

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

AUGUST  
2022



PARADISE VALLEY

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ARIZONA

[www.LuxuryHomeMarketing.com](http://www.LuxuryHomeMarketing.com)

### LUXURY INVENTORY VS. SALES | JULY 2022

Inventory Sales

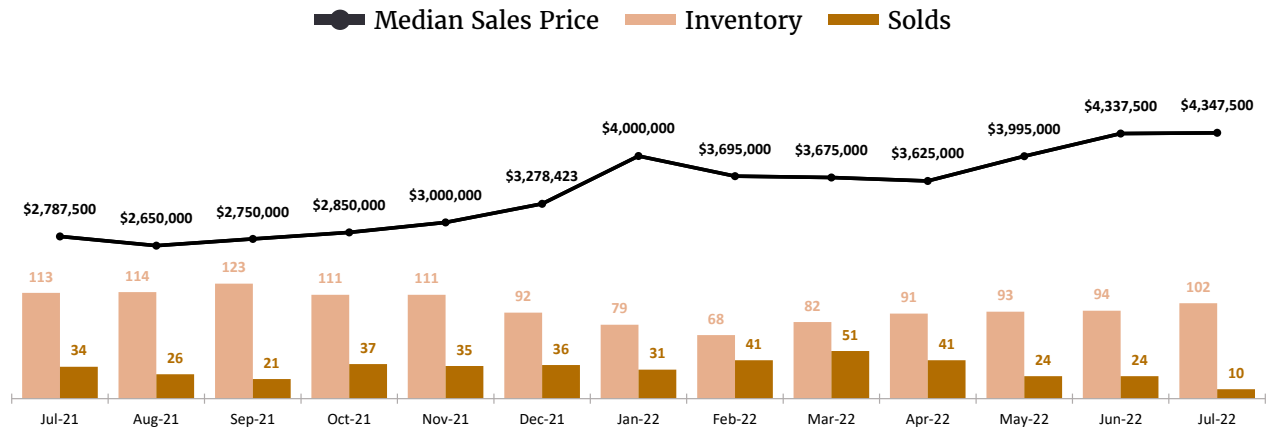
Luxury Benchmark Price<sup>1</sup>: **\$1,700,000**



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 3,999	\$5,260,000	3	4	1	16	6%
4,000 - 4,999	\$2,375,000	4	4	1	16	6%
5,000 - 5,999	\$3,250,000	6	6	4	15	27%
6,000 - 6,999	\$6,287,500	5	6	2	14	14%
7,000 - 7,999	\$5,200,000	6	7	1	11	9%
8,000+	\$9,300,000	6	7	1	30	3%

<sup>1</sup>The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

### 13-MONTH LUXURY MARKET TREND<sup>4</sup>



### MEDIAN DATA REVIEW | JULY

#### TOTAL INVENTORY

Jul. 2021      Jul. 2022  
**113**      **102**

VARIANCE: **-10%**

#### TOTAL SOLDS

Jul. 2021      Jul. 2022  
**34**      **10**

VARIANCE: **-71%**

#### SALES PRICE

Jul. 2021      Jul. 2022  
**\$2.79m**      **\$4.35m**

VARIANCE: **56%**

#### SALE PRICE PER SQFT.

Jul. 2021      Jul. 2022  
**\$565**      **\$699**

VARIANCE: **24%**

#### SALE TO LIST PRICE RATIO

Jul. 2021      Jul. 2022  
**99.07%**      **95.72%**

VARIANCE: **-3%**

#### DAYS ON MARKET

Jul. 2021      Jul. 2022  
**60**      **65**

VARIANCE: **8%**

## PARADISE VALLEY MARKET SUMMARY | JULY 2022

- The Paradise Valley single-family luxury market is a **Buyer's Market** with a **10% Sales Ratio**.
- Homes sold for a median of **95.72% of list price** in July 2022.
- The most active price band is **\$3,000,000-\$3,499,999**, where the sales ratio is **100%**.
- The median luxury sales price for single-family homes is **\$4,347,500**.
- The median days on market for July 2022 was **65** days, up from **60** in July 2021.

<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.