

**2021**

**FOUNTAIN HILLS**  
MARKET REPORT  
April 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	Apr 2021	Apr 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	122	73	+67.1%	441	391	+12.8%
New Listing Volume	\$95,847,014	\$48,523,845	+97.5%	\$319,876,660	\$249,327,496	+28.3%
Active Listing Count	147	247	-40.5%	N/A	N/A	
Active Listing Volume	\$134,922,688	\$227,422,328	-40.7%	N/A	N/A	
Average Listing Price	\$917,841	\$920,738	-0.3%	\$927,606	\$913,143	+1.6%
Median Listing Price	\$638,000	\$690,000	-7.5%	\$638,293	\$676,036	-5.6%
Average Listing Price per Sq Ft	\$300	\$258	+16.4%	\$297	\$256	+16.1%
Median Listing Price per Sq Ft	\$274	\$235	+16.6%	\$277	\$236	+17.3%
Median Days in RPR	22	72	-69.4%	27.39	69.71	-60.7%
Months of Inventory	1.4	2.4	-43.3%	2	3.1	-35.6%
Absorption Rate	72.11%	40.89%	+31.2%	50.8%	32.73%	+18.1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	115	77	+49.4%	437	420	+4%
New Pending Sales Volume	\$86,158,849	\$40,553,779	+112.5%	\$304,971,649	\$233,781,487	+30.5%
Pending Sales Count	70	51	+37.3%	N/A	N/A	
Pending Sales Volume	\$50,758,382	\$26,391,375	+92.3%	N/A	N/A	
Closed Sales Count	132	78	+69.2%	402	317	+26.8%
Closed Sales Volume	\$103,146,489	\$43,090,829	+139.4%	\$285,912,888	\$172,377,010	+65.9%
Average Sales Price	\$781,413	\$552,447	+41.4%	\$711,226	\$543,776	+30.8%
Median Sales Price	\$610,500	\$435,000	+40.3%	\$543,303	\$424,454	+28%
Average Sales Price per Sq Ft	\$288	\$226	+27.5%	\$270	\$229	+18%
Median Sales Price per Sq Ft	\$277	\$218	+26.8%	\$257	\$219	+17.6%
<b>Distressed Charts Metrics</b>						
Distressed Listing Count	1	-	-	N/A	N/A	

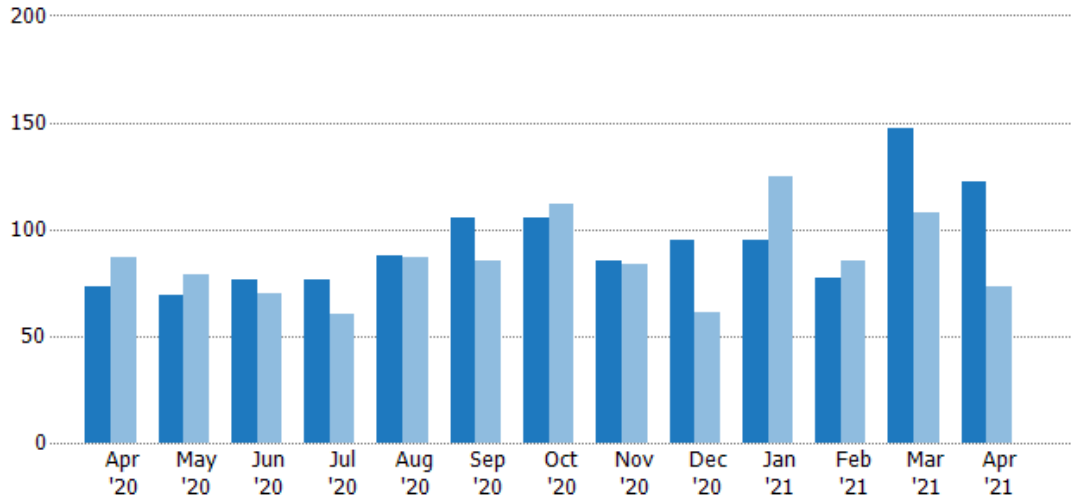
## New Listings

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

Month/Year	Count	% Chg.
Apr '21	122	67.1%
Apr '20	73	-16.1%
Apr '19	87	-14.9%



Current Year	73	69	76	76	88	105	105	85	95	95	77	147	122
Prior Year	87	79	70	60	87	85	112	84	61	125	85	108	73
Percent Change from Prior Year	-16%	-13%	9%	27%	1%	24%	-6%	1%	56%	-24%	-9%	36%	67%

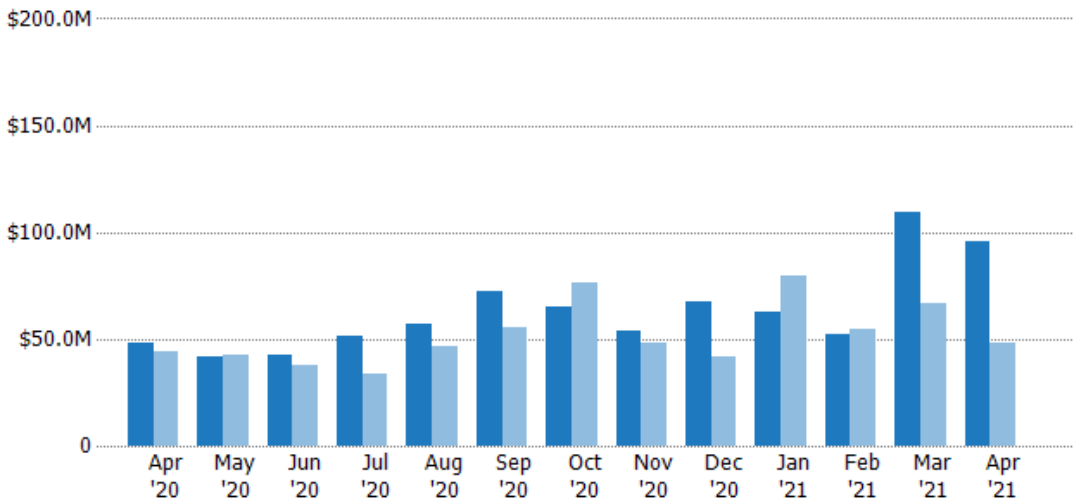
## New Listing Volume

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.
Apr '21	\$95.8M	97.5%
Apr '20	\$48.5M	9.5%
Apr '19	\$44.3M	-15.7%



Current Year	\$48.5M	\$42.1M	\$42.5M	\$51.6M	\$56.9M	\$72.4M	\$64.7M	\$53.6M	\$67.3M	\$62.6M	\$52.3M	\$109M	\$95.8M
Prior Year	\$44.3M	\$42.4M	\$37.7M	\$33.5M	\$46.6M	\$55.5M	\$76.2M	\$48.5M	\$41.4M	\$79.9M	\$54.6M	\$66.3M	\$48.5M
Percent Change from Prior Year	9%	-1%	13%	54%	22%	30%	-15%	10%	63%	-22%	-4%	64%	98%

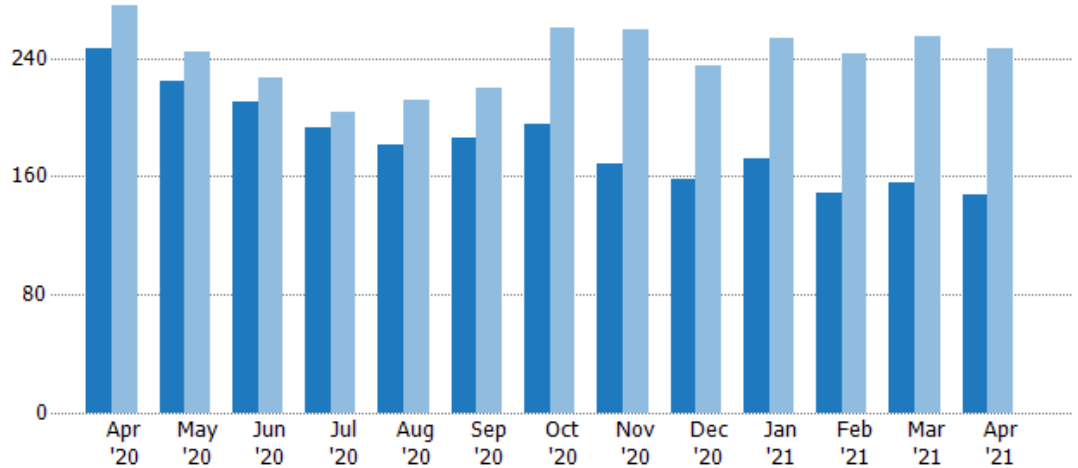
## Active Listings

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

Month/ Year	Count	% Chg.
Apr '21	147	-40.5%
Apr '20	247	-10.2%
Apr '19	275	8%



Current Year	247	224	210	193	181	186	195	168	158	172	149	156	147
Prior Year	275	244	227	204	212	220	261	259	235	254	243	255	247
Percent Change from Prior Year	-10%	-8%	-7%	-5%	-15%	-15%	-25%	-35%	-33%	-32%	-39%	-39%	-40%

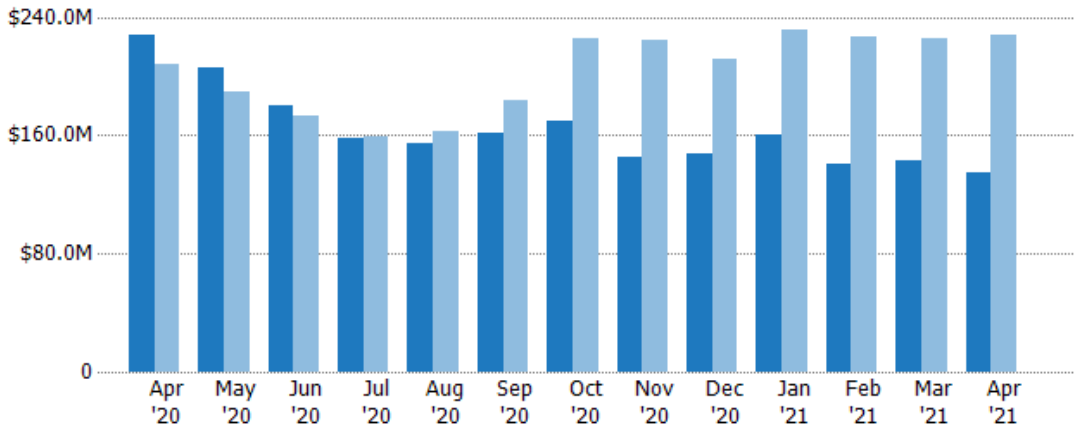
## Active Listing Volume

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

Month/ Year	Volume	% Chg.
Apr '21	\$135M	-40.7%
Apr '20	\$227M	9.5%
Apr '19	\$208M	7.3%



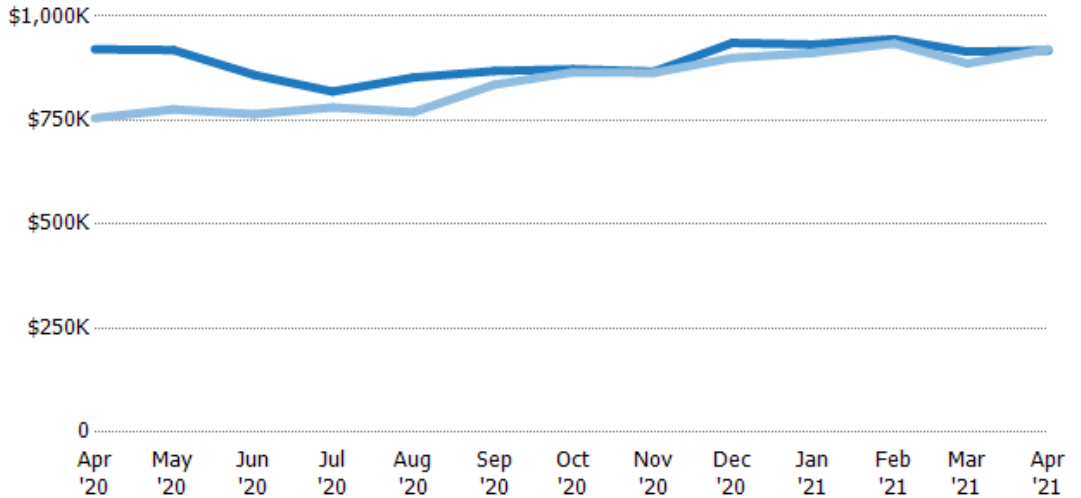
Current Year	\$227M	\$206M	\$180M	\$158M	\$154M	\$162M	\$170M	\$146M	\$148M	\$160M	\$141M	\$143M	\$135M
Prior Year	\$208M	\$189M	\$174M	\$159M	\$163M	\$184M	\$226M	\$224M	\$211M	\$232M	\$227M	\$226M	\$227M
Percent Change from Prior Year	9%	9%	4%	-1%	-5%	-12%	-25%	-35%	-30%	-31%	-38%	-37%	-41%

## 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



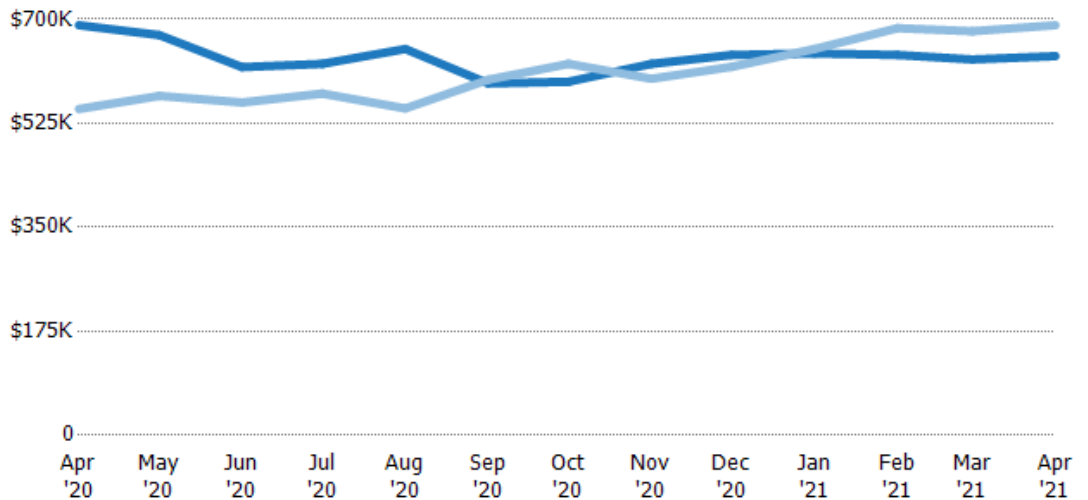
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$921K	\$919K	\$859K	\$819K	\$853K	\$868K	\$873K	\$867K	\$936K	\$932K	\$945K	\$915K	\$918K
Prior Year	\$755K	\$776K	\$765K	\$781K	\$770K	\$836K	\$865K	\$864K	\$900K	\$912K	\$934K	\$886K	\$921K
Percent Change from Prior Year	22%	18%	12%	5%	11%	4%	1%	0%	4%	2%	1%	3%	0%

## 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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$690K	\$673K	\$619K	\$625K	\$650K	\$592K	\$595K	\$625K	\$640K	\$642K	\$640K	\$632K	\$638K
Prior Year	\$549K	\$571K	\$560K	\$575K	\$550K	\$598K	\$625K	\$600K	\$620K	\$650K	\$685K	\$680K	\$690K
Percent Change from Prior Year	26%	18%	11%	9%	18%	-1%	-5%	4%	3%	-1%	-7%	-7%	-8%

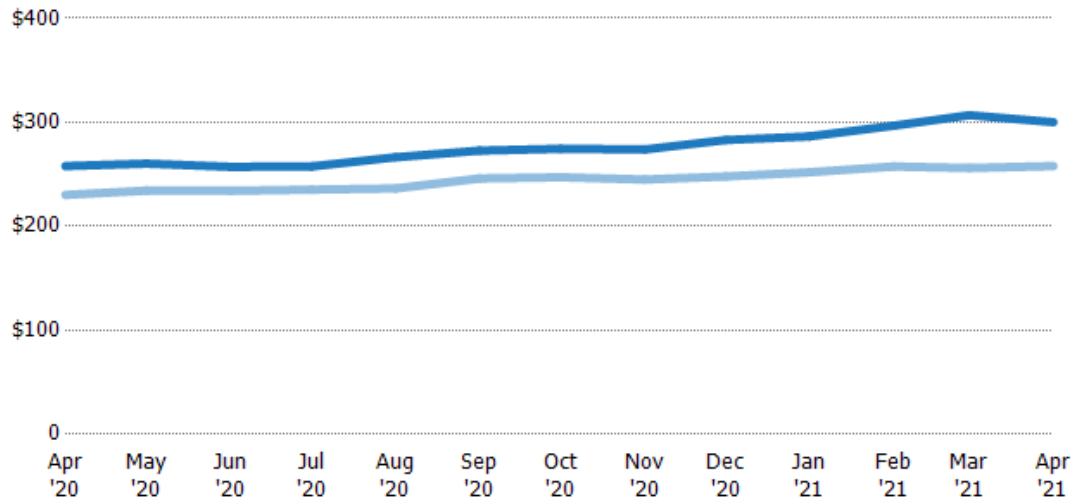
## Average Listing Price per Sq Ft

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

Month/ Year	Price/sq ft	% Chg.
Apr '21	\$300	16.4%
Apr '20	\$258	12%
Apr '19	\$230	-3%



Current Year	\$258	\$260	\$257	\$258	\$266	\$273	\$275	\$274	\$283	\$286	\$297	\$307	\$300
Prior Year	\$230	\$234	\$234	\$235	\$236	\$246	\$247	\$245	\$248	\$252	\$258	\$256	\$258
Percent Change from Prior Year	12%	11%	10%	9%	13%	11%	11%	12%	14%	14%	15%	20%	16%

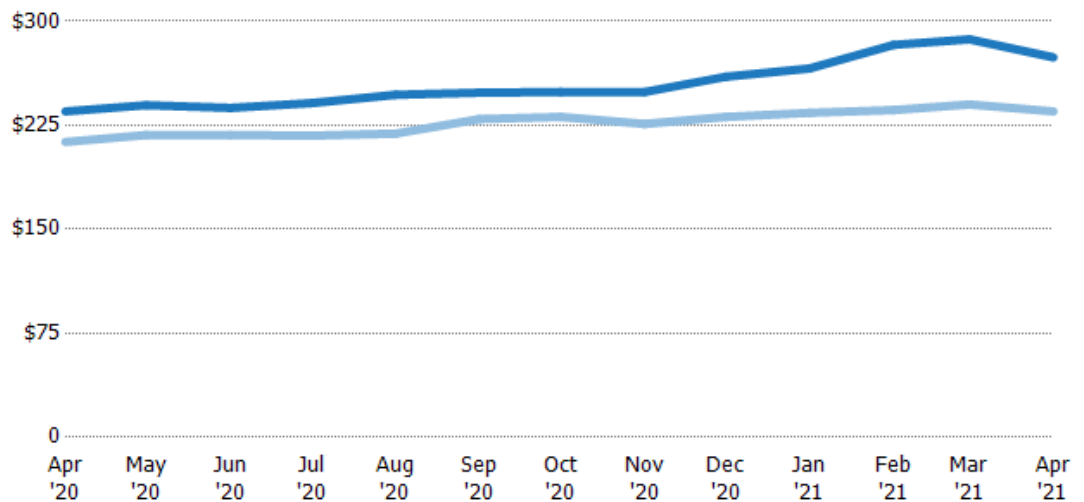
## Median Listing Price per Sq Ft

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

Month/ Year	Price/sq ft	% Chg.
Apr '21	\$274	16.6%
Apr '20	\$235	10.3%
Apr '19	\$213	-4.2%



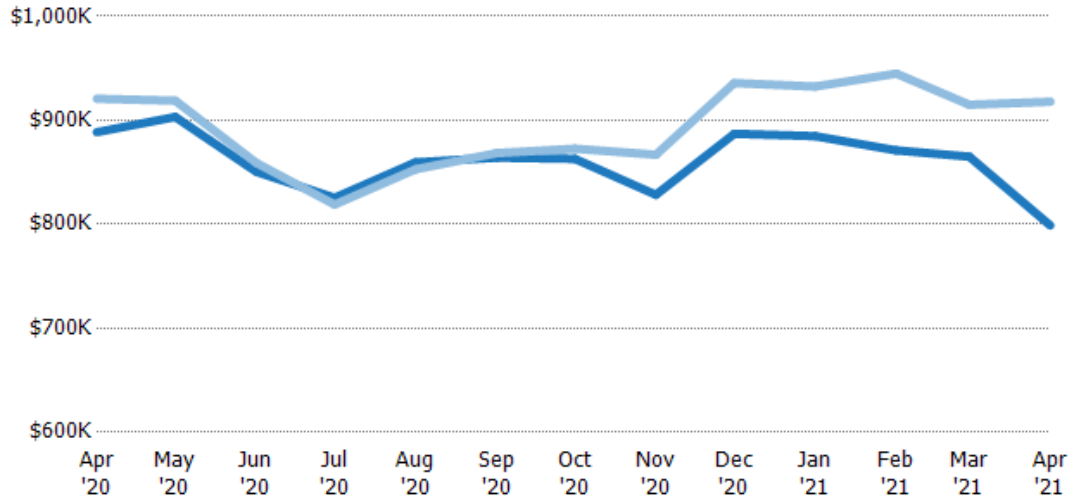
Current Year	\$235	\$240	\$238	\$241	\$247	\$249	\$249	\$249	\$260	\$266	\$283	\$287	\$274
Prior Year	\$213	\$218	\$218	\$218	\$219	\$230	\$231	\$226	\$231	\$234	\$236	\$240	\$235
Percent Change from Prior Year	10%	10%	9%	11%	13%	8%	8%	10%	13%	14%	20%	20%	17%

## 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



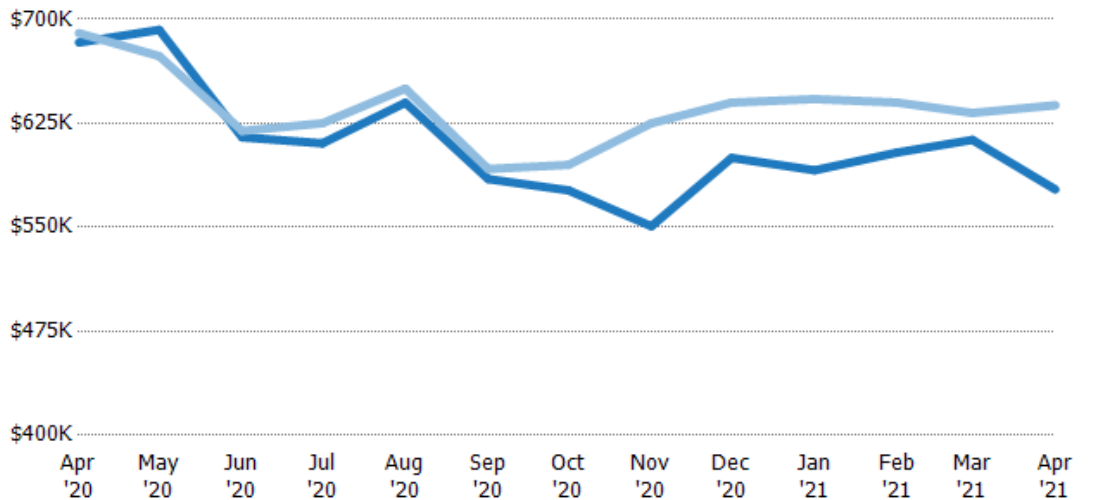
Avg Est Value	\$889K	\$903K	\$851K	\$825K	\$860K	\$864K	\$863K	\$828K	\$887K	\$885K	\$871K	\$865K	\$799K
Avg Listing Price	\$921K	\$919K	\$859K	\$819K	\$853K	\$868K	\$873K	\$867K	\$936K	\$932K	\$945K	\$915K	\$918K
Avg Listing Price as a % of Avg Est Value	104%	102%	101%	99%	99%	100%	101%	105%	106%	105%	108%	106%	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	\$683K	\$692K	\$615K	\$611K	\$640K	\$585K	\$577K	\$551K	\$600K	\$591K	\$604K	\$613K	\$577K
Median Listing Price	\$690K	\$673K	\$619K	\$625K	\$650K	\$592K	\$595K	\$625K	\$640K	\$642K	\$640K	\$632K	\$638K
Med Listing Price as a % of Med Est Value	101%	97%	101%	102%	102%	101%	103%	113%	107%	109%	106%	103%	111%



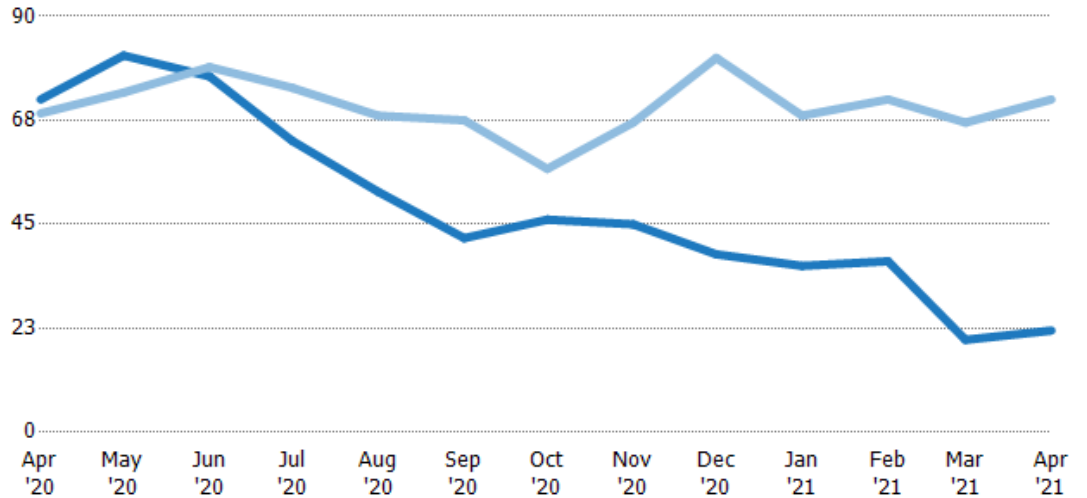
## Median Days in RPR

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

Month/Year	Days	% Chg.
Apr '21	22	-69.4%
Apr '20	72	4.3%
Apr '19	69	20.3%



Current Year	72	81.5	77	63	52	42	46	45	38.5	36	37	20	22
Prior Year	69	73.5	79	74.5	68.5	67.5	57	67	81	68.5	72	67	72
Percent Change from Prior Year	4%	11%	-3%	-15%	-24%	-38%	-19%	-33%	-52%	-47%	-49%	-70%	-69%

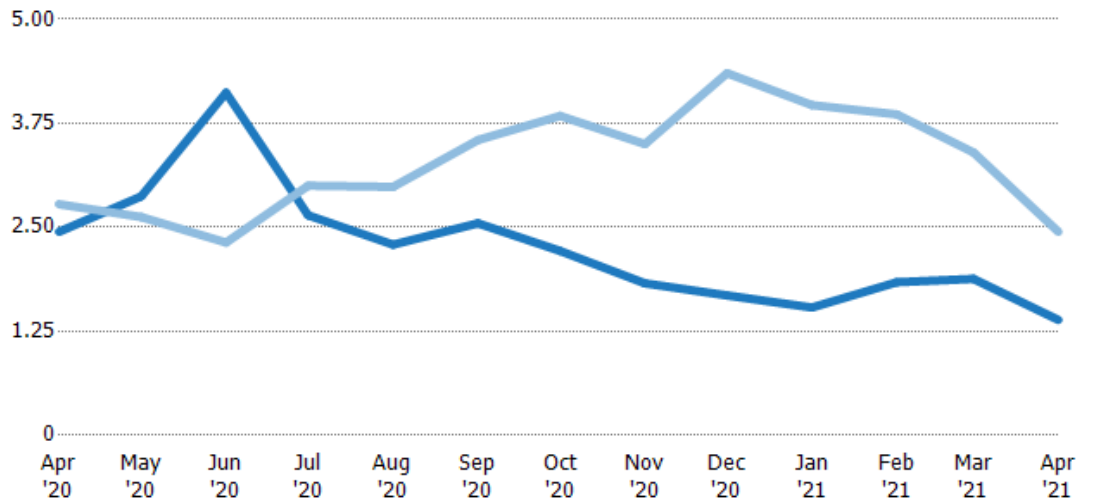
## Months of Inventory

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

Month/Year	Months	% Chg.
Apr '21	1.39	-43.3%
Apr '20	2.45	-12%
Apr '19	2.78	9.1%



Current Year	2.45	2.87	4.12	2.64	2.29	2.55	2.22	1.83	1.68	1.54	1.84	1.88	1.39
Prior Year	2.78	2.62	2.32	3	2.99	3.55	3.84	3.5	4.35	3.97	3.86	3.4	2.45
Percent Change from Prior Year	-12%	9%	78%	-12%	-23%	-28%	-42%	-48%	-61%	-61%	-52%	-45%	-43%



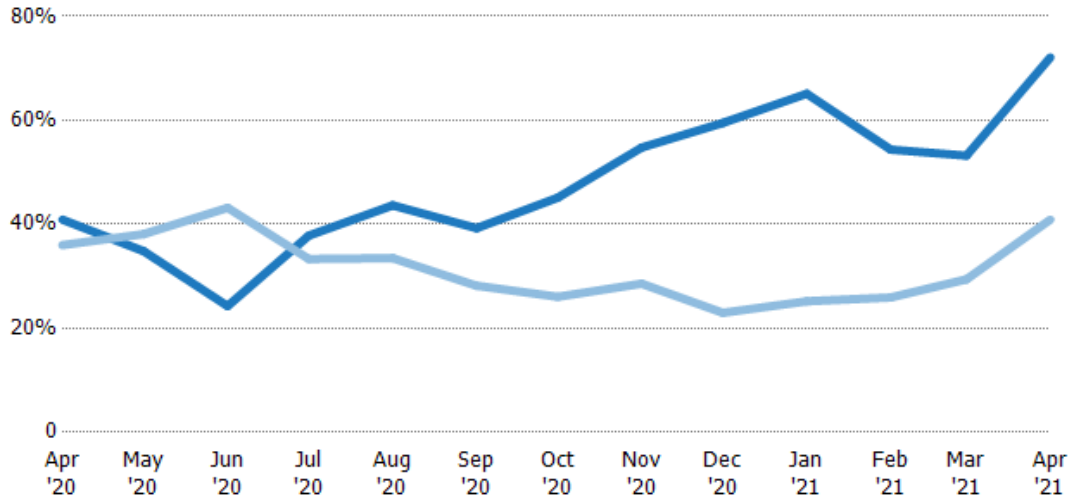
## Absorption Rate

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

Month/Year	Rate	Chg.
Apr '21	72%	-31.2%
Apr '20	41%	-4.9%
Apr '19	36%	-8.4%



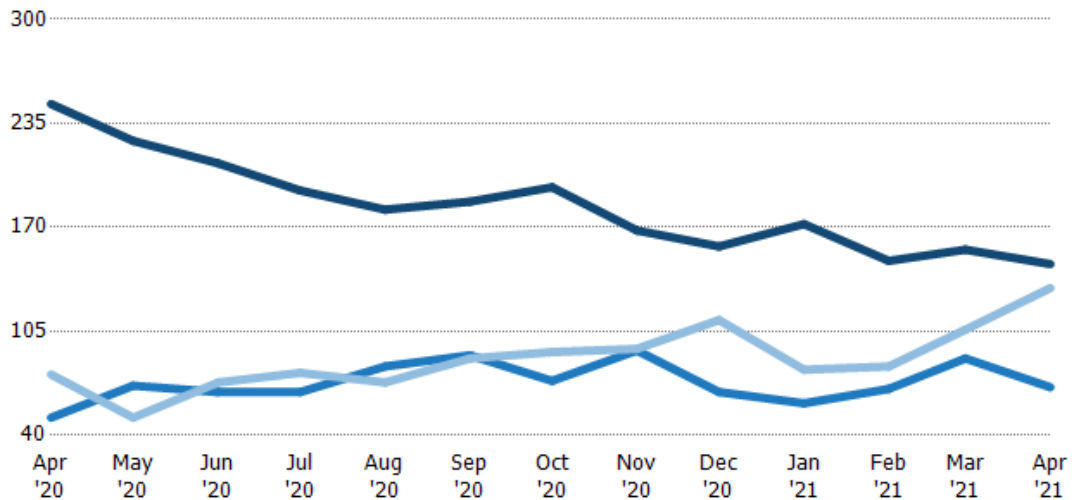
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	41%	35%	24%	38%	44%	39%	45%	55%	59%	65%	54%	53%	72%
Prior Year	36%	38%	43%	33%	33%	28%	26%	29%	23%	25%	26%	29%	41%
Change from Prior Year	-5%	3%	19%	-4%	-10%	-11%	-19%	-26%	-37%	-40%	-28%	-24%	-31%

## 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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Active	247	224	210	193	181	186	195	168	158	172	149	156	147
Pending	51	71	67	67	83	90	74	93	67	60	69	88	70
Sold	78	51	73	79	73	88	92	94	112	81	83	106	132

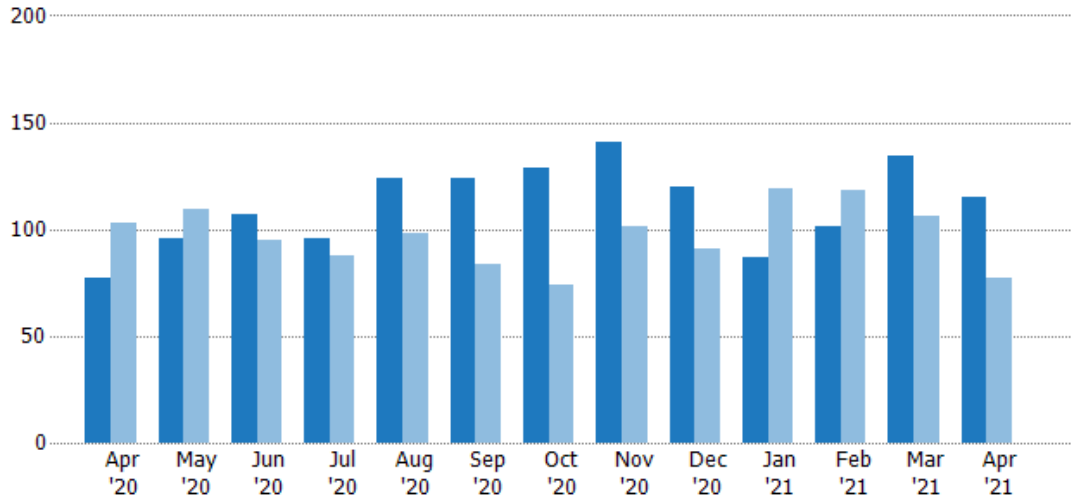
## New Pending Sales

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.
Apr '21	115	49.4%
Apr '20	77	-25.2%
Apr '19	103	5.8%



Current Year	77	96	107	96	124	124	129	141	120	87	101	134	115
Prior Year	103	109	95	88	98	84	74	101	91	119	118	106	77
Percent Change from Prior Year	-25%	-12%	13%	9%	27%	48%	74%	40%	32%	-27%	-14%	26%	49%

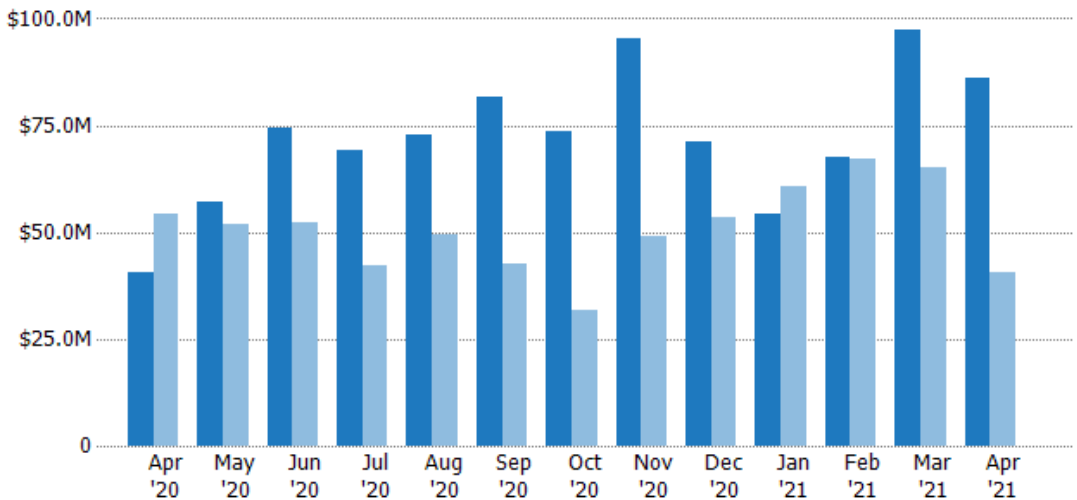
## New Pending Sales Volume

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.
Apr '21	\$86.2M	112.5%
Apr '20	\$40.6M	-25.3%
Apr '19	\$54.3M	-18.8%



Current Year	\$40.6M	\$57M	\$74.6M	\$69.1M	\$72.8M	\$81.5M	\$73.4M	\$95.2M	\$71.3M	\$54.1M	\$67.5M	\$97.2M	\$86.2M
Prior Year	\$54.3M	\$51.8M	\$52.1M	\$42.3M	\$49.4M	\$42.7M	\$31.6M	\$49M	\$53.4M	\$60.8M	\$67.2M	\$65.2M	\$40.6M
Percent Change from Prior Year	-25%	10%	43%	63%	47%	91%	132%	94%	34%	-11%	0%	49%	112%

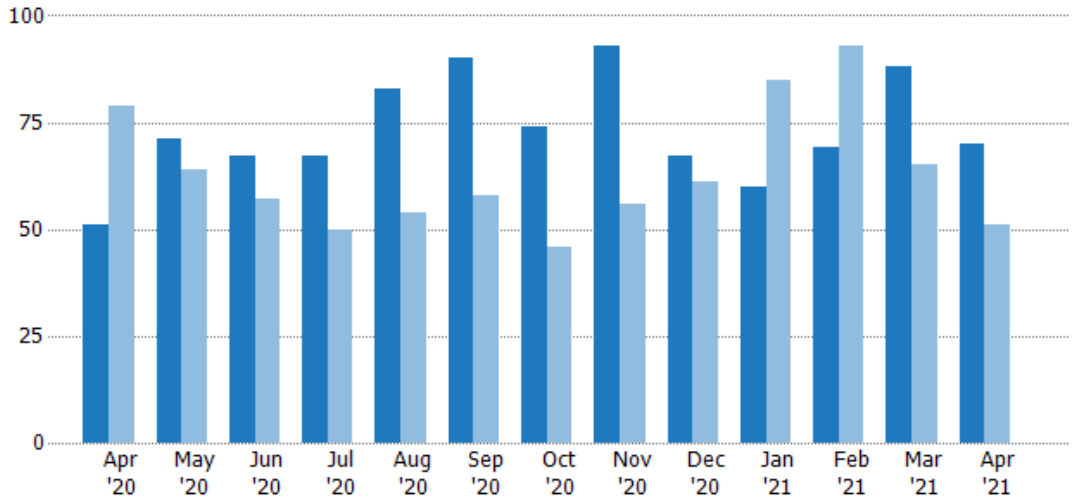
## Pending Sales

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

Month/Year	Count	% Chg.
Apr '21	70	37.3%
Apr '20	51	-35.4%
Apr '19	79	21.5%



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	51	71	67	67	83	90	74	93	67	60	69	88	70
Prior Year	79	64	57	50	54	58	46	56	61	85	93	65	51
Percent Change from Prior Year	-35%	11%	18%	34%	54%	55%	61%	66%	10%	-29%	-26%	35%	37%

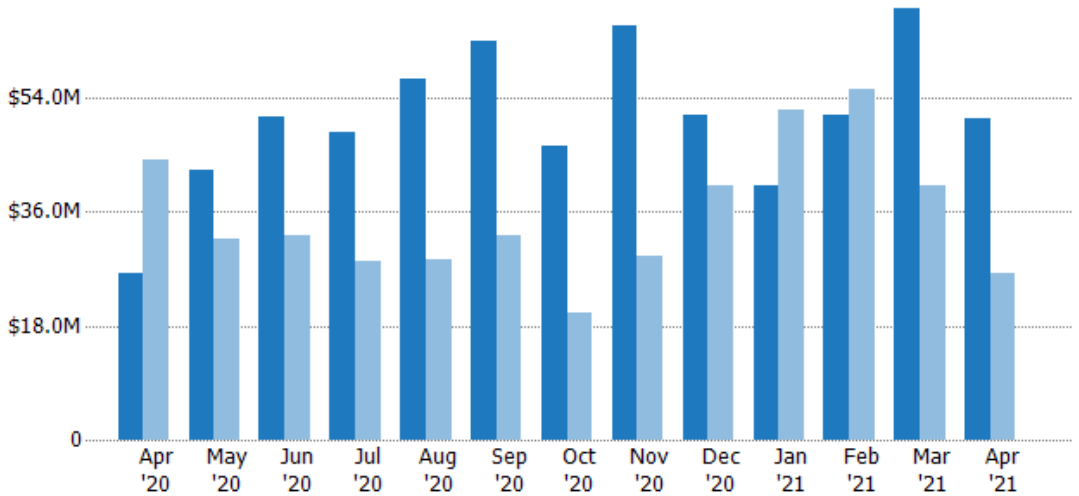
## Pending Sales Volume

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

Month/Year	Volume	% Chg.
Apr '21	\$50.8M	92.3%
Apr '20	\$26.4M	-40.3%
Apr '19	\$44.2M	-2.3%



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$26.4M	\$42.6M	\$51M	\$48.4M	\$57.1M	\$63M	\$46.4M	\$65.4M	\$51.3M	\$40M	\$51.2M	\$68M	\$50.8M
Prior Year	\$44.2M	\$31.8M	\$32.3M	\$28.1M	\$28.6M	\$32.4M	\$20.1M	\$29M	\$40M	\$52M	\$55.3M	\$40.1M	\$26.4M
Percent Change from Prior Year	-40%	34%	58%	72%	100%	95%	131%	126%	28%	-23%	-7%	70%	92%

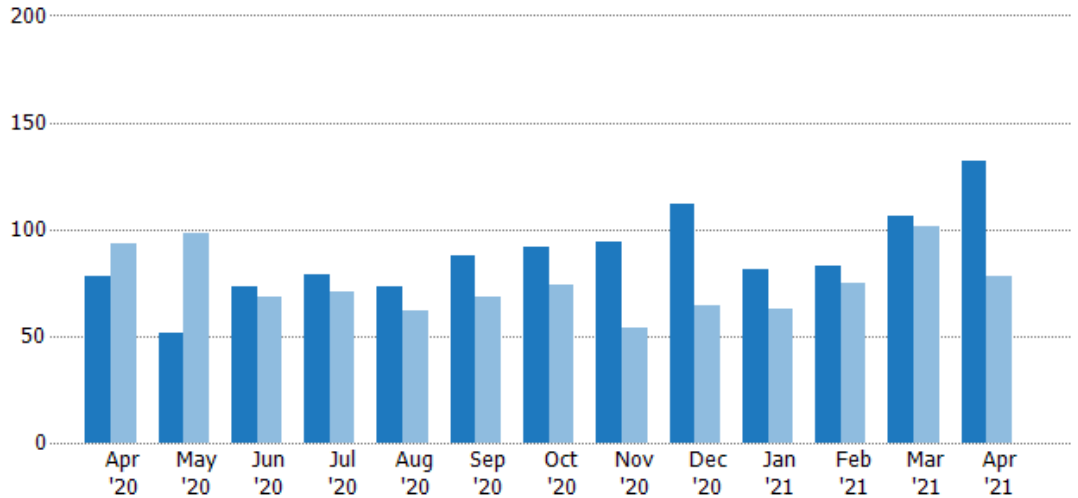
## Closed Sales

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.
Apr '21	132	69.2%
Apr '20	78	-16.1%
Apr '19	93	-8.6%



Current Year	78	51	73	79	73	88	92	94	112	81	83	106	132
Prior Year	93	98	68	71	62	68	74	54	64	63	75	101	78
Percent Change from Prior Year	-16%	-48%	7%	11%	18%	29%	24%	74%	75%	29%	11%	5%	69%

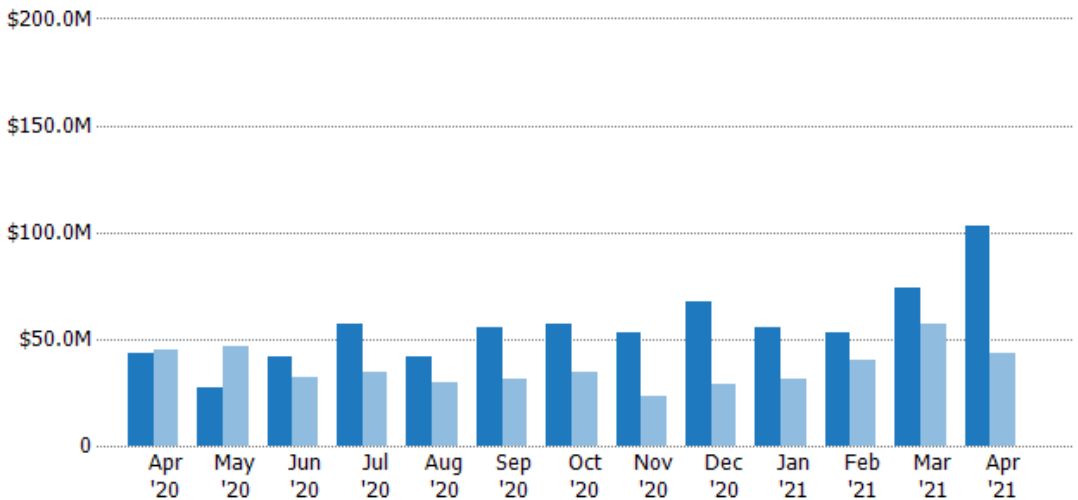
## Closed Sales Volume

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.
Apr '21	\$103M	139.4%
Apr '20	\$43.1M	-3.7%
Apr '19	\$44.7M	0.6%



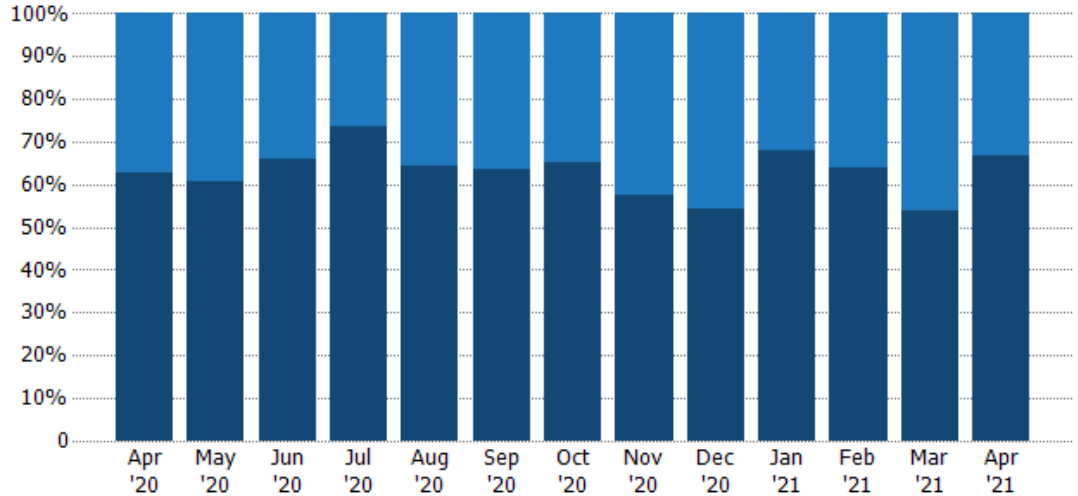
Current Year	\$43.1M	\$27.4M	\$41.7M	\$57.4M	\$41.4M	\$55.2M	\$56.7M	\$52.8M	\$67.2M	\$55.8M	\$52.9M	\$74.1M	\$103M
Prior Year	\$44.7M	\$46.2M	\$31.9M	\$34.4M	\$29.8M	\$31.5M	\$34.2M	\$23.2M	\$28.8M	\$31.5M	\$40.4M	\$57.4M	\$43.1M
Percent Change from Prior Year	-4%	-41%	30%	67%	39%	75%	66%	128%	133%	77%	31%	29%	139%

## 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



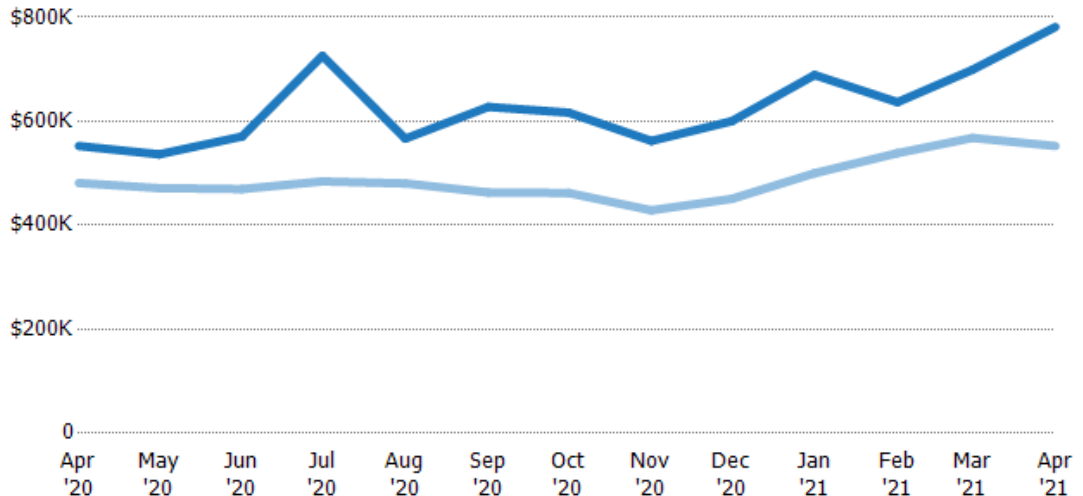
Property Type	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Condo/Townhouse	37%	39%	34%	27%	36%	36%	35%	43%	46%	32%	36%	46%	33%
Single Family Residence	63%	61%	66%	73%	64%	64%	65%	57%	54%	68%	64%	54%	67%

## 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



Month/Year	Price	% Chg.
Apr '21	\$781K	41.4%
Apr '20	\$552K	14.8%
Apr '19	\$481K	10.1%

Property Type	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$552K	\$536K	\$571K	\$726K	\$567K	\$628K	\$617K	\$562K	\$600K	\$689K	\$637K	\$699K	\$781K
Prior Year	\$481K	\$471K	\$470K	\$484K	\$481K	\$463K	\$462K	\$429K	\$451K	\$500K	\$539K	\$568K	\$552K
Percent Change from Prior Year	15%	14%	22%	50%	18%	36%	33%	31%	33%	38%	18%	23%	41%

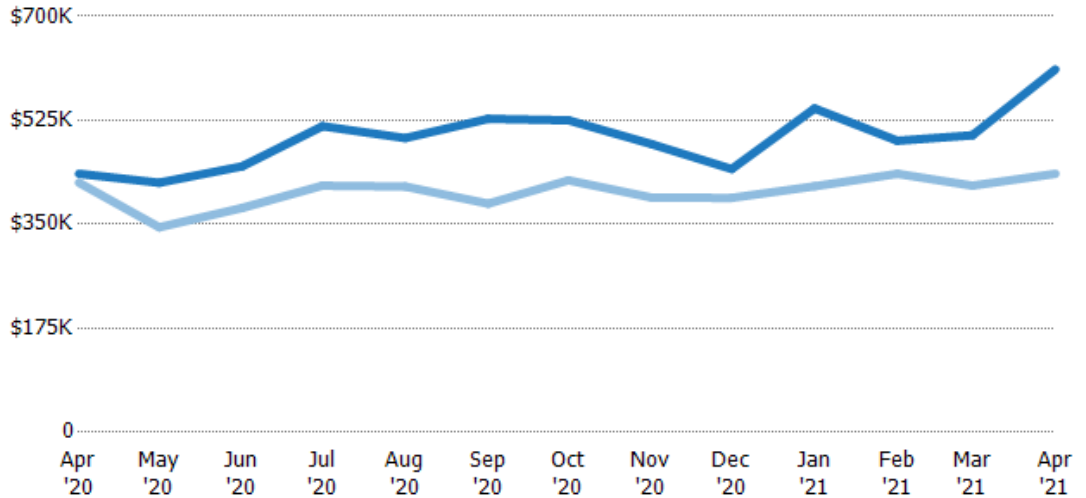
## Median Sales Price

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.
Apr '21	\$611K	40.3%
Apr '20	\$435K	3.6%
Apr '19	\$420K	-9.5%



Current Year	\$435K	\$420K	\$448K	\$515K	\$495K	\$528K	\$525K	\$485K	\$443K	\$545K	\$491K	\$500K	\$611K
Prior Year	\$420K	\$345K	\$378K	\$415K	\$413K	\$385K	\$424K	\$395K	\$394K	\$414K	\$435K	\$415K	\$435K
Percent Change from Prior Year	4%	22%	19%	24%	20%	37%	24%	23%	12%	32%	13%	20%	40%

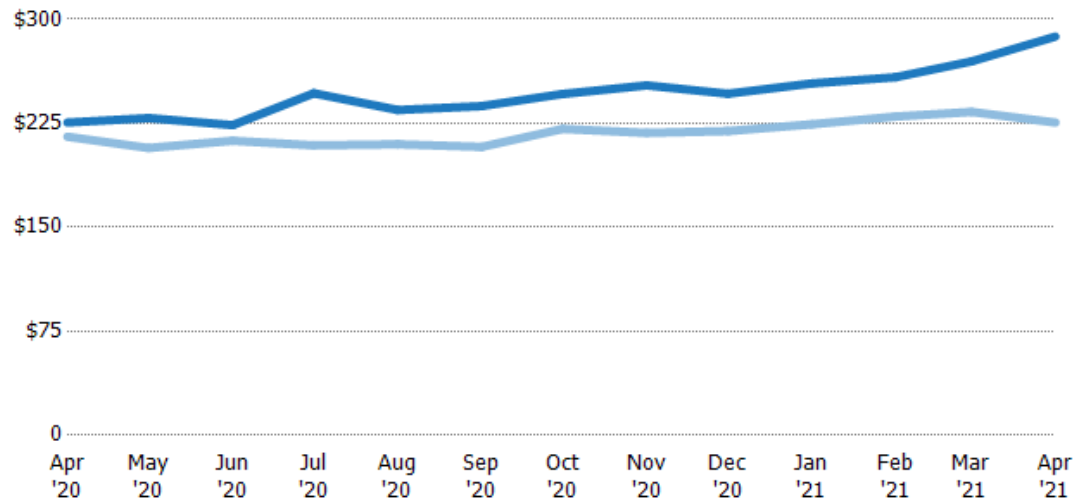
## Average Sales Price per Sq Ft

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.
Apr '21	\$288	27.5%
Apr '20	\$226	4.8%
Apr '19	\$215	0.8%



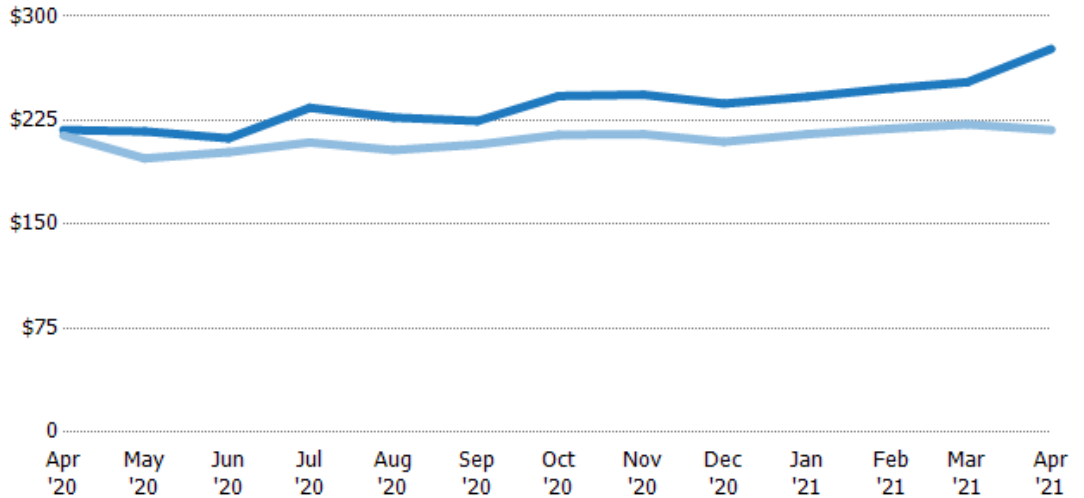
Current Year	\$226	\$229	\$224	\$247	\$235	\$237	\$246	\$252	\$246	\$254	\$258	\$270	\$288
Prior Year	\$215	\$207	\$212	\$209	\$210	\$208	\$221	\$218	\$219	\$224	\$230	\$233	\$226
Percent Change from Prior Year	5%	10%	5%	18%	12%	14%	11%	16%	12%	13%	12%	16%	27%

## 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



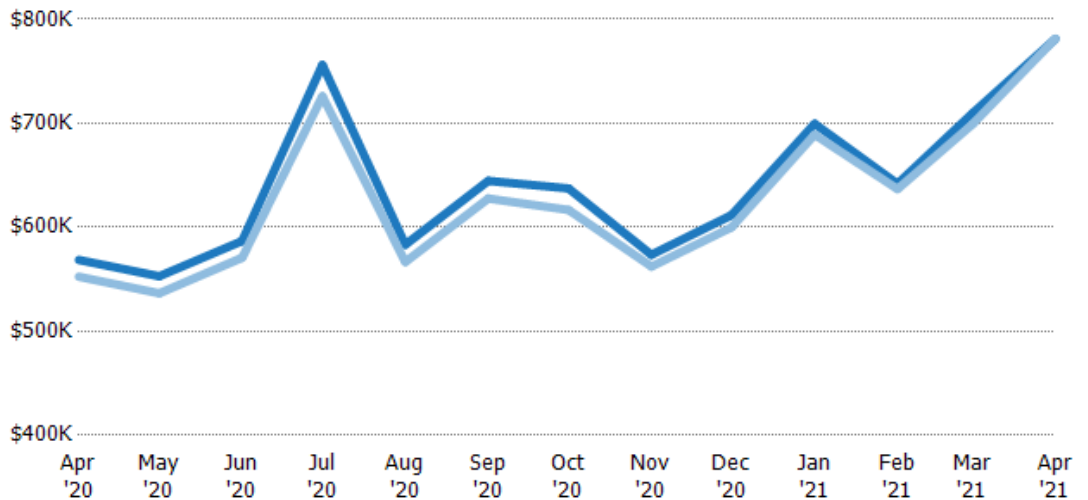
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Apr '20	\$218	\$214	2%
May '20	\$217	\$198	10%
Jun '20	\$212	\$202	5%
Jul '20	\$234	\$209	12%
Aug '20	\$227	\$204	12%
Sep '20	\$225	\$208	8%
Oct '20	\$243	\$215	13%
Nov '20	\$244	\$215	13%
Dec '20	\$237	\$210	13%
Jan '21	\$242	\$215	13%
Feb '21	\$248	\$219	13%
Mar '21	\$253	\$222	14%
Apr '21	\$277	\$218	27%

## 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
Apr '20	\$569K	\$552K	97%
May '20	\$553K	\$536K	97%
Jun '20	\$587K	\$571K	97%
Jul '20	\$756K	\$726K	96%
Aug '20	\$583K	\$567K	97%
Sep '20	\$645K	\$628K	97%
Oct '20	\$637K	\$617K	97%
Nov '20	\$574K	\$562K	98%
Dec '20	\$612K	\$600K	98%
Jan '21	\$700K	\$689K	99%
Feb '21	\$642K	\$637K	99%
Mar '21	\$710K	\$699K	99%
Apr '21	\$781K	\$781K	100%

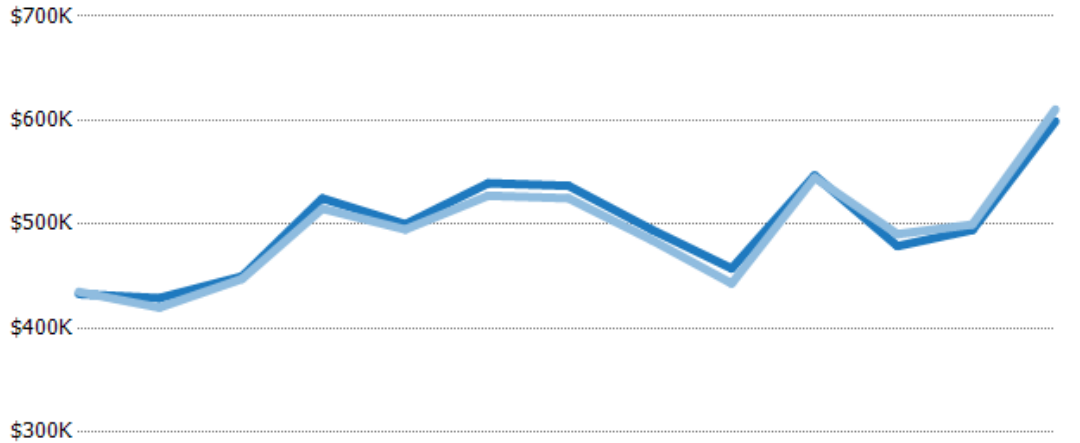


## Median Sales Price vs Median Listing Price

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



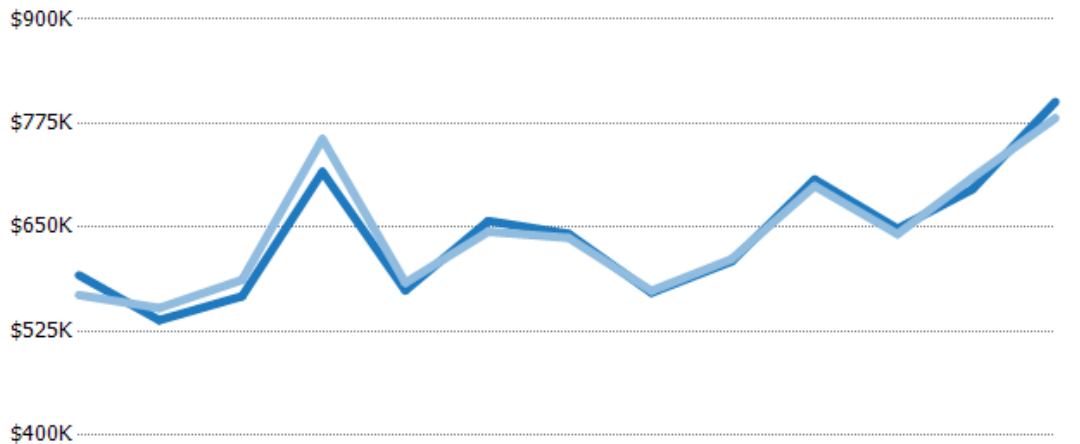
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median List Price	\$433K	\$429K	\$450K	\$525K	\$500K	\$539K	\$537K	\$495K	\$458K	\$547K	\$479K	\$495K	\$599K
Median Sales Price	\$435K	\$420K	\$448K	\$515K	\$495K	\$528K	\$525K	\$485K	\$443K	\$545K	\$491K	\$500K	\$611K
Med Sales Price as a % of Med List Price	100%	98%	99%	98%	99%	98%	98%	98%	97%	100%	102%	101%	102%

## 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



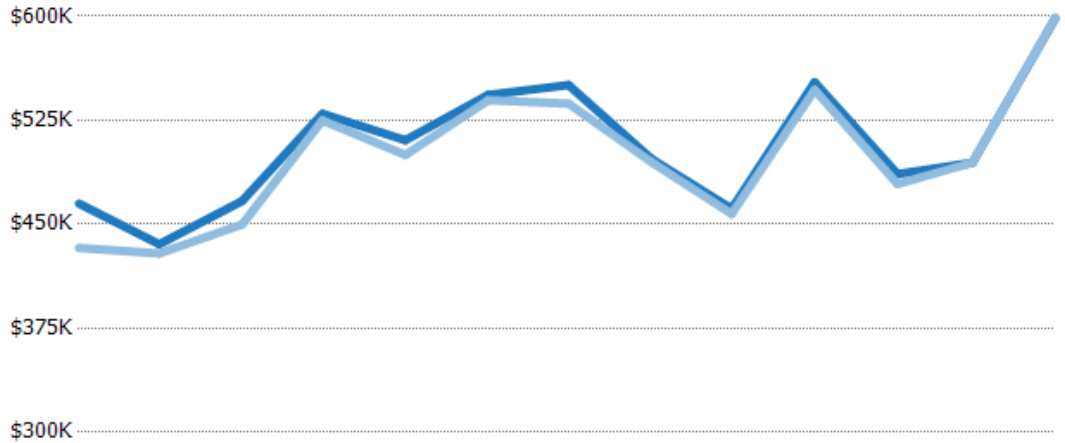
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Avg Est Value	\$592K	\$538K	\$567K	\$717K	\$574K	\$658K	\$642K	\$571K	\$609K	\$707K	\$648K	\$696K	\$801K
Avg Sales Price	\$569K	\$553K	\$587K	\$756K	\$583K	\$645K	\$637K	\$574K	\$612K	\$700K	\$642K	\$710K	\$781K
Avg Sales Price as a % of Avg Est Value	96%	103%	103%	106%	102%	98%	99%	100%	100%	99%	99%	102%	98%

## 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



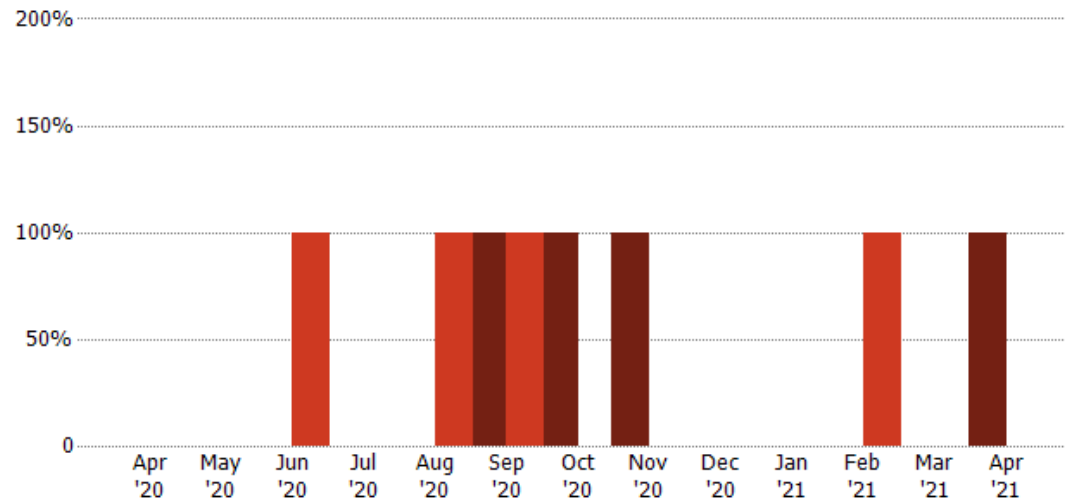
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median Est Value	\$465K	\$436K	\$467K	\$530K	\$511K	\$543K	\$550K	\$497K	\$461K	\$552K	\$486K	\$494K	\$599K
Median Sales Price	\$433K	\$429K	\$450K	\$525K	\$500K	\$539K	\$537K	\$495K	\$458K	\$547K	\$479K	\$495K	\$599K
Med Sales Price as a % of Med Est Value	93%	98%	96%	99%	98%	99%	98%	100%	99%	99%	99%	100%	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



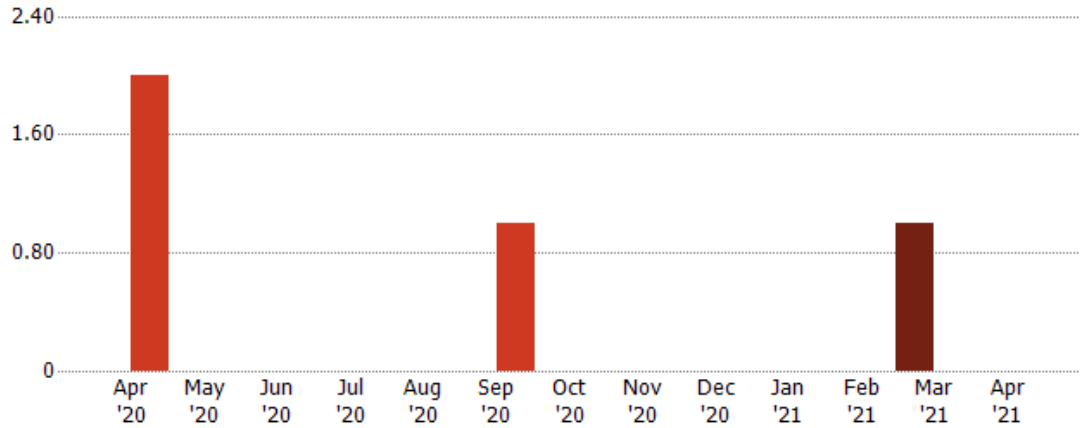
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	-	-	-	-	-	1	1	1	-	-	-	-	1
Prior Year	-	-	1	-	1	1	-	-	-	-	1	-	-
Percent Change from Prior Year	-	-	-100%	-	-100%	0%	100%	100%	-	-	-100%	-	100%

## 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



Current Year	-	-	-	-	-	-	-	-	-	-	-	-	1	-
Prior Year	2	-	-	-	-	1	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-	-	-	-	-100%	-	-	-	-	-	-	100%	-



## Sales Activity by ZIP

Apr 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	70	\$50,758,382	132	\$103,146,489	\$781,413	\$610,500	\$289	\$277	29

