



2020

PARADISE VALLEY MARKET REPORT AUGUST 2020



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	Aug 2020	Aug 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	74	57	+29.8%	588	538	+9.3%
New Listing Volume	\$218,864,295	\$124,444,588	+75.9%	\$1,443,410,793	\$1,194,584,412	+20.8%
Active Listing Count	246	269	-8.6%	N/A	N/A	
Active Listing Volume	\$833,699,048	\$724,742,698	+15%	N/A	N/A	
Average Listing Price	\$3,389,021	\$2,694,211	+25.8%	\$3,166,785	\$2,854,531	+10.9%
Median Listing Price	\$2,750,000	\$2,150,000	+27.9%	\$2,535,971	\$2,294,659	+10.5%
Average Listing Price per Sq Ft	\$556	\$463	+20.1%	\$512	\$468	+9.4%
Median Listing Price per Sq Ft	\$522	\$429	+21.7%	\$471	\$434	+8.7%
Median Days in RPR	83.5	121	-31%	98.92	108.34	-8.7%
Months of Inventory	3.7	6.1	-39.9%	6.7	7.4	-10.6%
Absorption Rate	27.24%	16.36%	+10.9%	15.01%	13.42%	+1.6%
Sales Activity Charts Metrics						
New Pending Sales Count	90	59	+52.5%	637	515	+23.7%
New Pending Sales Volume	\$200,759,034	\$109,643,296	+83.1%	\$1,305,462,276	\$1,055,106,171	+23.7%
Pending Sales Count	89	46	+93.5%	N/A	N/A	
Pending Sales Volume	\$213,629,086	\$100,986,589	+111.5%	N/A	N/A	
Closed Sales Count	57	36	+58.3%	396	357	+10.9%
Closed Sales Volume	\$101,293,300	\$79,198,900	+27.9%	\$768,552,347	\$689,855,329	+11.4%
Average Sales Price	\$1,777,075	\$2,199,969	-19.2%	\$1,940,789	\$1,932,368	+0.4%
Median Sales Price	\$1,362,500	\$2,027,500	-32.8%	\$1,548,851	\$1,449,483	+6.9%
Average Sales Price per Sq Ft	\$412	\$424	-2.8%	\$429	\$407	+5.3%
Median Sales Price per Sq Ft	\$361	\$408	-11.4%	\$393	\$367	+7.2%
Distressed Charts Metrics						
Distressed Listing Count	1	1	+/-	N/A	N/A	

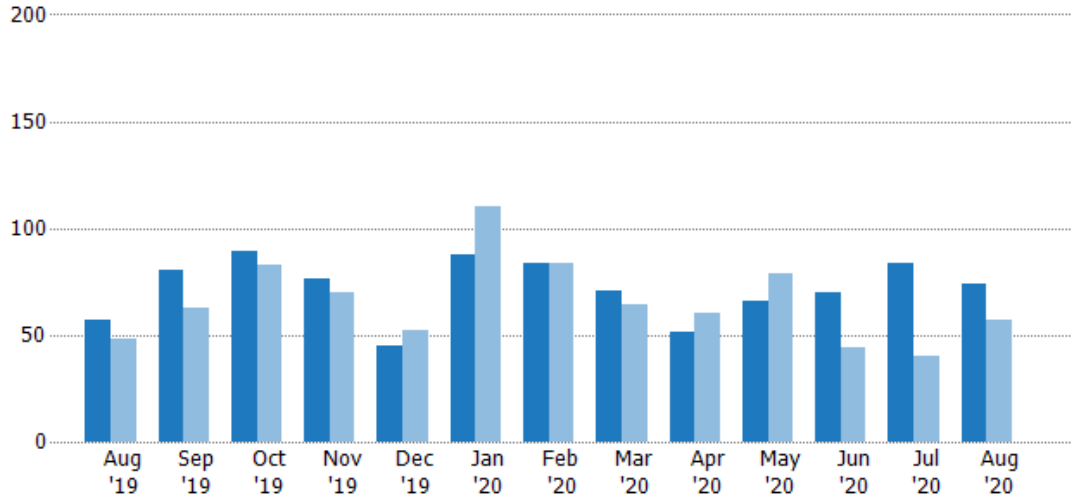
New Listings

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,
Mobile/Manufactured, Single Family
Residence

Month/ Year	Count	% Chg.
Aug '20	74	29.8%
Aug '19	57	18.8%
Aug '18	48	29.2%



Current Year	57	80	89	76	45	88	84	71	51	66	70	84	74
Prior Year	48	63	83	70	52	110	84	64	60	79	44	40	57
Percent Change from Prior Year	19%	27%	7%	9%	-13%	-20%	0%	11%	-15%	-16%	59%	110%	30%

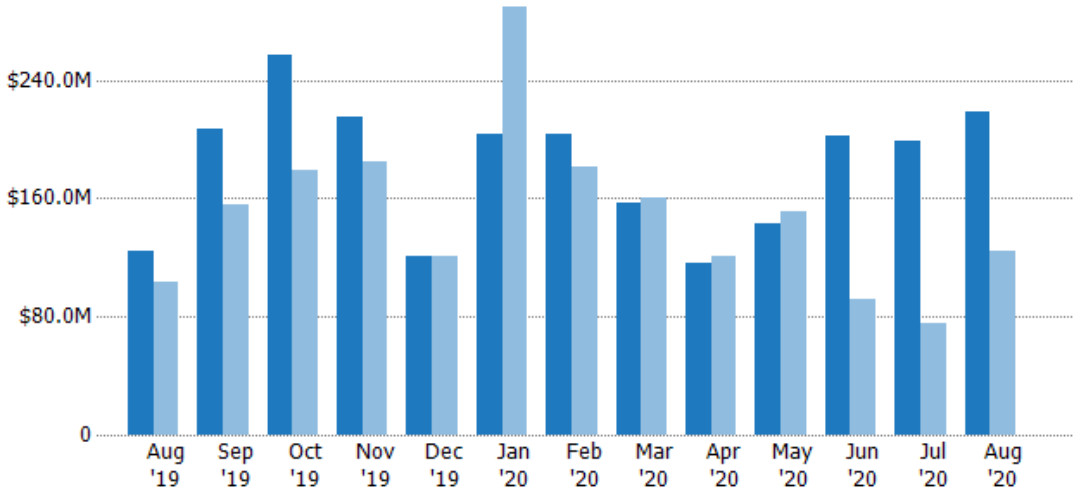
New Listing Volume

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,
Mobile/Manufactured, Single Family
Residence

Month/ Year	Volume	% Chg.
Aug '20	\$219M	75.9%
Aug '19	\$124M	20.3%
Aug '18	\$103M	9.8%



Current Year	\$124M	\$207M	\$257M	\$216M	\$120M	\$203M	\$203M	\$157M	\$117M	\$143M	\$203M	\$199M	\$219M
Prior Year	\$103M	\$155M	\$179M	\$184M	\$121M	\$289M	\$181M	\$160M	\$121M	\$151M	\$91.7M	\$75.8M	\$124M
Percent Change from Prior Year	20%	33%	43%	17%	-1%	-30%	12%	-2%	-3%	-5%	121%	162%	76%

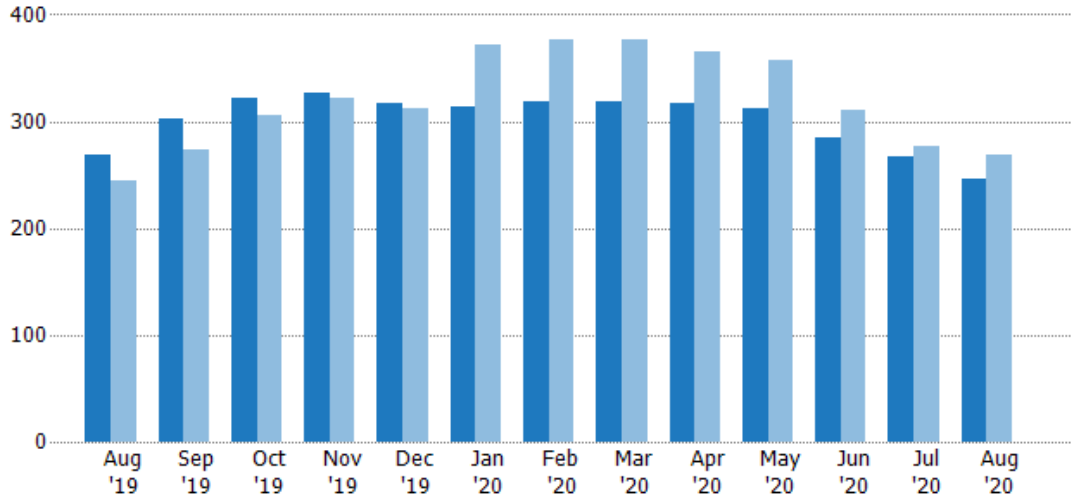
Active Listings

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, Mobile/Manufactured, Single Family Residence

Month/Year	Count	% Chg.
Aug '20	246	-8.6%
Aug '19	269	10.2%
Aug '18	244	8.2%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	269	302	322	327	317	314	318	319	317	312	285	267	246
Prior Year	244	273	305	321	312	371	377	377	365	357	311	277	269
Percent Change from Prior Year	10%	11%	6%	2%	2%	-15%	-16%	-15%	-13%	-13%	-8%	-4%	-9%

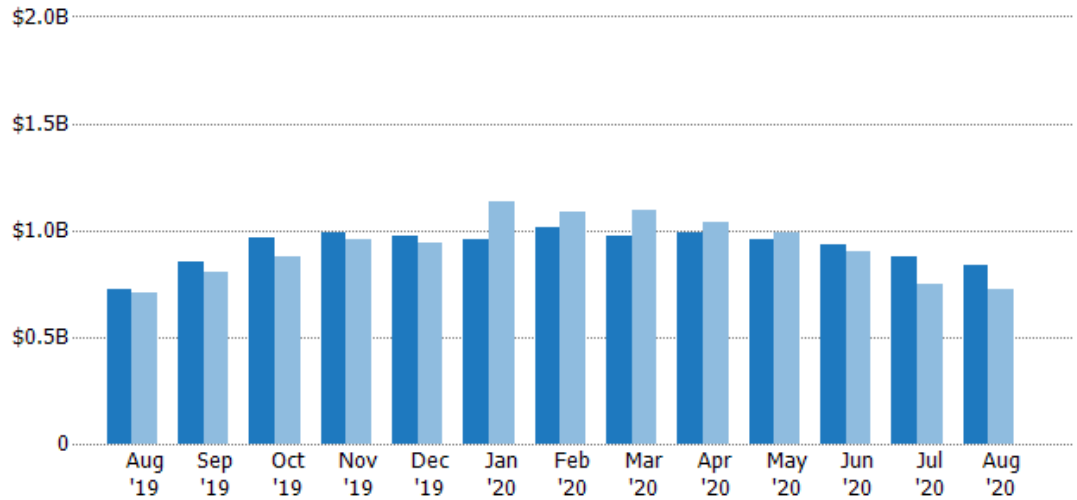
Active Listing Volume

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, Mobile/Manufactured, Single Family Residence

Month/Year	Volume	% Chg.
Aug '20	\$834M	15%
Aug '19	\$725M	2.9%
Aug '18	\$704M	-3.3%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$725M	\$850M	\$964M	\$991M	\$970M	\$957M	\$1.01B	\$974M	\$988M	\$957M	\$932M	\$877M	\$834M
Prior Year	\$704M	\$802M	\$874M	\$958M	\$944M	\$1.13B	\$1.09B	\$1.09B	\$1.04B	\$992M	\$898M	\$751M	\$725M
Percent Change from Prior Year	3%	6%	10%	3%	3%	-16%	-7%	-11%	-5%	-4%	4%	17%	15%

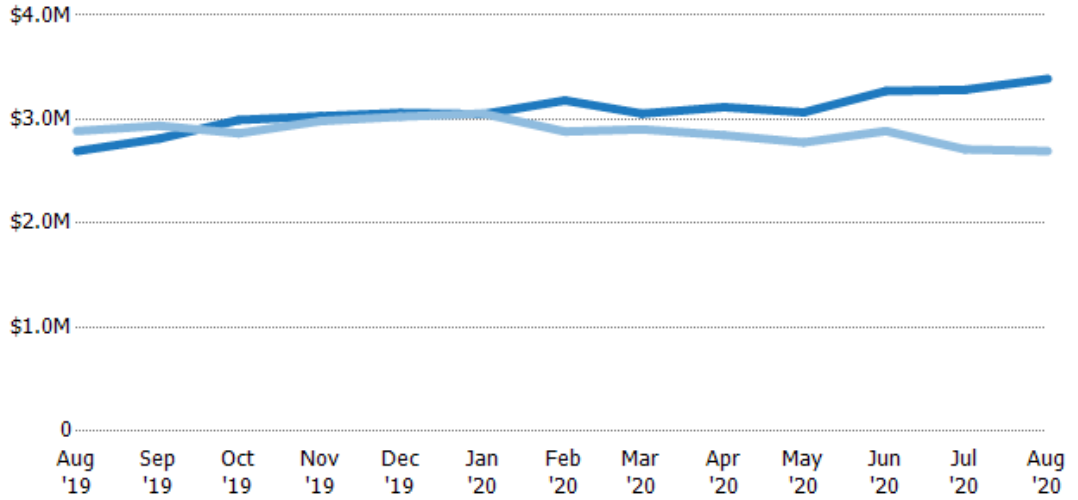
Average Listing Price

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, Mobile/Manufactured, Single Family Residence

Month/Year	Price	% Chg.
Aug '20	\$3.39M	25.8%
Aug '19	\$2.69M	-6.7%
Aug '18	\$2.89M	-10.6%



Current Year	\$2.69M	\$2.81M	\$2.99M	\$3.03M	\$3.06M	\$3.05M	\$3.18M	\$3.05M	\$3.12M	\$3.07M	\$3.27M	\$3.28M	\$3.39M
Prior Year	\$2.89M	\$2.94M	\$2.86M	\$2.98M	\$3.03M	\$3.05M	\$2.88M	\$2.9M	\$2.85M	\$2.78M	\$2.89M	\$2.71M	\$2.69M
Percent Change from Prior Year	-7%	-4%	4%	2%	1%	0%	10%	5%	9%	10%	13%	21%	26%

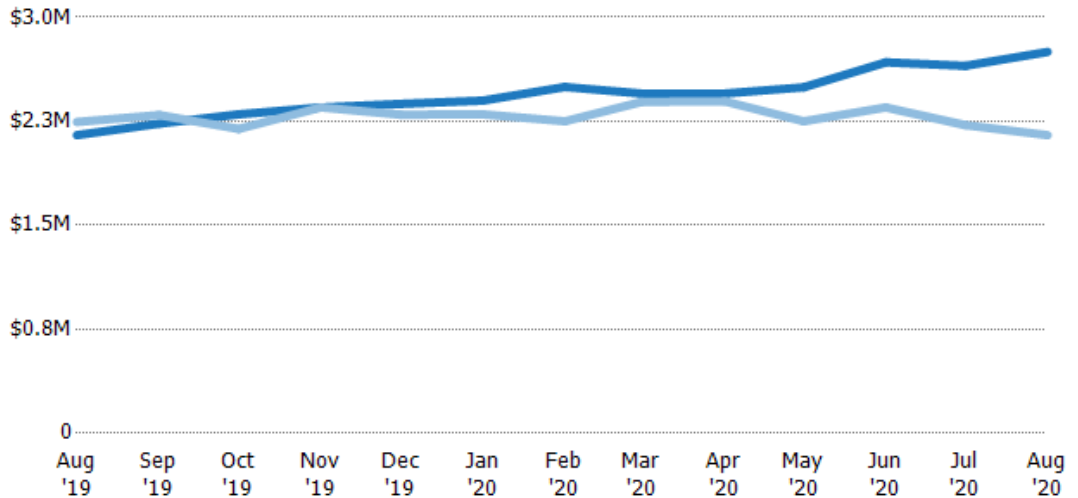
Median Listing Price

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, Mobile/Manufactured, Single Family Residence

Month/Year	Price	% Chg.
Aug '20	\$2.75M	27.9%
Aug '19	\$2.15M	-4.2%
Aug '18	\$2.24M	-4.4%



Current Year	\$2.15M	\$2.23M	\$2.3M	\$2.35M	\$2.38M	\$2.4M	\$2.5M	\$2.45M	\$2.45M	\$2.5M	\$2.68M	\$2.65M	\$2.75M
Prior Year	\$2.24M	\$2.3M	\$2.2M	\$2.35M	\$2.3M	\$2.3M	\$2.25M	\$2.39M	\$2.4M	\$2.25M	\$2.35M	\$2.22M	\$2.15M
Percent Change from Prior Year	-4%	-3%	5%	0%	3%	4%	11%	3%	2%	11%	14%	19%	28%

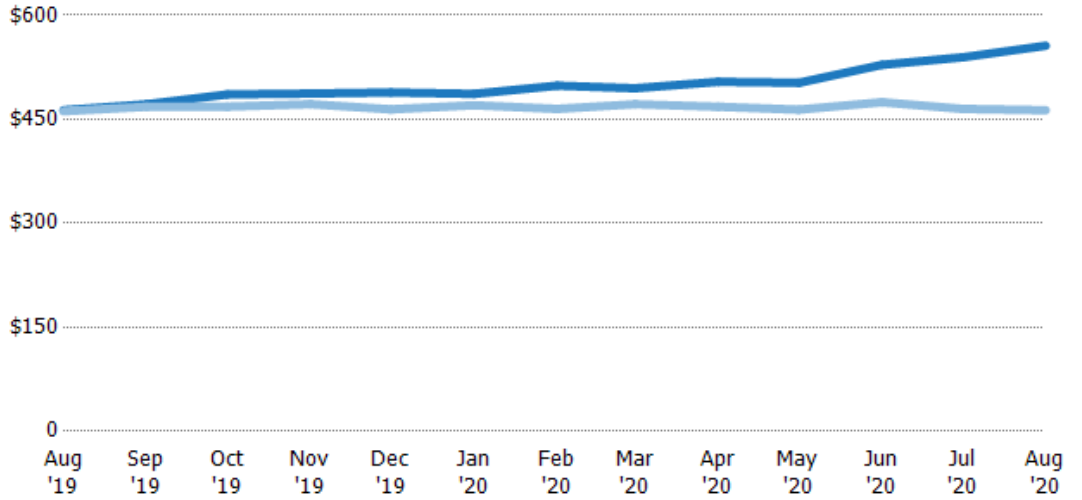
Average Listing Price per Sq Ft

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,
Mobile/Manufactured, Single Family
Residence

Month/ Year	Price/sq ft	% Chg.
Aug '20	\$556	20.1%
Aug '19	\$463	0.3%
Aug '18	\$462	-10%



Current Year	\$463	\$472	\$486	\$487	\$489	\$487	\$498	\$495	\$504	\$503	\$528	\$539	\$556
Prior Year	\$462	\$468	\$468	\$472	\$464	\$470	\$465	\$472	\$468	\$464	\$475	\$465	\$463
Percent Change from Prior Year	0%	1%	4%	3%	5%	4%	7%	5%	8%	8%	11%	16%	20%

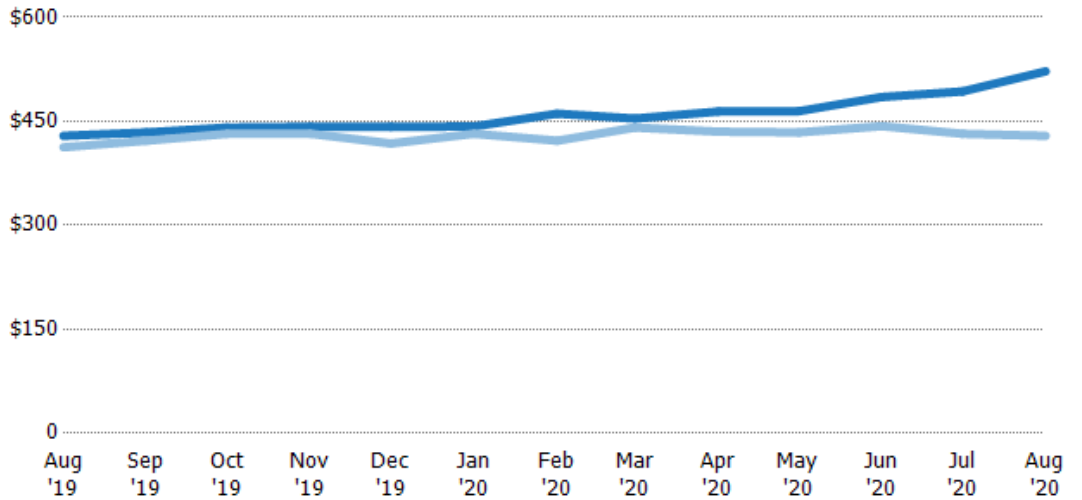
Median Listing Price per Sq Ft

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,
Mobile/Manufactured, Single Family
Residence

Month/ Year	Price/sq ft	% Chg.
Aug '20	\$522	21.7%
Aug '19	\$429	4%
Aug '18	\$413	-5.6%



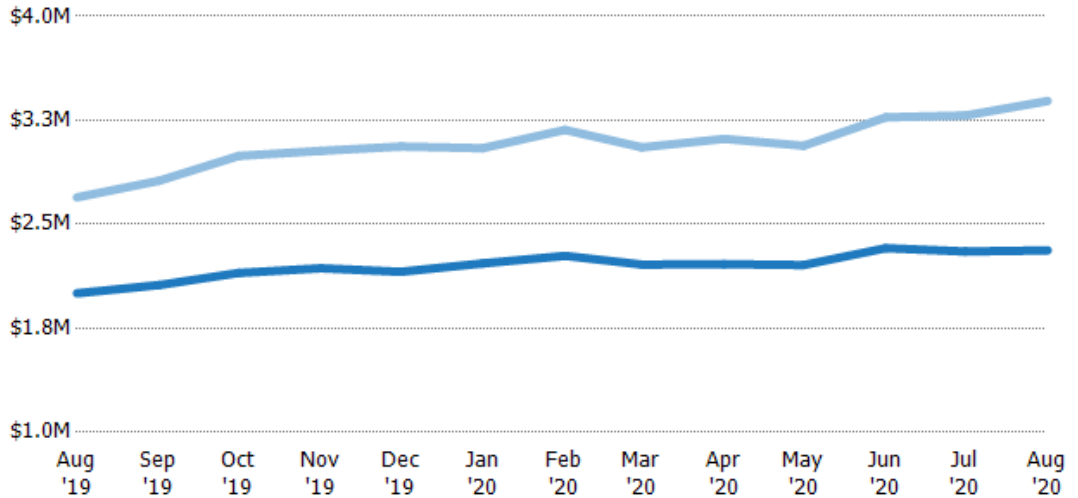
Current Year	\$429	\$434	\$441	\$442	\$442	\$443	\$461	\$454	\$464	\$465	\$485	\$493	\$522
Prior Year	\$413	\$422	\$432	\$432	\$418	\$432	\$422	\$441	\$435	\$434	\$443	\$432	\$429
Percent Change from Prior Year	4%	3%	2%	2%	6%	2%	9%	3%	7%	7%	9%	14%	22%

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,
Mobile/Manufactured, Single Family
Residence



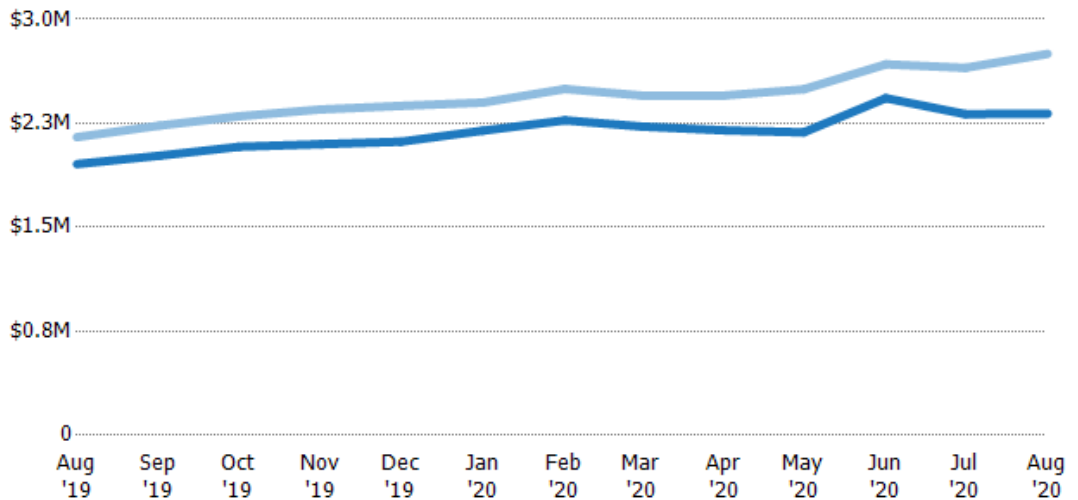
Avg Est Value	\$2M	\$2.06M	\$2.15M	\$2.18M	\$2.16M	\$2.22M	\$2.27M	\$2.21M	\$2.21M	\$2.21M	\$2.33M	\$2.3M	\$2.31M
Avg Listing Price	\$2.69M	\$2.81M	\$2.99M	\$3.03M	\$3.06M	\$3.05M	\$3.18M	\$3.05M	\$3.12M	\$3.07M	\$3.27M	\$3.28M	\$3.39M
Avg Listing Price as a % of Avg Est Value	135%	136%	139%	139%	142%	137%	140%	138%	141%	139%	141%	143%	147%

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,
Mobile/Manufactured, Single Family
Residence



Median Est Value	\$1.96M	\$2.02M	\$2.08M	\$2.1M	\$2.12M	\$2.2M	\$2.27M	\$2.23M	\$2.2M	\$2.18M	\$2.43M	\$2.32M	\$2.32M
Median Listing Price	\$2.15M	\$2.23M	\$2.3M	\$2.35M	\$2.38M	\$2.4M	\$2.5M	\$2.45M	\$2.45M	\$2.5M	\$2.68M	\$2.65M	\$2.75M
Med Listing Price as a % of Med Est Value	110%	111%	111%	112%	112%	109%	110%	110%	111%	114%	110%	114%	119%

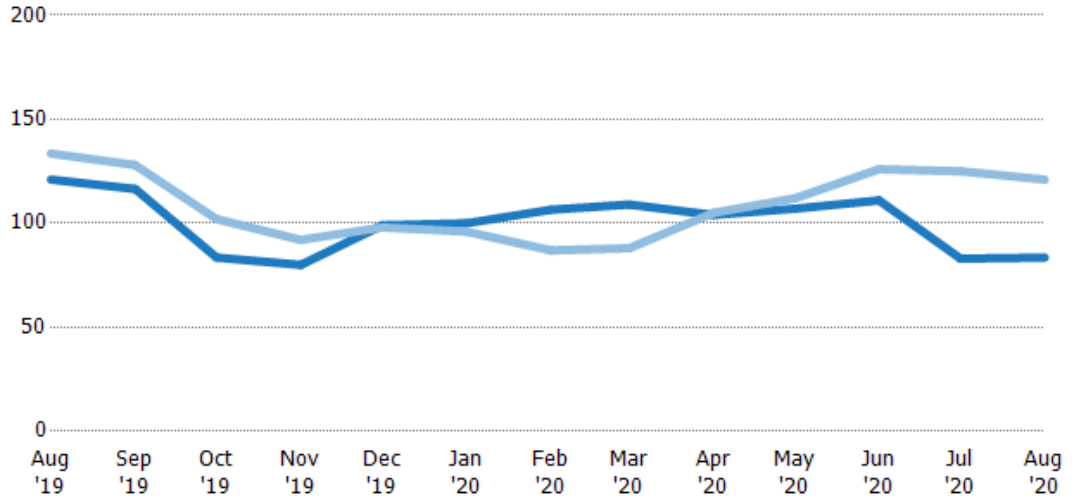
Median Days in RPR

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, Mobile/Manufactured, Single Family Residence

Month/Year	Days	% Chg.
Aug '20	83.5	-31%
Aug '19	121	-9.4%
Aug '18	134	-11.6%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	121	117	83.5	80	99	100	107	109	104	107	111	83	83.5
Prior Year	134	128	102	92	98	96	87	88	105	112	126	125	121
Percent Change from Prior Year	-9%	-9%	-18%	-13%	1%	4%	22%	24%	-1%	-4%	-12%	-34%	-31%

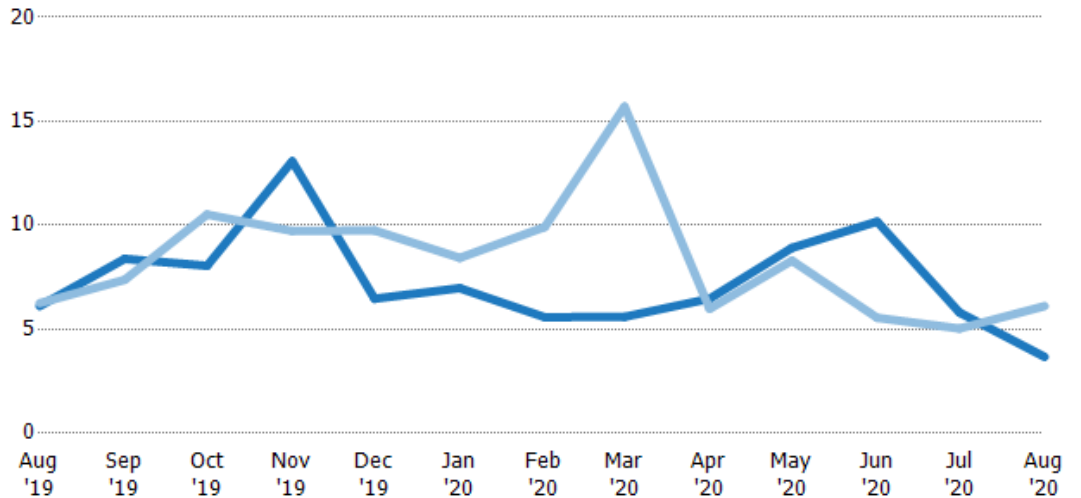
Months of Inventory

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, Mobile/Manufactured, Single Family Residence

Month/Year	Months	% Chg.
Aug '20	3.67	-39.9%
Aug '19	6.11	-2.3%
Aug '18	6.26	11%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	6.11	8.39	8.05	13.1	6.47	6.98	5.58	5.6	6.47	8.91	10.2	5.8	3.67
Prior Year	6.26	7.38	10.5	9.73	9.75	8.43	9.92	15.7	5.98	8.3	5.55	5.04	6.11
Percent Change from Prior Year	-2%	14%	-23%	34%	-34%	-17%	-44%	-64%	8%	7%	83%	15%	-40%

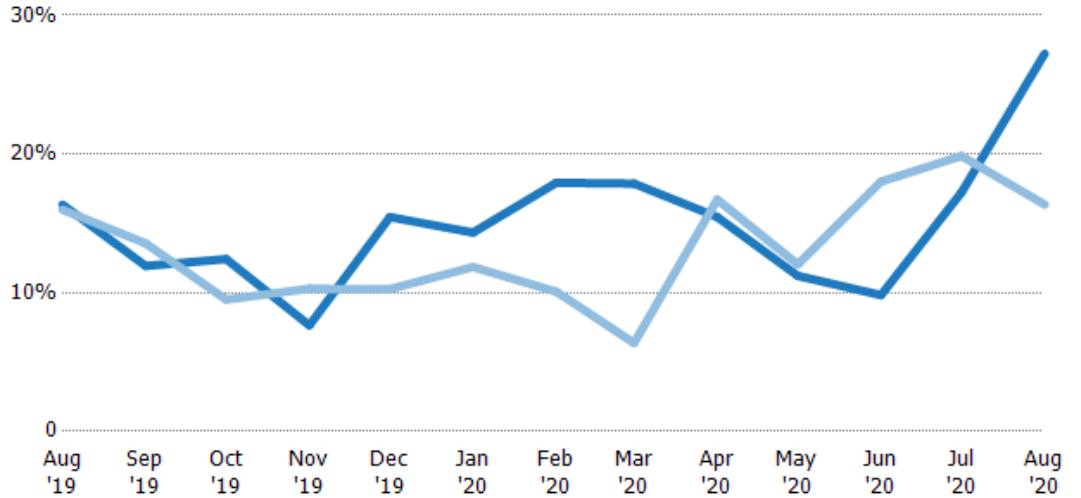
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Aug '20	27%	-10.9%
Aug '19	16%	-0.4%
Aug '18	16%	-9.9%



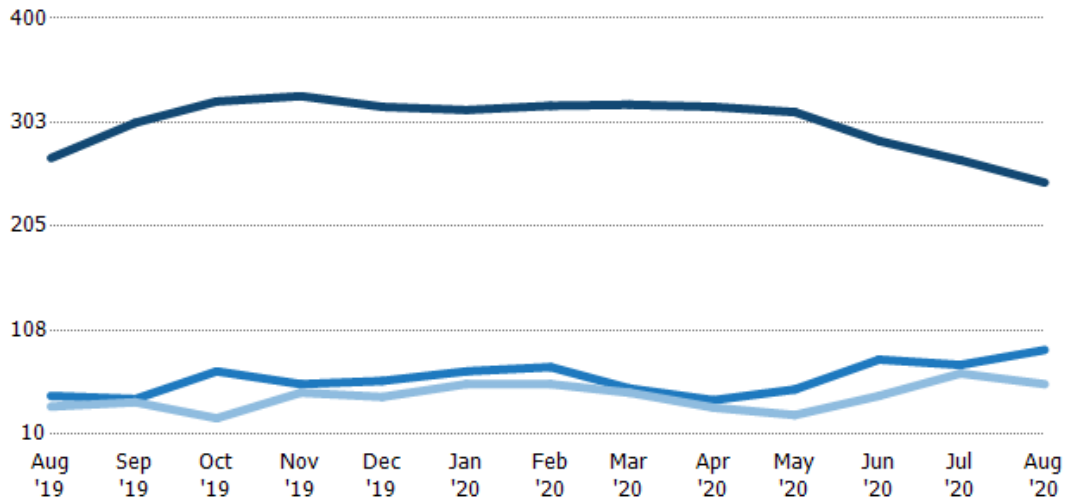
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	16%	12%	12%	8%	15%	14%	18%	18%	15%	11%	10%	17%	27%
Prior Year	16%	14%	10%	10%	10%	12%	10%	6%	17%	12%	18%	20%	16%
Change from Prior Year	0%	2%	-3%	3%	-5%	-2%	-8%	-12%	1%	1%	8%	3%	-11%

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,
Mobile/Manufactured, Single Family
Residence



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Active	269	302	322	327	317	314	318	319	317	312	285	267	246
Pending	46	43	69	57	60	69	73	53	42	52	80	75	89
Sold	36	40	25	49	45	57	57	49	35	28	46	67	57

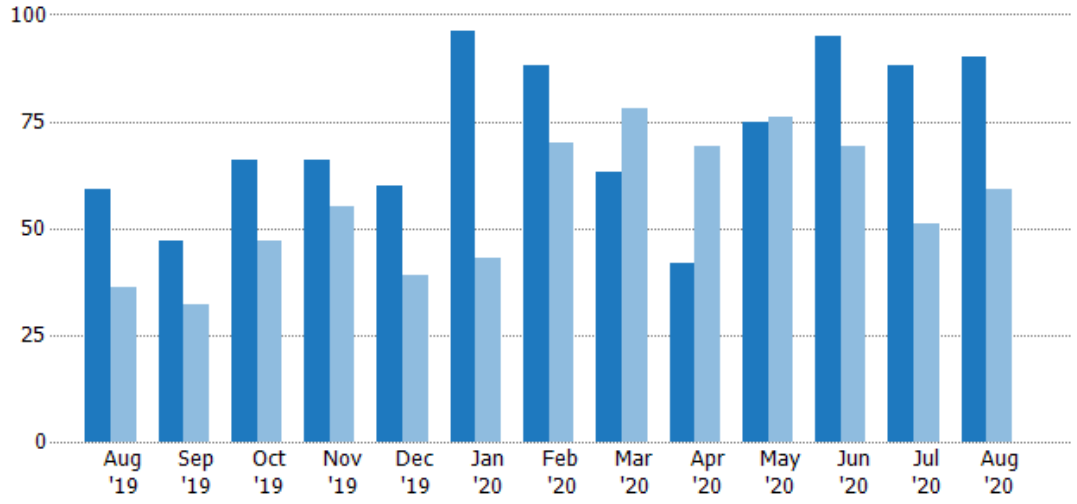
New Pending Sales

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,
Mobile/Manufactured, Single Family
Residence

Month/ Year	Count	% Chg.
Aug '20	90	52.5%
Aug '19	59	63.9%
Aug '18	36	38.9%



Current Year	59	47	66	66	60	96	88	63	42	75	95	88	90
Prior Year	36	32	47	55	39	43	70	78	69	76	69	51	59
Percent Change from Prior Year	64%	47%	40%	20%	54%	123%	26%	-19%	-39%	-1%	38%	73%	53%

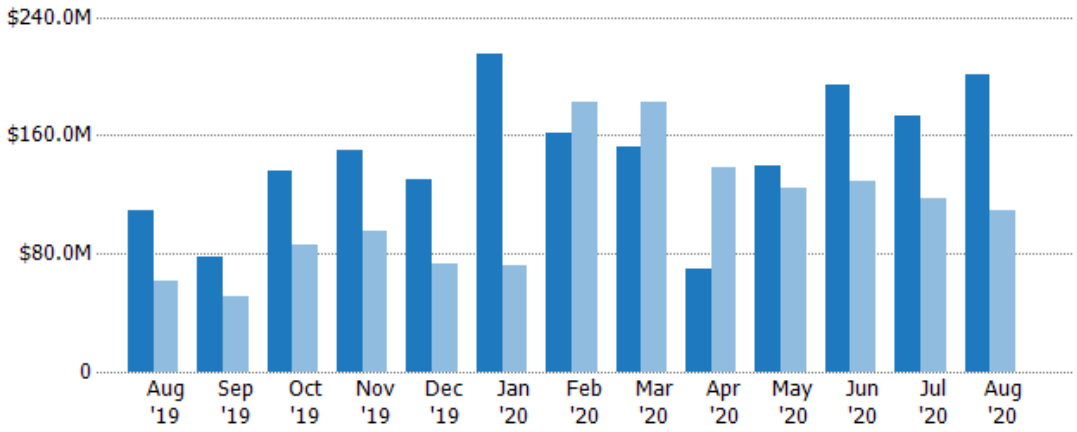
New Pending Sales Volume

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,
Mobile/Manufactured, Single Family
Residence

Month/ Year	Volume	% Chg.
Aug '20	\$201M	83.1%
Aug '19	\$110M	77.3%
Aug '18	\$61.8M	11.7%



Current Year	\$110M	\$77.5M	\$136M	\$150M	\$130M	\$215M	\$162M	\$152M	\$69.9M	\$139M	\$194M	\$173M	\$201M
Prior Year	\$61.8M	\$51.2M	\$86.2M	\$95.6M	\$72.7M	\$72.1M	\$182M	\$182M	\$138M	\$125M	\$129M	\$117M	\$110M
Percent Change from Prior Year	77%	51%	57%	57%	78%	198%	-11%	-16%	-49%	12%	51%	47%	83%

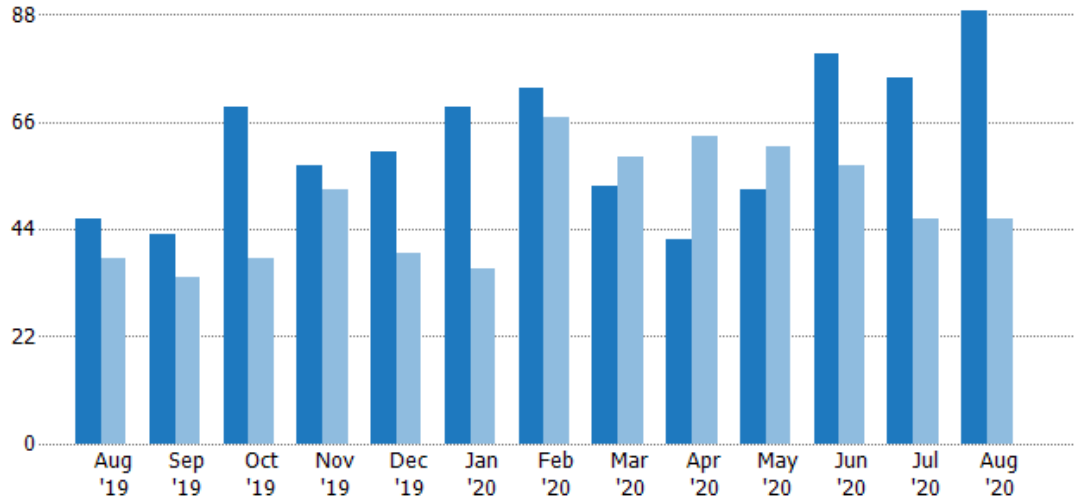
Pending Sales

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, Mobile/Manufactured, Single Family Residence

Month/Year	Count	% Chg.
Aug '20	89	93.5%
Aug '19	46	21.1%
Aug '18	38	31.6%



Current Year	46	43	69	57	60	69	73	53	42	52	80	75	89
Prior Year	38	34	38	52	39	36	67	59	63	61	57	46	46
Percent Change from Prior Year	21%	26%	82%	10%	54%	92%	9%	-10%	-33%	-15%	40%	63%	93%

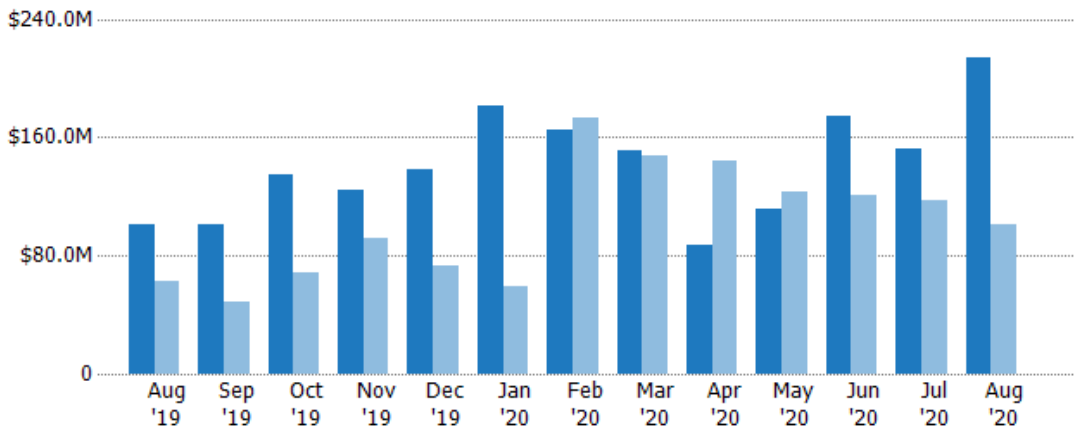
Pending Sales Volume

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, Mobile/Manufactured, Single Family Residence

Month/Year	Volume	% Chg.
Aug '20	\$214M	111.5%
Aug '19	\$101M	62.1%
Aug '18	\$62.3M	15.1%



Current Year	\$101M	\$100M	\$135M	\$124M	\$139M	\$181M	\$165M	\$151M	\$86.7M	\$112M	\$174M	\$153M	\$214M
Prior Year	\$62.3M	\$48.8M	\$68M	\$91.6M	\$73.2M	\$59.6M	\$174M	\$148M	\$145M	\$123M	\$121M	\$118M	\$101M
Percent Change from Prior Year	62%	106%	98%	35%	89%	204%	-5%	2%	-40%	-9%	44%	30%	112%

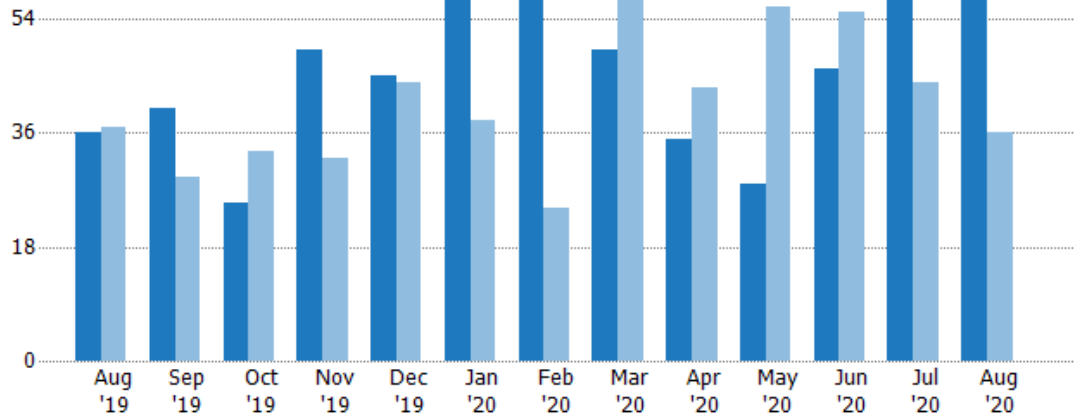
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/ Year	Count	% Chg.
Aug '20	57	58.3%
Aug '19	36	-2.7%
Aug '18	37	-21.6%



Current Year	36	40	25	49	45	57	57	49	35	28	46	67	57
Prior Year	37	29	33	32	44	38	24	61	43	56	55	44	36
Percent Change from Prior Year	-3%	38%	-24%	53%	2%	50%	138%	-20%	-19%	-50%	-16%	52%	58%

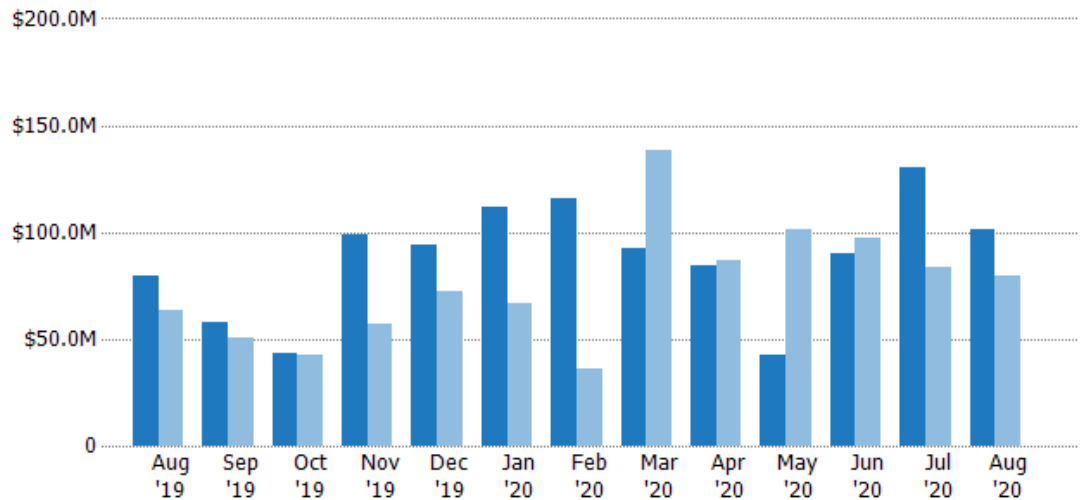
Closed Sales Volume

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,
Mobile/Manufactured, Single Family
Residence

Month/ Year	Volume	% Chg.
Aug '20	\$101M	27.9%
Aug '19	\$79.2M	25.1%
Aug '18	\$63.3M	-33.9%



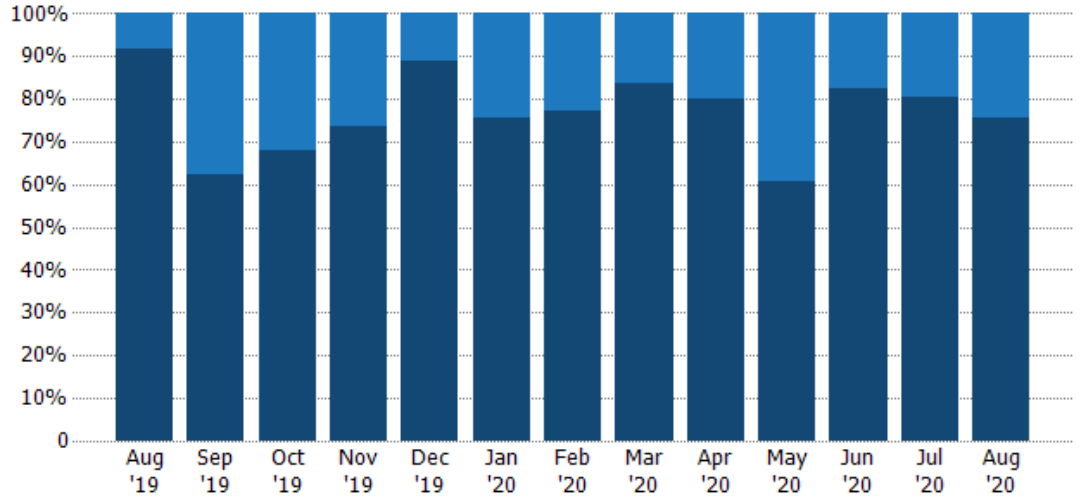
Current Year	\$79.2M	\$58.1M	\$43.2M	\$98.5M	\$93.8M	\$112M	\$116M	\$92.7M	\$84.1M	\$42.4M	\$90.3M	\$130M	\$101M
Prior Year	\$63.3M	\$50.4M	\$42.6M	\$57.1M	\$72.7M	\$66.7M	\$36.1M	\$139M	\$86.8M	\$101M	\$97.6M	\$83.6M	\$79.2M
Percent Change from Prior Year	25%	15%	2%	73%	29%	68%	221%	-33%	-3%	-58%	-7%	56%	28%

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, Mobile/Manufactured, Single Family Residence



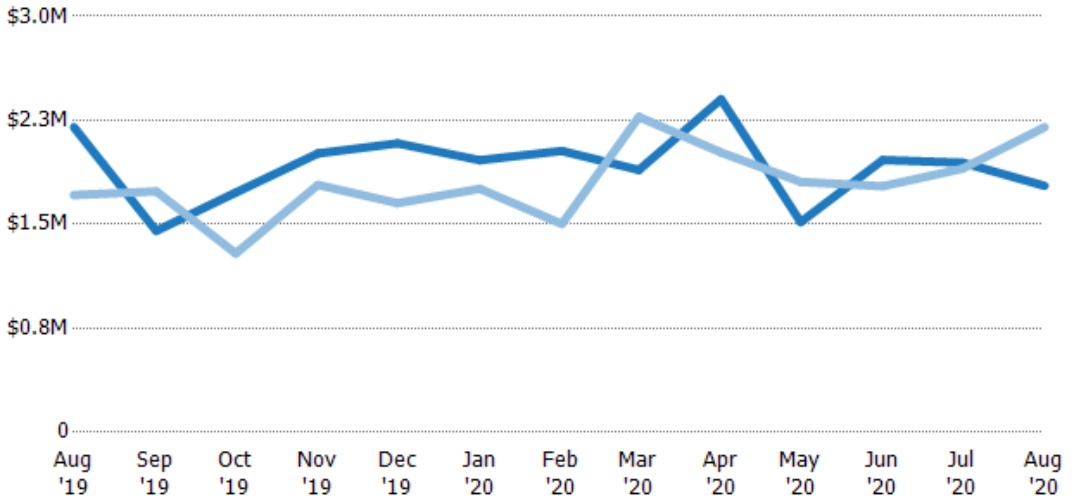
Condo/Townhouse	8%	38%	32%	27%	11%	25%	23%	16%	20%	39%	17%	19%	25%
Single Family Residence	92%	63%	68%	73%	89%	75%	77%	84%	80%	61%	83%	81%	75%

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, Mobile/Manufactured, Single Family Residence



Current Year	\$2.2M	\$1.45M	\$1.73M	\$2.01M	\$2.08M	\$1.96M	\$2.03M	\$1.89M	\$2.4M	\$1.52M	\$1.96M	\$1.94M	\$1.78M
Prior Year	\$1.71M	\$1.74M	\$1.29M	\$1.78M	\$1.65M	\$1.76M	\$1.5M	\$2.27M	\$2.02M	\$1.81M	\$1.77M	\$1.9M	\$2.2M
Percent Change from Prior Year	29%	-16%	34%	13%	26%	12%	35%	-17%	19%	-16%	11%	2%	-19%

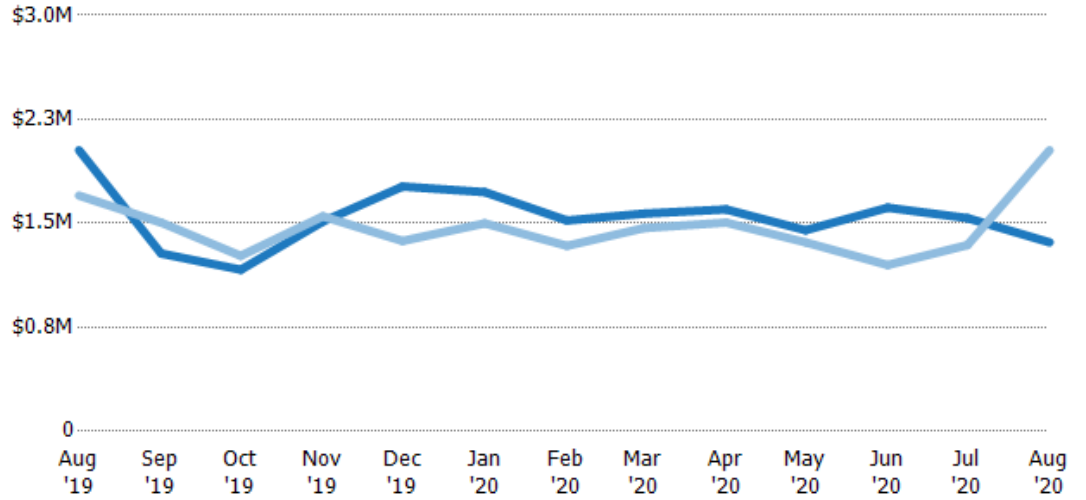
Median Sales Price

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,
Mobile/Manufactured, Single Family
Residence

Month/ Year	Price	% Chg.
Aug '20	\$1.36M	-32.8%
Aug '19	\$2.03M	19.3%
Aug '18	\$1.7M	-22.6%



Current Year	\$2.03M	\$1.28M	\$1.17M	\$1.51M	\$1.77M	\$1.73M	\$1.52M	\$1.57M	\$1.6M	\$1.45M	\$1.61M	\$1.54M	\$1.36M
Prior Year	\$1.7M	\$1.51M	\$1.27M	\$1.55M	\$1.37M	\$1.5M	\$1.34M	\$1.47M	\$1.51M	\$1.36M	\$1.2M	\$1.34M	\$2.03M
Percent Change from Prior Year	19%	-15%	-8%	-2%	29%	15%	14%	7%	6%	6%	34%	15%	-33%

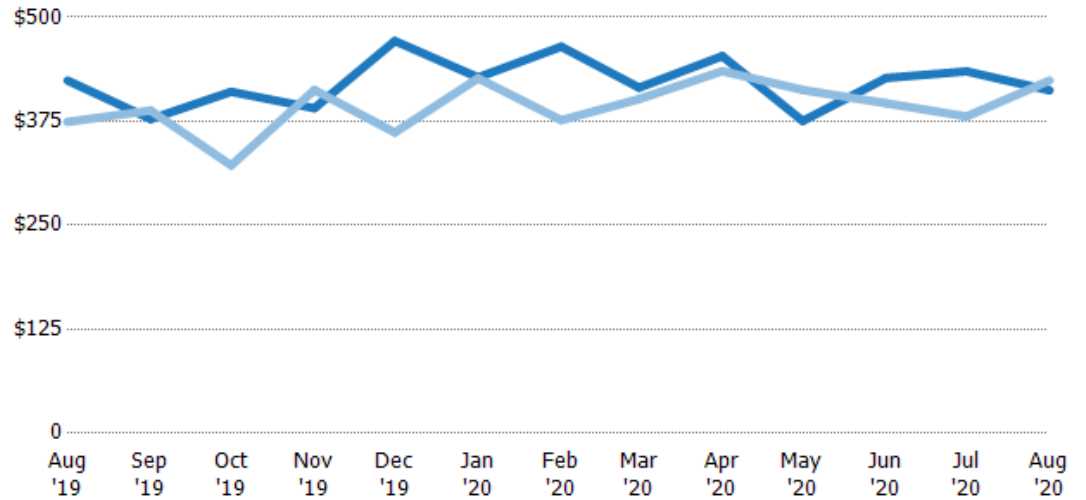
Average Sales Price per Sq Ft

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,
Mobile/Manufactured, Single Family
Residence

Month/ Year	Price/sq ft	% Chg.
Aug '20	\$412	-2.8%
Aug '19	\$424	13.3%
Aug '18	\$374	-7.5%



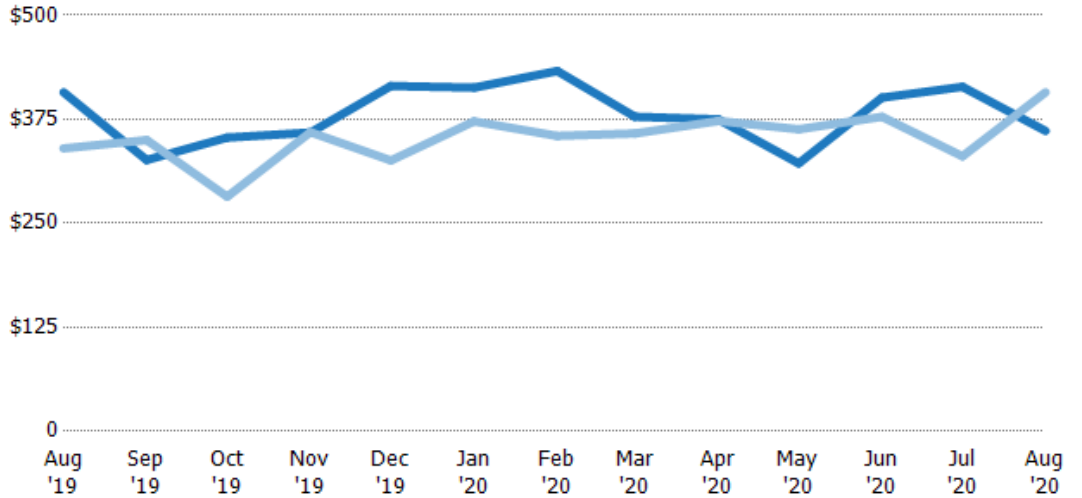
Current Year	\$424	\$378	\$410	\$391	\$472	\$428	\$465	\$415	\$453	\$375	\$427	\$435	\$412
Prior Year	\$374	\$388	\$322	\$413	\$362	\$427	\$376	\$402	\$435	\$413	\$397	\$381	\$424
Percent Change from Prior Year	13%	-3%	28%	-5%	30%	0%	23%	3%	4%	-9%	8%	14%	-3%

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,
Mobile/Manufactured, Single Family
Residence



Month/Year	Price/sq ft	% Chg.
Aug '20	\$361	-11.4%
Aug '19	\$408	19.9%
Aug '18	\$340	-2.1%

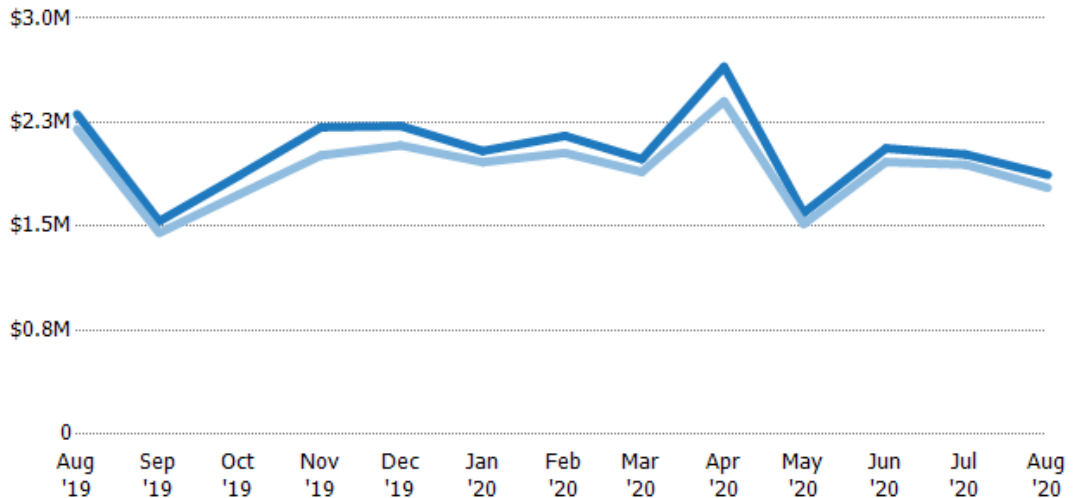
Current Year	\$408	\$326	\$353	\$359	\$415	\$413	\$433	\$378	\$375	\$322	\$401	\$414	\$361
Prior Year	\$340	\$350	\$282	\$360	\$326	\$373	\$355	\$358	\$373	\$363	\$378	\$331	\$408
Percent Change from Prior Year	20%	-7%	25%	0%	27%	11%	22%	6%	1%	-11%	6%	25%	-11%

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,
Mobile/Manufactured, Single Family
Residence



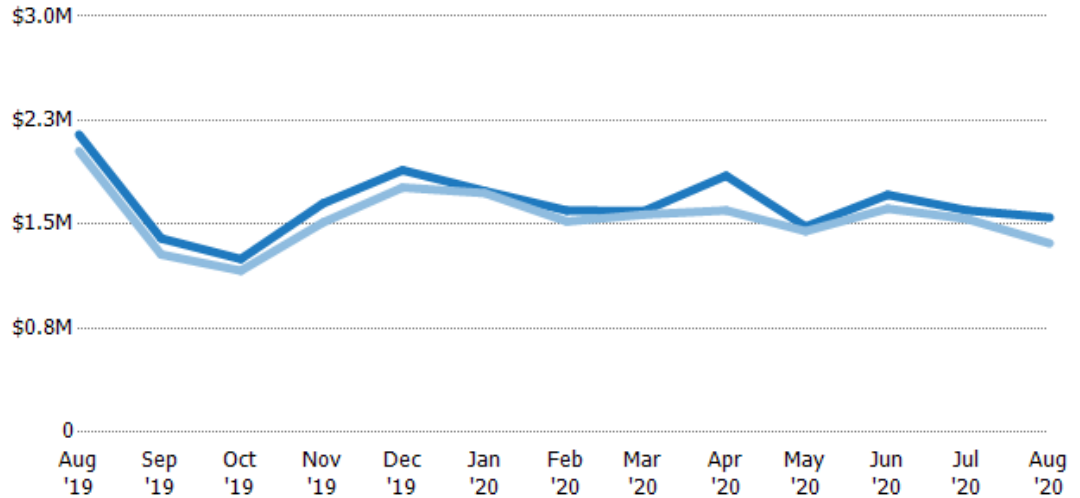
Avg List Price	\$2.31M	\$1.54M	\$1.86M	\$2.21M	\$2.22M	\$2.04M	\$2.15M	\$1.98M	\$2.65M	\$1.6M	\$2.06M	\$2.02M	\$1.87M
Avg Sales Price	\$2.2M	\$1.45M	\$1.73M	\$2.01M	\$2.08M	\$1.96M	\$2.03M	\$1.89M	\$2.4M	\$1.52M	\$1.96M	\$1.94M	\$1.78M
Avg Sales Price as a % of Avg List Price	95%	95%	93%	91%	94%	96%	94%	95%	91%	95%	95%	96%	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,
Mobile/Manufactured, Single Family
Residence



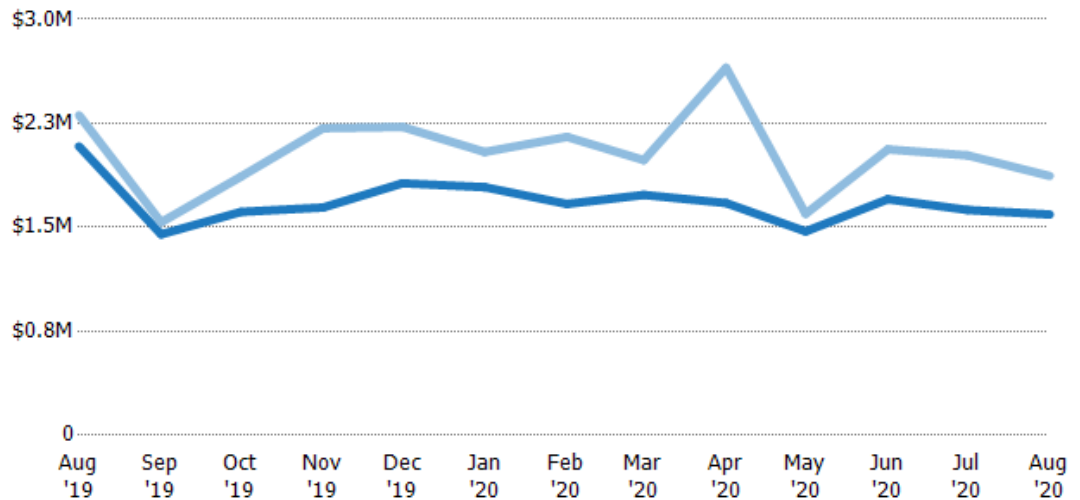
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median List Price	\$2.15M	\$1.4M	\$1.25M	\$1.65M	\$1.89M	\$1.74M	\$1.6M	\$1.6M	\$1.85M	\$1.48M	\$1.71M	\$1.6M	\$1.55M
Median Sales Price	\$2.03M	\$1.28M	\$1.17M	\$1.51M	\$1.77M	\$1.73M	\$1.52M	\$1.57M	\$1.6M	\$1.45M	\$1.61M	\$1.54M	\$1.36M
Med Sales Price as a % of Med List Price	94%	92%	93%	92%	93%	99%	95%	98%	86%	98%	94%	96%	88%

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,
Mobile/Manufactured, Single Family
Residence



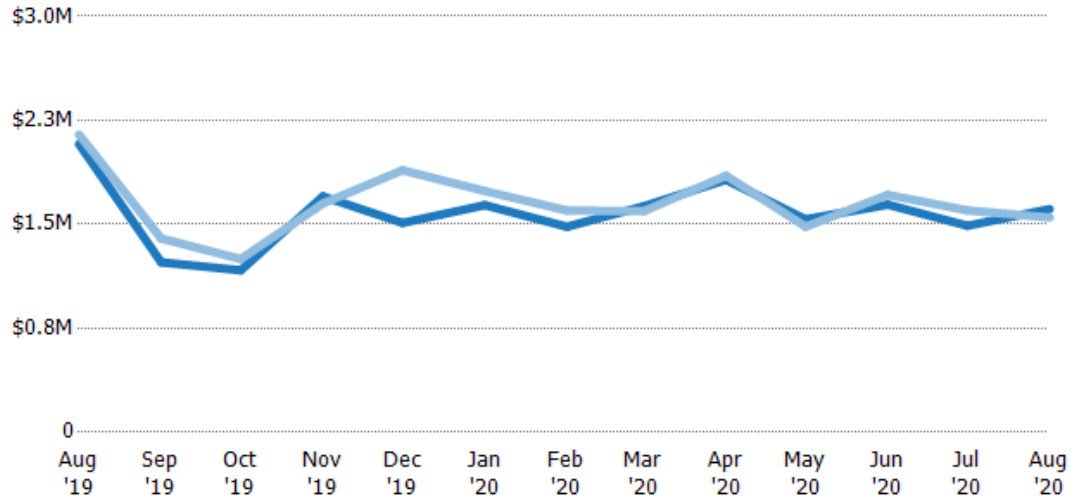
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$2.08M	\$1.45M	\$1.61M	\$1.64M	\$1.82M	\$1.79M	\$1.67M	\$1.73M	\$1.67M	\$1.47M	\$1.7M	\$1.63M	\$1.59M
Avg Sales Price	\$2.31M	\$1.54M	\$1.86M	\$2.21M	\$2.22M	\$2.04M	\$2.15M	\$1.98M	\$2.65M	\$1.6M	\$2.06M	\$2.02M	\$1.87M
Avg Sales Price as a % of Avg Est Value	111%	106%	116%	135%	122%	114%	129%	114%	158%	109%	121%	124%	117%

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,
Mobile/Manufactured, Single Family
Residence



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	\$2.08M	\$1.23M	\$1.17M	\$1.7M	\$1.51M	\$1.64M	\$1.48M	\$1.63M	\$1.82M	\$1.54M	\$1.64M	\$1.49M	\$1.61M
Median Sales Price	\$2.15M	\$1.4M	\$1.25M	\$1.65M	\$1.89M	\$1.74M	\$1.6M	\$1.6M	\$1.85M	\$1.48M	\$1.71M	\$1.6M	\$1.55M
Med Sales Price as a % of Med Est Value	103%	114%	107%	97%	125%	106%	108%	98%	102%	97%	104%	107%	96%

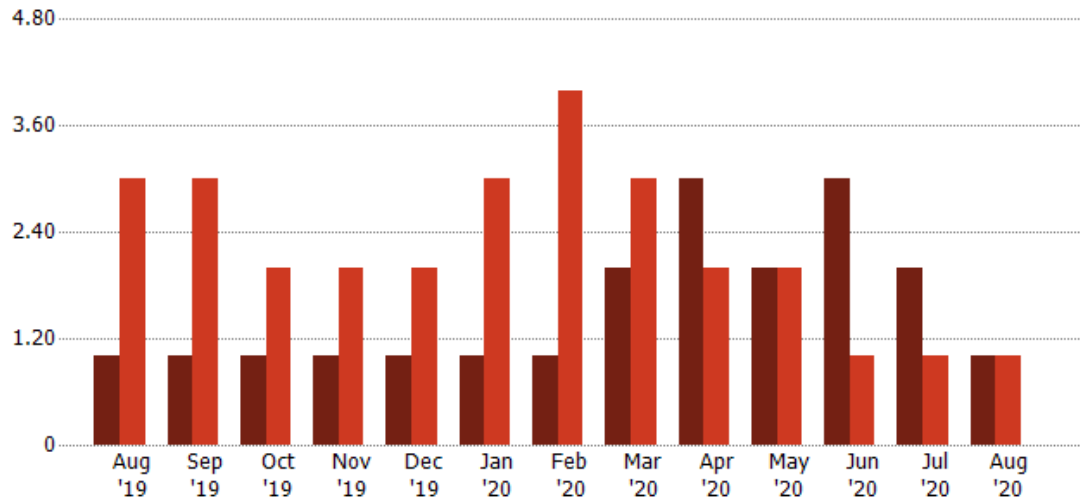
Distressed Listings

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,
Mobile/Manufactured, Single Family
Residence

Month/Year	Count	% Chg.
Aug '20	1	0%
Aug '19	1	-66.7%
Aug '18	3	-66.7%



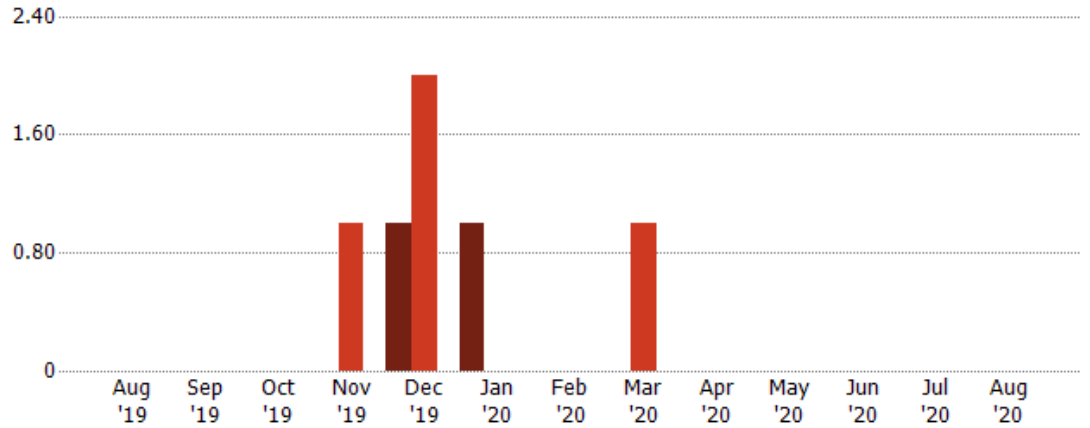
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	1	1	1	1	1	1	1	2	3	2	3	2	1
Prior Year	3	3	2	2	2	3	4	3	2	2	1	1	1
Percent Change from Prior Year	-67%	-67%	-50%	-50%	-50%	-67%	-75%	-33%	50%	0%	200%	100%	0%

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,
Mobile/Manufactured, Single Family
Residence



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



Sales Activity by ZIP

Aug 2020

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	89	\$213,629,086	57	\$101,293,300	\$1,777,075	\$1,362,500	\$394	\$345	58