



**2019**

# **PARADISE VALLEY**

## **MARKET REPORT**

November 2019



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	Nov 2019	Nov 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	79	71	+11.3%	799	735	+8.7%
New Listing Volume	\$229,720,279	\$187,831,090	+22.3%	\$1,943,072,861	\$1,627,709,355	+19.4%
Active Listing Count	–	325	–	N/A	N/A	
Active Listing Volume	–	\$964,955,298	–	N/A	N/A	
Average Listing Price	–	\$2,969,093	–	\$2,886,512	\$2,841,855	+1.6%
Median Listing Price	–	\$2,295,000	–	\$2,325,626	\$2,219,218	+4.8%
Average Listing Price per Sq Ft	–	\$471	–	\$470	\$453	+3.8%
Median Listing Price per Sq Ft	–	\$434	–	\$437	\$414	+5.5%
Median Days in RPR	–	92	–	93.37	111.33	-16.1%
Months of Inventory	–	9.8	-100%	7	7.4	-4.9%
Absorption Rate	–	10.15%	–	14.19%	13.49%	+0.7%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	68	55	+23.6%	707	577	+22.5%
New Pending Sales Volume	\$156,944,188	\$95,839,190	+63.8%	\$1,458,240,386	\$1,020,839,804	+42.8%
Pending Sales Count	–	55	–	N/A	N/A	
Pending Sales Volume	–	\$95,731,815	–	N/A	N/A	
Closed Sales Count	52	33	+57.6%	490	469	+4.5%
Closed Sales Volume	\$105,633,573	\$61,454,123	+71.9%	\$931,372,033	\$788,187,711	+18.2%
Average Sales Price	\$2,031,415	\$1,862,246	+9.1%	\$1,900,759	\$1,680,571	+13.1%
Median Sales Price	\$1,556,250	\$1,553,964	+0.1%	\$1,454,076	\$1,452,128	+0.1%
Average Sales Price per Sq Ft	\$392	\$426	-7.9%	\$402	\$390	+3.2%
Median Sales Price per Sq Ft	\$367	\$402	-8.8%	\$362	\$360	+0.6%
<b>Distressed Charts Metrics</b>						
Distressed Listing Count	–	1	–	N/A	N/A	

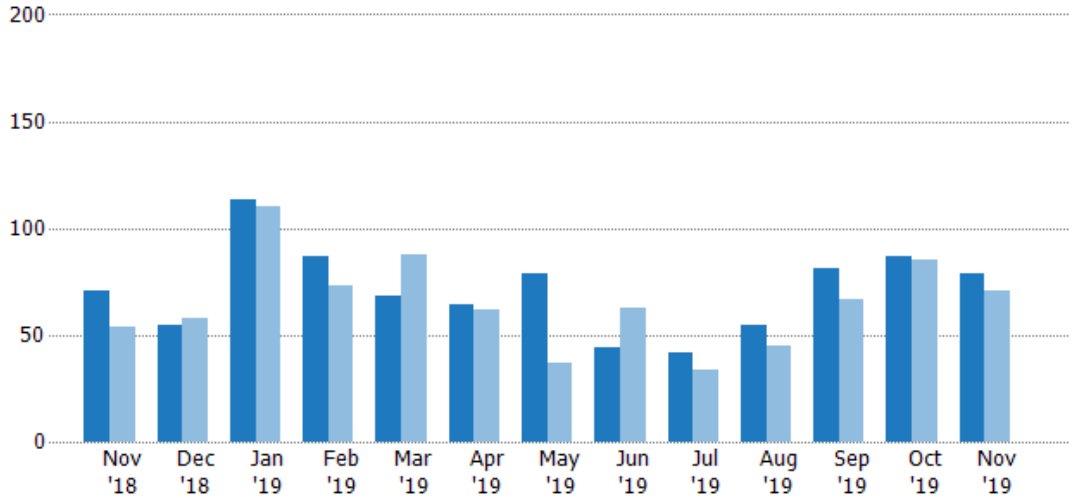
## New Listings

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.
Nov '19	79	11.3%
Nov '18	71	31.5%
Nov '17	54	3.7%



Current Year	71	55	113	87	68	64	79	44	42	55	81	87	79
Prior Year	54	58	110	73	88	62	37	63	34	45	67	85	71
Percent Change from Prior Year	31%	-5%	3%	19%	-23%	3%	114%	-30%	24%	22%	21%	2%	11%

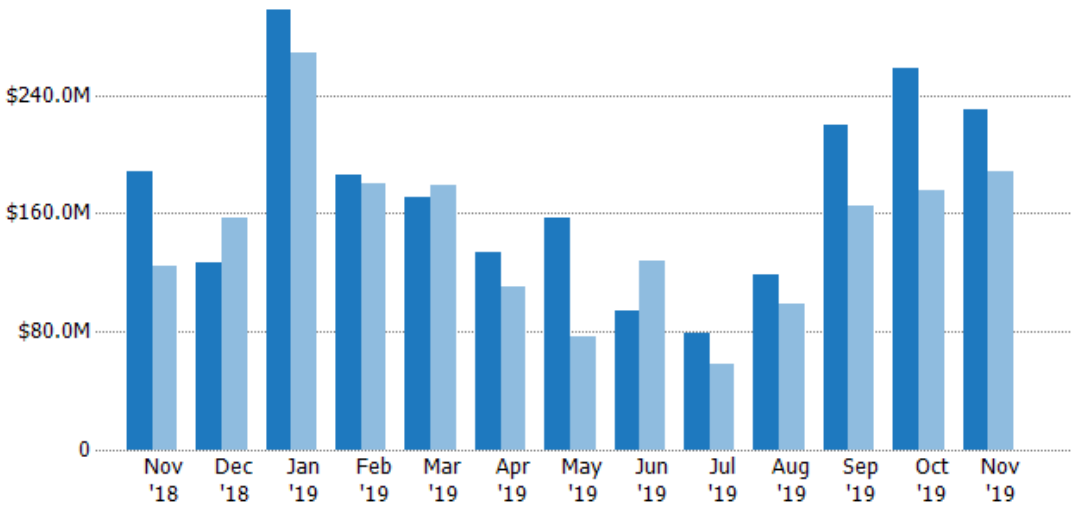
## New Listing Volume

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.
Nov '19	\$230M	22.3%
Nov '18	\$188M	51.1%
Nov '17	\$124M	1.1%



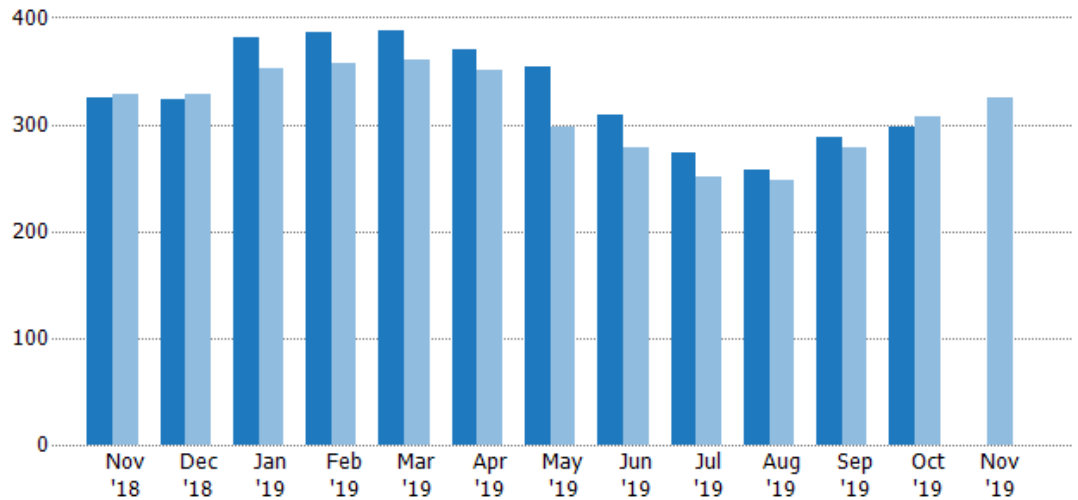
Current Year	\$188M	\$127M	\$298M	\$186M	\$171M	\$133M	\$157M	\$94.4M	\$79.2M	\$118M	\$220M	\$258M	\$230M
Prior Year	\$124M	\$157M	\$268M	\$180M	\$179M	\$111M	\$76.2M	\$128M	\$58M	\$98.6M	\$165M	\$175M	\$188M
Percent Change from Prior Year	51%	-19%	11%	3%	-5%	20%	106%	-26%	36%	20%	33%	47%	22%

## 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



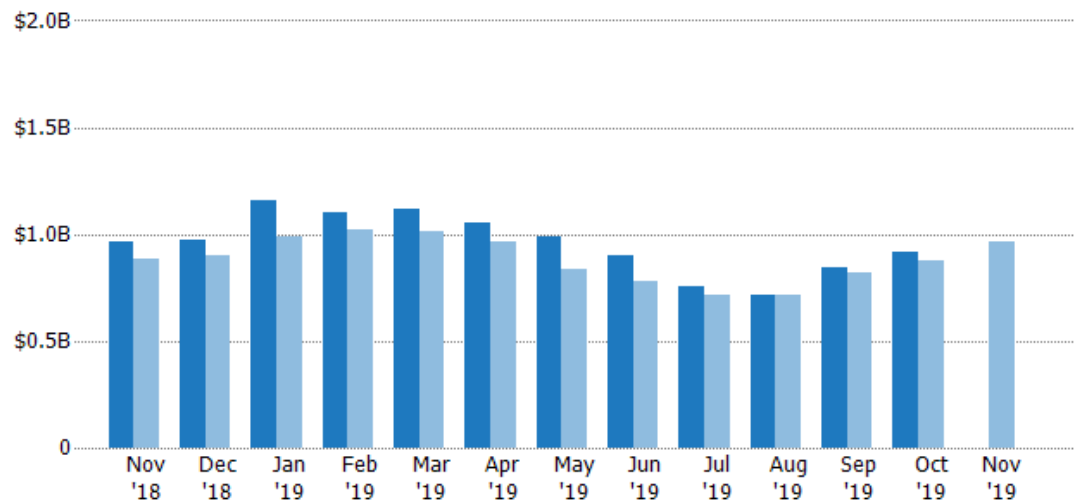
Current Year	325	323	382	386	388	370	354	309	273	257	288	297	-
Prior Year	329	328	353	357	361	351	297	279	251	248	279	308	325
Percent Change from Prior Year	-1%	-2%	8%	8%	7%	5%	19%	11%	9%	4%	3%	-4%	-100%

## 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



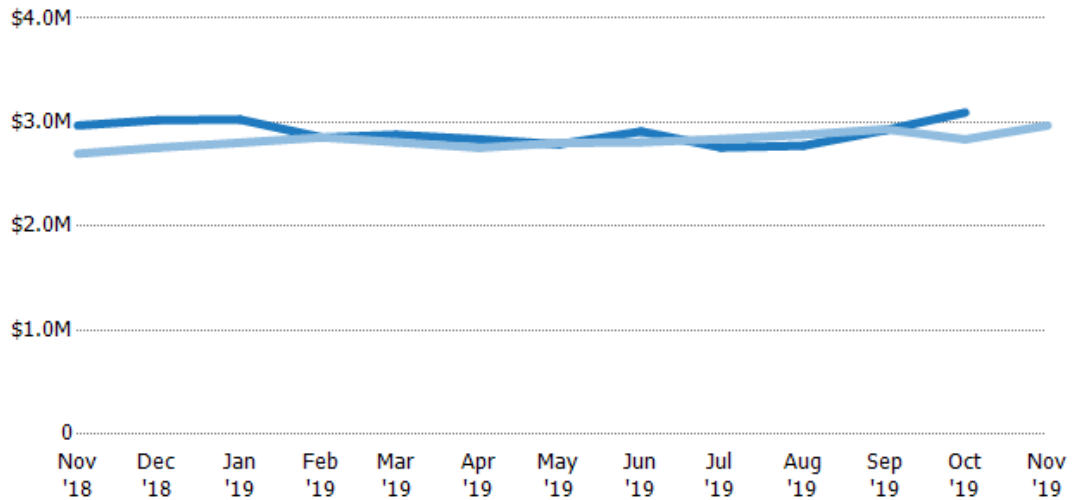
Current Year	\$965M	\$976M	\$1.16B	\$1.1B	\$1.12B	\$1.05B	\$987M	\$900M	\$753M	\$713M	\$842M	\$919M	-
Prior Year	\$888M	\$904M	\$989M	\$1.02B	\$1.01B	\$967M	\$832M	\$784M	\$712M	\$714M	\$818M	\$873M	\$965M
Percent Change from Prior Year	9%	8%	17%	8%	10%	9%	19%	15%	6%	0%	3%	5%	-100%

## 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



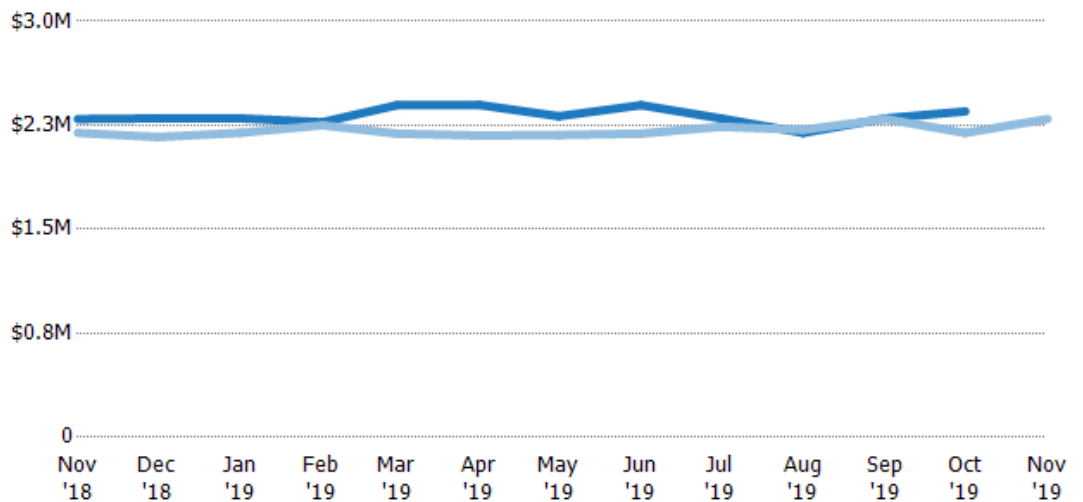
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$2.97M	\$3.02M	\$3.03M	\$2.85M	\$2.88M	\$2.84M	\$2.79M	\$2.91M	\$2.76M	\$2.77M	\$2.92M	\$3.09M	-
Prior Year	\$2.7M	\$2.76M	\$2.8M	\$2.85M	\$2.81M	\$2.75M	\$2.8M	\$2.81M	\$2.84M	\$2.88M	\$2.93M	\$2.84M	\$2.97M
Percent Change from Prior Year	10%	10%	8%	0%	3%	3%	0%	4%	-3%	-4%	0%	9%	-100%

## 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



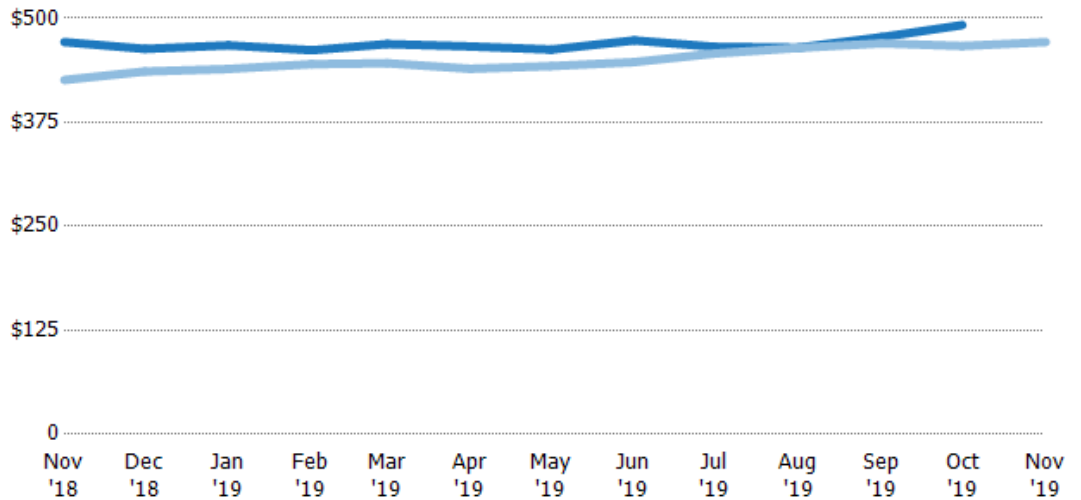
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$2.3M	\$2.3M	\$2.3M	\$2.27M	\$2.4M	\$2.4M	\$2.32M	\$2.4M	\$2.3M	\$2.2M	\$2.3M	\$2.35M	-
Prior Year	\$2.2M	\$2.16M	\$2.2M	\$2.25M	\$2.19M	\$2.18M	\$2.18M	\$2.19M	\$2.24M	\$2.22M	\$2.3M	\$2.2M	\$2.3M
Percent Change from Prior Year	5%	6%	5%	1%	9%	10%	6%	9%	3%	-1%	0%	7%	-100%

## 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



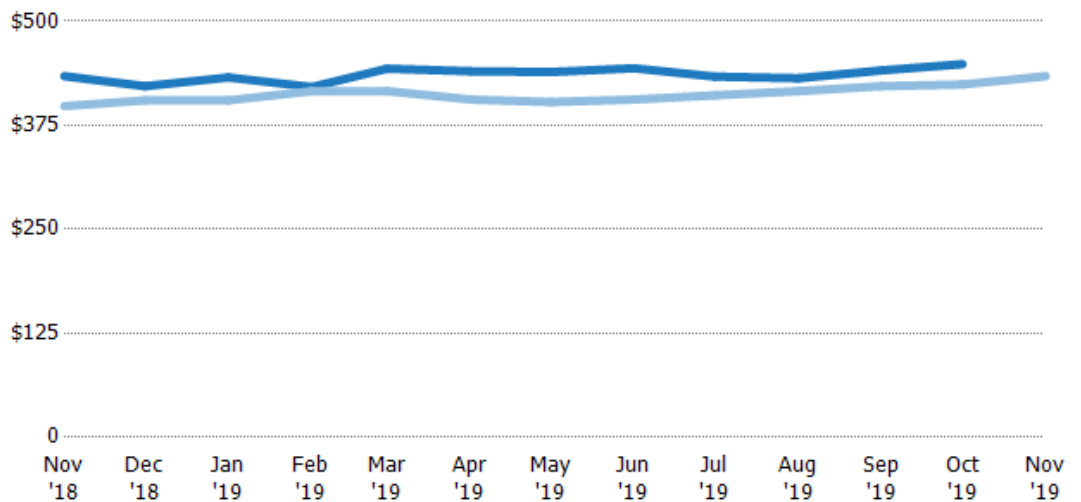
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$471	\$463	\$467	\$462	\$469	\$466	\$462	\$473	\$466	\$465	\$477	\$492	-
Prior Year	\$426	\$436	\$439	\$445	\$446	\$439	\$443	\$447	\$458	\$464	\$470	\$467	\$471
Percent Change from Prior Year	11%	6%	6%	4%	5%	6%	4%	6%	2%	0%	2%	5%	-100%

## 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



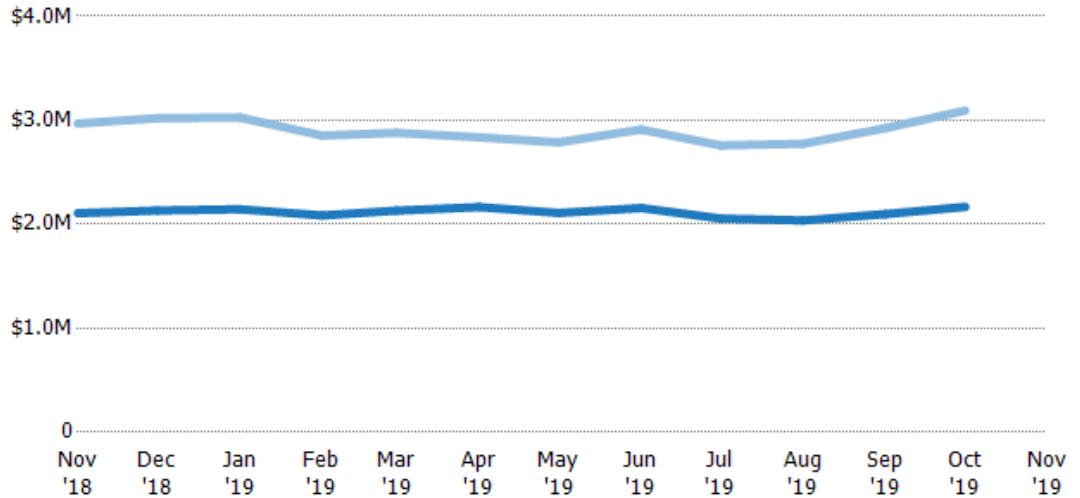
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$434	\$422	\$433	\$421	\$443	\$440	\$439	\$444	\$434	\$432	\$441	\$449	-
Prior Year	\$398	\$405	\$405	\$416	\$416	\$406	\$403	\$406	\$411	\$416	\$422	\$424	\$434
Percent Change from Prior Year	9%	4%	7%	1%	6%	8%	9%	9%	5%	4%	5%	6%	-100%

## 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



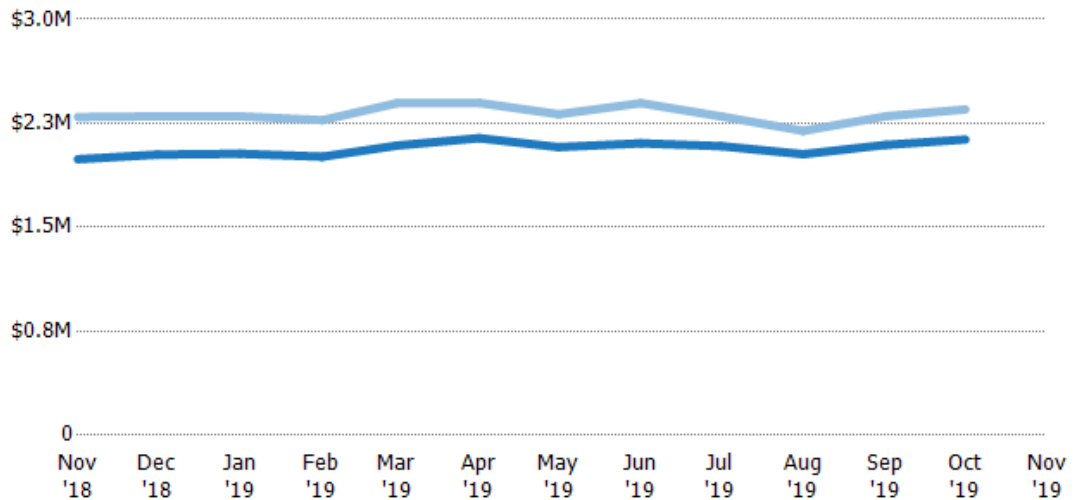
Avg Est Value	\$2.11M	\$2.13M	\$2.14M	\$2.08M	\$2.13M	\$2.17M	\$2.11M	\$2.16M	\$2.05M	\$2.04M	\$2.1M	\$2.17M	-
Avg Listing Price	\$2.97M	\$3.02M	\$3.03M	\$2.85M	\$2.88M	\$2.84M	\$2.79M	\$2.91M	\$2.76M	\$2.77M	\$2.92M	\$3.09M	-
Avg Listing Price as a % of Avg Est Value	141%	142%	141%	137%	135%	131%	132%	135%	134%	136%	139%	143%	-

## 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



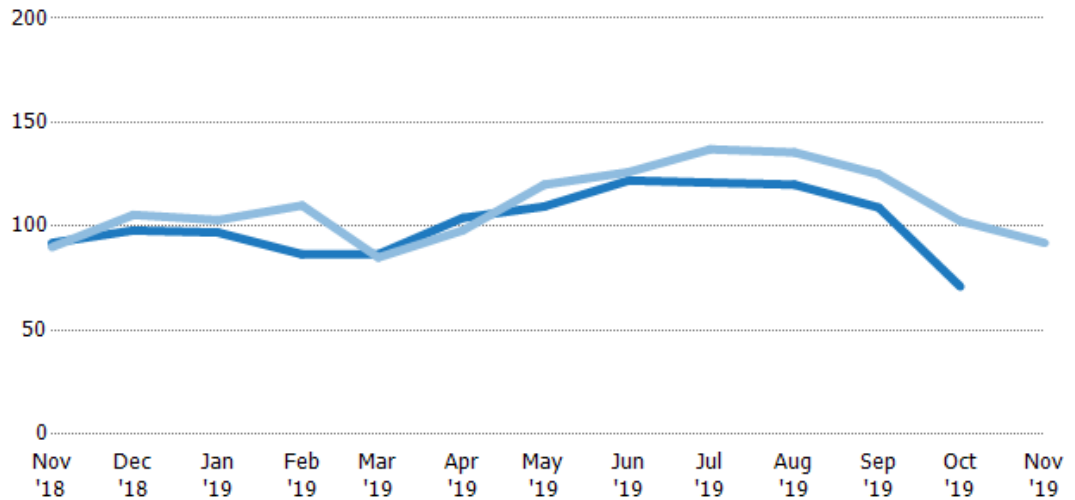
Median Est Value	\$1.99M	\$2.02M	\$2.03M	\$2.01M	\$2.09M	\$2.14M	\$2.08M	\$2.11M	\$2.09M	\$2.03M	\$2.09M	\$2.13M	-
Median Listing Price	\$2.3M	\$2.3M	\$2.3M	\$2.27M	\$2.4M	\$2.4M	\$2.32M	\$2.4M	\$2.3M	\$2.2M	\$2.3M	\$2.35M	-
Med Listing Price as a % of Med Est Value	115%	114%	113%	113%	115%	112%	111%	114%	110%	108%	110%	110%	-

## 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:  
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Mobile/Manufactured, Single Family  
Residence



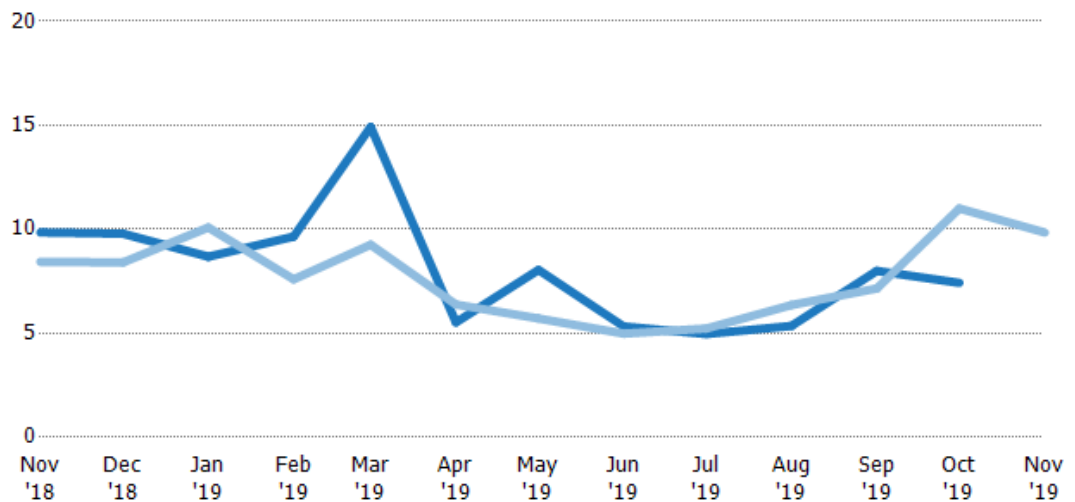
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	92	98	97	86.5	86.5	104	110	122	121	120	109	71	-
Prior Year	90	106	103	110	85	98	120	126	137	136	125	103	92
Percent Change from Prior Year	2%	-7%	-6%	-21%	2%	6%	-9%	-3%	-12%	-11%	-13%	-31%	-100%

## 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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	9.85	9.79	8.68	9.65	14.9	5.52	8.05	5.33	4.96	5.35	8	7.43	-
Prior Year	8.44	8.41	10.1	7.6	9.26	6.38	5.71	4.98	5.23	6.36	7.15	11	9.85
Percent Change from Prior Year	17%	16%	-14%	27%	61%	-13%	41%	7%	-5%	-16%	12%	-33%	-100%

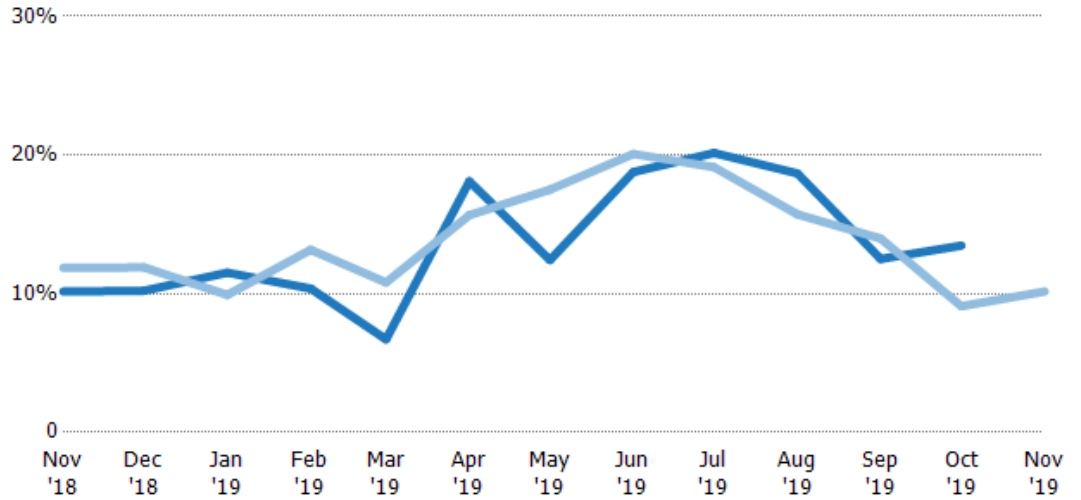


## Absorption Rate

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



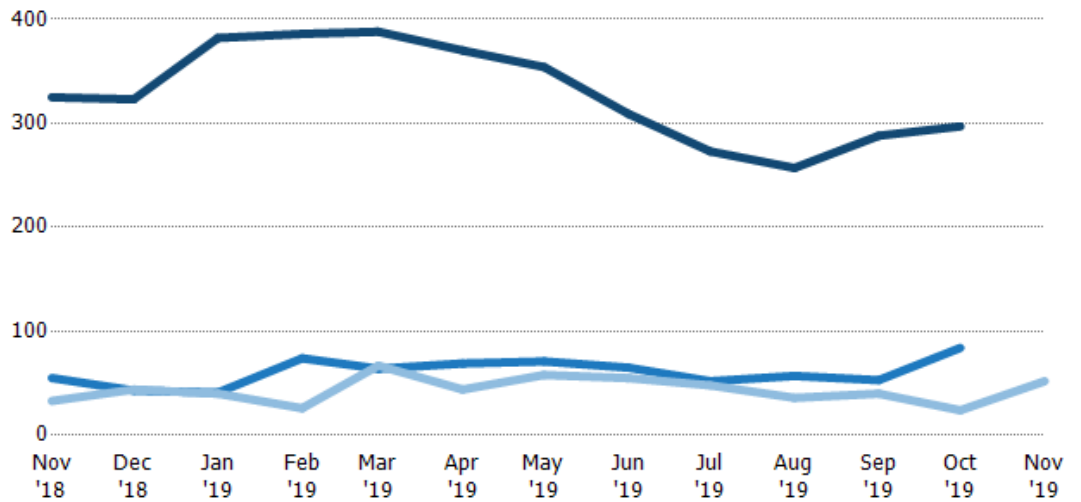
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	10%	10%	12%	10%	7%	18%	12%	19%	20%	19%	13%	13%	-
Prior Year	12%	12%	10%	13%	11%	16%	18%	20%	19%	16%	14%	9%	10%
Change from Prior Year	2%	2%	-2%	3%	4%	-2%	5%	1%	-1%	-3%	1%	-4%	10%

## 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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Active	325	323	382	386	388	370	354	309	273	257	288	297	-
Pending	55	43	41	74	64	69	71	65	52	57	53	84	-
Sold	33	44	40	26	67	44	58	55	48	36	40	24	52

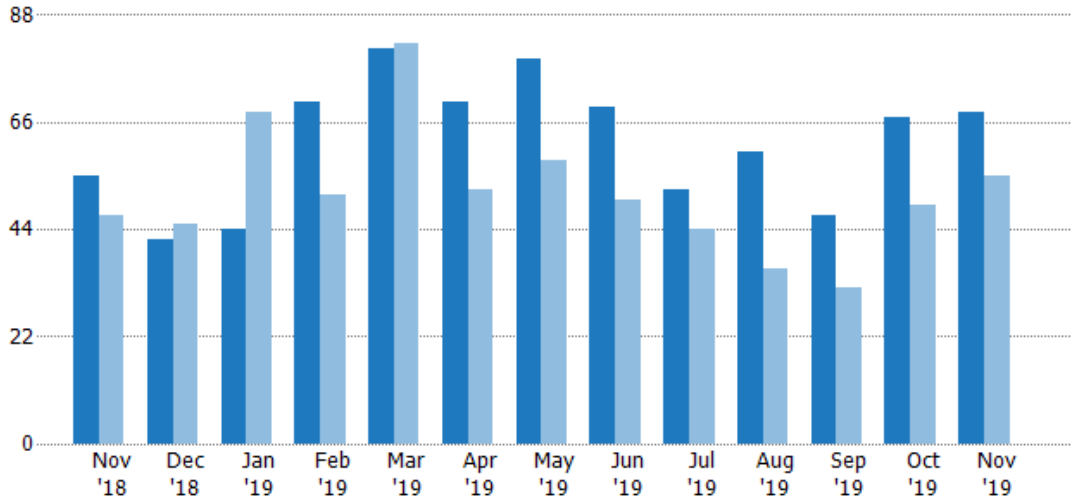
## New Pending Sales

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.
Nov '19	68	23.6%
Nov '18	55	17%
Nov '17	47	-38.3%



Current Year	55	42	44	70	81	70	79	69	52	60	47	67	68
Prior Year	47	45	68	51	82	52	58	50	44	36	32	49	55
Percent Change from Prior Year	17%	-7%	-35%	37%	-1%	35%	36%	38%	18%	67%	47%	37%	24%

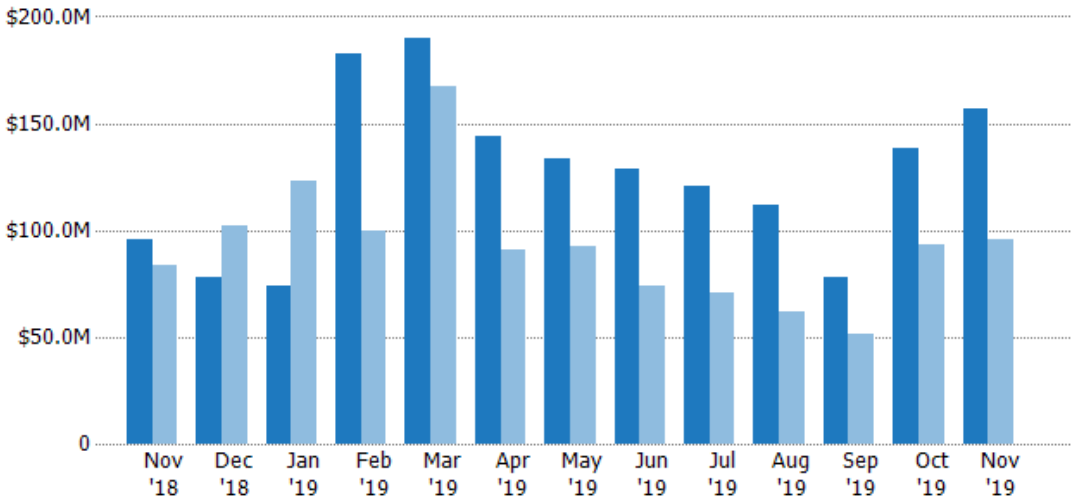
## New Pending Sales Volume

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.
Nov '19	\$157M	63.8%
Nov '18	\$95.8M	14.3%
Nov '17	\$83.9M	-59.6%



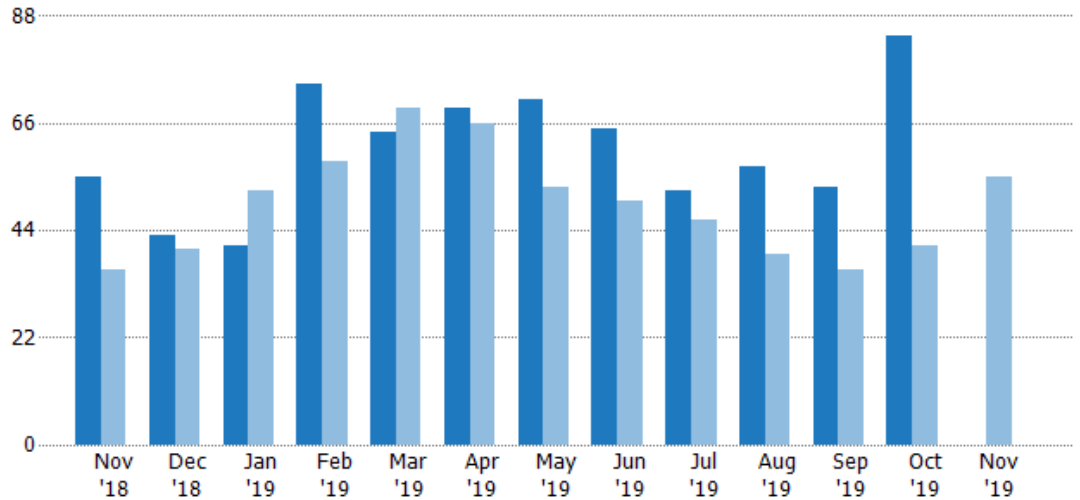
Current Year	\$95.8M	\$77.9M	\$73.9M	\$183M	\$190M	\$144M	\$134M	\$129M	\$120M	\$112M	\$77.6M	\$138M	\$157M
Prior Year	\$83.9M	\$102M	\$123M	\$100M	\$167M	\$91.2M	\$92.1M	\$74.1M	\$70.9M	\$61.8M	\$51.2M	\$93.4M	\$95.8M
Percent Change from Prior Year	14%	-23%	-40%	83%	14%	57%	45%	74%	70%	81%	52%	48%	64%

## 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



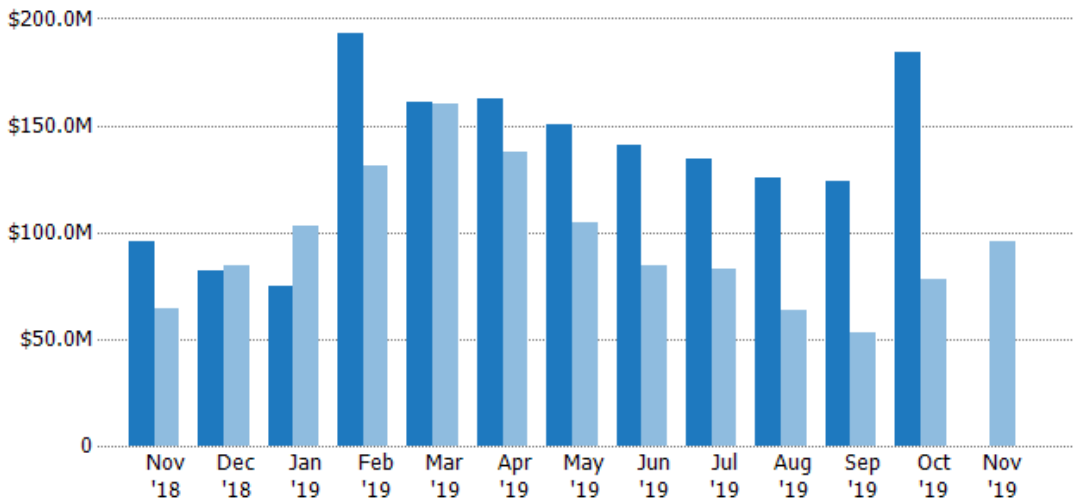
Current Year	55	43	41	74	64	69	71	65	52	57	53	84	-
Prior Year	36	40	52	58	69	66	53	50	46	39	36	41	55
Percent Change from Prior Year	53%	8%	-21%	28%	-7%	5%	34%	30%	13%	46%	47%	105%	-100%

## 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



Current Year	\$95.7M	\$81.7M	\$75M	\$193M	\$161M	\$163M	\$150M	\$140M	\$134M	\$126M	\$124M	\$184M	-
Prior Year	\$64.6M	\$84.1M	\$103M	\$131M	\$160M	\$138M	\$104M	\$84.4M	\$82.8M	\$63.6M	\$53.1M	\$78.2M	\$95.7M
Percent Change from Prior Year	48%	-3%	-27%	47%	0%	18%	44%	66%	62%	98%	134%	135%	-100%

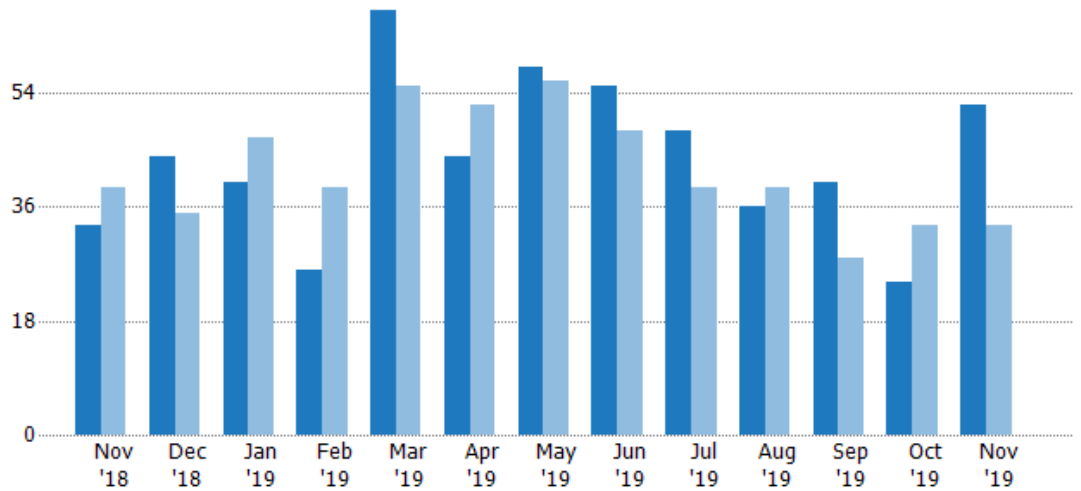
## Closed Sales

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.
Nov '19	52	57.6%
Nov '18	33	-15.4%
Nov '17	39	-30.8%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	33	44	40	26	67	44	58	55	48	36	40	24	52
Prior Year	39	35	47	39	55	52	56	48	39	39	28	33	33
Percent Change from Prior Year	-15%	26%	-15%	-33%	22%	-15%	4%	15%	23%	-8%	43%	-27%	58%

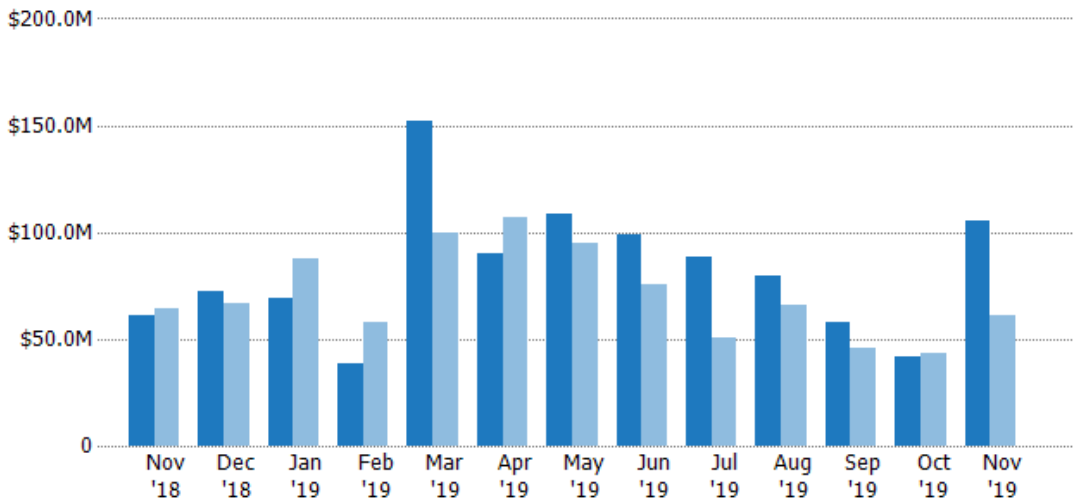
## Closed Sales Volume

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.
Nov '19	\$106M	71.9%
Nov '18	\$61.5M	-4.3%
Nov '17	\$64.2M	-44%



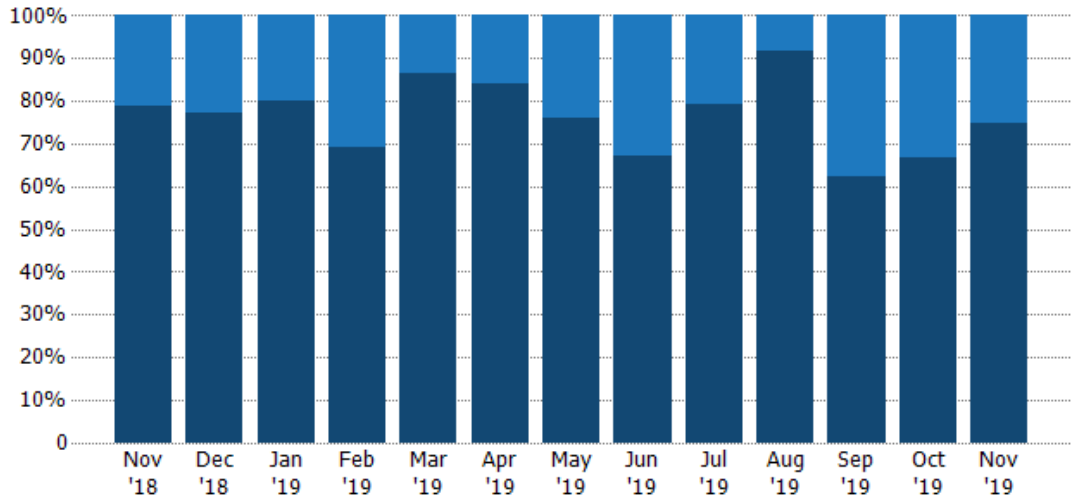
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$61.5M	\$72.7M	\$69M	\$38.8M	\$152M	\$89.8M	\$108M	\$99.2M	\$88.5M	\$79.5M	\$58.1M	\$42.1M	\$106M
Prior Year	\$64.2M	\$66.5M	\$88M	\$57.8M	\$100M	\$107M	\$95.1M	\$75.3M	\$50.3M	\$65.5M	\$45.4M	\$43M	\$61.5M
Percent Change from Prior Year	-4%	9%	-22%	-33%	53%	-16%	14%	32%	76%	21%	28%	-2%	72%

## 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



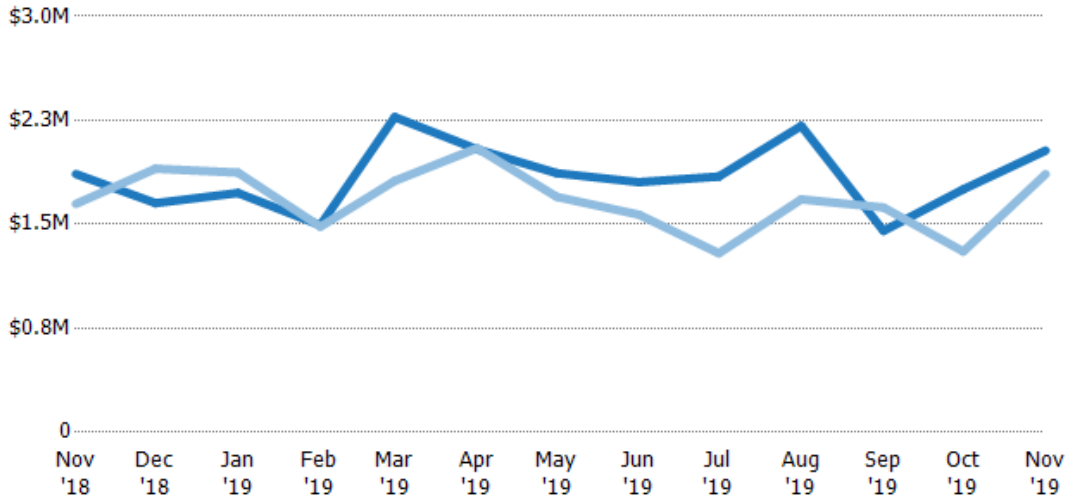
Condo/Townhouse	21%	23%	20%	31%	13%	16%	24%	33%	21%	8%	38%	33%	25%
Single Family Residence	79%	77%	80%	69%	87%	84%	76%	67%	79%	92%	63%	67%	75%

## 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	\$1.86M	\$1.65M	\$1.73M	\$1.49M	\$2.27M	\$2.04M	\$1.87M	\$1.80M	\$1.84M	\$2.21M	\$1.45M	\$1.75M	\$2.03M
Prior Year	\$1.65M	\$1.90M	\$1.87M	\$1.48M	\$1.81M	\$2.05M	\$1.70M	\$1.57M	\$1.29M	\$1.68M	\$1.62M	\$1.30M	\$1.86M
Percent Change from Prior Year	13%	-13%	-8%	1%	25%	0%	10%	15%	43%	32%	-10%	34%	9%

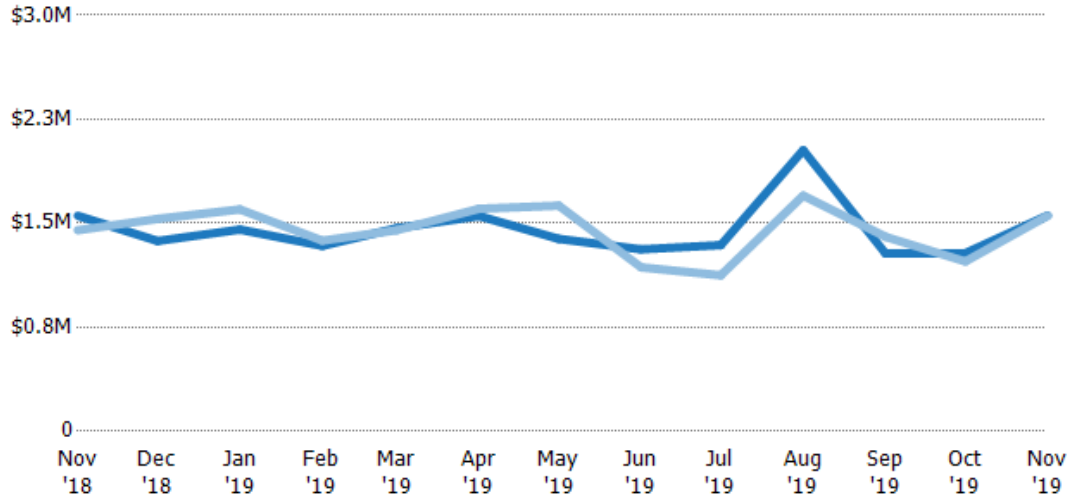
## Median Sales Price

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.
Nov '19	\$1.56M	0.1%
Nov '18	\$1.55M	7.2%
Nov '17	\$1.45M	-31%



Current Year	\$1.55M	\$1.37M	\$1.45M	\$1.34M	\$1.47M	\$1.55M	\$1.39M	\$1.31M	\$1.34M	\$2.03M	\$1.28M	\$1.28M	\$1.56M
Prior Year	\$1.45M	\$1.53M	\$1.6M	\$1.38M	\$1.45M	\$1.6M	\$1.63M	\$1.18M	\$1.13M	\$1.7M	\$1.4M	\$1.23M	\$1.55M
Percent Change from Prior Year	7%	-10%	-9%	-3%	1%	-3%	-15%	11%	19%	19%	-9%	5%	0%

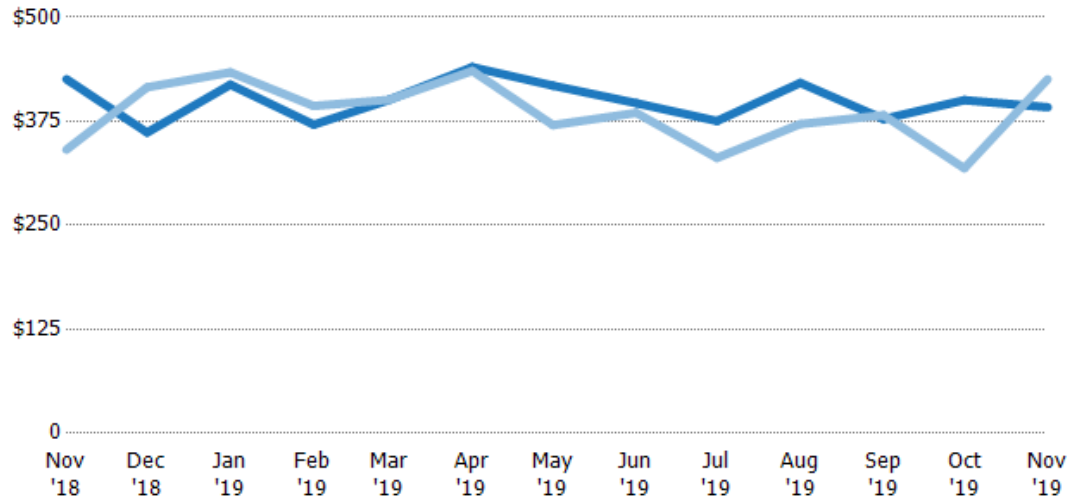
## Average Sales Price per Sq Ft

The average of the sales price divided by the living area of properties sold each month.

### Filters Used

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

Month/ Year	Price/sq ft	% Chg.
Nov '19	\$392	-7.9%
Nov '18	\$426	24.8%
Nov '17	\$341	11.5%



Current Year	\$426	\$362	\$419	\$371	\$401	\$440	\$418	\$397	\$375	\$421	\$378	\$400	\$392
Prior Year	\$341	\$416	\$434	\$393	\$401	\$436	\$370	\$385	\$331	\$372	\$382	\$318	\$426
Percent Change from Prior Year	25%	-13%	-3%	-6%	0%	1%	13%	3%	13%	13%	-1%	26%	-8%

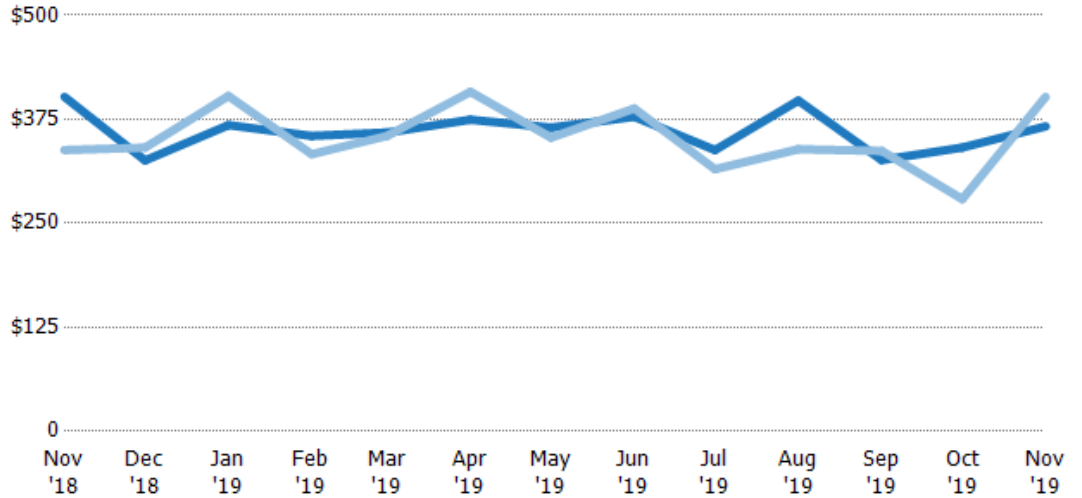
## Median Sales Price per Sq Ft

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.
Nov '19	\$367	-8.8%
Nov '18	\$402	18.9%
Nov '17	\$338	-1.5%



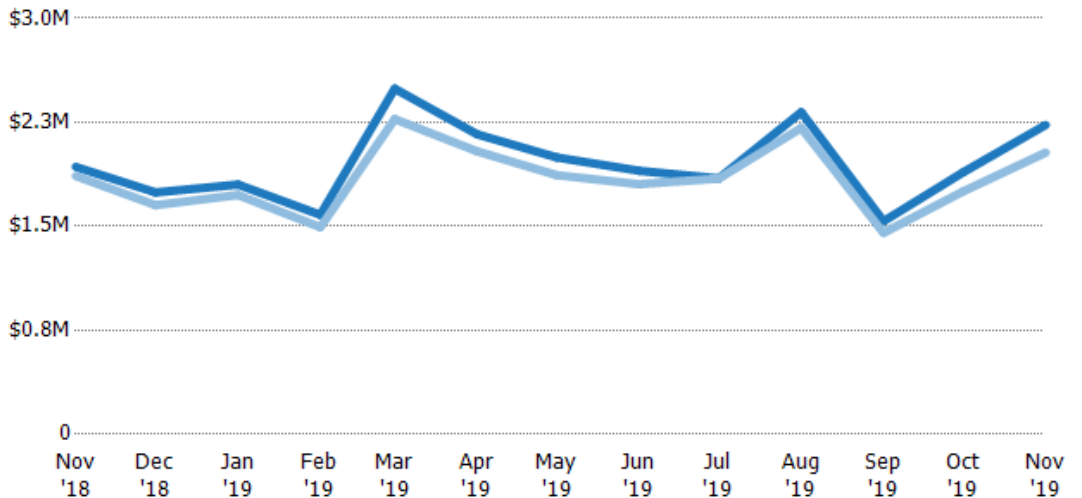
Current Year	\$402	\$326	\$368	\$355	\$359	\$375	\$365	\$378	\$338	\$398	\$326	\$341	\$367
Prior Year	\$338	\$341	\$403	\$333	\$355	\$408	\$353	\$388	\$315	\$339	\$337	\$279	\$402
Percent Change from Prior Year	19%	-5%	-9%	7%	1%	-8%	3%	-3%	7%	17%	-3%	22%	-9%

## 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



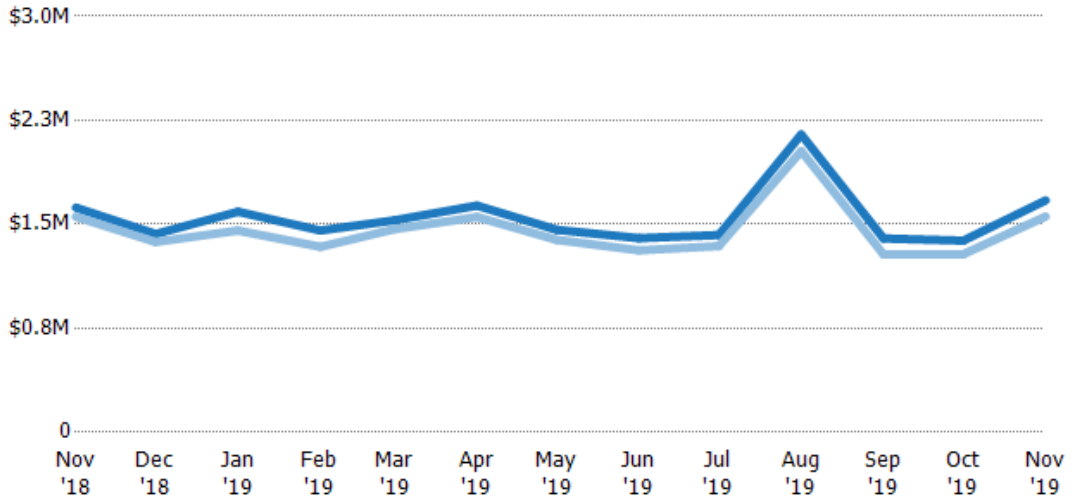
Avg List Price	\$1.93M	\$1.74M	\$1.8M	\$1.58M	\$2.49M	\$2.16M	\$2M	\$1.9M	\$1.85M	\$2.32M	\$1.54M	\$1.89M	\$2.23M
Avg Sales Price	\$1.86M	\$1.65M	\$1.73M	\$1.49M	\$2.27M	\$2.04M	\$1.87M	\$1.8M	\$1.84M	\$2.21M	\$1.45M	\$1.75M	\$2.03M
Avg Sales Price as a % of Avg List Price	97%	95%	96%	94%	91%	94%	94%	95%	100%	95%	95%	93%	91%

## 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



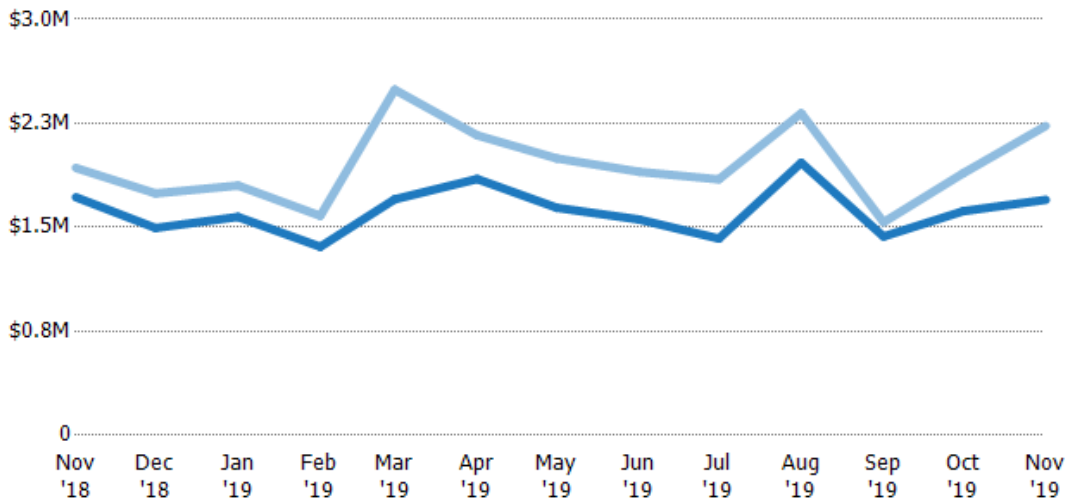
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median List Price	\$1.62M	\$1.43M	\$1.59M	\$1.46M	\$1.53M	\$1.64M	\$1.46M	\$1.4M	\$1.42M	\$2.15M	\$1.4M	\$1.38M	\$1.67M
Median Sales Price	\$1.55M	\$1.37M	\$1.45M	\$1.34M	\$1.47M	\$1.55M	\$1.39M	\$1.31M	\$1.34M	\$2.03M	\$1.28M	\$1.28M	\$1.56M
Med Sales Price as a % of Med List Price	96%	96%	91%	92%	96%	95%	95%	94%	94%	94%	92%	93%	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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$1.72M	\$1.49M	\$1.57M	\$1.36M	\$1.7M	\$1.85M	\$1.64M	\$1.56M	\$1.42M	\$1.97M	\$1.43M	\$1.62M	\$1.7M
Avg Sales Price	\$1.93M	\$1.74M	\$1.8M	\$1.58M	\$2.49M	\$2.16M	\$2M	\$1.9M	\$1.85M	\$2.32M	\$1.54M	\$1.89M	\$2.23M
Avg Sales Price as a % of Avg Est Value	112%	117%	114%	116%	146%	117%	122%	122%	130%	118%	107%	117%	131%

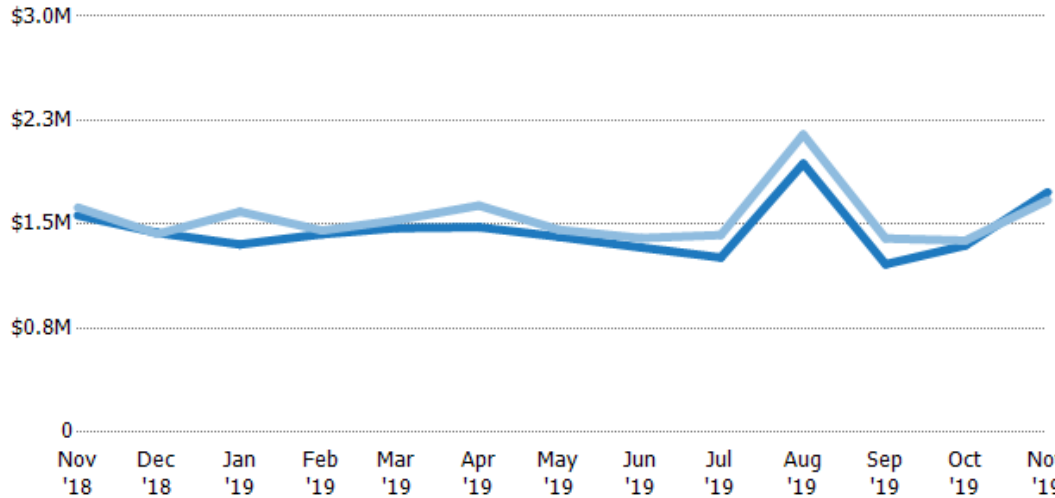


## Median Sales Price vs Median Est Value

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



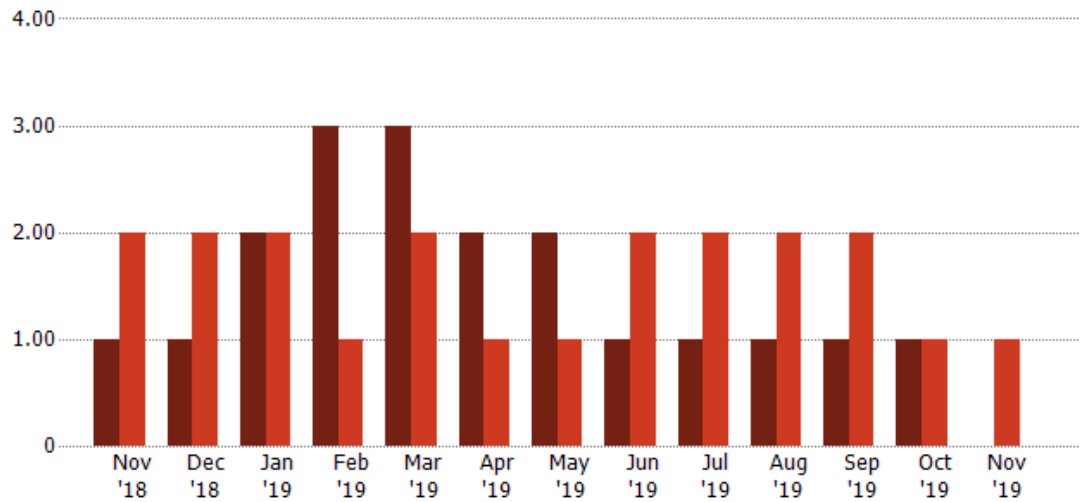
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$1.56M	\$1.44M	\$1.35M	\$1.43M	\$1.47M	\$1.48M	\$1.41M	\$1.33M	\$1.26M	\$1.94M	\$1.21M	\$1.35M	\$1.73M
Median Sales Price	\$1.62M	\$1.43M	\$1.59M	\$1.46M	\$1.53M	\$1.64M	\$1.46M	\$1.4M	\$1.42M	\$2.15M	\$1.4M	\$1.38M	\$1.67M
Med Sales Price as a % of Med Est Value	104%	99%	117%	102%	104%	111%	104%	105%	113%	111%	115%	103%	97%

## 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



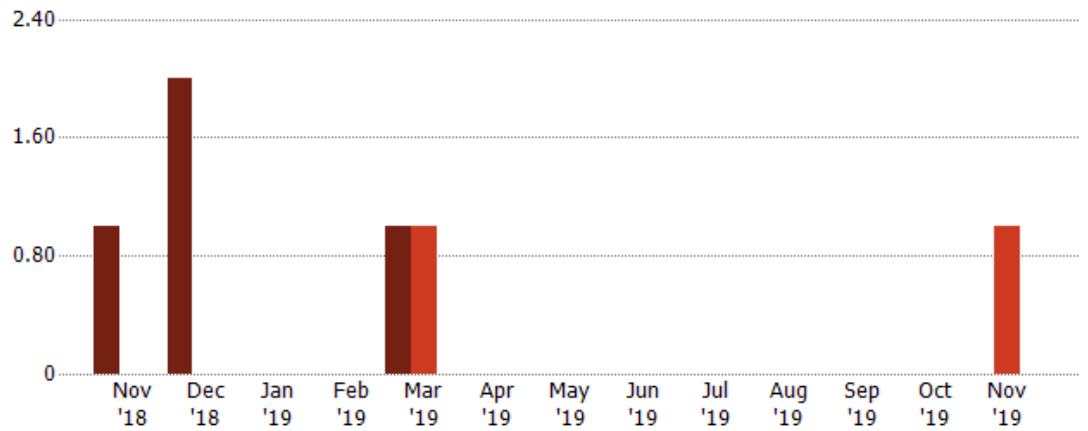
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	1	1	2	3	3	2	2	1	1	1	1	1	-
Prior Year	2	2	2	1	2	1	1	2	2	2	2	1	1
Percent Change from Prior Year	-50%	-50%	0%	200%	50%	100%	100%	-50%	-50%	-50%	-50%	0%	-100%

## 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	2	-	-	1	-	-	-	-	-	-	-	-
Prior Year	-	-	-	-	1	-	-	-	-	-	-	-	1
Percent Change from Prior Year	100%	100%	-	-	0%	-	-	-	-	-	-	-	-100%



## Sales Activity by ZIP

Nov 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			52	\$105,633,573	\$2,031,415	\$1,556,250	\$371	\$345	82