

PARADISE VALLEY
ARIZONA

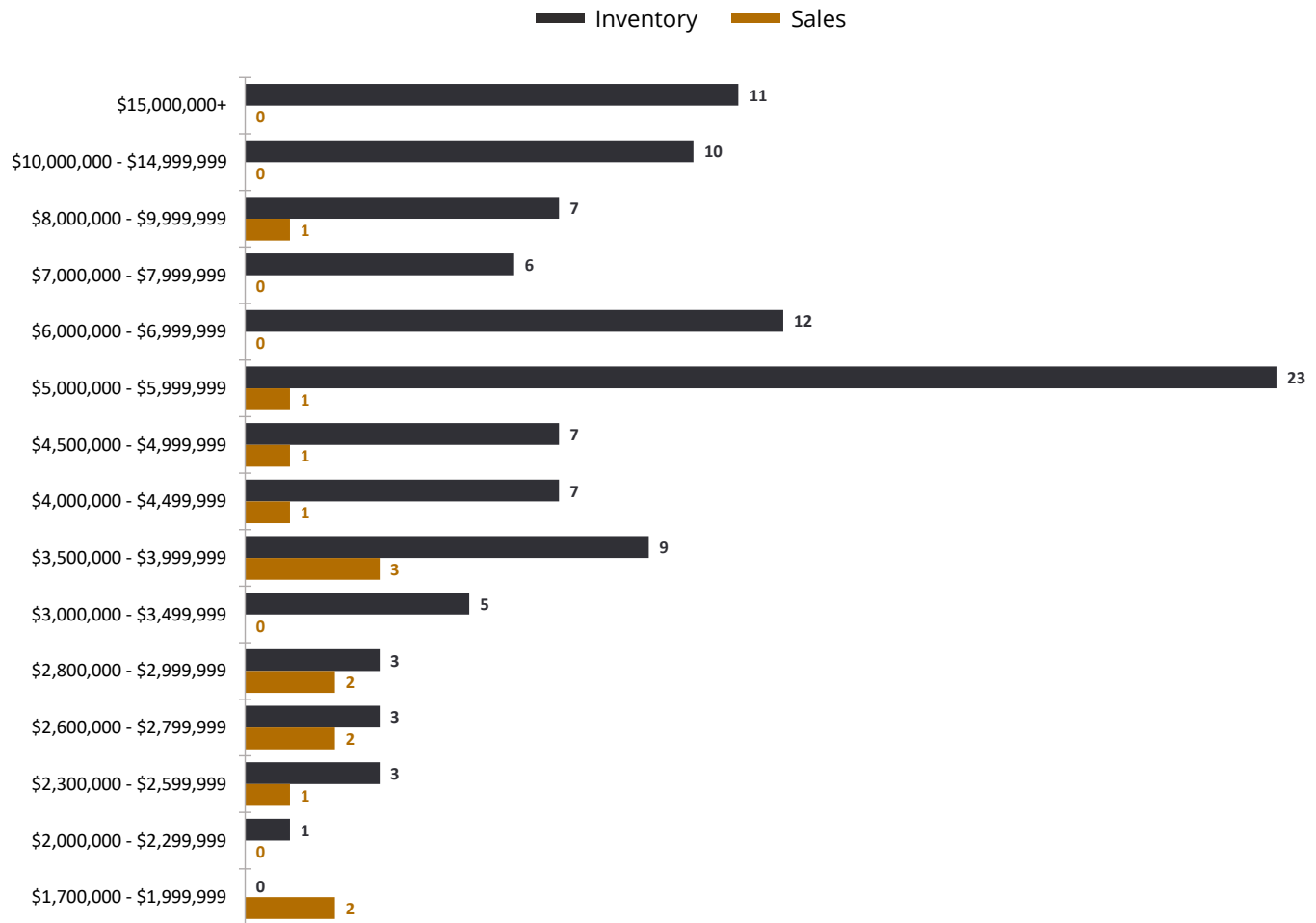
LUXURY INVENTORY VS. SALES | AUGUST 2025

Total Inventory: **107**

Total Sales: **14**

Total Sales Ratio²: **13%**

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	\$2,750,000	4	5	5	11	45%
4,000 - 4,999	\$2,600,000	5	5	3	24	13%
5,000 - 5,999	\$3,575,000	4	4	3	18	17%
6,000 - 6,999	\$5,080,000	6	7	2	17	12%
7,000 - 7,999	\$8,700,000	5	6	1	8	13%
8,000+	NA	NA	NA	0	29	0%

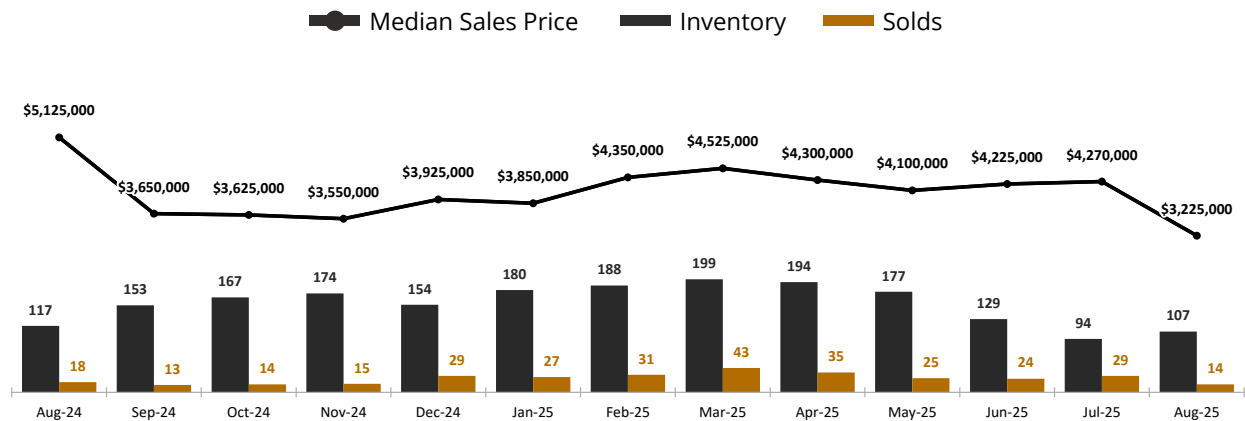
¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

PARADISE VALLEY

SINGLE-FAMILY HOMES

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

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | AUGUST

TOTAL INVENTORY

Aug. 2024: **117**
Aug. 2025: **107**

VARIANCE: **-9%**

TOTAL SOLDs

Aug. 2024: **18**
Aug. 2025: **14**

VARIANCE: **-22%**

SALES PRICE

Aug. 2024: **\$5.13m**
Aug. 2025: **\$3.23m**

VARIANCE: **-37%**

SALE PRICE PER SQFT.

Aug. 2024: **\$760**
Aug. 2025: **\$727**

VARIANCE: **-4%**

SALE TO LIST PRICE RATIO

Aug. 2024: **95.76%**
Aug. 2025: **94.13%**

VARIANCE: **-2%**

DAYS ON MARKET

Aug. 2024: **116**
Aug. 2025: **112**

VARIANCE: **-3%**

PARADISE VALLEY MARKET SUMMARY | AUGUST 2025

- The single-family luxury market is a **Balanced Market** with a **13% Sales Ratio**.
- Homes sold for a median of **94.13% of list price** in August 2025.
- The most active price bands are **\$2,600,000-\$2,799,999** and **\$2,800,000-\$2,999,999**, where the sales ratio is **67%**.
- The median luxury sales price for single-family homes is **\$3,225,000**.
- The median days on market for August 2025 was **112** days, down from **116** in August 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.