

Happy New Year 2018



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



Luxury Market Summary Update

Happy New Year! We hope you are having a wonderful New Year thus far! The Luxury Resale Market (\$1M on up) continues into 2018 remaining steady between a buyers and sellers market. Current active listings have taken a small dip to 1959, attributing to the holiday season. Average list price continues to hover around \$2.2M-\$2.3M, and 208 homes are currently under contract. Homes sold in December remained steady at 148 while the average sales price dipped slightly to \$1.66M. Average price per sq ft is staying strong at \$355/SF. Days on market did come down quite a bit to 175, but that was expected with the holiday season. See the below chart for certain areas.

Make sure you contact Scott to ensure you're getting the best representation out there!

		Zip Code / Area Geography						
New Listings - Trailing 4 Weeks		85016	85253	85018 & 85251	85255	85259 & 85260*	85258*	Total
12/31/2017 - 01/27/2018		Biltmore	Paradise Valley	Arcadia	Pinnacle Peak	Scottsdale "North"	Scottsdale "South"	
\$750,000	\$999,999	9	3	16	36	18	11	93
\$1,000,000	\$1,499,999	5	11	21	29	14	6	86
\$1,500,000	\$1,999,999	4	15	10	16	7	0	52
\$2,000,000	\$2,499,999	0	11	2	5	2	0	20
\$2,500,000	\$2,999,999	0	8	5	5	1	0	19
\$3,000,000	\$3,999,999	0	13	1	6	1	0	21
\$4,000,000	\$4,999,999	0	5	0	2	0	0	7
\$5,000,000	up	0	8	0	3	0	0	11
Total		18	74	55	102	43	17	309
Average "List Price"		\$1,149,999	\$2,894,023	\$1,429,919	\$1,679,762	\$1,305,522	\$1,007,165	\$1,806,143

		Zip Code / Area Geography						
Closed Escrows - Trailing 4 Weeks		85016	85253	85018 & 85251	85255	85259 & 85260*	85258*	Total
12/31/2017 - 01/27/2018		Biltmore	Paradise Valley	Arcadia	Pinnacle Peak	Scottsdale "North"	Scottsdale "South"	
\$750,000	\$999,999	1	2	8	14	5	4	34
\$1,000,000	\$1,499,999	1	8	1	8	5	4	27
\$1,500,000	\$1,999,999	1	7	4	4	1	0	17
\$2,000,000	\$2,499,999	0	4	1	1	0	0	6
\$2,500,000	\$2,999,999	0	5	0	0	0	0	5
\$3,000,000	\$3,999,999	0	3	1	1	1	0	6
\$4,000,000	\$4,999,999	0	1	1	0	0	0	2
\$5,000,000	up	0	1	0	1	0	0	2
Total		3	31	16	29	12	8	99
Average "Sales Price"		\$1,291,667	\$2,204,645	\$1,562,731	\$1,407,376	\$1,272,154	\$965,313	\$1,626,515
Percent List Price vs Sales Price		97%	96%	96%	96%	96%	96%	96%
Average Price Per Square Foot		\$359	\$485	\$442	\$329	\$272	\$289	\$387
Average "Days on Market"		215	105	123	208	146	99	146

SOCIAL MEDIA

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Featured Properties for The Grigg's Group



Contemporary masterpiece located in the highly desired Colonia Miramonte! Massive remodel in 2015 by Construction Zone. Lots of natural light and wall space throughout the home to showcase your art collection. Split floor plan. Dream kitchen with commercial grade appliances. Upgraded contemporary features everywhere. 2 bedrooms, 2.5 bath in the main house, along with an attached 1 bed/bath guest casita with private entrance and built-in kitchenette. Private outdoor patio courtyard area. Community is guarded 24/7 and residents also have access to all the amenities from The Camelback Inn.

5434 E Lincoln Dr #15 - Offered at \$1,850,000

Located on the most prestigious street in Paradise Valley! 1.82 acres ready for your own custom home! Take advantage of the sites location to provide sweeping panoramic views of Camelback Mountain. Within walking distance of the Sanctuary Resort and the all new Mountain Shadows Resort, as well as the Echo and Camelback Hiking Trails. Plans are available for a 8063 SF custom built home - ask Scott for details.

6001 N Nauni Valley Dr - Offered at \$1,850,000



Recent SOLDS for The Grigg's Group

The Village at Mountain Shadows



5728 E Village Dr
3 bed | 3.5 bath | 3563 SF
Cholla Floor Plan
Single Story
SOLD for \$2,349,935



5672 E Village Dr
5 bed | 6 bath | 6047 SF
2 Story Home plus Basement
Model Home
SOLD for \$3,600,000



6335 N Lost Dutchman Dr
3 bed | 3.5 bath | 4029 SF
Paradise Floor Plan
Two Story Home
SOLD for \$2,651,548

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