



**2020**

# **PARADISE VALLEY MARKET REPORT SEPTEMBER 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	Sep 2020	Sep 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	65	80	-18.8%	636	615	+3.4%
New Listing Volume	\$168,236,975	\$206,776,154	-18.6%	\$1,587,539,469	\$1,398,971,566	+13.5%
Active Listing Count	209	301	-30.6%	N/A	N/A	
Active Listing Volume	\$762,309,952	\$850,589,054	-10.4%	N/A	N/A	
Average Listing Price	\$3,647,416	\$2,825,877	+29.1%	\$3,230,553	\$2,854,192	+13.2%
Median Listing Price	\$3,000,000	\$2,245,000	+33.6%	\$2,587,618	\$2,292,305	+12.9%
Average Listing Price per Sq Ft	\$589	\$472	+24.7%	\$519	\$468	+11%
Median Listing Price per Sq Ft	\$544	\$434	+25.3%	\$477	\$432	+10.4%
Median Days in RPR	89	117	-23.9%	101.08	109.18	-7.4%
Months of Inventory	3.7	8.1	-54.1%	6.4	7.6	-15.5%
Absorption Rate	26.79%	12.29%	+14.5%	15.52%	13.12%	+2.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	98	47	+108.5%	714	558	+28%
New Pending Sales Volume	\$231,902,722	\$77,511,248	+199.2%	\$1,494,641,959	\$1,125,028,419	+32.9%
Pending Sales Count	121	43	+181.4%	N/A	N/A	
Pending Sales Volume	\$305,053,621	\$100,469,438	+203.6%	N/A	N/A	
Closed Sales Count	41	39	+5.1%	433	398	+8.8%
Closed Sales Volume	\$77,372,699	\$57,414,453	+34.8%	\$844,403,246	\$749,439,782	+12.7%
Average Sales Price	\$1,887,139	\$1,472,165	+28.2%	\$1,950,123	\$1,883,015	+3.6%
Median Sales Price	\$1,850,000	\$1,290,000	+43.4%	\$1,589,971	\$1,414,837	+12.4%
Average Sales Price per Sq Ft	\$410	\$378	+8.5%	\$429	\$405	+5.9%
Median Sales Price per Sq Ft	\$396	\$317	+24.9%	\$394	\$362	+8.9%
<b>Distressed Charts Metrics</b>						
Distressed Listing Count	-	-	-	N/A	N/A	

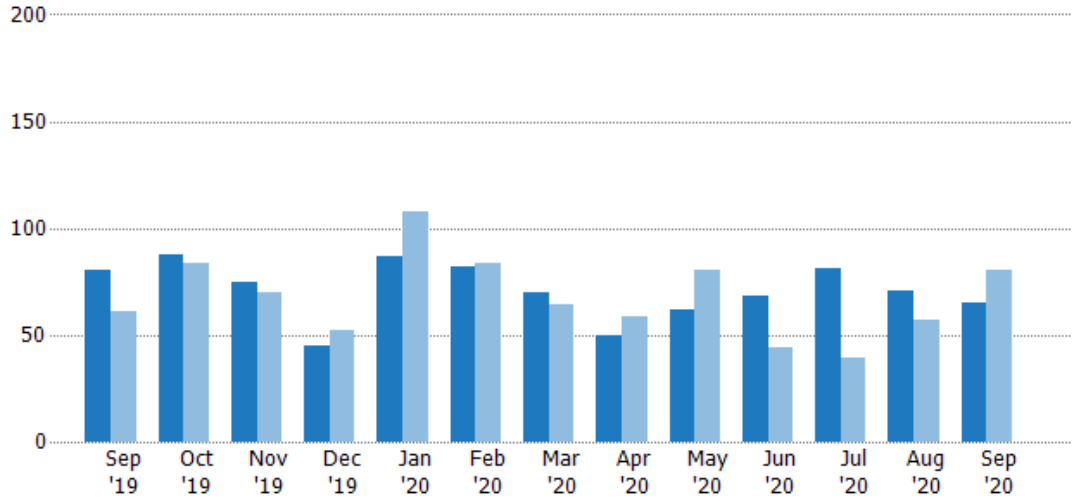
## New Listings

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.
Sep '20	65	-18.8%
Sep '19	80	31.1%
Sep '18	61	-4.9%



Current Year	80	88	75	45	87	82	70	50	62	68	81	71	65
Prior Year	61	84	70	52	108	84	64	59	80	44	39	57	80
Percent Change from Prior Year	31%	5%	7%	-13%	-19%	-2%	9%	-15%	-23%	55%	108%	25%	-19%

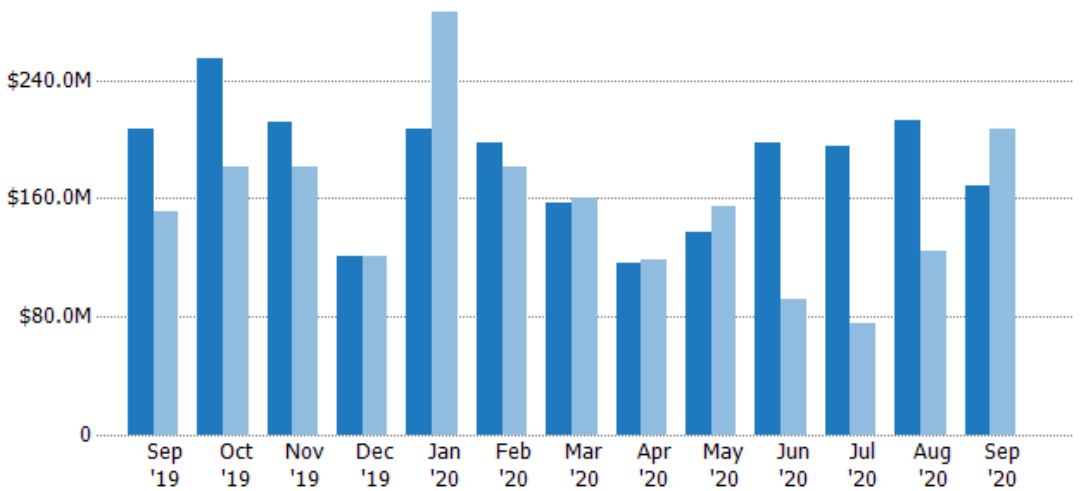
## New Listing Volume

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,  
Mobile/Manufactured, Single Family  
Residence

Month/ Year	Volume	% Chg.
Sep '20	\$168M	-18.6%
Sep '19	\$207M	36.9%
Sep '18	\$151M	-28.2%



Current Year	\$207M	\$254M	\$212M	\$120M	\$207M	\$197M	\$156M	\$116M	\$137M	\$198M	\$195M	\$212M	\$168M
Prior Year	\$151M	\$181M	\$181M	\$121M	\$286M	\$181M	\$160M	\$119M	\$154M	\$91.7M	\$75.1M	\$124M	\$207M
Percent Change from Prior Year	37%	40%	17%	-1%	-28%	9%	-3%	-2%	-11%	116%	160%	71%	-19%

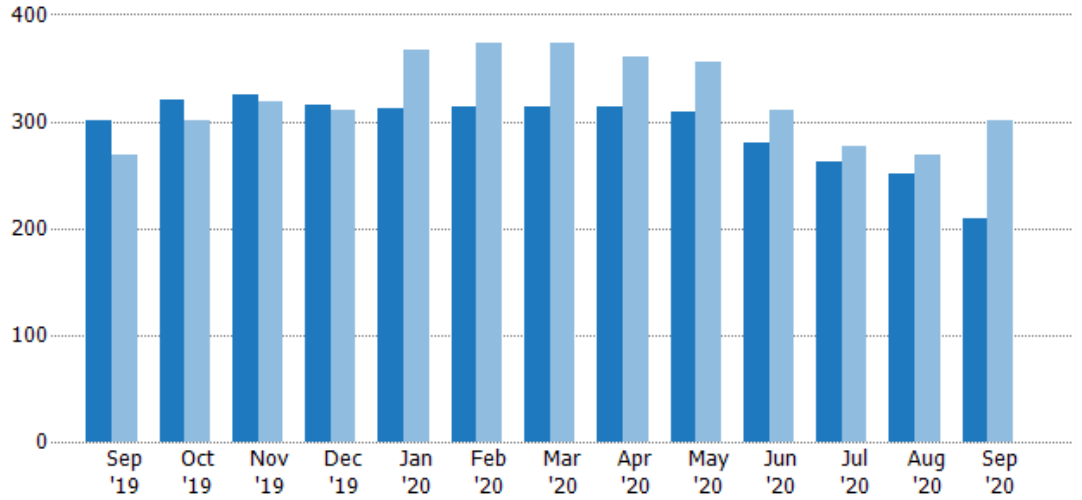
## Active Listings

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.
Sep '20	209	-30.6%
Sep '19	301	12.3%
Sep '18	268	0.4%



Current Year	301	320	325	315	312	314	314	313	309	280	262	251	209
Prior Year	268	301	319	310	367	373	374	361	356	311	276	268	301
Percent Change from Prior Year	12%	6%	2%	2%	-15%	-16%	-16%	-13%	-13%	-10%	-5%	-6%	-31%

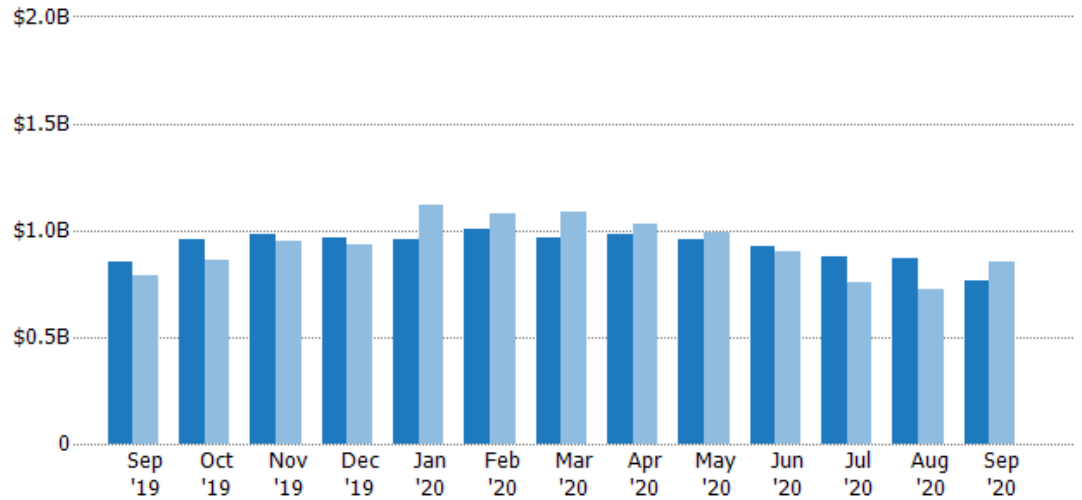
## Active Listing Volume

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.
Sep '20	\$762M	-10.4%
Sep '19	\$851M	7.7%
Sep '18	\$790M	-13.6%



Current Year	\$851M	\$959M	\$982M	\$962M	\$953M	\$1B	\$964M	\$983M	\$954M	\$925M	\$876M	\$865M	\$762M
Prior Year	\$790M	\$863M	\$948M	\$936M	\$1.12B	\$1.08B	\$1.08B	\$1.03B	\$990M	\$899M	\$751M	\$726M	\$851M
Percent Change from Prior Year	8%	11%	4%	3%	-15%	-7%	-11%	-4%	-4%	3%	17%	19%	-10%

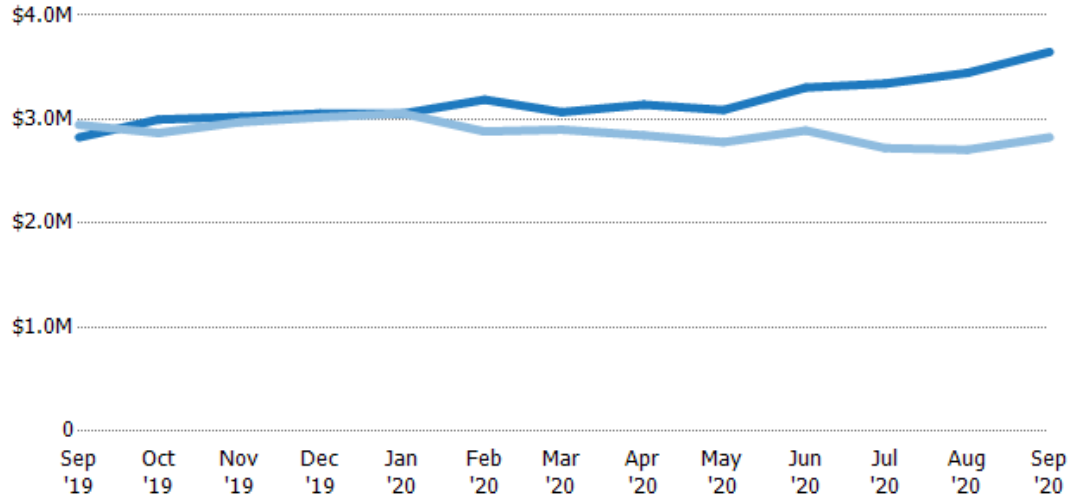
## Average Listing Price

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.
Sep '20	\$3.65M	29.1%
Sep '19	\$2.83M	-4.1%
Sep '18	\$2.95M	-14%



Current Year	\$2.83M	\$3M	\$3.02M	\$3.05M	\$3.05M	\$3.19M	\$3.07M	\$3.14M	\$3.09M	\$3.3M	\$3.34M	\$3.45M	\$3.65M
Prior Year	\$2.95M	\$2.87M	\$2.97M	\$3.02M	\$3.06M	\$2.88M	\$2.9M	\$2.85M	\$2.78M	\$2.89M	\$2.72M	\$2.71M	\$2.83M
Percent Change from Prior Year	-4%	5%	2%	1%	0%	11%	6%	10%	11%	14%	23%	27%	29%

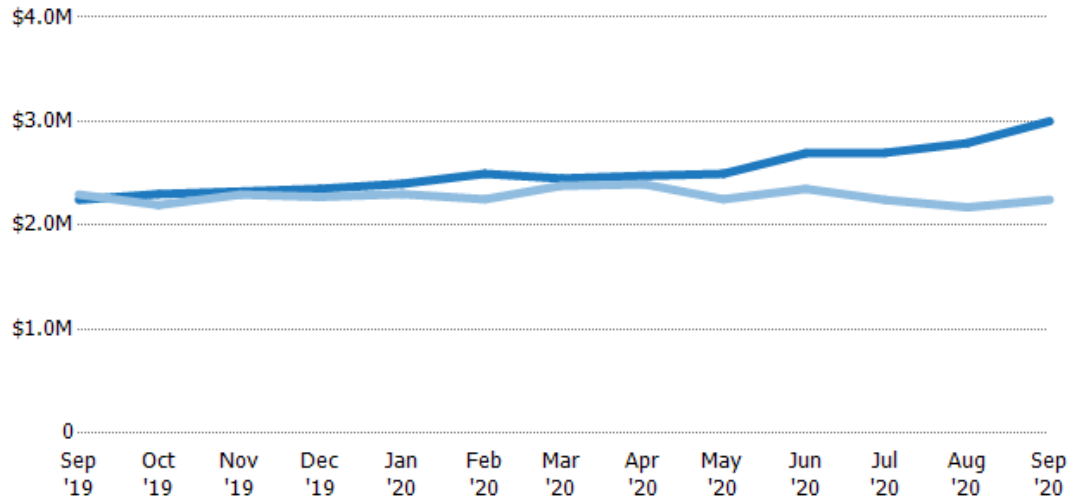
## Median Listing Price

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.
Sep '20	\$3M	33.6%
Sep '19	\$2.25M	-2.2%
Sep '18	\$2.3M	-9.8%



Current Year	\$2.25M	\$2.3M	\$2.33M	\$2.35M	\$2.4M	\$2.5M	\$2.45M	\$2.48M	\$2.5M	\$2.69M	\$2.7M	\$2.79M	\$3M
Prior Year	\$2.3M	\$2.2M	\$2.3M	\$2.27M	\$2.3M	\$2.25M	\$2.38M	\$2.4M	\$2.25M	\$2.35M	\$2.24M	\$2.17M	\$2.25M
Percent Change from Prior Year	-2%	5%	1%	3%	4%	11%	3%	3%	11%	15%	20%	28%	34%

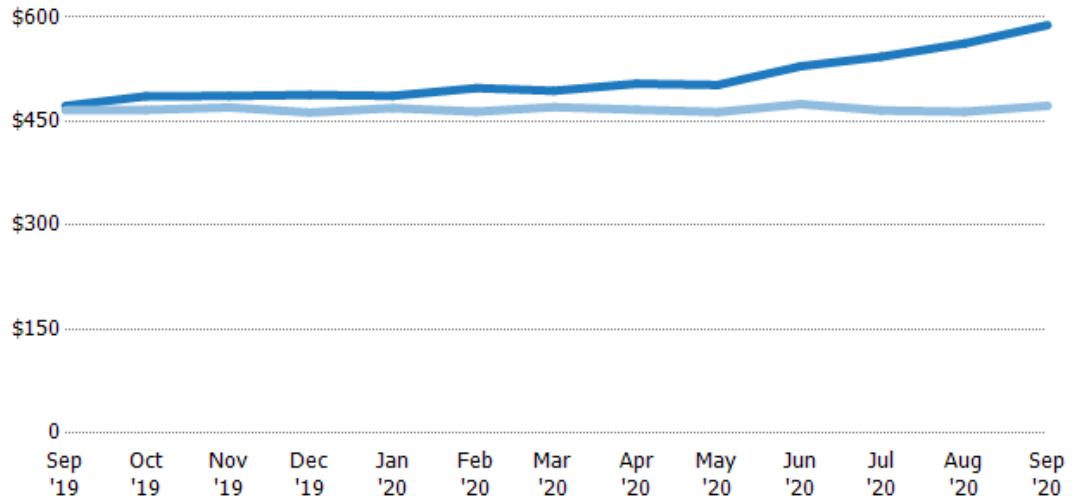
## Average Listing Price per Sq Ft

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.
Sep '20	\$589	24.7%
Sep '19	\$472	1.4%
Sep '18	\$466	-10.6%



Current Year	\$472	\$486	\$487	\$488	\$487	\$498	\$494	\$504	\$502	\$529	\$543	\$562	\$589
Prior Year	\$466	\$466	\$470	\$463	\$469	\$464	\$470	\$467	\$463	\$475	\$466	\$464	\$472
Percent Change from Prior Year	1%	4%	4%	6%	4%	7%	5%	8%	8%	11%	17%	21%	25%

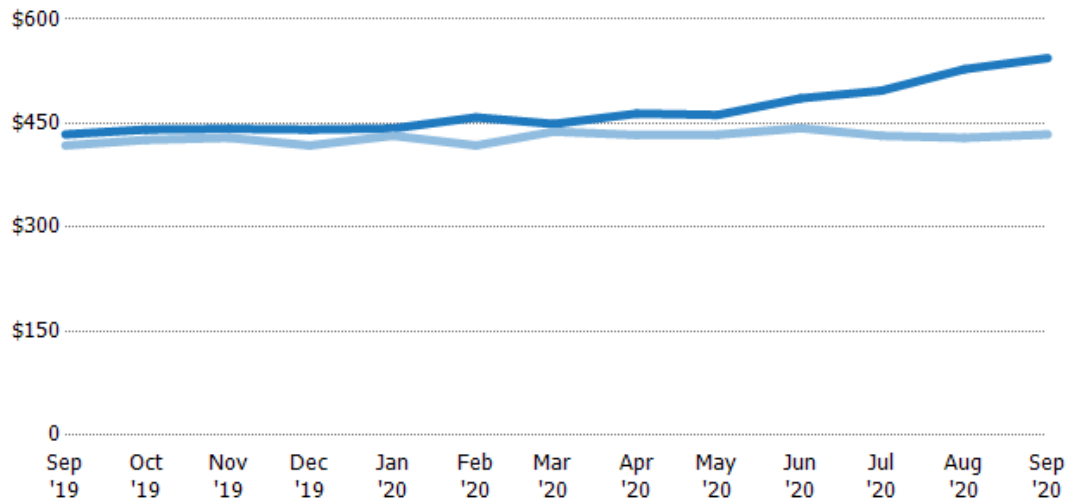
## Median Listing Price per Sq Ft

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.
Sep '20	\$544	25.3%
Sep '19	\$434	3.8%
Sep '18	\$418	-5.3%



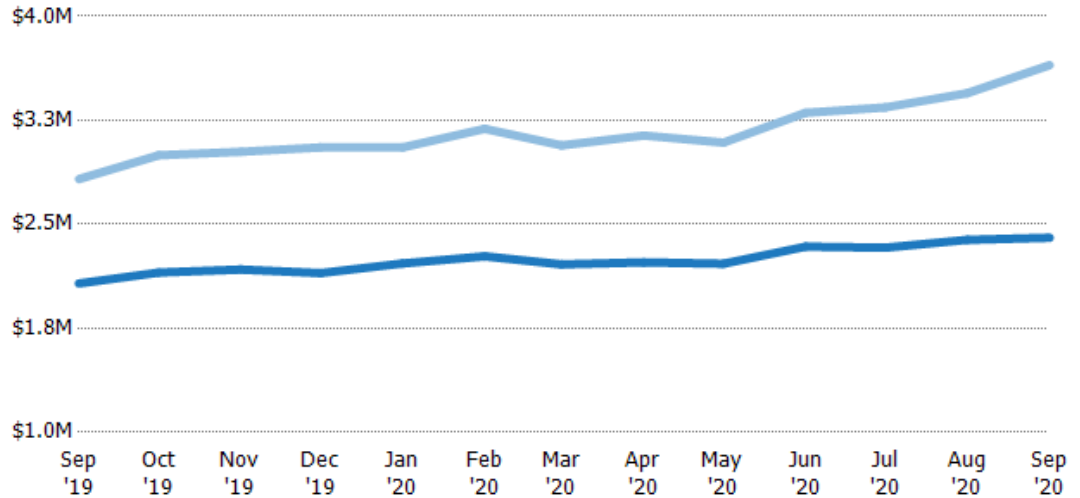
Current Year	\$434	\$441	\$442	\$441	\$443	\$459	\$449	\$464	\$462	\$486	\$497	\$528	\$544
Prior Year	\$418	\$426	\$429	\$418	\$432	\$418	\$438	\$433	\$434	\$443	\$432	\$429	\$434
Percent Change from Prior Year	4%	4%	3%	6%	2%	10%	3%	7%	7%	10%	15%	23%	25%

## 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



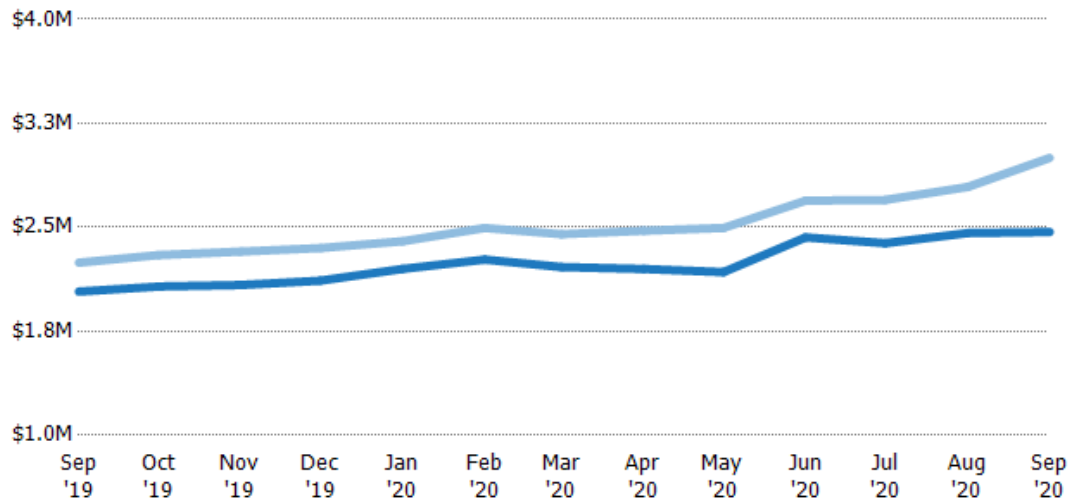
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$2.07M	\$2.15M	\$2.17M	\$2.15M	\$2.22M	\$2.27M	\$2.21M	\$2.23M	\$2.22M	\$2.34M	\$2.33M	\$2.39M	\$2.4M
Avg Listing Price	\$2.83M	\$3M	\$3.02M	\$3.05M	\$3.05M	\$3.19M	\$3.07M	\$3.14M	\$3.09M	\$3.3M	\$3.34M	\$3.45M	\$3.65M
Avg Listing Price as a % of Avg Est Value	136%	139%	139%	142%	138%	141%	139%	141%	139%	141%	143%	144%	152%

## 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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$2.04M	\$2.07M	\$2.08M	\$2.11M	\$2.2M	\$2.27M	\$2.21M	\$2.2M	\$2.18M	\$2.43M	\$2.39M	\$2.46M	\$2.47M
Median Listing Price	\$2.25M	\$2.3M	\$2.33M	\$2.35M	\$2.4M	\$2.5M	\$2.45M	\$2.48M	\$2.5M	\$2.69M	\$2.7M	\$2.79M	\$3M
Med Listing Price as a % of Med Est Value	110%	111%	112%	111%	109%	110%	111%	113%	115%	111%	113%	114%	122%



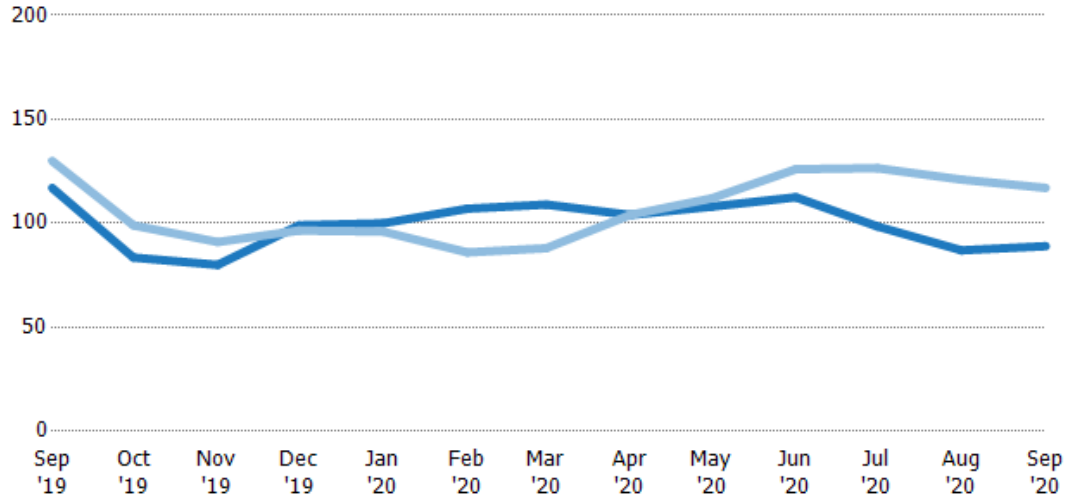
## Median Days in RPR

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.
Sep '20	89	-23.9%
Sep '19	117	-10%
Sep '18	130	-5.4%



Current Year	117	83.5	80	99	100	107	109	104	108	113	98.5	87	89
Prior Year	130	99	91	96.5	96	86	88	104	112	126	127	121	117
Percent Change from Prior Year	-10%	-16%	-12%	3%	4%	24%	24%	0%	-4%	-11%	-22%	-28%	-24%

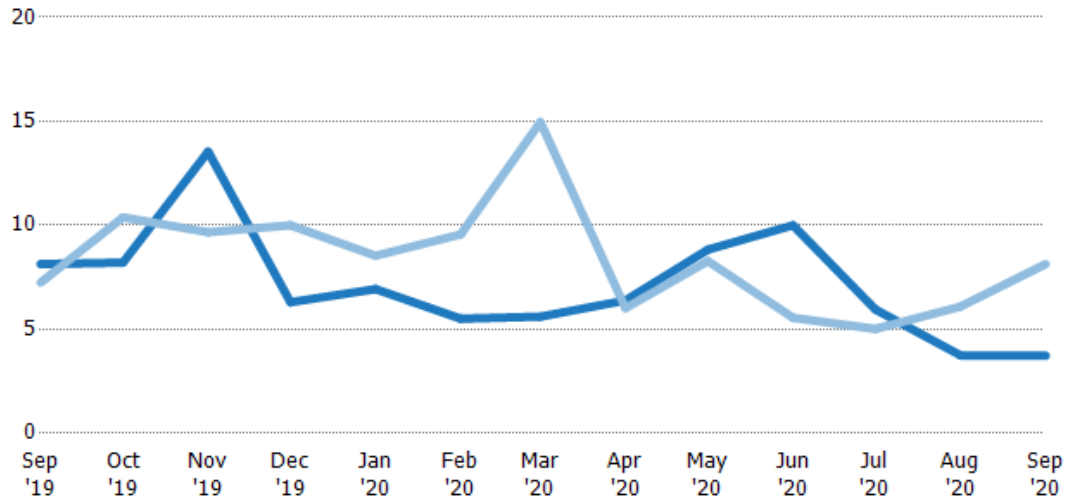
## Months of Inventory

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.
Sep '20	3.73	-54.1%
Sep '19	8.14	12.3%
Sep '18	7.24	28.1%



Current Year	8.14	8.21	13.5	6.3	6.93	5.51	5.61	6.39	8.83	10	5.95	3.75	3.73
Prior Year	7.24	10.4	9.67	10	8.53	9.56	15	6.02	8.28	5.55	5.02	6.09	8.14
Percent Change from Prior Year	12%	-21%	40%	-37%	-19%	-42%	-63%	6%	7%	80%	19%	-38%	-54%



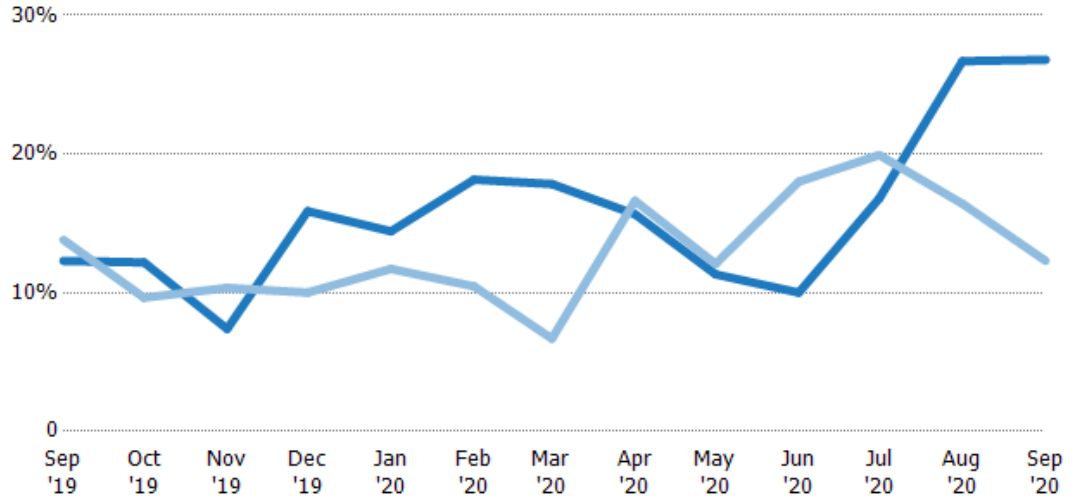
## Absorption Rate

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.
Sep '20	27%	-14.5%
Sep '19	12%	1.5%
Sep '18	14%	-21.9%



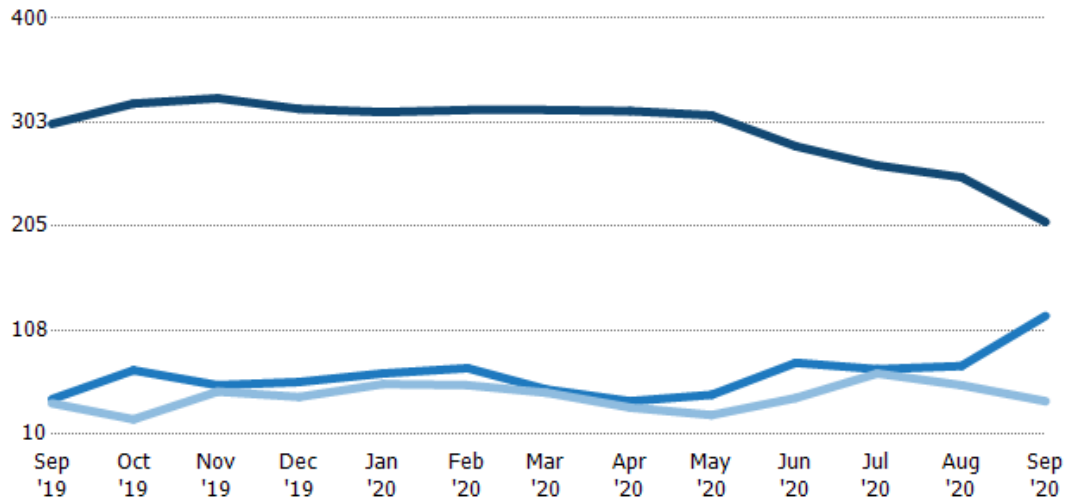
Current Year	12%	12%	7%	16%	14%	18%	18%	16%	11%	10%	17%	27%	27%
Prior Year	14%	10%	10%	10%	12%	10%	7%	17%	12%	18%	20%	16%	12%
Change from Prior Year	2%	-3%	3%	-6%	-3%	-8%	-11%	1%	1%	8%	3%	-10%	-15%

## 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



Active	301	320	325	315	312	314	314	313	309	280	262	251	209
Pending	43	70	56	59	67	72	52	41	47	77	71	74	121
Sold	39	24	50	45	57	56	49	35	28	44	67	56	41

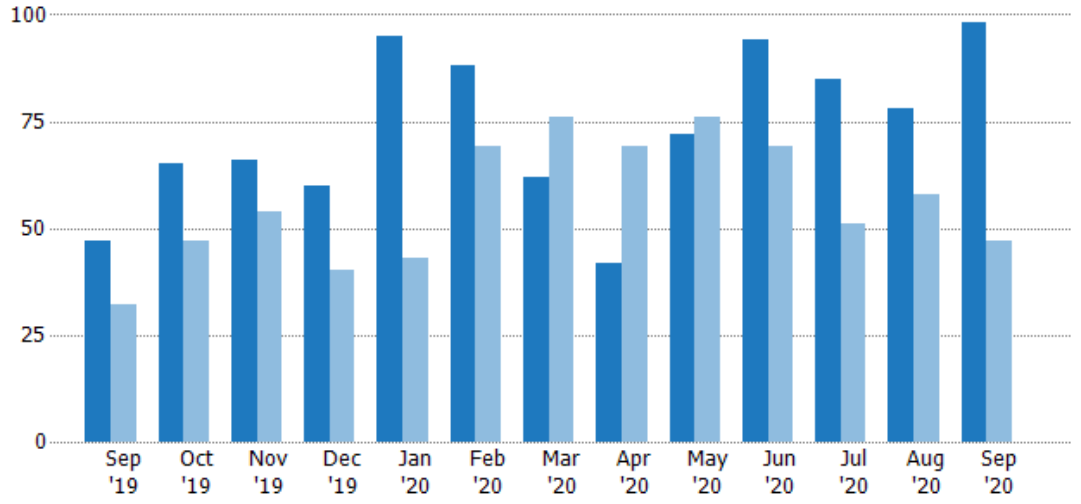
## New Pending Sales

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,  
Mobile/Manufactured, Single Family  
Residence

Month/ Year	Count	% Chg.
Sep '20	98	108.5%
Sep '19	47	46.9%
Sep '18	32	31.3%



Current Year	47	65	66	60	95	88	62	42	72	94	85	78	98
Prior Year	32	47	54	40	43	69	76	69	76	69	51	58	47
Percent Change from Prior Year	47%	38%	22%	50%	121%	28%	-18%	-39%	-5%	36%	67%	34%	109%

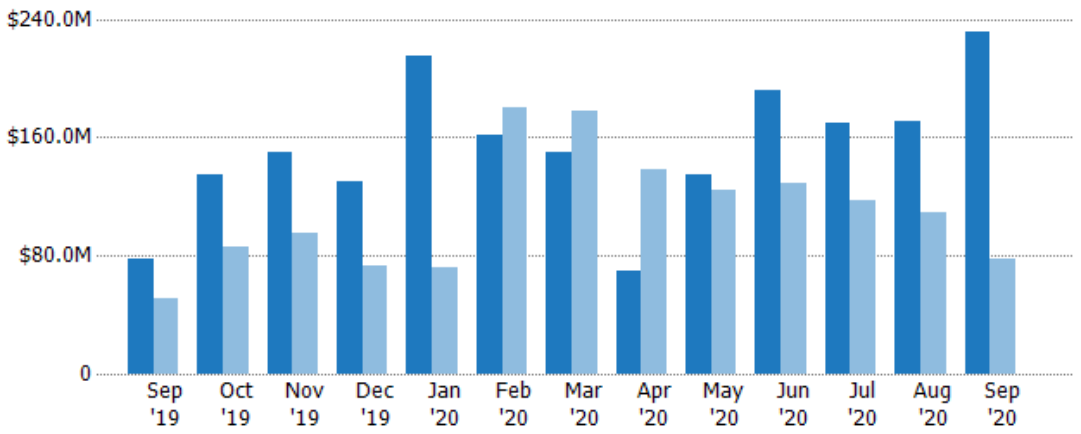
## New Pending Sales Volume

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.
Sep '20	\$232M	199.2%
Sep '19	\$77.5M	51.3%
Sep '18	\$51.2M	49.4%



Current Year	\$77.5M	\$135M	\$150M	\$130M	\$215M	\$162M	\$150M	\$69.9M	\$135M	\$192M	\$170M	\$170M	\$232M
Prior Year	\$51.2M	\$86.2M	\$95.2M	\$73M	\$72.1M	\$180M	\$178M	\$138M	\$125M	\$129M	\$117M	\$109M	\$77.5M
Percent Change from Prior Year	51%	57%	58%	78%	198%	-10%	-16%	-49%	8%	48%	45%	56%	199%

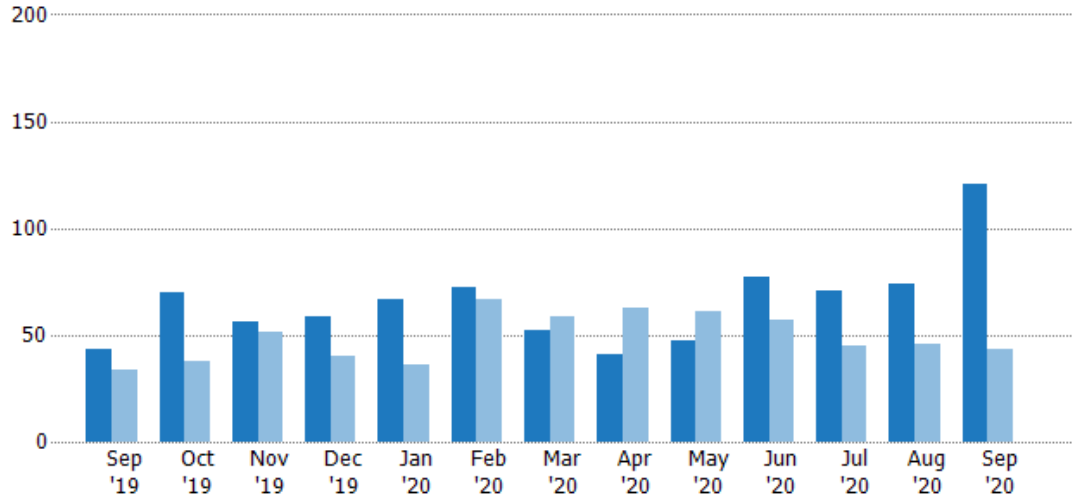
## Pending Sales

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.
Sep '20	121	181.4%
Sep '19	43	26.5%
Sep '18	34	44.1%



Current Year	43	70	56	59	67	72	52	41	47	77	71	74	121
Prior Year	34	38	51	40	36	67	59	63	61	57	45	46	43
Percent Change from Prior Year	26%	84%	10%	48%	86%	7%	-12%	-35%	-23%	35%	58%	61%	181%

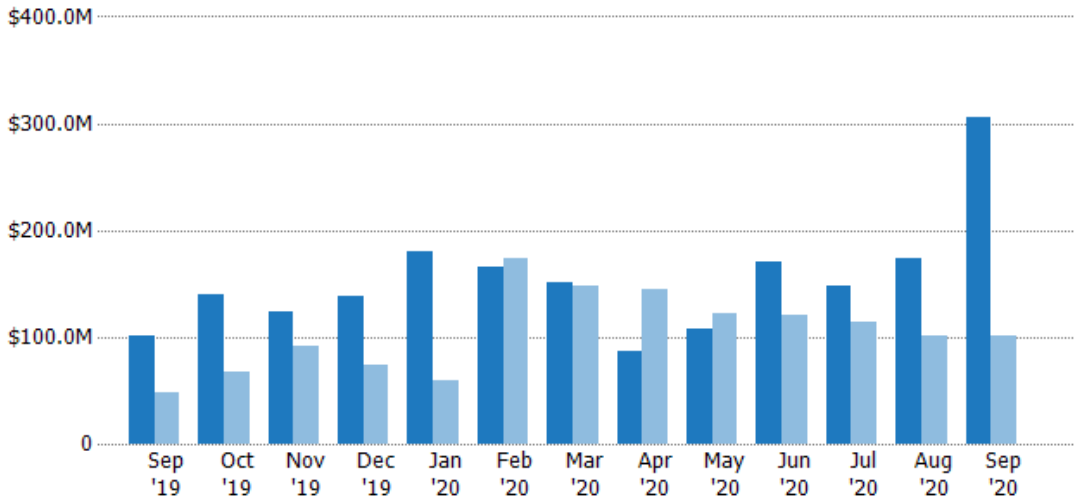
## Pending Sales Volume

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.
Sep '20	\$305M	203.6%
Sep '19	\$100M	106%
Sep '18	\$48.8M	81.9%



Current Year	\$100M	\$139M	\$123M	\$138M	\$181M	\$165M	\$151M	\$86.4M	\$107M	\$170M	\$148M	\$174M	\$305M
Prior Year	\$48.8M	\$68M	\$91.2M	\$73.5M	\$59.6M	\$174M	\$148M	\$145M	\$123M	\$121M	\$115M	\$101M	\$100M
Percent Change from Prior Year	106%	105%	35%	88%	203%	-5%	2%	-40%	-13%	41%	29%	72%	204%

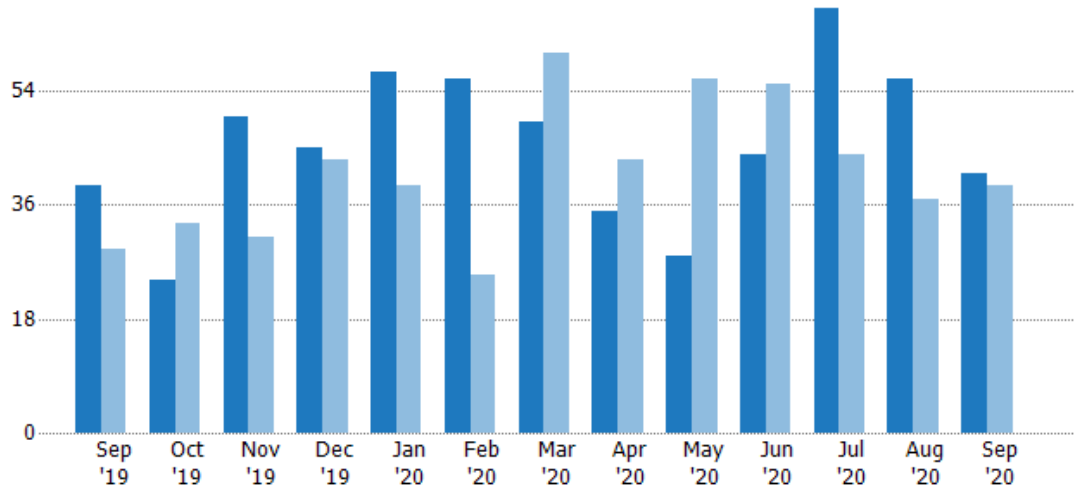
## Closed Sales

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.
Sep '20	41	5.1%
Sep '19	39	34.5%
Sep '18	29	27.6%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	39	24	50	45	57	56	49	35	28	44	67	56	41
Prior Year	29	33	31	43	39	25	60	43	56	55	44	37	39
Percent Change from Prior Year	34%	-27%	61%	5%	46%	124%	-18%	-19%	-50%	-20%	52%	51%	5%

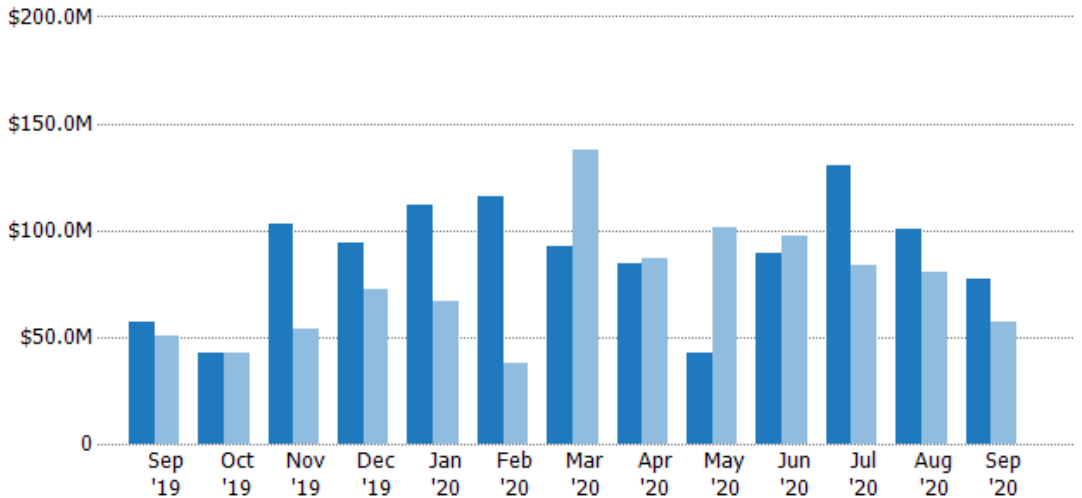
## Closed Sales Volume

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.
Sep '20	\$77.4M	34.8%
Sep '19	\$57.4M	14%
Sep '18	\$50.4M	-9.3%



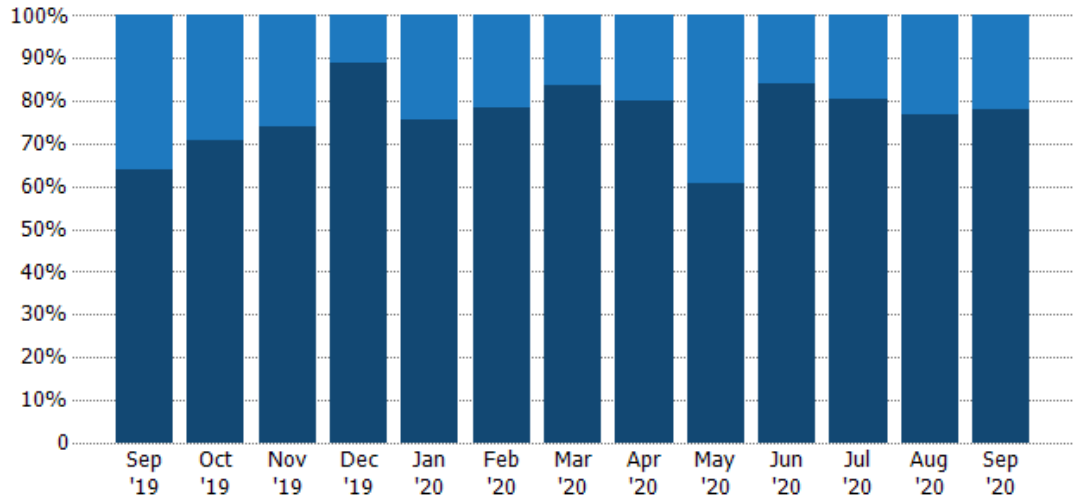
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$57.4M	\$42.5M	\$103M	\$93.8M	\$112M	\$115M	\$92.7M	\$84.1M	\$42.4M	\$89.4M	\$130M	\$101M	\$77.4M
Prior Year	\$50.4M	\$42.6M	\$53.5M	\$72.3M	\$67M	\$38M	\$137M	\$86.8M	\$101M	\$97.6M	\$83.6M	\$80.6M	\$57.4M
Percent Change from Prior Year	14%	0%	92%	30%	67%	204%	-32%	-3%	-58%	-8%	56%	25%	35%

## 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



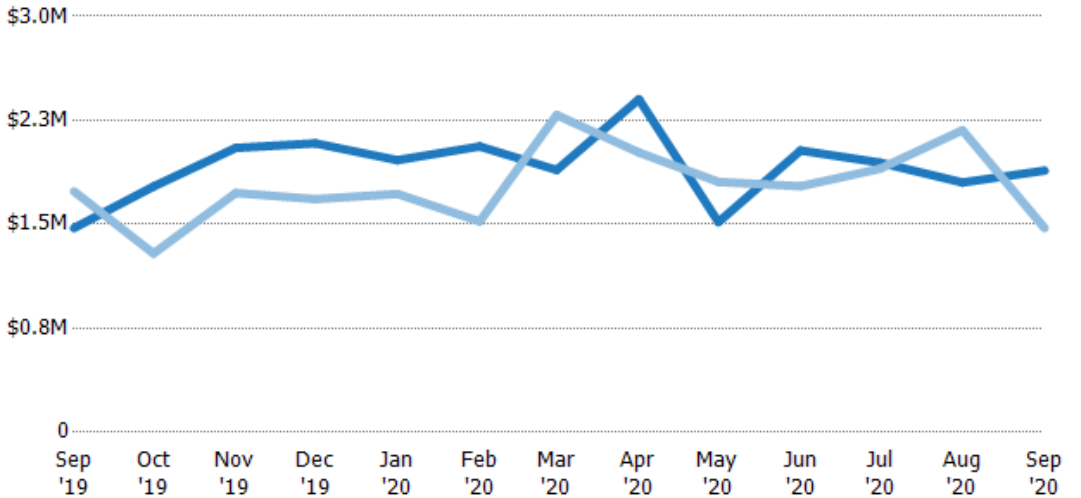
Property Type	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Condo/Townhouse	36%	29%	26%	11%	25%	21%	16%	20%	39%	16%	19%	23%	22%
Single Family Residence	64%	71%	74%	89%	75%	79%	84%	80%	61%	84%	81%	77%	78%

## 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



Month/Year	Price	% Chg.
Sep '20	\$1.89M	28.2%
Sep '19	\$1.47M	-15.3%
Sep '18	\$1.74M	-28.9%

Category	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$1.47M	\$1.77M	\$2.05M	\$2.08M	\$1.96M	\$2.06M	\$1.89M	\$2.4M	\$1.52M	\$2.03M	\$1.94M	\$1.8M	\$1.89M
Prior Year	\$1.74M	\$1.29M	\$1.73M	\$1.68M	\$1.72M	\$1.52M	\$2.29M	\$2.02M	\$1.81M	\$1.77M	\$1.9M	\$2.18M	\$1.47M
Percent Change from Prior Year	-15%	37%	19%	24%	14%	36%	-17%	19%	-16%	15%	2%	-17%	28%

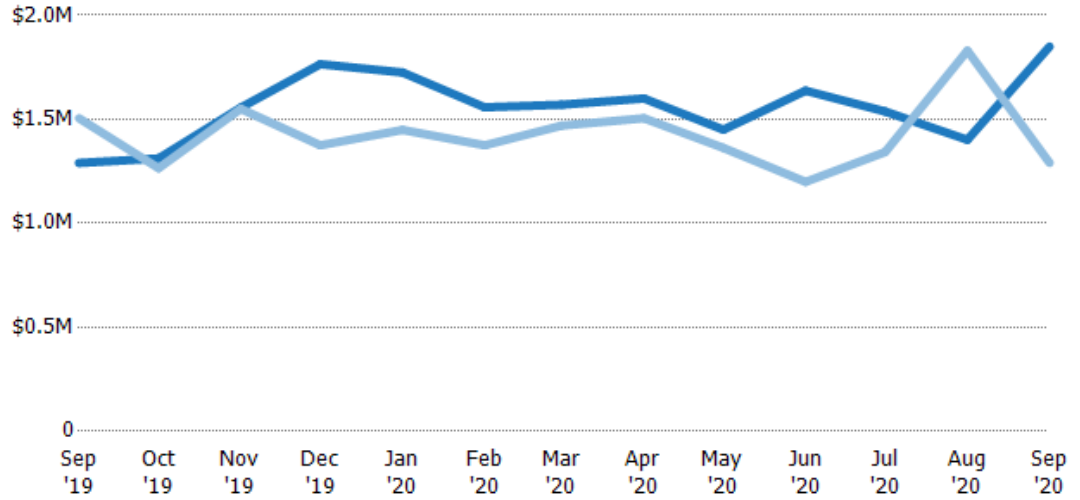
## Median Sales Price

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.
Sep '20	\$1.85M	43.4%
Sep '19	\$1.29M	-14.3%
Sep '18	\$1.51M	-40.2%



Current Year	\$1.29M	\$1.31M	\$1.56M	\$1.77M	\$1.73M	\$1.56M	\$1.57M	\$1.6M	\$1.45M	\$1.64M	\$1.54M	\$1.4M	\$1.85M
Prior Year	\$1.51M	\$1.27M	\$1.55M	\$1.38M	\$1.45M	\$1.38M	\$1.47M	\$1.51M	\$1.36M	\$1.2M	\$1.34M	\$1.83M	\$1.29M
Percent Change from Prior Year	-14%	4%	0%	28%	19%	13%	7%	6%	6%	37%	15%	-23%	43%

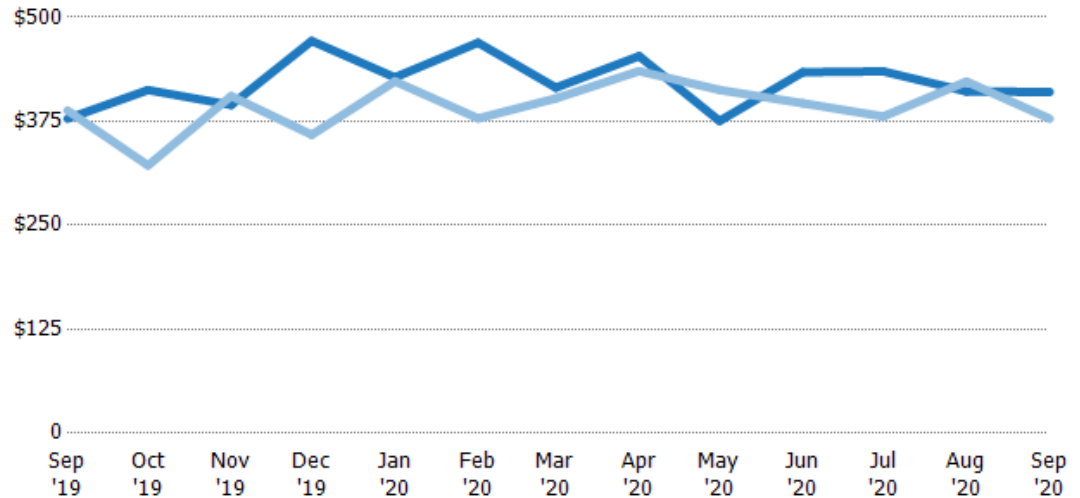
## Average Sales Price per Sq Ft

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.
Sep '20	\$410	8.5%
Sep '19	\$378	-2.5%
Sep '18	\$388	-13.8%



Current Year	\$378	\$413	\$395	\$472	\$428	\$469	\$415	\$453	\$375	\$434	\$435	\$411	\$410
Prior Year	\$388	\$322	\$405	\$359	\$423	\$378	\$402	\$435	\$413	\$397	\$381	\$423	\$378
Percent Change from Prior Year	-3%	28%	-3%	31%	1%	24%	3%	4%	-9%	9%	14%	-3%	9%

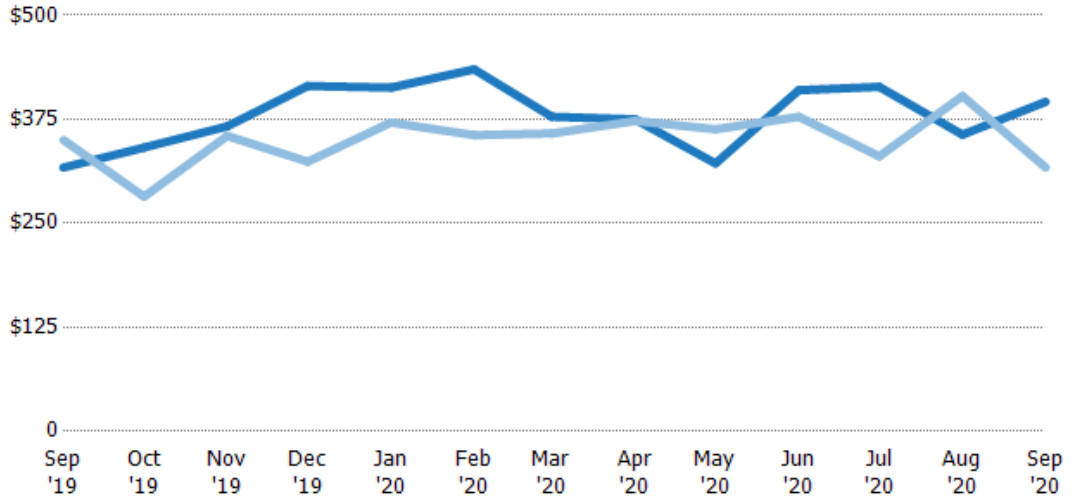
## Median Sales Price per Sq Ft

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.
Sep '20	\$396	24.9%
Sep '19	\$317	-9.4%
Sep '18	\$350	-8%



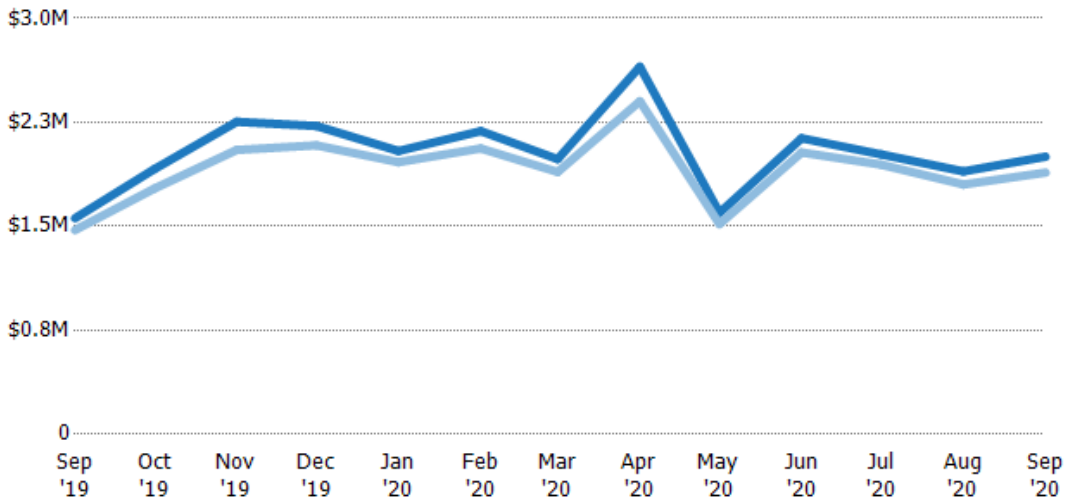
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$317	\$341	\$367	\$415	\$413	\$435	\$378	\$375	\$322	\$410	\$414	\$357	\$396
Prior Year	\$350	\$282	\$355	\$324	\$371	\$356	\$358	\$373	\$363	\$378	\$331	\$403	\$317
Percent Change from Prior Year	-9%	21%	3%	28%	11%	22%	6%	1%	-11%	8%	25%	-12%	25%

## 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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg List Price	\$1.56M	\$1.91M	\$2.25M	\$2.22M	\$2.04M	\$2.19M	\$1.98M	\$2.65M	\$1.6M	\$2.13M	\$2.02M	\$1.9M	\$2M
Avg Sales Price	\$1.47M	\$1.77M	\$2.05M	\$2.08M	\$1.96M	\$2.06M	\$1.89M	\$2.4M	\$1.52M	\$2.03M	\$1.94M	\$1.8M	\$1.89M
Avg Sales Price as a % of Avg List Price	95%	93%	91%	94%	96%	94%	95%	91%	95%	95%	96%	95%	94%

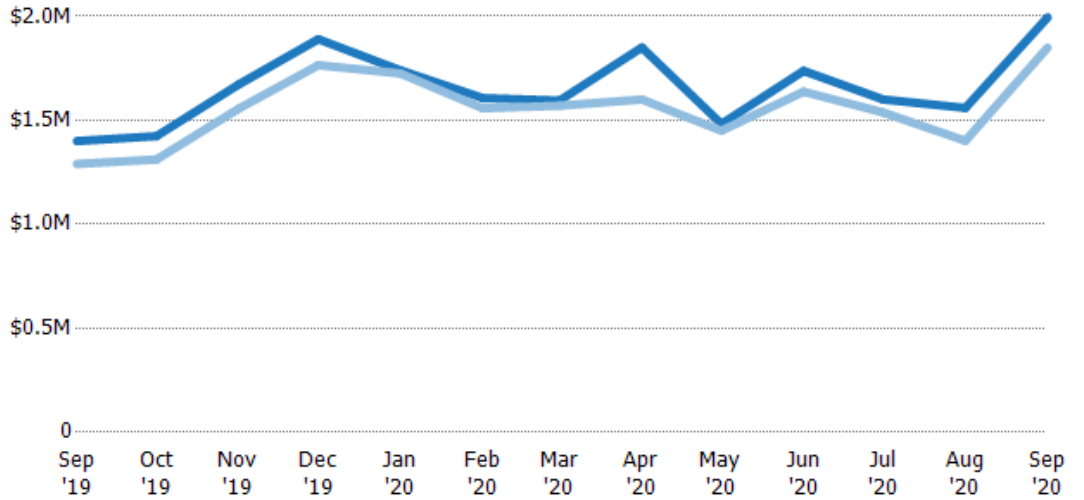


## Median Sales Price vs Median Listing Price

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,  
Mobile/Manufactured, Single Family  
Residence



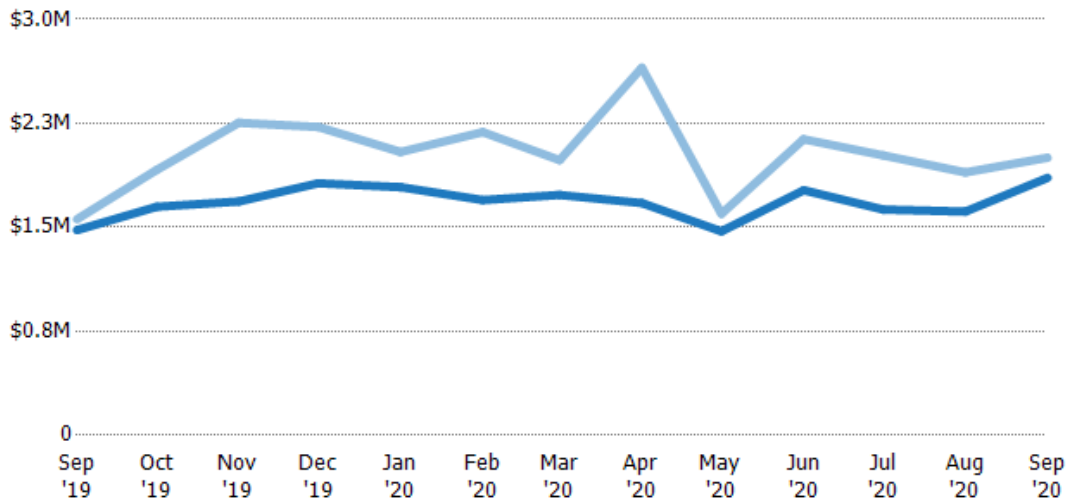
Month	Median List Price	Median Sales Price	Med Sales Price as a % of Med List Price
Sep '19	\$1.4M	\$1.29M	92%
Oct '19	\$1.42M	\$1.31M	92%
Nov '19	\$1.67M	\$1.56M	93%
Dec '19	\$1.89M	\$1.77M	93%
Jan '20	\$1.74M	\$1.73M	99%
Feb '20	\$1.61M	\$1.56M	97%
Mar '20	\$1.6M	\$1.57M	98%
Apr '20	\$1.85M	\$1.6M	86%
May '20	\$1.48M	\$1.45M	98%
Jun '20	\$1.74M	\$1.64M	94%
Jul '20	\$1.6M	\$1.54M	96%
Aug '20	\$1.56M	\$1.4M	90%
Sep '20	\$2M	\$1.85M	93%

## 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



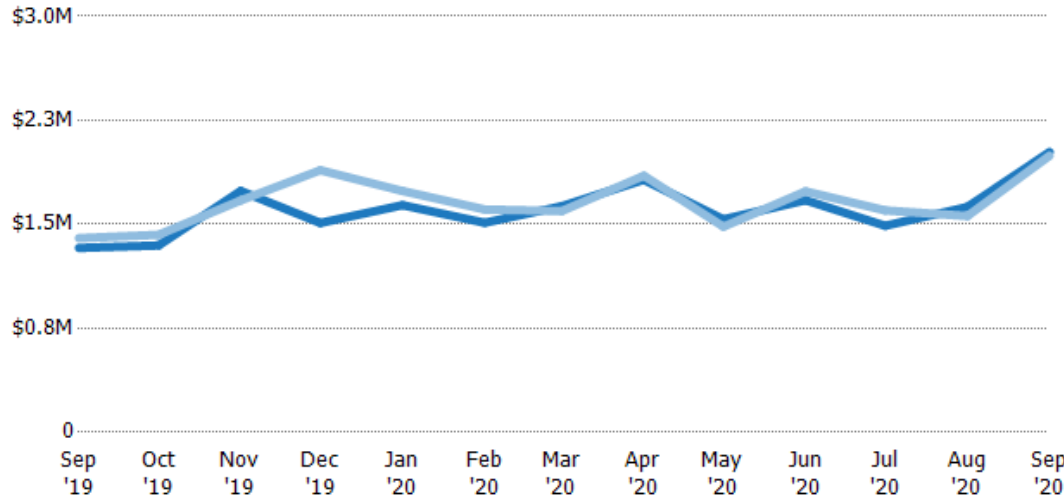
Month	Avg Est Value	Avg Sales Price	Avg Sales Price as a % of Avg Est Value
Sep '19	\$1.48M	\$1.56M	105%
Oct '19	\$1.65M	\$1.91M	116%
Nov '19	\$1.69M	\$2.25M	134%
Dec '19	\$1.82M	\$2.22M	122%
Jan '20	\$1.79M	\$2.04M	114%
Feb '20	\$1.7M	\$2.19M	129%
Mar '20	\$1.73M	\$1.98M	114%
Apr '20	\$1.67M	\$2.65M	158%
May '20	\$1.47M	\$1.6M	109%
Jun '20	\$1.77M	\$2.13M	121%
Jul '20	\$1.63M	\$2.02M	124%
Aug '20	\$1.61M	\$1.9M	118%
Sep '20	\$1.86M	\$2M	108%

## 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



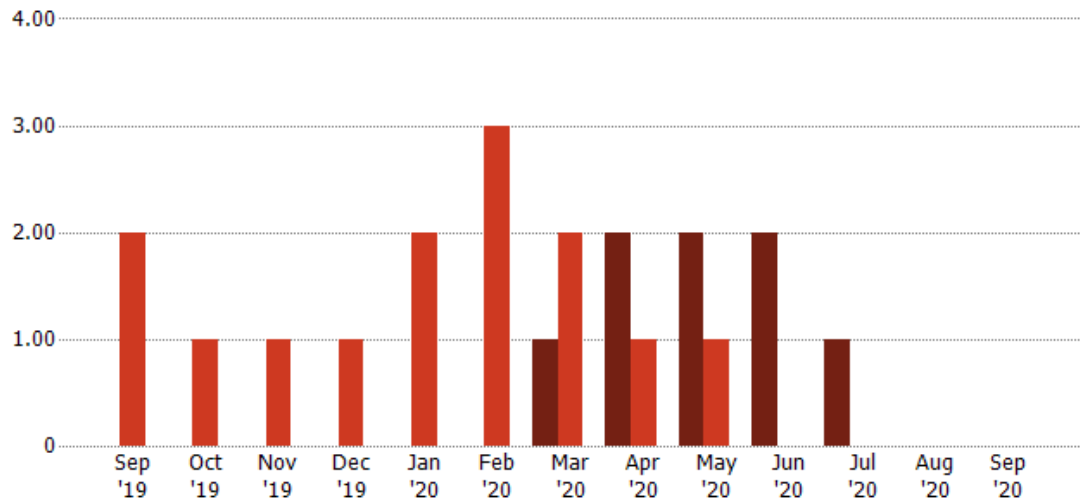
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$1.33M	\$1.35M	\$1.74M	\$1.51M	\$1.64M	\$1.51M	\$1.63M	\$1.82M	\$1.54M	\$1.67M	\$1.49M	\$1.63M	\$2.02M
Median Sales Price	\$1.4M	\$1.42M	\$1.67M	\$1.89M	\$1.74M	\$1.61M	\$1.6M	\$1.85M	\$1.48M	\$1.74M	\$1.6M	\$1.56M	\$2M
Med Sales Price as a % of Med Est Value	105%	106%	96%	125%	106%	106%	98%	102%	97%	104%	107%	96%	99%

## 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



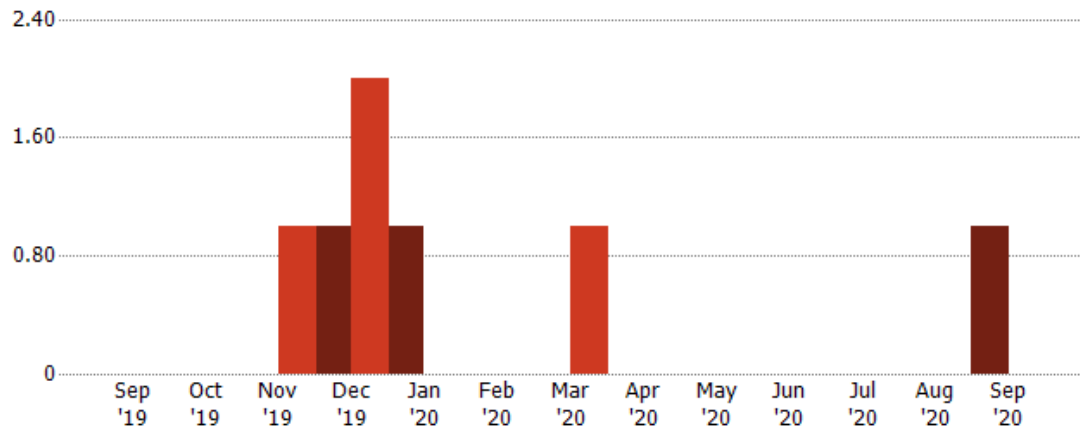
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	-	-	-	-	-	-	1	2	2	2	1	-	-
Prior Year	2	1	1	1	2	3	2	1	1	-	-	-	-
Percent Change from Prior Year	-100%	-100%	-100%	-100%	-100%	-100%	-50%	100%	100%	100%	100%	-	-

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



## Sales Activity by ZIP

Sep 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	121	\$305,053,621	41	\$77,372,699	\$1,887,139	\$1,850,000	\$390	\$362	50