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

JULY
2026



PARADISE VALLEY
ARIZONA

www.LuxuryHomeMarketing.com

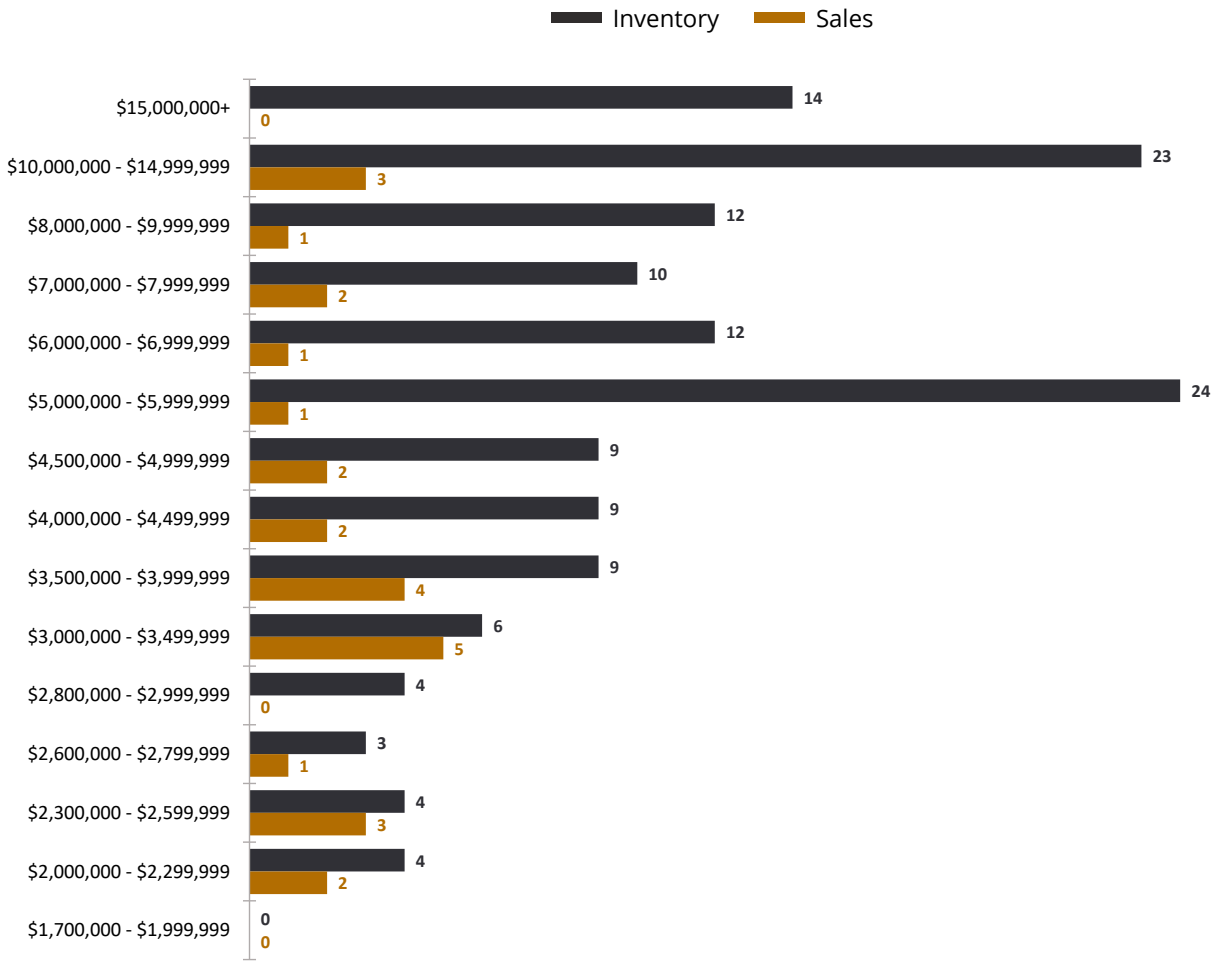
PARADISE VALLEY

SINGLE-FAMILY HOMES

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

LUXURY INVENTORY VS. SALES | JUNE 2026

Total Inventory: **143**	*Total Sales:* **27**	*Total Sales Ratio*[2]*:* **19%**	**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	$2,800,000	4	4	**8**	**22**	**36%**
4,000 - 4,999	$3,358,500	4	4	**8**	**16**	**50%**
5,000 - 5,999	$4,800,000	5	5	**3**	**20**	**15%**
6,000 - 6,999	$9,350,000	4	5	**1**	**20**	**5%**
7,000 - 7,999	$5,100,000	4	6	**1**	**23**	**4%**
8,000+	$9,400,000	6	9	**6**	**42**	**14%**

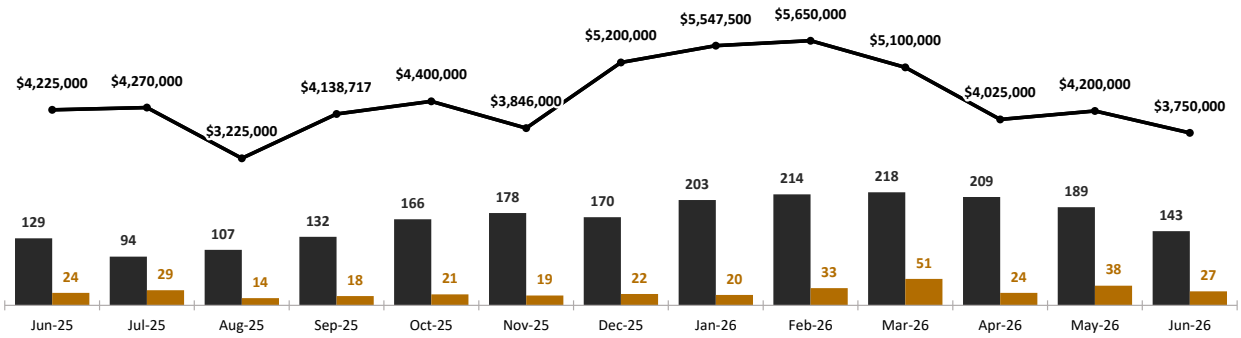
[1] The luxury threshold price is set by The Institute for Luxury Home Marketing. [2]Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

PARADISE VALLEY

SINGLE-FAMILY HOMES

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

13-MONTH LUXURY MARKET TREND[4]



MEDIAN DATA REVIEW | JUNE

TOTAL INVENTORY

Jun. 2025	Jun. 2026
129	143

VARIANCE: **11%**

TOTAL SOLDS

Jun. 2025	Jun. 2026
24	27

VARIANCE: **13%**

SALES PRICE

Jun. 2025	Jun. 2026
$4.23m	$3.75m

VARIANCE: **-11%**

SALE PRICE PER SQFT.

Jun. 2025	Jun. 2026
$847	$862

VARIANCE: **2%**

SALE TO LIST PRICE RATIO

Jun. 2025	Jun. 2026
94.71%	94.55%

VARIANCE: **0%**

DAYS ON MARKET

Jun. 2025	Jun. 2026
54	89

VARIANCE: **65%**

PARADISE VALLEY MARKET SUMMARY | JUNE 2026

- The single-family luxury market is a **Balanced Market** with a **19% Sales Ratio**.
- Homes sold for a median of **94.55% of list price** in June 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 **$3,750,000**.
- The median days on market for June 2026 was **89** days, up from **54** in June 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.