



PARADISE VALLEY  
ARIZONA

# PARADISE VALLEY

SINGLE-FAMILY HOMES

Luxury Benchmark Price<sup>1</sup>: **\$1,700,000**

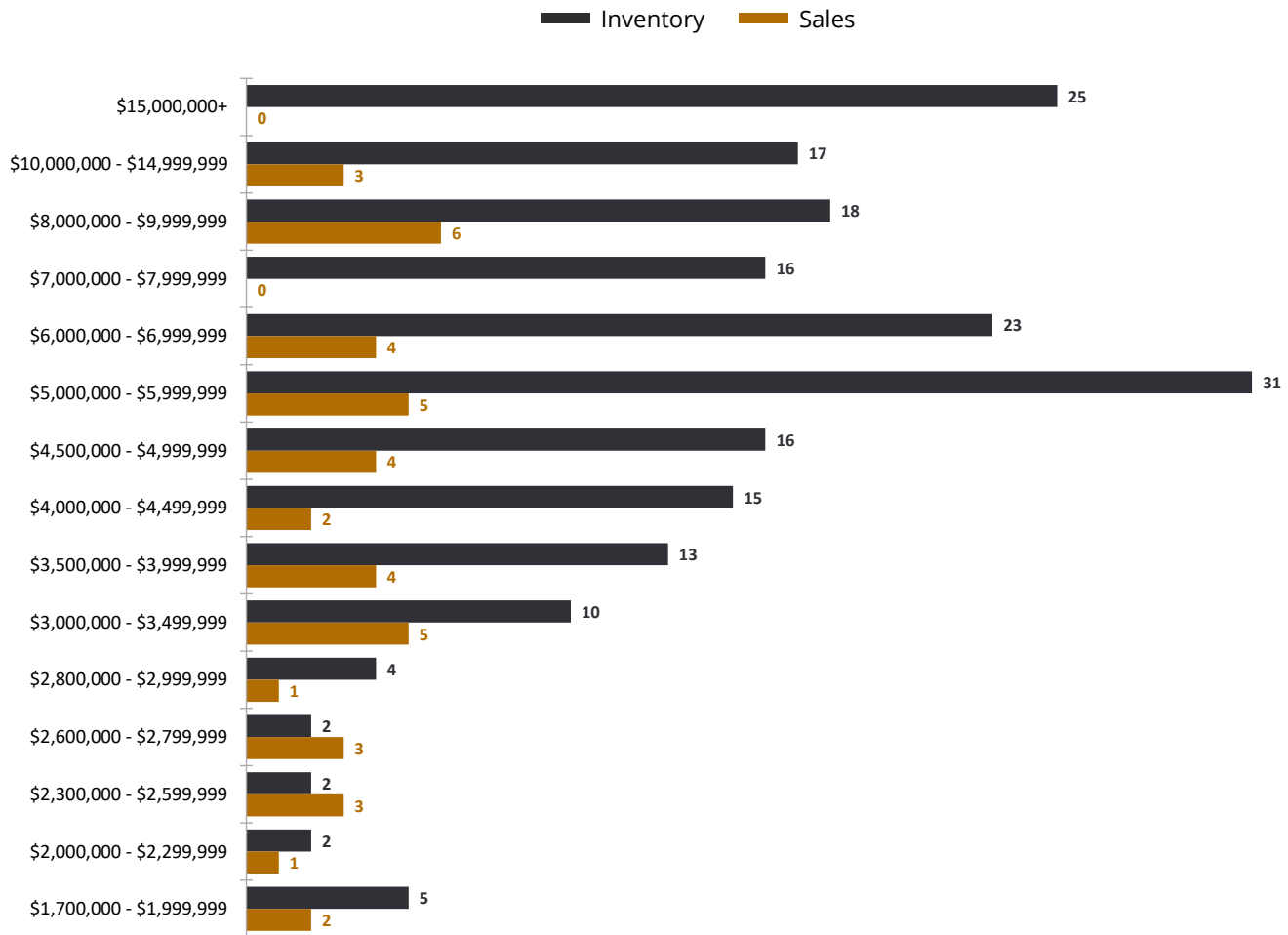
## LUXURY INVENTORY VS. SALES | MARCH 2025

Total Inventory: **199**

Total Sales: **43**

Total Sales Ratio<sup>2</sup>: **22%**

Seller's Market



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 3,999	\$2,650,000	3	3	13	19	68%
4,000 - 4,999	\$4,999,900	4	5	7	34	21%
5,000 - 5,999	\$3,950,000	5	5	3	31	10%
6,000 - 6,999	\$5,600,000	5	6	9	36	25%
7,000 - 7,999	\$6,725,000	5	7	4	22	18%
8,000+	\$9,625,000	6	7	7	57	12%

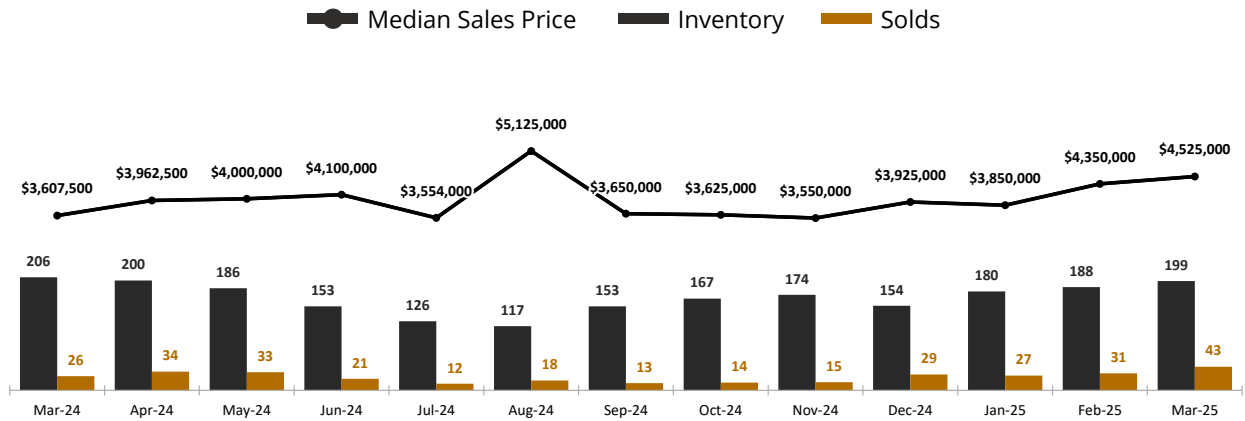
<sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

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## 13-MONTH LUXURY MARKET TREND<sup>4</sup>



## MEDIAN DATA REVIEW | MARCH

### TOTAL INVENTORY

Mar. 2024    Mar. 2025  
**206**        **199**

VARIANCE: **-3%**

### TOTAL SOLDS

Mar. 2024    Mar. 2025  
**26**         **43**

VARIANCE: **65%**

### SALES PRICE

Mar. 2024    Mar. 2025  
**\$3.61m**    **\$4.53m**

VARIANCE: **25%**

### SALE PRICE PER SQFT.

Mar. 2024    Mar. 2025  
**\$680**       **\$926**

VARIANCE: **36%**

### SALE TO LIST PRICE RATIO

Mar. 2024    Mar. 2025  
**96.25%**    **96.18%**

VARIANCE: **0%**

### DAYS ON MARKET

Mar. 2024    Mar. 2025  
**58**         **52**

VARIANCE: **-10%**

## PARADISE VALLEY MARKET SUMMARY | MARCH 2025

- The single-family luxury market is a **Seller's Market** with a **22% Sales Ratio**.
- Homes sold for a median of **96.18% of list price** in March 2025.
- The most active price bands are **\$2,300,000-\$2,599,999** and **\$2,600,000-\$2,799,999**, where the sales ratio is **150%**.
- The median luxury sales price for single-family homes is **\$4,525,000**.
- The median days on market for March 2025 was **52** days, down from **58** in March 2024.

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

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.