



# November

## Newsletter



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### Luxury Market Summary Update

With the holidays and end of the year fast approaching, the Luxury Market (\$1M on up) looks to make a strong push for sales. Current listings jumped quite a bit to 1815 active homes for sale. Average list price also increased slightly to \$2.29M. Homes that went under contract also increased to 364 homes with the average price under contract slightly increasing to \$1.8M. Sold homes for October went back up to 162 as expected, as did the average sales price to \$1.63M. Average price per sq ft did slightly dip to \$344/SF. See the below chart for certain areas. Average days on market (DOM) for the homes that did sell jumped back up to 194 days but months of inventory available did decrease to 11.20 months, which is a good sign. This does not include all the new home communities out there. We've been saying it all year, make sure you are priced accordingly for the market, and definitely contact Scott to get the BEST representation out there!

		Zip Code / Area Geography						
New Listings - Trailing 4 Weeks		85016	85253	85018 & 85251	85255	85259 & 85260*	85258*	Total
09/29/2019 - 10/26/2019		Biltmore	Paradise Valley	Arcadia	Pinnacle Peak	Scottsdale"North"	Scottsdale"South"	
\$750,000	\$999,999	8	5	23	24	17	12	89
\$1,000,000	\$1,499,999	7	7	20	31	11	5	81
\$1,500,000	\$1,999,999	0	10	10	13	1	2	36
\$2,000,000	\$2,499,999	1	5	5	5	5	0	21
\$2,500,000	\$2,999,999	3	11	0	6	1	1	22
\$3,000,000	\$3,999,999	2	4	4	2	2	1	15
\$4,000,000	\$4,999,999	1	7	2	3	1	0	14
\$5,000,000	up	1	7	2	7	0	0	17
Total		23	56	66	91	38	21	295
Average "List Price"		\$1,843,000	\$3,019,200	\$1,634,656	\$1,918,021	\$1,474,595	\$1,267,686	\$1,954,398

		Zip Code / Area Geography						
Closed Escrows - Trailing 4 Weeks		85016	85253	85018 & 85251	85255	85259 & 85260*	85258*	Total
09/29/2019 - 10/26/2019		Biltmore	Paradise Valley	Arcadia	Pinnacle Peak	Scottsdale"North"	Scottsdale"South"	
\$750,000	\$999,999	2	3	19	13	8	11	56
\$1,000,000	\$1,499,999	4	3	9	4	8	3	31
\$1,500,000	\$1,999,999	1	3	8	5	1	0	18
\$2,000,000	\$2,499,999	0	2	4	1	0	0	7
\$2,500,000	\$2,999,999	0	2	1	1	2	0	6
\$3,000,000	\$3,999,999	0	0	1	3	0	0	4
\$4,000,000	\$4,999,999	0	1	0	0	0	0	1
\$5,000,000	up	0	2	0	0	0	0	2
Total		7	16	42	27	19	14	125
Average "Sales Price"		\$1,176,000	\$2,317,383	\$1,322,035	\$1,482,477	\$1,242,901	\$893,936	\$1,415,941
Percent List Price vs Sales Price		95%	93%	96%	96%	96%	96%	96%
Average Price Per Square Foot		\$360	\$388	\$369	\$330	\$260	\$296	\$338
Average "Days on Market"		215	160	156	164	177	82	157

### Paradise Valley Market Update

Our newest edition of the PV Market Update is here! Click on the picture to the right to view. Copies will also be in this upcoming edition of the PV Independent Newspaper, and also at the AJ's Fine Foods located at Scottsdale Rd & Lincoln Dr.





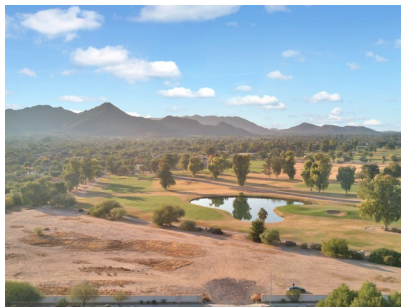
# Featured Monthly Properties for The Grigg's Group

## IRONWOOD GOLF VILLAS ~ PARADISE VALLEY, AZ



Welcome to Ironwood Golf Villas! This exclusive community of only eight home sites offers one a highly desirable in-town location with abundant room for a customized estate home. Lot sizes will average half an acre. Prices starting at \$2,300,000, with custom homes ranging from 3,000 to 5,000 SF. All homes will have the option to add basements for an additional cost. Each home will offer views of Camelback Mountain, Phoenix City Lights, and Camelback Country Club. The community will be gated for privacy and security. Quarterly HOA dues of \$1,450 that includes front yard maintenance.

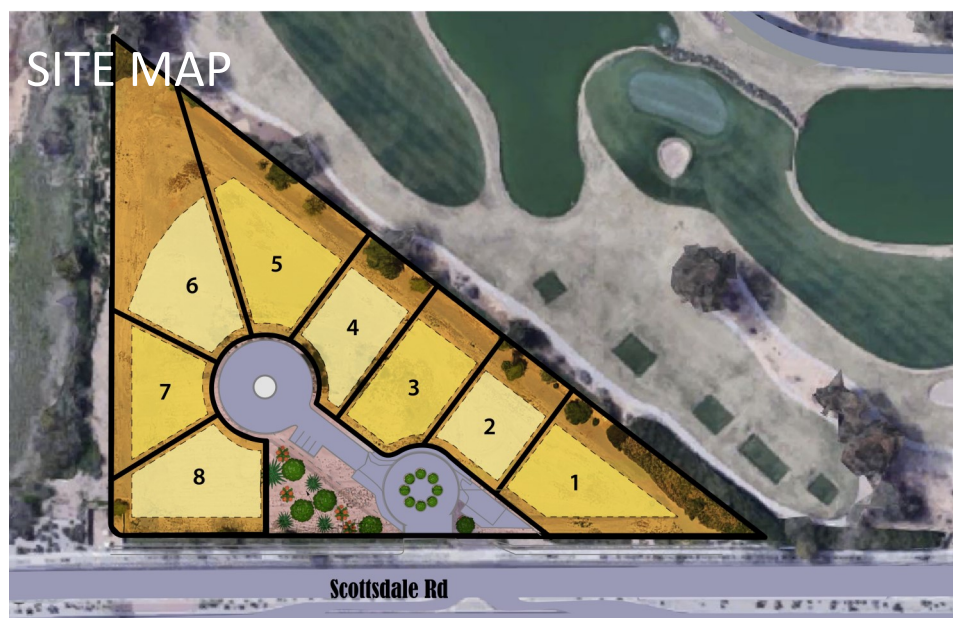
Exclusive homebuilder for these home sites is Cullum Homes, 2019 NAHB Custom Homebuilder of the Year. Contact us today for your private tour.



- ◆ Lot 1 - 28,513 SF
- ◆ Lot 2 - 16,648 SF; lot premium \$100,000
- ◆ Lot 3 - 20,230 SF; lot premium \$200,000
- ◆ Lot 4 - 18,586 SF; lot premium \$300,000
- ◆ Lot 5 - 29,390 SF; lot premium \$450,000
- ◆ Lot 6 - 38,665 SF; lot premium \$300,000
- ◆ Lot 7 - 16,816 SF; lot premium \$100,000
- ◆ Lot 8 - 20,330 SF

Call for customized home site package details.

See the virtual tour here: <https://youtu.be/7UII9d8nZS4>



Front Gate Rendering

Disclaimer: Ironwood Golf Villas LLC/Cullum Homes reserves the right to change the above without notice. Prices are subject to change. See Purchase Agreement for details. A signed and executed Purchase Agreement will be the final Instrument of Agreement between Ironwood Golf Villas LLC and the Home Buyer. Subdivision Report has been received and will be provided upon request. Sales and Marketing provided by The Grigg's Group of Realty Executives.

View these properties and all of our listings and sales at [www.ArizonaFineProperty.com](http://www.ArizonaFineProperty.com)

If you are currently working with another Broker, please do not consider this a solicitation.

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# LOCAL ~~/~~ICON

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DECEMBER 15 | 11 AM - 4 PM  
PRIVATE ESTATE PARADISE VALLEY  
RSVP VIA EVENTBRITE  
BENEFITING CHILDHELP®

PLEASE JOIN

**SAGE AUBREY & NAKED REBELLION**  
for a private shopping event, LOCAL ICON

Enjoy: Sips, Savors, Shopping, Exclusive hourly giveaways provided by FabFitFun,  
Kid zone, Man cave and Live fashion illustrating of you, the 'ICON.'

**MUST RSVP VIA EVENTBRIGHT**

Support Local. Be ICONIC.

Sage Aubrey  
Naked Rebellion  
FabFitFun  
We The Classy Shop  
JOAN DOMINIQUÉ  
Amy Inc.  
Twenty6 Designs  
Cricket & Ruby  
Gorjana  
Heywood & Ringo  
Alexa Rose Jewelry  
Mame Soy Candles  
Melt by Melissa  
EVENTive Brush

Chestnut Fine Foods  
OHSO Brewery  
IamWATRRR  
Sweet Life by Lex  
Early Bird PHX Coffee Cart  
Flower Bar  
Noicacao  
Tremaine Ranch  
Bubble Hustle  
Get Cozy Bars  
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