



| Real-Time Market Profile | | Trend |
|---|-------------------------|-------|
| Median List Price | \$ 349,900 | ↔ ↔ |
| Asking Price per Square Foot | \$ 214 | ↓ ↓ |
| Average Days on Market | 144 | ↔ ↔ |
| Percent of Properties with Price Decrease | 52 % | |
| Percent Relisted (reset DOM) | 13 % | |
| Percent Flip (price increased) | 3 % | |
| Median Size (sq ft) | 1,371 | |
| Median Number of Bedrooms | 2.0 | |
| Median Number of Bathrooms | 2.0 | |
| Market Action Index* | Cold! Buyer's 13 | ↑ ↑ |

* see below for details on the Market Action Index

THIS WEEK

The median condo/townhome price in PARADISE VALLEY 85253 this week is \$349,900.

Demand measured by the Market Action Index is increasing and days-on-market is holding steady. With more properties coming available, conditions are mildly positive.

PRICE

In the last few weeks we've seen prices in this zip code bouncing around this plateau. Look for a persistent down-shift in the Market Action Index before we see prices deviate from these levels.

SUPPLY AND DEMAND

Local conditions are currently quite strongly in the Buyer's Market zone (below 30). The 90-day Market Action Index stands at 13. With several months of inventory available at the current sales rate, buyers should find ample choice.

QUARTILES

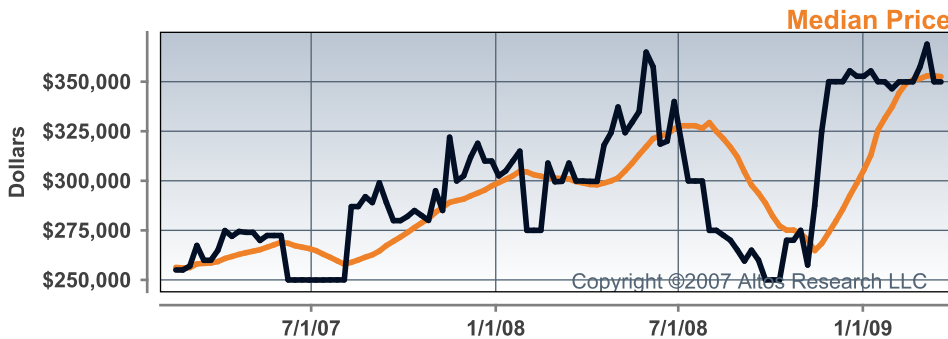
Investigate the market in quartiles—where each quartile is 25% of the homes

Most expensive 25% of homes

Upper-middle 25% of homes

Lower-middle 25% of homes

Least expensive 25% of homes



The Market Action Index answers the question "How's the Market?" By measuring the current rate of sale versus the amount of the inventory.



Index above 30 implies Seller's Market conditions. Below 30, conditions favor the buyer.

Characteristics per Quartile

| Quartile | Median Price | Med. Sqft | Bed | Bath | Med. Age | Inven. | New | Ab-sorbed | Avg. DoM |
|----------|--------------|-----------|-----|------|----------|--------|-----|-----------|----------|
| 1 | \$ 699,000 | 2,220 | 3.0 | 4.0 | 36 | 17 | 1 | 1 | 154 |
| 2 | \$ 399,000 | 1,516 | 2.5 | 2.5 | 34 | 18 | 0 | 0 | 162 |
| 3 | \$ 299,500 | 1,301 | 2.0 | 2.0 | 27 | 18 | 1 | 1 | 114 |
| 4 | \$ 161,950 | 1,052 | 2.0 | 2.0 | 21 | 18 | 3 | 2 | 147 |

About Altos Research Corporation

Altos Research Corp. reports real-time analysis of the residential real estate market in local markets across the country. All information contained herein is based on properties currently listed for sale and available publicly. When evaluating a particular property, make sure you use comparable sales data in addition to the market trend information available in this report. The data presented in this report is accurate to the best of our knowledge, but cannot be guaranteed as such. Use this report as one input in the real estate decision making process, but do not rely on it for accuracy. Nothing in this report or any other Altos Research publication is a recommendation to buy or to sell real estate. We recommend you work with a licensed real estate agent or broker.

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