

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

JANUARY
2025

PARADISE VALLEY

ARIZONA

www.LuxuryHomeMarketing.com

PARADISE VALLEY

SINGLE-FAMILY HOMES
Luxury Benchmark Price¹: **\$1,700,000**

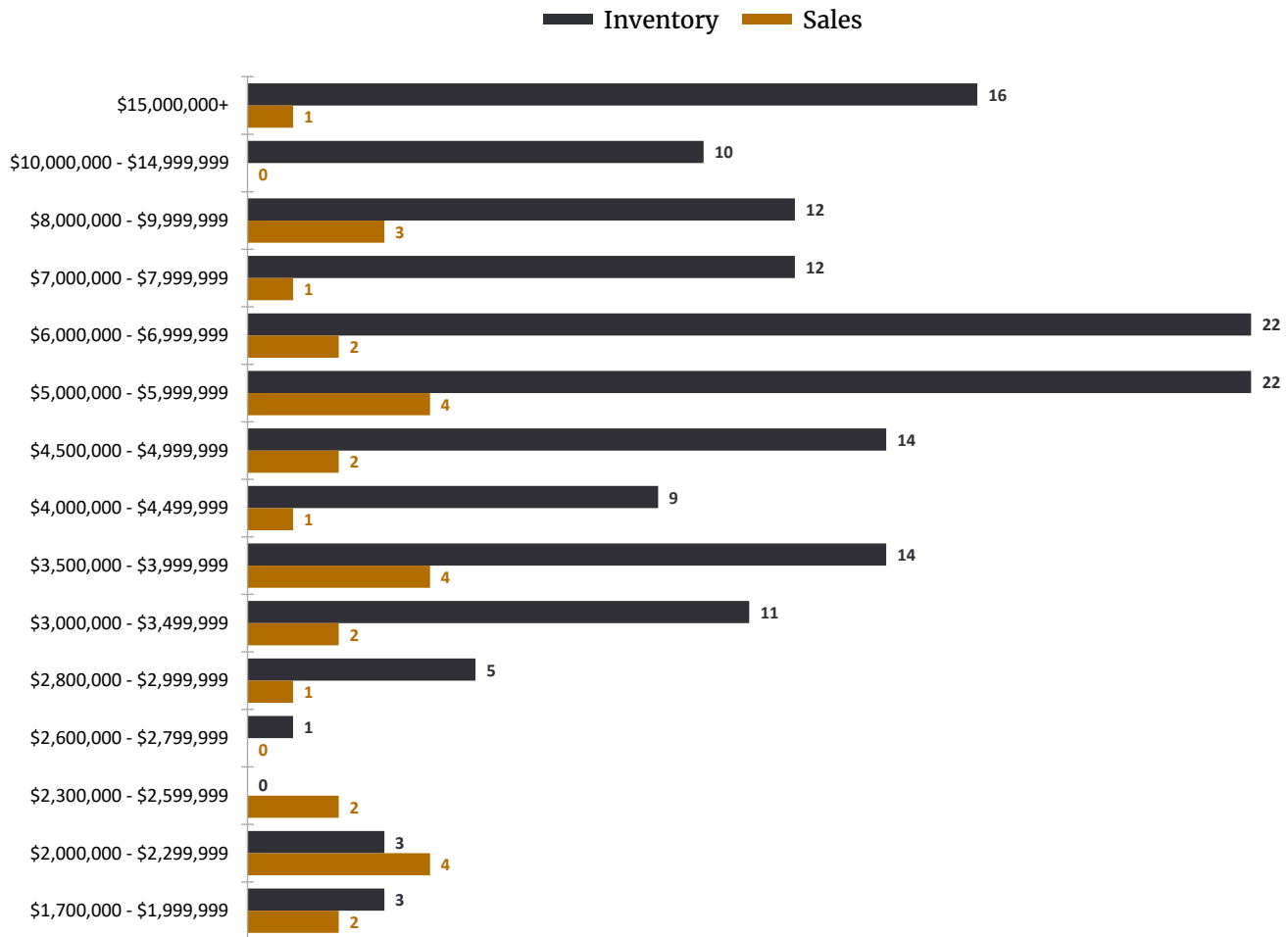
LUXURY INVENTORY VS. SALES | DECEMBER 2024

Total Inventory: **154**

Total Sales: **29**

Total Sales Ratio²: **19%**

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	\$2,230,000	4	3	10	22	45%
4,000 - 4,999	\$3,700,000	4	5	5	25	20%
5,000 - 5,999	\$5,250,000	5	5	2	18	11%
6,000 - 6,999	\$5,562,500	5	7	5	22	23%
7,000 - 7,999	\$9,450,000	6	7	3	20	15%
8,000+	\$7,044,444	7	8	4	47	9%

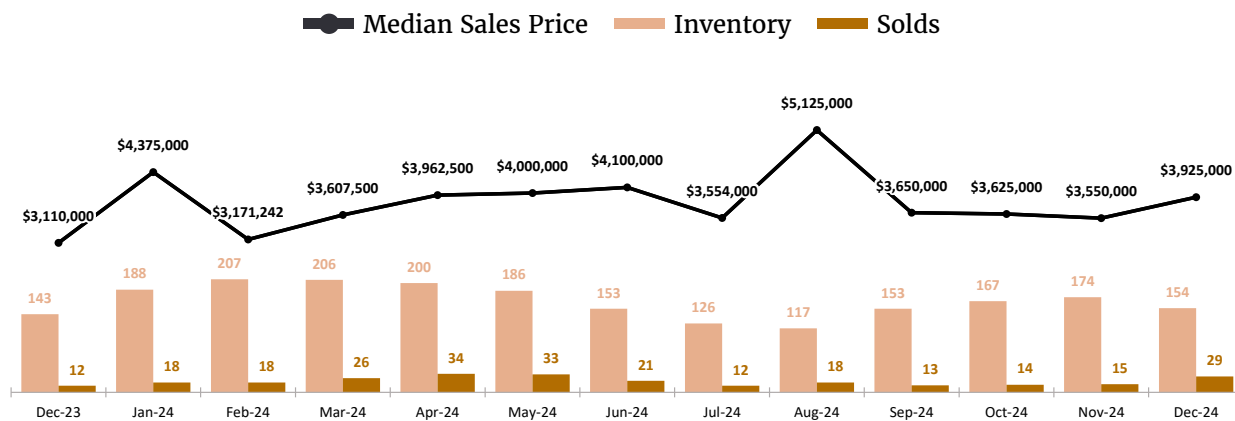
¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS[®] data reported previous month's sales exceeded current inventory.

PARADISE VALLEY

SINGLE-FAMILY HOMES

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

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | DECEMBER

TOTAL INVENTORY

Dec. 2023 Dec. 2024
143 **154**

VARIANCE: **8%**

TOTAL SOLDS

Dec. 2023 Dec. 2024
12 **29**

VARIANCE: **142%**

SALES PRICE

Dec. 2023 Dec. 2024
\$3.11m **\$3.93m**

VARIANCE: **26%**

SALE PRICE PER SQFT.

Dec. 2023 Dec. 2024
\$817 **\$823**

VARIANCE: **1%**

SALE TO LIST PRICE RATIO

Dec. 2023 Dec. 2024
95.31% **97.60%**

VARIANCE: **2%**

DAYS ON MARKET

Dec. 2023 Dec. 2024
74 **63**

VARIANCE: **-15%**

PARADISE VALLEY MARKET SUMMARY | DECEMBER 2024

- The single-family luxury market is a **Balanced Market** with a **19% Sales Ratio**.
- Homes sold for a median of **97.60% of list price** in December 2024.
- The most active price band is **\$2,000,000-\$2,299,999**, where the sales ratio is **133%**.
- The median luxury sales price for single-family homes is **\$3,925,000**.
- The median days on market for December 2024 was **63** days, down from **74** in December 2023.

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.