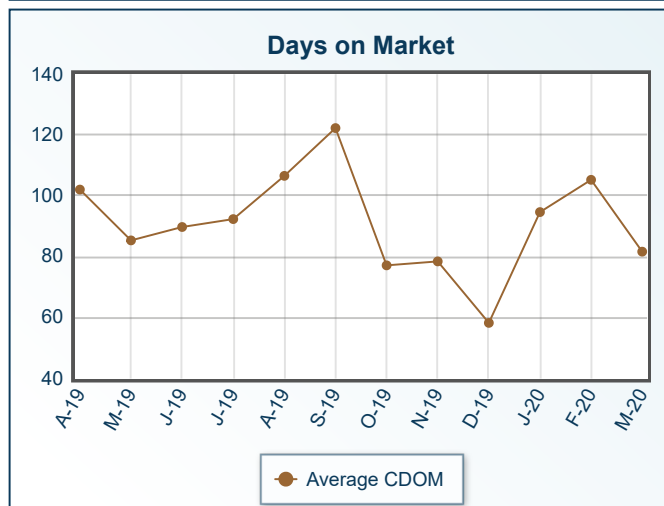
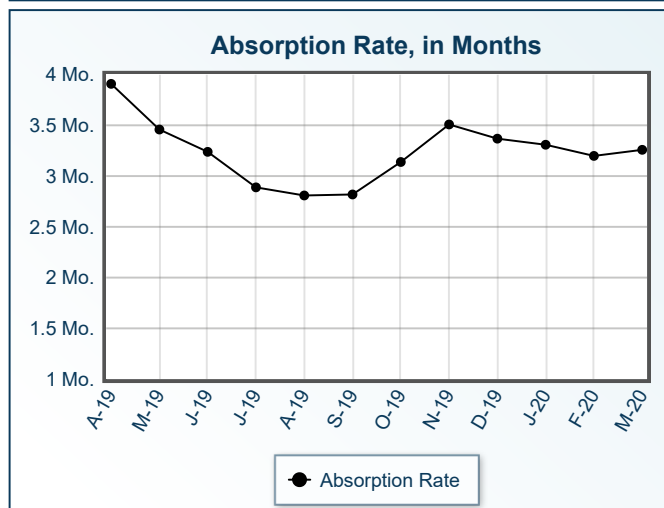
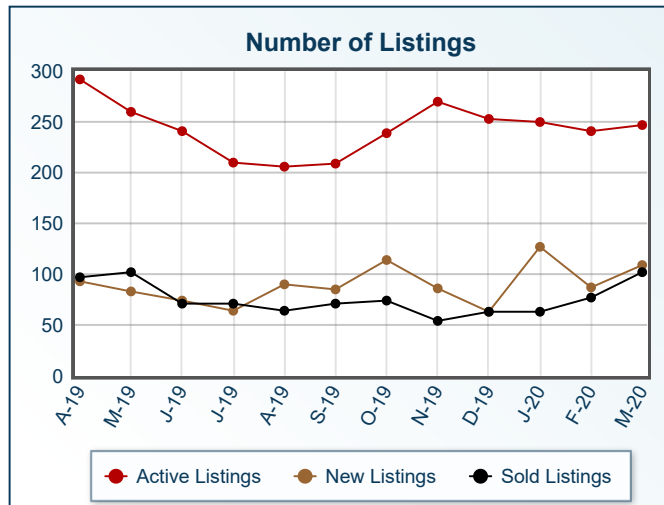


# Market Summary

Fountain Hills Residential, March 2020



| Summary Statistics |           |           |        |           |           |        |
|--------------------|-----------|-----------|--------|-----------|-----------|--------|
|                    | Mar-20    | Mar-19    | % Chg  | 2020 YTD  | 2019 YTD  | % Chg  |
| Absorption Rate    | 3.26      | 4.13      | -21.07 | 3.26      | 4.3       | -24.19 |
| Average List Price | \$959,311 | \$781,028 | 22.83  | \$767,555 | \$668,980 | 14.74  |
| Median List Price  | \$690,000 | \$550,000 | 25.45  | \$529,450 | \$479,900 | 10.33  |
| Average Sale Price | \$565,137 | \$423,521 | 33.44  | \$539,216 | \$475,710 | 13.35  |
| Median Sale Price  | \$412,500 | \$380,000 | 8.55   | \$425,000 | \$384,750 | 10.46  |
| Average CDOM       | 81        | 98        | -17.35 | 88        | 82        | 7.32   |
| Median CDOM        | 49        | 58        | -15.52 | 56        | 51        | 9.80   |

| Sold Listings       |            |      |        |              |      |        | Pending Listings    |            |      |        |              |      |        |
|---------------------|------------|------|--------|--------------|------|--------|---------------------|------------|------|--------|--------------|------|--------|
|                     | This Month |      |        | Year to Date |      |        |                     | This Month |      |        | Year to Date |      |        |
|                     | 2020       | 2019 | % Chg  | 2020         | 2019 | % Chg  |                     | 2020       | 2019 | % Chg  | 2020         | 2019 | % Chg  |
| 0-29,999            | 0          | 0    | 0.0    | 0            | 0    | 0.0    | 0-29,999            | 0          | 0    | 0.0    | 0            | 0    | 0.0    |
| 30,000-39,999       | 0          | 0    | 0.0    | 0            | 0    | 0.0    | 30,000-39,999       | 0          | 0    | 0.0    | 0            | 0    | 0.0    |
| 40,000-49,999       | 0          | 0    | 0.0    | 0            | 0    | 0.0    | 40,000-49,999       | 0          | 0    | 0.0    | 0            | 0    | 0.0    |
| 50,000-59,999       | 0          | 0    | 0.0    | 0            | 0    | 0.0    | 50,000-59,999       | 0          | 0    | 0.0    | 0            | 0    | 0.0    |
| 60,000-69,999       | 0          | 0    | 0.0    | 0            | 0    | 0.0    | 60,000-69,999       | 0          | 0    | 0.0    | 0            | 0    | 0.0    |
| 70,000-79,999       | 0          | 0    | 0.0    | 0            | 0    | 0.0    | 70,000-79,999       | 0          | 0    | 0.0    | 0            | 0    | 0.0    |
| 80,000-89,999       | 0          | 0    | 0.0    | 0            | 0    | 0.0    | 80,000-89,999       | 0          | 0    | 0.0    | 0            | 0    | 0.0    |
| 90,000-99,999       | 0          | 1    | -100.0 | 0            | 1    | -100.0 | 90,000-99,999       | 0          | 0    | 0.0    | 0            | 0    | 0.0    |
| 100,000-119,999     | 0          | 2    | -100.0 | 0            | 6    | -100.0 | 100,000-119,999     | 0          | 1    | -100.0 | 0            | 5    | -100.0 |
| 120,000-139,999     | 0          | 1    | -100.0 | 1            | 4    | -75.0  | 120,000-139,999     | 1          | 3    | -66.7  | 1            | 8    | -87.5  |
| 140,000-159,999     | 3          | 4    | -25.0  | 5            | 8    | -37.5  | 140,000-159,999     | 4          | 2    | 100.0  | 9            | 6    | 50.0   |
| 160,000-179,999     | 0          | 3    | -100.0 | 4            | 8    | -50.0  | 160,000-179,999     | 1          | 0    | N/A    | 5            | 8    | -37.5  |
| 180,000-199,999     | 2          | 2    | 0.0    | 6            | 4    | 50.0   | 180,000-199,999     | 1          | 5    | -80.0  | 9            | 6    | 50.0   |
| 200,000-249,999     | 8          | 7    | 14.3   | 16           | 16   | 0.0    | 200,000-249,999     | 4          | 14   | -71.4  | 15           | 21   | -28.6  |
| 250,000-299,999     | 6          | 8    | -25.0  | 15           | 20   | -25.0  | 250,000-299,999     | 4          | 4    | 0.0    | 13           | 25   | -48.0  |
| 300,000-399,999     | 28         | 25   | 12.0   | 57           | 62   | -8.1   | 300,000-399,999     | 5          | 21   | -76.2  | 49           | 57   | -14.0  |
| 400,000-499,999     | 17         | 22   | -22.7  | 48           | 38   | 26.3   | 400,000-499,999     | 17         | 26   | -34.6  | 54           | 60   | -10.0  |
| 500,000-549,999     | 3          | 11   | -72.7  | 13           | 18   | -27.8  | 500,000-549,999     | 6          | 9    | -33.3  | 15           | 24   | -37.5  |
| 550,000-749,999     | 17         | 7    | 142.9  | 41           | 20   | 105.0  | 550,000-749,999     | 8          | 13   | -38.5  | 38           | 31   | 22.6   |
| 750,000-999,999     | 9          | 4    | 125.0  | 16           | 13   | 23.1   | 750,000-999,999     | 3          | 5    | -40.0  | 12           | 17   | -29.4  |
| 1,000,000-1,249,999 | 3          | 1    | 200.0  | 8            | 12   | -33.3  | 1,000,000-1,249,999 | 3          | 0    | N/A    | 12           | 5    | 140.0  |
| 1,250,000-1,499,999 | 1          | 3    | -66.7  | 3            | 7    | -57.1  | 1,250,000-1,499,999 | 2          | 3    | -33.3  | 3            | 9    | -66.7  |
| 1,500,000-1,999,999 | 2          | 0    | N/A    | 5            | 2    | 150.0  | 1,500,000-1,999,999 | 3          | 1    | 200.0  | 9            | 3    | 200.0  |
| 2,000,000-2,999,999 | 2          | 0    | N/A    | 2            | 1    | 100.0  | 2,000,000-2,999,999 | 0          | 2    | -100.0 | 3            | 3    | 0.0    |
| 3,000,000+          | 1          | 0    | N/A    | 2            | 0    | N/A    | 3,000,000+          | 0          | 2    | -100.0 | 1            | 2    | -50.0  |
| Totals              | 102        | 101  | 1.0    | 242          | 240  | 0.8    | Totals              | 62         | 111  | -44.1  | 248          | 290  | -14.5  |

| Active Listings     |            |      |       |              |      |        | New Listings        |            |      |       |              |      |        |
|---------------------|------------|------|-------|--------------|------|--------|---------------------|------------|------|-------|--------------|------|--------|
|                     | This Month |      |       | Year to Date |      |        |                     | This Month |      |       | Year to Date |      |        |
|                     | 2020       | 2019 | % Chg | 2020         | 2019 | % Chg  |                     | 2020       | 2019 | % Chg | 2020         | 2019 | % Chg  |
| 0-29,999            | 0          | 0    | 0.0   | 0            | 0    | 0.0    | 0-29,999            | 0          | 0    | 0.0   | 0            | 0    | 0.0    |
| 30,000-39,999       | 0          | 0    | 0.0   | 0            | 0    | 0.0    | 30,000-39,999       | 0          | 0    | 0.0   | 0            | 0    | 0.0    |
| 40,000-49,999       | 0          | 0    | 0.0   | 0            | 0    | 0.0    | 40,000-49,999       | 0          | 0    | 0.0   | 0            | 0    | 0.0    |
| 50,000-59,999       | 0          | 0    | 0.0   | 0            | 0    | 0.0    | 50,000-59,999       | 0          | 0    | 0.0   | 0            | 0    | 0.0    |
| 60,000-69,999       | 0          | 0    | 0.0   | 0            | 0    | 0.0    | 60,000-69,999       | 0          | 0    | 0.0   | 0            | 0    | 0.0    |
| 70,000-79,999       | 0          | 0    | 0.0   | 0            | 0    | 0.0    | 70,000-79,999       | 0          | 0    | 0.0   | 0            | 0    | 0.0    |
| 80,000-89,999       | 0          | 0    | 0.0   | 0            | 0    | 0.0    | 80,000-89,999       | 0          | 0    | 0.0   | 0            | 0    | 0.0    |
| 90,000-99,999       | 0          | 0    | 0.0   | 0            | 0    | 0.0    | 90,000-99,999       | 0          | 0    | 0.0   | 0            | 0    | 0.0    |
| 100,000-119,999     | 0          | 0    | 0.0   | 0            | 5    | -100.0 | 100,000-119,999     | 0          | 0    | 0.0   | 0            | 2    | -100.0 |
| 120,000-139,999     | 2          | 3    | -33.3 | 3            | 8    | -62.5  | 120,000-139,999     | 1          | 1    | 0.0   | 2            | 4    | -50.0  |
| 140,000-159,999     | 4          | 3    | 33.3  | 10           | 11   | -9.1   | 140,000-159,999     | 4          | 5    | -20.0 | 8            | 8    | 0.0    |
| 160,000-179,999     | 2          | 4    | -50.0 | 6            | 12   | -50.0  | 160,000-179,999     | 1          | 0    | N/A   | 3            | 9    | -66.7  |
| 180,000-199,999     | 4          | 4    | 0.0   | 16           | 13   | 23.1   | 180,000-199,999     | 4          | 2    | 100.0 | 12           | 9    | 33.3   |
| 200,000-249,999     | 10         | 24   | -58.3 | 29           | 43   | -32.6  | 200,000-249,999     | 7          | 6    | 16.7  | 25           | 26   | -3.8   |
| 250,000-299,999     | 9          | 8    | 12.5  | 20           | 37   | -45.9  | 250,000-299,999     | 6          | 7    | -14.3 | 15           | 20   | -25.0  |
| 300,000-399,999     | 22         | 46   | -52.2 | 90           | 113  | -20.4  | 300,000-399,999     | 24         | 24   | 0.0   | 61           | 66   | -7.6   |
| 400,000-499,999     | 23         | 39   | -41.0 | 87           | 105  | -17.1  | 400,000-499,999     | 16         | 22   | -27.3 | 50           | 53   | -5.7   |
| 500,000-549,999     | 14         | 23   | -39.1 | 33           | 45   | -26.7  | 500,000-549,999     | 7          | 8    | -12.5 | 23           | 26   | -11.5  |
| 550,000-749,999     | 41         | 44   | -6.8  | 90           | 87   | 3.4    | 550,000-749,999     | 17         | 17   | 0.0   | 54           | 46   | 17.4   |
| 750,000-999,999     | 31         | 38   | -18.4 | 50           | 62   | -19.4  | 750,000-999,999     | 5          | 6    | -16.7 | 18           | 24   | -25.0  |
| 1,000,000-1,249,999 | 18         | 20   | -10.0 | 33           | 26   | 26.9   | 1,000,000-1,249,999 | 4          | 1    | 300.0 | 13           | 13   | 0.0    |
| 1,250,000-1,499,999 | 25         | 16   | 56.3  | 31           | 29   | 6.9    | 1,250,000-1,499,999 | 5          | 2    | 150.0 | 12           | 10   | 20.0   |
| 1,500,000-1,999,999 | 23         | 21   | 9.5   | 40           | 31   | 29.0   | 1,500,000-1,999,999 | 5          | 2    | 150.0 | 18           | 10   | 80.0   |
| 2,000,000-2,999,999 | 15         | 15   | 0.0   | 20           | 18   | 11.1   | 2,000,000-2,999,999 | 2          | 1    | 100.0 | 8            | 3    | 166.7  |
| 3,000,000+          | 4          | 2    | 100.0 | 6            | 4    | 50.0   | 3,000,000+          | 1          | 1    | 0.0   | 1            | 3    | -66.7  |
| Totals              | 247        | 310  | -20.3 | 564          | 649  | -13.1  | Totals              | 109        | 105  | 3.8   | 323          | 332  | -2.7   |

Prepared by Kalim Qamar, The  
Realtor of Choice

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