

**2021**

**PARADISE VALLEY**  
MARKET REPORT  
January 2021



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	Jan 2021	Jan 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	67	91	-26.4%	932	925	+0.8%
New Listing Volume	\$187,889,504	\$210,616,997	-10.8%	\$2,480,343,081	\$2,206,989,965	+12.4%
Active Listing Count	191	316	-39.6%	N/A	N/A	
Active Listing Volume	\$768,379,671	\$960,402,488	-20%	N/A	N/A	
Average Listing Price	\$4,022,930	\$3,039,248	+32.4%	\$3,320,881	\$2,895,782	+14.7%
Median Listing Price	\$3,350,000	\$2,399,985	+39.6%	\$2,732,615	\$2,310,563	+18.3%
Average Listing Price per Sq Ft	\$607	\$488	+24.4%	\$533	\$472	+12.9%
Median Listing Price per Sq Ft	\$570	\$443	+28.7%	\$492	\$433	+13.6%
Median Days in RPR	97	98	-1%	91.86	103.24	-11%
Months of Inventory	2.9	7.2	-60.3%	3.4	8.3	-59.7%
Absorption Rate	35.08%	13.92%	+21.2%	29.84%	12.03%	+17.8%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	54	97	-44.3%	1,037	851	+21.9%
New Pending Sales Volume	\$119,717,708	\$217,135,105	-44.9%	\$2,280,963,610	\$1,766,256,039	+29.1%
Pending Sales Count	65	67	-3%	N/A	N/A	
Pending Sales Volume	\$154,579,809	\$177,624,347	-13%	N/A	N/A	
Closed Sales Count	45	57	-21.1%	683	572	+19.4%
Closed Sales Volume	\$112,867,000	\$107,805,477	+4.7%	\$1,427,498,436	\$1,085,493,127	+31.5%
Average Sales Price	\$2,508,156	\$1,891,324	+32.6%	\$2,090,042	\$1,897,715	+10.1%
Median Sales Price	\$1,999,000	\$1,650,000	+21.2%	\$1,720,981	\$1,459,586	+17.9%
Average Sales Price per Sq Ft	\$542	\$420	+29%	\$449	\$410	+9.5%
Median Sales Price per Sq Ft	\$488	\$403	+21.1%	\$413	\$369	+11.9%
<b>Distressed Charts Metrics</b>						
Distressed Listing Count	1	1	+/-	N/A	N/A	

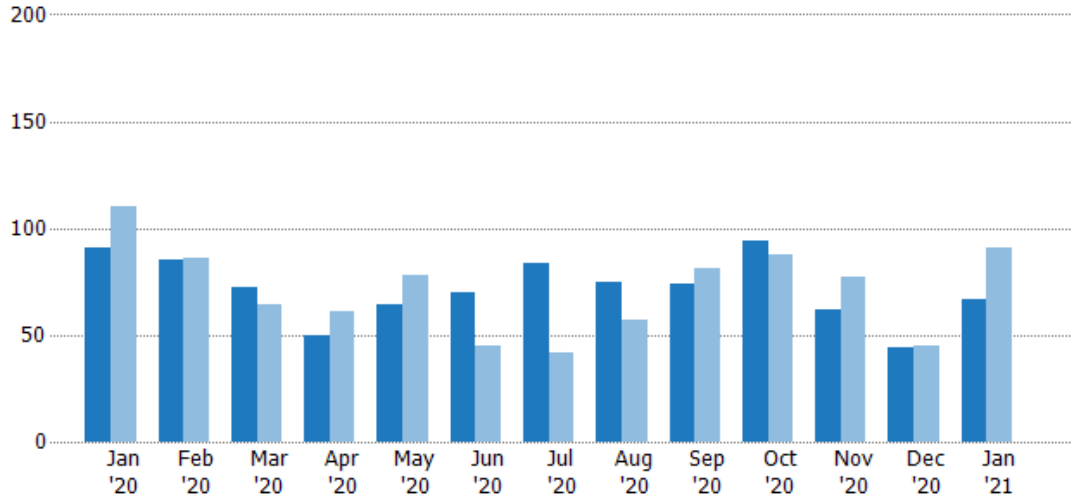
## New Listings

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.
Jan '21	67	-26.4%
Jan '20	91	-17.3%
Jan '19	110	-9.1%



Current Year	91	85	72	50	64	70	84	75	74	94	62	44	67
Prior Year	110	86	64	61	78	45	42	57	81	88	77	45	91
Percent Change from Prior Year	-17%	-1%	13%	-18%	-18%	56%	100%	32%	-9%	7%	-19%	-2%	-26%

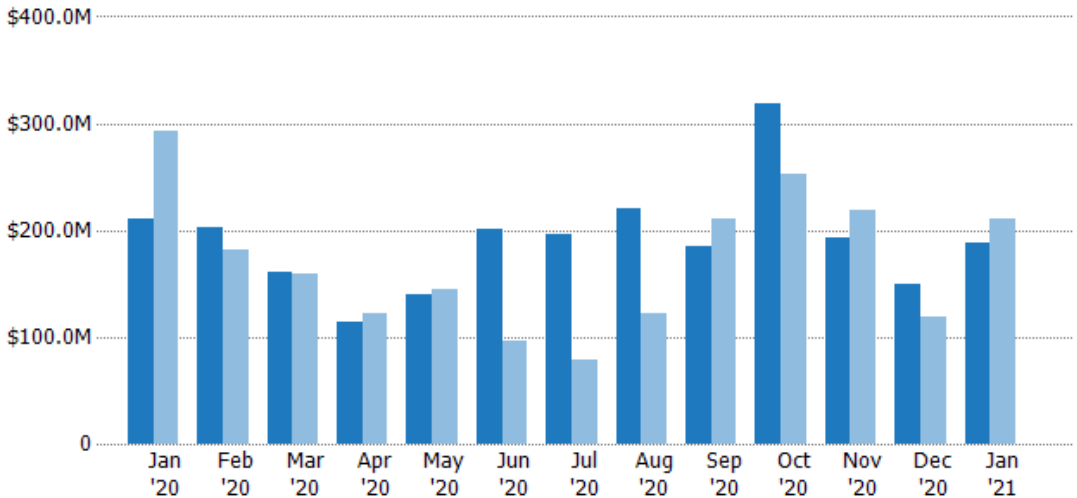
## New Listing Volume

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.
Jan '21	\$188M	-10.8%
Jan '20	\$211M	-28.1%
Jan '19	\$293M	-17.8%



Current Year	\$211M	\$203M	\$160M	\$114M	\$140M	\$202M	\$197M	\$220M	\$185M	\$318M	\$193M	\$149M	\$188M
Prior Year	\$293M	\$181M	\$159M	\$123M	\$145M	\$95.9M	\$78.2M	\$123M	\$211M	\$252M	\$218M	\$118M	\$211M
Percent Change from Prior Year	-28%	12%	1%	-7%	-3%	110%	152%	79%	-12%	26%	-11%	26%	-11%

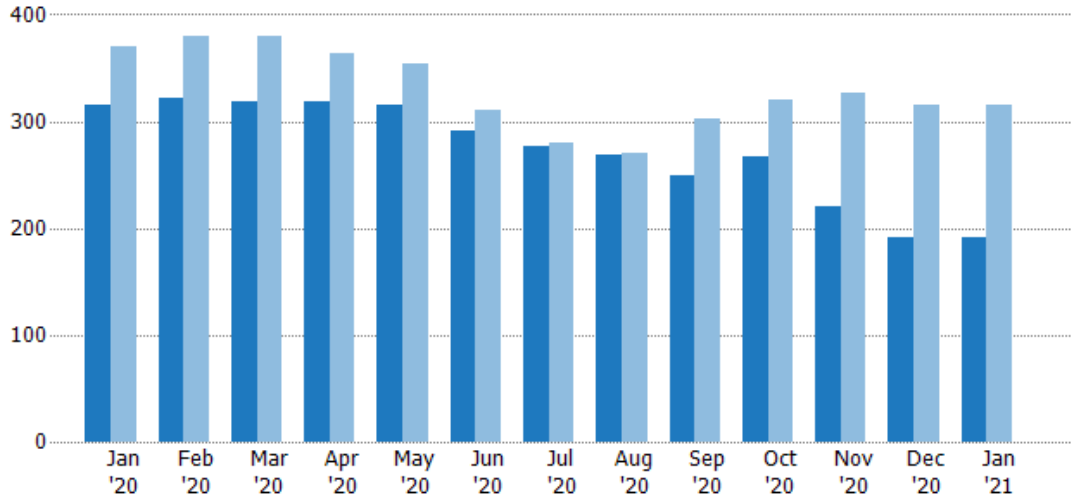
## Active Listings

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.
Jan '21	191	-39.6%
Jan '20	316	-14.6%
Jan '19	370	-11.1%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	316	322	319	319	316	291	276	269	250	267	220	191	191
Prior Year	370	379	379	364	354	310	280	270	303	320	327	316	316
Percent Change from Prior Year	-15%	-15%	-16%	-12%	-11%	-6%	-1%	0%	-17%	-17%	-33%	-40%	-40%

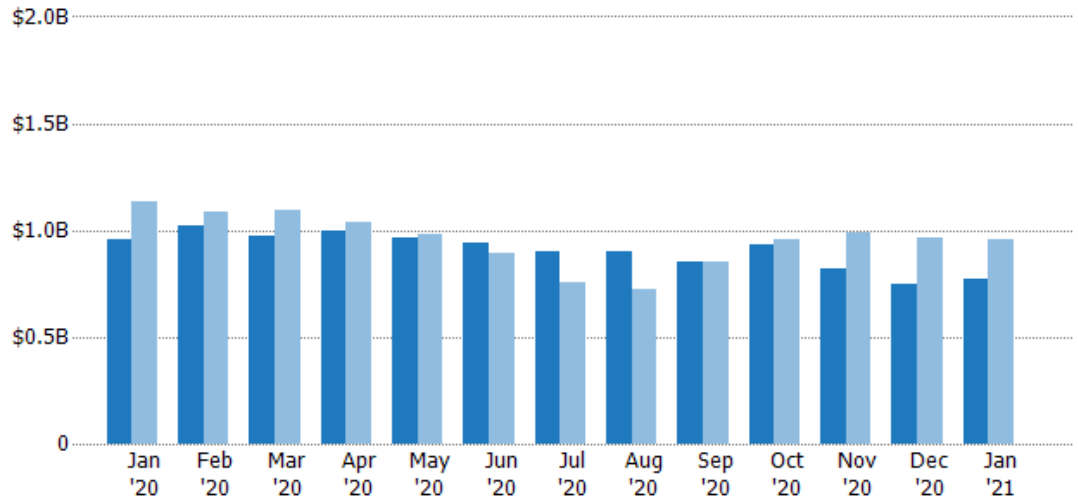
## Active Listing Volume

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.
Jan '21	\$768M	-20%
Jan '20	\$960M	-15.3%
Jan '19	\$1.13B	-18.8%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$960M	\$1.02B	\$975M	\$995M	\$965M	\$943M	\$903M	\$904M	\$856M	\$930M	\$817M	\$745M	\$768M
Prior Year	\$1.13B	\$1.09B	\$1.09B	\$1.03B	\$980M	\$892M	\$753M	\$725M	\$850M	\$954M	\$988M	\$963M	\$960M
Percent Change from Prior Year	-15%	-7%	-11%	-4%	-1%	6%	20%	25%	1%	-3%	-17%	-23%	-20%

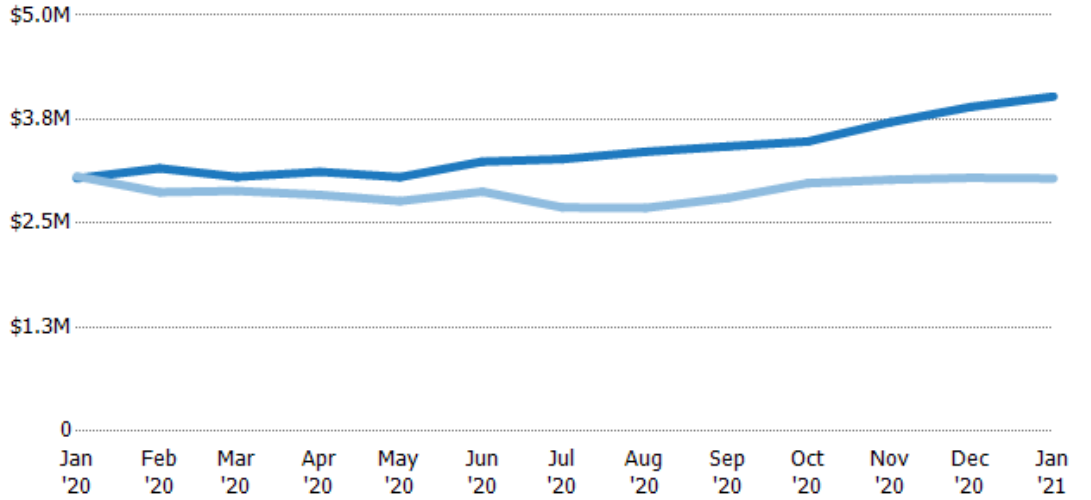
## Average Listing Price

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.
Jan '21	\$4.02M	32.4%
Jan '20	\$3.04M	-0.8%
Jan '19	\$3.06M	-8.6%



Current Year	\$3.04M	\$3.16M	\$3.06M	\$3.12M	\$3.05M	\$3.24M	\$3.27M	\$3.36M	\$3.42M	\$3.48M	\$3.72M	\$3.9M	\$4.02M
Prior Year	\$3.06M	\$2.87M	\$2.89M	\$2.84M	\$2.77M	\$2.88M	\$2.69M	\$2.68M	\$2.8M	\$2.98M	\$3.02M	\$3.05M	\$3.04M
Percent Change from Prior Year	-1%	10%	6%	10%	10%	13%	22%	25%	22%	17%	23%	28%	32%

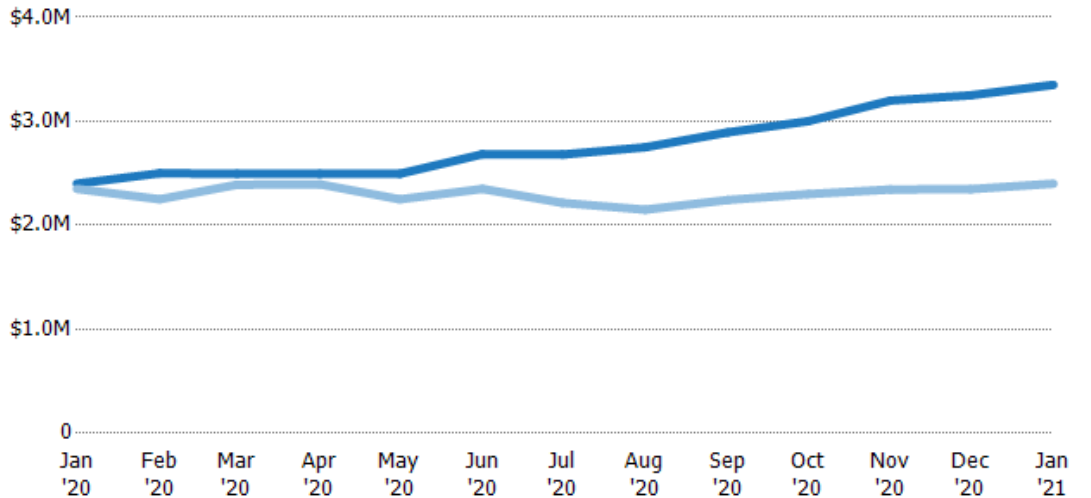
## Median Listing Price

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.
Jan '21	\$3.35M	39.6%
Jan '20	\$2.4M	2.1%
Jan '19	\$2.35M	-6.8%



Current Year	\$2.4M	\$2.5M	\$2.5M	\$2.5M	\$2.5M	\$2.68M	\$2.68M	\$2.75M	\$2.89M	\$3M	\$3.2M	\$3.25M	\$3.35M
Prior Year	\$2.35M	\$2.25M	\$2.39M	\$2.4M	\$2.25M	\$2.35M	\$2.22M	\$2.15M	\$2.24M	\$2.3M	\$2.34M	\$2.35M	\$2.4M
Percent Change from Prior Year	2%	11%	4%	4%	11%	14%	21%	28%	29%	30%	36%	38%	40%

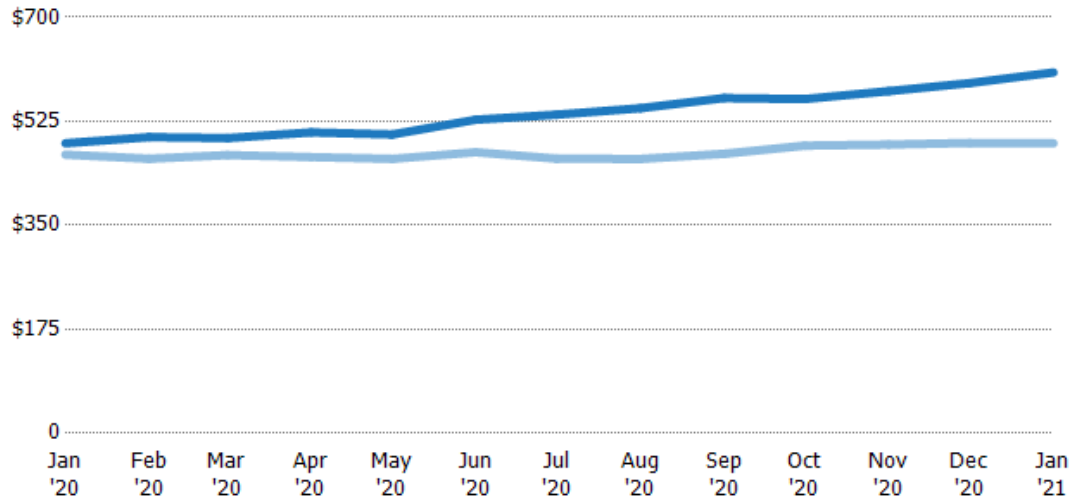
## Average Listing Price per Sq Ft

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.
Jan '21	\$607	24.4%
Jan '20	\$488	4.1%
Jan '19	\$469	-6.2%



Current Year	\$488	\$498	\$497	\$506	\$503	\$528	\$536	\$547	\$564	\$562	\$576	\$589	\$607
Prior Year	\$469	\$462	\$468	\$465	\$462	\$473	\$462	\$462	\$470	\$484	\$486	\$489	\$488
Percent Change from Prior Year	4%	8%	6%	9%	9%	12%	16%	19%	20%	16%	18%	21%	24%

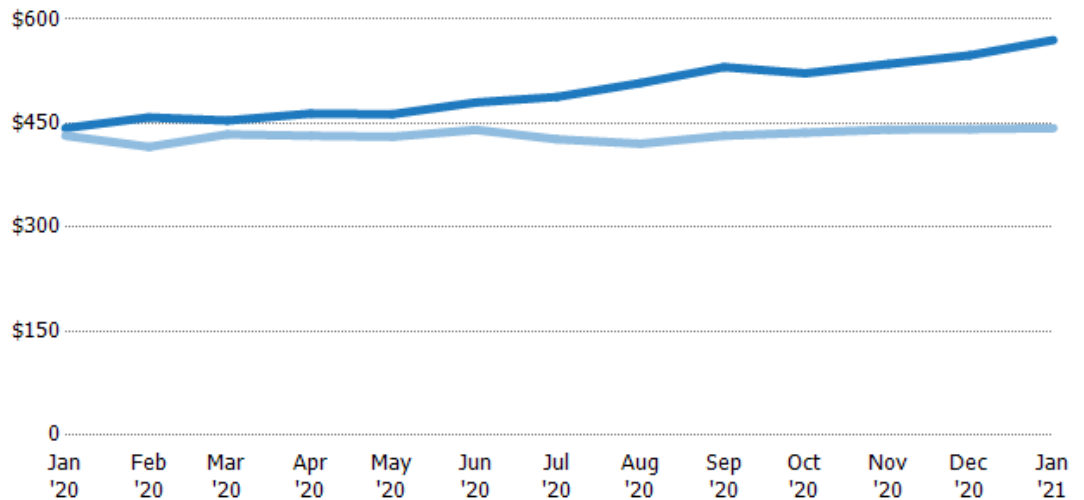
## Median Listing Price per Sq Ft

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.
Jan '21	\$570	28.7%
Jan '20	\$443	2.5%
Jan '19	\$432	-6%



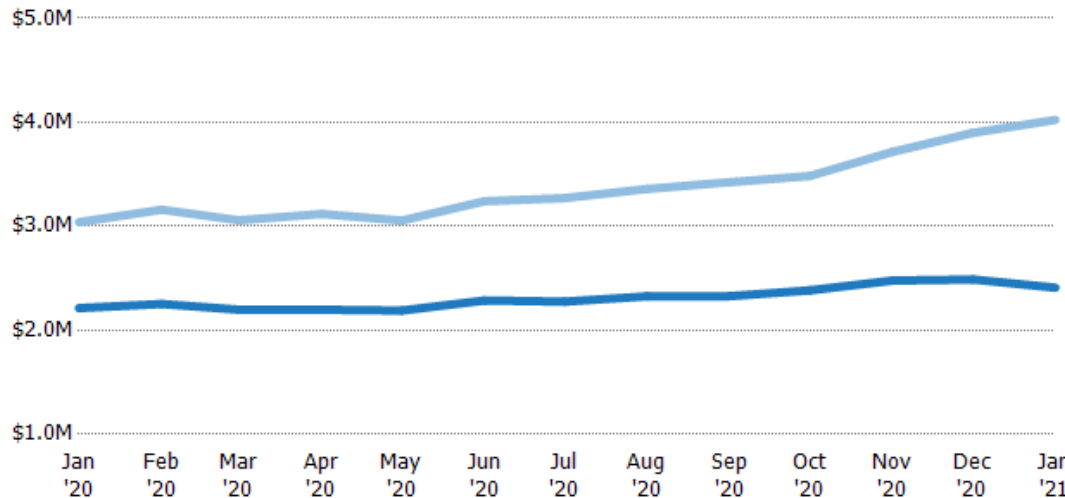
Current Year	\$443	\$459	\$454	\$464	\$463	\$480	\$488	\$508	\$531	\$522	\$536	\$548	\$570
Prior Year	\$432	\$416	\$434	\$432	\$431	\$441	\$427	\$421	\$432	\$437	\$441	\$442	\$443
Percent Change from Prior Year	3%	10%	5%	7%	8%	9%	14%	21%	23%	20%	21%	24%	29%

## 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



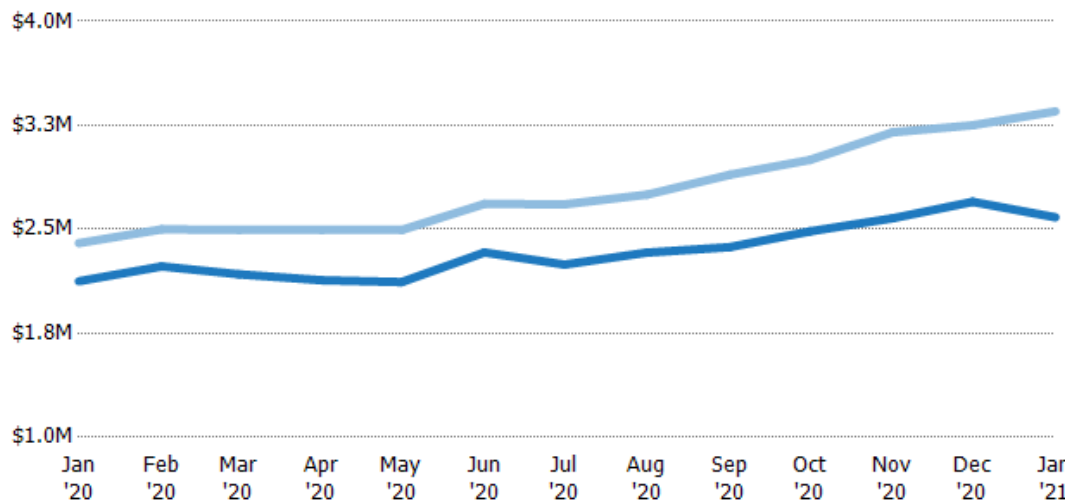
Avg Est Value	\$2.21M	\$2.25M	\$2.2M	\$2.2M	\$2.19M	\$2.29M	\$2.28M	\$2.33M	\$2.33M	\$2.38M	\$2.48M	\$2.49M	\$2.41M
Avg Listing Price	\$3.04M	\$3.16M	\$3.06M	\$3.12M	\$3.05M	\$3.24M	\$3.27M	\$3.36M	\$3.42M	\$3.48M	\$3.72M	\$3.9M	\$4.02M
Avg Listing Price as a % of Avg Est Value	137%	140%	139%	142%	140%	142%	144%	144%	147%	146%	150%	157%	167%

## 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	\$2.13M	\$2.23M	\$2.18M	\$2.13M	\$2.12M	\$2.33M	\$2.25M	\$2.33M	\$2.37M	\$2.48M	\$2.58M	\$2.7M	\$2.59M
Median Listing Price	\$2.4M	\$2.5M	\$2.5M	\$2.5M	\$2.5M	\$2.68M	\$2.68M	\$2.75M	\$2.89M	\$3M	\$3.2M	\$3.25M	\$3.35M
Med Listing Price as a % of Med Est Value	113%	112%	115%	117%	118%	115%	119%	118%	122%	121%	124%	120%	130%

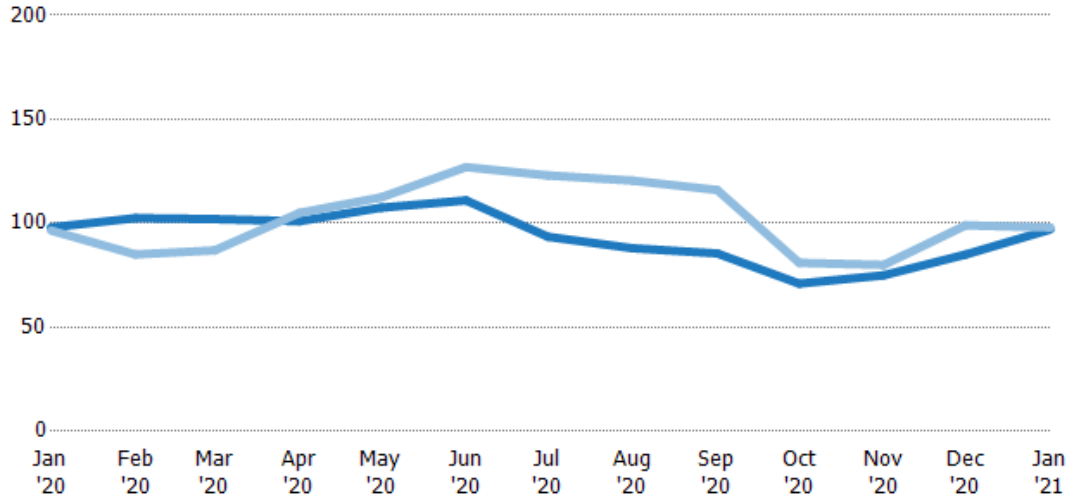
## Median Days in RPR

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.
Jan '21	97	-1%
Jan '20	98	1.6%
Jan '19	96.5	6.7%



Current Year	98	103	102	101	108	111	93.5	88	85.5	71	75	85	97
Prior Year	96.5	85	87	105	113	127	123	121	116	81	80	99	98
Percent Change from Prior Year	2%	21%	17%	-4%	-4%	-13%	-24%	-27%	-26%	-12%	-6%	-14%	-1%

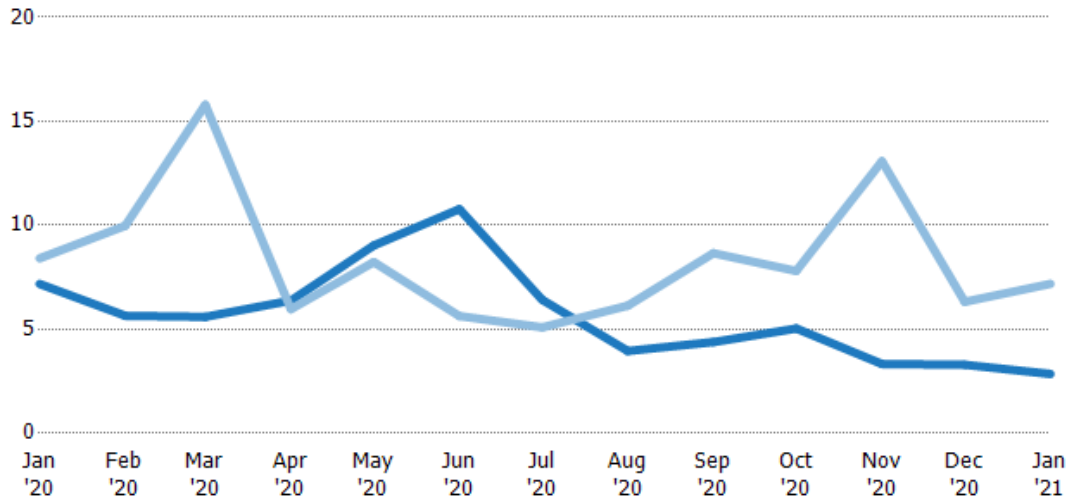
## Months of Inventory

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.
Jan '21	2.85	-60.3%
Jan '20	7.18	-14.6%
Jan '19	8.41	15.1%



Current Year	7.18	5.65	5.6	6.38	9.03	10.8	6.42	3.96	4.39	5.04	3.33	3.29	2.85
Prior Year	8.41	9.97	15.8	5.97	8.23	5.64	5.09	6.14	8.66	7.8	13.1	6.32	7.18
Percent Change from Prior Year	-15%	-43%	-65%	7%	10%	91%	26%	-36%	-49%	-35%	-75%	-48%	-60%



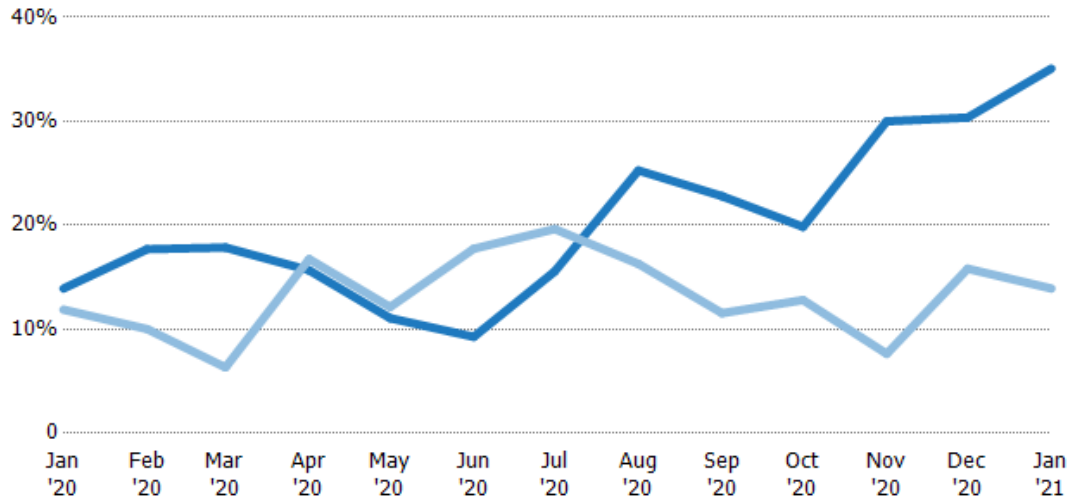
## Absorption Rate

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.
Jan '21	35%	-21.2%
Jan '20	14%	-2%
Jan '19	12%	-13.1%



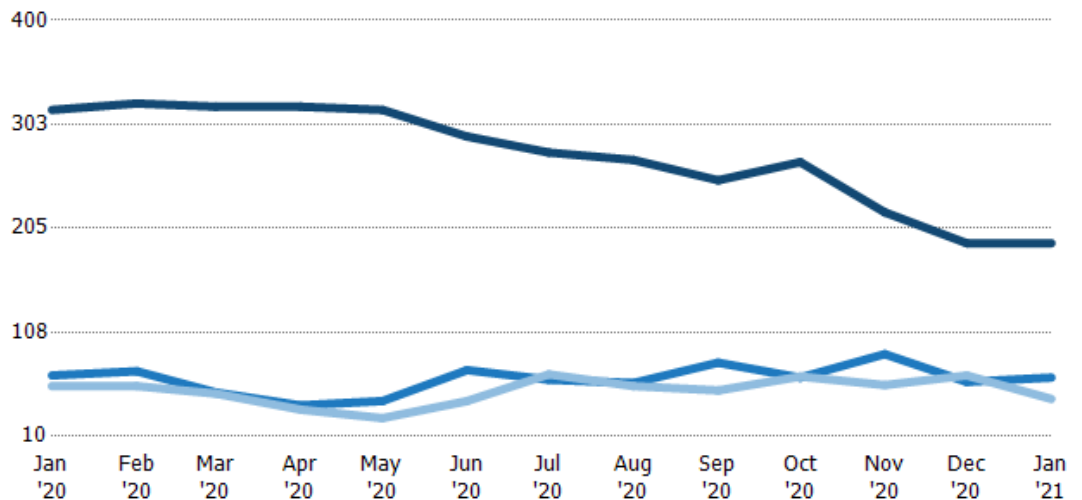
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	14%	18%	18%	16%	11%	9%	16%	25%	23%	20%	30%	30%	35%
Prior Year	12%	10%	6%	17%	12%	18%	20%	16%	12%	13%	8%	16%	14%
Change from Prior Year	-2%	-8%	-12%	1%	1%	8%	4%	-9%	-11%	-7%	-22%	-15%	-21%

## 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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Active	316	322	319	319	316	291	276	269	250	267	220	191	191
Pending	67	71	51	39	43	72	63	60	79	65	87	61	65
Sold	57	57	50	35	27	43	68	57	53	66	58	67	45

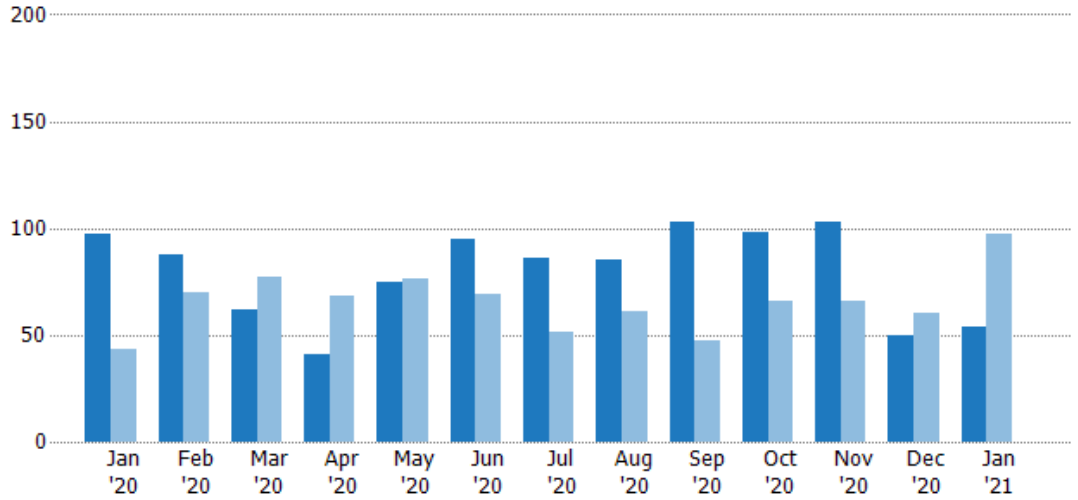
## New Pending Sales

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.
Jan '21	54	-44.3%
Jan '20	97	125.6%
Jan '19	43	60.5%



Current Year	97	88	62	41	75	95	86	85	103	98	103	50	54
Prior Year	43	70	77	68	76	69	51	61	47	66	66	60	97
Percent Change from Prior Year	126%	26%	-19%	-40%	-1%	38%	69%	39%	119%	48%	56%	-17%	-44%

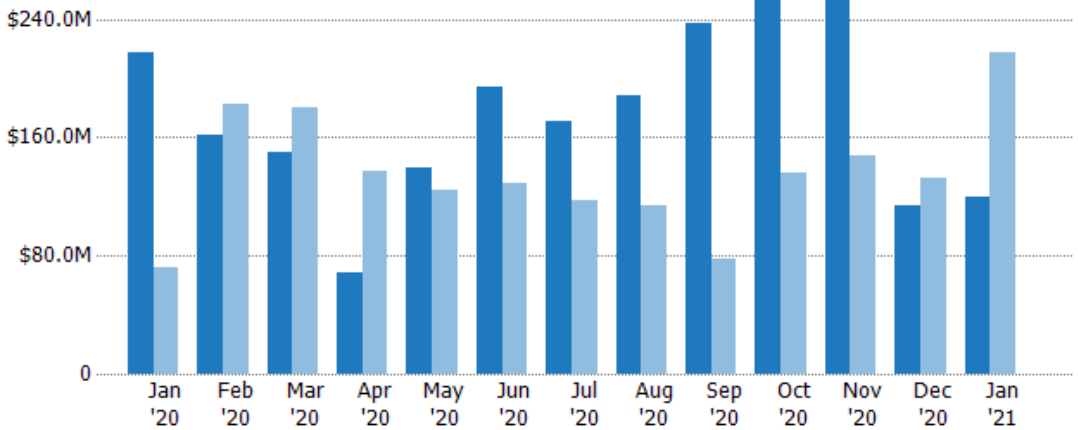
## New Pending Sales Volume

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,  
Mobile/Manufactured, Single Family  
Residence

Month/ Year	Volume	% Chg.
Jan '21	\$120M	-44.9%
Jan '20	\$217M	201.1%
Jan '19	\$72.1M	73.1%



Current Year	\$217M	\$162M	\$150M	\$68.9M	\$139M	\$194M	\$171M	\$189M	\$237M	\$257M	\$262M	\$114M	\$120M
Prior Year	\$72.1M	\$182M	\$181M	\$137M	\$125M	\$129M	\$117M	\$114M	\$77.5M	\$136M	\$147M	\$132M	\$217M
Percent Change from Prior Year	201%	-11%	-17%	-50%	12%	51%	46%	66%	206%	89%	78%	-13%	-45%

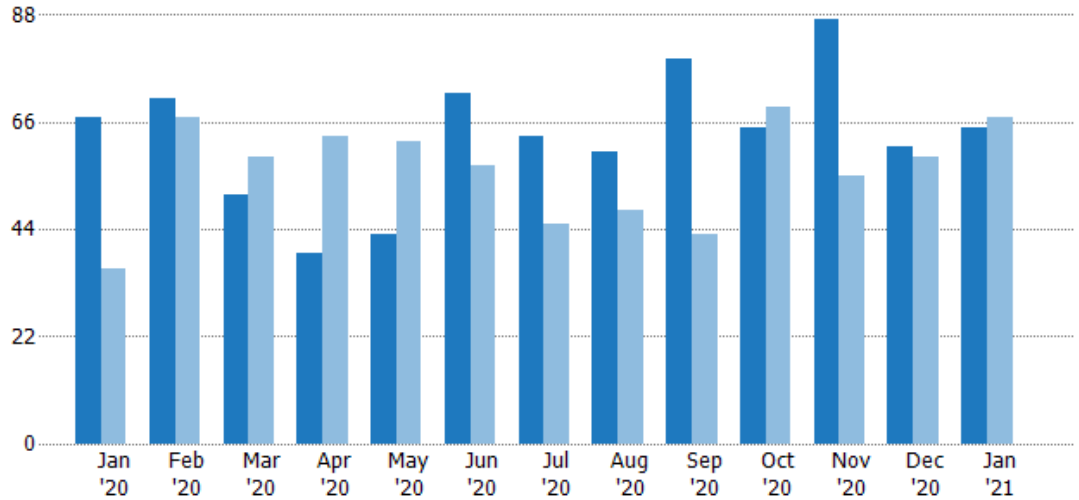
## Pending Sales

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.
Jan '21	65	-3%
Jan '20	67	86.1%
Jan '19	36	38.9%



Current Year	67	71	51	39	43	72	63	60	79	65	87	61	65
Prior Year	36	67	59	63	62	57	45	48	43	69	55	59	67
Percent Change from Prior Year	86%	6%	-14%	-38%	-31%	26%	40%	25%	84%	-6%	58%	3%	-3%

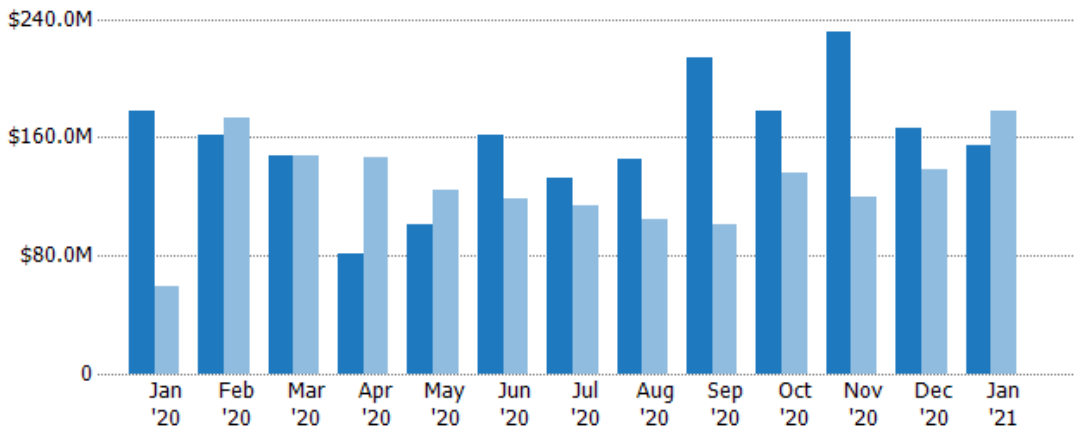
## Pending Sales Volume

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.
Jan '21	\$155M	-13%
Jan '20	\$178M	198.2%
Jan '19	\$59.6M	60.3%



Current Year	\$178M	\$162M	\$148M	\$80.9M	\$101M	\$162M	\$133M	\$145M	\$214M	\$177M	\$231M	\$167M	\$155M
Prior Year	\$59.6M	\$174M	\$148M	\$147M	\$125M	\$119M	\$114M	\$105M	\$100M	\$136M	\$120M	\$139M	\$178M
Percent Change from Prior Year	198%	-7%	0%	-45%	-19%	37%	17%	38%	113%	31%	92%	20%	-13%

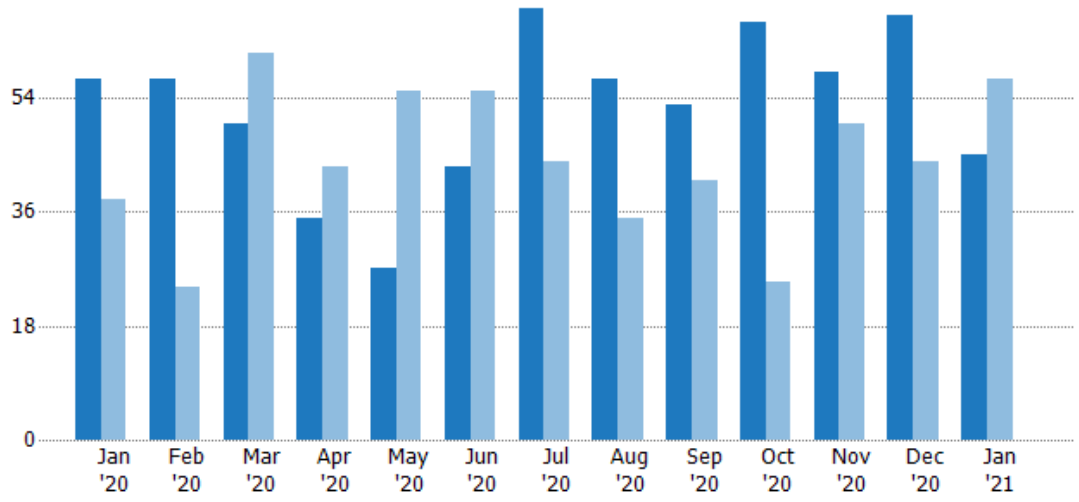
## Closed Sales

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.
Jan '21	45	-21.1%
Jan '20	57	50%
Jan '19	38	18.4%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	57	57	50	35	27	43	68	57	53	66	58	67	45
Prior Year	38	24	61	43	55	55	44	35	41	25	50	44	57
Percent Change from Prior Year	50%	138%	-18%	-19%	-51%	-22%	55%	63%	29%	164%	16%	52%	-21%

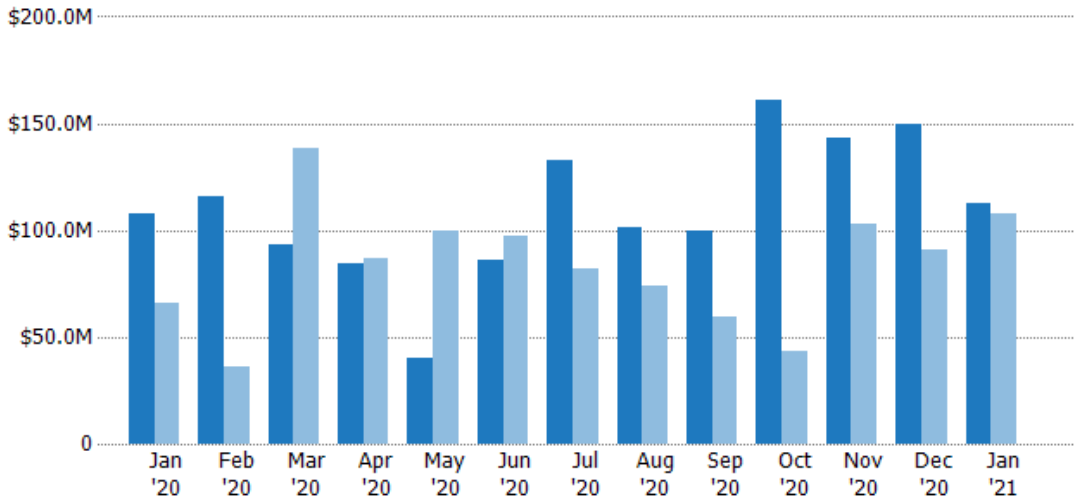
## Closed Sales Volume

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.
Jan '21	\$113M	4.7%
Jan '20	\$108M	63.6%
Jan '19	\$65.9M	28.5%



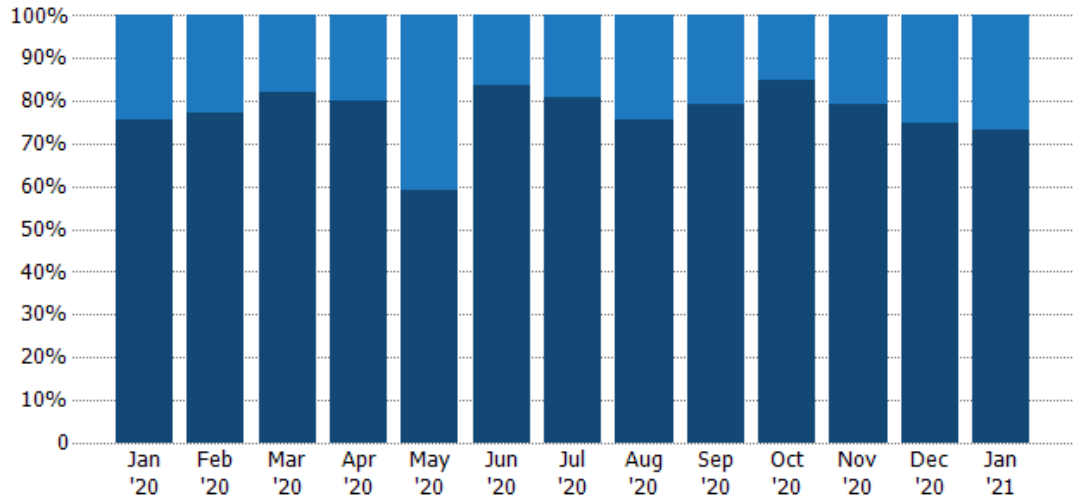
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$108M	\$116M	\$93.1M	\$84.1M	\$40.2M	\$86.3M	\$133M	\$101M	\$100M	\$161M	\$143M	\$150M	\$113M
Prior Year	\$65.9M	\$36.4M	\$139M	\$86.8M	\$100M	\$97.6M	\$82.1M	\$74.3M	\$59.6M	\$43.2M	\$103M	\$90.5M	\$108M
Percent Change from Prior Year	64%	217%	-33%	-3%	-60%	-12%	62%	36%	67%	273%	40%	65%	5%

## 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



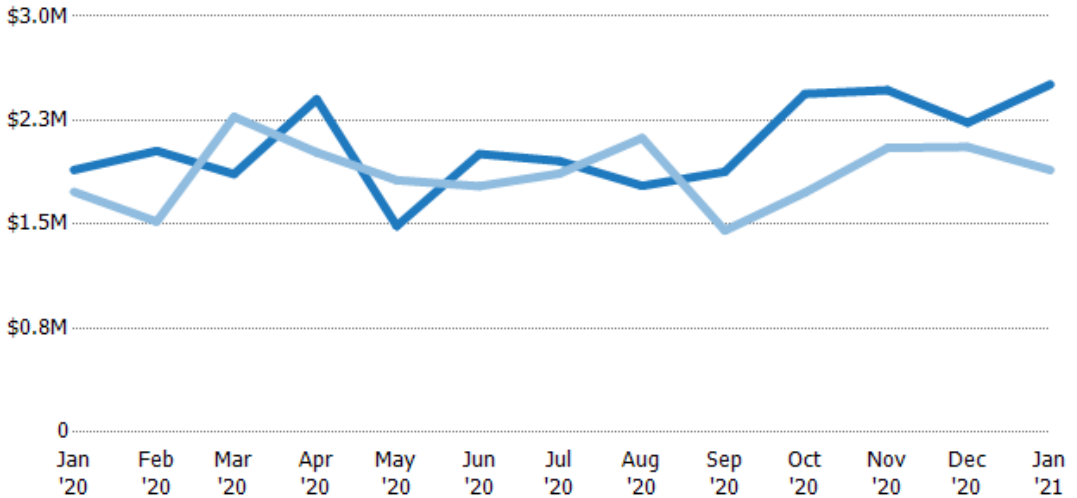
Condo/Townhouse	25%	23%	18%	20%	41%	16%	19%	25%	21%	15%	21%	25%	27%
Single Family Residence	75%	77%	82%	80%	59%	84%	81%	75%	79%	85%	79%	75%	73%

## 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	\$1.89M	\$2.03M	\$1.86M	\$2.4M	\$1.49M	\$2.01M	\$1.96M	\$1.78M	\$1.88M	\$2.44M	\$2.47M	\$2.23M	\$2.51M
Prior Year	\$1.73M	\$1.52M	\$2.27M	\$2.02M	\$1.82M	\$1.77M	\$1.87M	\$2.12M	\$1.45M	\$1.73M	\$2.05M	\$2.06M	\$1.89M
Percent Change from Prior Year	9%	34%	-18%	19%	-18%	13%	5%	-16%	29%	41%	20%	9%	33%

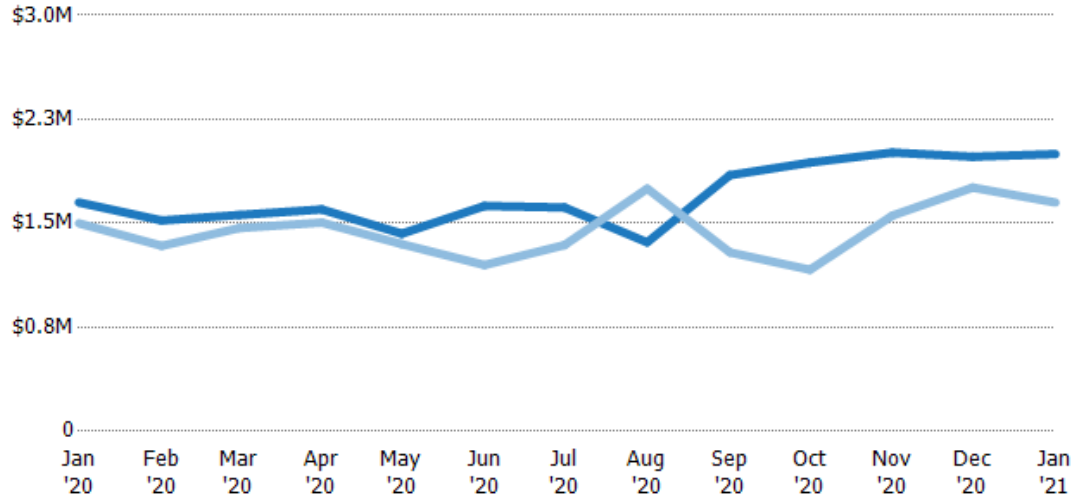
## Median Sales Price

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.
Jan '21	\$2M	21.2%
Jan '20	\$1.65M	10%
Jan '19	\$1.5M	6.7%



Current Year	\$1.65M	\$1.52M	\$1.56M	\$1.6M	\$1.43M	\$1.63M	\$1.61M	\$1.36M	\$1.85M	\$1.94M	\$2.01M	\$1.98M	\$2M
Prior Year	\$1.5M	\$1.34M	\$1.47M	\$1.51M	\$1.35M	\$1.2M	\$1.34M	\$1.75M	\$1.29M	\$1.17M	\$1.56M	\$1.76M	\$1.65M
Percent Change from Prior Year	10%	14%	6%	6%	6%	36%	20%	-22%	43%	66%	29%	13%	21%

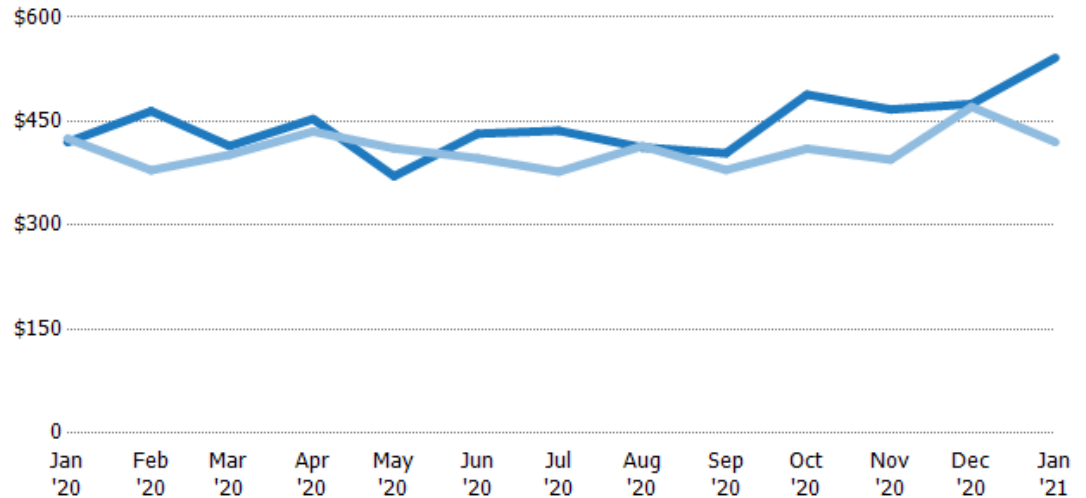
## Average Sales Price per Sq Ft

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.
Jan '21	\$542	29%
Jan '20	\$420	-1.2%
Jan '19	\$425	3.2%



Current Year	\$420	\$465	\$414	\$453	\$371	\$432	\$436	\$412	\$404	\$488	\$467	\$475	\$542
Prior Year	\$425	\$379	\$402	\$435	\$411	\$397	\$377	\$414	\$380	\$410	\$395	\$471	\$420
Percent Change from Prior Year	-1%	22%	3%	4%	-10%	9%	16%	0%	6%	19%	18%	1%	29%

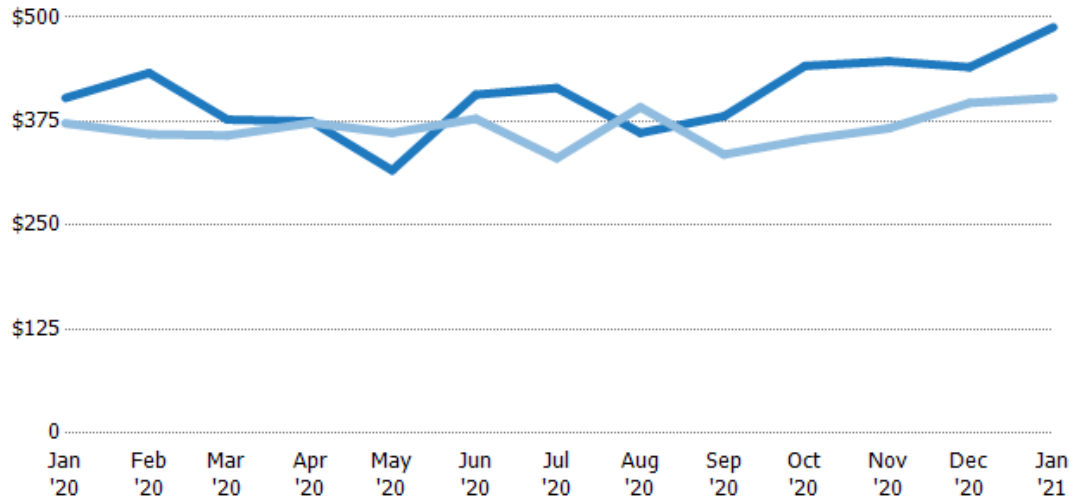
## Median Sales Price per Sq Ft

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.
Jan '21	\$488	21.1%
Jan '20	\$403	8.2%
Jan '19	\$373	10.6%



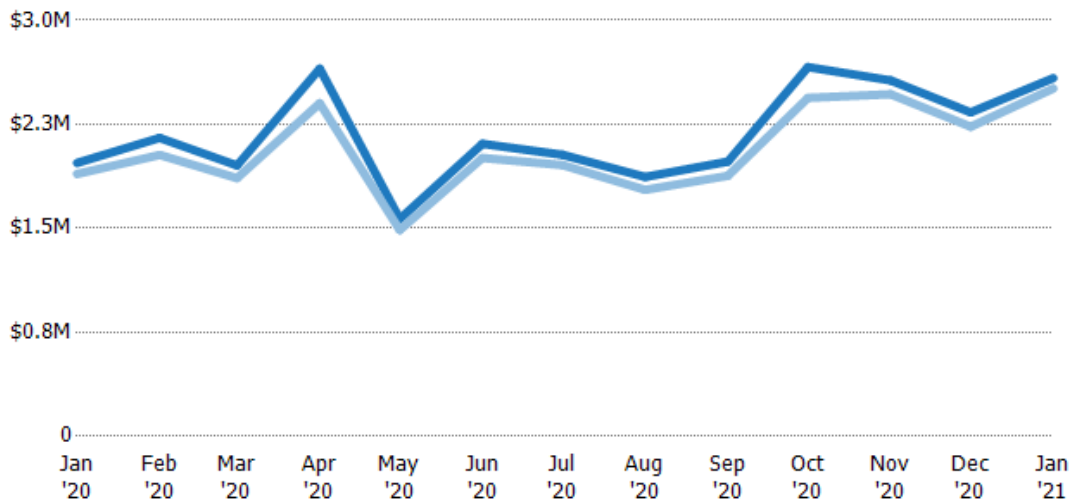
Current Year	\$403	\$433	\$377	\$375	\$316	\$407	\$415	\$361	\$381	\$442	\$447	\$440	\$488
Prior Year	\$373	\$360	\$358	\$373	\$361	\$378	\$331	\$392	\$335	\$353	\$367	\$397	\$403
Percent Change from Prior Year	8%	20%	5%	1%	-12%	8%	26%	-8%	14%	25%	22%	11%	21%

## 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



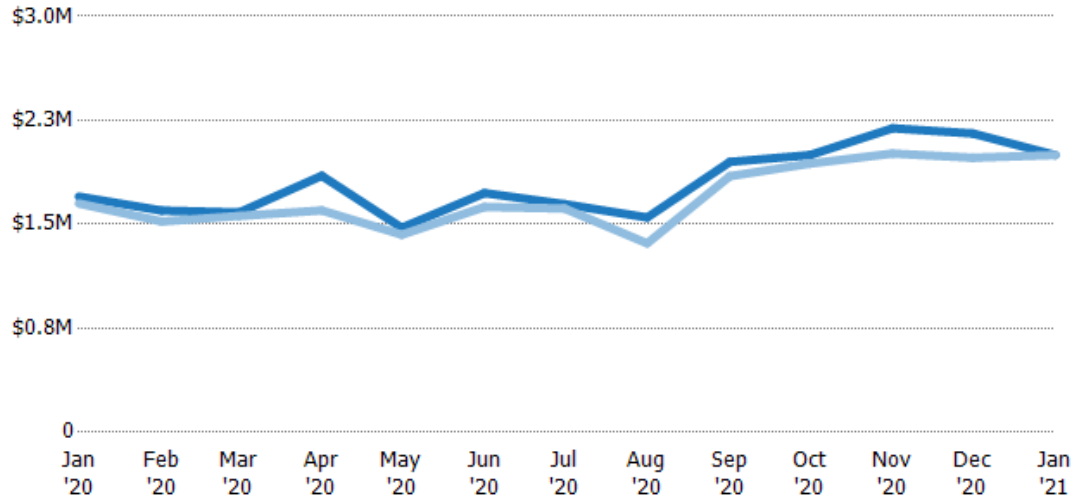
Avg List Price	\$1.97M	\$2.15M	\$1.95M	\$2.65M	\$1.57M	\$2.11M	\$2.03M	\$1.87M	\$1.98M	\$2.66M	\$2.57M	\$2.34M	\$2.58M
Avg Sales Price	\$1.89M	\$2.03M	\$1.86M	\$2.4M	\$1.49M	\$2.01M	\$1.96M	\$1.78M	\$1.88M	\$2.44M	\$2.47M	\$2.23M	\$2.51M
Avg Sales Price as a % of Avg List Price	96%	94%	95%	91%	95%	95%	96%	95%	95%	92%	96%	96%	97%

## 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



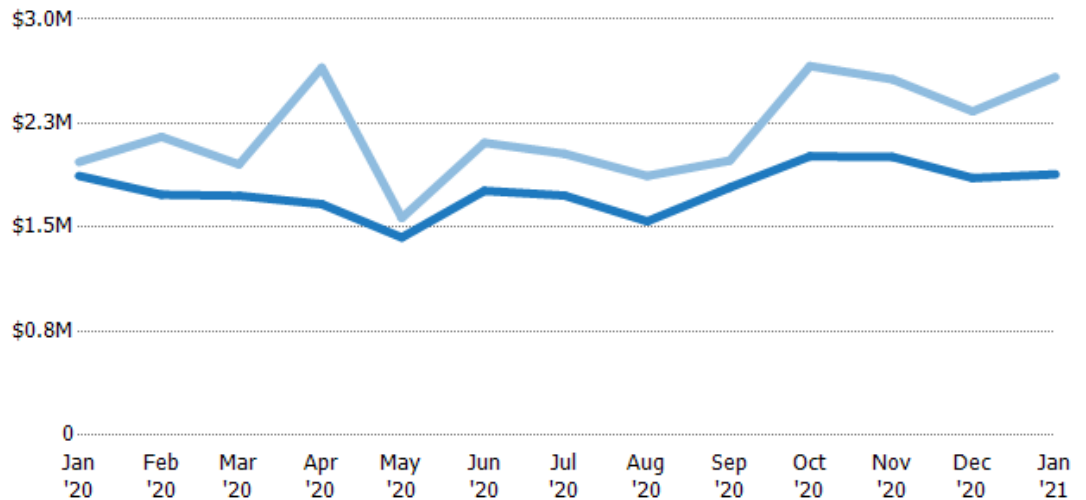
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median List Price	\$1.7M	\$1.6M	\$1.59M	\$1.85M	\$1.48M	\$1.73M	\$1.65M	\$1.55M	\$1.95M	\$2M	\$2.19M	\$2.16M	\$2M
Median Sales Price	\$1.65M	\$1.52M	\$1.56M	\$1.6M	\$1.43M	\$1.63M	\$1.61M	\$1.36M	\$1.85M	\$1.94M	\$2.01M	\$1.98M	\$2M
Med Sales Price as a % of Med List Price	97%	95%	98%	86%	97%	94%	98%	88%	95%	97%	92%	92%	100%

## 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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$1.87M	\$1.73M	\$1.73M	\$1.67M	\$1.43M	\$1.76M	\$1.73M	\$1.54M	\$1.79M	\$2.01M	\$2.01M	\$1.86M	\$1.88M
Avg Sales Price	\$1.97M	\$2.15M	\$1.95M	\$2.65M	\$1.57M	\$2.11M	\$2.03M	\$1.87M	\$1.98M	\$2.66M	\$2.57M	\$2.34M	\$2.58M
Avg Sales Price as a % of Avg Est Value	105%	124%	113%	159%	110%	120%	117%	121%	111%	132%	128%	126%	137%

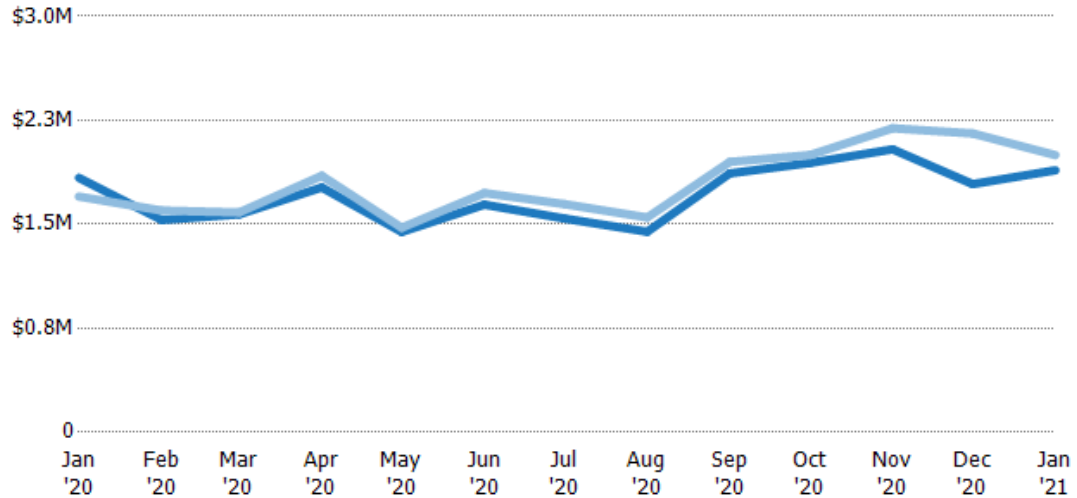


## Median Sales Price vs Median Est Value

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



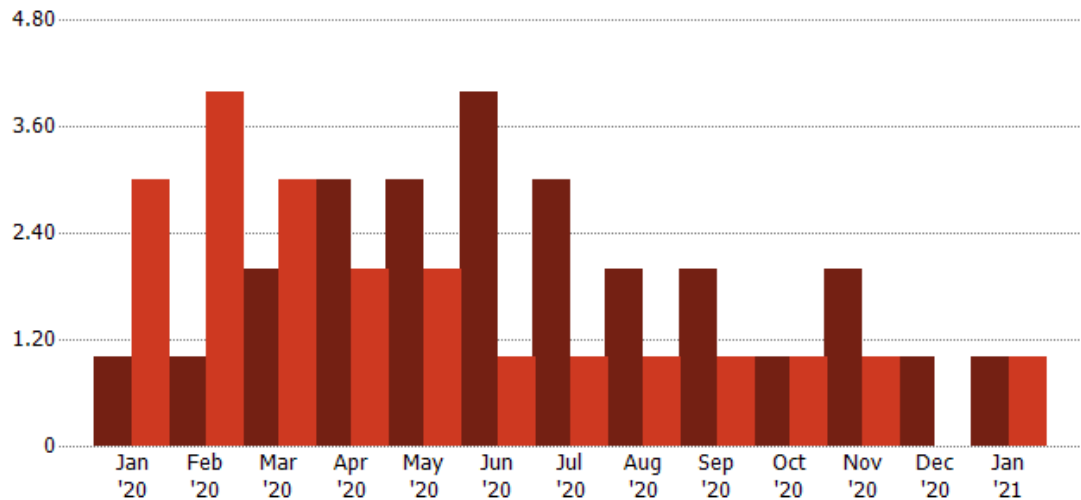
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$1.83M	\$1.53M	\$1.57M	\$1.77M	\$1.44M	\$1.64M	\$1.54M	\$1.45M	\$1.87M	\$1.94M	\$2.04M	\$1.79M	\$1.89M
Median Sales Price	\$1.7M	\$1.6M	\$1.59M	\$1.85M	\$1.48M	\$1.73M	\$1.65M	\$1.55M	\$1.95M	\$2M	\$2.19M	\$2.16M	\$2M
Med Sales Price as a % of Med Est Value	93%	104%	101%	105%	102%	105%	107%	107%	104%	103%	107%	120%	106%

## 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



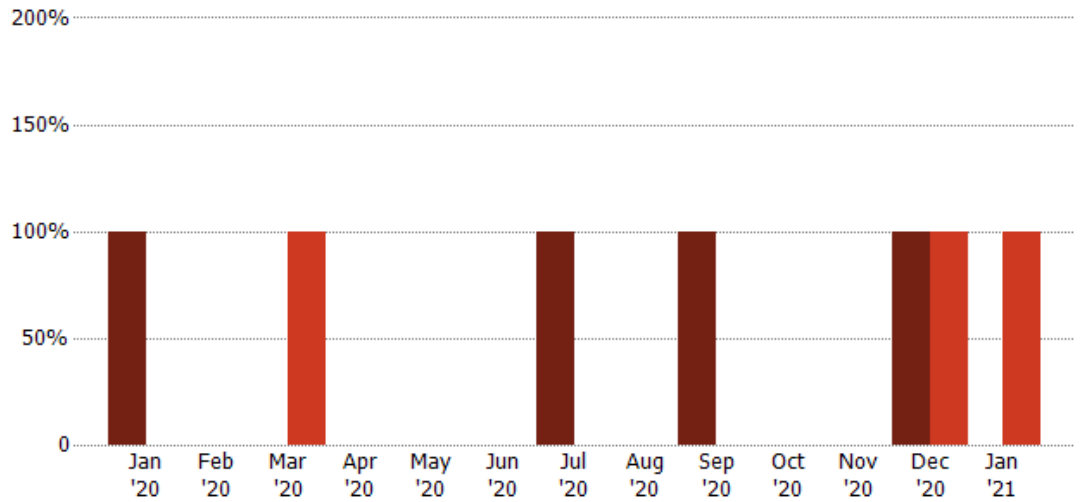
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	1	1	2	3	3	4	3	2	2	1	2	1	1
Prior Year	3	4	3	2	2	1	1	1	1	1	1	-	1
Percent Change from Prior Year	-67%	-75%	-33%	50%	50%	300%	200%	100%	100%	0%	100%	100%	0%

## 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	-	1	-	-	1	-
Prior Year	-	-	1	-	-	-	-	-	-	-	-	1	1
Percent Change from Prior Year	100%	-	-100%	-	-	-	100%	-	100%	-	-	0%	-100%



## Sales Activity by ZIP

Jan 2021

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	65	\$154,579,809	45	\$112,867,000	\$2,508,156	\$1,999,000	\$526	\$451	59

