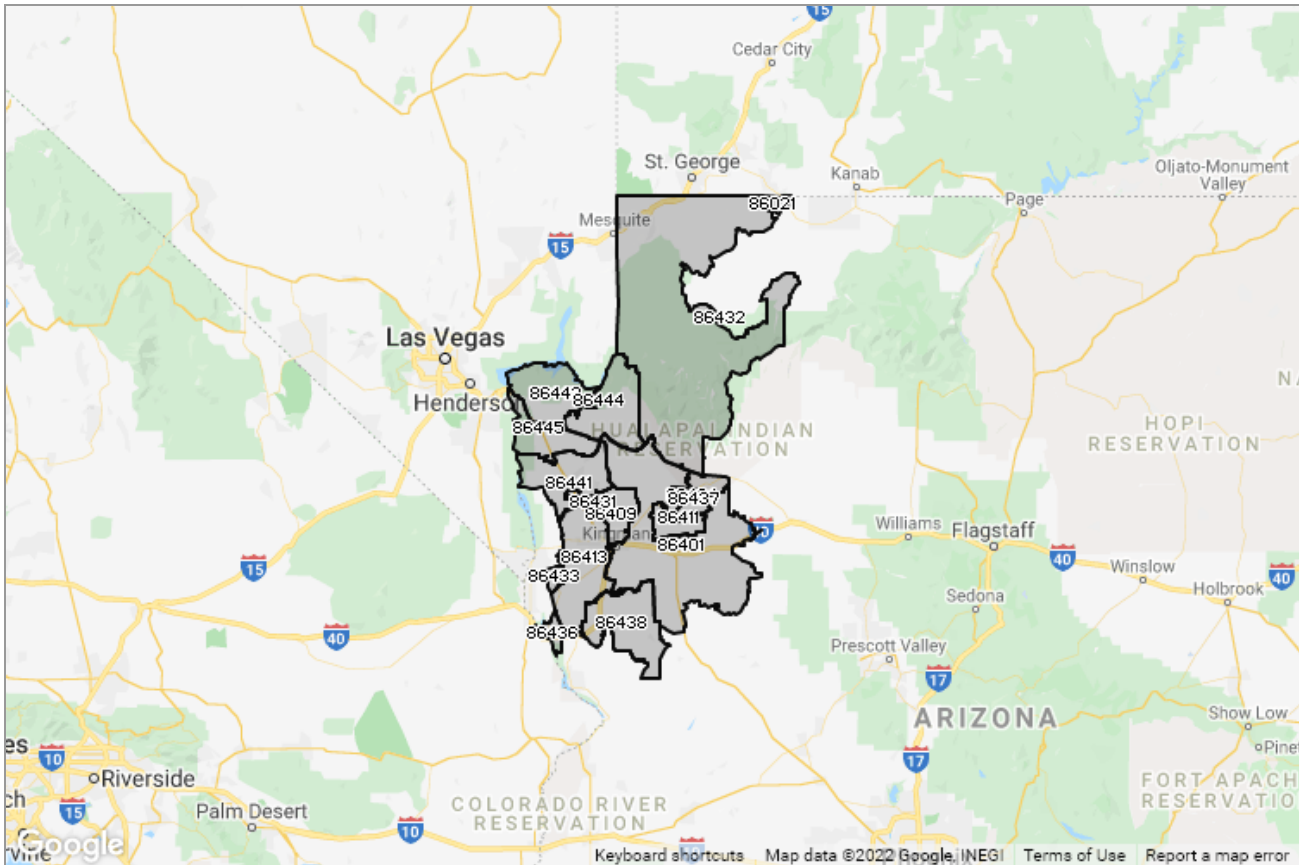


MARKET DATA REPORT

KGVAR



Report Characteristics

Report Name:
KGVAR

Report Date Range:
12/2020 – 12/2021

Filters Used:
Property Type, Location

Avg/Med: Both

Run Date: 01/04/2022

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	Dec 2021	Dec 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	112	111	+0.9%	1,768	1,731	+2.1%
New Listing Volume	\$32,569,589	\$25,750,579	+26.5%	\$485,491,347	\$399,780,479	+21.4%
Active Listing Count	172	176	-2.3%	N/A	N/A	
Active Listing Volume	\$55,137,180	\$45,121,036	+22.2%	N/A	N/A	
Average Listing Price	\$320,565	\$256,370	+25%	\$296,738	\$256,027	+15.9%
Median Listing Price	\$266,250	\$218,450	+21.9%	\$248,336	\$210,841	+17.8%
Average Listing Price per Sq Ft	\$178	\$141	+26.1%	\$163	\$136	+20%
Median Listing Price per Sq Ft	\$179	\$141	+27.4%	\$161	\$133	+21.2%
Sales Activity Charts Metrics						
New Pending Sales Count	123	114	+7.9%	1,967	1,975	-0.4%
New Pending Sales Volume	\$34,648,520	\$26,588,685	+30.3%	\$524,523,318	\$444,220,335	+18.1%
Pending Sales Count	187	248	-24.6%	N/A	N/A	
Pending Sales Volume	\$51,765,381	\$61,168,415	-15.4%	N/A	N/A	
Closed Sales Count	140	132	+6.1%	1,638	1,511	+8.4%
Closed Sales Volume	\$40,183,501	\$30,566,991	+31.5%	\$423,912,483	\$327,869,613	+29.3%
Average Sales Price	\$287,025	\$231,568	+23.9%	\$258,799	\$216,988	+19.3%
Median Sales Price	\$260,000	\$195,700	+32.9%	\$236,263	\$193,115	+22.3%
Average Sales Price per Sq Ft	\$175	\$143	+22.9%	\$161	\$134	+20%
Median Sales Price per Sq Ft	\$177	\$145	+22.5%	\$161	\$136	+18.7%

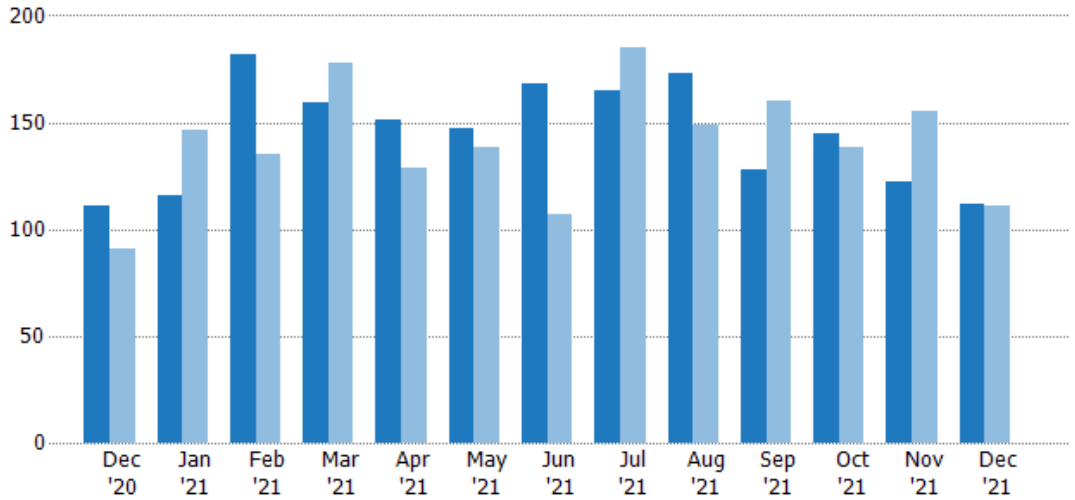
New Listings

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

Filters Used

ZIP: 18 Selected
 Property Type:
 Condo/Townhouse/Apt., Single Family

Month/Year	Count	% Chg.
Dec '21	112	0.9%
Dec '20	111	22%
Dec '19	91	2.2%



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	111	116	182	159	151	147	168	165	173	128	145	122	112
Prior Year	91	146	135	178	129	138	107	185	149	160	138	155	111
Percent Change from Prior Year	22%	-21%	35%	-11%	17%	7%	57%	-11%	16%	-20%	5%	-21%	1%

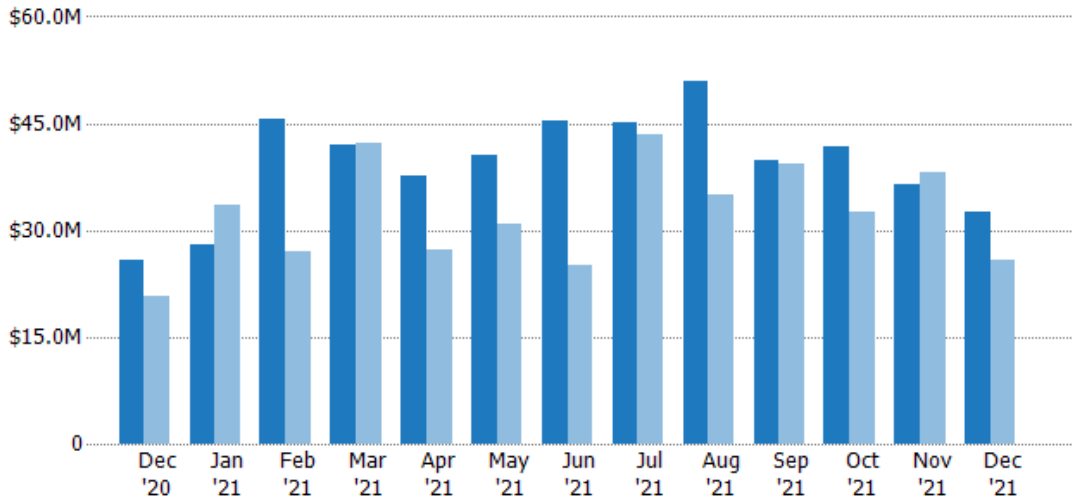
New Listing Volume

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

Filters Used

ZIP: 18 Selected
 Property Type:
 Condo/Townhouse/Apt., Single Family

Month/Year	Volume	% Chg.
Dec '21	\$32.6M	26.5%
Dec '20	\$25.8M	23.7%
Dec '19	\$20.8M	-17.5%



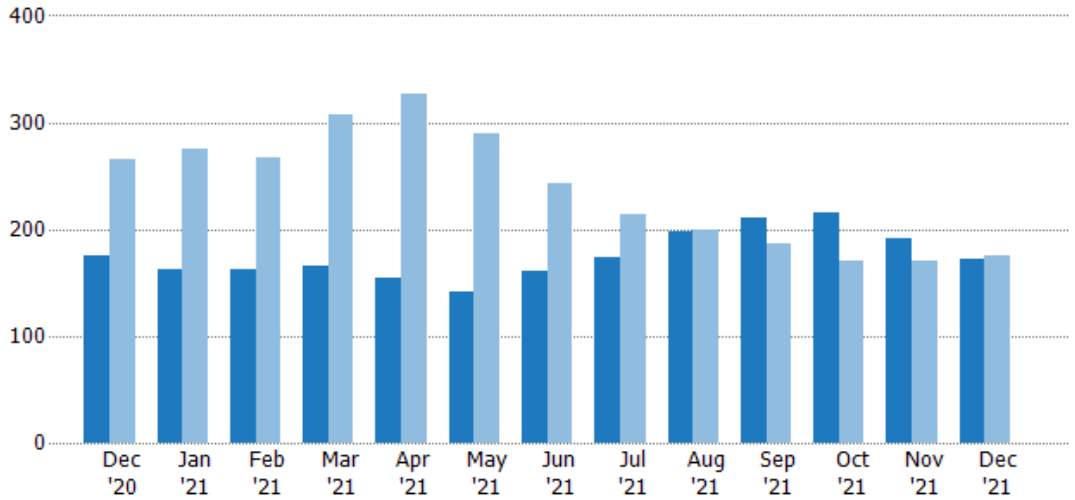
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$25.8M	\$28M	\$45.6M	\$41.9M	\$37.5M	\$40.5M	\$45.4M	\$45.2M	\$51M	\$39.7M	\$41.7M	\$36.5M	\$32.6M
Prior Year	\$20.8M	\$33.5M	\$26.9M	\$42.2M	\$27.3M	\$30.8M	\$25.2M	\$43.4M	\$34.9M	\$39.2M	\$32.5M	\$38.1M	\$25.8M
Percent Change from Prior Year	24%	-17%	69%	-1%	38%	31%	80%	4%	46%	1%	28%	-4%	26%

Active Listings

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

Filters Used

ZIP: 18 Selected
Property Type:
Condo/Townhouse/Apt., Single
Family



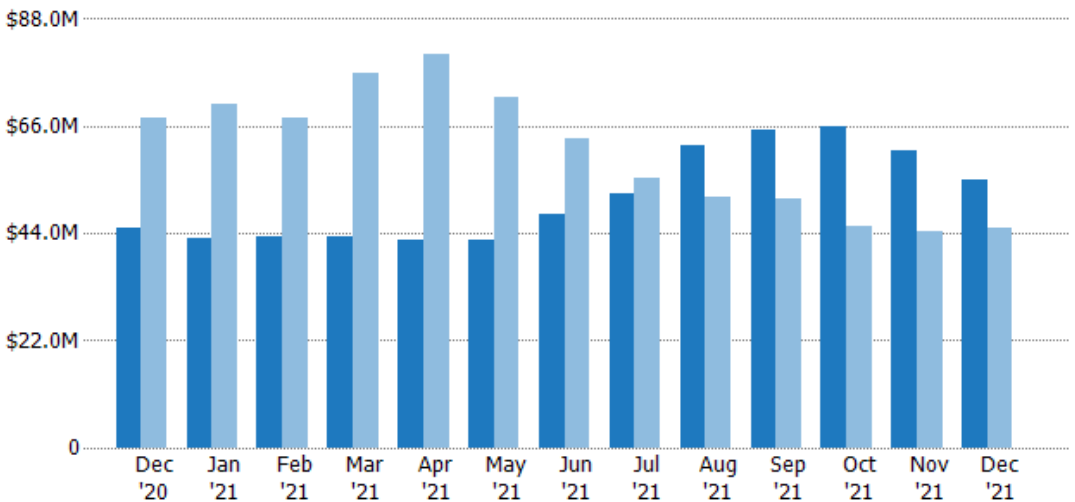
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	176	162	163	165	154	141	160	174	197	210	215	192	172
Prior Year	266	275	267	307	327	290	243	214	199	187	171	170	176
Percent Change from Prior Year	-34%	-41%	-39%	-46%	-53%	-51%	-34%	-19%	-1%	12%	26%	13%	-2%

Active Listing Volume

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

Filters Used

ZIP: 18 Selected
Property Type:
Condo/Townhouse/Apt., Single
Family



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$45.1M	\$43M	\$43.4M	\$43.3M	\$42.8M	\$42.6M	\$47.9M	\$52.3M	\$62M	\$65.3M	\$65.9M	\$60.9M	\$55.1M
Prior Year	\$67.6M	\$70.4M	\$67.5M	\$76.9M	\$80.8M	\$71.9M	\$63.3M	\$55.4M	\$51.4M	\$51M	\$45.3M	\$44.5M	\$45.1M
Percent Change from Prior Year	-33%	-39%	-36%	-44%	-47%	-41%	-24%	-6%	21%	28%	45%	37%	22%

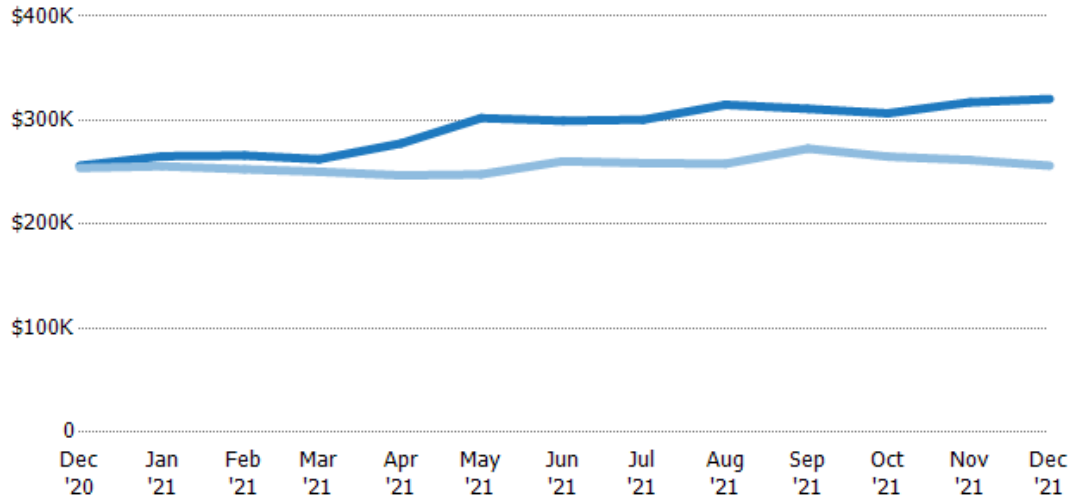
Average Listing Price

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

Filters Used

ZIP: 18 Selected
Property Type:
Condo/Townhouse/Apt., Single
Family

Month/ Year	Price	% Chg.
Dec '21	\$321K	25%
Dec '20	\$256K	0.9%
Dec '19	\$254K	-18.9%



Current Year	\$256K	\$265K	\$266K	\$263K	\$278K	\$302K	\$300K	\$301K	\$315K	\$311K	\$307K	\$317K	\$321K
Prior Year	\$254K	\$256K	\$253K	\$251K	\$247K	\$248K	\$261K	\$259K	\$258K	\$273K	\$265K	\$262K	\$256K
Percent Change from Prior Year	1%	4%	5%	5%	12%	22%	15%	16%	22%	14%	16%	21%	25%

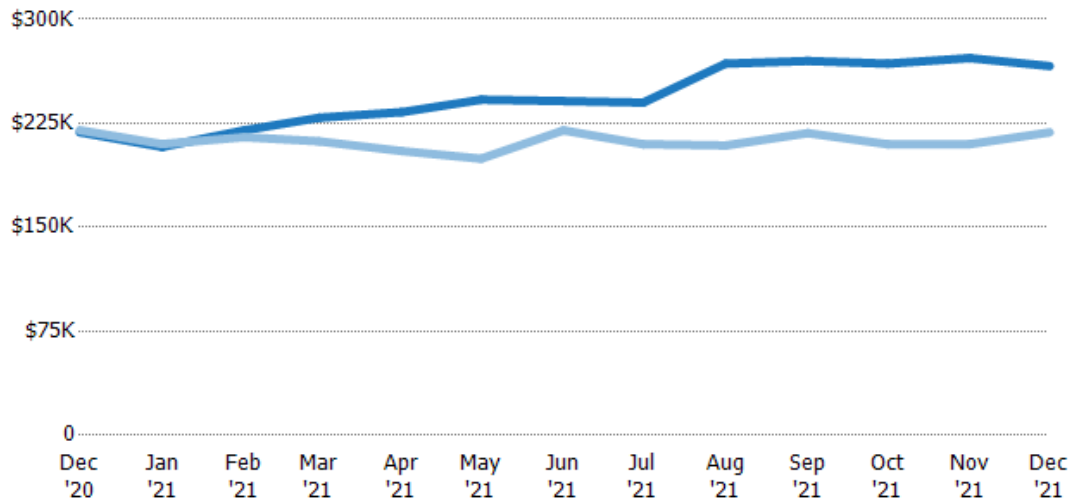
Median Listing Price

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

Filters Used

ZIP: 18 Selected
Property Type:
Condo/Townhouse/Apt., Single
Family

Month/ Year	Price	% Chg.
Dec '21	\$266K	21.9%
Dec '20	\$218K	-0.7%
Dec '19	\$220K	-20.1%



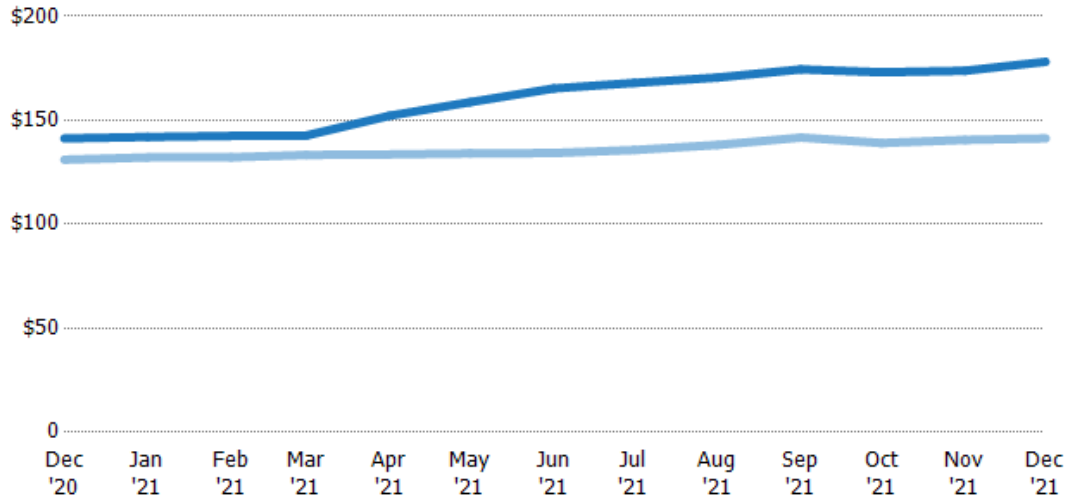
Current Year	\$218K	\$208K	\$220K	\$229K	\$233K	\$242K	\$241K	\$240K	\$268K	\$270K	\$268K	\$272K	\$266K
Prior Year	\$220K	\$210K	\$215K	\$212K	\$205K	\$199K	\$220K	\$210K	\$209K	\$218K	\$210K	\$210K	\$218K
Percent Change from Prior Year	-1%	-1%	2%	8%	14%	21%	10%	14%	28%	24%	28%	30%	22%

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



Month/Year	Price/sq ft	% Chg.
Dec '21	\$178	26.1%
Dec '20	\$141	7.8%
Dec '19	\$131	-13.3%

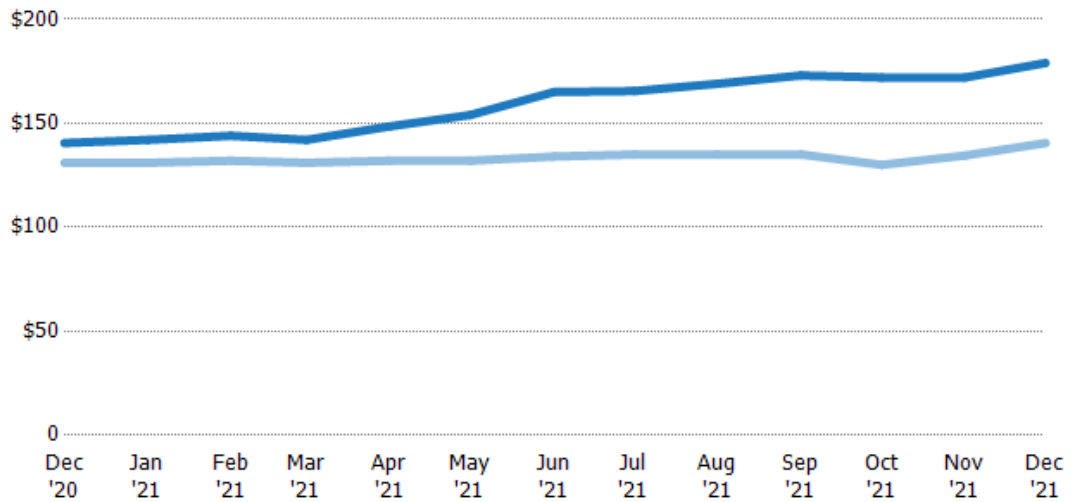
Current Year	\$141	\$142	\$143	\$143	\$152	\$159	\$165	\$168	\$171	\$174	\$173	\$174	\$178
Prior Year	\$131	\$132	\$132	\$133	\$134	\$134	\$134	\$136	\$138	\$142	\$139	\$141	\$141
Percent Change from Prior Year	8%	7%	8%	7%	14%	18%	23%	24%	23%	23%	24%	24%	26%

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



Month/Year	Price/sq ft	% Chg.
Dec '21	\$179	27.4%
Dec '20	\$141	7.3%
Dec '19	\$131	-13%

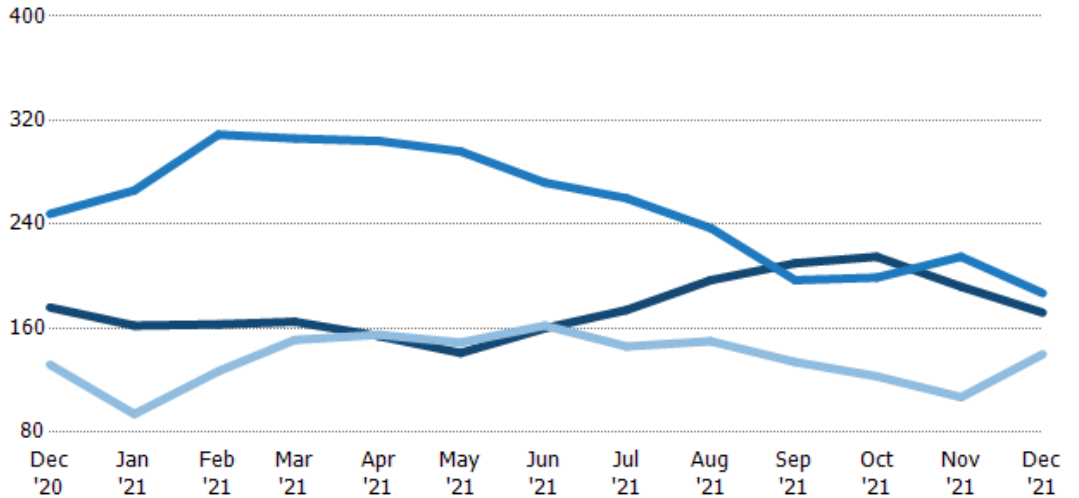
Current Year	\$141	\$142	\$144	\$142	\$149	\$154	\$165	\$166	\$169	\$173	\$172	\$172	\$179
Prior Year	\$131	\$131	\$132	\$131	\$132	\$132	\$134	\$135	\$135	\$135	\$130	\$135	\$141
Percent Change from Prior Year	7%	8%	9%	8%	13%	17%	23%	23%	25%	28%	32%	28%	27%

Active/Pending/Sold Units

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

Filters Used

ZIP: 18 Selected
 Property Type:
 Condo/Townhouse/Apt., Single
 Family



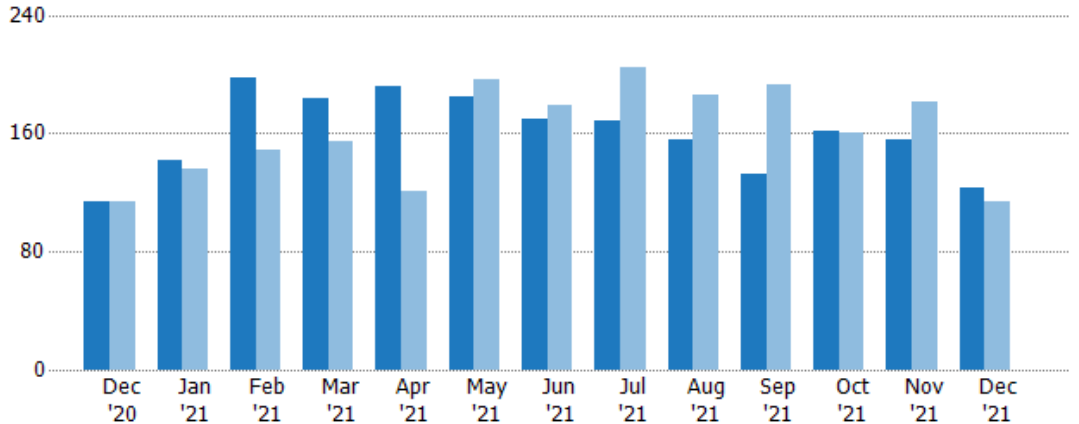
Active	176	162	163	165	154	141	160	174	197	210	215	192	172
Pending	248	266	309	306	304	296	272	260	237	197	199	215	187
Sold	132	94	127	151	155	149	162	146	150	134	123	107	140

New Pending Sales

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

Filters Used

ZIP: 18 Selected
 Property Type:
 Condo/Townhouse/Apt., Single
 Family



Month/Year	Count	% Chg.
Dec '21	123	7.9%
Dec '20	114	0%
Dec '19	114	-38.6%

Current Year	114	142	198	184	192	185	170	168	156	132	161	156	123
Prior Year	114	136	149	155	121	196	179	205	186	193	160	181	114
Percent Change from Prior Year	0%	4%	33%	19%	59%	-6%	-5%	-18%	-16%	-32%	1%	-14%	8%

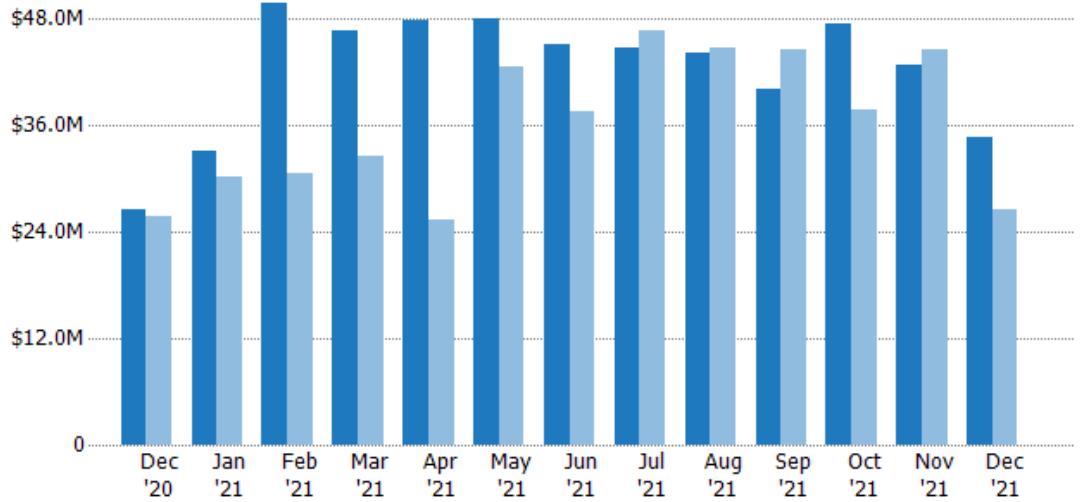
New Pending Sales Volume

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

Filters Used

ZIP: 18 Selected
 Property Type:
 Condo/Townhouse/Apt., Single
 Family

Month/ Year	Volume	% Chg.
Dec '21	\$34.6M	30.3%
Dec '20	\$26.6M	3.3%
Dec '19	\$25.8M	-47.6%



Current Year	\$26.6M	\$33.1M	\$49.7M	\$46.7M	\$47.9M	\$48.1M	\$45.2M	\$44.8M	\$44.1M	\$40M	\$47.4M	\$42.8M	\$34.6M
Prior Year	\$25.8M	\$30.3M	\$30.6M	\$32.6M	\$25.4M	\$42.7M	\$37.6M	\$46.8M	\$44.7M	\$44.6M	\$37.8M	\$44.6M	\$26.6M
Percent Change from Prior Year	3%	9%	63%	43%	89%	13%	20%	-4%	-1%	-10%	25%	-4%	30%

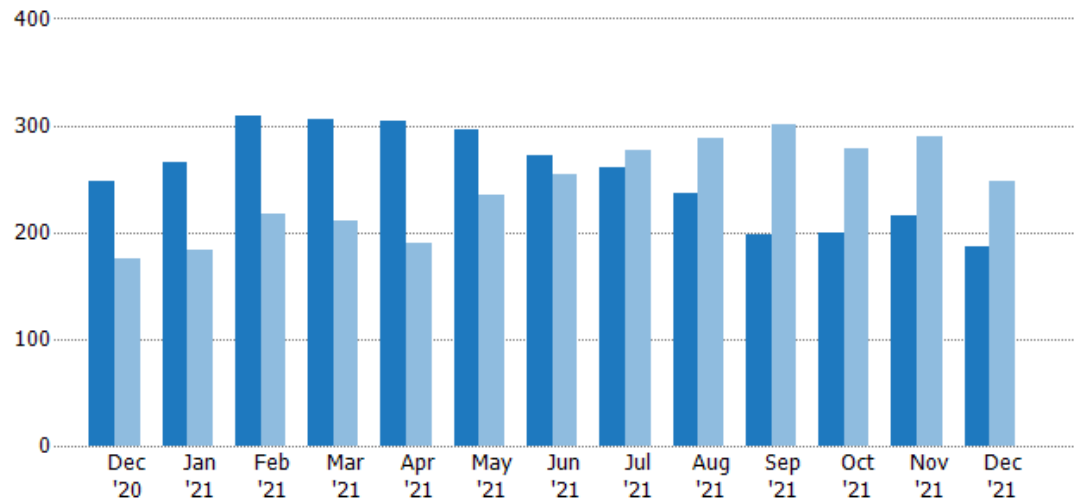
Pending Sales

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

Filters Used

ZIP: 18 Selected
 Property Type:
 Condo/Townhouse/Apt., Single
 Family

Month/ Year	Count	% Chg.
Dec '21	187	-24.6%
Dec '20	248	40.9%
Dec '19	176	-36.4%



Current Year	248	266	309	306	304	296	272	260	237	197	199	215	187
Prior Year	176	183	217	210	189	235	254	277	288	301	279	290	248
Percent Change from Prior Year	41%	45%	42%	46%	61%	26%	7%	-6%	-18%	-35%	-29%	-26%	-25%

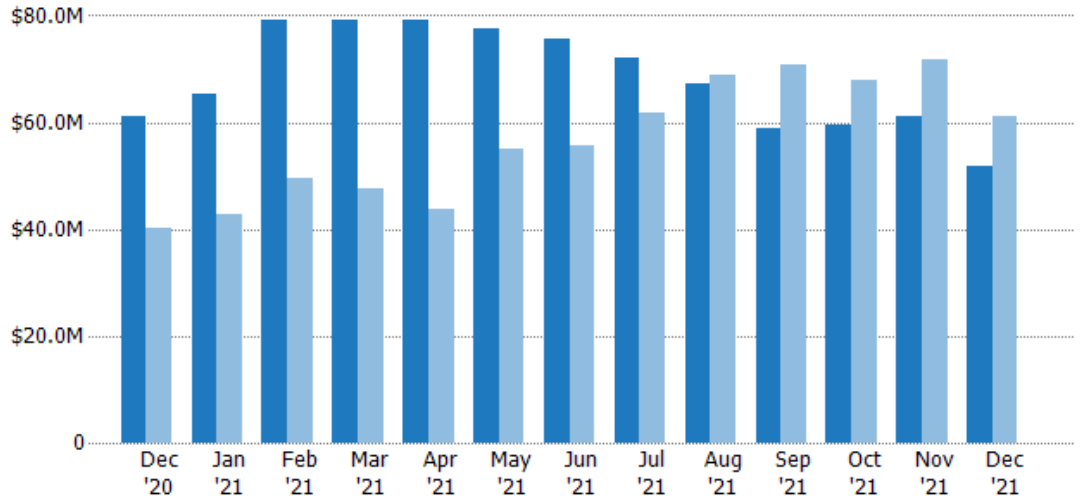
Pending Sales Volume

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

Filters Used

ZIP: 18 Selected
Property Type:
Condo/Townhouse/Apt., Single
Family

Month/ Year	Volume	% Chg.
Dec '21	\$51.8M	-15.4%
Dec '20	\$61.2M	52.1%
Dec '19	\$40.2M	-38.9%



Current Year	\$61.2M	\$65.4M	\$79.2M	\$79.3M	\$79.2M	\$77.6M	\$75.6M	\$72.1M	\$67.2M	\$58.9M	\$59.5M	\$61.1M	\$51.8M
Prior Year	\$40.2M	\$42.8M	\$49.4M	\$47.5M	\$43.8M	\$55M	\$55.6M	\$61.8M	\$68.8M	\$70.7M	\$67.9M	\$71.8M	\$61.2M
Percent Change from Prior Year	52%	53%	60%	67%	81%	41%	36%	17%	-2%	-17%	-12%	-15%	-15%

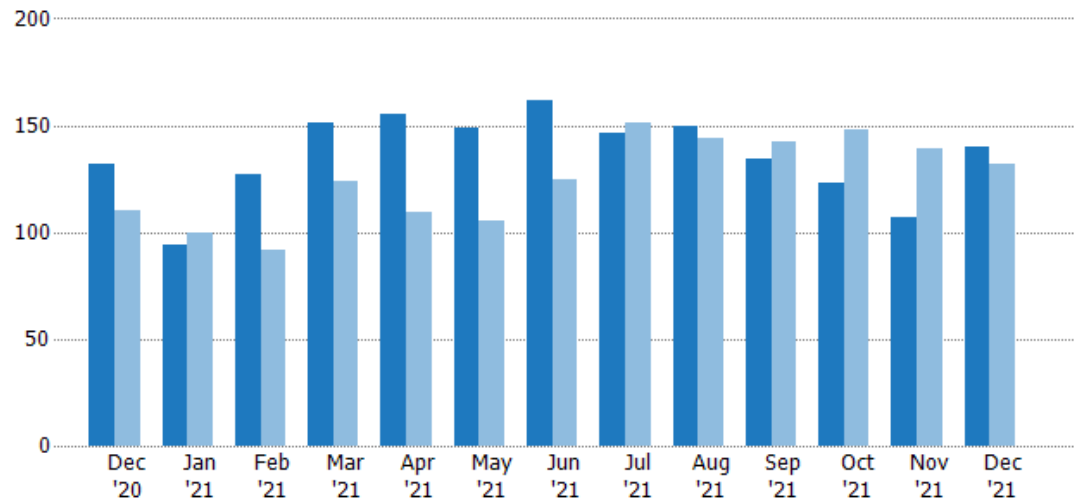
Closed Sales

The total number of residential properties sold each month.

Filters Used

ZIP: 18 Selected
Property Type:
Condo/Townhouse/Apt., Single
Family

Month/ Year	Count	% Chg.
Dec '21	140	6.1%
Dec '20	132	20%
Dec '19	110	-11.8%



Current Year	132	94	127	151	155	149	162	146	150	134	123	107	140
Prior Year	110	100	92	124	109	105	125	151	144	142	148	139	132
Percent Change from Prior Year	20%	-6%	38%	22%	42%	42%	30%	-3%	4%	-6%	-17%	-23%	6%

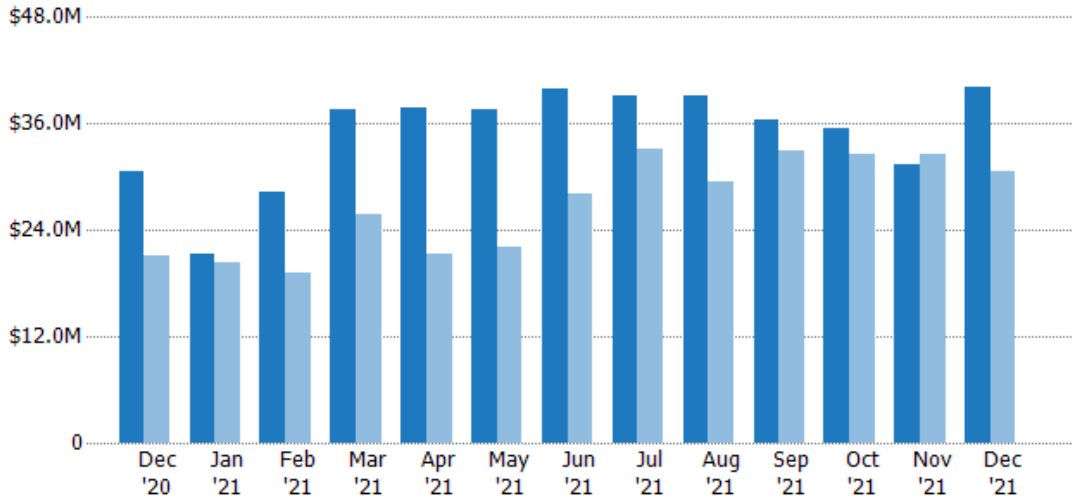
Closed Sales Volume

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

Filters Used

ZIP: 18 Selected
 Property Type:
 Condo/Townhouse/Apt., Single
 Family

Month/ Year	Volume	% Chg.
Dec '21	\$40.2M	31.5%
Dec '20	\$30.6M	44.7%
Dec '19	\$21.1M	-13.2%



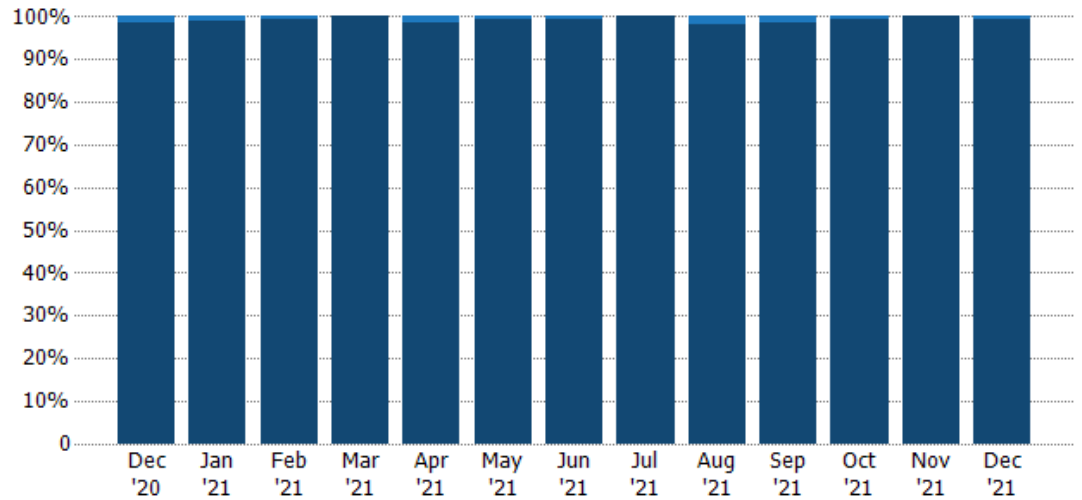
Current Year	\$30.6M	\$21.2M	\$28.2M	\$37.7M	\$37.8M	\$37.6M	\$39.9M	\$39.1M	\$39.1M	\$36.4M	\$35.4M	\$31.4M	\$40.2M
Prior Year	\$21.1M	\$20.3M	\$19.1M	\$25.7M	\$21.4M	\$22.1M	\$28M	\$33.2M	\$29.5M	\$32.9M	\$32.6M	\$32.5M	\$30.6M
Percent Change from Prior Year	45%	4%	47%	47%	77%	70%	42%	18%	33%	11%	9%	-3%	31%

Closed Sales by Property Type

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

Filters Used

ZIP: 18 Selected
 Property Type:
 Condo/Townhouse/Apt., Single
 Family



Condo/Townhouse	2%	1%	1%	-	1%	1%	1%	-	2%	1%	1%	-	1%
Single Family Residence	98%	99%	99%	100%	99%	99%	99%	100%	98%	99%	99%	100%	99%

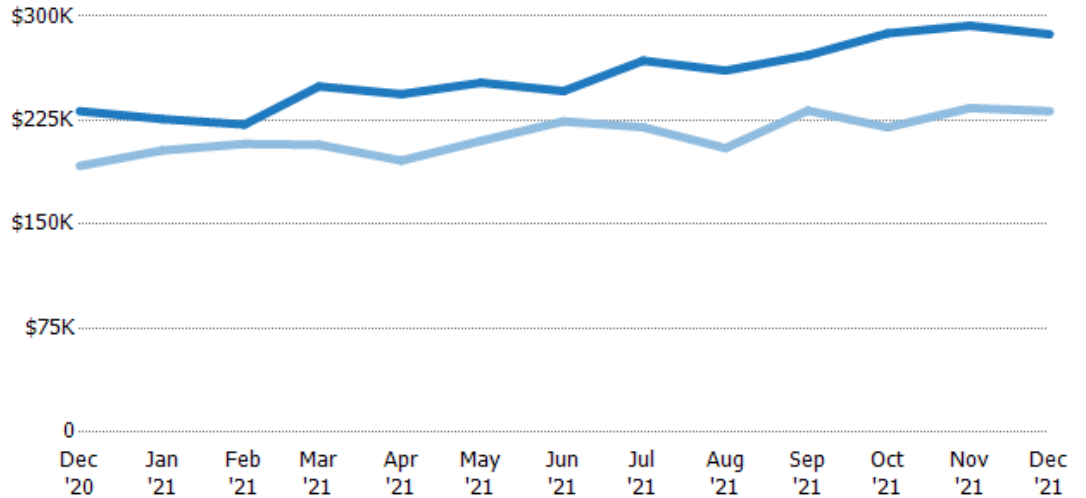
Average Sales Price

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

Filters Used

ZIP: 18 Selected
Property Type:
Condo/Townhouse/Apt., Single
Family

Month/ Year	Price	% Chg.
Dec '21	\$287K	23.9%
Dec '20	\$232K	20.6%
Dec '19	\$192K	-1.6%



Current Year	\$232K	\$226K	\$222K	\$249K	\$244K	\$252K	\$246K	\$268K	\$261K	\$272K	\$288K	\$293K	\$287K
Prior Year	\$192K	\$203K	\$208K	\$207K	\$196K	\$210K	\$224K	\$220K	\$205K	\$232K	\$220K	\$234K	\$232K
Percent Change from Prior Year	21%	11%	7%	20%	24%	20%	10%	22%	27%	17%	31%	25%	24%

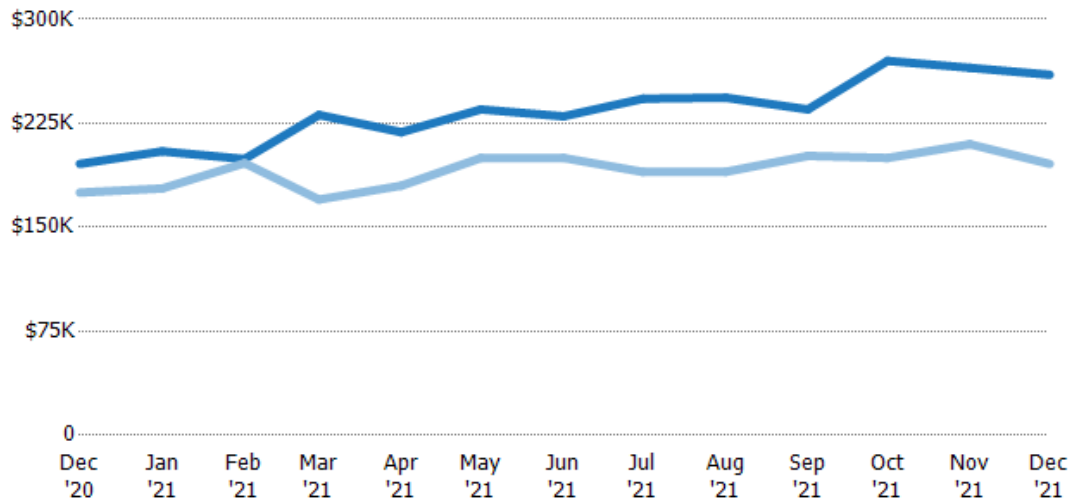
Median Sales Price

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

Filters Used

ZIP: 18 Selected
Property Type:
Condo/Townhouse/Apt., Single
Family

Month/ Year	Price	% Chg.
Dec '21	\$260K	32.9%
Dec '20	\$196K	11.8%
Dec '19	\$175K	-4.3%



Current Year	\$196K	\$205K	\$199K	\$231K	\$219K	\$235K	\$230K	\$243K	\$244K	\$235K	\$270K	\$265K	\$260K
Prior Year	\$175K	\$178K	\$196K	\$170K	\$180K	\$200K	\$200K	\$190K	\$190K	\$201K	\$200K	\$210K	\$196K
Percent Change from Prior Year	12%	15%	2%	36%	21%	18%	15%	28%	28%	17%	35%	26%	33%

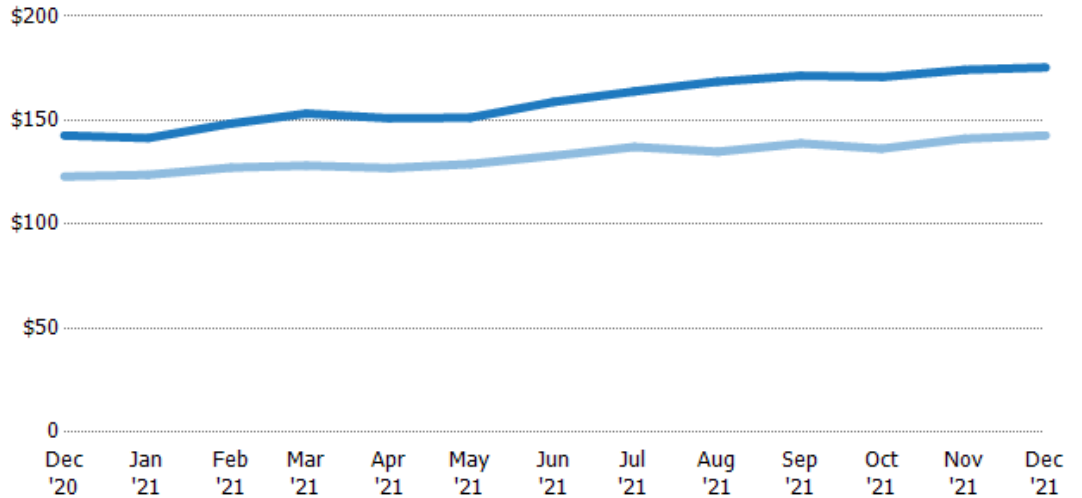
Average Sales Price per Sq Ft

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

Filters Used

ZIP: 18 Selected
Property Type:
Condo/Townhouse/Apt., Single
Family

Month/ Year	Price/sq ft	% Chg.
Dec '21	\$175	22.9%
Dec '20	\$143	16.1%
Dec '19	\$123	-8.4%



Current Year	\$143	\$141	\$148	\$153	\$151	\$151	\$159	\$164	\$169	\$171	\$171	\$174	\$175
Prior Year	\$123	\$124	\$127	\$128	\$127	\$129	\$133	\$137	\$135	\$139	\$136	\$141	\$143
Percent Change from Prior Year	16%	14%	17%	19%	19%	17%	19%	19%	25%	23%	25%	23%	23%

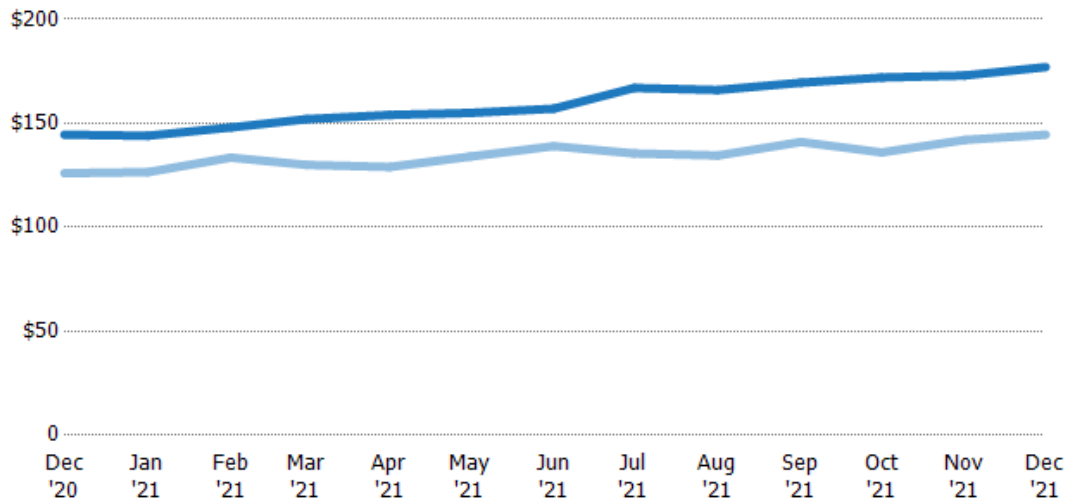
Median Sales Price per Sq Ft

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

Filters Used

ZIP: 18 Selected
Property Type:
Condo/Townhouse/Apt., Single
Family

Month/ Year	Price/sq ft	% Chg.
Dec '21	\$177	22.5%
Dec '20	\$145	14.7%
Dec '19	\$126	-11.1%



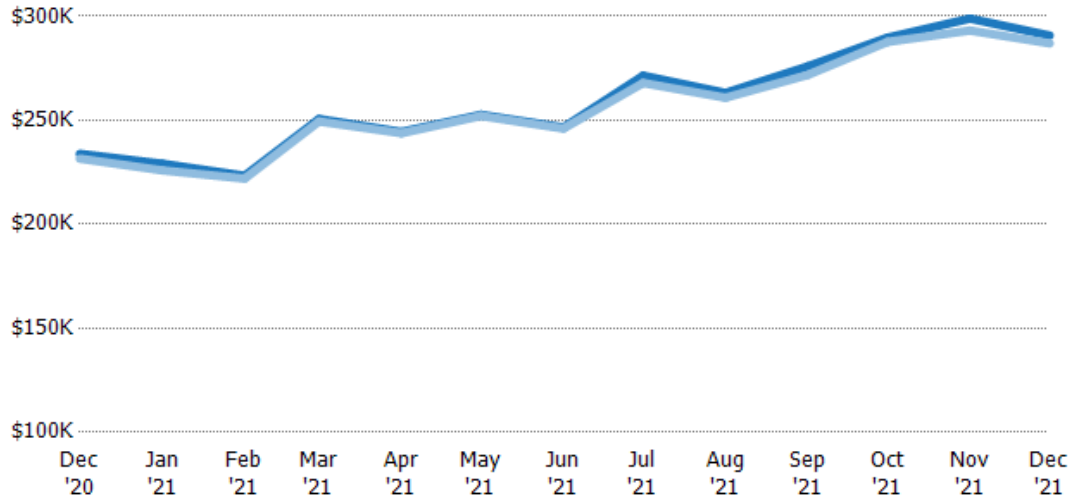
Current Year	\$145	\$144	\$148	\$152	\$154	\$155	\$157	\$167	\$166	\$170	\$172	\$173	\$177
Prior Year	\$126	\$127	\$134	\$130	\$129	\$134	\$139	\$136	\$135	\$141	\$136	\$142	\$145
Percent Change from Prior Year	15%	14%	11%	17%	19%	16%	13%	23%	23%	20%	26%	22%	22%

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



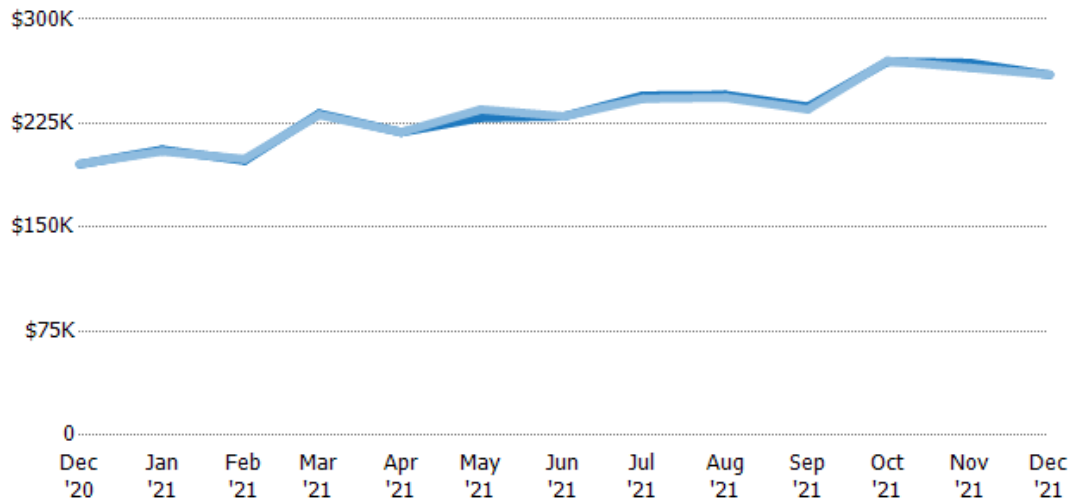
Avg List Price	\$234K	\$229K	\$223K	\$251K	\$244K	\$253K	\$247K	\$271K	\$263K	\$276K	\$290K	\$299K	\$291K
Avg Sales Price	\$232K	\$226K	\$222K	\$249K	\$244K	\$252K	\$246K	\$268K	\$261K	\$272K	\$288K	\$293K	\$287K
Avg Sales Price as a % of Avg List Price	99%	99%	99%	100%	100%	100%	100%	99%	99%	99%	99%	98%	99%

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



Median List Price	\$195K	\$206K	\$198K	\$232K	\$219K	\$229K	\$230K	\$245K	\$245K	\$237K	\$270K	\$269K	\$260K
Median Sales Price	\$196K	\$205K	\$199K	\$231K	\$219K	\$235K	\$230K	\$243K	\$244K	\$235K	\$270K	\$265K	\$260K
Med Sales Price as a % of Med List Price	100%	99%	101%	100%	100%	103%	100%	99%	99%	99%	100%	99%	100%

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: KGVAR

Run Date: 01/04/2022

Scheduled: No

Report Date Range: From 12/2020 To: 12/2021

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:	Colorado City, AZ 86021	Kingman, AZ 86401	Kingman, AZ 86402
	Kingman, AZ 86409	Hackberry, AZ 86411	Hualapai, AZ 86412
	Golden Valley, AZ 86413	Chloride, AZ 86431	Littlefield, AZ 86432
	Oatman, AZ 86433	Peach Springs, AZ 86434	Topock, AZ 86436
	Valentine, AZ 86437	Yucca, AZ 86438	Dolan Springs, AZ 86441
	Temple Bar Marina, AZ 86443	Meadview, AZ 86444	Willow Beach, AZ 86445

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 12/2021 data

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