



# NOVEMBER NEWSLETTER



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## Luxury Market Summary Update

Happy Thanksgiving! We have so much to be thankful for this year, and we hope you do to. The luxury market continues to stay at a steady pace. Current luxury (\$1M on up) listings have jumped quite a bit to 1842 active homes for sale, while the average list price stayed the same at \$2.2M. Homes that went under contract also increased to 258 homes as did the average price under contract to \$1.7M. Luxury homes sold in October also increased as well to 165 homes. Average sales price stayed relatively the same at \$1.6M, but the average price per sq ft did increase to \$341/SF. Average days on market (DOM) for the homes that did sell did decrease to 180 days. Homes are indeed selling, but as we've seen you have got to be priced right. There's still a little over 11 months worth of inventory out there to choose from, not to mention all the new home communities that typically aren't included in those numbers. Make sure you contact Scott to ensure you're getting the best representation there is!

## Phoenix Business Journal "Cribbs"

This past August, Scott and Adrianna were featured in the Phoenix Business Journal's Cribbs in their new home built by Cullum Homes located on Camelback Mountain and designed by PHX Architecture. Special appearance by their golden doodle, Cooper. 🐕

A huge thanks to Hayley Ringle at The Phoenix Business Journal for the great article and video! Click on the picture to view the article.



***Happy Thanksgiving from all of us at***  
***The Grigg's Group!***

# Featured Monthly Properties for The Grigg's Group

## **SOLD!**

Brand new spec home, just completed by Cullum Homes! Nestled at the base of the Valley's most iconic landmark, Camelback Mountain, is The Village at Mountain Shadows. This exclusive, guard-gated, resort-style community is nearly sold out of the 40 residences. This two-story Echo floor plan features 4 bed and 5 bath. Over \$75K worth of upgrades in this turn-key home. Great room with fireplace and non-motorized pocket doors opening up all the way to the covered patio. Separate dining area. Spacious kitchen with island, eat-at bar, walk-in pantry, sub-zero side-by-side fridge/freezer, Viking 8-burner gas range. Owners suite on main level. Elevator and a 3-car garage. All homeowners get access to the Mountain Shadows Resort and are able to take advantage of the amenities it has to offer. Guard gated 24/7 for that "lock-n-leave" lifestyle. Just minutes away from downtown Phoenix and Scottsdale!



**6296 N Lost Dutchman Dr - Paradise Valley**  
**SOLD for \$3,200,000**

## **Pending!**

Welcome to Hidden Rock at Cave Creek, where you'll find these contemporary luxurious residences surrounded by some of the most beautiful scenery imaginable! This Agave Master Three floor plan is two-stories with 3 bed, 3.5 bath. The main level has a two master bedroom setup, each with it's own en-suite bathroom. Great room with vaulted ceilings, fireplace and wine cellar. Open kitchen area with upgraded all stainless steel appliances, eat-up bar area. Upper level has a loft area with a third master bed/bath. Outdoor deck area provides you with some fantastic mountain views! Community pool and spa. Conveniently located just minutes away from fabulous restaurants, art, culture and world-class retail shops in the Town of Cave Creek.

**6525 E Cave Creek Rd Unit 26 - Cave Creek**  
**Under Contract at \$901,076.10**



## **Coming Soon!**

Located in the highly desired community of Clearwater Hills is this "lock-n-leave" hillside home with fantastic views! 4 bed, 5 bath in the main house with a bonus room and wine room, plus a detached 1 bed/bath guest casita. Separate living and family rooms, formal dining area. Master suite with sitting area, fireplace, jacuzzi tub. Wet bar in the great room with fireplace. Private library and indoor pool equipment room. Backyard is like a five-star resort complete with oversized covered patio area, gas firepit, outdoor shower, pool bath, pool changing room, commercial grade misting system, private pool and spa. 3-car garage. Guard-gated community for security and privacy. This is the perfect entertainer's home!

**4141 E Lakeside Ln - Paradise Valley**  
**Offered at \$2,395,000**



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