INSTITUTE *for* LUXURY HOME MARKETING®
by Colibri Real Estate

APRIL
2026



PARADISE VALLEY
ARIZONA

www.LuxuryHomeMarketing.com

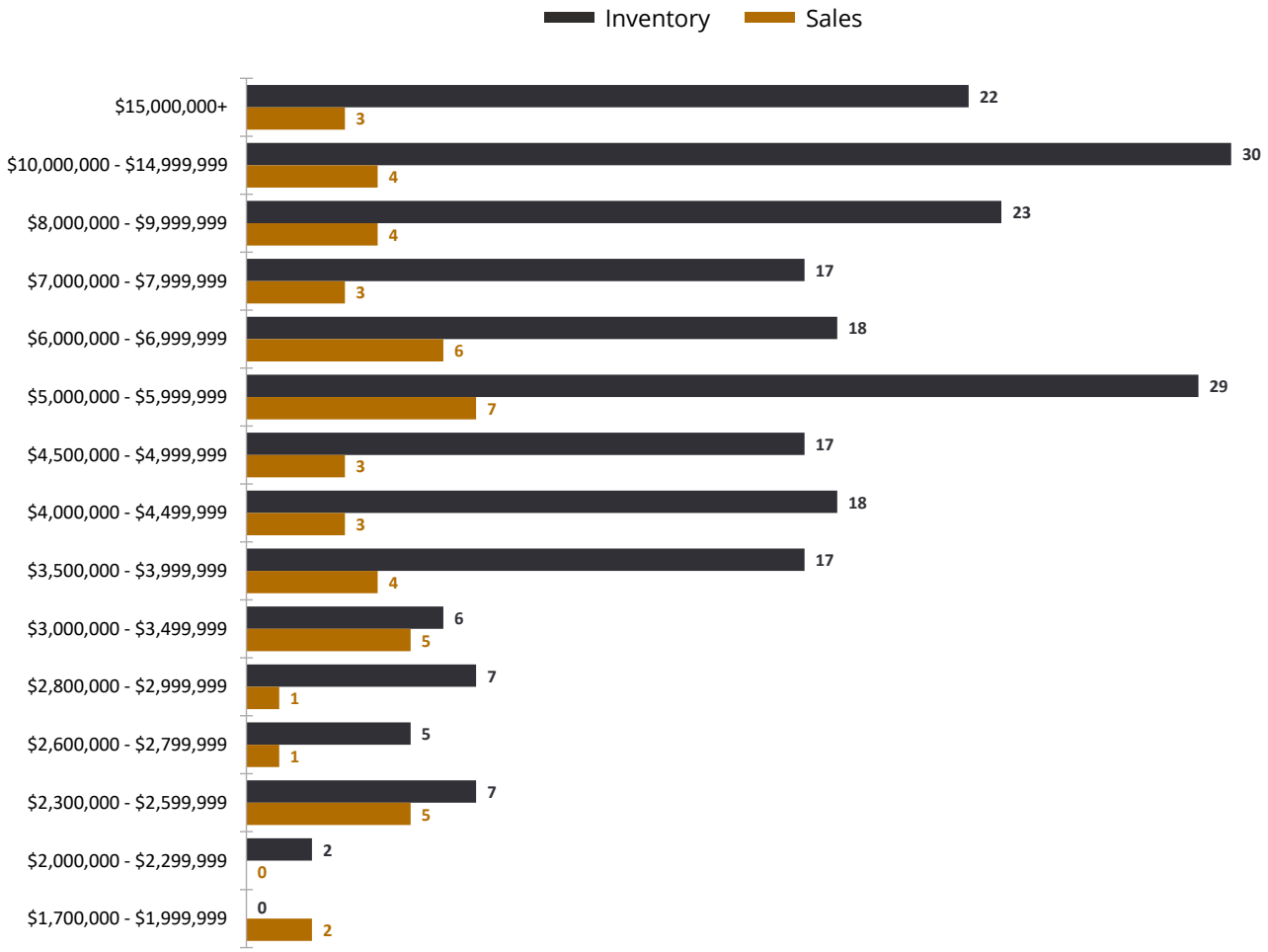
PARADISE VALLEY

SINGLE-FAMILY HOMES

Luxury Benchmark Price[1]: **$1,700,000**

LUXURY INVENTORY VS. SALES | MARCH 2026

Total Inventory: **218**	*Total Sales:* **51**	*Total Sales Ratio*[2]*:* **23%**	**Seller's 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	$2,559,944	4	4	**12**	**30**	**40%**
4,000 - 4,999	$4,697,500	4	5	**10**	**34**	**29%**
5,000 - 5,999	$5,000,000	4	5	**9**	**25**	**36%**
6,000 - 6,999	$6,515,000	5	6	**5**	**33**	**15%**
7,000 - 7,999	$8,386,000	6	7	**8**	**28**	**29%**
8,000+	$10,000,000	5	8	**7**	**68**	**10%**

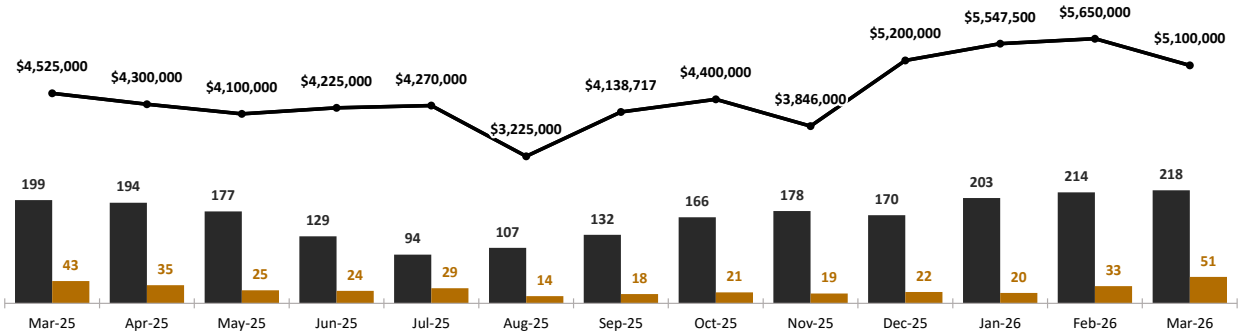
[1] The luxury threshold price is set by The Institute for Luxury Home Marketing. [2]Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

PARADISE VALLEY

SINGLE-FAMILY HOMES

Luxury Benchmark Price[1]: **$1,700,000**

13-MONTH LUXURY MARKET TREND[4]



MEDIAN DATA REVIEW | MARCH

TOTAL INVENTORY

Mar. 2025	Mar. 2026
199	218

VARIANCE: **10%**

TOTAL SOLDS

Mar. 2025	Mar. 2026
43	51

VARIANCE: **19%**

SALES PRICE

Mar. 2025	Mar. 2026
$4.53m	$5.10m

VARIANCE: **13%**

SALE PRICE PER SQFT.

Mar. 2025	Mar. 2026
$926	$959

VARIANCE: **4%**

SALE TO LIST PRICE RATIO

Mar. 2025	Mar. 2026
96.18%	95.07%

VARIANCE: **-1%**

DAYS ON MARKET

Mar. 2025	Mar. 2026
52	72

VARIANCE: **38%**

PARADISE VALLEY MARKET SUMMARY | MARCH 2026

- The single-family luxury market is a **Seller's Market** with a **23% Sales Ratio**.
- Homes sold for a median of **95.07% of list price** in March 2026.
- The most active price band is **$3,000,000-$3,499,999**, where the sales ratio is **83%**.
- The median luxury sales price for single-family homes is **$5,100,000**.
- The median days on market for March 2026 was **72** days, up from **52** in March 2025.

[3]Square foot table does not account for listings and solds where square foot data is not disclosed.
[4]Data reported includes Active and Sold properties and does not include Pending properties.