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Luxury Market Summary Update

Summer is in full swing here in The Valley of the Sun, and so far in June we’ve experienced some higher than normal temperatures! The luxury market is starting to make a comeback but it’s still a buyers market. Current active listings are slightly down for this time of year (1990 active) which is typical however some of that can also be attributed to the number of New Home Subdivisions popping up all around the luxury market. The average list price and average contract price both remain the same at \$2.2M and \$1.8M respectively. The number of homes sold in May rose slightly to 169, while the average price per SF for homes sold decreased to \$332/SF. The other good news is that the months of inventory is down to just under 12 months. See the below charts for certain areas. Make sure you contact Scott to ensure you are getting the best reputation out there!

Sales Stats by ZIP

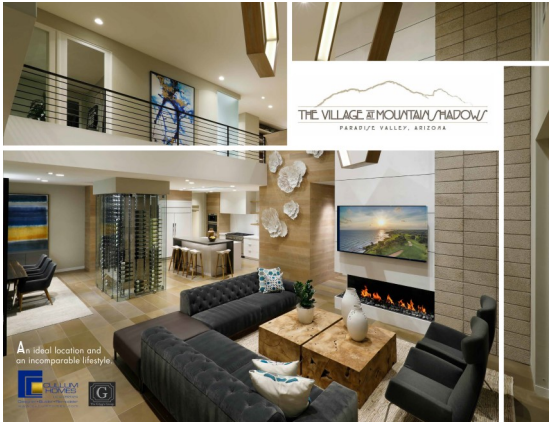
ZIP Code	Sales per Month	Sales per Year	Monthly Sales \$/SF	Annual Sales \$/SF	Avg Price Monthly Sales	Avg Price Annual Sales	Sales Price % List	Sales Days on Market	% Buyers Out of State	% Sales All Cash
85016	13	115	\$252.59	\$256.16	\$828,462	\$820,882	97.0%	168	15.4%	38.5%
85018	55	427	\$283.86	\$300.09	\$862,213	\$936,424	96.6%	112	14.1%	20.3%
85020	11	78	\$240.53	\$217.32	\$824,970	\$720,839	95.1%	126	18.2%	18.2%
85021	8	82	\$194.58	\$205.39	\$638,426	\$657,349	96.5%	156	12.5%	0.0%
85028	11	62	\$197.17	\$221.47	\$676,309	\$750,178	96.9%	156	15.4%	7.7%
85048	7	98	\$188.49	\$185.20	\$634,664	\$662,233	98.3%	71	66.7%	0.0%
85050	13	130	\$188.33	\$185.43	\$650,838	\$630,239	98.3%	59	20.0%	6.7%
85086	12	130	\$177.99	\$169.57	\$619,917	\$609,065	97.1%	118	33.3%	20.0%
85142	17	111	\$152.47	\$159.68	\$621,471	\$630,313	96.7%	107	12.0%	12.0%
85207	20	157	\$180.19	\$186.42	\$678,318	\$728,789	95.0%	112	50.0%	30.0%
85213	6	43	\$163.82	\$157.97	\$774,373	\$720,617	96.8%	185	27.3%	9.1%
85234	1	75	\$166.15	\$166.16	\$745,000	\$624,515	99.3%	40	0.0%	0.0%
85248	16	111	\$174.29	\$181.58	\$631,556	\$629,289	97.7%	111	28.0%	36.0%
85249	21	221	\$164.49	\$160.27	\$642,638	\$657,173	96.3%	73	34.5%	10.3%
85250	7	46	\$280.97	\$272.69	\$830,547	\$823,586	96.4%	123	20.0%	30.0%
85251	6	97	\$362.37	\$336.80	\$1,320,833	\$1,134,765	94.6%	91	8.3%	41.7%
85253	55	369	\$358.19	\$354.86	\$1,919,754	\$1,747,724	93.4%	175	20.6%	31.7%
85254	40	314	\$219.87	\$206.99	\$716,198	\$659,875	95.4%	108	18.4%	22.4%
85255	89	719	\$280.88	\$296.86	\$1,046,636	\$1,099,448	92.7%	150	41.0%	24.0%
85258	25	273	\$235.95	\$243.93	\$717,120	\$718,190	97.6%	84	14.3%	35.7%
85259	35	342	\$229.97	\$226.14	\$842,462	\$848,285	96.6%	136	23.8%	40.5%
85260	27	229	\$229.25	\$220.58	\$760,303	\$744,762	98.0%	78	17.6%	23.5%
85262	45	369	\$282.54	\$278.84	\$1,187,040	\$1,143,108	93.5%	245	55.1%	38.8%

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New Sales Brochures!

Check out our new sales brochures for
The Village at Mountain Shadows!

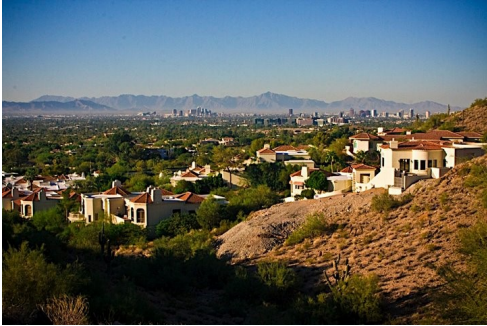
Click on the picture to view the brochure.



In the truest sense, freedom cannot be bestowed; it must be achieved.
- Franklin D Roosevelt

Featured Properties for The Grigg's Group

Tucked away in the high-desert mountain foothills above Phoenix, Paradise Reserve is one of the last luxury guard-gated communities bordering the Phoenix Mountain Preserve. A serene desert retreat in the heart of the city, this enclave offers the best that high-desert refined living and big-city life have to offer. Surrounded by the tranquility of unspoiled desert landscape, Paradise Reserve is also minutes from the finest array of cultural and cosmopolitan attractions. This includes world-class shopping, gourmet dining, premier golf course and five-star resorts and spas. Paradise Reserve is divided into two subdivisions, The Estates and The Village. The Estates is comprised of 14 carefully designated estate home sites that average well over an acre of wide open space along the hillside for the realization of your personal Arizona estate. The Village provides an intimate community of 32 home sites, of which only 5 sites remain available. Cullum Homes, #1 Custom Homebuilder as ranked by the Phoenix Business Journal, is the exclusive builder for this magnificent subdivision. All the pleasures and sophistication of the city life, combined with all the serenity and beauty of nature await for you at Paradise Reserve - the best of both worlds! Contact Scott today for a private showing.



Lot 1 | \$850,000 | 2.30 acres



Lot 4 | \$1,225,000 | 3.00 acres



Lot 5 | \$ 775,000 | 2.98 acres



Lot 7 | \$650,000 | 1.04 acres



Lot 9 | \$700,000 | 3.02 acres



Lot 14 | \$1,095,000 | 1.67 acres



6620 N 39th Way - \$1,695,000
3 bed | 3.5 bath | 3202 SF



6650 N 39th Way - \$1,695,000
3 bed | 3.5 bath | 3344 SF



6565 N 39th Way - \$1,750,000
3 bed | 3.5 bath | 3757 SF



6715 N 39th Way - \$1,850,000
4 bed | 4.5 bath | 3892 SF



3965 E Sierra Vista Dr - \$1,995,000
5 bed | 5.5 bath | 4683 SF



6575 N 39th Way - \$2,000,000
4 bed | 4.5 bath | 3844 SF

View these properties and all of our listings and sales at www.ArizonaFineProperty.com

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The Grigg's Group as your favorite ***Real Estate Team*** on
"Ranking Arizona"

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3. Select Category: "**Real Estate - Residential**"
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5. Select "**Scott Grigg**" to cast your vote.
6. Click on "**Real Estate Teams**"
7. Select "**The Grigg's Group - Realty Executives**" to cast your vote.



You are allowed to vote once every hour for each category!

We LOVE what we do and we cannot do it without you so THANK YOU!