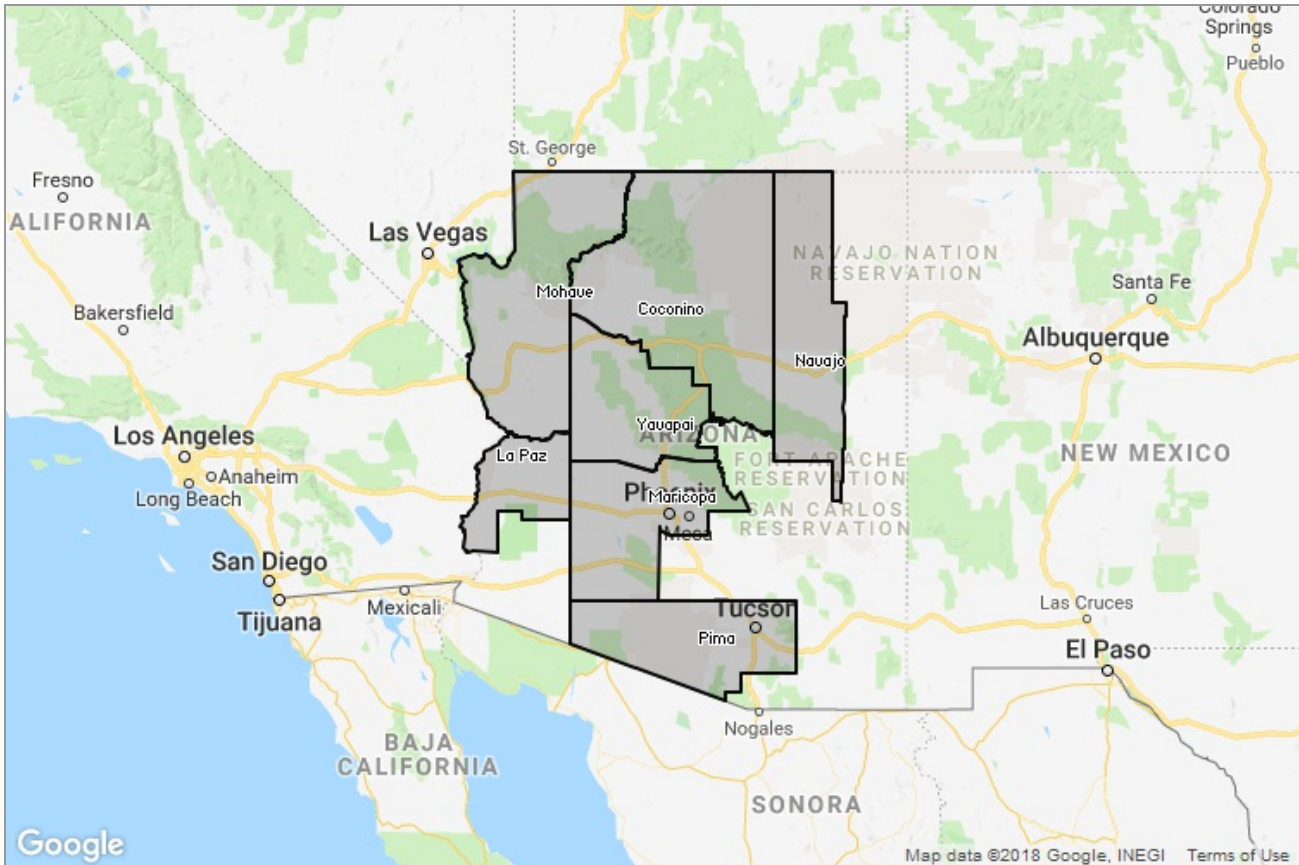


MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
9/2017 – 9/2018

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 10/09/2018

Scheduled: Yes

Presented by

Lake Havasu Association of
REALTORS®

(928) 855-8423

Other: <http://www.havasurealtors.com/>

2293 Swanson Ave
Lake Havasu City, AZ 86403

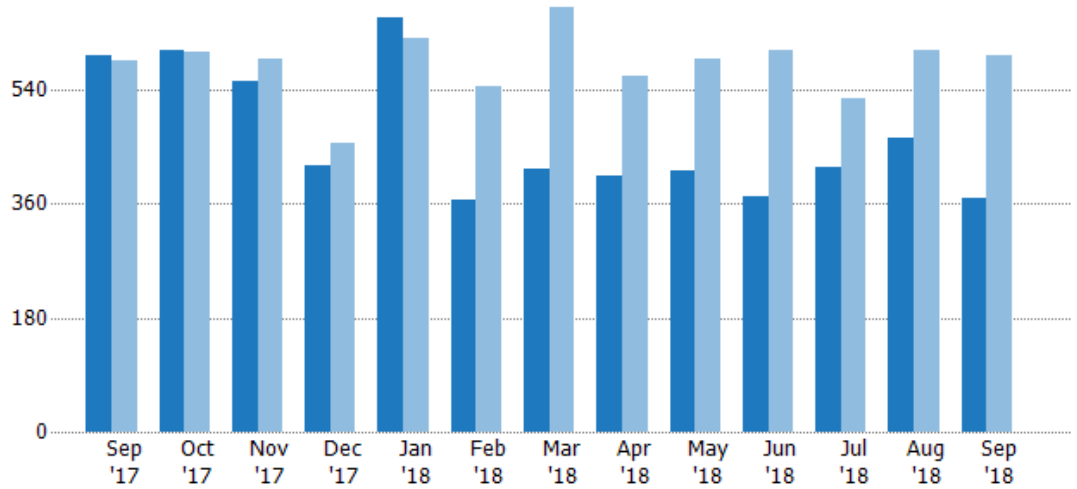
New Listings

The number of new residential listings that were added each month.

Filters Used

County: 7 Selected

Month/Year	Count	% Chg.
Sep '18	370	-37.8%
Sep '17	595	1.5%
Sep '16	586	-5.5%



Current Year	595	603	553	420	655	365	416	405	412	371	417	463	370
Prior Year	586	599	590	456	621	546	671	562	589	602	525	603	595
Percent Change from Prior Year	2%	1%	-6%	-8%	5%	-33%	-38%	-28%	-30%	-38%	-21%	-23%	-38%

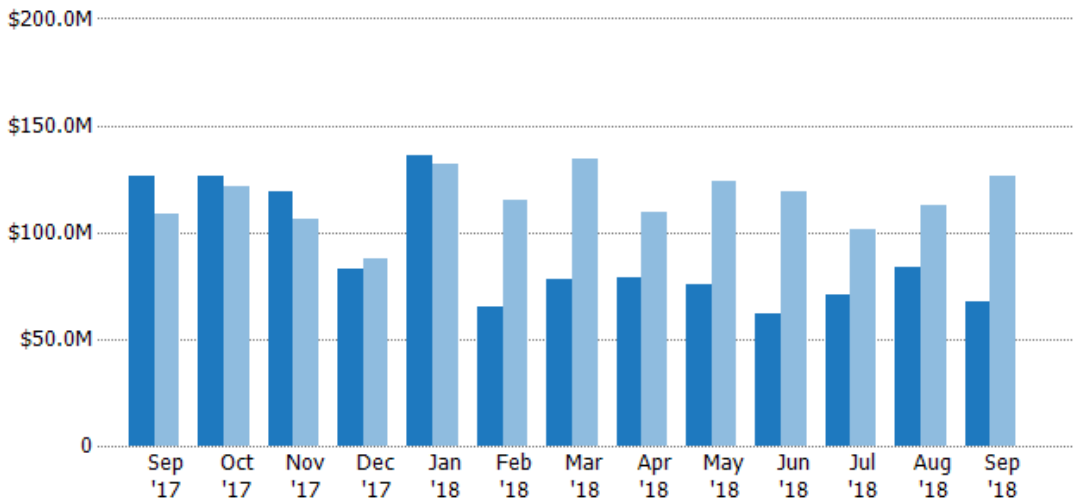
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

County: 7 Selected

Month/Year	Volume	% Chg.
Sep '18	\$67.3M	-46.8%
Sep '17	\$127M	16.7%
Sep '16	\$108M	-6.1%



Current Year	\$127M	\$126M	\$119M	\$82.9M	\$136M	\$65M	\$77.9M	\$79M	\$75.8M	\$62.2M	\$70.7M	\$83.7M	\$67.3M
Prior Year	\$108M	\$121M	\$106M	\$87.6M	\$132M	\$115M	\$134M	\$109M	\$124M	\$119M	\$101M	\$113M	\$127M
Percent Change from Prior Year	17%	4%	13%	-5%	3%	-43%	-42%	-28%	-39%	-48%	-30%	-26%	-47%

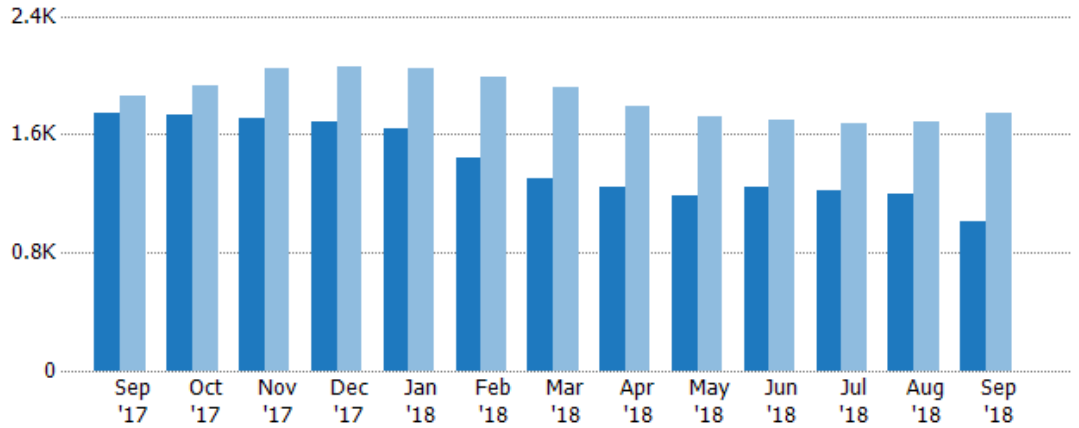
Active Listings

The number of active residential listings at the end of each month.

Filters Used

County: 7 Selected

Month/Year	Count	% Chg.
Sep '18	1.01K	-41.8%
Sep '17	1.74K	-6.2%
Sep '16	1.86K	9.5%



	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	1.74K	1.73K	1.71K	1.69K	1.64K	1.45K	1.3K	1.24K	1.19K	1.24K	1.23K	1.2K	1.01K
Prior Year	1.86K	1.93K	2.05K	2.06K	2.05K	1.99K	1.92K	1.8K	1.72K	1.7K	1.67K	1.68K	1.74K
Percent Change from Prior Year	-6%	-10%	-17%	-18%	-20%	-27%	-32%	-31%	-31%	-27%	-27%	-29%	-42%

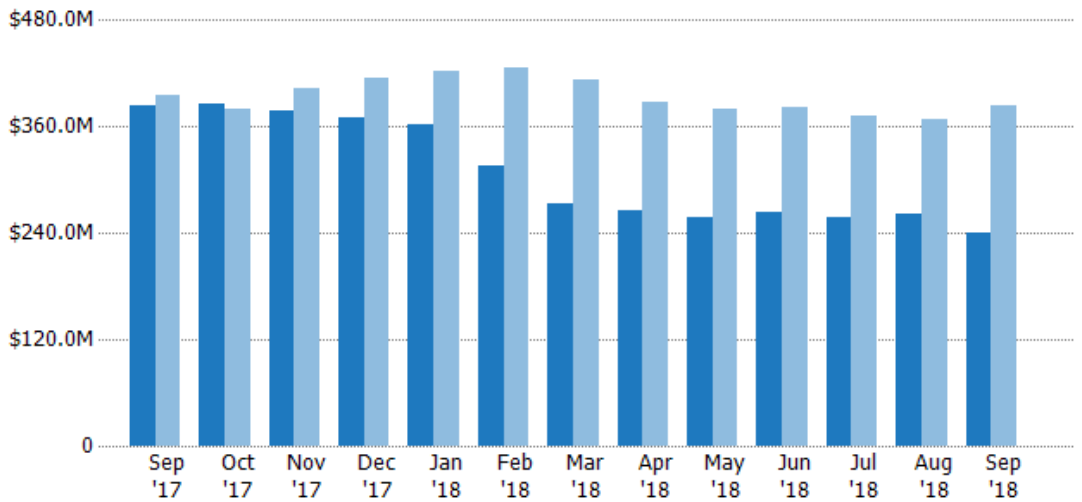
Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

County: 7 Selected

Month/Year	Volume	% Chg.
Sep '18	\$240M	-37.4%
Sep '17	\$383M	-3%
Sep '16	\$395M	-1.5%



	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	\$383M	\$386M	\$378M	\$371M	\$363M	\$317M	\$274M	\$266M	\$257M	\$263M	\$258M	\$261M	\$240M
Prior Year	\$395M	\$381M	\$404M	\$414M	\$422M	\$426M	\$412M	\$387M	\$379M	\$381M	\$372M	\$368M	\$383M
Percent Change from Prior Year	-3%	1%	-6%	-10%	-14%	-26%	-34%	-31%	-32%	-31%	-31%	-29%	-37%

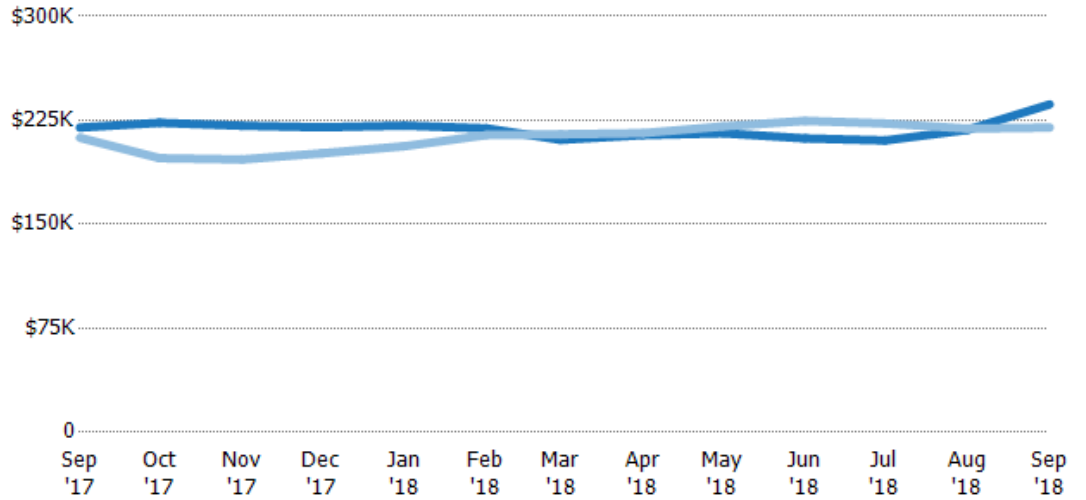
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

County: 7 Selected

Month/Year	Price	% Chg.
Sep '18	\$236K	7.6%
Sep '17	\$220K	3.5%
Sep '16	\$212K	-10%



	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	\$220K	\$223K	\$221K	\$220K	\$221K	\$219K	\$211K	\$214K	\$216K	\$212K	\$210K	\$218K	\$236K
Prior Year	\$212K	\$198K	\$197K	\$201K	\$206K	\$214K	\$215K	\$216K	\$221K	\$225K	\$223K	\$219K	\$220K
Percent Change from Prior Year	3%	13%	12%	9%	7%	2%	-2%	-1%	-2%	-6%	-6%	0%	8%

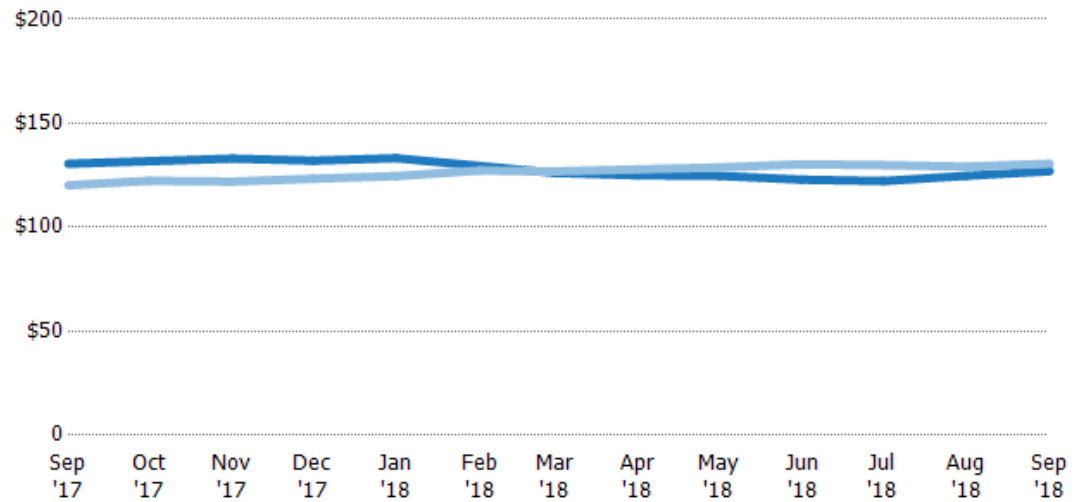
Average Listing Price per Sq Ft

The average of listing prices divided by the living area of homes on market at the end of each month.

Filters Used

County: 7 Selected

Month/Year	Price/sq ft	% Chg.
Sep '18	\$127	-2.7%
Sep '17	\$131	8.6%
Sep '16	\$120	-5.6%



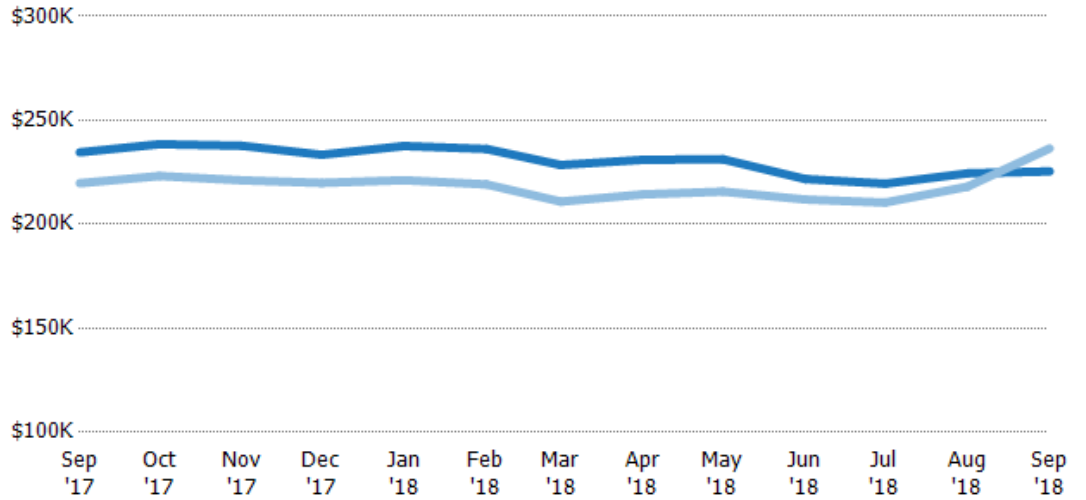
	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	\$131	\$132	\$133	\$132	\$133	\$129	\$126	\$125	\$125	\$123	\$122	\$125	\$127
Prior Year	\$120	\$122	\$122	\$123	\$125	\$127	\$127	\$128	\$129	\$130	\$130	\$129	\$131
Percent Change from Prior Year	9%	8%	9%	7%	7%	2%	-1%	-2%	-3%	-6%	-6%	-3%	-3%

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

County: 7 Selected



	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg Est Value	\$235K	\$238K	\$238K	\$233K	\$238K	\$236K	\$229K	\$231K	\$231K	\$222K	\$220K	\$224K	\$225K
Avg Listing Price	\$220K	\$223K	\$221K	\$220K	\$221K	\$219K	\$211K	\$214K	\$216K	\$212K	\$210K	\$218K	\$236K
Avg Listing Price as a % of Avg Est Value	94%	94%	93%	94%	93%	93%	92%	93%	93%	96%	96%	97%	105%

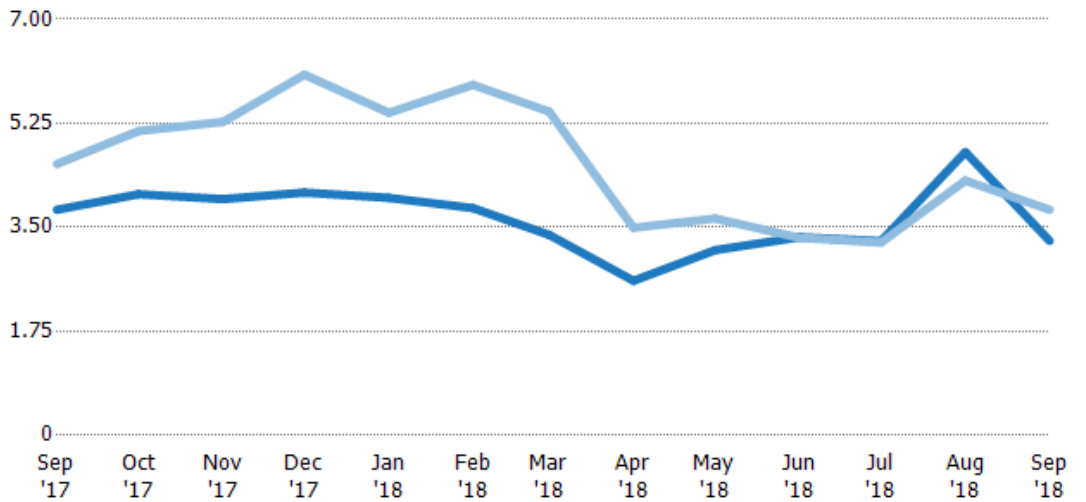
Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

County: 7 Selected

Month/Year	Months	% Chg.
Sep '18	3.27	-13.8%
Sep '17	3.8	-16.9%
Sep '16	4.57	34.7%



	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	3.8	4.06	3.97	4.08	4	3.82	3.37	2.6	3.12	3.33	3.27	4.76	3.27
Prior Year	4.57	5.12	5.27	6.07	5.43	5.9	5.45	3.49	3.65	3.32	3.24	4.29	3.8
Percent Change from Prior Year	-17%	-21%	-25%	-33%	-26%	-35%	-38%	-26%	-15%	0%	1%	11%	-14%

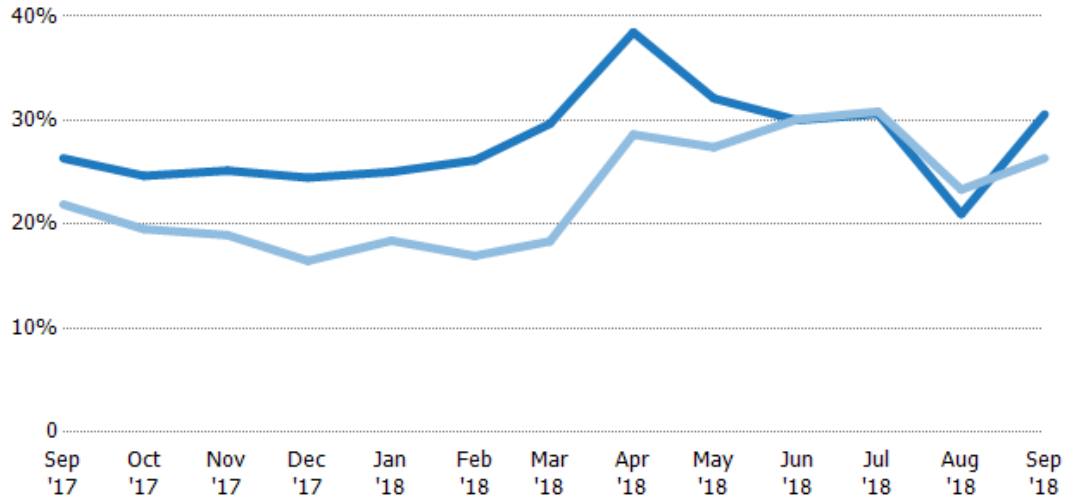
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: 7 Selected

Month/Year	Rate	Chg.
Sep '18	31%	-4.2%
Sep '17	26%	-4.4%
Sep '16	22%	-25.8%

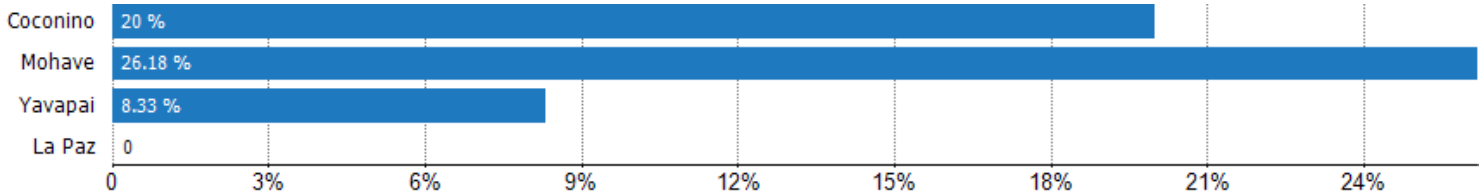


	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	26%	25%	25%	24%	25%	26%	30%	38%	32%	30%	31%	21%	31%
Prior Year	22%	20%	19%	16%	18%	17%	18%	29%	27%	30%	31%	23%	26%
Change from Prior Year	-4%	-5%	-6%	-8%	-7%	-9%	-11%	-10%	-5%	0%	0%	2%	-4%

Absorption Rate (By County)

The percentage of the inventory sold during the last month by county.

Filters Used: County: 7 Selected



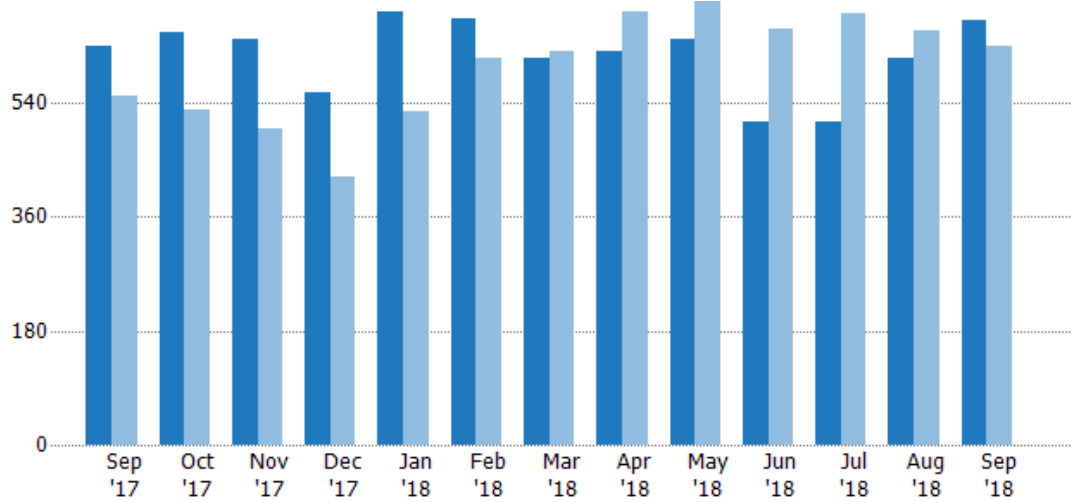
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

County: 7 Selected

Month/Year	Count	% Chg.
Sep '18	670	6.3%
Sep '17	630	14.1%
Sep '16	552	-19.2%



Current Year	630	651	639	555	683	674	611	620	640	509	509	611	670
Prior Year	552	529	500	423	525	610	622	683	699	656	680	653	630
Percent Change from Prior Year	14%	23%	28%	31%	30%	10%	-2%	-9%	-8%	-22%	-25%	-6%	6%

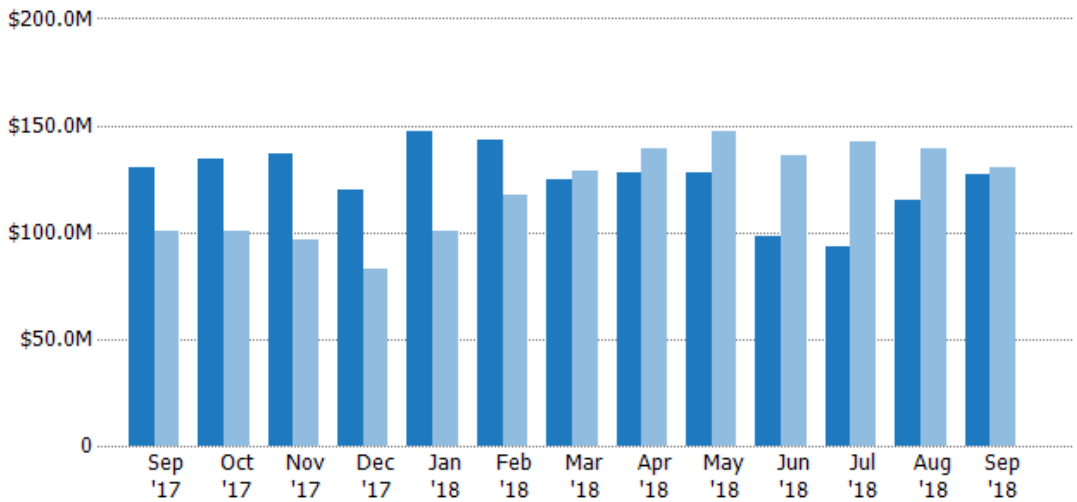
Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

County: 7 Selected

Month/Year	Volume	% Chg.
Sep '18	\$127M	-2.3%
Sep '17	\$130M	28.9%
Sep '16	\$101M	-21.4%



Current Year	\$130M	\$135M	\$137M	\$120M	\$147M	\$143M	\$125M	\$128M	\$127M	\$97.9M	\$93.6M	\$115M	\$127M
Prior Year	\$101M	\$100M	\$96.4M	\$82.8M	\$101M	\$117M	\$129M	\$139M	\$147M	\$136M	\$142M	\$139M	\$130M
Percent Change from Prior Year	29%	34%	42%	45%	46%	22%	-3%	-8%	-14%	-28%	-34%	-17%	-2%

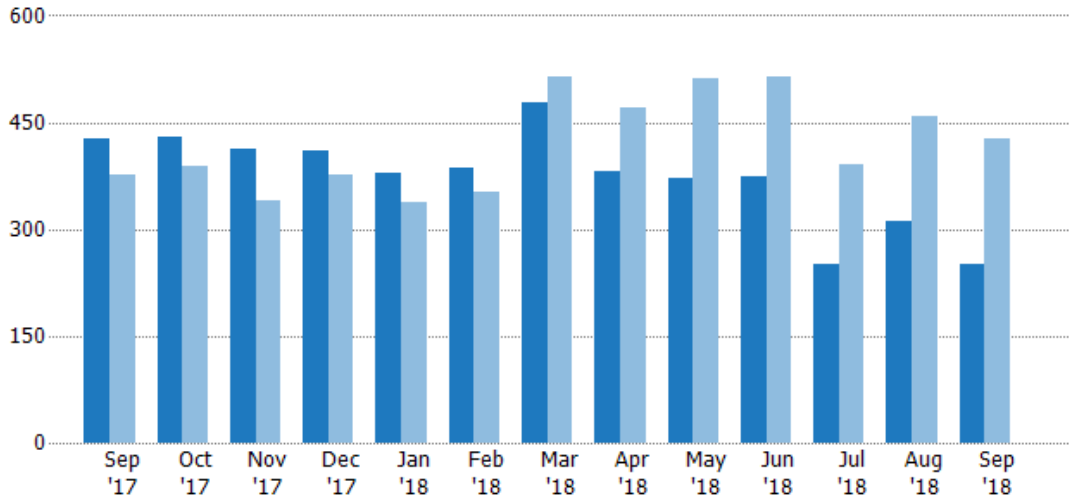
Closed Sales

The total number of residential properties sold each month.

Filters Used

County: 7 Selected

Month/Year	Count	% Chg.
Sep '18	251	-41.1%
Sep '17	426	13.3%
Sep '16	376	-16%



Current Year	426	430	413	411	378	385	477	382	372	375	251	310	251
Prior Year	376	389	339	377	337	352	514	471	511	515	392	459	426
Percent Change from Prior Year	13%	11%	22%	9%	12%	9%	-7%	-19%	-27%	-27%	-36%	-32%	-41%

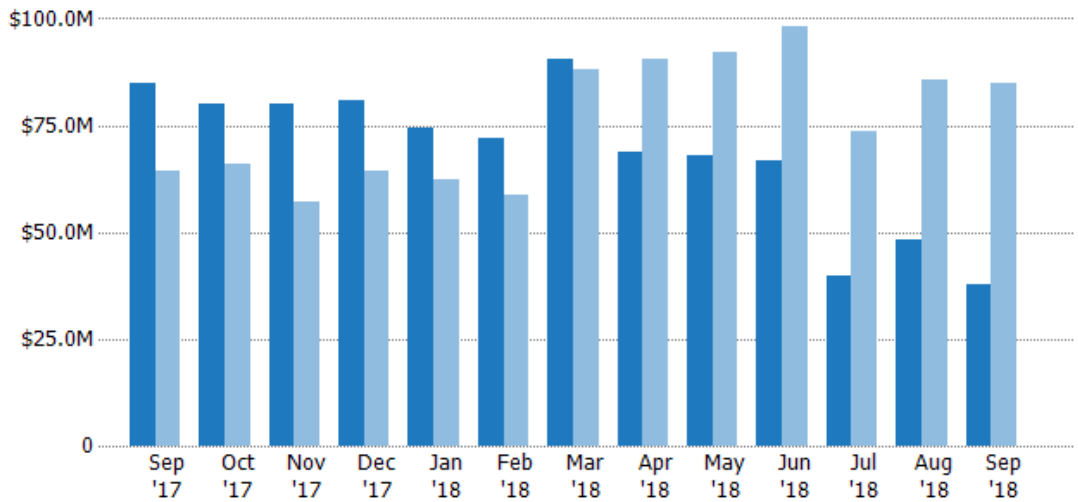
Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

County: 7 Selected

Month/Year	Volume	% Chg.
Sep '18	\$37.8M	-55.4%
Sep '17	\$84.8M	31.6%
Sep '16	\$64.4M	-21.6%

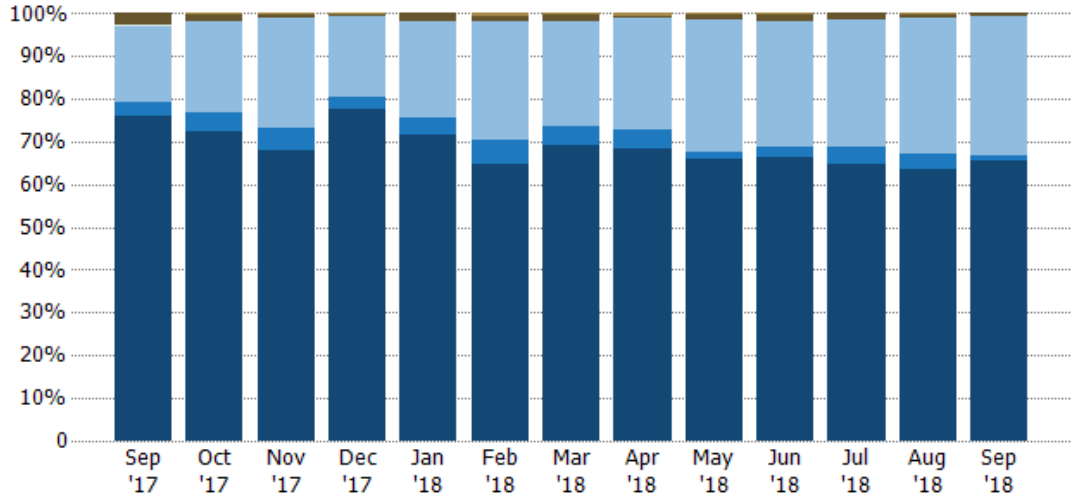


Current Year	\$84.8M	\$80.2M	\$80M	\$80.8M	\$74.3M	\$72M	\$90.4M	\$68.6M	\$68.1M	\$66.9M	\$39.7M	\$48.4M	\$37.8M
Prior Year	\$64.4M	\$66M	\$57.2M	\$64.4M	\$62.2M	\$58.7M	\$88.1M	\$90.4M	\$92.2M	\$98M	\$73.7M	\$85.7M	\$84.8M
Percent Change from Prior Year	32%	22%	40%	25%	19%	23%	3%	-24%	-26%	-32%	-46%	-43%	-55%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used
County: 7 Selected

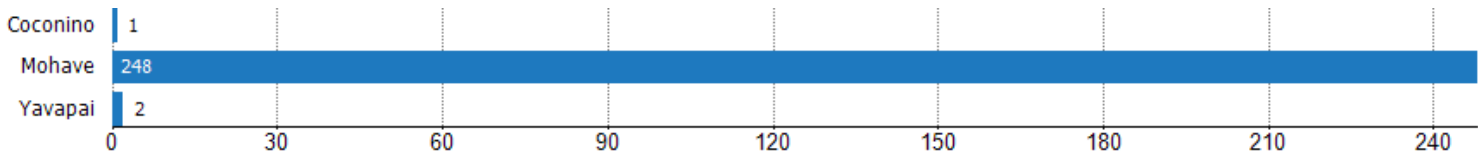


Property Type	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Other	-	0%	0%	0%	-	1%	0%	1%	0%	0%	-	0%	-
Lot/Land	3%	2%	1%	0%	2%	1%	1%	0%	1%	2%	2%	1%	1%
Multifamily/Multiplex	0%	-	-	-	-	-	-	-	-	-	-	-	-
Mobile/Manufactured	18%	21%	26%	19%	22%	28%	25%	26%	31%	29%	29%	32%	32%
Condo/Townhouse	4%	4%	5%	3%	4%	5%	4%	4%	2%	2%	4%	4%	1%
Single Family Residence	76%	73%	68%	78%	71%	65%	69%	68%	66%	66%	65%	64%	66%

Closed Sales (By County)

The total number of residential properties sold during the last month by county.

Filters Used: County: 7 Selected

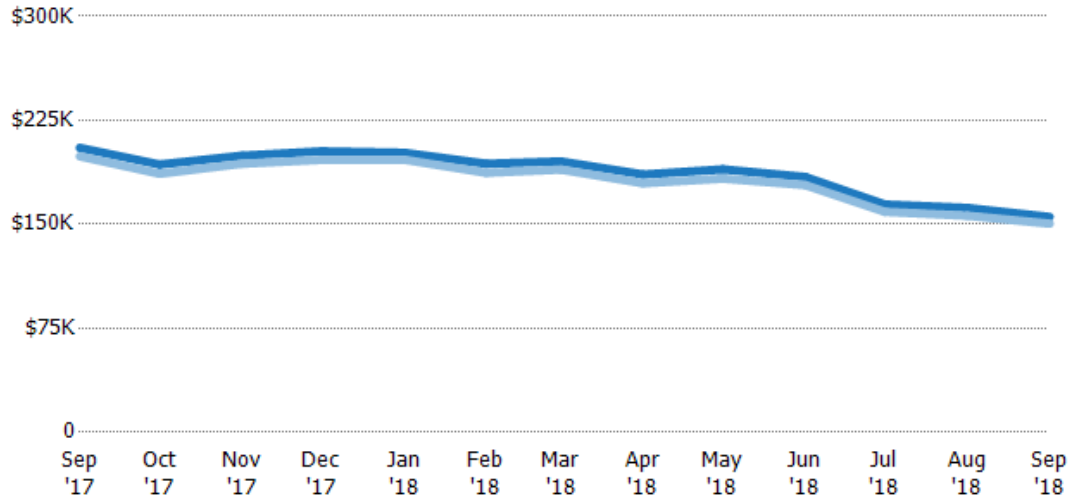


Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

County: 7 Selected



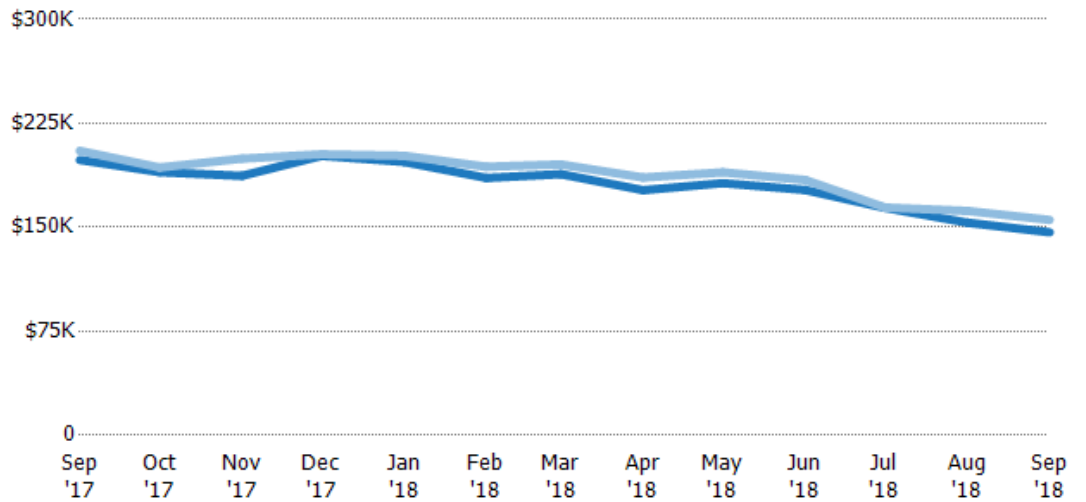
	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg List Price	\$205K	\$193K	\$199K	\$203K	\$202K	\$194K	\$195K	\$186K	\$190K	\$184K	\$164K	\$162K	\$155K
Avg Sales Price	\$199K	\$186K	\$194K	\$196K	\$197K	\$187K	\$189K	\$180K	\$183K	\$178K	\$159K	\$156K	\$150K
Avg Sales Price as a % of Avg List Price	97%	97%	97%	97%	98%	97%	97%	97%	96%	97%	97%	97%	97%

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

County: 7 Selected



	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg Est Value	\$199K	\$190K	\$187K	\$202K	\$197K	\$186K	\$188K	\$177K	\$182K	\$177K	\$164K	\$153K	\$146K
Avg Sales Price	\$205K	\$193K	\$199K	\$203K	\$202K	\$194K	\$195K	\$186K	\$190K	\$184K	\$164K	\$162K	\$155K
Avg Sales Price as a % of Avg Est Value	103%	102%	107%	101%	102%	104%	104%	105%	104%	104%	100%	106%	106%

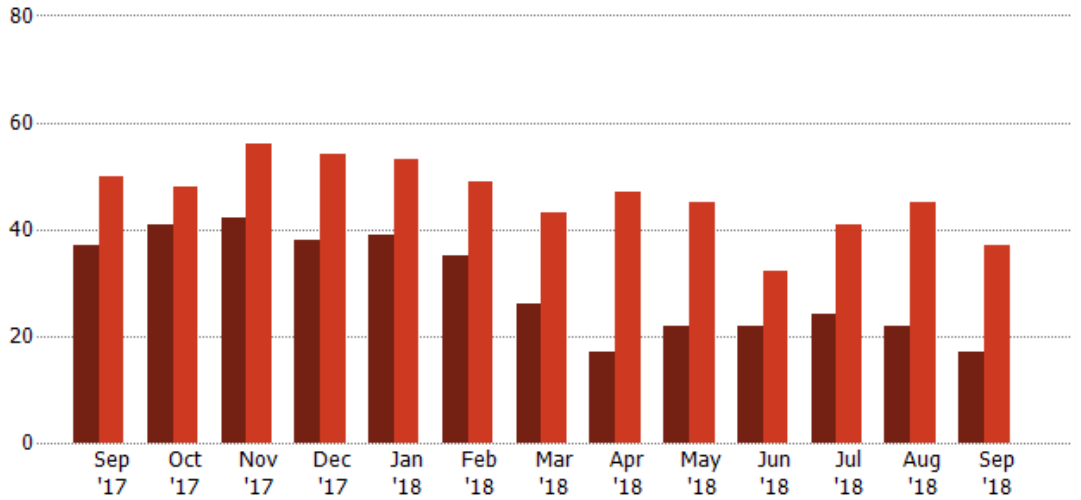
Distressed Listings

The number of distressed residential properties that were for sale at the end of each month.

Filters Used

County: 7 Selected

Month/Year	Count	% Chg.
Sep '18	17	-54.1%
Sep '17	37	-26%
Sep '16	50	42%

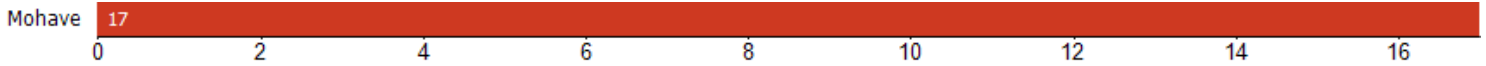


Current Year	37	41	42	38	39	35	26	17	22	22	24	22	17
Prior Year	50	48	56	54	53	49	43	47	45	32	41	45	37
Percent Change from Prior Year	-26%	-15%	-25%	-30%	-26%	-29%	-40%	-64%	-51%	-31%	-41%	-51%	-54%

Distressed Listings (By County)

The number of distressed single-family, condominium and townhome properties that were for sale at the end of the last month by county.

Filters Used: County: 7 Selected



Appendix

The metrics that are calculated by RPR® may show the same general trends as those published by other sources (i.e. MLS, Associations or vendors), but because of our processes and parcel-centric approach, some variation may occur. Data sources include MLS's, where licensed, and public records for more in-depth metrics on distressed properties.

Report Details

Report Name: Monthly Market Data Report

Run Date: 10/09/2018

Scheduled: Yes

Report Date Range: From 9/2017 To: 9/2018

Information Included

- | | |
|--|--|
| <input checked="" type="checkbox"/> Include Cover Sheet | <input checked="" type="checkbox"/> Averages |
| <input type="checkbox"/> Include Key Metric Summary | <input checked="" type="checkbox"/> Include Appendix |
| <input checked="" type="checkbox"/> Include Metrics By: County | <input type="checkbox"/> Medians |

MLS Filter

MLS: All

Listing Filters

Property Types: All

Sales Types: All

Price Range: None

Location Filters

State: All

County: Coconino County, Arizona La Paz County, Arizona Maricopa County, Arizona
 Mohave County, Arizona Navajo County, Arizona Pima County, Arizona
 Yavapai County, Arizona

ZIP Code: All

Listing Activity Charts

- New Listings
- Active Listings
- Average Listing Price
- Average Listing Price per Sq Ft
- Average Listing Price vs Est Value
- Median Days in RPR
- Months of Inventory
- Absorption Rate

Sales Activity Charts

- Active/Pending/Sold
- New Pending Sales
- Pending Sales
- Closed Sales
- Average Sales Price
- Average Sales Price per Sq Ft
- Average Sales Price vs Listing Price
- Average Sales Price vs Est Value

Distressed Charts

- Distressed Listings
- Distressed Sales

Data Tables Using 9/2018 data

- Listing Activity by ZIP
- Listing Activity by Metro Area
- Sales Activity by ZIP
- Sales Activity by Metro Area