

NOVEMBER



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Market Summary Update

The housing market in Phoenix is changing again! As the temperatures cool outside, home prices are slowly doing the same. While it is still a great time to sell your home, and the market is still considered a strong seller’s market, home buyers are getting some relief as inventory increase in all price ranges and price reductions are slowly occurring. If you have been thinking of selling your home, it is still a great time to do so! While price reductions have begun (a 17% increase per week according to a recent article), most sellers haven’t even noticed the market cooling. The slight change in the market may mean buyers see a slight decrease in buyers interested in their home; however, multiple across the valley, especially in the desired \$200K-300K price range, are still receiving plenty of activity. See the charts for certain areas.

		Zip Code / Area Geography						
New Listings - Trailing 4 Weeks		85016	85253	85018 & 85251	85255	85259 & 85260*	85258*	Total
10/04/2015 - 10/31/2015								
\$750,000	\$999,999	2	11	13	24	19	12	81
\$1,000,000	\$1,499,999	4	7	13	15	13	5	57
\$1,500,000	\$1,999,999	3	10	8	10	0	1	32
\$2,000,000	\$2,499,999	3	11	1	4	1	0	20
\$2,500,000	\$2,999,999	0	13	2	5	1	0	21
\$3,000,000	\$3,999,999	0	8	1	1	1	0	11
\$4,000,000	\$4,999,999	0	2	0	1	0	0	3
\$5,000,000	up	1	5	0	4	0	0	10
Total		13	67	38	64	35	18	235
Average "List Price"		\$2,070,308	\$2,610,398	\$1,380,289	\$1,868,078	\$1,180,071	\$1,018,350	\$1,844,474
		Zip Code / Area Geography						

Closed Escrows - Trailing 4 Weeks		85016	85253	85018 & 85251	85255	85259 & 85260*	85258*	Total
10/04/2015 - 10/31/2015		Biltmore	Paradise Valley	Arcadia	Pinnacle Peak	Scottsdale"North"	Scottsdale"South"	
\$750,000	\$999,999	2	4	9	9	11	3	38
\$1,000,000	\$1,499,999	1	4	8	5	5	2	25
\$1,500,000	\$1,999,999	1	2	3	2	0	0	8
\$2,000,000	\$2,499,999	0	0	0	1	0	0	1
\$2,500,000	\$2,999,999	0	1	0	1	0	0	2
\$3,000,000	\$3,999,999	0	1	0	0	0	0	1
\$4,000,000	\$4,999,999	0	0	0	0	0	0	0
\$5,000,000	up	0	1	0	0	0	0	1
Total		4	13	20	18	16	5	76
Average "Sales Price"		\$1,155,000	\$1,929,692	\$1,111,197	\$1,219,850	\$943,594	\$994,400	\$1,236,273
Percent List Price vs Sales Price		97%	90%	95%	94%	96%	97%	95%
Average Price Per Square Foot		\$298	\$301	\$360	\$299	\$209	\$289	\$296
Average "Days on Market"		65	179	145	153	242	96	166

Happy Thanksgiving!

From all of us at The Grigg’s Group, we’d like to wish you and your loved ones a wonderful and Happy Thanksgiving! We hope that you all enjoy celebrating and giving thanks with friends, family and loved ones.



Featured Listings of the Month

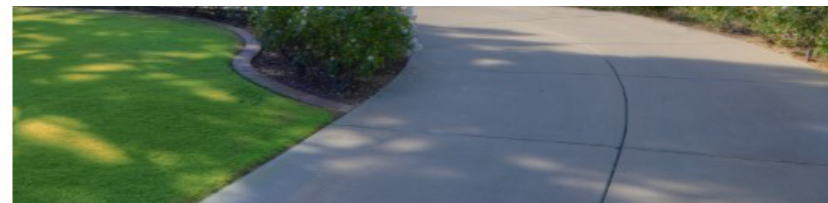
Just Reduced!

Welcome to Martingale Farms - one of the most desired subdivisions in Paradise Valley! 2.21 acres on a private, cul-de-sac lot with impeccable views of the mountains!! Southwest facing backyard straight out of a park! Synthetic grass and desert landscaping. Outdoor golf hole with chipping area, putting and sand trap. Lighted tennis court. Pool house with bathroom and shower, pebble tech pool with diving board, outdoor dining with built-in BBQ, veranda and that's just the back yard!! Beautiful



veranda and that's just the back yard! Beautiful colonial style home with 4 bedrooms, 4 ½ bathrooms, plus a den and bonus/game room. Tons of storage throughout the entire property!

5001 E Arabian Way - Offered at \$2,295,000



Priced to Sell

Located in an upscale Paradise Valley neighborhood is this 6 bedroom, 6.5 bath, contemporary masterpiece!. Many distinctive features including architectural detail, stunning accents, quality finishes and fine craftsmanship. This home is an entertainer's dream home with multi-zone glass wine room, state of the art media room with surround sound, LED lighting and refreshment center. Over-sized three car garage with additional space for an RV garage, cars, recreational room and more! Priced well below appraisal.

6144 E Fanfol Dr - Offered at \$2,799,900

Fully Furnished Turn-Key Residence

Custom finished 3 bed, 2 bath condo right in the heart of Scottsdale! Lots of rich, warm features and finishes in this courtyard facing unit. Kitchen with all stainless steel appliances including gas cook-top, sub-zero fridge/freezer and wine fridge. Built-in dining table extends from the kitchen bar area. Complete wrap-around terrace with plush desert landscaping, built-in TV unit. Custom lighting and ceiling fans throughout along with automated sun shades and surround sound system control area. Two reserved parking spaces in gated, secure parking garage and a separate storage area. Tons of community amenities including a 24,000 SF health club, heated pool/spa,



enclosed dog walking track, on-site concierge, business center and beautiful lush landscaped grounds.



7141 E Rancho Vista Dr #2001 - Offered at \$875,000

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