

2019

PARADISE VALLEY

MARKET REPORT

September 2019



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	Sep 2019	Sep 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	82	69	+18.8%	655	588	+11.4%
New Listing Volume	\$221,854,244	\$170,184,960	+30.4%	\$1,514,296,906	\$1,281,711,604	+18.1%
Active Listing Count	262	289	-9.3%	N/A	N/A	
Active Listing Volume	\$809,343,811	\$852,891,023	-5.1%	N/A	N/A	
Average Listing Price	\$3,089,099	\$2,951,180	+4.7%	\$2,926,057	\$2,829,142	+3.4%
Median Listing Price	\$2,336,070	\$2,300,000	+1.6%	\$2,340,048	\$2,215,702	+5.6%
Average Listing Price per Sq Ft	\$500	\$470	+6.3%	\$475	\$449	+5.8%
Median Listing Price per Sq Ft	\$459	\$418	+9.8%	\$441	\$409	+8%
Median Days in RPR	103	121	-14.9%	105.14	109.16	-3.7%
Months of Inventory	7.1	7.6	-6.9%	7.7	7	+10%
Absorption Rate	14.12%	13.15%	+1%	12.92%	14.22%	-1.3%
Sales Activity Charts Metrics						
New Pending Sales Count	46	32	+43.8%	573	475	+20.6%
New Pending Sales Volume	\$76,210,248	\$51,213,800	+48.8%	\$1,167,421,419	\$839,440,962	+39.1%
Pending Sales Count	76	33	+130.3%	N/A	N/A	
Pending Sales Volume	\$164,579,497	\$48,976,199	+236%	N/A	N/A	
Closed Sales Count	41	28	+46.4%	422	396	+6.6%
Closed Sales Volume	\$59,168,553	\$45,380,500	+30.4%	\$800,122,182	\$669,325,751	+19.5%
Average Sales Price	\$1,443,135	\$1,620,732	-11%	\$1,896,024	\$1,690,217	+12.2%
Median Sales Price	\$1,273,500	\$1,402,500	-9.2%	\$1,469,776	\$1,462,775	+0.5%
Average Sales Price per Sq Ft	\$377	\$382	-1.4%	\$404	\$390	+3.6%
Median Sales Price per Sq Ft	\$335	\$337	-0.6%	\$364	\$360	+1.2%
Distressed Charts Metrics						
Distressed Listing Count	1	2	-50%	N/A	N/A	

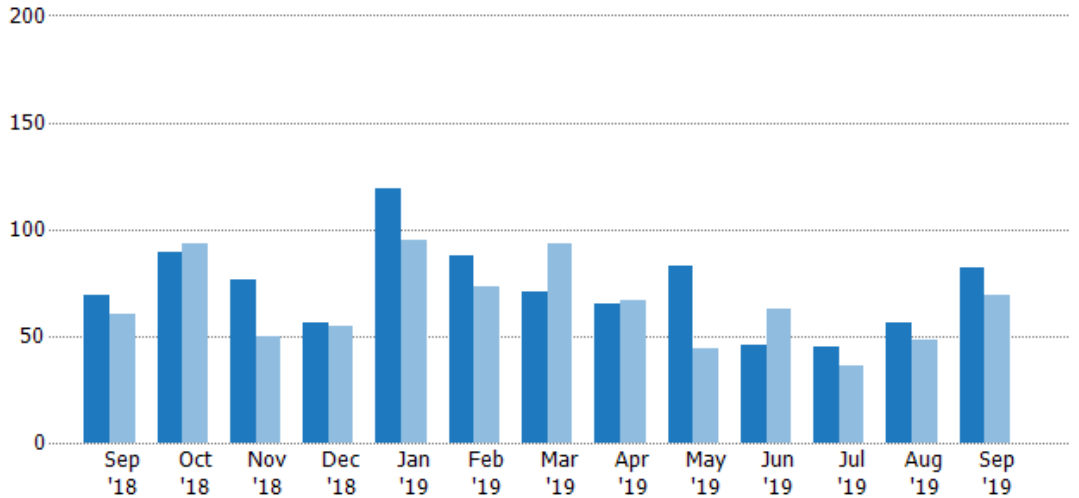
New Listings

The number of new residential 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.
Sep '19	82	18.8%
Sep '18	69	15%
Sep '17	60	8.3%



Current Year	69	89	76	56	119	88	71	65	83	46	45	56	82
Prior Year	60	93	50	55	95	73	93	67	44	63	36	48	69
Percent Change from Prior Year	15%	-4%	52%	2%	25%	21%	-24%	-3%	89%	-27%	25%	17%	19%

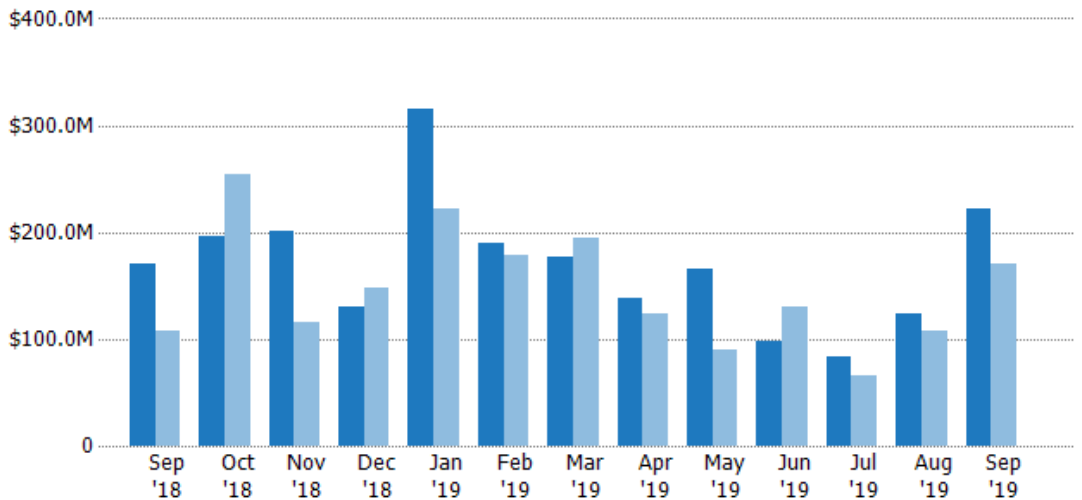
New Listing Volume

The sum of the listing price of residential 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.
Sep '19	\$222M	30.4%
Sep '18	\$170M	59%
Sep '17	\$107M	7.3%



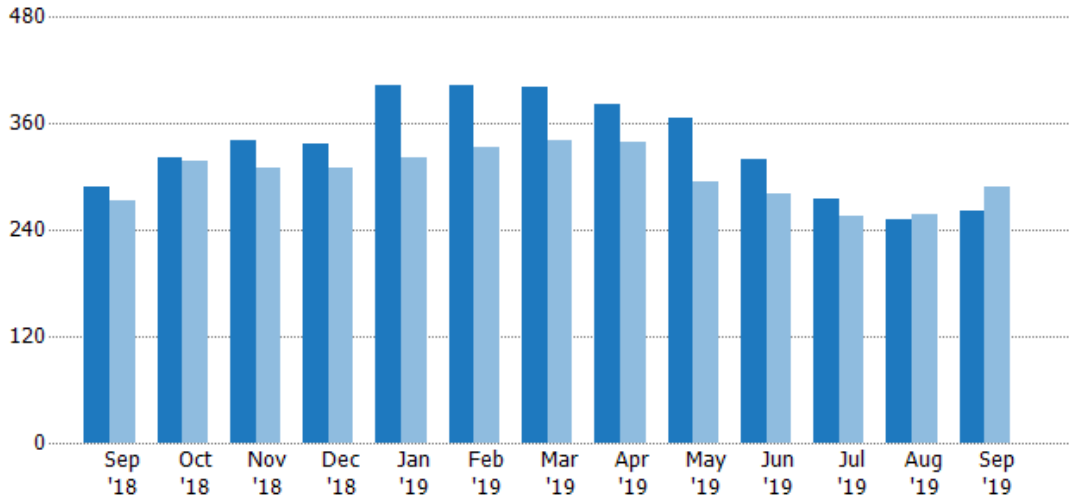
Current Year	\$170M	\$196M	\$202M	\$130M	\$315M	\$190M	\$177M	\$139M	\$166M	\$97.9M	\$84.1M	\$124M	\$222M
Prior Year	\$107M	\$254M	\$116M	\$148M	\$222M	\$179M	\$194M	\$124M	\$89.7M	\$130M	\$65.2M	\$108M	\$170M
Percent Change from Prior Year	59%	-23%	74%	-12%	42%	6%	-9%	12%	85%	-25%	29%	15%	30%

Active Listings

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

Filters Used

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



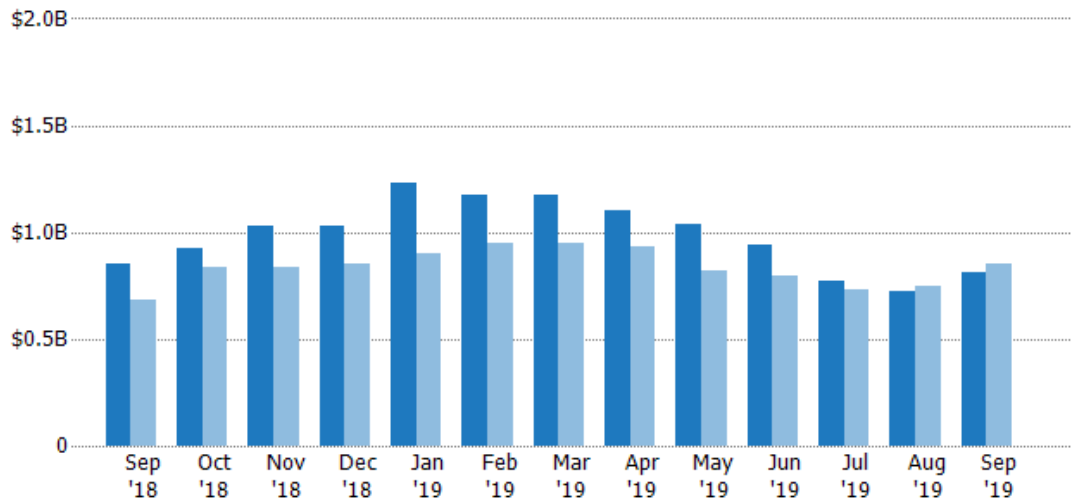
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	289	322	341	337	403	404	402	381	366	319	276	251	262
Prior Year	274	317	310	309	321	334	341	340	295	280	256	258	289
Percent Change from Prior Year	5%	2%	10%	9%	26%	21%	18%	12%	24%	14%	8%	-3%	-9%

Active Listing Volume

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

Filters Used

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$853M	\$927M	\$1.03B	\$1.03B	\$1.23B	\$1.17B	\$1.18B	\$1.1B	\$1.04B	\$944M	\$775M	\$721M	\$809M
Prior Year	\$684M	\$834M	\$835M	\$852M	\$902M	\$949M	\$953M	\$929M	\$819M	\$796M	\$730M	\$748M	\$853M
Percent Change from Prior Year	25%	11%	23%	21%	36%	23%	24%	19%	27%	19%	6%	-4%	-5%

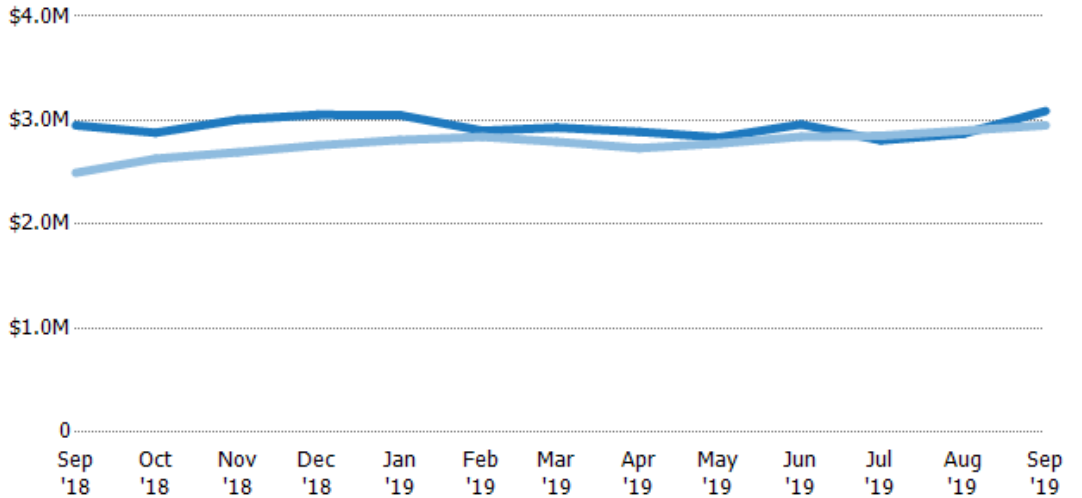
Average Listing Price

The average listing price of active residential 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.
Sep '19	\$3.09M	4.7%
Sep '18	\$2.95M	18.3%
Sep '17	\$2.5M	-9.8%



Current Year	\$2.95M	\$2.88M	\$3.01M	\$3.05M	\$3.05M	\$2.9M	\$2.93M	\$2.89M	\$2.84M	\$2.96M	\$2.81M	\$2.87M	\$3.09M
Prior Year	\$2.5M	\$2.63M	\$2.69M	\$2.76M	\$2.81M	\$2.84M	\$2.79M	\$2.73M	\$2.78M	\$2.84M	\$2.85M	\$2.9M	\$2.95M
Percent Change from Prior Year	18%	9%	12%	11%	8%	2%	5%	6%	2%	4%	-2%	-1%	5%

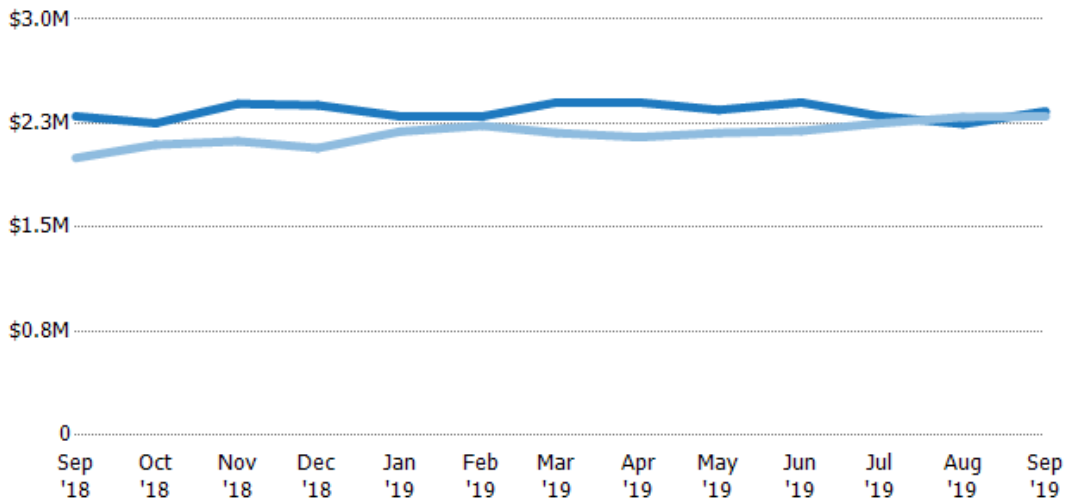
Median Listing Price

The median listing price of active residential 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.
Sep '19	\$2.34M	1.6%
Sep '18	\$2.3M	15%
Sep '17	\$2M	-12.5%



Current Year	\$2.3M	\$2.25M	\$2.39M	\$2.38M	\$2.3M	\$2.3M	\$2.4M	\$2.4M	\$2.35M	\$2.4M	\$2.3M	\$2.25M	\$2.34M
Prior Year	\$2M	\$2.1M	\$2.12M	\$2.07M	\$2.19M	\$2.23M	\$2.18M	\$2.15M	\$2.18M	\$2.2M	\$2.25M	\$2.3M	\$2.3M
Percent Change from Prior Year	15%	7%	13%	15%	5%	3%	10%	12%	8%	9%	2%	-2%	2%

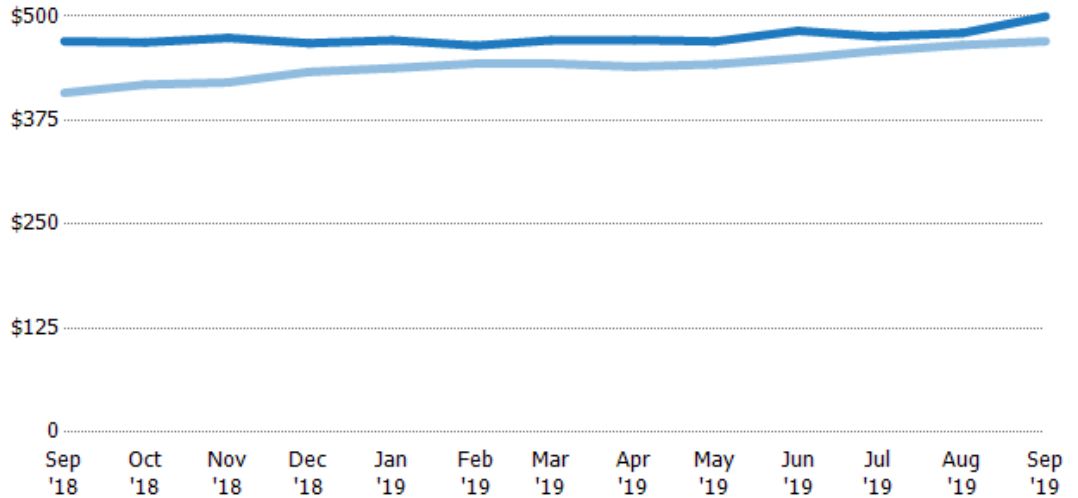
Average Listing Price per Sq Ft

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.
Sep '19	\$500	6.3%
Sep '18	\$470	15.2%
Sep '17	\$408	-7.1%



Current Year	\$470	\$469	\$474	\$468	\$471	\$465	\$471	\$471	\$470	\$483	\$476	\$480	\$500
Prior Year	\$408	\$418	\$420	\$433	\$438	\$443	\$443	\$439	\$442	\$450	\$458	\$465	\$470
Percent Change from Prior Year	15%	12%	13%	8%	8%	5%	6%	7%	6%	7%	4%	3%	6%

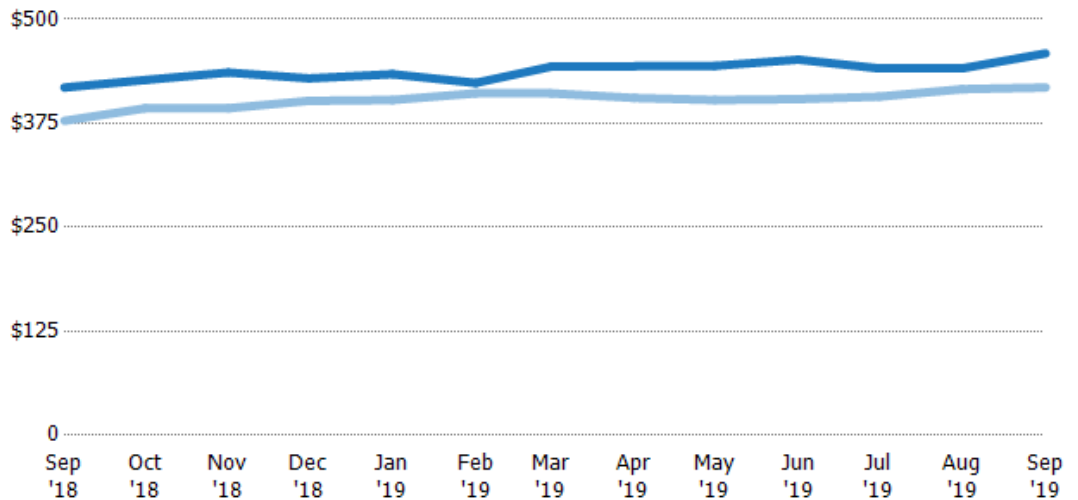
Median Listing Price per Sq Ft

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.
Sep '19	\$459	9.8%
Sep '18	\$418	10.6%
Sep '17	\$378	-6.9%



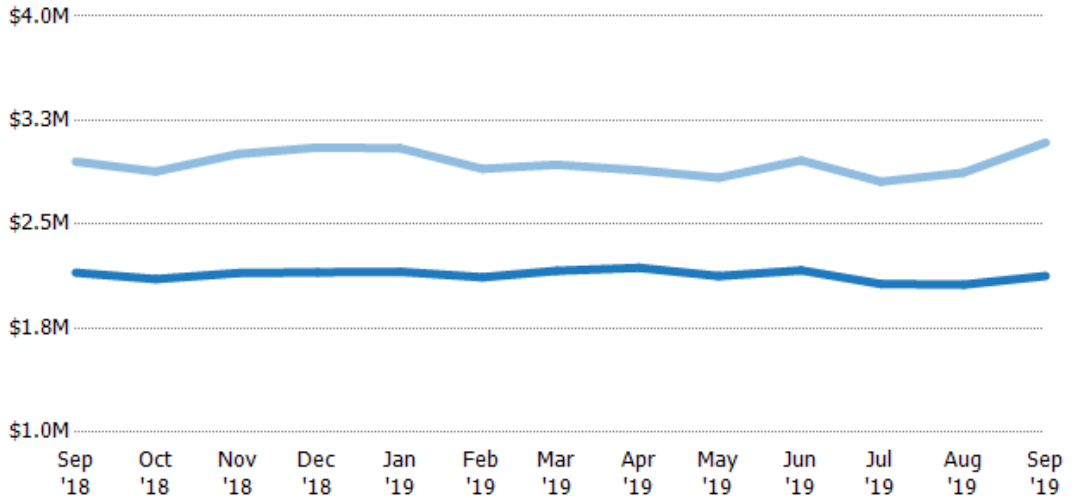
Current Year	\$418	\$427	\$436	\$429	\$434	\$424	\$443	\$444	\$444	\$452	\$441	\$441	\$459
Prior Year	\$378	\$393	\$393	\$402	\$403	\$411	\$411	\$406	\$403	\$404	\$407	\$416	\$418
Percent Change from Prior Year	11%	9%	11%	7%	8%	3%	8%	9%	10%	12%	8%	6%	10%

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



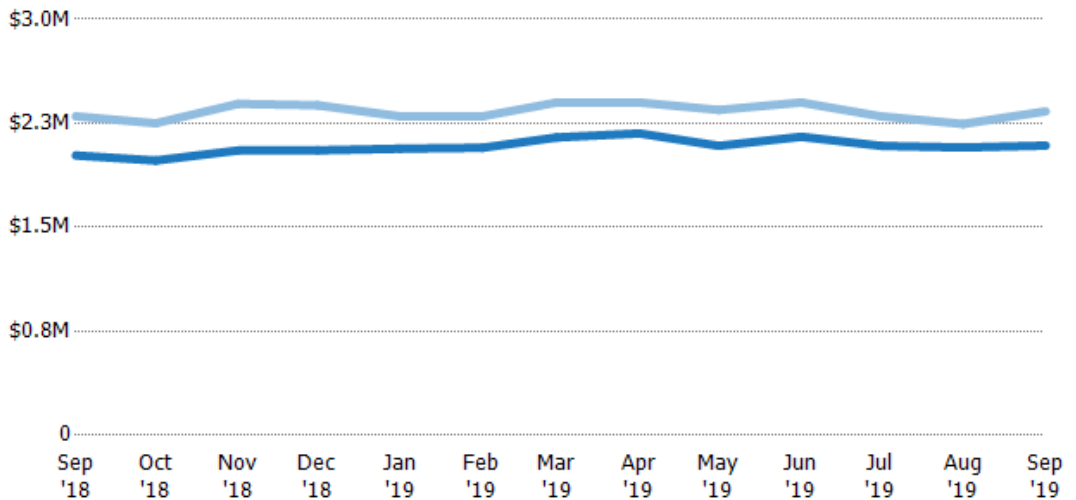
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$2.15M	\$2.1M	\$2.15M	\$2.15M	\$2.16M	\$2.12M	\$2.16M	\$2.19M	\$2.13M	\$2.17M	\$2.07M	\$2.06M	\$2.13M
Avg Listing Price	\$2.95M	\$2.88M	\$3.01M	\$3.05M	\$3.05M	\$2.9M	\$2.93M	\$2.89M	\$2.84M	\$2.96M	\$2.81M	\$2.87M	\$3.09M
Avg Listing Price as a % of Avg Est Value	137%	137%	140%	142%	141%	137%	135%	132%	133%	137%	136%	139%	145%

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$2.02M	\$1.98M	\$2.05M	\$2.06M	\$2.07M	\$2.07M	\$2.15M	\$2.18M	\$2.09M	\$2.15M	\$2.09M	\$2.08M	\$2.09M
Median Listing Price	\$2.3M	\$2.25M	\$2.39M	\$2.38M	\$2.3M	\$2.3M	\$2.4M	\$2.4M	\$2.35M	\$2.4M	\$2.3M	\$2.25M	\$2.34M
Med Listing Price as a % of Med Est Value	114%	114%	116%	116%	111%	111%	112%	110%	112%	111%	110%	108%	112%

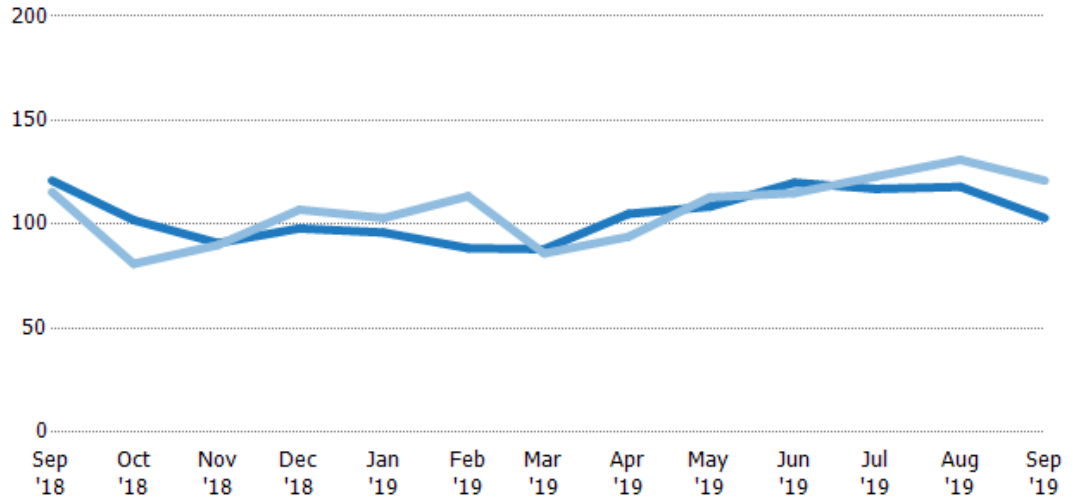
Median Days in RPR

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.
Sep '19	103	-14.9%
Sep '18	121	4.8%
Sep '17	116	16.9%



Current Year	121	102	91	98	96	88.5	88	105	109	120	117	118	103
Prior Year	116	81	90	107	103	114	86	94	113	115	123	131	121
Percent Change from Prior Year	5%	26%	1%	-8%	-7%	-22%	2%	12%	-4%	4%	-5%	-10%	-15%

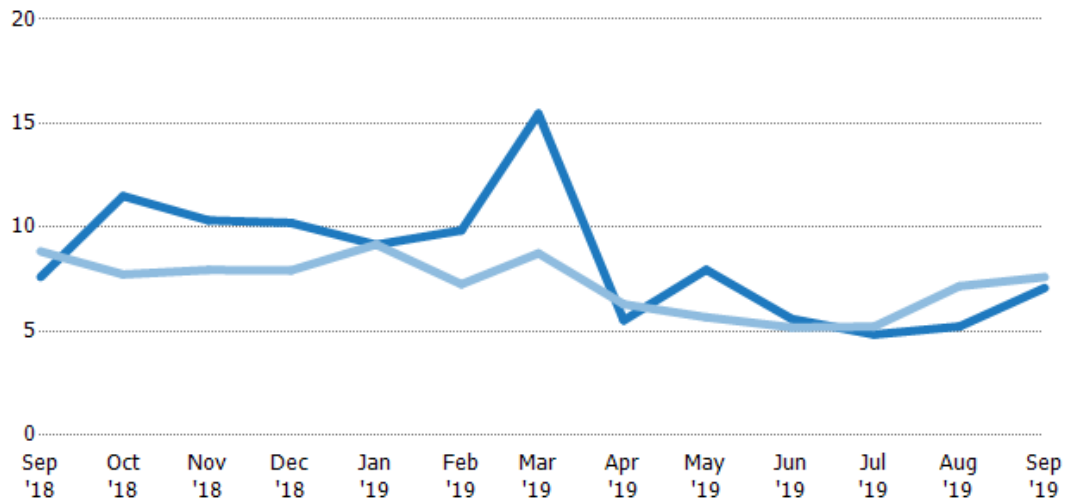
Months of Inventory

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.
Sep '19	7.08	-6.9%
Sep '18	7.61	-14%
Sep '17	8.84	-9.8%



Current Year	7.61	11.5	10.3	10.2	9.16	9.85	15.5	5.52	7.96	5.6	4.84	5.23	7.08
Prior Year	8.84	7.73	7.95	7.92	9.17	7.26	8.74	6.3	5.67	5.19	5.22	7.17	7.61
Percent Change from Prior Year	-14%	49%	30%	29%	0%	36%	77%	-12%	40%	8%	-7%	-27%	-7%

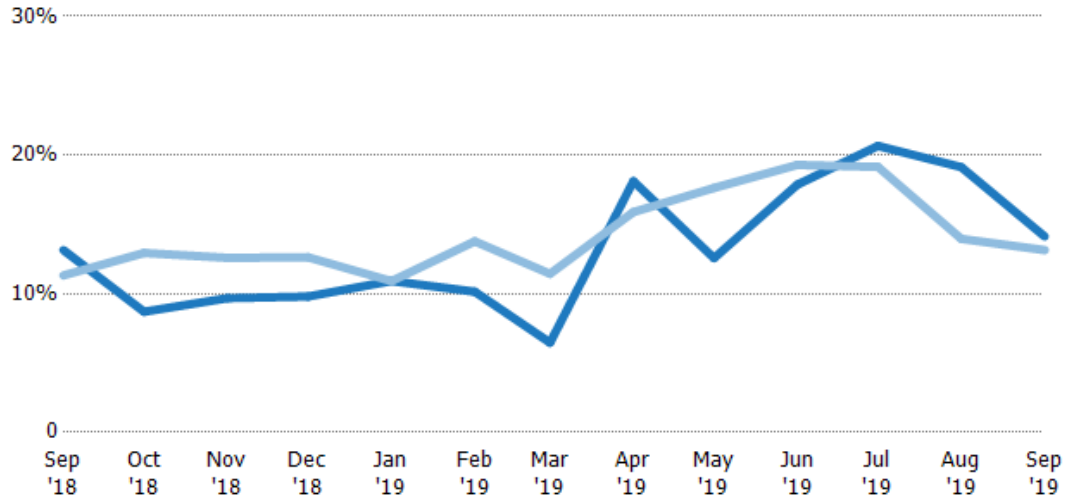
Absorption Rate

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.
Sep '19	14%	-1%
Sep '18	13%	-1.8%
Sep '17	11%	10.9%



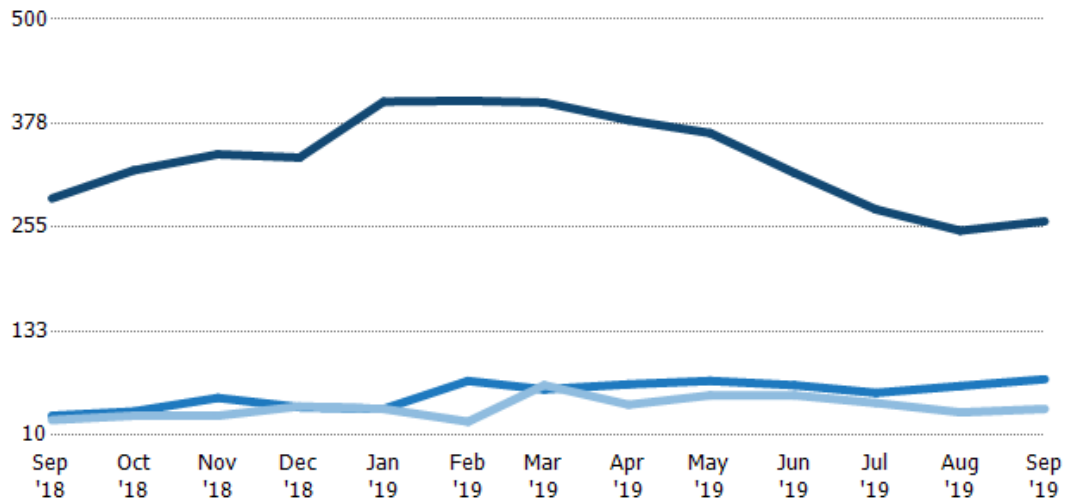
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	13%	9%	10%	10%	11%	10%	6%	18%	13%	18%	21%	19%	14%
Prior Year	11%	13%	13%	13%	11%	14%	11%	16%	18%	19%	19%	14%	13%
Change from Prior Year	-2%	4%	3%	3%	0%	4%	5%	-2%	5%	1%	-2%	-5%	-1%

Active/Pending/Sold Units

The number of residential 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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Active	289	322	341	337	403	404	402	381	366	319	276	251	262
Pending	33	38	54	43	41	74	64	70	74	69	60	68	76
Sold	28	33	33	44	41	26	69	46	57	57	48	37	41

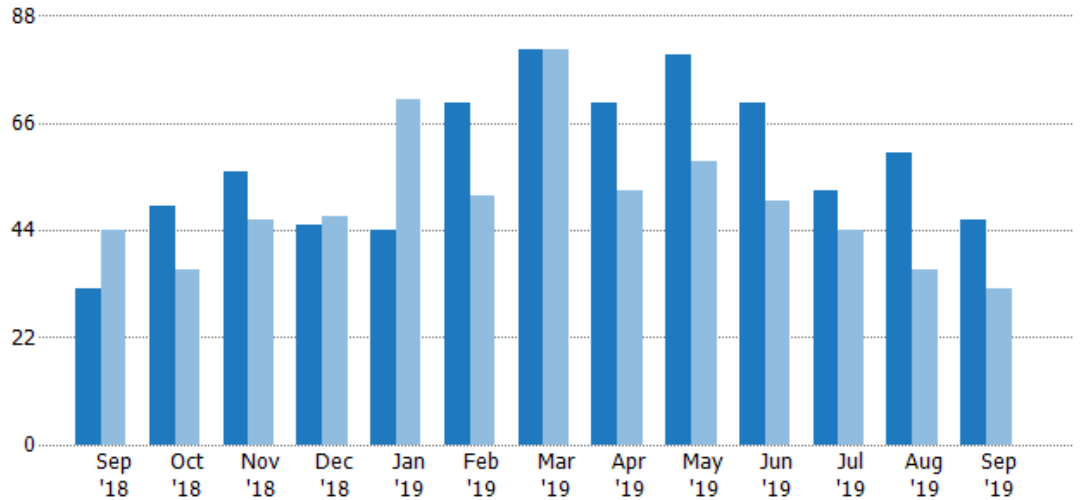
New Pending Sales

The number of residential 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.
Sep '19	46	43.8%
Sep '18	32	-27.3%
Sep '17	44	-6.8%



Current Year	32	49	56	45	44	70	81	70	80	70	52	60	46
Prior Year	44	36	46	47	71	51	81	52	58	50	44	36	32
Percent Change from Prior Year	-27%	36%	22%	-4%	-38%	37%	0%	35%	38%	40%	18%	67%	44%

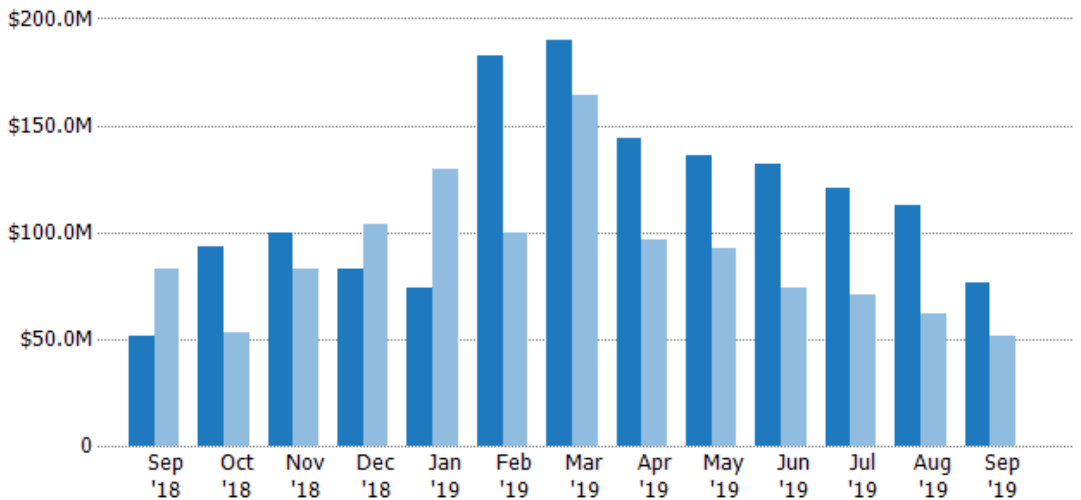
New Pending Sales Volume

The sum of the sales price of residential 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.
Sep '19	\$76.2M	48.8%
Sep '18	\$51.2M	-37.9%
Sep '17	\$82.5M	-27.1%



Current Year	\$51.2M	\$93.4M	\$100M	\$82.6M	\$73.9M	\$183M	\$190M	\$144M	\$136M	\$132M	\$120M	\$112M	\$76.2M
Prior Year	\$82.5M	\$53M	\$82.5M	\$103M	\$129M	\$100M	\$164M	\$96.2M	\$92.1M	\$74.1M	\$70.9M	\$61.8M	\$51.2M
Percent Change from Prior Year	-38%	76%	21%	-20%	-43%	83%	16%	49%	48%	78%	70%	82%	49%

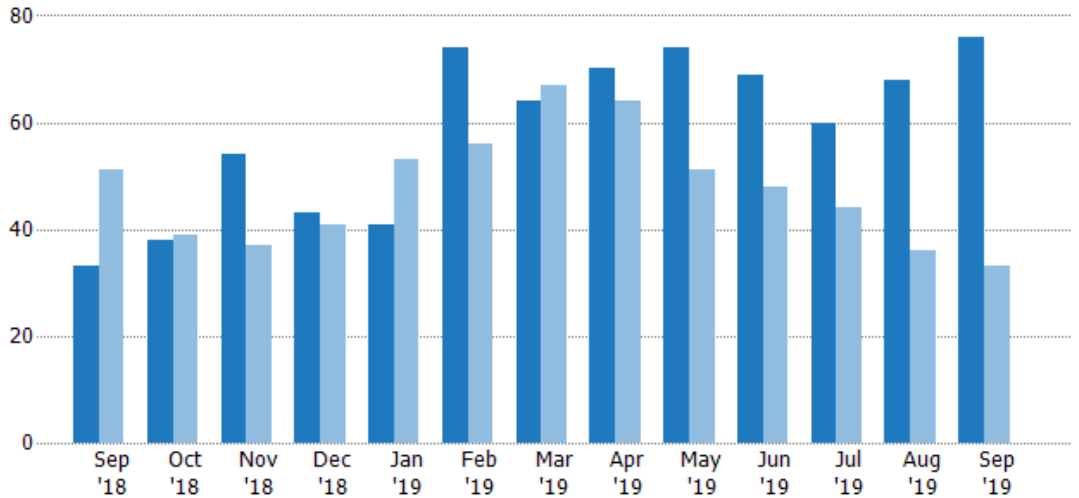
Pending Sales

The number of residential 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.
Sep '19	76	130.3%
Sep '18	33	-35.3%
Sep '17	51	-17.6%



Current Year	33	38	54	43	41	74	64	70	74	69	60	68	76
Prior Year	51	39	37	41	53	56	67	64	51	48	44	36	33
Percent Change from Prior Year	-35%	-3%	46%	5%	-23%	32%	-4%	9%	45%	44%	36%	89%	130%

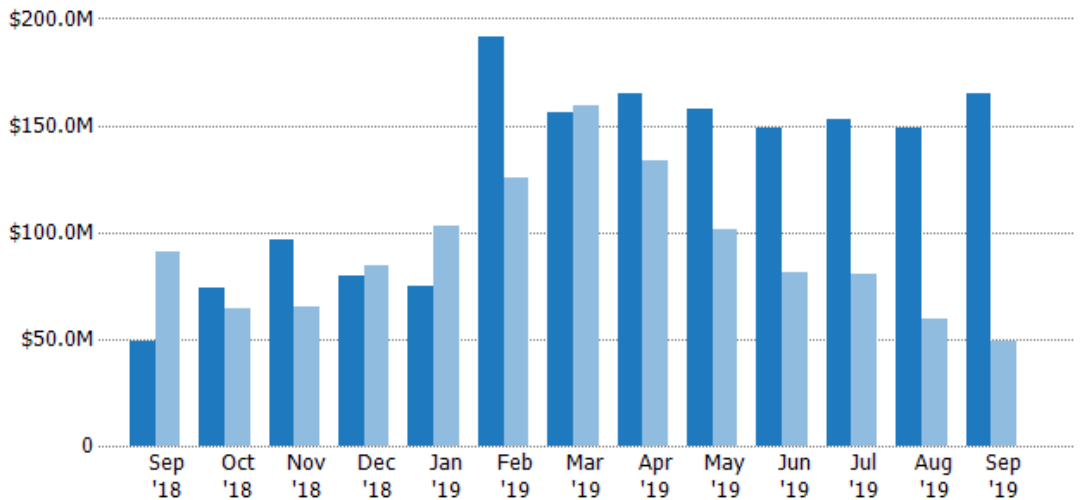
Pending Sales Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Sep '19	\$165M	236%
Sep '18	\$49M	-45.9%
Sep '17	\$90.6M	-25.5%



Current Year	\$49M	\$73.6M	\$96.3M	\$79.7M	\$75.1M	\$192M	\$156M	\$165M	\$157M	\$149M	\$153M	\$148M	\$165M
Prior Year	\$90.6M	\$64.6M	\$64.8M	\$84.3M	\$103M	\$126M	\$160M	\$133M	\$101M	\$81.2M	\$80.2M	\$59.5M	\$49M
Percent Change from Prior Year	-46%	14%	49%	-5%	-27%	53%	-2%	24%	56%	84%	91%	149%	236%

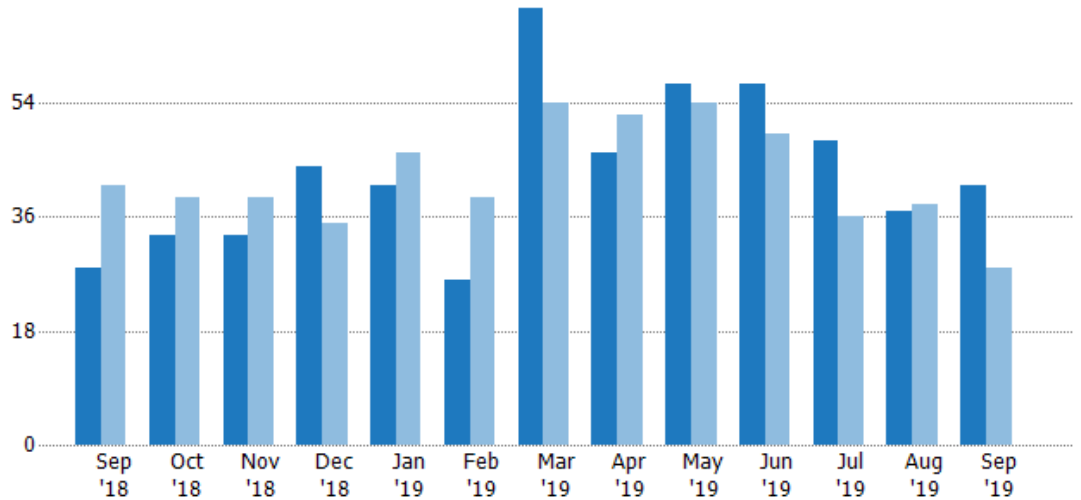
Closed Sales

The total number of residential 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.
Sep '19	41	46.4%
Sep '18	28	-31.7%
Sep '17	41	-39%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	28	33	33	44	41	26	69	46	57	57	48	37	41
Prior Year	41	39	39	35	46	39	54	52	54	49	36	38	28
Percent Change from Prior Year	-32%	-15%	-15%	26%	-11%	-33%	28%	-12%	6%	16%	33%	-3%	46%

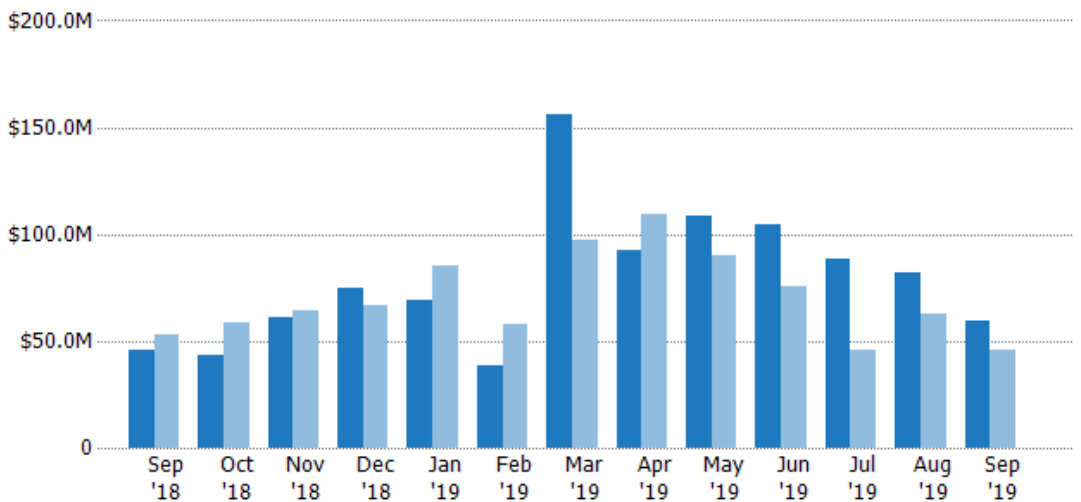
Closed Sales Volume

The sum of the sales price of residential 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.
Sep '19	\$59.2M	30.4%
Sep '18	\$45.4M	-14.3%
Sep '17	\$52.9M	-28.3%



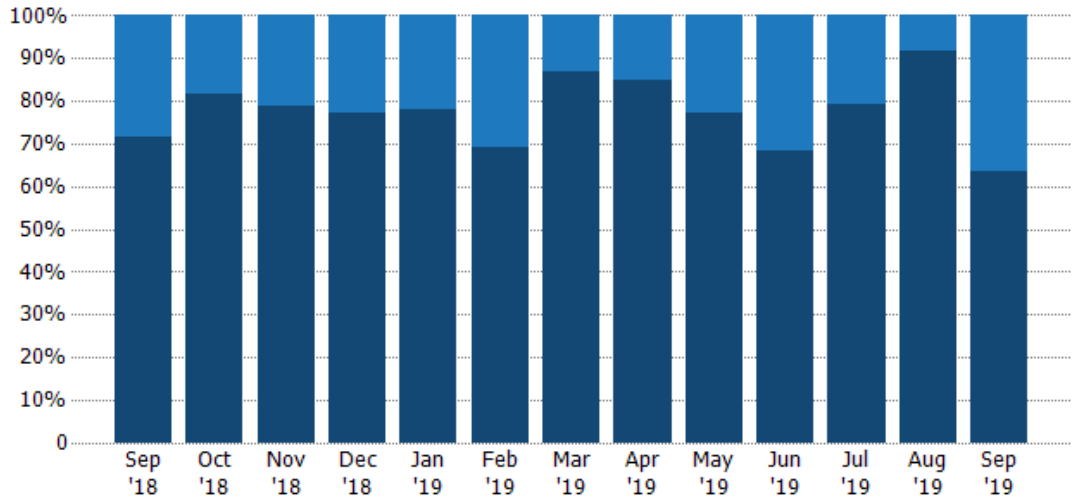
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$45.4M	\$43M	\$61.1M	\$74.8M	\$69.3M	\$38.8M	\$156M	\$92.8M	\$108M	\$105M	\$88.5M	\$82.2M	\$59.2M
Prior Year	\$52.9M	\$58.3M	\$64.2M	\$66.5M	\$85.6M	\$57.9M	\$97.5M	\$109M	\$89.9M	\$75.5M	\$45.4M	\$62.9M	\$45.4M
Percent Change from Prior Year	-14%	-26%	-5%	12%	-19%	-33%	60%	-15%	21%	38%	95%	31%	30%

Closed Sales by Property Type

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

Filters Used

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



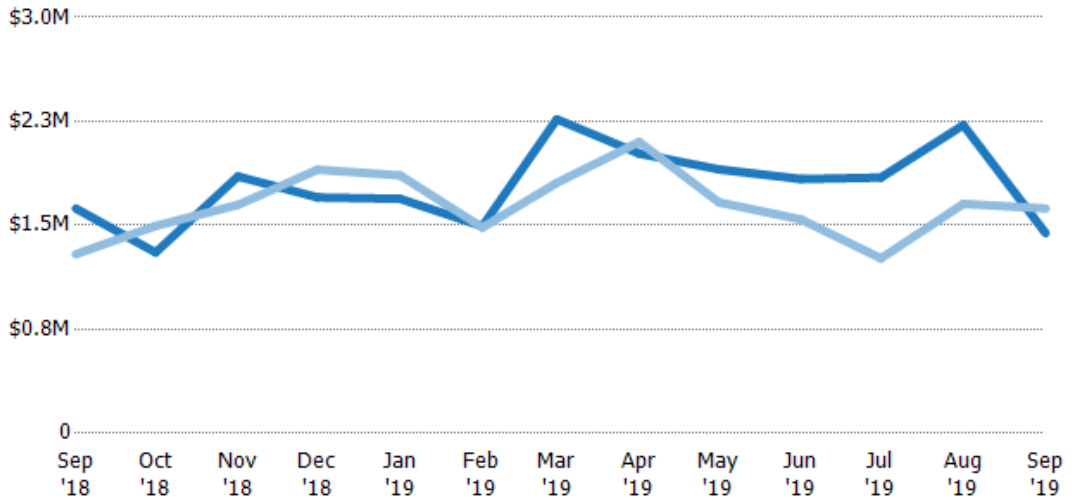
Condo/Townhouse	29%	18%	21%	23%	22%	31%	13%	15%	23%	32%	21%	8%	37%
Single Family Residence	71%	82%	79%	77%	78%	69%	87%	85%	77%	68%	79%	92%	63%

Average Sales Price

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

Filters Used

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



Current Year	\$1.62M	\$1.3M	\$1.85M	\$1.7M	\$1.69M	\$1.49M	\$2.26M	\$2.02M	\$1.9M	\$1.83M	\$1.84M	\$2.22M	\$1.44M
Prior Year	\$1.29M	\$1.5M	\$1.65M	\$1.9M	\$1.86M	\$1.48M	\$1.81M	\$2.1M	\$1.67M	\$1.54M	\$1.26M	\$1.65M	\$1.62M
Percent Change from Prior Year	26%	-13%	12%	-11%	-9%	1%	25%	-4%	14%	19%	46%	34%	-11%

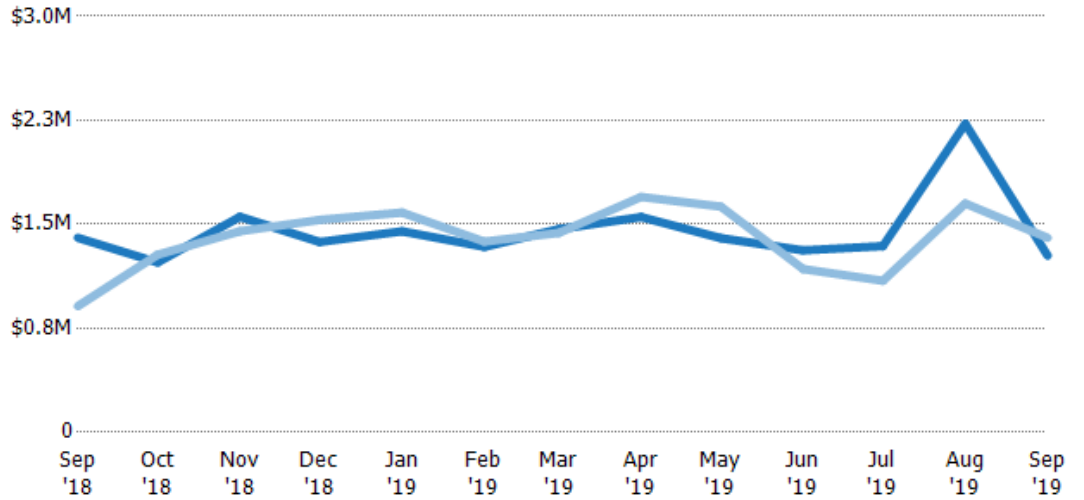
Median Sales Price

The median sales price of the residential 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.
Sep '19	\$1.27M	-9.2%
Sep '18	\$1.4M	54.1%
Sep '17	\$910K	42.3%



Current Year	\$1.4M	\$1.23M	\$1.55M	\$1.37M	\$1.45M	\$1.34M	\$1.47M	\$1.55M	\$1.4M	\$1.31M	\$1.34M	\$2.23M	\$1.27M
Prior Year	\$910K	\$1.28M	\$1.45M	\$1.53M	\$1.58M	\$1.38M	\$1.44M	\$1.7M	\$1.63M	\$1.18M	\$1.09M	\$1.65M	\$1.4M
Percent Change from Prior Year	54%	-4%	7%	-10%	-9%	-3%	2%	-9%	-14%	11%	23%	35%	-9%

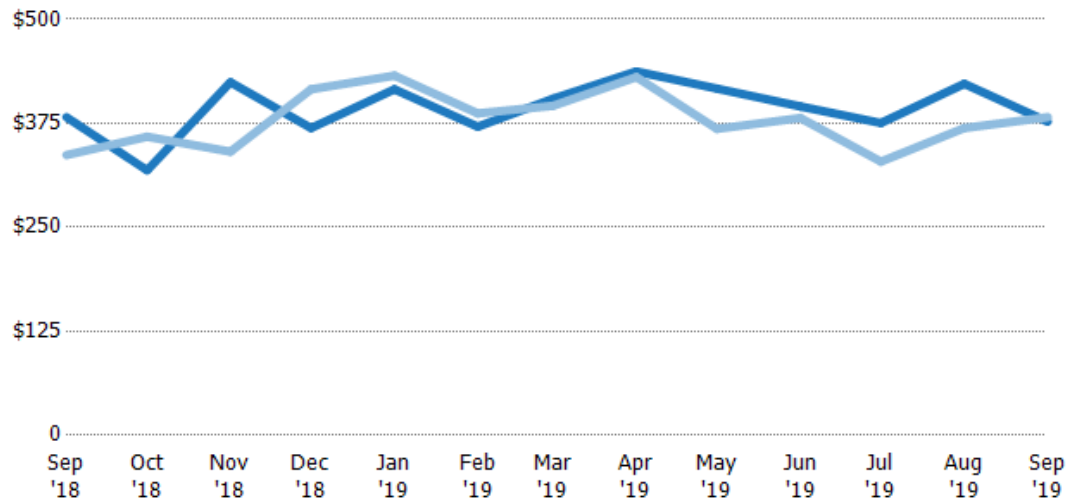
Average Sales Price per Sq Ft

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.
Sep '19	\$377	-1.4%
Sep '18	\$382	13.5%
Sep '17	\$337	6.1%



Current Year	\$382	\$318	\$424	\$369	\$416	\$371	\$404	\$437	\$417	\$395	\$375	\$422	\$377
Prior Year	\$337	\$359	\$341	\$416	\$432	\$387	\$396	\$431	\$368	\$381	\$329	\$369	\$382
Percent Change from Prior Year	13%	-11%	24%	-11%	-4%	-4%	2%	2%	13%	4%	14%	14%	-1%

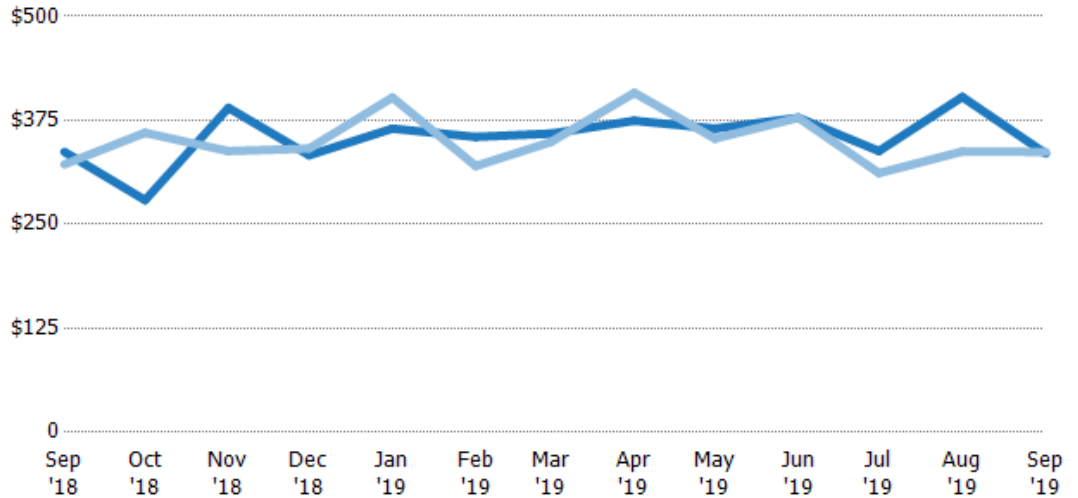
Median Sales Price per Sq Ft

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.
Sep '19	\$335	-0.6%
Sep '18	\$337	4.7%
Sep '17	\$322	1.2%



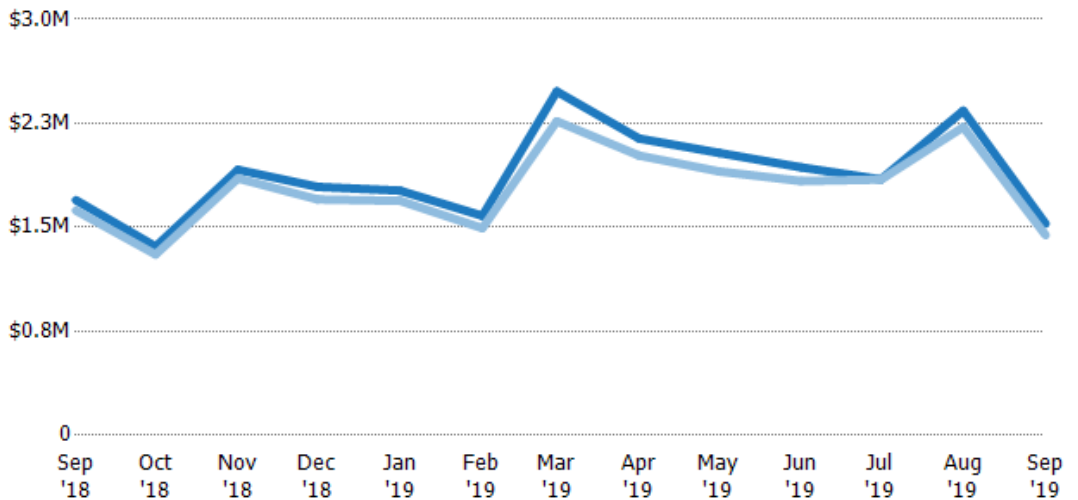
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$337	\$279	\$390	\$333	\$365	\$355	\$359	\$375	\$365	\$378	\$338	\$403	\$335
Prior Year	\$322	\$360	\$338	\$341	\$403	\$320	\$349	\$408	\$353	\$378	\$312	\$338	\$337
Percent Change from Prior Year	5%	-23%	15%	-2%	-9%	11%	3%	-8%	3%	0%	9%	19%	-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



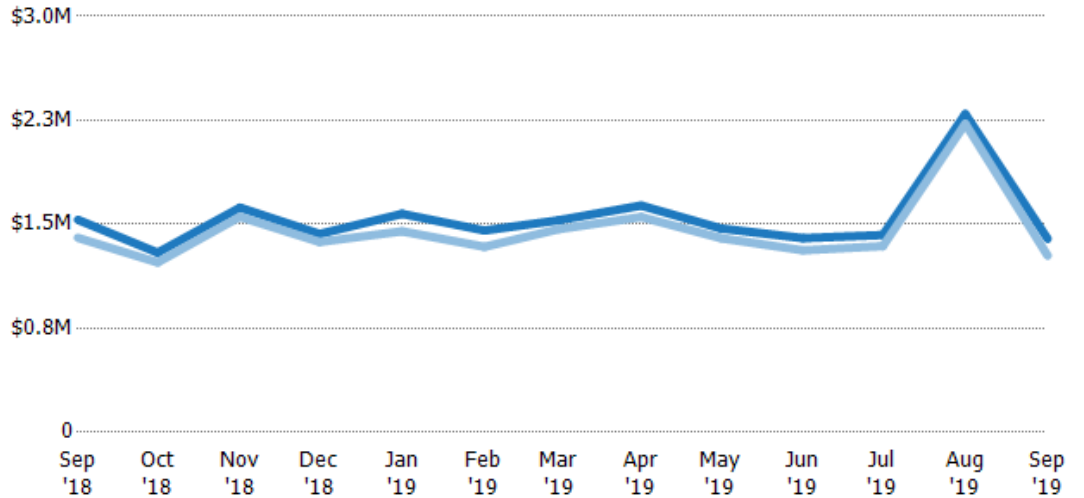
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg List Price	\$1.7M	\$1.36M	\$1.91M	\$1.79M	\$1.76M	\$1.58M	\$2.48M	\$2.14M	\$2.04M	\$1.93M	\$1.85M	\$2.34M	\$1.53M
Avg Sales Price	\$1.62M	\$1.3M	\$1.85M	\$1.7M	\$1.69M	\$1.49M	\$2.26M	\$2.02M	\$1.9M	\$1.83M	\$1.84M	\$2.22M	\$1.44M
Avg Sales Price as a % of Avg List Price	96%	96%	97%	95%	96%	94%	91%	94%	93%	95%	100%	95%	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



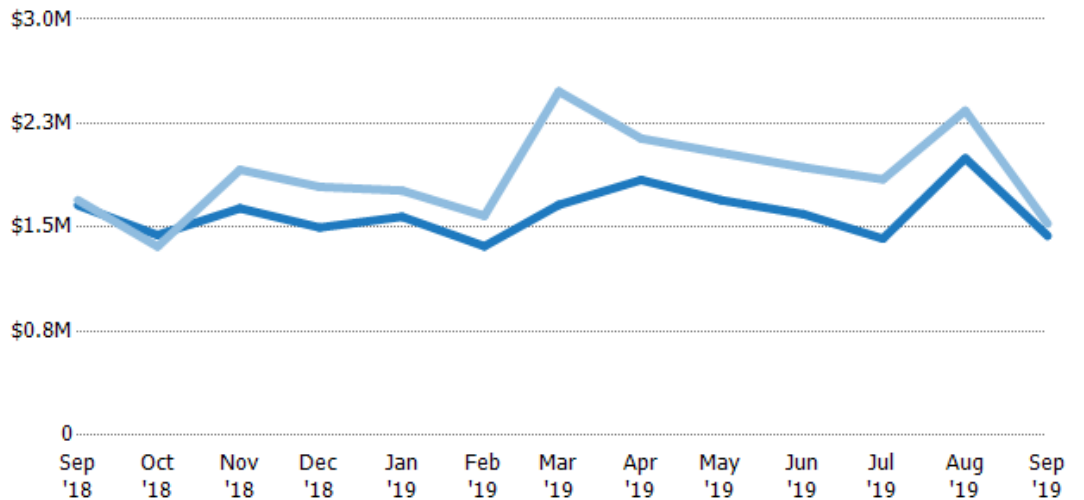
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median List Price	\$1.53M	\$1.3M	\$1.62M	\$1.43M	\$1.58M	\$1.46M	\$1.53M	\$1.64M	\$1.47M	\$1.4M	\$1.42M	\$2.3M	\$1.4M
Median Sales Price	\$1.4M	\$1.23M	\$1.55M	\$1.37M	\$1.45M	\$1.34M	\$1.47M	\$1.55M	\$1.4M	\$1.31M	\$1.34M	\$2.23M	\$1.27M
Med Sales Price as a % of Med List Price	92%	95%	96%	96%	92%	92%	96%	95%	95%	94%	94%	97%	91%

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



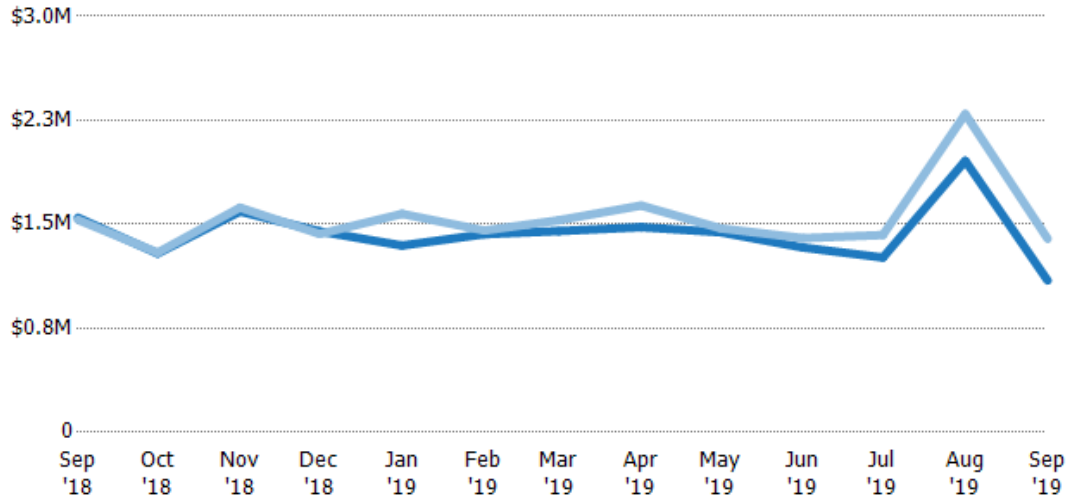
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$1.66M	\$1.44M	\$1.64M	\$1.5M	\$1.58M	\$1.36M	\$1.66M	\$1.84M	\$1.7M	\$1.6M	\$1.42M	\$2M	\$1.44M
Avg Sales Price	\$1.7M	\$1.36M	\$1.91M	\$1.79M	\$1.76M	\$1.58M	\$2.48M	\$2.14M	\$2.04M	\$1.93M	\$1.85M	\$2.34M	\$1.53M
Avg Sales Price as a % of Avg Est Value	102%	94%	117%	120%	112%	116%	149%	116%	120%	121%	130%	117%	106%

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$1.55M	\$1.29M	\$1.59M	\$1.45M	\$1.35M	\$1.43M	\$1.45M	\$1.48M	\$1.44M	\$1.33M	\$1.26M	\$1.96M	\$1.09M
Median Sales Price	\$1.53M	\$1.3M	\$1.62M	\$1.43M	\$1.58M	\$1.46M	\$1.53M	\$1.64M	\$1.47M	\$1.4M	\$1.42M	\$2.3M	\$1.4M
Med Sales Price as a % of Med Est Value	99%	100%	102%	99%	117%	102%	105%	111%	102%	105%	113%	117%	128%

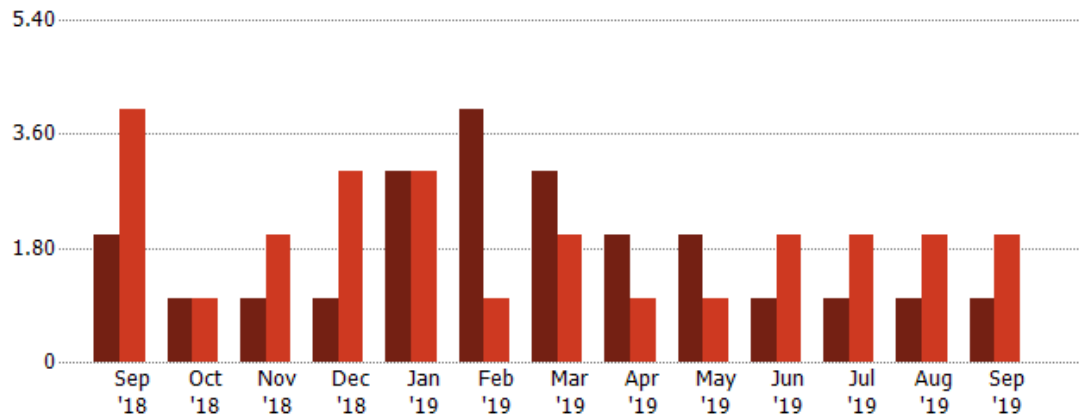
Distressed Listings

The number of distressed residential 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.
Sep '19	1	-50%
Sep '18	2	-50%
Sep '17	4	50%



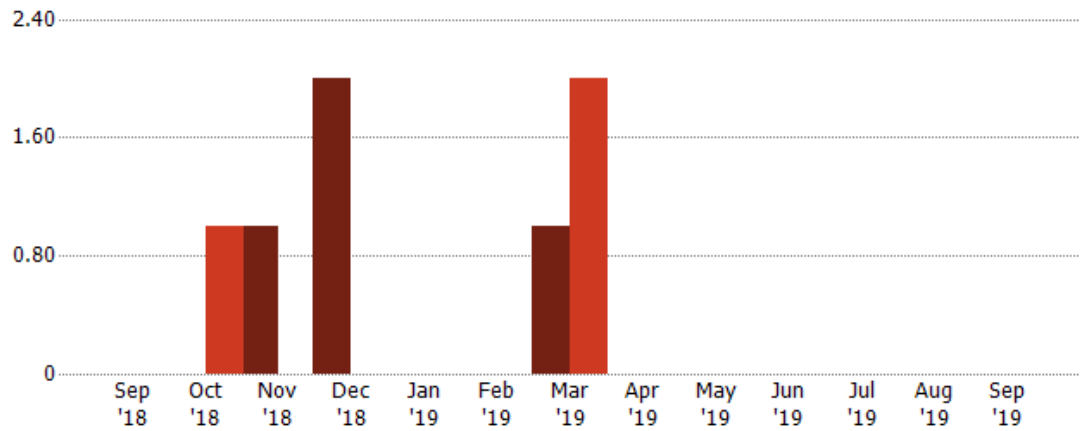
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	2	1	1	1	3	4	3	2	2	1	1	1	1
Prior Year	4	1	2	3	3	1	2	1	1	2	2	2	2
Percent Change from Prior Year	-50%	0%	-50%	-67%	0%	300%	50%	100%	100%	-50%	-50%	-50%	-50%

Distressed Sales

The count of distressed residential properties sold each month.

Filters Used

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



Current Year	-	-	1	2	-	-	1	-	-	-	-	-	-
Prior Year	-	1	-	-	-	-	2	-	-	-	-	-	-
Percent Change from Prior Year	-	-100%	100%	100%	-	-	-50%	-	-	-	-	-	-



Sales Activity by ZIP

Sep 2019

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	76	\$164,579,497	41	\$59,168,553	\$1,443,135	\$1,273,500	\$359	\$306	80