

WALT DANLEY REALTY

MARKET DATA REPORT

Fountain Hills

November, 2017

The supply of active listings increased from 178 to 201 during October. This total is up 15% from the 175 that we saw on November 1st, 2016. We now have two short sales and one lender-owned home among them. There were twelve sales during October, up from ten in October last year and about average for the month. Pricing continued to weaken with the twelve-month average price per sq. ft. down to \$219 in October from \$224 a year earlier. The six-month average also edged lower at \$220, down from \$222 a year ago. The three-month average dropped to \$213 per sq. ft. down from \$222 a year earlier. Pricing is still struggling to regain the levels of early 2015 and the trend is unfavorable.



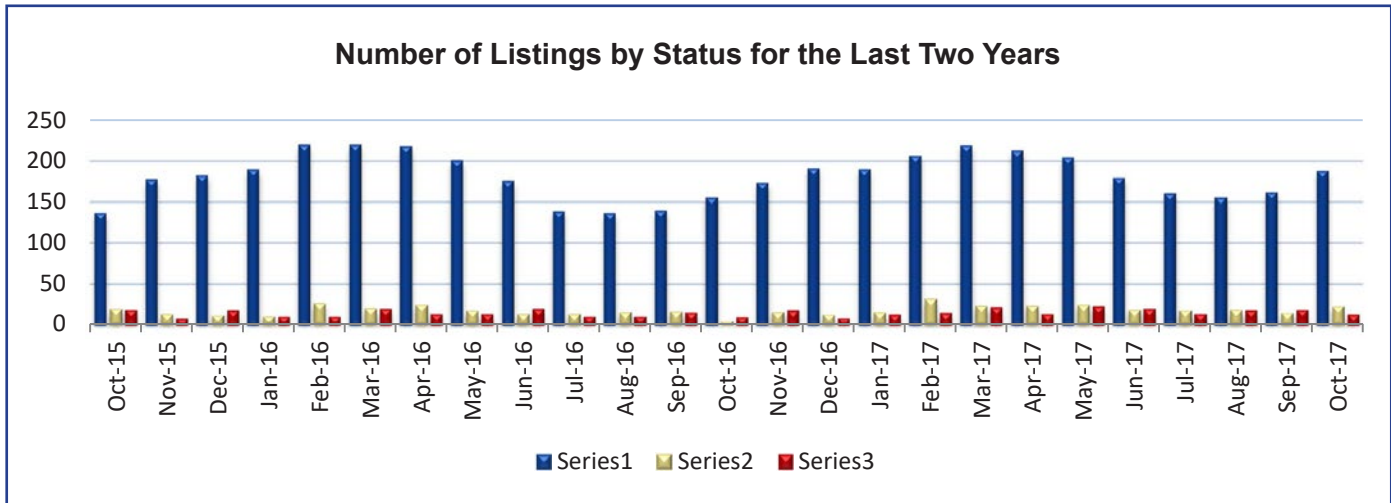
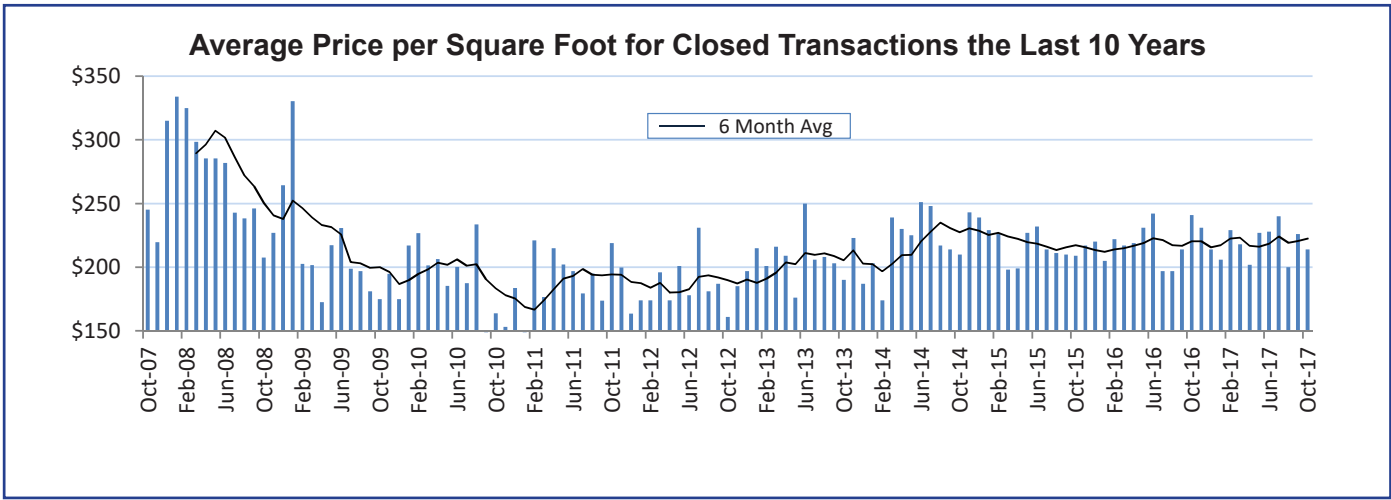
Information is power and the real estate professionals of Walt Danley Realty are committed to providing our clientele with the most up-to-date market intelligence available. The information contained in this report has been compiled from the Arizona Regional Multiple Listing Service and various public records. This data is then scrubbed and analyzed in conjunction with The Cromford Report exclusively for the use of Walt Danley Realty and our clients.

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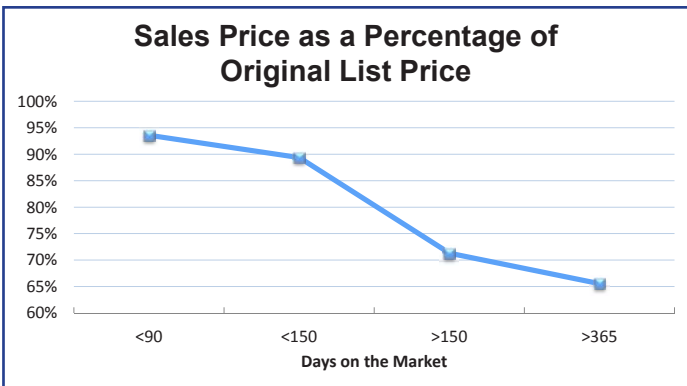


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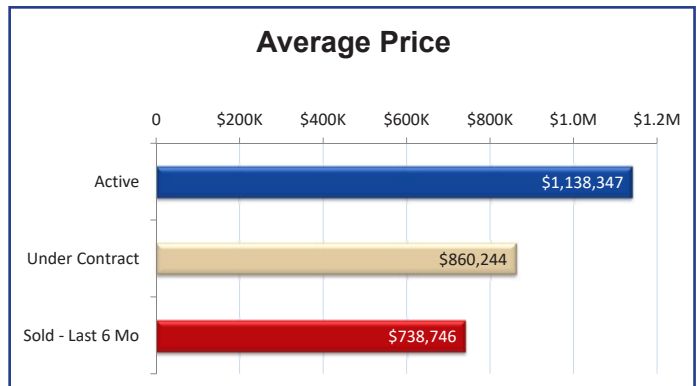
Fountain Hills - November 2017



This graph shows the number of homes that were active in the area as of the 15th of the previous month. It also shows the number of offers that were accepted and the number of transactions that were closed within the entire month.

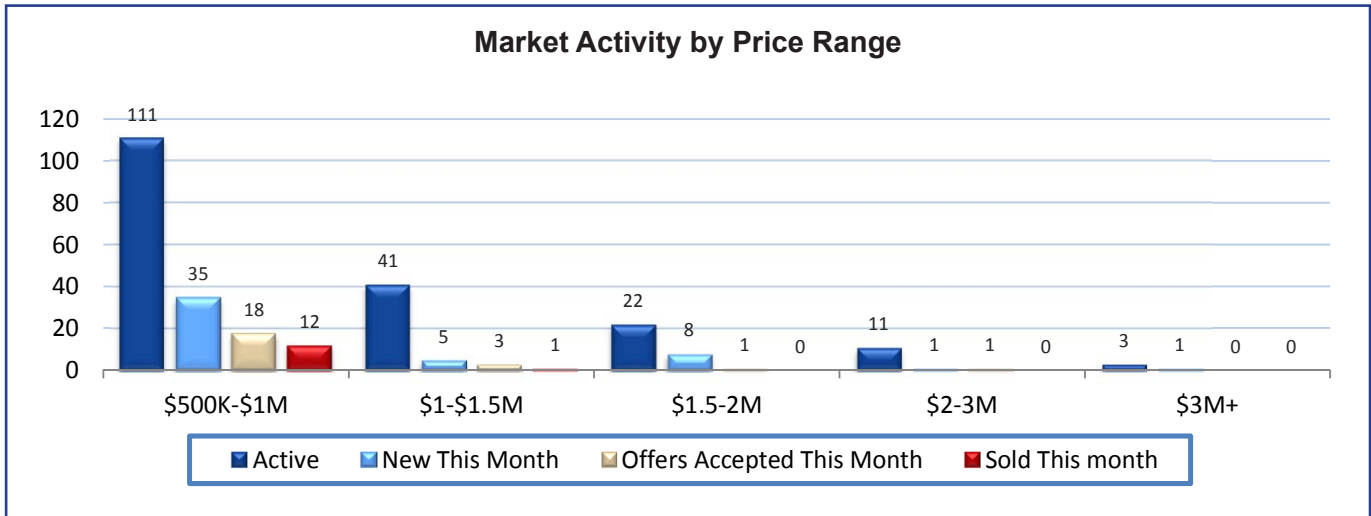


This graph illustrates the importance of pricing your home properly from the beginning. The longer the property sits on the market, the steeper the discount.

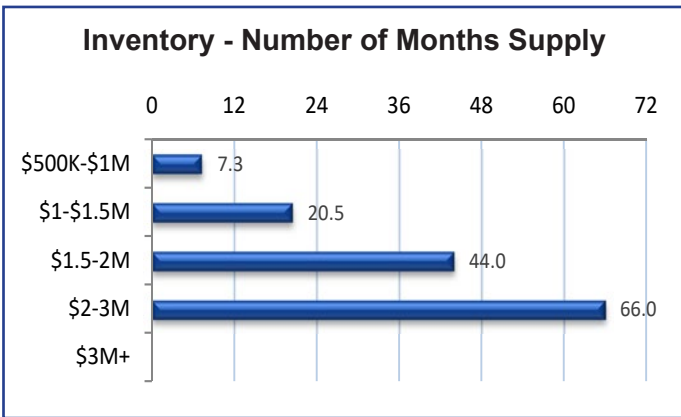


The average list price of Active listings is measured the 15th of each month. *Note: The "Under Contract" price is the list price, not the contract price. The contract price is not revealed until the transaction closes.*

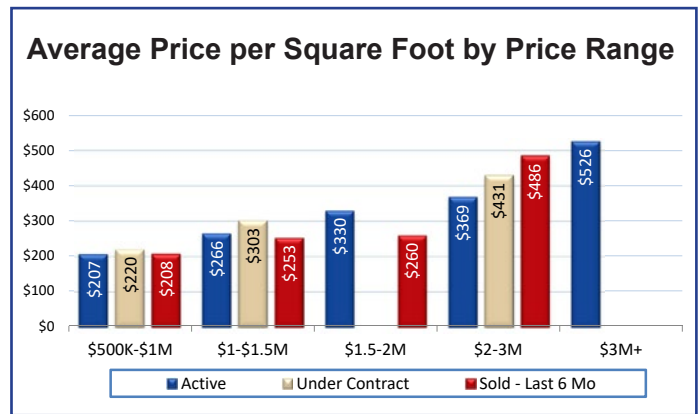
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Active listings were measured on the 15th of the previous month. The numbers for New This Month, Accepted Offers and Sold represent the quantities for the entire previous month.

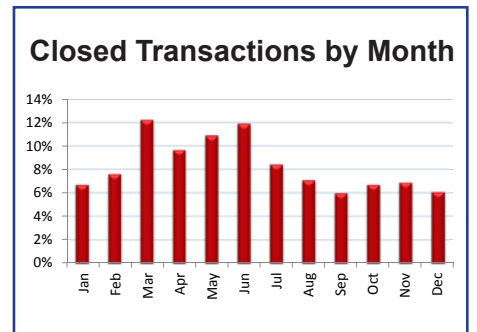
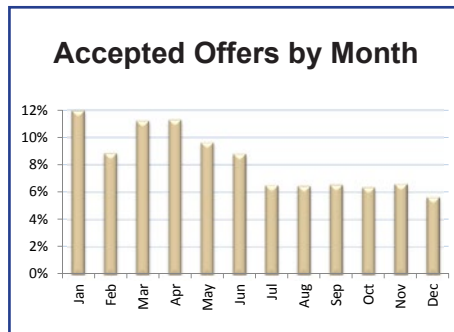


The number of months it would take to sell all the currently active listings based on the rate of sales over the last six months.



Figures for Active and Under Contract were compiled on the 15th of the previous month. *Note: The "Under Contract" price is the list price, not the contract price. The contract price is not revealed until the transaction closes.*

Seasonality



The charts above reflect activity by month. Each bar represents the percentage of annual business done within a specific month.

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