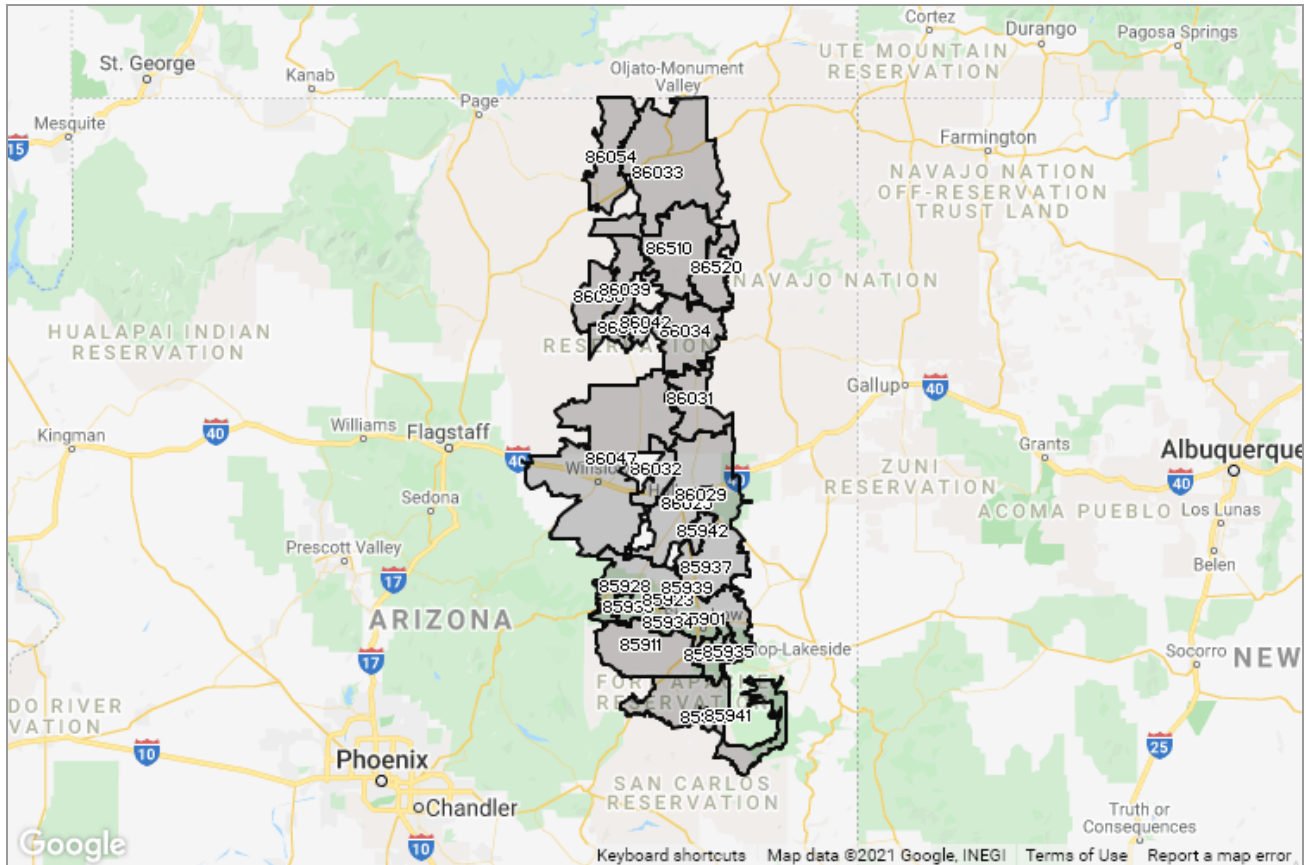


MARKET DATA REPORT

white mountain 11/8



Report Characteristics

Report Name:

white mountain 11/8

Report Date Range:

10/2020 – 10/2021

Filters Used:

Property Type, Location

Avg/Med: Both

Run Date: 11/08/2021

Scheduled: No

Presented by

Arizona Association of REALTORS®

(602) 248-7787

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

255 East Osborn Road

Suite 200

Phoenix, AZ 85012

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	Oct 2021	Oct 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	155	177	-12.4%	1,930	1,936	-0.3%
New Listing Volume	\$73,150,477	\$65,931,826	+10.9%	\$845,715,184	\$687,614,808	+23%
Active Listing Count	186	234	-20.5%	N/A	N/A	
Active Listing Volume	\$105,929,376	\$108,922,657	-2.7%	N/A	N/A	
Average Listing Price	\$569,513	\$465,481	+22.3%	\$534,444	\$393,769	+35.7%
Median Listing Price	\$442,500	\$349,900	+26.5%	\$411,974	\$318,143	+29.5%
Average Listing Price per Sq Ft	\$250	\$185	+35.2%	\$225	\$172	+31%
Median Listing Price per Sq Ft	\$234	\$180	+30.4%	\$215	\$170	+26.8%
Sales Activity Charts Metrics						
New Pending Sales Count	193	239	-19.2%	2,021	2,339	-13.6%
New Pending Sales Volume	\$92,100,886	\$84,534,821	+9%	\$830,054,293	\$770,119,760	+7.8%
Pending Sales Count	308	310	-0.6%	N/A	N/A	
Pending Sales Volume	\$139,264,756	\$105,556,446	+31.9%	N/A	N/A	
Closed Sales Count	185	244	-24.2%	1,543	1,613	-4.3%
Closed Sales Volume	\$79,054,908	\$88,382,271	-10.6%	\$613,340,815	\$514,134,458	+19.3%
Average Sales Price	\$427,324	\$362,222	+18%	\$397,499	\$318,744	+24.7%
Median Sales Price	\$360,000	\$329,500	+9.3%	\$344,645	\$286,330	+20.4%
Average Sales Price per Sq Ft	\$237	\$185	+28.1%	\$217	\$172	+25.9%
Median Sales Price per Sq Ft	\$230	\$191	+20.7%	\$212	\$173	+22.5%

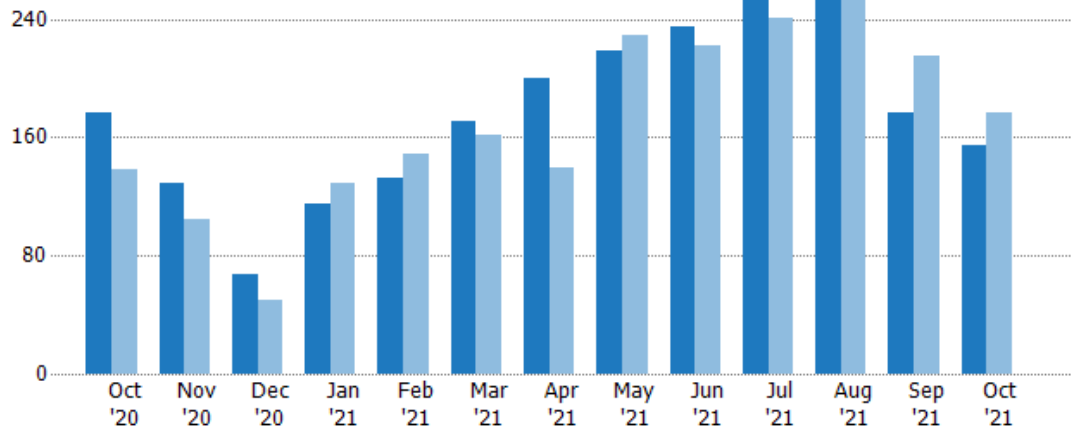
New Listings

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

Filters Used

ZIP: 29 Selected
Property Type:
Condo/Townhouse/Apt., Single Family

Month/Year	Count	% Chg.
Oct '21	155	-12.4%
Oct '20	177	28.3%
Oct '19	138	2.2%



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	177	129	67	115	133	171	200	218	235	257	269	177	155
Prior Year	138	104	50	129	149	161	140	229	222	241	273	215	177
Percent Change from Prior Year	28%	24%	34%	-11%	-11%	6%	43%	-5%	6%	7%	-1%	-18%	-12%

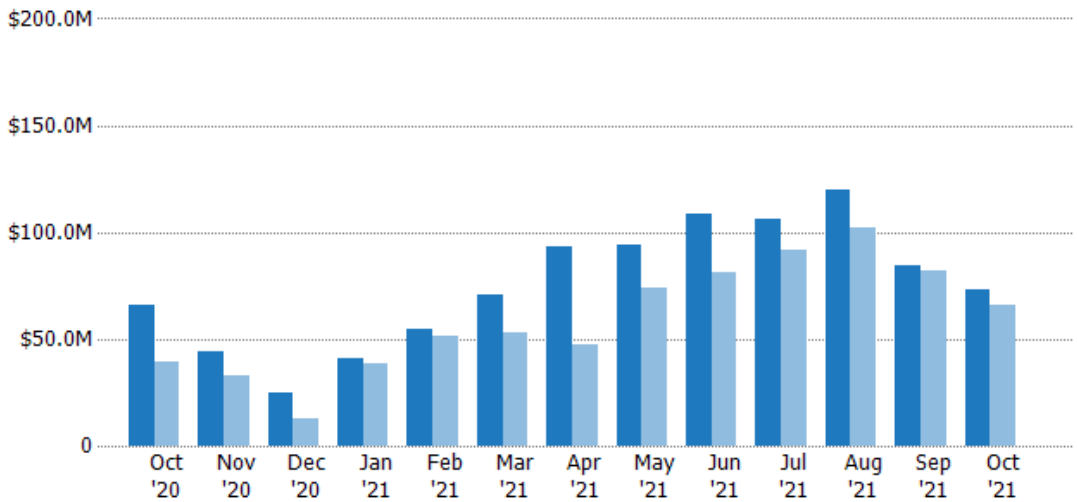
New Listing Volume

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

Filters Used

ZIP: 29 Selected
Property Type:
Condo/Townhouse/Apt., Single Family

Month/Year	Volume	% Chg.
Oct '21	\$73.2M	10.9%
Oct '20	\$65.9M	68.9%
Oct '19	\$39M	-1.3%



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$65.9M	\$44.1M	\$25.2M	\$41.2M	\$54.5M	\$70.6M	\$93M	\$94.2M	\$108M	\$106M	\$120M	\$84.8M	\$73.2M
Prior Year	\$39M	\$33.1M	\$12.7M	\$38.6M	\$51M	\$53.2M	\$47.7M	\$73.9M	\$81.4M	\$91.5M	\$103M	\$82M	\$65.9M
Percent Change from Prior Year	69%	33%	98%	7%	7%	33%	95%	28%	33%	16%	17%	3%	11%

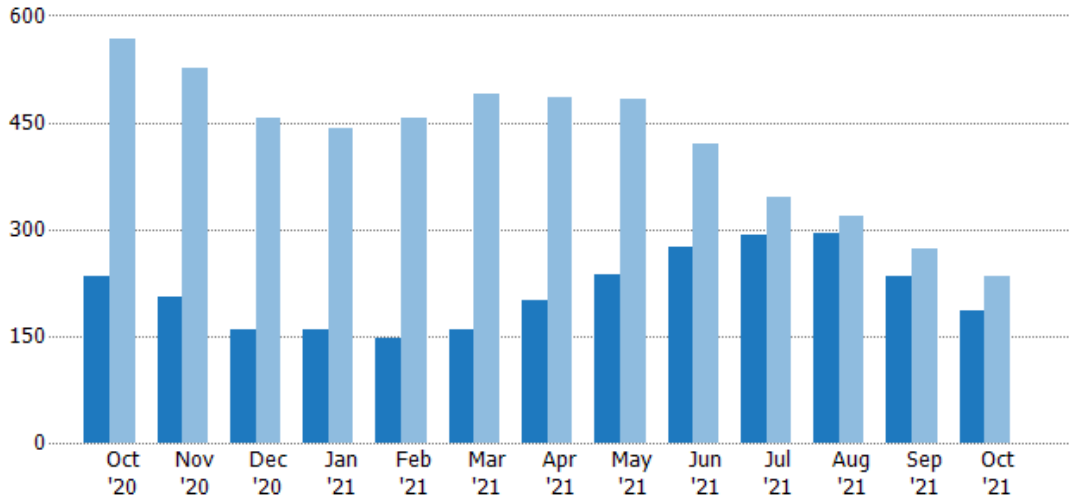
Active Listings

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

Filters Used

ZIP: 29 Selected
Property Type:
Condo/Townhouse/Apt., Single Family

Month/Year	Count	% Chg.
Oct '21	186	-20.5%
Oct '20	234	-58.8%
Oct '19	568	1.9%



Current Year	234	206	160	159	148	160	201	237	276	292	294	233	186
Prior Year	568	526	455	442	456	490	485	482	420	346	318	272	234
Percent Change from Prior Year	-59%	-61%	-65%	-64%	-68%	-67%	-59%	-51%	-34%	-16%	-8%	-14%	-21%

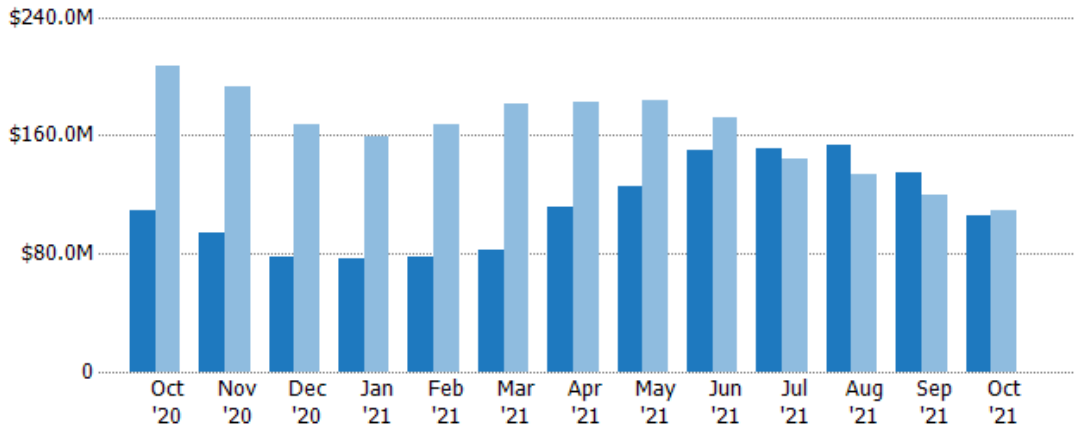
Active Listing Volume

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

Filters Used

ZIP: 29 Selected
Property Type:
Condo/Townhouse/Apt., Single Family

Month/Year	Volume	% Chg.
Oct '21	\$106M	-2.7%
Oct '20	\$109M	-47.3%
Oct '19	\$207M	3%



Current Year	\$109M	\$94.4M	\$77.7M	\$76.4M	\$78.1M	\$82.9M	\$111M	\$125M	\$150M	\$151M	\$153M	\$135M	\$106M
Prior Year	\$207M	\$192M	\$167M	\$159M	\$168M	\$181M	\$183M	\$184M	\$172M	\$144M	\$134M	\$120M	\$109M
Percent Change from Prior Year	-47%	-51%	-53%	-52%	-53%	-54%	-39%	-32%	-13%	5%	14%	12%	-3%

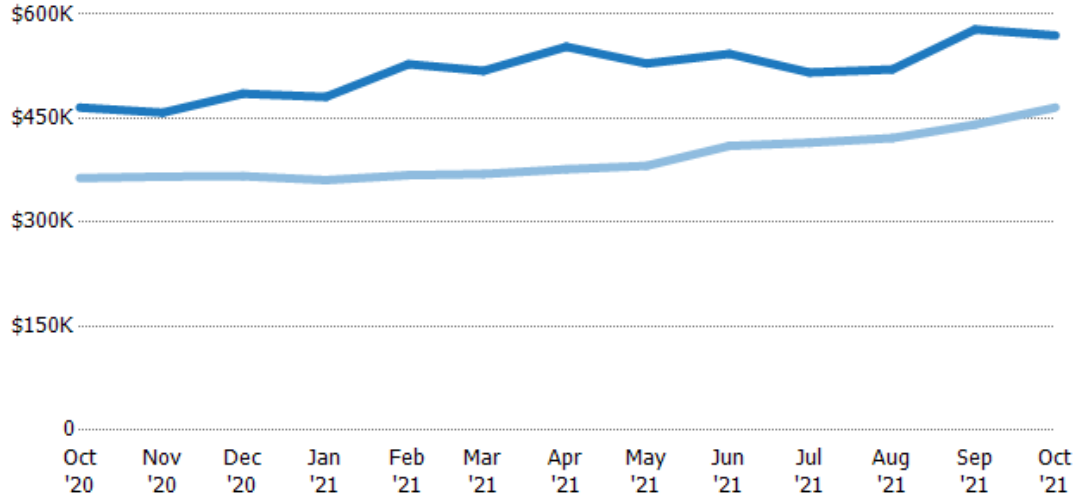
Average Listing Price

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

Filters Used

ZIP: 29 Selected
Property Type:
Condo/Townhouse/Apt., Single Family

Month/Year	Price	% Chg.
Oct '21	\$570K	22.3%
Oct '20	\$465K	28%
Oct '19	\$364K	1.1%



Current Year	\$465K	\$458K	\$486K	\$481K	\$528K	\$518K	\$553K	\$529K	\$543K	\$516K	\$521K	\$578K	\$570K
Prior Year	\$364K	\$366K	\$367K	\$361K	\$368K	\$370K	\$377K	\$381K	\$410K	\$415K	\$421K	\$441K	\$465K
Percent Change from Prior Year	28%	25%	32%	33%	44%	40%	47%	39%	32%	24%	24%	31%	22%

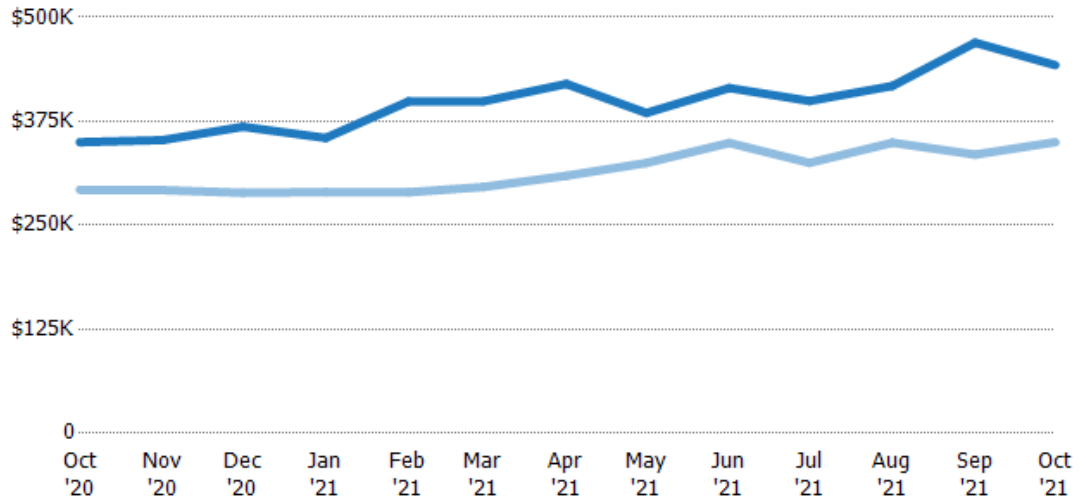
Median Listing Price

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

Filters Used

ZIP: 29 Selected
Property Type:
Condo/Townhouse/Apt., Single Family

Month/Year	Price	% Chg.
Oct '21	\$443K	26.5%
Oct '20	\$350K	19.5%
Oct '19	\$293K	2.2%



Current Year	\$350K	\$352K	\$368K	\$355K	\$399K	\$399K	\$420K	\$385K	\$415K	\$399K	\$417K	\$470K	\$443K
Prior Year	\$293K	\$292K	\$289K	\$290K	\$290K	\$296K	\$310K	\$325K	\$349K	\$325K	\$349K	\$335K	\$350K
Percent Change from Prior Year	20%	21%	27%	22%	38%	35%	36%	18%	19%	23%	20%	40%	26%

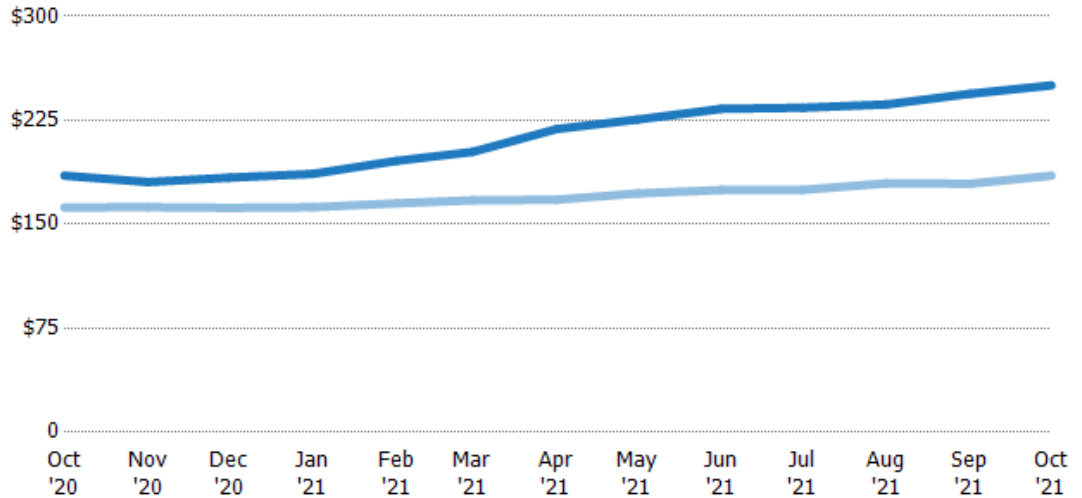
Average Listing Price per Sq Ft

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

Filters Used

ZIP: 29 Selected
Property Type:
Condo/Townhouse/Apt., Single
Family

Month/ Year	Price/sq ft	% Chg.
Oct '21	\$250	35.2%
Oct '20	\$185	14.1%
Oct '19	\$162	-3.5%



Current Year	\$185	\$180	\$184	\$186	\$196	\$202	\$219	\$226	\$233	\$234	\$236	\$244	\$250
Prior Year	\$162	\$162	\$162	\$162	\$165	\$167	\$168	\$172	\$175	\$175	\$180	\$179	\$185
Percent Change from Prior Year	14%	11%	13%	15%	19%	21%	30%	31%	33%	34%	32%	36%	35%

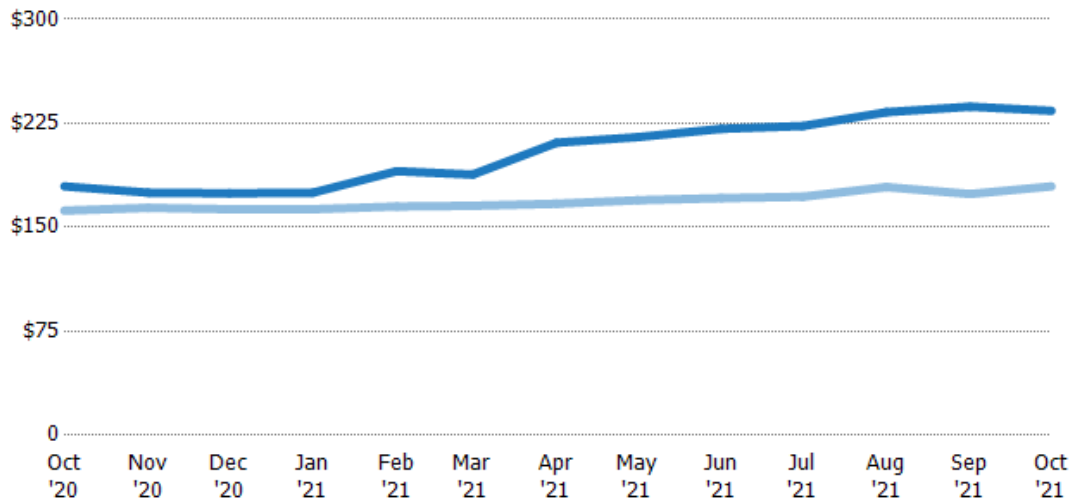
Median Listing Price per Sq Ft

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

Filters Used

ZIP: 29 Selected
Property Type:
Condo/Townhouse/Apt., Single
Family

Month/ Year	Price/sq ft	% Chg.
Oct '21	\$234	30.4%
Oct '20	\$180	10.8%
Oct '19	\$162	-6.8%



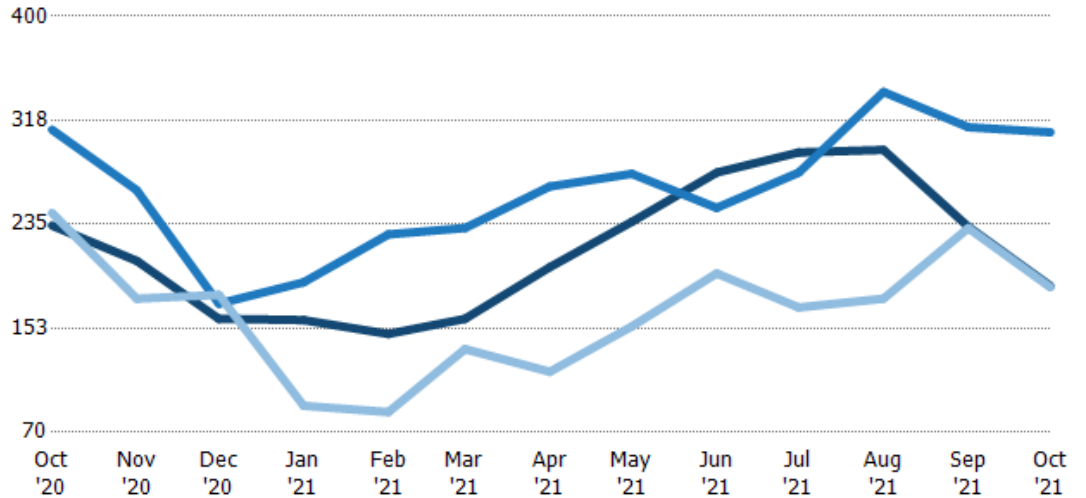
Current Year	\$180	\$175	\$175	\$175	\$191	\$188	\$211	\$215	\$221	\$223	\$233	\$237	\$234
Prior Year	\$162	\$164	\$163	\$163	\$165	\$166	\$167	\$170	\$171	\$172	\$179	\$174	\$180
Percent Change from Prior Year	11%	7%	7%	7%	15%	14%	26%	27%	29%	30%	30%	36%	30%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

ZIP: 29 Selected
Property Type:
Condo/Townhouse/Apt., Single Family



Active	234	206	160	159	148	160	201	237	276	292	294	233	186
Pending	310	262	172	189	227	232	265	275	248	276	340	312	308
Sold	244	176	179	91	86	136	118	154	196	169	176	232	185

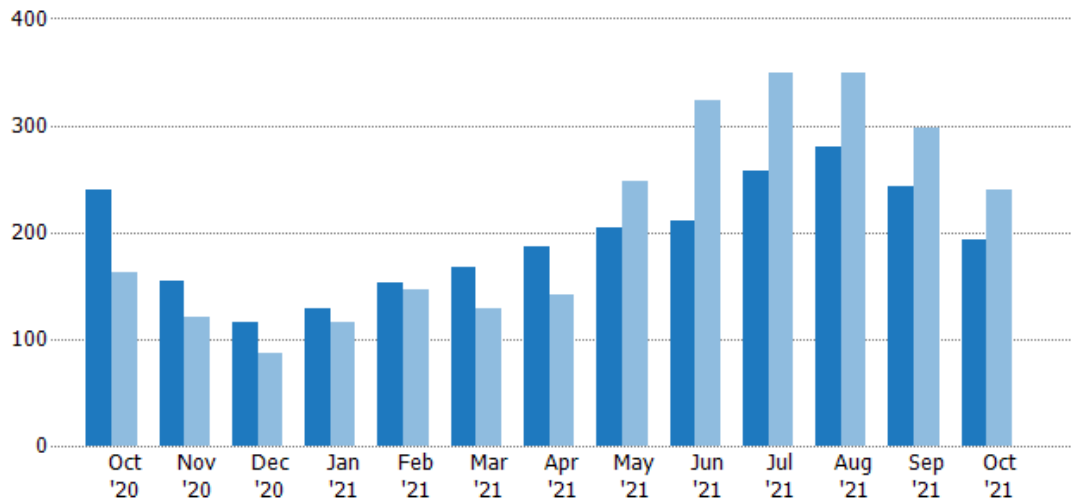
New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

ZIP: 29 Selected
Property Type:
Condo/Townhouse/Apt., Single Family

Month/Year	Count	% Chg.
Oct '21	193	-19.2%
Oct '20	239	46.6%
Oct '19	163	-9.8%



Current Year	239	155	115	128	152	168	186	204	210	257	280	243	193
Prior Year	163	120	86	115	147	129	141	248	324	349	349	298	239
Percent Change from Prior Year	47%	29%	34%	11%	3%	30%	32%	-18%	-35%	-26%	-20%	-18%	-19%

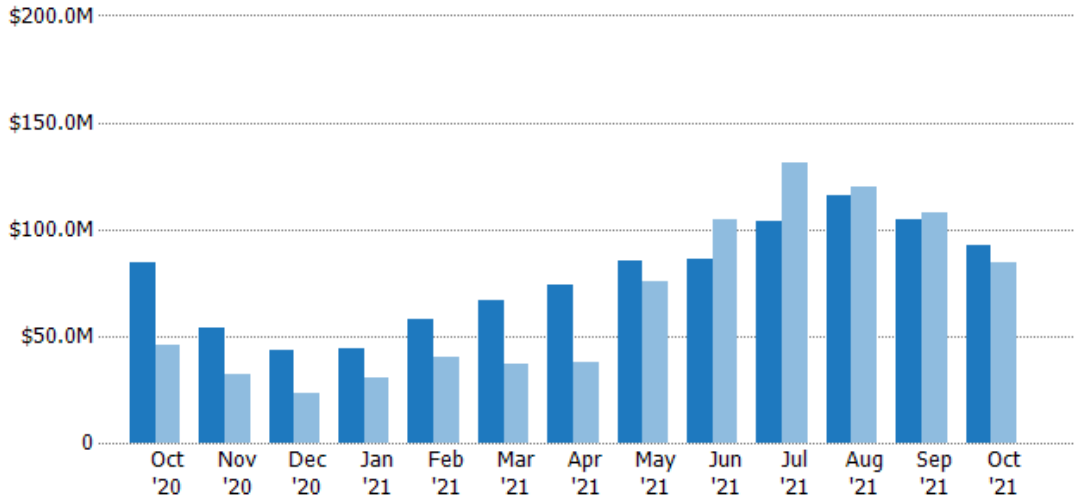
New Pending Sales Volume

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

Filters Used

ZIP: 29 Selected
Property Type:
Condo/Townhouse/Apt., Single
Family

Month/ Year	Volume	% Chg.
Oct '21	\$92.1M	9%
Oct '20	\$84.5M	83.9%
Oct '19	\$46M	-14.2%



Current Year	\$84.5M	\$53.7M	\$43.7M	\$44.1M	\$58.1M	\$66.8M	\$73.9M	\$85M	\$85.9M	\$104M	\$116M	\$104M	\$92.1M
Prior Year	\$46M	\$32.3M	\$23M	\$30.6M	\$40.5M	\$37.3M	\$38M	\$75.6M	\$105M	\$131M	\$120M	\$108M	\$84.5M
Percent Change from Prior Year	84%	66%	90%	44%	43%	79%	95%	12%	-18%	-21%	-3%	-3%	9%

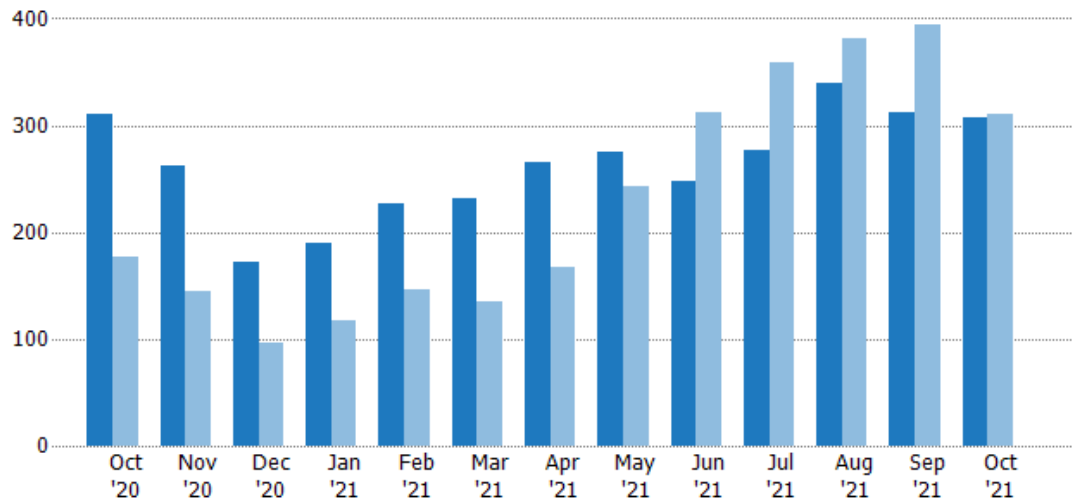
Pending Sales

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

Filters Used

ZIP: 29 Selected
Property Type:
Condo/Townhouse/Apt., Single
Family

Month/ Year	Count	% Chg.
Oct '21	308	-0.6%
Oct '20	310	75.1%
Oct '19	177	-22.6%



Current Year	310	262	172	189	227	232	265	275	248	276	340	312	308
Prior Year	177	144	97	118	147	135	168	243	312	359	382	394	310
Percent Change from Prior Year	75%	82%	77%	60%	54%	72%	58%	13%	-21%	-23%	-11%	-21%	-1%

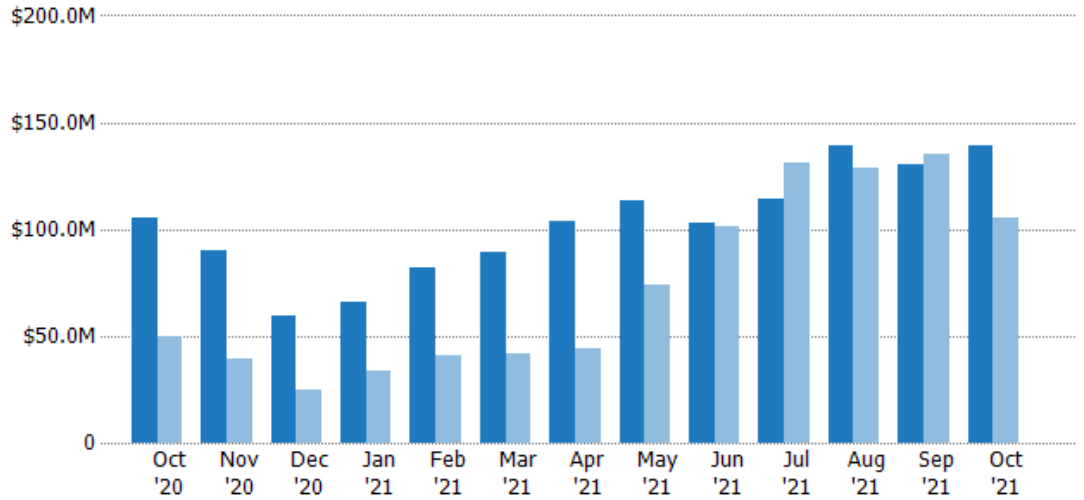
Pending Sales Volume

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

Filters Used

ZIP: 29 Selected
Property Type:
Condo/Townhouse/Apt., Single Family

Month/Year	Volume	% Chg.
Oct '21	\$139M	31.9%
Oct '20	\$106M	112.6%
Oct '19	\$49.6M	-28.1%



Current Year	\$106M	\$90.3M	\$59.6M	\$65.7M	\$82.2M	\$89M	\$103M	\$113M	\$103M	\$114M	\$139M	\$130M	\$139M
Prior Year	\$49.6M	\$39.4M	\$24.9M	\$33.7M	\$40.9M	\$42.1M	\$44.3M	\$73.9M	\$101M	\$131M	\$129M	\$135M	\$106M
Percent Change from Prior Year	113%	129%	139%	95%	101%	112%	133%	53%	2%	-13%	8%	-4%	32%

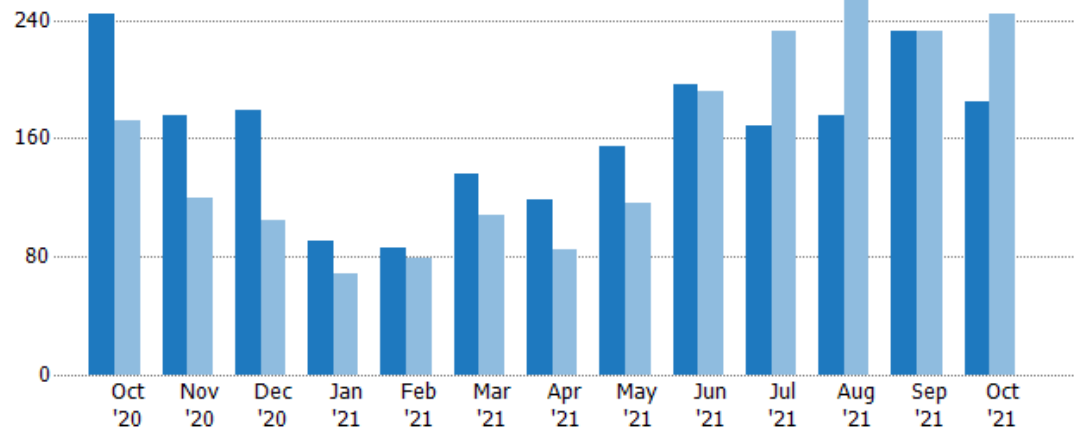
Closed Sales

The total number of residential properties sold each month.

Filters Used

ZIP: 29 Selected
Property Type:
Condo/Townhouse/Apt., Single Family

Month/Year	Count	% Chg.
Oct '21	185	-24.2%
Oct '20	244	41.9%
Oct '19	172	8.7%



Current Year	244	176	179	91	86	136	118	154	196	169	176	232	185
Prior Year	172	120	104	69	79	108	85	116	192	233	255	232	244
Percent Change from Prior Year	42%	47%	72%	32%	9%	26%	39%	33%	2%	-27%	-31%	0%	-24%

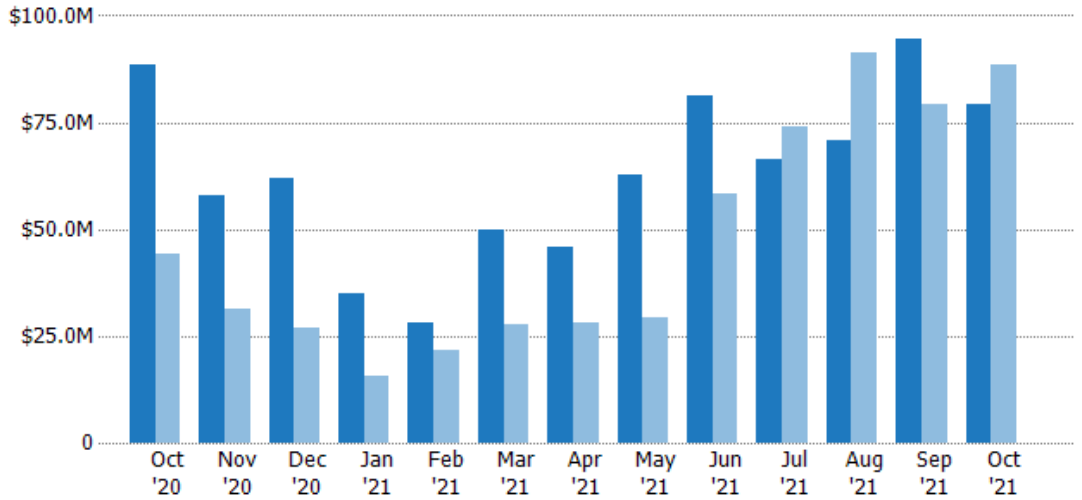
Closed Sales Volume

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

Filters Used

ZIP: 29 Selected
Property Type:
Condo/Townhouse/Apt., Single Family

Month/Year	Volume	% Chg.
Oct '21	\$79.1M	-10.6%
Oct '20	\$88.4M	100%
Oct '19	\$44.2M	10.8%



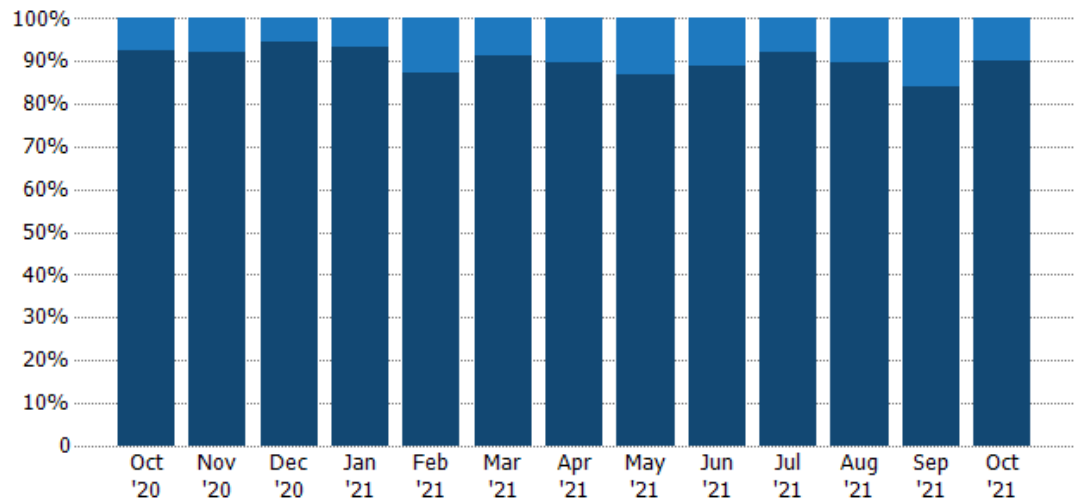
Current Year	\$88.4M	\$57.9M	\$61.8M	\$34.8M	\$28.1M	\$49.9M	\$45.7M	\$62.6M	\$81.4M	\$66.4M	\$70.8M	\$94.7M	\$79.1M
Prior Year	\$44.2M	\$31.4M	\$27M	\$15.7M	\$21.6M	\$27.6M	\$28.3M	\$29.4M	\$58.3M	\$74.1M	\$91.3M	\$79.3M	\$88.4M
Percent Change from Prior Year	100%	84%	129%	121%	30%	80%	62%	113%	40%	-10%	-22%	19%	-11%

Closed Sales by Property Type

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

Filters Used

ZIP: 29 Selected
Property Type:
Condo/Townhouse/Apt., Single Family



Condo/Townhouse	7%	8%	6%	7%	13%	9%	10%	13%	11%	8%	10%	16%	10%
Single Family Residence	93%	92%	94%	93%	87%	91%	90%	87%	89%	92%	90%	84%	90%

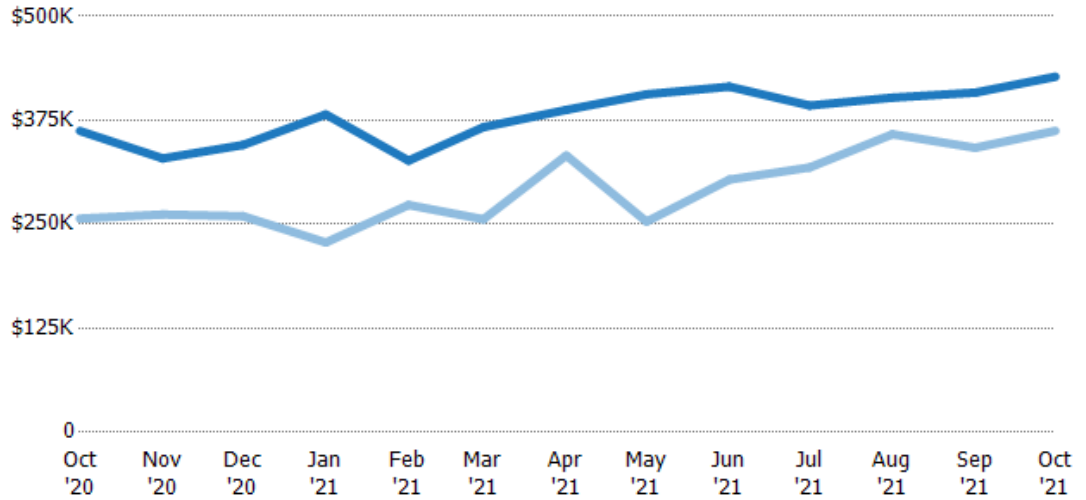
Average Sales Price

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

Filters Used

ZIP: 29 Selected
Property Type:
Condo/Townhouse/Apt., Single
Family

Month/ Year	Price	% Chg.
Oct '21	\$427K	18%
Oct '20	\$362K	41%
Oct '19	\$257K	1.9%



Current Year	\$362K	\$329K	\$345K	\$382K	\$327K	\$367K	\$387K	\$406K	\$415K	\$393K	\$402K	\$408K	\$427K
Prior Year	\$257K	\$262K	\$260K	\$228K	\$273K	\$256K	\$333K	\$253K	\$304K	\$318K	\$358K	\$342K	\$362K
Percent Change from Prior Year	41%	26%	33%	67%	20%	43%	16%	60%	37%	23%	12%	19%	18%

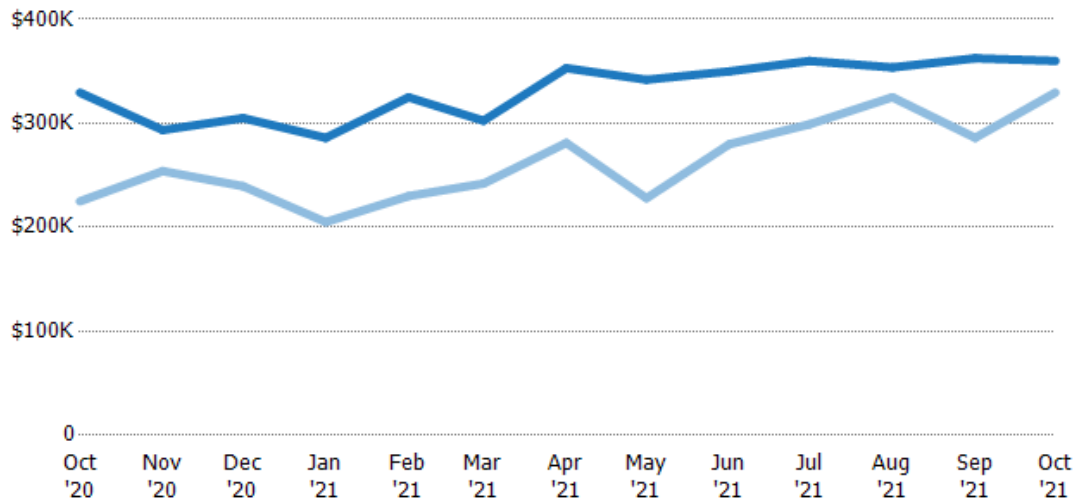
Median Sales Price

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

Filters Used

ZIP: 29 Selected
Property Type:
Condo/Townhouse/Apt., Single
Family

Month/ Year	Price	% Chg.
Oct '21	\$360K	9.3%
Oct '20	\$330K	46.4%
Oct '19	\$225K	4.4%



Current Year	\$330K	\$294K	\$305K	\$286K	\$325K	\$303K	\$353K	\$342K	\$350K	\$360K	\$354K	\$363K	\$360K
Prior Year	\$225K	\$254K	\$240K	\$205K	\$230K	\$242K	\$281K	\$228K	\$280K	\$299K	\$325K	\$286K	\$330K
Percent Change from Prior Year	46%	16%	27%	40%	41%	25%	26%	50%	25%	20%	9%	27%	9%

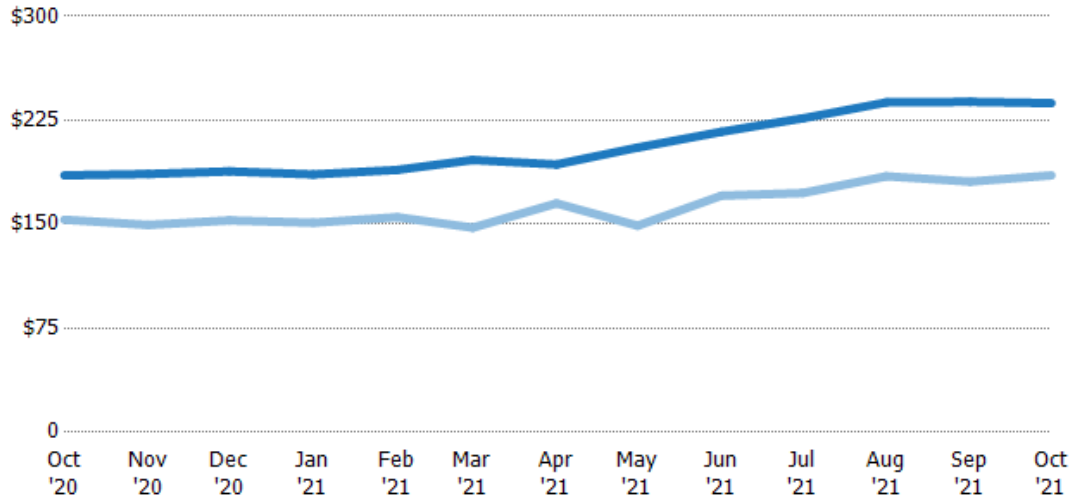
Average Sales Price per Sq Ft

The average of the sales price divided by the living area of properties sold each month.

Filters Used

ZIP: 29 Selected
Property Type:
Condo/Townhouse/Apt., Single Family

Month/Year	Price/sq ft	% Chg.
Oct '21	\$237	28.1%
Oct '20	\$185	20.9%
Oct '19	\$153	0.5%



Current Year	\$185	\$186	\$188	\$186	\$189	\$196	\$193	\$205	\$217	\$226	\$238	\$238	\$237
Prior Year	\$153	\$150	\$153	\$151	\$155	\$148	\$165	\$149	\$171	\$173	\$185	\$181	\$185
Percent Change from Prior Year	21%	25%	23%	23%	22%	33%	17%	38%	27%	31%	29%	32%	28%

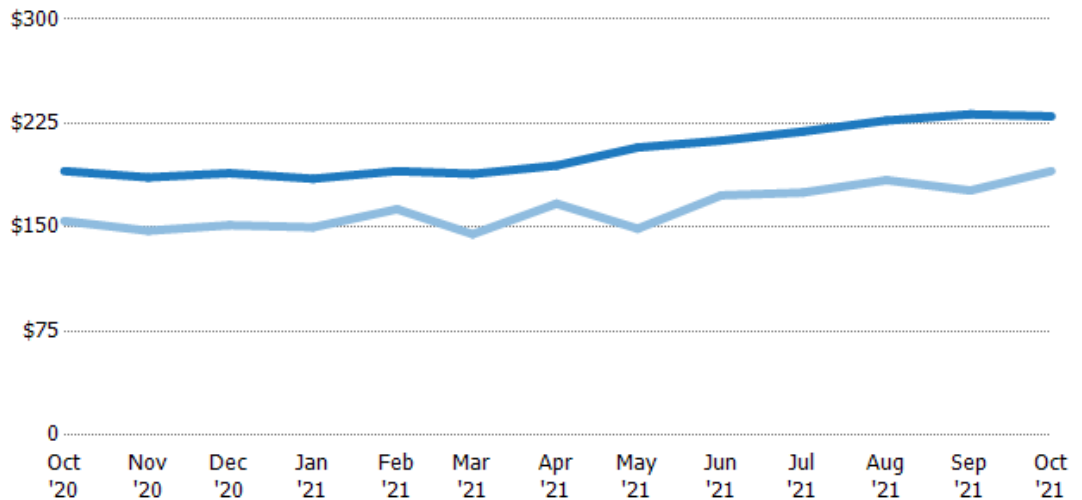
Median Sales Price per Sq Ft

The median of the sales price divided by the living area of properties sold each month.

Filters Used

ZIP: 29 Selected
Property Type:
Condo/Townhouse/Apt., Single Family

Month/Year	Price/sq ft	% Chg.
Oct '21	\$230	20.7%
Oct '20	\$191	23.3%
Oct '19	\$155	-2.3%



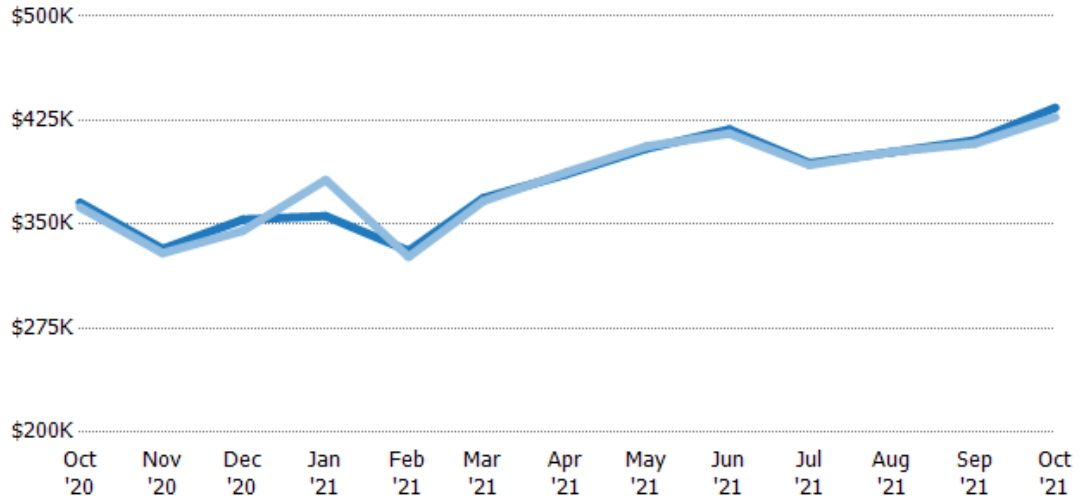
Current Year	\$191	\$186	\$189	\$185	\$191	\$189	\$195	\$208	\$213	\$219	\$227	\$232	\$230
Prior Year	\$155	\$148	\$152	\$150	\$163	\$145	\$167	\$149	\$173	\$175	\$184	\$177	\$191
Percent Change from Prior Year	23%	26%	25%	23%	17%	30%	16%	39%	23%	25%	23%	31%	21%

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

ZIP: 29 Selected
 Property Type:
 Condo/Townhouse/Apt., Single
 Family



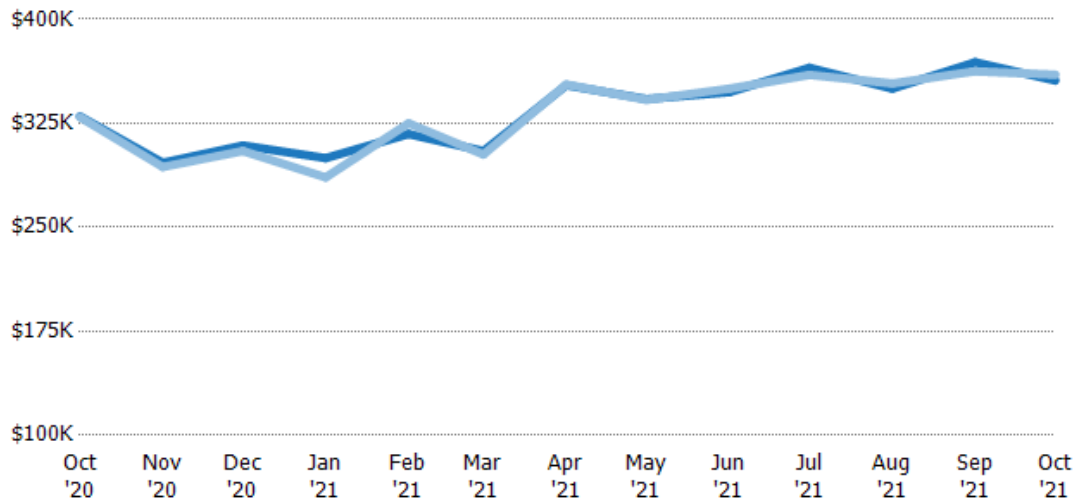
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Avg List Price	\$366K	\$332K	\$353K	\$356K	\$331K	\$369K	\$386K	\$405K	\$418K	\$394K	\$402K	\$411K	\$434K
Avg Sales Price	\$362K	\$329K	\$345K	\$382K	\$327K	\$367K	\$387K	\$406K	\$415K	\$393K	\$402K	\$408K	\$427K
Avg Sales Price as a % of Avg List Price	99%	99%	98%	107%	99%	99%	100%	100%	99%	100%	100%	99%	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

ZIP: 29 Selected
 Property Type:
 Condo/Townhouse/Apt., Single
 Family



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Median List Price	\$330K	\$297K	\$309K	\$300K	\$317K	\$305K	\$352K	\$342K	\$347K	\$365K	\$350K	\$369K	\$356K
Median Sales Price	\$330K	\$294K	\$305K	\$286K	\$325K	\$303K	\$353K	\$342K	\$350K	\$360K	\$354K	\$363K	\$360K
Med Sales Price as a % of Med List Price	100%	99%	99%	95%	102%	99%	100%	100%	101%	99%	101%	98%	101%

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: white mountain 11/8

Run Date: 11/08/2021

Scheduled: No

Report Date Range: From 10/2020 To: 10/2021

Information Included

- Include Cover Sheet
- Include Key Metric Summary *
- Include Metrics By
- Averages
- Medians
- Include Appendix

* The Key Metrics Table's YTD median calculations are calculated using a weighted average of the median values for each month that is included.

MLS Filter

MLS: All

Listing Filters

Property Types: Condo/Townhouse/Apt. Single Family

Sales Types: All

Price Range: None

Location Filters

State: All

County: All

ZIP Code:	Show Low, AZ 85901	Show Low, AZ 85902	Cibecue, AZ 85911
	White Mountain Lake, AZ 85912	Clay Springs, AZ 85923	Fort Apache, AZ 85926
	Heber, AZ 85928	Lakeside, AZ 85929	Overgaard, AZ 85933
	Pinedale, AZ 85934	Pinetop, AZ 85935	Snowflake, AZ 85937
	Taylor, AZ 85939	Whiteriver, AZ 85941	Woodruff, AZ 85942
	Holbrook, AZ 86025	Sun Valley, AZ 86029	Hotevilla, AZ 86030
	Indian Wells, AZ 86031	Joseph City, AZ 86032	Kayenta, AZ 86033
	Keams Canyon, AZ 86034	Kykotsmovi Village, AZ 86039	Polacca, AZ 86042
	Second Mesa, AZ 86043	Winslow, AZ 86047	Shonto, AZ 86054
	Pinon, AZ 86510	Blue Gap, AZ 86520	

Listing Activity Charts

- New Listings
- Active Listings
- Avg/Med Listing Price
- Avg/Med Listing Price per Sq Ft
- Avg/Med 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
- Avg/Med Sales Price
- Avg/Med Sales Price per Sq Ft
- Avg/Med Sales Price vs Listing Price
- Avg/Med Sales Price vs Est Value

Distressed Charts

- Distressed Listings
- Distressed Sales

Data Tables Using 10/2021 data

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