INSTITUTE *for* LUXURY HOME MARKETING®

by Colibri Real Estate

JUNE 2026

PARADISE VALLEY ARIZONA

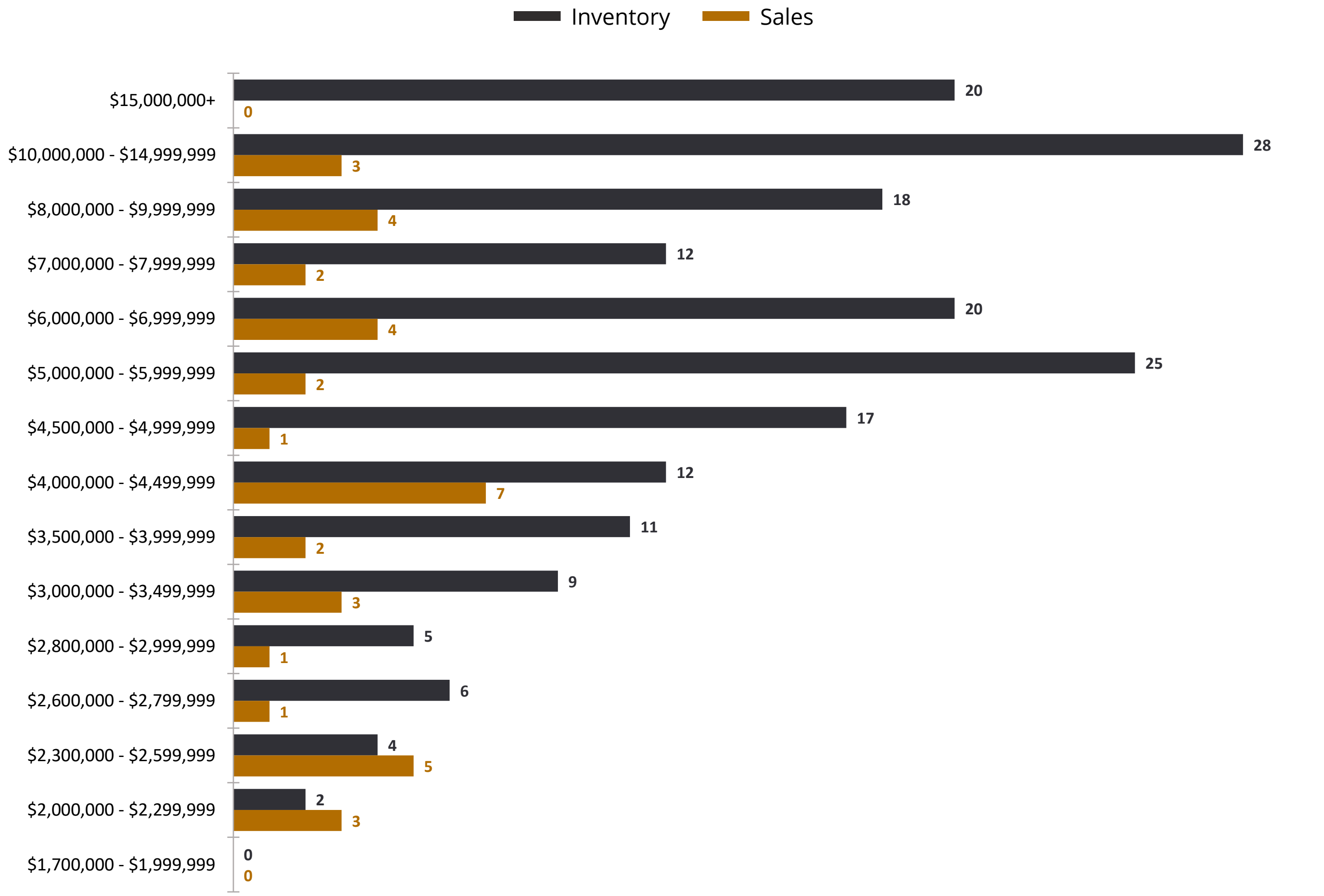
PARADISE VALLEY

SINGLE-FAMILY HOMES

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

LUXURY INVENTORY VS. SALES | MAY 2026

Total Inventory: **189** | *Total Sales:* **38** | *Total Sales Ratio*[2]: **20%** | **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	$2,590,000	4	4	**12**	**27**	**44%**
4,000 - 4,999	$3,250,000	5	5	**5**	**23**	**22%**
5,000 - 5,999	$4,524,500	4	6	**4**	**25**	**16%**
6,000 - 6,999	$6,350,000	5	5	**5**	**26**	**19%**
7,000 - 7,999	$6,245,000	5	7	**6**	**25**	**24%**
8,000+	$9,850,000	6	8	**6**	**63**	**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

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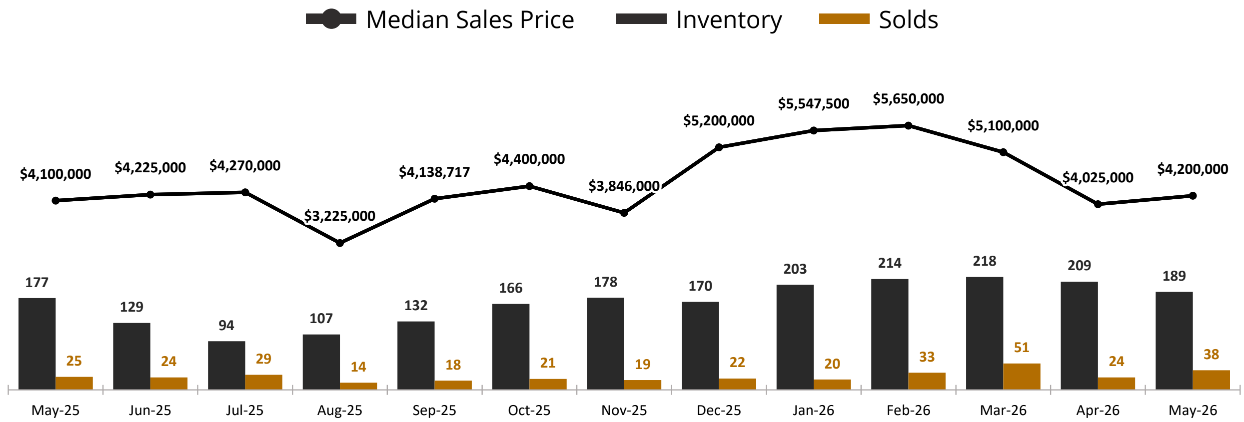
13-MONTH LUXURY MARKET TREND[4]



MEDIAN DATA REVIEW | MAY

TOTAL INVENTORY

May 2025	May 2026
177	189

VARIANCE: **7%**

TOTAL SOLDS

May 2025	May 2026
25	38

VARIANCE: **52%**

SALES PRICE

May 2025	May 2026
$4.10m	$4.20m

VARIANCE: **2%**

SALE PRICE PER SQFT.

May 2025	May 2026
$871	$878

VARIANCE: **1%**

SALE TO LIST PRICE RATIO

May 2025	May 2026
95.12%	95.37%

VARIANCE: **0%**

DAYS ON MARKET

May 2025	May 2026
65	73

VARIANCE: **12%**

PARADISE VALLEY MARKET SUMMARY | MAY 2026

- The single-family luxury market is a **Balanced Market** with a **20% Sales Ratio**.
- Homes sold for a median of **95.37% of list price** in May 2026.
- The most active price band is **$2,000,000-$2,299,999**, where the sales ratio is **150%**.
- The median luxury sales price for single-family homes is **$4,200,000**.
- The median days on market for May 2026 was **73** days, up from **65** in May 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.