

THE BROKERY

LOCAL REAL ESTATE BROKERS

ARCADIA + BILTMORE MARKET UPDATE

MAY 2023

Tucker Blalock | Oleg Bortman

Co-Founders, The Brokery

www.TheBrokery.com



Keep It Local

For better or worse, our local real estate market is on the map. After decades of flying under the radar, neighborhoods such as Arcadia and Paradise Valley are now becoming known nationally as luxury hotspots within the Southwest. Similar to Santa Monica and Brentwood in Los Angeles or Bellevue and Kirkland in Seattle, our submarkets are beginning to make noise...maybe too much noise.

As prices rise, so do the stakes. It won't be long before publicly traded companies and large private equity backed firms infiltrate our ecosystem to get their take. Just last week, Compass, a publicly traded company and the largest real estate company in the U.S., entered our market. In our opinion, this is just the tip of the iceberg in terms of these bigger companies inserting themselves into our neighborhoods.

As a locally owned business, we know what makes our neighborhoods great and we can tell you that it isn't Applebee's and Denny's. As the stakes rise, so will our commitment to the neighborhood to stay "Relentlessly Local." Last year, we invested over 50% of our company profits directly back into the neighborhoods that we serve through new employees, office redevelopments, community and charity events, and more. As the only real estate company who actually owns real estate in the neighborhood, we have skin in the game. Our investments back into the neighborhood mean that our goals stay in alignment with your goals and that we will be here even when times get tough.

Nobody knows the neighborhood like we do and we will be here to assist you when the time is right. As always, thank you for the support and we look forward to delivering exceptional results for our neighbors for decades to come!



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ARCADIA PROPER

Stats for single-family sales from Camelback Rd south to the canal, and N 44th east to N 68th, compared month-over-month. Based on home sale data from April 2023.

AVERAGE SALES PRICE

\$2,828,722 ↓ from \$3,613,000

CLOSED SALES

9
↓ from 10

DAYS ON MARKET

103
↑ from 84

ACTIVE LISTINGS

27
\$1.256M - 10.995M

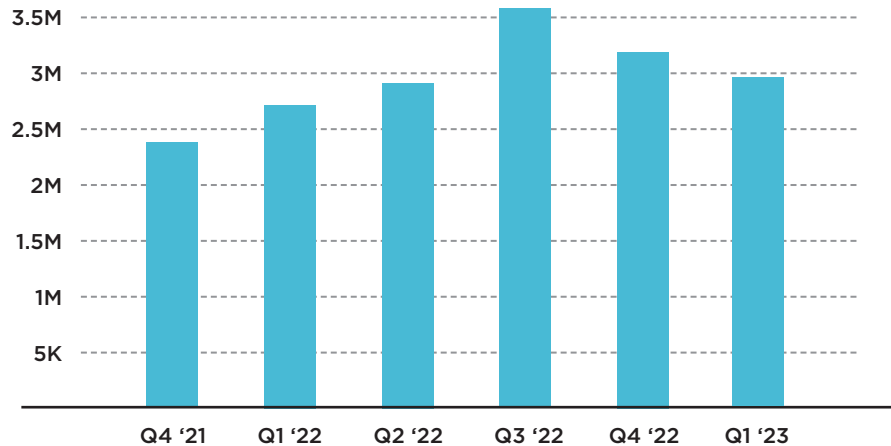
UCB/PENDING

8
\$1.885M - 4.595M

NOTABLE SALES

4102 N 50th Pl.....	\$5,070,000	4510 E Calle Redonda.....	\$2,275,000
4726 E Lafayette Blvd.....	\$5,000,000	4535 E Calle Tuberia.....	\$2,125,000
5801 E Calle Del Medio.....	\$3,925,000	4502 E Exeter Blvd.....	\$1,900,000
4885 E Calle Del Medio.....	\$2,650,000	4124 N 64th St.....	\$1,475,000
4634 E Calle Tuberia.....	\$1,038,500		

AVERAGE SALES PRICE OVER TIME



All numbers are deemed reliable, but not guaranteed.

ARCADIA LITE

Stats for single-family sales from CamelbackRd south to Indian School Rd, and N 32nd St east to N 44thSt, **compared month-over-month**. Based on home sale data from April 2023.

AVERAGE SALES PRICE

\$1,170,875 ↑ from \$974,833

CLOSED SALES

8
↑ from 6

DAYS ON MARKET

37
↓ from 112

ACTIVE LISTINGS

20
\$1,199,999 - 3.7M

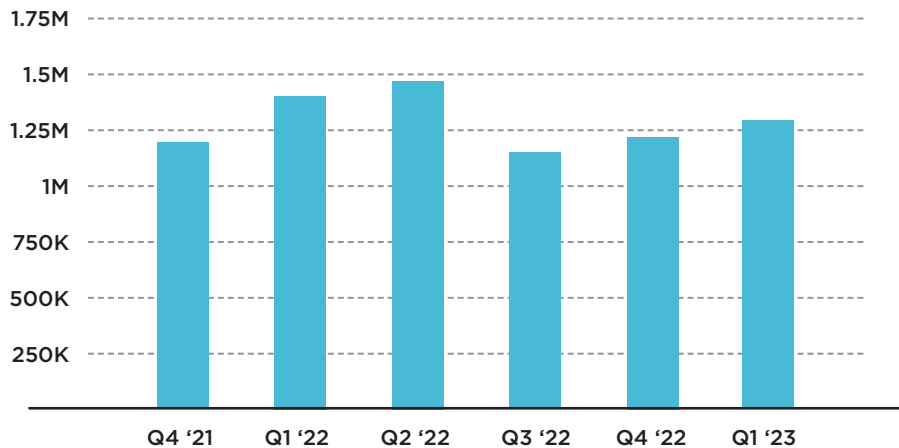
UCB/PENDING

16
\$615K - 3.995M

NOTABLE SALES

4541 N 34TH ST.....\$1,850,000	4527 N 35th St.....\$1,040,000
4222 N 43rd St.....\$1,555,000	4133 N 35th St.....\$850,000
4247 E Calle Redonda.....\$1,555,000	4129 E Campbell Ave.....\$775,000
4336 N 40th St.....\$1,235,000	3430 E Monterosa St.....\$507,000

AVERAGE SALES PRICE OVER TIME



All numbers are deemed reliable, but not guaranteed.

BILTMORE

Stats for single-family sales from Camelback Rd north to Piestewa Peak, and N 24th St east to N 32nd St, **compared month-over-month**. Based on home sale data from April 2023.

AVERAGE SALES PRICE

\$1,333,750 ↓ from \$1,625,286

CLOSED SALES

4
↓ from 7

DAYS ON MARKET

83
↓ from 93

ACTIVE LISTINGS

10
\$1.595M - 12.95M

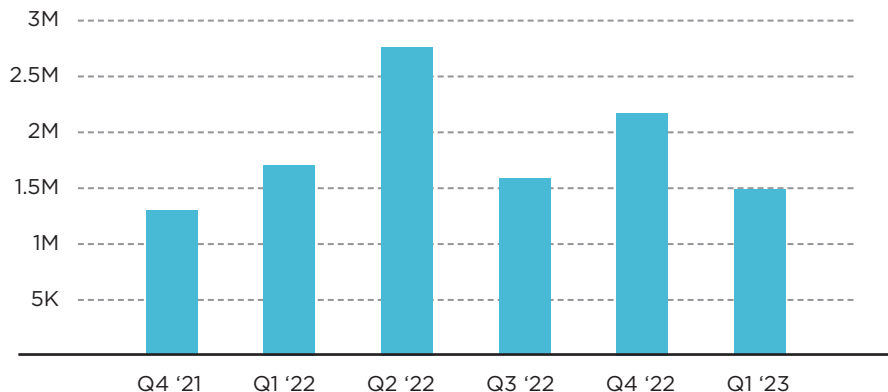
UCB/PENDING

4
\$1.2M - 3.375M

NOTABLE SALES

5327 N 26th St.....\$1,835,000	5326 N 26th St.....\$1,100,000
6510 N 27th St.....\$1,625,000	5443 N 25th St.....\$775,000

AVERAGE SALES PRICE OVER TIME



All numbers are deemed reliable, but not guaranteed.

New Listings + Recent Sales

NEW BUILD



3213 E Roma Ave, Phoenix, AZ 85018
5 Bed | 5.5 Bath | 3,109 Sq Ft



3415 E Claremont Ave, Paradise Valley, AZ 85253
5 Bed + Library | 5.5 Bath | Separate Guest Casita

NEW BUILD



4007 E Hazelwood St, Phoenix, AZ 85018
5 Bed | 4.5 Bath | 3,850 Sq Ft

JUST SOLD



3421 E Georgia Ave, Phoenix, AZ 85018
4 Bed | 3 Bath | 2,306 Sq Ft

NEW BUILD



4164 N 33rd St, Phoenix, AZ 85018
5 Bed | 5.5 Bath | 5,025 Sq Ft

NEW BUILD



4003 E Hazelwood St, Phoenix, AZ 85018
5 Bed | 4.5 Bath | 3,850 Sq Ft

JUST LISTED



Paradise Valley, AZ 85253
7 Bed | 6.5 Bath | 7,119 Sq Ft

UNDER CONTRACT



5719 N 11th St, Phoenix, AZ 85014
3 Bed | 1.75 Bath | 1,795 Sq Ft

New Listings + Recent Sales



6265 N 31st Pl, Phoenix, AZ 85016
3 Bed | 3.5 Bath | 2,745 Sq Ft



6601 N 31st St, Phoenix, AZ 85016
4 Bed | 5.5 Bath | 6,282 Sq Ft



JUST LISTED

10686 E Saddlehorn Dr, Scottsdale, AZ 85258
5 Bed | 3.5 Bath | 3,853 Sq Ft



JUST LISTED

11203 N 51st St, Scottsdale, AZ 85254
4 Bed | 3 Bath | 3,434 Sq Ft



JUST LISTED

3158 E Rose Ln, Phoenix, AZ 85016
3 Bed | 2 Bath | 2,208 Sq Ft



TWO LOTS REMAINING

KARMA | A collection of 11 smart, modern single-family residences developed by Boyer Vertical.



ONE LOT REMAINING

PARADIGM | An intimate, gated 12-lot community coming to North Phoenix from Camelot Homes.



ONE LOT REMAINING

LOMAS VERDES ESTATES | A gated enclave of 6 homes designed by The Ranch Mine + JP Kush Construction.

THE BROKERY

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Arcadia: 4546 N. 40th St. | Phoenix, AZ 85018

PRSR STD
U.S. Postage
PAID
Phoenix, AZ
Permit No. 5514

ECRWSS

*****ECRWSEDDM*****

Postal customer
Phoenix, AZ

THE BROKERY: OLD TOWN

NOW OPEN IN SAFARI DRIVE 4739 N SCOTTSDALE RD H100, SCOTTSDALE, AZ 85251



Thank you to all who attended our soft opening even to celebrate the grand opening of our new office in the heart of Old Town Scottsdale. We look forward to building lasting relationships within this vibrant community.

Arcadia: 4546 N 40th St Phoenix, AZ 85018
North Central: 840 E Bethany Home Rd Phoenix, AZ 85014
Biltmore: 2400 E Missouri Ave Phoenix, AZ 85016
Scottsdale: 4739 N Scottsdale Rd H100, Scottsdale, AZ 85251

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