

MAY

NEWSLETTER



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Luxury Market Summary Update

The Luxury Resale Market (\$1M on up) continues to remain strong, especially if you are a buyer. Current listings have decreased ever-so-slightly to 2093 active luxury homes for sale, with the average list price continuing to hover around \$2.2M to \$2.3M. Homes that went under contract continued to increase to 402 although the average contract price decreased slightly to \$1.7M. Homes that sold in April remained steady at 202. Average sales price also saw an increase to \$1.78M, as did the average price per sq ft to \$355/SF. See the below chart for certain areas. Average days on market (DOM) for the homes that did sell is still around 200. With still about 10 months worth of inventory out there, not to mention all the new luxury home communities sprouting up, it is **vital** that you are priced correctly. Make sure you contact Scott to ensure you're getting the best representation out there!

Active Stats by ZIP

ZIP Code	Active Listings	New Listings	Pending Sales	Active Listings \$/SF	Ave Price Active Listings	Active Days on Market	Days of Inventory	Months of Supply
85016	99	19	11	\$331.87	\$1,174,907	124	312	9.9
85253	386	58	27	\$474.42	\$3,119,757	198	337	9.4
85018	246	62	52	\$405.14	\$1,637,588	135	197	6.8
85251	44	14	9	\$427.32	\$1,470,924	108	164	4.4
85259	216	61	34	\$274.67	\$1,224,873	138	209	5.1
85260	114	39	15	\$270.52	\$1,083,702	96	158	4.6
85258	125	40	19	\$298.48	\$970,796	127	153	4.0

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Sales Stats by ZIP

ZIP Code	Sales per Month	Sales Per Year	Monthly Sales \$/SF	Annual Sales \$/SF	Avg Price Monthly Sales	Ave Price Annual Sales	Sales Price % List	Sales Days on Market
85016	10	116	250.53	\$276.90	\$618,014	\$814,283	97%	97
85253	41	418	439.13	\$369.81	\$2,512,352	\$1,975,642	96.6%	180
85018	36	456	337.66	\$312.25	\$1,076,540	\$978,680	96.9%	119
85251	10	98	325.04	\$334.62	\$1,136,740	\$1,039,473	97.1%	177
85259	42	377	239.07	\$231.66	\$952,417	\$854,091	96.6%	148
85260	25	264	242.07	\$222.17	\$812,378	\$745,629	96.7%	85
85258	31	299	249.88	\$245.88	\$800,787	\$716,094	96.4%	131

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Featured Monthly Properties for The Grigg's Group

PRICED TO SELL!

Incredible Mountain Views

Beautiful Santa Fe / Adobe style home on 1.62 acres of land in the highly desired Carefree foothills. 3 bedrooms plus a den/office, 3 bathrooms situated on a corner lot. Saltillo tile throughout the home along with exposed beams and Viga ceilings. All Viking stainless steel appliances in the kitchen. Roof balcony to enjoy the spectacular views. Hand painted tiles all throughout the bathrooms. All natural landscaping surrounds the entire property. Large back yard ready for your own person touch. Address is approved for Carefree if one desires. Nature's living at it's finest!

34612 N Arroyo Rd - Cave Creek
Offered at \$660,000



REDUCED!



180° City and Mountain Views

Privately gated hillside residence with AMAZING mountain and city light views. Located in the esteemed Arizona Biltmore Mountain Estates. In addition to the 24/7 guard gated community, this recently remodeled contemporary style estate also has a private gated driveway. 2-story home plus a fully finished basement. This home boasts 5 bedrooms, 6.5 bathrooms, a private gym, and media room. The back yard backs up to the mountain preserve with tons of lush landscaping, including the most AMAZING private tennis court set up. IF YOU ARE A TENNIS PLAYER YOU MUST SEE THIS HOME!

6664 N 29th Pl - Phoenix
Offered at \$2,895,000

ANOTHER ONE SOLD!

The Village at Mountain Shadows

Built by Cullum Homes, this home provides the owner some fantastic views of Camelback Mountain! Single level floor plan featuring 3 bedrooms and 3.5 bathroom. Great room with fireplace and pocket doors leading out to the patio. Indoor/outdoor wet bar area. Spacious kitchen with all top-of-the-line stainless steel appliances. All bedrooms have own en-suite bathrooms. Landscaping allowance included. Take advantage of the community amenities of the new Mountain Shadows Resort that are offered to the homeowners in The Village. Guard gated community 24/7 with a community pool, spa, and beautiful park with walking paths. Just minutes away from downtown Phoenix and Scottsdale.

5655 E Huntress Dr - Paradise Valley
SOLD for \$2,842,516



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