

# PARADISE VALLEY MARKETUPDATE

Vol. 18 | Issue 2



Presented by The Grigg's Group





# Dear PV Homeowner...

**W**elcome to the fall issue of the Paradise Valley Market Update!

I hope everyone had fun and safe travels these past summer months. While the hot season is typically a slower time for The Grigg's Group and other real estate professionals, we had another very busy summer of sales! In fact, 2018 is on its way to becoming the record holder for most sales at over \$2 million dollars in a year.

We are experts in Paradise Valley real estate, and know the unique demands of the luxury market. We have maintained and continue to build the right database and contacts to connect serious buyers with sellers. Our experience in marketing properties means less days on market and the best ratio of list to sold prices -- which means more money in your pocket and better value.

The Griggs Group also represents the top-selling Paradise Valley home subdivisions (The Village at Mountain Shadows, Cholla Heights, Paradise Reserve and Ironwood Golf Villas to name a few)... We are open daily, and stay in front of buyers year-round in order to connect them with our network of sellers.

We are also proud to announce that The Griggs Group has once again been named to the 2018 REAL Trends America's Best Real Estate Professionals and Phoenix Business Journal's 2018 Book of Lists for Top Residential Real Estate Agents for the seventh year in a row.

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*



Scott and The Grigg's Group have once again been named to the 2018 REAL Trends America's Best Real Estate Professionals and Phoenix Business Journal's 2018 Book of Lists for Top Residential Real Estate Agents for the seventh year in a row!



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**Caren Pereira**  
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# Paradise Valley New Home Communities

## THE VILLAGE AT MOUNTAIN SHADOWS – ONLY 8 LOTS LEFT! 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 1 model 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  
\$2,595,000

**ECHO**  
4,395 SF  
Starting at  
\$2,695,000

**PARADISE**  
3,377 SF  
Starting at  
\$2,350,000

**SUMMIT**  
4,874 SF  
Starting at  
\$2,850,000

**CAMELBACK CUSTOM**  
2,953 SF  
Starting at  
\$2,195,000

**CHOLLA**  
3,523 SF  
Starting at  
\$2,395,000

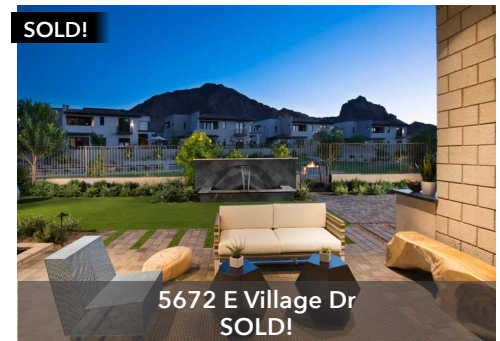
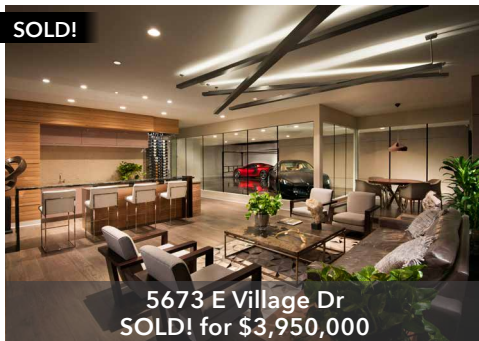
**MOUNTAIN SHADOW**  
2,937 SF  
Starting at  
\$2,150,000

**PRAYING MONK**  
2,625 SF  
Starting at  
\$1,850,000

**SUMMIT CUSTOM**  
2,797 SF  
Starting at  
\$2,099,999

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

### Recent Solds:



### Quick Move-Ins Available:





# 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 \$1,250,000. 4 of the 7 available home sites are already sold!

### SPEC HOME



### Cholla Heights | Lot 2 (SPEC Home) | Call Agent for Pricing

3 bed | 4 bath | 4-car garage | 6,143 SF  
Theater and Game Room  
Negative Edge Pool & Spa with Sun Deck and Splashpad  
Auto Court with Guest Parking | Incredible Views!

## Lots for Sale

SOLD!




Cholla Heights | LOT 1  
SOLD! for \$1,250,000



Cholla Heights | LOT 6 | 2.74 acres  
Offered for \$1,850,000



Cholla Heights | LOT 7 | 4.21 acres  
Offered for \$1,350,000

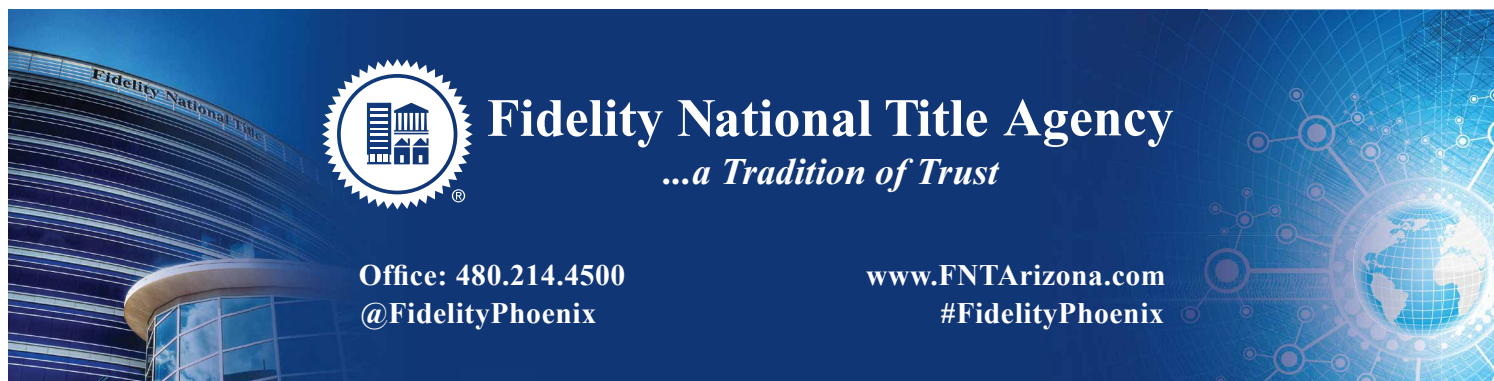


## Fidelity National Title Agency

*...a Tradition of Trust*

Office: 480.214.4500  
@FidelityPhoenix

[www.FNTArizona.com](http://www.FNTArizona.com)  
#FidelityPhoenix



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# Paradise Valley New Home Communities

## 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 \$650k. Call me for details or to arrange a viewing.



## Homes & Lots for Sale

### MODEL HOME - MOVE IN READY!



3965 E Sierra Vista Dr | \$1,750,000  
5 Bed | 5.5 Bath | 4,683 SF

### JUST SOLD!



6620 N 39th Way  
Sold for \$1,795,000

### JUST SOLD!



6775 N 39th Pl  
SOLD! for \$3,015,000



Estate Lot 10 | 3.01 acres  
Offered for \$700,000



VPR Lot 14 | 8,868 SF  
Offered for \$550,000

## 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!**



# Paradise Valley Featured Homes

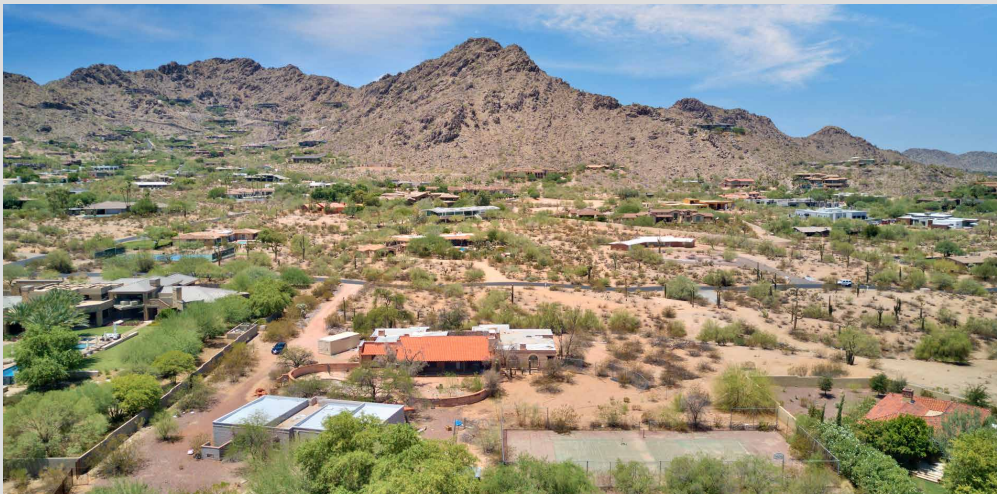
**BEST ALL-AROUND VIEWS**



**6525 N 37th St**

**Offered at \$3,750,000**

Hillside estate home on just over an acre lot. Three-level home with 5 bedrooms, 6 bathrooms and a 7-car garage. Privately gated driveway and located on the corner of a cul-de-sac street. The interior entrance of the home makes you feel like you've stepped into a 5-star hotel resort lobby! Contemporary design throughout the entire home. Your own personal elevator. All levels of the home provide you with sweeping views of the surrounding mountains and city lights of Phoenix and Paradise Valley. Master suite takes up the entire third level with a private executive office and private gym. Attached guest casita on the lower level. View deck on the roof plus an outdoor putting green, large BBQ area, private pool. Energy saving features all throughout the home. Truly and entertainer's paradise!



**7525 N Ironwood Dr**

**Offered at \$2,400,000**

- 2.61 total acres
- Can be split into two lots and sold separately at a different price
- Great Mountain Views and City Light Views
- Plans available for build to suit



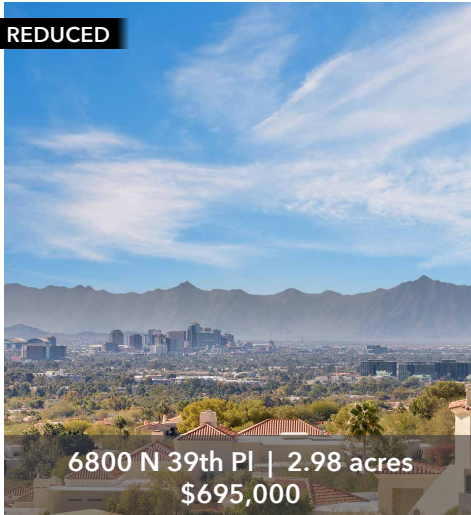
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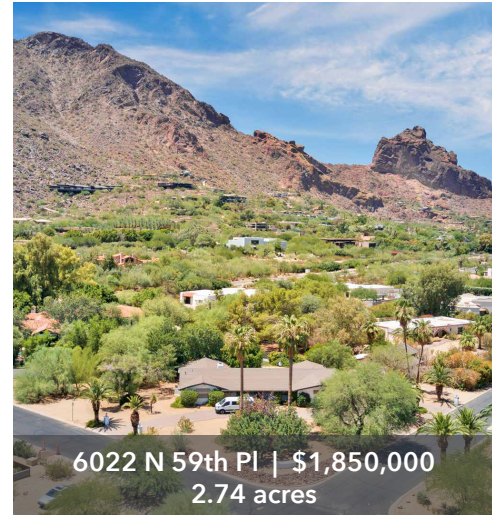


# Paradise Valley Featured Homes

**REDUCED**



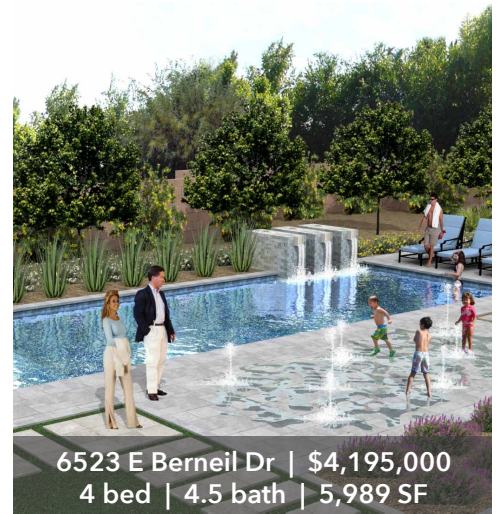
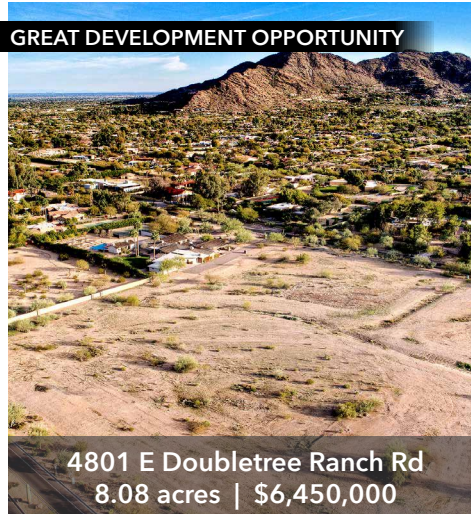
**BEST LOT IN THE COMMUNITY**



**LOT PREPPED & READY TO GO**



**GREAT DEVELOPMENT OPPORTUNITY**



**OFF MARKET LISTING**



**COMING SOON**



**LOCK AND LEAVE**





# Scott Grigg

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As seen on:



## 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.**

### INSPIRATIONAL QUOTE

*I attribute my success to this: I never gave or took any excuse.*

*-Florence Nightingale*

### TESTIMONIAL

*Joy and I are grateful beyond words for the services that you and your staff provided in helping us with the purchase of our new home and successfully marketing and selling our existing home. You consistently responded immediately to telephone calls and emails, walked us through every part of the process, and held our hands when we needed it. You are the best realtor we have ever worked with and we would recommend you to anybody looking to buy or sell a luxury home. Thank you for everything!*

*- Marty & Joy White*

## 2018 YTD Luxury Market Analysis

		Zip Code / Area Geography						Total
New Listing - Trailing 4 Weeks		85016	85253	85018 & 85251	85255	85259 & 85260	85258	
09/01/2018 - 10/01/2018	Billmore	Paradise Valley	Arcadia	Pinnacle Peak	Scottsdale "North"	Scottsdale "South"		
\$750,000	\$999,999	9	3	24	27	23	11	97
\$1,000,000	\$1,499,999	6	11	8	19	19	5	68
\$1,500,000	\$1,999,999	2	13	11	13	7	1	47
\$2,000,000	\$2,499,999	2	11	3	7	1	0	24
\$2,500,000	\$2,999,999	0	9	2	2	0	0	13
\$3,000,000	\$3,999,999	0	10	3	2	0	0	15
\$4,000,000	\$4,999,999	0	4	2	4	0	0	10
\$5,000,000	up	0	5	1	6	0	0	12
Total		19	66	54	80	50	17	572
Average "List Price"		\$1,427,767	\$3,281,773	\$1,746,021	\$2,053,346	\$1,423,339	\$1,106,317	

		Zip Code / Area Geography						Total
Closed Escrow - Trailing 4 Weeks		85016	85253	85018 & 85251	85255	85259 & 85260	85258	
09/01/2018 - 10/01/2018	Billmore	Paradise Valley	Arcadia	Pinnacle Peak	Scottsdale "North"	Scottsdale "South"		
\$750,000	\$999,999	2	0	2	3	10	10	27
\$1,000,000	\$1,499,999	1	1	0	0	7	2	11
\$1,500,000	\$1,999,999	0	0	0	3	4	1	12
\$2,000,000	\$2,499,999	0	1	0	1	0	2	4
\$2,500,000	\$2,999,999	0	0	1	1	0	0	2
\$3,000,000	\$3,999,999	0	3	0	0	0	0	3
\$4,000,000	\$4,999,999	0	0	0	0	0	1	1
\$5,000,000	up	0	0	0	0	0	0	0
Total		3	5	3	8	21	16	116
Average "Sales Price"		\$884,167	\$2,174,227	\$1,239,224	\$1,421,202	\$1,154,810	\$1,314,327	
Percent List Price vs Sales Price		0.95	0.95	0.95	0.96	0.95	0.97	
Average Price Per Square Foot		\$302	\$432	\$360	\$324	\$260	\$344	
Average "Days on Market"		172	197	157	234	132	102	

		Zip Code / Area Geography						Total
Closed Escrow - YTD		85016	85253	85018 & 85251	85255	85259 & 85260	85258	
01/01/2018 - 10/01/2018	Billmore	Paradise Valley	Arcadia	Pinnacle Peak	Scottsdale "North"	Scottsdale "South"		
\$750,000	\$999,999	32	49	154	192	142	79	648
\$1,000,000	\$1,499,999	17	79	109	161	94	27	487
\$1,500,000	\$1,999,999	8	74	61	64	18	9	320
\$2,000,000	\$2,499,999	1	43	18	17	4	3	86
\$2,500,000	\$2,999,999	0	39	12	22	2	0	75
\$3,000,000	\$3,999,999	0	36	6	14	2	1	59
\$4,000,000	\$4,999,999	0	2	1	8	0	1	12
\$5,000,000	up	0	13	0	6	0	0	19
Total		58	335	361	484	262	120	3326
Average "Sales Price"		\$1,060,878	\$2,012,763	\$1,266,779	\$1,399,579	\$1,062,832	\$1,040,023	
Percent List Price vs Sales Price		0.96	0.95	0.96	0.95	0.97	0.96	
Average Price Per Square Foot		\$313	\$427	\$370	\$326	\$247	\$297	
Average "Days on Market"		172	179	136	180	138	127	



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