

GRIGG'S GROUP

Market Update

VOL. 21 | ISSUE 1



PRESENTED BY THE GRIGG'S GROUP



The Grigg's Group



Dear PV Homeowner...

Welcome to the Spring issue of the Paradise Valley Market Update!

This is the time of year we revel in the beautiful Arizona weather and Paradise Valley is no exception. There is a lot to see and do in this wonderful place we call home! Spring is also a very busy time of the year for us in the business of real estate, and with every transaction we're reminded how grateful we are for our clients as well as our colleagues and community.

The Grigg's Group sold over \$220 Million in 2021, making it the best year yet and earning us Realty Executives #1 Team and #1 Agent within the entire company! 2022 is off to an exciting start, with \$33,592,449 sold just in the month of February 2022 alone. We're looking forward to another record-breaking year. Featured in The Wall Street Journal, we sold a \$12 million-dollar mansion with a ballroom in Paradise Valley. Check out our recently sold properties page to see the home! We are experts in Paradise Valley real estate and know the unique demands of the luxury market. We have maintained and continue to build the right database and contacts to connect serious buyers with sellers. Our experience in marketing properties means less days on market and the best ratio of list to sold properties – which means more money in your pocket and better value.

Our team's greatest passion is helping to find your next home. Be it on the resale market or in one of several fantastic new home communities we represent throughout the Valley – we're committed to making your real estate goals a smooth and satisfying experience. Whether buying or selling we have unmatched local and global resources to help you make a perfect home out of a perfect moment.

Please make The Grigg's Group your first call for all your real estate needs.



Scott Grigg

The Grigg's Group

Realty Executives | #1 Luxury Home Team

480.540.5479

Your Arizona Luxury Home Specialists

Recent Client Reviews ★ ★ ★ ★ ★

“

HOMEOWNER:

Since the Griggs Group sold all of the homes in our development, representing other luxury homes and clients, we felt they understood best how to match and most importantly represent the home to prospective buyers. Although the internet has done some amazing things, residential luxury homes are not commodities that are transactional purchases. People are buying living experiences for their family and it is in our opinion, the Grigg's Group are the best at delivering on that. Our proof is 5 high quality showings, multiple offers with an all cash sale at full price.

“

HOMEOWNER:

Scott Grigg and The Grigg Group have represented us on several transactions over the past several years. Without a doubt I would recommend them to anyone. They clearly have put what was best for us on the top of the list. We trust them, bottom line. Their knowledge and experience cannot be replaced.

“

HOMEOWNER:

Scott was great with us in purchasing our first home in Paradise Valley. He took care of all of our needs, responded to all our questions, and was truthful, honest and upfront about everything. Couldn't ask for a better experience!



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Paradise Valley HOME REPORT

PARADISE VALLEY SINGLE FAMILY HOMES (1M AND UP)

(January to March 2022)

\$722

Avg. Price / SQFT

\$4.14M

Avg. Sales Price

118

Number of Sales

5,764

Avg. SQ FT

87

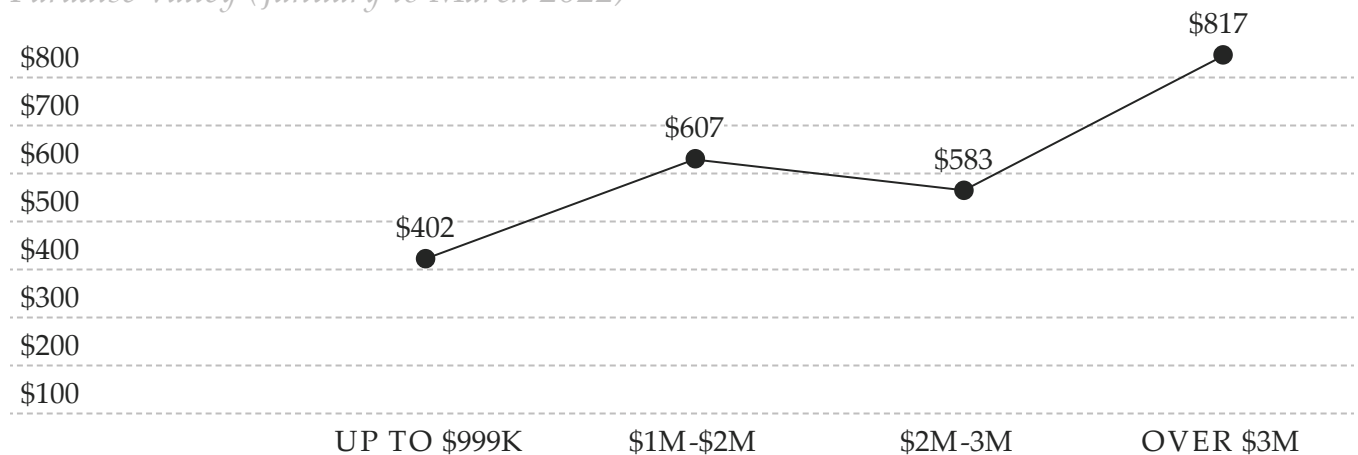
Avg. DOM

73

Active Listings

AVERAGE PRICE PER SQUARE FOOT

Paradise Valley (January to March 2022)



SIGNIFICANT CLOSED SALES

Paradise Valley (January to March 2022)

6121 N Nauni Valley Dr | \$12,500,000
4 BED | 4.5 BATH | 6,200 SQ FT

6480 E Arroyo Verde Dr | \$13,700,000
9 BED | 10 BATH | 17,322 SQ FT

6578 N Bella Vita Dr 21 | \$14,995,000
5 BED | 5.5 BATH | 10,934 SQ FT



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Featured HOMES

6335 N LOST DUTCHMAN DR



3 BD | 3.5 BA | 4,010 SF | Offered at \$3,595,500



SCAN FOR
ADDITIONAL
PHOTOS

RESORT AMENITIES

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. Home is built by Cullum Homes and designed by the renowned architectural firm, Candelaria Design Associates. A backyard oasis encompassing a large covered patio area, plunge pool, and built-in BBQ all overlooking the beautiful park. Residents have access to a community pool and spa. Full access is also included to the citizens club, allowing use of all amenities available at the mountain shadows resort. For ultimate privacy and security, community is guard-gated 24/7 offering a desirable lock-and-leave lifestyle.

CAR ENTHUSIAST'S DREAM HOME

Set in the coveted community, The Village at Mountain Shadows, lies this esteemed estate. Offering 5 bedrooms, 6 bathrooms and complete basement level with a theater room, lounge area, collector car showroom, glass-enclosed wine cellar and wet bar. 6,306 Sq Ft of luxurious features and contemporary design. Curated for entertainment, a spacious great room area accented with a modern fireplace and motorized pocket doors leading out to the patio area. Enjoy the above ground spa, built-in BBQ and wood fire pizza cooker in the back yard. Plethora of community amenities as well as access to the new hotel resort amenities. Located just minutes away from Phoenix and Scottsdale airports, the area's finest shopping, golf, art galleries, sport venues and vibrant downtown destinations.

5672 E VILLAGE DR



5 BD | 6 BA | 6,306 SF | Offered at \$5,499,000



SCAN FOR
ADDITIONAL
PHOTOS

7100 E CAVE CREEK RD 117 & 120



1 BD | 1 BA | 2,700 SF | Offered at \$1,272,000



SCAN FOR
ADDITIONAL
PHOTOS

RARE LIVE-WORK UNIT

Diamond in the Desert. New construction, one-of-a-kind in the area, highly sought-after modern trend with lavish, all natural, custom finishes – live like NY, SF, Seattle, Dallas in AZ. With advantages of rare live to work, mixed-use zoning, eco build and modern custom automated amenities. Sensational and sleek dining area with a state-of-the-art kitchen featuring a huge custom granite island with an incredibly unique, hard-to-find custom onyx in the middle that lights up and eat-at seating to accommodate up to 20 guests. Envisioned around the art of entertaining, spaces flow effortlessly from one to the next. The spectacular master suite hosts a seating area and an expansive bathroom. An impressive floor to ceiling, natural marble, walk-in shower with floating marble benches. A rare opportunity to own a property that borders miles of accessible national forest and regional parks and located in a premier business district in popular historic downtown Cave Creek.



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THE GRIGG'S GROUP

Featured HOMES

4544 E OREGON AVE



5 BD | 5.5 BA | 4,958 SF | Offered at \$4,200,000

BRAND NEW CONSTRUCTION

Brand new construction! Located in the highly coveted Arcadia neighborhood, just minutes from Downtown Phoenix, Old Town Scottsdale, and Biltmore Fashion Park and within walking distance of LGO, The Henry, the Suns practice arena, Hopi School District, Steak 44 and the soon-to-come boutique Fox Restaurant Hotel. Home is to be scheduled to be completed end of April 2022. This single-level home will include 2 master bedrooms, 3 guest bedrooms, private office, 5 full bathrooms, 1 powder room and a 4-car garage. With spectacular views of Camelback Mountain, what better place to call home! The residence will boast stone flooring throughout, custom steel windows and doors, private pool and outdoor veranda with a built-in BBQ. Wonderful features throughout including a built-in fireplace, waterfall edge island in the kitchen, soaring ceilings, split floorplan and a grass back yard!

PRIVATELY GATED COMPOUND WITH LAZY RIVER

Privately gated estate located in prime location of Paradise Valley! Home sits on back part of lot providing you extra privacy. Enjoy movie night in your own theater room with beverage fridge and ice maker, powder bath included. A back yard designed for all your entertaining needs. Patio area pretty much covers the entire home. Large pool diving board on the one end. The best feature is your very own personal lazy river that you can float thru and enjoy the az weather while lounging away! Private spa just off the lazy river. Gazebo with eat-up bar seating right from the pool! Built-in firepit. Even a bridge that goes over the lazy river. Both the front and back yards are meticulously landscaped with a mixture of grass and desert landscaping. A separate guest house perfect for the in-laws or extended-staying guests. Open great room with fireplace and built-in entertainment niche, pocket doors that open up to the patio area, full kitchen with eat-up bar seating. Two guest bedrooms, both with full en-suite baths. Two-car garage attached to the guest house as well as a 6-carage on the side of the main house. No need to go to the resort - you have your own here!



SCAN FOR
ADDITIONAL
PHOTOS

5030 E MOCKINGBIRD LN



6 BD | 8 BA | 12,097 SF | Offered at \$9,500,000

6750 N 39TH PL 4



3 Acres | Offered at \$2,980,600



SCAN FOR
ADDITIONAL
PHOTOS

RARE OPPORTUNITY WITH INCREDIBLE VIEWS

Rare opportunity! Construction on this home is underway! Hillside approval, city approval, site work started, retaining walls done, architectural contemporary designed 5, 500 sq ft home. Take over this lot, plans and finish the build! This distinctive estate homesite combines high-desert luxury and big-city lifestyle. Three acres of wide-open space. Community has a state-of-the-art generator ~ fire/water pressure system for hillside homes. This home is tucked in the saddle of the phoenix nature preserve. The views from this lot of the entire Paradise Valley, Camelback Mountain, nature preserve and Downtown Phoenix and the city lights! Are incredible! Private and secure lot. 2 years already done for you and 2 years to complete. This is a must see.



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Recently SOLD

37200 N Cave Creek Rd 1006 | \$4,346,961
3 BD | 3.5 BA | 4,805 SF



5317 N 46th St | \$2,895,000
5 BD | 4 BA | 5,571 SF



20629 N 21st St | \$1,175,000
5 BD | 5 BA | 4,123 SF



5696 E Village Dr | \$2,595,688
2 BED | 2.5 BATH | 2,539 SQ FT



6525 E Cave Creek Rd 26 | \$1,595,000
4 BD | 4.5 BA | 3,502 SF



7166 E Ironwood Dr | \$3,323,732
2 BD | 2.5 BA | 3,373 SF



6560 N 39th Way | \$2,500,000
3 BD | 3.5 BA | 3,501 SF



22805 N 38th Pl | \$1,220,000
5 BD | 3.5 BA | 2,980 SF



6135 E Pershing Ave | \$1,650,000
5 BD | 4 BA | 3,197 SF



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Stunning Mountain Paradise...

7046 N 59TH PLACE | PARADISE VALLEY 85253

7 BD | 13 BA | 17,703 SF | Sold for \$12,000,000



Arizona Home With a Ballroom Sells for \$12 Million

THE WALL STREET JOURNAL
BY LIBERTINA BRANDT | FEB. 17, 2022

Paradise Valley, Ariz.,—the previously under-the-radar Phoenix suburb where the real-estate market has exploded since Covid—has seen another big-ticket sale, this time for \$12 million.

The roughly 18,000-square-foot home sits on about 1.5 acres on the side of Mummy Mountain and across from Camelback Mountain, which is “our Arizona oceanfront,” said listing agent Scott Grigg of Realty Executives. With seven bedrooms, the house has a game room, a wine cellar and a ballroom that fits about 200 people.

The sellers were William Hubble 75, a co-founder of the money management company Retirement Advisors of America, and his wife, Char Hubble, 60. Mr. Grigg declined to disclose the buyer.

The home had been on and off the market for years and was first listed for \$22.88 million in 2018, according to Zillow. Its last listing price was \$12.8 million.

The Hubbles bought the property in 2011 for just over \$1 million, Ms. Hubble said. They tore down a roughly 2,000-square-foot home and spent about three years building the existing house.

The home has three kitchens: a main kitchen, a butler’s kitchen, and a catering kitchen. Outside, a pool and hot tub both double as fountains, according to Ms. Hubble.

“I was very careful about making sure the house has all the luxury home amenities,” said Ms. Hubble, a retired home builder and general contractor.

The Hubbles are also philanthropists and used the ballroom to host events for small charities, she said.

Ms. Hubble said they decided to sell the home because they are ready for another project. They bought a nearby property in Paradise Valley and plan on building something similar on it.

“We love the neighborhood. We love Paradise Valley. We’re literally doing the same thing down the street,” she said.

Home values in Paradise Valley have surged since the onset of the pandemic because out-of-state buyers are attracted to the town’s quality of life, warm weather, and affordability, according to Mr. Grigg.

“Pre-Covid, we didn’t see a lot of things in our market trade over \$5 million in a year,” he said. “Now, we’re seeing numbers anywhere from \$10 million to \$22 million for sales here.” Earlier this month, a roughly 15,500-square-foot Paradise Valley home sold for \$13.7 million, nearly \$3 million over the original listing price.



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The newest in Cullum Homes distinctive collection of “Village” luxury lock-and-leave lifestyle residences is ready to tee off at the exclusive Desert Mountain community in Scottsdale, Arizona. Reflective of the custom design, high level of finish and attention to detail experienced in our luxurious Village communities, our residences at Seven Desert Mountain will range from 3,300 to 6,345 square feet. Both single and two-level homes are offered, as well as the option to add a “19th Hole” basement entertainment zone complete with indoor golf simulator, glass-enclosed collector car showroom, theater, wet bar, and other amenities.

Homeowners at Seven Desert Mountain will become either a lifestyle or equity golf member at Desert Mountain (subject to Desert Mountain membership approval), gaining access to its world-class amenities including the newly renovated Sonoran Spa and Fitness Center, tennis complex, miles of private hiking and biking trails, six additional par 72 private championship golf courses, luxurious clubhouses and restaurants.

Sales are now happening! Contact us about our quick move-in opportunities. Call Scott today to schedule your private tour.

MODEL	LIVABLE SQUARE FOOTAGE	PRICING
Ocotillo	3,085 SF	<i>Starting at</i> \$2,649,156
Acacia	3,304 SF	<i>Starting at</i> \$2,769,662
Mesquite	3,425 SF	<i>Starting at</i> \$2,844,437
Desert Willow	3,489 SF	<i>Starting at</i> \$2,883,988
Palo Verde	4,228 SF	<i>Starting at</i> \$3,340,675

*Basement and second story options available. 3-car and 4-car garage and car bar options available on certain lots. Detached casita option available on certain lots. Contact your sales representative for more information. Subject to change without notice. Subdivision Report has been received and will be provided upon request.

MOVE-IN READY



37200 N Cave Creek Rd 1008 | Scottsdale 85262
3 BD | 3.5 BA | 3,713 SF | Offered at \$3,495,680

MOVE-IN READY



37200 N Cave Creek Rd 1015 | Scottsdale 85262
4 BD | 4.5 BA | 4,874 SF | Offered at \$3,985,515

FOR SALE MODEL ESTIMATED COMPLETION JUNE 2022



37200 N Cave Creek Rd 1002 | Scottsdale 85262
4 BD | 4.5 BA | 4,873 SF | Contact for Pricing

PRIVATE CHAMPIONSHIP GOLF COURSES & LUXURIOUS CLUBHOUSES



Ascent at the Phoenician®

ASCENT
AT THE PHOENICIAN®



SALES MODEL
UNDER CONSTRUCTION



Tucked into the base of Camelback Mountain, Cullum Homes' neighborhood of residences within the Ascent community consists of 51 elevated home sites that boast expansive views and an adjacent world-famous luxury resort. This new collection of custom homes, to be built exclusively by Cullum Homes, offers one, two and three-level residences that reflect a timeless modern design and look out over the beautiful Phoenician Golf Course.

All plans are fully customizable, and options include 2-5 bedrooms, a casita, an office, and a 3 to 6-car garage.

BASE PRICING STRUCTURE

MODEL	BASE SQUARE FOOTAGE	PRICING
Cirrus A	3,035 SF	<i>Starting at \$3,164,736</i>
Cirrus B	4,312 SF	<i>Starting at \$4,102,454</i>
Cirrus C	4,394 SF	<i>Starting at \$4,154,924</i>
Stratus A	2,952 SF	<i>Starting at \$3,806,990</i>
Stratus B	2,954 SF	<i>Starting at \$3,818,650</i>
Stratus C	2,965 SF	<i>Starting at \$3,893,274</i>

Subject to change without notice.

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ArizonaFineProperty.com



THE GRIGG'S GROUP

Other NEW HOME COMMUNITIES

7190 E IRONWOOD DR



4 BD | 4.5 BA | 4,334 SF | Offered at \$3,996,550



IRONWOOD GOLF VILLAS

Only 3 Lots Remaining!

Welcome to Ironwood Golf Villas! This exclusive community of only eight custom home sites offers a highly desirable in-town location with abundant room for a customized estate home. Lot sizes average half an acre, with all homes being customized to fit any lot to ensure that all of your living and lifestyle needs are met. A basement option is also available. This exclusive development offers views of Camelback Golf Country Club and views of the surrounding mountains, and is gated for your privacy and security.

THE VILLAGE AT MOUNTAIN SHADOWS

Only 2 Opportunities Remain!

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 two 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.

6431 N LOST DUTCHMAN DR



4 BD | 4.5 BA | 4,492 SF | Offered at \$4,240,160



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THE GRIGG'S GROUP

Other NEW HOME COMMUNITIES



THE VILLAGE AT PARADISE RESERVE

Only 1 Opportunity Left!

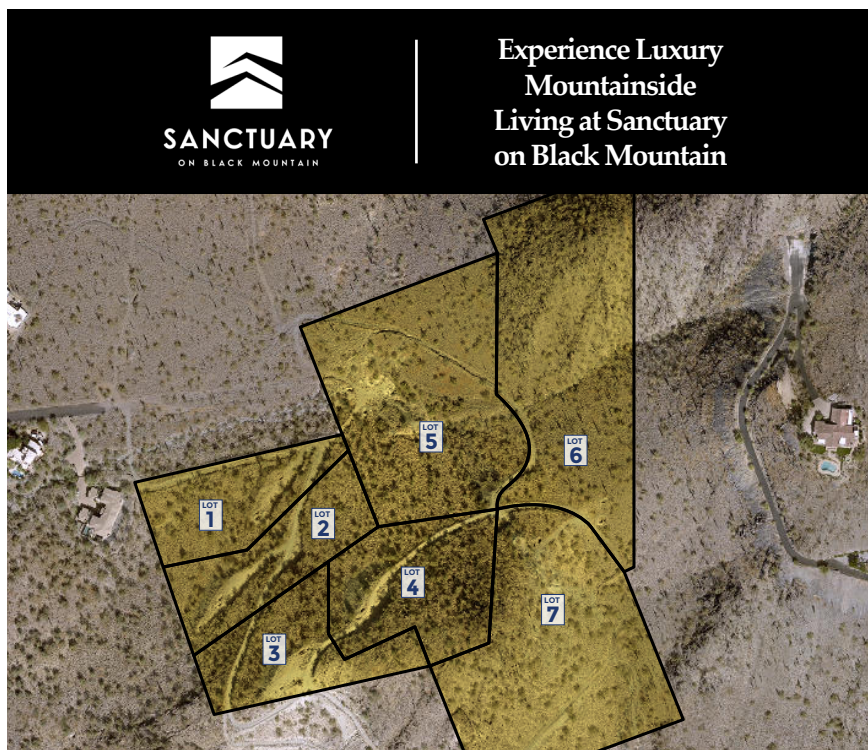
Tucked away in the high-desert mountain foothills above Phoenix, Paradise Reserve is one of the last luxury gated and guarded communities bordering the Phoenix Mountain Preserve. For those who cherish nature and appreciate luxury, Paradise Reserve offers a truly elevated lifestyle. Each distinctive homesite showcases views of Phoenix's legendary mountains including the renowned Camelback Mountain. A serene desert retreat in the heart of the city, this enclave offers the best that high-desert refined living and big-city life have to offer.



SANCTUARY ON BLACK MOUNTAIN

COMING SOON!

Situated on the southwest side of Black Mountain in the town of Carefree, Sanctuary on Black Mountain consists of 7 hillside home sites with panoramic city light views. This gated community is located close to downtown Carefree and is just minutes to Loop 101 and the Scottsdale Airport. Sanctuary on Black Mountain is an exclusive community for those wanting privacy and temperatures a few degrees cooler than the Valley. The lots range from two to seven acres and each home will reflect unique customized architecture and finishes.



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THE GRIGG'S GROUP

We service the entire Valley and surrounding areas with superior service, friendly knowledgeable agents, and quality you should expect from your Realtor.

Scott Grigg

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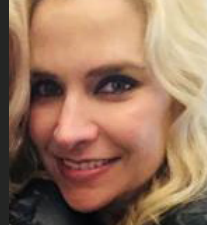
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As seen on:



“

Don't stop when you're tired. Stop when you're done. The harder you work for something the greater you'll feel when you achieve it.

Unknown

PTA

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