



2018

PARADISE VALLEY

MARKET REPORT

March 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	Mar 2018	Mar 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	109	103	+5.8%	326	303	+7.6%
New Listing Volume	\$239,083,124	\$183,972,084	+30%	\$774,370,466	\$550,065,540	+40.8%
Active Listing Count	367	455	-19.3%	1,130	1,340	-15.7%
Active Listing Volume	\$1,103,846,452	\$1,092,536,487	+1%	\$3,315,530,842	\$3,162,599,083	+4.8%
Average Listing Price	\$3,007,756	\$2,401,179	+25.3%	\$2,934,098	\$2,360,149	+24.3%
Median Listing Price	\$2,295,000	\$1,950,000	+17.7%	\$2,263,104	\$1,933,493	+17%
Average Listing Price per Sq Ft	\$465	\$408	+13.8%	\$457	\$406	+12.6%
Median Listing Price per Sq Ft	\$432	\$372	+16.1%	\$424	\$372	+14%
Median Days in RPR	79	109	-27.5%	93.37	108.19	-13.7%
Months of Inventory	9.2	13.4	-31.4%	9.3	11.8	-20.6%
Absorption Rate	10.9%	7.47%	+3.4%	10.71%	8.51%	+2.2%
Sales Activity Charts Metrics						
New Pending Sales Count	95	77	+23.4%	230	186	+23.7%
New Pending Sales Volume	\$195,492,722	\$116,773,356	+67.4%	\$438,828,891	\$282,436,656	+55.4%
Pending Sales Count	106	78	+35.9%	250	187	+33.7%
Pending Sales Volume	\$239,246,860	\$131,476,215	+82%	\$534,518,924	\$313,529,712	+70.5%
Closed Sales Count	59	48	+22.9%	147	121	+21.5%
Closed Sales Volume	\$101,976,114	\$75,835,227	+34.5%	\$250,447,225	\$176,372,734	+42%
Average Sales Price	\$1,728,409	\$1,579,901	+9.4%	\$1,703,723	\$1,457,626	+16.9%
Median Sales Price	\$1,421,000	\$1,414,000	+0.5%	\$1,458,633	\$1,282,145	+13.8%
Average Sales Price per Sq Ft	\$390	\$371	+5.3%	\$398	\$359	+10.8%
Median Sales Price per Sq Ft	\$343	\$348	-1.3%	\$359	\$334	+7.5%
Distressed Charts Metrics						
Distressed Listing Count	2	3	-33.3%	6	8	-25%

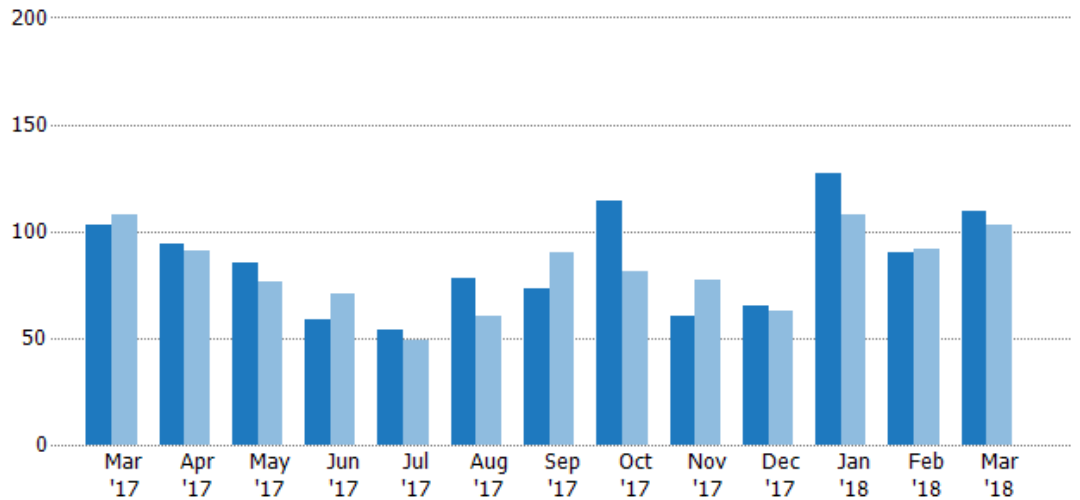
New Listings

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.
Mar '18	109	5.8%
Mar '17	103	-4.6%
Mar '16	108	1.9%



Current Year	103	94	85	59	54	78	73	114	60	65	127	90	109
Prior Year	108	91	76	71	49	60	90	81	77	63	108	92	103
Percent Change from Prior Year	-5%	3%	12%	-17%	10%	30%	-19%	41%	-22%	3%	18%	-2%	6%

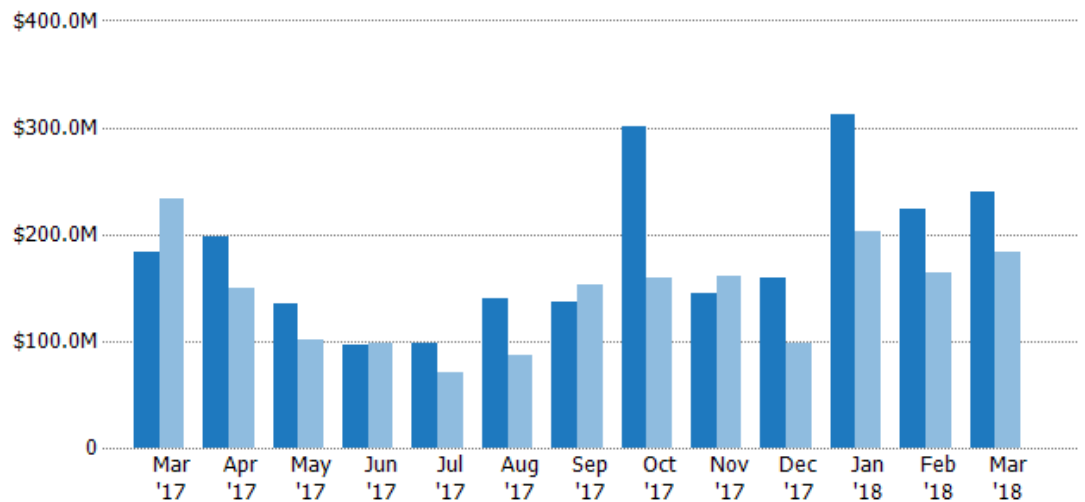
New Listing Volume

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.
Mar '18	\$239M	30%
Mar '17	\$184M	-21.2%
Mar '16	\$234M	-23.9%



Current Year	\$184M	\$198M	\$135M	\$96.7M	\$98.6M	\$140M	\$136M	\$300M	\$145M	\$159M	\$312M	\$223M	\$239M
Prior Year	\$234M	\$150M	\$101M	\$97.7M	\$70.7M	\$86.9M	\$152M	\$159M	\$161M	\$97.3M	\$202M	\$164M	\$184M
Percent Change from Prior Year	-21%	32%	34%	-1%	39%	61%	-11%	89%	-10%	64%	54%	36%	30%

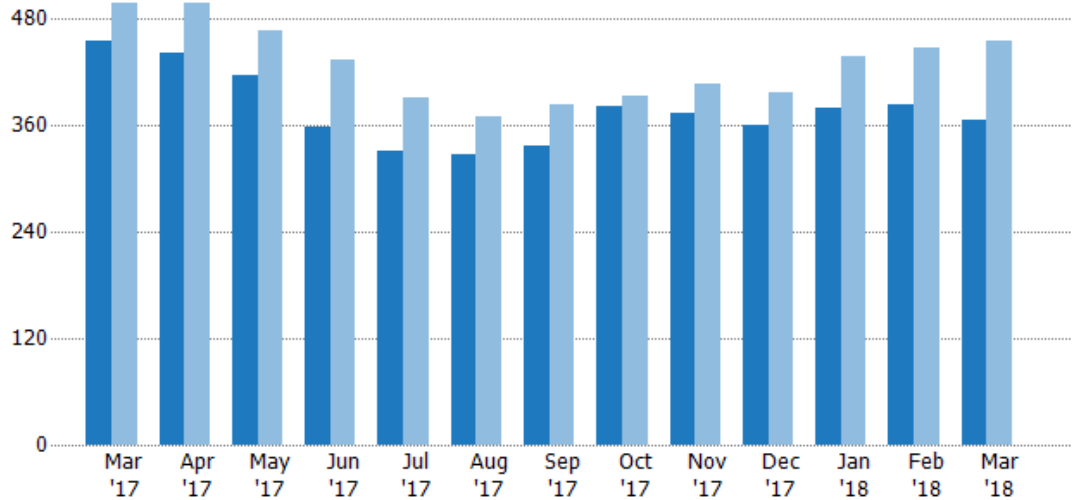
Active Listings

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.
Mar '18	367	-19.3%
Mar '17	455	-8.6%
Mar '16	498	-3%



Current Year	455	442	416	359	331	328	338	381	374	361	379	384	367
Prior Year	498	498	468	434	391	370	383	393	406	397	438	447	455
Percent Change from Prior Year	-9%	-11%	-11%	-17%	-15%	-11%	-12%	-3%	-8%	-9%	-13%	-14%	-19%

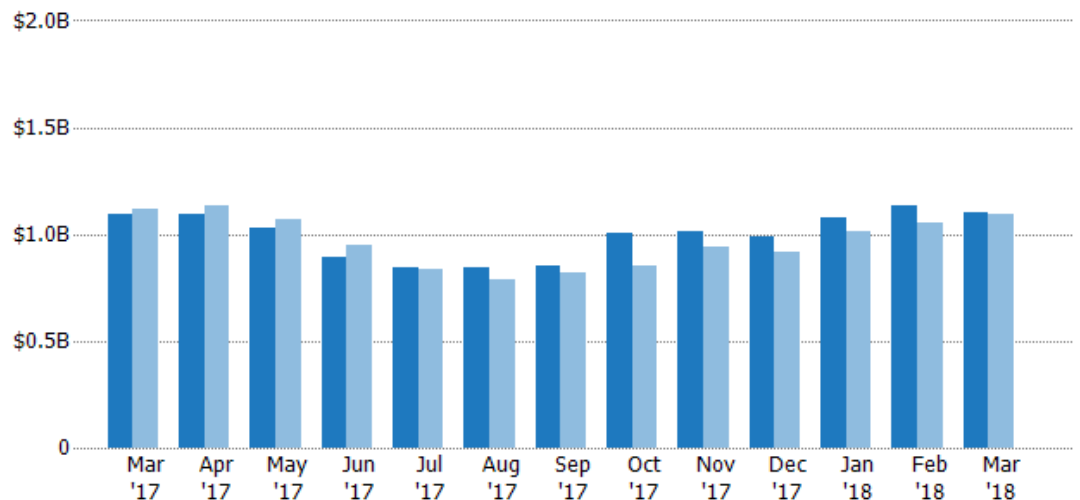
Active Listing Volume

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.
Mar '18	\$1.1B	1%
Mar '17	\$1.09B	-2.6%
Mar '16	\$1.12B	-7.1%



Current Year	\$1.09B	\$1.09B	\$1.03B	\$894M	\$843M	\$845M	\$851M	\$1B	\$1.01B	\$991M	\$1.08B	\$1.13B	\$1.1B
Prior Year	\$1.12B	\$1.13B	\$1.07B	\$947M	\$840M	\$785M	\$818M	\$852M	\$943M	\$915M	\$1.02B	\$1.05B	\$1.09B
Percent Change from Prior Year	-3%	-4%	-4%	-6%	0%	8%	4%	18%	7%	8%	6%	7%	1%

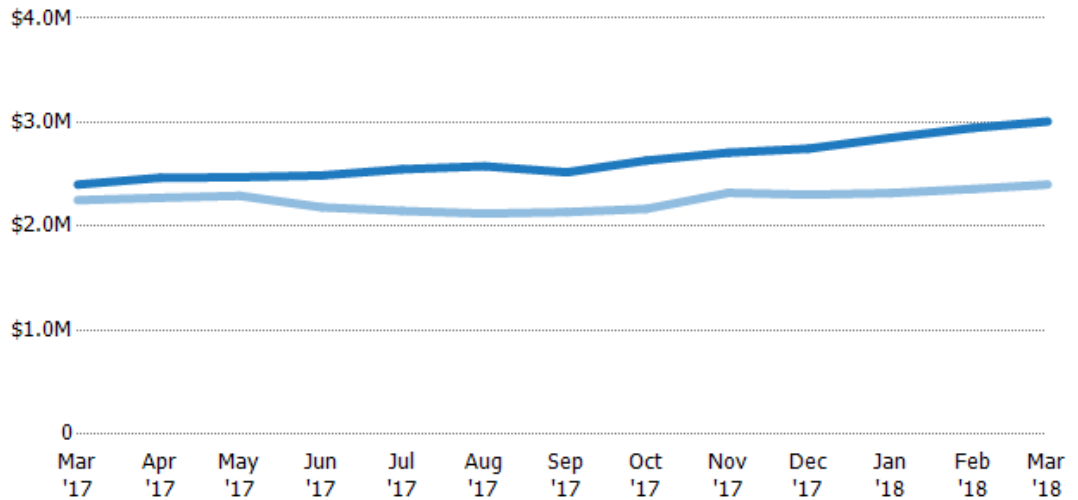
Average Listing Price

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.
Mar '18	\$3.01M	25.3%
Mar '17	\$2.4M	6.6%
Mar '16	\$2.25M	-4.2%



Current Year	\$2.4M	\$2.47M	\$2.47M	\$2.49M	\$2.55M	\$2.58M	\$2.52M	\$2.63M	\$2.71M	\$2.75M	\$2.85M	\$2.95M	\$3.01M
Prior Year	\$2.25M	\$2.27M	\$2.29M	\$2.18M	\$2.15M	\$2.12M	\$2.14M	\$2.17M	\$2.32M	\$2.3M	\$2.32M	\$2.36M	\$2.4M
Percent Change from Prior Year	7%	8%	8%	14%	19%	21%	18%	21%	17%	19%	23%	25%	25%

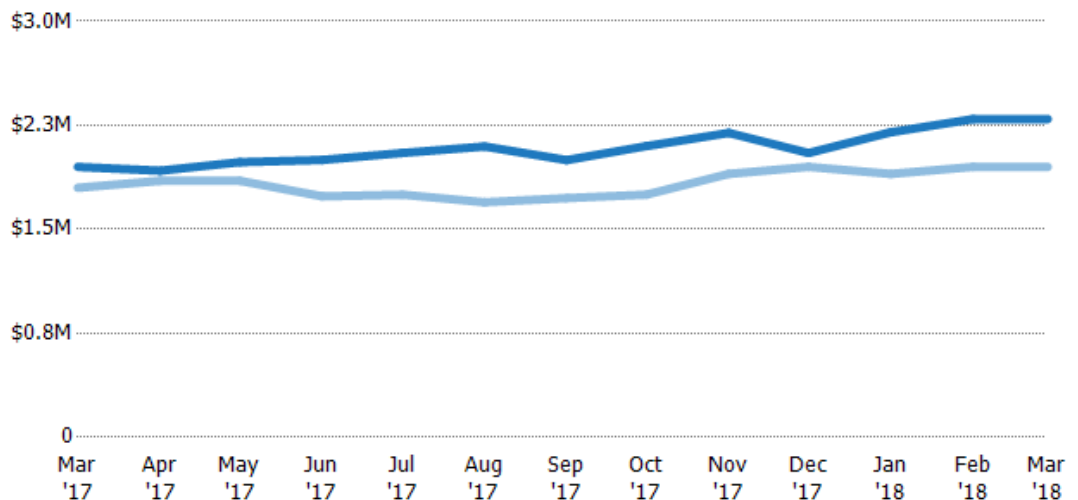
Median Listing Price

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.
Mar '18	\$2.3M	17.7%
Mar '17	\$1.95M	8.4%
Mar '16	\$1.8M	-11.1%



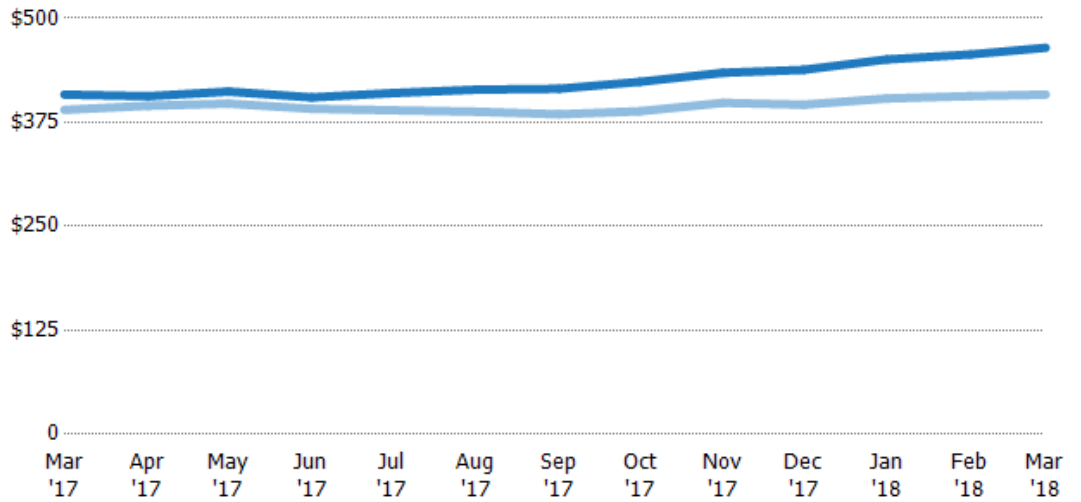
Current Year	\$1.95M	\$1.92M	\$1.98M	\$2M	\$2.05M	\$2.1M	\$2M	\$2.1M	\$2.2M	\$2.05M	\$2.2M	\$2.3M	\$2.3M
Prior Year	\$1.8M	\$1.85M	\$1.85M	\$1.74M	\$1.75M	\$1.7M	\$1.73M	\$1.75M	\$1.9M	\$1.95M	\$1.9M	\$1.95M	\$1.95M
Percent Change from Prior Year	8%	4%	7%	15%	17%	24%	16%	20%	16%	5%	16%	18%	18%

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



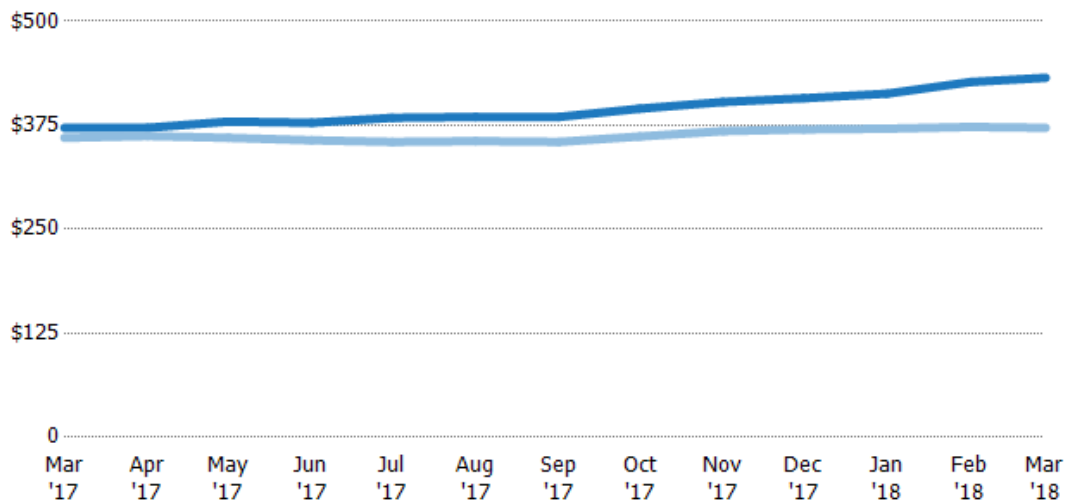
Current Year	\$408	\$406	\$412	\$405	\$410	\$414	\$415	\$424	\$434	\$438	\$451	\$457	\$465
Prior Year	\$390	\$395	\$397	\$391	\$389	\$388	\$385	\$388	\$398	\$396	\$404	\$406	\$408
Percent Change from Prior Year	5%	3%	4%	4%	5%	7%	8%	9%	9%	11%	12%	12%	14%

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



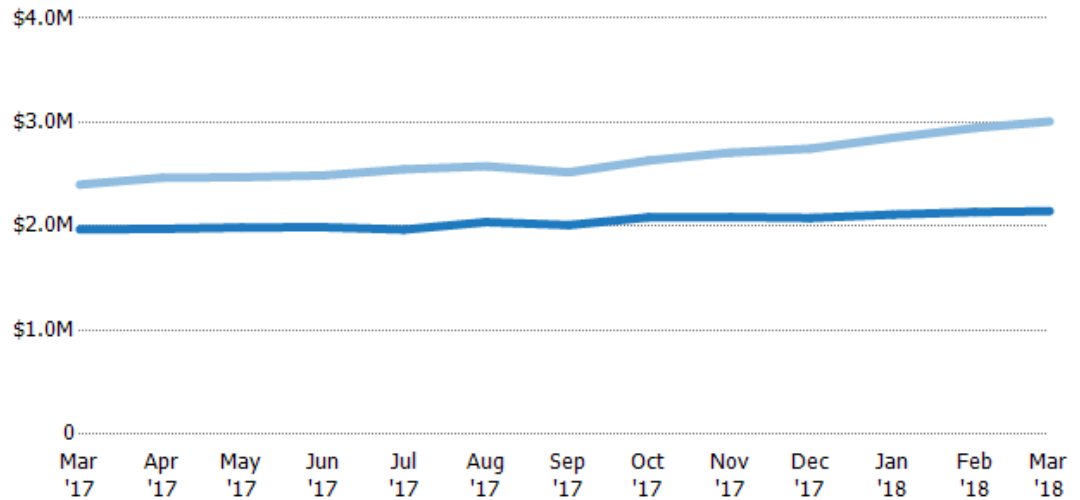
Current Year	\$372	\$372	\$380	\$378	\$384	\$385	\$385	\$395	\$403	\$408	\$413	\$427	\$432
Prior Year	\$360	\$362	\$360	\$357	\$355	\$356	\$355	\$362	\$368	\$370	\$371	\$373	\$372
Percent Change from Prior Year	3%	3%	5%	6%	8%	8%	8%	9%	10%	10%	11%	14%	16%

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



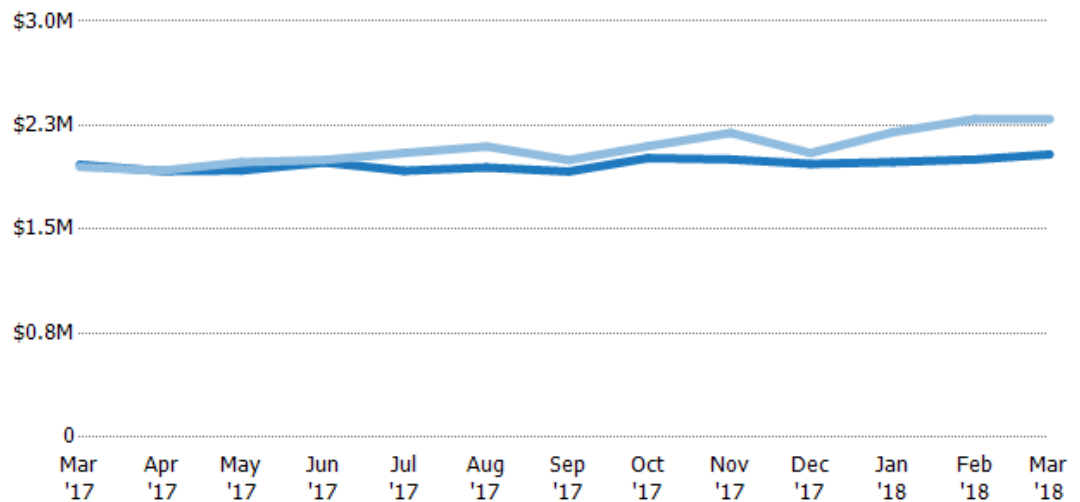
Avg Est Value	\$1.97M	\$1.98M	\$1.99M	\$1.99M	\$1.97M	\$2.04M	\$2.01M	\$2.09M	\$2.09M	\$2.08M	\$2.11M	\$2.14M	\$2.15M
Avg Listing Price	\$2.4M	\$2.47M	\$2.47M	\$2.49M	\$2.55M	\$2.58M	\$2.52M	\$2.63M	\$2.71M	\$2.75M	\$2.85M	\$2.95M	\$3.01M
Avg Listing Price as a % of Avg Est Value	122%	125%	124%	125%	129%	126%	125%	126%	130%	132%	135%	138%	140%

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	\$1.97M	\$1.92M	\$1.92M	\$1.98M	\$1.92M	\$1.95M	\$1.92M	\$2.01M	\$2M	\$1.97M	\$1.98M	\$2M	\$2.04M
Median Listing Price	\$1.95M	\$1.92M	\$1.98M	\$2M	\$2.05M	\$2.1M	\$2M	\$2.1M	\$2.2M	\$2.05M	\$2.2M	\$2.3M	\$2.3M
Med Listing Price as a % of Med Est Value	99%	100%	103%	101%	107%	108%	104%	104%	110%	104%	111%	115%	113%

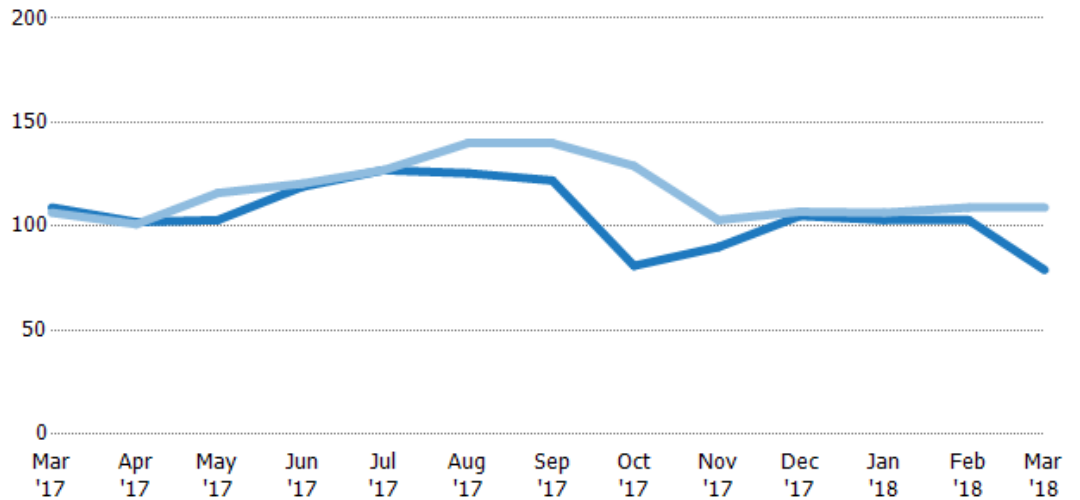
Median Days in RPR

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.
Mar '18	79	-27.5%
Mar '17	109	2.3%
Mar '16	107	-4.2%



Current Year	109	102	103	119	127	126	122	81	90	105	103	103	79
Prior Year	107	101	116	121	127	140	140	129	103	107	107	109	109
Percent Change from Prior Year	2%	1%	-11%	-1%	0%	-10%	-13%	-37%	-13%	-2%	-3%	-6%	-28%

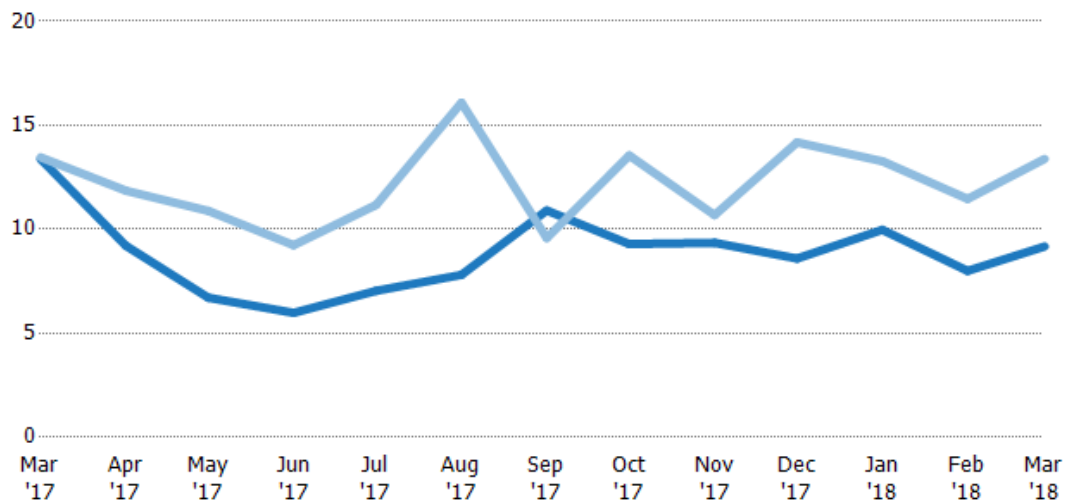
Months of Inventory

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.
Mar '18	9.18	-31.4%
Mar '17	13.4	-0.6%
Mar '16	13.5	38%



Current Year	13.4	9.21	6.71	5.98	7.04	7.81	10.9	9.29	9.35	8.6	9.97	8	9.18
Prior Year	13.5	11.9	10.9	9.23	11.2	16.1	9.58	13.6	10.7	14.2	13.3	11.5	13.4
Percent Change from Prior Year	-1%	-22%	-38%	-35%	-37%	-51%	14%	-31%	-12%	-39%	-25%	-30%	-31%

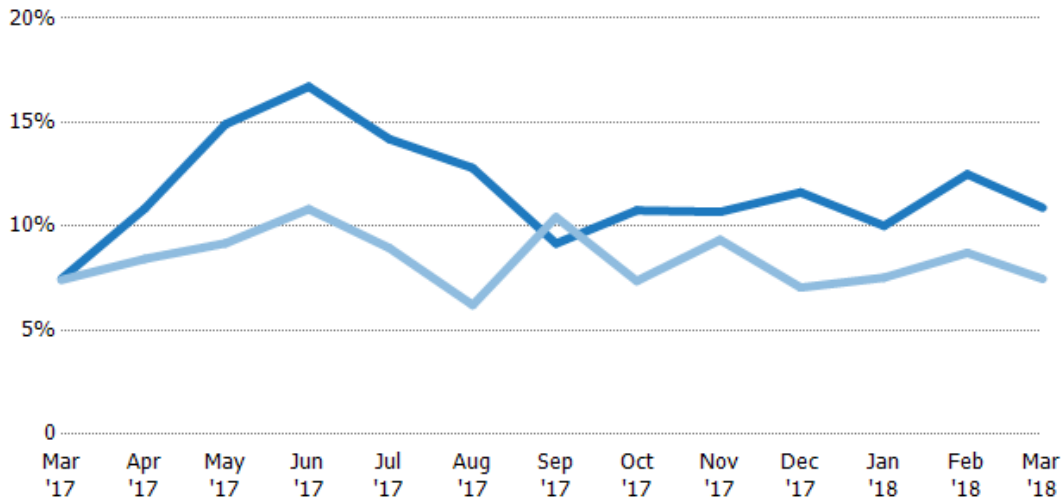
Absorption Rate

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.
Mar '18	11%	-3.4%
Mar '17	7%	-0.1%
Mar '16	7%	-27.5%



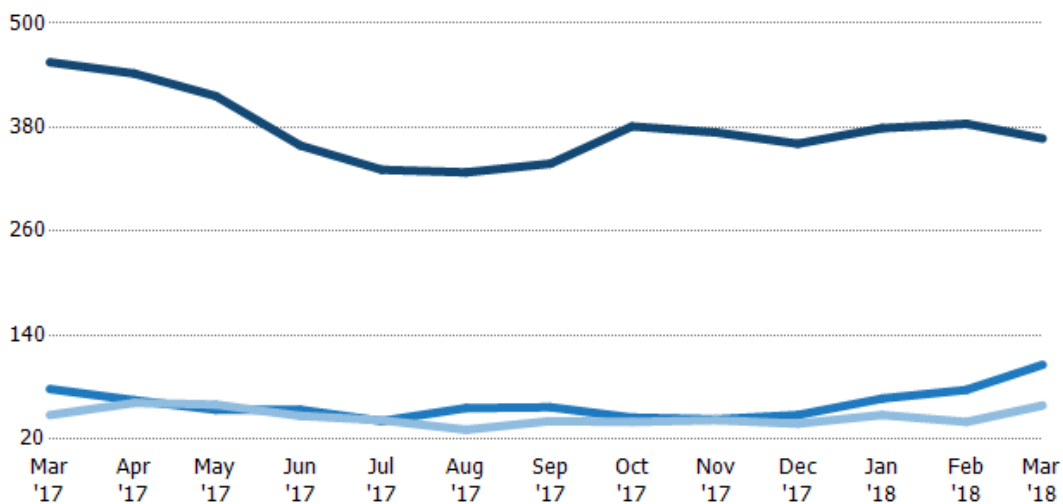
Current Year	7%	11%	15%	17%	14%	13%	9%	11%	11%	12%	10%	13%	11%
Prior Year	7%	8%	9%	11%	9%	6%	10%	7%	9%	7%	8%	9%	7%
Change from Prior Year	0%	-2%	-6%	-6%	-5%	-7%	1%	-3%	-1%	-5%	-2%	-4%	-3%

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	455	442	416	359	331	328	338	381	374	361	379	384	367
Pending	78	65	54	54	41	56	57	45	43	48	67	77	106
Sold	48	62	60	47	42	31	41	40	42	38	48	40	59

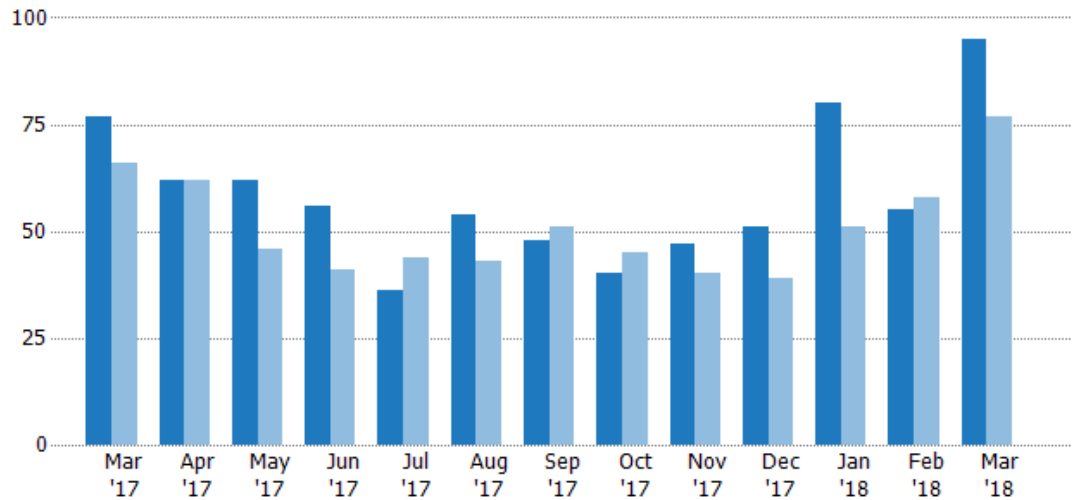
New Pending Sales

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.
Mar '18	95	23.4%
Mar '17	77	16.7%
Mar '16	66	-6.1%



Current Year	77	62	62	56	36	54	48	40	47	51	80	55	95
Prior Year	66	62	46	41	44	43	51	45	40	39	51	58	77
Percent Change from Prior Year	17%	0%	35%	37%	-18%	26%	-6%	-11%	18%	31%	57%	-5%	23%

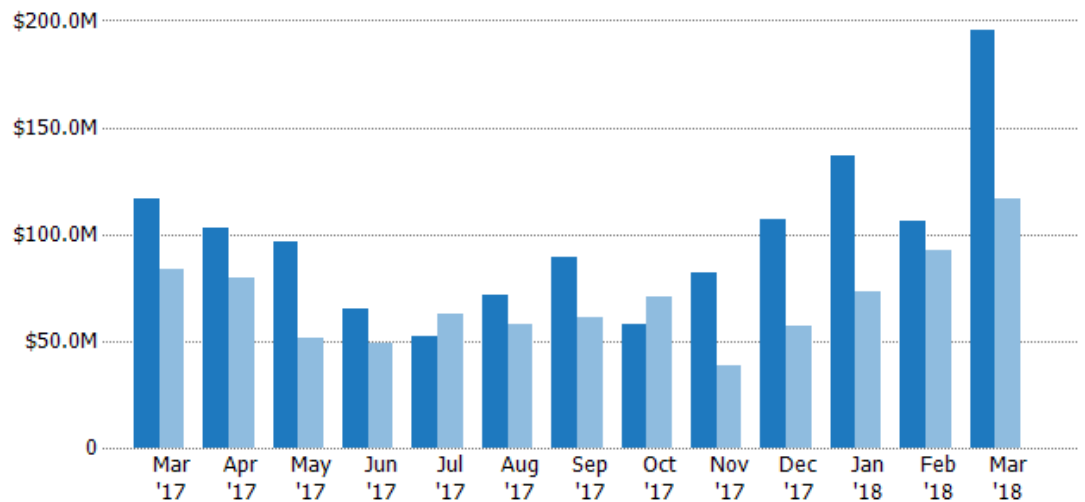
New Pending Sales Volume

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.
Mar '18	\$195M	67.4%
Mar '17	\$117M	39.1%
Mar '16	\$83.9M	10%



Current Year	\$117M	\$103M	\$96.6M	\$64.9M	\$52.2M	\$71.5M	\$88.9M	\$57.6M	\$82M	\$107M	\$137M	\$107M	\$195M
Prior Year	\$83.9M	\$79.7M	\$51.3M	\$49M	\$62.7M	\$58.2M	\$61.1M	\$70.8M	\$38.7M	\$57.2M	\$73.5M	\$92.2M	\$117M
Percent Change from Prior Year	39%	29%	88%	32%	-17%	23%	46%	-19%	112%	87%	86%	16%	67%

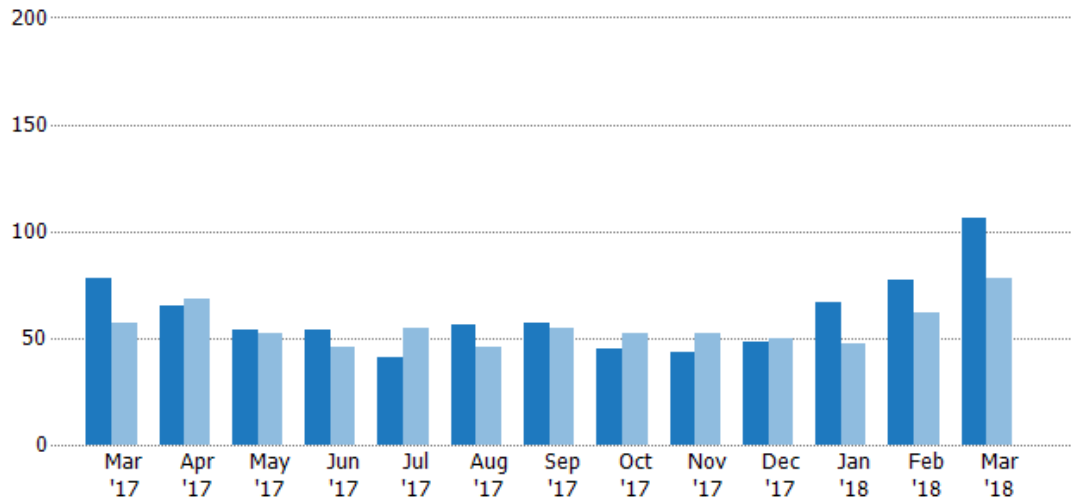
Pending Sales

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.
Mar '18	106	35.9%
Mar '17	78	36.8%
Mar '16	57	8.8%



Current Year	78	65	54	54	41	56	57	45	43	48	67	77	106
Prior Year	57	68	52	46	55	46	55	52	52	50	47	62	78
Percent Change from Prior Year	37%	-4%	4%	17%	-25%	22%	4%	-13%	-17%	-4%	43%	24%	36%

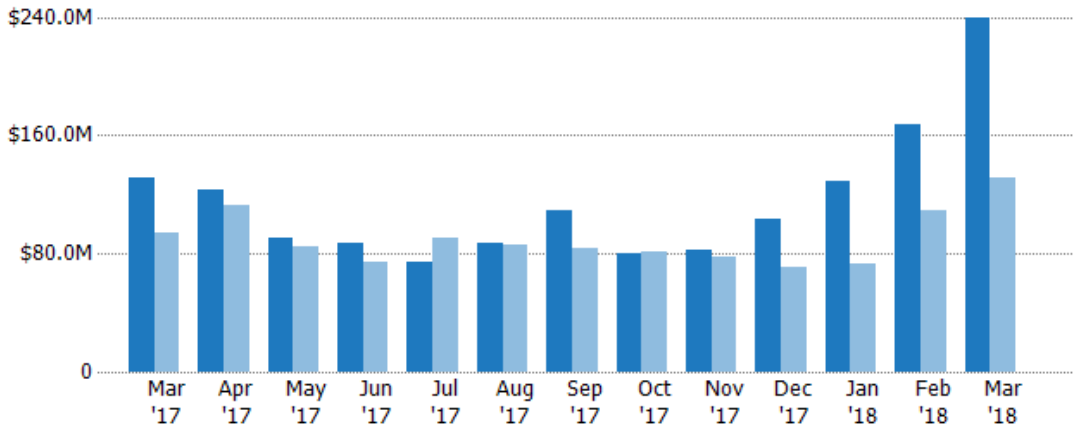
Pending Sales Volume

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.
Mar '18	\$239M	82%
Mar '17	\$131M	39%
Mar '16	\$94.6M	18.2%



Current Year	\$131M	\$124M	\$91.1M	\$87M	\$74.1M	\$86.5M	\$110M	\$80.3M	\$82M	\$103M	\$128M	\$167M	\$239M
Prior Year	\$94.6M	\$113M	\$85.3M	\$74.6M	\$90.9M	\$86.3M	\$83.5M	\$81M	\$77.5M	\$71.1M	\$72.9M	\$109M	\$131M
Percent Change from Prior Year	39%	9%	7%	17%	-19%	0%	31%	-1%	6%	45%	76%	53%	82%

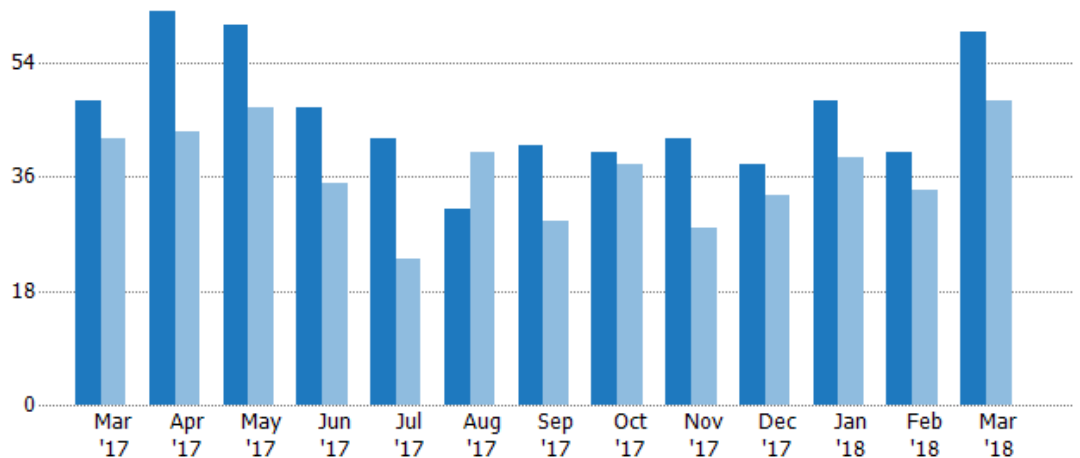
Closed Sales

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.
Mar '18	59	22.9%
Mar '17	48	14.3%
Mar '16	42	0%



Current Year

Prior Year

Percent Change from Prior Year

48	62	60	47	42	31	41	40	42	38	48	40	59
42	43	47	35	23	40	29	38	28	33	39	34	48
14%	44%	28%	34%	83%	-23%	41%	5%	50%	15%	23%	18%	23%

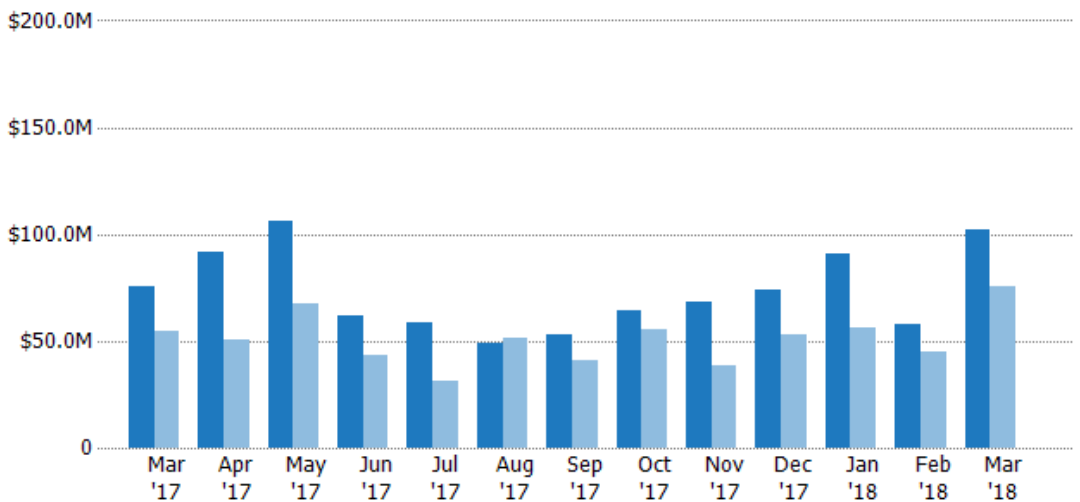
Closed Sales Volume

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.
Mar '18	\$102M	34.5%
Mar '17	\$75.8M	39.5%
Mar '16	\$54.4M	3%



Current Year

Prior Year

Percent Change from Prior Year

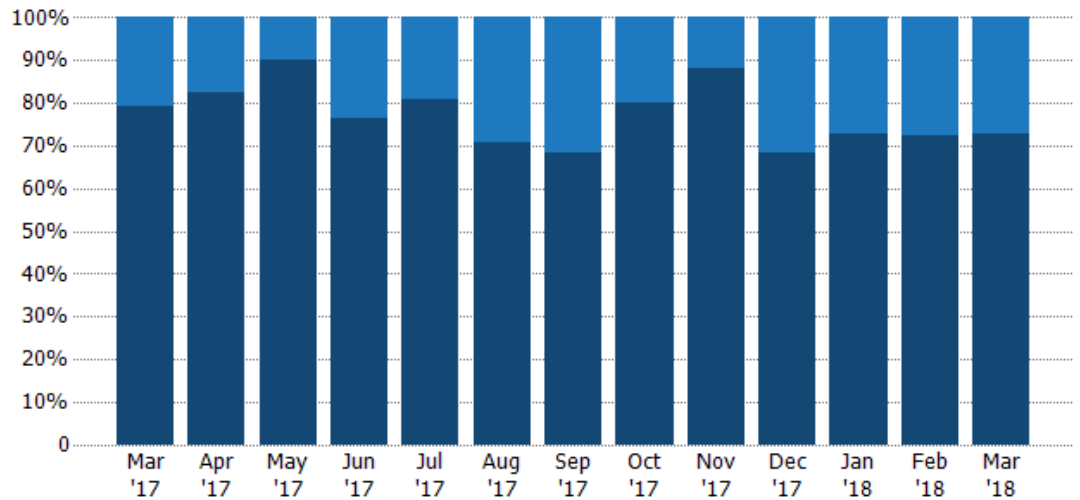
\$75.8M	\$91.8M	\$106M	\$62M	\$58.4M	\$48.9M	\$52.9M	\$64.6M	\$68.4M	\$73.7M	\$90.5M	\$58M	\$102M
\$54.4M	\$50.9M	\$67.5M	\$43.2M	\$31.3M	\$51.8M	\$41.3M	\$55.5M	\$38.3M	\$52.9M	\$55.9M	\$44.7M	\$75.8M
39%	80%	57%	44%	87%	-6%	28%	16%	79%	39%	62%	30%	34%

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

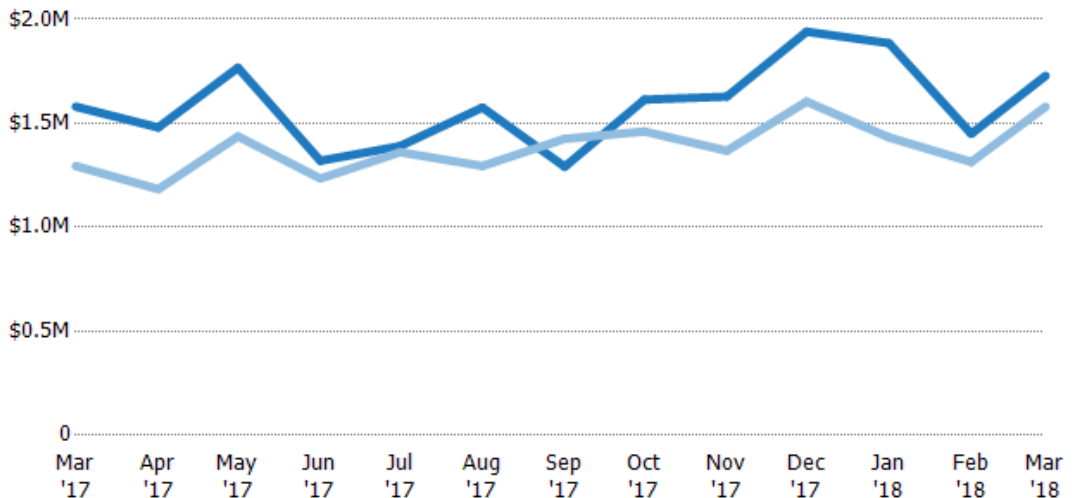
Single Family Residence

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

Prior Year

Percent Change from Prior Year

\$1.58M	\$1.48M	\$1.77M	\$1.32M	\$1.39M	\$1.58M	\$1.29M	\$1.61M	\$1.63M	\$1.94M	\$1.89M	\$1.45M	\$1.73M
\$1.29M	\$1.18M	\$1.44M	\$1.23M	\$1.36M	\$1.29M	\$1.43M	\$1.46M	\$1.37M	\$1.6M	\$1.43M	\$1.31M	\$1.58M
22%	25%	23%	7%	2%	22%	-9%	10%	19%	21%	32%	10%	9%

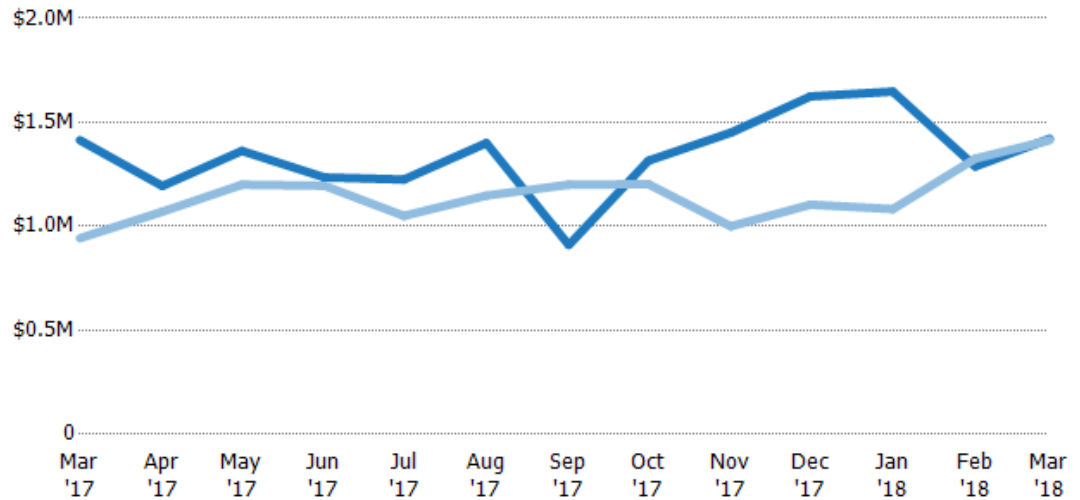
Median Sales Price

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.
Mar '18	\$1.42M	0.5%
Mar '17	\$1.41M	50%
Mar '16	\$943K	32.1%



Current Year	\$1.41M	\$1.19M	\$1.36M	\$1.24M	\$1.23M	\$1.4M	\$910K	\$1.32M	\$1.45M	\$1.62M	\$1.65M	\$1.29M	\$1.42M
Prior Year	\$943K	\$1.07M	\$1.2M	\$1.2M	\$1.05M	\$1.15M	\$1.2M	\$1.2M	\$1M	\$1.1M	\$1.08M	\$1.33M	\$1.41M
Percent Change from Prior Year	50%	12%	14%	3%	17%	22%	-24%	9%	45%	47%	52%	-3%	0%

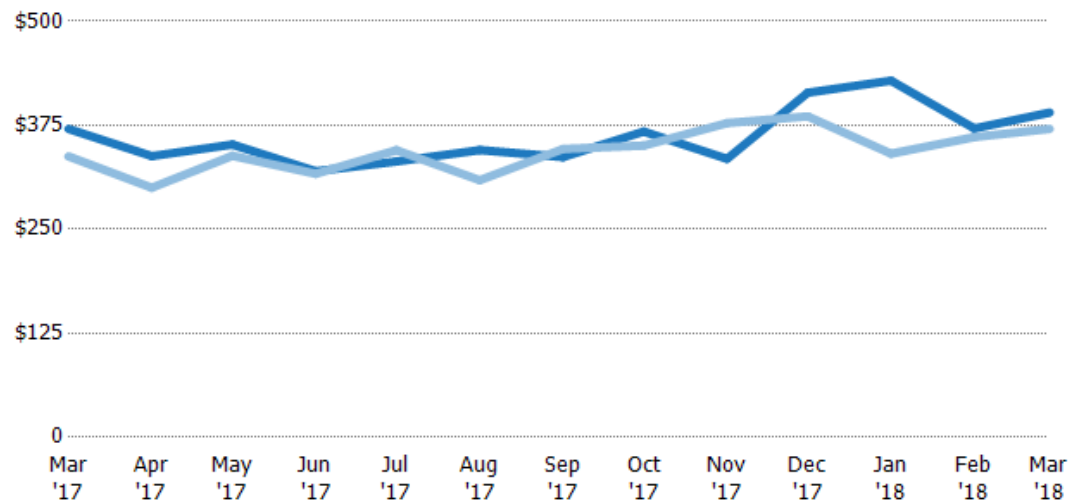
Average Sales Price per Sq Ft

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.
Mar '18	\$390	5.3%
Mar '17	\$371	9.8%
Mar '16	\$338	-9.2%



Current Year	\$371	\$338	\$352	\$320	\$332	\$345	\$337	\$367	\$335	\$414	\$429	\$371	\$390
Prior Year	\$338	\$300	\$338	\$317	\$345	\$309	\$347	\$351	\$378	\$386	\$341	\$361	\$371
Percent Change from Prior Year	10%	13%	4%	1%	-4%	12%	-3%	5%	-11%	7%	26%	3%	5%

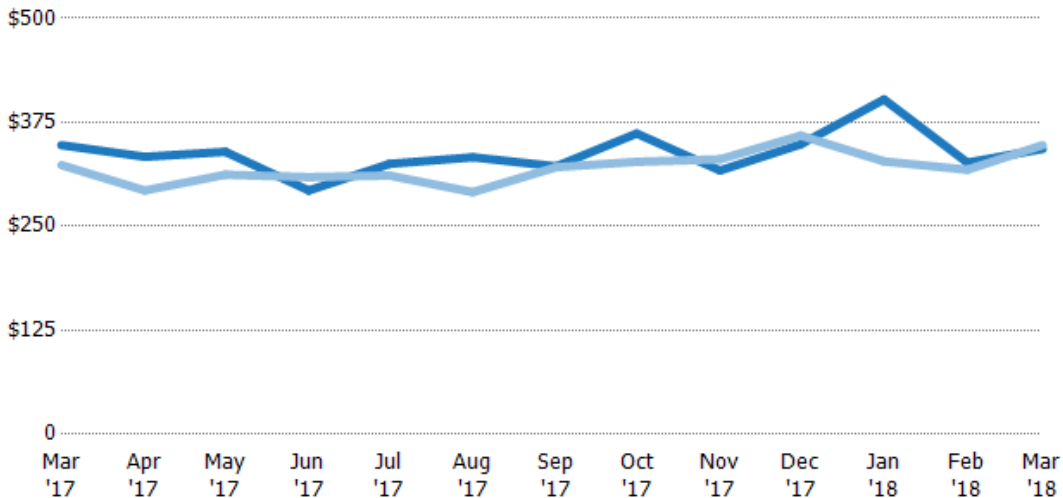
Median Sales Price per Sq Ft

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.
Mar '18	\$343	-1.3%
Mar '17	\$348	7.4%
Mar '16	\$324	-9.7%



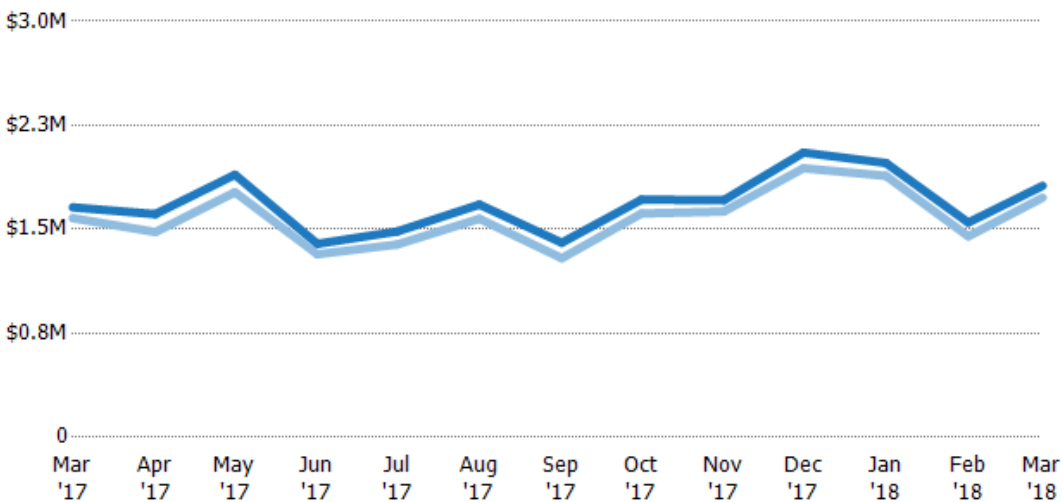
Current Year	\$348	\$334	\$340	\$293	\$325	\$333	\$322	\$362	\$317	\$349	\$403	\$327	\$343
Prior Year	\$324	\$293	\$312	\$309	\$311	\$291	\$321	\$328	\$331	\$359	\$328	\$318	\$348
Percent Change from Prior Year	7%	14%	9%	-5%	5%	14%	0%	10%	-4%	-3%	23%	3%	-1%

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



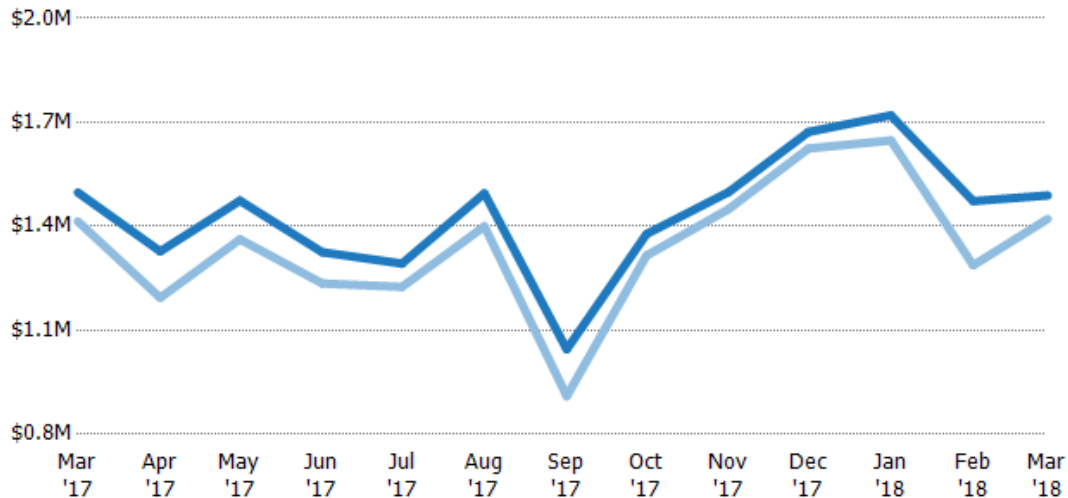
Avg List Price	\$1.66M	\$1.61M	\$1.89M	\$1.39M	\$1.48M	\$1.68M	\$1.4M	\$1.71M	\$1.71M	\$2.05M	\$1.98M	\$1.55M	\$1.81M
Avg Sales Price	\$1.58M	\$1.48M	\$1.77M	\$1.32M	\$1.39M	\$1.58M	\$1.29M	\$1.61M	\$1.63M	\$1.94M	\$1.89M	\$1.45M	\$1.73M
Avg Sales Price as a % of Avg List Price	95%	92%	93%	95%	94%	94%	92%	94%	95%	95%	95%	94%	95%

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



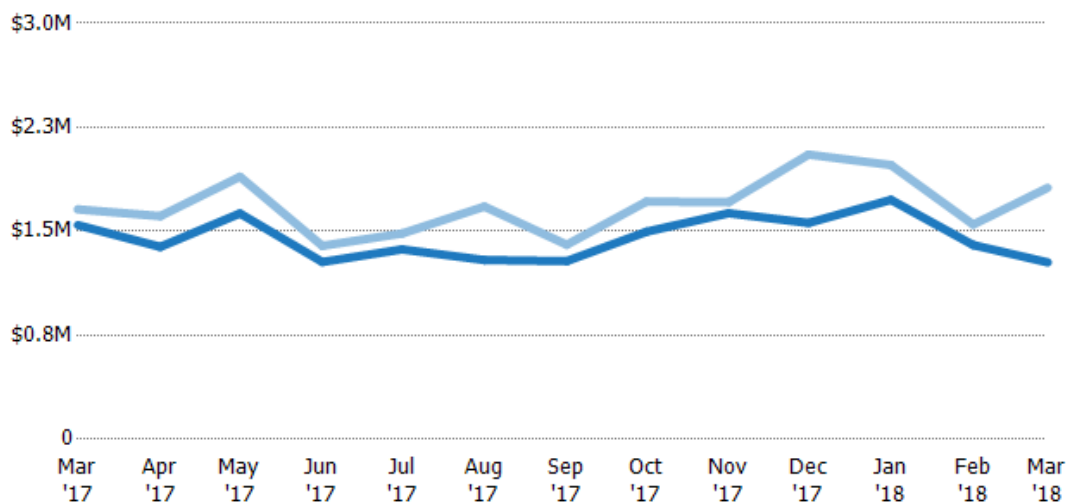
Median List Price	\$1.5M	\$1.33M	\$1.47M	\$1.33M	\$1.29M	\$1.5M	\$1.05M	\$1.38M	\$1.5M	\$1.67M	\$1.72M	\$1.47M	\$1.49M
Median Sales Price	\$1.41M	\$1.19M	\$1.36M	\$1.24M	\$1.23M	\$1.4M	\$910K	\$1.32M	\$1.45M	\$1.62M	\$1.65M	\$1.29M	\$1.42M
Med Sales Price as a % of Med List Price	94%	90%	92%	93%	95%	94%	87%	95%	97%	97%	96%	87%	95%

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



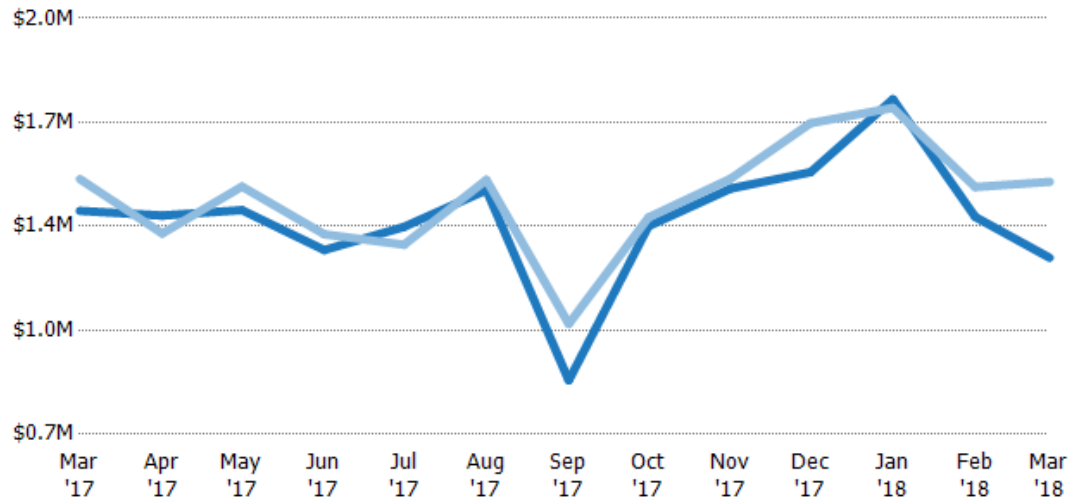
Avg Est Value	\$1.54M	\$1.39M	\$1.63M	\$1.28M	\$1.37M	\$1.29M	\$1.28M	\$1.5M	\$1.63M	\$1.56M	\$1.73M	\$1.4M	\$1.28M
Avg Sales Price	\$1.66M	\$1.61M	\$1.89M	\$1.39M	\$1.48M	\$1.68M	\$1.4M	\$1.71M	\$1.71M	\$2.05M	\$1.98M	\$1.55M	\$1.81M
Avg Sales Price as a % of Avg Est Value	107%	116%	116%	109%	108%	130%	109%	115%	105%	132%	115%	111%	142%

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



Median Est Value	\$1.4M	\$1.38M	\$1.4M	\$1.28M	\$1.35M	\$1.46M	\$868K	\$1.35M	\$1.47M	\$1.52M	\$1.75M	\$1.38M	\$1.25M
Median Sales Price	\$1.5M	\$1.33M	\$1.47M	\$1.33M	\$1.29M	\$1.5M	\$1.05M	\$1.38M	\$1.5M	\$1.67M	\$1.72M	\$1.47M	\$1.49M
Med Sales Price as a % of Med Est Value	107%	96%	105%	104%	96%	102%	120%	102%	102%	110%	98%	107%	119%

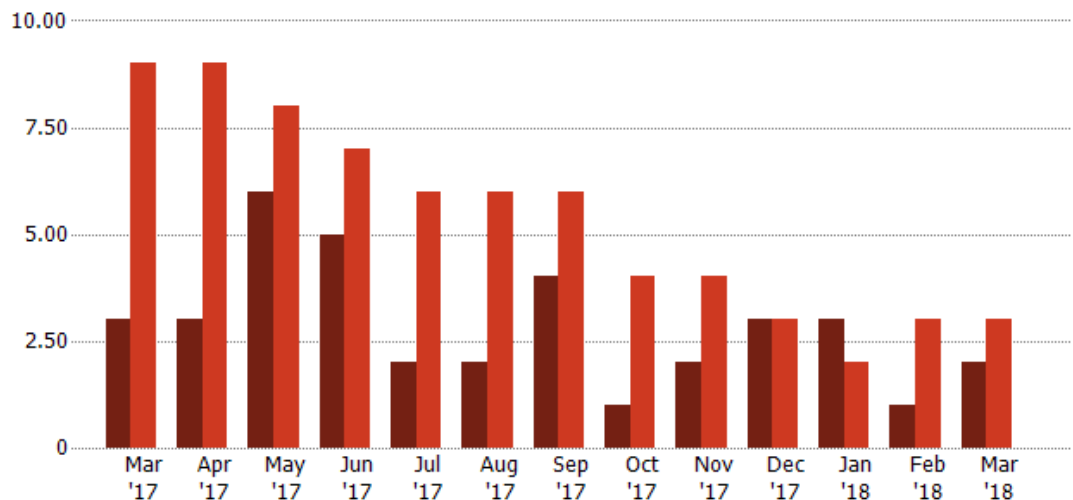
Distressed Listings

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.
Mar '18	2	-33.3%
Mar '17	3	-66.7%
Mar '16	9	-11.1%



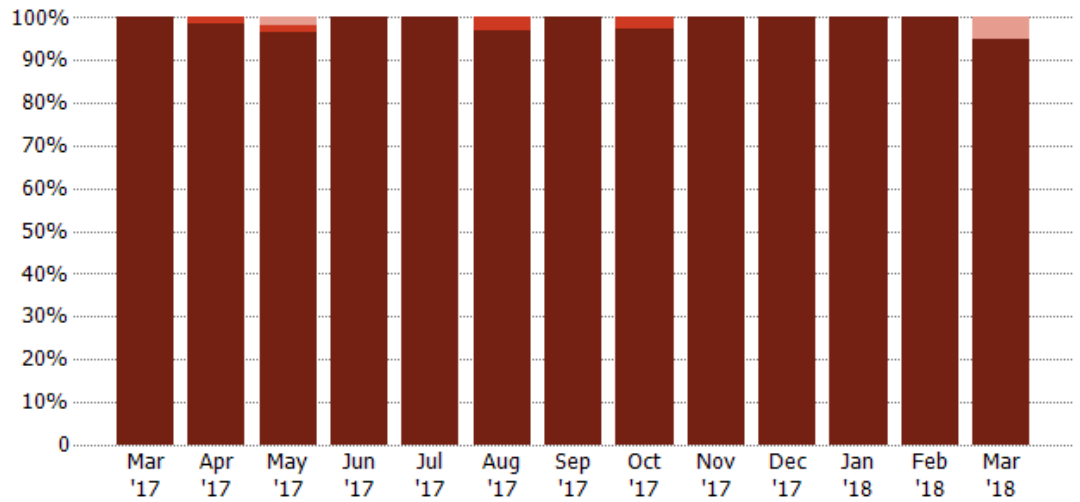
Current Year	3	3	6	5	2	2	4	1	2	3	3	1	2
Prior Year	9	9	8	7	6	6	6	4	4	3	2	3	3
Percent Change from Prior Year	-67%	-67%	-25%	-29%	-67%	-67%	-33%	-75%	-50%	0%	50%	-67%	-33%

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%	-	-	-	-	-	-	-	-	-	5%
Foreclosure	-	2%	2%	-	-	3%	-	3%	-	-	-	-	-
Non-Distressed	100%	98%	97%	100%	100%	97%	100%	98%	100%	100%	100%	100%	95%



Listing Activity by ZIP

Mar 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	367	\$1,103,846,452	\$3,007,756	\$2,295,000	\$465	\$432	6	16.07 %



Sales Activity by ZIP

Mar 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	\$239,246,860	59	\$101,976,114	\$1,813,625	\$1,488,900	\$373	\$323	41