

JUNE



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Market Summary Update

Are you ready for the summer heat? Mother nature sure has welcomed us into June with higher than normal temperatures out there! The market conditions haven't really changed much from April. There are still different price ranges in dramatically different situations. Sales volumes were similar to both March and April 2015. This is the first time we have seen no annual growth for quite some time, but this is not because sales are weakening this year, but rather because last year's numbers strengthened a lot during the spring and comparisons are going to be more difficult from now on. Under contract home counts are still up from last year which is still a sign of the improving demand. 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
05/08/2016 - 06/04/2016		Biltmore	Paradise Valley	Arcadia	Pinnacle Peak	Scottsdale"North"	Scottsdale"South"	
\$750,000	\$999,999	2	9	13	19	23	3	69
\$1,000,000	\$1,499,999	4	5	8	11	15	1	44
\$1,500,000	\$1,999,999	2	4	3	3	2	0	14
\$2,000,000	\$2,499,999	0	7	1	3	1	0	12
\$2,500,000	\$2,999,999	0	6	4	5	1	0	16
\$3,000,000	\$3,999,999	0	1	2	3	2	0	8
\$4,000,000	\$4,999,999	0	1	2	0	0	0	3
\$5,000,000	up	0	2	0	1	0	0	3
Total		8	35	33	45	44	4	169
Average "List Price"		\$1,261,125	\$2,247,229	\$1,713,483	\$1,606,198	\$1,228,808	\$985,875	\$1,630,633

		Zip Code / Area Geography						
Closed Escrows - Trailing 4 Weeks		85016	85253	85018 & 85251	85255	85259 & 85260*	85258*	Total
05/08/2016 - 06/04/2016		Biltmore	Paradise Valley	Arcadia	Pinnacle Peak	Scottsdale"North"	Scottsdale"South"	
\$750,000	\$999,999	3	8	10	17	14	4	56
\$1,000,000	\$1,499,999	1	11	6	12	3	1	34
\$1,500,000	\$1,999,999	3	7	5	5	0	0	20
\$2,000,000	\$2,499,999	0	6	0	1	2	0	9
\$2,500,000	\$2,999,999	0	4	0	0	0	0	4
\$3,000,000	\$3,999,999	0	3	2	3	1	0	9
\$4,000,000	\$4,999,999	0	2	0	0	0	0	2
\$5,000,000	up	0	0	0	1	0	0	1
Total		7	41	23	39	20	5	135
Average "Sales Price"		\$1,269,714	\$1,826,768	\$1,384,304	\$1,430,051	\$1,135,968	\$868,000	\$1,470,043
Percent List Price vs Sales Price		96%	95%	98%	96%	95%	94%	96%
Average Price Per Square Foot		\$324	\$358	\$351	\$310	\$224	\$254	\$317
Average "Days on Market"		156	165	123	168	108	144	149



Featured Listings for The Grigg's Group

325 E Ocotillo Rd

Stunning, new build 6 bedroom, 5.5 bathroom, 6515 sq. ft. home! Located in desirable North Central neighborhood just minutes from top schools, choice restaurants and retail. Spacious indoor and outdoor living areas are ideal for entertaining and family gatherings. The home features an open floor plan, beamed and coffered ceilings, three gas fireplaces, Wolf and SubZero appliances, custom built-ins, cabinetry and shelving. Organic contemporary finishes include European white oak DuChateau floors, Cantera stone fireplace surrounds, polished marble and quartz countertops, Kohler tubs and Moen fixtures. Large pocket doors open to the outdoor entertainment area which houses a heated pool and spa, a built-in BBQ and an outdoor fireplace. Travertine and concrete pavers, brick veneer shingles and lush landscaping contribute to the idyllic street scene.

Offered at \$2,850,000



6748 E Berniel Ln

Award winning contemporary masterpiece! 4 bedrooms, 4 bathrooms plus a den/office that can serve as an additional bedroom to make five total bedrooms. Wood and tile flooring in the main areas of the home. Spacious split floor plan with separate living and great room areas as well as a formal dining area. Wet bar, eat-in kitchen area, spacious kitchen with lots of storage. Master suite with own exercise room. Private pool and spa, large back yard, sports court.

Offered at \$2,295,000

8508 E Welsh Trl

Fabulous home in the heart of McCormick Ranch! 5 bedrooms, 4 bathroom plus an additional bonus/game room. Vaulted ceilings and shutters throughout. Wood flooring along with stone and carpet. Two master bedroom setups. Bonus/game room that can be converted to an additional 2-car garage. Pebble-tec pool/spa and waterfall. Corner lot sides to the greenbelt. Private lot on cul-de-sac. Plenty of walking/biking pats to the parks and schools.

Offered at \$930,000



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