



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	Oct 2020	Oct 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	88	86	+2.3%	746	701	+6.4%
New Listing Volume	\$299,435,872	\$248,486,026	+20.5%	\$1,910,449,881	\$1,635,969,192	+16.8%
Active Listing Count	211	316	-33.2%	NA	NA	
Active Listing Volume	\$792,945,851	\$947,263,604	-16.3%	N/A	NA	
Average Listing Price	\$3,758,037	\$2,997,670	+25.4%	\$3,225,967	\$2,865,152	+12.6%
Median Listing Price	\$3,200,000	\$2,297,000	+39.3%	\$2,592,349	\$2,280,779	+13.7%
Average Listing Price per Sq Ft	\$585	\$486	+20.2%	\$521	\$470	+10.9%
Median Listing Price per Sq Ft	\$534	\$441	+21.2%	\$478	\$434	+10.1%
Median Days in RPR	75	85	-11.8%	94.58	108.19	-12.6%
Months of Inventory	3.8	7.9	-51.4%	6.7	7.7	-13.5%
Absorption Rate	26.07%	12.66%	+13.4%	15.02%	12.99%	+2%
Sales Activity Charts Metrics			1			
New Pending Sales Count	97	66	+47%	828	628	+31.8%
New Pending Sales Volume	\$251,471,617	\$135,737,279	+85.3%	\$1,780,557,674	\$1,268,354,698	+40.4%
Pending Sales Count	119	70	+70%	NA	NA	
Pending Sales Volume	\$301,514,068	\$139,057,617	+116.8%	N/A	N/A	
Closed Sales Count	55	25	+120%	502	424	+18.4%
Closed Sales Volume	\$137,488,046	\$43,217,278	+218.1%	\$1,000,275,192	\$792,387,060	+26.2%
Average Sales Price	\$2,499,783	\$1,728,691	+44.6%	\$1,992,580	\$1,868,837	+6.6%
Median Sales Price	\$1,976,000	\$1,165,000	+69.6%	\$1,628,680	\$1,397,017	+16.6%
Average Sales Price per Sq Ft	\$485	\$410	+18.1%	\$434	\$405	+7.2%
Median Sales Price per Sq Ft	\$426	\$353	+20.7%	\$398	\$362	+9.9%
Distressed Charts Metrics						
Distressed Listing Count	1	1	+_	NA	N/A	

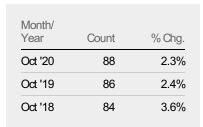


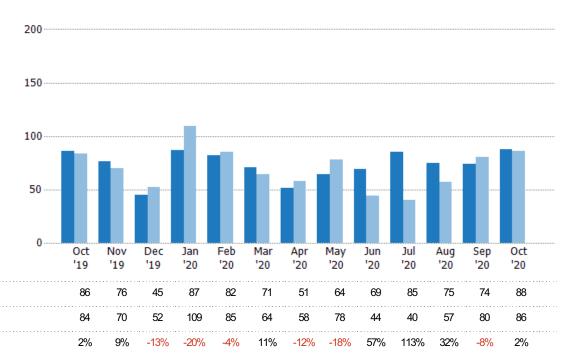


New Listings

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





New Listing Volume

Percent Change from Prior Year

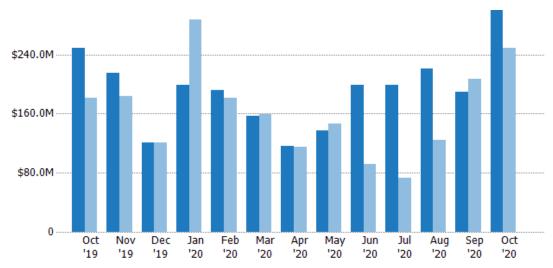
Current Year

Prior Year

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.
Oct '20	\$299M	20.5%
Oct '19	\$248M	37.1%
Oct '18	\$181M	32.5%

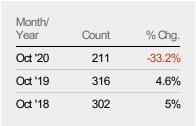




Active Listings

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





Active Listing Volume

Percent Change from Prior Year

Current Year

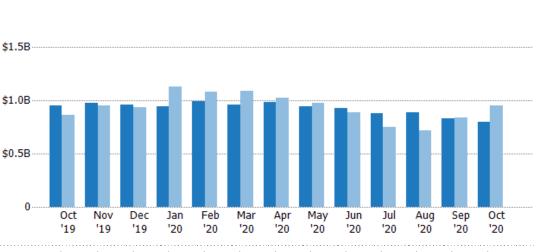
Prior Year

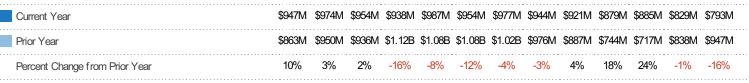
The sum of the listing price of active residential listings at the end of each month.

\$2.0B

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

Month/ Year	Volume	% Chg.
Oct '20	\$793M	-16.3%
Oct '19	\$947M	9.8%
Oct '18	\$863M	-1.1%







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.
Oct '20	\$3.76M	25.4%
Oct '19	\$3M	4.9%
Oct '18	\$2.86M	-5.8%

\$4.0M			 							
\$3.0M			 							
\$2.0M			 							
\$1.0M			 							
0 Oct Nov		Jan						Aug	Sep	Oct
'19 '19	'19		'20	Apr '20	'20 [°]	'20	Jul '20	'20	'20	'20

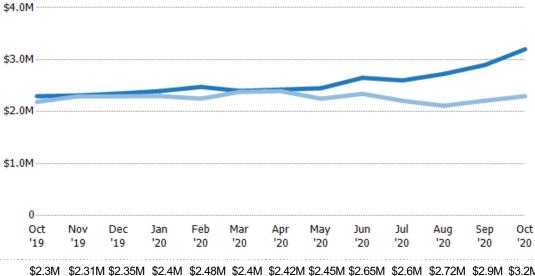
Current Year	\$3M	\$3.03M	\$3.06M	\$3.04M	\$3.16M	\$3.05M	\$3.11M	\$3.05M	\$3.25M	\$3.27M	\$3.35M	\$3.47M	\$3.76N
Prior Year	\$2.86M	\$2.98M	\$3.03M	\$3.06M	\$2.88M	\$2.9M	\$2.85M	\$2.78M	\$2.89M	\$2.71M	\$2.69M	\$2.81M	\$3M
Percent Change from Prior Year	5%	2%	1%	-1%	10%	5%	9%	10%	13%	21%	24%	23%	25%

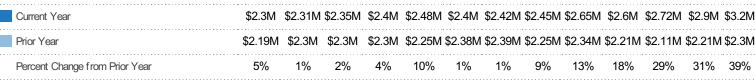
Median Listing Price

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

Price	% Chg.
\$3.2M	39.3%
\$2.3M	5%
\$2.19M	-0.3%
	\$3.2M \$2.3M







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.
Oct '20	\$585	20.2%
Oct '19	\$486	4.3%
Oct '18	\$466	-8.4%

Percent Change from Prior Year

Current Year

150												
300												
L 5 0												
•												
•	Nov '19											
0 Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	

4% 4% 5% 3% 7% 5% 8% 8% 11% 15% 18% 21% 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.
Oct '20	\$534	21.2%
Oct '19	\$441	2.7%
Oct '18	\$429	-7%

Percent Change from Prior Year

\$ 600												
\$ 450												
\$ 300												
\$ 150												
0 Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
 \$441	\$442	\$441	\$441	\$456	\$449	\$463	\$462	\$480	\$488	\$506	\$532	\$534
 \$429	\$432	\$418	\$432	\$420	\$441	\$435	\$434	\$443	\$432	\$427	\$433	\$441
 3%	2%	6%	2%	9%	2%	7%	6%	8%	13%	18%	23%	21%

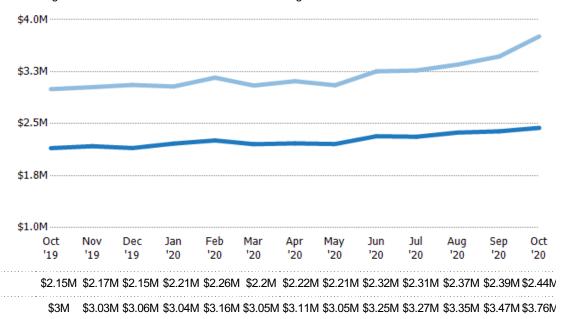
Current Year

Prior Year

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.





139% 142% 137% 140% 138% 140% 138% 140% 141% 141% 145% 154%

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.

140%

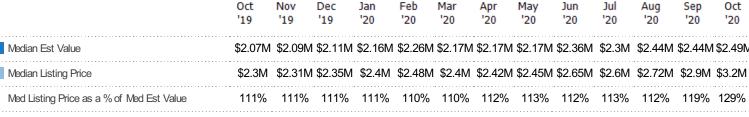


Avg Listing Price as a % of Avg Est Value

Avg Est Value

Avg Listing Price





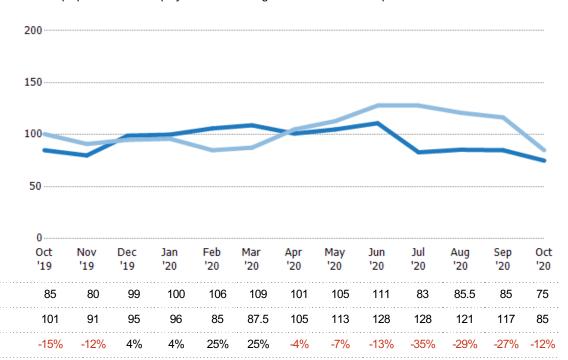


Median Days in RPR

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.
Oct '20	75	-11.8%
Oct '19	85	-15.4%
Oct '18	101	-14.4%



Months of Inventory

Percent Change from Prior Year

Current Year

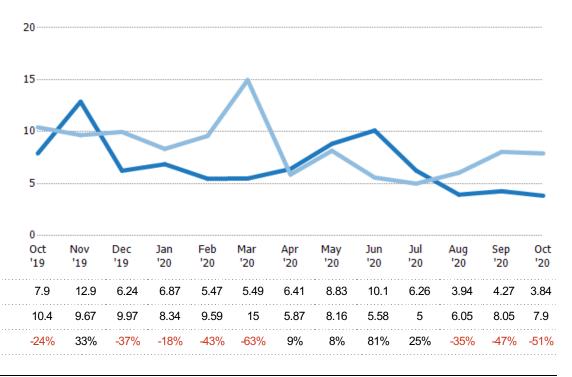
Prior Year

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.
Oct '20	3.84	-51.4%
Oct '19	7.9	-24.1%
Oct '18	10.4	-15.4%

Percent Change from Prior Year



Current Year

Prior Year

Absorption Rate

Residence

Current Year

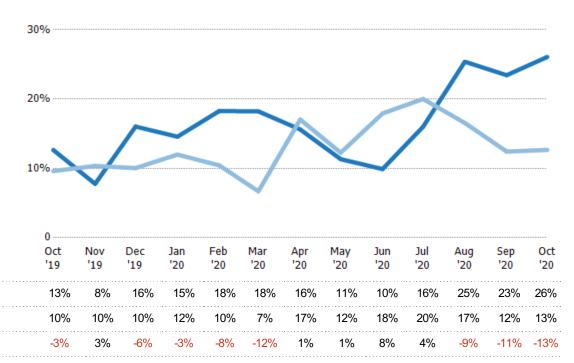
Change from Prior Year

Prior Year

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

Month/ Year	Rate	Chg.
Oct '20	26%	-13.4%
Oct '19	13%	-3.1%
Oct '18	10%	18.2%



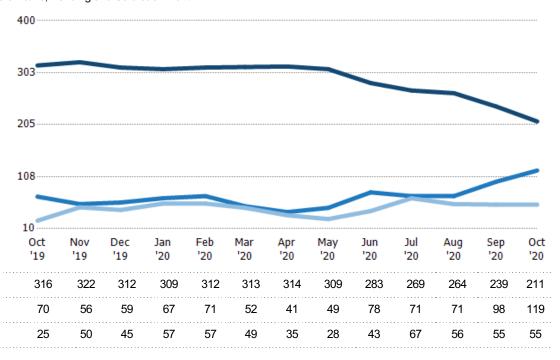
Active/Pending/Sold Units

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

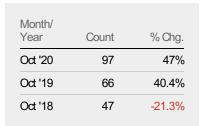
Pending

Sold

New Pending Sales

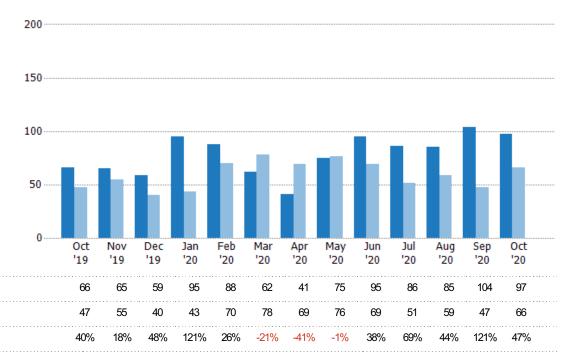
The number of residential properties with accepted offers that were added each month.

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



Current Year

Prior Year



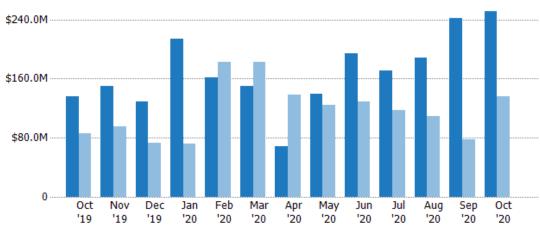
New Pending Sales Volume

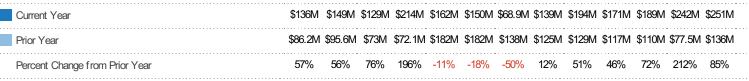
Percent Change from Prior Year

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.
Oct '20	\$251M	85.3%
Oct '19	\$136M	57.5%
Oct '18	\$86.2M	-36.8%

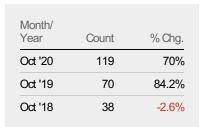


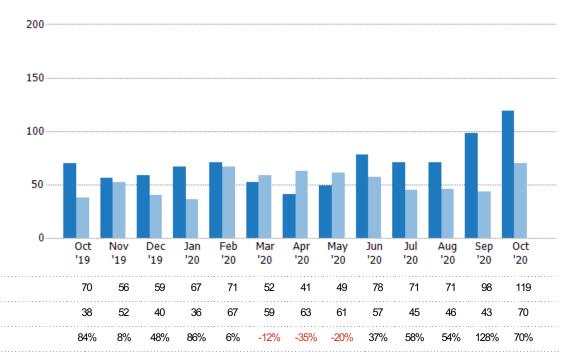


Pending Sales

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





Pending Sales Volume

Percent Change from Prior Year

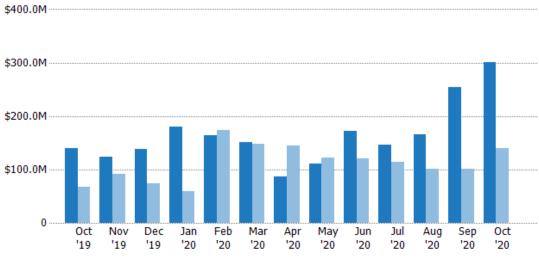
Current Year

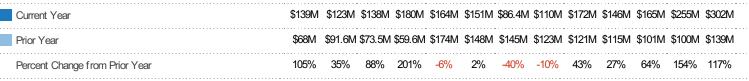
Prior Year

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.
Oct '20	\$302M	116.8%
Oct '19	\$139M	104.6%
Oct '18	\$68M	-11.8%



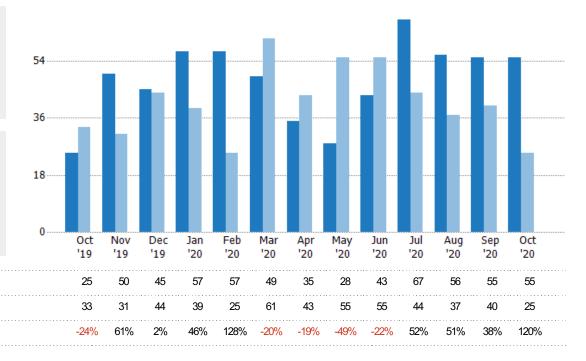


Closed Sales

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.
Oct '20	55	120%
Oct '19	25	-24.2%
Oct '18	33	15.2%



Closed Sales Volume

Percent Change from Prior Year

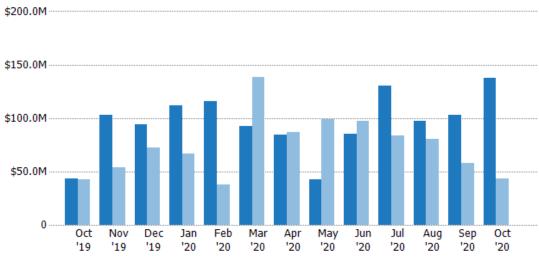
Current Year

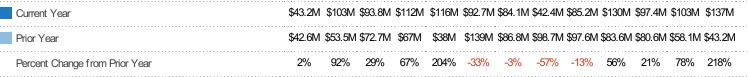
Prior Year

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.
Oct '20	\$137M	218.1%
Oct '19	\$43.2M	1.6%
Oct '18	\$42.6M	31.1%



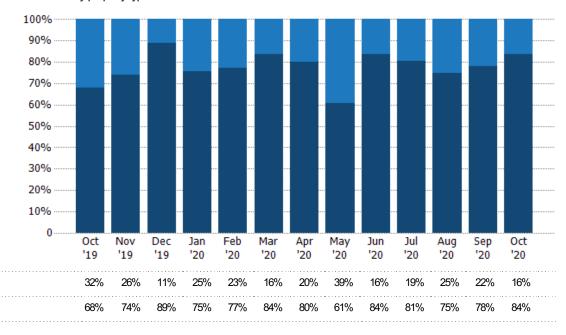




Closed Sales by Property Type

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

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



Average Sales Price

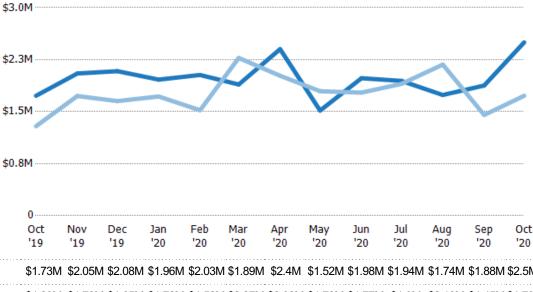
Single Family Residence

Condo/Townhouse

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

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





 Current Year
 \$1.73M \$2.05M \$2.08M \$1.96M \$2.03M \$1.89M \$2.4M \$1.52M \$1.98M \$1.94M \$1.74M \$1.88M \$2.5M

 Prior Year
 \$1.29M \$1.73M \$1.65M \$1.72M \$1.52M \$2.27M \$2.02M \$1.79M \$1.77M \$1.9M \$2.18M \$1.45M \$1.73M

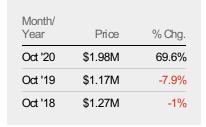
 Percent Change from Prior Year
 34% 19% 26% 14% 33% -17% 19% -16% 12% 2% -20% 29% 45%

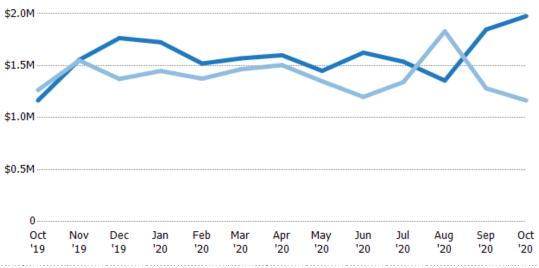


Median Sales Price

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





Current Year	\$1.17M	\$1.56M	\$1.77M	\$1.73M	\$1.52M	\$1.57M	\$1.6M	\$1.45M	\$1.63M	\$1.54M	\$1.36M	\$1.85M	\$1.98N
Prior Year	\$1.27M	\$1.55M	\$1.37M	\$1.45M	\$1.38M	\$1.47M	\$1.51M	I \$1.35M	\$1.2M	\$1.34M	\$1.83M	\$1.28M	\$1.17N
Percent Change from Prior Year	-8%	0%	29%	19%	11%	7%	6%	7%	36%	15%	-26%	44%	70%

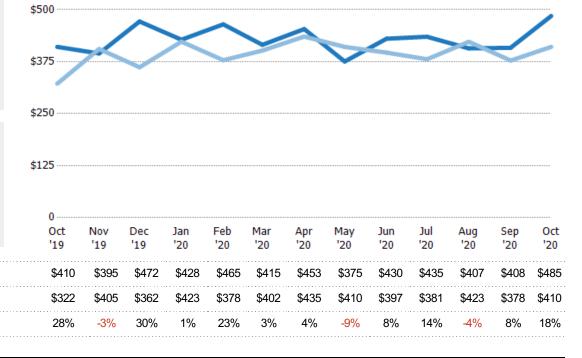
Average Sales Price per Sq Ft

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.
Oct '20	\$485	18.1%
Oct '19	\$410	27.5%
Oct '18	\$322	11.1%

Percent Change from Prior Year



Current Year

Prior Year



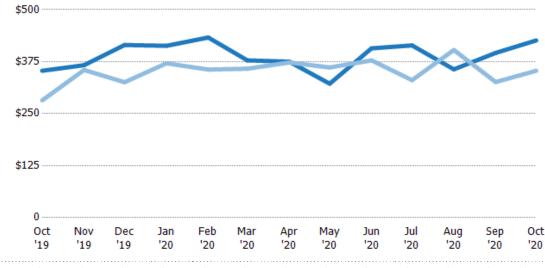
Median Sales Price per Sq Ft

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





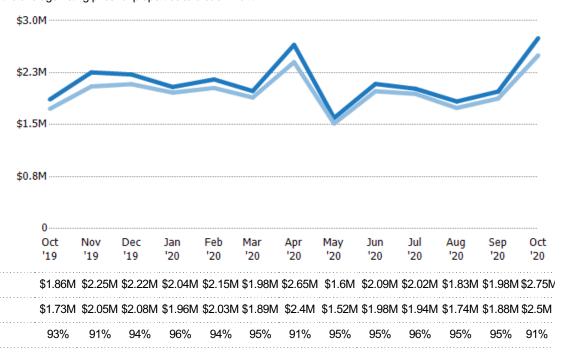
Current Year	\$353	\$367	\$415	\$413	\$433	\$378	\$375	\$322	\$407	\$414	\$357	\$396	\$426
Prior Year	\$282	\$355	\$326	\$371	\$356	\$358	\$373	\$361	\$378	\$331	\$403	\$326	\$353
Percent Change from Prior Year	25%	3%	27%	11%	22%	6%	1%	-11%	8%	25%	-12%	21%	21%

Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

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

Avg Sales Price as a % of Avg List Price





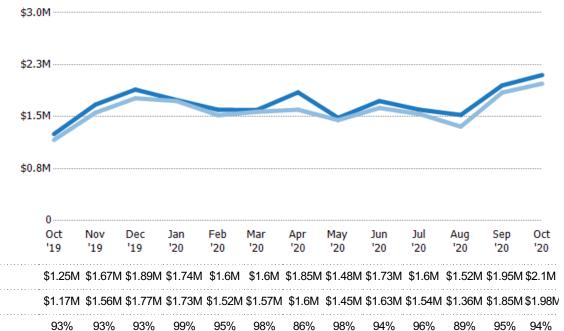
Avg List Price

Avg Sales Price

Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.





Average Sales Price vs Average Est Value

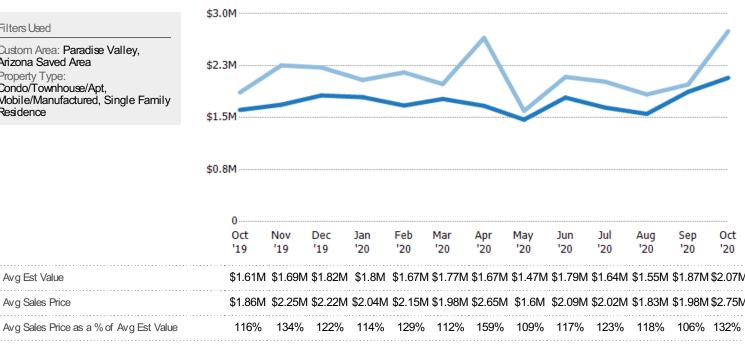
The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.



Med Sales Price as a % of Med List Price

Median List Price

Median Sales Price

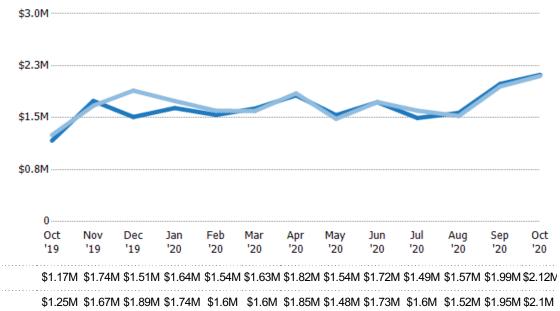




Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.





98%

102%

100% 107%

Distressed Listings

Median Est Value

Median Sales Price

The number of distressed residential properties that were for sale at the end of each month.

107%

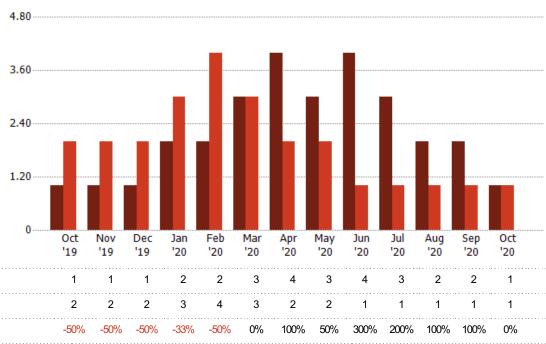
125%

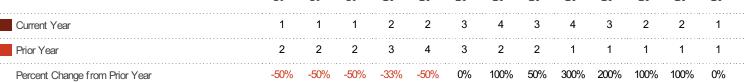
106% 104%

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

Med Sales Price as a % of Med Est Value

Month/ Year	Count	% Chg.
Oct '20	1	0%
Oct '19	1	-50%
Oct '18	2	-50%







Distressed Sales

Current Year

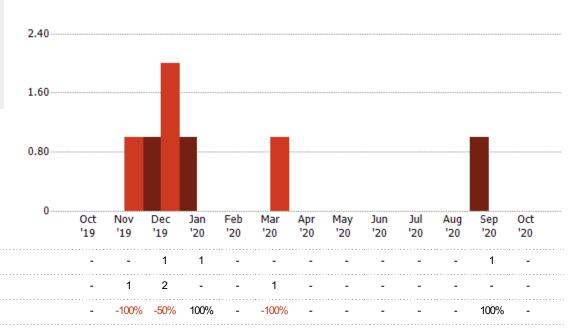
Prior Year

Percent Change from Prior Year

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









Sales Activity by ZIP

Oct 2020

ZIP	Pendings (Month End)	Pending Volume (Month End)		Sales Volume	Av g Sales Price	Median Sales Price	Avg Sales Price per Sq Ft		Median Days In RPR
85253	119	\$301,514,068	55	\$137,488,046	\$2,499,783	\$1,976,000	\$453	\$415	55





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