

# APRIL



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## Market Summary Update

Currently there are 2036 active listings over the \$1M mark that are active on the market. In addition, there are 205 luxury homes under contract. Average sale price for the month of March in the luxury market is just over \$1.7M, with an average of \$313/sq. ft. for those sold. There is currently about 19 months worth of inventory on the market. The luxury market tend to be different that traditional real estate under the \$1M sales price. Days on market tends to be higher, as well as months of inventory. We are definitely in a buyers market for luxury homes in the Phoenix area, which means lots of competition for that luxury buyer. Luxury sellers need to make sure that their home is priced right for the market. See the below chart for certain areas of the luxury market.

Contact us if you are thinking of buying or selling to ensure you are getting the best representation out there!

		Zip Code / Area Geography						
New Listings - Trailing 4 Weeks		85016	85253	85018 & 85251	85255	85259 & 85260*	85258*	Total
03/06/2016 - 04/01/2016								
\$750,000	\$999,999	5	6	6	8	12	4	41
\$1,000,000	\$1,499,999	1	12	5	14	7	1	40
\$1,500,000	\$1,999,999	1	6	5	5	3	0	20
\$2,000,000	\$2,499,999	0	5	2	4	2	0	13
\$2,500,000	\$2,999,999	0	3	0	2	1	0	6
\$3,000,000	\$3,999,999	0	4	0	0	1	0	5
\$4,000,000	\$4,999,999	0	2	1	0	1	0	4
\$5,000,000	up	1	0	0	1	0	0	2
<b>Total</b>		8	38	19	34	27	5	131
<b>Average "List Price"</b>		\$1,857,875	\$1,896,447	\$1,545,105	\$1,573,579	\$1,479,863	\$926,800	\$1,636,466

		Zip Code / Area Geography						
Closed Escrows - Trailing 4 Weeks		85016	85253	85018 & 85251	85255	85259 & 85260*	85258*	Total
03/06/2016 - 04/01/2016		Biltmore	Paradise Valley	Arcadia	Pinnacle Peak	Scottsdale "North"	Scottsdale "South"	
\$750,000	\$999,999	4	5	12	13	10	4	48
\$1,000,000	\$1,499,999	1	6	4	17	6	2	36
\$1,500,000	\$1,999,999	1	7	4	4	1	0	17
\$2,000,000	\$2,499,999	0	4	1	4	1	0	10
\$2,500,000	\$2,999,999	0	1	2	2	0	0	5
\$3,000,000	\$3,999,999	0	2	1	2	0	0	5
\$4,000,000	\$4,999,999	0	0	0	1	0	0	1
\$5,000,000	up	0	0	0	0	0	0	0
<b>Total</b>		6	25	24	43	18	6	122
<b>Average "Sales Price"</b>		\$1,050,148	\$1,677,765	\$1,402,143	\$1,475,590	\$1,065,622	\$941,667	\$1,394,902
<b>Percent List Price vs Sales Price</b>		96%	93%	95%	95%	96%	98%	95%
<b>Average Price Per Square Foot</b>		\$270	\$356	\$377	\$313	\$239	\$318	\$322
<b>Average "Days on Market"</b>		112	128	131	185	128	73	145

*"It's not about being the largest or the biggest. It's about our culture and our dedication and promise to both our clients and ourselves."*

**ANNOUNCING.....**



# THE VILLAGE AT MOUNTAIN SHADOWS

PARADISE VALLEY, ARIZONA

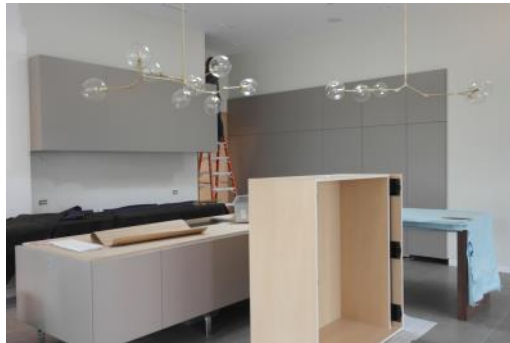
## GRAND OPENING OF OUR MODELS!

*It's here! With much anticipation and excitement, the opening of our models at Paradise Valley's luxurious subdivision, The Village at Mountain Shadows, has finally arrived!*

*Starting **Friday, April 29th**, we will have daily hours open from **11:00am to 5:00pm**.*

*We hope you will come see these spectacular model homes that are built by Cullum Homes and designed by Candelaria Design Associates.*

*Check out some of the photos of the progress below, as well as a link to a recent feature that 3TV did on the car bar option.*



**Interview with 3TV featuring the Car Bar Option :**

<http://www.azfamily.com/Clip/12309201/new-housing-development-in-paradise-valley-features-a-car-bar#.VvLUg0hEibE.facebook>



# Featured Listings for The Grigg's Group

## 4228 E Claremont Ave

*Right in the heart of Paradise Valley sits this impressive and magnificent 4 bed, 4.5 bath estate! Upgraded features throughout the home. Beautiful mixture of plus desert and grass landscaping along with water features in both the front and back yards. Movie theater with its own kitchenette that takes up the entire upstairs of the home. Extended garage area with car lifts making it a 7-car garage! Additional separate office just off the garage, as well as a separate detached casita. Home has state of the art energy efficient systems. Private, gated community.*

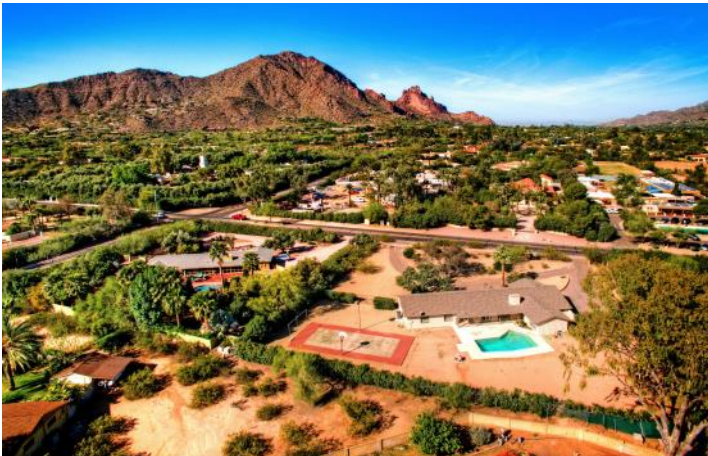
**Offered at \$3,299,000**



## 6017 N Invergordon Rd

*Perfect opportunity to own this private lot or would potentially make a great development opportunity. Great views of Camelback Mountain and within walking distance to the new Mountain Shadows Resort, The Phoenician and Sanctuary Resorts, and the famous Cholla Hiking Trails. Lot currently has a 3 bed, 2.5 bath ranch-style home with a private pool in the backyard and a regulation sports court with lights. Large back yard ready for your own design! Don't miss out on this great deal to own your special piece of land in Paradise Valley!*

**Offered at \$899,000**



# Recent Sales for The Grigg's Group

## 4663 E Lafayette Blvd

*Spectacular 2013 custom built Arcadia Estate sure to please the most discerning buyer. Featuring 4 en-suite bedrooms, spacious office/media room and bonus flex space, perfect for a hang out or study. Open floor plan with incredible design detail, custom cabinetry and millwork throughout. Incredible back yard privacy with a sparkling pool, sprawling green lawn, sports court and outdoor kitchen. Front patio boasts amazing views of Camelback Mountain and is nestled adjacent to the historic Date Palm neighborhood. Original listing and pictures courtesy of Russ Lyon Sotheby's International.*

**Sold at \$2,100,000**



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