

**2021**

**FOUNTAIN HILLS**  
MARKET REPORT  
March 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	Mar 2021	Mar 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	113	109	+3.7%	287	318	-9.7%
New Listing Volume	\$81,112,653	\$66,921,745	+21.2%	\$197,149,646	\$200,467,751	-1.7%
Active Listing Count	-	255	-	N/A	N/A	
Active Listing Volume	-	\$225,712,561	-	N/A	N/A	
Average Listing Price	-	\$885,147	-	\$937,750	\$908,300	+3.2%
Median Listing Price	-	\$679,900	-	\$642,450	\$669,436	-4%
Average Listing Price per Sq Ft	-	\$256	-	\$291	\$255	+14.2%
Median Listing Price per Sq Ft	-	\$240	-	\$274	\$237	+15.7%
Median Days in RPR	-	67	-	22.66	68.85	-67.1%
Months of Inventory	-	3.4	-100%	1.3	3.2	-58.7%
Absorption Rate	-	29.8%	-	75.95%	31.34%	+44.6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	120	106	+13.2%	308	343	-10.2%
New Pending Sales Volume	\$91,124,391	\$65,212,198	+39.7%	\$212,740,500	\$193,227,708	+10.1%
Pending Sales Count	-	65	-	N/A	N/A	
Pending Sales Volume	-	\$40,104,490	-	N/A	N/A	
Closed Sales Count	97	101	-4%	265	240	+10.4%
Closed Sales Volume	\$69,977,700	\$57,372,456	+22%	\$180,497,949	\$130,977,181	+37.8%
Average Sales Price	\$721,420	\$568,044	+27%	\$681,124	\$545,738	+24.8%
Median Sales Price	\$501,000	\$415,000	+20.7%	\$512,158	\$421,333	+21.6%
Average Sales Price per Sq Ft	\$271	\$233	+16.2%	\$260	\$231	+12.7%
Median Sales Price per Sq Ft	\$251	\$222	+13.1%	\$246	\$220	+12%
<b>Distressed Charts Metrics</b>						
Distressed Listing Count	-	-	-	N/A	N/A	

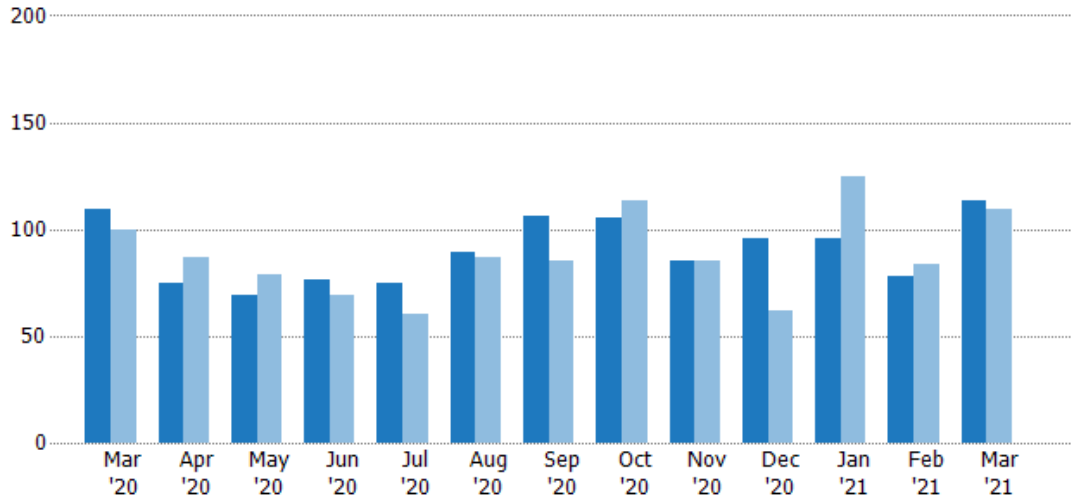
## New Listings

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

Month/Year	Count	% Chg.
Mar '21	113	3.7%
Mar '20	109	9%
Mar '19	100	23%



Current Year	109	75	69	76	75	89	106	105	85	96	96	78	113
Prior Year	100	87	79	69	60	87	85	113	85	62	125	84	109
Percent Change from Prior Year	9%	-14%	-13%	10%	25%	2%	25%	-7%	0%	55%	-23%	-7%	4%

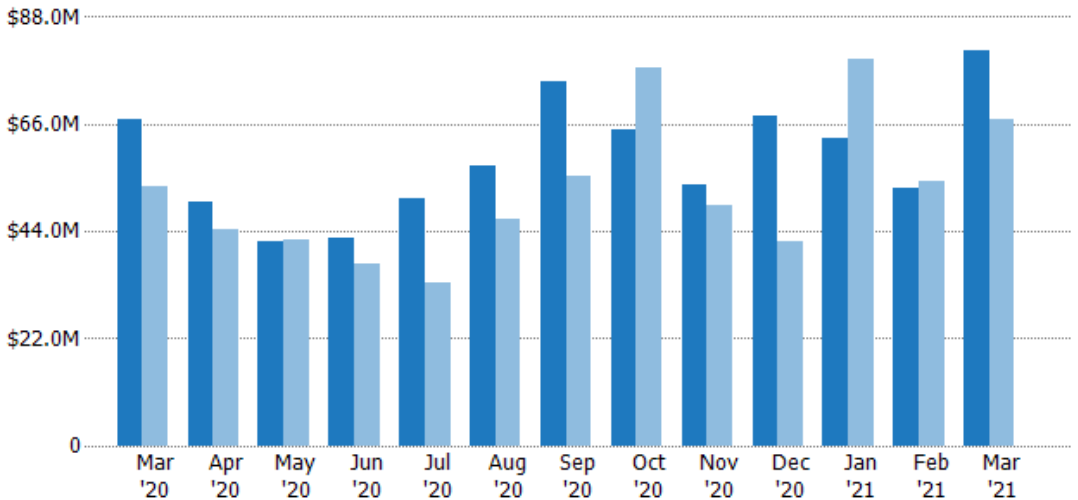
## New Listing Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$81.1M	21.2%
Mar '20	\$66.9M	25.7%
Mar '19	\$53.2M	30.6%



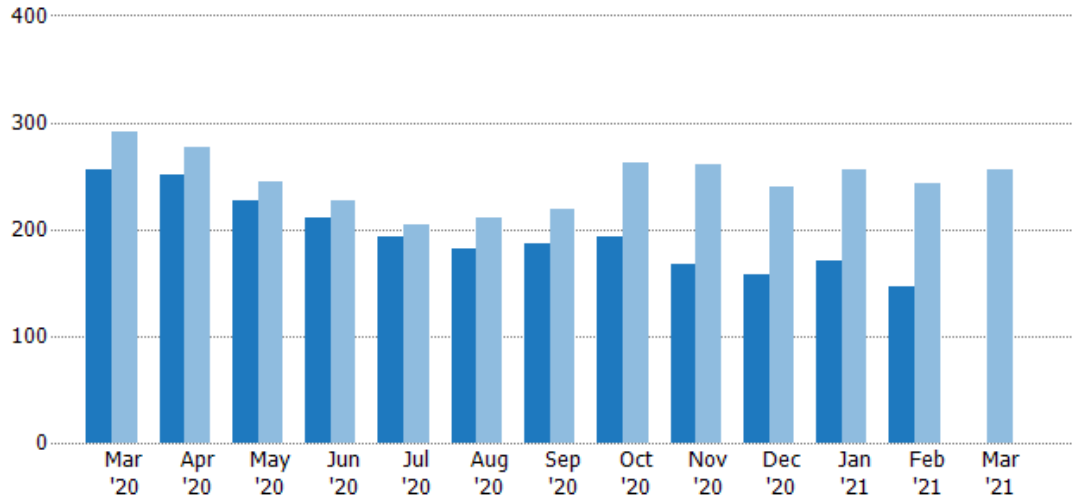
Current Year	\$66.9M	\$50.1M	\$42.1M	\$42.5M	\$50.8M	\$57.5M	\$74.7M	\$64.7M	\$53.6M	\$67.8M	\$63.2M	\$52.9M	\$81.1M
Prior Year	\$53.2M	\$44.3M	\$42.4M	\$37.3M	\$33.5M	\$46.6M	\$55.5M	\$77.4M	\$49.4M	\$41.9M	\$79.2M	\$54.3M	\$66.9M
Percent Change from Prior Year	26%	13%	-1%	14%	52%	23%	35%	-16%	8%	62%	-20%	-3%	21%

## 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



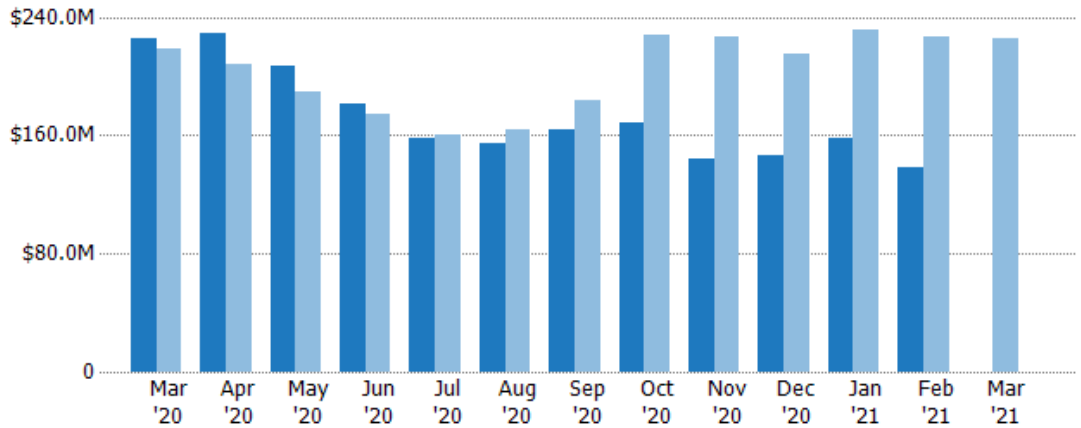
Current Year	255	251	227	211	193	181	187	193	167	158	170	146	-
Prior Year	291	276	244	227	205	211	219	262	261	239	255	243	255
Percent Change from Prior Year	-12%	-9%	-7%	-7%	-6%	-14%	-15%	-26%	-36%	-34%	-33%	-40%	-100%

## 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



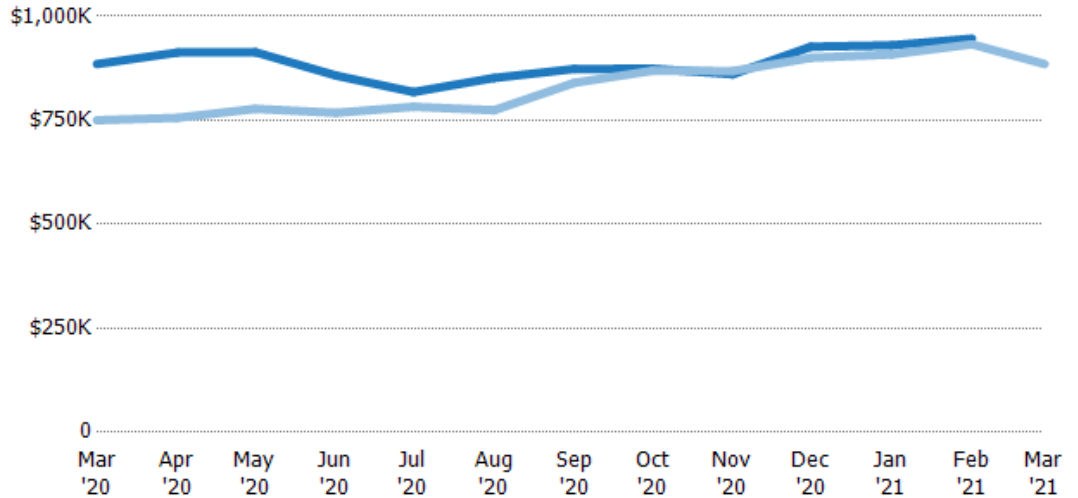
Current Year	\$226M	\$229M	\$207M	\$181M	\$158M	\$154M	\$163M	\$169M	\$144M	\$146M	\$158M	\$138M	-
Prior Year	\$218M	\$209M	\$190M	\$174M	\$160M	\$163M	\$184M	\$228M	\$227M	\$215M	\$232M	\$227M	\$226M
Percent Change from Prior Year	3%	10%	9%	4%	-2%	-6%	-11%	-26%	-37%	-32%	-32%	-39%	-100%

## 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



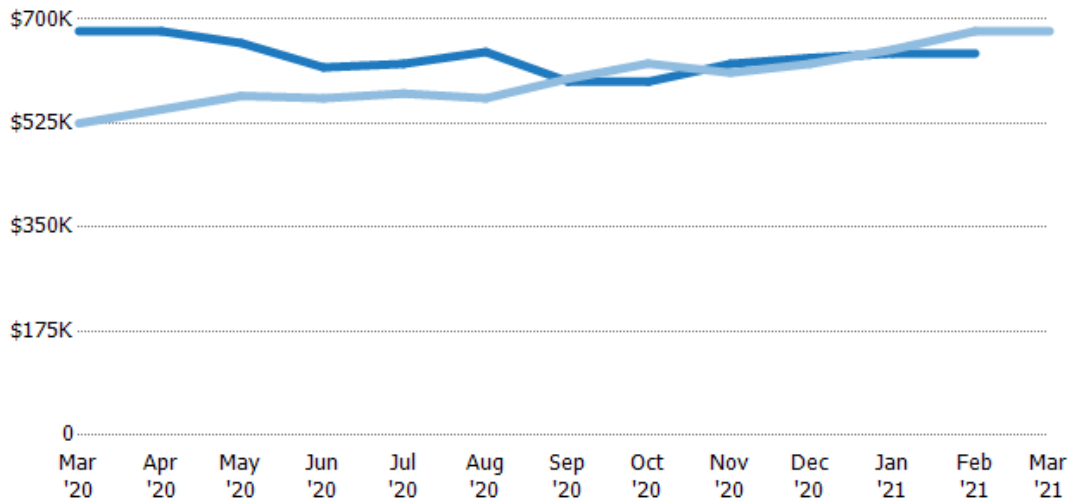
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$885K	\$913K	\$914K	\$858K	\$818K	\$852K	\$873K	\$874K	\$861K	\$927K	\$930K	\$946K	-
Prior Year	\$750K	\$756K	\$778K	\$768K	\$782K	\$774K	\$840K	\$869K	\$868K	\$900K	\$908K	\$933K	\$885K
Percent Change from Prior Year	18%	21%	18%	12%	5%	10%	4%	1%	-1%	3%	2%	1%	-100%

## 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



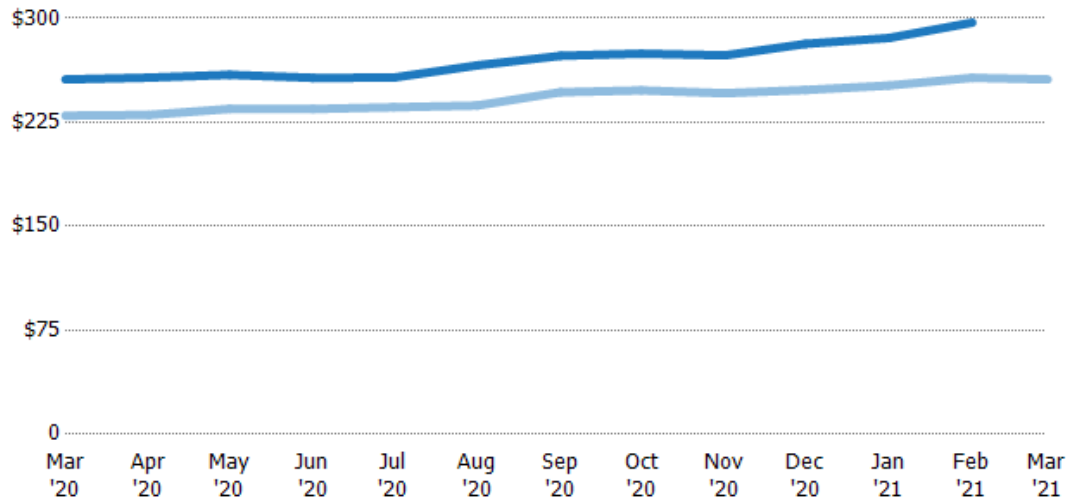
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$680K	\$680K	\$660K	\$619K	\$625K	\$645K	\$595K	\$595K	\$625K	\$635K	\$642K	\$642K	-
Prior Year	\$525K	\$548K	\$571K	\$567K	\$575K	\$567K	\$600K	\$625K	\$610K	\$625K	\$649K	\$680K	\$680K
Percent Change from Prior Year	30%	24%	16%	9%	9%	14%	-1%	-5%	2%	2%	-1%	-6%	-100%

## 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



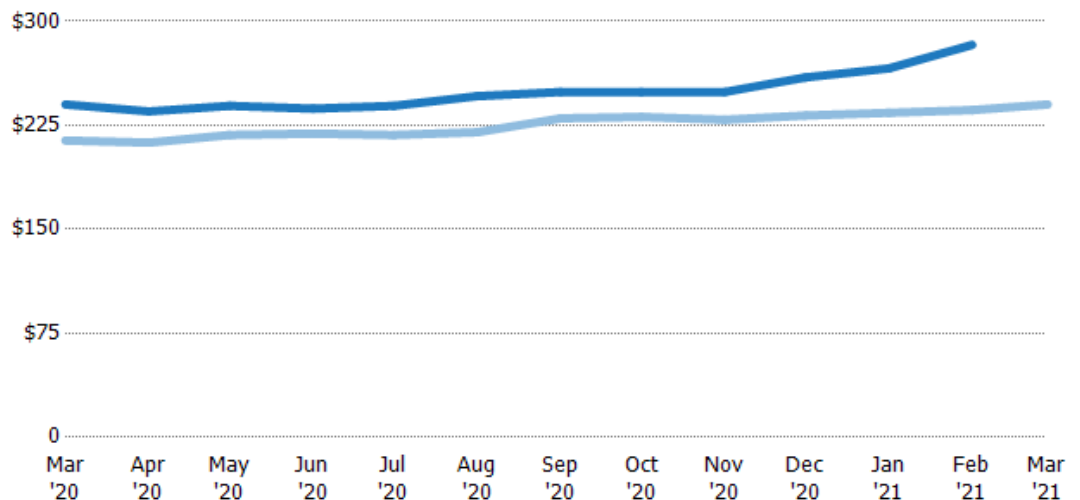
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$256	\$257	\$259	\$257	\$257	\$266	\$273	\$275	\$273	\$282	\$286	\$297	-
Prior Year	\$230	\$230	\$235	\$235	\$236	\$237	\$247	\$248	\$246	\$248	\$252	\$257	\$256
Percent Change from Prior Year	11%	12%	10%	10%	9%	12%	11%	11%	11%	13%	14%	15%	-100%

## 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



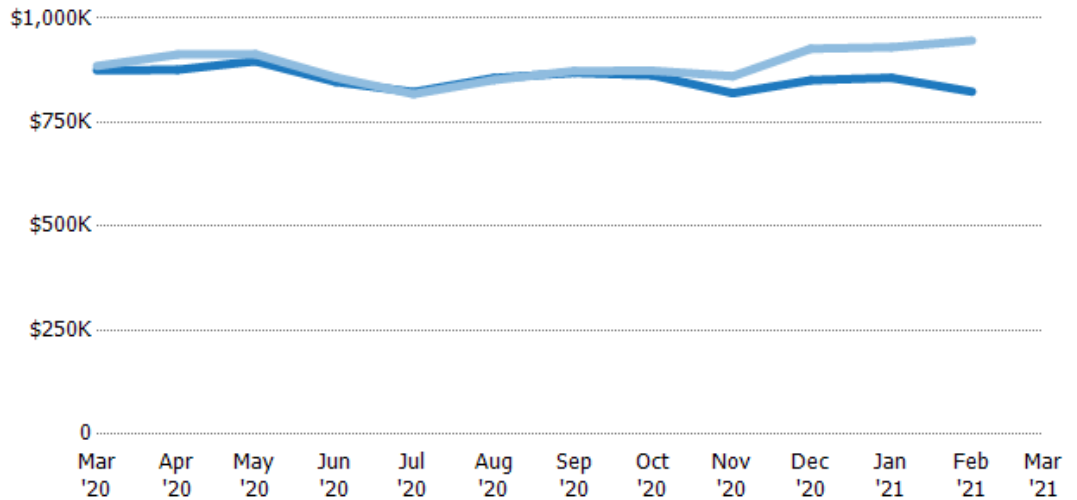
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$240	\$235	\$239	\$237	\$239	\$246	\$249	\$249	\$249	\$260	\$266	\$283	-
Prior Year	\$214	\$213	\$218	\$219	\$218	\$220	\$230	\$231	\$229	\$232	\$234	\$236	\$240
Percent Change from Prior Year	12%	11%	10%	8%	10%	12%	8%	8%	9%	12%	14%	20%	-100%

## 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



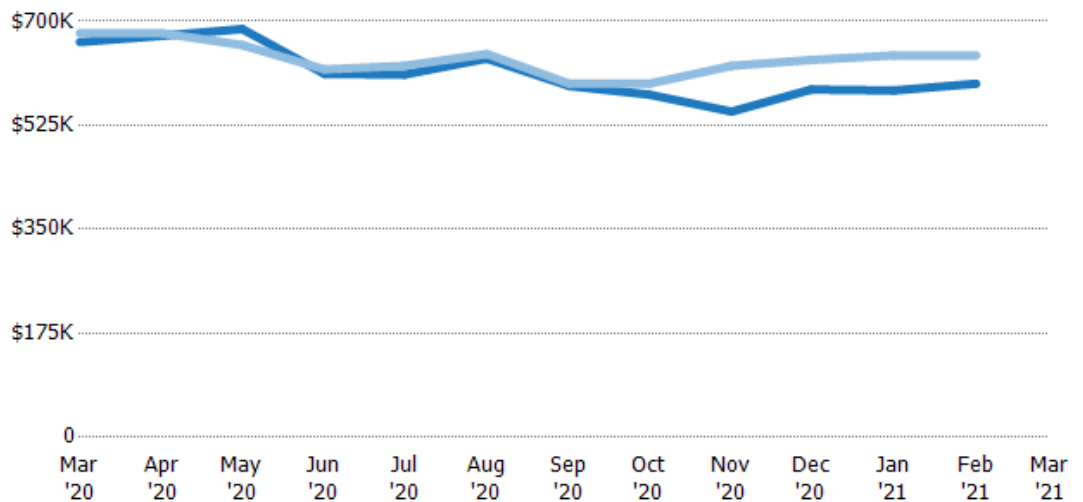
Avg Est Value	\$875K	\$876K	\$897K	\$847K	\$823K	\$856K	\$869K	\$863K	\$820K	\$851K	\$857K	\$824K	-
Avg Listing Price	\$885K	\$913K	\$914K	\$858K	\$818K	\$852K	\$873K	\$874K	\$861K	\$927K	\$930K	\$946K	-
Avg Listing Price as a % of Avg Est Value	101%	104%	102%	101%	99%	99%	101%	101%	105%	109%	109%	115%	-

## Median Listing Price vs Median Est Value

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

### Filters Used

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



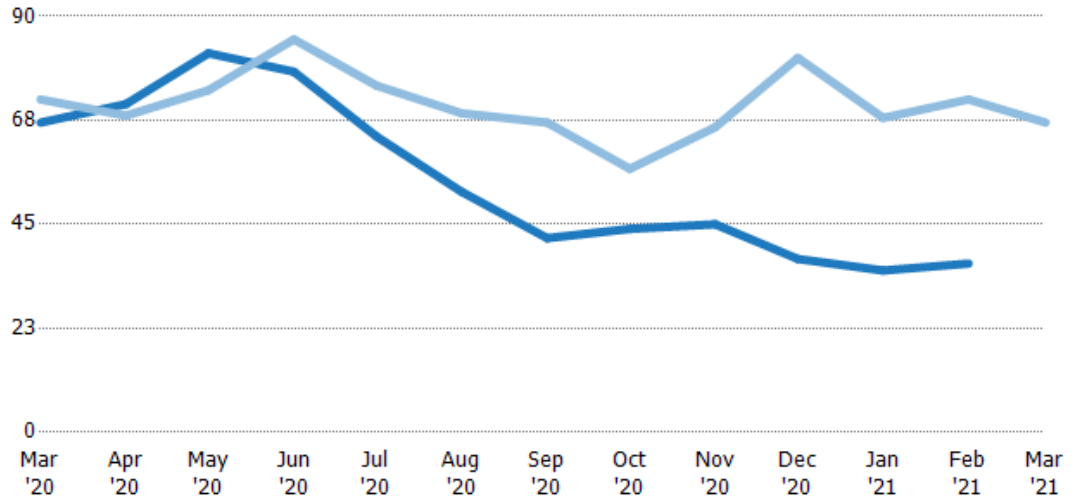
Median Est Value	\$665K	\$676K	\$687K	\$611K	\$610K	\$637K	\$591K	\$577K	\$548K	\$585K	\$584K	\$595K	-
Median Listing Price	\$680K	\$680K	\$660K	\$619K	\$625K	\$645K	\$595K	\$595K	\$625K	\$635K	\$642K	\$642K	-
Med Listing Price as a % of Med Est Value	102%	101%	96%	101%	102%	101%	101%	103%	114%	109%	110%	108%	-

## 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



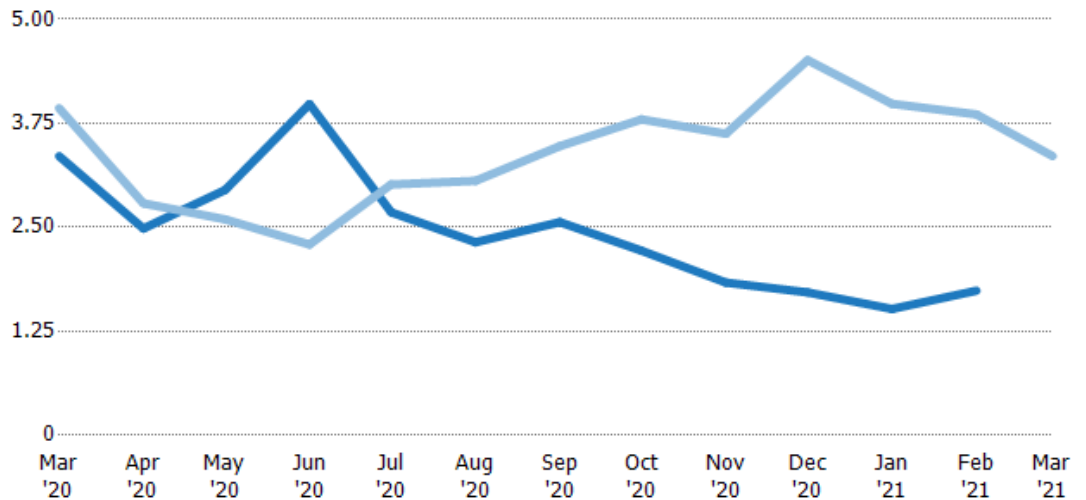
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	67	71	82	78	64	52	42	44	45	37.5	35	36.5	-
Prior Year	72	68.5	74	85	75	69	67	57	66	81	68	72	67
Percent Change from Prior Year	-7%	4%	11%	-8%	-15%	-25%	-37%	-23%	-32%	-54%	-49%	-49%	-100%

## 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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	3.36	2.49	2.95	3.98	2.68	2.32	2.56	2.22	1.84	1.72	1.52	1.74	-
Prior Year	3.93	2.79	2.6	2.29	3.01	3.06	3.48	3.8	3.63	4.51	3.98	3.86	3.36
Percent Change from Prior Year	-15%	-11%	14%	74%	-11%	-24%	-26%	-42%	-49%	-62%	-62%	-55%	-100%

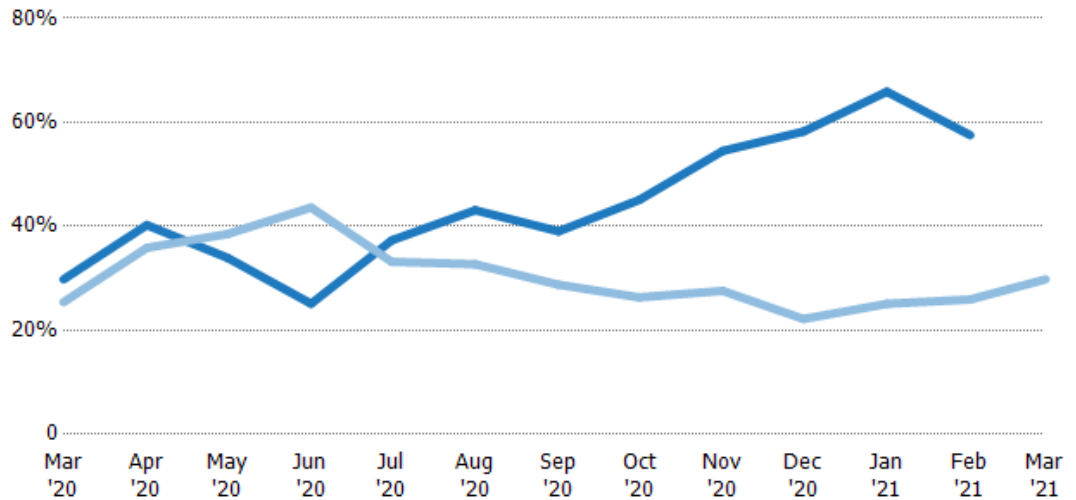


## Absorption Rate

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



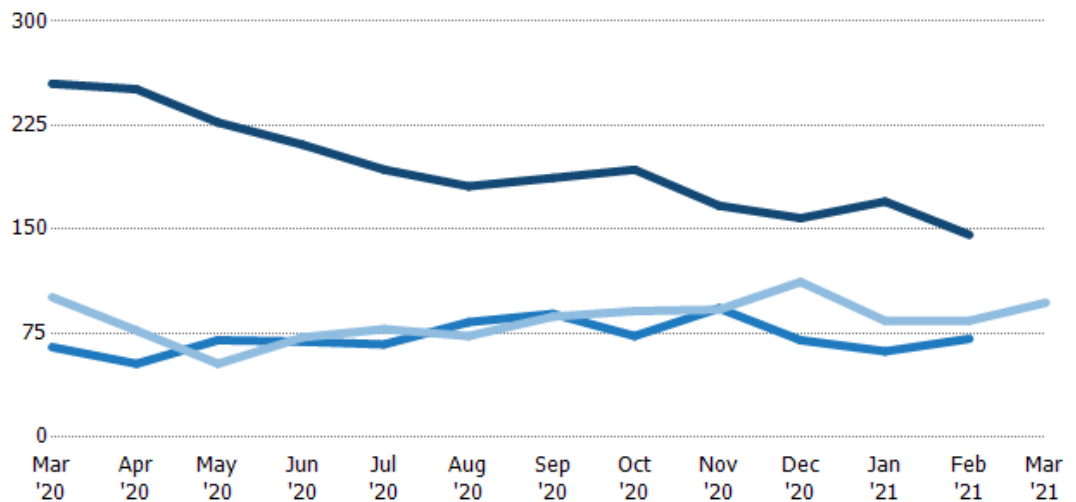
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	30%	40%	34%	25%	37%	43%	39%	45%	54%	58%	66%	58%	-
Prior Year	25%	36%	39%	44%	33%	33%	29%	26%	28%	22%	25%	26%	30%
Change from Prior Year	-4%	-4%	5%	19%	-4%	-10%	-10%	-19%	-27%	-36%	-41%	-32%	30%

## 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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Active	255	251	227	211	193	181	187	193	167	158	170	146	-
Pending	65	53	70	69	67	83	89	73	93	70	62	71	-
Sold	101	77	53	72	78	73	87	91	92	112	84	84	97

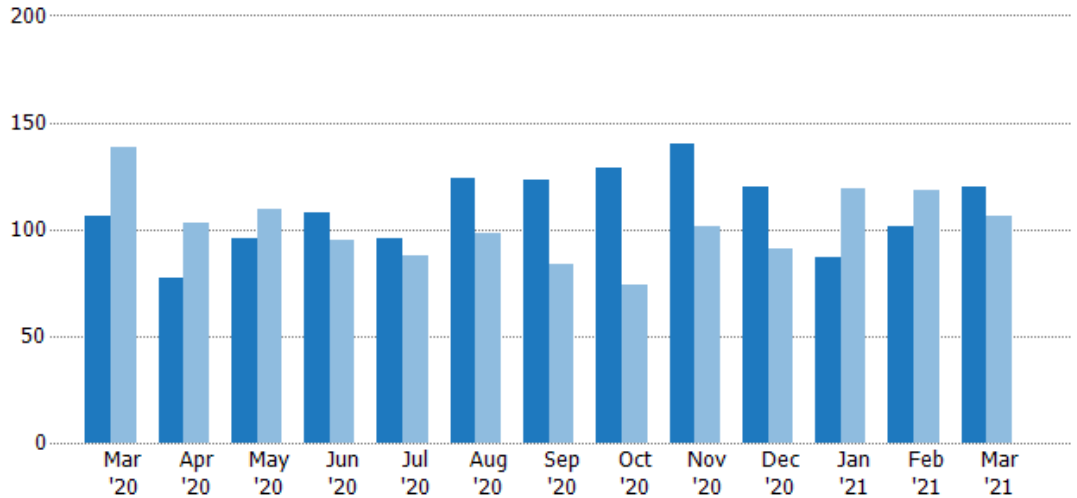
## New Pending Sales

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

Month/Year	Count	% Chg.
Mar '21	120	13.2%
Mar '20	106	-23.2%
Mar '19	138	-20.3%



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	106	77	96	108	96	124	123	129	140	120	87	101	120
Prior Year	138	103	109	95	88	98	84	74	101	91	119	118	106
Percent Change from Prior Year	-23%	-25%	-12%	14%	9%	27%	46%	74%	39%	32%	-27%	-14%	13%

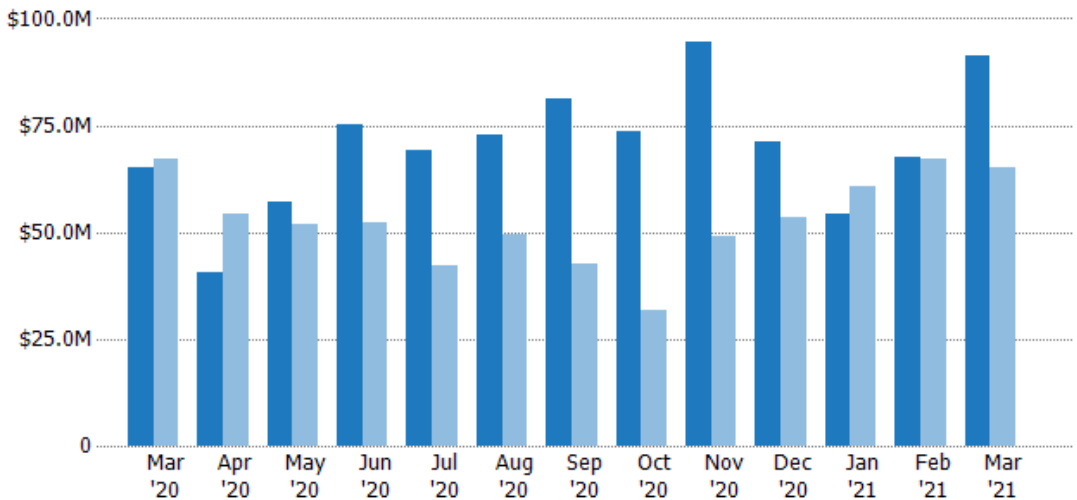
## New Pending Sales Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$91.1M	39.7%
Mar '20	\$65.2M	-2.9%
Mar '19	\$67.2M	-5.6%



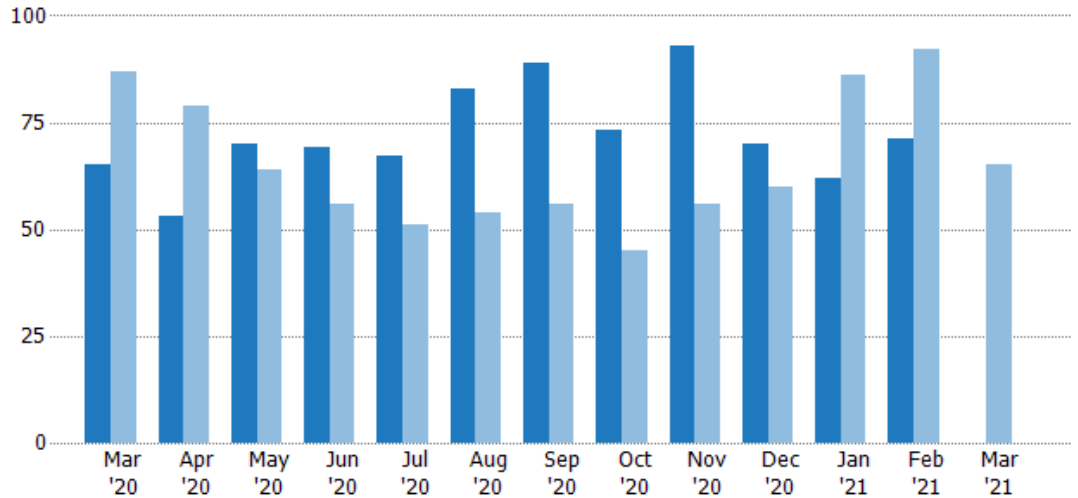
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$65.2M	\$40.6M	\$57M	\$75.1M	\$69.1M	\$72.8M	\$81.2M	\$73.4M	\$94.4M	\$71.3M	\$54.1M	\$67.5M	\$91.1M
Prior Year	\$67.2M	\$54.3M	\$51.8M	\$52.1M	\$42.3M	\$49.4M	\$42.7M	\$31.6M	\$49M	\$53.4M	\$60.8M	\$67.2M	\$65.2M
Percent Change from Prior Year	-3%	-25%	10%	44%	63%	47%	90%	132%	93%	34%	-11%	0%	40%

## 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



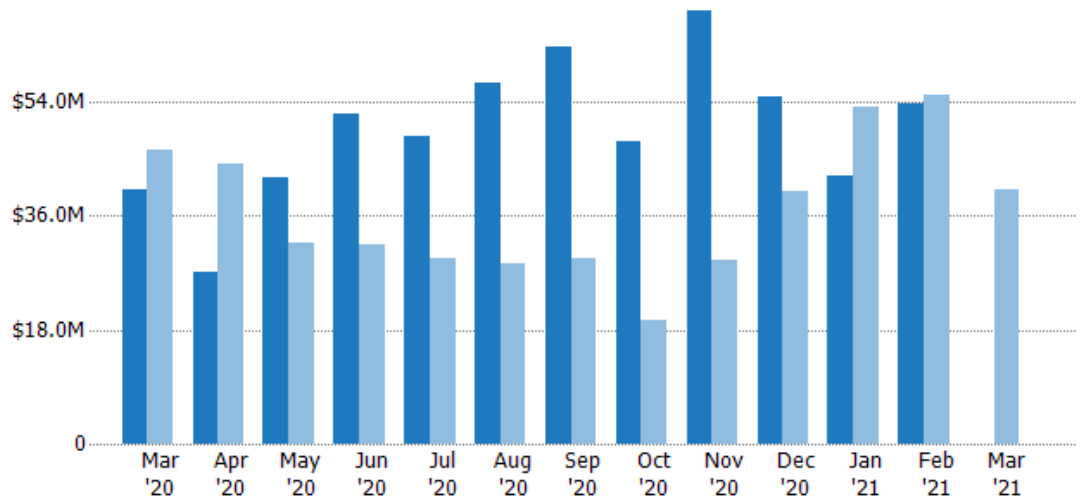
Current Year	65	53	70	69	67	83	89	73	93	70	62	71	-
Prior Year	87	79	64	56	51	54	56	45	56	60	86	92	65
Percent Change from Prior Year	-25%	-33%	9%	23%	31%	54%	59%	62%	66%	17%	-28%	-23%	-100%

## 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



Current Year	\$40.1M	\$27.2M	\$42.2M	\$52M	\$48.4M	\$57.1M	\$62.7M	\$47.7M	\$68.3M	\$54.9M	\$42.4M	\$53.6M	-
Prior Year	\$46.3M	\$44.2M	\$31.8M	\$31.5M	\$29.2M	\$28.6M	\$29.4M	\$19.5M	\$29M	\$39.8M	\$53.2M	\$55M	\$40.1M
Percent Change from Prior Year	-13%	-39%	32%	65%	66%	100%	114%	144%	136%	38%	-20%	-3%	-100%

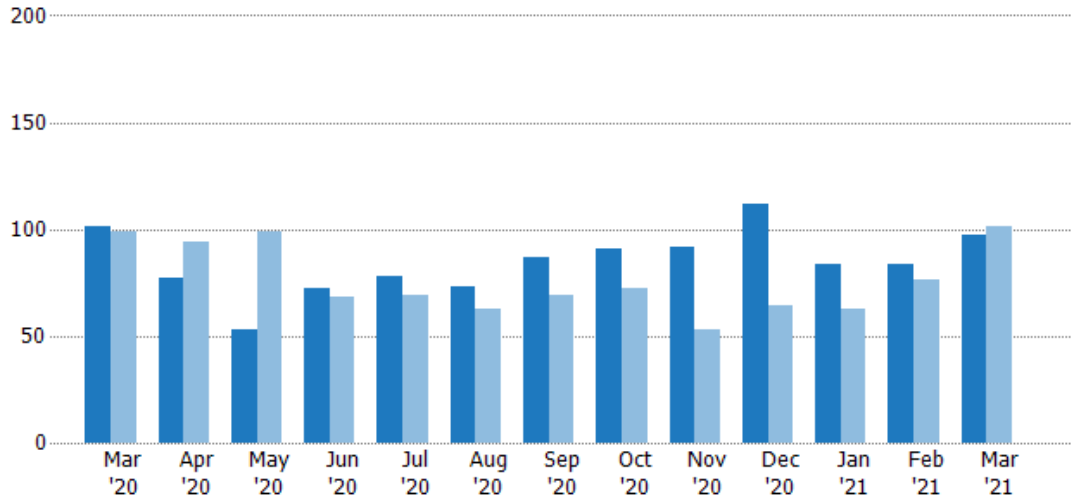
## Closed Sales

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

Month/Year	Count	% Chg.
Mar '21	97	-4%
Mar '20	101	2%
Mar '19	99	1%



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	101	77	53	72	78	73	87	91	92	112	84	84	97
Prior Year	99	94	99	68	69	63	69	72	53	64	63	76	101
Percent Change from Prior Year	2%	-18%	-46%	6%	13%	16%	26%	26%	74%	75%	33%	11%	-4%

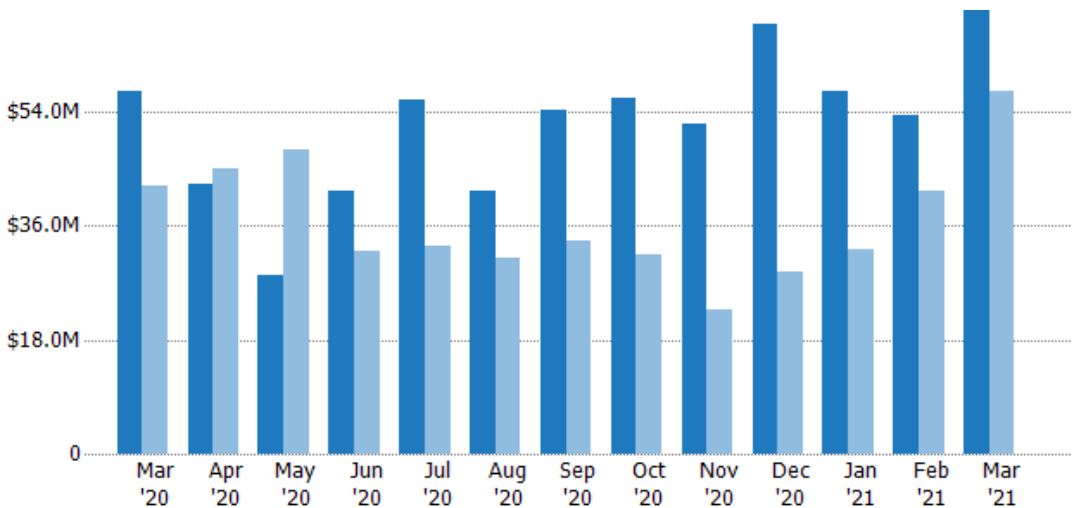
## Closed Sales Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$70M	22%
Mar '20	\$57.4M	36%
Mar '19	\$42.2M	14.4%



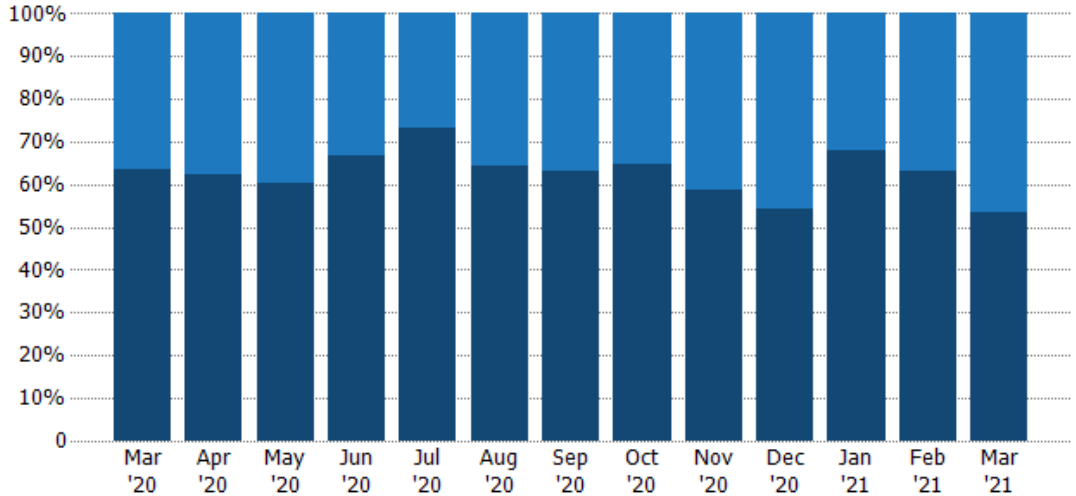
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$57.4M	\$42.4M	\$28.1M	\$41.4M	\$55.8M	\$41.4M	\$54.2M	\$56.3M	\$52.2M	\$67.8M	\$57.1M	\$53.4M	\$70M
Prior Year	\$42.2M	\$44.9M	\$48.1M	\$31.9M	\$32.9M	\$30.8M	\$33.7M	\$31.4M	\$22.6M	\$28.8M	\$32.1M	\$41.5M	\$57.4M
Percent Change from Prior Year	36%	-6%	-41%	29%	70%	34%	61%	79%	131%	135%	78%	29%	22%

## 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



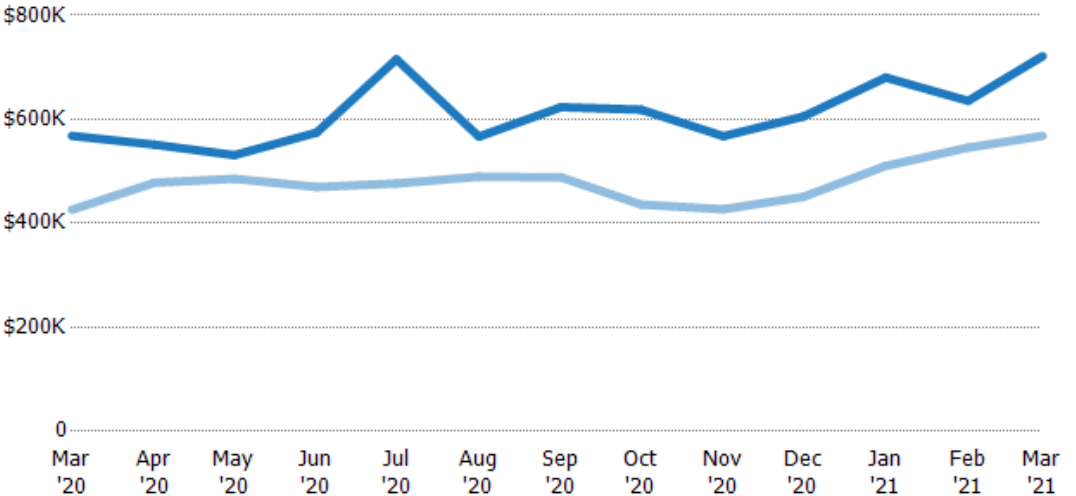
Property Type	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Condo/Townhouse	37%	38%	40%	33%	27%	36%	37%	35%	41%	46%	32%	37%	46%
Single Family Residence	63%	62%	60%	67%	73%	64%	63%	65%	59%	54%	68%	63%	54%

## 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



Month/Year	Price	% Chg.
Mar '21	\$721K	27%
Mar '20	\$568K	33.3%
Mar '19	\$426K	13.2%

Property Type	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$568K	\$551K	\$531K	\$574K	\$715K	\$567K	\$623K	\$618K	\$568K	\$605K	\$680K	\$635K	\$721K
Prior Year	\$426K	\$478K	\$486K	\$470K	\$476K	\$490K	\$488K	\$436K	\$427K	\$451K	\$510K	\$546K	\$568K
Percent Change from Prior Year	33%	15%	9%	22%	50%	16%	28%	42%	33%	34%	33%	16%	27%

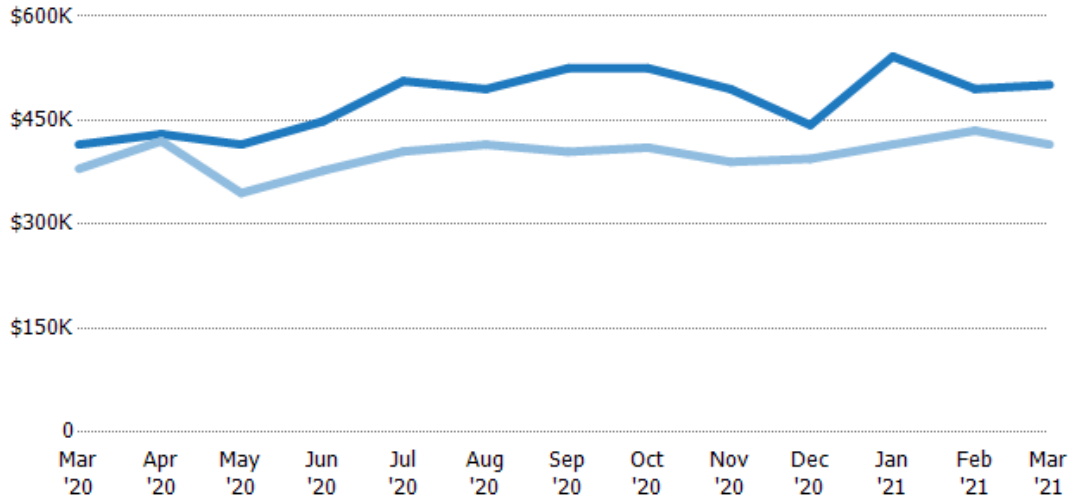
## Median Sales Price

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

Month/ Year	Price	% Chg.
Mar '21	\$501K	20.7%
Mar '20	\$415K	9.2%
Mar '19	\$380K	7.3%



Current Year	\$415K	\$430K	\$415K	\$449K	\$507K	\$495K	\$525K	\$525K	\$495K	\$443K	\$542K	\$495K	\$501K
Prior Year	\$380K	\$420K	\$345K	\$378K	\$405K	\$415K	\$404K	\$411K	\$390K	\$394K	\$415K	\$435K	\$415K
Percent Change from Prior Year	9%	2%	20%	19%	25%	19%	30%	28%	27%	12%	31%	14%	21%

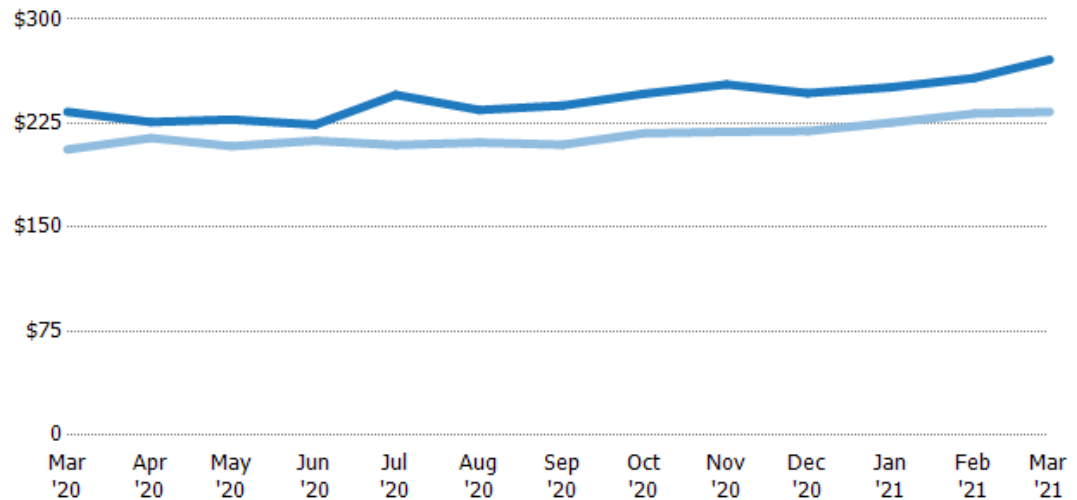
## Average Sales Price per Sq Ft

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

Month/ Year	Price/sq ft	% Chg.
Mar '21	\$271	16.2%
Mar '20	\$233	13.2%
Mar '19	\$206	-3.5%



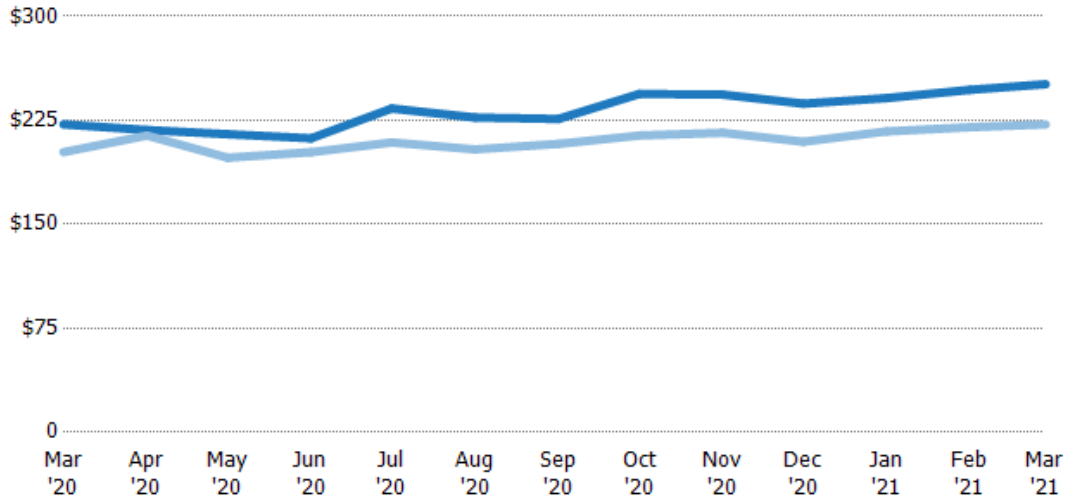
Current Year	\$233	\$226	\$228	\$224	\$245	\$235	\$238	\$246	\$253	\$247	\$251	\$258	\$271
Prior Year	\$206	\$214	\$208	\$212	\$209	\$211	\$210	\$218	\$219	\$219	\$225	\$232	\$233
Percent Change from Prior Year	13%	5%	9%	5%	17%	11%	13%	13%	16%	12%	11%	11%	16%

## 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



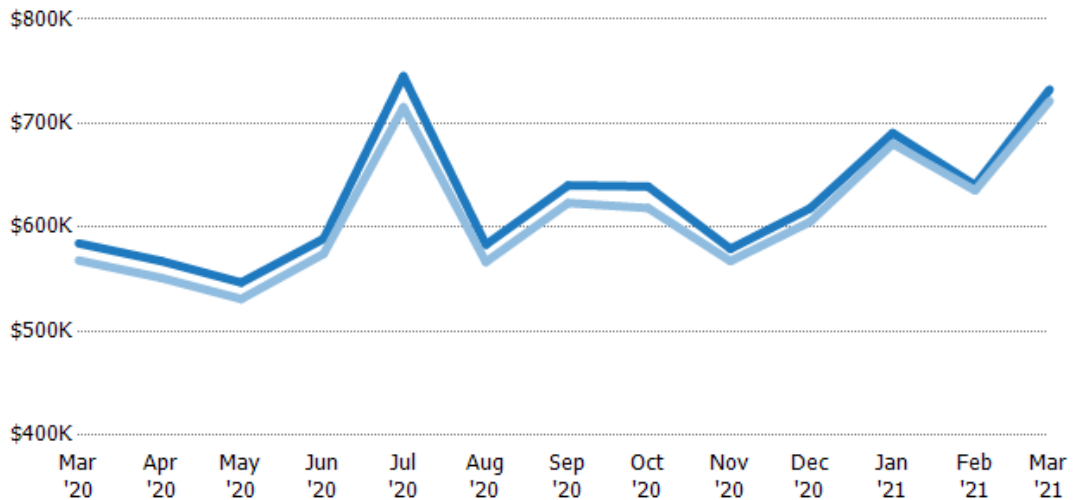
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Mar '20	\$222	\$202	10%
Apr '20	\$218	\$214	2%
May '20	\$215	\$198	9%
Jun '20	\$212	\$202	5%
Jul '20	\$234	\$209	12%
Aug '20	\$227	\$204	11%
Sep '20	\$226	\$208	9%
Oct '20	\$244	\$214	14%
Nov '20	\$244	\$216	13%
Dec '20	\$237	\$210	13%
Jan '21	\$241	\$217	11%
Feb '21	\$247	\$220	12%
Mar '21	\$251	\$222	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



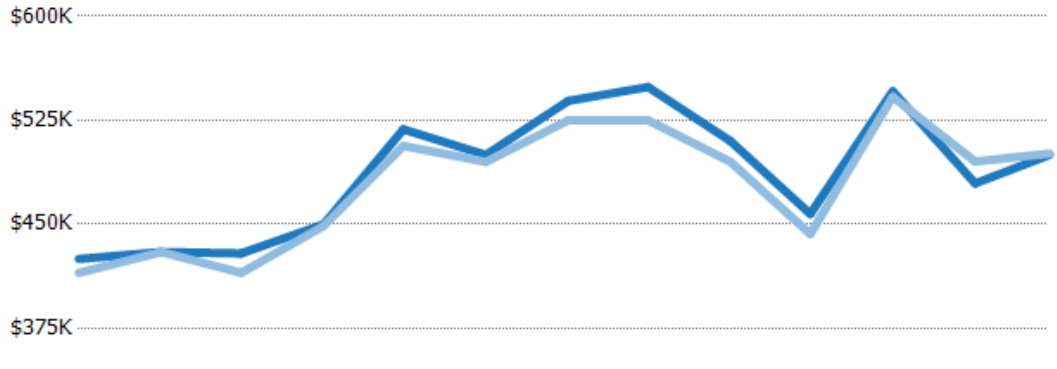
Month/Year	Avg List Price	Avg Sales Price	Avg Sales Price as a % of Avg List Price
Mar '20	\$584K	\$568K	97%
Apr '20	\$567K	\$551K	97%
May '20	\$547K	\$531K	97%
Jun '20	\$589K	\$574K	98%
Jul '20	\$745K	\$715K	96%
Aug '20	\$583K	\$567K	97%
Sep '20	\$640K	\$623K	97%
Oct '20	\$639K	\$618K	97%
Nov '20	\$579K	\$568K	98%
Dec '20	\$618K	\$605K	98%
Jan '21	\$691K	\$680K	99%
Feb '21	\$640K	\$635K	99%
Mar '21	\$732K	\$721K	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



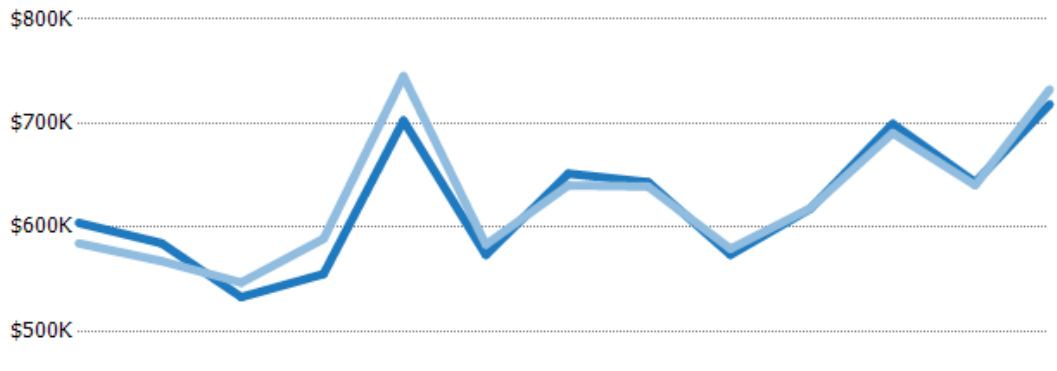
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median List Price	\$425K	\$430K	\$429K	\$450K	\$518K	\$500K	\$539K	\$549K	\$510K	\$458K	\$546K	\$479K	\$500K
Median Sales Price	\$415K	\$430K	\$415K	\$449K	\$507K	\$495K	\$525K	\$525K	\$495K	\$443K	\$542K	\$495K	\$501K
Med Sales Price as a % of Med List Price	98%	100%	97%	100%	98%	99%	97%	96%	97%	97%	99%	103%	100%

## 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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$604K	\$585K	\$533K	\$555K	\$703K	\$573K	\$652K	\$643K	\$574K	\$618K	\$699K	\$643K	\$718K
Avg Sales Price	\$584K	\$567K	\$547K	\$589K	\$745K	\$583K	\$640K	\$639K	\$579K	\$618K	\$691K	\$640K	\$732K
Avg Sales Price as a % of Avg Est Value	97%	97%	103%	106%	106%	102%	98%	99%	101%	100%	99%	100%	102%

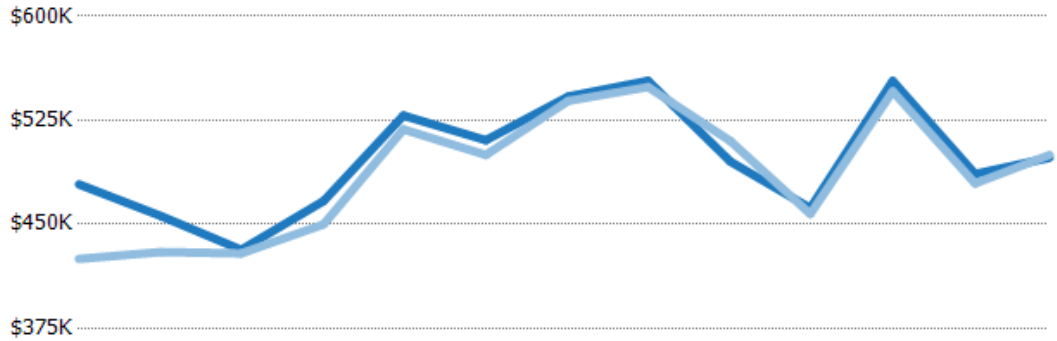


## Median Sales Price vs Median Est Value

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



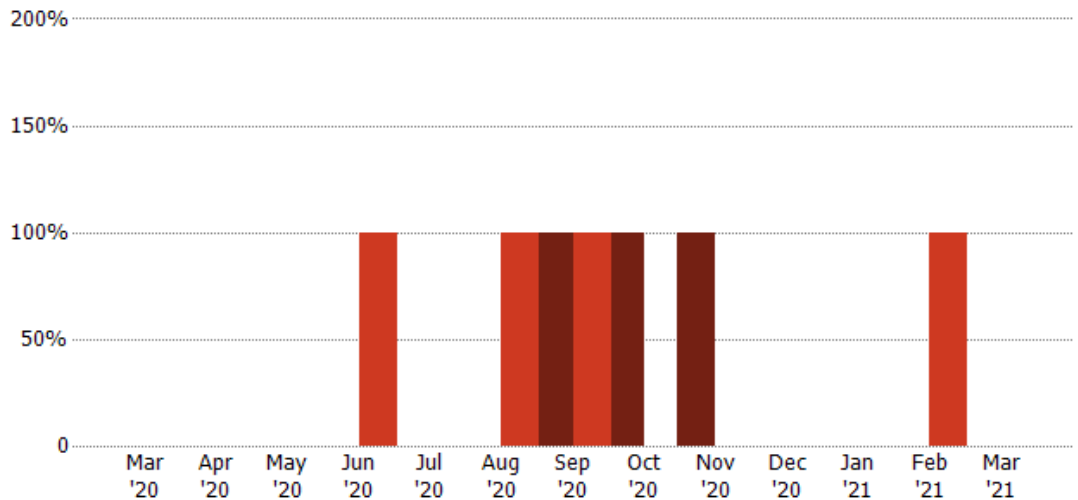
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$479K	\$456K	\$432K	\$467K	\$528K	\$511K	\$542K	\$553K	\$495K	\$462K	\$553K	\$486K	\$498K
Median Sales Price	\$425K	\$430K	\$429K	\$450K	\$518K	\$500K	\$539K	\$549K	\$510K	\$458K	\$546K	\$479K	\$500K
Med Sales Price as a % of Med Est Value	89%	94%	99%	96%	98%	98%	99%	99%	103%	99%	99%	99%	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



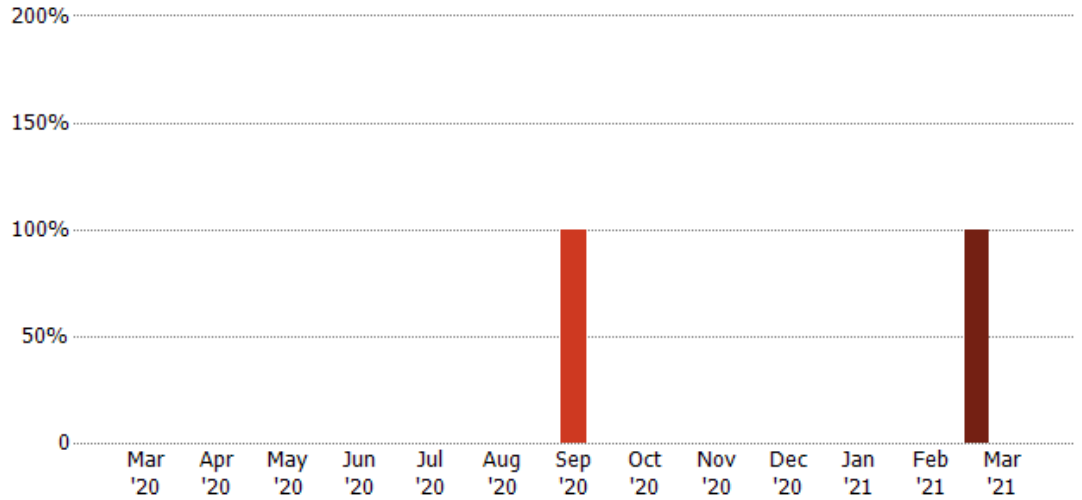
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	-	-	-	-	-	-	1	1	1	-	-	-	-
Prior Year	-	-	-	1	-	1	1	-	-	-	-	1	-
Percent Change from Prior Year	-	-	-	-100%	-	-100%	0%	100%	100%	-	-	-100%	-

## 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



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



## Sales Activity by ZIP

Mar 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			97	\$69,977,700	\$721,420	\$501,000	\$269	\$253	43

