

PARADISE VALLEY

MARKET REPORT

JANUARY



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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.

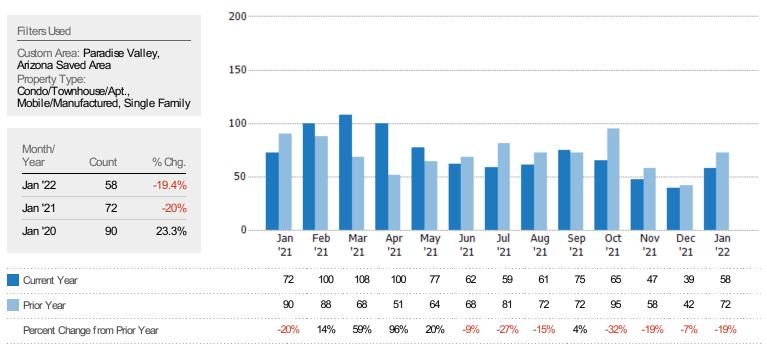
| Key Metrics | Jan 2022 | Jan 2021 | +/- | YTD 2022 | YTD 2021 | +/- |
|---------------------------------|---------------|---------------|---------|-----------------|-----------------|--------|
| Listing Activity Charts Metrics | | | | | | |
| New Listing Count | 58 | 72 | -19.4% | 923 | 921 | +0.2% |
| New Listing Volume | \$293,619,286 | \$205,727,392 | +42.7% | \$3,228,185,417 | \$2,445,875,467 | +32% |
| Active Listing Count | 91 | 212 | -57.1% | N⁄A | N/A | |
| Active Listing Volume | \$568,126,874 | \$837,027,759 | -32.1% | N⁄A | N/A | |
| Average Listing Price | \$6,243,152 | \$3,948,244 | +58.1% | \$4,657,427 | \$3,317,218 | +40.4% |
| Median Listing Price | \$4,200,000 | \$3,272,500 | +28.3% | \$3,621,395 | \$2,714,232 | +33.4% |
| Average Listing Price per Sq Ft | \$916 | \$592 | +54.8% | \$709 | \$532 | +33.2% |
| Median Listing Price per Sq Ft | \$815 | \$545 | +49.7% | \$650 | \$487 | +33.5% |
| Median Days in RPR | 54 | 96.5 | -44% | 64.33 | 93.02 | -30.8% |
| Months of Inventory | 1.7 | 3.2 | -45.7% | 1.9 | 3.9 | -49.8% |
| Absorption Rate | 58.24% | 31.6% | +26.6% | 51.65% | 25.94% | +25.7% |
| Sales Activity Charts Metrics | | | | | | |
| New Pending Sales Count | 85 | 55 | +54.5% | 983 | 1,023 | -3.9% |
| New Pending Sales Volume | \$368,775,122 | \$120,557,708 | +205.9% | \$3,006,827,571 | \$2,227,236,110 | +35% |
| Pending Sales Count | 42 | 48 | -12.5% | N⁄A | N/A | |
| Pending Sales Volume | \$161,475,700 | \$103,814,908 | +55.5% | N⁄A | N/A | |
| Closed Sales Count | 53 | 47 | +12.8% | 777 | 682 | +13.9% |
| Cloæd Sales Volume | \$183,383,867 | \$115,882,000 | +58.3% | \$2,141,870,467 | \$1,423,740,904 | +50.4% |
| Average Sales Price | \$3,460,073 | \$2,465,574 | +40.3% | \$2,756,590 | \$2,087,597 | +32% |
| Median Sales Price | \$2,790,000 | \$1,999,000 | +39.6% | \$2,366,390 | \$1,708,570 | +38.5% |
| Average Sales Price per Sq Ft | \$679 | \$550 | +23.5% | \$558 | \$449 | +24.2% |
| Median Sales Price per Sq Ft | \$564 | \$489 | +15.3% | \$510 | \$413 | +23.3% |
| Distressed Charts Metrics | | | | | | |
| Distressed Listing Count | _ | 1 | _ | N/A | N/A | |





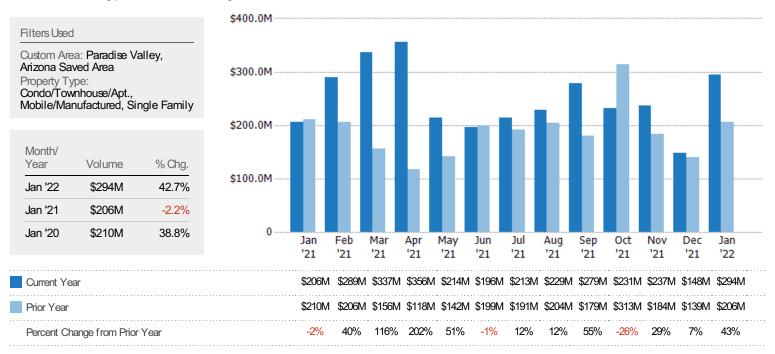
New Listings

The number of new residential listings that were added each month.



New Listing Volume

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





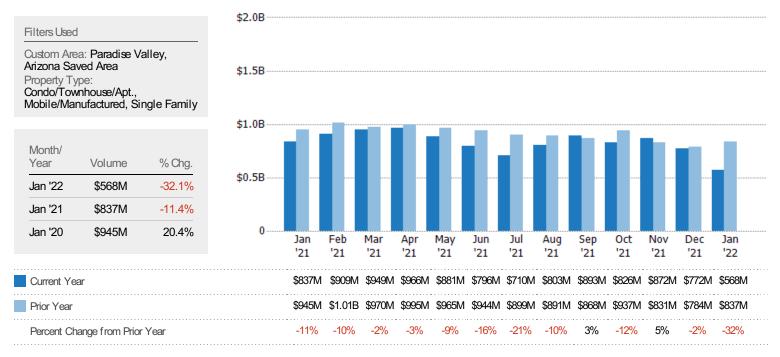
Active Listings

The number of active residential listings at the end of each month.



Active Listing Volume

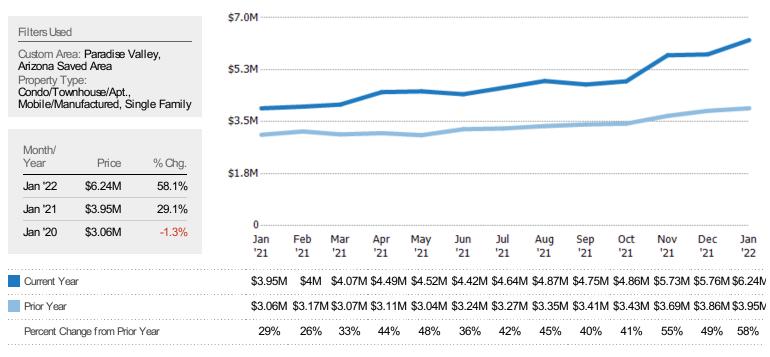
The sum of the listing price of active residential listings at the end of each month.





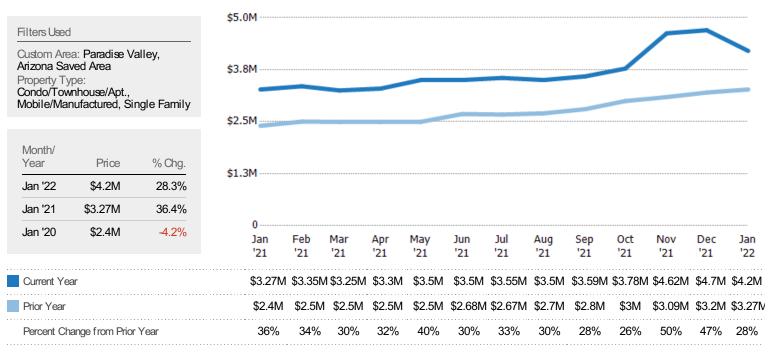
Average Listing Price

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



Median Listing Price

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

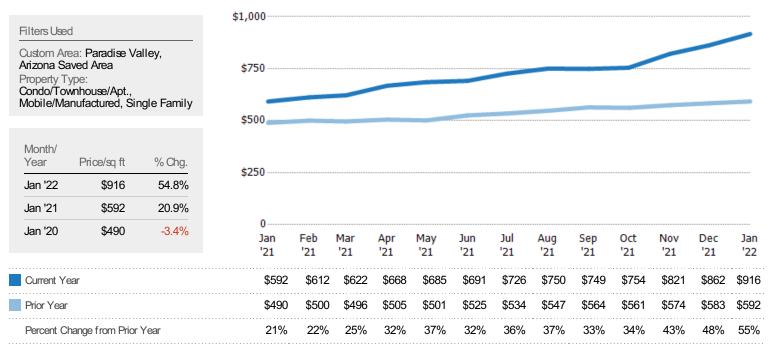






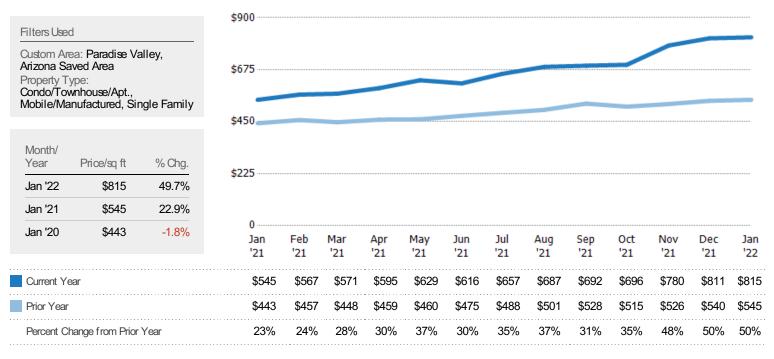
Average Listing Price per Sq Ft

The average of listing prices divided by the living area of homes on market at the end of each month.



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.

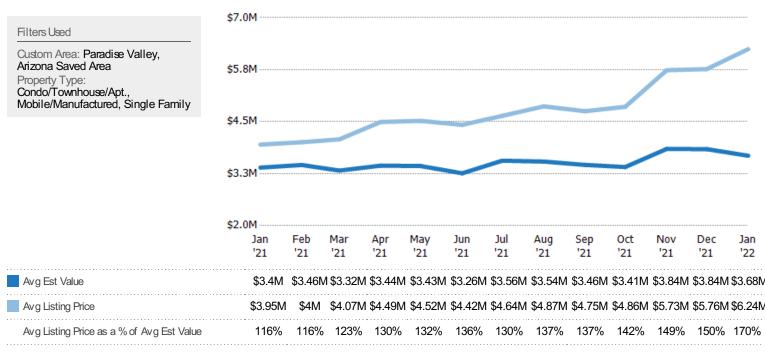






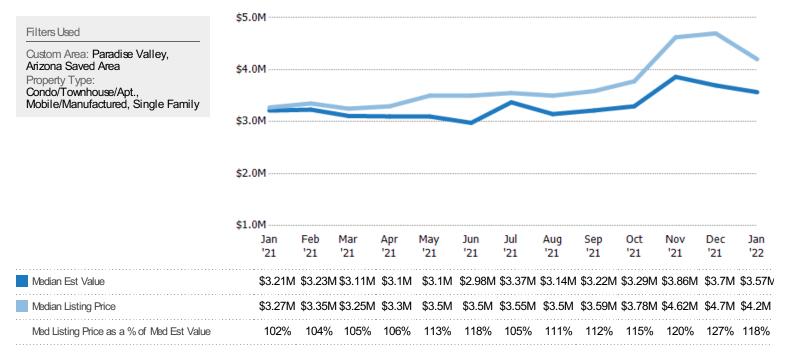
Average Listing Price vs Average Est Value

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



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.

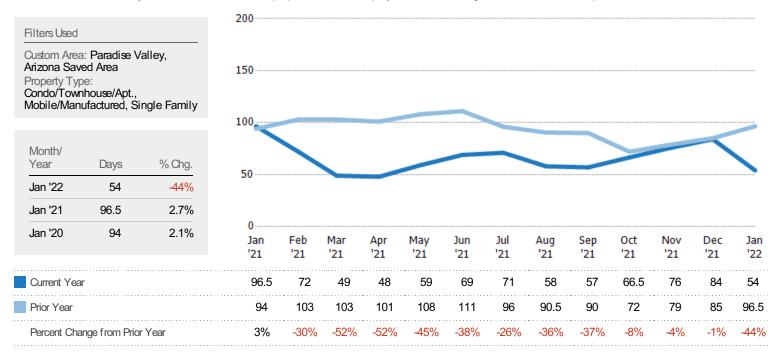






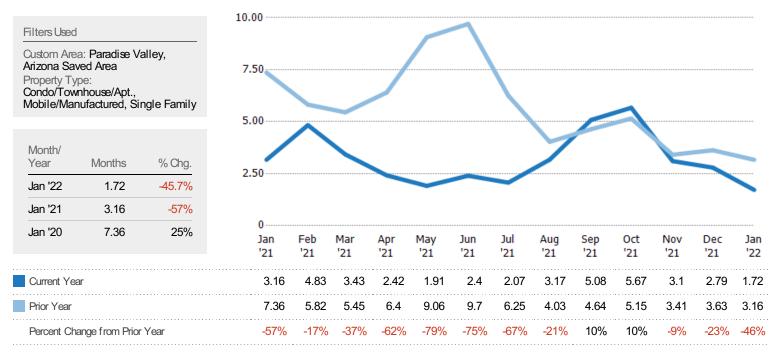
Median Days in RPR

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.



Months of Inventory

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

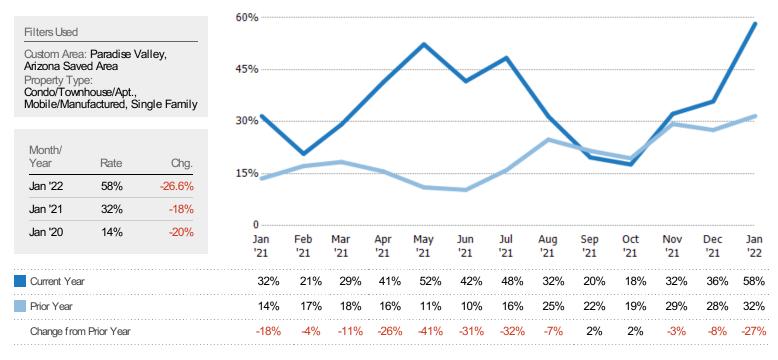






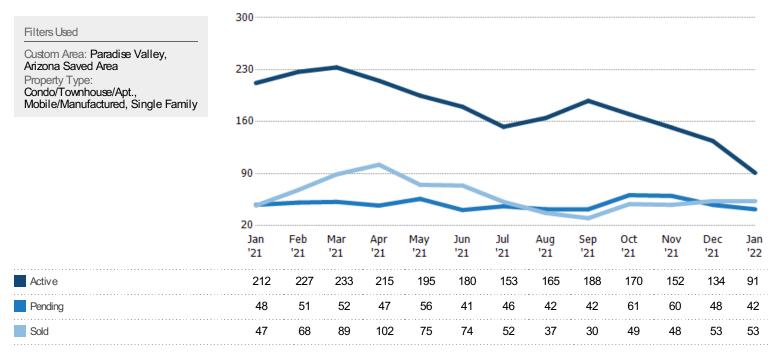
Absorption Rate

The percentage of inventory sold per month.



Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

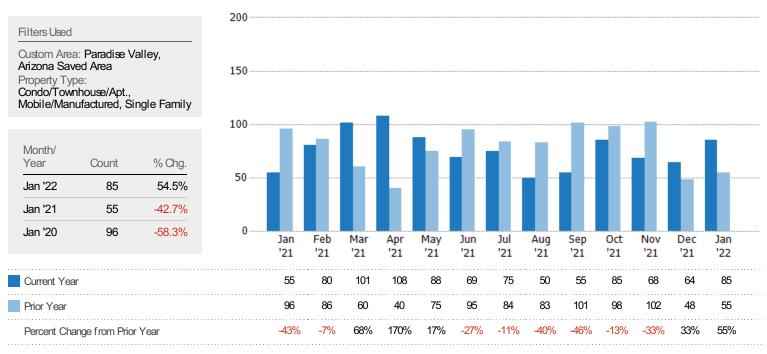






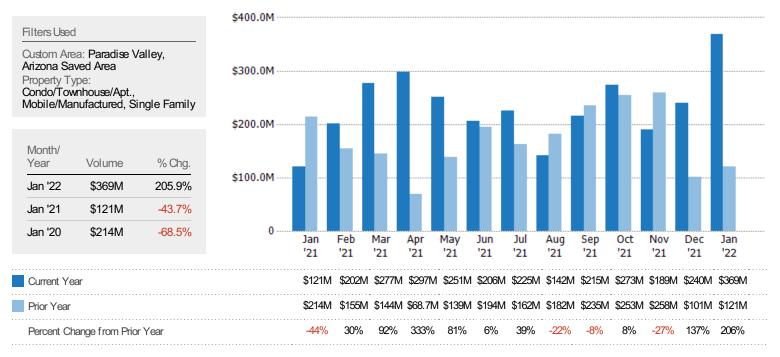
New Pending Sales

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



New Pending Sales Volume

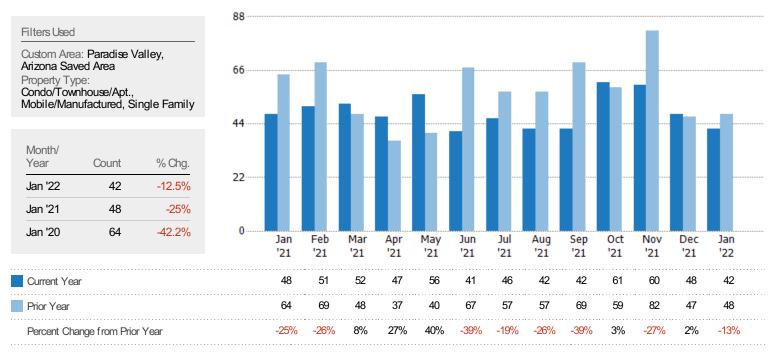
The sum of the sales price of residential properties with accepted offers that were added each month.





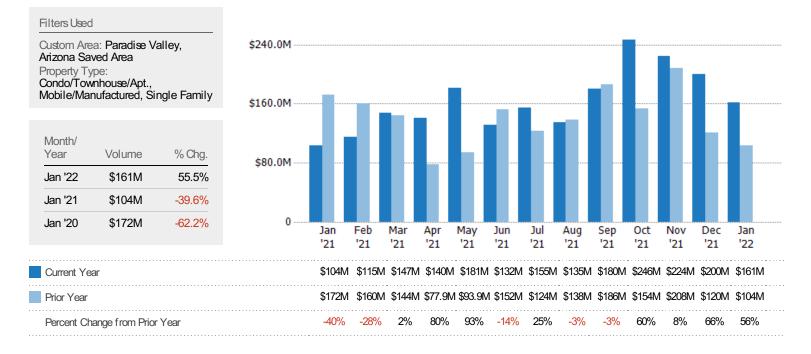
Pending Sales

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



Pending Sales Volume

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

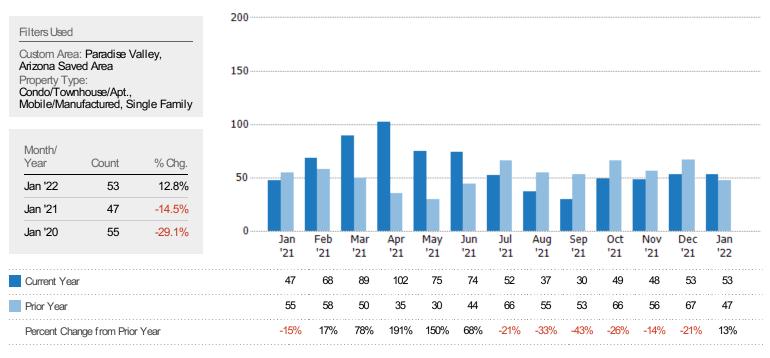






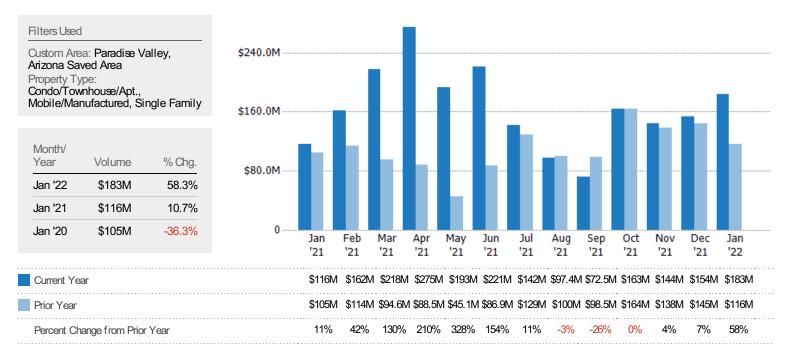
Closed Sales

The total number of residential properties sold each month.



Closed Sales Volume

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

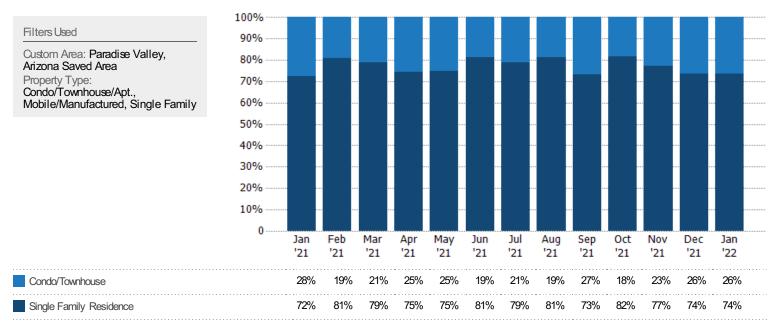






Closed Sales by Property Type

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



Average Sales Price

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

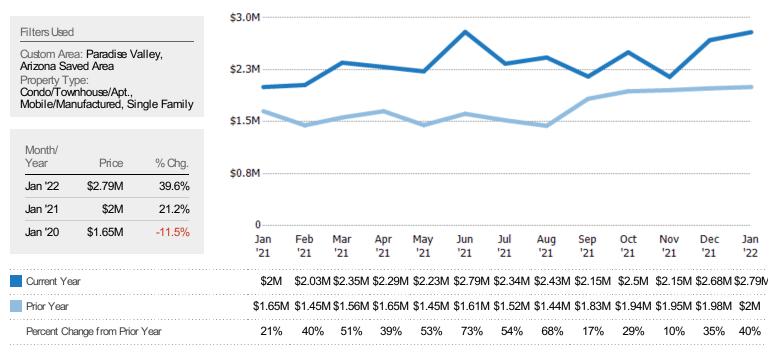
\$4.0M Filters Used Custom Area: Paradise Valley, Arizona Saved Area \$3.0M Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Family \$2.0M Month/ % Chg. Year Price \$1.0M Jan '22 \$3.46M 40.3% Jan '21 \$2.47M 29.5% 0 Jan '20 \$1.9M -10.2% Jan Feb Mar Apr May Jun Jul Aug Sep 0ct Nov Dec Jan '21 '21 '21 '21 '21 '21 '21 '21 '21 '21 '21 '21 '22 Current Year \$2.47M \$2.38M \$2.45M \$2.69M \$2.58M \$2.99M \$2.74M \$2.63M \$2.42M \$3.33M \$3.01M \$2.9M \$3.46N Prior Year \$1.9M \$1.97M \$1.89M \$2.53M \$1.5M \$1.98M \$1.95M \$1.82M \$1.86M \$2.49M \$2.47M \$2.16M \$2.47N 30% 21% 29% 71% 40% 45% 30% 34% 35% 40% Percent Change from Prior Year 7% 51% 22%





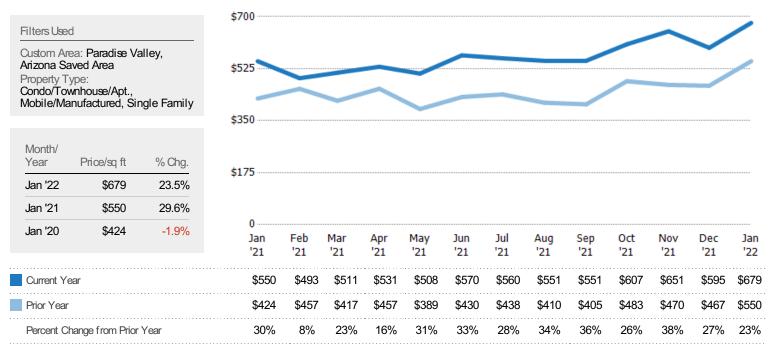
Median Sales Price

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



Average Sales Price per Sq Ft

The average of the sales price divided by the living area of properties sold each month.

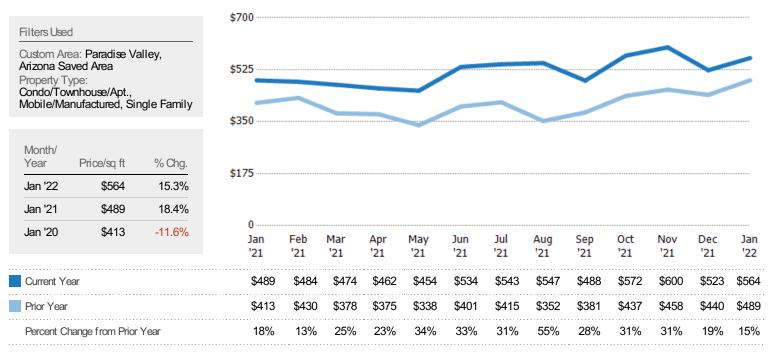






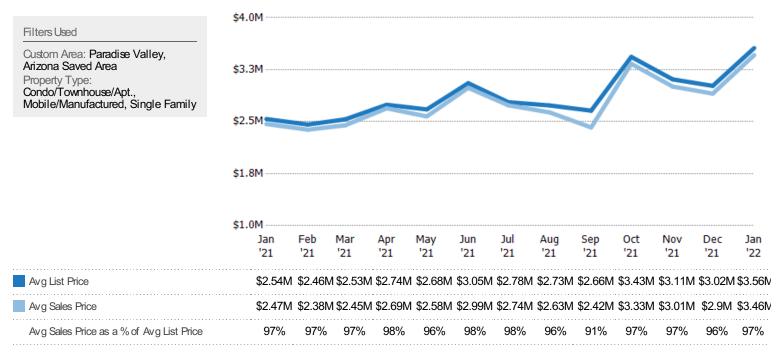
Median Sales Price per Sq Ft

The median of the sales price divided by the living area of properties sold each month.



Average Sales Price vs Average Listing Price

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

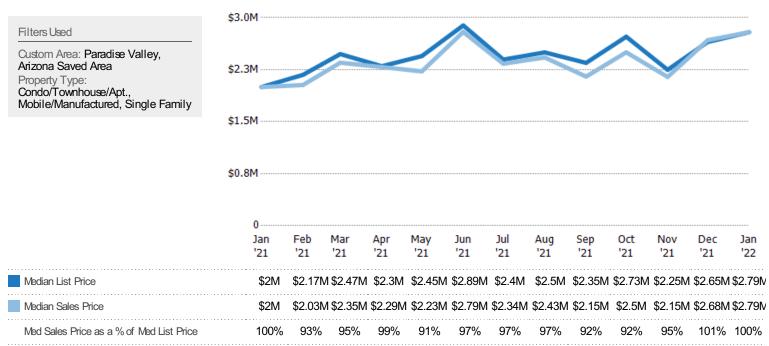






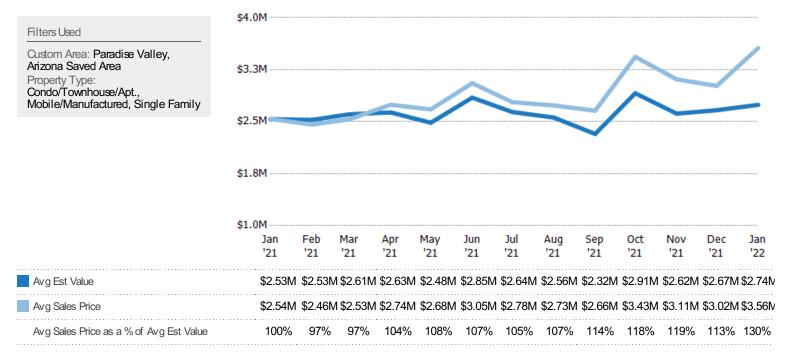
Median Sales Price vs Median Listing Price

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



Average Sales Price vs Average Est Value

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







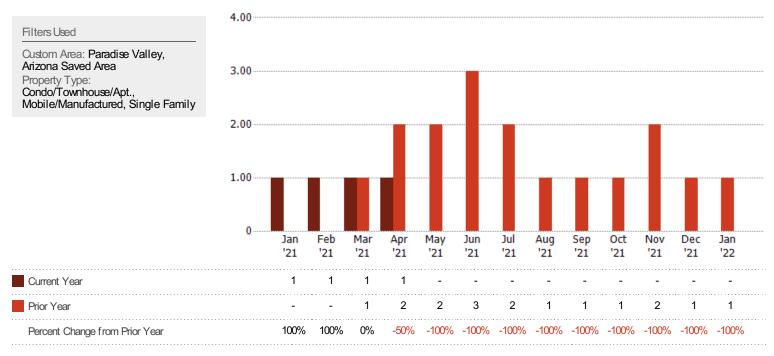
Median Sales Price vs Median Est Value

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Distressed Listings

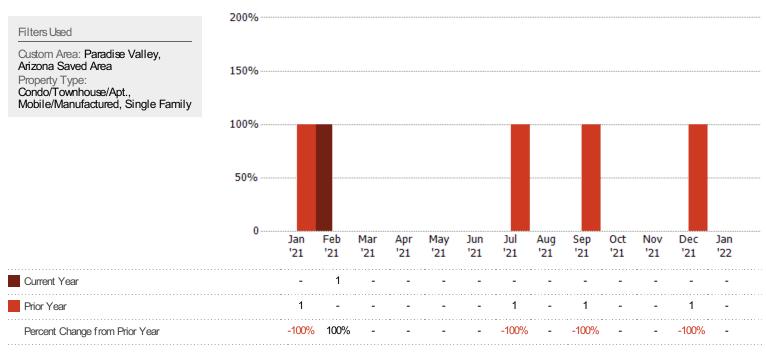
The number of distressed residential properties that were for sale at the end of each month.





Distressed Sales

The count of distressed residential properties sold each month.







Market Data Report

Sales Activity by ZIP

Jan 2022

| ZIP | Pendings (Month End) | Pending Volume (Month End) | Sales | Sales Volume | Av g Sales Price | Median Sales Price | Av g Sales Price per Sq Ft | Median Sales Price per Sq Ft | Median Days In RPR |
|-------|-------------------------|-------------------------------|-------|---------------|---------------------|-----------------------|-------------------------------|---------------------------------|-----------------------|
| 85253 | 42 | \$161,475,700 | 53 | \$183,383,867 | \$3,460,073 | \$2,790,000 | \$663 | \$563 | 35 |

