

2019

PARADISE VALLEY

MARKET REPORT

March 2019



Scottsdale Area Association of REALTORS®
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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	Mar 2019	Mar 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	68	97	-29.9%	280	274	+2.2%
New Listing Volume	\$179,816,830	\$204,122,198	-11.9%	\$701,256,071	\$651,878,769	+7.6%
Active Listing Count	370	369	+0.3%	N/A	N/A	
Active Listing Volume	\$1,131,208,049	\$990,354,443	+14.2%	N/A	N/A	
Average Listing Price	\$3,057,319	\$2,683,887	+13.9%	\$3,016,299	\$2,692,485	+12%
Median Listing Price	\$2,497,500	\$2,099,000	+19%	\$2,426,095	\$2,080,905	+16.6%
Average Listing Price per Sq Ft	\$486	\$443	+9.8%	\$479	\$440	+8.8%
Median Listing Price per Sq Ft	\$470	\$411	+14.4%	\$454	\$408	+11.1%
Median Days in RPR	86	80	+7.5%	89.54	94.61	-5.4%
Months of Inventory	14.2	9.2	+54.3%	8.4	9.4	-10.7%
Absorption Rate	7.03%	10.84%	-3.8%	11.96%	10.69%	+1.3%
Sales Activity Charts Metrics						
New Pending Sales Count	84	81	+3.7%	203	203	+/-
New Pending Sales Volume	\$196,916,959	\$165,248,022	+19.2%	\$466,334,892	\$389,971,813	+19.6%
Pending Sales Count	94	70	+34.3%	N/A	N/A	
Pending Sales Volume	\$228,435,300	\$169,097,949	+35.1%	N/A	N/A	
Closed Sales Count	71	55	+29.1%	140	142	-1.4%
Closed Sales Volume	\$161,728,783	\$99,708,314	+62.2%	\$272,266,579	\$246,759,425	+10.3%
Average Sales Price	\$2,277,870	\$1,812,878	+25.6%	\$1,944,761	\$1,737,742	+11.9%
Median Sales Price	\$1,475,000	\$1,450,000	+1.7%	\$1,441,472	\$1,482,042	-2.7%
Average Sales Price per Sq Ft	\$406	\$401	+1.2%	\$403	\$408	-1.2%
Median Sales Price per Sq Ft	\$361	\$355	+1.7%	\$361	\$363	-0.6%
Distressed Charts Metrics						
Distressed Listing Count	3	2	+50%	N/A	N/A	

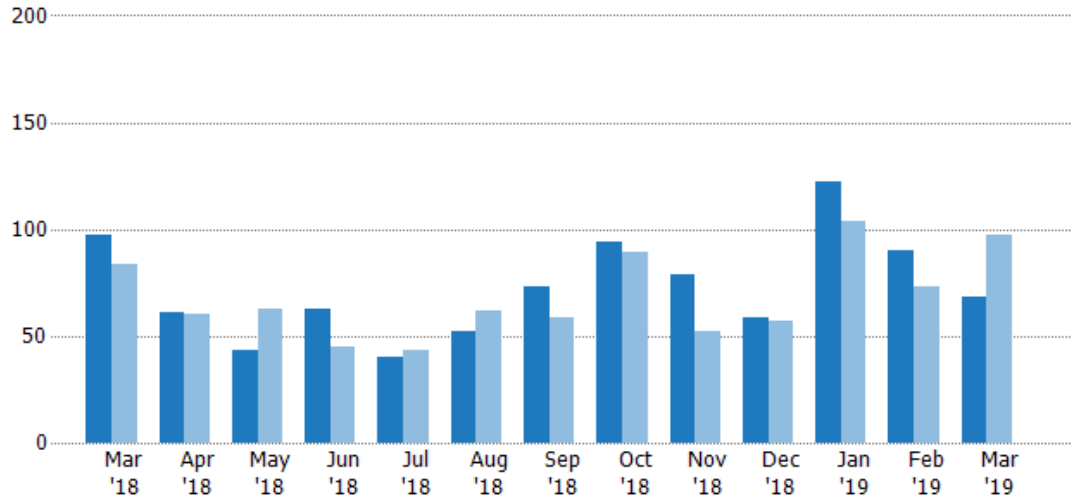
New Listings

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, Single
Family Residence

Month/ Year	Count	% Chg.
Mar '19	68	-29.9%
Mar '18	97	15.5%
Mar '17	84	-8.3%



Current Year	97	61	43	63	40	52	73	94	79	59	122	90	68
Prior Year	84	60	63	45	43	62	59	89	52	57	104	73	97
Percent Change from Prior Year	15%	2%	-32%	40%	-7%	-16%	24%	6%	52%	4%	17%	23%	-30%

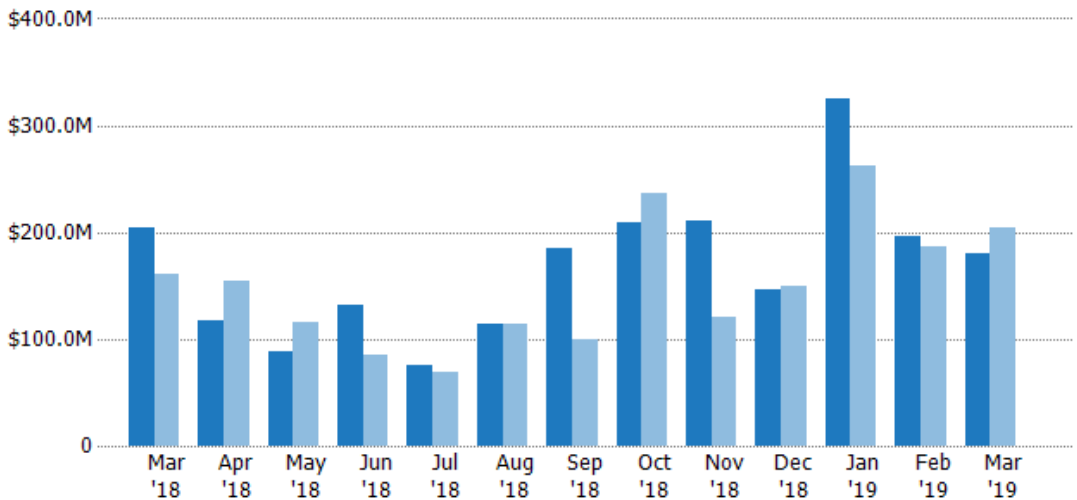
New Listing Volume

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, Single
Family Residence

Month/ Year	Volume	% Chg.
Mar '19	\$180M	-11.9%
Mar '18	\$204M	27.2%
Mar '17	\$160M	34.1%



Current Year	\$204M	\$117M	\$88.6M	\$132M	\$75.1M	\$113M	\$184M	\$209M	\$211M	\$146M	\$325M	\$196M	\$180M
Prior Year	\$160M	\$154M	\$115M	\$85.7M	\$68.5M	\$114M	\$99.2M	\$236M	\$120M	\$149M	\$262M	\$186M	\$204M
Percent Change from Prior Year	27%	-24%	-23%	54%	10%	0%	86%	-12%	76%	-2%	24%	6%	-12%

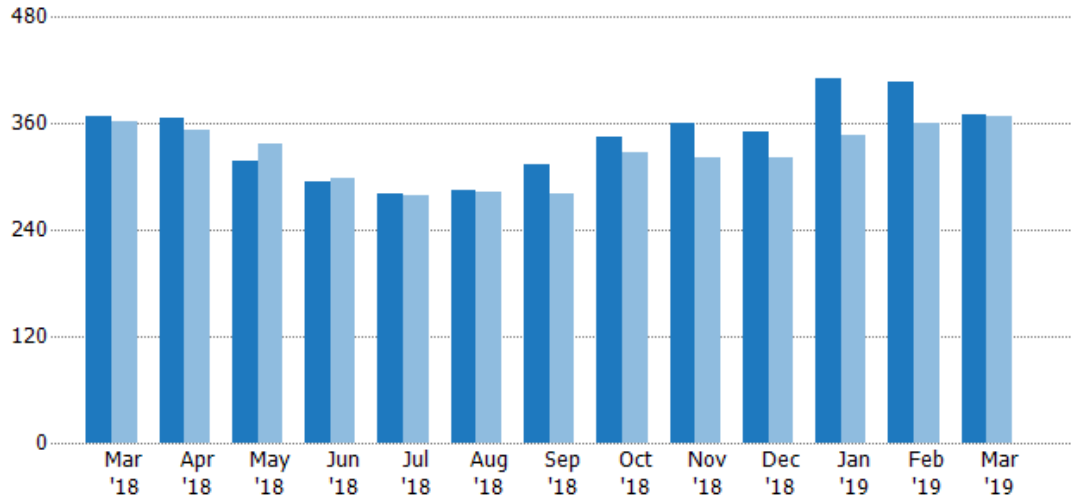
Active Listings

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, Single
Family Residence

Month/ Year	Count	% Chg.
Mar '19	370	0.3%
Mar '18	369	1.7%
Mar '17	363	8.3%



Current Year	369	366	317	295	280	284	314	345	360	350	411	406	370
Prior Year	363	352	338	299	278	282	280	327	322	322	346	361	369
Percent Change from Prior Year	2%	4%	-6%	-1%	1%	1%	12%	6%	12%	9%	19%	12%	0%

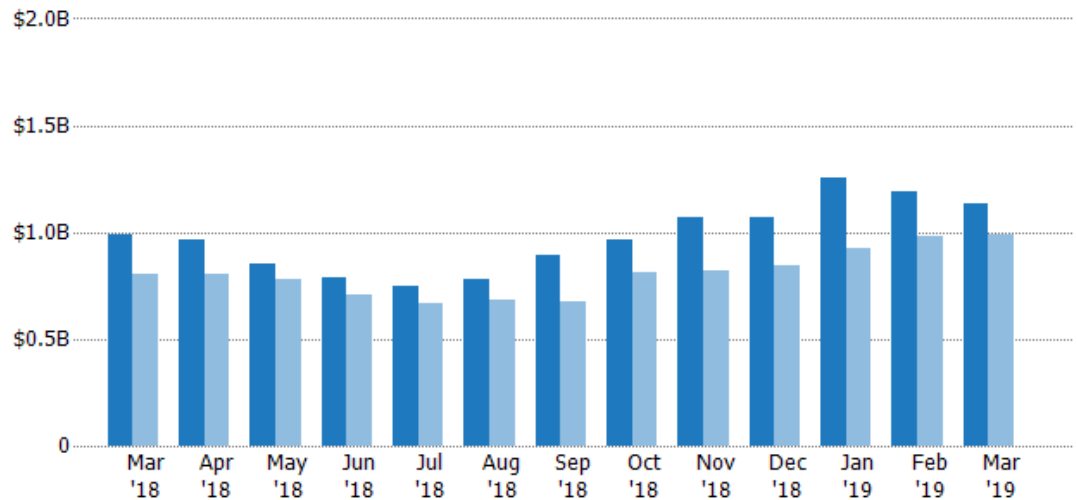
Active Listing Volume

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, Single
Family Residence

Month/ Year	Volume	% Chg.
Mar '19	\$1.13B	14.2%
Mar '18	\$990M	23.5%
Mar '17	\$802M	0.8%



Current Year	\$990M	\$964M	\$853M	\$790M	\$748M	\$777M	\$890M	\$965M	\$1.07B	\$1.07B	\$1.26B	\$1.19B	\$1.13B
Prior Year	\$802M	\$808M	\$784M	\$709M	\$664M	\$682M	\$673M	\$815M	\$823M	\$846M	\$927M	\$980M	\$990M
Percent Change from Prior Year	24%	19%	9%	12%	13%	14%	32%	18%	30%	26%	36%	22%	14%

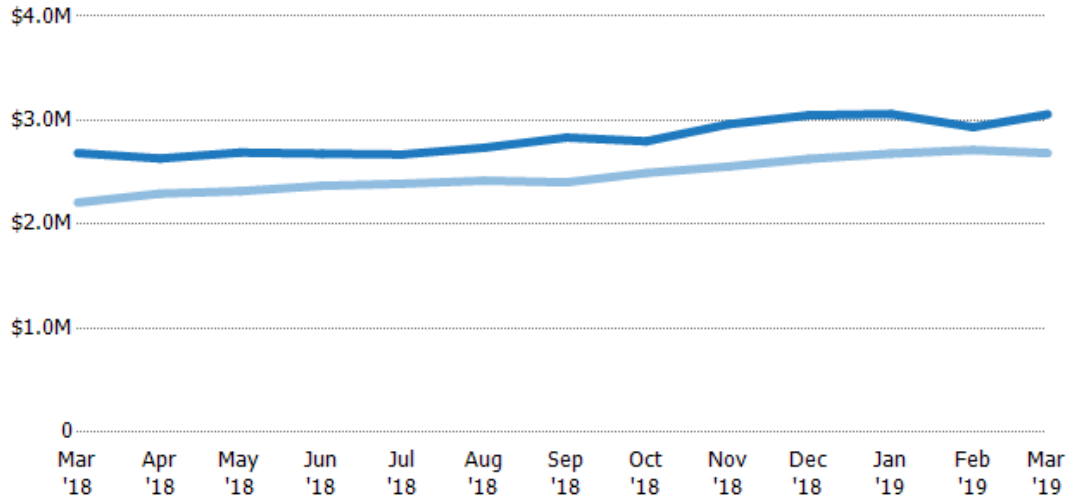
Average Listing Price

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, Single
Family Residence

Month/ Year	Price	% Chg.
Mar '19	\$3.06M	13.9%
Mar '18	\$2.68M	21.5%
Mar '17	\$2.21M	-6.9%



Current Year	\$2.68M	\$2.63M	\$2.69M	\$2.68M	\$2.67M	\$2.74M	\$2.83M	\$2.8M	\$2.96M	\$3.05M	\$3.06M	\$2.93M	\$3.06M
Prior Year	\$2.21M	\$2.29M	\$2.32M	\$2.37M	\$2.39M	\$2.42M	\$2.4M	\$2.49M	\$2.56M	\$2.63M	\$2.68M	\$2.71M	\$2.68M
Percent Change from Prior Year	22%	15%	16%	13%	12%	13%	18%	12%	16%	16%	14%	8%	14%

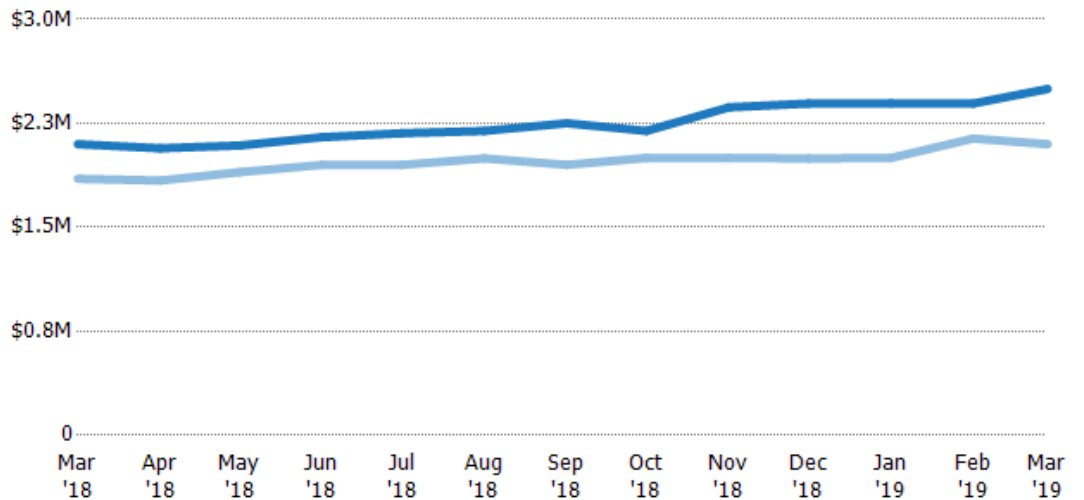
Median Listing Price

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, Single
Family Residence

Month/ Year	Price	% Chg.
Mar '19	\$2.5M	19%
Mar '18	\$2.1M	13.5%
Mar '17	\$1.85M	-9.5%



Current Year	\$2.1M	\$2.07M	\$2.09M	\$2.15M	\$2.18M	\$2.2M	\$2.25M	\$2.2M	\$2.37M	\$2.39M	\$2.4M	\$2.39M	\$2.5M
Prior Year	\$1.85M	\$1.84M	\$1.9M	\$1.95M	\$1.95M	\$2M	\$1.95M	\$2M	\$2M	\$2M	\$2M	\$2.14M	\$2.1M
Percent Change from Prior Year	13%	13%	10%	10%	12%	10%	15%	10%	18%	20%	20%	12%	19%

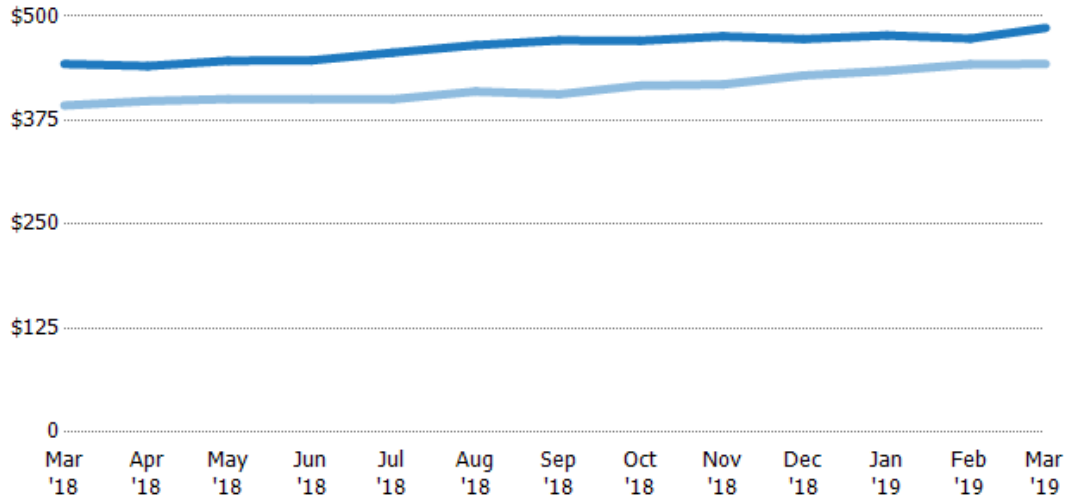
Average Listing Price per Sq Ft

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

Month/ Year	Price/sq ft	% Chg.
Mar '19	\$486	9.8%
Mar '18	\$443	12.7%
Mar '17	\$393	-4.3%



Current Year	\$443	\$440	\$446	\$447	\$456	\$465	\$471	\$471	\$476	\$473	\$477	\$473	\$486
Prior Year	\$393	\$398	\$401	\$400	\$400	\$410	\$406	\$417	\$418	\$429	\$434	\$442	\$443
Percent Change from Prior Year	13%	11%	11%	12%	14%	14%	16%	13%	14%	10%	10%	7%	10%

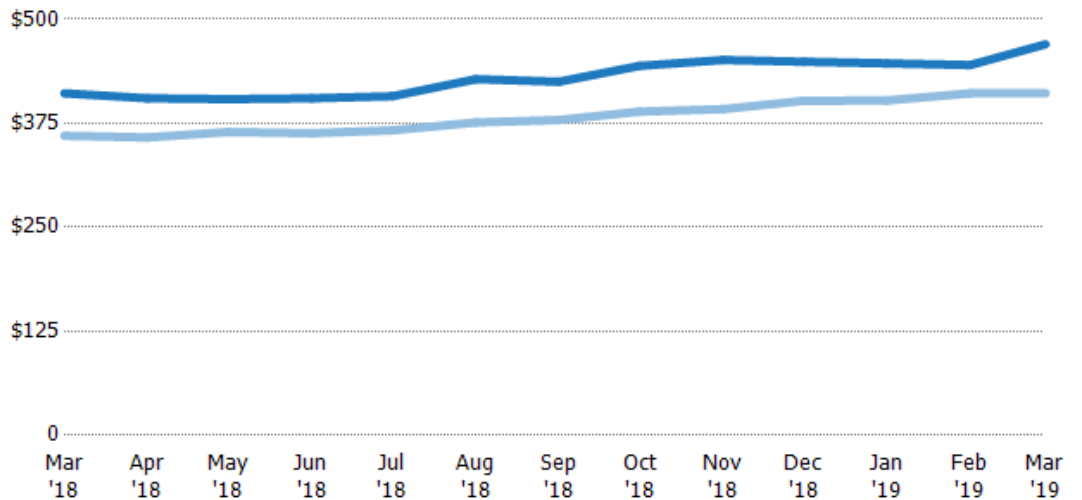
Median Listing Price per Sq Ft

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

Month/ Year	Price/sq ft	% Chg.
Mar '19	\$470	14.4%
Mar '18	\$411	14.2%
Mar '17	\$360	-4.2%



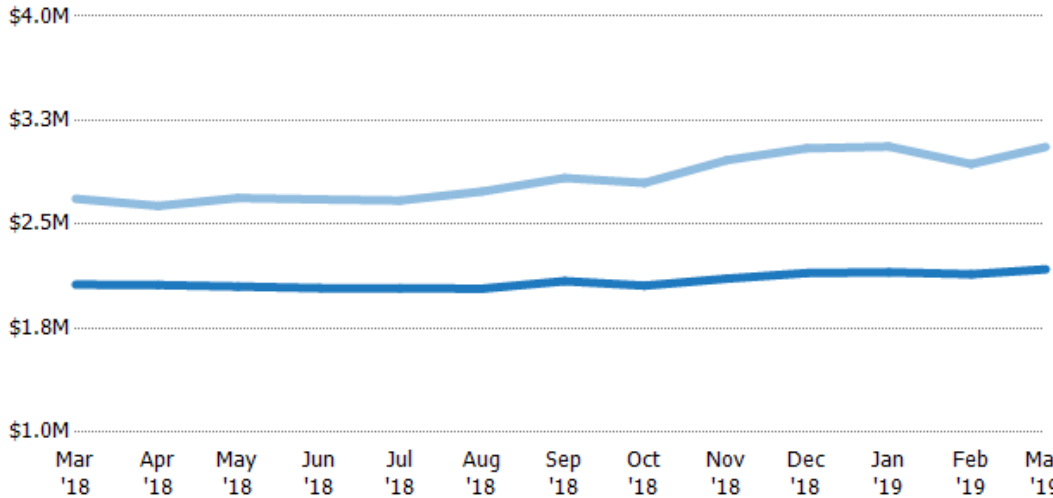
Current Year	\$411	\$405	\$404	\$405	\$408	\$428	\$425	\$444	\$451	\$449	\$447	\$445	\$470
Prior Year	\$360	\$358	\$365	\$363	\$367	\$376	\$379	\$389	\$392	\$402	\$403	\$411	\$411
Percent Change from Prior Year	14%	13%	11%	12%	11%	14%	12%	14%	15%	12%	11%	8%	14%

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, Single
Family Residence



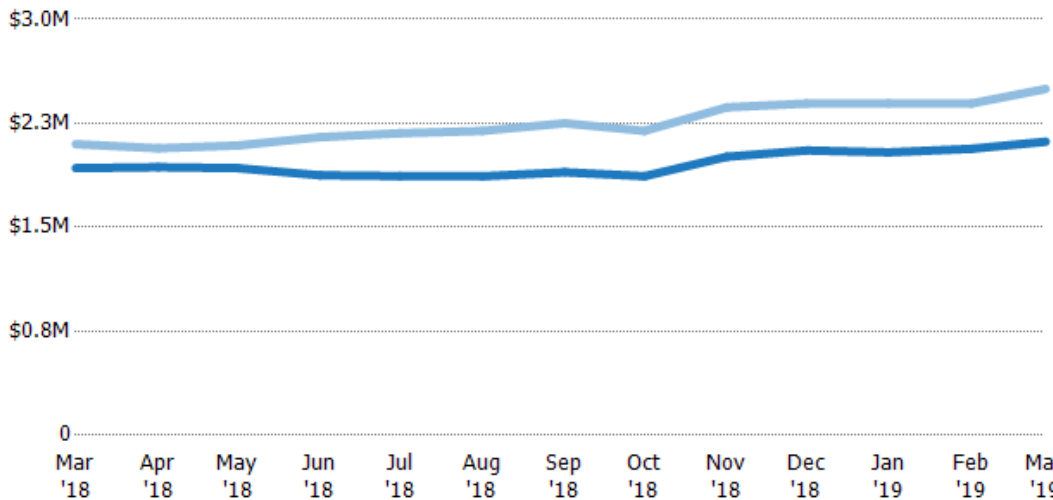
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$2.06M	\$2.06M	\$2.05M	\$2.04M	\$2.04M	\$2.04M	\$2.09M	\$2.06M	\$2.11M	\$2.15M	\$2.15M	\$2.14M	\$2.18M
Avg Listing Price	\$2.68M	\$2.63M	\$2.69M	\$2.68M	\$2.67M	\$2.74M	\$2.83M	\$2.8M	\$2.96M	\$3.05M	\$3.06M	\$2.93M	\$3.06M
Avg Listing Price as a % of Avg Est Value	130%	128%	131%	131%	131%	134%	136%	136%	141%	142%	142%	137%	141%

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, Single
Family Residence



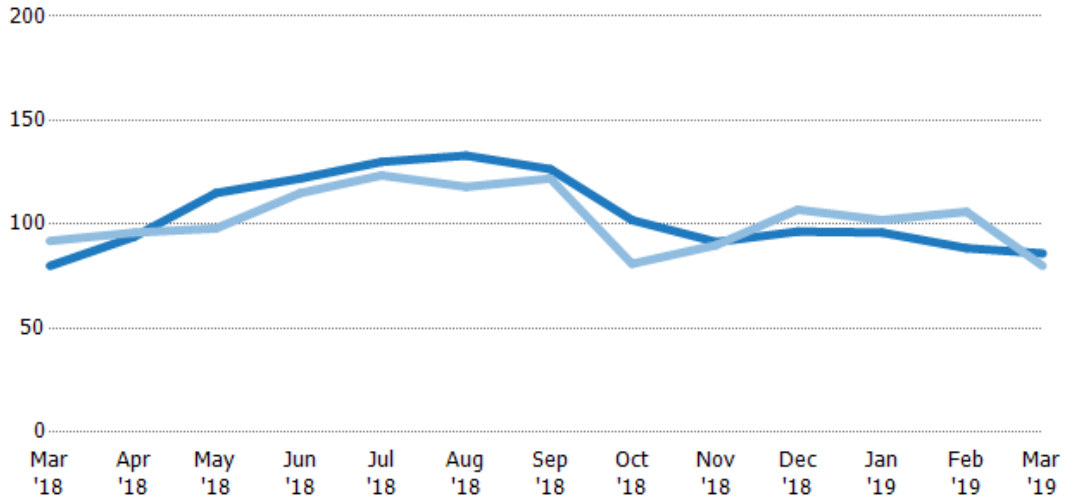
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$1.93M	\$1.93M	\$1.93M	\$1.87M	\$1.87M	\$1.87M	\$1.9M	\$1.87M	\$2.01M	\$2.05M	\$2.04M	\$2.07M	\$2.12M
Median Listing Price	\$2.1M	\$2.07M	\$2.09M	\$2.15M	\$2.18M	\$2.2M	\$2.25M	\$2.2M	\$2.37M	\$2.39M	\$2.4M	\$2.39M	\$2.5M
Med Listing Price as a % of Med Est Value	109%	107%	108%	115%	117%	118%	119%	117%	118%	116%	117%	116%	118%

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



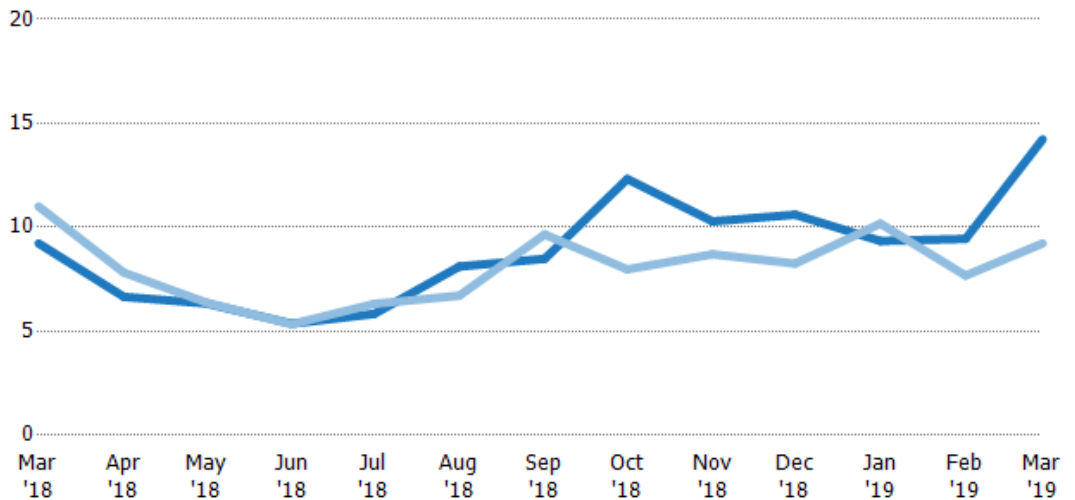
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	80	94	115	122	130	133	127	102	91.5	96.5	96	88.5	86
Prior Year	92	96	98	115	124	118	122	81	90	107	102	106	80
Percent Change from Prior Year	-13%	-2%	17%	6%	5%	13%	4%	26%	2%	-10%	-6%	-17%	8%

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	9.23	6.65	6.34	5.36	5.83	8.11	8.49	12.3	10.3	10.6	9.34	9.44	14.2
Prior Year	11	7.82	6.38	5.34	6.32	6.71	9.66	7.98	8.7	8.26	10.2	7.68	9.23
Percent Change from Prior Year	-16%	-15%	-1%	0%	-8%	21%	-12%	54%	18%	28%	-8%	23%	54%

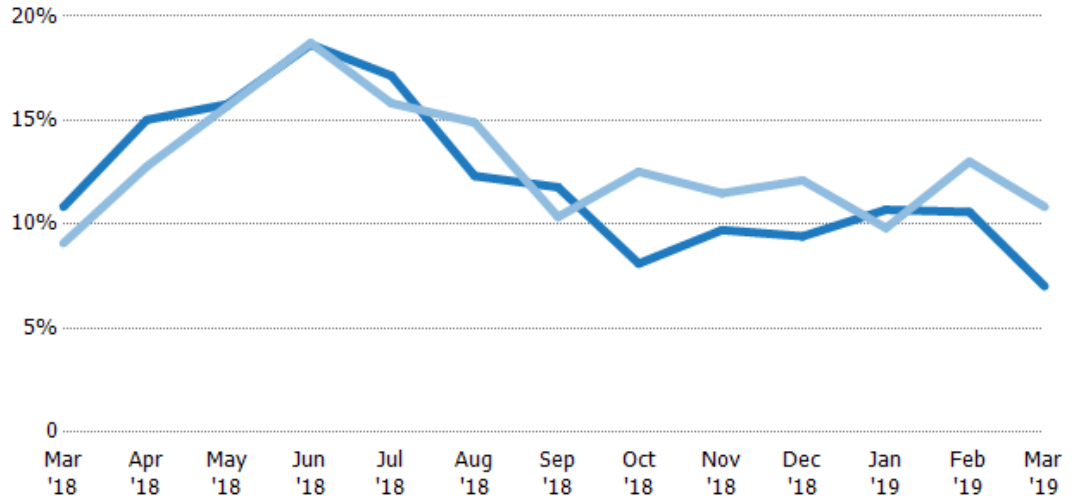
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Mar '19	7%	3.8%
Mar '18	11%	-1.8%
Mar '17	9%	-16.1%



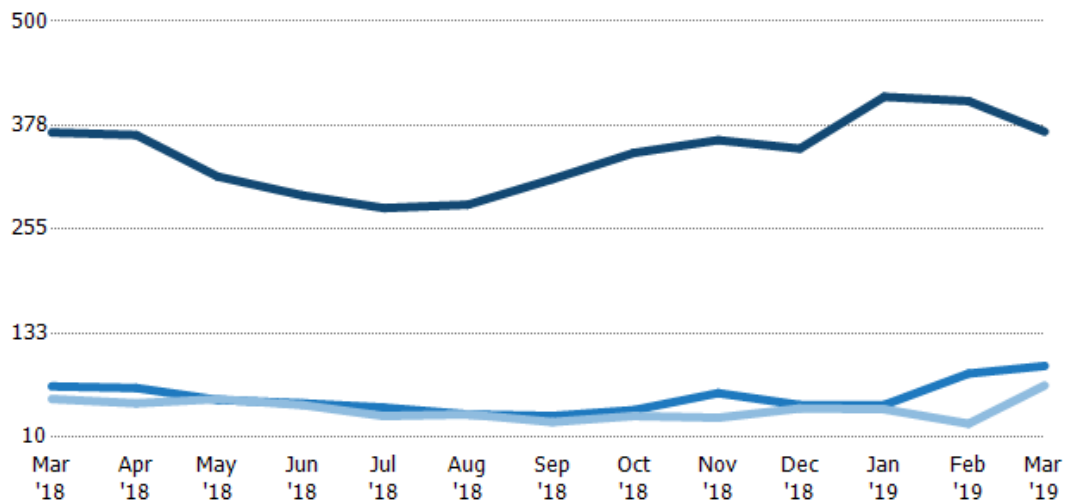
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	11%	15%	16%	19%	17%	12%	12%	8%	10%	9%	11%	11%	7%
Prior Year	9%	13%	16%	19%	16%	15%	10%	13%	11%	12%	10%	13%	11%
Change from Prior Year	-2%	-2%	0%	0%	-1%	3%	-1%	4%	2%	3%	-1%	2%	4%

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, Single
Family Residence



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Active	369	366	317	295	280	284	314	345	360	350	411	406	370
Pending	70	68	54	50	45	37	35	42	62	48	48	85	94
Sold	55	50	55	48	35	37	28	35	33	44	43	26	71

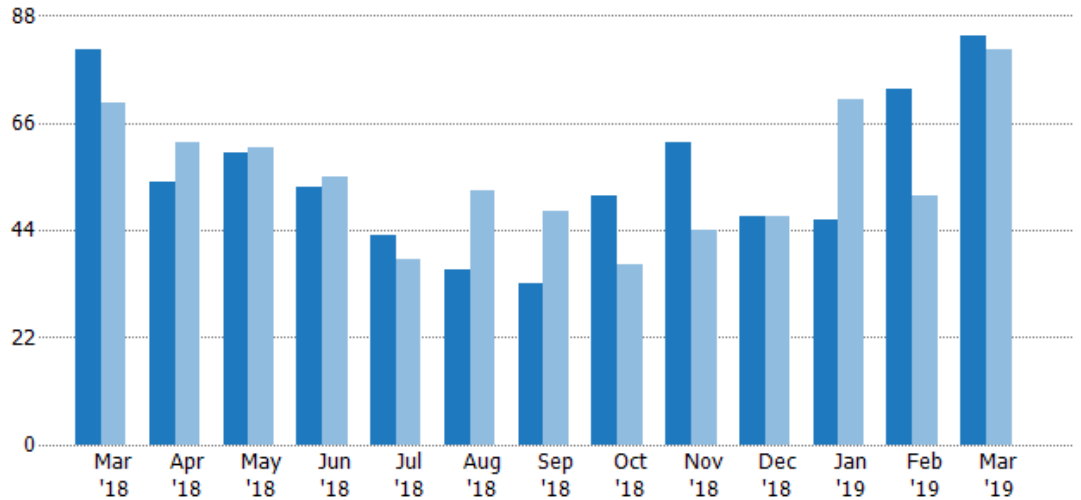
New Pending Sales

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, Single
Family Residence

Month/ Year	Count	% Chg.
Mar '19	84	3.7%
Mar '18	81	15.7%
Mar '17	70	-14.3%



Current Year	81	54	60	53	43	36	33	51	62	47	46	73	84
Prior Year	70	62	61	55	38	52	48	37	44	47	71	51	81
Percent Change from Prior Year	16%	-13%	-2%	-4%	13%	-31%	-31%	38%	41%	0%	-35%	43%	4%

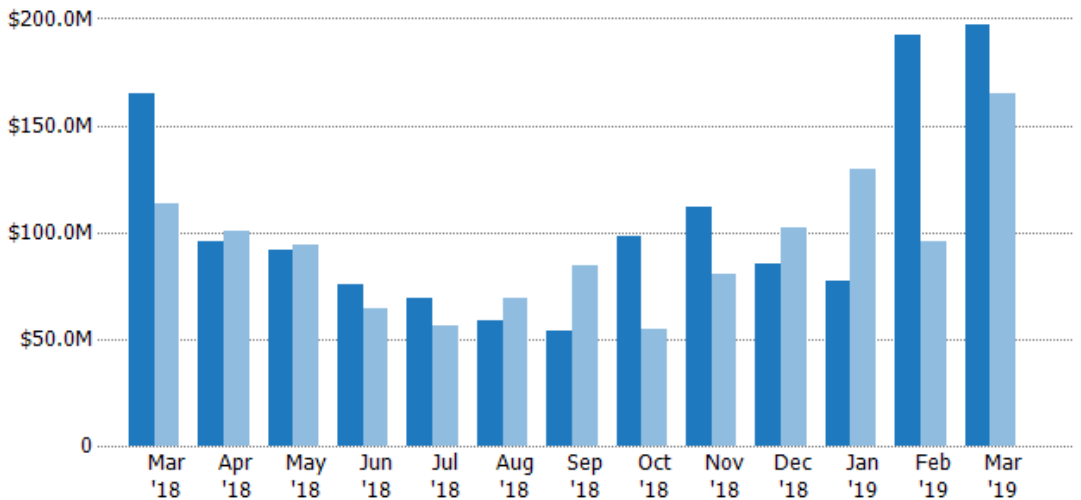
New Pending Sales Volume

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, Single
Family Residence

Month/ Year	Volume	% Chg.
Mar '19	\$197M	19.2%
Mar '18	\$165M	45.4%
Mar '17	\$114M	-30.3%



Current Year	\$165M	\$95.9M	\$91.4M	\$75.5M	\$69.1M	\$58.8M	\$53.5M	\$97.8M	\$112M	\$85M	\$76.9M	\$193M	\$197M
Prior Year	\$114M	\$101M	\$94.4M	\$64.4M	\$56.6M	\$68.7M	\$84.2M	\$54.6M	\$80.3M	\$102M	\$129M	\$95.6M	\$165M
Percent Change from Prior Year	45%	-5%	-3%	17%	22%	-14%	-36%	79%	39%	-17%	-40%	101%	19%

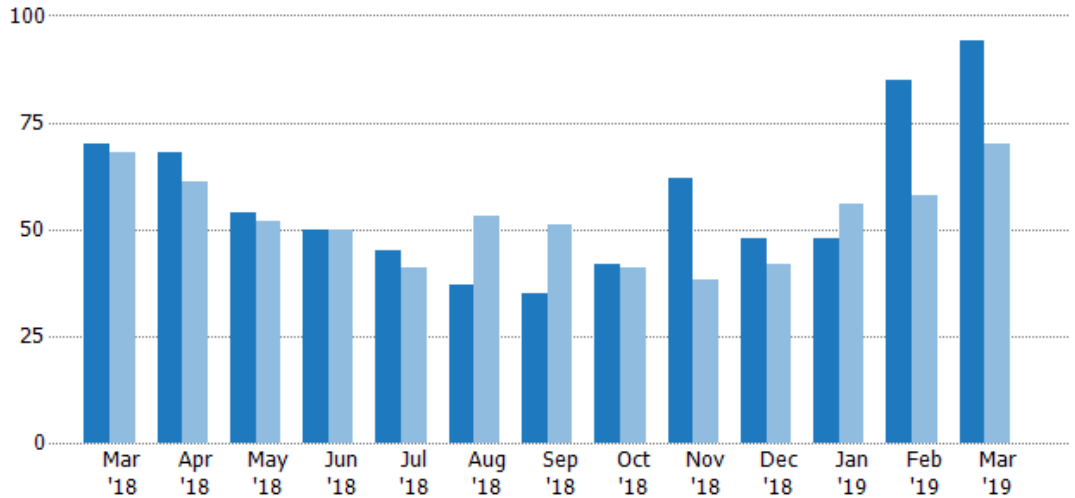
Pending Sales

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, Single
Family Residence

Month/ Year	Count	% Chg.
Mar '19	94	34.3%
Mar '18	70	2.9%
Mar '17	68	-26.5%



Current Year	70	68	54	50	45	37	35	42	62	48	48	85	94
Prior Year	68	61	52	50	41	53	51	41	38	42	56	58	70
Percent Change from Prior Year	3%	11%	4%	0%	10%	-30%	-31%	2%	63%	14%	-14%	47%	34%

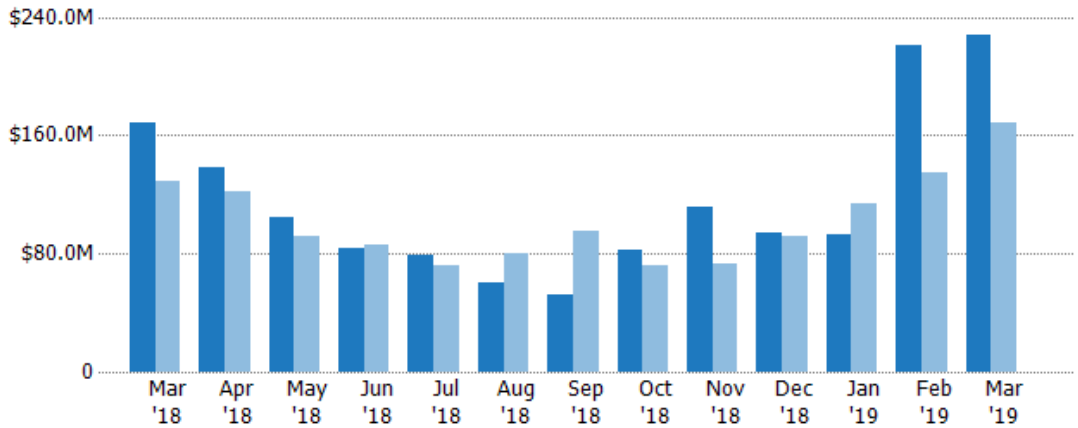
Pending Sales Volume

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, Single
Family Residence

Month/ Year	Volume	% Chg.
Mar '19	\$228M	35.1%
Mar '18	\$169M	31%
Mar '17	\$129M	-35.8%



Current Year	\$169M	\$139M	\$105M	\$83.3M	\$79.4M	\$60.3M	\$51.6M	\$82M	\$111M	\$93.7M	\$92.7M	\$221M	\$228M
Prior Year	\$129M	\$122M	\$91.5M	\$86.2M	\$71.6M	\$80.3M	\$95.3M	\$72.3M	\$73.3M	\$92.1M	\$113M	\$135M	\$169M
Percent Change from Prior Year	31%	13%	15%	-3%	11%	-25%	-46%	13%	52%	2%	-18%	64%	35%

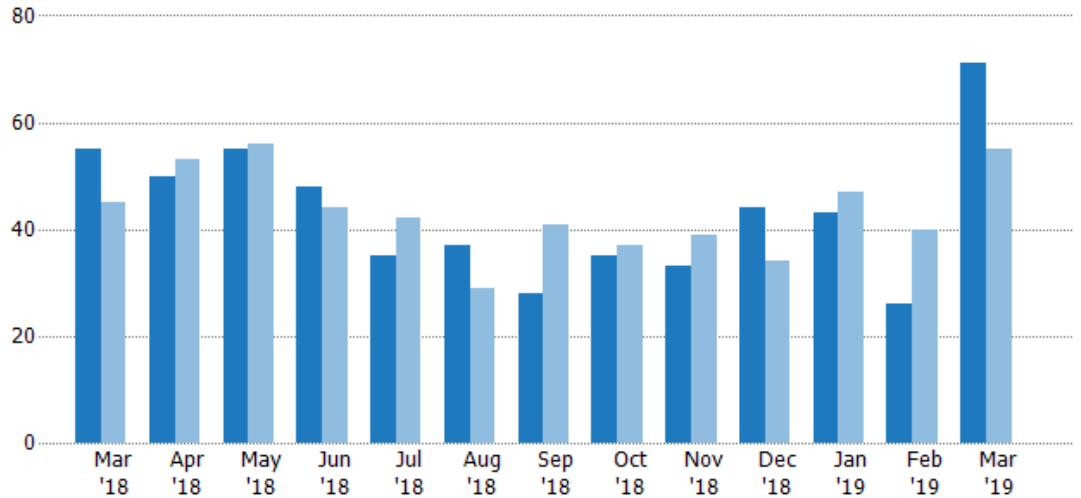
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/ Year	Count	% Chg.
Mar '19	71	29.1%
Mar '18	55	22.2%
Mar '17	45	-15.6%



Current Year	55	50	55	48	35	37	28	35	33	44	43	26	71
Prior Year	45	53	56	44	42	29	41	37	39	34	47	40	55
Percent Change from Prior Year	22%	-6%	-2%	9%	-17%	28%	-32%	-5%	-15%	29%	-9%	-35%	29%

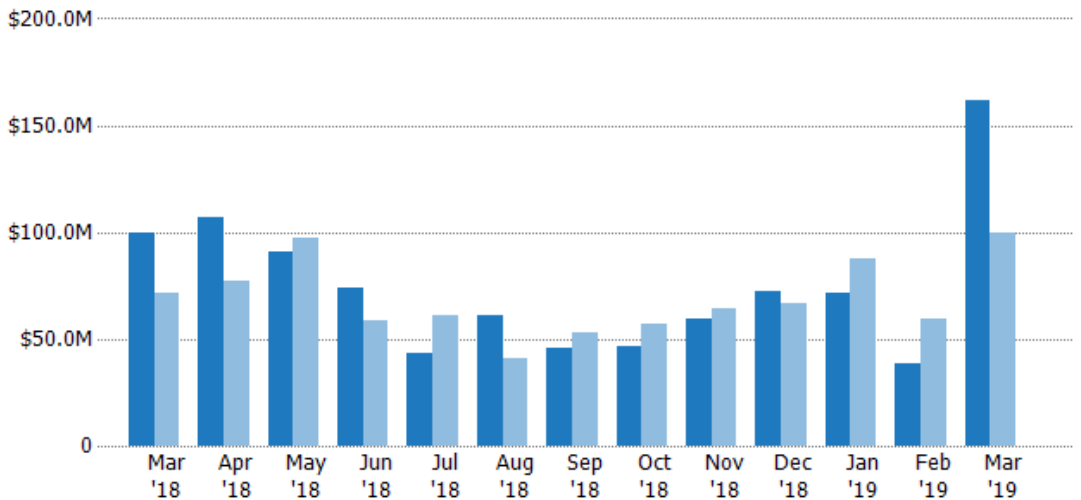
Closed Sales Volume

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, Single
Family Residence

Month/ Year	Volume	% Chg.
Mar '19	\$162M	62.2%
Mar '18	\$100M	39.4%
Mar '17	\$71.5M	-36.8%



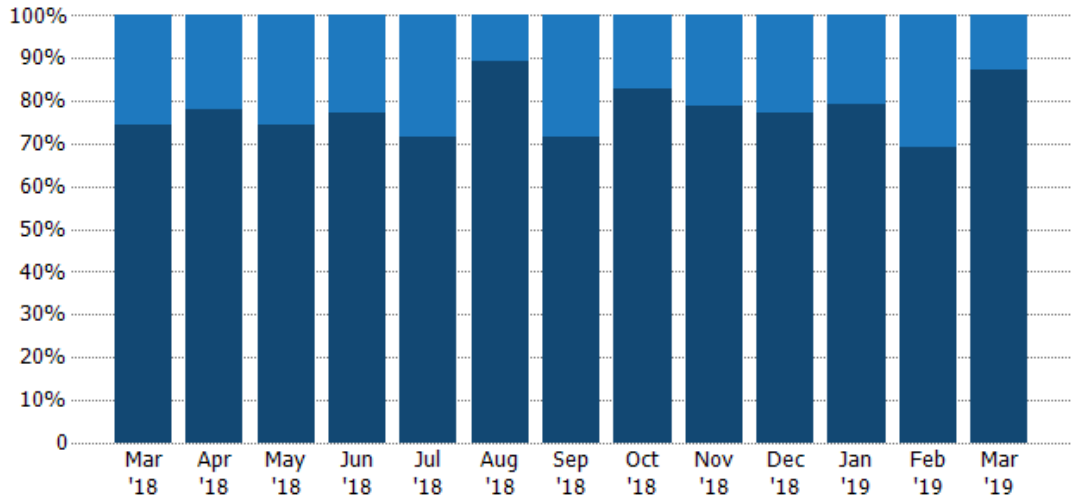
Current Year	\$100M	\$107M	\$91M	\$73.7M	\$43.2M	\$60.9M	\$45.4M	\$46.7M	\$59.6M	\$72.7M	\$71.7M	\$38.8M	\$162M
Prior Year	\$71.5M	\$77.3M	\$97M	\$58.7M	\$60.7M	\$41.3M	\$52.9M	\$56.9M	\$64.2M	\$66.6M	\$87.4M	\$59.7M	\$100M
Percent Change from Prior Year	39%	39%	-6%	26%	-29%	47%	-14%	-18%	-7%	9%	-18%	-35%	62%

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, Single
Family Residence



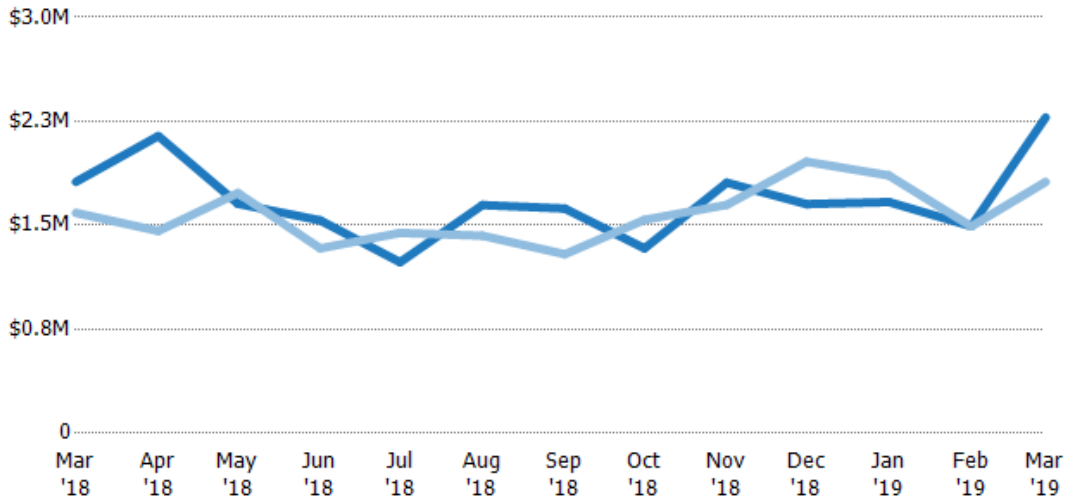
Condo/Townhouse	25%	22%	25%	23%	29%	11%	29%	17%	21%	23%	21%	31%	13%
Single Family Residence	75%	78%	75%	77%	71%	89%	71%	83%	79%	77%	79%	69%	87%

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, Single
Family Residence



Current Year	\$1.81M	\$2.14M	\$1.66M	\$1.54M	\$1.23M	\$1.65M	\$1.62M	\$1.33M	\$1.81M	\$1.65M	\$1.67M	\$1.49M	\$2.28M
Prior Year	\$1.59M	\$1.46M	\$1.73M	\$1.33M	\$1.44M	\$1.43M	\$1.29M	\$1.54M	\$1.65M	\$1.96M	\$1.86M	\$1.49M	\$1.81M
Percent Change from Prior Year	14%	47%	-4%	15%	-15%	15%	26%	-13%	10%	-16%	-10%	0%	26%

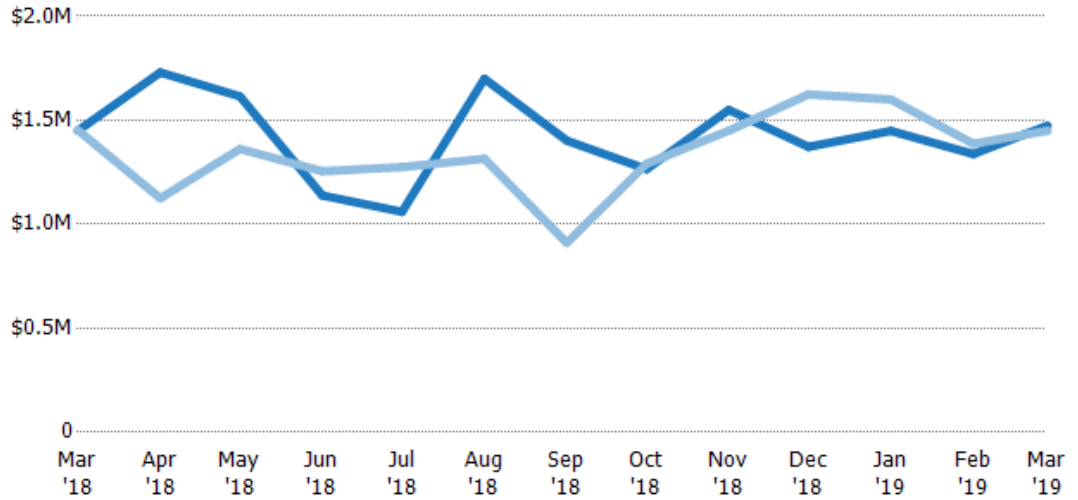
Median Sales Price

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, Single
Family Residence

Month/ Year	Price	% Chg.
Mar '19	\$1.48M	1.7%
Mar '18	\$1.45M	-0.2%
Mar '17	\$1.45M	-40.5%



Current Year	\$1.45M	\$1.73M	\$1.62M	\$1.14M	\$1.06M	\$1.7M	\$1.4M	\$1.27M	\$1.55M	\$1.37M	\$1.45M	\$1.34M	\$1.48M
Prior Year	\$1.45M	\$1.13M	\$1.36M	\$1.26M	\$1.28M	\$1.32M	\$910K	\$1.29M	\$1.45M	\$1.62M	\$1.6M	\$1.39M	\$1.45M
Percent Change from Prior Year	0%	54%	19%	-9%	-17%	29%	54%	-2%	7%	-16%	-9%	-4%	2%

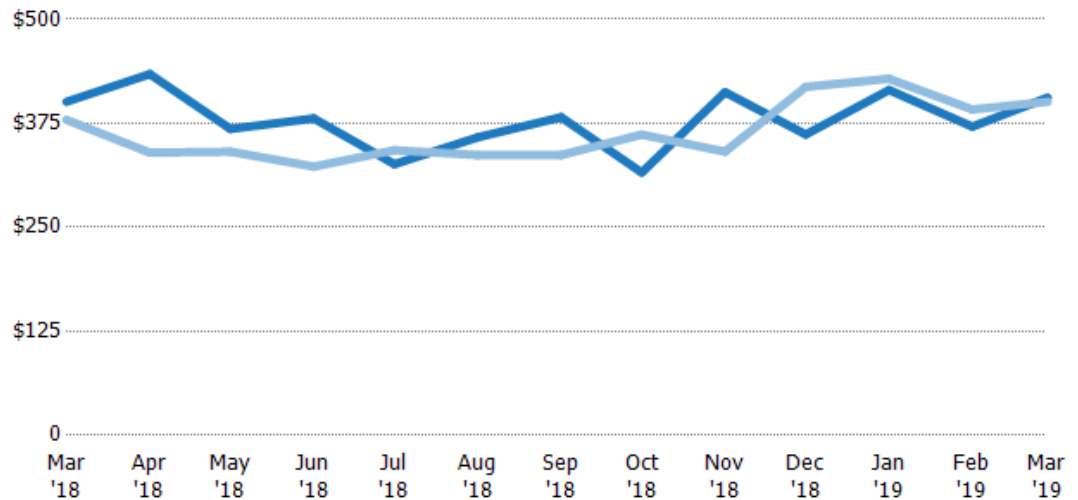
Average Sales Price per Sq Ft

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.
Mar '19	\$406	1.2%
Mar '18	\$401	5.7%
Mar '17	\$379	-12.8%



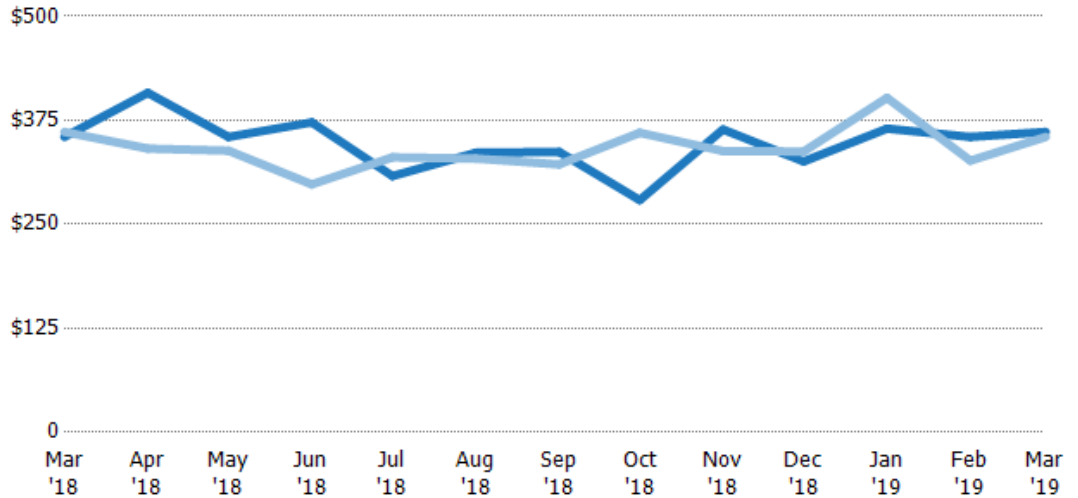
Current Year	\$401	\$434	\$368	\$381	\$326	\$358	\$382	\$316	\$412	\$362	\$415	\$371	\$406
Prior Year	\$379	\$340	\$341	\$323	\$343	\$337	\$337	\$361	\$341	\$419	\$429	\$392	\$401
Percent Change from Prior Year	6%	28%	8%	18%	-5%	6%	13%	-13%	21%	-14%	-3%	-5%	1%

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.
Mar '19	\$361	1.7%
Mar '18	\$355	-1.7%
Mar '17	\$361	-14.7%

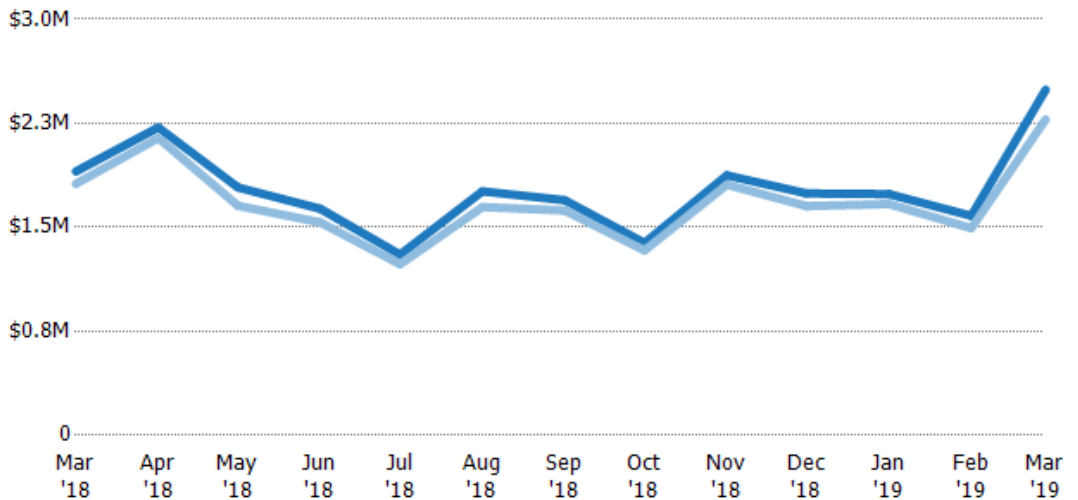
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$355	\$408	\$355	\$373	\$308	\$336	\$337	\$279	\$364	\$326	\$365	\$355	\$361
Prior Year	\$361	\$341	\$339	\$298	\$331	\$329	\$322	\$360	\$338	\$338	\$402	\$327	\$355
Percent Change from Prior Year	-2%	20%	5%	25%	-7%	2%	5%	-23%	8%	-4%	-9%	9%	2%

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



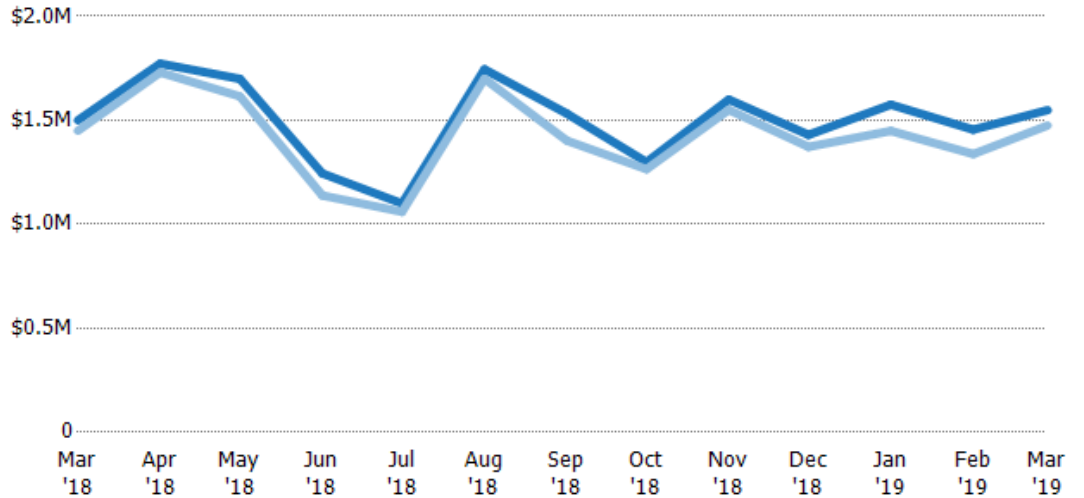
Month/Year	Avg List Price	Avg Sales Price	Avg Sales Price as a % of Avg List Price
Mar '18	\$1.9M	\$1.81M	95%
Apr '18	\$2.22M	\$2.14M	97%
May '18	\$1.79M	\$1.66M	93%
Jun '18	\$1.63M	\$1.54M	94%
Jul '18	\$1.3M	\$1.23M	95%
Aug '18	\$1.76M	\$1.65M	94%
Sep '18	\$1.7M	\$1.62M	96%
Oct '18	\$1.39M	\$1.33M	96%
Nov '18	\$1.87M	\$1.81M	96%
Dec '18	\$1.74M	\$1.65M	95%
Jan '19	\$1.74M	\$1.67M	96%
Feb '19	\$1.58M	\$1.49M	94%
Mar '19	\$2.49M	\$2.28M	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, Single
Family Residence



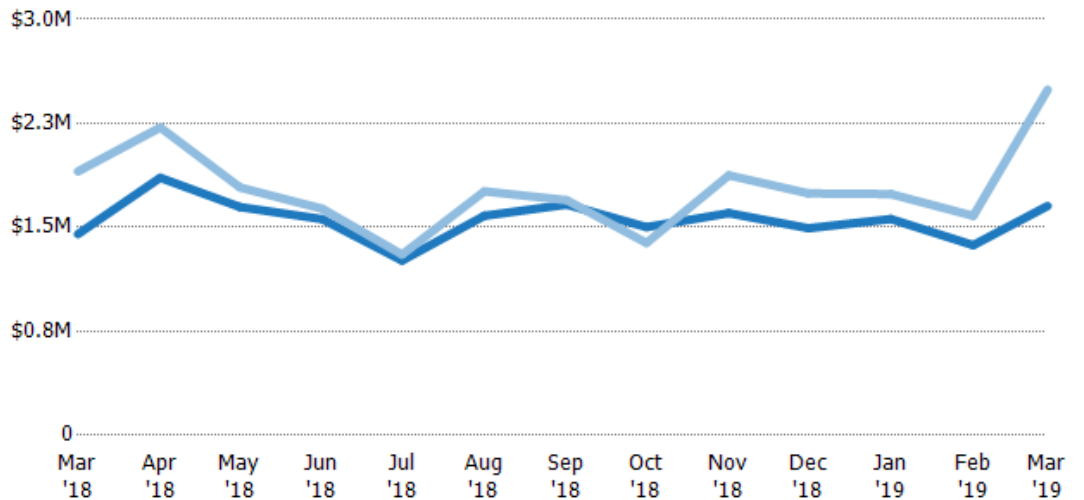
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median List Price	\$1.5M	\$1.77M	\$1.7M	\$1.24M	\$1.1M	\$1.75M	\$1.53M	\$1.3M	\$1.6M	\$1.43M	\$1.58M	\$1.46M	\$1.55M
Median Sales Price	\$1.45M	\$1.73M	\$1.62M	\$1.14M	\$1.06M	\$1.7M	\$1.4M	\$1.27M	\$1.55M	\$1.37M	\$1.45M	\$1.34M	\$1.48M
Med Sales Price as a % of Med List Price	97%	98%	95%	91%	96%	97%	92%	97%	97%	96%	92%	92%	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



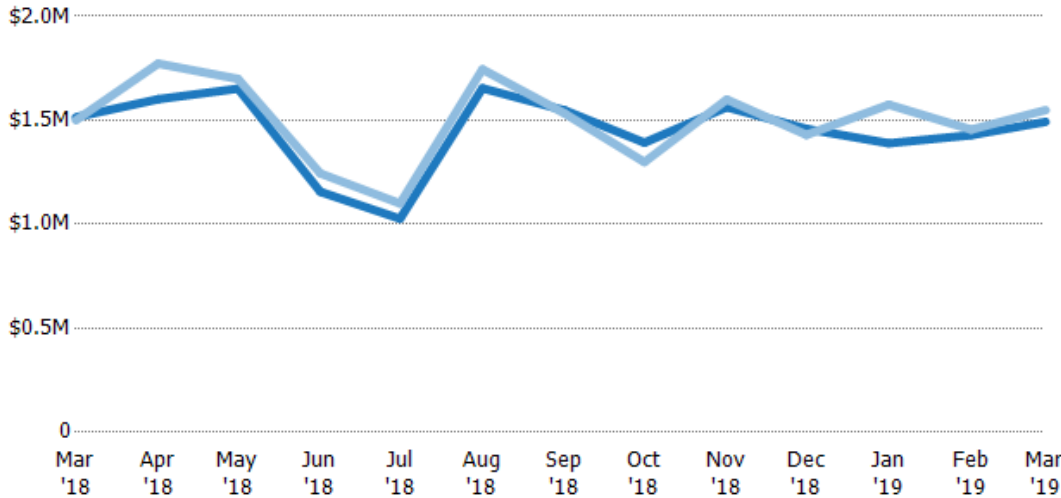
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$1.45M	\$1.86M	\$1.65M	\$1.56M	\$1.26M	\$1.58M	\$1.66M	\$1.5M	\$1.6M	\$1.49M	\$1.56M	\$1.37M	\$1.65M
Avg Sales Price	\$1.9M	\$2.22M	\$1.79M	\$1.63M	\$1.3M	\$1.76M	\$1.7M	\$1.39M	\$1.87M	\$1.74M	\$1.74M	\$1.58M	\$2.49M
Avg Sales Price as a % of Avg Est Value	131%	120%	109%	105%	103%	111%	102%	92%	117%	117%	112%	115%	151%

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



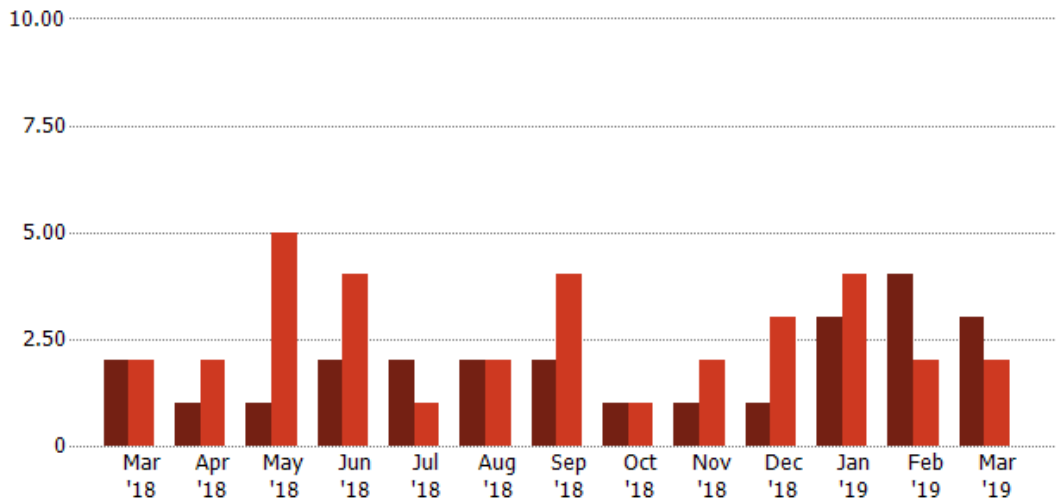
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$1.51M	\$1.6M	\$1.65M	\$1.16M	\$1.03M	\$1.65M	\$1.55M	\$1.39M	\$1.56M	\$1.46M	\$1.39M	\$1.43M	\$1.49M
Median Sales Price	\$1.5M	\$1.77M	\$1.7M	\$1.24M	\$1.1M	\$1.75M	\$1.53M	\$1.3M	\$1.6M	\$1.43M	\$1.58M	\$1.46M	\$1.55M
Med Sales Price as a % of Med Est Value	99%	111%	103%	108%	107%	106%	99%	93%	102%	98%	113%	102%	104%

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, Single
Family Residence



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	2	1	1	2	2	2	2	1	1	1	3	4	3
Prior Year	2	2	5	4	1	2	4	1	2	3	4	2	2
Percent Change from Prior Year	0%	-50%	-80%	-50%	100%	0%	-50%	0%	-50%	-67%	-25%	100%	50%

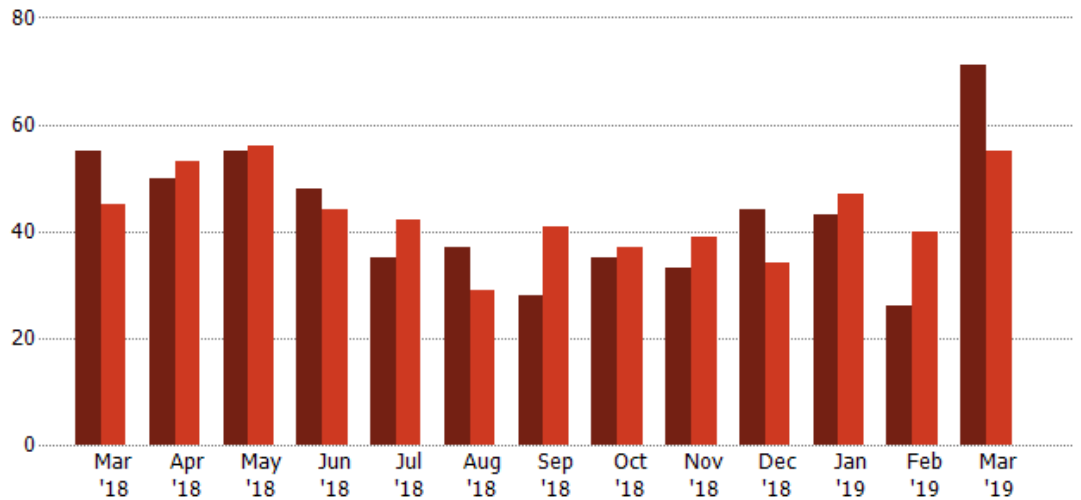
Distressed Sales

The count of distressed residential properties sold each month.

Filters Used

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

Month/ Year	Count	% Chg.
Mar '19	71	29.1%
Mar '18	55	22.2%
Mar '17	45	-15.6%



Current Year	55	50	55	48	35	37	28	35	33	44	43	26	71
Prior Year	45	53	56	44	42	29	41	37	39	34	47	40	55
Percent Change from Prior Year	22%	-6%	-2%	9%	-17%	28%	-32%	-5%	-15%	29%	-9%	-35%	29%



Sales Activity by ZIP

Mar 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	94	\$228,435,300	71	\$161,728,783	\$2,277,870	\$1,475,000	\$381	\$347	77