

WALT DANLEY REALTY

MARKET DATA REPORT

Paradise Valley *November, 2017*

Supply in Paradise Valley rose from 322 to 357 active listings during October and we now have 3% more active listings than at this point last year. There were 32 closed sales in October, the same as October 2016, but above average for October. All of the closed sales were normal. The twelve-month average price per square foot peaked at \$359 in August 2015 and in October 2017 we are still under that level at \$356. One year ago it was \$343. The six-month average stands at \$342 for October, still well below the peak of \$377 achieved in February 2015, while the three-month average stands at \$344 up from \$330 in October last year.



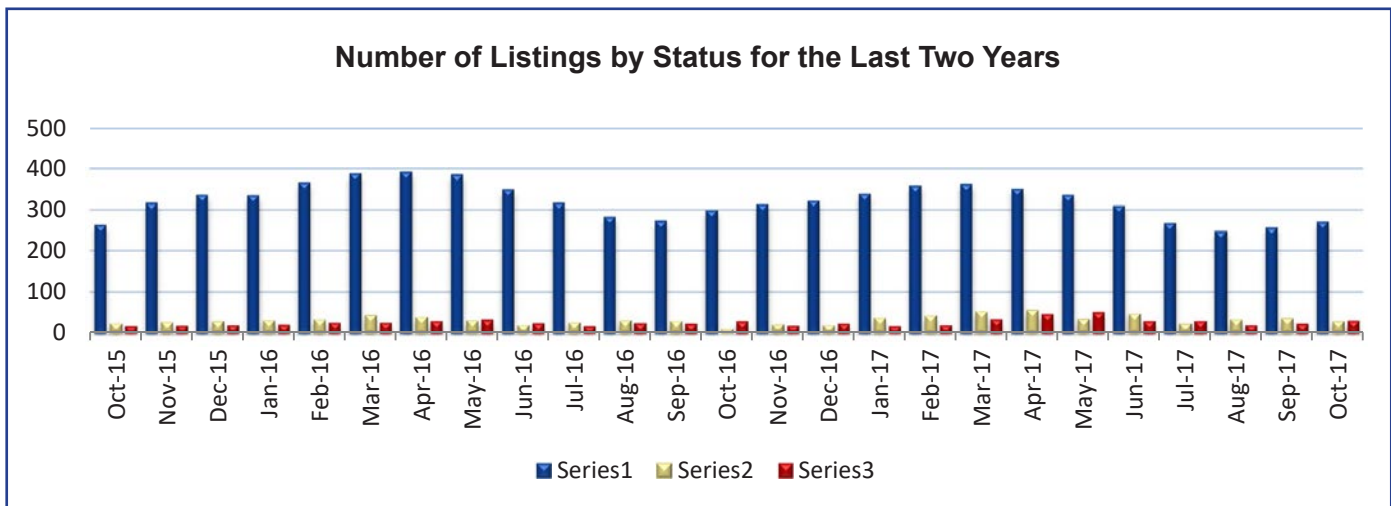
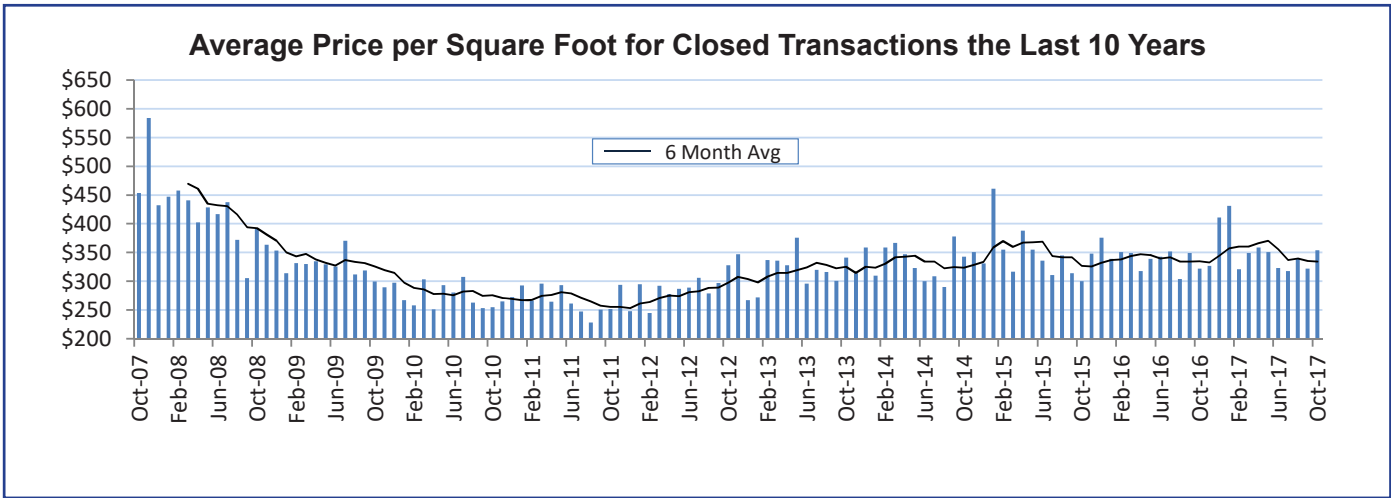
Information is power and the real estate professionals of Walt Danley Realty are committed to providing our clientele with the most up-to-date market intelligence available. The information contained in this report has been compiled from the Arizona Regional Multiple Listing Service and various public records. This data is then scrubbed and analyzed in conjunction with The Cromford Report exclusively for the use of Walt Danley Realty and our clients.

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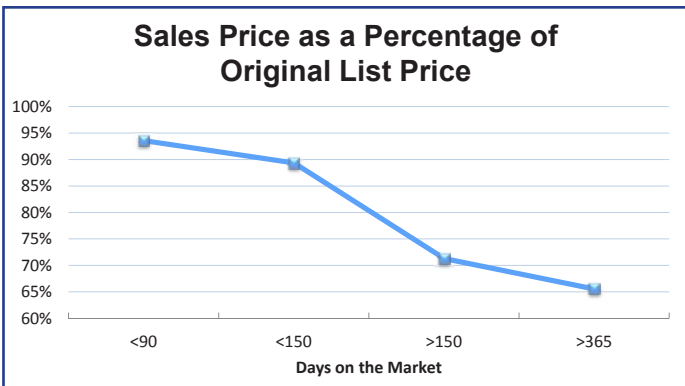


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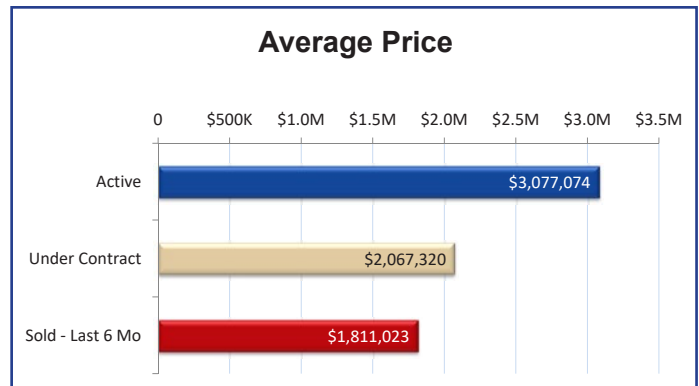
Paradise Valley - November 2017



This graph shows the number of homes that were active in the area as of the 15th of the previous month. It also shows the number of offers that were accepted and the number of transactions that were closed within the entire month.

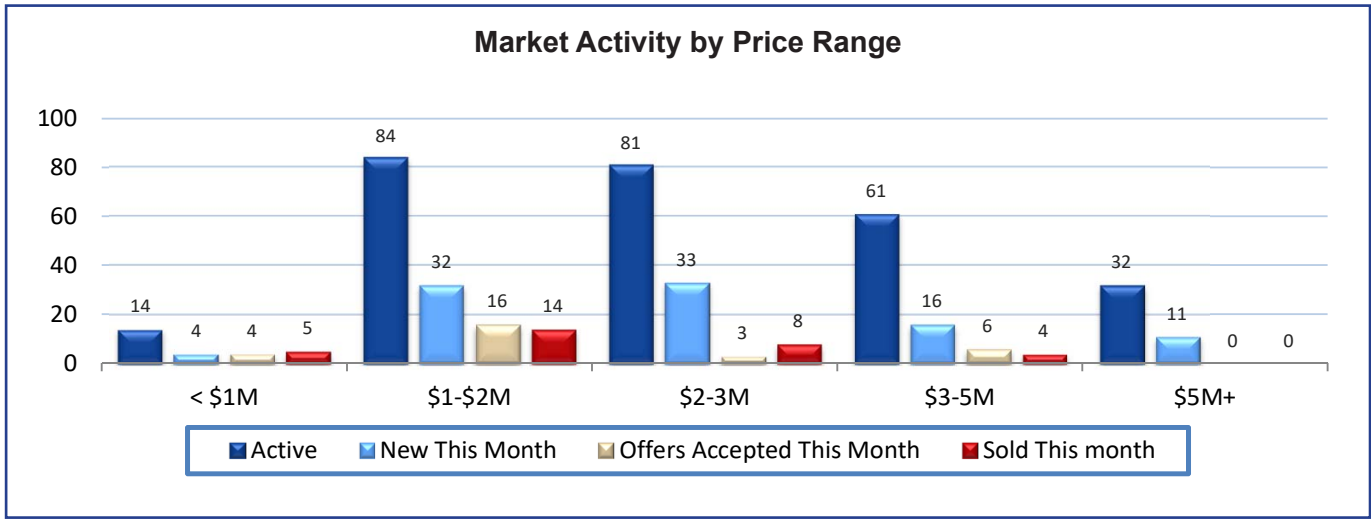


This graph illustrates the importance of pricing your home properly from the beginning. The longer the property sits on the market, the steeper the discount.

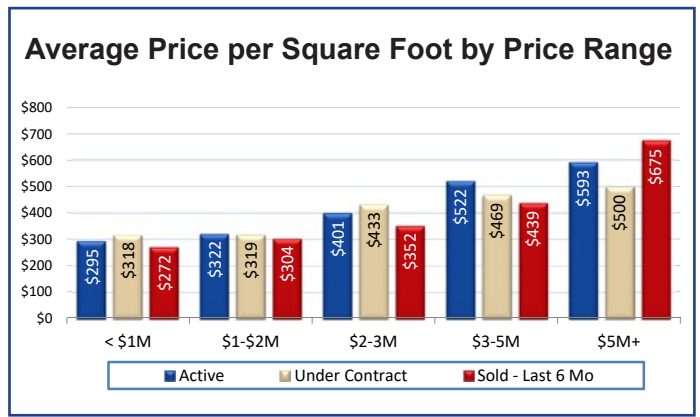
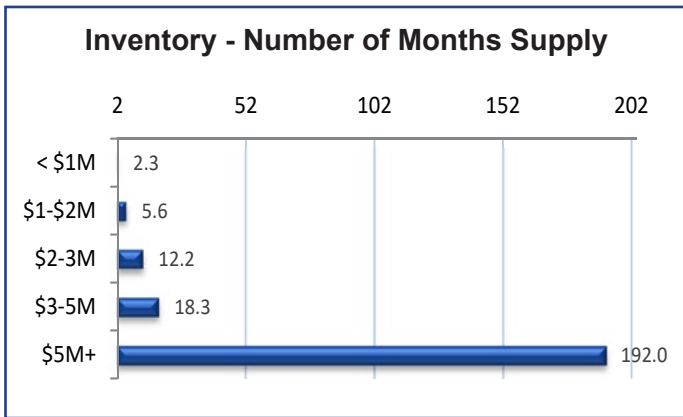


The average list price of Active listings is measured the 15th of each month. *Note: The "Under Contract" price is the list price, not the contract price. The contract price is not revealed until the transaction closes.*

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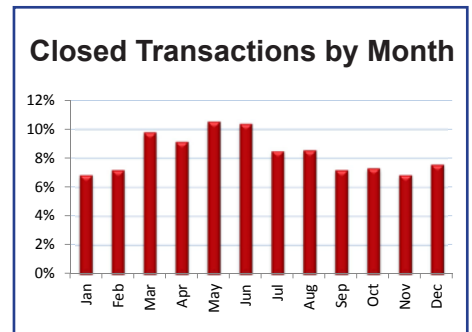
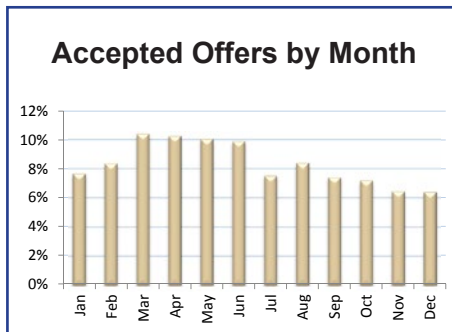
Active listings were measured on the 15th of the previous month. The numbers for New This Month, Accepted Offers and Sold represent the quantities for the entire previous month.



The number of months it would take to sell all the currently active listings based on the rate of sales over the last six months.

Figures for Active and Under Contract were compiled on the 15th of the previous month. *Note: The "Under Contract" price is the list price, not the contract price. The contract price is not revealed until the transaction closes.*

Seasonality



The charts above reflect activity by month. Each bar represents the percentage of annual business done within a specific month.

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