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NEWSLETTER



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Luxury Market Summary Update

Happy Halloween! This is the best time of the year for here in the Valley of the Sun, when the temperatures *finally* fall below 100 degrees, and the winter visitors (AKA snowbirds) start to come back and it's the start of the holiday season. Current luxury (\$1M on up) listings have increased to 1690 active homes for sale. Average list price also increased slight to \$2.2M. Homes that went under contract did decrease to 227 homes, but the average price under contract stayed the same at \$1.6M. Luxury homes sold in September also decreased to 135 homes. Average sales price increased to \$1.6M, as did the average price per sq ft to \$330/SF. See the below chart for certain areas. Average days on market (DOM) for the homes that did sell did increase slightly to 206 days. Homes are indeed selling, but it is still a buyers market when it comes to the Luxury market. Months of inventory took a big jump to 12.51 months, but that was expected given the fact that many people put their home on the market in the fall. There are many homes out there to choose from, so contact Scott to ensure you're getting the best representation there is!

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	78	23	11	\$339.02	\$1,133,934	134	224	13
85253	292	69	21	\$498.54	\$3,187,800	190	257	13.9
85018	207	65	38	\$408.50	\$1,510,005	143	154	7.4
85251	38	16	4	\$438.73	\$1,570,216	86	136	4.2
85259	168	40	21	\$282.86	\$1,242,161	154	174	9.3
85260	89	28	10	\$269.72	\$1,070,760	118	119	5.9
85258	94	34	10	\$288.16	\$906,216	114	104	3.0

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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	6	127	\$282.22	\$279.50	\$724,914	\$821,304	95.6%	150
85253	21	415	\$402.26	\$379.96	\$2,221,095	\$2,033,472	94.9%	213
85018	28	491	\$318.08	\$320.62	\$1,403,884	\$1,020,376	95.7%	120
85251	9	102	\$355.34	\$336.81	\$1,219,916	\$1,047,637	96.4%	201
85259	18	353	\$219.21	\$231.19	\$830,064	\$851,978	94.6%	143
85260	15	274	\$251.09	\$227.36	\$943,870	\$773,988	96.4%	108
85258	31	331	\$308.39	\$258.84	\$962,279	\$760,469	95.7%	82

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Featured Monthly Properties for The Grigg's Group

Just Listed!

Come live in the highly desired community of Boulder Crest at Troon North! Gorgeous Tuscan style 2-story home with 6 bed, 6.5 bath, that provides great views of the Arizona sunsets and surrounding mountains. Formal separate living and dining room areas, each with lots of windows providing natural sunlight. Attached in-law suite with extra storage, full en-suite bath, and private garage all on one side of the main level of the home. Extra spacious kitchen area for anybody who like to cook would be in heaven! Large great room, separate gaming lounge area with full wet bar. Master suite on the upper level of home with private balcony with incredible views! Beautiful back yard with negative edge private pool, spa, BBQ area, fireplace. Take advantage of all the great amenities that Troon north has to offer. This home has it all!

29348 N 111th Way - Scottsdale
Offered at \$1,695,000



Pocket Listing

Contemporary chic and modern is this 3 bed, 3.5 bath, located in the prestigious community of The Village at Paradise Reserve. Spaciously laid out split floor plan with great room, formal dining area, gourmet chef's kitchen. High end modern finishings located throughout the entire home. Top of the line stainless steel Viking appliances in the kitchen including a full-size wine fridge. Pocket doors open all the way up connecting the great room to the covered patio area. Master suite takes up the entire side of the home. All wood flooring. Private pool and spa in the back yard along with BBQ area. Lots of storage space. Enjoy the mountain views of the Phoenix Mountain Preserve just off in the short distance. Community is guard gated 24/7 for that "lock-n-leave" lifestyle that one desires!

6560 N 39th Way - Paradise Valley
Offered at \$2,188,000

SOLD!

This impressive home nestled into the hillside at The Estates at Paradise Reserve is a rare gem in the "lock-n-leave" lifestyle. Soaring ceilings in the great room with the retractable wall of glass, breakfast room and the French doors off the formal dining room not only bring the light and outdoors in, but are designed for grand entertaining. The sophistication of this retreat is unparalleled. The loggia off the lounge area boasts the most amazing Camelback Mountain and city light views. This masterpiece of a home sitting on over an acre and half is truly low maintenance with the feel of estate living at its best!

6775 N 39th Pl - Paradise Valley
SOLD for \$3,015,000



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From all of us at The Grigg's Group!