



2020

FOUNTAIN HILLS MARKET REPORT OCTOBER 2020



Scottsdale Area Association of REALTORS®
8600 E Anderson Dr., Suite 200 Scottsdale, AZ 85255
ScottsdaleREALTORS.org
480-945-2651



Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

Key Metrics	Oct 2020	Oct 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	97	111	-12.6%	889	876	+1.5%
New Listing Volume	\$61,649,851	\$76,180,195	-19.1%	\$567,629,615	\$500,326,338	+13.5%
Active Listing Count	138	259	-46.7%	N/A	N/A	
Active Listing Volume	\$127,972,416	\$222,949,737	-42.6%	N/A	N/A	
Average Listing Price	\$927,336	\$860,810	+7.7%	\$894,964	\$774,795	+15.5%
Median Listing Price	\$667,450	\$625,000	+6.8%	\$659,503	\$557,392	+18.3%
Average Listing Price per Sq Ft	\$282	\$248	+13.8%	\$261	\$234	+11.4%
Median Listing Price per Sq Ft	\$257	\$230	+11.7%	\$240	\$218	+10.3%
Median Days in RPR	46	58	-20.7%	63.72	74.38	-14.3%
Months of Inventory	1.6	3.8	-57.7%	2.7	3.5	-22.7%
Absorption Rate	63.04%	26.64%	+36.4%	36.66%	28.34%	+8.3%
Sales Activity Charts Metrics						
New Pending Sales Count	132	74	+78.4%	1,102	986	+11.8%
New Pending Sales Volume	\$75,366,276	\$31,597,098	+138.5%	\$665,714,712	\$489,143,160	+36.1%
Pending Sales Count	136	46	+195.7%	N/A	N/A	
Pending Sales Volume	\$87,916,720	\$19,937,671	+341%	N/A	N/A	
Closed Sales Count	84	71	+18.3%	758	764	-0.8%
Closed Sales Volume	\$53,465,555	\$31,002,712	+72.5%	\$441,840,481	\$362,194,174	+22%
Average Sales Price	\$636,495	\$436,658	+45.8%	\$582,903	\$474,076	+23%
Median Sales Price	\$537,000	\$421,000	+27.6%	\$463,517	\$391,682	+18.3%
Average Sales Price per Sq Ft	\$247	\$218	+13.6%	\$234	\$212	+10.4%
Median Sales Price per Sq Ft	\$245	\$214	+14.3%	\$224	\$206	+8.7%
Distressed Charts Metrics						
Distressed Listing Count	1	1	+/-	N/A	N/A	

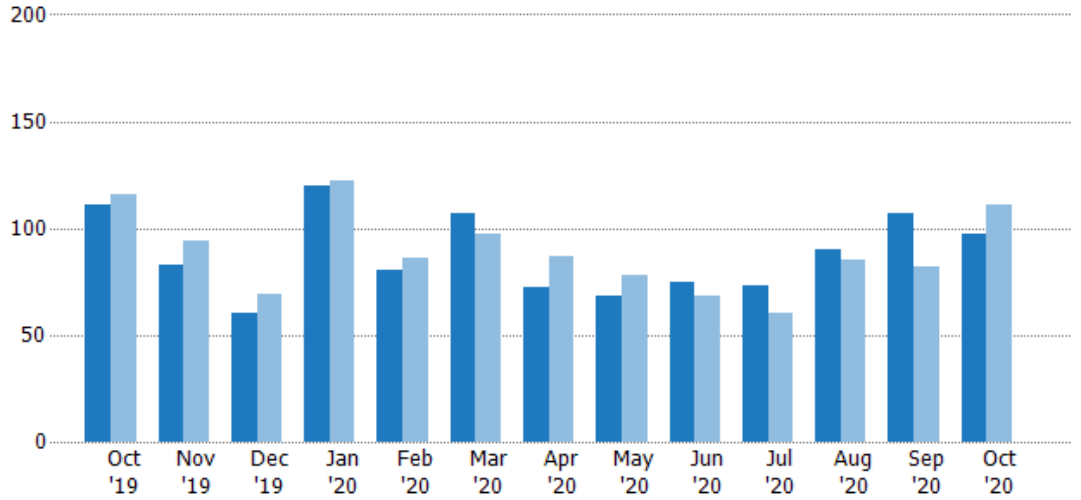
New Listings

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.
Oct '20	97	-12.6%
Oct '19	111	-4.3%
Oct '18	116	8.6%



Current Year	111	83	60	120	80	107	72	68	75	73	90	107	97
Prior Year	116	94	69	122	86	97	87	78	68	60	85	82	111
Percent Change from Prior Year	-4%	-12%	-13%	-2%	-7%	10%	-17%	-13%	10%	22%	6%	30%	-13%

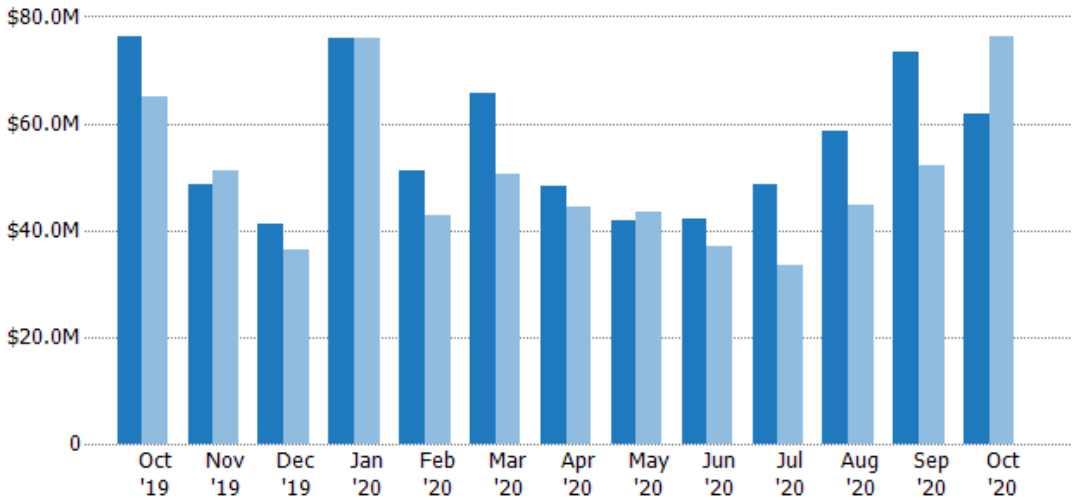
New Listing Volume

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.
Oct '20	\$61.6M	-19.1%
Oct '19	\$76.2M	17.4%
Oct '18	\$64.9M	3.3%



Current Year	\$76.2M	\$48.5M	\$41.2M	\$76.1M	\$51.3M	\$65.8M	\$48.1M	\$41.8M	\$42.1M	\$48.7M	\$58.6M	\$73.5M	\$61.6M
Prior Year	\$64.9M	\$51.3M	\$36.4M	\$75.8M	\$42.9M	\$50.5M	\$44.3M	\$43.6M	\$36.9M	\$33.5M	\$44.6M	\$52M	\$76.2M
Percent Change from Prior Year	17%	-5%	13%	0%	20%	30%	9%	-4%	14%	45%	31%	41%	-19%

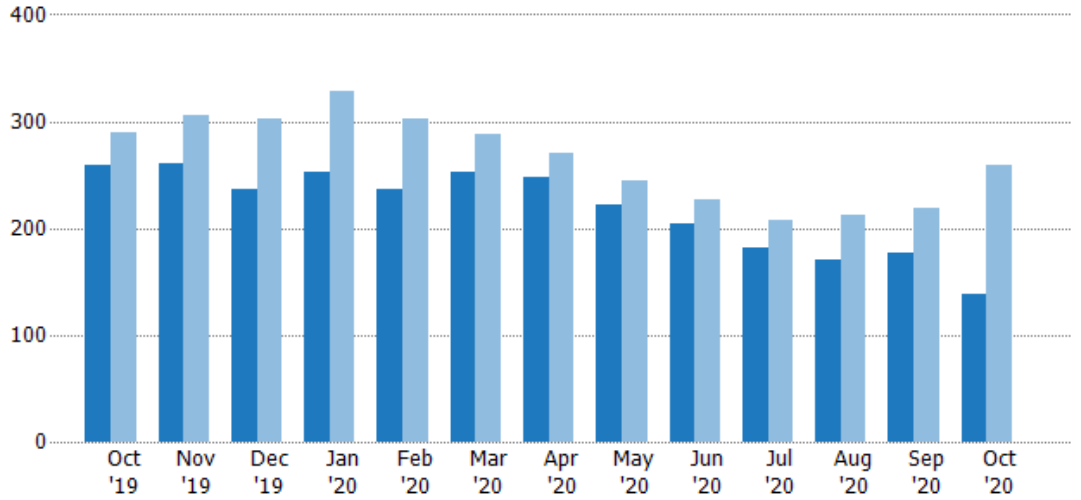
Active Listings

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.
Oct '20	138	-46.7%
Oct '19	259	-10.4%
Oct '18	289	20.4%



Current Year	259	260	237	253	237	252	247	222	205	182	171	177	138
Prior Year	289	306	302	329	303	288	271	244	227	207	212	218	259
Percent Change from Prior Year	-10%	-15%	-22%	-23%	-22%	-13%	-9%	-9%	-10%	-12%	-19%	-19%	-47%

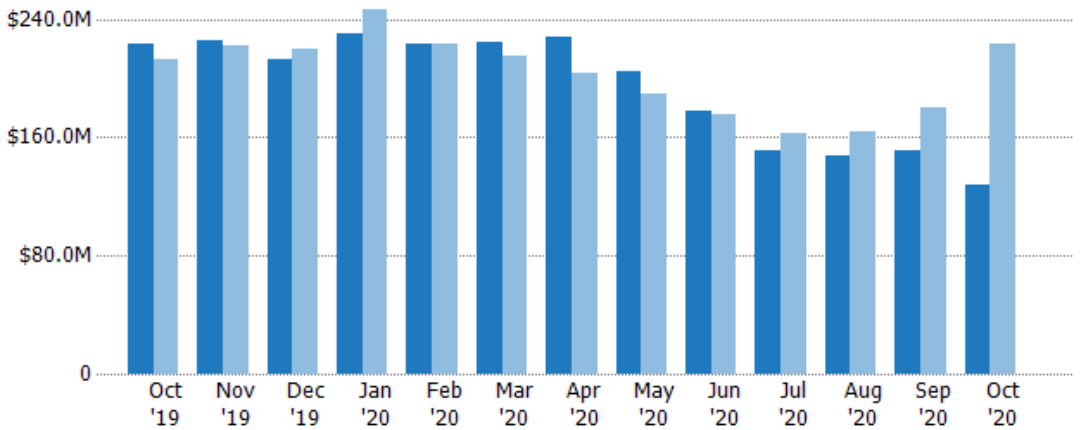
Active Listing Volume

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.
Oct '20	\$128M	-42.6%
Oct '19	\$223M	4.5%
Oct '18	\$213M	16.6%



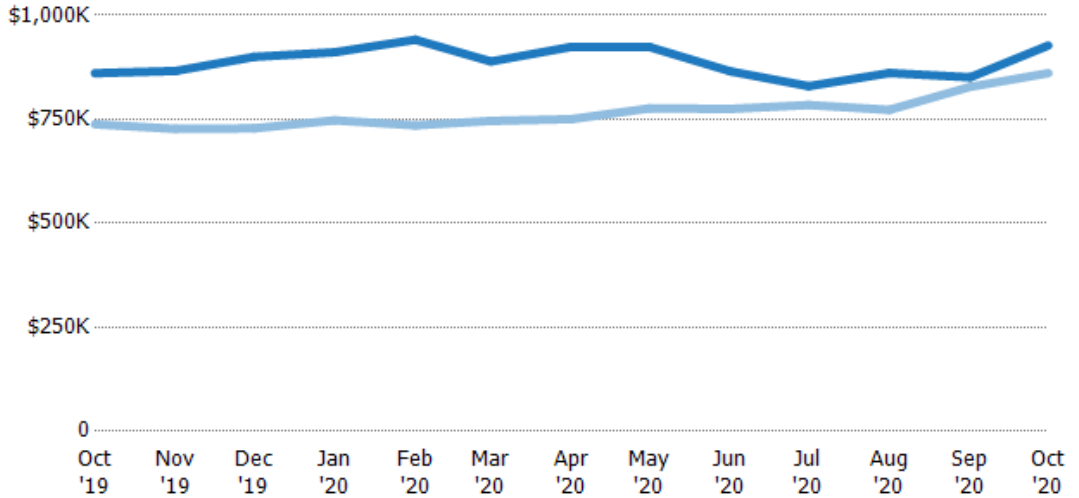
Current Year	\$223M	\$225M	\$213M	\$230M	\$223M	\$224M	\$228M	\$205M	\$177M	\$151M	\$147M	\$151M	\$128M
Prior Year	\$213M	\$222M	\$220M	\$246M	\$223M	\$215M	\$203M	\$189M	\$176M	\$162M	\$164M	\$180M	\$223M
Percent Change from Prior Year	5%	1%	-3%	-6%	0%	4%	12%	8%	1%	-7%	-10%	-17%	-43%

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.
Oct '20	\$927K	7.7%
Oct '19	\$861K	16.6%
Oct '18	\$738K	-3.2%

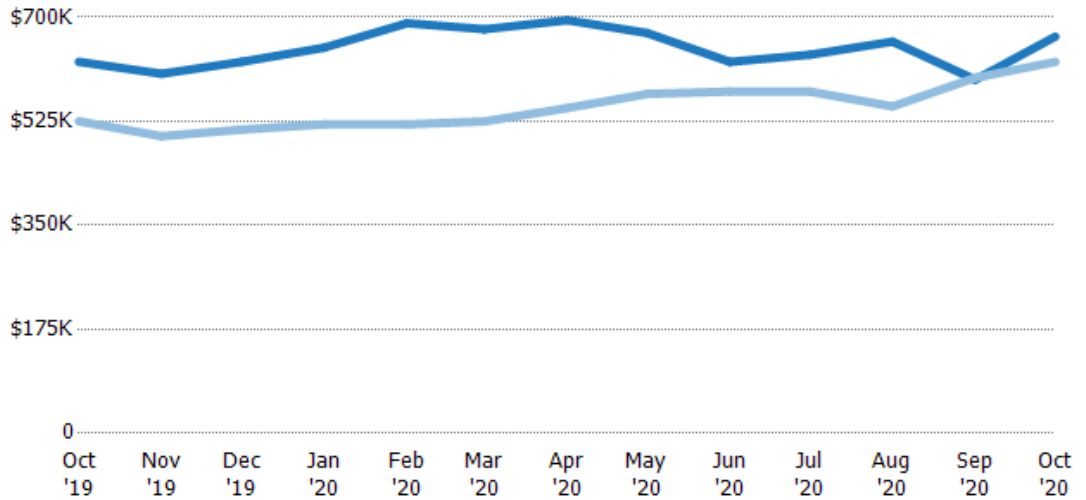
Current Year	\$861K	\$866K	\$900K	\$911K	\$941K	\$889K	\$924K	\$924K	\$865K	\$830K	\$861K	\$851K	\$927K
Prior Year	\$738K	\$727K	\$728K	\$747K	\$735K	\$746K	\$750K	\$776K	\$775K	\$784K	\$773K	\$828K	\$861K
Percent Change from Prior Year	17%	19%	24%	22%	28%	19%	23%	19%	12%	6%	11%	3%	8%

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.
Oct '20	\$667K	6.8%
Oct '19	\$625K	19%
Oct '18	\$525K	-4.8%

Current Year	\$625K	\$605K	\$625K	\$649K	\$690K	\$680K	\$695K	\$673K	\$625K	\$637K	\$659K	\$595K	\$667K
Prior Year	\$525K	\$500K	\$511K	\$520K	\$520K	\$525K	\$547K	\$571K	\$575K	\$575K	\$550K	\$598K	\$625K
Percent Change from Prior Year	19%	21%	22%	25%	33%	30%	27%	18%	9%	11%	20%	-1%	7%

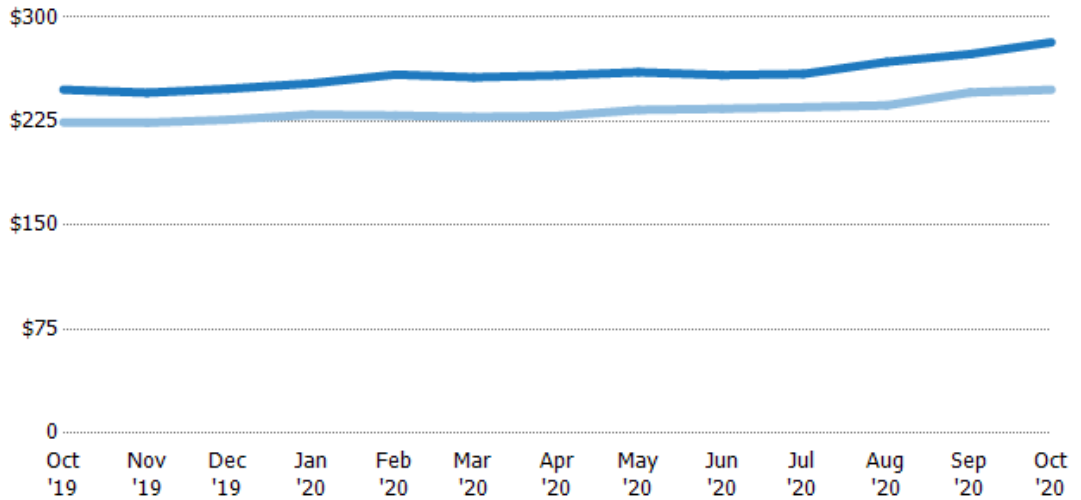
Average Listing Price per Sq Ft

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.
Oct '20	\$282	13.8%
Oct '19	\$248	10.5%
Oct '18	\$224	-2.8%



Current Year	\$248	\$246	\$248	\$252	\$259	\$257	\$258	\$260	\$258	\$259	\$268	\$273	\$282
Prior Year	\$224	\$224	\$226	\$230	\$229	\$228	\$229	\$233	\$234	\$235	\$237	\$246	\$248
Percent Change from Prior Year	11%	10%	10%	10%	13%	12%	13%	12%	10%	10%	13%	11%	14%

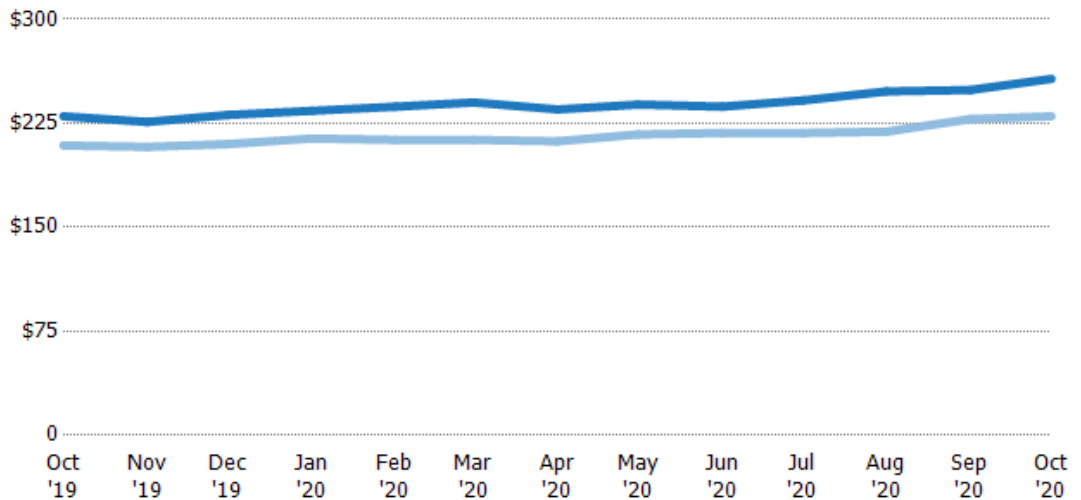
Median Listing Price per Sq Ft

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.
Oct '20	\$257	11.7%
Oct '19	\$230	10%
Oct '18	\$209	-4.8%



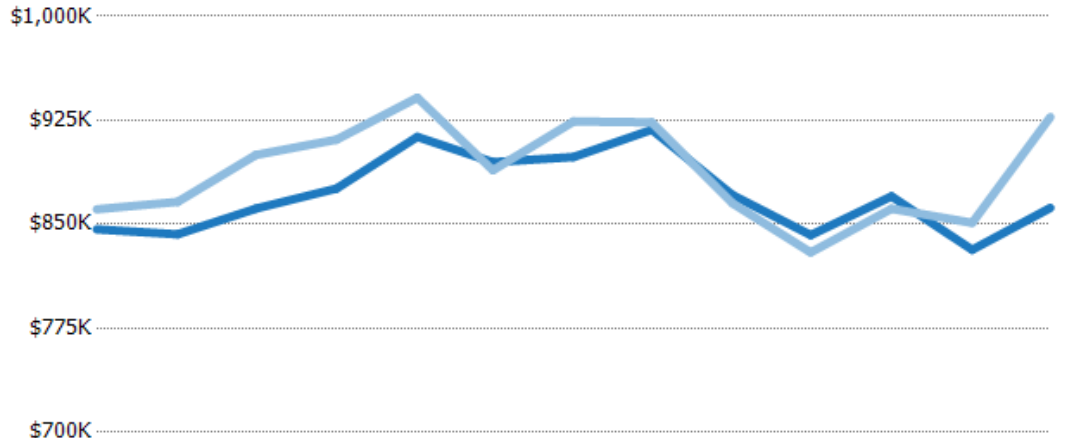
Current Year	\$230	\$226	\$231	\$234	\$237	\$240	\$235	\$239	\$237	\$242	\$248	\$249	\$257
Prior Year	\$209	\$208	\$210	\$214	\$213	\$213	\$212	\$217	\$218	\$218	\$219	\$228	\$230
Percent Change from Prior Year	10%	9%	10%	9%	11%	13%	11%	10%	9%	11%	13%	9%	12%

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



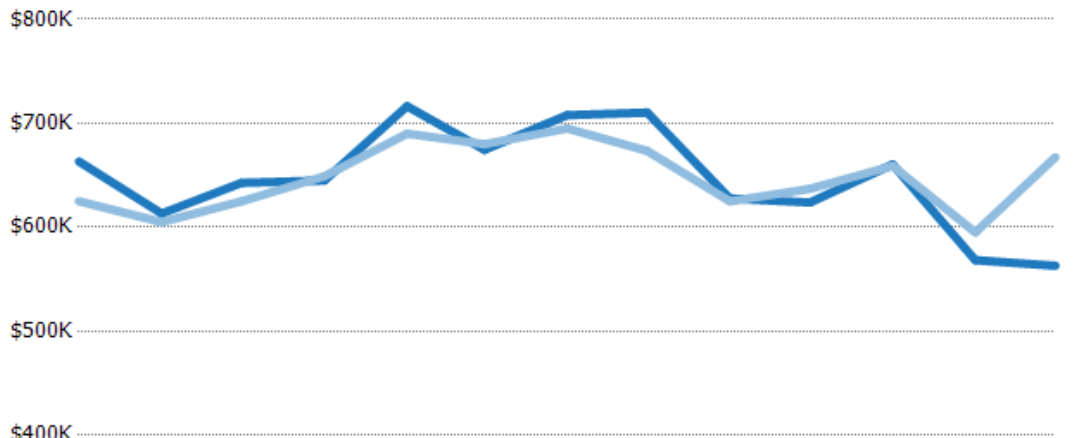
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg Est Value	\$846K	\$843K	\$861K	\$876K	\$913K	\$895K	\$899K	\$918K	\$871K	\$842K	\$870K	\$832K	\$862K
Avg Listing Price	\$861K	\$866K	\$900K	\$911K	\$941K	\$889K	\$924K	\$924K	\$865K	\$830K	\$861K	\$851K	\$927K
Avg Listing Price as a % of Avg Est Value	102%	103%	104%	104%	103%	99%	103%	101%	99%	99%	99%	102%	108%

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median Est Value	\$663K	\$613K	\$643K	\$645K	\$716K	\$675K	\$708K	\$710K	\$628K	\$624K	\$660K	\$568K	\$563K
Median Listing Price	\$625K	\$605K	\$625K	\$649K	\$690K	\$680K	\$695K	\$673K	\$625K	\$637K	\$659K	\$595K	\$667K
Med Listing Price as a % of Med Est Value	94%	99%	97%	101%	96%	101%	98%	95%	100%	102%	100%	105%	119%

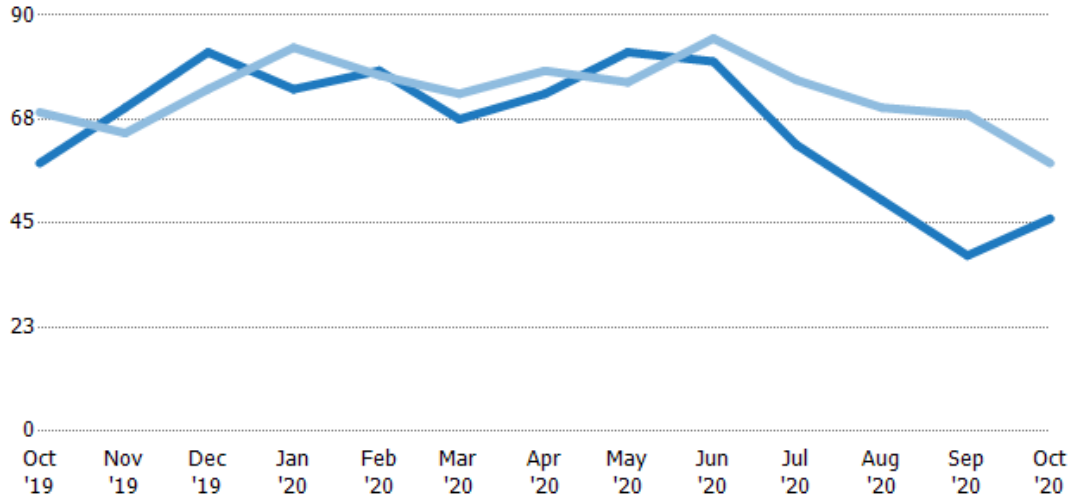
Median Days in RPR

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.
Oct '20	46	-20.7%
Oct '19	58	-15.9%
Oct '18	69	-18.8%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	58	70	82	74	78	67.5	73	82	80	62	50	38	46
Prior Year	69	64.5	74	83	77	73	78	75.5	85	76	70	68.5	58
Percent Change from Prior Year	-16%	9%	11%	-11%	1%	-8%	-6%	9%	-6%	-18%	-29%	-45%	-21%

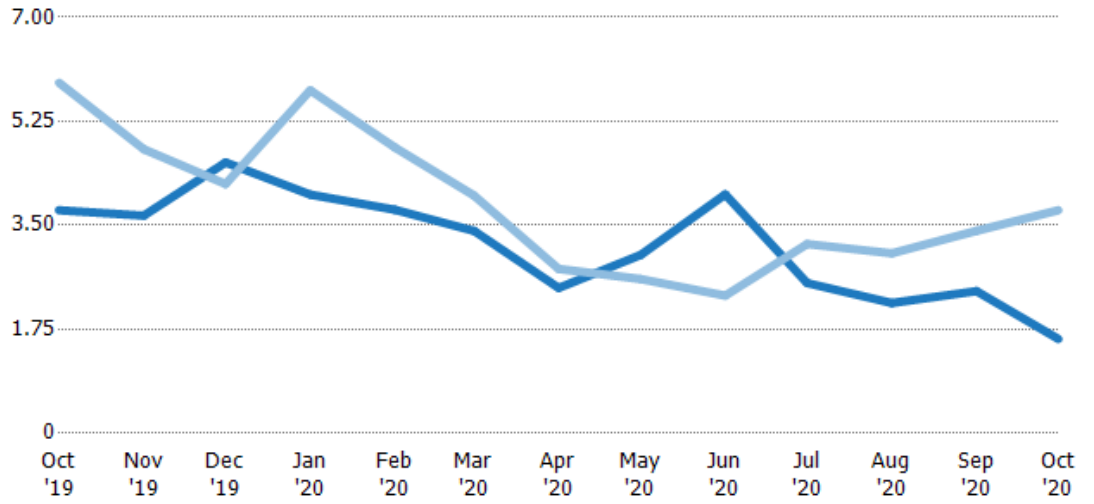
Months of Inventory

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.
Oct '20	1.59	-57.7%
Oct '19	3.75	-36.4%
Oct '18	5.9	1.7%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	3.75	3.66	4.56	4.02	3.76	3.41	2.45	3	4.02	2.53	2.19	2.39	1.59
Prior Year	5.9	4.78	4.19	5.77	4.81	4	2.77	2.6	2.32	3.18	3.03	3.41	3.75
Percent Change from Prior Year	-36%	-23%	9%	-30%	-22%	-15%	-12%	16%	74%	-21%	-28%	-30%	-58%

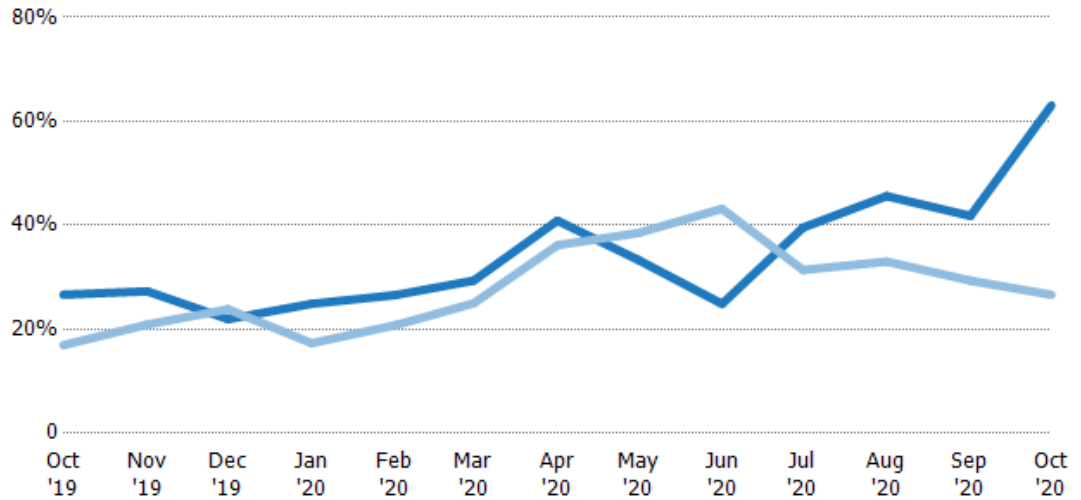
Absorption Rate

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.
Oct '20	63%	-36.4%
Oct '19	27%	-9.7%
Oct '18	17%	-1.7%



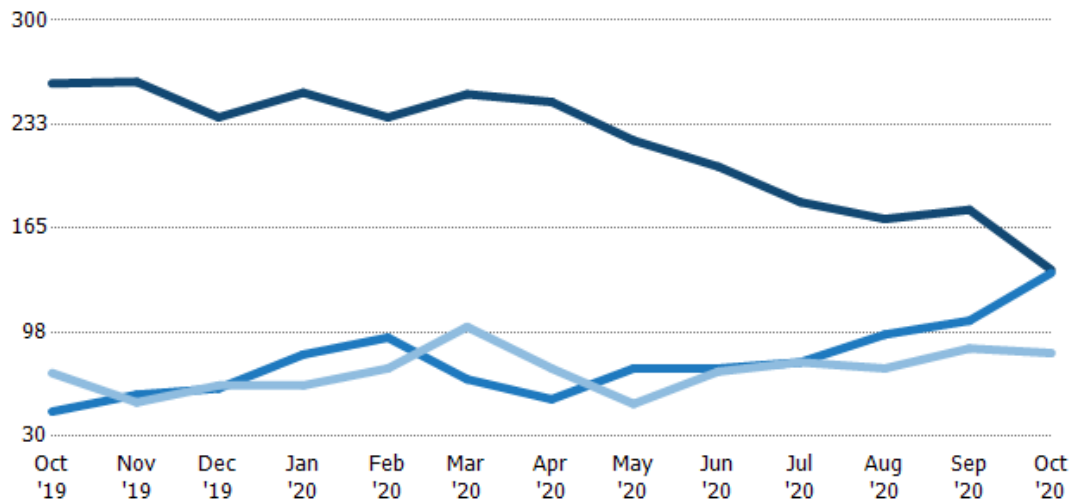
Current Year	27%	27%	22%	25%	27%	29%	41%	33%	25%	40%	46%	42%	63%
Prior Year	17%	21%	24%	17%	21%	25%	36%	39%	43%	31%	33%	29%	27%
Change from Prior Year	-10%	-6%	2%	-8%	-6%	-4%	-5%	5%	18%	-8%	-13%	-12%	-36%

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	259	260	237	253	237	252	247	222	205	182	171	177	138
Pending	46	57	61	83	94	67	54	74	74	78	96	105	136
Sold	71	52	63	63	74	101	74	51	72	78	74	87	84

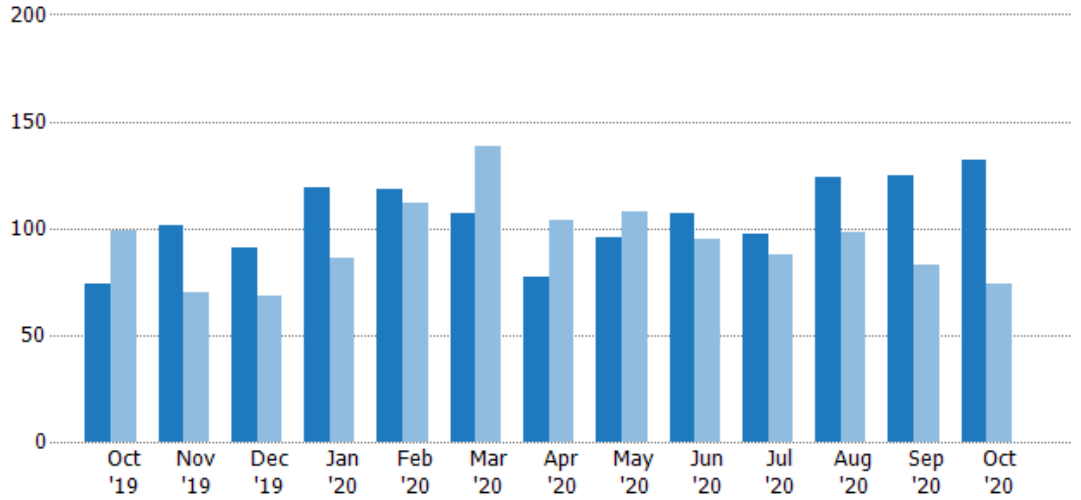
New Pending Sales

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.
Oct '20	132	78.4%
Oct '19	74	-25.3%
Oct '18	99	-32.3%



Current Year	74	101	91	119	118	107	77	96	107	97	124	125	132
Prior Year	99	70	68	86	112	138	104	108	95	88	98	83	74
Percent Change from Prior Year	-25%	44%	34%	38%	5%	-22%	-26%	-11%	13%	10%	27%	51%	78%

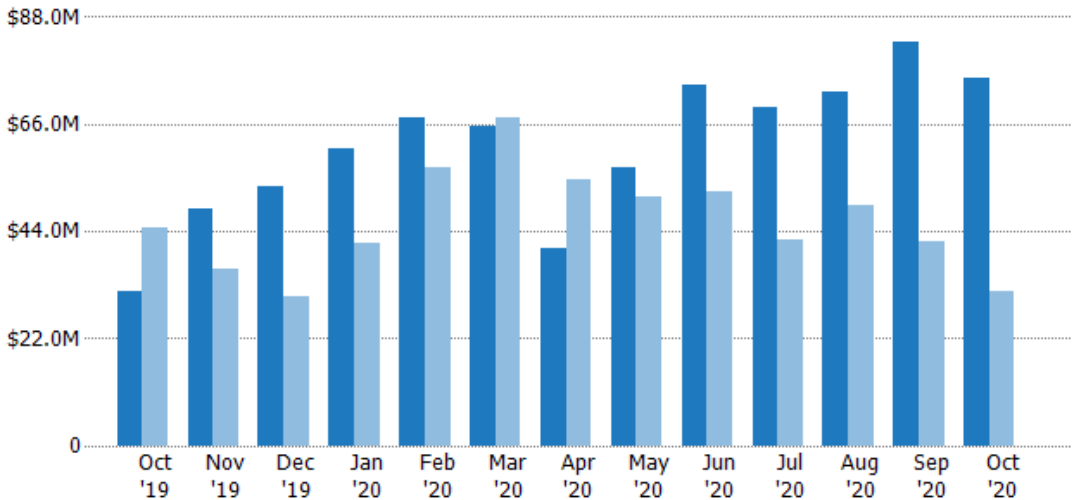
New Pending Sales Volume

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.
Oct '20	\$75.4M	138.5%
Oct '19	\$31.6M	-29.5%
Oct '18	\$44.8M	-31.2%



Current Year	\$31.6M	\$48.7M	\$53.2M	\$60.8M	\$67.2M	\$65.5M	\$40.6M	\$57M	\$74.2M	\$69.4M	\$72.8M	\$82.9M	\$75.4M
Prior Year	\$44.8M	\$36.3M	\$30.5M	\$41.5M	\$57.1M	\$67.2M	\$54.6M	\$51.2M	\$52.1M	\$42.3M	\$49.4M	\$42.1M	\$31.6M
Percent Change from Prior Year	-29%	34%	74%	47%	18%	-2%	-26%	11%	42%	64%	47%	97%	139%

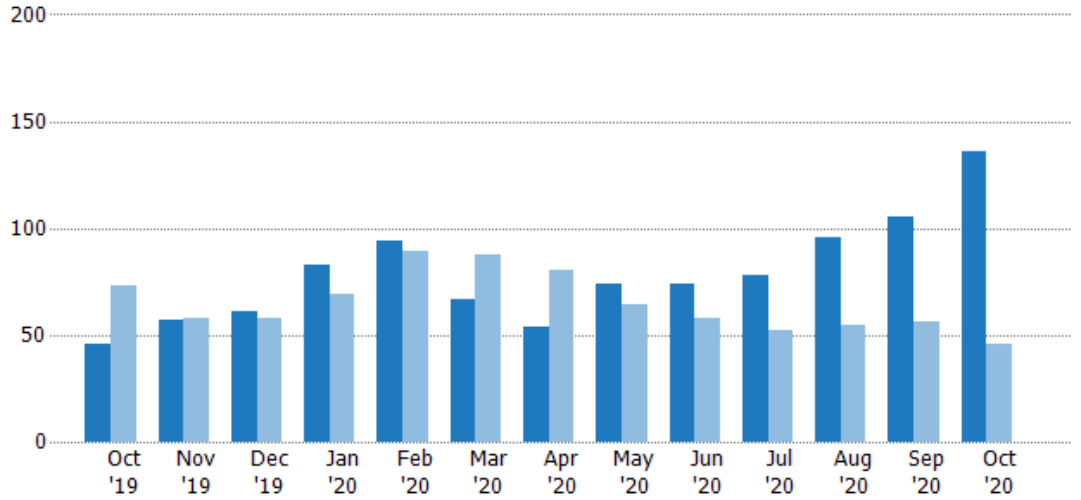
Pending Sales

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.
Oct '20	136	195.7%
Oct '19	46	-37%
Oct '18	73	-21.9%



Current Year	46	57	61	83	94	67	54	74	74	78	96	105	136
Prior Year	73	58	58	69	89	88	80	64	58	52	55	56	46
Percent Change from Prior Year	-37%	-2%	5%	20%	6%	-24%	-33%	16%	28%	50%	75%	88%	196%

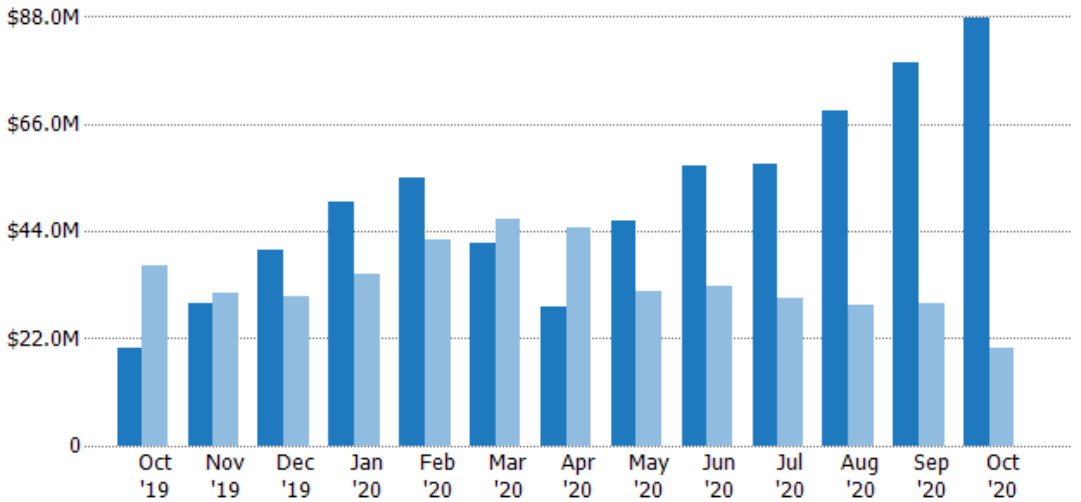
Pending Sales Volume

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.
Oct '20	\$87.9M	341%
Oct '19	\$19.9M	-45.9%
Oct '18	\$36.9M	-20.7%



Current Year	\$19.9M	\$29.4M	\$40.2M	\$50.1M	\$55.2M	\$41.8M	\$28.4M	\$46M	\$57.5M	\$57.7M	\$68.9M	\$78.7M	\$87.9M
Prior Year	\$36.9M	\$31.4M	\$30.6M	\$35.1M	\$42.3M	\$46.7M	\$44.6M	\$31.7M	\$32.7M	\$30.1M	\$29M	\$29.3M	\$19.9M
Percent Change from Prior Year	-46%	-7%	31%	43%	30%	-11%	-36%	45%	76%	92%	138%	169%	341%

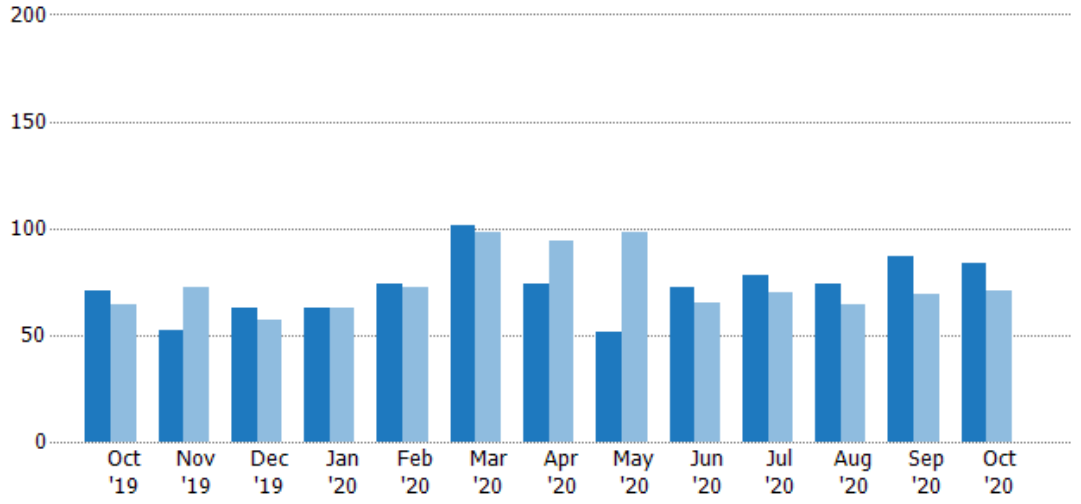
Closed Sales

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.
Oct '20	84	18.3%
Oct '19	71	10.9%
Oct '18	64	-20.3%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	71	52	63	63	74	101	74	51	72	78	74	87	84
Prior Year	64	72	57	63	72	98	94	98	65	70	64	69	71
Percent Change from Prior Year	11%	-28%	11%	0%	3%	3%	-21%	-48%	11%	11%	16%	26%	18%

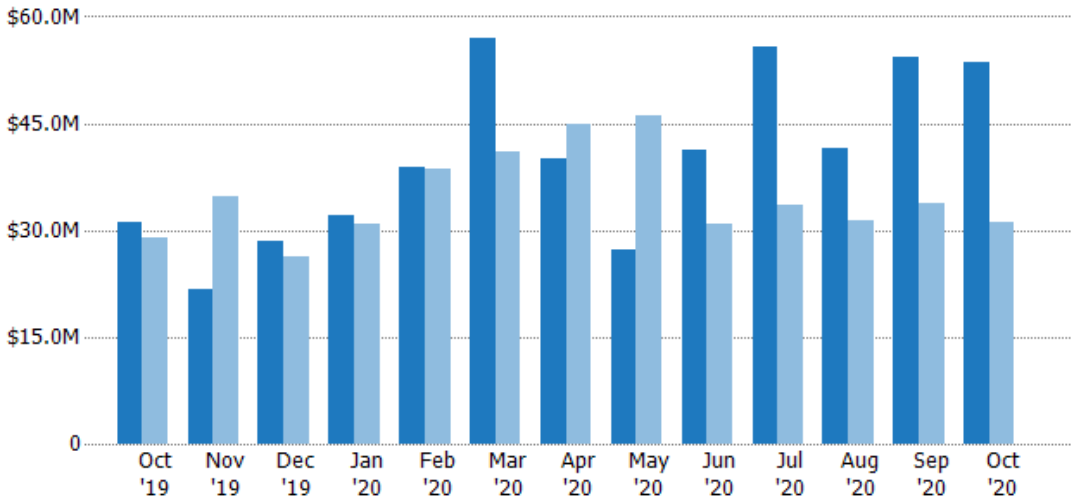
Closed Sales Volume

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.
Oct '20	\$53.5M	72.5%
Oct '19	\$31M	7.1%
Oct '18	\$28.9M	-24.1%



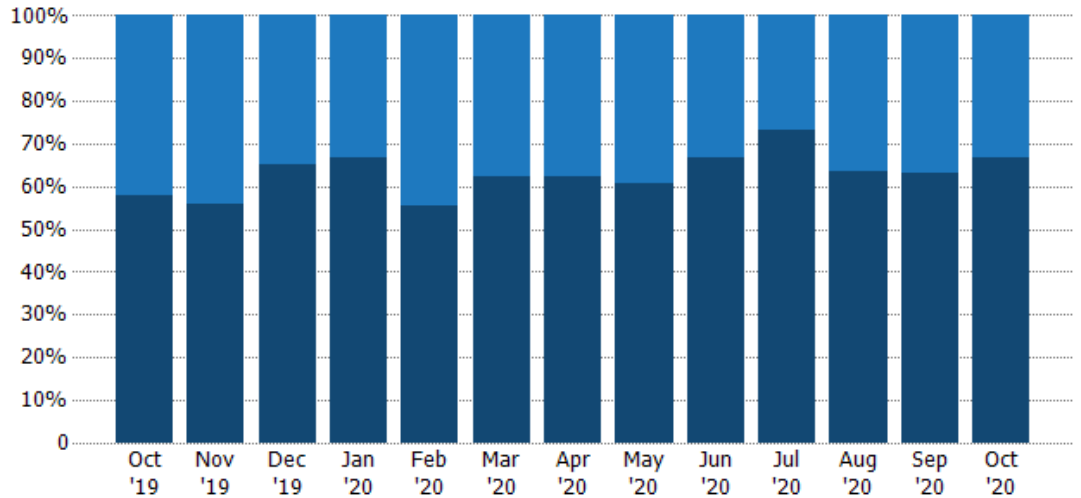
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$31M	\$21.7M	\$28.4M	\$32.1M	\$38.9M	\$57M	\$40.1M	\$27.2M	\$41.4M	\$55.8M	\$41.6M	\$54.2M	\$53.5M
Prior Year	\$28.9M	\$34.8M	\$26.2M	\$31M	\$38.7M	\$40.9M	\$44.9M	\$46.2M	\$30.8M	\$33.7M	\$31.4M	\$33.7M	\$31M
Percent Change from Prior Year	7%	-38%	8%	4%	1%	39%	-11%	-41%	34%	66%	32%	61%	72%

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



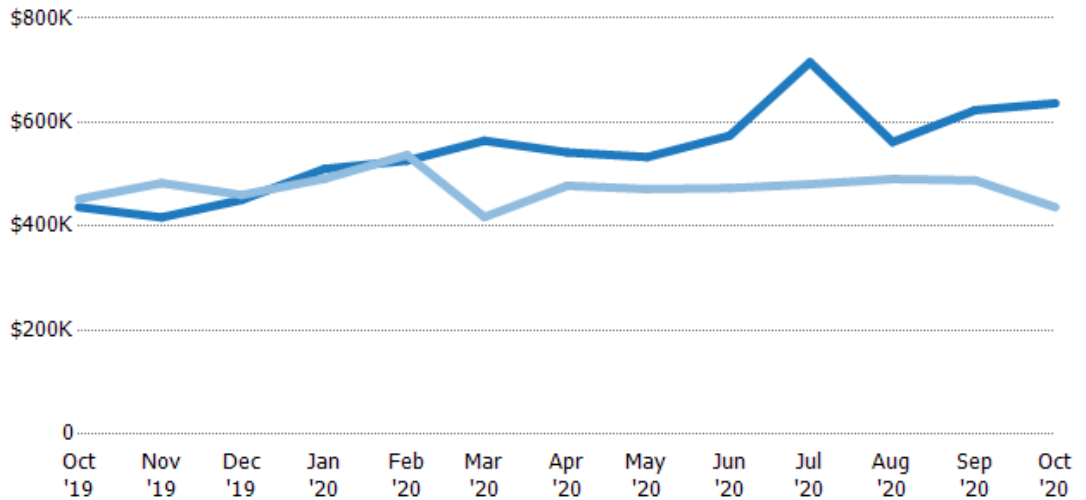
Condo/Townhouse	42%	44%	35%	33%	45%	38%	38%	39%	33%	27%	36%	37%	33%
Single Family Residence	58%	56%	65%	67%	55%	62%	62%	61%	67%	73%	64%	63%	67%

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	\$437K	\$417K	\$451K	\$510K	\$526K	\$564K	\$542K	\$533K	\$574K	\$715K	\$562K	\$623K	\$636K
Prior Year	\$452K	\$483K	\$460K	\$491K	\$537K	\$418K	\$478K	\$471K	\$473K	\$481K	\$491K	\$488K	\$437K
Percent Change from Prior Year	-3%	-14%	-2%	4%	-2%	35%	13%	13%	21%	49%	14%	28%	46%

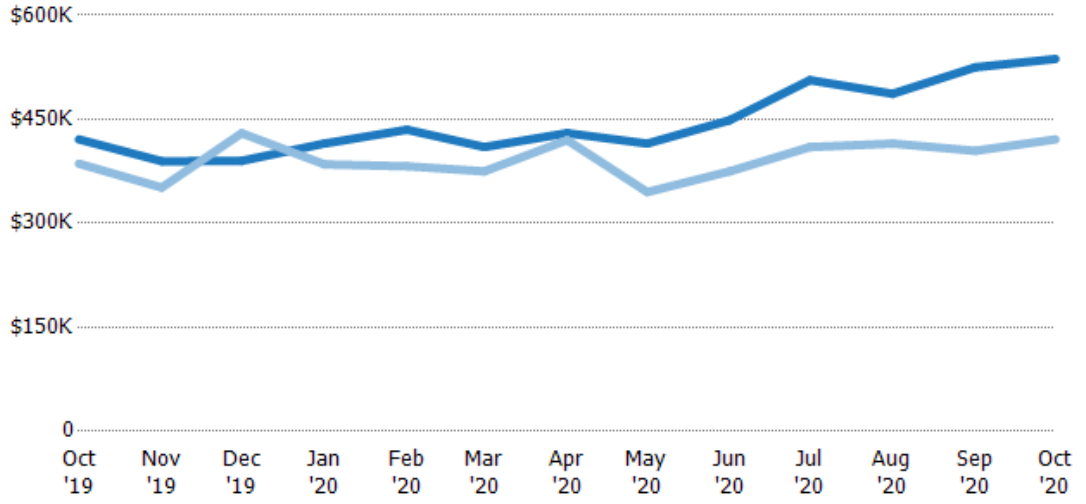
Median Sales Price

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.
Oct '20	\$537K	27.6%
Oct '19	\$421K	9.1%
Oct '18	\$386K	6.2%



Current Year	\$421K	\$390K	\$390K	\$415K	\$435K	\$410K	\$430K	\$415K	\$449K	\$507K	\$487K	\$525K	\$537K
Prior Year	\$386K	\$352K	\$430K	\$385K	\$382K	\$375K	\$420K	\$345K	\$375K	\$410K	\$415K	\$404K	\$421K
Percent Change from Prior Year	9%	11%	-9%	8%	14%	9%	2%	20%	20%	24%	17%	30%	28%

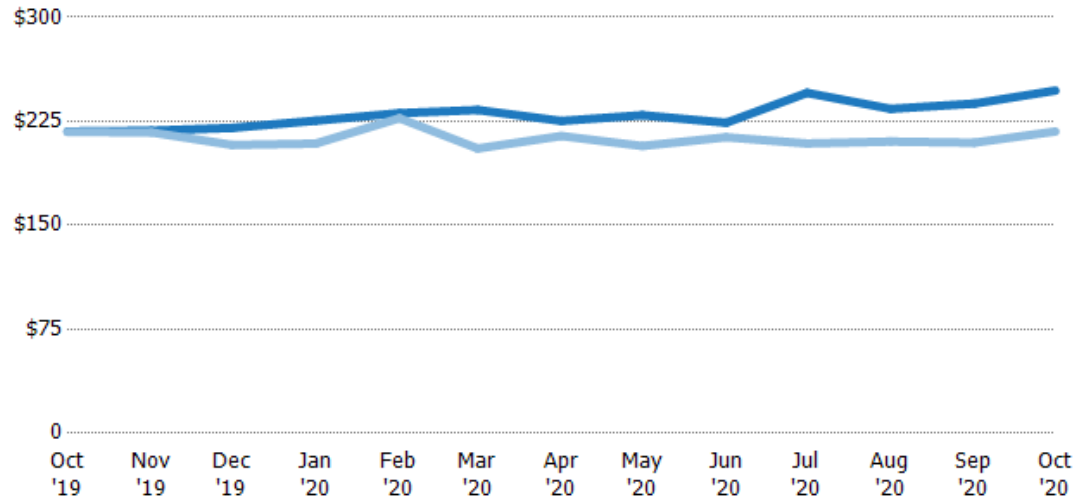
Average Sales Price per Sq Ft

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.
Oct '20	\$247	13.6%
Oct '19	\$218	0.1%
Oct '18	\$217	-12.3%



Current Year	\$218	\$218	\$220	\$225	\$231	\$233	\$225	\$229	\$224	\$245	\$234	\$238	\$247
Prior Year	\$217	\$217	\$208	\$209	\$227	\$205	\$214	\$207	\$213	\$209	\$210	\$210	\$218
Percent Change from Prior Year	0%	1%	6%	8%	2%	14%	5%	11%	5%	17%	11%	13%	14%

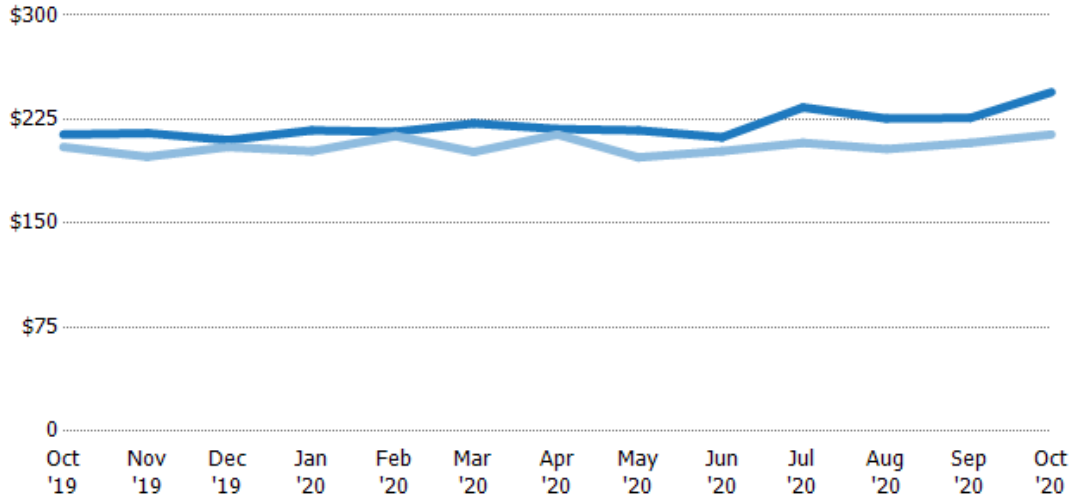
Median Sales Price per Sq Ft

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.
Oct '20	\$245	14.3%
Oct '19	\$214	4.4%
Oct '18	\$205	-6.8%



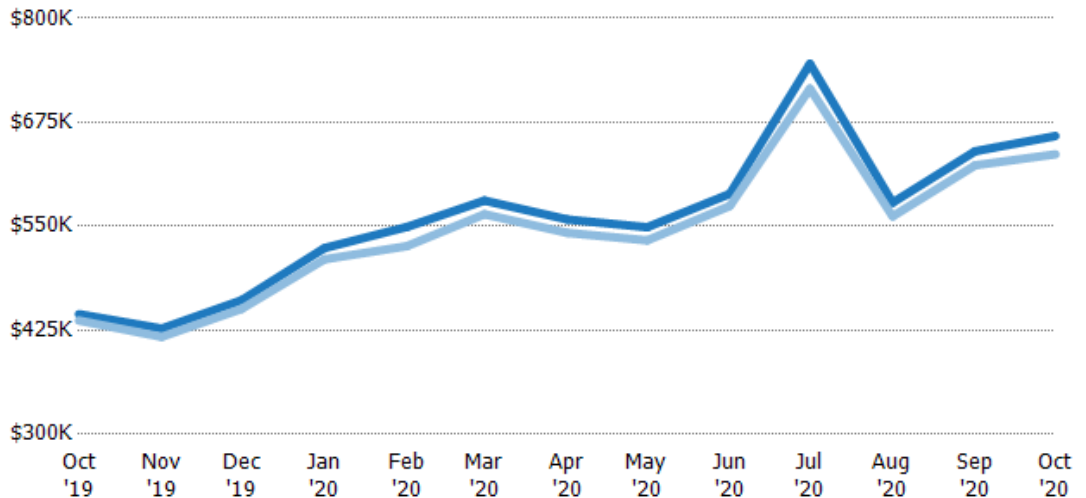
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$214	\$215	\$210	\$217	\$216	\$222	\$218	\$217	\$212	\$234	\$226	\$226	\$245
Prior Year	\$205	\$198	\$205	\$202	\$213	\$202	\$214	\$198	\$202	\$208	\$204	\$208	\$214
Percent Change from Prior Year	4%	9%	2%	7%	1%	10%	2%	10%	5%	12%	11%	9%	14%

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



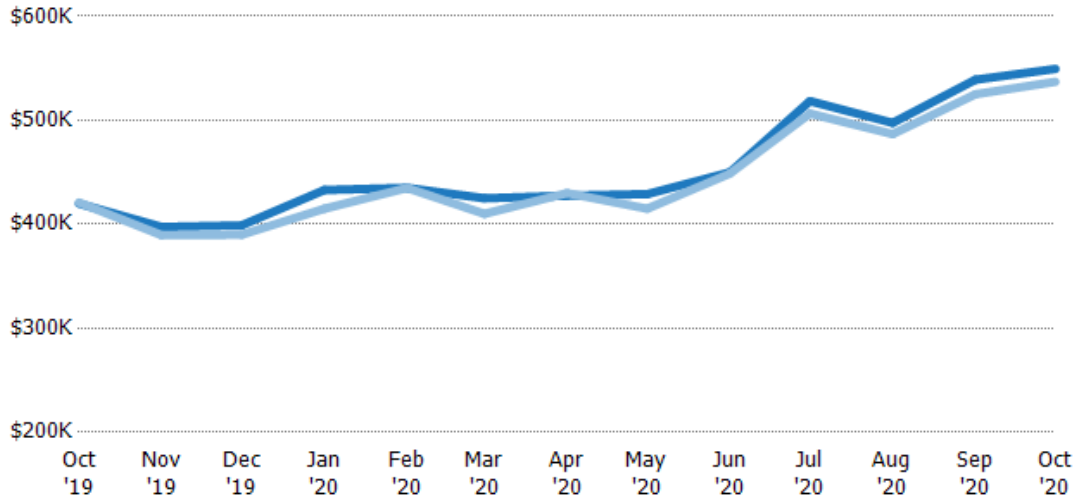
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg List Price	\$444K	\$427K	\$461K	\$524K	\$549K	\$581K	\$558K	\$549K	\$589K	\$745K	\$578K	\$640K	\$658K
Avg Sales Price	\$437K	\$417K	\$451K	\$510K	\$526K	\$564K	\$542K	\$533K	\$574K	\$715K	\$562K	\$623K	\$636K
Avg Sales Price as a % of Avg List Price	98%	98%	98%	97%	96%	97%	97%	97%	98%	96%	97%	97%	97%

Median Sales Price vs Median Listing Price

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

Filters Used

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

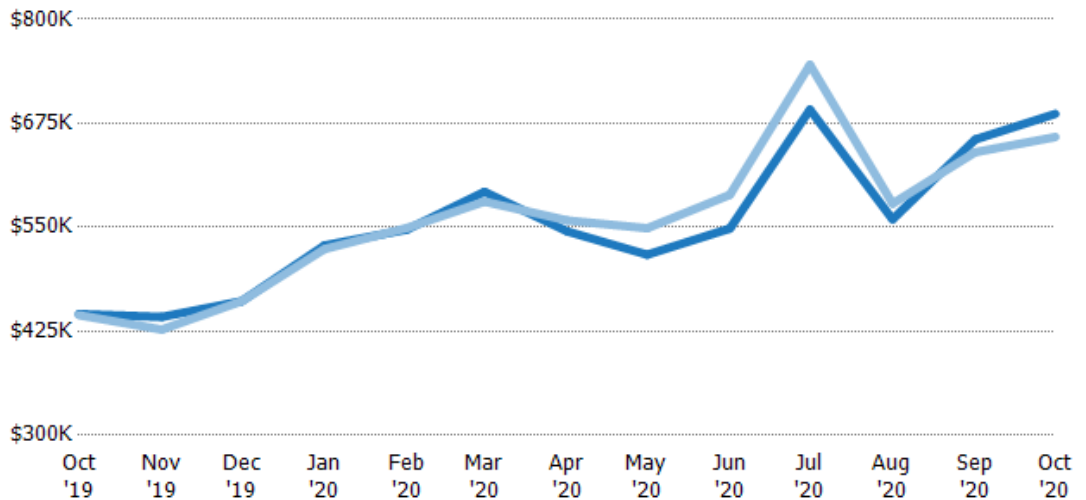


Average Sales Price vs Average Est Value

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

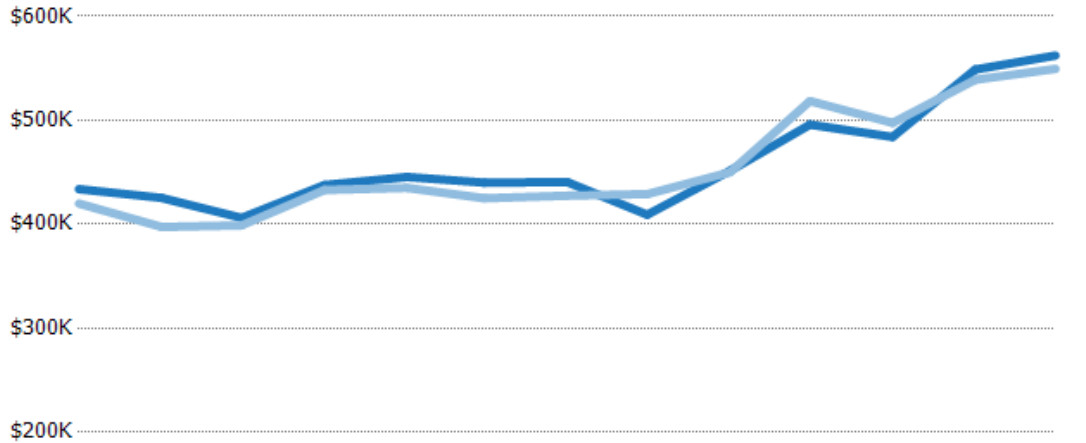


Median Sales Price vs Median Est Value

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



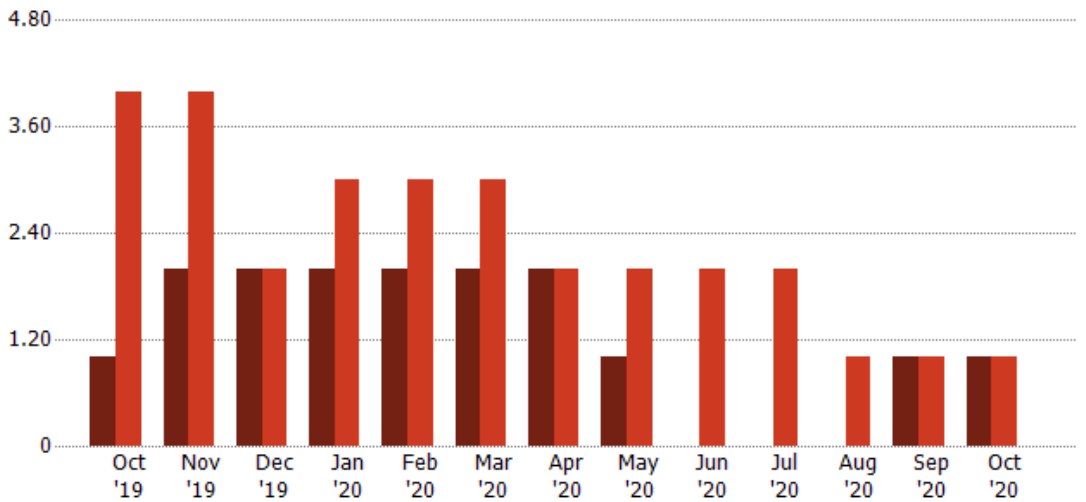
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median Est Value	\$434K	\$425K	\$406K	\$438K	\$445K	\$440K	\$441K	\$409K	\$451K	\$496K	\$484K	\$549K	\$562K
Median Sales Price	\$420K	\$397K	\$399K	\$433K	\$435K	\$425K	\$428K	\$429K	\$450K	\$518K	\$498K	\$539K	\$549K
Med Sales Price as a % of Med Est Value	97%	93%	98%	99%	98%	97%	97%	105%	100%	105%	103%	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



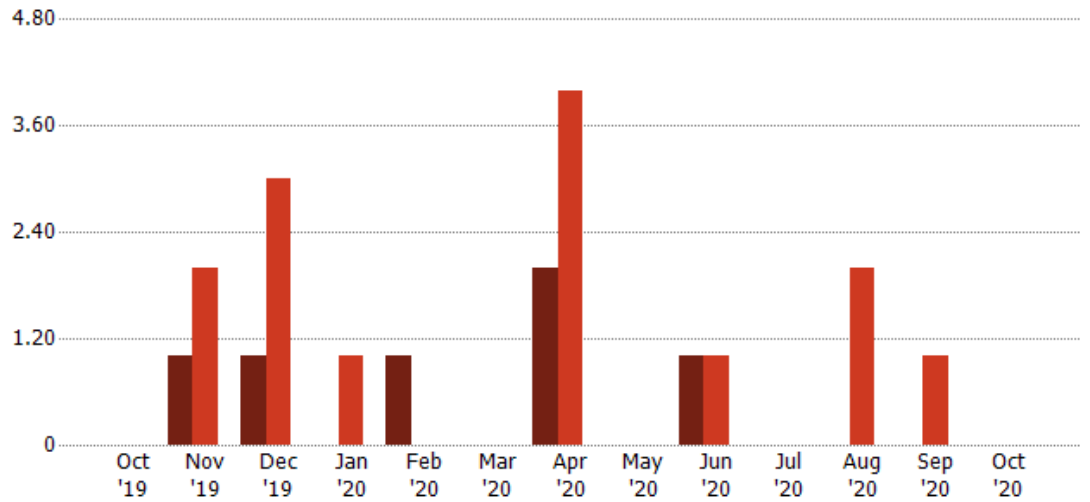
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	1	2	2	2	2	2	2	1	-	-	-	1	1
Prior Year	4	4	2	3	3	3	2	2	2	2	1	1	1
Percent Change from Prior Year	-75%	-50%	0%	-33%	-33%	-33%	0%	-50%	-100%	-100%	-100%	0%	0%

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	-
Percent Change from Prior Year	-	-50%	-67%	-100%	100%	-	-50%	-	0%	-	-100%	-100%	-



Sales Activity by ZIP

Oct 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	136	\$87,916,720	84	\$53,465,555	\$636,495	\$537,000	\$241	\$238	29

