

# October



**Scott Grigg**  
**Realty Executives - The Grigg's Group**  
**480.540.5479 mobile**  
**azfineproperties@cox.net**  
**www.ArizonaFineProperty.com**



## Luxury Market Summary Update

Happy Fall! Finally the temperatures are starting to fall here in The Valley of the Sun! The luxury market (\$1M on up) still continues to remain even between a buyers market and a sellers market. Current active listings are at 1703, while the average list price still remains steady at \$2.2M. Average price under contract rose back up to \$1.7M. Number of homes sold in in September did decline to 106 as did the average sales price to \$1.55M. Overall average price per SF did increase to \$318/SF. Months of inventory did jump to just over 16 months, so as you can see there is plenty of inventory for buyers to choose. See the below charts for certain areas. Make sure you contact Scott 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
08/27/2017 - 09/23/2017		Biltmore	Paradise Valley	Arcadia	Pinnacle Peak	Scottsdale"North"	Scottsdale"South"	
\$750,000	\$999,999	4	9	11	19	16	9	68
\$1,000,000	\$1,499,999	2	9	9	15	10	3	48
\$1,500,000	\$1,999,999	1	3	12	4	4	1	25
\$2,000,000	\$2,499,999	0	3	4	3	0	0	10
\$2,500,000	\$2,999,999	1	9	2	3	0	0	15
\$3,000,000	\$3,999,999	0	7	5	6	0	0	18
\$4,000,000	\$4,999,999	0	4	0	2	0	0	6
\$5,000,000	up	0	1	0	2	0	0	3
<b>Total</b>		<b>8</b>	<b>45</b>	<b>43</b>	<b>54</b>	<b>30</b>	<b>13</b>	<b>193</b>
<b>Average "List Price"</b>		<b>\$1,292,613</b>	<b>\$2,306,300</b>	<b>\$1,734,101</b>	<b>\$1,808,244</b>	<b>\$1,097,620</b>	<b>\$955,592</b>	<b>\$1,718,587</b>

		Zip Code / Area Geography						
Closed Escrows - Trailing 4 Weeks		85016	85253	85018 & 85251	85255	85259 & 85260*	85258*	Total
08/27/2017 - 09/23/2017		Biltmore	Paradise Valley	Arcadia	Pinnacle Peak	Scottsdale"North"	Scottsdale"South"	
\$750,000	\$999,999	3	7	11	7	16	4	48
\$1,000,000	\$1,499,999	0	5	3	12	3	5	28
\$1,500,000	\$1,999,999	0	3	4	5	1	1	14
\$2,000,000	\$2,499,999	0	3	0	1	1	0	5
\$2,500,000	\$2,999,999	0	2	1	1	0	0	4
\$3,000,000	\$3,999,999	0	1	1	3	0	0	5
\$4,000,000	\$4,999,999	0	0	0	0	0	0	0
\$5,000,000	up	0	0	0	1	0	0	1
<b>Total</b>		<b>3</b>	<b>21</b>	<b>20</b>	<b>30</b>	<b>21</b>	<b>10</b>	<b>105</b>
<b>Average "Sales Price"</b>		<b>\$852,333</b>	<b>\$1,575,354</b>	<b>\$1,288,935</b>	<b>\$1,643,080</b>	<b>\$1,003,562</b>	<b>\$1,155,750</b>	<b>\$1,365,170</b>
<b>Percent List Price vs Sales Price</b>		<b>96%</b>	<b>92%</b>	<b>98%</b>	<b>94%</b>	<b>97%</b>	<b>94%</b>	<b>95%</b>
<b>Average Price Per Square Foot</b>		<b>\$281</b>	<b>\$330</b>	<b>\$374</b>	<b>\$313</b>	<b>\$238</b>	<b>\$296</b>	<b>\$311</b>
<b>Average "Days on Market"</b>		<b>101</b>	<b>212</b>	<b>134</b>	<b>243</b>	<b>197</b>	<b>188</b>	<b>198</b>

## VOTE FOR BEST OF AZ 2018!

*The vote is on and we need your help! Vote for the following categories: 1. Best Real Estate Group; 2. Best Top Producing Realtor; and 3. Favorite Realtor. You can vote once a day in all three categories until November 30th. Click on the picture to the right.*

STYLE SUBSTANCE SOPHISTICATION  
**az foothills**

**THANK YOU!**

# Featured Listings for The Grigg's Group

## Paradise Reserve

*This distinctive guard-gated community offers unparalleled access to the valley's finest resort amenities, notable restaurants, Phoenix's vibrant downtown, valley sports venues and championship golf. Situated in the foothills bordering Paradise Valley and Phoenix, the exclusive Paradise Reserve is nearing sell-out in both The Village and The Estates. These "lock and leave" lifestyle residences feature both single- and two-level options, and offer a full complement of luxury amenities and finishes. Paradise Reserve truly embodies a noteworthy combination of meticulous craftsmanship, superior location and privacy.*

**Prices starting in The Village at \$1.695M**  
**Estate View Lots starting at \$750K**



## The Village at Mountain Shadows

*Nestled at the base of the Valley's most iconic natural landmark, Camelback Mountain, the Village at Mountain Shadows is situated in the heart of Paradise Valley. This exclusive, guard-gated, lock and leave, resort style community is comprised of 40 residences and is within walking distance of magnificent hiking trails, landmark restaurants and resorts. Scottsdale's best shopping, golf, art galleries, and other local amenities including Phoenix's Sky Harbor Airport are all within close proximity. Thoughtfully designed one-and two-story floor plans have been carefully crafted to showcase breathtaking views of the surrounding mountains. In addition, several lots are available for custom home design. All homes will offer an abundance of luxurious and innovative design features as well as the option of adding a daylight basement. Car enthusiasts will love the car bar option! Enjoy plenty of amenities from the new Mountain Shadows Resort.*

**Prices starting at \$1.95M**



## Cholla Heights

*Situated on the Northeast side of Camelback Mountain, this exclusive collection of just seven homesites offers you panoramic views of North Scottsdale stretching to Four Peaks and the McDowell Mountains. The lots, ranging in size from 1.3 to 5 acres, each offer a different vantage point of the city light views. Located just to the south of the community is the world-renowned Phoenician Golf Course, as well as the Cholla Trailhead of Camelback Mountain. The community will be gated for privacy and security. Custom residential designs available.*

**Home Sites starting at \$950K**



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





YOU'RE INVITED TO AN

## EXCLUSIVE OPEN HOUSE ON CAMELBACK MOUNTAIN

THURSDAY, NOVEMBER 2, 2017  
4PM - 7PM

CHOLLA HEIGHTS  
5280 NORTH 61ST STREET  
PARADISE VALLEY, AZ

Enjoy complimentary food and drink catered by the Food Truck Caravan, entertainment and a construction phase tour of these truly unique estate home sites on the east side of Camelback Mountain. Guests will also have the opportunity to experience Cullum's virtual reality experience through goggles designed to show prospective owners what their custom estate could look like.

KINDLY RSVP

*The home sites, range in size from 1.3 to 5 acres and each offer a different vantage point of these truly expansive and impressive views. Lot prices start at \$975,000.*

*Gated for privacy and located just north of the world-renowned Phoenician Golf Course and the Cholla Trailhead of Camelback Mountain. Sales and Marketing provided by Scott Grigg of Realty Executives, The Grigg's Group.*

