

by Colibri Real Estate

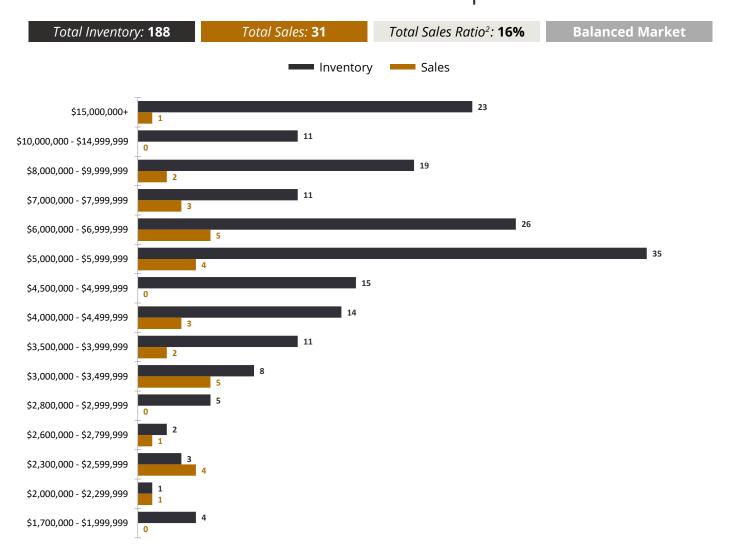




www.LuxuryHomeMarketing.com

Luxury Benchmark Price¹: \$1,700,000

LUXURY INVENTORY VS. SALES | FEBRUARY 2025



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 3,999	\$2,550,000	4	3	9	15	60%
4,000 - 4,999	\$3,330,000	5	4	2	33	6%
5,000 - 5,999	\$4,000,000	5	6	5	30	17%
6,000 - 6,999	\$5,700,000	5	6	7	33	21%
7,000 - 7,999	\$6,750,000	5	5	5	22	23%
8,000+	\$7,090,000	8	10	3	55	5%

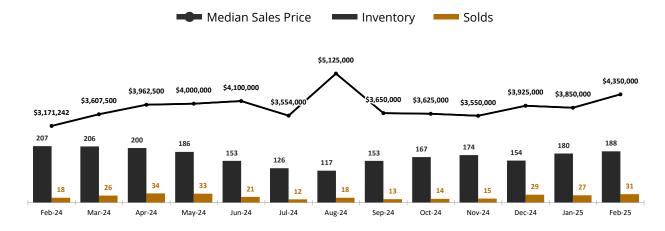
¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

PARADISE VALLEY

SINGLE-FAMILY HOMES

Luxury Benchmark Price 1: \$1,700,000

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | FEBRUARY

TOTAL INVENTORY

Feb. 2024 Feb. 2025

207 188

VARIANCE: -9%

SALE PRICE PER SQFT.

Feb. 2024 Feb. 2025

\$773 \$871

VARIANCE: **13%**

TOTAL SOLDS

Feb. 2024 Feb. 2025

18 31

VARIANCE: **72**%

SALE TO LIST PRICE RATIO

Feb. 2024 Feb. 2025

97.72% 96.93%

VARIANCE: -1%

SALES PRICE

Feb. 2024 Feb. 2025

\$3.17m \$4.35m

VARIANCE: 37%

DAYS ON MARKET

Feb. 2024 Feb. 2025

31 63

VARIANCE: 103%

PARADISE VALLEY MARKET SUMMARY | FEBRUARY 2025

- The single-family luxury market is a **Balanced Market** with a **16% Sales Ratio**.
- Homes sold for a median of **96.93% of list price** in February 2025.
- The most active price band is **\$2,300,000-\$2,599,999**, where the sales ratio is **133%**.
- The median luxury sales price for single-family homes is \$4,350,000.
- The median days on market for February 2025 was 63 days, up from 31 in February 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.