

PARADISE VALLEY MARKETUPDATE

Vol. 18 | Issue 1



Presented by The Grigg's Group



Dear PV Homeowner...

Welcome to the spring issue of the Paradise Valley Market Update!

I hope everyone has enjoyed these past winter months. This season is typically a busier time for the Grigg's Group and other real estate professionals, and we had a great close to 2017 and an exciting start to the new year!

Our continuing partnership with Cullum Homes has also been very rewarding - *and award-winning* - these past few months. At the inaugural **2017 SAMM Awards** (Sales, Advertising, Marketing & Merchandising), we were greatly honored to receive two coveted awards: **Best of Sales - Detached Luxury** and **Best Video For Sale Product**. Thanks to the distinguished panel of judges and committee members, and congratulations to the other winners at this exciting new event to recognize excellence in the building industry.

Whether buying or selling, we have unmatched local and global resources to help you make a perfect home out of a perfect moment.

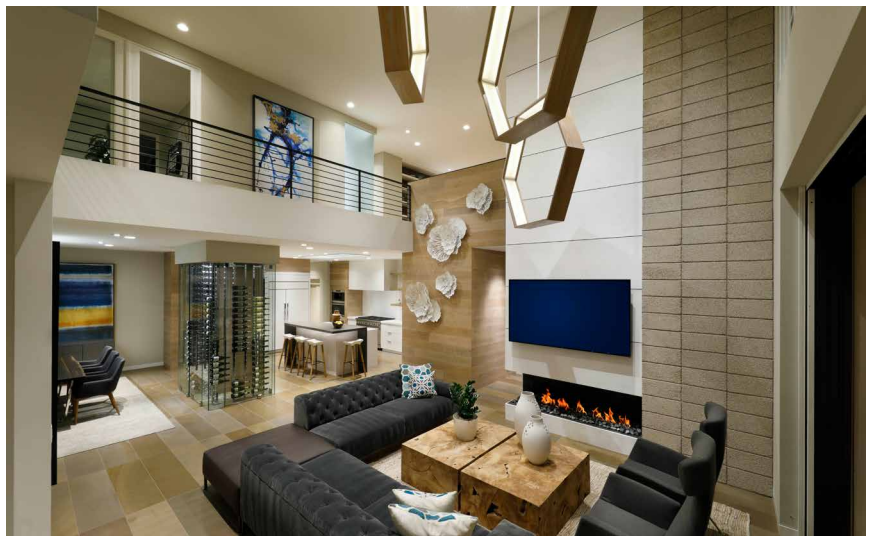
Please make The Grigg's Group your first call for all your real estate needs.

Your Paradise Valley Realtor,

Scott Grigg

The Grigg's Group
Realty Executives | #1 Luxury Team
480.540.5479

Your Arizona Luxury Home Specialists



Best of Sales - Detached Luxury
Scott Grigg | Cullum Homes



Best Video For Sale Product
Cullum Homes | Village at Mountain Shadows



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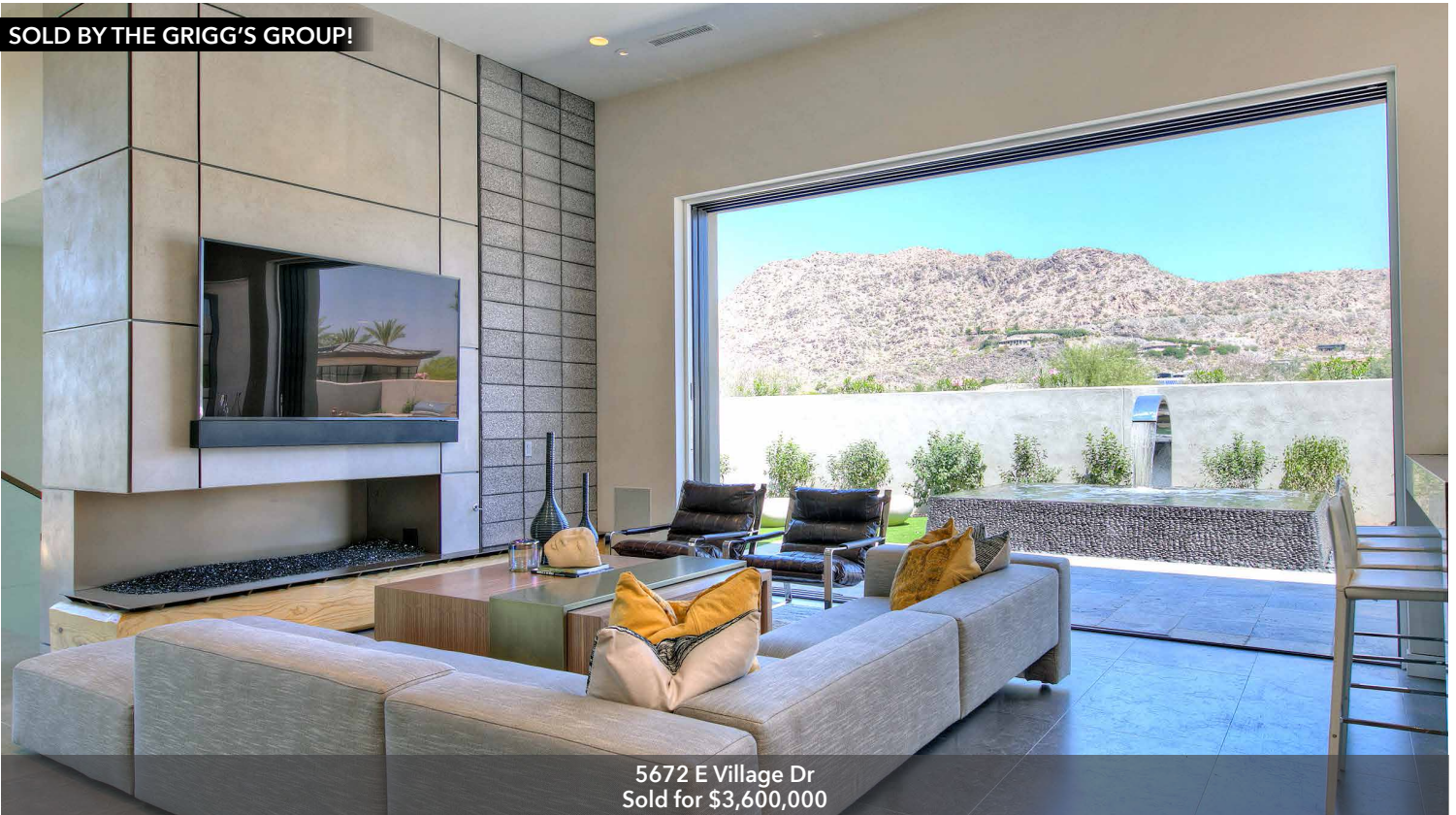
The Grigg's Group

HOT Market!

Recent Significant Sales

Call Scott Grigg to see how your property can be the next one SOLD!

SOLD BY THE GRIGG'S GROUP!



5672 E Village Dr
Sold for \$3,600,000

SOLD BY THE GRIGG'S GROUP!



5728 E Village Dr
Sold for \$2,349,934

SOLD BY THE GRIGG'S GROUP!



6335 N Lost Dutchman Dr
Sold for \$2,651,548

SOLD BY THE GRIGG'S GROUP!



5285 N 61st St
Sold for \$5,195,000

SOLD BY THE GRIGG'S GROUP!



6760 E Hummingbird Ln
Sold for \$3,100,000

SOLD BY THE GRIGG'S GROUP!



5107 E Beryl Ave
Sold for \$1,710,000

SOLD BY THE GRIGG'S GROUP!



6557 E Berneil Dr, Lot 4
Sold for \$1,025,000

Paradise Valley New Home Communities

THE VILLAGE AT MOUNTAIN SHADOWS – 75% SOLD OUT! CALL NOW

Situated in one of the best locations in Paradise Valley, we refer to this as Arizona Oceanfront, nestled between Camelback and Mummy Mountains. 24/7 guard gated, community pool/spa, park, and more. As a resident you get use of all the New Mountain Shadows Resort amenities including pools, fitness center, and golf. This is truly lock and leave with premier resort living. **Prices starting at \$1,750,000.**

Custom designed home options from scratch are available. Options to combine multiple lots are available. All remaining opportunities have fantastic views.

Located on the Southeast Corner of 56th and Lincoln.
We have 2 models and move-in ready homes for viewing
Open Daily 11 to 5pm.



Custom Floor Plans to Choose From

CAMELBACK
4,286 SF
SOLD OUT

CAMELVIEW
3,967 SF
Starting at
\$2,495,000

ECHO
4,395 SF
Starting at
\$2,595,000

PARADISE
3,377 SF
Starting at
\$2,250,000

SUMMIT
4,874 SF
Starting at
\$2,750,000

CAMELBACK CUSTOM
2,953 SF
Starting at
\$2,095,000

CHOLLA
3,523 SF
Starting at
\$2,295,000

MOUNTAIN SHADOW
2,937 SF
Starting at
\$2,050,000

PARKVIEW
2,650 SF
Starting at
\$1,750,000

SUMMIT CUSTOM
2,797 SF
Starting at
\$1,999,999

Note: Availability, prices, products and specifications are subject to change without notice. All square footages are estimates. Room dimensions are approximate and may vary.

Quick Move-Ins Available!

FULLY FURNISHED W/ BASEMENT

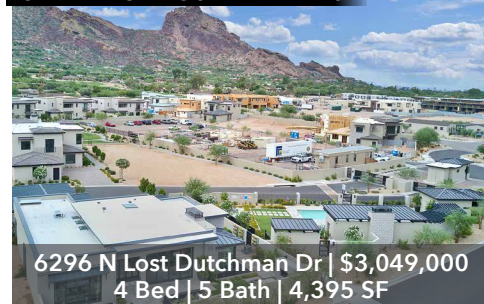


5673 E Village Dr | \$3,595,000
6 Bed | 7 Bath | 7,432 SF



6382 N Lost Dutchman Dr | \$2,814,000
4 Bed | 5 Bath | 4,935 SF

CAMELBACK MOUNTAIN VIEWS



6296 N Lost Dutchman Dr | \$3,049,000
4 Bed | 5 Bath | 4,395 SF



Fidelity National Title Agency

...a Tradition of Trust

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@FidelityPhoenix

www.FNTArizona.com
#FidelityPhoenix



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Paradise Valley New Home Communities

CHOLLA HEIGHTS

Situated on the northeast slope of Camelback Mountain, this very exclusive collection of just seven hillside lots offers panoramic views of North Scottsdale stretching to Four Peaks and the McDowell Mountains. The home sites, ranging in size from 1.3 to 5 acres, each offer a different vantage point of these truly expansive and impressive views. A beautiful, newly-installed electronic gate access will provide privacy and security for residents of Cholla Heights. Take advantage of this rare opportunity to realize the vision of your hillside estate home in this incomparable setting. Prices for the lots start at \$985,000. 3 of the 7 available home sites are already sold!



PARADISE RESERVE

Best Prices in PV for New Construction!

Prices starting at \$1,595,000. Square footages range from 3,201 to 5,165. Custom designed home options from scratch are available. Homes boast views of Camelback Mountain, Downtown Phoenix, and Phoenix Mountain Preserve. 24/7 guard gated.

Located at 39th Street and Lincoln on the north hand side. Estate view lots available from 1 to 3.5 acres starting at \$750k. Call me for details or to arrange a viewing.

Homes for Sale

MODEL HOME - MOVE IN READY!



3965 E Sierra Vista Dr | \$1,899,000
5 Bed | 5.5 Bath | 4,683 SF



6715 N 39th Way | \$1,799,000
4 Bed | 4.5 Bath | 3,892 SF



JUST REDUCED!

6620 N 39th Way | \$1,595,000
3 Bed | 3.5 Bath | 3,202 SF

Paradise Valley Featured Homes

GUARD GATED W/ CITY LIGHT VIEWS!

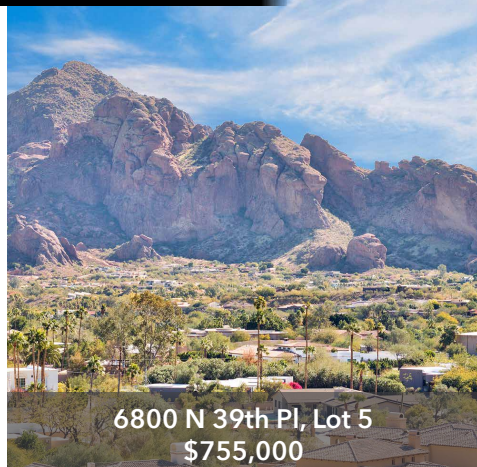


6664 N 29th Pl

**5 Beds | 6.5 Baths
\$2,895,000**

Privately gated hillside residence with AMAZING mountain and city light views. Located in the esteemed Arizona Biltmore Mountain Estates. In addition to the 24/7 guard gated community, this recently remodeled contemporary style estate also has a private gated driveway. 2 story home plus a full basement. This home boasts 5 beds, 6 ½ baths, private gym, and media room. Back yard that backs up to the mountain preserve with tons of lush landscaping. THIS ESTATE BY FAR HAS THE MOST AMAZING PRIVATE TENNIS COURT SET UP. IF YOU ARE A TENNIS PLAYER YOU MUST SEE THIS HOME!

CAMELBACK MTN VIEWS



**6800 N 39th Pl, Lot 5
\$755,000**

GUARD GATED



**6544 E Indian Bend Rd
\$1,300,000**

JUST LISTED



**6605 N 39th Way
\$1,595,000**



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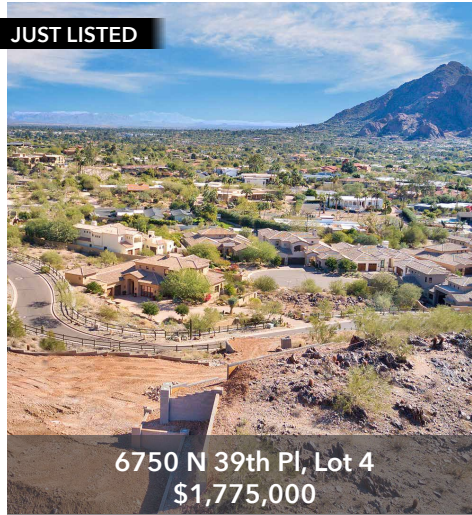
Paradise Valley Featured Homes

NEW CONSTRUCTION



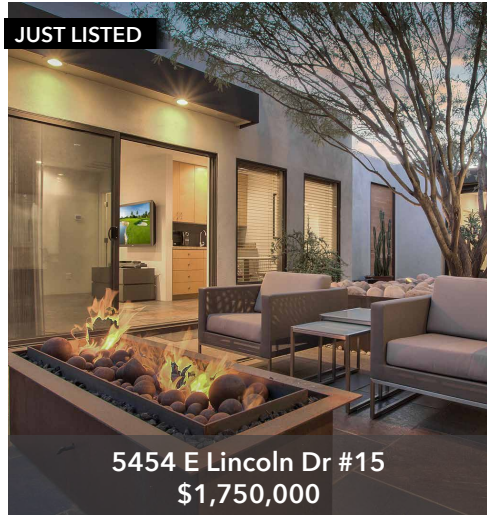
6565 N 39th Way
\$1,750,000

JUST LISTED



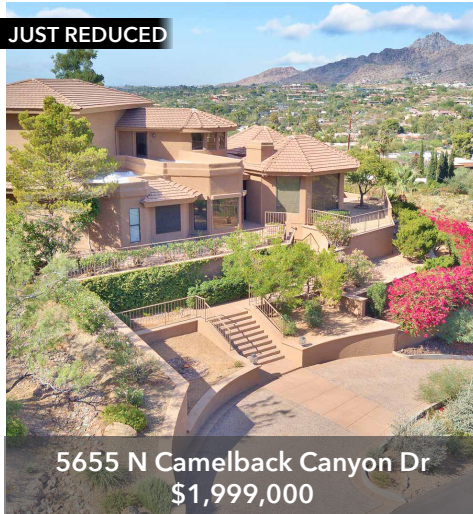
6750 N 39th Pl, Lot 4
\$1,775,000

JUST LISTED



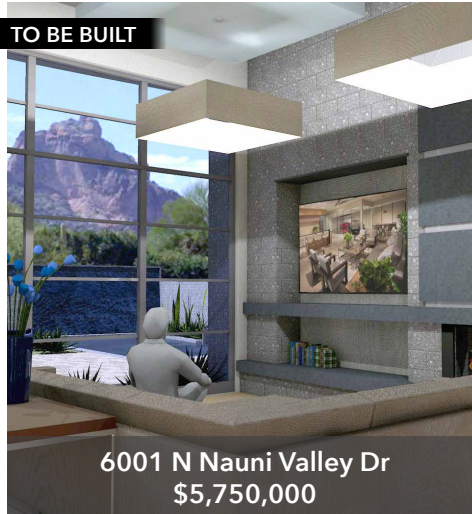
5454 E Lincoln Dr #15
\$1,750,000

JUST REDUCED



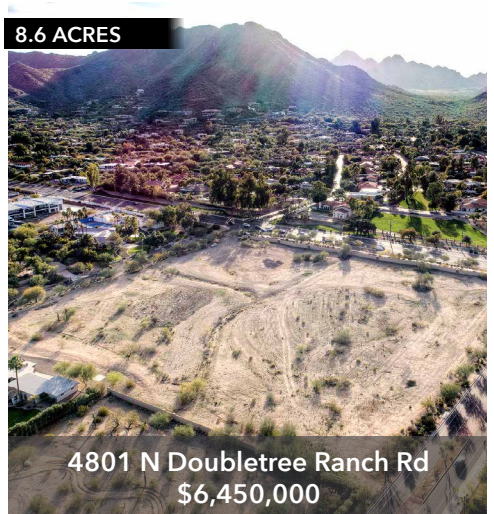
5655 N Camelback Canyon Dr
\$1,999,000

TO BE BUILT



6001 N Nauni Valley Dr
\$5,750,000

8.6 ACRES



4801 N Doubletree Ranch Rd
\$6,450,000

IRONWOOD GOLF VILLAS

- Eight Lots
- Option to add basements to all homes
- Gated Community
- Cullum Homes exclusive builder
- Camelback Mountain Views
- Camelback Country Club Views
- Lot Sizes from .25 acre to 1 acre

*Contingent on Subdivision Report
being Received*

COMING SOON!



Scott Grigg

The Grigg's Group
Realty Executives

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ArizonaFineProperty.com



New Home Development Sales, Builder Services, Resale, Investments & Land

REALTY EXECUTIVES #1 LUXURY TEAM

We service the entire Valley and surrounding areas with superior service, friendly knowledgeable agents, and quality you should expect from your Realtor.

Contact us today for your private tour.



As seen on:



PEOPLE ARE TALKING

I only trust referring my Arizona business to Scott. We have done many deals together over the years and he always gets it done!

— **Josh Altman** (Star of Bravo TV's "Million Dollar Listing Los Angeles")

Build It, They Will Pay

February 2018 - Here we compare new build pricing with re-sales for the Northeast Valley. We will use the county recordings from Cromford Public and include all single-family, condos and townhomes. We will use the annual average \$/SF for 2017 and compare with 2016.

Note that this process will NOT include the few custom homes where the owner purchases the vacant lot before the home is constructed. These homes do not appear in the county records until they are eventually re-sold. Since no land changes hands after new construction is completed there is no recorded deed that includes the improvements. The price paid is known only to the builder and the buyer, not to you, me or the county assessor. We only know the price paid for the land.


Rank	City	ZIP	Resale 2017 \$/SF	New Build 2017 \$/SF	% New Premium
1	Paradise Valley	85253	\$334.17	\$568.63	+70%
2	Phoenix	85018	\$259.12	\$335.70	+30%
3	Scottsdale	85262	\$262.37	\$310.37	+18%
4	Scottsdale	85255	\$267.05	\$317.54	+19%
5	Scottsdale	85251	\$231.31	\$338.05	+46%
6	Scottsdale	85266	\$236.39	\$277.71	+17%
7	Rio Verde	85263	\$180.08	\$290.16	+61%
8	Scottsdale	85258	\$228.81	\$312.29	+36%
9	Carefree	85377	\$223.06	\$288.92	+30%
10	Scottsdale	85259	\$222.61	\$279.17	+25%
11	Phoenix	85016	\$210.01	\$371.08	+77%
12	Phoenix	85054	\$207.70	\$244.95	+18%
13	Scottsdale	85260	\$208.86	\$323.27	+55%
14	Scottsdale	85254	\$207.72	\$355.88	+71%
15	Scottsdale	85250	\$205.63	\$376.80	+83%
16	Fountain Hills	85268	\$193.20	\$325.01	+68%
17	Cave Creek	85331	\$185.70	\$208.66	+12%
18	Scottsdale	85257	\$187.52	\$252.15	+34%
19	Phoenix	85028	\$187.87	\$194.51	+35%
20	Fort McDowell	85264	\$187.05	N/A	N/A
21	Phoenix	85050	\$177.02	\$210.09	+19%
22	Phoenix	85032	\$154.28	\$255.52	+66%

The average \$/SF numbers for new homes in most of the Northeast Valley exceed resales by much larger percentages than in the rest of the Greater Phoenix area.

Luxury buyers tend to be willing to pay much higher premiums for homes that reflect current architectural and design trends and for the privilege of being the first owner.



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 If your home is currently listed, this is not a solicitation for that listing.

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