



FEBRUARY NEWSLETTER

Luxury Market Snapshot (\$1M and up)

- 965 Active Luxury Homes for Sale
- \$2,789,000 Average Active List Price
- 730 Luxury Homes Under Contract
- \$1,970,000 Average List Price Under Contract
- 346 Luxury Homes Sold
- \$1,924,000 was the Average Sales Price
- 121 was Average Days on Market for Homes that Sold
- \$403 was Average \$/SQ FT for Those Sold

Homes are definitely selling!
When looking to sell your luxury home, it's important to price it right. The Grigg's Group is here to help you!

		Zip Code / Area Geography						
New Listings - Trailing 4 Weeks		85016	85253	85018 & 85251	85255	85259 & 85260*	85258*	Total
01/10/2021 - 02/06/2021		Biltmore	Paradise Valley	Arcadia	Pinnacle Peak	Scottsdale"North"	Scottsdale"South"	
\$750,000	\$999,999	3	1	18	30	18	16	86
\$1,000,000	\$1,499,999	7	3	11	17	17	7	62
\$1,500,000	\$1,999,999	1	10	7	6	7	1	32
\$2,000,000	\$2,499,999	1	7	3	9	3	0	23
\$2,500,000	\$2,999,999	0	5	3	4	6	0	18
\$3,000,000	\$3,999,999	0	7	1	5	1	0	14
\$4,000,000	\$4,999,999	0	6	3	3	0	1	13
\$5,000,000	up	0	8	2	3	0	0	13
Total		12	47	48	77	52	25	261
Average "List Price"		\$1,257,667	\$3,343,898	\$1,734,116	\$1,973,335	\$1,443,617	\$1,163,380	\$1,960,123

		Zip Code / Area Geography						
Closed Escrows - Trailing 4 Weeks		85016	85253	85018 & 85251	85255	85259 & 85260*	85258*	Total
01/10/2021 - 02/06/2021		Biltmore	Paradise Valley	Arcadia	Pinnacle Peak	Scottsdale"North"	Scottsdale"South"	
\$750,000	\$999,999	1	0	14	21	18	9	63
\$1,000,000	\$1,499,999	7	8	16	30	12	8	81
\$1,500,000	\$1,999,999	0	7	13	18	2	0	40
\$2,000,000	\$2,499,999	0	9	4	5	1	1	20
\$2,500,000	\$2,999,999	0	4	6	2	0	0	12
\$3,000,000	\$3,999,999	1	3	2	6	1	0	13
\$4,000,000	\$4,999,999	0	1	0	3	1	0	5
\$5,000,000	up	0	5	1	1	0	0	7
Total		9	37	56	86	35	18	241
Average "Sales Price"		\$1,386,867	\$2,850,514	\$1,632,423	\$1,829,465	\$1,254,086	\$1,101,389	\$1,785,969
Percent List Price vs Sales Price		95%	97%	97%	98%	98%	97%	97%
Average Price Per Square Foot		\$347	\$581	\$445	\$388	\$314	\$369	\$417
Average "Days on Market"		81	126	92	69	58	44	80



Scott Grigg



Kevin Petruska



Andrew Speedling



Caren Pereira



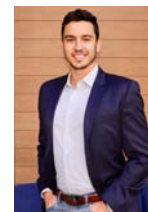
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 The Grigg's Group | Realty Executives



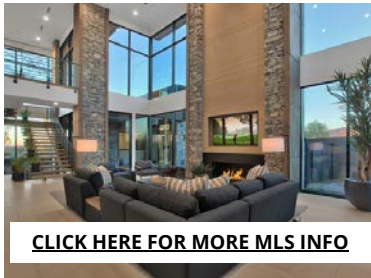
As Seen On:





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. 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. Single level homes from 3,085 SQ FT, starting at \$2,043,400.

Current Listings



[CLICK HERE FOR MORE MLS INFO](#)

Lot 31 Model

Model leaseback only. 4 bedrooms and 5 bathrooms. Large owner's suite with private seating area. Basement entertainment zone with theater, gaming area, full wet bar, golf simulator and collector car showroom. Elevator. Detached guest casita. Private negative edge pool. Spectacular views.

Offered at \$6,995,000



[CLICK HERE FOR MORE MLS INFO](#)

Lot 20 Model

Home will be completed in 30 days. 3 bedrooms and 3.5 bathrooms. 3-car garage. Sweeping mountain views. Game/Family room area. Gorgeous kitchen with Wolf, Cove and SubZero appliances. A large center island. Covered patio off the great room. Luxurious master suite.

Offered at \$2,947,197



[CLICK HERE FOR MORE MLS INFO](#)

Lot 15 Model

Under construction. 4 bedrooms and 4.5 bathrooms. Chef's kitchen with all stainless steel appliances and large center island with eat-up seating. Covered patio with a built-in BBQ. Split floor plan. Master suite on the main floor for convenience. Office area.

Offered at \$3,524,991



[CLICK HERE FOR MORE MLS INFO](#)

Lot 9 Model

Under construction. 3 bedrooms and 3.5 bathrooms. 3-car garage. Gated courtyard. Stunning great room with glass walls for incredible views and a built-in fireplace. Covered patio with built-in BBQ. Immaculate master suite with private exit to the back yard.

Offered at \$3,452,843

Community Features

Homeowners in this community will select one of three different levels of membership to the private Desert Mountain Club (subject to Desert Mountain membership approval). Depending on the level selected, membership may include access to countless amenities such as the newly renovated Sonoran Spa and Fitness Center, tennis complex, 20 miles of private hiking and biking trails, six Jack Nicklaus signature championship par-72 golf courses, the USGA-rated, championship par-54 course at Seven Desert Mountain, and 10 restaurants and grills.

Open House Hours

Monday - Saturday | 11am - 4pm

Sunday | 12pm - 5pm

Contact Us For More Information