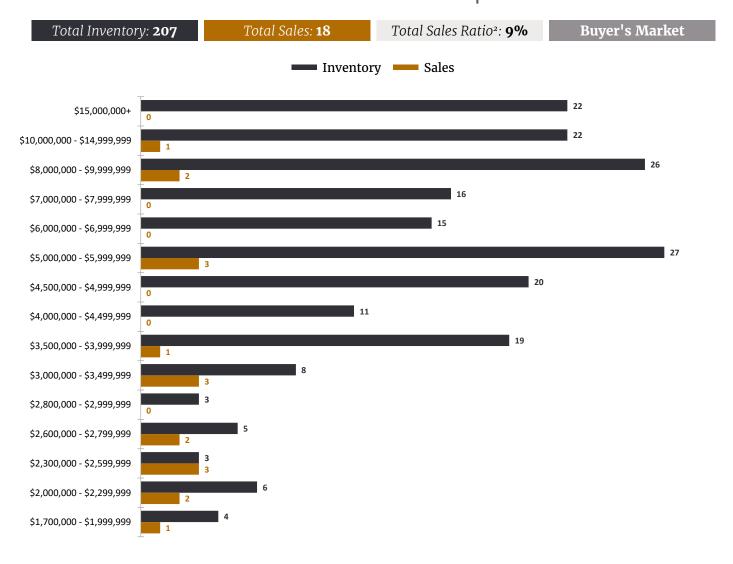


PARADISE VALLEY

Luxury Benchmark Price¹: \$1,700,000

LUXURY INVENTORY VS. SALES | FEBRUARY 2024



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio
0 - 3,999	\$2,320,000	4	4	6	24	25%
4,000 - 4,999	\$2,920,000	5	6	4	35	11%
5,000 - 5,999	\$4,237,500	4	5	2	25	8%
6,000 - 6,999	\$7,595,556	6	7	4	31	13%
7,000 - 7,999	\$5,813,734	5	7	1	32	3%
8,000+	\$9,650,000	5	6	1	60	2%

¹The 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.

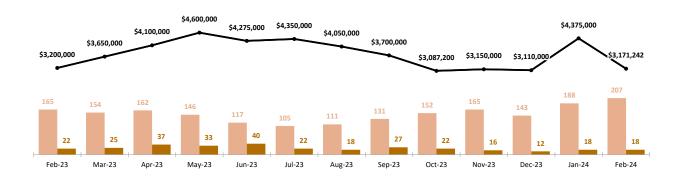
PARADISE VALLEY

SINGLE-FAMILY HOMES

Luxury Benchmark Price¹: \$1,700,000

13-MONTH LUXURY MARKET TREND4





MEDIAN DATA REVIEW | FEBRUARY

TOTAL INVENTORY

Feb. 2023 Feb. 2024

165 207

VARIANCE: 25%

SALE PRICE PER SQFT.

Feb. 2023 Feb. 2024

\$676 \$773

VARIANCE: 14%

TOTAL SOLDS

Feb. 2023 Feb. 2024

22 18

VARIANCE: -18%

SALE TO LIST PRICE RATIO

Feb. 2023 Feb. 2024

95.92% 97.72%

VARIANCE: 2%

SALES PRICE

Feb. 2023 Feb. 2024

\$3.20m \$3.17m

VARIANCE: -1%

DAYS ON MARKET

Feb. 2023 Feb. 2024

47 31

VARIANCE: -34%

PARADISE VALLEY MARKET SUMMARY | FEBRUARY 2024

- The single-family luxury market is a **Buyer's Market** with a **9% Sales Ratio**.
- · Homes sold for a median of **97.72% of list price** in February 2024.
- The most active price band is \$2,300,000-\$2,599,999, where the sales ratio is 100%.
- The median luxury sales price for single-family homes is \$3,171,242.
- The median days on market for February 2024 was 31 days, down from 47 in February 2023.