

**2018**

# **PARADISE VALLEY**

## **MARKET REPORT**

February 2018



Scottsdale Area Association of REALTORS®  
8600 E Anderson Dr., Suite 200 Scottsdale, AZ 85255  
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	Feb 2018	Feb 2017	+ / -	YTD 2018	YTD 2017	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	89	92	-3.3%	216	200	+8%
New Listing Volume	\$226,507,047	\$163,900,411	+38.2%	\$538,509,342	\$366,143,456	+47.1%
Active Listing Count	383	446	-14.1%	760	882	-13.8%
Active Listing Volume	\$1,130,248,594	\$1,052,629,674	+7.4%	\$2,199,587,190	\$2,060,772,596	+6.7%
Average Listing Price	\$2,951,041	\$2,360,156	+25%	\$2,894,194	\$2,336,477	+23.9%
Median Listing Price	\$2,295,000	\$1,950,000	+17.7%	\$2,245,395	\$1,925,036	+16.6%
Average Listing Price per Sq Ft	\$459	\$406	+12.9%	\$454	\$404	+12.4%
Median Listing Price per Sq Ft	\$429	\$373	+15%	\$421	\$372	+13.4%
Median Days in RPR	103	108.5	-5.1%	103	107.43	-4.1%
Months of Inventory	8	11.4	-30.2%	10.4	12.3	-15%
Absorption Rate	12.53%	8.74%	+3.8%	9.61%	8.16%	+1.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	57	58	-1.7%	137	109	+25.7%
New Pending Sales Volume	\$107,842,263	\$92,203,674	+17%	\$244,661,069	\$165,663,300	+47.7%
Pending Sales Count	79	62	+27.4%	146	109	+33.9%
Pending Sales Volume	\$168,148,463	\$109,170,748	+54%	\$296,596,964	\$182,053,497	+62.9%
Closed Sales Count	40	34	+17.6%	88	73	+20.5%
Closed Sales Volume	\$57,978,823	\$44,671,425	+29.8%	\$148,471,111	\$100,537,507	+47.7%
Average Sales Price	\$1,449,471	\$1,313,865	+10.3%	\$1,687,172	\$1,377,226	+22.5%
Median Sales Price	\$1,287,500	\$1,325,000	-2.8%	\$1,483,864	\$1,195,445	+24.1%
Average Sales Price per Sq Ft	\$371	\$361	+2.9%	\$404	\$351	+15.2%
Median Sales Price per Sq Ft	\$327	\$318	+2.7%	\$370	\$323	+14.3%
<b>Distressed Charts Metrics</b>						
Distressed Listing Count	1	3	-66.7%	4	5	-20%

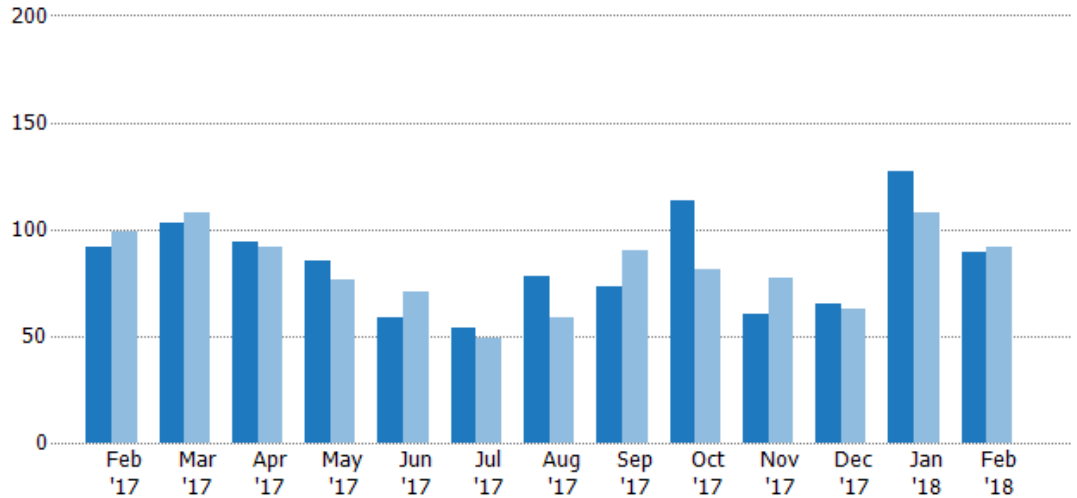
## New Listings

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.
Feb '18	89	-3.3%
Feb '17	92	-7.1%
Feb '16	99	-21.2%



	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	92	103	94	85	59	54	78	73	113	60	65	127	89
Prior Year	99	108	92	76	71	49	59	90	81	77	63	108	92
Percent Change from Prior Year	-7%	-5%	2%	12%	-17%	10%	32%	-19%	40%	-22%	3%	18%	-3%

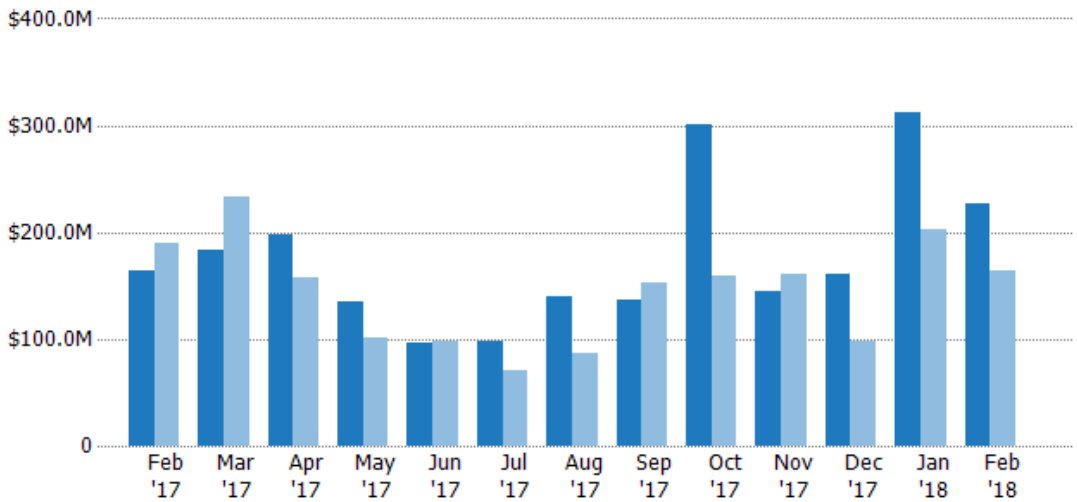
## New Listing Volume

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.
Feb '18	\$227M	38.2%
Feb '17	\$164M	-13.9%
Feb '16	\$190M	-43.1%



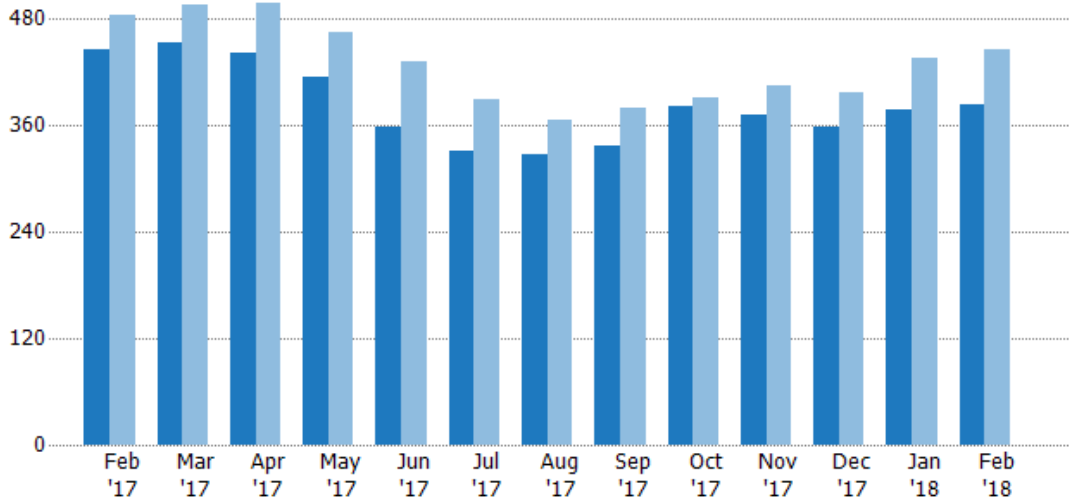
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	\$164M	\$184M	\$198M	\$135M	\$96.7M	\$98.6M	\$140M	\$136M	\$301M	\$145M	\$160M	\$312M	\$227M
Prior Year	\$190M	\$233M	\$157M	\$101M	\$97.7M	\$70.7M	\$86.9M	\$152M	\$159M	\$161M	\$97.3M	\$202M	\$164M
Percent Change from Prior Year	-14%	-21%	26%	34%	-1%	39%	61%	-11%	89%	-10%	65%	54%	38%

## 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	Count	% Chg.
Feb '18	383	-14.1%
Feb '17	446	-7.9%
Feb '16	484	-0.4%

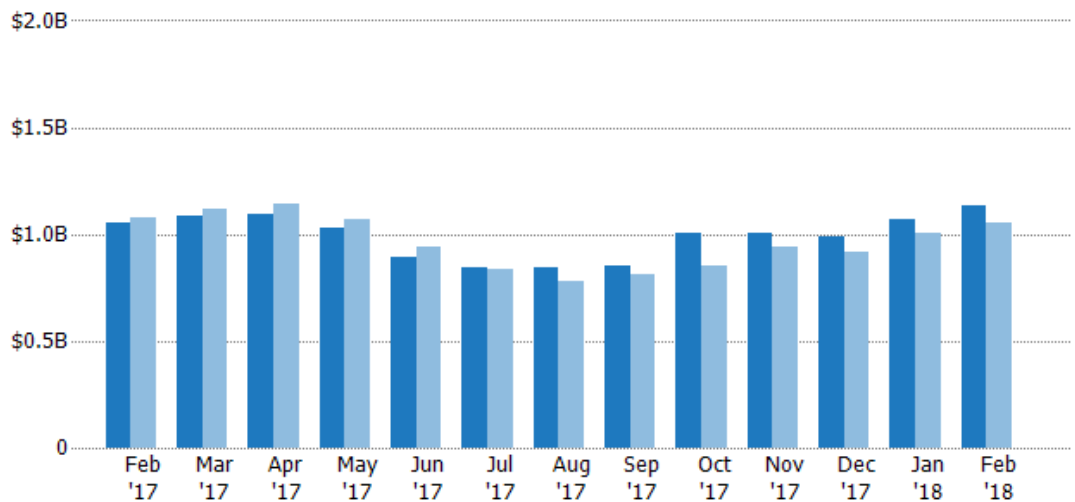
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	446	453	442	415	358	331	328	338	381	372	359	377	383
Prior Year	484	497	499	465	432	389	367	379	392	405	397	436	446
Percent Change from Prior Year	-8%	-9%	-11%	-11%	-17%	-15%	-11%	-11%	-3%	-8%	-10%	-14%	-14%

## 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	Volume	% Chg.
Feb '18	\$1.13B	7.4%
Feb '17	\$1.05B	-2.5%
Feb '16	\$1.08B	-4.3%

	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	\$1.05B	\$1.08B	\$1.09B	\$1.03B	\$892M	\$843M	\$844M	\$850M	\$1B	\$1.01B	\$988M	\$1.07B	\$1.13B
Prior Year	\$1.08B	\$1.12B	\$1.14B	\$1.07B	\$944M	\$837M	\$782M	\$814M	\$850M	\$941M	\$919M	\$1.01B	\$1.05B
Percent Change from Prior Year	-3%	-3%	-4%	-4%	-6%	1%	8%	4%	18%	7%	8%	6%	7%

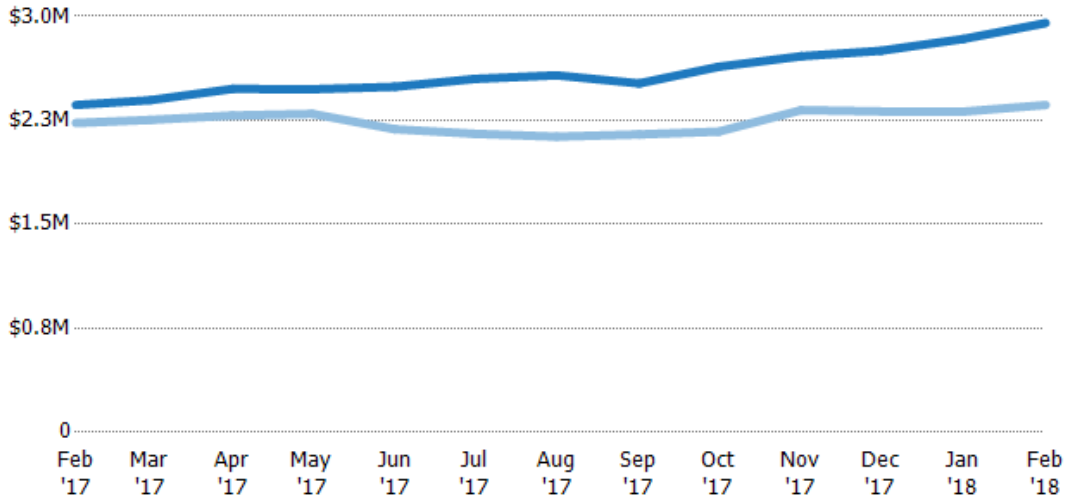
## Average Listing Price

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.
Feb '18	\$2.95M	25%
Feb '17	\$2.36M	5.8%
Feb '16	\$2.23M	-3.9%



Current Year	\$2.36M	\$2.4M	\$2.48M	\$2.47M	\$2.49M	\$2.55M	\$2.57M	\$2.52M	\$2.64M	\$2.71M	\$2.75M	\$2.84M	\$2.95M
Prior Year	\$2.23M	\$2.25M	\$2.28M	\$2.3M	\$2.19M	\$2.15M	\$2.13M	\$2.15M	\$2.17M	\$2.32M	\$2.31M	\$2.31M	\$2.36M
Percent Change from Prior Year	6%	6%	8%	8%	14%	18%	21%	17%	22%	17%	19%	23%	25%

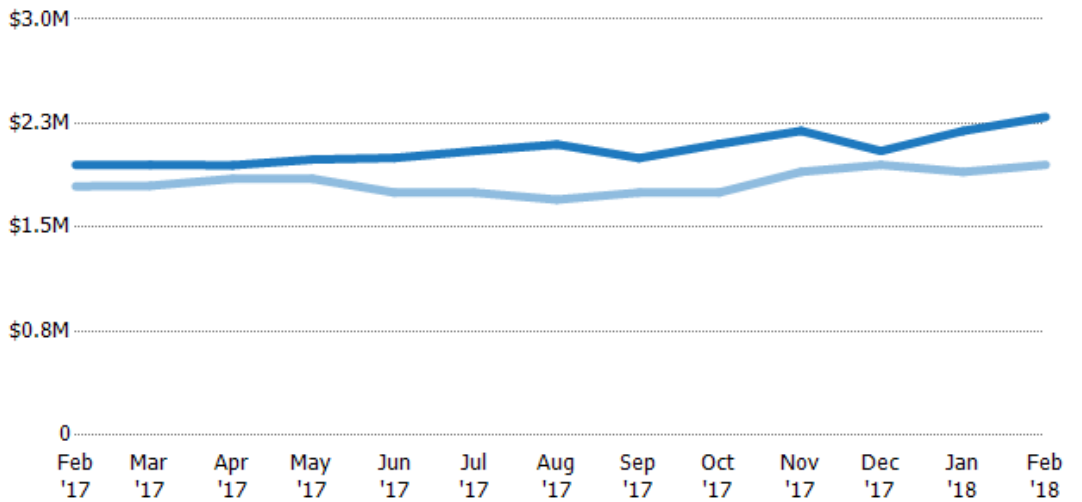
## Median Listing Price

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.
Feb '18	\$2.3M	17.7%
Feb '17	\$1.95M	8.6%
Feb '16	\$1.8M	-6.7%



Current Year	\$1.95M	\$1.95M	\$1.95M	\$1.99M	\$2M	\$2.05M	\$2.1M	\$2M	\$2.1M	\$2.2M	\$2.05M	\$2.2M	\$2.3M
Prior Year	\$1.8M	\$1.8M	\$1.85M	\$1.85M	\$1.75M	\$1.75M	\$1.7M	\$1.75M	\$1.75M	\$1.9M	\$1.95M	\$1.9M	\$1.95M
Percent Change from Prior Year	9%	8%	5%	7%	14%	17%	23%	14%	20%	16%	5%	16%	18%

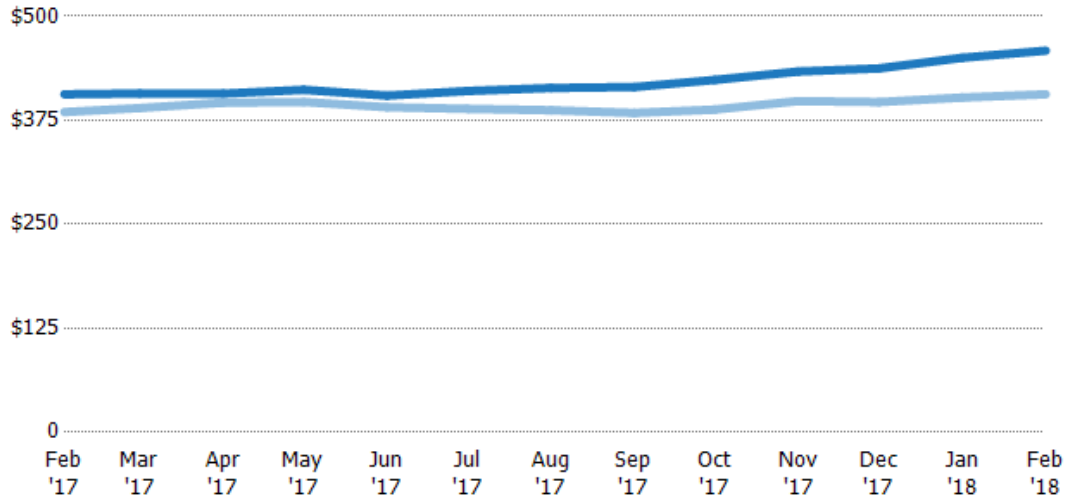
## Average Listing Price per Sq Ft

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.
Feb '18	\$459	12.9%
Feb '17	\$406	5.5%
Feb '16	\$385	-0.8%



Current Year	\$406	\$407	\$407	\$412	\$405	\$410	\$414	\$415	\$424	\$434	\$437	\$450	\$459
Prior Year	\$385	\$390	\$396	\$397	\$391	\$389	\$387	\$384	\$388	\$398	\$397	\$402	\$406
Percent Change from Prior Year	6%	4%	3%	4%	4%	6%	7%	8%	9%	9%	10%	12%	13%

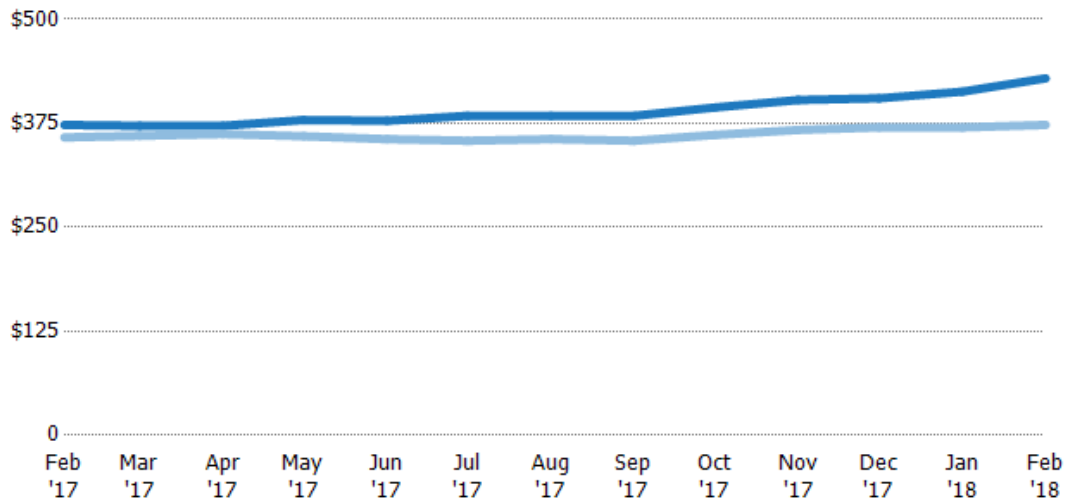
## Median Listing Price per Sq Ft

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.
Feb '18	\$429	15%
Feb '17	\$373	4.2%
Feb '16	\$358	1%



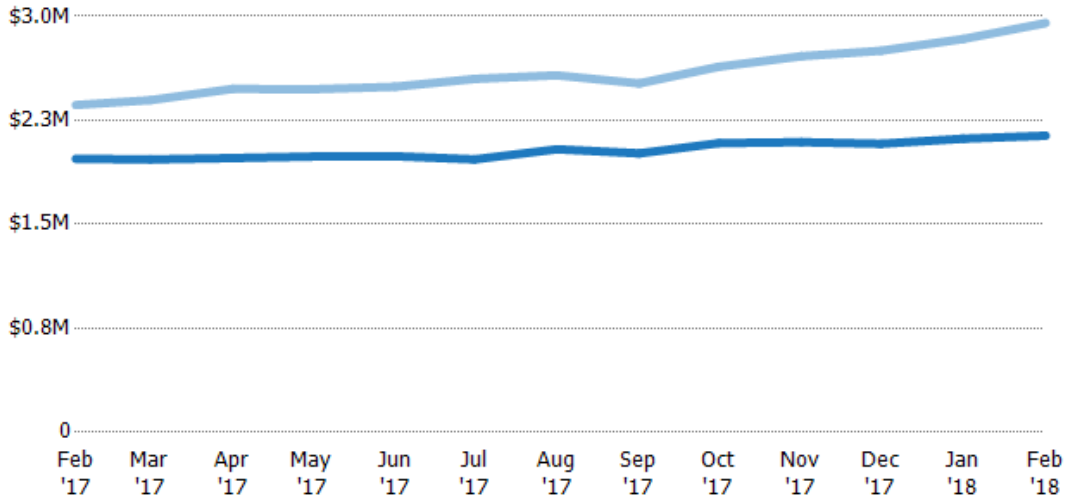
Current Year	\$373	\$372	\$372	\$379	\$378	\$384	\$384	\$384	\$394	\$403	\$405	\$413	\$429
Prior Year	\$358	\$360	\$362	\$360	\$356	\$354	\$356	\$354	\$361	\$367	\$370	\$370	\$373
Percent Change from Prior Year	4%	3%	3%	5%	6%	8%	8%	8%	9%	10%	9%	12%	15%

## 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



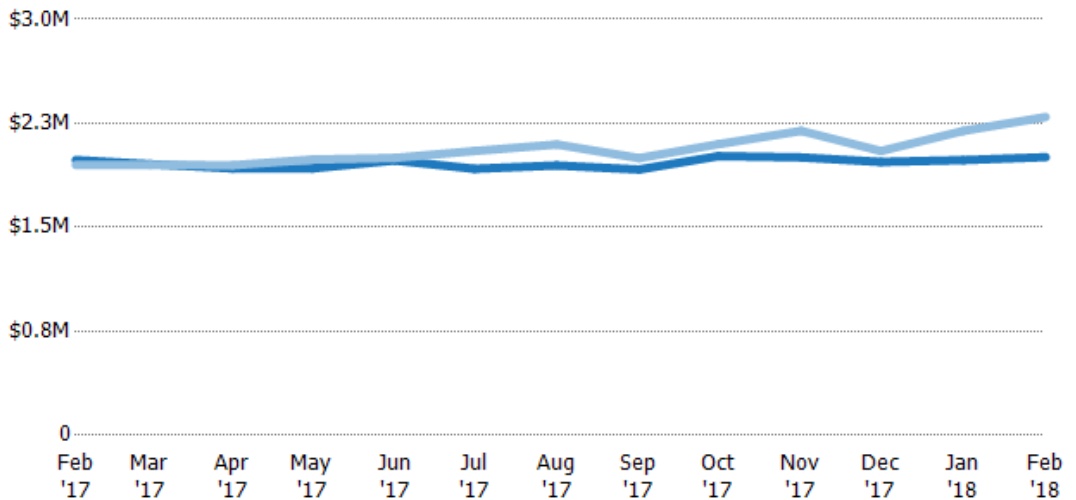
Avg Est Value	\$1.97M	\$1.97M	\$1.98M	\$1.99M	\$1.99M	\$1.97M	\$2.04M	\$2.01M	\$2.09M	\$2.09M	\$2.08M	\$2.12M	\$2.14M
Avg Listing Price	\$2.36M	\$2.4M	\$2.48M	\$2.47M	\$2.49M	\$2.55M	\$2.57M	\$2.52M	\$2.64M	\$2.71M	\$2.75M	\$2.84M	\$2.95M
Avg Listing Price as a % of Avg Est Value	120%	122%	125%	124%	125%	129%	126%	125%	126%	130%	132%	134%	138%

## 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	\$1.98M	\$1.95M	\$1.92M	\$1.92M	\$1.98M	\$1.92M	\$1.95M	\$1.92M	\$2.01M	\$2M	\$1.97M	\$1.98M	\$2.01M
Median Listing Price	\$1.95M	\$1.95M	\$1.95M	\$1.99M	\$2M	\$2.05M	\$2.1M	\$2M	\$2.1M	\$2.2M	\$2.05M	\$2.2M	\$2.3M
Med Listing Price as a % of Med Est Value	98%	100%	101%	103%	101%	107%	108%	104%	104%	110%	104%	111%	114%

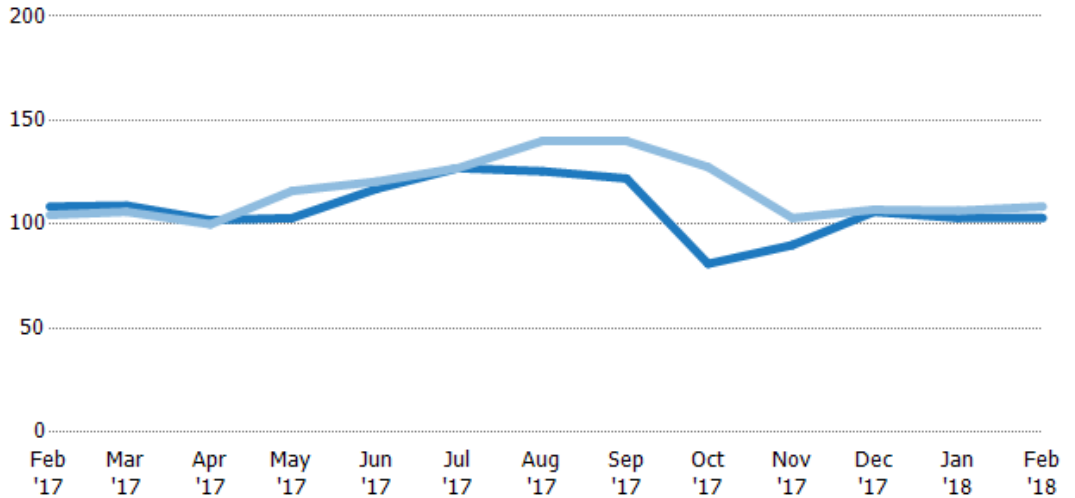
## Median Days in RPR

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

Month/ Year	Days	% Chg.
Feb '18	103	-5.1%
Feb '17	109	3.8%
Feb '16	105	1.4%



	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	109	109	102	103	117	127	126	122	81	90	106	103	103
Prior Year	105	106	100	116	121	127	140	140	128	103	107	107	109
Percent Change from Prior Year	4%	3%	2%	-11%	-3%	0%	-10%	-13%	-36%	-13%	-1%	-3%	-5%

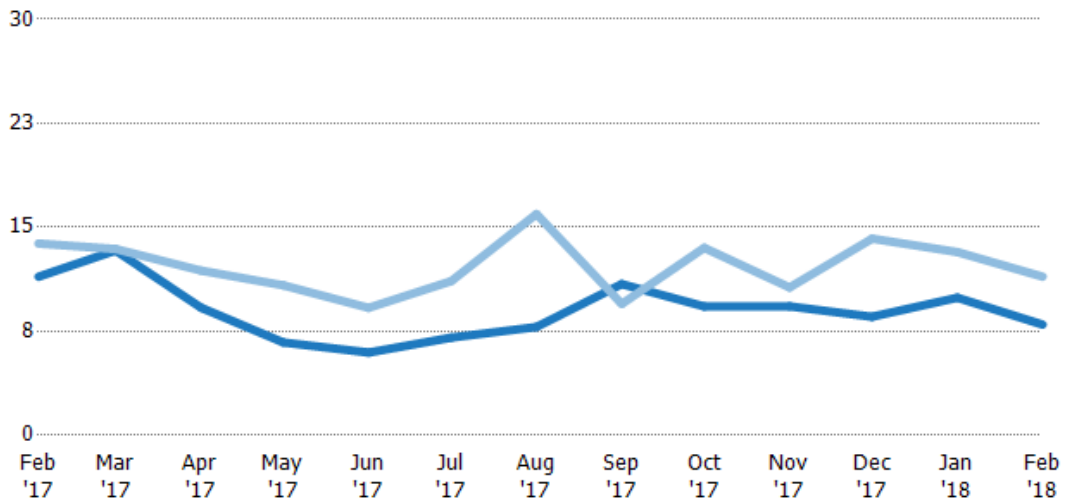
## Months of Inventory

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

Month/ Year	Months	% Chg.
Feb '18	7.98	-30.2%
Feb '17	11.4	-17.3%
Feb '16	13.8	45.2%



	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	11.4	13.3	9.21	6.69	5.97	7.04	7.81	10.9	9.29	9.3	8.55	9.92	7.98
Prior Year	13.8	13.4	11.9	10.8	9.19	11.1	16	9.48	13.5	10.7	14.2	13.2	11.4
Percent Change from Prior Year	-17%	-1%	-22%	-38%	-35%	-37%	-51%	15%	-31%	-13%	-40%	-25%	-30%



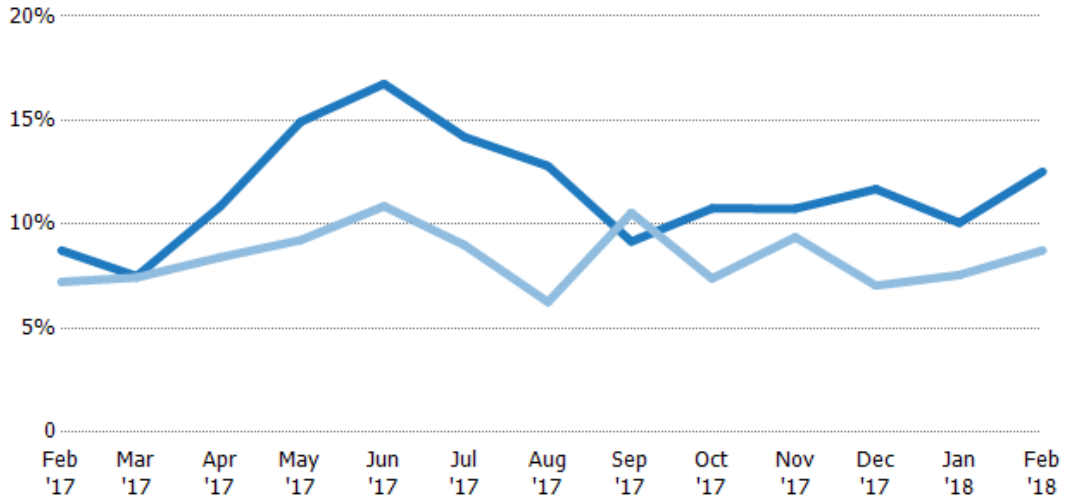
## Absorption Rate

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.
Feb '18	13%	-3.8%
Feb '17	9%	-1.5%
Feb '16	7%	-31.3%



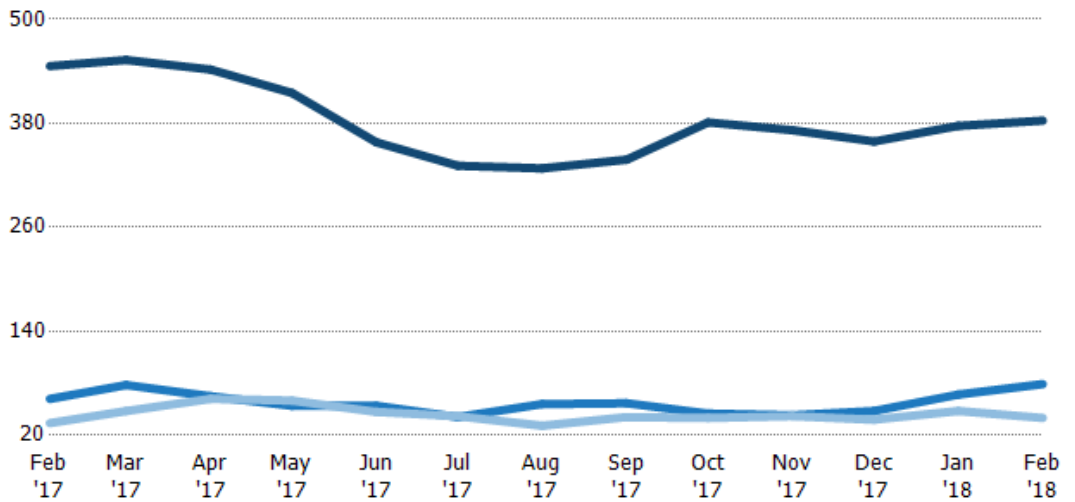
Current Year	9%	8%	11%	15%	17%	14%	13%	9%	11%	11%	12%	10%	13%
Prior Year	7%	7%	8%	9%	11%	9%	6%	11%	7%	9%	7%	8%	9%
Change from Prior Year	-2%	0%	-2%	-6%	-6%	-5%	-7%	1%	-3%	-1%	-5%	-3%	-4%

## 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	446	453	442	415	358	331	328	338	381	372	359	377	383
Pending	62	78	65	54	54	41	56	57	45	43	48	67	79
Sold	34	48	62	60	47	42	31	41	40	42	38	48	40

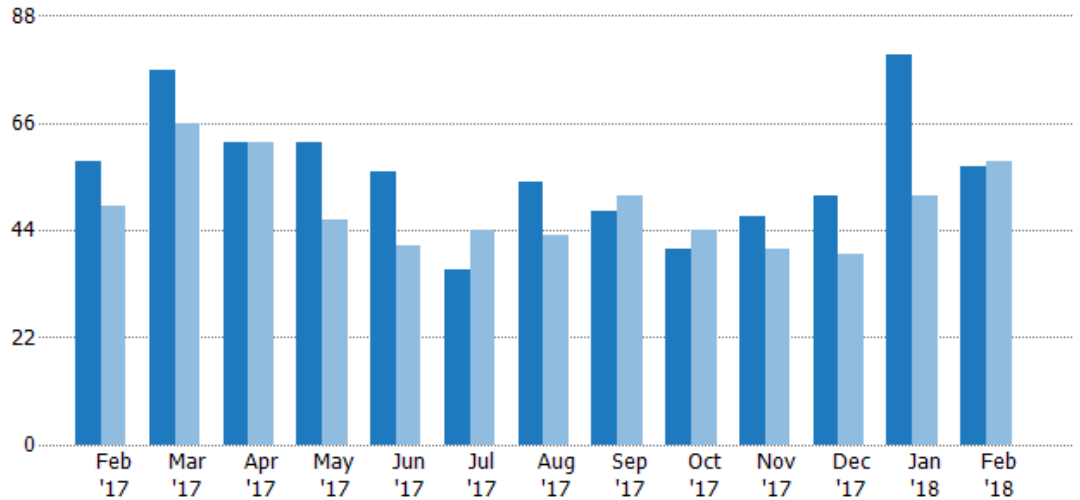
## New Pending Sales

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.
Feb '18	57	-1.7%
Feb '17	58	18.4%
Feb '16	49	0%



	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	58	77	62	62	56	36	54	48	40	47	51	80	57
Prior Year	49	66	62	46	41	44	43	51	44	40	39	51	58
Percent Change from Prior Year	18%	17%	0%	35%	37%	-18%	26%	-6%	-9%	18%	31%	57%	-2%

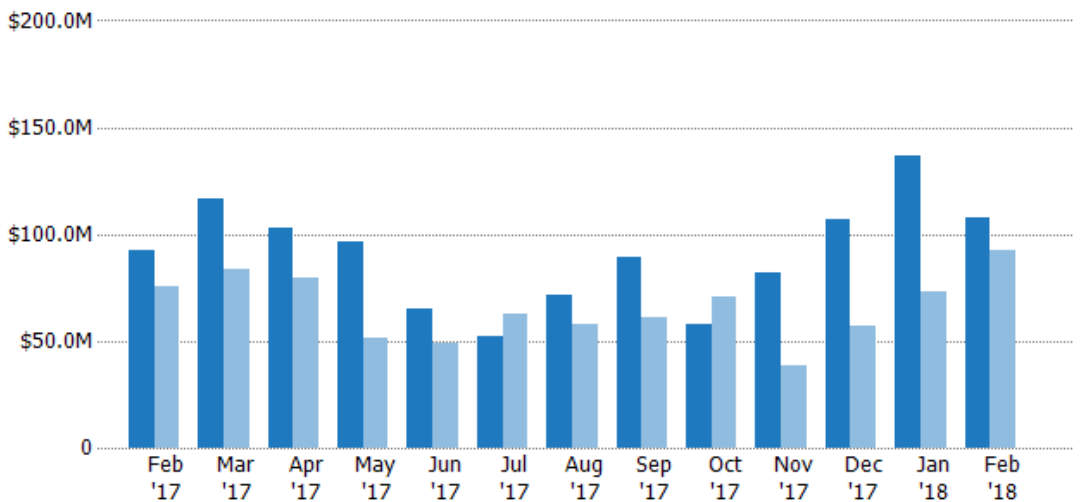
## New Pending Sales Volume

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.
Feb '18	\$108M	17%
Feb '17	\$92.2M	22.4%
Feb '16	\$75.3M	7.3%



	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	\$92.2M	\$117M	\$103M	\$96.6M	\$64.9M	\$52.2M	\$71.5M	\$88.9M	\$57.6M	\$82M	\$107M	\$137M	\$108M
Prior Year	\$75.3M	\$83.9M	\$79.7M	\$51.3M	\$49M	\$62.7M	\$58.2M	\$61.1M	\$70.8M	\$38.7M	\$57.2M	\$73.5M	\$92.2M
Percent Change from Prior Year	22%	39%	29%	88%	32%	-17%	23%	46%	-19%	112%	87%	86%	17%

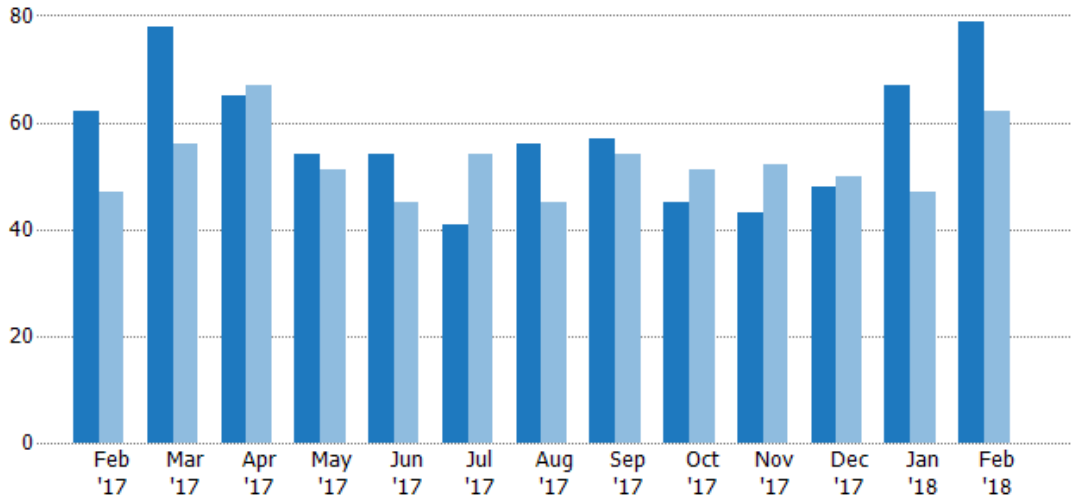
## Pending Sales

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.
Feb '18	79	27.4%
Feb '17	62	31.9%
Feb '16	47	2.1%



Current Year	62	78	65	54	54	41	56	57	45	43	48	67	79
Prior Year	47	56	67	51	45	54	45	54	51	52	50	47	62
Percent Change from Prior Year	32%	39%	-3%	6%	20%	-24%	24%	6%	-12%	-17%	-4%	43%	27%

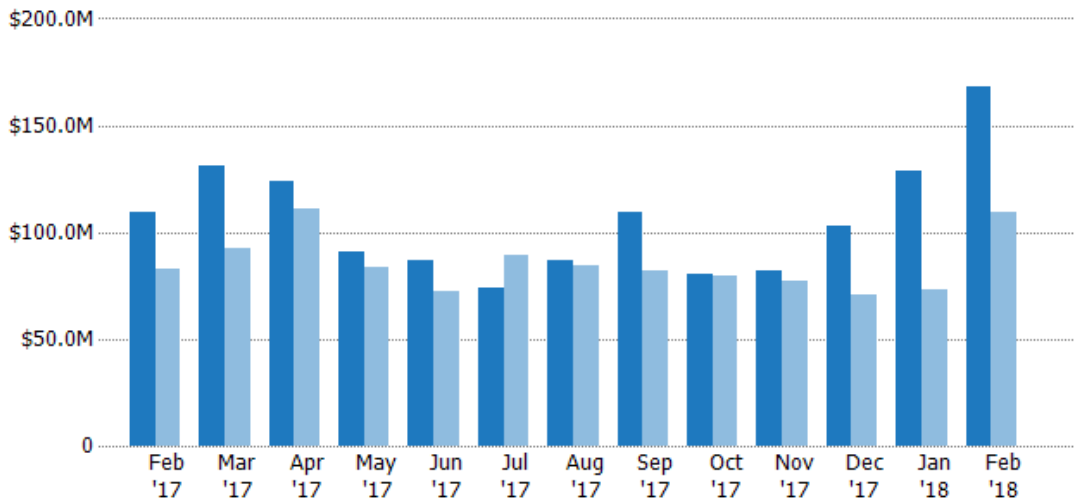
## Pending Sales Volume

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.
Feb '18	\$168M	54%
Feb '17	\$109M	31.6%
Feb '16	\$82.9M	-3.2%



Current Year	\$109M	\$131M	\$124M	\$91.1M	\$87M	\$74.1M	\$86.5M	\$110M	\$80.3M	\$82M	\$103M	\$128M	\$168M
Prior Year	\$82.9M	\$92.7M	\$111M	\$83.5M	\$72.7M	\$89.1M	\$84.4M	\$81.6M	\$79.2M	\$77.5M	\$71.1M	\$72.9M	\$109M
Percent Change from Prior Year	32%	42%	11%	9%	20%	-17%	2%	34%	1%	6%	45%	76%	54%

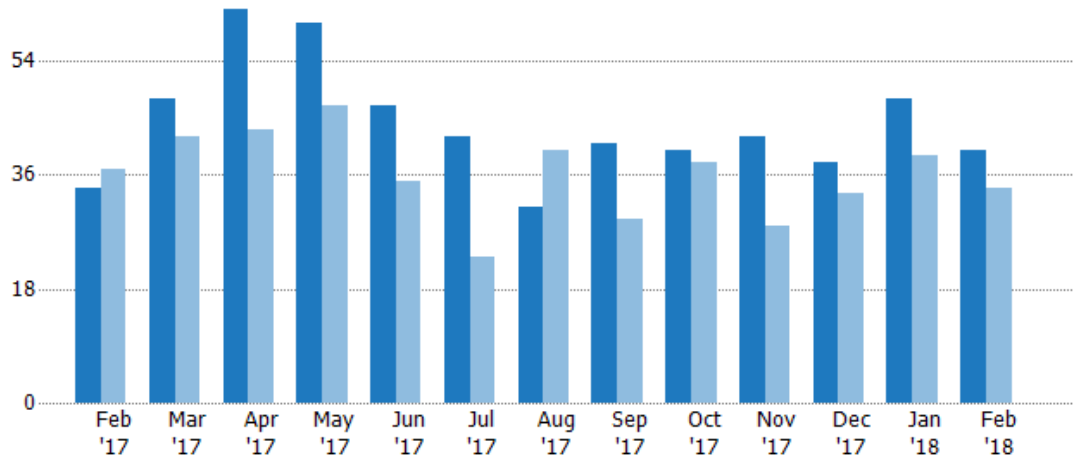
## Closed Sales

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.
Feb '18	40	17.6%
Feb '17	34	-8.1%
Feb '16	37	-29.7%



Current Year	34	48	62	60	47	42	31	41	40	42	38	48	40
Prior Year	37	42	43	47	35	23	40	29	38	28	33	39	34
Percent Change from Prior Year	-8%	14%	44%	28%	34%	83%	-23%	41%	5%	50%	15%	23%	18%

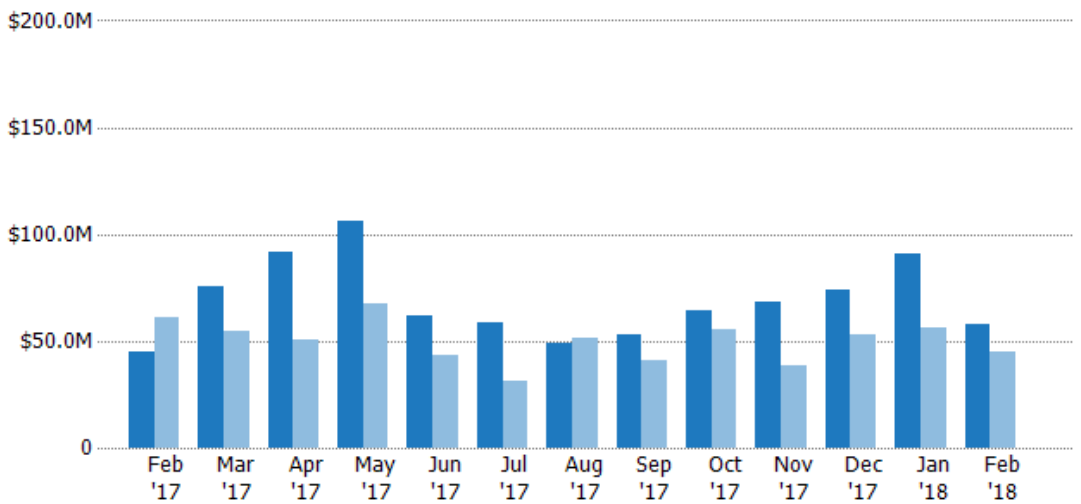
## Closed Sales Volume

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.
Feb '18	\$58M	29.8%
Feb '17	\$44.7M	-27.2%
Feb '16	\$61.4M	-44.7%



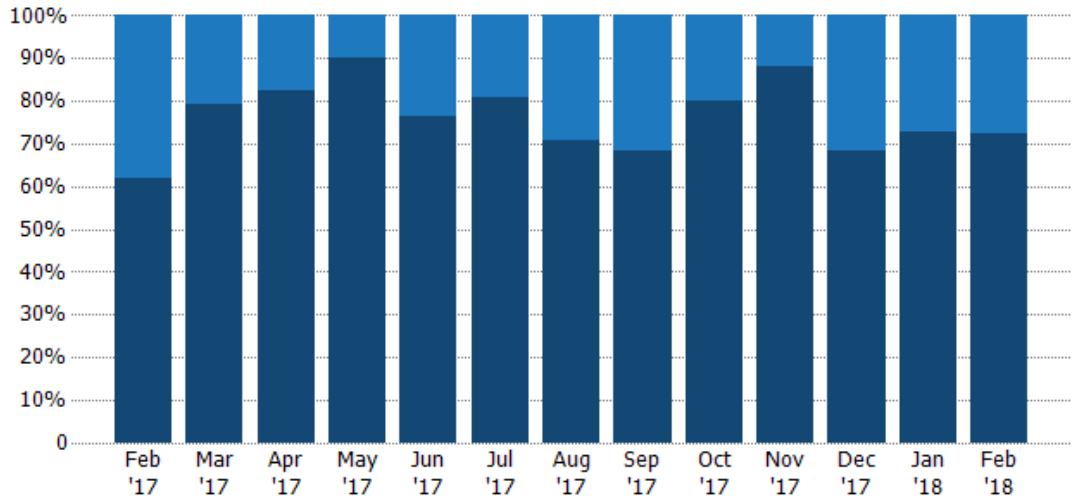
Current Year	\$44.7M	\$75.8M	\$91.8M	\$106M	\$62M	\$58.4M	\$48.9M	\$52.9M	\$64.6M	\$68.4M	\$73.7M	\$90.5M	\$58M
Prior Year	\$61.4M	\$54.4M	\$50.9M	\$67.5M	\$43.2M	\$31.3M	\$51.8M	\$41.3M	\$55.5M	\$38.3M	\$52.9M	\$55.9M	\$44.7M
Percent Change from Prior Year	-27%	39%	80%	57%	44%	87%	-6%	28%	16%	79%	39%	62%	30%

## 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



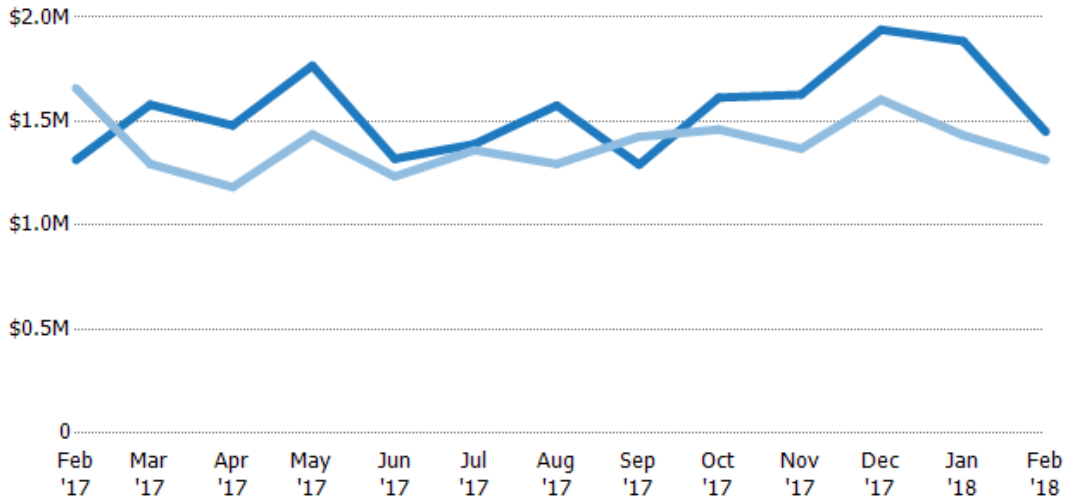
Condo/Townhouse	38%	21%	18%	10%	23%	19%	29%	32%	20%	12%	32%	27%	28%
Single Family Residence	62%	79%	82%	90%	77%	81%	71%	68%	80%	88%	68%	73%	73%

## 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



Current Year	\$1.31M	\$1.58M	\$1.48M	\$1.77M	\$1.32M	\$1.39M	\$1.58M	\$1.29M	\$1.61M	\$1.63M	\$1.94M	\$1.89M	\$1.45M
Prior Year	\$1.66M	\$1.29M	\$1.18M	\$1.44M	\$1.23M	\$1.36M	\$1.29M	\$1.43M	\$1.46M	\$1.37M	\$1.6M	\$1.43M	\$1.31M
Percent Change from Prior Year	-21%	22%	25%	23%	7%	2%	22%	-9%	10%	19%	21%	32%	10%

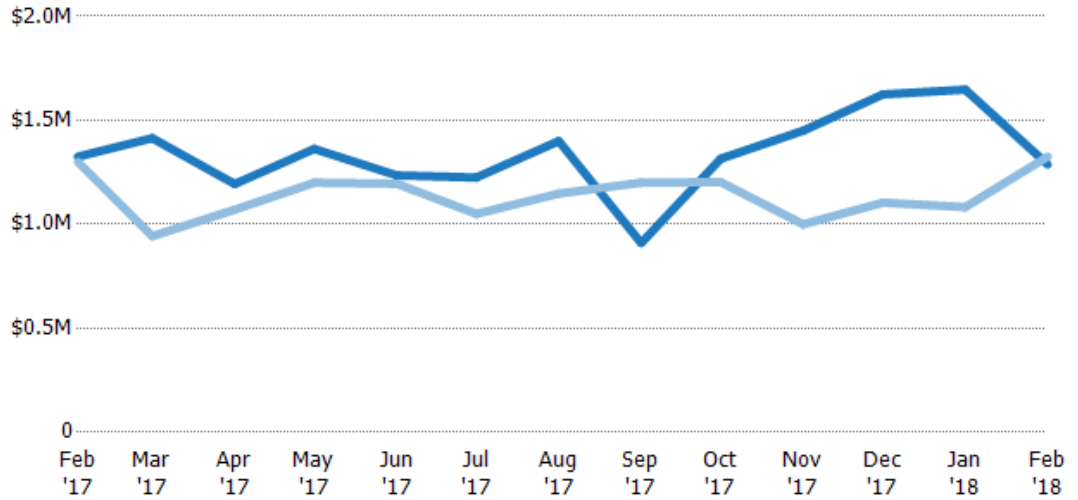
## Median Sales Price

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.
Feb '18	\$1.29M	-2.8%
Feb '17	\$1.33M	1.9%
Feb '16	\$1.3M	0.3%



Current Year	\$1.33M	\$1.41M	\$1.19M	\$1.36M	\$1.24M	\$1.23M	\$1.4M	\$910K	\$1.32M	\$1.45M	\$1.62M	\$1.65M	\$1.29M
Prior Year	\$1.3M	\$943K	\$1.07M	\$1.2M	\$1.2M	\$1.05M	\$1.15M	\$1.2M	\$1.2M	\$1M	\$1.1M	\$1.08M	\$1.33M
Percent Change from Prior Year	2%	50%	12%	14%	3%	17%	22%	-24%	9%	45%	47%	52%	-3%

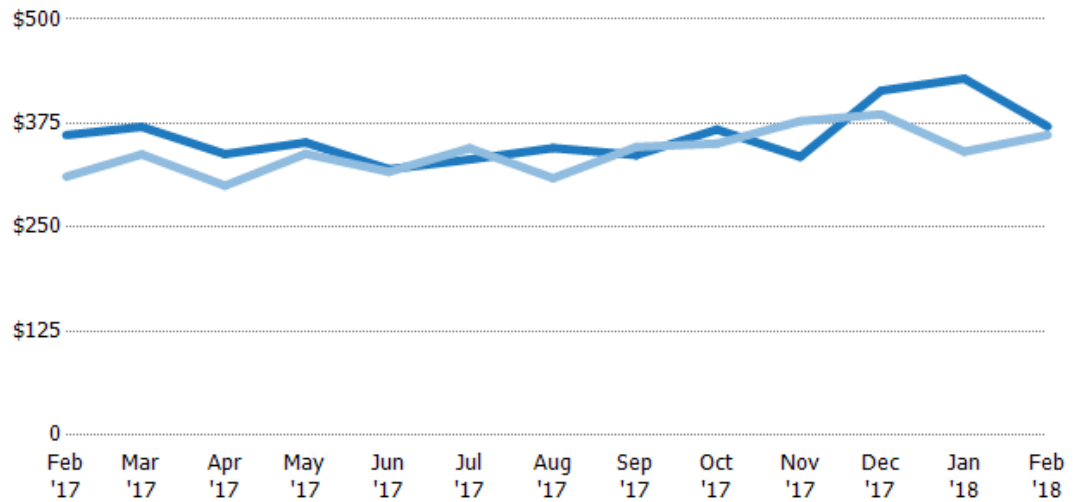
## Average Sales Price per Sq Ft

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.
Feb '18	\$371	2.9%
Feb '17	\$361	16.1%
Feb '16	\$311	2.8%



Current Year	\$361	\$371	\$338	\$352	\$320	\$332	\$345	\$337	\$367	\$335	\$414	\$429	\$371
Prior Year	\$311	\$338	\$300	\$338	\$317	\$345	\$309	\$347	\$351	\$378	\$386	\$341	\$361
Percent Change from Prior Year	16%	10%	13%	4%	1%	-4%	12%	-3%	5%	-11%	7%	26%	3%

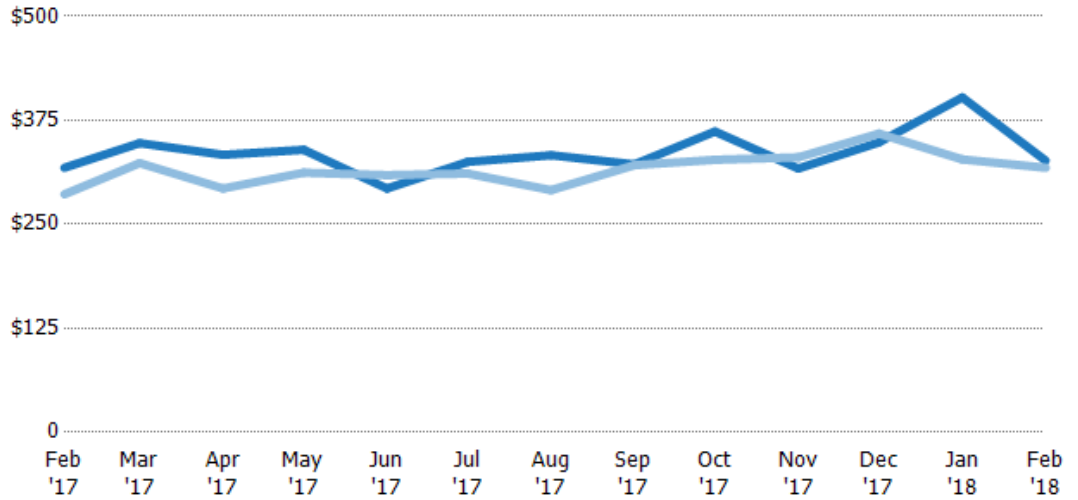
## Median Sales Price per Sq Ft

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	Price/sq ft	% Chg.
Feb '18	\$327	2.7%
Feb '17	\$318	11.2%
Feb '16	\$286	13.6%



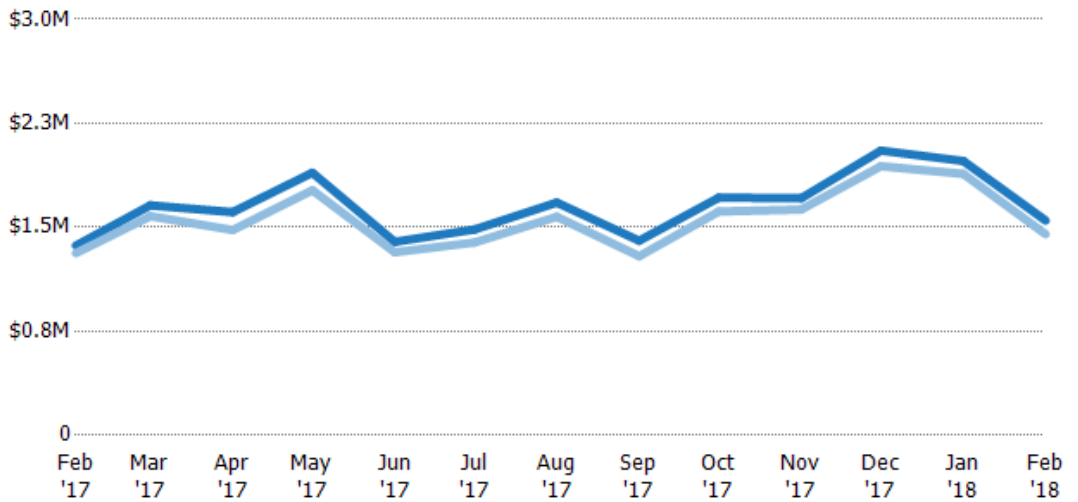
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	\$318	\$348	\$334	\$340	\$293	\$325	\$333	\$322	\$362	\$317	\$349	\$403	\$327
Prior Year	\$286	\$324	\$293	\$312	\$309	\$311	\$291	\$321	\$328	\$331	\$359	\$328	\$318
Percent Change from Prior Year	11%	7%	14%	9%	-5%	5%	14%	0%	10%	-4%	-3%	23%	3%

## 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



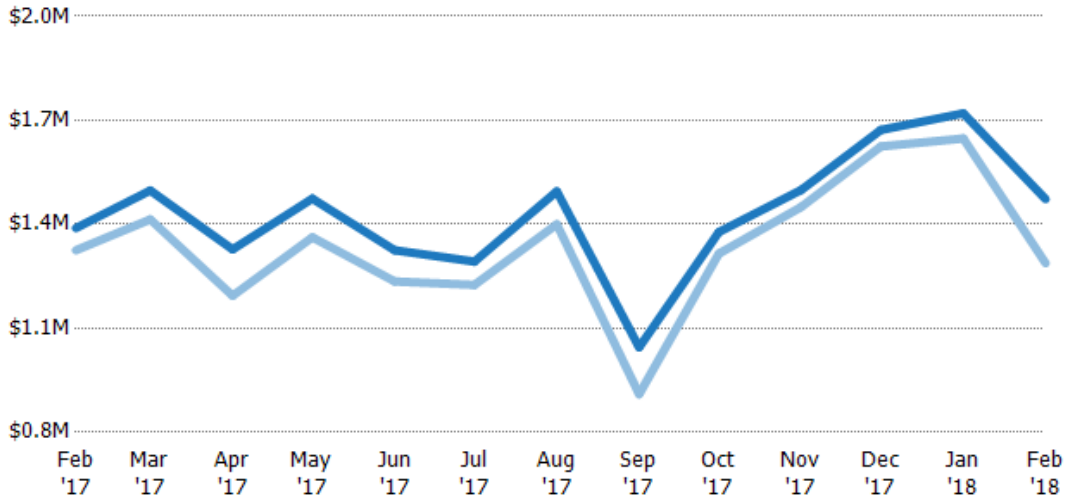
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg List Price	\$1.37M	\$1.66M	\$1.61M	\$1.89M	\$1.39M	\$1.48M	\$1.68M	\$1.4M	\$1.71M	\$1.71M	\$2.05M	\$1.98M	\$1.55M
Avg Sales Price	\$1.31M	\$1.58M	\$1.48M	\$1.77M	\$1.32M	\$1.39M	\$1.58M	\$1.29M	\$1.61M	\$1.63M	\$1.94M	\$1.89M	\$1.45M
Avg Sales Price as a % of Avg List Price	96%	95%	92%	93%	95%	94%	94%	92%	94%	95%	95%	95%	94%

## 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



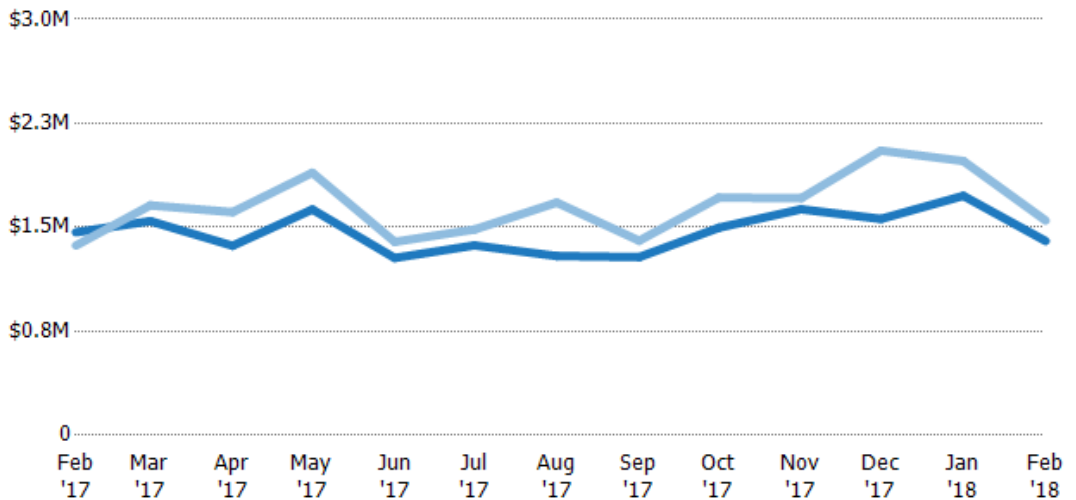
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Median List Price	\$1.39M	\$1.5M	\$1.33M	\$1.47M	\$1.33M	\$1.29M	\$1.5M	\$1.05M	\$1.38M	\$1.5M	\$1.67M	\$1.72M	\$1.47M
Median Sales Price	\$1.33M	\$1.41M	\$1.19M	\$1.36M	\$1.24M	\$1.23M	\$1.4M	\$910K	\$1.32M	\$1.45M	\$1.62M	\$1.65M	\$1.29M
Med Sales Price as a % of Med List Price	95%	94%	90%	92%	93%	95%	94%	87%	95%	97%	97%	96%	87%

## 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



	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg Est Value	\$1.46M	\$1.54M	\$1.37M	\$1.63M	\$1.28M	\$1.37M	\$1.29M	\$1.28M	\$1.5M	\$1.63M	\$1.56M	\$1.73M	\$1.4M
Avg Sales Price	\$1.37M	\$1.66M	\$1.61M	\$1.89M	\$1.39M	\$1.48M	\$1.68M	\$1.4M	\$1.71M	\$1.71M	\$2.05M	\$1.98M	\$1.55M
Avg Sales Price as a % of Avg Est Value	93%	107%	118%	116%	109%	108%	130%	109%	115%	105%	132%	115%	111%

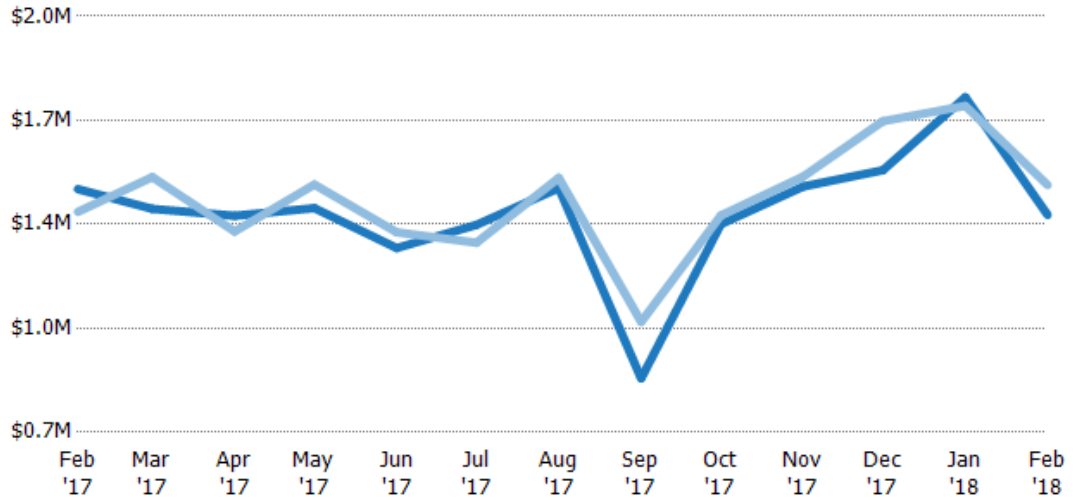


## Median Sales Price vs Median Est Value

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



	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Median Est Value	\$1.46M	\$1.4M	\$1.38M	\$1.4M	\$1.28M	\$1.35M	\$1.46M	\$868K	\$1.35M	\$1.47M	\$1.52M	\$1.75M	\$1.38M
Median Sales Price	\$1.39M	\$1.5M	\$1.33M	\$1.47M	\$1.33M	\$1.29M	\$1.5M	\$1.05M	\$1.38M	\$1.5M	\$1.67M	\$1.72M	\$1.47M
Med Sales Price as a % of Med Est Value	95%	107%	96%	105%	104%	96%	102%	120%	102%	102%	110%	98%	107%

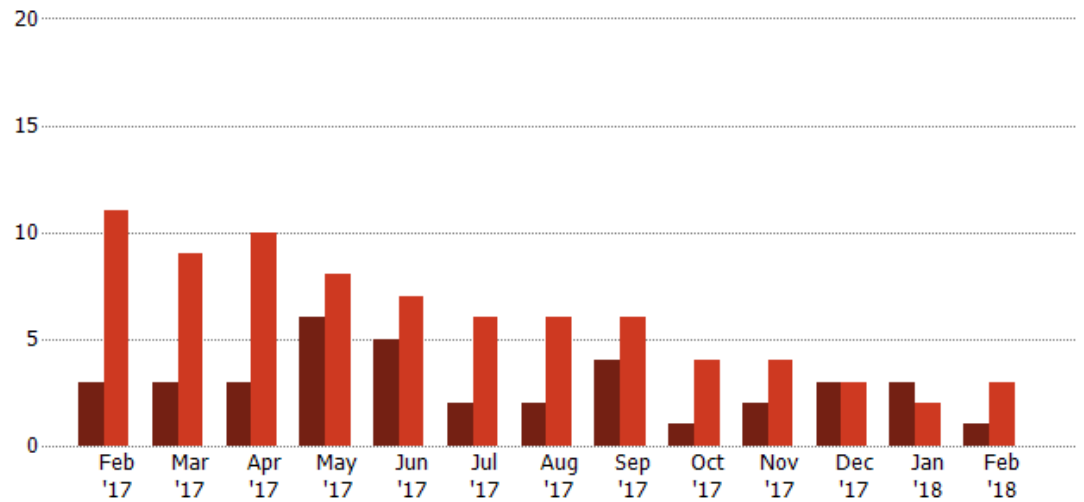
## Distressed Listings

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

Month/Year	Count	% Chg.
Feb '18	1	-66.7%
Feb '17	3	-72.7%
Feb '16	11	-18.2%



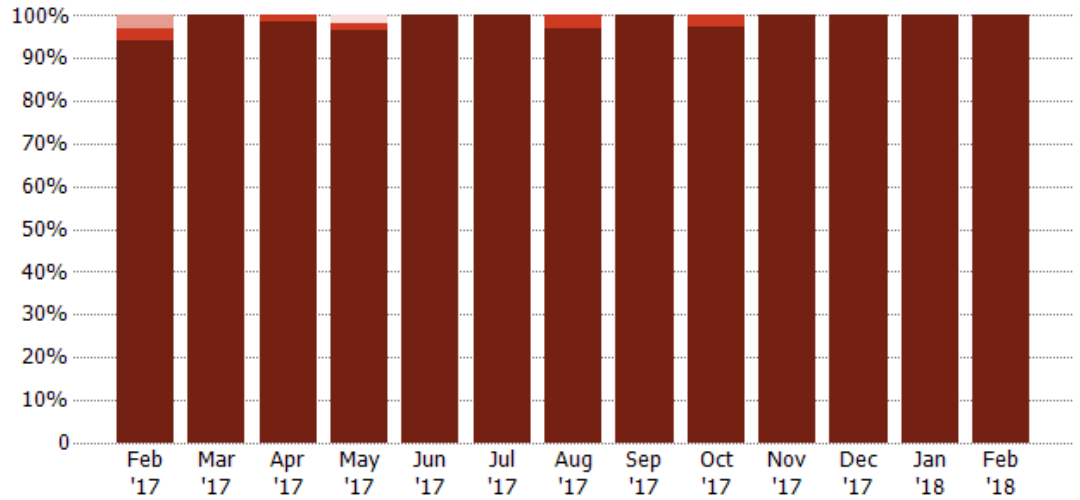
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	3	3	3	6	5	2	2	4	1	2	3	3	1
Prior Year	11	9	10	8	7	6	6	6	4	4	3	2	3
Percent Change from Prior Year	-73%	-67%	-70%	-25%	-29%	-67%	-67%	-33%	-75%	-50%	0%	50%	-67%

## 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



Pre-Foreclosure	-	-	-	2%	-	-	-	-	-	-	-	-	-
Short Sale	3%	-	-	-	-	-	-	-	-	-	-	-	-
Foreclosure	3%	-	2%	2%	-	-	3%	-	3%	-	-	-	-
Non-Distressed	94%	100%	98%	97%	100%	100%	97%	100%	98%	100%	100%	100%	100%



## Listing Activity by ZIP

Feb 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	383	\$1,130,248,594	\$2,951,041	\$2,295,000	\$459	\$429	10	10.44 %



## Sales Activity by ZIP

Feb 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	79	\$168,148,463	40	\$57,978,823	\$1,548,460	\$1,472,500	\$352	\$309	67

