

| <b>2016</b>               | <b>2015</b> | <b>PRESCOTT LAKES NEIGHBORHOOD RESIDENTIAL REAL ESTATE SOLD ACTIVITY by KAREN WINTON, Realtor - Realty Executives N. AZ</b> |                          |                   |                   |                  |                    |                      |                     |                   |             |
|---------------------------|-------------|---|--------------------------|-------------------|-------------------|------------------|--------------------|----------------------|---------------------|-------------------|-------------|
| <u>Neighborhood</u>       |             | <u># Sold</u>   | <u>Sales Price Range</u> | <u>Average LP</u> | <u>Average SP</u> | <u>Median SP</u> | <u>Avg \$/sqft</u> | <u>\$/sqft Range</u> | <u>Avg Interior</u> | <u>%/LP Rec'd</u> | <u>CDOM</u> |
| <b>ALL PRESCOTT LAKES</b> | <b>2016</b> | 147   | \$189,000 to \$1,500,000 | \$444,089         | \$434,191         | \$402,703        | \$185              | \$125 to \$315       | 2366 sf             | 98.30%            | 104         |
|                           | <b>2015</b> | 150   | \$185,000 to \$1,090,000 | \$411,353         | \$405,190         | \$390,500        | \$176              | \$120 to \$251       | 2296 sf             | 98.5%             | 100         |
| <b>ASTORIA</b>            | <b>2016</b> | 6   | \$309,500 to \$406,800   | \$343,165         | \$342,417         | \$325,833        | \$166              | \$137 to \$186       | 2110 sf             | 99.8%             | 149         |
|                           | <b>2015</b> | 5   | \$286,000 to \$433,300   | \$346,399         | \$345,387         | \$345,387        | \$168              | \$145 to \$183       | 2089 sf             | 99.9%             | 85          |
| <b>BROOKSIDE</b>          | <b>2016</b> | 7   | \$410,000 to \$549,800   | \$487,214         | \$472,814         | \$447,000        | \$204              | \$156 to \$256       | 2384 sf             | 96.9%             | 124         |
|                           | <b>2015</b> | 11  | \$320,000 to \$475,000   | \$433,255         | \$422,592         | \$434,900        | \$198              | \$167 to \$228       | 2132 sf             | 97.6%             | 98          |
| <b>BRIDGEWAY MANOR</b>    | <b>2016</b> | 0   | 0                        | 0                 | 0                 | 0                | 0                  | 0                    | 0                   | 0.0%              | 0           |
|                           | <b>2015</b> | 0   | 0                        | 0                 | 0                 | 0                | 0                  | 0                    | 0                   | 0.0%              | 0           |
| <b>THE COTTAGES</b>       | <b>2016</b> | 14  | \$263,250 to \$344,350   | \$311,664         | \$304,182         | \$307,500        | \$172              | \$148 to \$194       | 1771 sf             | 97.6%             | 55          |
|                           | <b>2015</b> | 19  | \$234,000 to \$360,000   | \$294,447         | \$288,463         | \$289,900        | \$165              | \$140 to \$188       | 1754 sf             | 97.9%             | 92          |
| <b>CREEKSIDE</b>          | <b>2016</b> | 11  | \$377,000 to \$647,500   | \$449,700         | \$443,400         | \$425,000        | \$188              | \$153 to \$216       | 2404 sf             | 98.6%             | 172         |
|                           | <b>2015</b> | 4   | \$342,000 to \$440,000   | \$390,950         | \$381,600         | \$372,200        | \$172              | \$157 to \$181       | 2231 sf             | 97.6%             | 106         |
| <b>THE ESTATES</b>        | <b>2016</b> | 17  | \$385,000 to \$1,500,000 | \$699,868         | \$654,735         | \$580,000        | \$182              | \$146 to \$272       | 3620 sf             | 94.6%             | 346         |
|                           | <b>2015</b> | 10  | \$425,000 to \$1,090,000 | \$670,890         | \$656,933         | \$565,000        | \$193              | \$161 to \$216       | 3402 sf             | 97.9%             | 153         |
| <b>LAKESIDE</b>           | <b>2016</b> | 13  | \$350,000 to \$700,000   | \$488,224         | \$474,500         | \$457,000        | \$190              | \$160 to \$227       | 2606 sf             | 97.2%             | 124         |
|                           | <b>2015</b> | 9   | \$339,000 to \$533,500   | \$437,658         | \$430,420         | \$419,900        | \$186              | \$152 to \$226       | 2340 sf             | 98.5%             | 129         |
| <b>PARKSIDE</b>           | <b>2016</b> | 5   | \$475,000 to \$865,000   | \$608,620         | \$598,480         | \$538,000        | \$206              | \$196 to \$231       | 2917 sf             | 98.3%             | 57          |
|                           | <b>2015</b> | 11  | \$355,000 to \$675,000   | \$512,382         | \$501,275         | \$520,000        | \$178              | \$138 to \$212       | 2862 sf             | 97.9%             | 204         |
| <b>PINNACLE VIEWS</b>     | <b>2016</b> | 42  | \$309,600 to \$812,700   | \$414,250         | \$416,525         | \$416,525        | \$193              | \$134 to \$315       | 2164 sf             | 100.6%            | 31          |
|                           | <b>2015</b> | 31  | \$312,000 to \$897,000   | \$444,982         | \$446,469         | \$408,057        | \$192              | \$161 to \$244       | 2332 sf             | 100.0%            | 22          |
| <b>THE RETREAT</b>        | <b>2016</b> | 5   | \$291,300 to \$377,000   | \$320,345         | \$325,933         | \$296,702        | \$161              | \$125 to \$189       | 2070 sf             | 100.8%            | 136         |
|                           | <b>2015</b> | 8   | \$263,600 to \$375,600   | \$309,545         | \$306,948         | \$289,925        | \$158              | \$125 to \$182       | 1984 sf             | 99.1%             | 64          |
| <b>SOLSTICE RIDGE</b>     | <b>2016</b> | 1   | \$484,000 to \$484,000   | \$498,984         | \$483,984         | \$483,984        | \$214              | \$214 to \$214       | 2263 sf             | 97.0%             | 518         |
|                           | <b>2015</b> | 4   | \$394,000 to \$675,000   | \$546,563         | \$541,572         | \$548,622        | \$186              | \$144 to \$202       | 2990 sf             | 99.4%             | 88          |
| <b>STONEY CREEK</b>       | <b>2016</b> | 4   | \$307,500 to \$649,900   | \$445,150         | \$439,194         | \$399,688        | \$204              | \$176 to \$249       | 2109 sf             | 98.4%             | 93          |
|                           | <b>2015</b> | 10  | \$280,000 to \$554,900   | \$426,270         | \$410,359         | \$431,000        | \$174              | \$138 to \$201       | 2352 sf             | 95.9%             | 78          |
| <b>SUMMIT 1,2,3</b>       | <b>2016</b> | 13  | \$299,000 to \$710,000   | \$444,331         | \$429,877         | \$424,900        | \$173              | \$135 to \$199       | 2554 sf             | 96.8%             | 159         |
|                           | <b>2015</b> | 16  | \$305,000 to \$520,000   | \$418,256         | \$405,150         | \$410,500        | \$167              | \$120 to \$202       | 2498 sf             | 96.9%             | 125         |
| <b>THE VILLAGES</b>       | <b>2016</b> | 2   | \$189,000 to \$196,000   | \$199,950         | \$192,500         | \$192,500        | \$141              | \$139 to \$144       | 1361 sf             | 96.3%             | 47          |
|                           | <b>2015</b> | 6   | \$185,000 to \$215,000   | \$191,833         | \$190,000         | \$185,000        | \$137              | \$136 to \$140       | 1390 sf             | 99.1%             | 75          |
| <b>WILLOW PARK</b>        | <b>2016</b> | 7   | \$232,500 to \$310,000   | \$276,957         | \$268,071         | \$270,000        | \$162              | \$128 to \$182       | 1660 sf             | 96.9%             | 57          |
|                           | <b>2015</b> | 7   | \$240,000 to \$315,000   | \$291,214         | \$278,886         | \$287,700        | \$149              | \$127 to \$161       | 1898 sf             | 95.9%             | 121         |

| <b>ALL PRESCOTT LAKES SALES BY PRICE RANGE</b> | \$185,000 - \$250,000 | \$250,001 - \$300,000 | \$300,001 - \$350,000 | \$350,001 - \$400,000 | \$400,001 - \$450,000 | \$450,001 - \$500,000 | \$500,001 - \$600,000 | \$600,001 - \$700,000 | \$700,001 - \$800,000 | \$800,001 - \$900,000 | \$900,001 - \$1,500,000 |
|--|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-------------------------|
|  | <b>2016</b>           | 4                     | 14                    | 27                    | 28                    | 27                    | 17                    | 15                    | 7                     | 3                     | 4                       |
| <b>2015</b>                                    | 13                    | 19                    | 25                    | 23                    | 28                    | 15                    | 17                    | 5                     | 2                     | 1                     | 2                       |

1/3/2017

