



PARADISE VALLEY
ARIZONA

PARADISE VALLEY

SINGLE-FAMILY HOMES

Luxury Benchmark Price¹: **\$1,700,000**

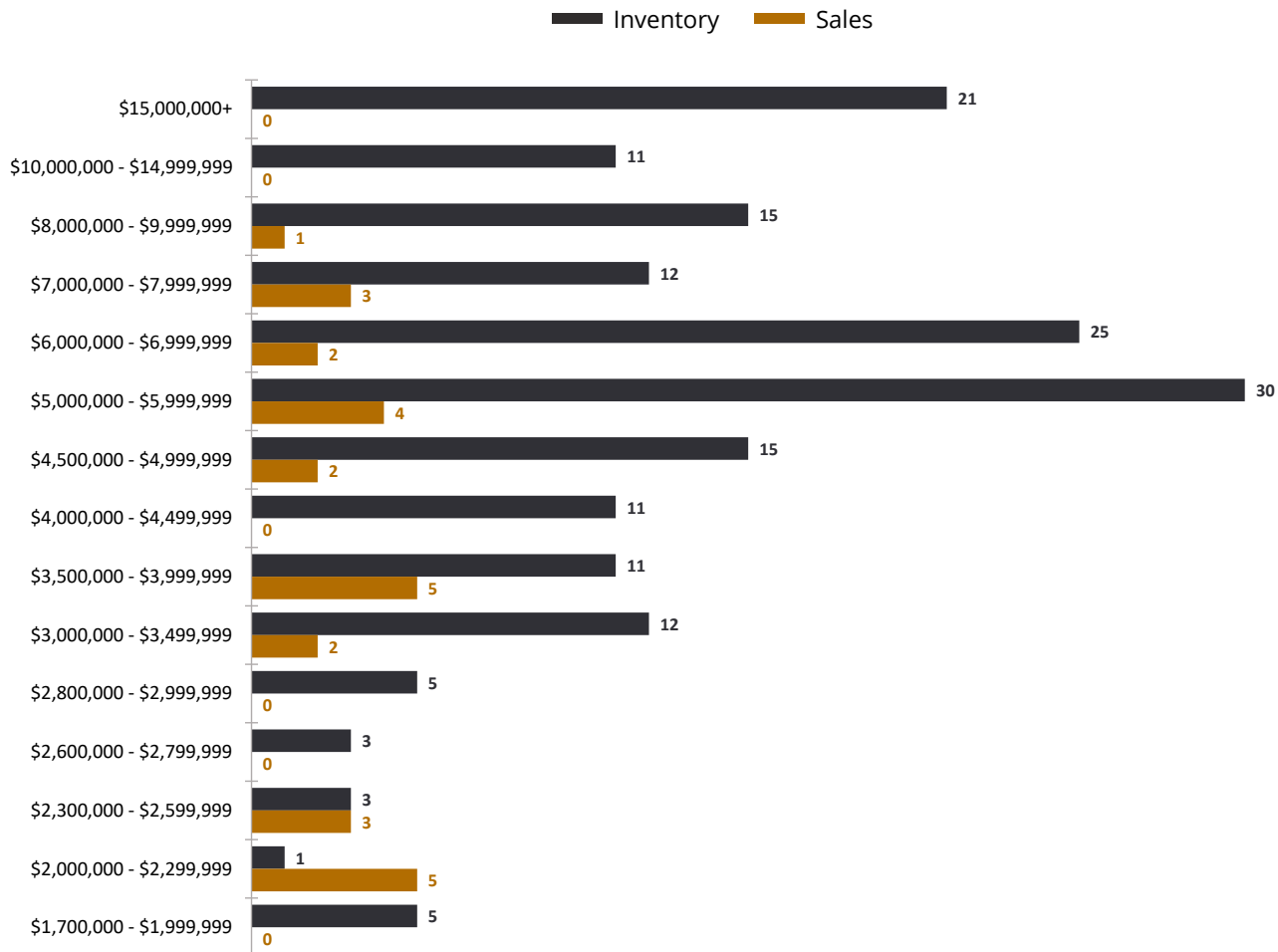
LUXURY INVENTORY VS. SALES | JANUARY 2025

Total Inventory: **180**

Total Sales: **27**

Total Sales Ratio²: **15%**

Balanced Market



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 3,999	\$2,350,000	3	3	10	22	45%
4,000 - 4,999	\$3,937,500	4	4	4	27	15%
5,000 - 5,999	\$3,875,000	5	6	6	27	22%
6,000 - 6,999	\$7,277,000	6	7	3	29	10%
7,000 - 7,999	\$8,500,000	6	7	1	22	5%
8,000+	\$5,442,289	6	8	3	53	6%

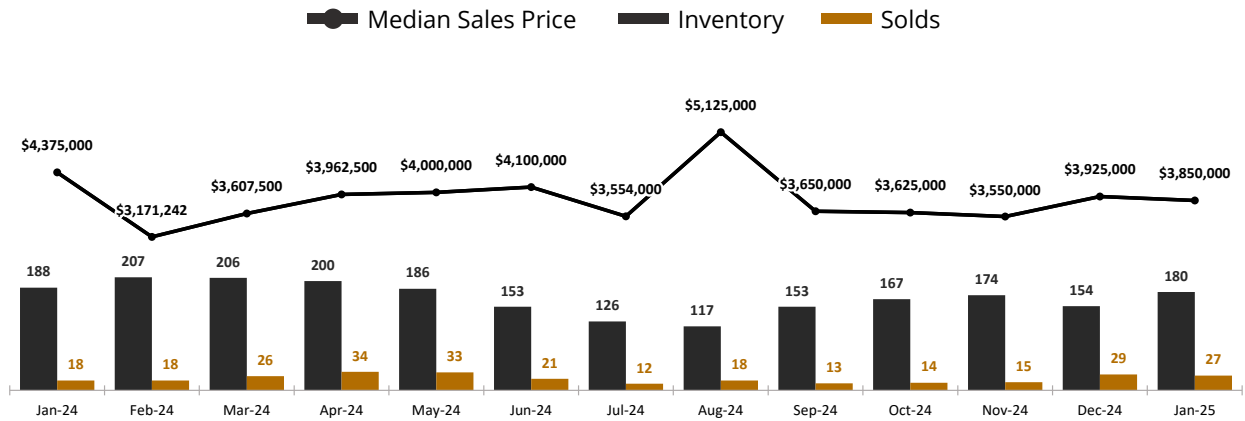
¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

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13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | JANUARY

TOTAL INVENTORY

Jan. 2024: 188
Jan. 2025: 180

VARIANCE: **-4%**

TOTAL SOLDS

Jan. 2024: 18
Jan. 2025: 27

VARIANCE: **50%**

SALES PRICE

Jan. 2024: \$4.38m
Jan. 2025: \$3.85m

VARIANCE: **-12%**

SALE PRICE PER SQFT.

Jan. 2024: \$830
Jan. 2025: \$798

VARIANCE: **-4%**

SALE TO LIST PRICE RATIO

Jan. 2024: 94.43%
Jan. 2025: 96.10%

VARIANCE: **2%**

DAYS ON MARKET

Jan. 2024: 75
Jan. 2025: 103

VARIANCE: **37%**

PARADISE VALLEY MARKET SUMMARY | JANUARY 2025

- The single-family luxury market is a **Balanced Market** with a **15% Sales Ratio**.
- Homes sold for a median of **96.10% of list price** in January 2025.
- The most active price band is **\$2,000,000-\$2,299,999**, where the sales ratio is **500%**.
- The median luxury sales price for single-family homes is **\$3,850,000**.
- The median days on market for January 2025 was **103** days, up from **75** in January 2024.

³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.