



# JULY

## NEWSLETTER



**Scott Grigg**  
**Realty Executives - The Grigg's Group**  
**480.540.5479 mobile**  
**azfineproperties@cox.net**  
**www.ArizonaFineProperty.com**



### Luxury Market Summary Update

The Luxury Market (\$1M on up) continues to stay just like the temperatures this time of year! Current listings are down with only 1778 active homes for sale, but that is always the case in the warm summer months. Average list price is around \$2.27M. Homes that went under contract did decrease to 289 homes but the average price under contract stayed the same at \$1.87M. Sold homes stayed the same at 240 as did average sales price at \$1.8M. Average price per sq ft decreased to \$348/SF. Average days on market (DOM) for the homes that did sell rose a little again to 181 days. Months of inventory available decreased again to 7.40, but again that is expected with the warm summer months. See the chart below for certain areas. This doesn't include all the new home communities. Make sure you contact Scott to get the best representation out there.

		Zip Code / Area Geography						
New Listings - Trailing 4 Weeks 06/23/2019 - 07/20/2019		85016 Biltmore	85253 Paradise Valley	85018 & 85251 Arcadia	85255 Pinnacle Peak	85259 & 85260* Scottsdale"North"	85258* Scottsdale"South"	Total
\$750,000	\$999,999	2	3	19	15	17	7	63
\$1,000,000	\$1,499,999	3	2	3	8	10	1	27
\$1,500,000	\$1,999,999	1	5	3	13	0	1	23
\$2,000,000	\$2,499,999	0	3	2	2	0	0	7
\$2,500,000	\$2,999,999	0	2	1	1	0	0	4
\$3,000,000	\$3,999,999	0	5	1	1	0	0	7
\$4,000,000	\$4,999,999	0	2	0	0	0	0	2
\$5,000,000	up	0	1	0	1	0	0	2
<b>Total</b>		6	23	29	41	27	9	135
<b>Average "List Price"</b>		\$1,219,833	\$2,509,074	\$1,260,972	\$1,551,629	\$987,212	\$1,002,378	\$1,488,065

		Zip Code / Area Geography						
Closed Escrows - Trailing 4 Weeks 06/23/2019 - 07/20/2019		85016 Biltmore	85253 Paradise Valley	85018 & 85251 Arcadia	85255 Pinnacle Peak	85259 & 85260* Scottsdale"North"	85258* Scottsdale"South"	Total
\$750,000	\$999,999	4	3	15	16	16	6	60
\$1,000,000	\$1,499,999	0	15	11	7	9	0	42
\$1,500,000	\$1,999,999	0	4	7	10	1	0	22
\$2,000,000	\$2,499,999	0	8	2	5	1	0	16
\$2,500,000	\$2,999,999	0	0	4	2	0	0	6
\$3,000,000	\$3,999,999	1	2	1	1	0	0	5
\$4,000,000	\$4,999,999	0	4	0	0	0	0	4
\$5,000,000	up	0	2	0	1	0	0	3
<b>Total</b>		5	38	40	42	27	6	158
<b>Average "Sales Price"</b>		\$1,311,600	\$2,184,804	\$1,424,781	\$1,512,687	\$1,028,904	\$839,833	\$1,537,494
<b>Percent List Price vs Sales Price</b>		96%	94%	96%	95%	97%	98%	95%
<b>Average Price Per Square Foot</b>		\$326	\$401	\$384	\$326	\$269	\$264	\$346
<b>Average "Days on Market"</b>		131	155	149	197	123	84	156

# Featured Monthly Properties for The Grigg’s Group



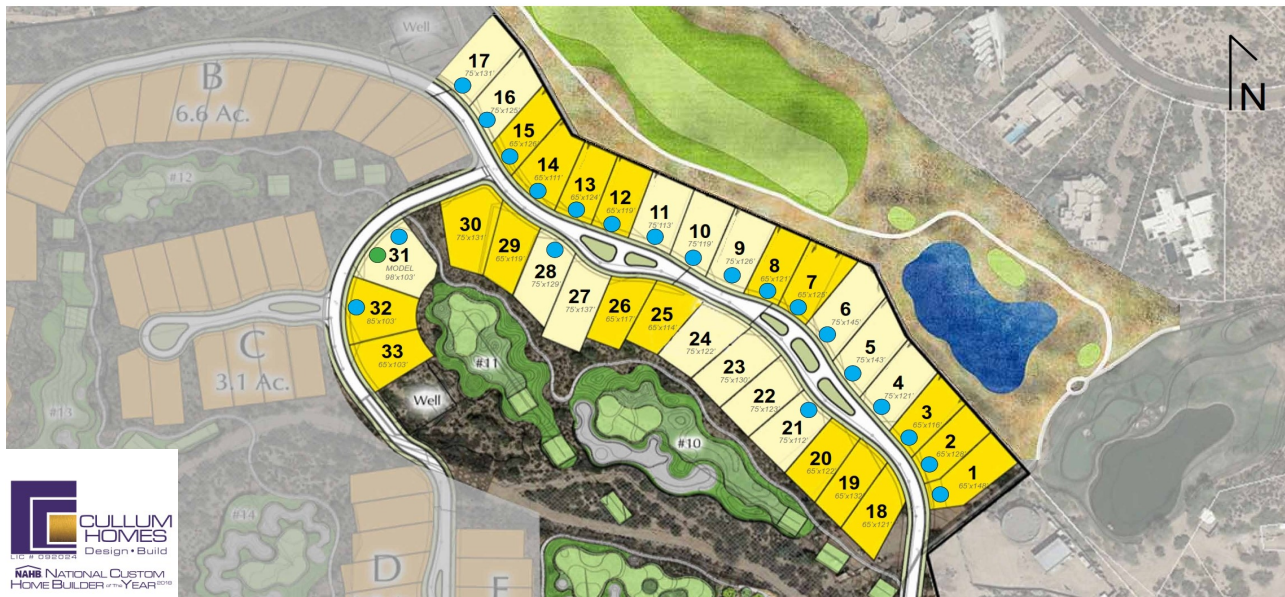
The newest in Cullum Homes distinctive collection of "Village" luxury lock-and-leave lifestyle residences is ready to tee off at the exclusive Desert Mountain community in Scottsdale, Arizona. Reflective of the custom design, high level of finish and attention to detail experienced in our luxurious Village communities, our residences at Seven Desert Mountain will range from 3300 to 6345 square feet. Both single and two level homes are available, as well as the option to add a "19th Hole" basement entertainment zone complete with indoor golf simulator, glass-enclosed collector car showroom, theater, wet bar and other amenities.

Homeowners at Seven Desert Mountain will become either a lifestyle or equity golf member at Desert Mountain (subject to Desert Mountain membership approval), gaining access to its world-class amenities including the newly renovated Sonoran Spa and Fitness Center, tennis complex, miles of private hiking and biking trails, six additional par 72 private championship golf courses, luxurious clubhouses and restaurants.

The No. 7 golf course at Desert Mountain will be one of only two private par 54-rated courses in the United States, a significant distinction that is expected to attract a great deal of interest among golfers of all ages and ability levels.

Contact Scott today at 480.540.5479 for your private tour, or visit our website at [www.ArizonaFineProperty.com](http://www.ArizonaFineProperty.com) for more information.

### Site Map



● SOLD      ● MODEL      ● TWO-STORY AVAILABLE

Model	Livable Square Footage	Pricing
Acacia	3304 SF	Starting at \$1,995,000
Mesquite	3425 SF	Starting at \$2,063,000
Desert Willow	3489 SF	Starting at \$2,090,000
Palo Verde	4228 SF	Starting at \$2,375,000



Click on Photo to see Video Flythrough of Model

Disclaimer: DM Builders 19 LLC/Cullum Homes reserves the right to change the above without notice. Prices are subject to change. See Purchase Agreement for details. A signed and executed Purchase Agreement will be the final Instrument of Agreement between DM Builders 19 LLC and the Home Buyer. Sales and Marketing provided by The Grigg’s Group of Realty Executives.

View these properties and all of our listings and sales at [www.ArizonaFineProperty.com](http://www.ArizonaFineProperty.com)

If you are currently working with another Broker, please do not consider this a solicitation.

Copyright The Grigg’s Group 2017 - 2019