



2017

# PARADISE VALLEY MARKET REPORT

October 2017



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 2017	Oct 2016	+ / -	YTD 2017	YTD 2016	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	112	81	+38.3%	859	839	+2.4%
New Listing Volume	\$314,958,265	\$158,024,225	+99.3%	\$1,698,841,932	\$1,456,237,117	+16.7%
Active Listing Count	347	392	-11.5%	3,854	4,353	-11.5%
Active Listing Volume	\$986,694,295	\$858,332,883	+15%	\$9,828,204,698	\$9,735,612,299	+1%
Average Listing Price	\$2,843,499	\$2,189,625	+29.9%	\$2,550,131	\$2,236,529	+14%
Median Listing Price	\$2,295,000	\$1,789,500	+28.2%	\$2,048,883	\$1,793,822	+14.2%
Average Listing Price per Sq Ft	\$445	\$392	+13.4%	\$418	\$391	+6.7%
Median Listing Price per Sq Ft	\$418	\$363	+15%	\$385	\$359	+7.1%
Median Days in RPR	81	127.5	-36.5%	109.16	116.66	-6.4%
Months of Inventory	8.5	13.5	-37.4%	10.5	11.6	-9.8%
Absorption Rate	11.82%	7.4%	+4.4%	9.52%	8.59%	+0.9%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	52	44	+18.2%	560	483	+15.9%
New Pending Sales Volume	\$81,146,832	\$70,772,495	+14.7%	\$852,562,726	\$639,477,593	+33.3%
Pending Sales Count	76	52	+46.2%	605	526	+15%
Pending Sales Volume	\$131,970,382	\$81,040,296	+62.8%	\$1,045,411,202	\$875,121,446	+19.5%
Closed Sales Count	38	38	+/-	444	367	+21%
Closed Sales Volume	\$62,484,398	\$55,502,083	+12.6%	\$660,332,588	\$502,097,632	+31.5%
Average Sales Price	\$1,644,326	\$1,460,581	+12.6%	\$1,487,236	\$1,368,113	+8.7%
Median Sales Price	\$1,420,000	\$1,202,500	+18.1%	\$1,248,158	\$1,159,728	+7.6%
Average Sales Price per Sq Ft	\$355	\$351	+1.2%	\$345	\$330	+4.7%
Median Sales Price per Sq Ft	\$358	\$328	+9.3%	\$331	\$314	+5.3%
<b>Distressed Charts Metrics</b>						
Distressed Listing Count	1	4	-75%	31	79	-60.8%

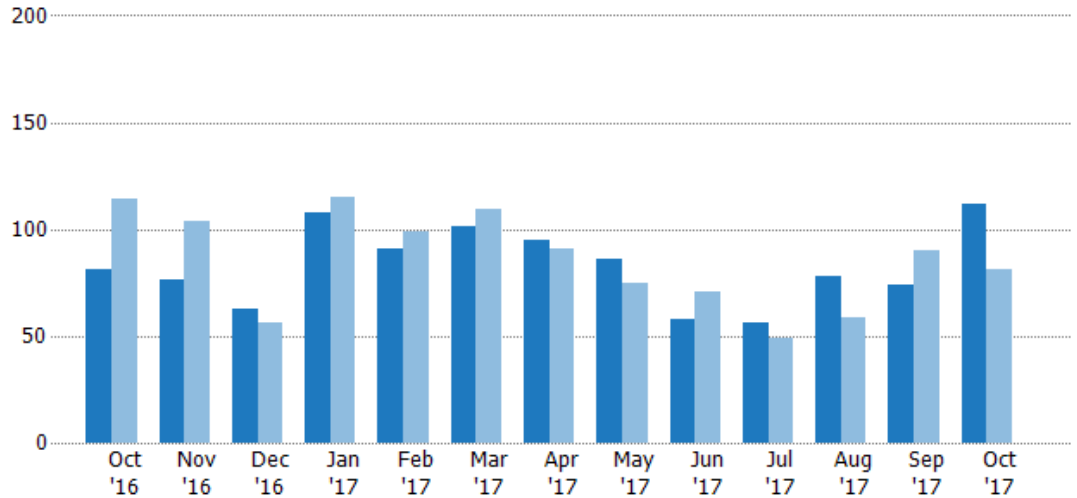
## New Listings

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.
Oct '17	112	38.3%
Oct '16	81	-28.9%
Oct '15	114	4.4%



Current Year	81	76	63	108	91	101	95	86	58	56	78	74	112
Prior Year	114	104	56	115	99	109	91	75	71	49	59	90	81
Percent Change from Prior Year	-29%	-27%	13%	-6%	-8%	-7%	4%	15%	-18%	14%	32%	-18%	38%

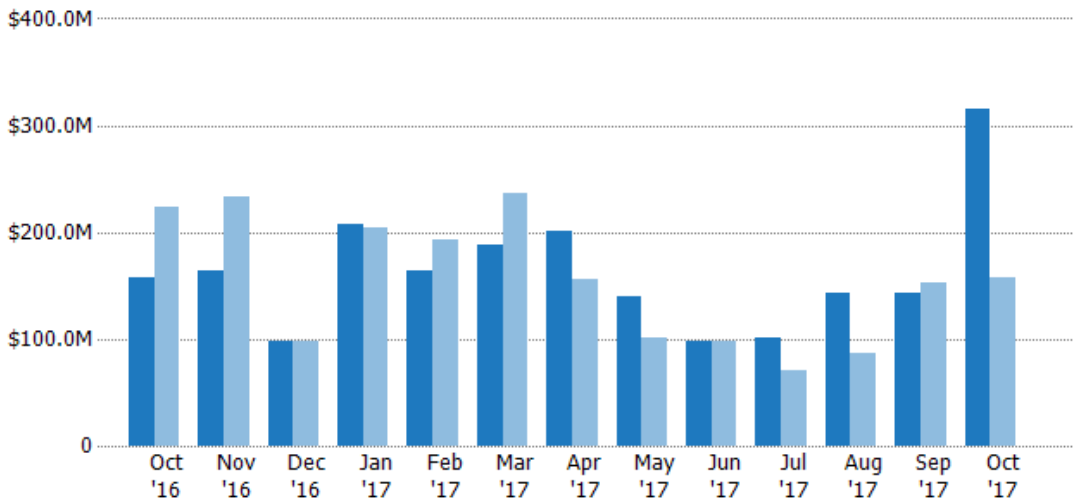
## New Listing Volume

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.
Oct '17	\$315M	99.3%
Oct '16	\$158M	-29.1%
Oct '15	\$223M	8.1%



Current Year	\$158M	\$163M	\$97.3M	\$207M	\$164M	\$189M	\$200M	\$139M	\$98.5M	\$101M	\$142M	\$142M	\$315M
Prior Year	\$223M	\$232M	\$97.4M	\$204M	\$193M	\$236M	\$157M	\$101M	\$97.7M	\$70.7M	\$86.9M	\$153M	\$158M
Percent Change from Prior Year	-29%	-30%	0%	2%	-15%	-20%	28%	38%	1%	43%	64%	-7%	99%

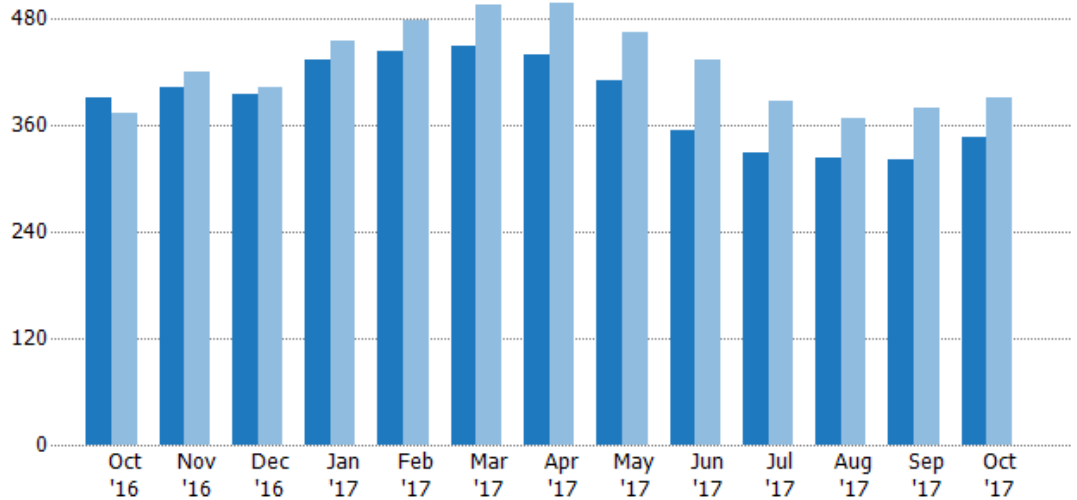
## Active Listings

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

Month/ Year	Count	% Chg.
Oct '17	347	-11.5%
Oct '16	392	5.1%
Oct '15	373	6.2%



Current Year	392	404	396	435	443	449	439	411	355	329	324	322	347
Prior Year	373	420	403	455	478	496	498	465	434	388	368	379	392
Percent Change from Prior Year	5%	-4%	-2%	-4%	-7%	-9%	-12%	-12%	-18%	-15%	-12%	-15%	-11%

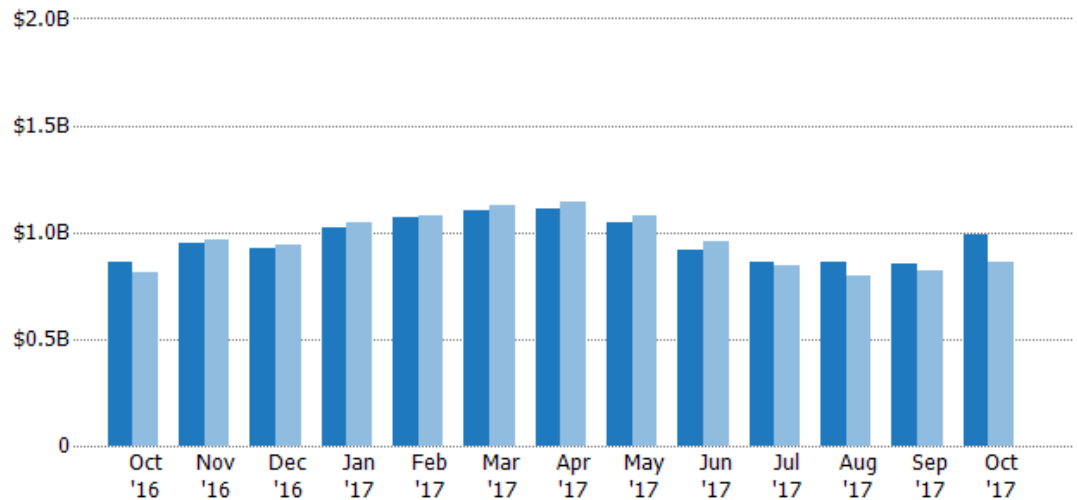
## Active Listing Volume

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

Month/ Year	Volume	% Chg.
Oct '17	\$987M	15%
Oct '16	\$858M	5.3%
Oct '15	\$815M	-0.5%



Current Year	\$858M	\$949M	\$927M	\$1.02B	\$1.07B	\$1.1B	\$1.11B	\$1.05B	\$915M	\$860M	\$862M	\$853M	\$987M
Prior Year	\$815M	\$961M	\$941M	\$1.04B	\$1.08B	\$1.12B	\$1.14B	\$1.07B	\$958M	\$841M	\$792M	\$822M	\$858M
Percent Change from Prior Year	5%	-1%	-1%	-2%	-1%	-2%	-3%	-3%	-5%	2%	9%	4%	15%

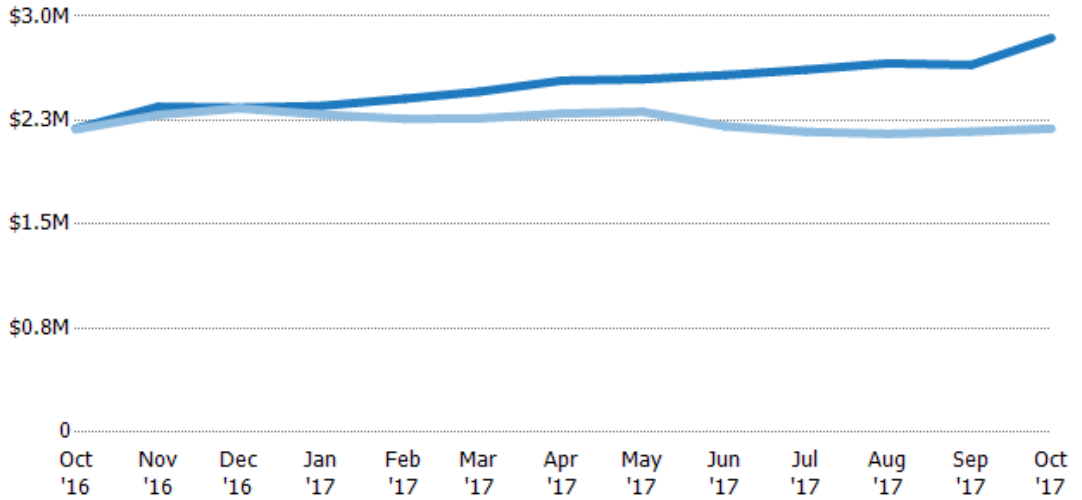
## Average Listing Price

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

Month/ Year	Price	% Chg.
Oct '17	\$2.84M	29.9%
Oct '16	\$2.19M	0.2%
Oct '15	\$2.19M	-6.3%



Current Year	\$2.19M	\$2.35M	\$2.34M	\$2.35M	\$2.41M	\$2.46M	\$2.54M	\$2.55M	\$2.58M	\$2.61M	\$2.66M	\$2.65M	\$2.84M
Prior Year	\$2.19M	\$2.29M	\$2.34M	\$2.29M	\$2.26M	\$2.26M	\$2.3M	\$2.31M	\$2.21M	\$2.17M	\$2.15M	\$2.17M	\$2.19M
Percent Change from Prior Year	0%	3%	0%	3%	6%	9%	10%	10%	17%	21%	24%	22%	30%

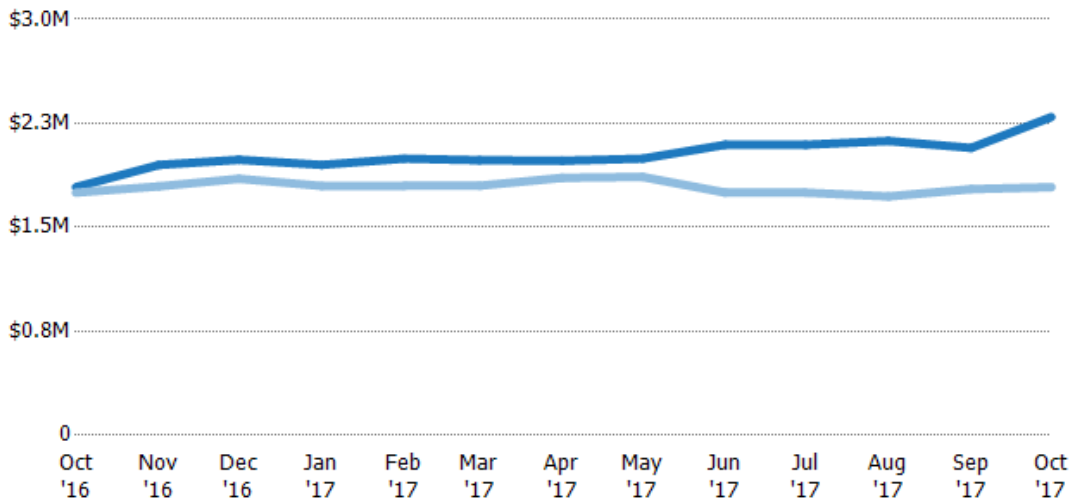
## Median Listing Price

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

Month/ Year	Price	% Chg.
Oct '17	\$2.3M	28.2%
Oct '16	\$1.79M	2.3%
Oct '15	\$1.75M	-15.1%



Current Year	\$1.79M	\$1.95M	\$1.99M	\$1.95M	\$2M	\$1.98M	\$1.98M	\$2M	\$2.1M	\$2.1M	\$2.12M	\$2.07M	\$2.3M
Prior Year	\$1.75M	\$1.8M	\$1.85M	\$1.8M	\$1.8M	\$1.8M	\$1.86M	\$1.86M	\$1.75M	\$1.75M	\$1.72M	\$1.78M	\$1.79M
Percent Change from Prior Year	2%	9%	7%	8%	11%	10%	7%	7%	20%	20%	23%	17%	28%

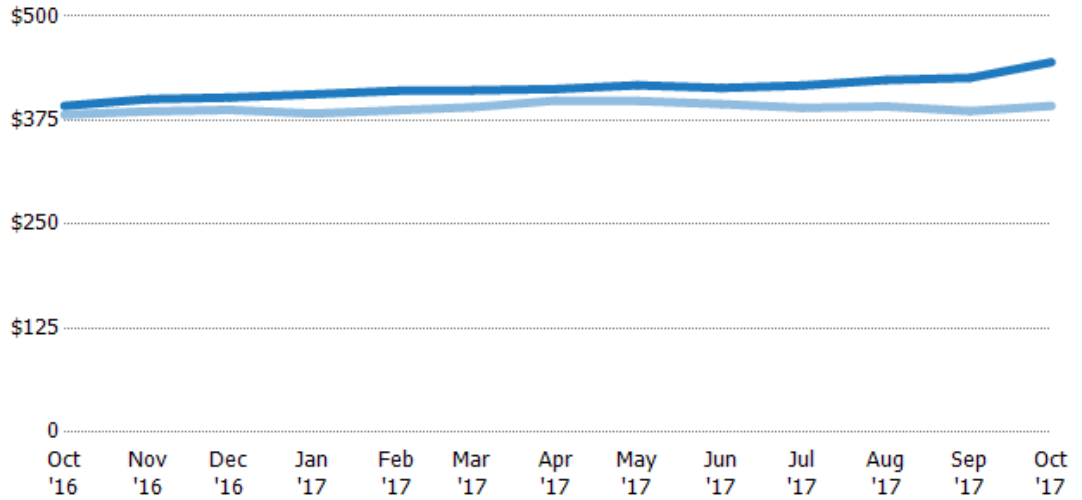
## Average Listing Price per Sq Ft

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.
Oct '17	\$445	13.4%
Oct '16	\$392	2.8%
Oct '15	\$382	-1.9%



Current Year	\$392	\$400	\$402	\$406	\$411	\$411	\$413	\$417	\$414	\$417	\$423	\$426	\$445
Prior Year	\$382	\$386	\$387	\$383	\$387	\$391	\$399	\$398	\$394	\$390	\$392	\$386	\$392
Percent Change from Prior Year	3%	4%	4%	6%	6%	5%	3%	5%	5%	7%	8%	10%	13%

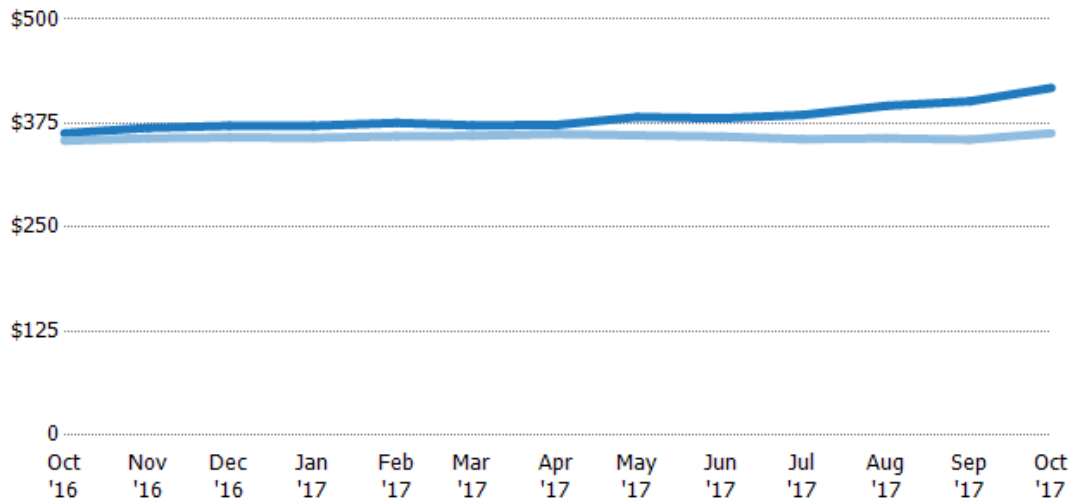
## Median Listing Price per Sq Ft

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.
Oct '17	\$418	15%
Oct '16	\$363	2.5%
Oct '15	\$354	-2%



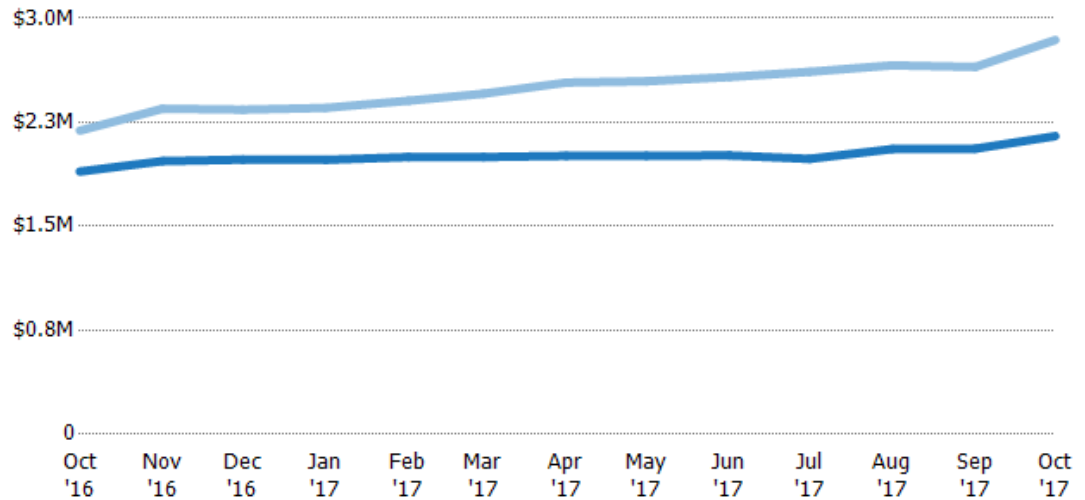
Current Year	\$363	\$370	\$372	\$372	\$376	\$373	\$373	\$383	\$381	\$385	\$396	\$402	\$418
Prior Year	\$354	\$357	\$358	\$358	\$360	\$360	\$362	\$361	\$359	\$356	\$357	\$356	\$363
Percent Change from Prior Year	3%	4%	4%	4%	4%	3%	3%	6%	6%	8%	11%	13%	15%

## 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



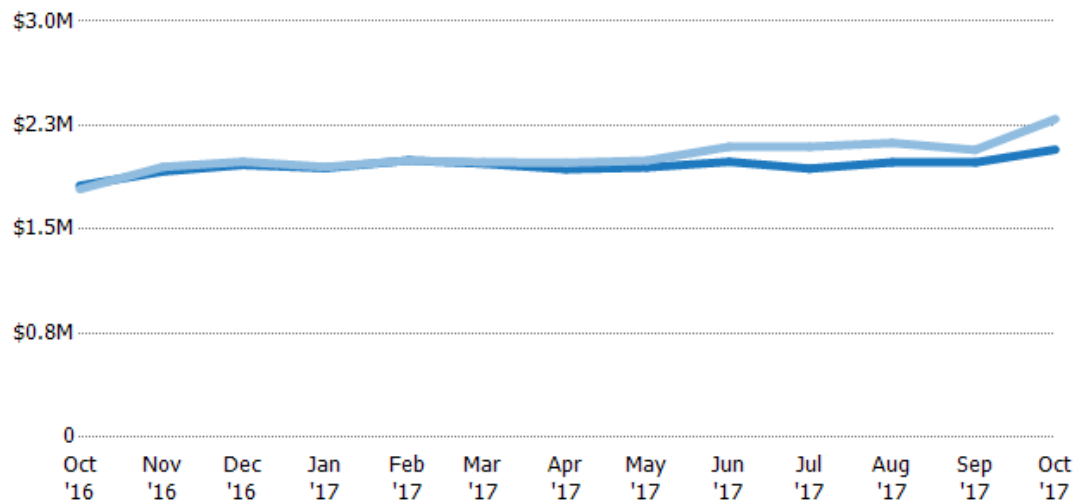
	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Avg Est Value	\$1.89M	\$1.97M	\$1.98M	\$1.98M	\$2M	\$2M	\$2.01M	\$2.01M	\$2.01M	\$1.99M	\$2.06M	\$2.06M	\$2.15M
Avg Listing Price	\$2.19M	\$2.35M	\$2.34M	\$2.35M	\$2.41M	\$2.46M	\$2.54M	\$2.55M	\$2.58M	\$2.61M	\$2.66M	\$2.65M	\$2.84M
Avg Listing Price as a % of Avg Est Value	116%	119%	118%	119%	120%	123%	126%	127%	128%	132%	129%	129%	132%

## 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



	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Median Est Value	\$1.81M	\$1.92M	\$1.96M	\$1.94M	\$2M	\$1.97M	\$1.93M	\$1.95M	\$1.99M	\$1.94M	\$1.98M	\$1.98M	\$2.07M
Median Listing Price	\$1.79M	\$1.95M	\$1.99M	\$1.95M	\$2M	\$1.98M	\$1.98M	\$2M	\$2.1M	\$2.1M	\$2.12M	\$2.07M	\$2.3M
Med Listing Price as a % of Med Est Value	99%	102%	101%	100%	100%	101%	102%	103%	105%	108%	107%	105%	111%

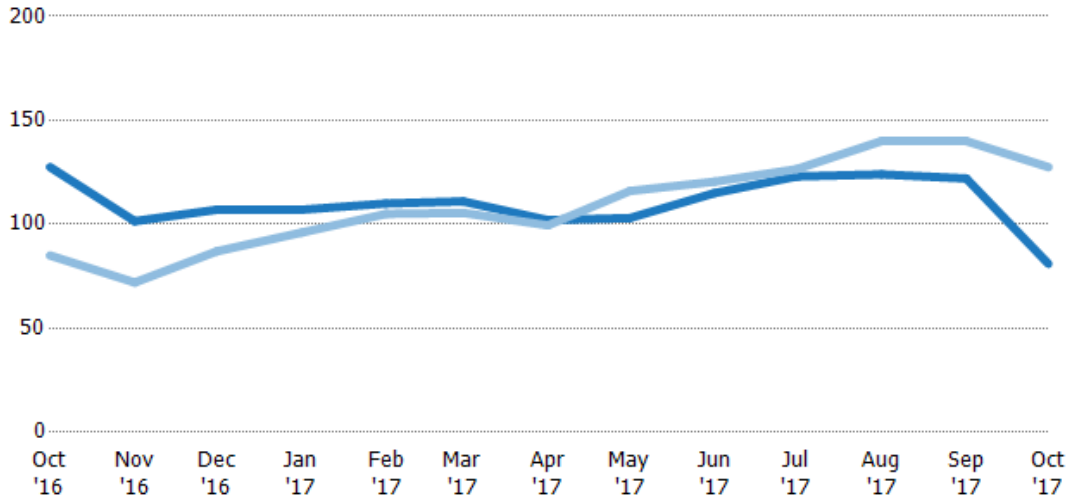
## Median Days in RPR

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

Month/ Year	Days	% Chg.
Oct '17	81	-36.5%
Oct '16	128	50%
Oct '15	85	19.4%



Current Year	128	102	107	107	110	111	102	103	115	123	124	122	81
Prior Year	85	72	87	96	105	106	100	116	121	127	140	140	128
Percent Change from Prior Year	50%	41%	23%	11%	5%	5%	3%	-11%	-5%	-3%	-11%	-13%	-36%

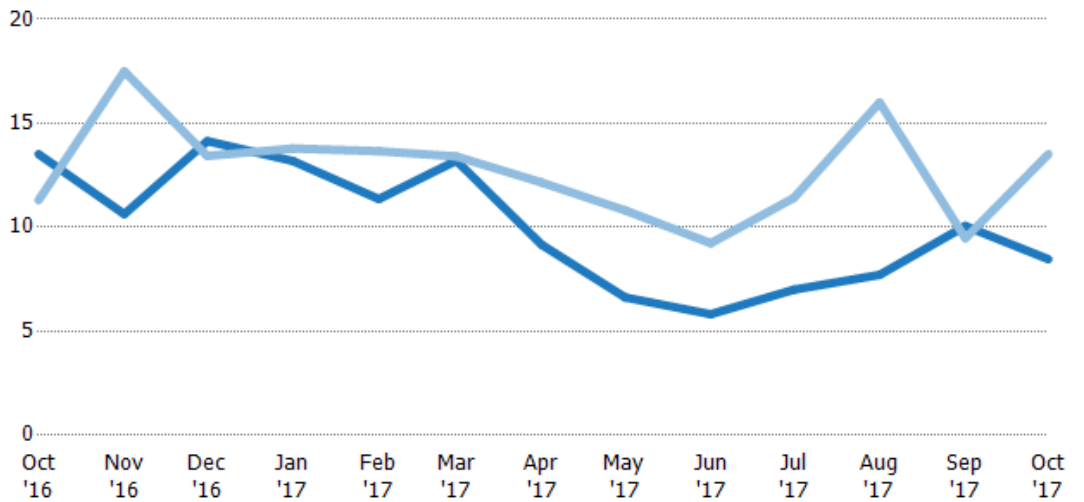
## Months of Inventory

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

Month/ Year	Months	% Chg.
Oct '17	8.46	-37.4%
Oct '16	13.5	19.6%
Oct '15	11.3	9.5%



Current Year	13.5	10.6	14.1	13.2	11.4	13.2	9.15	6.63	5.82	7	7.71	10.1	8.46
Prior Year	11.3	17.5	13.4	13.8	13.7	13.4	12.1	10.8	9.23	11.4	16	9.48	13.5
Percent Change from Prior Year	20%	-39%	5%	-4%	-17%	-1%	-25%	-39%	-37%	-39%	-52%	6%	-37%



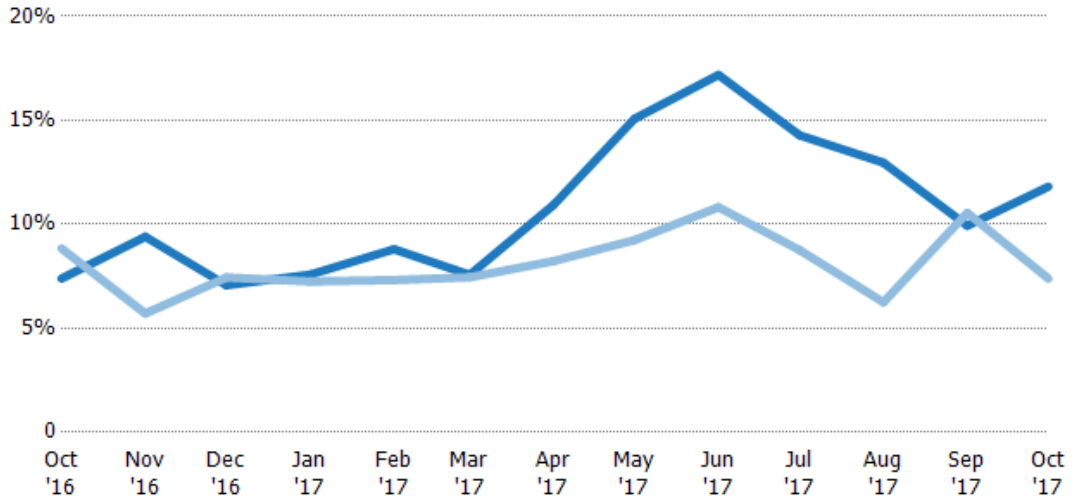
## Absorption Rate

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.
Oct '17	12%	-4.4%
Oct '16	7%	1.5%
Oct '15	9%	-8.6%



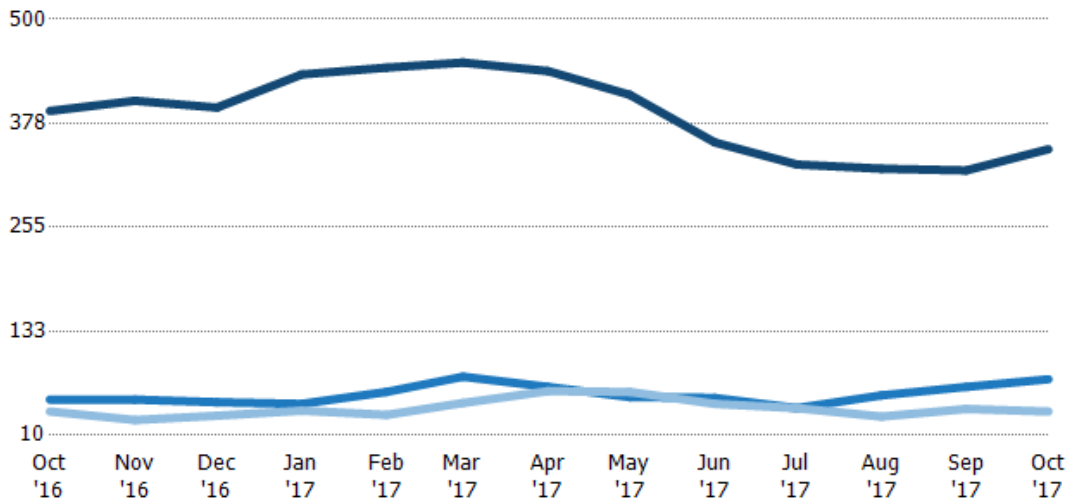
Current Year	7%	9%	7%	8%	9%	8%	11%	15%	17%	14%	13%	10%	12%
Prior Year	9%	6%	7%	7%	7%	7%	8%	9%	11%	9%	6%	11%	7%
Change from Prior Year	1%	-4%	0%	0%	-1%	0%	-3%	-6%	-6%	-6%	-7%	1%	-4%

## 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



Active	392	404	396	435	443	449	439	411	355	329	324	322	347
Pending	52	52	49	47	61	79	67	55	54	42	57	67	76
Sold	38	28	33	39	34	48	62	61	47	42	32	41	38

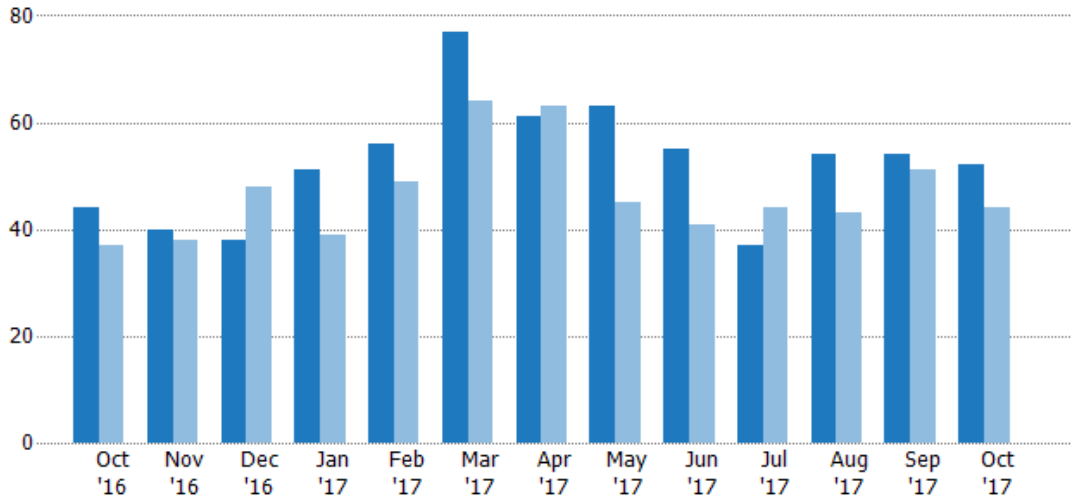
## New Pending Sales

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.
Oct '17	52	18.2%
Oct '16	44	18.9%
Oct '15	37	16.2%



Current Year	44	40	38	51	56	77	61	63	55	37	54	54	52
Prior Year	37	38	48	39	49	64	63	45	41	44	43	51	44
Percent Change from Prior Year	19%	5%	-21%	31%	14%	20%	-3%	40%	34%	-16%	26%	6%	18%

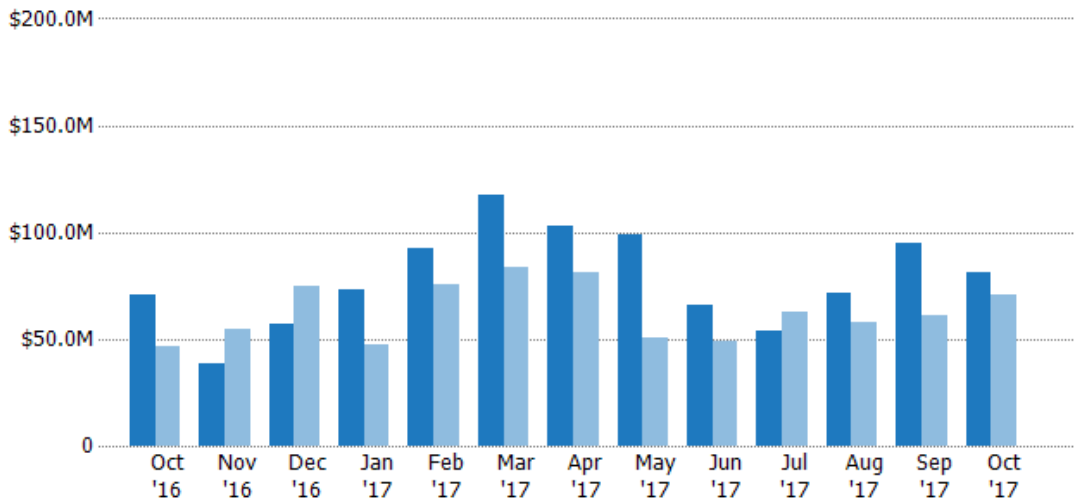
## New Pending Sales Volume

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.
Oct '17	\$81.1M	14.7%
Oct '16	\$70.8M	53.1%
Oct '15	\$46.2M	46.9%



Current Year	\$70.8M	\$38.7M	\$57.2M	\$73.5M	\$92.3M	\$118M	\$103M	\$99.3M	\$66.2M	\$53.4M	\$71.5M	\$95M	\$81.1M
Prior Year	\$46.2M	\$54.8M	\$75M	\$47M	\$75.3M	\$83.6M	\$80.9M	\$50.9M	\$49M	\$62.7M	\$58.2M	\$61.1M	\$70.8M
Percent Change from Prior Year	53%	-29%	-24%	56%	23%	41%	27%	95%	35%	-15%	23%	56%	15%

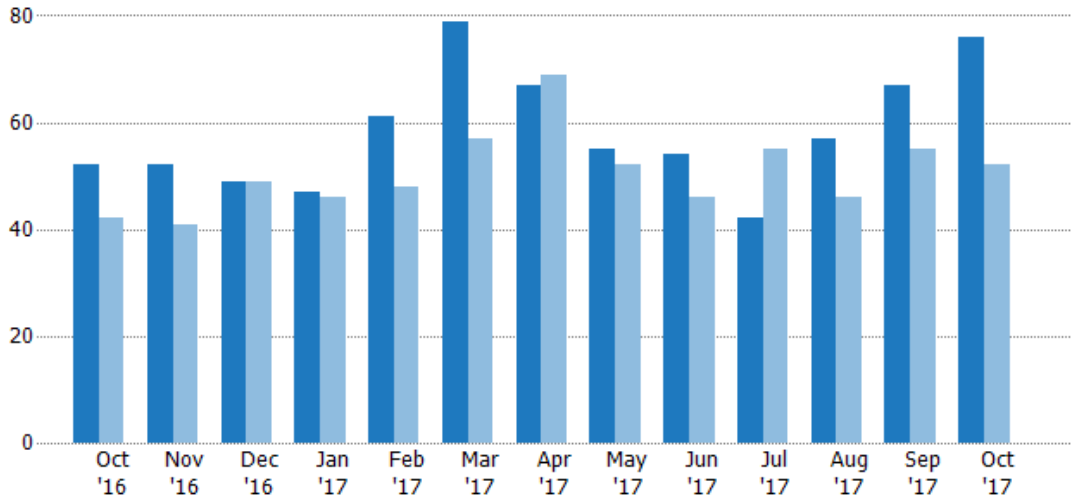
## Pending Sales

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

Month/ Year	Count	% Chg.
Oct '17	76	46.2%
Oct '16	52	23.8%
Oct '15	42	0%



	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Current Year	52	52	49	47	61	79	67	55	54	42	57	67	76
Prior Year	42	41	49	46	48	57	69	52	46	55	46	55	52
Percent Change from Prior Year	24%	27%	0%	2%	27%	39%	-3%	6%	17%	-24%	24%	22%	46%

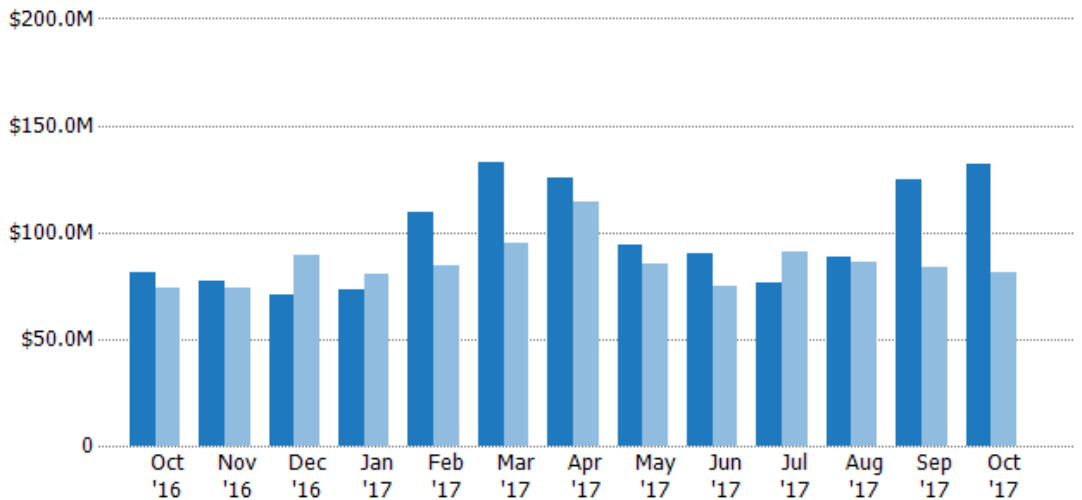
## Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Oct '17	\$132M	62.8%
Oct '16	\$81M	10%
Oct '15	\$73.7M	-4%



	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Current Year	\$81M	\$77.5M	\$71.1M	\$72.9M	\$109M	\$132M	\$125M	\$93.9M	\$89.8M	\$76.2M	\$88.6M	\$125M	\$132M
Prior Year	\$73.7M	\$74.2M	\$88.9M	\$80.2M	\$84.8M	\$94.6M	\$114M	\$84.9M	\$74.6M	\$90.9M	\$86.3M	\$83.5M	\$81M
Percent Change from Prior Year	10%	4%	-20%	-9%	29%	40%	10%	11%	21%	-16%	3%	50%	63%

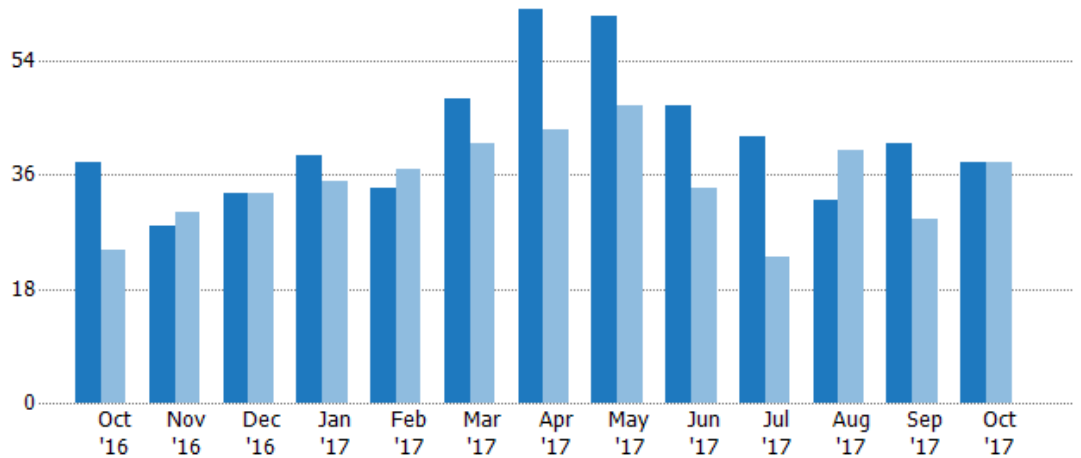
## Closed Sales

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.
Oct '17	38	0%
Oct '16	38	58.3%
Oct '15	24	50%



Current Year	38	28	33	39	34	48	62	61	47	42	32	41	38
Prior Year	24	30	33	35	37	41	43	47	34	23	40	29	38
Percent Change from Prior Year	58%	-7%	0%	11%	-8%	17%	44%	30%	38%	83%	-20%	41%	0%

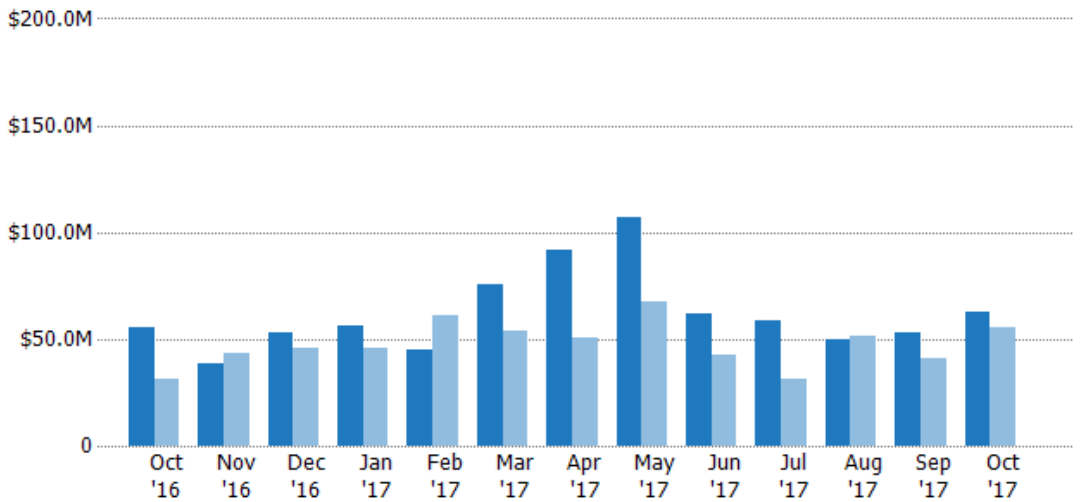
## Closed Sales Volume

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.
Oct '17	\$62.5M	12.6%
Oct '16	\$55.5M	75.6%
Oct '15	\$31.6M	66.5%



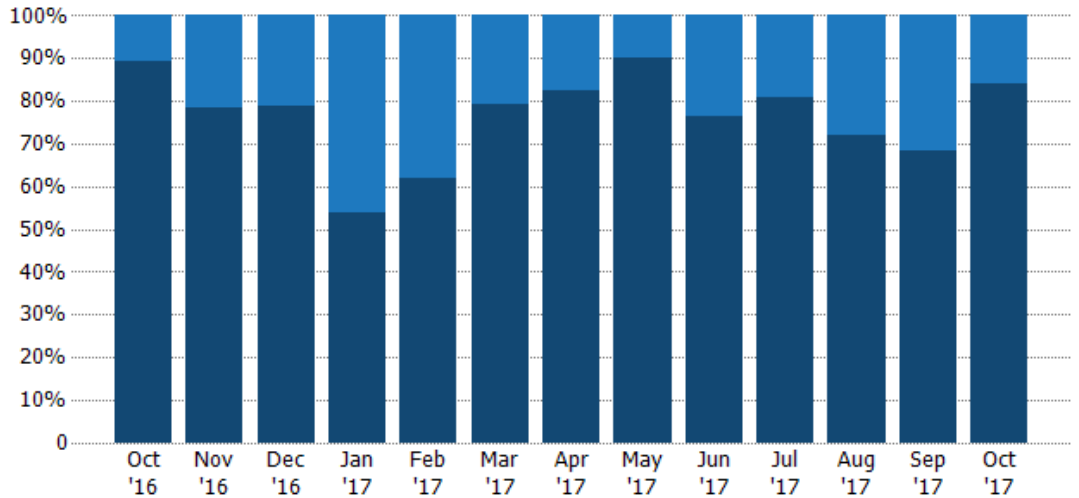
Current Year	\$55.5M	\$38.3M	\$52.9M	\$55.9M	\$44.7M	\$75.8M	\$91.8M	\$107M	\$62M	\$58.4M	\$49.7M	\$52.9M	\$62.5M
Prior Year	\$31.6M	\$43.3M	\$45.6M	\$45.5M	\$61.4M	\$54.1M	\$50.9M	\$67.5M	\$42.8M	\$31.3M	\$51.8M	\$41.3M	\$55.5M
Percent Change from Prior Year	76%	-12%	16%	23%	-27%	40%	80%	58%	45%	87%	-4%	28%	13%

## 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



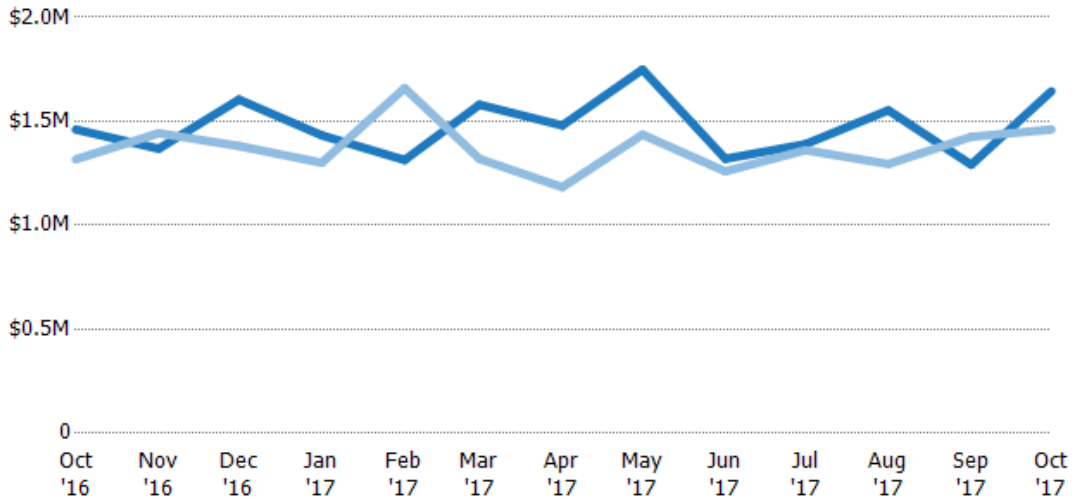
Condo/Townhouse	11%	21%	21%	46%	38%	21%	18%	10%	23%	19%	28%	32%	16%
Single Family Residence	89%	79%	79%	54%	62%	79%	82%	90%	77%	81%	72%	68%	84%

## 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



Current Year	\$1.46M	\$1.37M	\$1.6M	\$1.43M	\$1.31M	\$1.58M	\$1.48M	\$1.75M	\$1.32M	\$1.39M	\$1.55M	\$1.29M	\$1.64M
Prior Year	\$1.32M	\$1.44M	\$1.38M	\$1.3M	\$1.66M	\$1.32M	\$1.18M	\$1.44M	\$1.26M	\$1.36M	\$1.29M	\$1.43M	\$1.46M
Percent Change from Prior Year	11%	-5%	16%	10%	-21%	20%	25%	22%	5%	2%	20%	-9%	13%

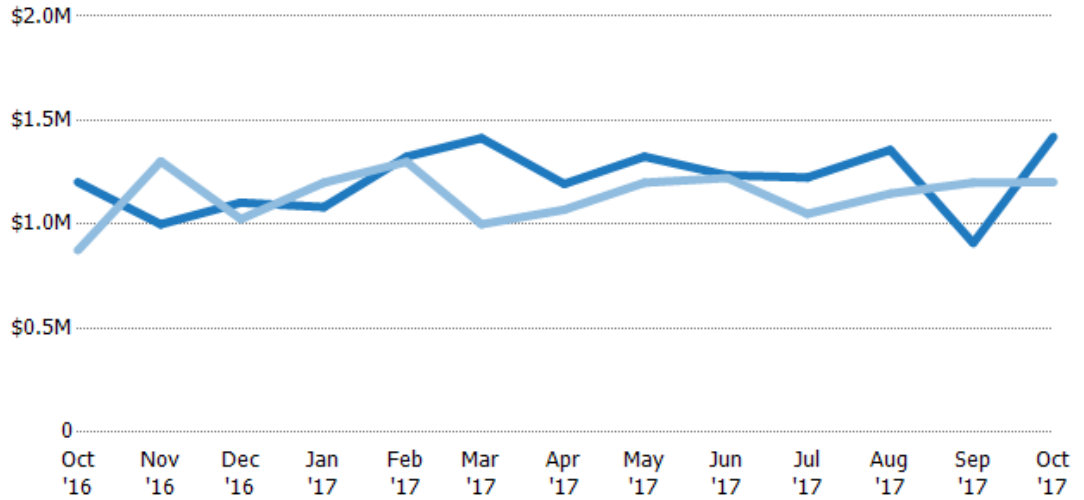
## Median Sales Price

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.
Oct '17	\$1.42M	18.1%
Oct '16	\$1.2M	37.4%
Oct '15	\$875K	63.2%



Current Year	\$1.2M	\$1M	\$1.1M	\$1.08M	\$1.33M	\$1.41M	\$1.19M	\$1.33M	\$1.24M	\$1.23M	\$1.36M	\$910K	\$1.42M
Prior Year	\$875K	\$1.3M	\$1.03M	\$1.2M	\$1.3M	\$1M	\$1.07M	\$1.2M	\$1.22M	\$1.05M	\$1.15M	\$1.2M	\$1.2M
Percent Change from Prior Year	37%	-23%	8%	-10%	2%	41%	12%	10%	1%	17%	18%	-24%	18%

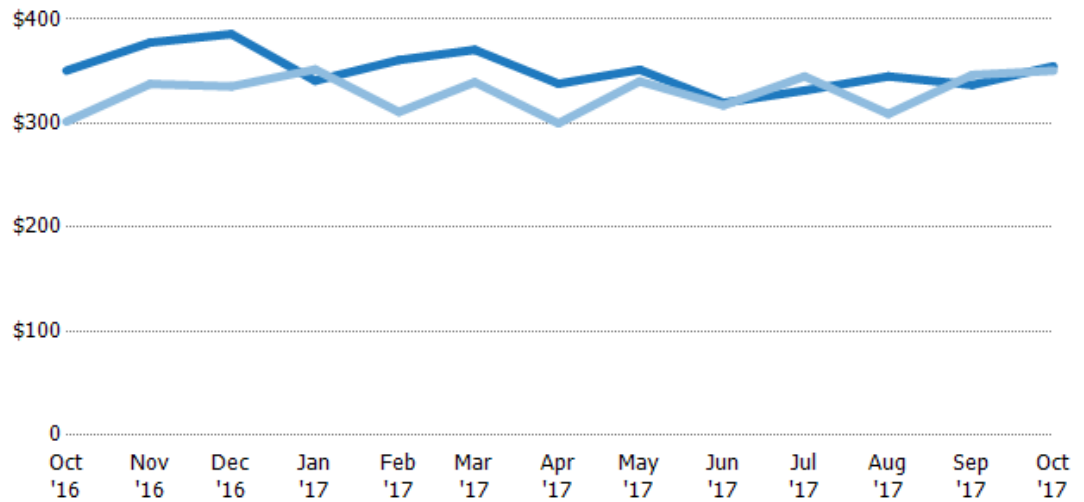
## Average Sales Price per Sq Ft

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.
Oct '17	\$355	1.2%
Oct '16	\$351	16.3%
Oct '15	\$302	14.5%



Current Year	\$351	\$378	\$386	\$341	\$361	\$371	\$338	\$352	\$320	\$332	\$345	\$337	\$355
Prior Year	\$302	\$338	\$335	\$352	\$311	\$339	\$300	\$340	\$317	\$345	\$309	\$347	\$351
Percent Change from Prior Year	16%	12%	15%	-3%	16%	9%	13%	3%	1%	-4%	12%	-3%	1%

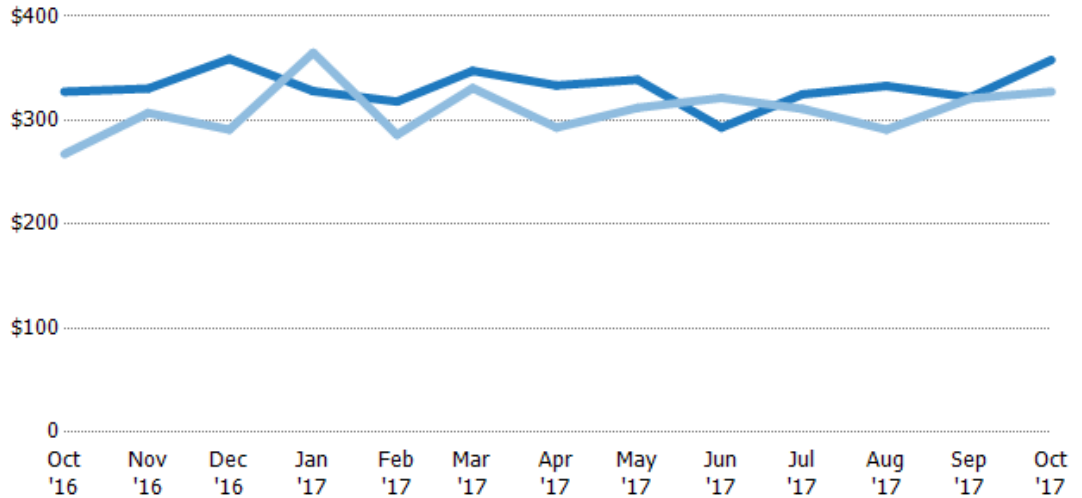
## Median Sales Price per Sq Ft

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.
Oct '17	\$358	9.3%
Oct '16	\$328	22.4%
Oct '15	\$268	14.4%



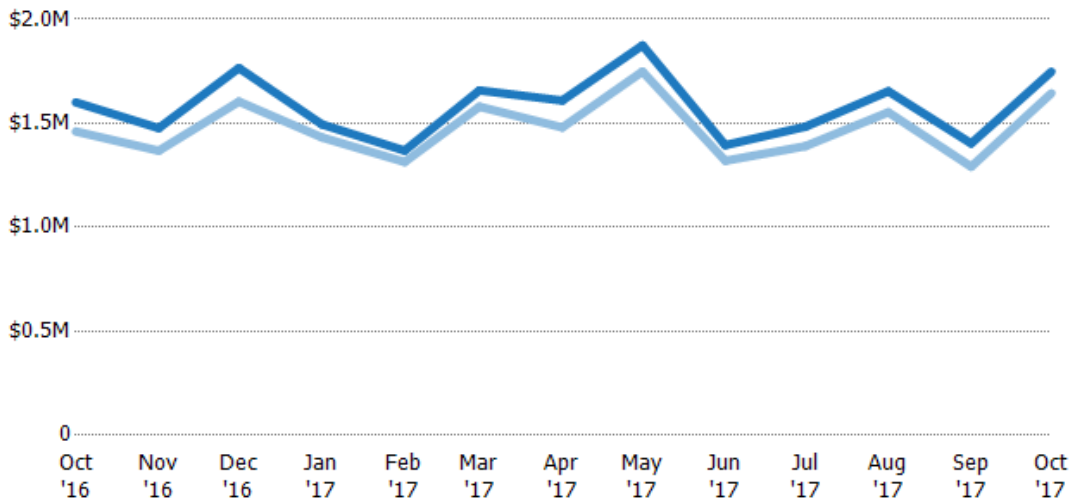
Current Year	\$328	\$331	\$359	\$328	\$318	\$348	\$334	\$339	\$293	\$325	\$333	\$322	\$358
Prior Year	\$268	\$307	\$291	\$365	\$286	\$331	\$293	\$312	\$322	\$311	\$291	\$321	\$328
Percent Change from Prior Year	22%	8%	23%	-10%	11%	5%	14%	9%	-9%	5%	14%	0%	9%

## 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, Single  
Family Residence



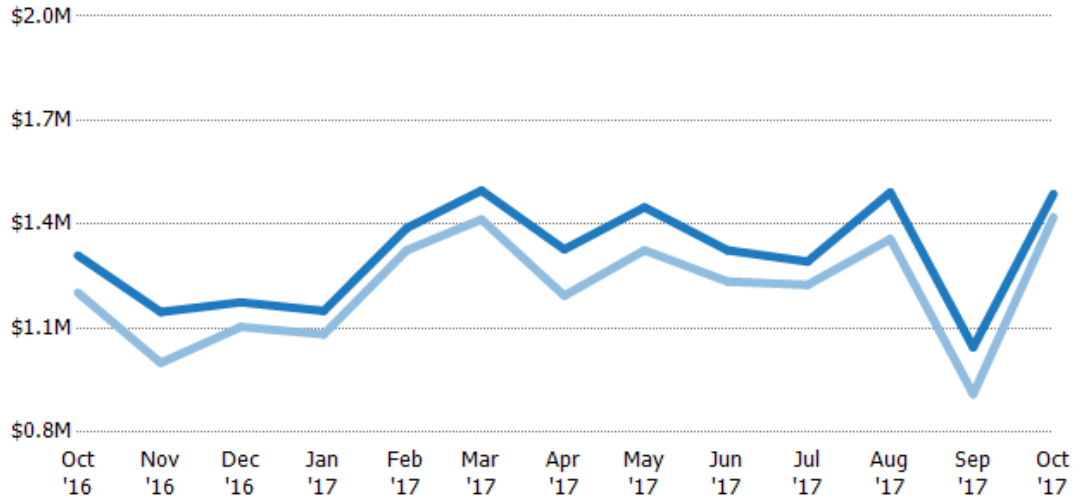
Avg List Price	\$1.6M	\$1.48M	\$1.77M	\$1.5M	\$1.37M	\$1.66M	\$1.61M	\$1.87M	\$1.39M	\$1.48M	\$1.65M	\$1.4M	\$1.75M
Avg Sales Price	\$1.46M	\$1.37M	\$1.6M	\$1.43M	\$1.31M	\$1.58M	\$1.48M	\$1.75M	\$1.32M	\$1.39M	\$1.55M	\$1.29M	\$1.64M
Avg Sales Price as a % of Avg List Price	91%	93%	91%	96%	96%	95%	92%	93%	95%	94%	94%	92%	94%

## 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



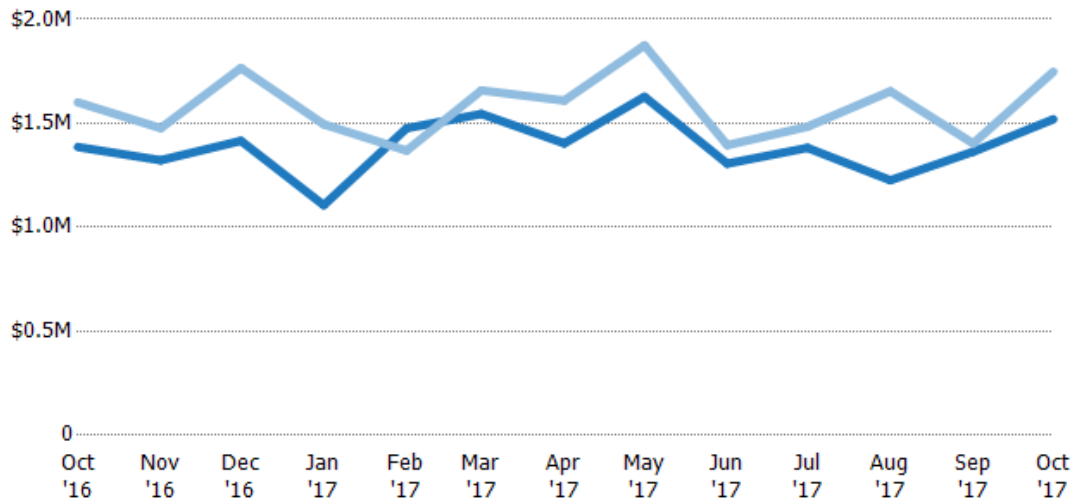
	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Median List Price	\$1.31M	\$1.15M	\$1.18M	\$1.15M	\$1.39M	\$1.5M	\$1.33M	\$1.45M	\$1.33M	\$1.29M	\$1.49M	\$1.05M	\$1.49M
Median Sales Price	\$1.2M	\$1M	\$1.1M	\$1.08M	\$1.33M	\$1.41M	\$1.19M	\$1.33M	\$1.24M	\$1.23M	\$1.36M	\$910K	\$1.42M
Med Sales Price as a % of Med List Price	92%	87%	94%	94%	95%	94%	90%	91%	93%	95%	91%	87%	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



	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Avg Est Value	\$1.39M	\$1.32M	\$1.42M	\$1.11M	\$1.48M	\$1.54M	\$1.4M	\$1.63M	\$1.31M	\$1.38M	\$1.23M	\$1.36M	\$1.52M
Avg Sales Price	\$1.6M	\$1.48M	\$1.77M	\$1.5M	\$1.37M	\$1.66M	\$1.61M	\$1.87M	\$1.39M	\$1.48M	\$1.65M	\$1.4M	\$1.75M
Avg Sales Price as a % of Avg Est Value	115%	112%	125%	135%	93%	107%	115%	115%	107%	107%	135%	103%	115%

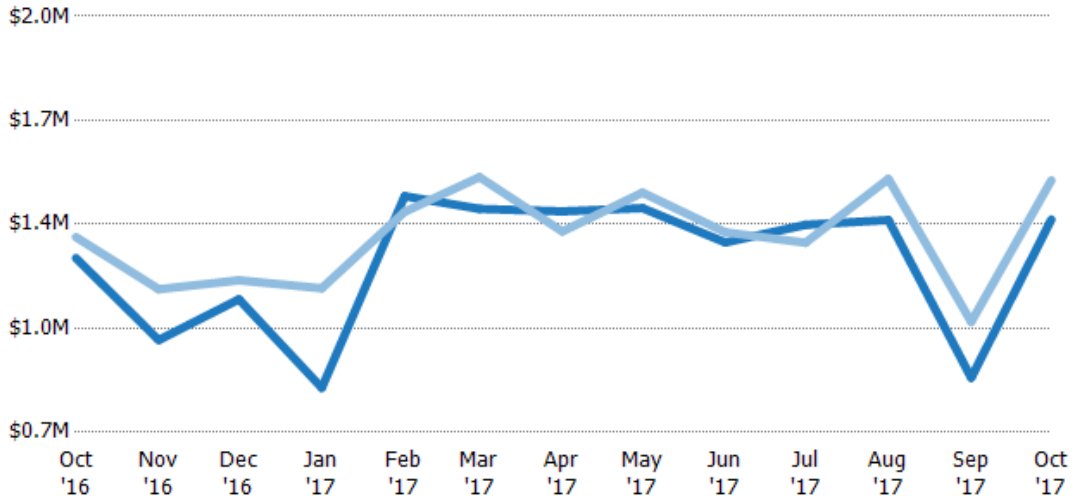


## Median Sales Price vs Median Est Value

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



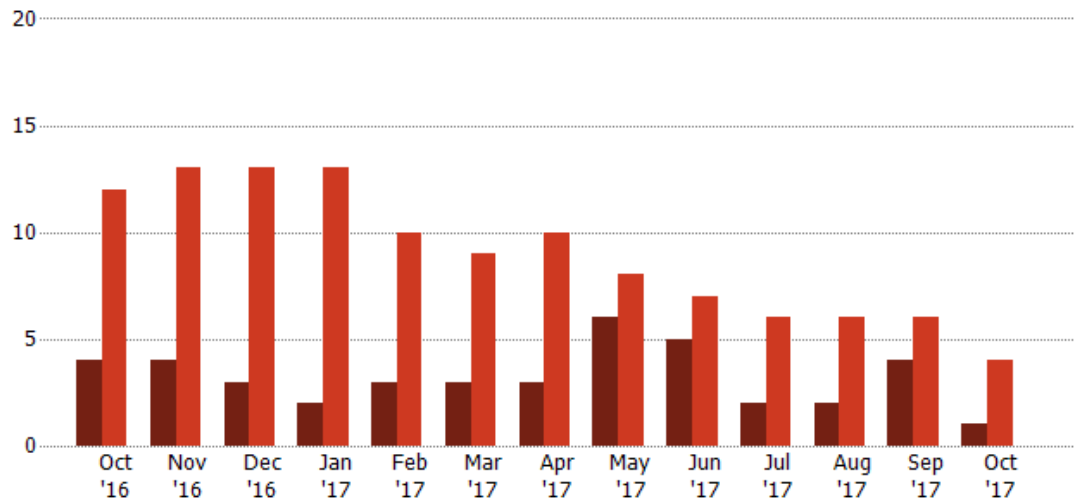
	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Median Est Value	\$1.24M	\$988K	\$1.12M	\$839K	\$1.44M	\$1.4M	\$1.39M	\$1.4M	\$1.29M	\$1.35M	\$1.36M	\$870K	\$1.36M
Median Sales Price	\$1.31M	\$1.15M	\$1.18M	\$1.15M	\$1.39M	\$1.5M	\$1.33M	\$1.45M	\$1.33M	\$1.29M	\$1.49M	\$1.05M	\$1.49M
Med Sales Price as a % of Med Est Value	105%	116%	105%	137%	97%	107%	95%	103%	102%	96%	109%	120%	109%

## 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



Month/Year	Count	% Chg.
Oct '17	1	-75%
Oct '16	4	-66.7%
Oct '15	12	-8.3%

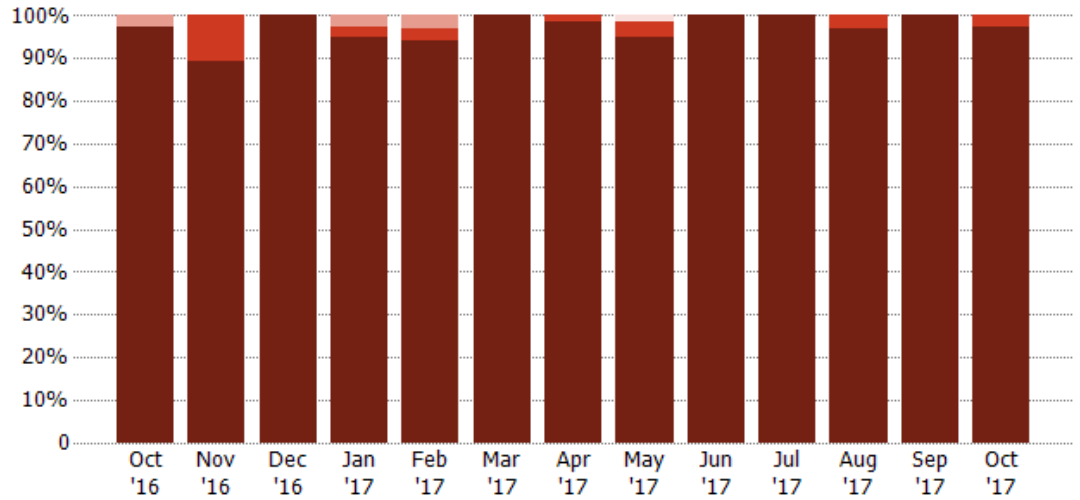
	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Current Year	4	4	3	2	3	3	3	6	5	2	2	4	1
Prior Year	12	13	13	13	10	9	10	8	7	6	6	6	4
Percent Change from Prior Year	-67%	-69%	-77%	-85%	-70%	-67%	-70%	-25%	-29%	-67%	-67%	-33%	-75%

## 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	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Pre-Foreclosure	-	-	-	-	-	-	-	2%	-	-	-	-	-
Short Sale	3%	-	-	3%	3%	-	-	-	-	-	-	-	-
Foreclosure	-	11%	-	3%	3%	-	2%	3%	-	-	3%	-	3%
Non-Distressed	97%	89%	100%	95%	94%	100%	98%	95%	100%	100%	97%	100%	97%

## Listing Activity by ZIP

Oct 2017

ZIP	Listings (Month End)	Listing Volume (Month End)	Avg Listing Price	Median Listing Price	Avg Listing Price per Sq Ft	Median Listing Price per Sq Ft	Months of Inventory	Absorption Rate %
85253	347	\$986,694,295	\$2,843,499	\$2,295,000	\$445	\$418	9	10.95 %



## Sales Activity by ZIP

Oct 2017

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	76	\$131,970,382	38	\$62,484,398	\$1,747,941	\$1,487,500	\$336	\$329	126

