



GRIGG'S GROUP

# *Market Update*

VOL. 20 | ISSUE 3



PRESENTED BY THE GRIGG'S GROUP



The Grigg's Group



*Dear PV Homeowner...*

Your Paradise Valley Market update is here! The demand for luxury homes remains strong in Paradise Valley which delivered a slight growth in inventory. The supply of homes available for sale remained below that of last year; however, buyers may continue to see an increase in inventory.

We are specialists in the Paradise Valley real estate market, and we understand the unique demands of the luxury market. As both a resident and our office location in Paradise Valley, we have maintained and continue to build the right network to connect serious buyers with sellers. Our experience and resources in marketing properties means less days on market and the best ratio of list to sold prices – which means more money in your pocket and better value.

As a team, we've had a goal to break 200 Million dollars in sales for a year and we are thrilled to share that we are on target to do that this year! We can't thank our clients enough for making this possible.

We are also proud to announce that The Grigg's Group has been named a 2021 Top Producer by Phoenix Magazine! PHOENIX magazine conducts a comprehensive annual survey to determine top producing real estate agents and teams throughout the Phoenix metro area. This exclusive list consists of the Valley's best real estate professionals who are qualified to help you make important decisions about your real estate needs. Whether buying, selling or leasing, we have unmatched local and global resources to help you achieve your real estate goals!



*Scott Grigg*

**The Grigg's Group**

**Realty Executives | #1 Luxury Home Team**

**480.540.5479**

**Your Arizona Luxury Home Specialists**



**WE WISH YOU**

*Happy Holidays &  
a great New Year*

*from all of us at The Grigg's Group!*

## *Paradise Valley* HOME REPORT (July – October 2021)

### PARADISE VALLEY SINGLE FAMILY HOMES (1M AND UP)

**\$605**

*Avg. Price / SQFT*

**\$3.34M**

*Avg. Sales Price*

**5,438**

*Avg. SQ FT*

**90**

*Avg. DOM*

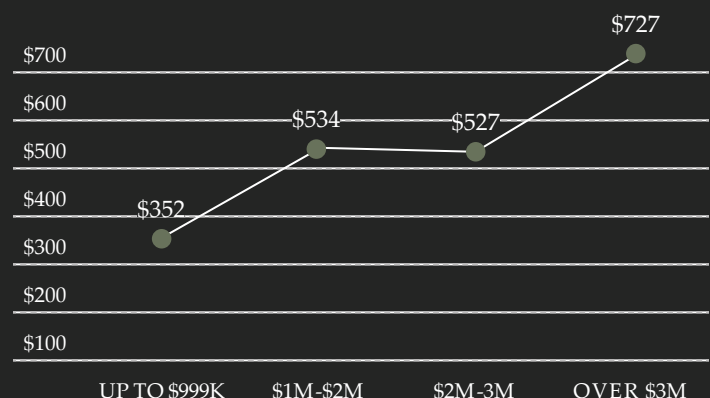
**134**

*Number of Sales*

**132**

*Active Listings*

### AVERAGE PRICE PER SQUARE FOOT







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.

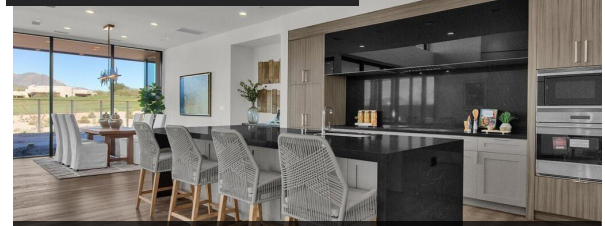
Homeowners at Seven Desert Mountain will become either a lifestyle or equity golf member at Desert Mountain (subject to Desert Mountain membership approval), gaining access to its world-class amenities including the newly renovated Sonoran Spa and Fitness Center, tennis complex, miles of private hiking 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> \$2,143,400
Acacia	3,304 SF	<i>Starting at</i> \$2,240,900
Mesquite	3,425 SF	<i>Starting at</i> \$2,301,400
Desert Willow	3,489 SF	<i>Starting at</i> \$2,333,400
Palo Verde	4,228 SF	<i>Starting at</i> \$2,702,900

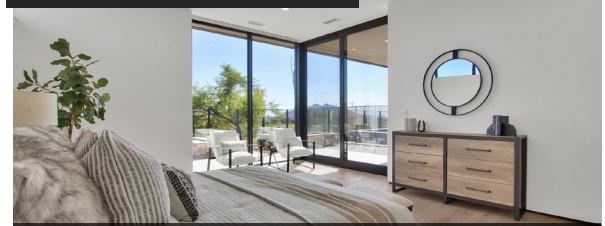
\*Basement and second story options available. 3-car and 4-car garage and car bar options available on certain lots. Detached casita option available on certain lots. Contact your sales representative for more information. Subject to change without notice. Subdivision Report has been received and will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

### MOVE-IN READY



37200 N Cave Creek Rd 1009 | Scottsdale 85262  
3 BD | 3.5 BA | 4,556 SF | Offered at \$3,452,843

### MOVE-IN READY



37200 N Cave Creek Rd 1020 | Scottsdale 85262  
3 BD | 3.5 BA | 3,714 SF | Offered at \$2,997,900

### AVAILABLE FULLY FURNISHED



37200 N Cave Creek Rd 1031 | Scottsdale 85262  
4 BD | 5 BA | 9,628 SF | Offered at \$6,995,500

### JUST COMPLETED



37200 N Cave Creek Rd 1015 | Scottsdale 85262  
4 BD | 4.5 BA | 4,874 SF | Offered at \$3,524,991



# Ascent at the Phoenician®

## ASCENT

AT THE PHOENICIAN®



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 \$2,783,400</i>
Cirrus B	4,312 SF	<i>Starting at \$3,518,400</i>
Cirrus C	4,394 SF	<i>Starting at \$3,563,400</i>
Stratus A	2,952 SF	<i>Starting at \$3,265,000</i>
Stratus B	2,954 SF	<i>Starting at \$3,275,000</i>
Stratus C	2,965 SF	<i>Starting at \$3,339,000</i>

*Subject to change without notice.*

The residential project described herein (the "Residential Project") and the residential units within the Residential Project (the "Residential Units") are not owned, developed, or sold by Host Camelback I LLC or its affiliates, and Host Camelback I LLC does not make any representations, warranties or guarantees whatsoever with respect to the Residential Units, the Residential Project or any part thereof. PHCN LandCo LLC uses the Phoenician® brand name and certain Phoenician® trademarks (collectively, the "Trademarks") in connection with the sales and marketing of the Residential Units in the Residential Project under a limited, non-exclusive license from Host Camelback I LLC. The foregoing license may be terminated or may expire without renewal, in which case neither the Residential Units nor the Residential Project will be identified as a Phoenician® branded project or have any rights to use the Trademarks.

©2021 Cullum Homes' floor plans and elevations are copyrighted. Cullum Homes reserves the right to modify at any time the floor plans, features, specifications, and/or prices as needed to meet changing market conditions. The plans depicted in sales materials are preliminary and not intended to be used as construction documentation. Square footages for options, room dimensions, window sizes and locations, exterior fencing, gates, sidewalk and patio locations as depicted will vary depending on the lot, elevation style, and options selected. In addition, features shown in the model homes may be upgraded and not included in the base price. See sales person for specific details. ROC #092024. Sales and Marketing provided by The Grigg's Group of Realty Executives.



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# Other NEW HOME COMMUNITIES

## 7190 E IRONWOOD DR

4 BD | 4.5 BA | 4,334 SF | Offered at \$3,895,500



## IRONWOOD GOLF VILLAS

50% sold out!

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.

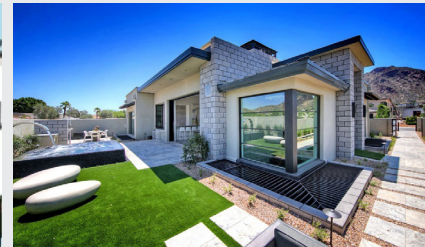
## THE VILLAGE AT MOUNTAIN SHADOWS

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.

Only 2 opportunities remain!

## 6431 N LOST DUTCHMAN DR

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



## SANCTUARY ON BLACK MOUNTAIN

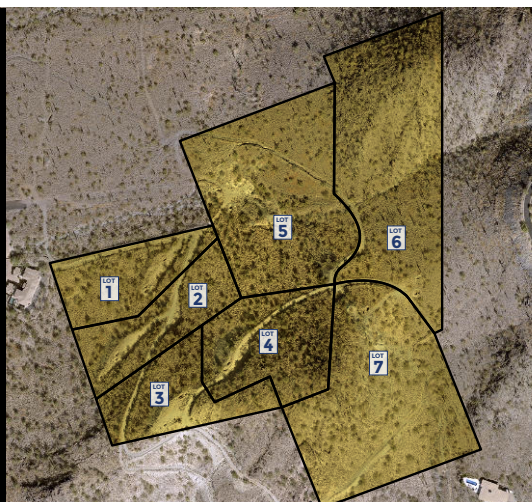
COMING SOON!

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.



**SANCTUARY**  
ON BLACK MOUNTAIN

Experience Luxury  
Mountainside  
Living at Sanctuary  
on Black Mountain



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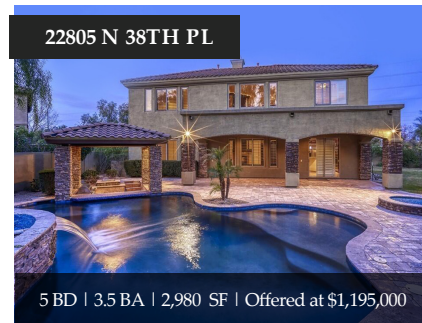
# Featured HOMES



SCAN FOR  
ADDITIONAL  
PHOTOS

## DIAMOND IN THE DESERT! UNIQUE LIVE, WORK, PLAY UNIT.

New construction, one-of-a-kind in the area, highly sought-after modern trend with lavish, all natural, custom finishes. 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.



SCAN FOR  
ADDITIONAL  
PHOTOS

## A TRUE TROPHY IN THE HEART OF DESERT RIDGE!

Gated front entry, this popular Borrego model features several unrivaled living spaces with 5 bedrooms and 3.5 bathrooms. Great investment opportunity! The community of Aviano has a plethora of amenities to offer, all within a short drive to Desert Ridge Marketplace, with all the shopping and restaurants that one can imagine!



SCAN FOR  
ADDITIONAL  
PHOTOS

## SITUATED IN THE FOOTHILLS OF PARADISE VALLEY AND PHOENIX

*To be built.* This custom designed floor plan is perfect for the one that seeks that lock-n-go lifestyle! 3 bed with 3 bath and 2-car garage. Split floor plan of 2,550 Sq Ft of spacious living area. Great room with fireplace and pocket doors that open all the way up to the patio. 27/7 guard-gated community for safety and security. Minutes away from both downtown Phoenix and Scottsdale.



## LUSH SONORAN DESERT PROPERTY WITHIN HIDDEN ROCK.

2.88 acre Cave Creek property located within the Hidden Rock at Cave Creek community. Incredible development opportunity with sweeping mountain and desert views. Approved to be subdivided into 5 lots or potential to build your dream estate. Relax at the community pool and spa. Property is conveniently located near downtown Cave Creek.



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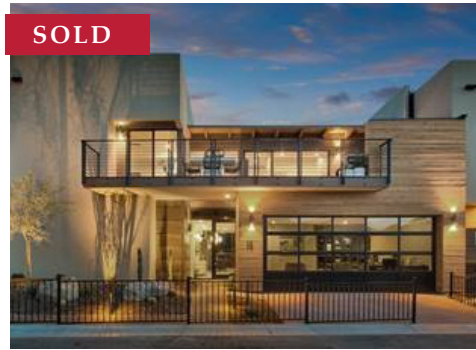


# Recently SOLD

4525 E Lafayette Blvd | \$3,850,000  
REPRESENTED SELLER



6525 E Cave Creek Rd 29 | \$1,409,637  
REPRESENTED SELLER



5110 N Wilkinson Rd | \$2,900,000  
REPRESENTED BUYER



6316 E Gloria Ln | \$1,575,000  
REPRESENTED SELLER



4326 E Calle Feliz St | \$895,500  
REPRESENTED BUYER & SELLER



5043 N Ascent Dr | \$4,142,800  
REPRESENTED BUYER & SELLER



5149 N Ascent Dr | \$5,024,750  
REPRESENTED BUYER & SELLER



7142 E Ironwood Dr | \$4,686,600  
REPRESENTED BUYER & SELLER



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# Realty Executives #1 LUXURY TEAM

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

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As seen on:



*You are never too old to set another goal or to dream a new dream.*

*Malala Yousafzai*

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