

September



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Luxury Market Summary Update

The luxury market (\$1M on up) still continues to remain even between a buyers market and a sellers market. Current active listings have risen slightly to 1637, and we expect that number to increase even more as we get into the fall selling season. The average list price still remains steady at \$2.2M while the average price under contract decreased to \$1.6M. Number of homes sold in August rose again slightly to 140. Average sales price stayed steady at \$1.66M, but overall average price per SF continued to decrease to \$308/SF. There is still about 12 months worth of inventory out there so buyers do have plenty of choices. 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
08/06/2017 - 09/02/2017		Biltmore	Paradise Valley	Arcadia	Pinnacle Peak	Scottsdale"North"	Scottsdale"South"	
\$750,000	\$999,999	7	2	16	16	9	2	52
\$1,000,000	\$1,499,999	1	6	12	6	7	2	34
\$1,500,000	\$1,999,999	0	11	4	8	2	0	25
\$2,000,000	\$2,499,999	0	5	2	2	0	1	10
\$2,500,000	\$2,999,999	1	6	0	3	0	0	10
\$3,000,000	\$3,999,999	0	3	1	1	0	0	5
\$4,000,000	\$4,999,999	0	3	1	1	0	0	5
\$5,000,000	up	0	1	0	1	0	0	2
Total		9	37	36	38	18	5	143
Average "List Price"		\$1,123,667	\$2,329,801	\$1,311,567	\$1,725,889	\$1,086,521	\$1,210,780	\$1,641,448

		Zip Code / Area Geography						
Closed Escrows - Trailing 4 Weeks		85016	85253	85018 & 85251	85255	85259 & 85260*	85258*	Total
08/06/2017 - 09/02/2017		Biltmore	Paradise Valley	Arcadia	Pinnacle Peak	Scottsdale"North"	Scottsdale"South"	
\$750,000	\$999,999	2	2	8	8	24	4	48
\$1,000,000	\$1,499,999	2	7	8	8	8	1	34
\$1,500,000	\$1,999,999	1	4	1	2	1	1	10
\$2,000,000	\$2,499,999	0	3	0	2	0	0	5
\$2,500,000	\$2,999,999	0	3	0	2	0	0	5
\$3,000,000	\$3,999,999	0	3	2	4	0	0	9
\$4,000,000	\$4,999,999	0	1	0	0	0	0	1
\$5,000,000	up	0	0	0	0	0	0	0
Total		5	23	19	26	33	6	112
Average "Sales Price"		\$1,286,000	\$2,065,902	\$1,300,461	\$1,626,538	\$939,401	\$1,079,792	\$1,414,495
Percent List Price vs Sales Price		95%	94%	95%	96%	97%	95%	96%
Average Price Per Square Foot		\$366	\$379	\$364	\$317	\$231	\$288	\$313
Average "Days on Market"		239	147	105	190	144	141	153

New Social Media Marketing Campaign

Hey check out our new social media marketing campaign for The Village at Mountain Shadows. We'll be advertising on Facebook and Instagram in the next few months so let us know if you see it!
Click on the picture for the video.



Featured Listings for The Grigg's Group

Your Own Personal Paradise!

Exceptionally exquisite is this 7 bedroom, 6.5 bath estate! Located in the heart of Paradise Valley. Circular paved driveway along with an additional private gated driveway. Full-size wet bar area with wine cellar. Very spacious laid out floor plan. Theater room, home office with sitting room and a bonus/game room. Six car garage. Guest casita with full kitchen, great room, bed and bath. Backyard is your own personal oasis with heated pool and spa, waterfall feature, outdoor fireplace, built-in BBQ, extended patio surrounding the whole area. Separate RV parking. Plenty of lush trees providing you lots of privacy!

6760 E Hummingbird Ln - Offered at \$3,295,000



Cul-de-Sac Lot in Gated Community!

Beautiful 5 bed, 4.5 bath located on private cul-de-sac lot in Saddle Rock Ranch! Spacious open floor plan with lots of windows for natural sunlight. All refinished cabinetry throughout the home. Formal living area with wet-bar, great room, chef-size kitchen. Professional misting system outside, chlorine pool and spa with waterfall, built-in BBQ with fireplace and seating around the pool. Low-voltage lighting in both the back and front yard with controlled timers. Three car garage. Community amenities include a public tennis court and children's playground. Private gated community.

10870 E Cochise Ave - Offered at \$1,050,000

Old Town Scottsdale!

Rare opportunity to own in Royale Gardens! Contemporary 3 bed, 2.5 bath townhome. Completely remodeled in 2014 including electrical, plumbing, kitchen, baths, flooring, everything - no expense spared! Front courtyard with private gated entry. Custom wall designs and wall paper throughout the home along with porcelain tile and wood flooring. Floating wood stair case. Private master bedroom balcony with Camelback Mountain views. Two car garage. Community pool and clubhouse. Within walking distance to Old Town Scottsdale with tons of shopping and restaurants!

4809 N 72nd Way - Offered at \$595,000



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