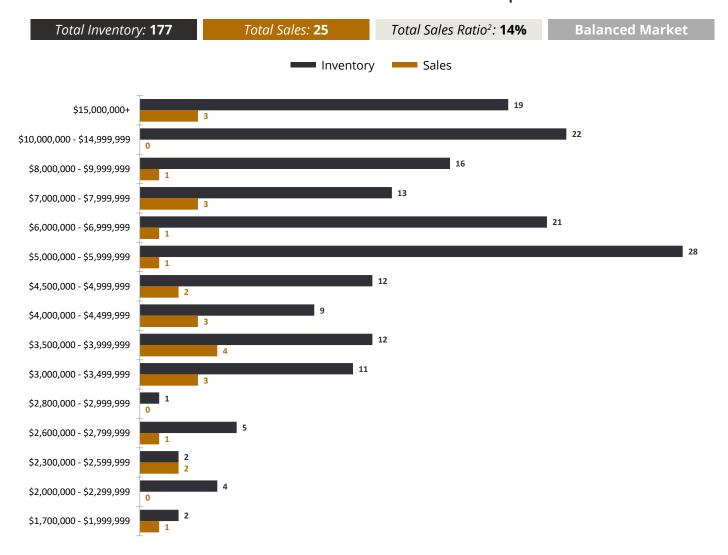


www.LuxuryHomeMarketing.com

Luxury Benchmark Price¹: \$1,700,000

LUXURY INVENTORY VS. SALES | MAY 2025



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 3,999	\$2,446,250	4	4	4	16	25%
4,000 - 4,999	\$4,050,000	4	5	6	31	19%
5,000 - 5,999	\$4,100,000	5	6	5	29	17%
6,000 - 6,999	\$3,750,000	4	5	3	27	11%
7,000 - 7,999	\$7,400,000	5	7	3	21	14%
8,000+	\$16,926,300	7	9	4	53	8%

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.

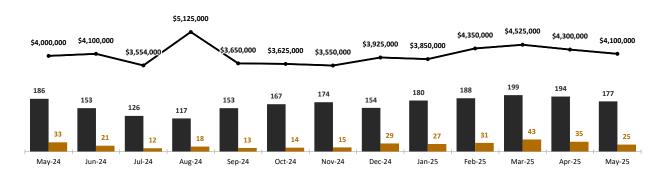
PARADISE VALLEY

SINGLE-FAMILY HOMES

Luxury Benchmark Price¹: \$1,700,000

13-MONTH LUXURY MARKET TREND4





MEDIAN DATA REVIEW | MAY

TOTAL INVENTORY

May 2024 May 2025

186 177

VARIANCE: -5%

SALE PRICE PER SQFT.

May 2024 May 2025

\$762 \$871

VARIANCE: **14**%

TOTAL SOLDS

May 2024 May 2025

33 25

VARIANCE: -24%

SALE TO LIST PRICE RATIO

May 2024 May 2025

95.95% 95.12%

VARIANCE: -1%

SALES PRICE

May 2024 May 2025

\$4.00m \$4.10m

VARIANCE: 3%

DAYS ON MARKET

May 2024 May 2025

74 65

VARIANCE: -12%

PARADISE VALLEY MARKET SUMMARY | MAY 2025

- The single-family luxury market is a **Balanced Market** with a **14% Sales Ratio**.
- Homes sold for a median of **95.12% of list price** in May 2025.
- 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 \$4,100,000.
- The median days on market for May 2025 was 65 days, down from 74 in May 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.