

SEPTEMBER

NEWSLETTER



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Luxury Market Summary Update

Welcome to Fall.....well maybe in other parts of the country! It's still warm temperatures here in AZ; I guess Mother Nature hasn't gotten the memo! Current luxury (\$1M on up) listings have decreased slightly again to 1602 active homes for sale. Average list price is staying steady at \$2.18M. Homes that went under contract did increase to 277 homes, but the average price under contract dipped slightly to \$1.6M. Luxury homes sold in August also slightly increased to 167 homes. Average sales price decrease very slightly to \$1.53M, as did the average price per sq ft to \$321/SF. See the below chart for certain areas. Average days on market (DOM) for the homes that did sell is holding steady at 200 days. Homes are indeed selling, but it is still a buyers market when it comes to the Luxury market. Months of inventory did decrease as well to 9.6 months. 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	82	28	5	\$333.19	\$1,110,520	146	232	5.5
85253	254	47	22	\$505.43	\$3,217,312	212	220	7.1
85018	202	70	34	\$398.46	\$1,458,502	152	152	4.8
85251	36	20	7	\$449.61	\$1,595,244	87	129	6.0
85259	164	37	17	\$280.49	\$1,257,620	150	168	5.7
85260	87	30	7	\$271.40	\$1,114,233	110	113	3.3
85258	90	30	5	\$292.14	\$950,983	125	100	3.8

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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	15	129	\$278.69	\$277.56	\$807,742	\$821,714	96.0%	139
85253	36	422	\$353.80	\$375.84	\$1,813,762	\$1,995,769	93.7%	175
85018	42	484	\$308.21	\$320.16	\$997,536	\$1,017,805	94.5%	100
85251	6	102	\$343.11	\$333.57	\$967,917	\$1,020,193	97.1%	71
85259	29	357	\$240.94	\$231.95	\$858,014	\$851,654	95.5%	109
85260	26	281	\$239.63	\$255.20	\$782,188	\$762,751	97.3%	98
85258	24	329	\$261.09	\$252.10	\$746,892	\$739,034	96.9%	94

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Featured Monthly Properties for The Grigg's Group

OFF MARKET OPPORTUNITY!

Great development opportunity! Build your own dream estate! Lot boasts great views of the surrounding mountains. Preliminary work has been completed to split the lot into two lots. Plans and pricing are available for build to suit.

5307 N Ivergordon Dr - Paradise Valley
Offered at \$2,650,000



BEST ALL AROUND VIEWS!

Hillside estate home on just over an acre lot. Three level home with 5 bedrooms, 6 bathrooms and a 7-car garage. Privately gated driveway and located on the corner of a cul-de-sac street. The interior entrance of the home makes you feel like you've stepped into a 5-star hotel resort lobby! Contemporary design throughout the home. Private elevator. All levels of the home provide you with sweeping views of the surrounding mountains and city lights of Phoenix and Paradise Valley. Master suite takes up the entire third level with a private executive office and private gym. Attached guest casita on the lower level. View deck on the roof plus an outdoor putting green, BBQ area. Energy saving features all throughout the home. Truly an entertainer's paradise!

6525 N 37th St - Phoenix
Offered at \$3,750,000

SOLD!

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 floorplan with a view deck is two-stories and boasts a ton of upgraded features. The main level has a two-master bedroom setup, each with its own en-suite bathroom. Great room with vaulted ceiling and fireplace and wine cellar. Open kitchen area with upgraded Bosch stainless steel appliances, kitchen island, eat-up bar area. Home has its own personal elevator and several additional upgrades in interior finishings. The upper level has a loft area, third master bedroom with en-suite bath and rear view deck area, providing some impeccable mountain views! Exterior built-in BBQ and fire table are also included in this plan. Community is 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 40 - Cave Creek
SOLD for \$1,063,400



Recent Client Testimonial

"We are grateful beyond words for the services that you and your staff provided in helping us with the purchase of our new home and successfully marketing and selling our existing home. You consistently responded immediately to telephone calls and emails, walked us through every part of the process, and held our hands when we needed it. You are the best realtor we have ever worked with and we would recommend you to anybody looking to buy or sell a luxury home. Thank you for everything!"

Marty and Joy White

View these properties and all of our listings and sales at www.ArizonaFineProperty.com