

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

JUNE  
2022



PARADISE VALLEY

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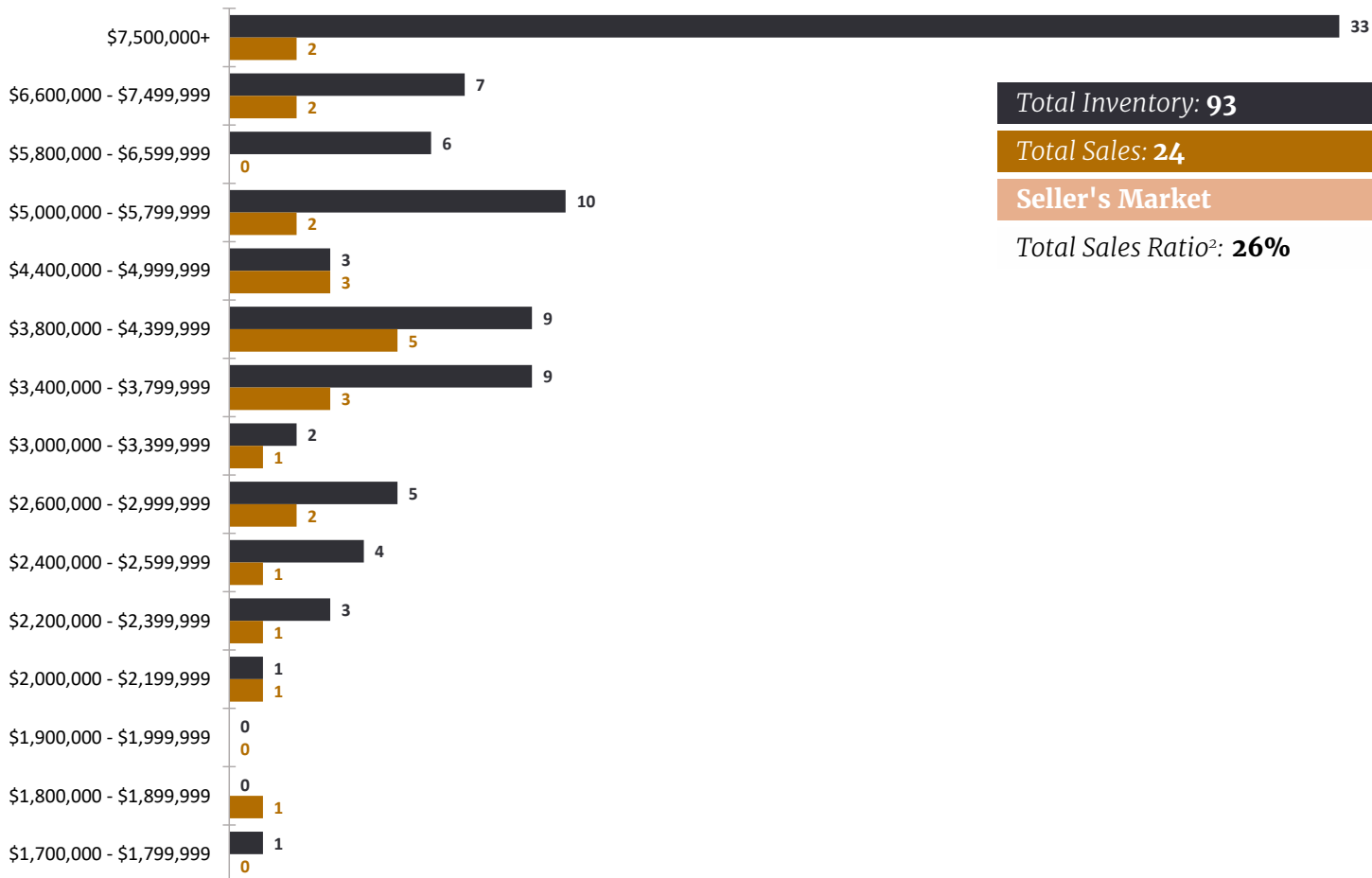
ARIZONA

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

### LUXURY INVENTORY VS. SALES | MAY 2022

Inventory Sales

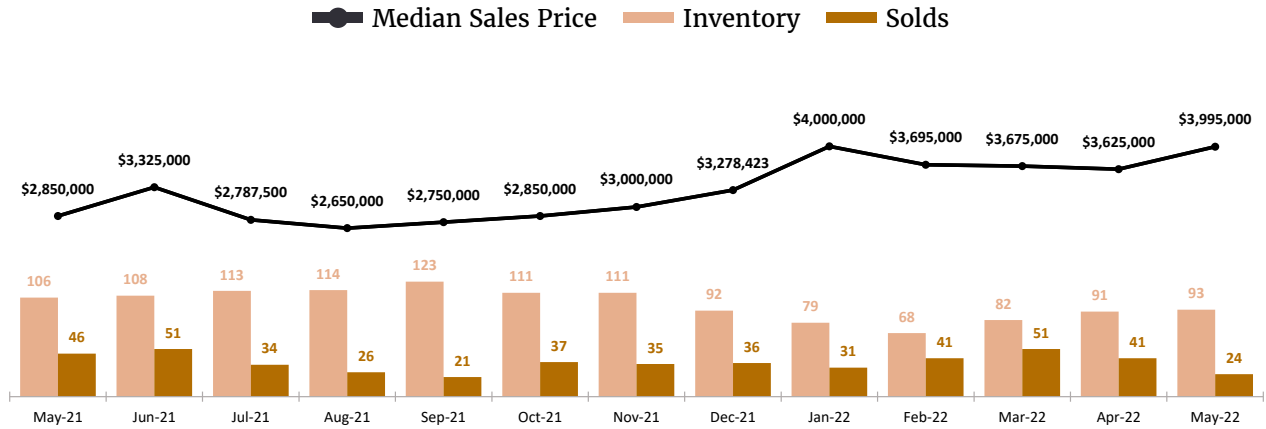
Luxury Benchmark Price<sup>1</sup>: **\$1,700,000**



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	\$2,250,000	5	4	5	14	36%
4,000 - 4,999	\$3,199,000	4	4	3	7	43%
5,000 - 5,999	\$4,200,000	4	6	4	14	29%
6,000 - 6,999	\$3,995,000	4	5	4	13	31%
7,000 - 7,999	\$5,350,000	6	7	5	13	38%
8,000+	\$5,200,000	5	7	3	32	9%

<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 | MAY

#### TOTAL INVENTORY

May 2021      May 2022  
**106**            **93**

VARIANCE: **-12%**

#### TOTAL SOLDS

May 2021      May 2022  
**46**              **24**

VARIANCE: **-48%**

#### SALES PRICE

May 2021      May 2022  
**\$2.85m**      **\$4.00m**

VARIANCE: **40%**

#### SALE PRICE PER SQFT.

May 2021      May 2022  
**\$533**            **\$676**

VARIANCE: **27%**

#### SALE TO LIST PRICE RATIO

May 2021      May 2022  
**97.81%**      **100.00%**

VARIANCE: **2%**

#### DAYS ON MARKET

May 2021      May 2022  
**53**                **32**

VARIANCE: **-40%**

## PARADISE VALLEY MARKET SUMMARY | MAY 2022

- The Paradise Valley single-family luxury market is a **Seller's Market** with a **26% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in May 2022.
- The most active price band is **\$4,400,000-\$4,999,999**, where the sales ratio is **100%**.
- The median luxury sales price for single-family homes is **\$3,995,000**.
- The median days on market for May 2022 was **32** days, down from **53** in May 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.