

THE BROKERY

LOCAL REAL ESTATE BROKERS

ARCADIA + BILTMORE MARKET UPDATE

JULY 2023

Tucker Blalock | Oleg Bortman

Co-Founders, The Brokery

www.TheBrokery.com



TWO RECORD BREAKING SALES IN THE BILTMORE

in One Month!

AS SEEN IN BILTMORE LIFESTYLES MAGAZINE

For the past 9 years in a row, Tucker and Oleg have been the #1 real estate team in the Biltmore. With over 220 home sales in the Biltmore under their belt, including sales in every Biltmore subdivision, they know each HOA intimately. Most recently, The Brokery set TWO sales records in the Biltmore area by selling the most expensive home in the Biltmore and also the highest price per square foot home in the neighborhood.

With their recent sale of 6118 N 31st St at \$2,450,000, Tucker and Oleg helped their client eclipse the previous Biltmore record by \$200,000. Not only did they break the record, but they did so privately through their network of agents and clients prior to going to market. "This sale is a testament to our extensive database that we have built over the past 10 years in the neighborhood. When agents and buyers come to the Biltmore, they call us first because they know that we hold the keys to many off-market properties", says Tucker.

With the sale of 6118 N 31st St, The Brokery went on to help 6112 N 31st St sell for \$2,175,000 or \$888/sq.ft., setting a new record for highest price per foot basis in the Biltmore. Oleg mentioned, "6112 N 31st St was a game changer for golf course properties in the Biltmore. While this home had a smaller footprint, the location above the 18th fairway provided us with an opportunity to really push for top dollar given the lack of other homes with similar features in the area."

WHAT CLIENTS ARE SAYING...

Barb and Mark DeMichele, the sellers of 6118 N 31st St, first met Tucker and Oleg in 2018 when they were looking for a real estate agency to help them sell their home at 36th St. and Medlock. "I had seen signs for various real estate companies when I was out walking," says Barb, "I looked into The Brokery and liked that they specialized in the Biltmore area. The first time we worked with them, they did a fabulous job and sold our house in the middle of the holiday season. I think the offer came in on Christmas Eve or New Years Eve!"

Three years later, the DeMicheles called Tucker and Oleg to help them with the sale of their Paradise Valley home when they were ready to downsize and move back to the Biltmore area.

"Knowing the Biltmore came in handy," says Mark. "We were able to make an offer before our home ever got on the market. In fact, we weren't even in Phoenix when we bought our Biltmore house. It was all done remotely. Tucker did a video walk-through. We made an offer and went over for the inspection - that was the first time I laid eyes on it. The market was going crazy at the time. People were offering high prices and being outbid. Tucker and Oleg were able to steer us through an insane market and we were able to buy a home in a short period of time, sight unseen."

Barb says Tucker and Oleg have always been so helpful and available to help with things. "Here we are 18 months later, and they just helped us sell that house. Again, it never went on the market. We didn't have to take photos or hold open houses! They know who's looking. They showed our home to four couples and the last one made an offer. We closed yesterday - less than a month after first meeting with Tucker and Oleg."

The DeMicheles, who are about to close on a new home in Paradise Valley, say it took a little convincing for them to believe Tucker and Oleg could sell their home in a short time and get the price they wanted. "They had to talk us into the amount they wanted to ask," says Mark, chuckling. "I accused Oleg of 'brokering' me with his sales pitch. He said 'We will show you. Give us a chance.' We gave them a chance and they did it!"

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 June 2023.

AVERAGE SALES PRICE

\$2,513,438

CLOSED SALES

4

DAYS ON MARKET

57

ACTIVE LISTINGS

20

\$1.53M - 10.995M

UCB/PENDING

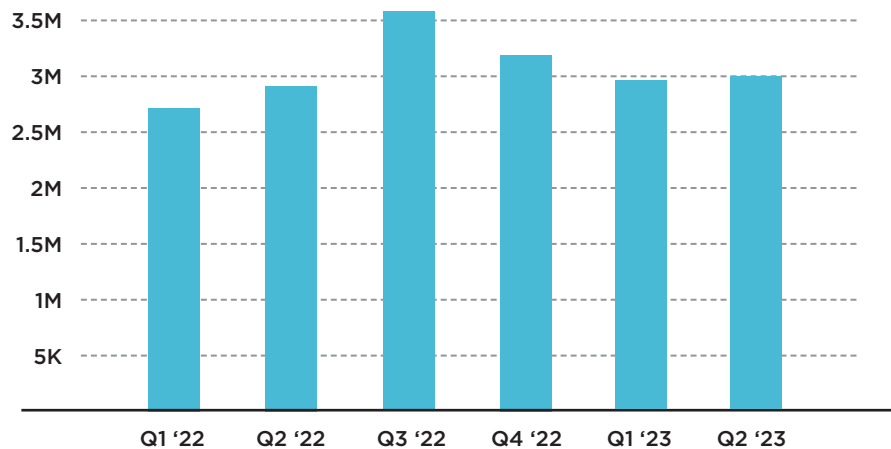
14

\$775K - 5.995M

NOTABLE SALES

5701 E Calle Camelia.....	\$3,165,000
4474 E Calle Del Norte.....	\$2,645,000
6242 E Calle Del Paisano.....	\$2,625,000
6339 E Calle Del Norte.....	\$1,618,750

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 44th St.
Based on home sale data from June 2023.

AVERAGE SALES PRICE

\$1,317,131

CLOSED SALES

10

DAYS ON MARKET

115

ACTIVE LISTINGS

17

\$895K - 3.995M

UCB/PENDING

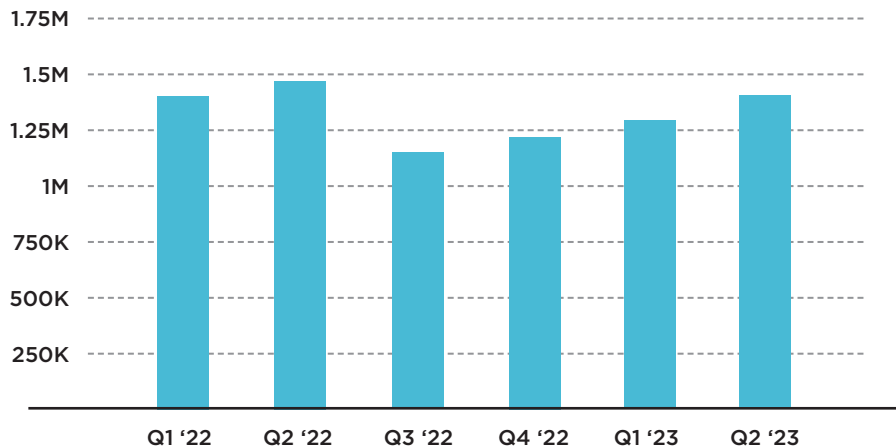
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\$490K - 3.523M

NOTABLE SALES

4041 E Highland Ave.....	\$1,775,000	4145 E Glenrosa Ave.....	\$1,300,000
3611 E Pierson St.....	\$1,709,806	4607 N 33rd Pl.....	\$1,270,000
4202 N 33rd St.....	\$1,700,000	3221 E Coolidge St.....	\$930,000
3524 E Glenrosa Ave.....	\$1,540,000	4345 N 32nd Way.....	\$850,000
4608 N 33rd Pl.....	\$1,375,000	4201 N 34th Pl.....	\$721,500

AVERAGE SALES PRICE OVER TIME



All numbers are deemed reliable, but not guaranteed. Active/UCB Stats from 07/03/2023.

BILTMORE

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

AVERAGE SALES PRICE

\$1,758,000

CLOSED SALES

5

DAYS ON MARKET

38

ACTIVE LISTINGS

8

\$1.695M - 12.95M

UCB/PENDING

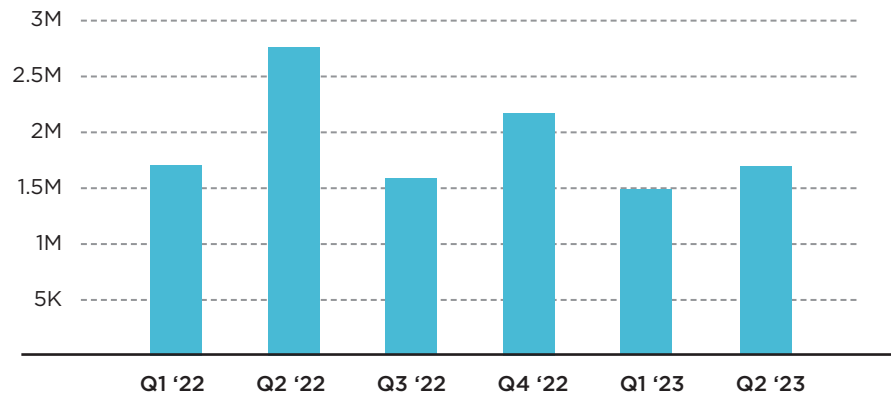
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\$899.9K - 2.4M

NOTABLE SALES

6118 N 31st St.....	\$2,450,000	6111 N 31st Pl.....	\$1,500,000
6112 N 31st St.....	\$2,175,000	3020 E Squaw Peak Cir.....	\$1,390,000
6199 N 29th Pl.....	\$1,275,000		

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

NEW BUILD



4017 N 49th Pl, Phoenix, AZ 85018
4 Bed | 4.5 Bath | 3,003 Sq Ft

UNDER CONTRACT



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

AL BEADLE TOWNHOME



4618 N 40th St, Phoenix, AZ 85018
3 Bed | 3 Bath | 1,968 Sq Ft

NEW BUILD



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

UNDER CONTRACT



4701 E Calle Del Medio, Phoenix, AZ 85018
5 Bed | 4.5 Bath | 4,249 Sq Ft

MOUNTAIN VIEWS



3713 E Camelback Rd, Phoenix, AZ 85018
5 Bed | 5 Bath | 5,052 Sq Ft

JUST LISTED



4302 N 35th St, Phoenix, AZ 85018
3 Bed | 2 Bath | 1,853 Sq Ft

New Listings + Recent Sales



3110 E Maryland Ave, Phoenix, AZ 85016
4 Bed | 3 Bath | 3,237 Sq Ft



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

JUST SOLD



6199 N 29th Pl, Phoenix, AZ 85016
Represented the Seller | Under Contract in 48 Hours

JUST LISTED



2106 E Kaler Dr, Phoenix, AZ 85020
5 Bed | 5.5 Bath | 6,443 Sq Ft



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

LOCAL REAL ESTATE BROKERS



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

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NOW SELLING!

The North Central home of your dreams is waiting at Willow.

Tucked behind a privacy gate, this 14-home community showcases indoor and outdoor living with flexible and open floorplans that encourage connection with nature and neighbors, as well as the vibrant city beyond.

THE BROKERY LOCAL REAL ESTATE BROKERS  CAMELOT HOMES

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