K	\$435K	\$425K	\$428K	\$429K	\$450K	\$518K	\$495K	\$539K	\$550K	\$490K
Med Sales Price as a % of Med Est Value	94%	98%	100%	98%	97%	97%	104%	100%	105%	103%	98%	98%	98%

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



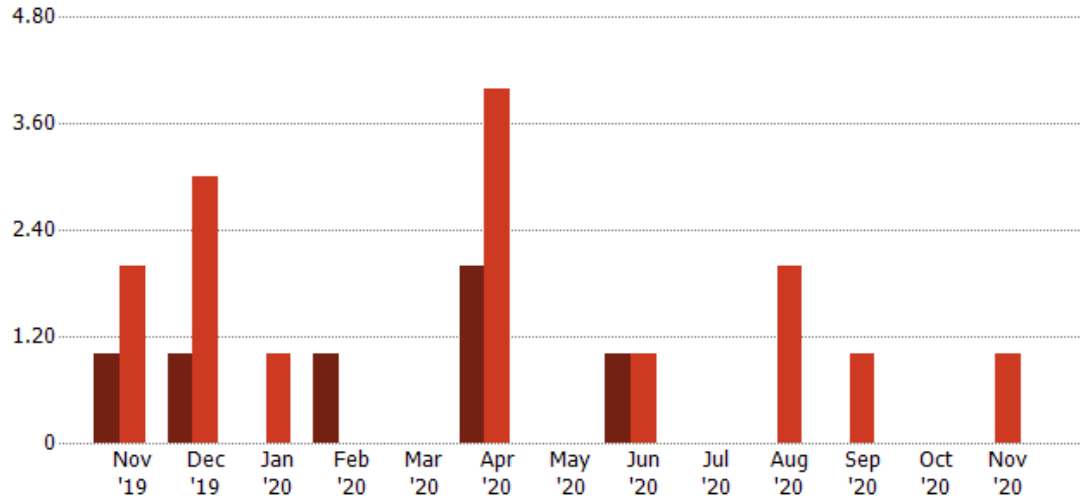
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	1	1	1	1	1	1	-	-	-	-	1	1	1
Prior Year	4	2	3	3	2	1	1	1	1	-	-	-	1
Percent Change from Prior Year	-75%	-50%	-67%	-67%	-50%	0%	-100%	-100%	-100%	-	100%	100%	0%

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	1	1	-	1	-	2	-	1	-	-	-	-	-
Prior Year	2	3	1	-	-	4	-	1	-	2	1	-	1
Percent Change from Prior Year	-50%	-67%	-100%	100%	-	-50%	-	0%	-	-100%	-100%	-	-100%



Sales Activity by ZIP

Nov 2020

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	145	\$105,579,221	79	\$44,660,367	\$565,321	\$480,000	\$249	\$243	20

