



**2020**

# **PARADISE VALLEY MARKET REPORT January 2020**



Scottsdale Area Association of REALTORS®  
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ScottsdaleREALTORS.org  
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## 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 2020	Jan 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	94	114	-17.5%	949	911	+4.2%
New Listing Volume	\$229,584,598	\$299,795,695	-23.4%	\$2,309,184,417	\$2,072,209,637	+11.4%
Active Listing Count	288	390	-26.2%	N/A	N/A	
Active Listing Volume	\$946,642,028	\$1,185,898,007	-20.2%	N/A	N/A	
Average Listing Price	\$3,286,951	\$3,040,764	+8.1%	\$2,950,166	\$2,876,067	+2.6%
Median Listing Price	\$2,500,000	\$2,350,000	+6.4%	\$2,353,971	\$2,249,189	+4.7%
Average Listing Price per Sq Ft	\$514	\$471	+9.2%	\$479	\$455	+5.3%
Median Listing Price per Sq Ft	\$466	\$436	+7%	\$442	\$416	+6.2%
Median Days in RPR	98	97	+1%	103.23	108.82	-5.1%
Months of Inventory	6.4	8.9	-27.8%	7	8.3	-15.3%
Absorption Rate	15.63%	11.28%	+4.3%	14.24%	12.05%	+2.2%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	98	44	+122.7%	871	663	+31.4%
New Pending Sales Volume	\$221,388,095	\$73,863,480	+199.7%	\$1,825,400,609	\$1,172,486,580	+55.7%
Pending Sales Count	102	39	+161.5%	N/A	N/A	
Pending Sales Volume	\$255,219,775	\$70,246,984	+263.3%	N/A	N/A	
Closed Sales Count	58	41	+41.5%	596	562	+6%
Closed Sales Volume	\$112,655,477	\$70,703,125	+59.3%	\$1,143,045,186	\$944,506,863	+21%
Average Sales Price	\$1,942,336	\$1,724,466	+12.6%	\$1,917,861	\$1,680,617	+14.1%
Median Sales Price	\$1,687,500	\$1,460,000	+15.6%	\$1,498,463	\$1,451,627	+3.2%
Average Sales Price per Sq Ft	\$425	\$422	+0.8%	\$410	\$389	+5.3%
Median Sales Price per Sq Ft	\$408	\$371	+10%	\$368	\$356	+3.4%
<b>Distressed Charts Metrics</b>						
Distressed Listing Count	1	2	-50%	N/A	N/A	

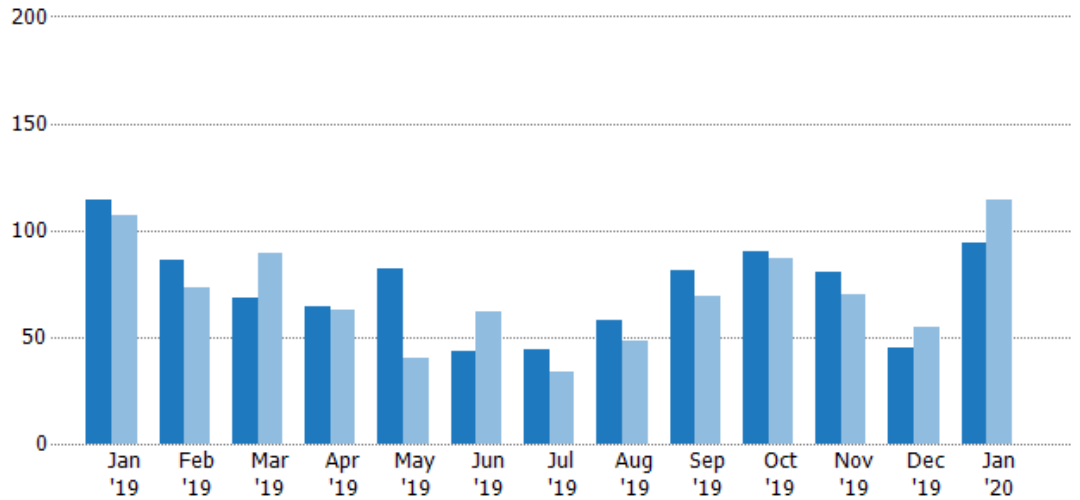
## New Listings

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,  
Mobile/Manufactured, Single Family  
Residence

Month/ Year	Count	% Chg.
Jan '20	94	-17.5%
Jan '19	114	6.5%
Jan '18	107	-26.2%



Current Year	114	86	68	64	82	43	44	58	81	90	80	45	94
Prior Year	107	73	89	63	40	62	34	48	69	87	70	55	114
Percent Change from Prior Year	7%	18%	-24%	2%	105%	-31%	29%	21%	17%	3%	14%	-18%	-18%

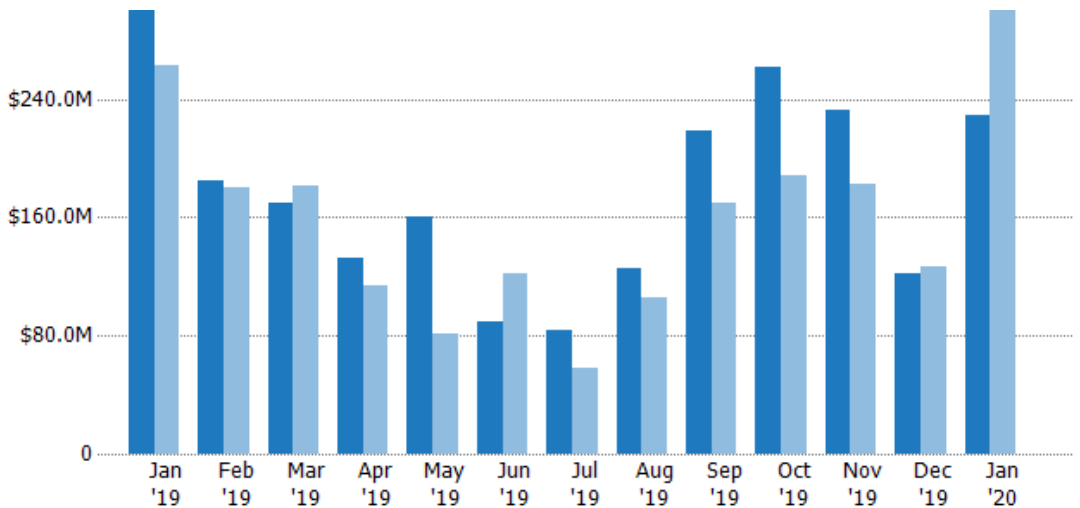
## New Listing Volume

The sum of the listing price of residential listings that were added each month.

### Filters Used

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

Month/ Year	Volume	% Chg.
Jan '20	\$230M	-23.4%
Jan '19	\$300M	13.9%
Jan '18	\$263M	-38.9%



Current Year	\$300M	\$184M	\$170M	\$132M	\$161M	\$89.7M	\$83.3M	\$125M	\$218M	\$262M	\$232M	\$122M	\$230M
Prior Year	\$263M	\$180M	\$182M	\$113M	\$81.4M	\$122M	\$58M	\$105M	\$169M	\$188M	\$182M	\$127M	\$300M
Percent Change from Prior Year	14%	2%	-6%	17%	97%	-27%	44%	19%	29%	39%	28%	-4%	-23%

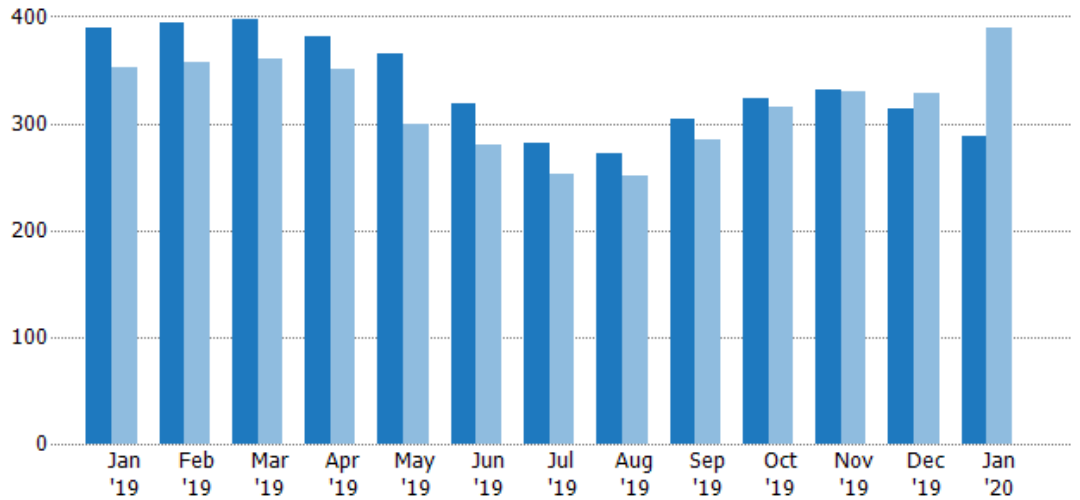
## Active Listings

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

Month/ Year	Count	% Chg.
Jan '20	288	-26.2%
Jan '19	390	10.8%
Jan '18	352	-5.1%



Current Year	390	395	398	382	366	318	282	272	304	324	331	313	288
Prior Year	352	357	360	351	300	280	253	251	284	315	330	329	390
Percent Change from Prior Year	11%	11%	11%	9%	22%	14%	11%	8%	7%	3%	0%	-5%	-26%

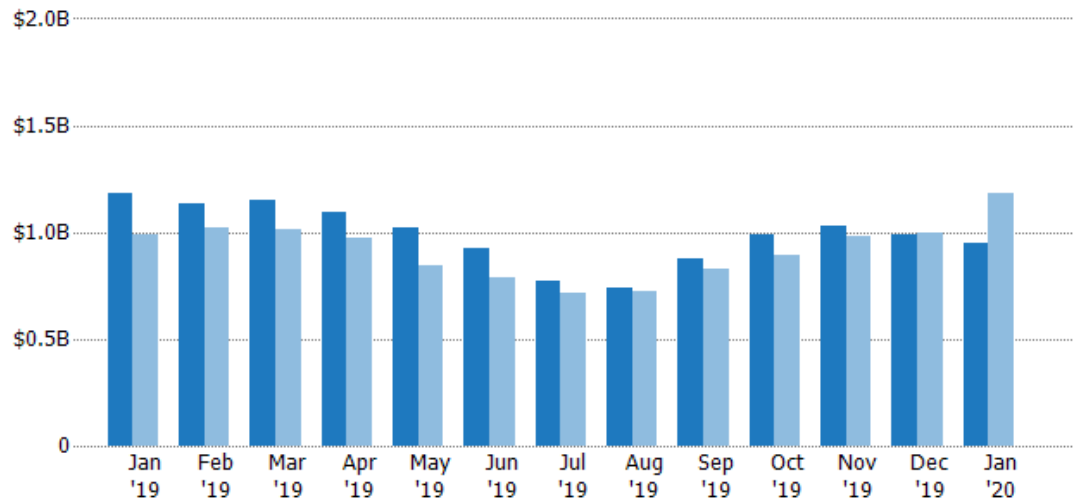
## Active Listing Volume

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

### Filters Used

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

Month/ Year	Volume	% Chg.
Jan '20	\$947M	-20.2%
Jan '19	\$1.19B	19.9%
Jan '18	\$989M	-18%



Current Year	\$1.19B	\$1.14B	\$1.15B	\$1.09B	\$1.02B	\$928M	\$772M	\$743M	\$875M	\$993M	\$1.03B	\$992M	\$947M
Prior Year	\$989M	\$1.02B	\$1.01B	\$970M	\$842M	\$787M	\$717M	\$719M	\$828M	\$896M	\$979M	\$996M	\$1.19B
Percent Change from Prior Year	20%	11%	14%	12%	22%	18%	8%	3%	6%	11%	5%	0%	-20%

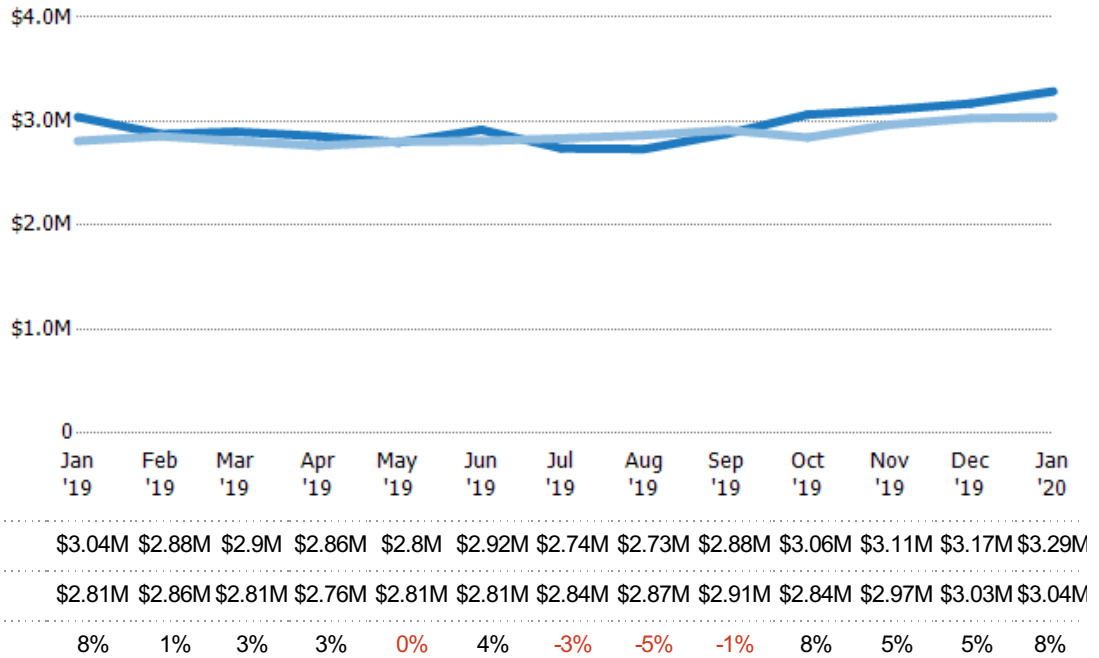
## Average Listing Price

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.
Jan '20	\$3.29M	8.1%
Jan '19	\$3.04M	8.2%
Jan '18	\$2.81M	-13.6%



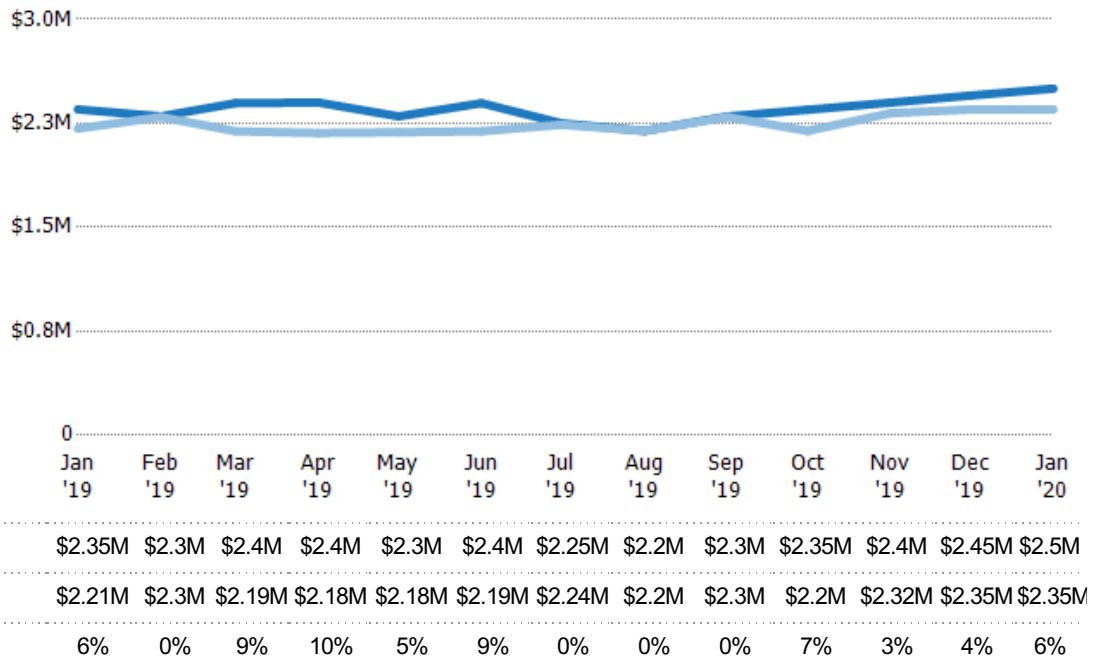
## Median Listing Price

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

Month/ Year	Price	% Chg.
Jan '20	\$2.5M	6.4%
Jan '19	\$2.35M	6.2%
Jan '18	\$2.21M	-9.8%



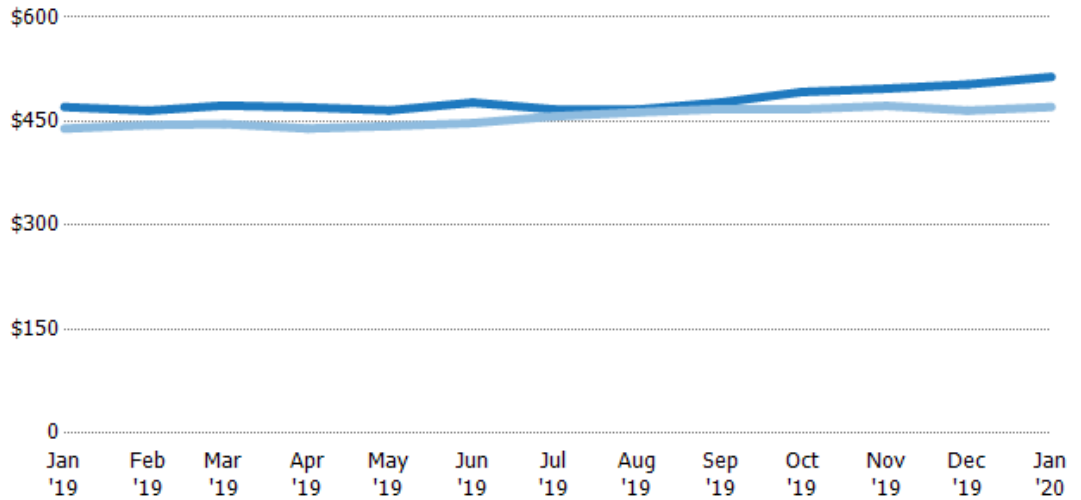
## Average Listing Price per Sq Ft

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.
Jan '20	\$514	9.2%
Jan '19	\$471	7.1%
Jan '18	\$439	-9.1%



Current Year	\$471	\$465	\$473	\$470	\$466	\$477	\$467	\$467	\$477	\$492	\$497	\$503	\$514
Prior Year	\$439	\$445	\$446	\$440	\$443	\$447	\$457	\$463	\$468	\$467	\$472	\$465	\$471
Percent Change from Prior Year	7%	5%	6%	7%	5%	7%	2%	1%	2%	5%	5%	8%	9%

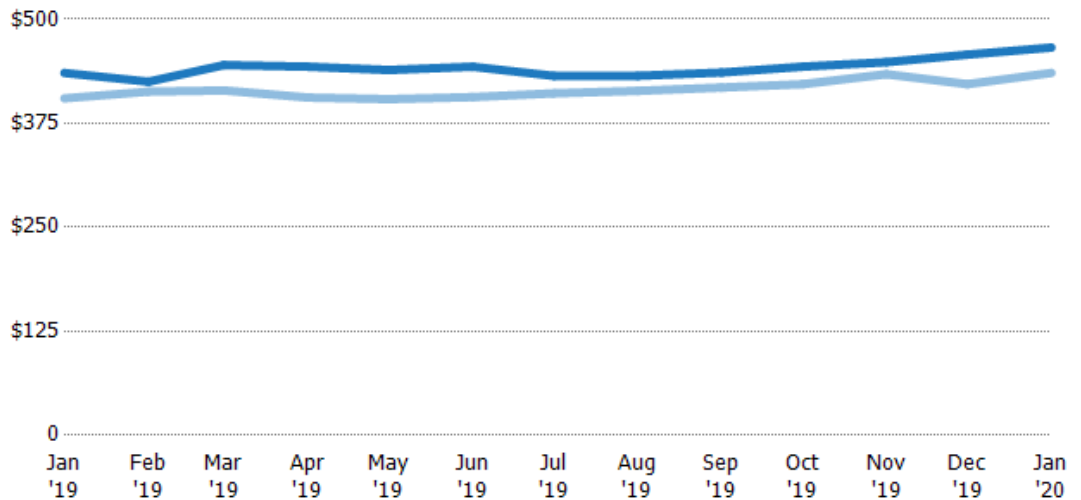
## Median Listing Price per Sq Ft

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.
Jan '20	\$466	7%
Jan '19	\$436	7.5%
Jan '18	\$405	-9.4%



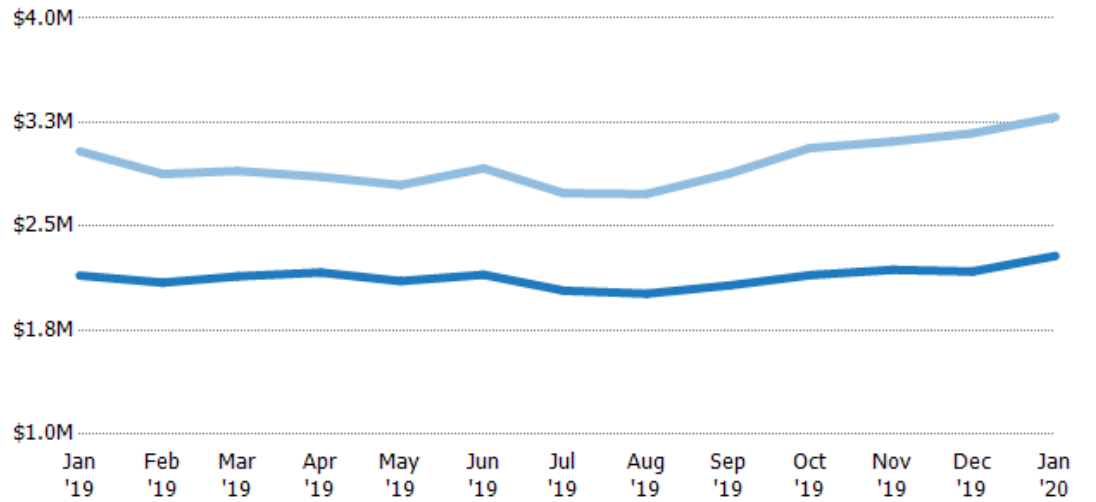
Current Year	\$436	\$425	\$445	\$443	\$439	\$443	\$432	\$432	\$436	\$443	\$449	\$458	\$466
Prior Year	\$405	\$413	\$415	\$406	\$404	\$407	\$411	\$414	\$418	\$422	\$434	\$422	\$436
Percent Change from Prior Year	8%	3%	7%	9%	9%	9%	5%	4%	4%	5%	3%	8%	7%

## Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

### Filters Used

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



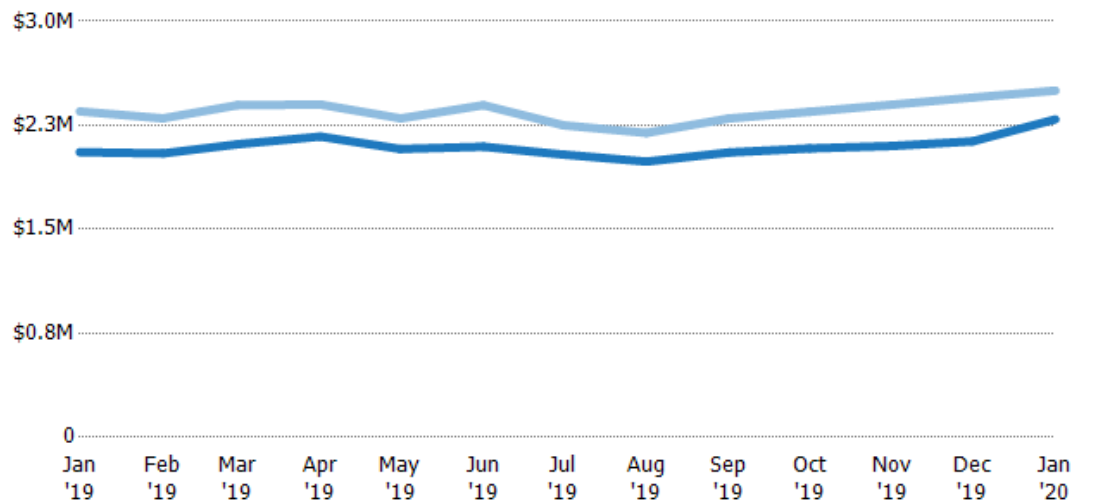
Avg Est Value	\$2.14M	\$2.09M	\$2.14M	\$2.17M	\$2.1M	\$2.15M	\$2.04M	\$2.01M	\$2.07M	\$2.15M	\$2.19M	\$2.17M	\$2.29M
Avg Listing Price	\$3.04M	\$2.88M	\$2.9M	\$2.86M	\$2.8M	\$2.92M	\$2.74M	\$2.73M	\$2.88M	\$3.06M	\$3.11M	\$3.17M	\$3.29M
Avg Listing Price as a % of Avg Est Value	142%	137%	136%	132%	133%	136%	135%	136%	139%	143%	142%	146%	144%

## Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

### Filters Used

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



Median Est Value	\$2.06M	\$2.05M	\$2.11M	\$2.17M	\$2.08M	\$2.1M	\$2.04M	\$1.99M	\$2.05M	\$2.08M	\$2.1M	\$2.13M	\$2.29M
Median Listing Price	\$2.35M	\$2.3M	\$2.4M	\$2.4M	\$2.3M	\$2.4M	\$2.25M	\$2.2M	\$2.3M	\$2.35M	\$2.4M	\$2.45M	\$2.5M
Med Listing Price as a % of Med Est Value	114%	112%	113%	111%	111%	114%	110%	110%	112%	113%	114%	115%	109%

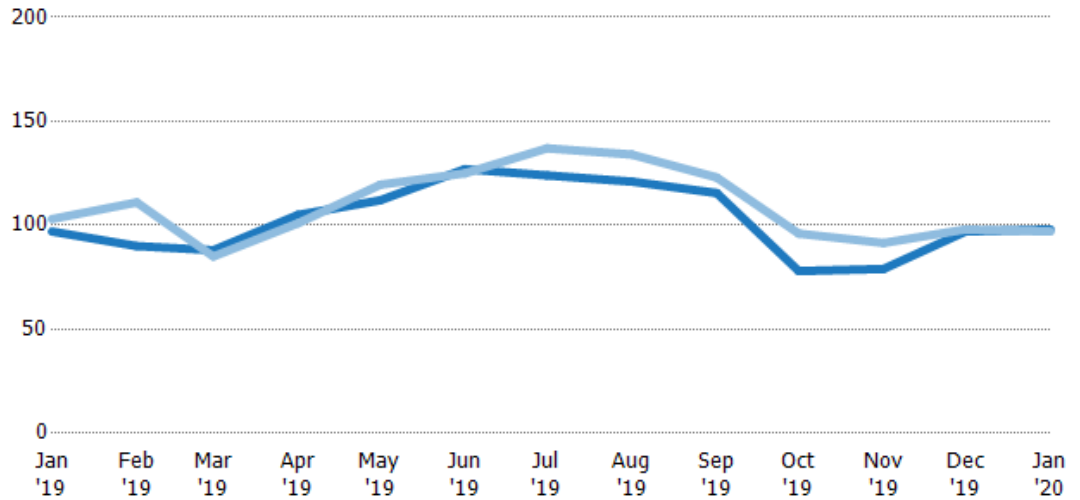
## Median Days in RPR

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.
Jan '20	98	1%
Jan '19	97	-5.8%
Jan '18	103	5.8%



Current Year	97	90	88	105	112	127	124	121	116	78	79	97	98
Prior Year	103	111	85	101	120	125	137	134	123	96	91.5	98	97
Percent Change from Prior Year	-6%	-19%	4%	4%	-6%	2%	-9%	-10%	-6%	-19%	-14%	-1%	1%

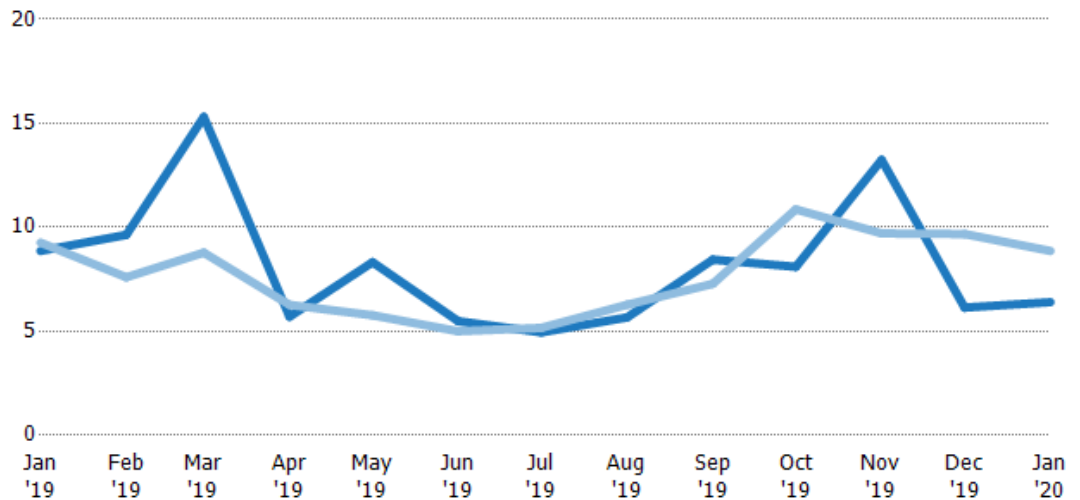
## Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

### Filters Used

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

Month/ Year	Months	% Chg.
Jan '20	6.4	-27.8%
Jan '19	8.86	-4.3%
Jan '18	9.26	20.2%



Current Year	8.86	9.63	15.3	5.7	8.32	5.48	4.95	5.67	8.44	8.1	13.2	6.14	6.4
Prior Year	9.26	7.6	8.78	6.27	5.77	5	5.16	6.28	7.28	10.9	9.71	9.68	8.86
Percent Change from Prior Year	-4%	27%	74%	-9%	44%	10%	-4%	-10%	16%	-25%	36%	-37%	-28%



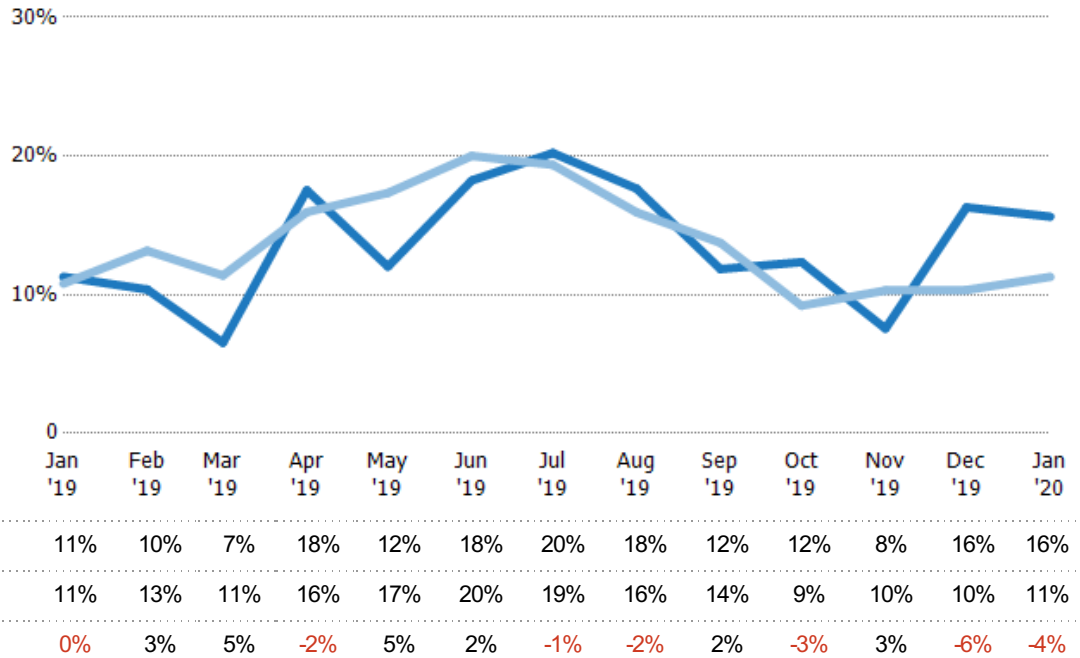
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

Month/ Year	Rate	Chg.
Jan '20	16%	-4.3%
Jan '19	11%	-0.5%
Jan '18	11%	-16.8%

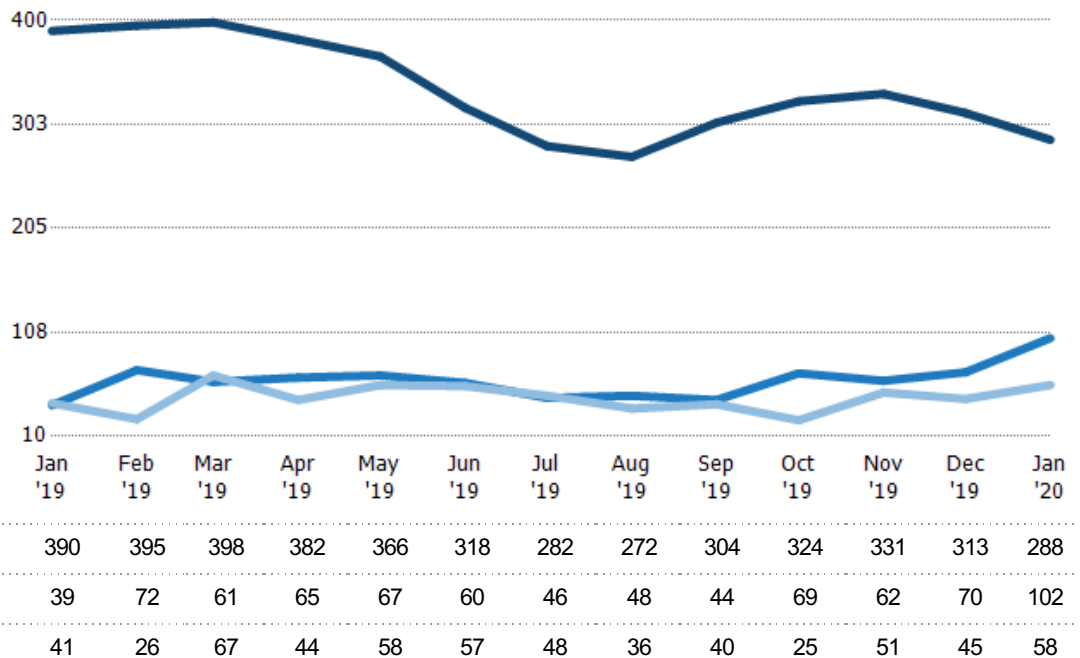


## Active/Pending/Sold Units

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



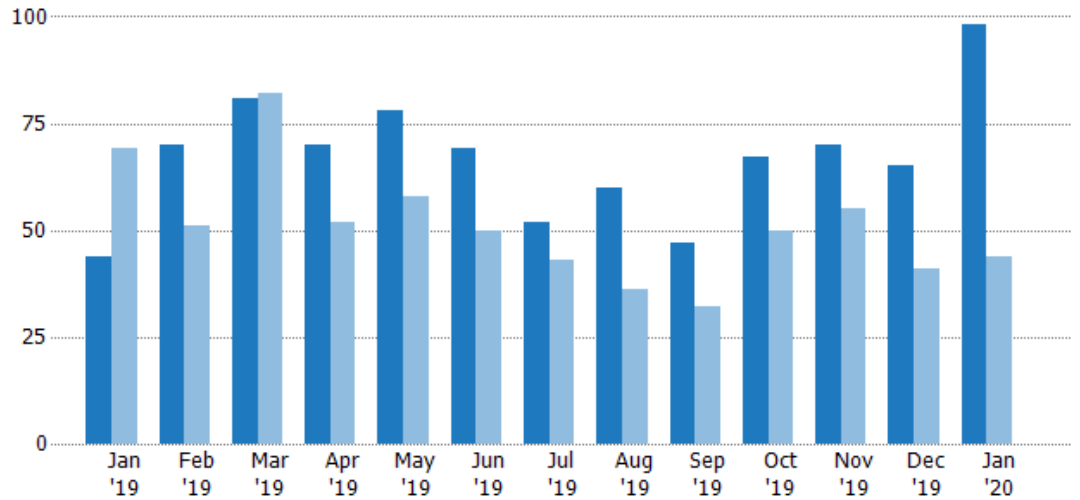
## New Pending Sales

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

### Filters Used

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

Month/ Year	Count	% Chg.
Jan '20	98	122.7%
Jan '19	44	-36.2%
Jan '18	69	-40.6%



Current Year	44	70	81	70	78	69	52	60	47	67	70	65	98
Prior Year	69	51	82	52	58	50	43	36	32	50	55	41	44
Percent Change from Prior Year	-36%	37%	-1%	35%	34%	38%	21%	67%	47%	34%	27%	59%	123%

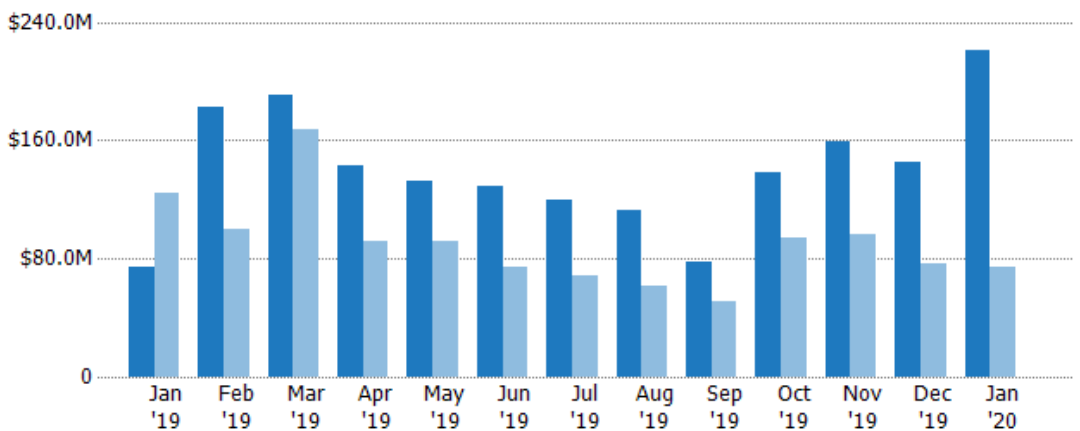
## New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

### Filters Used

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

Month/ Year	Volume	% Chg.
Jan '20	\$221M	199.7%
Jan '19	\$73.9M	-40.8%
Jan '18	\$125M	-46.4%



Current Year	\$73.9M	\$182M	\$190M	\$143M	\$132M	\$129M	\$120M	\$112M	\$77.5M	\$138M	\$160M	\$146M	\$221M
Prior Year	\$125M	\$100M	\$167M	\$91.2M	\$92.1M	\$74.1M	\$68.9M	\$61.8M	\$51.2M	\$94.3M	\$95.8M	\$76.8M	\$73.9M
Percent Change from Prior Year	-41%	82%	14%	57%	43%	74%	74%	81%	51%	47%	67%	90%	200%

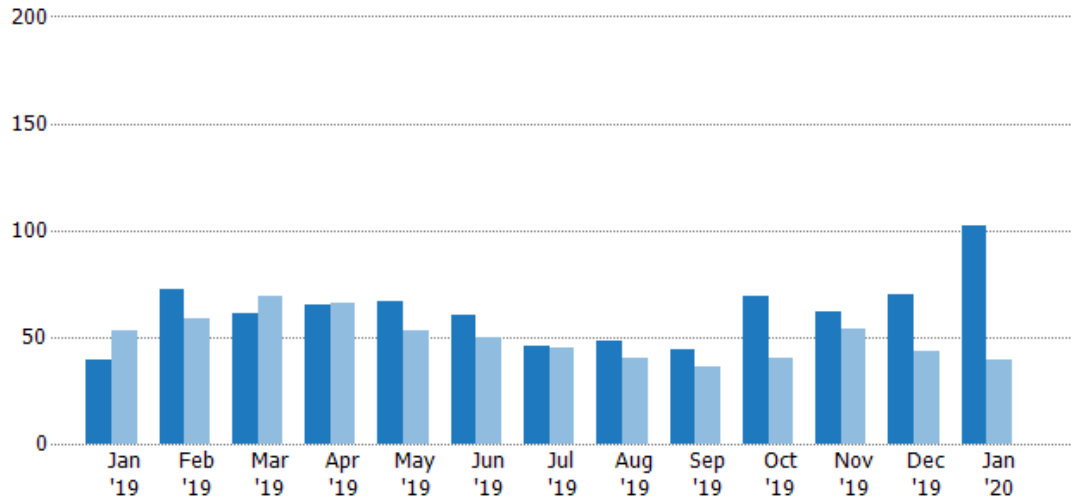
## Pending Sales

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

Month/ Year	Count	% Chg.
Jan '20	102	161.5%
Jan '19	39	-26.4%
Jan '18	53	-34%



Current Year	39	72	61	65	67	60	46	48	44	69	62	70	102
Prior Year	53	59	69	66	53	50	45	40	36	40	54	43	39
Percent Change from Prior Year	-26%	22%	-12%	-2%	26%	20%	2%	20%	22%	73%	15%	63%	162%

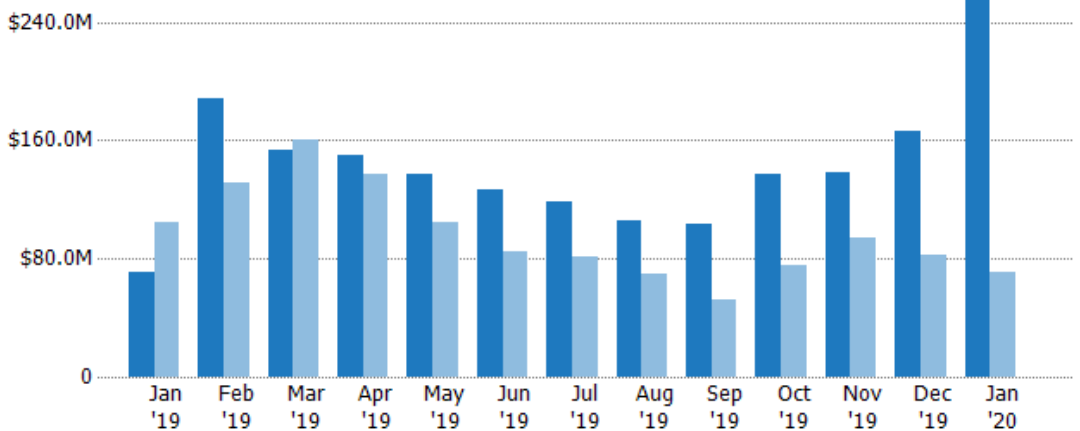
## Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

### Filters Used

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

Month/ Year	Volume	% Chg.
Jan '20	\$255M	263.3%
Jan '19	\$70.2M	-32.9%
Jan '18	\$105M	-46.7%



Current Year	\$70.2M	\$188M	\$153M	\$150M	\$137M	\$126M	\$119M	\$105M	\$103M	\$137M	\$138M	\$166M	\$255M
Prior Year	\$105M	\$132M	\$160M	\$138M	\$104M	\$84.4M	\$81.2M	\$69.1M	\$52.2M	\$75.6M	\$94M	\$82.2M	\$70.2M
Percent Change from Prior Year	-33%	43%	-4%	9%	32%	49%	46%	53%	98%	81%	47%	102%	263%

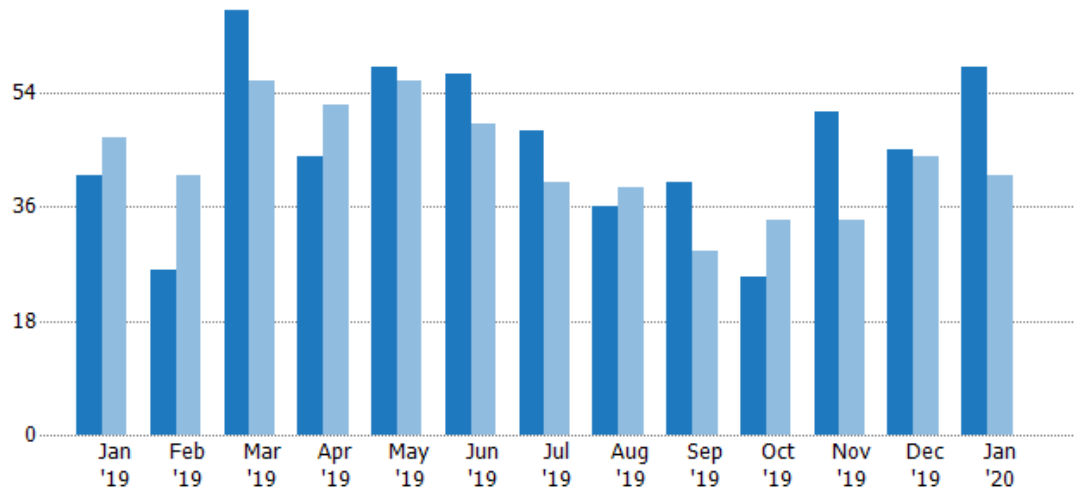
## Closed Sales

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.
Jan '20	58	41.5%
Jan '19	41	-12.8%
Jan '18	47	-19.1%



Current Year	41	26	67	44	58	57	48	36	40	25	51	45	58
Prior Year	47	41	56	52	56	49	40	39	29	34	34	44	41
Percent Change from Prior Year	-13%	-37%	20%	-15%	4%	16%	20%	-8%	38%	-26%	50%	2%	41%

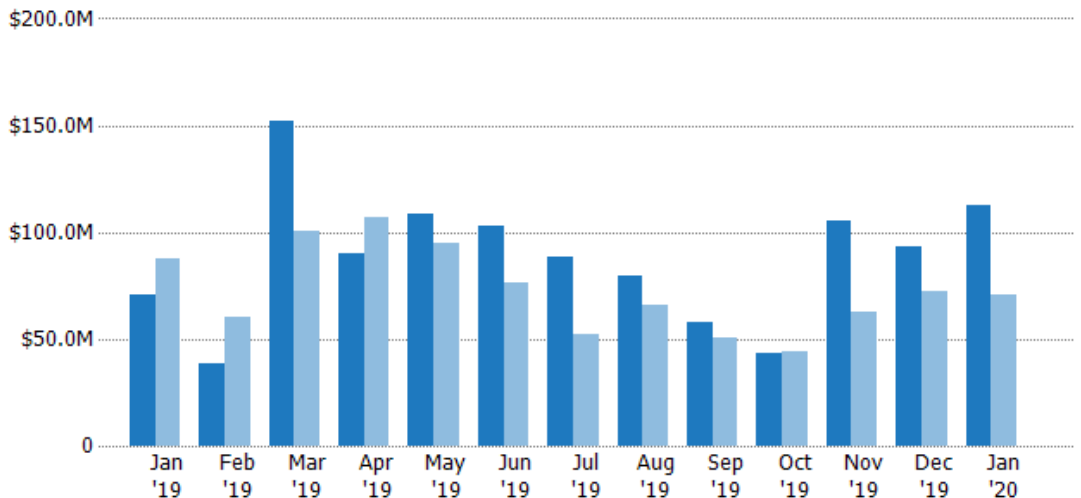
## Closed Sales Volume

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

### Filters Used

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

Month/ Year	Volume	% Chg.
Jan '20	\$113M	59.3%
Jan '19	\$70.7M	-19.7%
Jan '18	\$88M	-37.1%



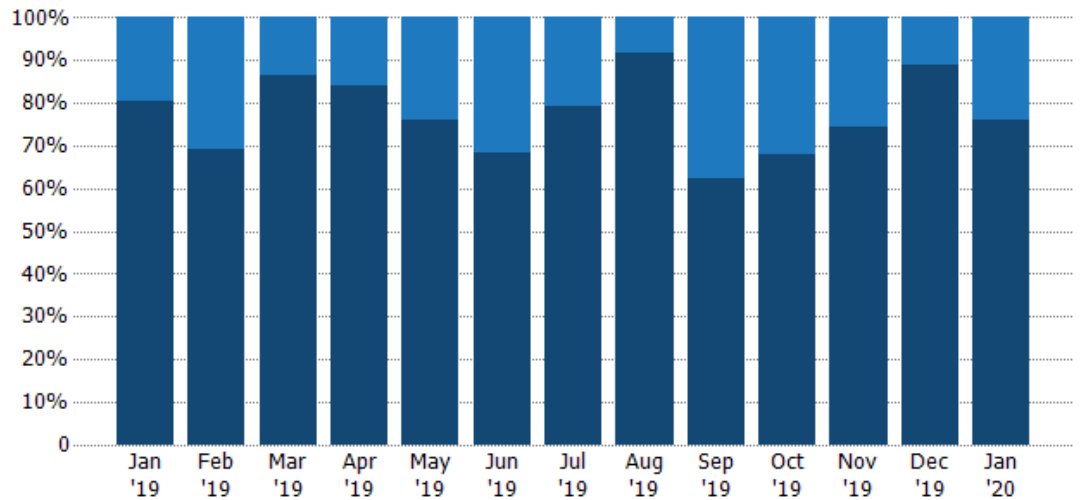
Current Year	\$70.7M	\$38.8M	\$152M	\$89.8M	\$108M	\$103M	\$88.5M	\$79.5M	\$58.1M	\$43.2M	\$105M	\$93.2M	\$113M
Prior Year	\$88M	\$60.2M	\$100M	\$107M	\$95.1M	\$76.1M	\$52M	\$65.8M	\$50.4M	\$44.3M	\$62.3M	\$72.7M	\$70.7M
Percent Change from Prior Year	-20%	-36%	52%	-16%	14%	35%	70%	21%	15%	-2%	68%	28%	59%

## Closed Sales by Property Type

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

### Filters Used

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



Condo/Townhouse

20% 31% 13% 16% 24% 32% 21% 8% 38% 32% 25% 11% 24%

Single Family Residence

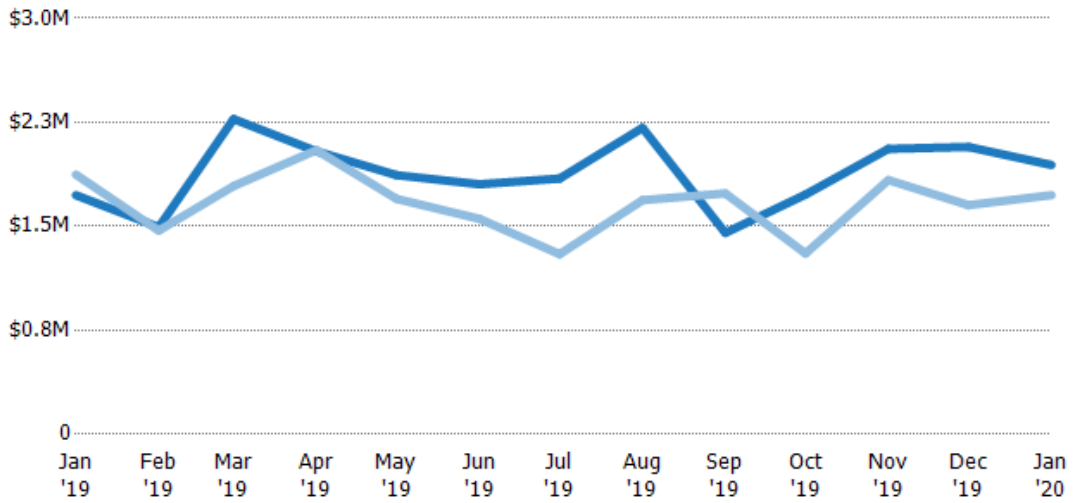
80% 69% 87% 84% 76% 68% 79% 92% 63% 68% 75% 89% 76%

## Average Sales Price

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

### Filters Used

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



Current Year

\$1.72M \$1.49M \$2.27M \$2.04M \$1.87M \$1.8M \$1.84M \$2.21M \$1.45M \$1.73M \$2.06M \$2.07M \$1.94M

Prior Year

\$1.87M \$1.47M \$1.79M \$2.05M \$1.7M \$1.55M \$1.3M \$1.69M \$1.74M \$1.3M \$1.83M \$1.65M \$1.72M

Percent Change from Prior Year

-8% 2% 27% 0% 10% 16% 42% 31% -16% 33% 12% 25% 13%

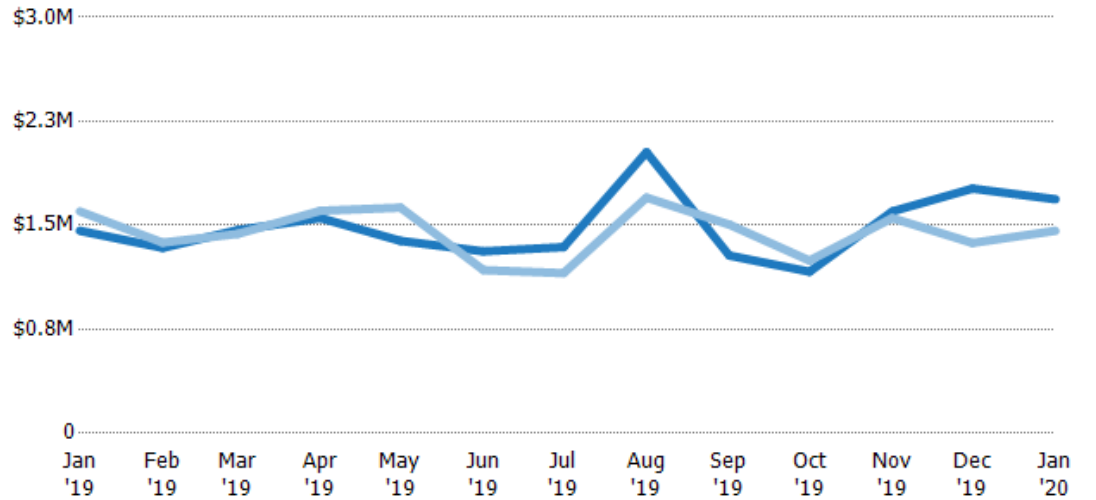
## Median Sales Price

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

### Filters Used

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

Month/ Year	Price	% Chg.
Jan '20	\$1.69M	15.6%
Jan '19	\$1.46M	-8.8%
Jan '18	\$1.6M	-30.2%



Current Year	\$1.46M	\$1.34M	\$1.47M	\$1.55M	\$1.39M	\$1.31M	\$1.34M	\$2.03M	\$1.28M	\$1.17M	\$1.6M	\$1.77M	\$1.69M
Prior Year	\$1.6M	\$1.38M	\$1.44M	\$1.6M	\$1.63M	\$1.18M	\$1.16M	\$1.7M	\$1.51M	\$1.25M	\$1.55M	\$1.37M	\$1.46M
Percent Change from Prior Year	-9%	-3%	2%	-3%	-15%	11%	16%	19%	-15%	-6%	3%	29%	16%

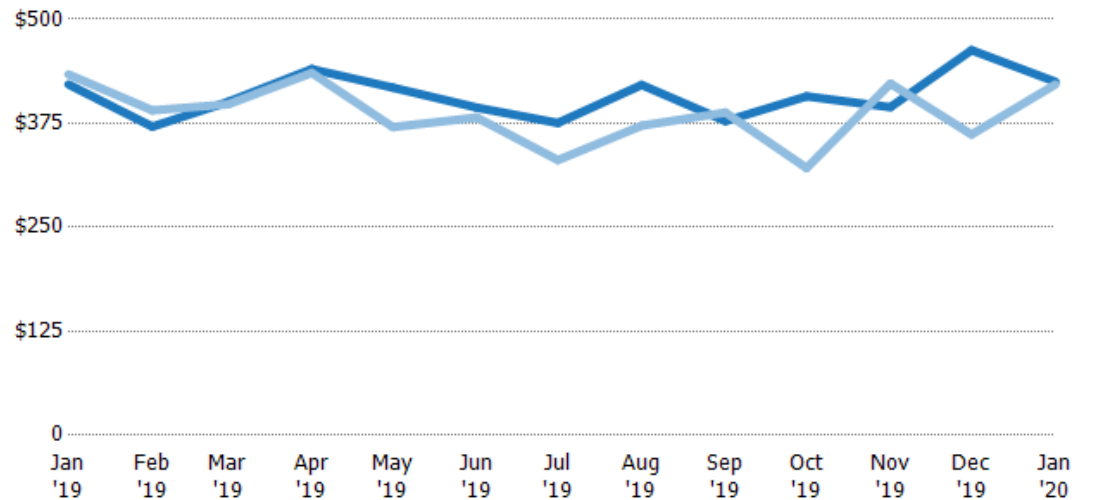
## Average Sales Price per Sq Ft

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.
Jan '20	\$425	0.8%
Jan '19	\$422	-2.8%
Jan '18	\$434	-20.2%



Current Year	\$422	\$371	\$401	\$440	\$418	\$394	\$375	\$421	\$378	\$407	\$394	\$463	\$425
Prior Year	\$434	\$391	\$398	\$436	\$370	\$382	\$331	\$372	\$388	\$321	\$423	\$362	\$422
Percent Change from Prior Year	-3%	-5%	1%	1%	13%	3%	13%	13%	-3%	27%	-7%	28%	1%

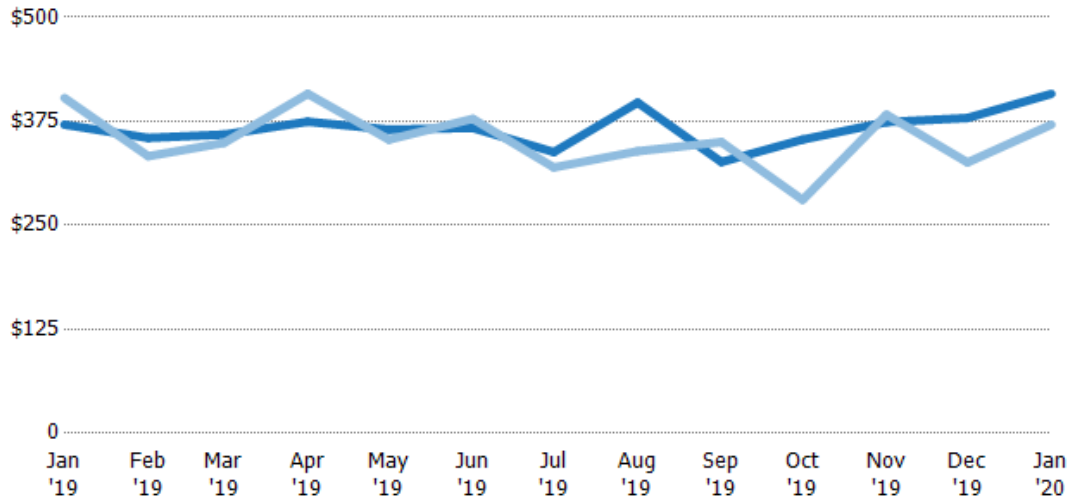
## Median Sales Price per Sq Ft

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,  
Mobile/Manufactured, Single Family  
Residence

Month/ Year	Price/sq ft	% Chg.
Jan '20	\$408	10%
Jan '19	\$371	-7.9%
Jan '18	\$403	-14.6%



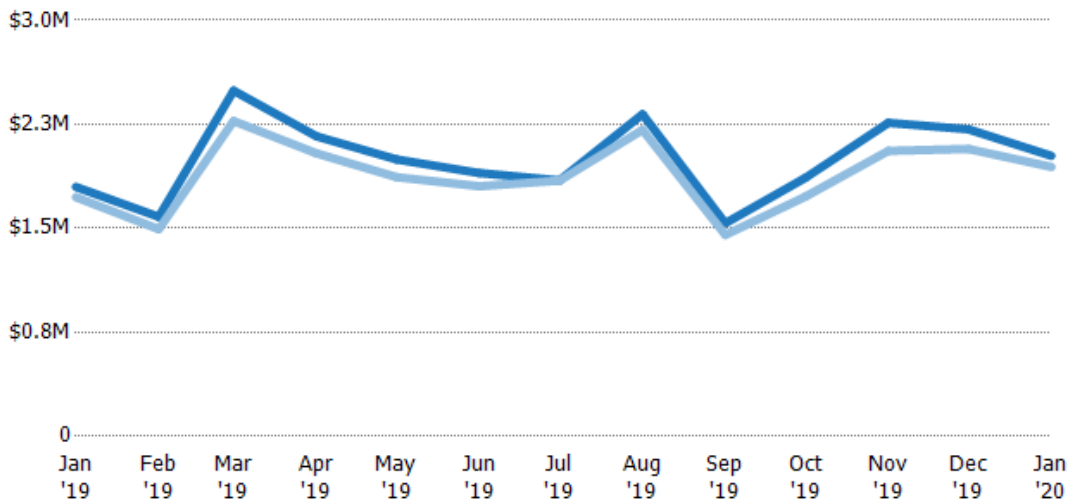
Current Year	\$371	\$355	\$359	\$375	\$365	\$367	\$338	\$398	\$326	\$353	\$374	\$379	\$408
Prior Year	\$403	\$333	\$349	\$408	\$353	\$378	\$320	\$339	\$350	\$281	\$383	\$326	\$371
Percent Change from Prior Year	-8%	7%	3%	-8%	3%	-3%	6%	17%	-7%	26%	-2%	16%	10%

## Average Sales Price vs Average Listing Price

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

### Filters Used

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



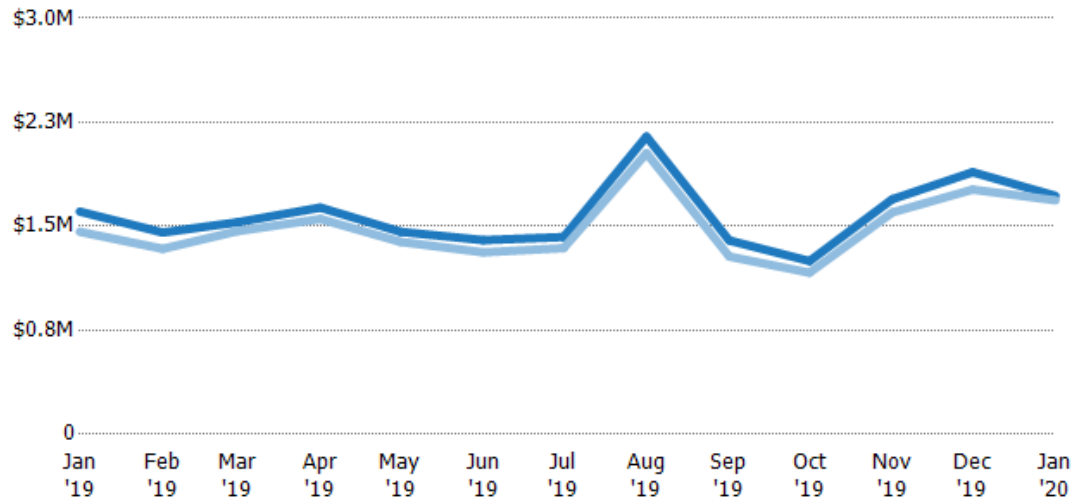
Avg List Price	\$1.8M	\$1.58M	\$2.49M	\$2.16M	\$2M	\$1.9M	\$1.85M	\$2.32M	\$1.54M	\$1.86M	\$2.26M	\$2.21M	\$2.02M
Avg Sales Price	\$1.72M	\$1.49M	\$2.27M	\$2.04M	\$1.87M	\$1.8M	\$1.84M	\$2.21M	\$1.45M	\$1.73M	\$2.06M	\$2.07M	\$1.94M
Avg Sales Price as a % of Avg List Price	96%	94%	91%	94%	94%	95%	100%	95%	95%	93%	91%	94%	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,  
Mobile/Manufactured, Single Family  
Residence



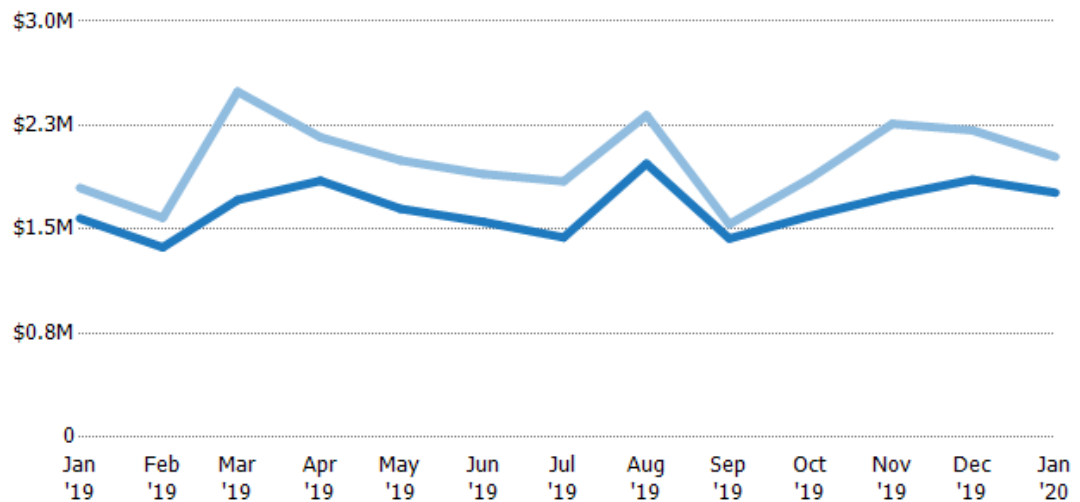
Median List Price	\$1.61M	\$1.46M	\$1.53M	\$1.64M	\$1.46M	\$1.4M	\$1.42M	\$2.15M	\$1.4M	\$1.25M	\$1.7M	\$1.89M	\$1.72M
Median Sales Price	\$1.46M	\$1.34M	\$1.47M	\$1.55M	\$1.39M	\$1.31M	\$1.34M	\$2.03M	\$1.28M	\$1.17M	\$1.6M	\$1.77M	\$1.69M
Med Sales Price as a % of Med List Price	91%	92%	96%	95%	95%	94%	94%	94%	92%	93%	94%	93%	98%

## Average Sales Price vs Average Est Value

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

### Filters Used

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



Avg Est Value	\$1.58M	\$1.37M	\$1.71M	\$1.85M	\$1.65M	\$1.55M	\$1.44M	\$1.97M	\$1.43M	\$1.59M	\$1.74M	\$1.86M	\$1.76M
Avg Sales Price	\$1.8M	\$1.58M	\$2.49M	\$2.16M	\$2M	\$1.9M	\$1.85M	\$2.32M	\$1.54M	\$1.86M	\$2.26M	\$2.21M	\$2.02M
Avg Sales Price as a % of Avg Est Value	114%	116%	146%	117%	121%	122%	128%	118%	107%	117%	130%	119%	115%

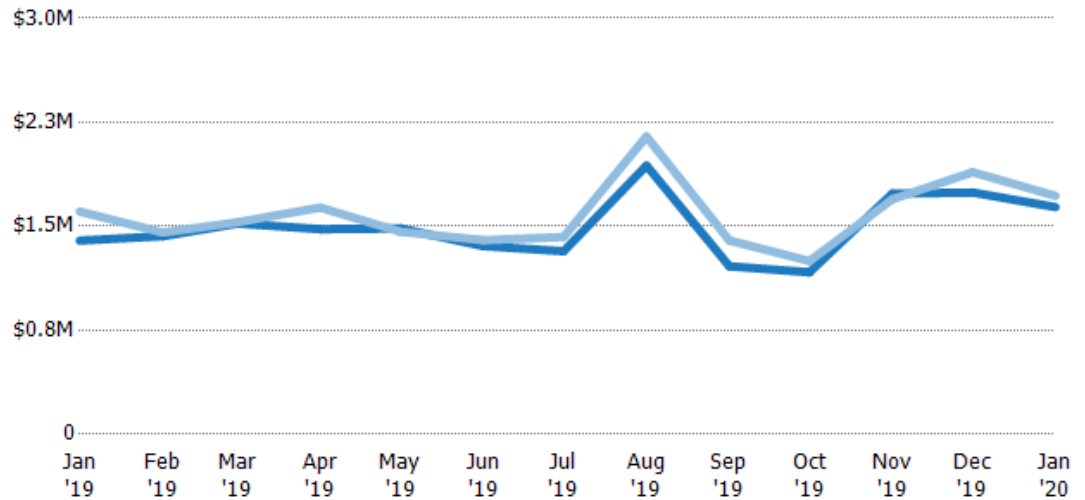


## Median Sales Price vs Median Est Value

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,  
Mobile/Manufactured, Single Family  
Residence



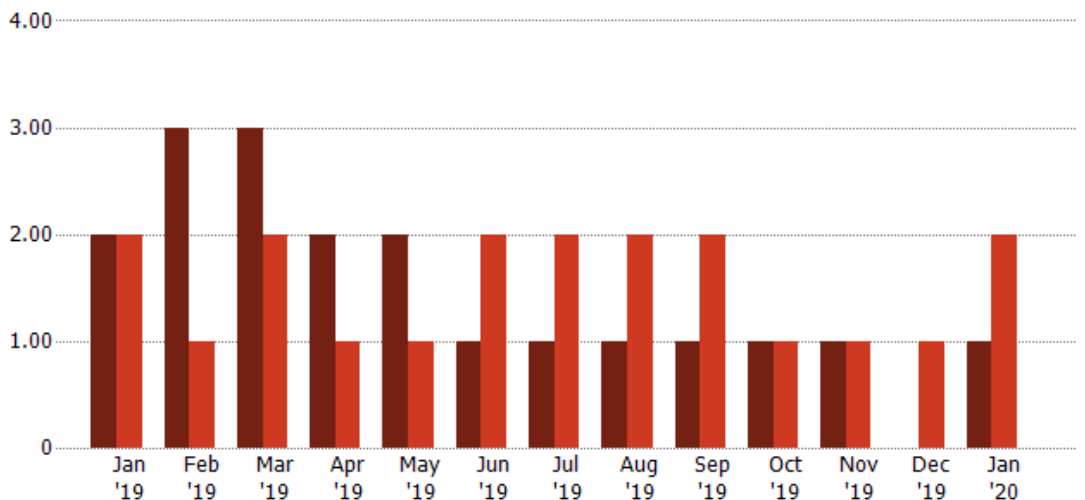
Median Est Value	\$1.4M	\$1.43M	\$1.52M	\$1.48M	\$1.48M	\$1.36M	\$1.32M	\$1.94M	\$1.21M	\$1.17M	\$1.74M	\$1.74M	\$1.64M
Median Sales Price	\$1.61M	\$1.46M	\$1.53M	\$1.64M	\$1.46M	\$1.4M	\$1.42M	\$2.15M	\$1.4M	\$1.25M	\$1.7M	\$1.89M	\$1.72M
Med Sales Price as a % of Med Est Value	115%	102%	101%	111%	98%	103%	108%	111%	115%	107%	98%	108%	105%

## Distressed Listings

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

### Filters Used

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



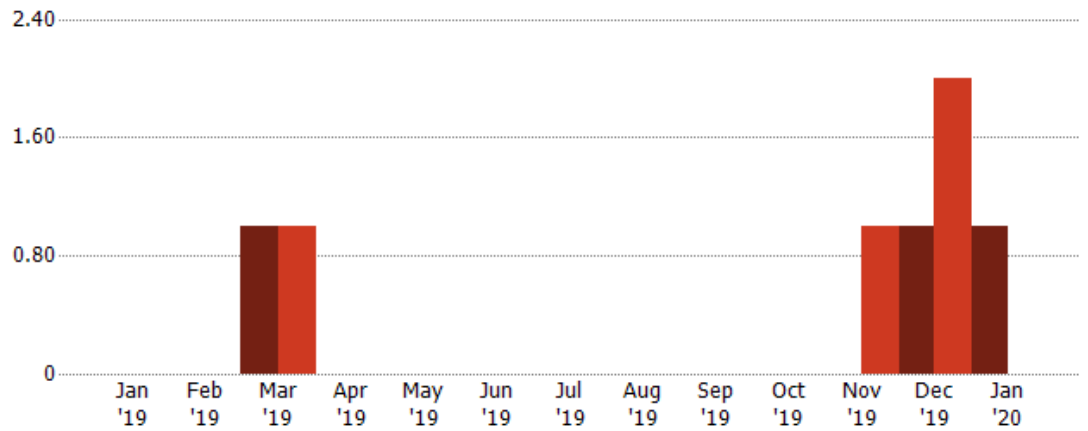
Current Year	2	3	3	2	2	1	1	1	1	1	1	-	1
Prior Year	2	1	2	1	1	2	2	2	2	1	1	1	2
Percent Change from Prior Year	0%	200%	50%	100%	100%	-50%	-50%	-50%	-50%	0%	0%	-100%	-50%

## 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,  
Mobile/Manufactured, Single Family  
Residence



Current Year	-	-	1	-	-	-	-	-	-	-	-	1	1
Prior Year	-	-	1	-	-	-	-	-	-	-	1	2	-
Percent Change from Prior Year	-	-	0%	-	-	-	-	-	-	-	-100%	-50%	100%



## Sales Activity by ZIP

Jan 2020

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	102	\$255,219,775	58	\$112,655,477	\$1,942,336	\$1,687,500	\$410	\$401	82