

**2021**

# **FOUNTAIN HILLS**

## MARKET REPORT

### January 2021



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	Jan 2021	Jan 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	89	123	-27.6%	1,175	1,154	+1.8%
New Listing Volume	\$57,134,400	\$78,255,775	-27%	\$757,788,001	\$679,328,407	+11.5%
Active Listing Count	151	251	-39.8%	N/A	N/A	
Active Listing Volume	\$140,176,233	\$230,898,229	-39.3%	N/A	N/A	
Average Listing Price	\$928,319	\$919,913	+0.9%	\$898,598	\$810,287	+10.9%
Median Listing Price	\$599,000	\$650,000	-7.8%	\$646,622	\$572,081	+13%
Average Listing Price per Sq Ft	\$286	\$253	+12.7%	\$265	\$239	+10.7%
Median Listing Price per Sq Ft	\$267	\$235	+13.4%	\$243	\$222	+9.8%
Median Days in RPR	34	68	-50%	55.94	72.36	-22.7%
Months of Inventory	1.3	3.9	-65.6%	2.4	4	-39.8%
Absorption Rate	74.17%	25.5%	+48.7%	41.72%	25.1%	+16.6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	87	119	-26.9%	1,445	1,297	+11.4%
New Pending Sales Volume	\$54,147,416	\$60,821,616	-11%	\$882,914,070	\$652,839,764	+35.2%
Pending Sales Count	72	84	-14.3%	N/A	N/A	
Pending Sales Volume	\$52,322,677	\$50,581,066	+3.4%	N/A	N/A	
Closed Sales Count	82	63	+30.2%	1,048	944	+11%
Closed Sales Volume	\$56,405,549	\$32,146,325	+75.5%	\$619,588,414	\$445,577,244	+39.1%
Average Sales Price	\$687,873	\$510,259	+34.8%	\$591,210	\$472,010	+25.3%
Median Sales Price	\$544,950	\$415,000	+31.3%	\$471,087	\$392,566	+20%
Average Sales Price per Sq Ft	\$253	\$225	+12%	\$239	\$214	+11.5%
Median Sales Price per Sq Ft	\$242	\$217	+11.3%	\$229	\$208	+10%
<b>Distressed Charts Metrics</b>						
Distressed Listing Count	-	1	-	N/A	N/A	

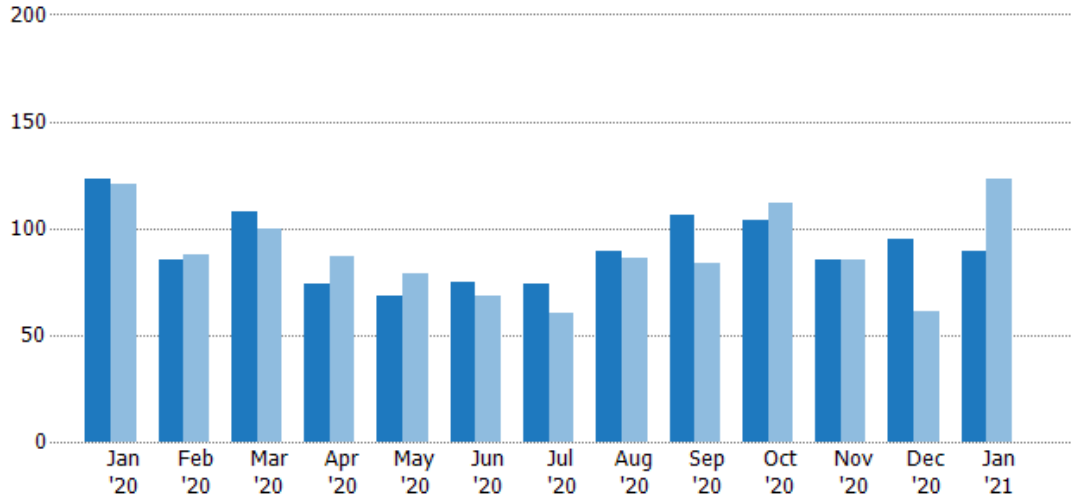
## New Listings

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.
Jan '21	89	-27.6%
Jan '20	123	1.7%
Jan '19	121	-6.6%



Current Year	123	85	108	74	68	75	74	89	106	104	85	95	89
Prior Year	121	88	100	87	79	68	60	86	84	112	85	61	123
Percent Change from Prior Year	2%	-3%	8%	-15%	-14%	10%	23%	3%	26%	-7%	0%	56%	-28%

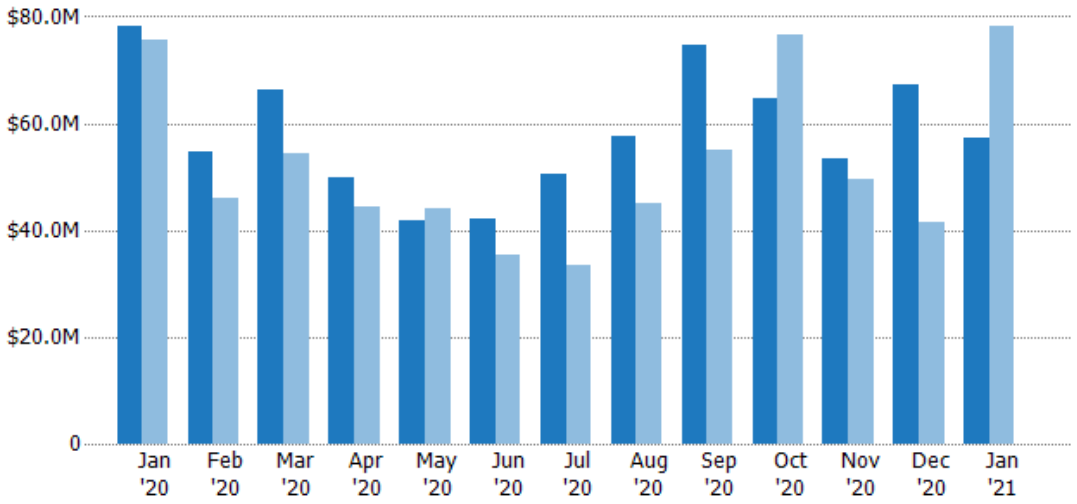
## New Listing Volume

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.
Jan '21	\$57.1M	-27%
Jan '20	\$78.3M	3.4%
Jan '19	\$75.7M	-9.1%



Current Year	\$78.3M	\$54.7M	\$66.3M	\$49.8M	\$41.8M	\$42.1M	\$50.3M	\$57.5M	\$74.6M	\$64.6M	\$53.3M	\$67.3M	\$57.1M
Prior Year	\$75.7M	\$45.9M	\$54.4M	\$44.3M	\$44.1M	\$35.4M	\$33.5M	\$45.1M	\$54.9M	\$76.6M	\$49.4M	\$41.6M	\$78.3M
Percent Change from Prior Year	3%	19%	22%	12%	-5%	19%	50%	27%	36%	-16%	8%	62%	-27%

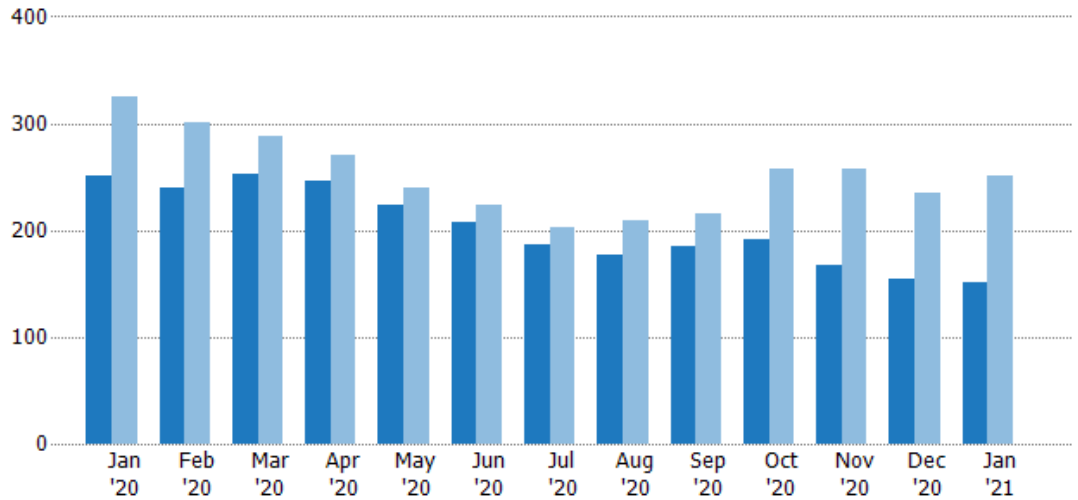
## Active Listings

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.
Jan '21	151	-39.8%
Jan '20	251	-22.8%
Jan '19	325	11.1%



Current Year	251	240	253	246	224	207	187	177	185	191	167	154	151
Prior Year	325	301	288	271	240	223	202	209	216	258	258	235	251
Percent Change from Prior Year	-23%	-20%	-12%	-9%	-7%	-7%	-7%	-15%	-14%	-26%	-35%	-34%	-40%

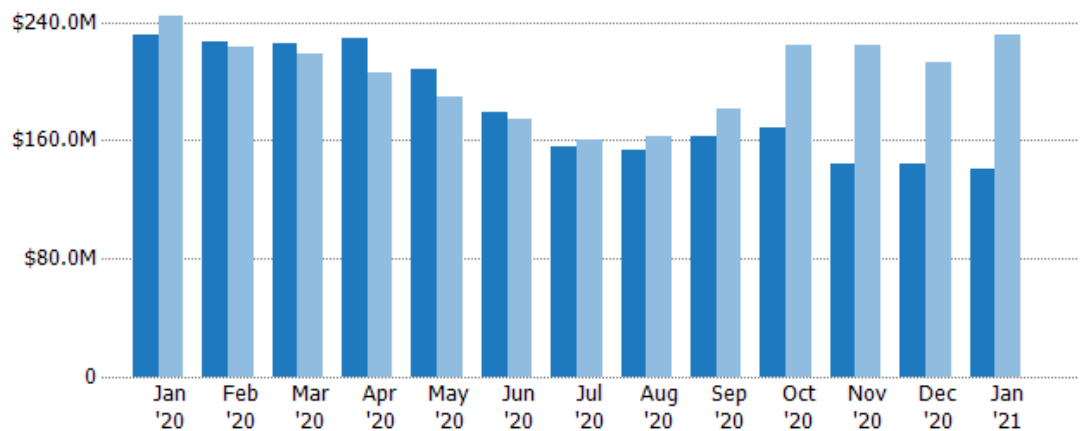
## Active Listing Volume

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.
Jan '21	\$140M	-39.3%
Jan '20	\$231M	-5.5%
Jan '19	\$244M	8.1%



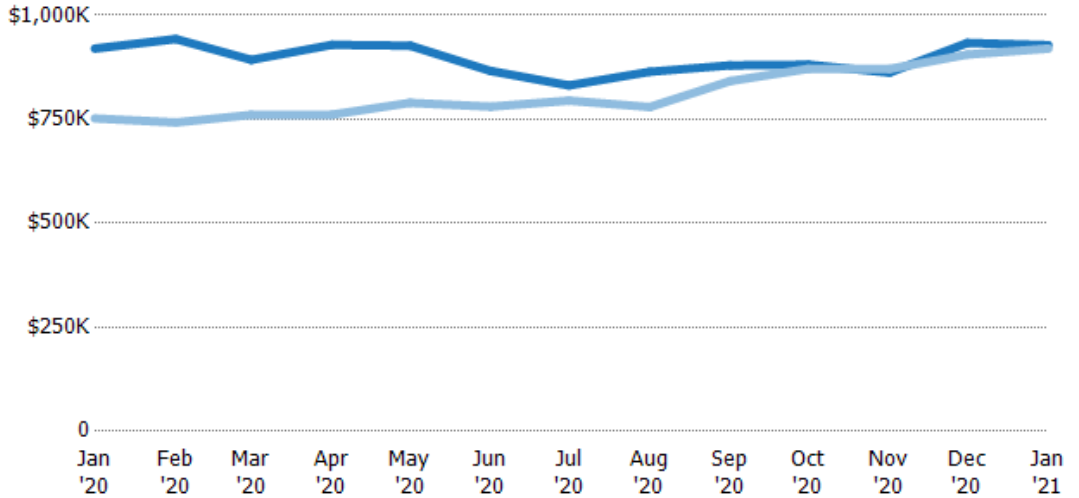
Current Year	\$231M	\$226M	\$226M	\$229M	\$208M	\$179M	\$155M	\$153M	\$163M	\$168M	\$144M	\$144M	\$140M
Prior Year	\$244M	\$223M	\$219M	\$206M	\$189M	\$174M	\$161M	\$163M	\$182M	\$225M	\$225M	\$213M	\$231M
Percent Change from Prior Year	-6%	1%	3%	11%	10%	3%	-3%	-6%	-11%	-25%	-36%	-32%	-39%

## 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.
Jan '21	\$928K	0.9%
Jan '20	\$920K	22.3%
Jan '19	\$752K	-2.7%

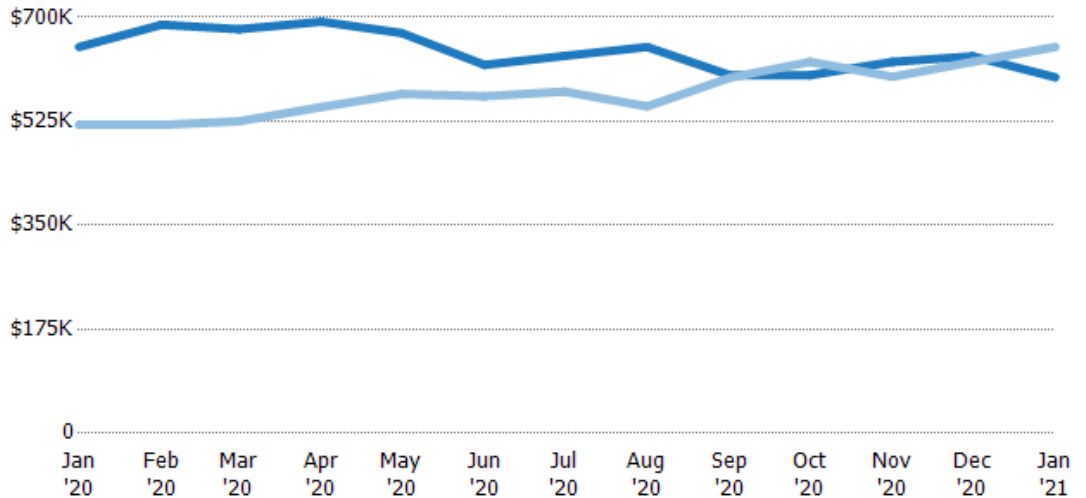
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$920K	\$943K	\$893K	\$929K	\$927K	\$866K	\$831K	\$864K	\$880K	\$881K	\$862K	\$934K	\$928K
Prior Year	\$752K	\$742K	\$761K	\$761K	\$789K	\$780K	\$795K	\$779K	\$842K	\$871K	\$871K	\$906K	\$920K
Percent Change from Prior Year	22%	27%	17%	22%	17%	11%	5%	11%	4%	1%	-1%	3%	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.
Jan '21	\$599K	-7.8%
Jan '20	\$650K	25.2%
Jan '19	\$519K	1.9%

	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$650K	\$688K	\$680K	\$693K	\$673K	\$620K	\$635K	\$650K	\$603K	\$603K	\$625K	\$634K	\$599K
Prior Year	\$519K	\$519K	\$525K	\$549K	\$571K	\$567K	\$575K	\$550K	\$598K	\$625K	\$600K	\$625K	\$650K
Percent Change from Prior Year	25%	32%	30%	26%	18%	9%	10%	18%	1%	-4%	4%	2%	-8%

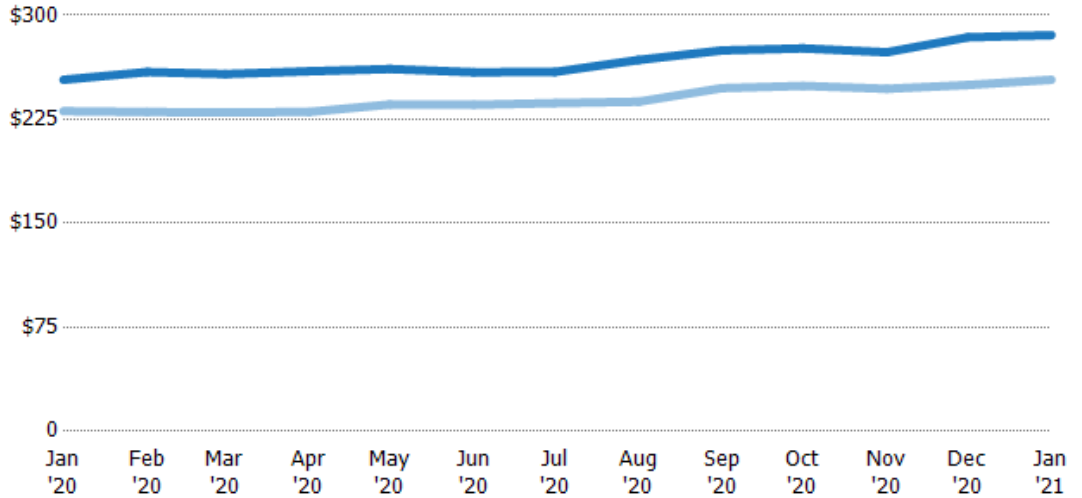
## Average Listing Price per Sq Ft

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.
Jan '21	\$286	12.7%
Jan '20	\$253	9.8%
Jan '19	\$231	-4.4%



Current Year	\$253	\$259	\$258	\$260	\$261	\$259	\$259	\$268	\$275	\$276	\$273	\$284	\$286
Prior Year	\$231	\$230	\$230	\$230	\$236	\$235	\$237	\$238	\$247	\$249	\$247	\$250	\$253
Percent Change from Prior Year	10%	13%	12%	13%	11%	10%	9%	13%	11%	11%	11%	14%	13%

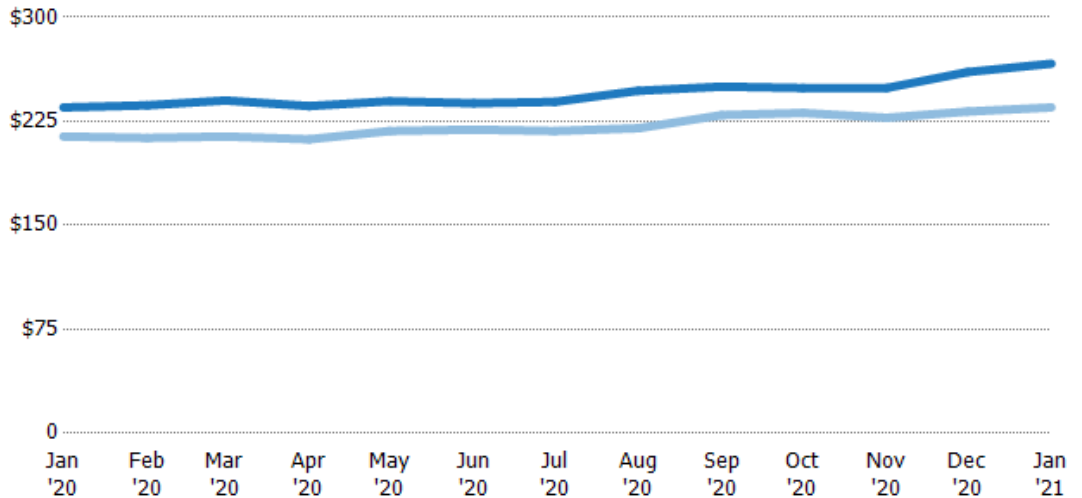
## Median Listing Price per Sq Ft

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.
Jan '21	\$267	13.4%
Jan '20	\$235	9.8%
Jan '19	\$214	-5.6%



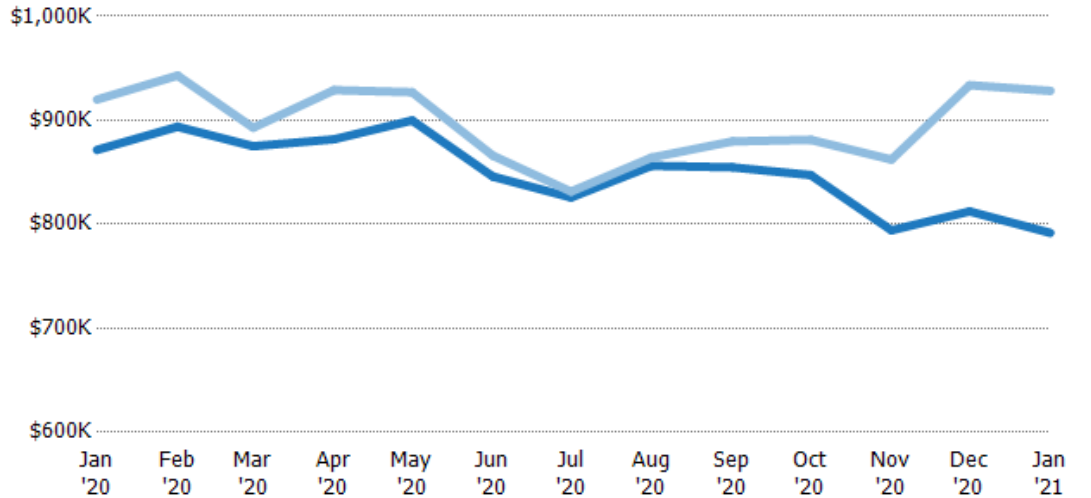
Current Year	\$235	\$237	\$240	\$236	\$240	\$238	\$239	\$247	\$250	\$249	\$249	\$261	\$267
Prior Year	\$214	\$213	\$214	\$212	\$218	\$219	\$218	\$220	\$230	\$231	\$228	\$232	\$235
Percent Change from Prior Year	10%	11%	12%	11%	10%	9%	10%	12%	9%	8%	9%	12%	13%

## 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



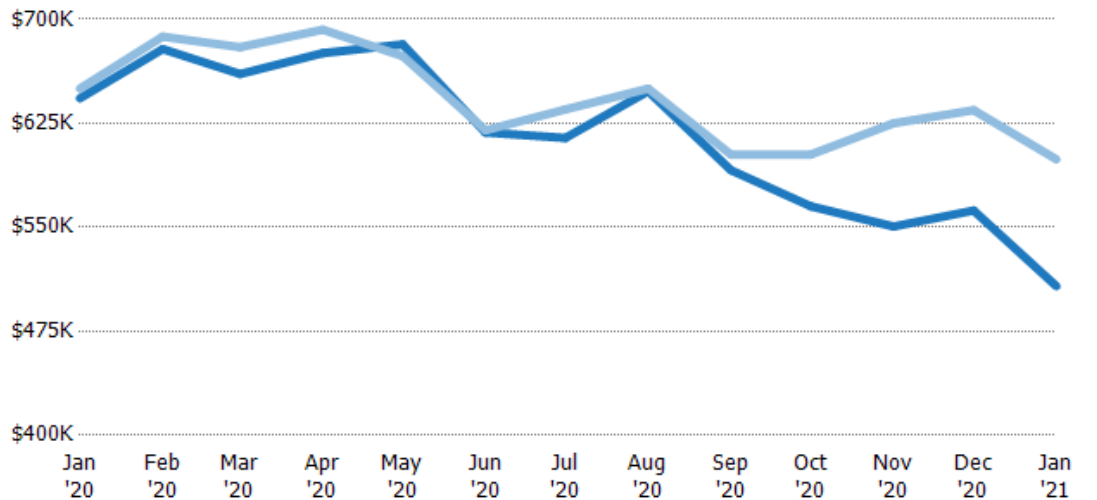
Avg Est Value	\$871K	\$894K	\$875K	\$882K	\$900K	\$846K	\$826K	\$856K	\$855K	\$847K	\$794K	\$812K	\$792K
Avg Listing Price	\$920K	\$943K	\$893K	\$929K	\$927K	\$866K	\$831K	\$864K	\$880K	\$881K	\$862K	\$934K	\$928K
Avg Listing Price as a % of Avg Est Value	106%	106%	102%	105%	103%	102%	101%	101%	103%	104%	109%	115%	117%

## 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	\$643K	\$679K	\$661K	\$676K	\$682K	\$618K	\$614K	\$648K	\$591K	\$565K	\$551K	\$562K	\$508K
Median Listing Price	\$650K	\$688K	\$680K	\$693K	\$673K	\$620K	\$635K	\$650K	\$603K	\$603K	\$625K	\$634K	\$599K
Med Listing Price as a % of Med Est Value	101%	101%	103%	103%	99%	100%	103%	100%	102%	107%	114%	113%	118%

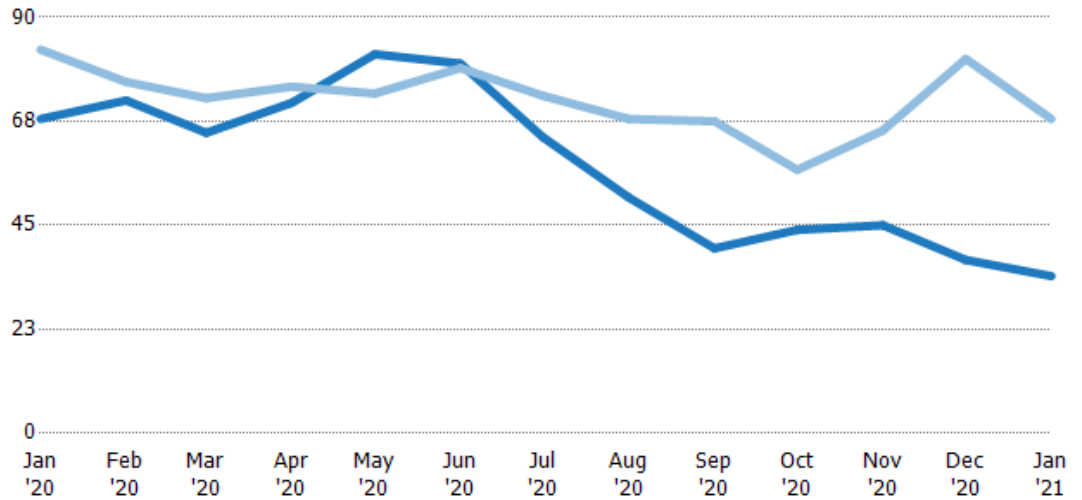
## Median Days in RPR

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

Month/ Year	Days	% Chg.
Jan '21	34	-50%
Jan '20	68	-18.1%
Jan '19	83	2.4%



Current Year	68	72	65	71.5	82	80	64	51	40	44	45	37.5	34
Prior Year	83	76	72.5	75	73.5	79	73	68	67.5	57	65.5	81	68
Percent Change from Prior Year	-18%	-5%	-10%	-5%	12%	1%	-12%	-25%	-41%	-23%	-31%	-54%	-50%

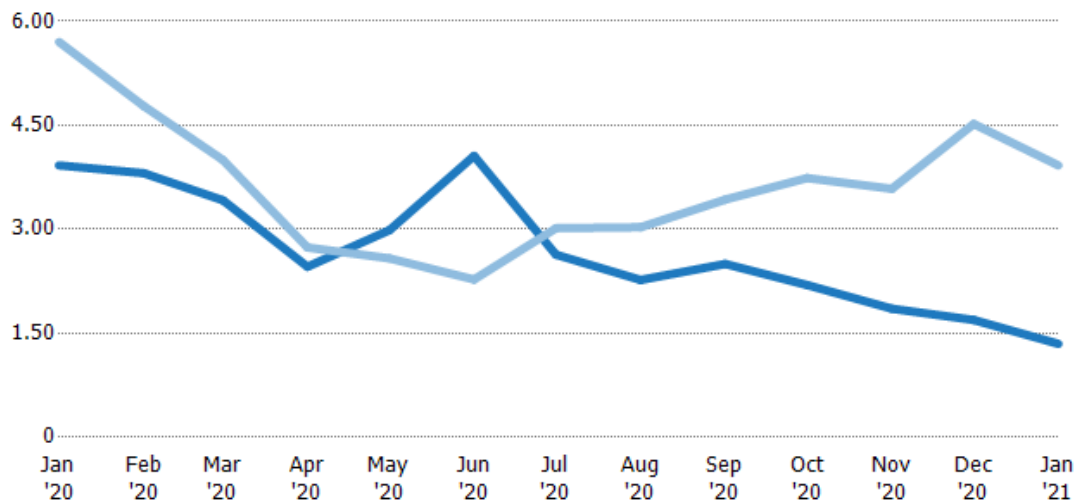
## Months of Inventory

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.
Jan '21	1.35	-65.6%
Jan '20	3.92	-31.2%
Jan '19	5.7	-15.6%



Current Year	3.92	3.81	3.42	2.46	2.99	4.06	2.63	2.27	2.5	2.2	1.86	1.69	1.35
Prior Year	5.7	4.78	4	2.74	2.58	2.28	3.01	3.03	3.43	3.74	3.58	4.52	3.92
Percent Change from Prior Year	-31%	-20%	-15%	-10%	16%	78%	-13%	-25%	-27%	-41%	-48%	-63%	-66%



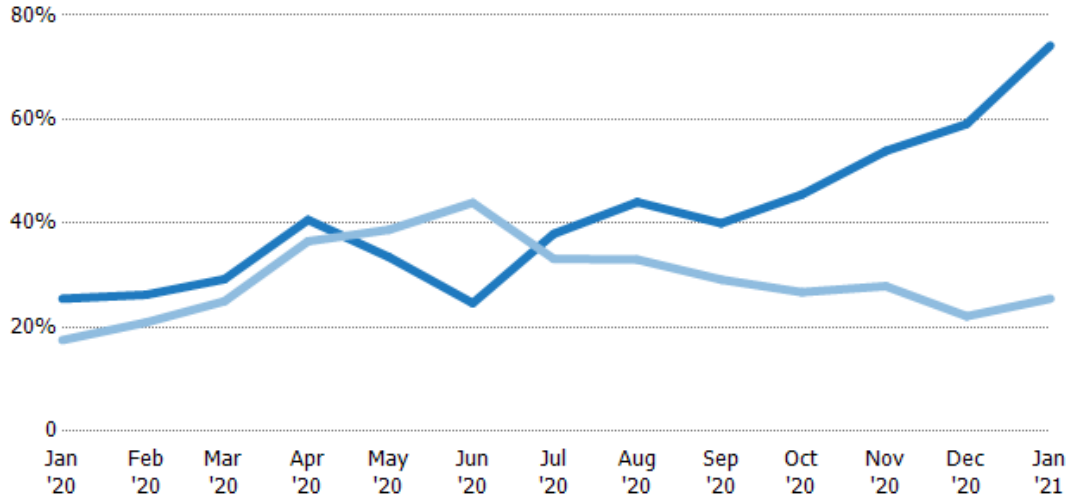
## Absorption Rate

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.
Jan '21	74%	-48.7%
Jan '20	25%	-8%
Jan '19	18%	18.5%



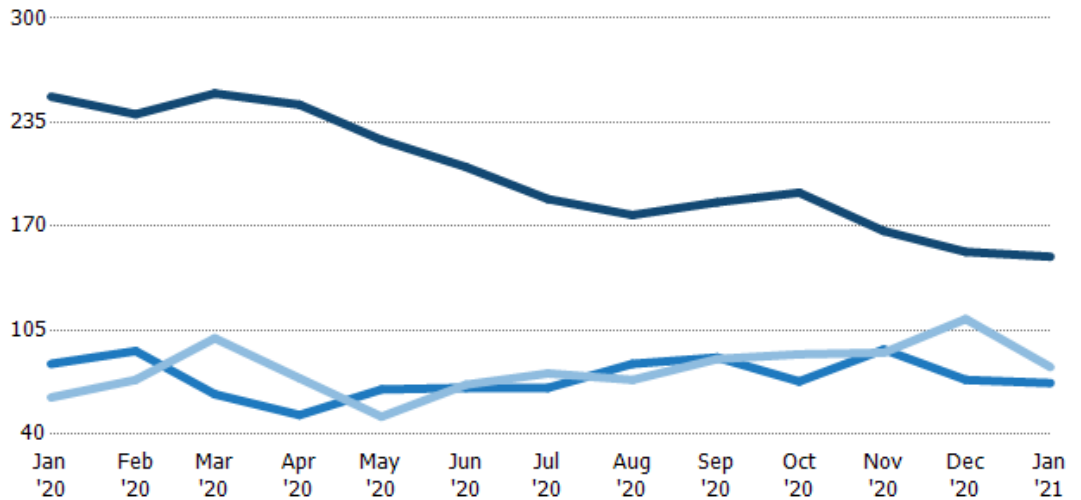
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	25%	26%	29%	41%	33%	25%	38%	44%	40%	46%	54%	59%	74%
Prior Year	18%	21%	25%	37%	39%	44%	33%	33%	29%	27%	28%	22%	25%
Change from Prior Year	-8%	-5%	-4%	-4%	5%	19%	-5%	-11%	-11%	-19%	-26%	-37%	-49%

## 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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Active	251	240	253	246	224	207	187	177	185	191	167	154	151
Pending	84	92	65	52	68	69	69	84	88	73	93	74	72
Sold	63	74	100	75	51	71	78	74	87	90	91	112	82

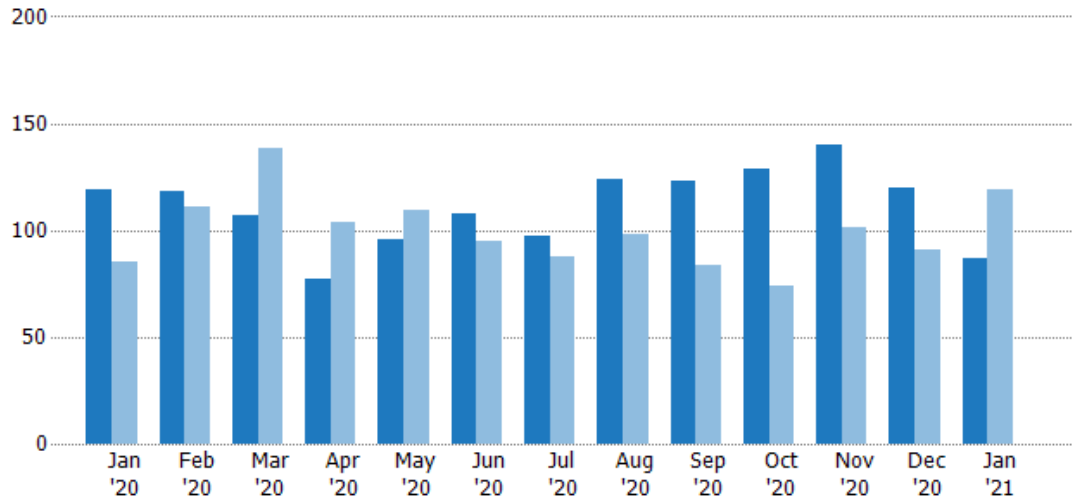
## New Pending Sales

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.
Jan '21	87	-26.9%
Jan '20	119	40%
Jan '19	85	3.5%



Current Year	119	118	107	77	96	108	97	124	123	129	140	120	87
Prior Year	85	111	138	104	109	95	88	98	84	74	101	91	119
Percent Change from Prior Year	40%	6%	-22%	-26%	-12%	14%	10%	27%	46%	74%	39%	32%	-27%

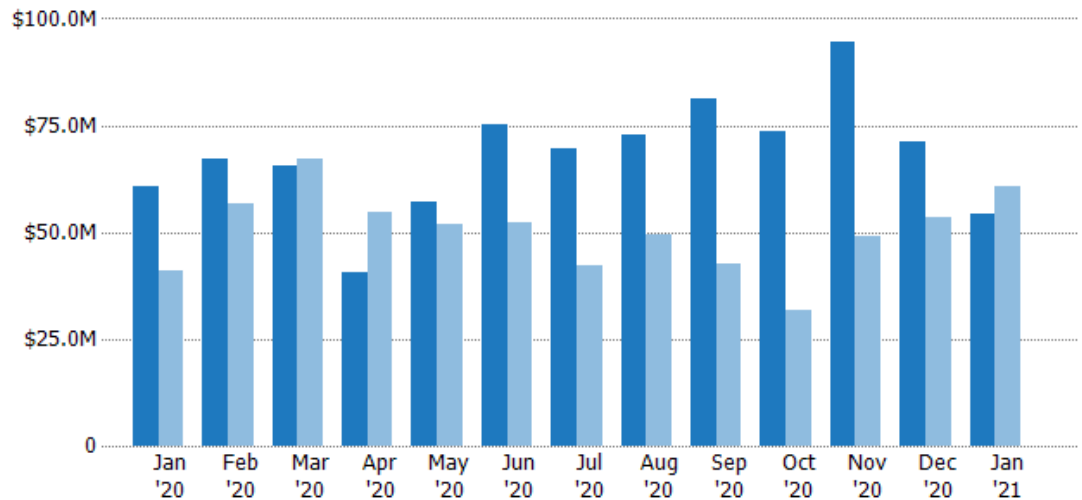
## New Pending Sales Volume

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.
Jan '21	\$54.1M	-11%
Jan '20	\$60.8M	48.1%
Jan '19	\$41.1M	-7.5%



Current Year	\$60.8M	\$67.2M	\$65.5M	\$40.6M	\$57M	\$75.1M	\$69.4M	\$72.8M	\$81.2M	\$73.4M	\$94.4M	\$71.3M	\$54.1M
Prior Year	\$41.1M	\$56.9M	\$67.2M	\$54.6M	\$51.8M	\$52.1M	\$42.3M	\$49.4M	\$42.7M	\$31.6M	\$49M	\$53.4M	\$60.8M
Percent Change from Prior Year	48%	18%	-2%	-26%	10%	44%	64%	47%	90%	132%	93%	34%	-11%

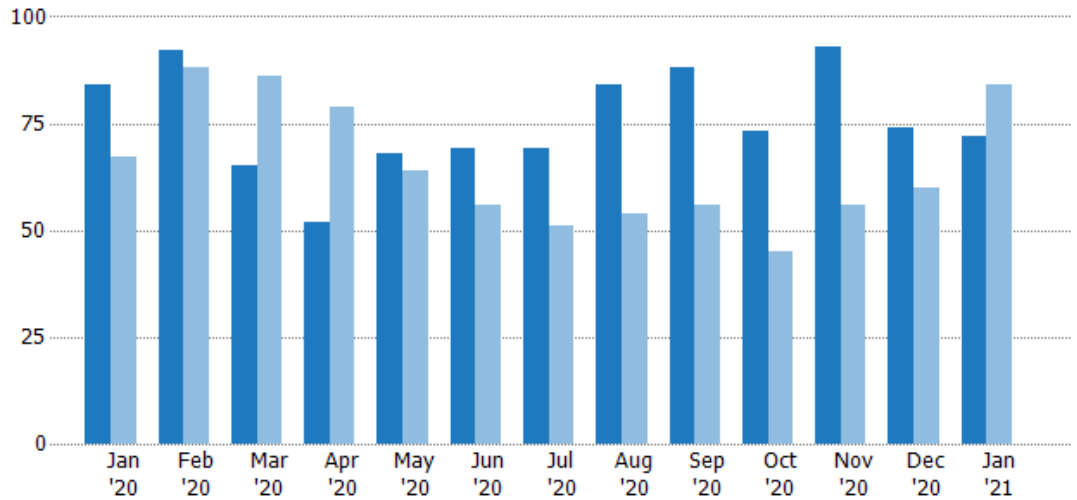
## Pending Sales

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.
Jan '21	72	-14.3%
Jan '20	84	25.4%
Jan '19	67	3%



Current Year	84	92	65	52	68	69	69	84	88	73	93	74	72
Prior Year	67	88	86	79	64	56	51	54	56	45	56	60	84
Percent Change from Prior Year	25%	5%	-24%	-34%	6%	23%	35%	56%	57%	62%	66%	23%	-14%

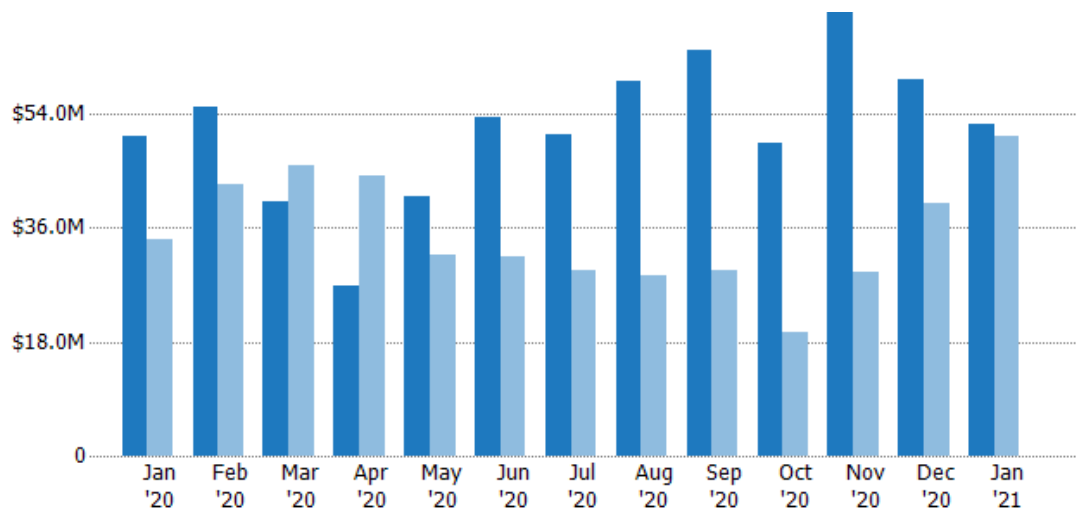
## Pending Sales Volume

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.
Jan '21	\$52.3M	3.4%
Jan '20	\$50.6M	47.5%
Jan '19	\$34.3M	-11.6%



Current Year	\$50.6M	\$55M	\$40.1M	\$26.8M	\$40.9M	\$53.5M	\$50.7M	\$59.1M	\$64.1M	\$49.4M	\$70M	\$59.5M	\$52.3M
Prior Year	\$34.3M	\$42.9M	\$45.9M	\$44.2M	\$31.8M	\$31.5M	\$29.2M	\$28.6M	\$29.4M	\$19.5M	\$29M	\$39.8M	\$50.6M
Percent Change from Prior Year	48%	28%	-13%	-39%	28%	70%	73%	107%	118%	153%	142%	50%	3%

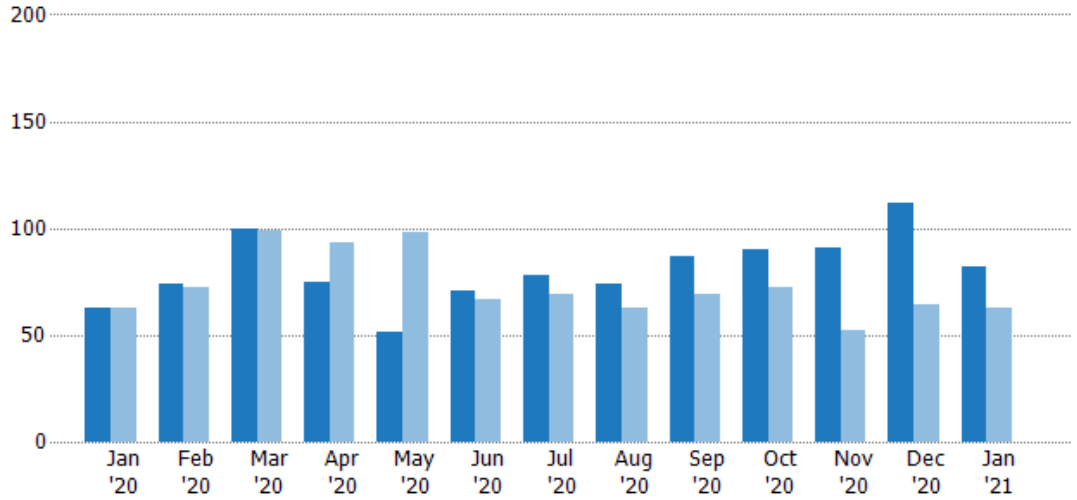
## Closed Sales

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.
Jan '21	82	30.2%
Jan '20	63	0%
Jan '19	63	1.6%



Current Year	63	74	100	75	51	71	78	74	87	90	91	112	82
Prior Year	63	72	99	93	98	67	69	63	69	72	52	64	63
Percent Change from Prior Year	0%	3%	1%	-19%	-48%	6%	13%	17%	26%	25%	75%	75%	30%

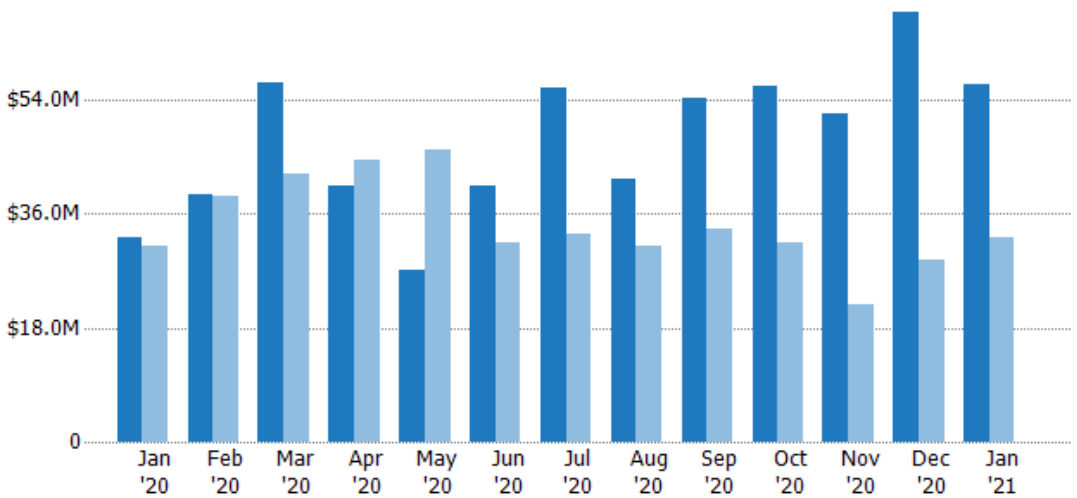
## Closed Sales Volume

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.
Jan '21	\$56.4M	75.5%
Jan '20	\$32.1M	3.9%
Jan '19	\$31M	-14.9%



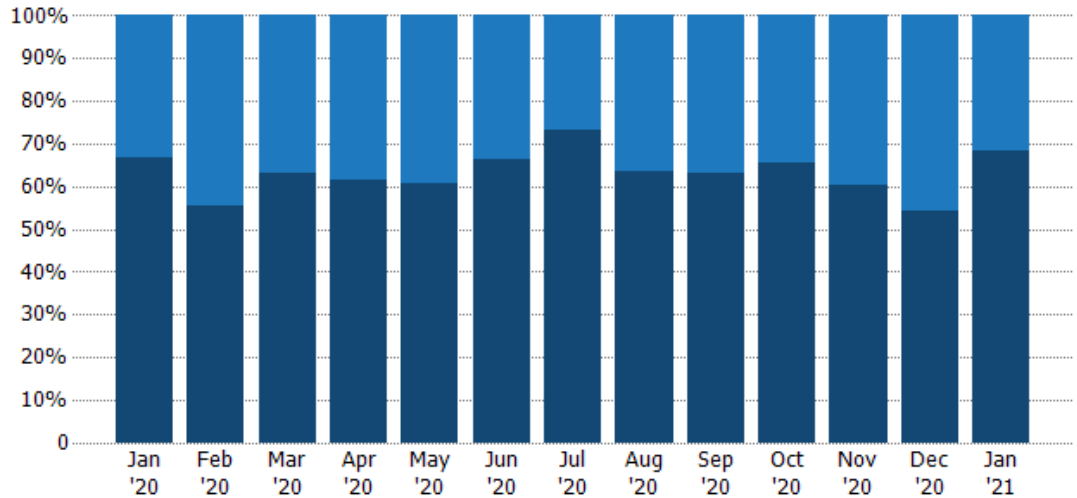
Current Year	\$32.1M	\$38.9M	\$56.8M	\$40.4M	\$27.2M	\$40.4M	\$55.8M	\$41.6M	\$54.2M	\$56.1M	\$51.8M	\$67.8M	\$56.4M
Prior Year	\$31M	\$38.7M	\$42.2M	\$44.6M	\$46.2M	\$31.5M	\$32.9M	\$30.8M	\$33.7M	\$31.4M	\$21.7M	\$28.8M	\$32.1M
Percent Change from Prior Year	4%	1%	35%	-9%	-41%	28%	70%	35%	61%	79%	139%	135%	75%

## 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



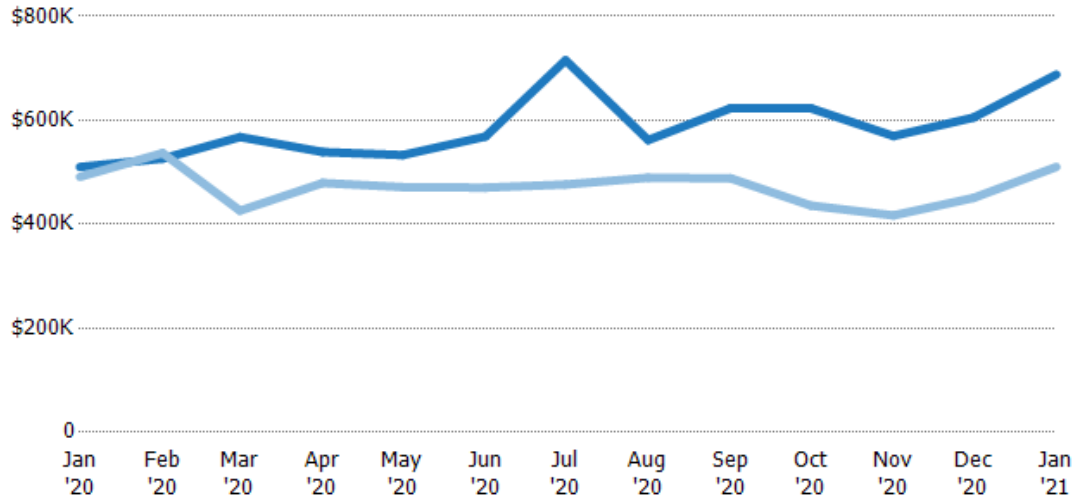
Condo/Townhouse	33%	45%	37%	39%	39%	34%	27%	36%	37%	34%	40%	46%	32%
Single Family Residence	67%	55%	63%	61%	61%	66%	73%	64%	63%	66%	60%	54%	68%

## 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	\$510K	\$526K	\$568K	\$539K	\$533K	\$569K	\$715K	\$562K	\$623K	\$623K	\$570K	\$605K	\$688K
Prior Year	\$491K	\$537K	\$426K	\$479K	\$471K	\$470K	\$476K	\$490K	\$488K	\$436K	\$417K	\$451K	\$510K
Percent Change from Prior Year	4%	-2%	33%	12%	13%	21%	50%	15%	28%	43%	37%	34%	35%

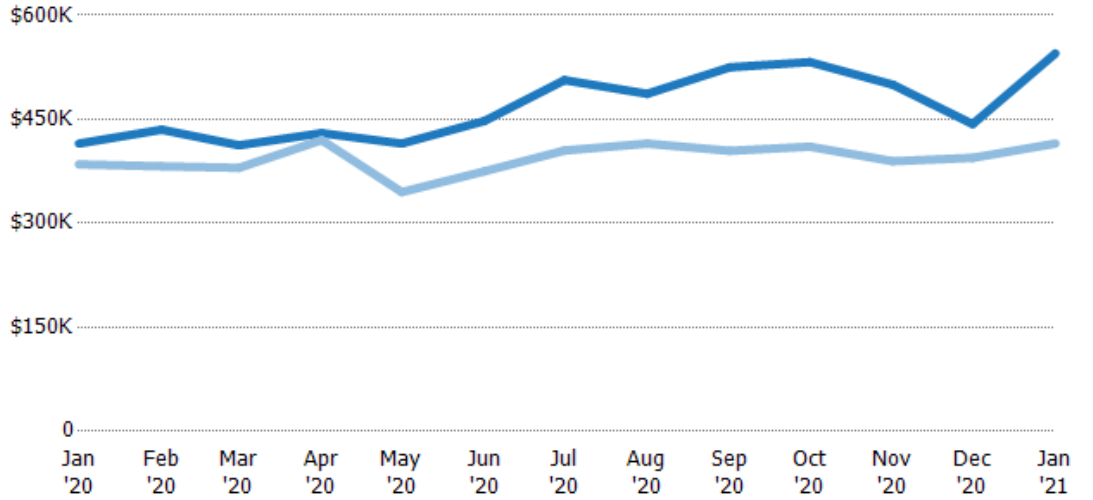
## Median Sales Price

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.
Jan '21	\$545K	31.3%
Jan '20	\$415K	7.8%
Jan '19	\$385K	-6.9%



Current Year	\$415K	\$435K	\$413K	\$430K	\$415K	\$448K	\$507K	\$487K	\$525K	\$533K	\$500K	\$443K	\$545K
Prior Year	\$385K	\$382K	\$380K	\$420K	\$345K	\$375K	\$405K	\$415K	\$404K	\$411K	\$390K	\$394K	\$415K
Percent Change from Prior Year	8%	14%	9%	2%	20%	19%	25%	17%	30%	30%	28%	12%	31%

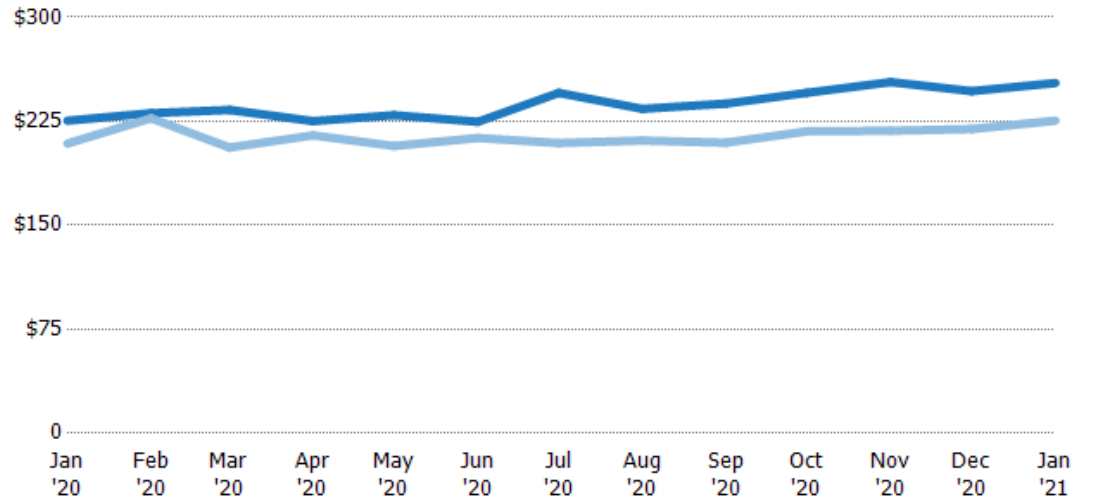
## Average Sales Price per Sq Ft

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.
Jan '21	\$253	12%
Jan '20	\$225	7.9%
Jan '19	\$209	-7.8%



Current Year	\$225	\$231	\$233	\$225	\$229	\$225	\$245	\$234	\$238	\$246	\$253	\$247	\$253
Prior Year	\$209	\$227	\$206	\$215	\$207	\$213	\$209	\$211	\$210	\$218	\$218	\$219	\$225
Percent Change from Prior Year	8%	2%	13%	5%	11%	5%	17%	11%	13%	13%	16%	12%	12%

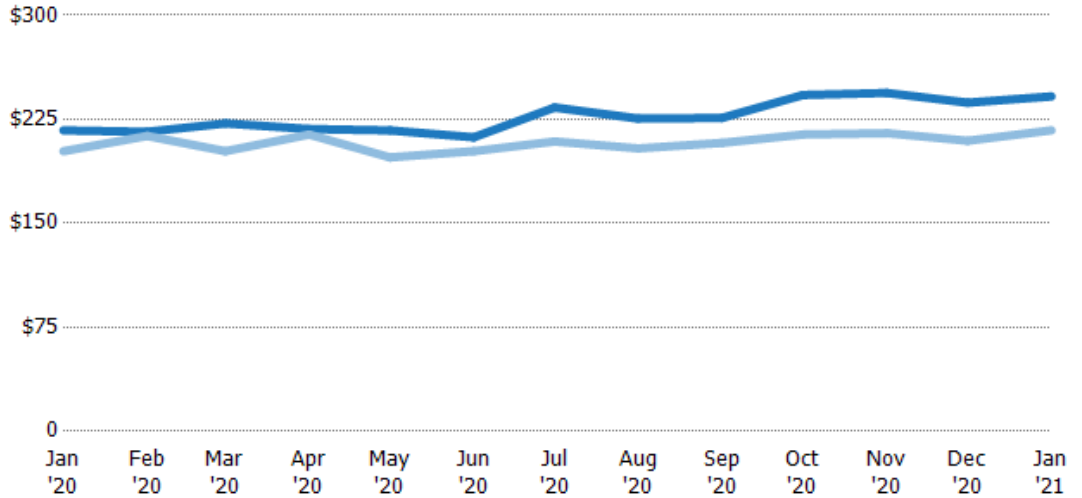
## Median Sales Price per Sq Ft

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.
Jan '21	\$242	11.3%
Jan '20	\$217	7.4%
Jan '19	\$202	-5.4%



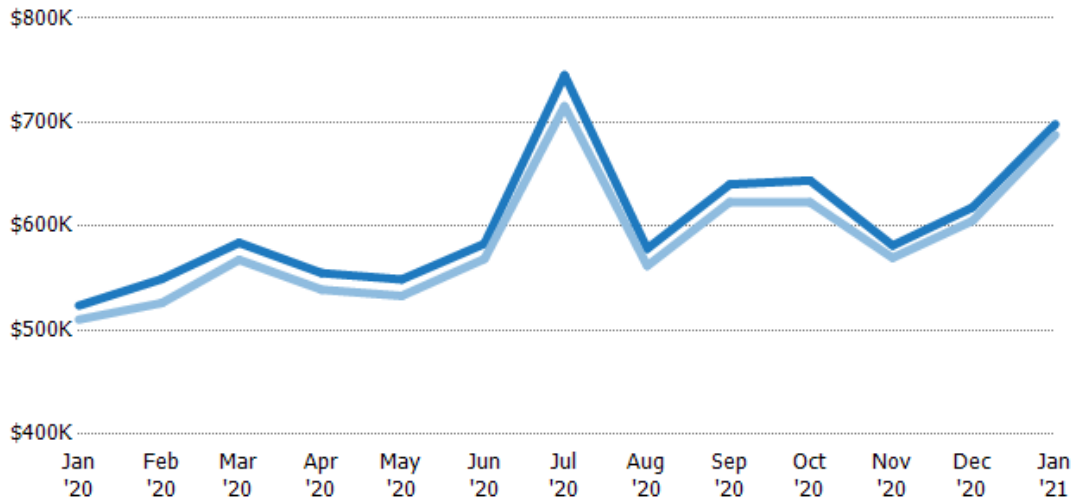
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$217	\$216	\$222	\$218	\$217	\$212	\$234	\$226	\$226	\$243	\$244	\$237	\$242
Prior Year	\$202	\$213	\$202	\$214	\$198	\$202	\$209	\$204	\$208	\$214	\$215	\$210	\$217
Percent Change from Prior Year	7%	1%	10%	2%	10%	5%	12%	11%	9%	13%	13%	13%	11%

## 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



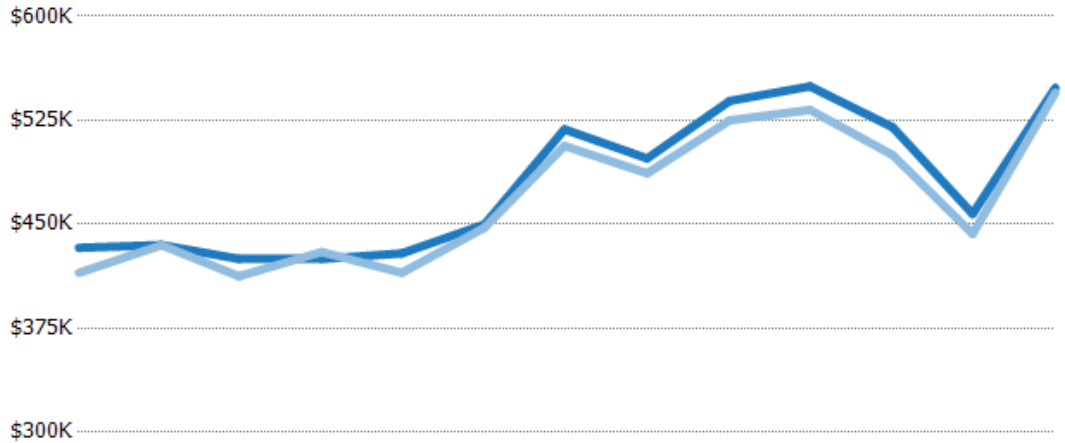
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg List Price	\$524K	\$549K	\$584K	\$555K	\$549K	\$583K	\$745K	\$578K	\$640K	\$644K	\$582K	\$618K	\$698K
Avg Sales Price	\$510K	\$526K	\$568K	\$539K	\$533K	\$569K	\$715K	\$562K	\$623K	\$623K	\$570K	\$605K	\$688K
Avg Sales Price as a % of Avg List Price	97%	96%	97%	97%	97%	98%	96%	97%	97%	97%	98%	98%	99%

## 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



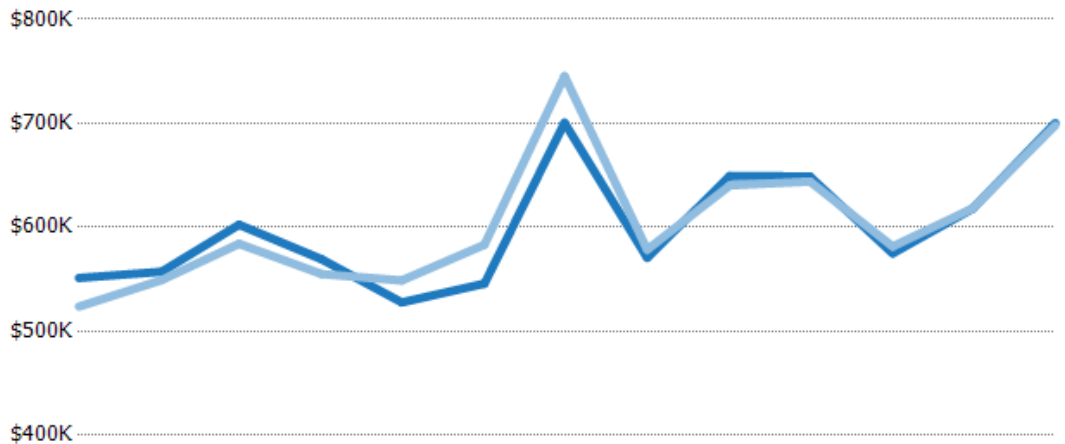
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median List Price	\$433K	\$435K	\$425K	\$425K	\$429K	\$450K	\$518K	\$498K	\$539K	\$549K	\$520K	\$458K	\$549K
Median Sales Price	\$415K	\$435K	\$413K	\$430K	\$415K	\$448K	\$507K	\$487K	\$525K	\$533K	\$500K	\$443K	\$545K
Med Sales Price as a % of Med List Price	96%	100%	97%	101%	97%	99%	98%	98%	97%	97%	96%	97%	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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$551K	\$557K	\$603K	\$569K	\$528K	\$546K	\$700K	\$571K	\$649K	\$649K	\$575K	\$618K	\$700K
Avg Sales Price	\$524K	\$549K	\$584K	\$555K	\$549K	\$583K	\$745K	\$578K	\$640K	\$644K	\$582K	\$618K	\$698K
Avg Sales Price as a % of Avg Est Value	95%	99%	97%	97%	104%	107%	106%	101%	99%	99%	101%	100%	100%

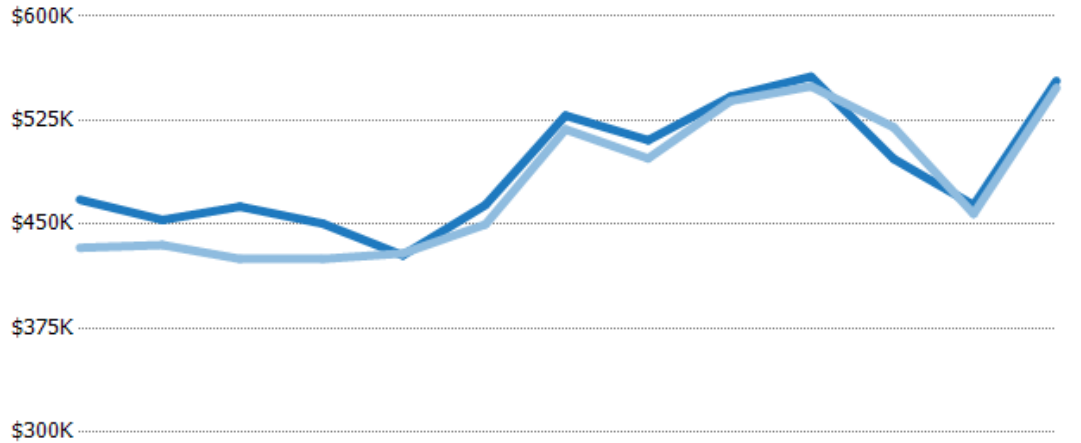


## Median Sales Price vs Median Est Value

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



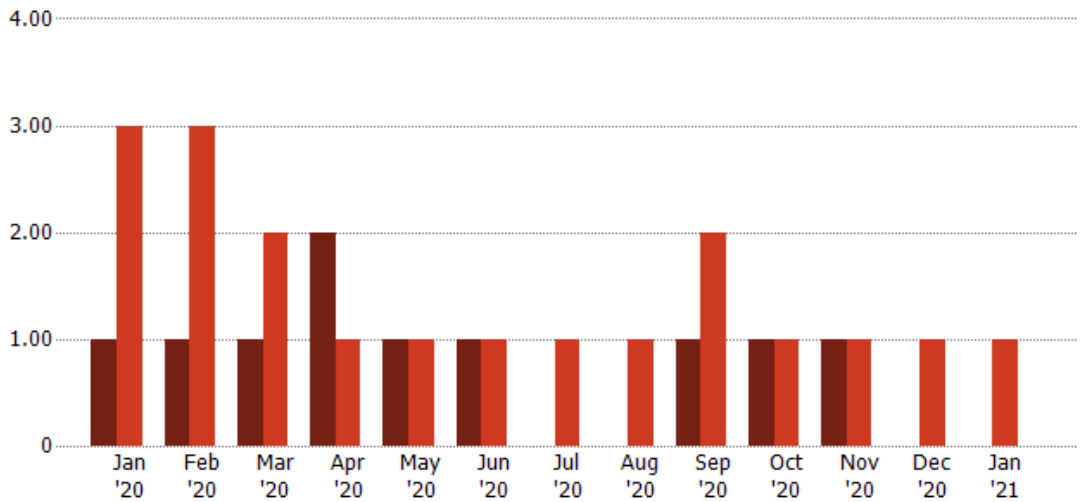
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$468K	\$453K	\$463K	\$450K	\$428K	\$464K	\$528K	\$511K	\$542K	\$556K	\$497K	\$464K	\$553K
Median Sales Price	\$433K	\$435K	\$425K	\$425K	\$429K	\$450K	\$518K	\$498K	\$539K	\$549K	\$520K	\$458K	\$549K
Med Sales Price as a % of Med Est Value	93%	96%	92%	94%	100%	97%	98%	97%	99%	99%	105%	99%	99%

## 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



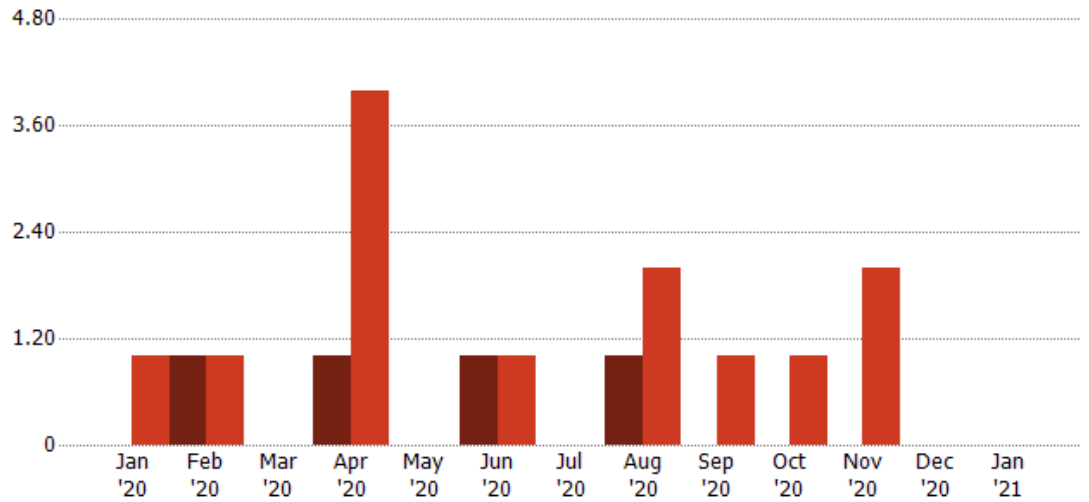
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	1	1	1	2	1	1	-	-	1	1	1	-	-
Prior Year	3	3	2	1	1	1	1	1	2	1	1	1	1
Percent Change from Prior Year	-67%	-67%	-50%	100%	0%	0%	-100%	-100%	-50%	0%	0%	-100%	-100%

## 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	-	1	-	-	-	-	-
Prior Year	1	1	-	4	-	1	-	2	1	1	2	-	-
Percent Change from Prior Year	-100%	0%	-	-75%	-	0%	-	-50%	-100%	-100%	-100%	-	-



## Sales Activity by ZIP

Jan 2021

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	72	\$52,322,677	82	\$56,405,549	\$687,873	\$544,950	\$251	\$242	39

