

**2018**

# **PARADISE VALLEY**

## **MARKET REPORT**

January 2018



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 2018	Jan 2017	+ / -	YTD 2018	YTD 2017	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	98	107	-8.4%	1,076	1,087	-1%
New Listing Volume	\$249,774,689	\$204,036,495	+22.4%	\$2,223,709,956	\$1,919,389,675	+15.9%
Active Listing Count	-	434	-	4,604	5,587	-17.6%
Active Listing Volume	-	\$1,021,463,372	-	\$11,878,284,779	\$12,621,205,230	-5.9%
Average Listing Price	-	\$2,353,602	-	\$2,579,992	\$2,259,031	+14.2%
Median Listing Price	-	\$1,924,500	-	\$2,054,170	\$1,820,172	+12.9%
Average Listing Price per Sq Ft	-	\$404	-	\$418	\$392	+6.6%
Median Listing Price per Sq Ft	-	\$371	-	\$386	\$361	+6.8%
Median Days in RPR	-	106	-	100.37	114.39	-12.3%
Months of Inventory	-	13.2	-100%	-	12.4	-100%
Absorption Rate	-	7.6%	-	-	8.06%	-
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	72	51	+41.2%	714	614	+16.3%
New Pending Sales Volume	\$129,619,995	\$73,459,626	+76.5%	\$1,138,753,432	\$807,923,853	+40.9%
Pending Sales Count	-	47	-	651	663	-1.8%
Pending Sales Volume	-	\$72,882,749	-	\$1,151,949,587	\$1,077,054,523	+7%
Closed Sales Count	33	39	-15.4%	557	467	+19.3%
Closed Sales Volume	\$65,191,760	\$55,866,082	+16.7%	\$868,668,734	\$649,372,074	+33.8%
Average Sales Price	\$1,975,508	\$1,432,464	+37.9%	\$1,559,549	\$1,390,518	+12.2%
Median Sales Price	\$1,710,000	\$1,082,500	+58%	\$1,315,298	\$1,137,858	+15.6%
Average Sales Price per Sq Ft	\$442	\$341	+29.7%	\$357	\$337	+5.7%
Median Sales Price per Sq Ft	\$448	\$328	+36.6%	\$339	\$319	+6.2%
<b>Distressed Charts Metrics</b>						
Distressed Listing Count	-	2	-	34	87	-60.9%

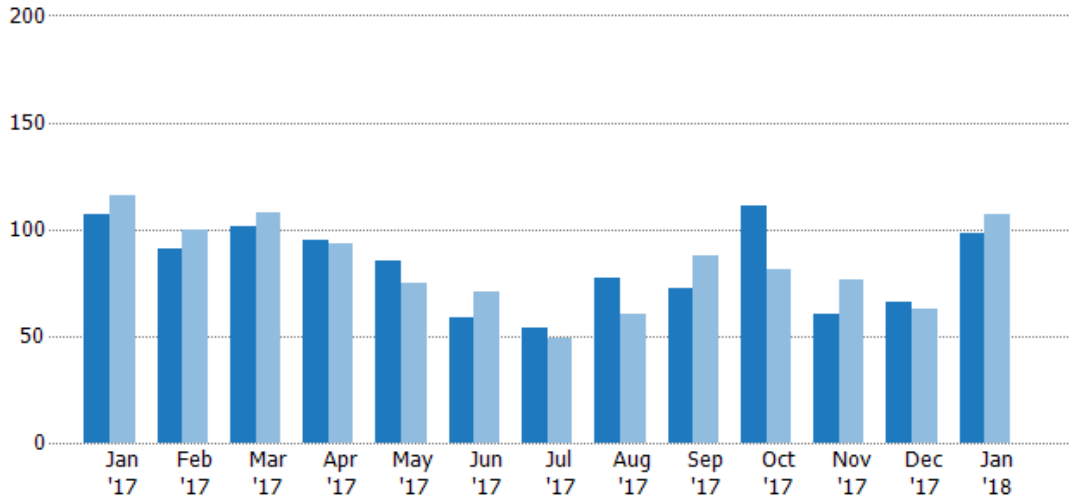
## New Listings

The number of new single-family, condominium and townhome listings that were added each month.

### Filters Used

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

Month/ Year	Count	% Chg.
Jan '18	98	-8.4%
Jan '17	107	-7.8%
Jan '16	116	14.7%



Current Year	107	91	101	95	85	59	54	77	72	111	60	66	98
Prior Year	116	100	108	93	75	71	49	60	88	81	76	63	107
Percent Change from Prior Year	-8%	-9%	-6%	2%	13%	-17%	10%	28%	-18%	37%	-21%	5%	-8%

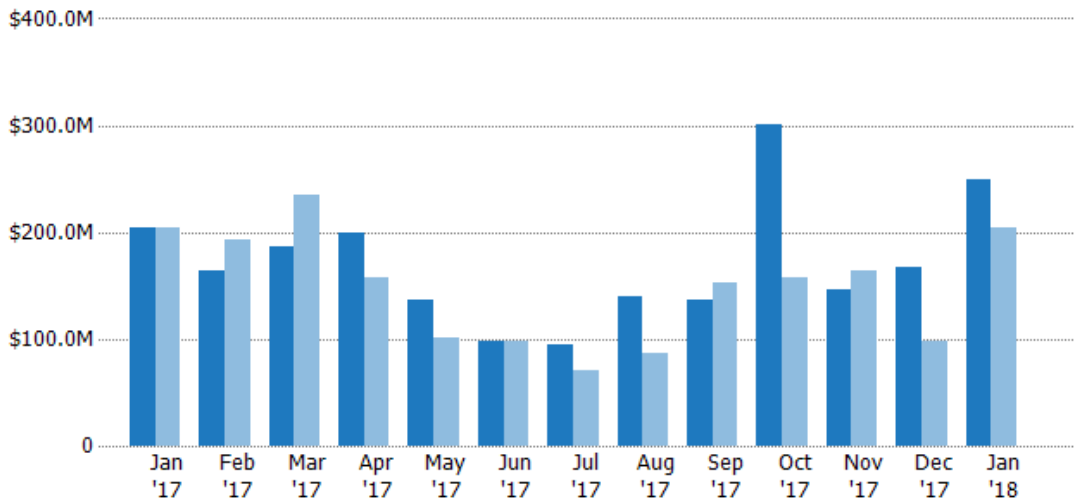
## New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

### Filters Used

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

Month/ Year	Volume	% Chg.
Jan '18	\$250M	22.4%
Jan '17	\$204M	0.1%
Jan '16	\$204M	31%



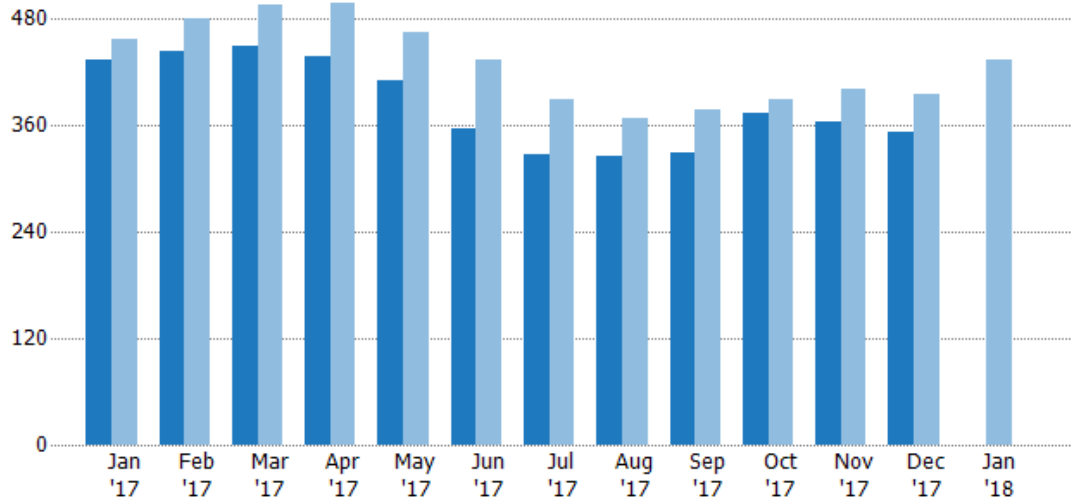
Current Year	\$204M	\$163M	\$187M	\$199M	\$137M	\$98M	\$94.7M	\$139M	\$136M	\$301M	\$147M	\$167M	\$250M
Prior Year	\$204M	\$193M	\$235M	\$157M	\$101M	\$97.7M	\$70.7M	\$86.9M	\$152M	\$158M	\$163M	\$97.3M	\$204M
Percent Change from Prior Year	0%	-15%	-20%	27%	35%	0%	34%	60%	-10%	91%	-10%	72%	22%

## Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

### Filters Used

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



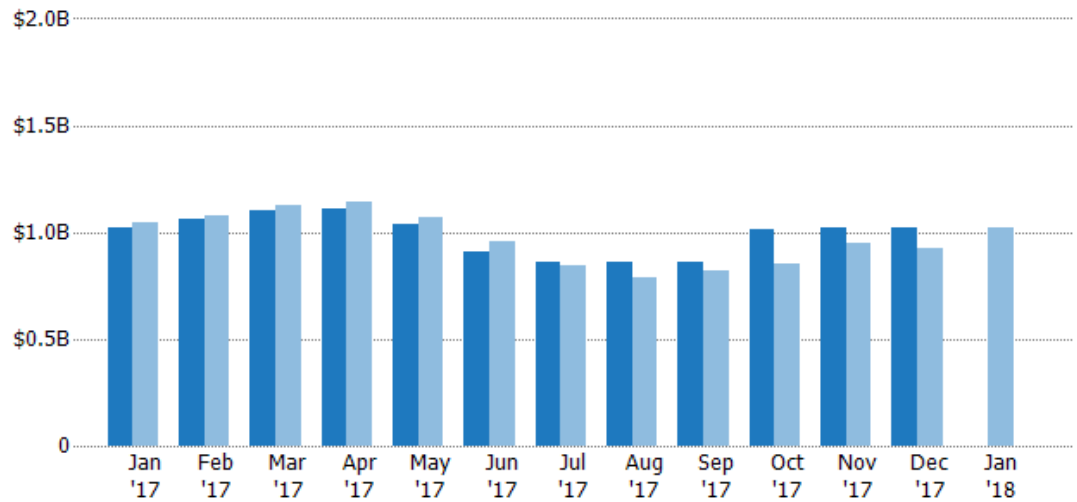
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	434	443	449	438	411	357	328	325	330	373	364	352	-
Prior Year	458	480	496	498	465	434	389	368	378	390	402	395	434
Percent Change from Prior Year	-5%	-8%	-9%	-12%	-12%	-18%	-16%	-12%	-13%	-4%	-9%	-11%	-100%

## Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

### Filters Used

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



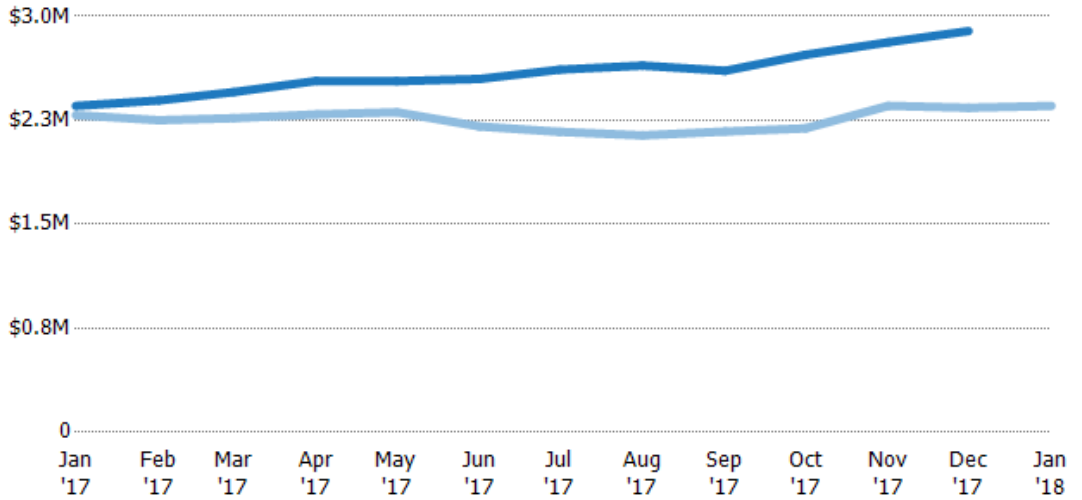
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	\$1.02B	\$1.06B	\$1.1B	\$1.11B	\$1.04B	\$910M	\$858M	\$859M	\$860M	\$1.02B	\$1.02B	\$1.02B	-
Prior Year	\$1.05B	\$1.08B	\$1.12B	\$1.14B	\$1.07B	\$957M	\$843M	\$788M	\$820M	\$855M	\$946M	\$924M	\$1.02B
Percent Change from Prior Year	-2%	-2%	-2%	-3%	-3%	-5%	2%	9%	5%	19%	8%	10%	-100%

## Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

### Filters Used

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



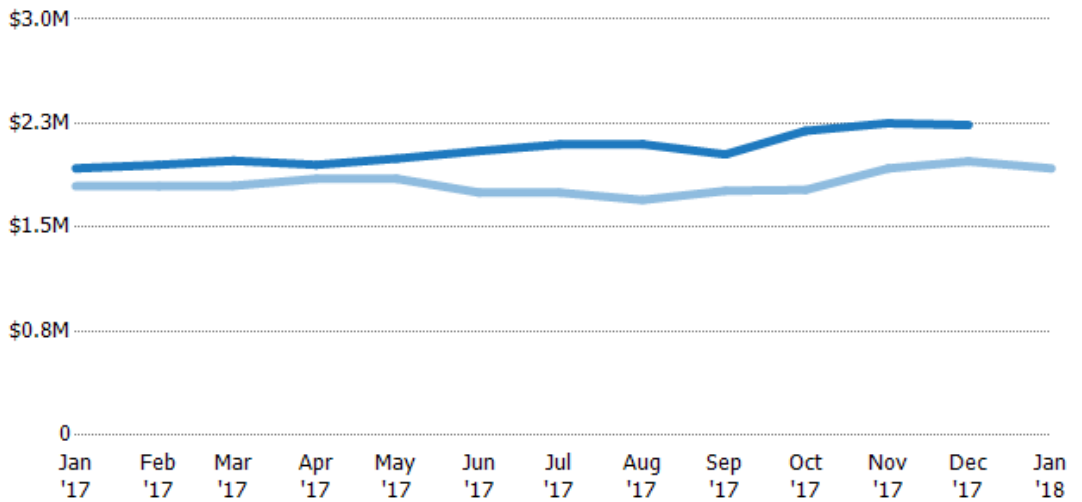
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	\$2.35M	\$2.39M	\$2.45M	\$2.53M	\$2.53M	\$2.55M	\$2.62M	\$2.64M	\$2.61M	\$2.72M	\$2.81M	\$2.89M	-
Prior Year	\$2.29M	\$2.25M	\$2.27M	\$2.29M	\$2.31M	\$2.21M	\$2.17M	\$2.14M	\$2.17M	\$2.19M	\$2.35M	\$2.34M	\$2.35M
Percent Change from Prior Year	3%	6%	8%	11%	10%	16%	21%	23%	20%	24%	19%	24%	-100%

## Median Listing Price

The median listing price of active single-family, condominium and townhome listings at the end of each month.

### Filters Used

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



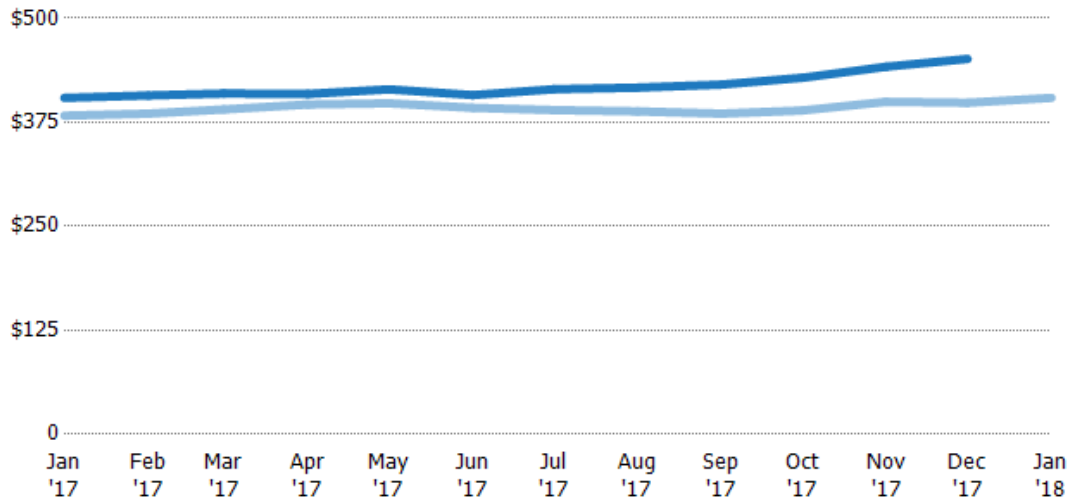
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	\$1.92M	\$1.95M	\$1.98M	\$1.95M	\$2M	\$2.05M	\$2.1M	\$2.1M	\$2.03M	\$2.2M	\$2.25M	\$2.24M	-
Prior Year	\$1.8M	\$1.8M	\$1.8M	\$1.85M	\$1.85M	\$1.75M	\$1.75M	\$1.7M	\$1.76M	\$1.77M	\$1.92M	\$1.98M	\$1.92M
Percent Change from Prior Year	7%	9%	10%	5%	8%	17%	20%	24%	15%	24%	17%	13%	-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, Single  
Family Residence



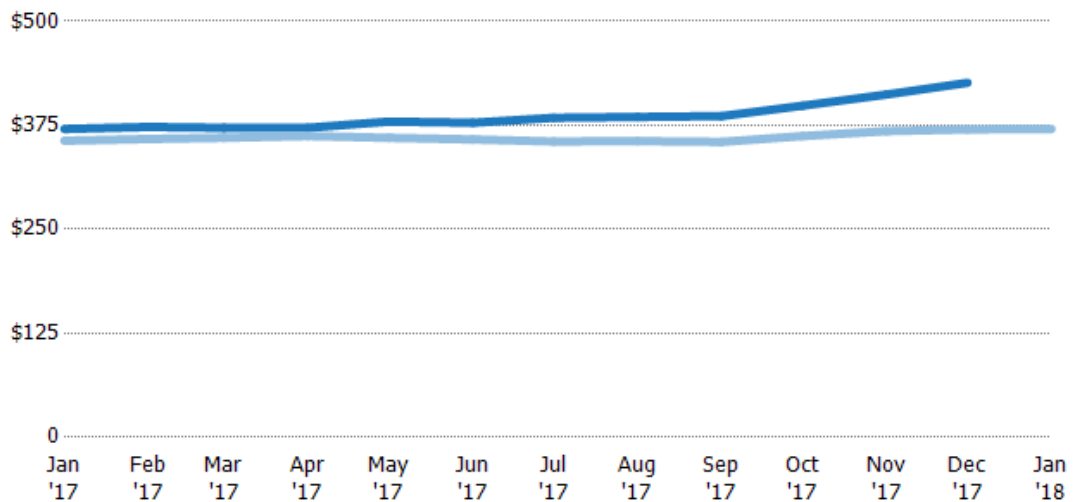
Current Year	\$404	\$407	\$410	\$409	\$415	\$408	\$415	\$417	\$420	\$429	\$442	\$451	-
Prior Year	\$383	\$385	\$390	\$396	\$398	\$392	\$390	\$388	\$385	\$389	\$400	\$398	\$404
Percent Change from Prior Year	6%	6%	5%	3%	4%	4%	6%	7%	9%	10%	11%	13%	-100%

## 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, Single  
Family Residence



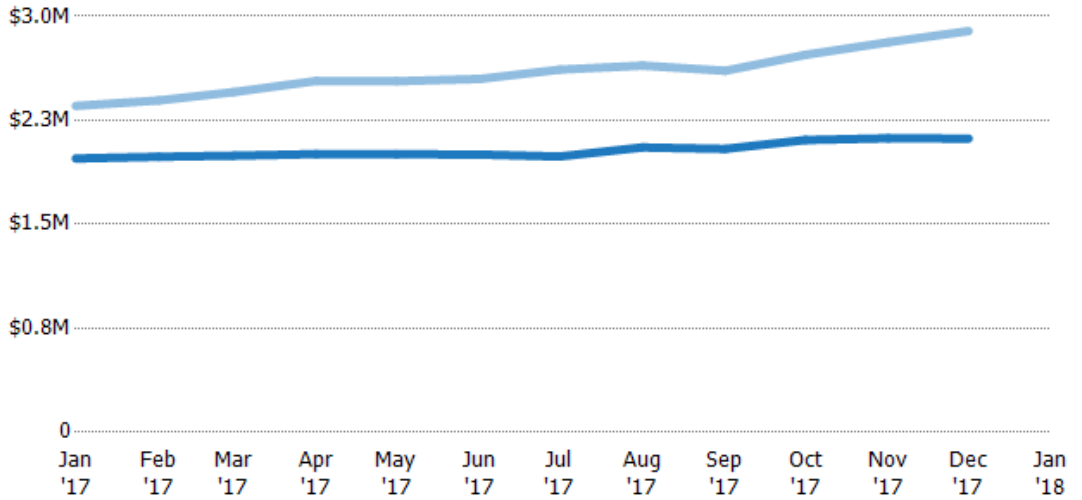
Current Year	\$371	\$373	\$372	\$372	\$380	\$378	\$384	\$385	\$386	\$399	\$412	\$426	-
Prior Year	\$357	\$359	\$360	\$362	\$360	\$358	\$356	\$356	\$355	\$362	\$368	\$370	\$371
Percent Change from Prior Year	4%	4%	3%	3%	5%	6%	8%	8%	9%	10%	12%	15%	-100%

## 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,  
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Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



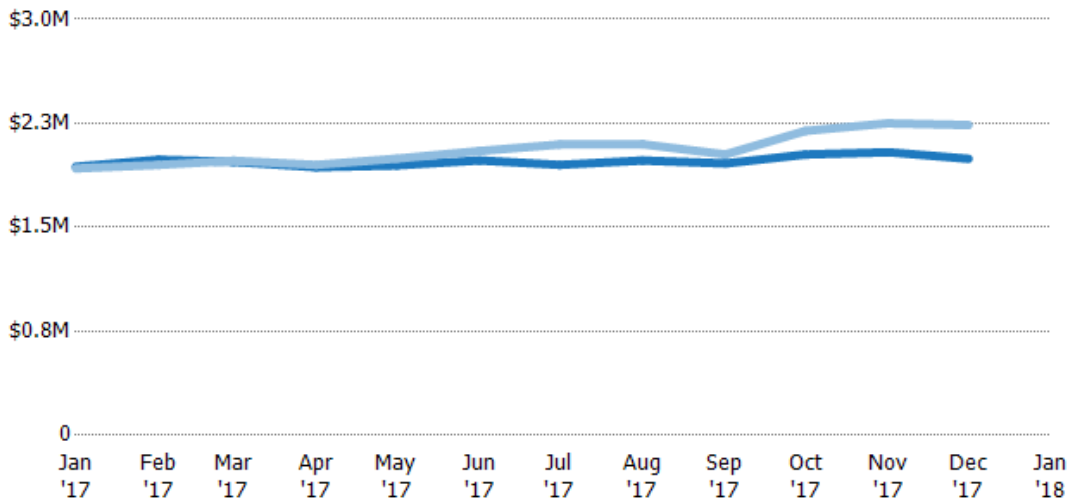
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Avg Est Value	\$1.97M	\$1.99M	\$1.99M	\$2.01M	\$2M	\$2M	\$1.99M	\$2.05M	\$2.04M	\$2.11M	\$2.12M	\$2.12M	-
Avg Listing Price	\$2.35M	\$2.39M	\$2.45M	\$2.53M	\$2.53M	\$2.55M	\$2.62M	\$2.64M	\$2.61M	\$2.72M	\$2.81M	\$2.89M	-
Avg Listing Price as a % of Avg Est Value	119%	120%	123%	126%	126%	127%	132%	129%	128%	129%	133%	137%	-

## 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,  
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Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



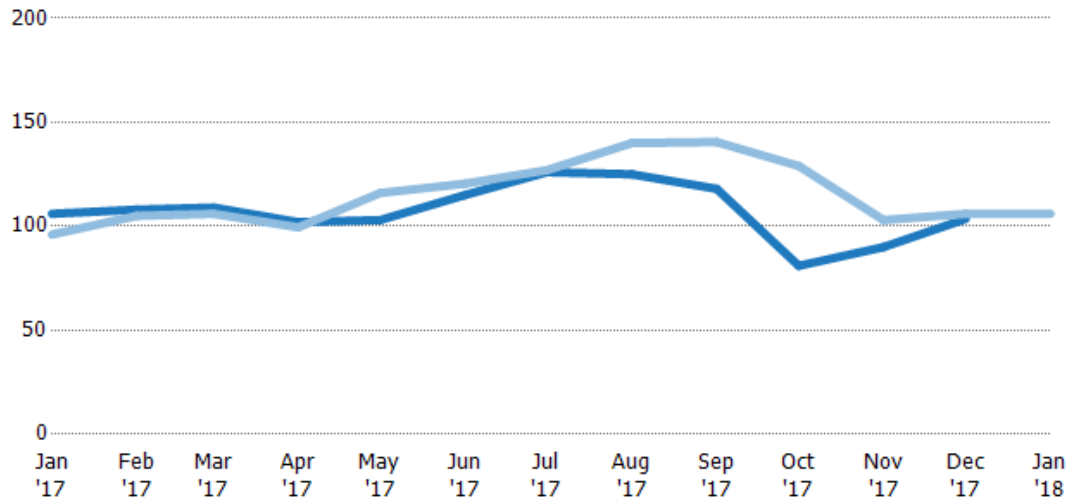
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Median Est Value	\$1.94M	\$1.99M	\$1.97M	\$1.93M	\$1.95M	\$1.98M	\$1.95M	\$1.98M	\$1.96M	\$2.02M	\$2.04M	\$1.99M	-
Median Listing Price	\$1.92M	\$1.95M	\$1.98M	\$1.95M	\$2M	\$2.05M	\$2.1M	\$2.1M	\$2.03M	\$2.2M	\$2.25M	\$2.24M	-
Med Listing Price as a % of Med Est Value	99%	98%	100%	101%	103%	103%	108%	106%	103%	108%	110%	112%	-

## 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, Single  
Family Residence



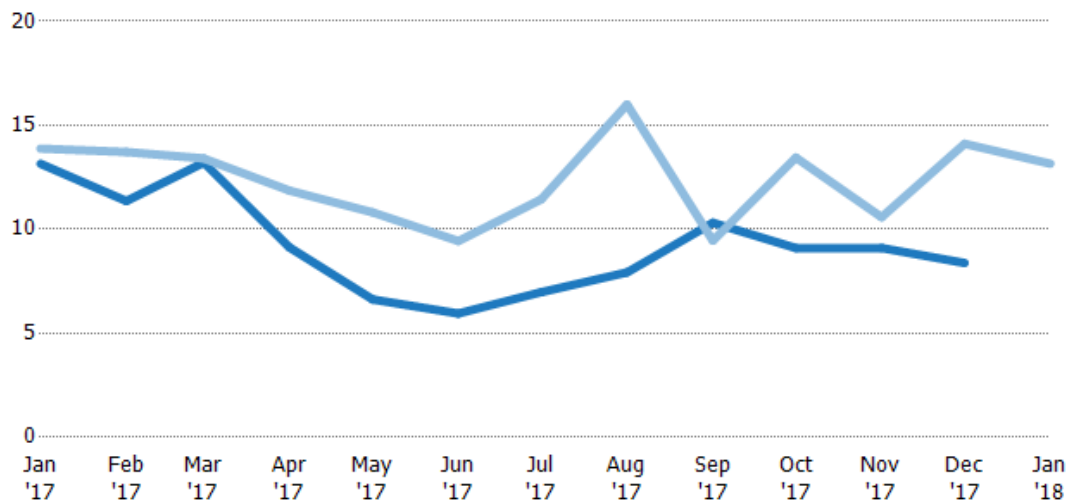
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	106	108	109	102	103	115	126	125	118	81	90	104	-
Prior Year	96	105	106	100	116	121	127	140	141	129	103	106	106
Percent Change from Prior Year	10%	3%	3%	3%	-11%	-5%	-1%	-11%	-16%	-37%	-13%	-2%	-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, Single  
Family Residence



	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	13.2	11.4	13.2	9.13	6.63	5.95	6.98	7.93	10.3	9.1	9.1	8.38	-
Prior Year	13.9	13.7	13.4	11.9	10.8	9.43	11.4	16	9.45	13.4	10.6	14.1	13.2
Percent Change from Prior Year	-5%	-17%	-1%	-23%	-39%	-37%	-39%	-50%	9%	-32%	-14%	-41%	-100%

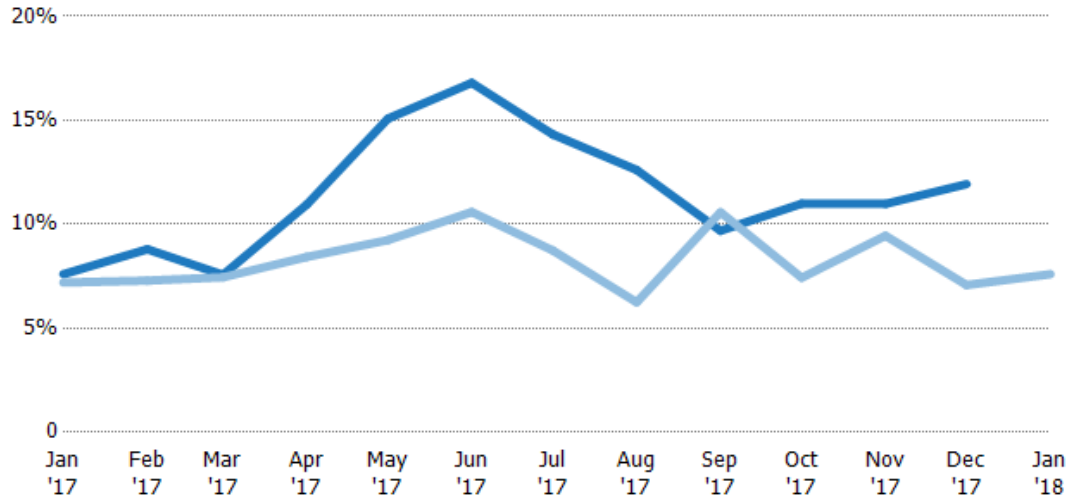


## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



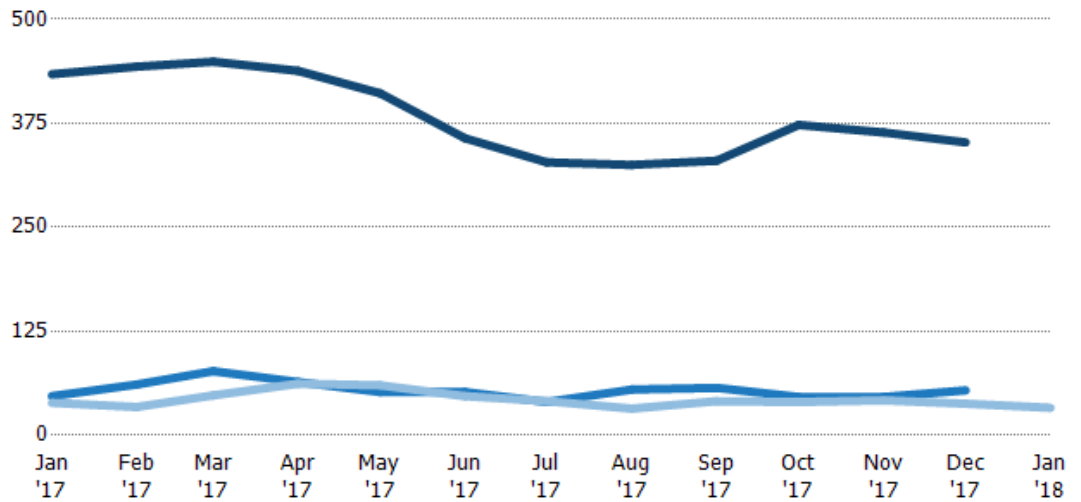
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	8%	9%	8%	11%	15%	17%	14%	13%	10%	11%	11%	12%	-
Prior Year	7%	7%	7%	8%	9%	11%	9%	6%	11%	7%	9%	7%	8%
Change from Prior Year	0%	-2%	0%	-3%	-6%	-6%	-6%	-6%	1%	-4%	-2%	-5%	8%

## Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

### Filters Used

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



	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Active	434	443	449	438	411	357	328	325	330	373	364	352	-
Pending	47	61	77	64	52	52	40	55	57	46	46	54	-
Sold	39	34	48	62	60	47	41	32	41	40	42	38	33

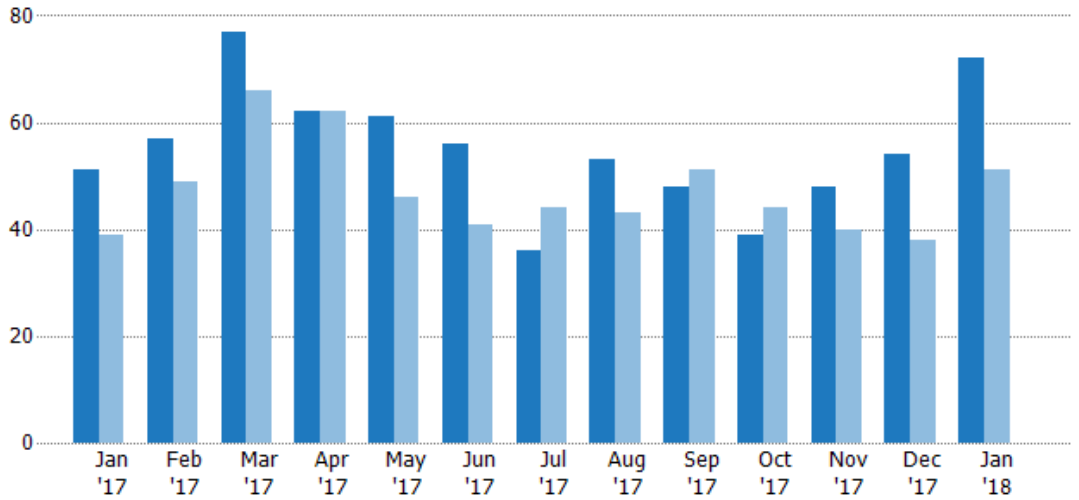
## New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.

### Filters Used

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

Month/ Year	Count	% Chg.
Jan '18	72	41.2%
Jan '17	51	30.8%
Jan '16	39	-10.3%



	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	51	57	77	62	61	56	36	53	48	39	48	54	72
Prior Year	39	49	66	62	46	41	44	43	51	44	40	38	51
Percent Change from Prior Year	31%	16%	17%	0%	33%	37%	-18%	23%	-6%	-11%	20%	42%	41%

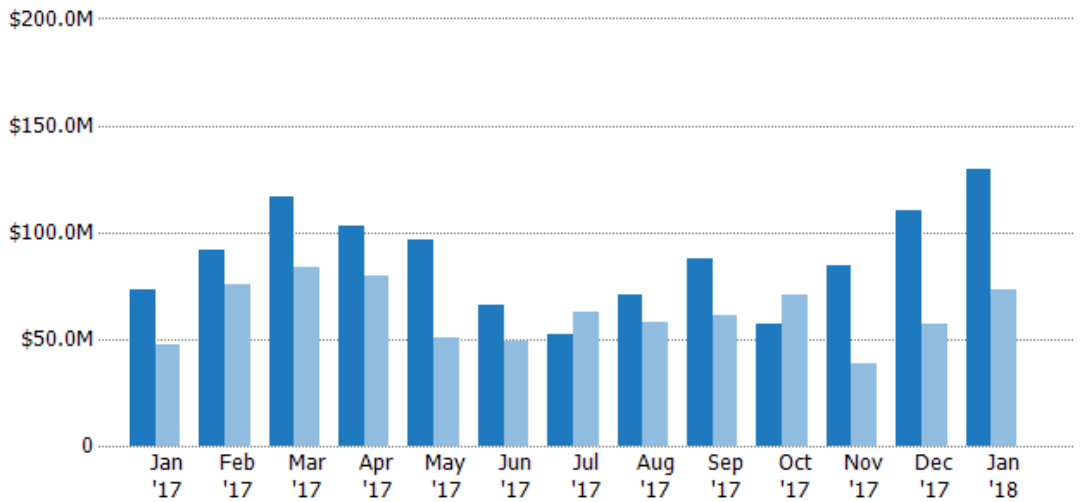
## New Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

### Filters Used

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

Month/ Year	Volume	% Chg.
Jan '18	\$130M	76.5%
Jan '17	\$73.5M	56.3%
Jan '16	\$47M	1.8%



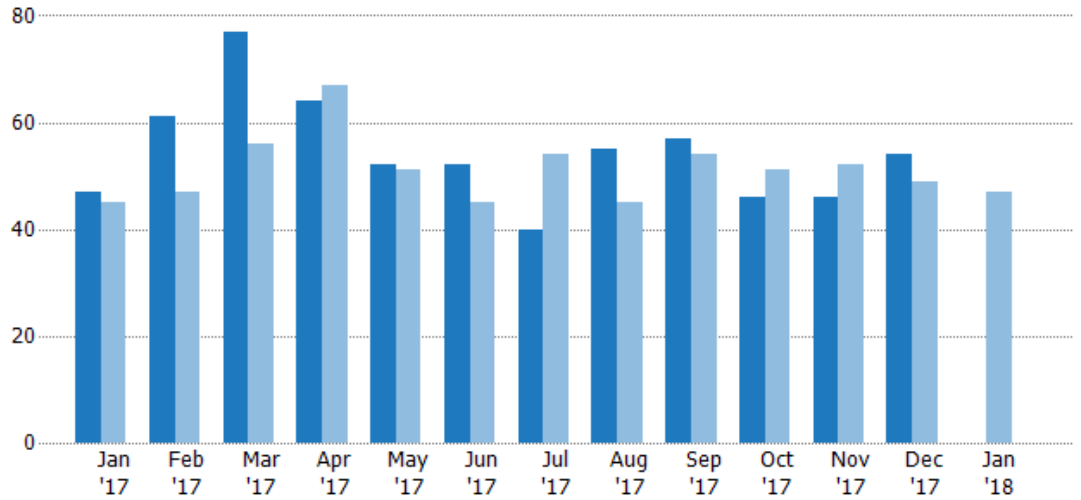
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	\$73.5M	\$91.5M	\$117M	\$103M	\$96.2M	\$66.2M	\$52.2M	\$70.8M	\$87.9M	\$57.3M	\$84M	\$110M	\$130M
Prior Year	\$47M	\$75.3M	\$83.9M	\$79.7M	\$50.9M	\$49M	\$62.7M	\$58.2M	\$61.1M	\$70.8M	\$38.7M	\$57.2M	\$73.5M
Percent Change from Prior Year	56%	21%	39%	29%	89%	35%	-17%	22%	44%	-19%	117%	92%	76%

## Pending Sales

The number of single-family, condominium and townhome 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, Single  
Family Residence



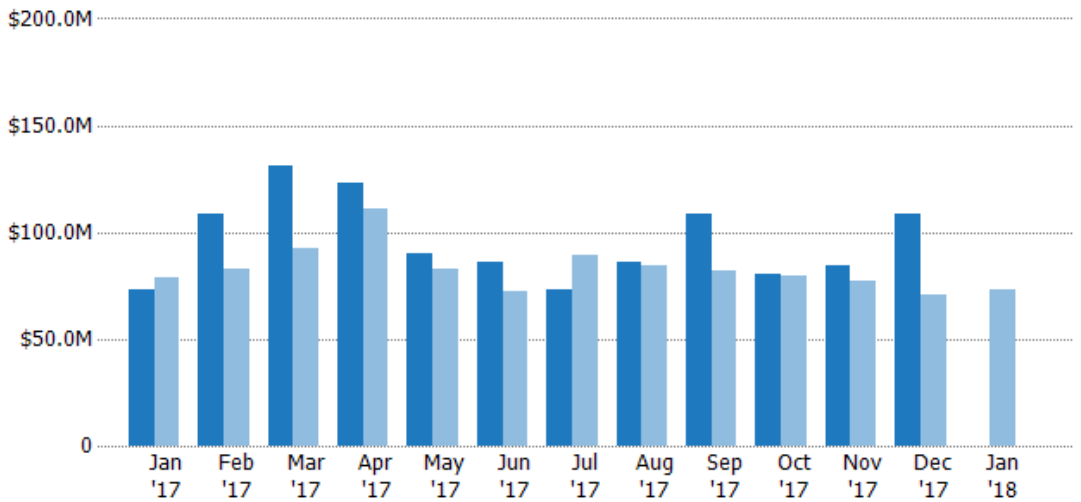
Current Year	47	61	77	64	52	52	40	55	57	46	46	54	-
Prior Year	45	47	56	67	51	45	54	45	54	51	52	49	47
Percent Change from Prior Year	4%	30%	38%	-4%	2%	16%	-26%	22%	6%	-10%	-12%	10%	-100%

## Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome 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, Single  
Family Residence



Current Year	\$72.9M	\$108M	\$131M	\$123M	\$89.9M	\$85.9M	\$73.4M	\$85.8M	\$109M	\$80.5M	\$84.4M	\$108M	-
Prior Year	\$78.4M	\$82.9M	\$92.7M	\$111M	\$83.1M	\$72.7M	\$89.1M	\$84.4M	\$81.6M	\$79.2M	\$77.5M	\$71.1M	\$72.9M
Percent Change from Prior Year	-7%	31%	41%	10%	8%	18%	-18%	2%	33%	2%	9%	53%	-100%

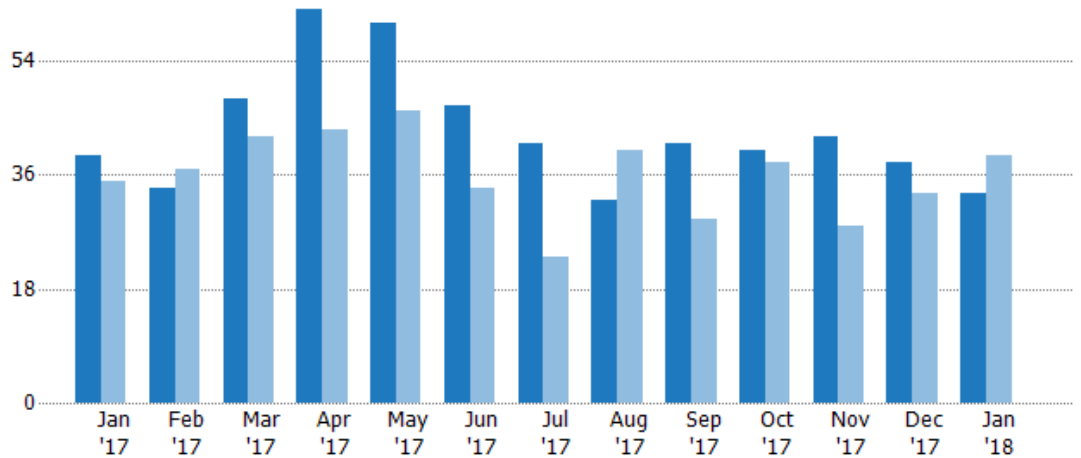
## Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

### Filters Used

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

Month/ Year	Count	% Chg.
Jan '18	33	-15.4%
Jan '17	39	11.4%
Jan '16	35	-31.4%



Current Year	39	34	48	62	60	47	41	32	41	40	42	38	33
Prior Year	35	37	42	43	46	34	23	40	29	38	28	33	39
Percent Change from Prior Year	11%	-8%	14%	44%	30%	38%	78%	-20%	41%	5%	50%	15%	-15%

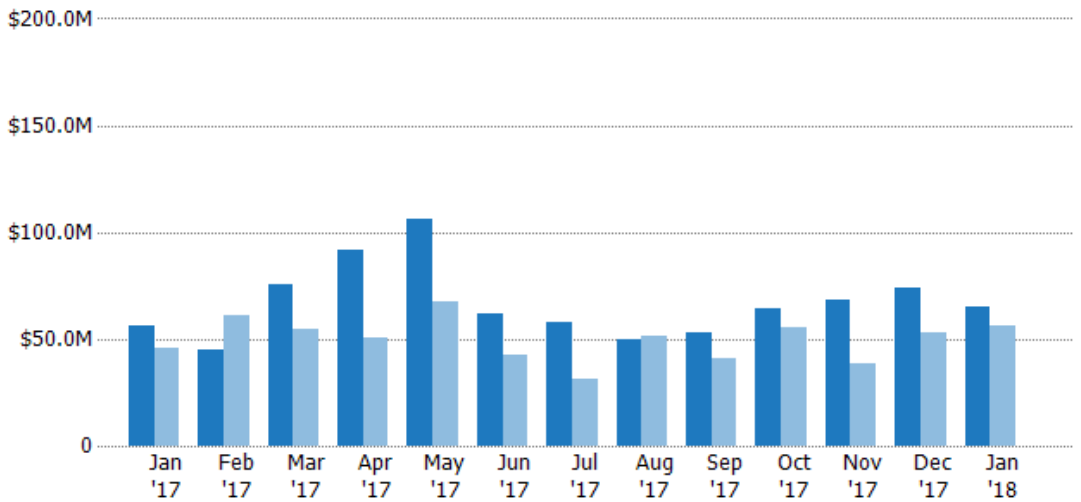
## Closed Sales Volume

The sum of the sales price of single-family, condominium and townhome properties sold each month.

### Filters Used

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

Month/ Year	Volume	% Chg.
Jan '18	\$65.2M	16.7%
Jan '17	\$55.9M	22.7%
Jan '16	\$45.5M	-19.1%



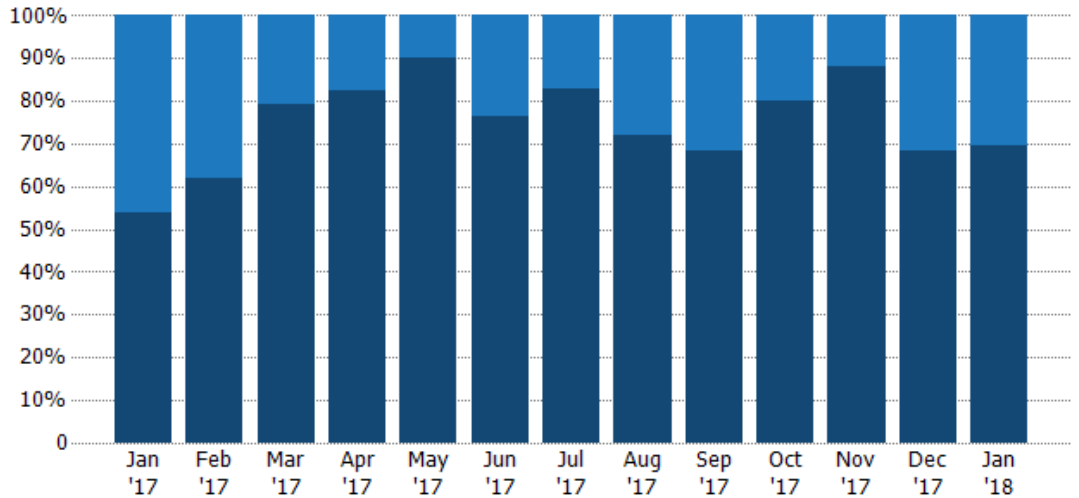
Current Year	\$55.9M	\$44.7M	\$75.8M	\$91.8M	\$106M	\$62M	\$58M	\$49.7M	\$52.9M	\$64.6M	\$68.4M	\$73.7M	\$65.2M
Prior Year	\$45.5M	\$61.4M	\$54.4M	\$50.9M	\$67.4M	\$42.8M	\$31.3M	\$51.8M	\$41.3M	\$55.5M	\$38.3M	\$52.9M	\$55.9M
Percent Change from Prior Year	23%	-27%	39%	80%	57%	45%	85%	-4%	28%	16%	79%	39%	17%

## Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

### Filters Used

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



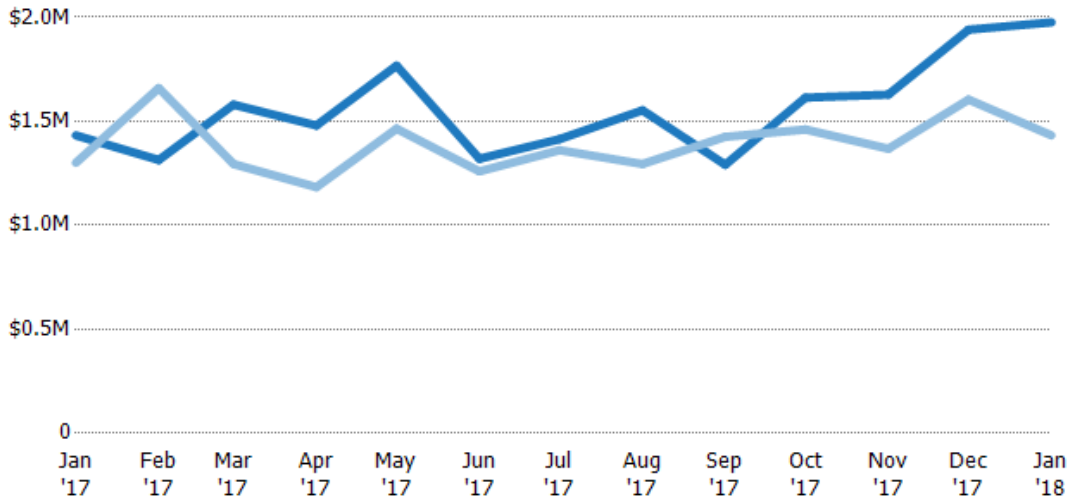
Condo/Townhouse	46%	38%	21%	18%	10%	23%	17%	28%	32%	20%	12%	32%	30%
Single Family Residence	54%	62%	79%	82%	90%	77%	83%	72%	68%	80%	88%	68%	70%

## Average Sales Price

The average sales price of the single-family, condominium and townhome properties sold each month.

### Filters Used

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



Month/Year	Price	% Chg.
Jan '18	\$1.98M	37.9%
Jan '17	\$1.43M	10.1%
Jan '16	\$1.3M	17.9%

Current Year	\$1.43M	\$1.31M	\$1.58M	\$1.48M	\$1.77M	\$1.32M	\$1.41M	\$1.55M	\$1.29M	\$1.61M	\$1.63M	\$1.94M	\$1.98M
Prior Year	\$1.3M	\$1.66M	\$1.29M	\$1.18M	\$1.46M	\$1.26M	\$1.36M	\$1.29M	\$1.43M	\$1.46M	\$1.37M	\$1.6M	\$1.43M
Percent Change from Prior Year	10%	-21%	22%	25%	21%	5%	4%	20%	-9%	10%	19%	21%	38%

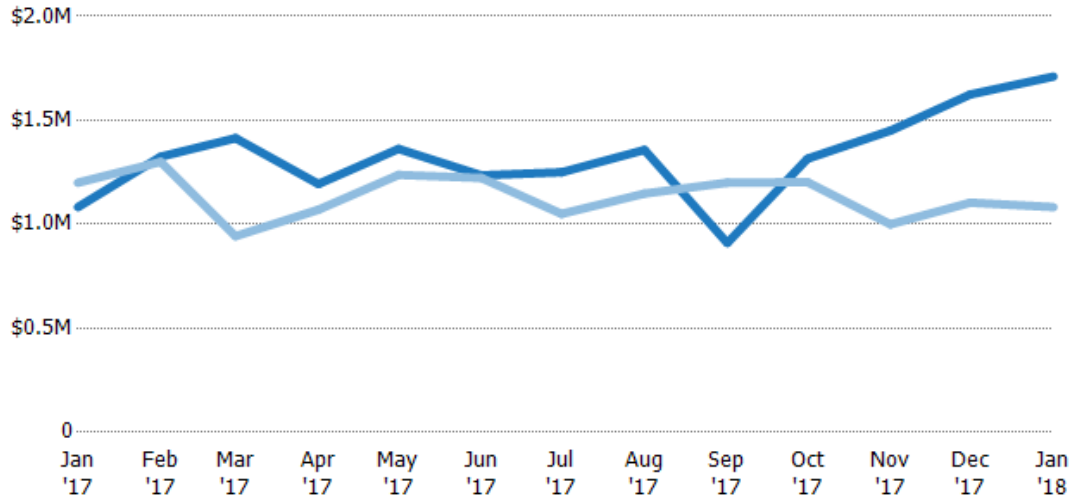
## Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

### Filters Used

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

Month/ Year	Price	% Chg.
Jan '18	\$1.71M	58%
Jan '17	\$1.08M	-9.8%
Jan '16	\$1.2M	-21%



Current Year	\$1.08M	\$1.33M	\$1.41M	\$1.19M	\$1.36M	\$1.24M	\$1.25M	\$1.36M	\$910K	\$1.32M	\$1.45M	\$1.62M	\$1.71M
Prior Year	\$1.2M	\$1.3M	\$943K	\$1.07M	\$1.24M	\$1.22M	\$1.05M	\$1.15M	\$1.2M	\$1.2M	\$1M	\$1.1M	\$1.08M
Percent Change from Prior Year	-10%	2%	50%	12%	10%	1%	19%	18%	-24%	9%	45%	47%	58%

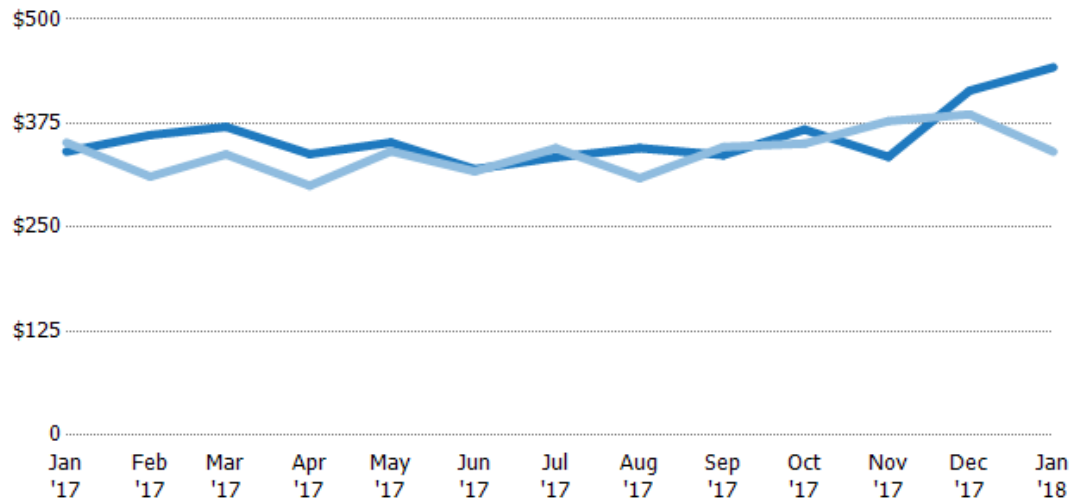
## Average Sales Price per Sq Ft

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, Single  
Family Residence

Month/ Year	Price/sq ft	% Chg.
Jan '18	\$442	29.7%
Jan '17	\$341	-3.1%
Jan '16	\$352	14.1%



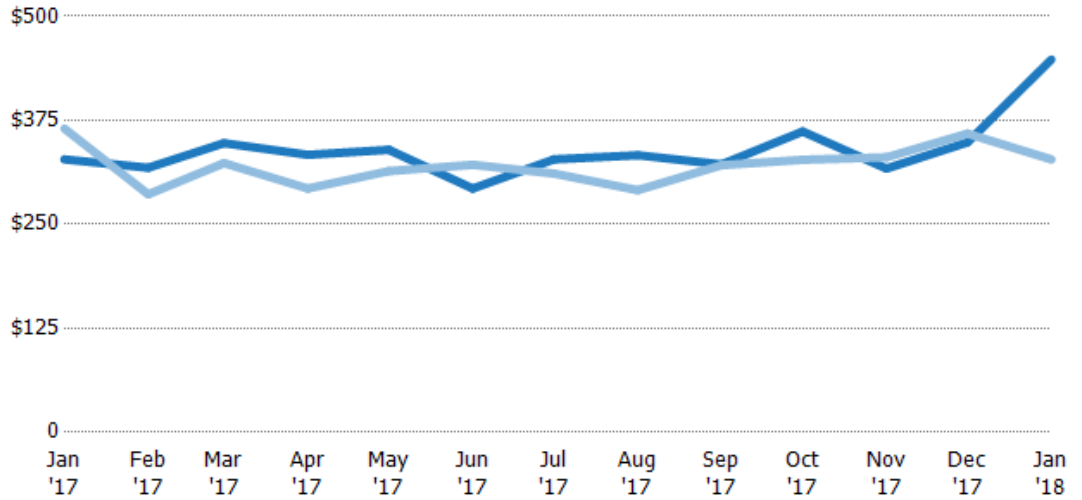
Current Year	\$341	\$361	\$371	\$338	\$352	\$320	\$334	\$345	\$337	\$367	\$335	\$414	\$442
Prior Year	\$352	\$311	\$338	\$300	\$341	\$317	\$345	\$309	\$347	\$351	\$378	\$386	\$341
Percent Change from Prior Year	-3%	16%	10%	13%	3%	1%	-3%	12%	-3%	5%	-11%	7%	30%

## 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, Single  
Family Residence



Month/Year	Price/sq ft	% Chg.
Jan '18	\$448	36.6%
Jan '17	\$328	-10.1%
Jan '16	\$365	-7.8%

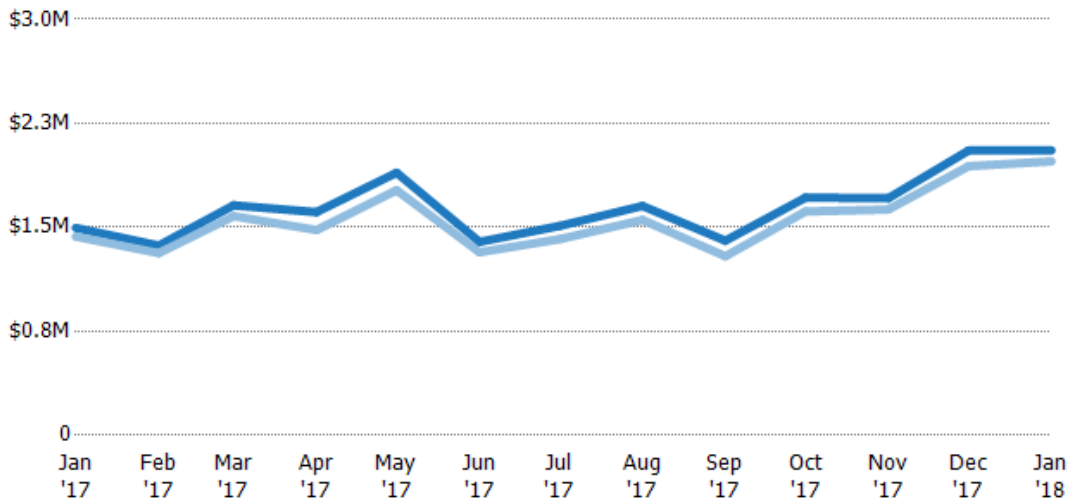
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	\$328	\$318	\$348	\$334	\$340	\$293	\$328	\$333	\$322	\$362	\$317	\$349	\$448
Prior Year	\$365	\$286	\$324	\$293	\$314	\$322	\$311	\$291	\$321	\$328	\$331	\$359	\$328
Percent Change from Prior Year	-10%	11%	7%	14%	8%	-9%	5%	14%	0%	10%	-4%	-3%	37%

## 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, Single  
Family Residence



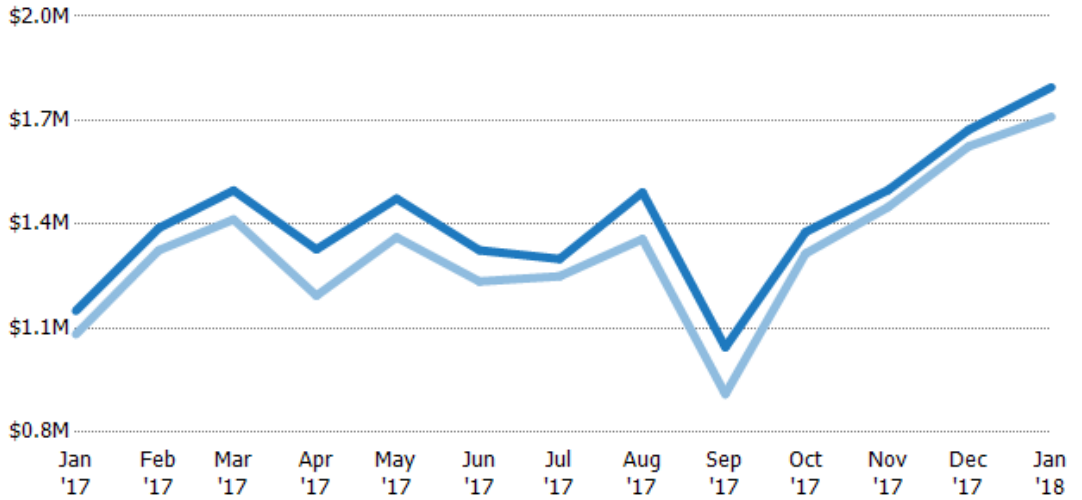
Month/Year	Avg List Price	Avg Sales Price	Avg Sales Price as a % of Avg List Price
Jan '17	\$1.5M	\$1.43M	96%
Feb '17	\$1.37M	\$1.31M	96%
Mar '17	\$1.66M	\$1.58M	95%
Apr '17	\$1.61M	\$1.48M	92%
May '17	\$1.89M	\$1.77M	93%
Jun '17	\$1.39M	\$1.32M	95%
Jul '17	\$1.51M	\$1.41M	94%
Aug '17	\$1.65M	\$1.55M	94%
Sep '17	\$1.4M	\$1.29M	92%
Oct '17	\$1.71M	\$1.61M	94%
Nov '17	\$1.71M	\$1.63M	95%
Dec '17	\$2.05M	\$1.94M	95%
Jan '18	\$2.05M	\$1.98M	96%

## 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, Single  
Family Residence



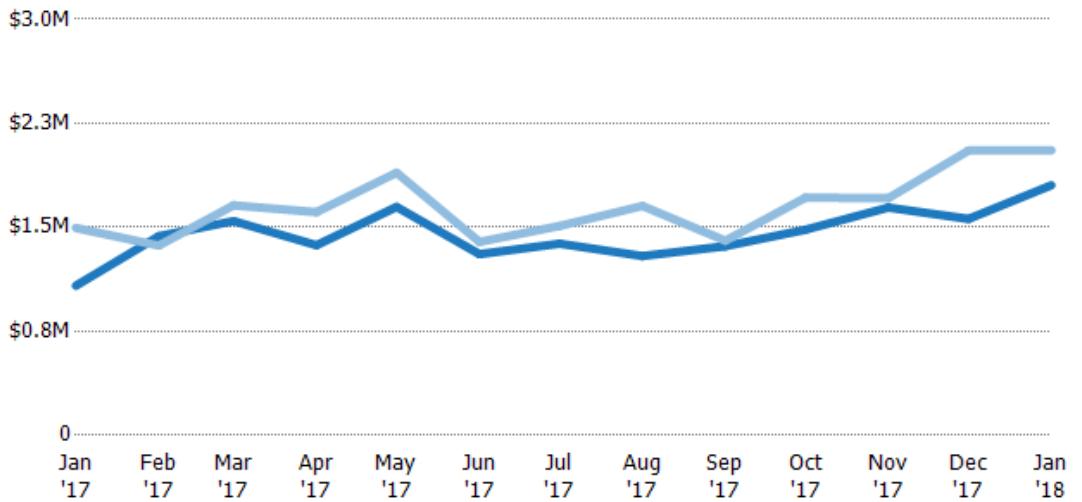
Median List Price	\$1.15M	\$1.39M	\$1.5M	\$1.33M	\$1.47M	\$1.33M	\$1.3M	\$1.49M	\$1.05M	\$1.38M	\$1.5M	\$1.67M	\$1.8M
Median Sales Price	\$1.08M	\$1.33M	\$1.41M	\$1.19M	\$1.36M	\$1.24M	\$1.25M	\$1.36M	\$910K	\$1.32M	\$1.45M	\$1.62M	\$1.71M
Med Sales Price as a % of Med List Price	94%	95%	94%	90%	92%	93%	96%	91%	87%	95%	97%	97%	95%

## 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, Single  
Family Residence



Avg Est Value	\$1.08M	\$1.44M	\$1.54M	\$1.37M	\$1.65M	\$1.31M	\$1.38M	\$1.29M	\$1.36M	\$1.48M	\$1.64M	\$1.56M	\$1.8M
Avg Sales Price	\$1.5M	\$1.37M	\$1.66M	\$1.61M	\$1.89M	\$1.39M	\$1.51M	\$1.65M	\$1.4M	\$1.71M	\$1.71M	\$2.05M	\$2.05M
Avg Sales Price as a % of Avg Est Value	139%	95%	107%	117%	115%	107%	109%	128%	103%	116%	104%	132%	114%

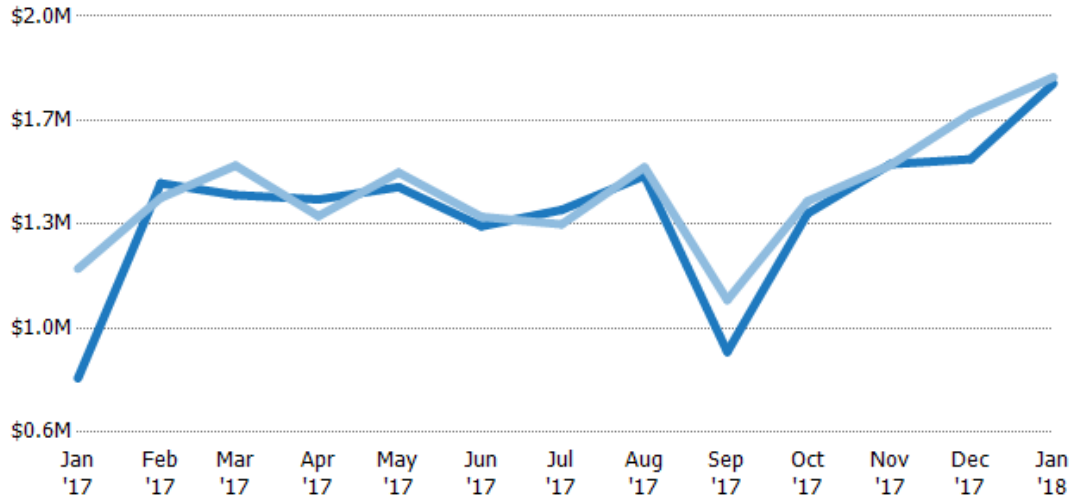


## Median Sales Price vs Median Est Value

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, Single  
Family Residence



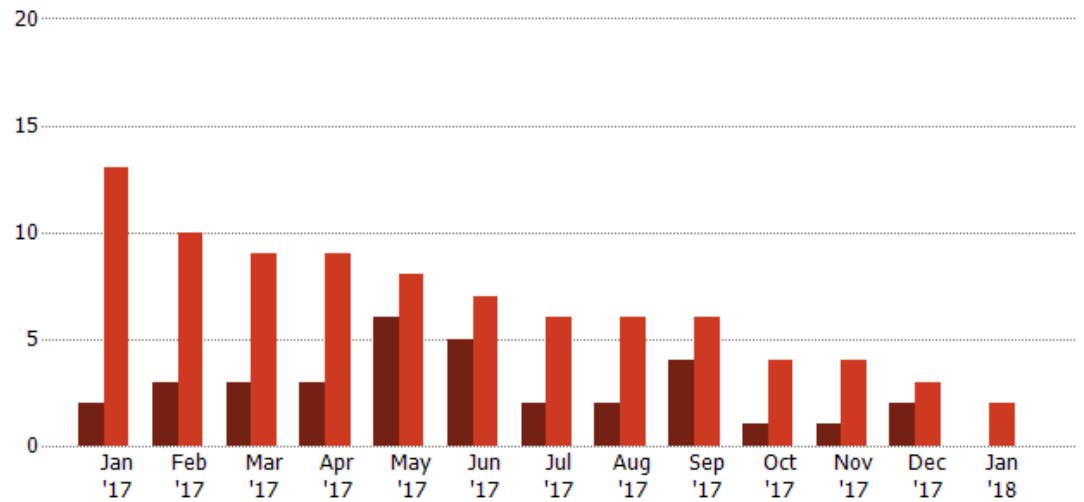
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Median Est Value	\$782K	\$1.44M	\$1.4M	\$1.38M	\$1.43M	\$1.29M	\$1.35M	\$1.46M	\$870K	\$1.34M	\$1.5M	\$1.52M	\$1.77M
Median Sales Price	\$1.15M	\$1.39M	\$1.5M	\$1.33M	\$1.47M	\$1.33M	\$1.3M	\$1.49M	\$1.05M	\$1.38M	\$1.5M	\$1.67M	\$1.8M
Med Sales Price as a % of Med Est Value	147%	97%	107%	96%	103%	102%	96%	102%	120%	103%	100%	110%	101%

## Distressed Listings

The number of distressed single-family, condominium and townhome 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, Single  
Family Residence



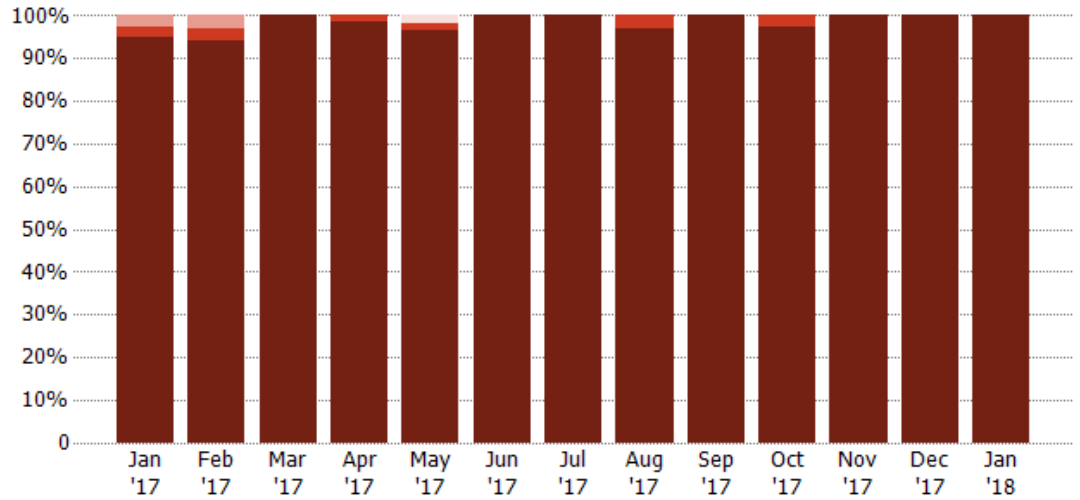
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	2	3	3	3	6	5	2	2	4	1	1	2	-
Prior Year	13	10	9	9	8	7	6	6	6	4	4	3	2
Percent Change from Prior Year	-85%	-70%	-67%	-67%	-25%	-29%	-67%	-67%	-33%	-75%	-75%	-33%	-100%

## Distressed Sales by Sales Type

The percentage of single-family, condominium and townhome properties sold each month for each sales type.

### Filters Used

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



Sales Type	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Pre-Foreclosure	-	-	-	-	2%	-	-	-	-	-	-	-	-
Short Sale	3%	3%	-	-	-	-	-	-	-	-	-	-	-
Foreclosure	3%	3%	-	2%	2%	-	-	3%	-	3%	-	-	-
Non-Distressed	95%	94%	100%	98%	97%	100%	100%	97%	100%	98%	100%	100%	100%



## Sales Activity by ZIP

Jan 2018

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			33	\$65,191,760	\$2,054,937	\$1,795,000	\$426	\$426	43