

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

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MAY  
2022

# PARADISE VALLEY

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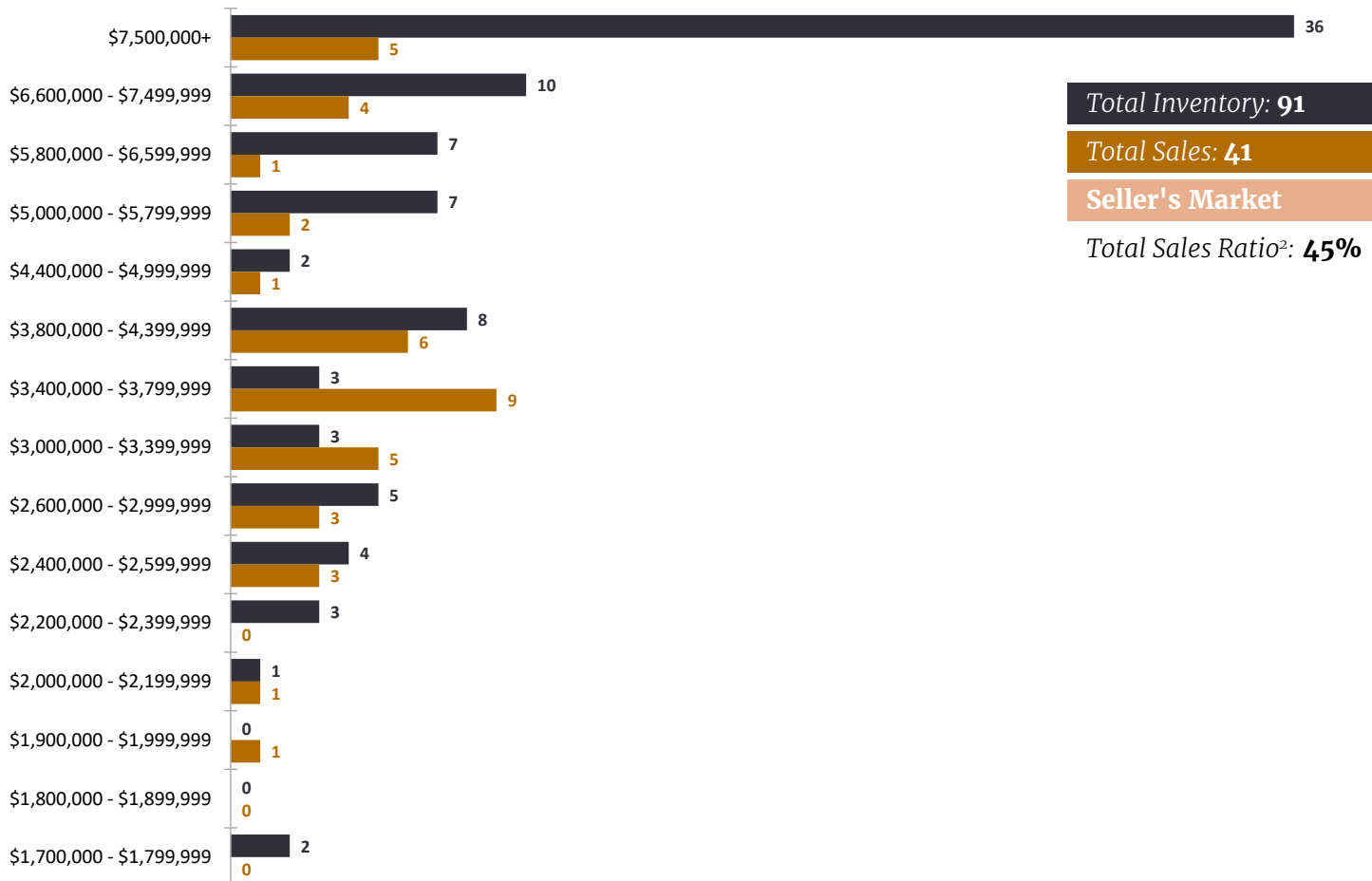
# ARIZONA

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

### LUXURY INVENTORY VS. SALES | APRIL 2022

Inventory Sales

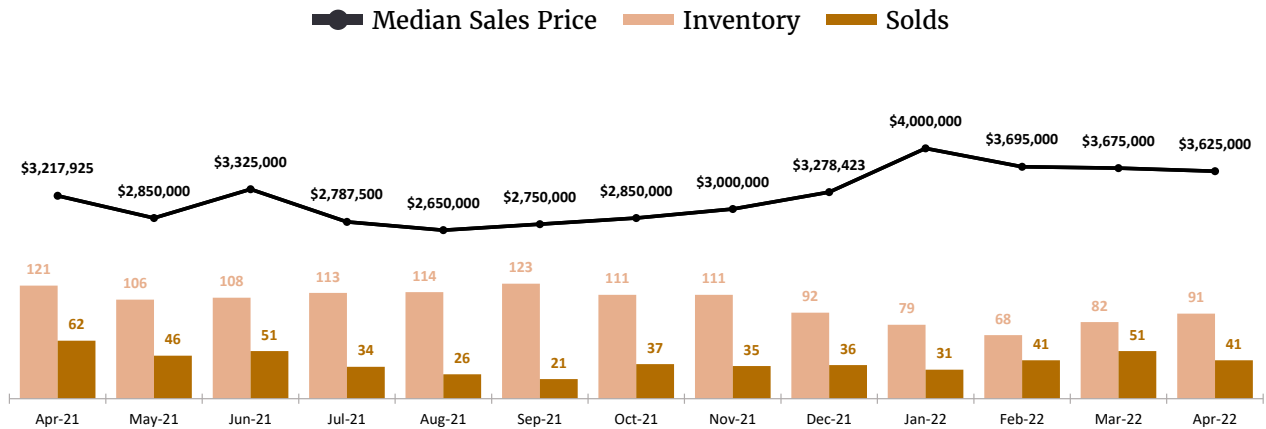
Luxury Benchmark Price<sup>1</sup>: **\$1,700,000**



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	\$2,650,000	4	3	9	13	69%
4,000 - 4,999	\$3,500,000	4	5	11	6	183%
5,000 - 5,999	\$4,007,786	5	6	5	11	45%
6,000 - 6,999	\$6,543,500	5	6	4	12	33%
7,000 - 7,999	\$3,600,000	5	6	4	14	29%
8,000+	\$8,820,000	6	7	8	35	23%

<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 | APRIL

#### TOTAL INVENTORY

Apr. 2021      Apr. 2022

121              91

VARIANCE: -25%

#### TOTAL SOLDS

Apr. 2021      Apr. 2022

62                41

VARIANCE: -34%

#### SALES PRICE

Apr. 2021      Apr. 2022

\$3.22m          \$3.63m

VARIANCE: 13%

#### SALE PRICE PER SQFT.

Apr. 2021      Apr. 2022

\$526            \$748

VARIANCE: 42%

#### SALE TO LIST PRICE RATIO

Apr. 2021      Apr. 2022

99.71%        100.00%

VARIANCE: 0%

#### DAYS ON MARKET

Apr. 2021      Apr. 2022

46                17

VARIANCE: -63%

## PARADISE VALLEY MARKET SUMMARY | APRIL 2022

- The Paradise Valley single-family luxury market is a **Seller's Market** with a **45%** Sales Ratio.
- Homes sold for a median of **100.00% of list price** in April 2022.
- The most active price band is **\$3,400,000-\$3,799,999**, where the sales ratio is **300%**.
- The median luxury sales price for single-family homes is **\$3,625,000**.
- The median days on market for April 2022 was **17** days, down from **46** in April 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.