

2018

PARADISE VALLEY

MARKET REPORT

April 2018



Scottsdale Area Association of REALTORS®
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ScottsdaleREALTORS.org
480-945-2651



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	Apr 2018	Apr 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	74	93	-20.4%	392	389	+0.8%
New Listing Volume	\$143,044,977	\$193,972,615	-26.3%	\$872,128,373	\$721,959,767	+20.8%
Active Listing Count	357	426	-16.2%	1,492	1,719	-13.2%
Active Listing Volume	\$1,018,353,314	\$1,022,503,636	-0.4%	\$4,233,435,338	\$3,961,449,258	+6.9%
Average Listing Price	\$2,852,530	\$2,400,243	+18.8%	\$2,837,423	\$2,304,508	+23.1%
Median Listing Price	\$2,250,000	\$1,899,500	+18.5%	\$2,234,804	\$1,894,955	+17.9%
Average Listing Price per Sq Ft	\$454	\$402	+13%	\$451	\$402	+12.3%
Median Listing Price per Sq Ft	\$421	\$371	+13.6%	\$419	\$371	+12.9%
Median Days in RPR	89	100	-11%	92.39	104.14	-11.3%
Months of Inventory	6.3	9.1	-30.9%	8.3	11	-24.8%
Absorption Rate	15.97%	11.03%	+4.9%	12.06%	9.08%	+3%
Sales Activity Charts Metrics						
New Pending Sales Count	74	61	+21.3%	283	246	+15%
New Pending Sales Volume	\$138,247,445	\$97,695,600	+41.5%	\$532,687,636	\$376,237,256	+41.6%
Pending Sales Count	106	64	+65.6%	315	249	+26.5%
Pending Sales Volume	\$223,058,499	\$116,587,950	+91.3%	\$673,374,049	\$422,327,662	+59.4%
Closed Sales Count	50	60	-16.7%	193	180	+7.2%
Closed Sales Volume	\$111,115,360	\$89,880,572	+23.6%	\$351,535,085	\$264,953,306	+32.7%
Average Sales Price	\$2,222,307	\$1,498,010	+48.4%	\$1,821,425	\$1,471,963	+23.7%
Median Sales Price	\$1,900,000	\$1,193,750	+59.2%	\$1,544,026	\$1,262,131	+22.3%
Average Sales Price per Sq Ft	\$433	\$341	+26.9%	\$407	\$352	+15.6%
Median Sales Price per Sq Ft	\$403	\$336	+20%	\$369	\$333	+10.8%
Distressed Charts Metrics						
Distressed Listing Count	-	3	-	5	11	-54.5%

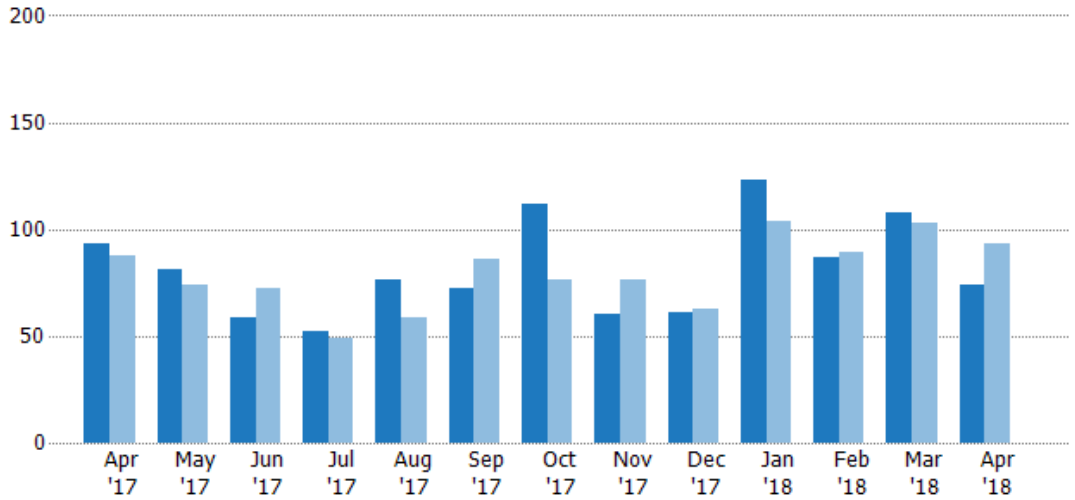
New Listings

The number of new single-family, condominium and townhome listings that were added each month.

Filters Used

Custom Area: Paradise Valley,
Arizona Saved Area
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Apr '18	74	-20.4%
Apr '17	93	5.7%
Apr '16	88	13.6%



Current Year	93	81	59	52	76	72	112	60	61	123	87	108	74
Prior Year	88	74	72	49	59	86	76	76	63	104	89	103	93
Percent Change from Prior Year	6%	9%	-18%	6%	29%	-16%	47%	-21%	-3%	18%	-2%	5%	-20%

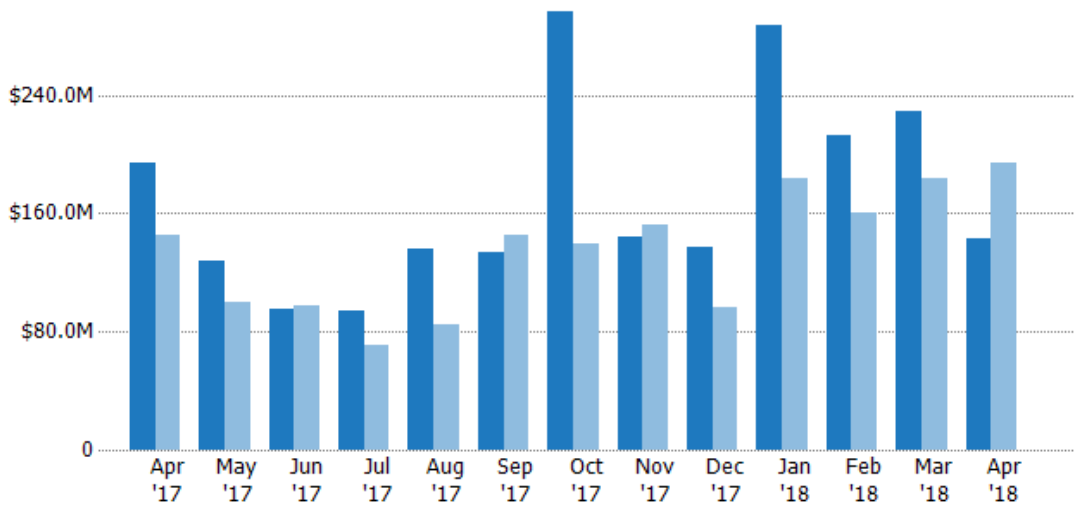
New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

Filters Used

Custom Area: Paradise Valley,
Arizona Saved Area
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Apr '18	\$143M	-26.3%
Apr '17	\$194M	33.3%
Apr '16	\$146M	0%



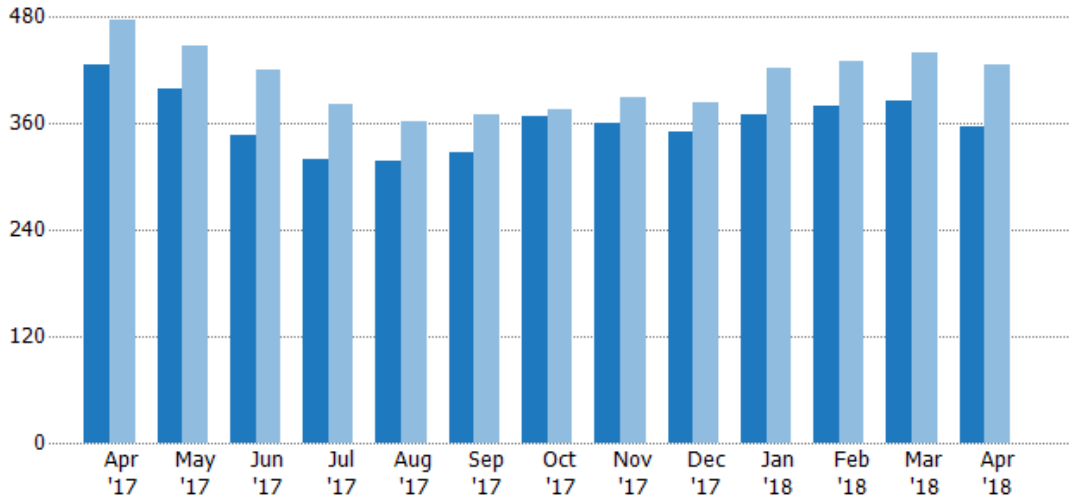
Current Year	\$194M	\$128M	\$95.8M	\$93.9M	\$136M	\$134M	\$296M	\$144M	\$137M	\$288M	\$212M	\$229M	\$143M
Prior Year	\$146M	\$99.4M	\$97.7M	\$70.7M	\$85M	\$145M	\$140M	\$153M	\$96.4M	\$183M	\$161M	\$184M	\$194M
Percent Change from Prior Year	33%	29%	-2%	33%	60%	-7%	112%	-6%	42%	57%	32%	25%	-26%

Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

Filters Used

Custom Area: Paradise Valley,
Arizona Saved Area
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



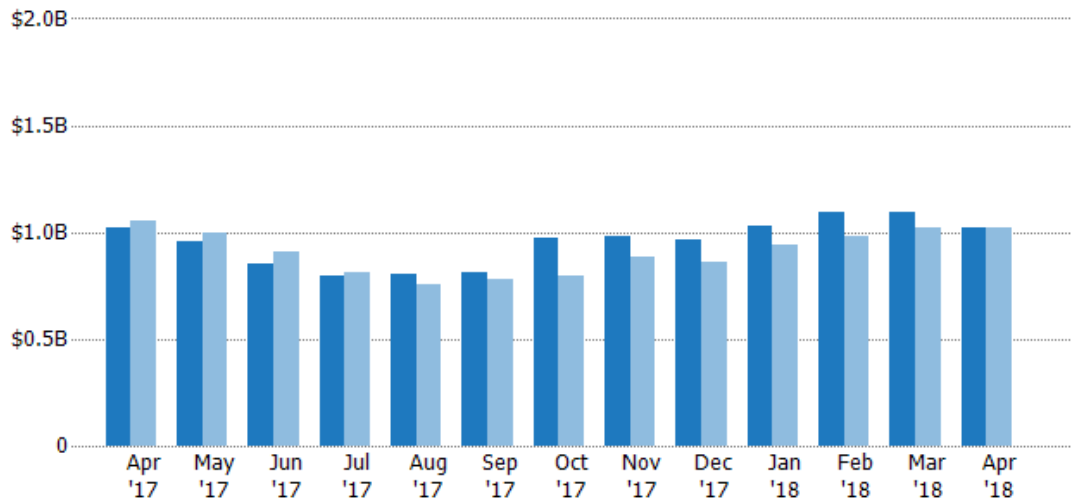
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Apr '18	426	477	-11%
May '18	399	448	-11%
Jun '18	347	420	-17%
Jul '18	319	382	-16%
Aug '18	318	362	-12%
Sep '18	327	370	-12%
Oct '18	368	376	-2%
Nov '18	361	390	-7%
Dec '18	351	383	-8%
Jan '19	370	423	-13%
Feb '19	379	431	-12%
Mar '19	386	439	-12%
Apr '19	357	426	-16%

Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

Custom Area: Paradise Valley,
Arizona Saved Area
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Apr '18	\$1.02B	\$1.05B	-3%
May '18	\$957M	\$998M	-4%
Jun '18	\$850M	\$906M	-6%
Jul '18	\$799M	\$810M	-1%
Aug '18	\$805M	\$756M	6%
Sep '18	\$810M	\$782M	4%
Oct '18	\$971M	\$798M	22%
Nov '18	\$977M	\$882M	11%
Dec '18	\$964M	\$860M	12%
Jan '19	\$1.03B	\$942M	9%
Feb '19	\$1.09B	\$979M	11%
Mar '19	\$1.09B	\$1.02B	7%
Apr '19	\$1.02B	\$1.02B	0%

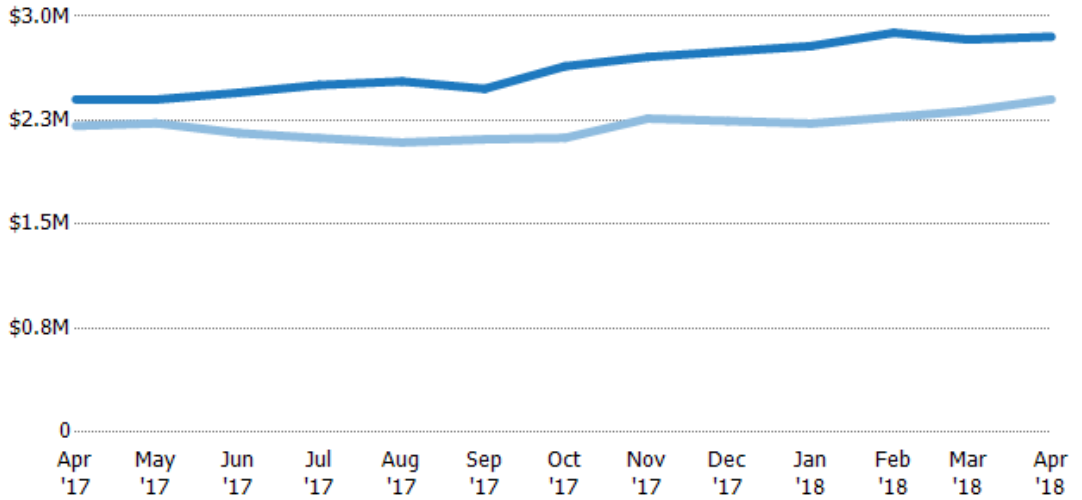
Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

Custom Area: Paradise Valley,
Arizona Saved Area
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Price	% Chg.
Apr '18	\$2.85M	18.8%
Apr '17	\$2.4M	8.6%
Apr '16	\$2.21M	-7.5%



Current Year	\$2.4M	\$2.4M	\$2.45M	\$2.5M	\$2.53M	\$2.48M	\$2.64M	\$2.71M	\$2.75M	\$2.78M	\$2.88M	\$2.83M	\$2.85M
Prior Year	\$2.21M	\$2.23M	\$2.16M	\$2.12M	\$2.09M	\$2.11M	\$2.12M	\$2.26M	\$2.25M	\$2.23M	\$2.27M	\$2.32M	\$2.4M
Percent Change from Prior Year	9%	8%	13%	18%	21%	17%	24%	20%	22%	25%	27%	22%	19%

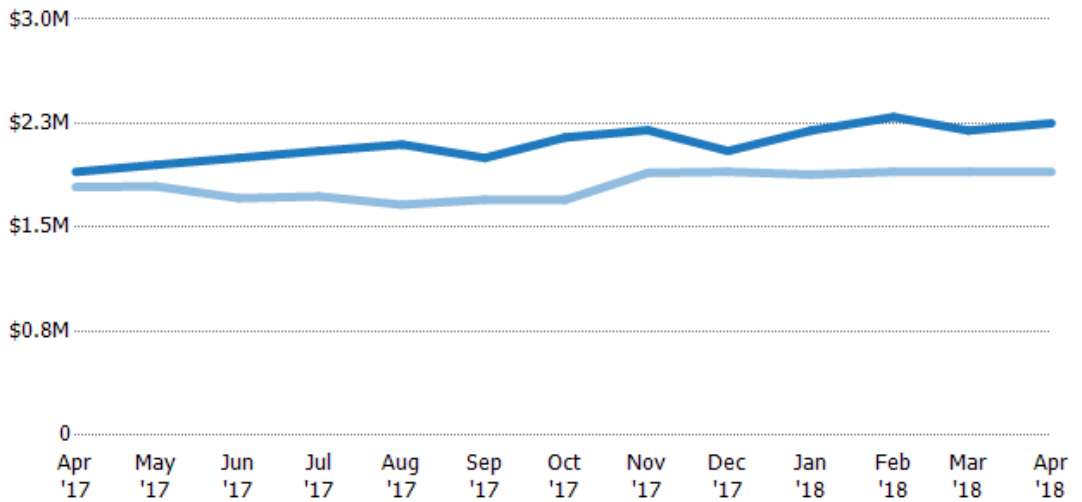
Median Listing Price

The median listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

Custom Area: Paradise Valley,
Arizona Saved Area
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Price	% Chg.
Apr '18	\$2.25M	18.5%
Apr '17	\$1.9M	6.1%
Apr '16	\$1.79M	-10.9%



Current Year	\$1.9M	\$1.95M	\$2M	\$2.05M	\$2.1M	\$2M	\$2.15M	\$2.2M	\$2.05M	\$2.2M	\$2.3M	\$2.2M	\$2.25M
Prior Year	\$1.79M	\$1.8M	\$1.71M	\$1.72M	\$1.66M	\$1.7M	\$1.7M	\$1.89M	\$1.9M	\$1.88M	\$1.9M	\$1.9M	\$1.9M
Percent Change from Prior Year	6%	9%	17%	19%	26%	18%	27%	16%	8%	17%	21%	16%	18%

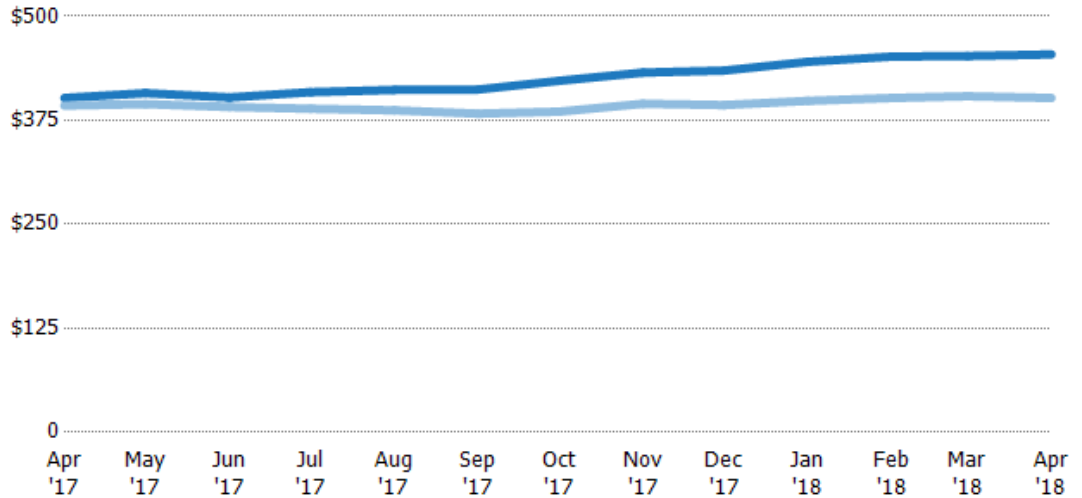
Average Listing Price per Sq Ft

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

Filters Used

Custom Area: Paradise Valley,
Arizona Saved Area
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Price/sq ft	% Chg.
Apr '18	\$454	13%
Apr '17	\$402	2.3%
Apr '16	\$393	-4.3%



Current Year	\$402	\$408	\$402	\$409	\$412	\$412	\$422	\$432	\$435	\$445	\$452	\$452	\$454
Prior Year	\$393	\$394	\$391	\$389	\$387	\$383	\$385	\$395	\$393	\$398	\$402	\$404	\$402
Percent Change from Prior Year	2%	3%	3%	5%	6%	8%	10%	10%	11%	12%	12%	12%	13%

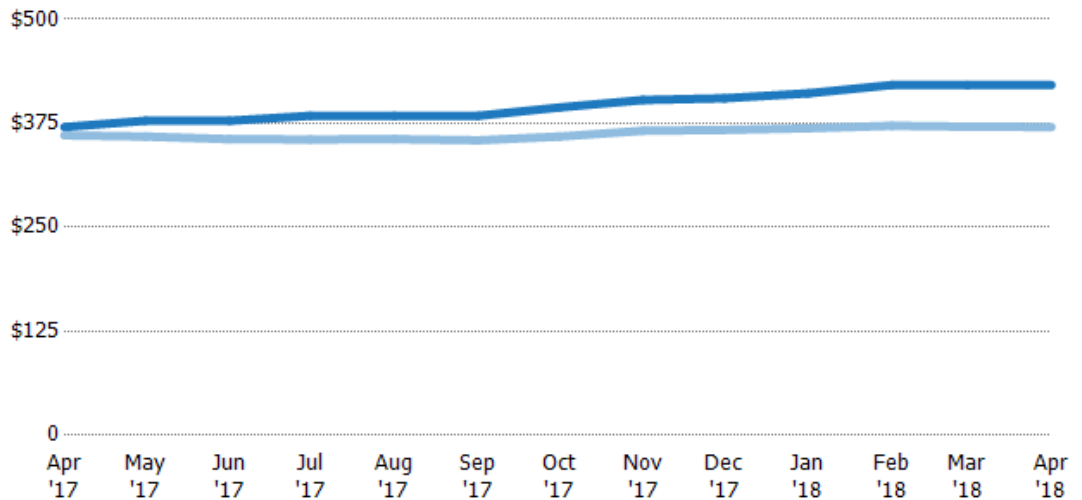
Median Listing Price per Sq Ft

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

Filters Used

Custom Area: Paradise Valley,
Arizona Saved Area
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Price/sq ft	% Chg.
Apr '18	\$421	13.6%
Apr '17	\$371	2.8%
Apr '16	\$361	-3.9%



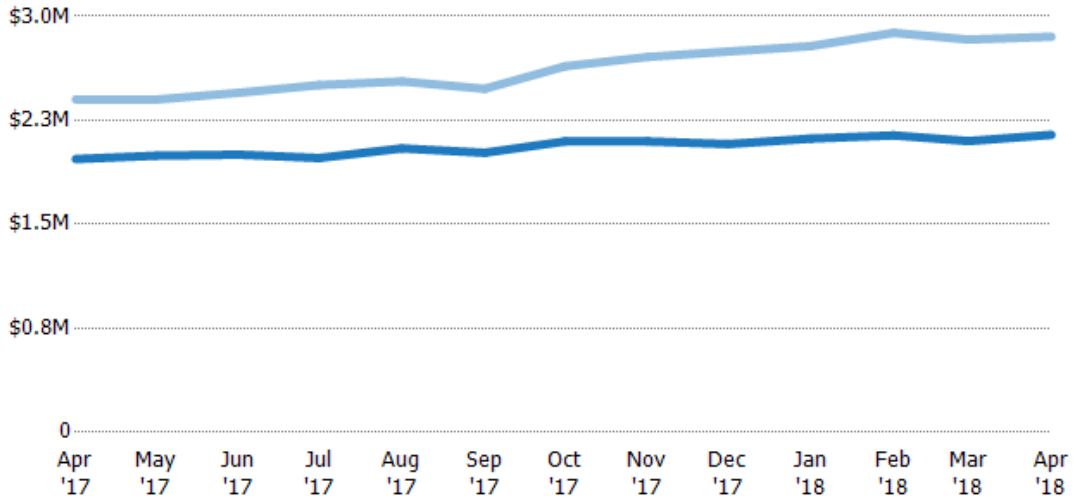
Current Year	\$371	\$378	\$378	\$384	\$384	\$384	\$394	\$403	\$405	\$411	\$421	\$421	\$421
Prior Year	\$361	\$359	\$356	\$356	\$356	\$355	\$359	\$366	\$367	\$369	\$372	\$371	\$371
Percent Change from Prior Year	3%	5%	6%	8%	8%	8%	10%	10%	10%	11%	13%	13%	14%

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

Custom Area: Paradise Valley,
Arizona Saved Area
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



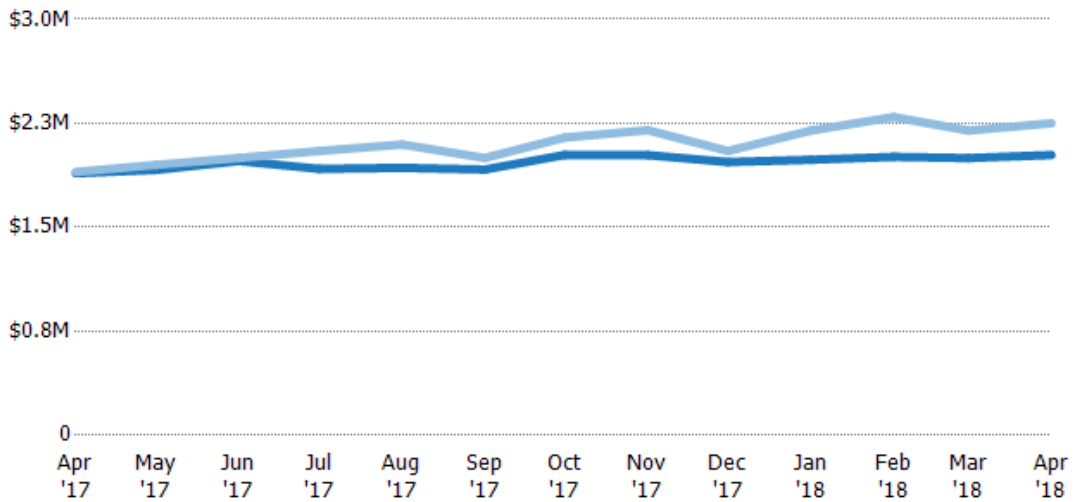
Avg Est Value	\$1.97M	\$1.99M	\$2M	\$1.98M	\$2.05M	\$2.02M	\$2.1M	\$2.1M	\$2.08M	\$2.12M	\$2.14M	\$2.1M	\$2.14M
Avg Listing Price	\$2.4M	\$2.4M	\$2.45M	\$2.5M	\$2.53M	\$2.48M	\$2.64M	\$2.71M	\$2.75M	\$2.78M	\$2.88M	\$2.83M	\$2.85M
Avg Listing Price as a % of Avg Est Value	122%	120%	122%	127%	124%	123%	126%	129%	132%	131%	135%	135%	133%

Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Filters Used

Custom Area: Paradise Valley,
Arizona Saved Area
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



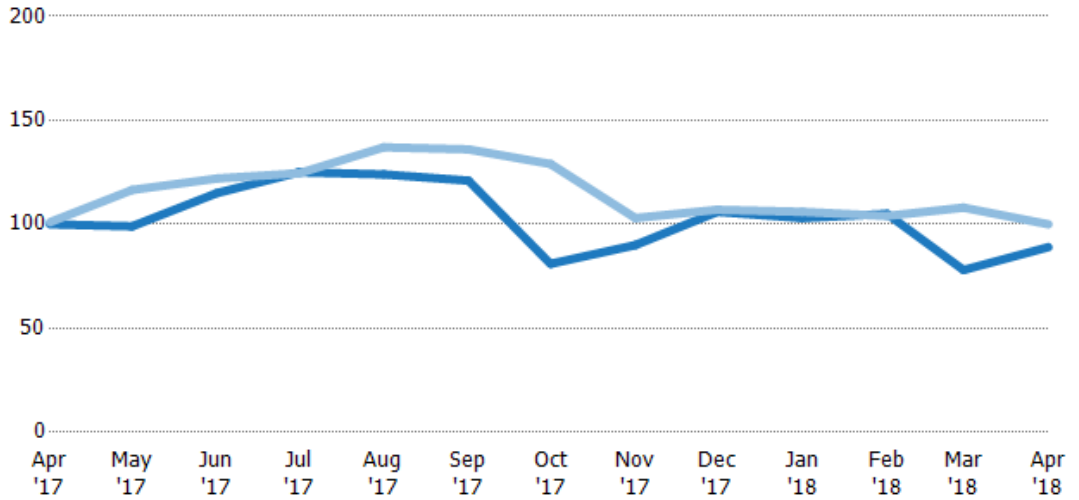
Median Est Value	\$1.89M	\$1.91M	\$1.98M	\$1.92M	\$1.93M	\$1.92M	\$2.02M	\$2.02M	\$1.97M	\$1.99M	\$2.01M	\$2M	\$2.02M
Median Listing Price	\$1.9M	\$1.95M	\$2M	\$2.05M	\$2.1M	\$2M	\$2.15M	\$2.2M	\$2.05M	\$2.2M	\$2.3M	\$2.2M	\$2.25M
Med Listing Price as a % of Med Est Value	101%	102%	101%	107%	109%	104%	106%	109%	104%	111%	114%	110%	111%

Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

Filters Used

Custom Area: Paradise Valley,
Arizona Saved Area
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



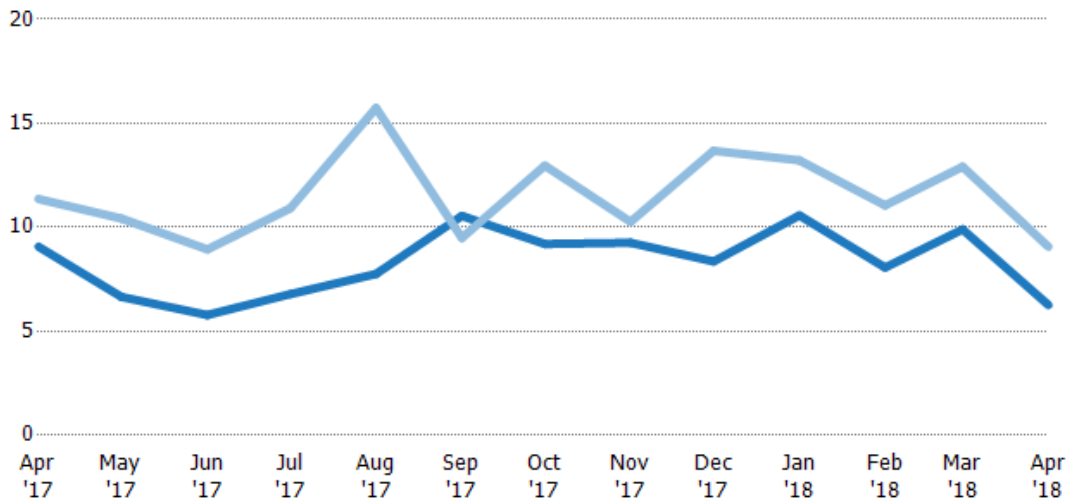
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	100	99	115	125	124	121	81	90	106	103	105	78	89
Prior Year	101	117	122	125	137	136	129	103	107	106	104	108	100
Percent Change from Prior Year	-1%	-15%	-6%	0%	-9%	-11%	-37%	-13%	-1%	-3%	1%	-28%	-11%

Months of Inventory

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

Filters Used

Custom Area: Paradise Valley,
Arizona Saved Area
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	9.06	6.65	5.78	6.79	7.76	10.5	9.2	9.26	8.36	10.6	8.06	9.9	6.26
Prior Year	11.4	10.4	8.94	10.9	15.7	9.49	13	10.3	13.7	13.2	11.1	12.9	9.06
Percent Change from Prior Year	-20%	-36%	-35%	-38%	-51%	11%	-29%	-10%	-39%	-20%	-27%	-23%	-31%

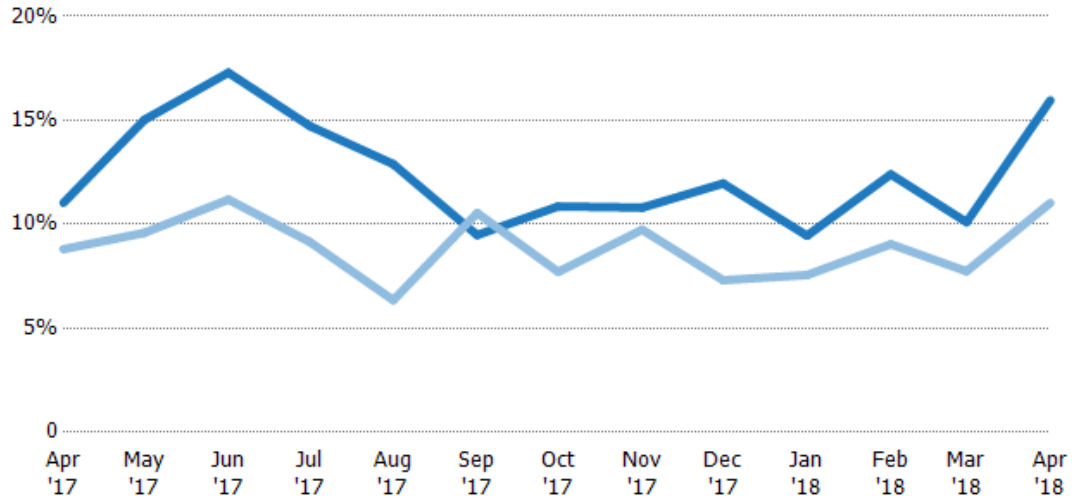
Absorption Rate

The percentage of inventory sold per month.

Filters Used

Custom Area: Paradise Valley,
Arizona Saved Area
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Rate	Chg.
Apr '18	16%	-4.9%
Apr '17	11%	-2.2%
Apr '16	9%	7.2%



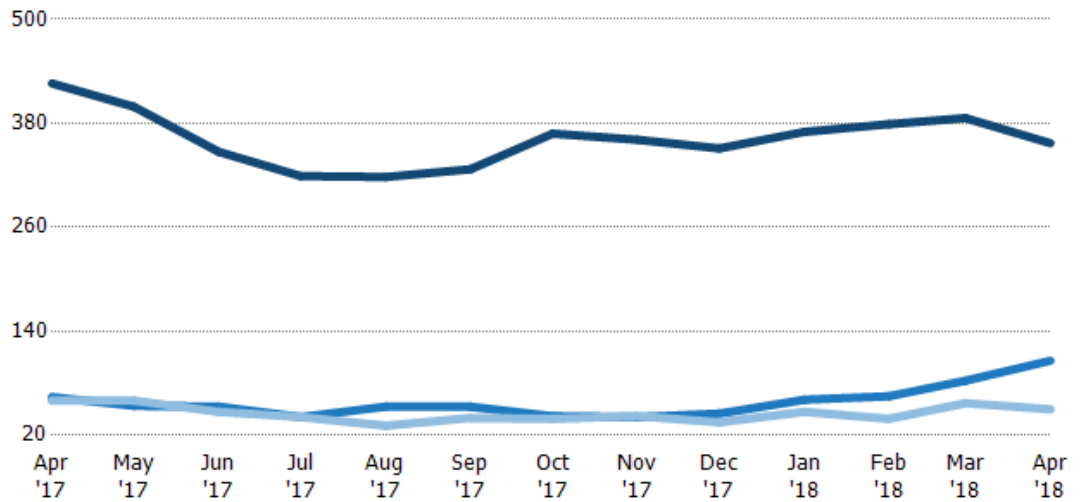
Current Year	11%	15%	17%	15%	13%	9%	11%	11%	12%	9%	12%	10%	16%
Prior Year	9%	10%	11%	9%	6%	11%	8%	10%	7%	8%	9%	8%	11%
Change from Prior Year	-2%	-5%	-6%	-6%	-7%	1%	-3%	-1%	-5%	-2%	-3%	-2%	-5%

Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

Filters Used

Custom Area: Paradise Valley,
Arizona Saved Area
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Active	426	399	347	319	318	327	368	361	351	370	379	386	357
Pending	64	54	53	41	53	53	42	41	45	61	65	83	106
Sold	60	60	47	41	31	40	39	42	35	47	39	57	50

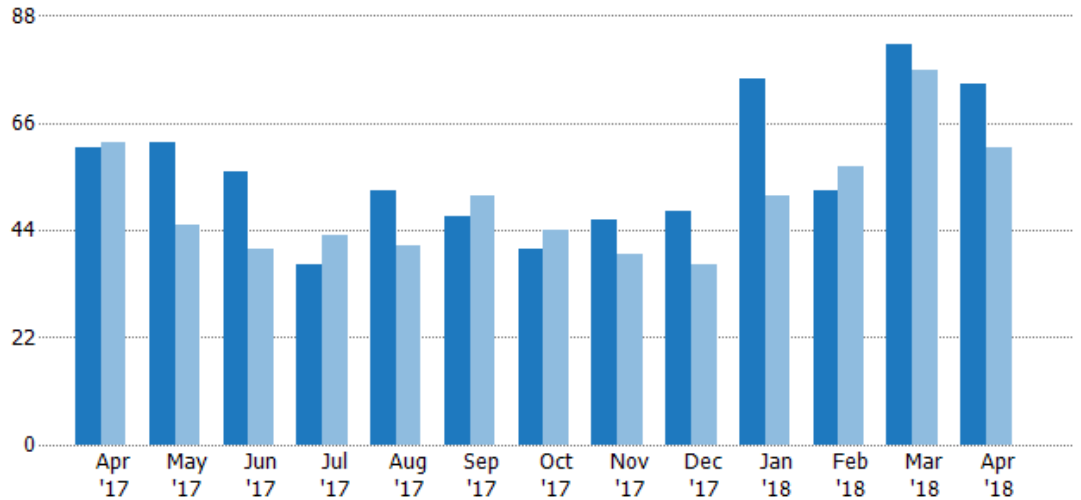
New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.

Filters Used

Custom Area: Paradise Valley,
Arizona Saved Area
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Apr '18	74	21.3%
Apr '17	61	-1.6%
Apr '16	62	12.9%



Current Year	61	62	56	37	52	47	40	46	48	75	52	82	74
Prior Year	62	45	40	43	41	51	44	39	37	51	57	77	61
Percent Change from Prior Year	-2%	38%	40%	-14%	27%	-8%	-9%	18%	30%	47%	-9%	6%	21%

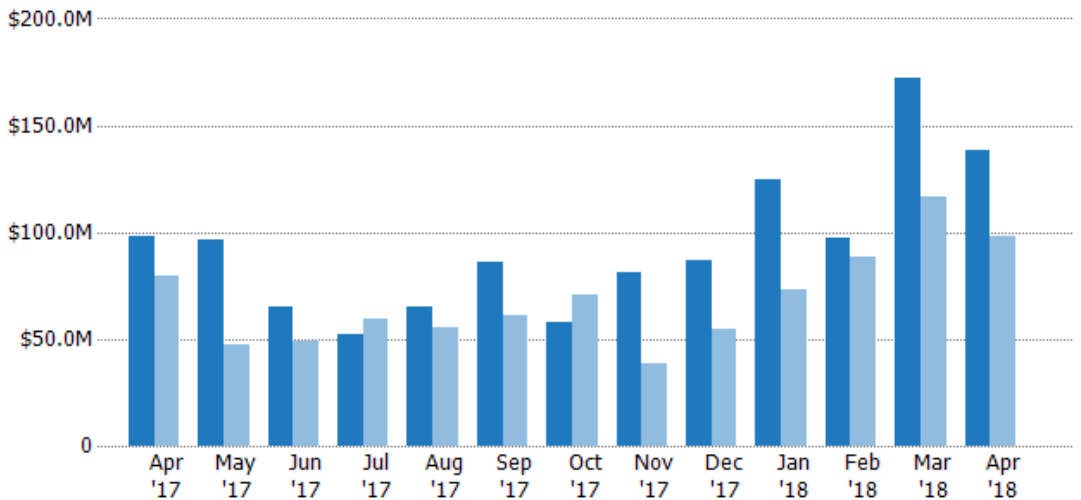
New Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

Filters Used

Custom Area: Paradise Valley,
Arizona Saved Area
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Apr '18	\$138M	41.5%
Apr '17	\$97.7M	22.5%
Apr '16	\$79.7M	28.3%



Current Year	\$97.7M	\$96.6M	\$64.9M	\$52.2M	\$65.4M	\$86.2M	\$57.6M	\$81.1M	\$87.1M	\$125M	\$97.6M	\$172M	\$138M
Prior Year	\$79.7M	\$47.7M	\$49M	\$59.3M	\$55.3M	\$61.1M	\$70.8M	\$38.7M	\$55M	\$73.5M	\$88.3M	\$117M	\$97.7M
Percent Change from Prior Year	23%	103%	33%	-12%	18%	41%	-19%	110%	58%	70%	10%	47%	42%

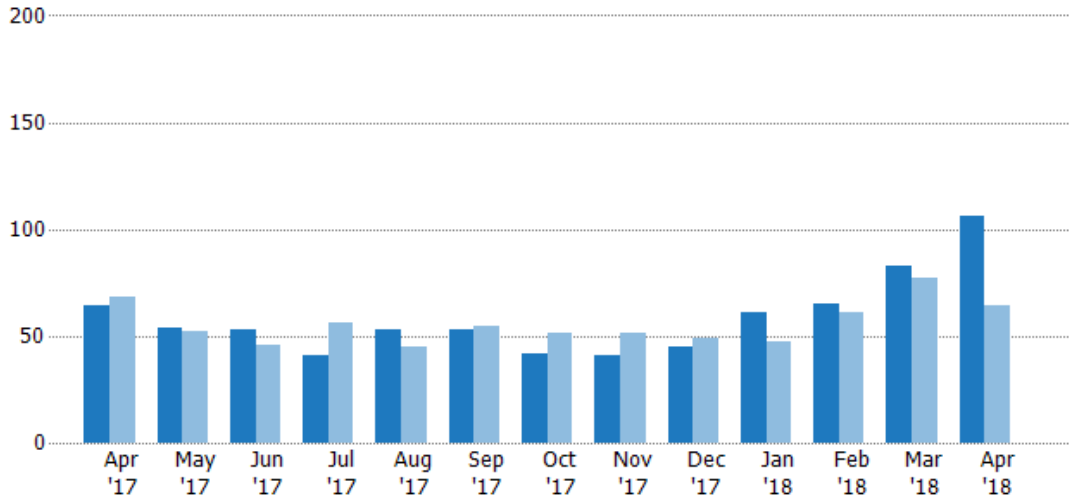
Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.

Filters Used

Custom Area: Paradise Valley,
Arizona Saved Area
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Apr '18	106	65.6%
Apr '17	64	-5.9%
Apr '16	68	23.5%



Current Year	64	54	53	41	53	53	42	41	45	61	65	83	106
Prior Year	68	52	46	56	45	55	51	51	49	47	61	77	64
Percent Change from Prior Year	-6%	4%	15%	-27%	18%	-4%	-18%	-20%	-8%	30%	7%	8%	66%

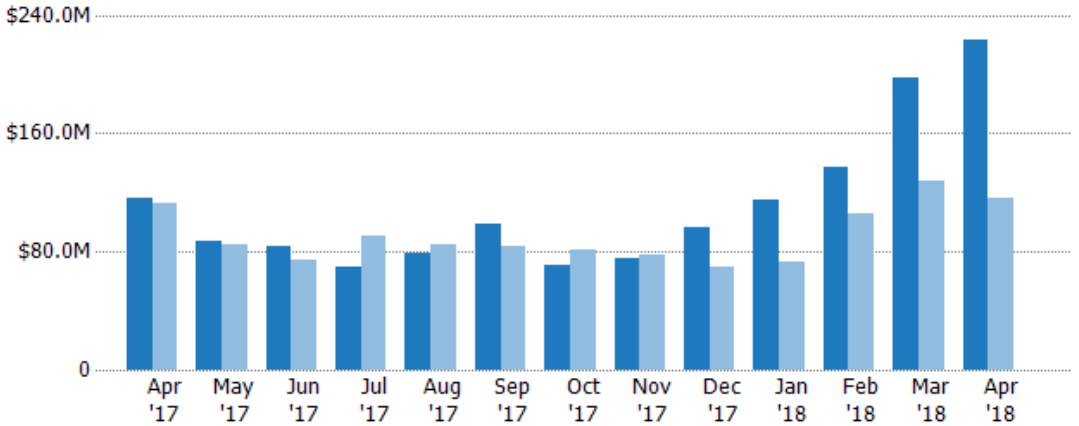
Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

Filters Used

Custom Area: Paradise Valley,
Arizona Saved Area
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Apr '18	\$223M	91.3%
Apr '17	\$117M	3%
Apr '16	\$113M	9.6%



Current Year	\$117M	\$87.2M	\$83.1M	\$70.2M	\$78.6M	\$98.9M	\$70.8M	\$75.2M	\$96.6M	\$115M	\$137M	\$198M	\$223M
Prior Year	\$113M	\$85.3M	\$74.6M	\$91M	\$85.3M	\$83.5M	\$81M	\$77.5M	\$69.8M	\$72.9M	\$105M	\$128M	\$117M
Percent Change from Prior Year	3%	2%	11%	-23%	-8%	19%	-13%	-3%	38%	58%	31%	55%	91%

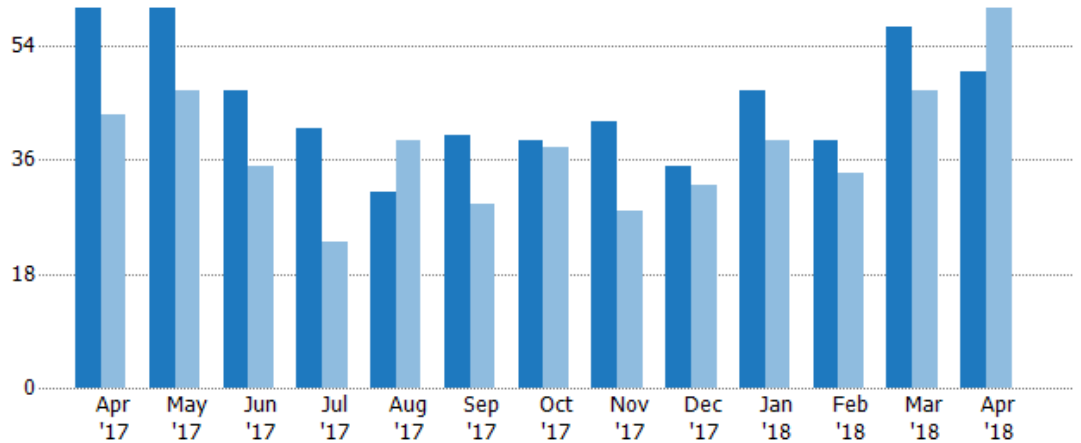
Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

Filters Used

Custom Area: Paradise Valley,
Arizona Saved Area
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Apr '18	50	-16.7%
Apr '17	60	39.5%
Apr '16	43	0%



Current Year	60	60	47	41	31	40	39	42	35	47	39	57	50
Prior Year	43	47	35	23	39	29	38	28	32	39	34	47	60
Percent Change from Prior Year	40%	28%	34%	78%	-21%	38%	3%	50%	9%	21%	15%	21%	-17%

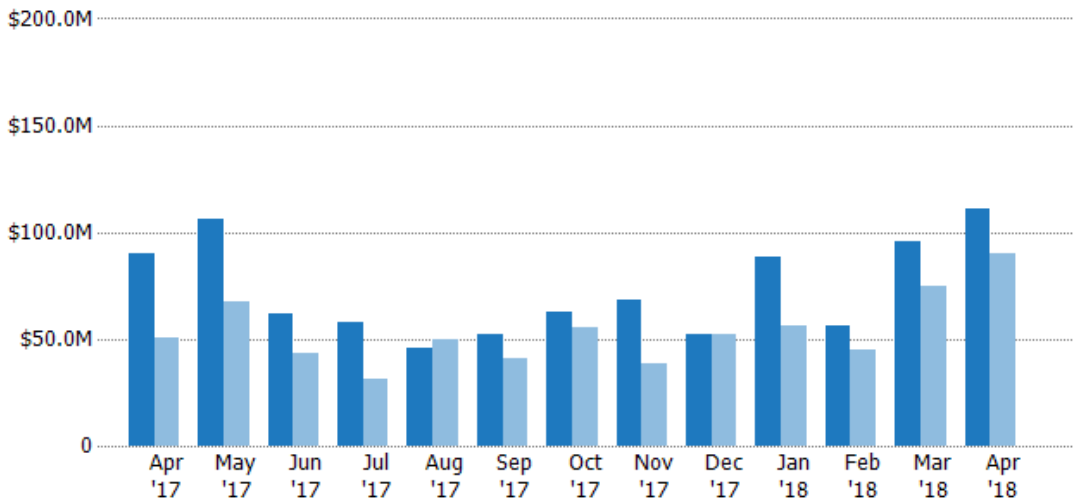
Closed Sales Volume

The sum of the sales price of single-family, condominium and townhome properties sold each month.

Filters Used

Custom Area: Paradise Valley,
Arizona Saved Area
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Apr '18	\$111M	23.6%
Apr '17	\$89.9M	76.7%
Apr '16	\$50.9M	61%



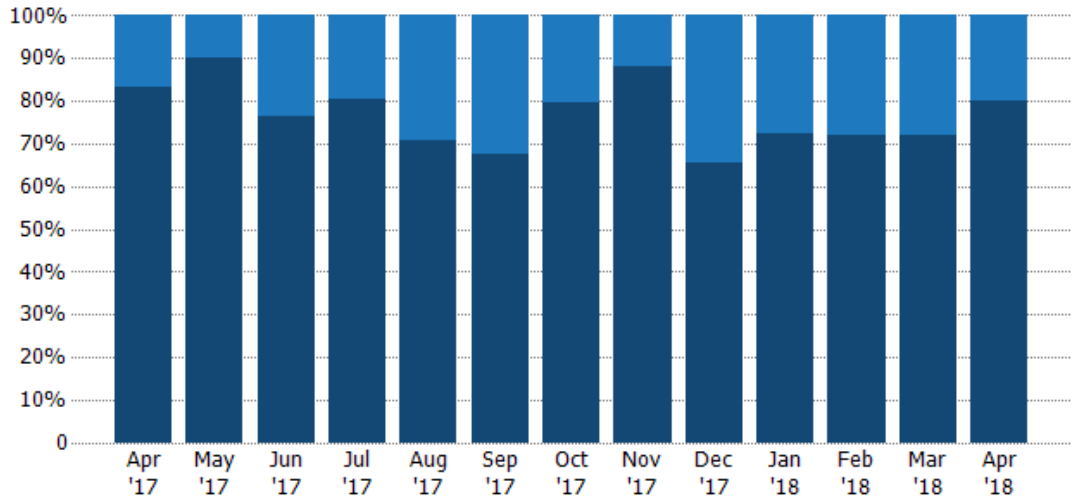
Current Year	\$89.9M	\$106M	\$62M	\$57.5M	\$45.8M	\$52M	\$62.6M	\$68.4M	\$52M	\$88.8M	\$56.2M	\$95.4M	\$111M
Prior Year	\$50.9M	\$67.5M	\$43.2M	\$31.3M	\$50M	\$41.3M	\$55.5M	\$38.3M	\$52.6M	\$55.9M	\$44.7M	\$74.5M	\$89.9M
Percent Change from Prior Year	77%	57%	44%	84%	-8%	26%	13%	79%	-1%	59%	26%	28%	24%

Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

Filters Used

Custom Area: Paradise Valley,
Arizona Saved Area
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



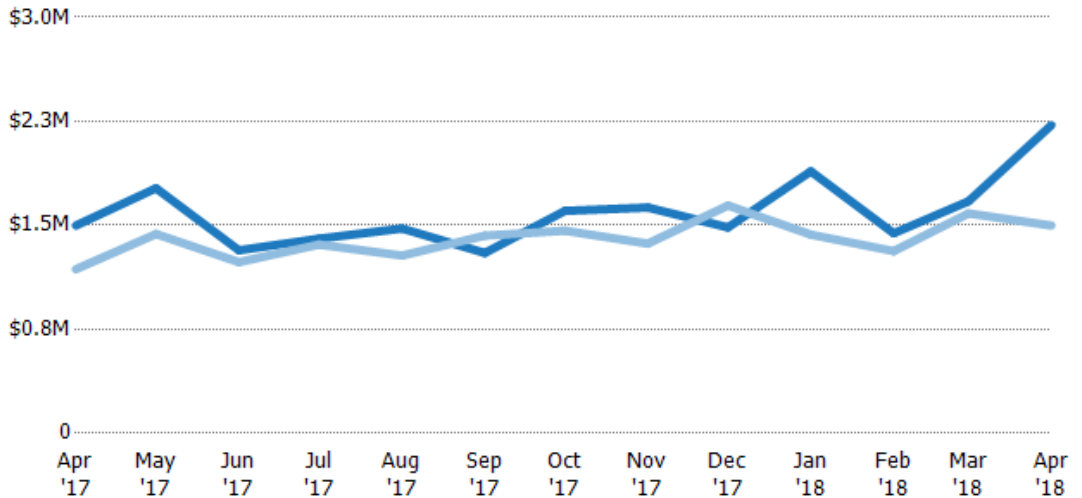
Condo/Townhouse	17%	10%	23%	20%	29%	33%	21%	12%	34%	28%	28%	28%	20%
Single Family Residence	83%	90%	77%	80%	71%	68%	79%	88%	66%	72%	72%	72%	80%

Average Sales Price

The average sales price of the single-family, condominium and townhome properties sold each month.

Filters Used

Custom Area: Paradise Valley,
Arizona Saved Area
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Month/Year	Price	% Chg.
Apr '18	\$2.22M	48.4%
Apr '17	\$1.5M	26.6%
Apr '16	\$1.18M	61%

Current Year	\$1.5M	\$1.77M	\$1.32M	\$1.4M	\$1.48M	\$1.3M	\$1.6M	\$1.63M	\$1.48M	\$1.89M	\$1.44M	\$1.67M	\$2.22M
Prior Year	\$1.18M	\$1.44M	\$1.23M	\$1.36M	\$1.28M	\$1.43M	\$1.46M	\$1.37M	\$1.64M	\$1.43M	\$1.31M	\$1.59M	\$1.5M
Percent Change from Prior Year	27%	23%	7%	3%	15%	-9%	10%	19%	-10%	32%	10%	6%	48%

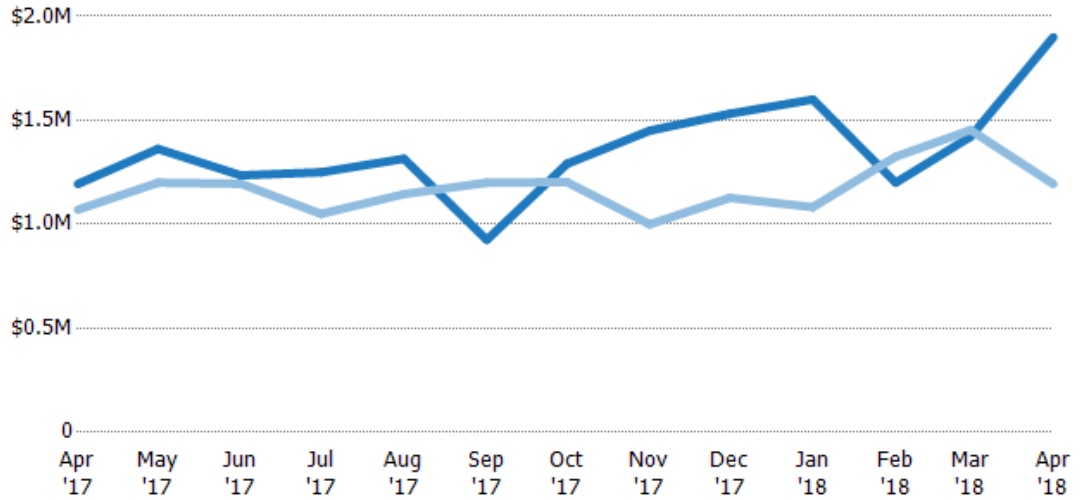
Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

Filters Used

Custom Area: Paradise Valley,
Arizona Saved Area
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Price	% Chg.
Apr '18	\$1.9M	59.2%
Apr '17	\$1.19M	11.6%
Apr '16	\$1.07M	24.3%



Current Year	\$1.19M	\$1.36M	\$1.24M	\$1.25M	\$1.32M	\$925K	\$1.29M	\$1.45M	\$1.53M	\$1.6M	\$1.2M	\$1.42M	\$1.9M
Prior Year	\$1.07M	\$1.2M	\$1.2M	\$1.05M	\$1.15M	\$1.2M	\$1.2M	\$1M	\$1.13M	\$1.08M	\$1.33M	\$1.45M	\$1.19M
Percent Change from Prior Year	12%	14%	3%	19%	15%	-23%	7%	45%	36%	48%	-9%	-2%	59%

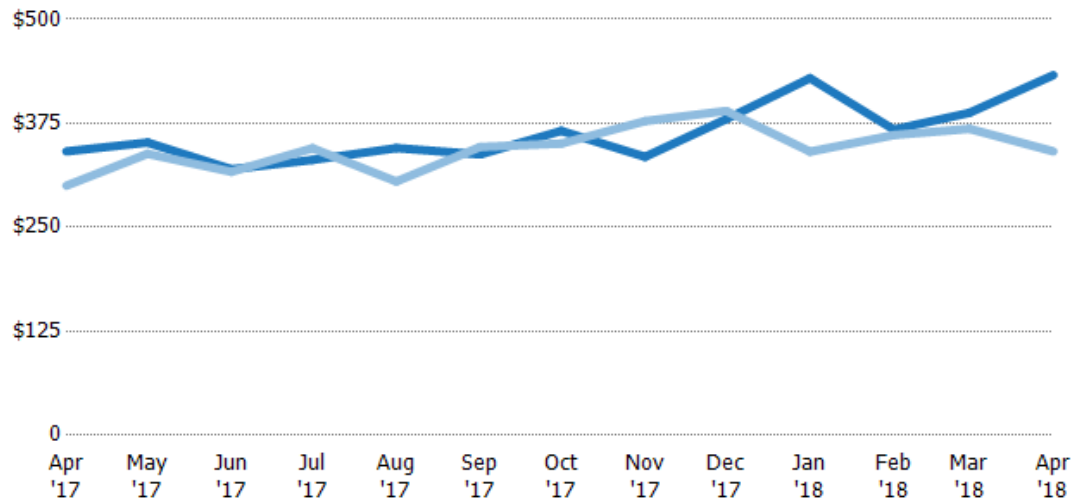
Average Sales Price per Sq Ft

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

Filters Used

Custom Area: Paradise Valley,
Arizona Saved Area
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Price/sq ft	% Chg.
Apr '18	\$433	26.9%
Apr '17	\$341	13.7%
Apr '16	\$300	22.5%



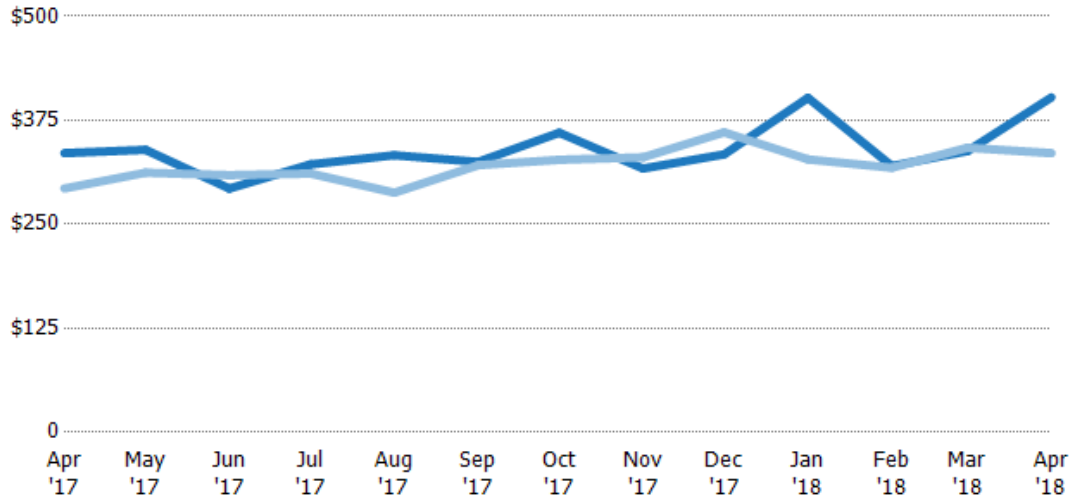
Current Year	\$341	\$352	\$320	\$331	\$345	\$338	\$366	\$335	\$380	\$429	\$367	\$388	\$433
Prior Year	\$300	\$338	\$317	\$345	\$305	\$347	\$351	\$378	\$390	\$341	\$361	\$368	\$341
Percent Change from Prior Year	14%	4%	1%	-4%	13%	-3%	4%	-11%	-3%	26%	2%	5%	27%

Median Sales Price per Sq Ft

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

Filters Used

Custom Area: Paradise Valley,
Arizona Saved Area
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



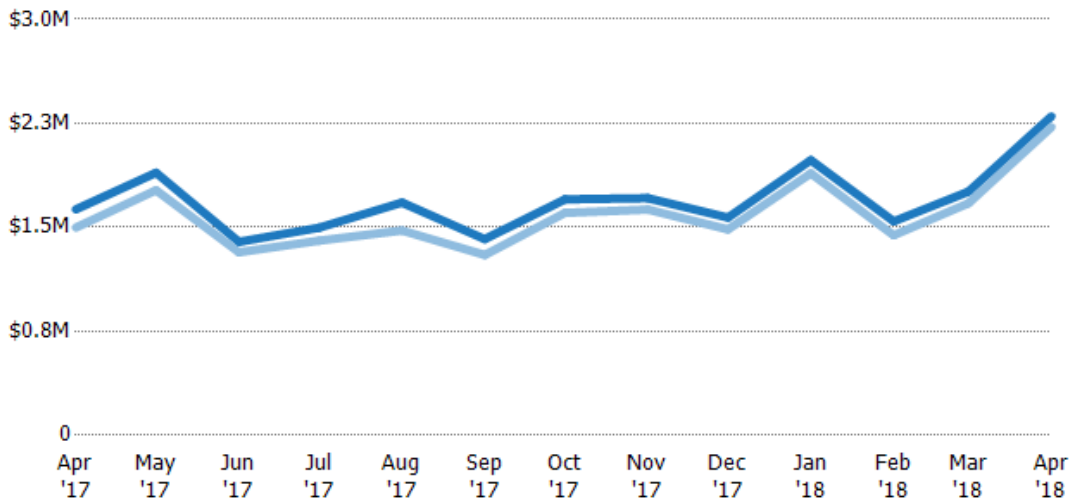
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Apr '17	\$336	\$293	15%
May '17	\$340	\$312	9%
Jun '17	\$293	\$309	-5%
Jul '17	\$322	\$311	4%
Aug '17	\$333	\$288	16%
Sep '17	\$325	\$321	1%
Oct '17	\$360	\$328	10%
Nov '17	\$317	\$331	-4%
Dec '17	\$334	\$361	-7%
Jan '18	\$402	\$328	23%
Feb '18	\$320	\$318	1%
Mar '18	\$338	\$342	-1%
Apr '18	\$403	\$336	20%

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

Custom Area: Paradise Valley,
Arizona Saved Area
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



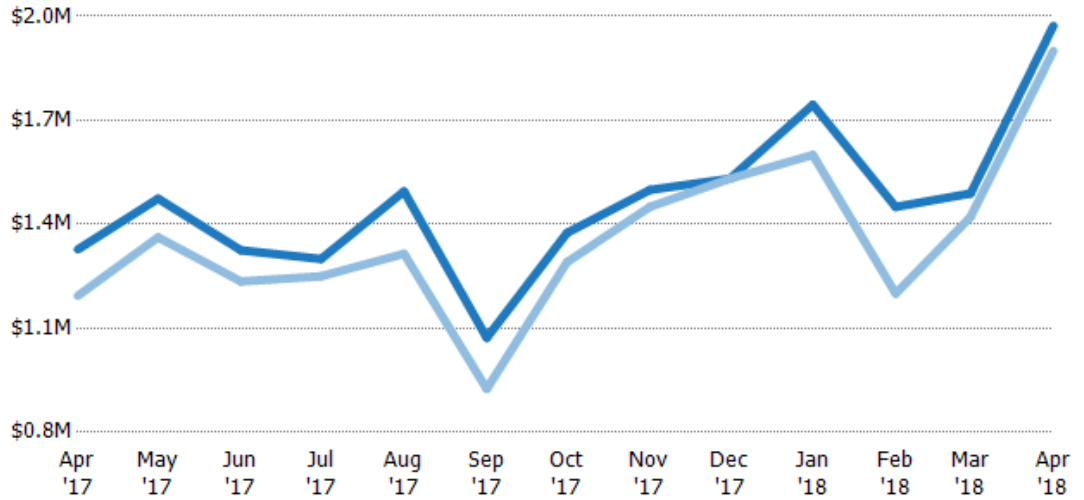
Month/Year	Avg List Price	Avg Sales Price	Avg Sales Price as a % of Avg List Price
Apr '17	\$1.63M	\$1.5M	92%
May '17	\$1.89M	\$1.77M	93%
Jun '17	\$1.39M	\$1.32M	95%
Jul '17	\$1.5M	\$1.4M	94%
Aug '17	\$1.68M	\$1.48M	88%
Sep '17	\$1.41M	\$1.3M	92%
Oct '17	\$1.7M	\$1.6M	94%
Nov '17	\$1.71M	\$1.63M	95%
Dec '17	\$1.57M	\$1.48M	95%
Jan '18	\$1.98M	\$1.89M	95%
Feb '18	\$1.54M	\$1.44M	94%
Mar '18	\$1.76M	\$1.67M	95%
Apr '18	\$2.3M	\$2.22M	97%

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

Custom Area: Paradise Valley,
Arizona Saved Area
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



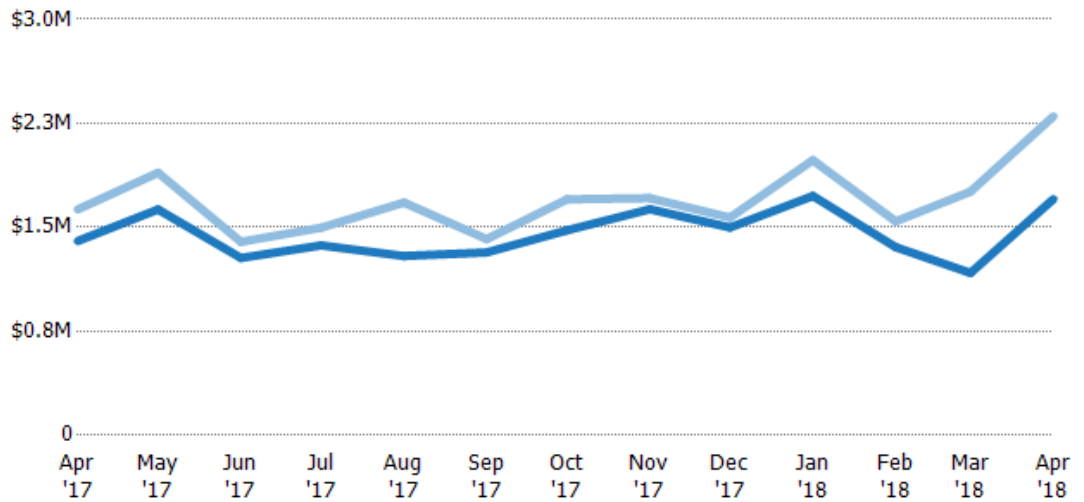
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Median List Price	\$1.33M	\$1.47M	\$1.33M	\$1.3M	\$1.5M	\$1.07M	\$1.38M	\$1.5M	\$1.53M	\$1.75M	\$1.45M	\$1.49M	\$1.97M
Median Sales Price	\$1.19M	\$1.36M	\$1.24M	\$1.25M	\$1.32M	\$925K	\$1.29M	\$1.45M	\$1.53M	\$1.6M	\$1.2M	\$1.42M	\$1.9M
Med Sales Price as a % of Med List Price	90%	92%	93%	96%	88%	86%	94%	97%	100%	92%	83%	95%	96%

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

Custom Area: Paradise Valley,
Arizona Saved Area
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



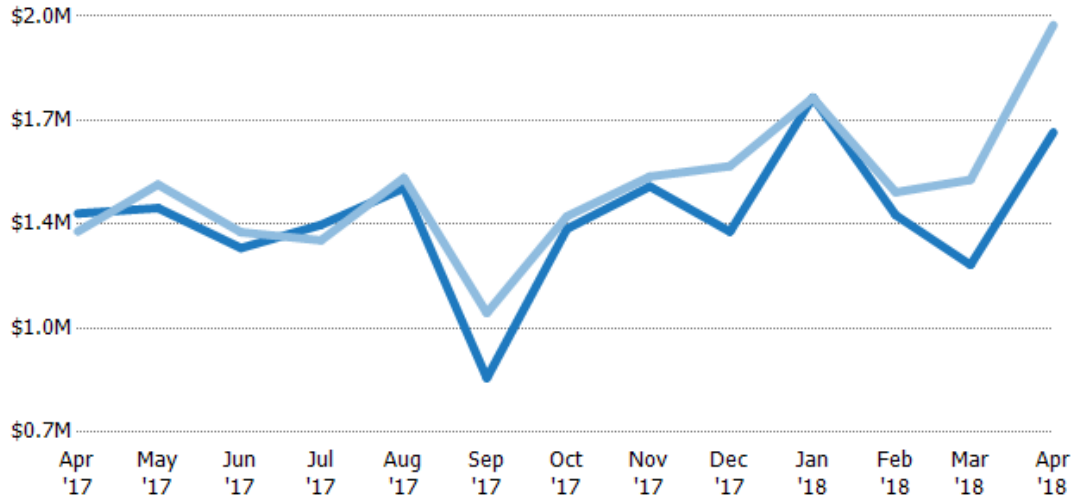
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Avg Est Value	\$1.4M	\$1.63M	\$1.28M	\$1.37M	\$1.29M	\$1.32M	\$1.48M	\$1.63M	\$1.5M	\$1.73M	\$1.36M	\$1.17M	\$1.7M
Avg Sales Price	\$1.63M	\$1.89M	\$1.39M	\$1.5M	\$1.68M	\$1.41M	\$1.7M	\$1.71M	\$1.57M	\$1.98M	\$1.54M	\$1.76M	\$2.3M
Avg Sales Price as a % of Avg Est Value	116%	116%	109%	109%	130%	107%	115%	105%	105%	115%	114%	150%	135%

Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

Filters Used

Custom Area: Paradise Valley,
Arizona Saved Area
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



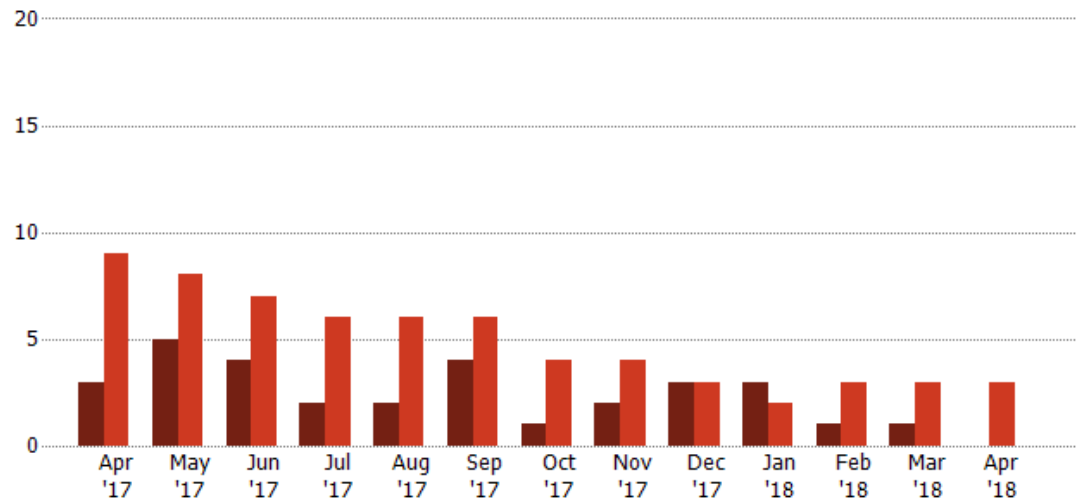
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Median Est Value	\$1.38M	\$1.4M	\$1.28M	\$1.35M	\$1.46M	\$869K	\$1.34M	\$1.47M	\$1.33M	\$1.75M	\$1.38M	\$1.22M	\$1.64M
Median Sales Price	\$1.33M	\$1.47M	\$1.33M	\$1.3M	\$1.5M	\$1.07M	\$1.38M	\$1.5M	\$1.53M	\$1.75M	\$1.45M	\$1.49M	\$1.97M
Med Sales Price as a % of Med Est Value	96%	105%	104%	96%	102%	123%	103%	102%	115%	100%	105%	122%	120%

Distressed Listings

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

Filters Used

Custom Area: Paradise Valley,
Arizona Saved Area
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



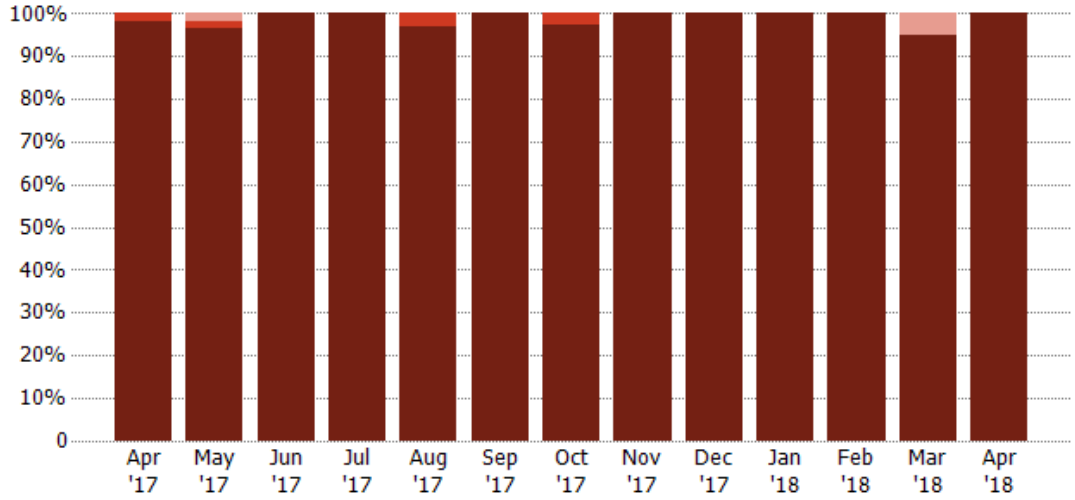
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	3	5	4	2	2	4	1	2	3	3	1	1	-
Prior Year	9	8	7	6	6	6	4	4	3	2	3	3	3
Percent Change from Prior Year	-67%	-38%	-43%	-67%	-67%	-33%	-75%	-50%	0%	50%	-67%	-67%	-100%

Distressed Sales by Sales Type

The percentage of single-family, condominium and townhome properties sold each month for each sales type.

Filters Used

Custom Area: Paradise Valley,
Arizona Saved Area
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Pre-Foreclosure	-	2%	-	-	-	-	-	-	-	-	-	5%	-
Foreclosure	2%	2%	-	-	3%	-	3%	-	-	-	-	-	-
Non-Distressed	98%	97%	100%	100%	97%	100%	97%	100%	100%	100%	100%	95%	100%

Listing Activity by ZIP

Apr 2018

ZIP	Listings (Month End)	Listing Volume (Month End)	Avg Listing Price	Median Listing Price	Avg Listing Price per Sq Ft	Median Listing Price per Sq Ft	Months of Inventory	Absorption Rate %
85253	357	\$1,018,353,314	\$2,852,530	\$2,250,000	\$454	\$421	7	14.00 %



Sales Activity by ZIP

Apr 2018

ZIP	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
85253	106	\$223,058,499	50	\$111,115,360	\$2,299,582	\$1,972,500	\$419	\$395	40