

THE BROKERY

LOCAL REAL ESTATE BROKERS

ARCADIA + BILTMORE MARKET UPDATE

JANUARY 2024



Tucker Blalock | Oleg Bortman

Co-Founders, The Brokery

www.TheBrokery.com

Dear Neighbors...

As a local business, we could not be more appreciative of the neighborhood support that we continue to receive year after year.

We opened The Brokery's Arcadia branch office in 2017 with 7 real estate advisors. Today, we have 4 locations and we are home to over 80 advisors who currently transact more than \$360,000,000 in real estate annually. Our growth has been fueled by neighbors like yourself who have referred and championed our business from day one. We are truly humbled by the support and we will continue to keep our promise of being "Relentlessly Local."

In 2024, we expect to see homes stay on market longer than recent years as higher interest rates continue to put pressure on buyers in the lower and middle tier price points around the Camelback Corridor. The upper end of the market in Arcadia Proper will continue to remain resilient as cash buyers still make up a large portion of the buyer pool. While inventory won't surge, we do expect there to be more homes for sale next year than in the past. Additionally, buyers may gain some control if sellers get antsy and can't temper their expectations of a quick sale.

As this "new normal" evolves, the market will prove to be difficult for those who dabble in real estate. The professional brokers will continue to stand out in markets like this where hyper-local knowledge, sales tactics, and marketing firepower make a difference in your home's success on the market. Fortunately, we have been playing the long game and have built our business across multiple market cycles for times like today. If you have any questions going in to 2024, we are always around and ready to assist.

Thank you again for a phenomenal year and we look forward to seeing you around the neighborhood in 2024!

Tucker Blalock

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ASSOCIATE BROKER
& CO-FOUNDER
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MANAGING BROKER
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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 December 2023.

AVERAGE SALES PRICE

\$2,061,400

CLOSED SALES

5

DAYS ON MARKET

50

ACTIVE LISTINGS

16

\$1.9M - 10M

UCB/PENDING

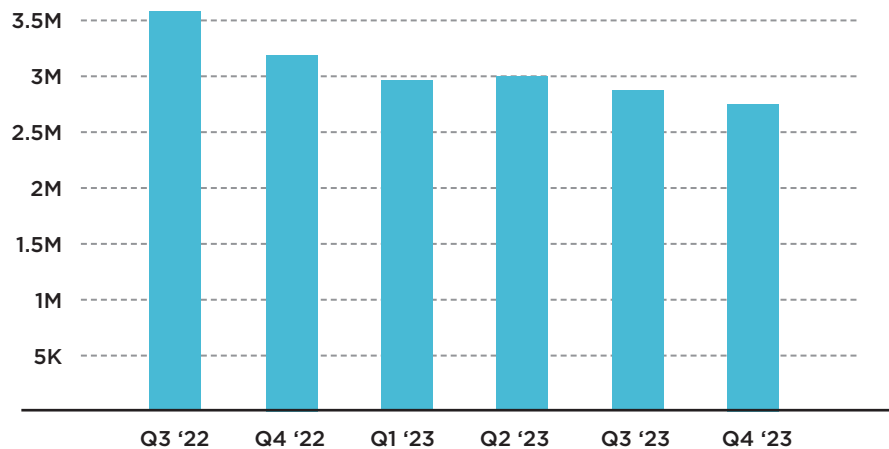
4

\$1.825M - 5.175M

NOTABLE SALES

4702 E Calle Tuberia Dr.....	\$2,647,000
4620 N Avenida Del Puente.....	\$2,050,000
4509 E Calle Tuberia.....	\$1,995,000
3607 N 55th Pl.....	\$1,915,000
4440 N Dromedary Rd.....	\$1,700,000

AVERAGE SALES PRICE OVER TIME



All numbers are deemed reliable, but not guaranteed. Active/UCB Stats from 01/03/2024.

ARCADIA LITE

Stats for single-family sales from Camelback Rd south to Indian School Rd, and N 32nd St east to N 44th St.
Based on home sale data from December 2023.

AVERAGE SALES PRICE

\$1,933,749

CLOSED SALES

13

DAYS ON MARKET

93

ACTIVE LISTINGS

15

\$650K - 2.4M

UCB/PENDING

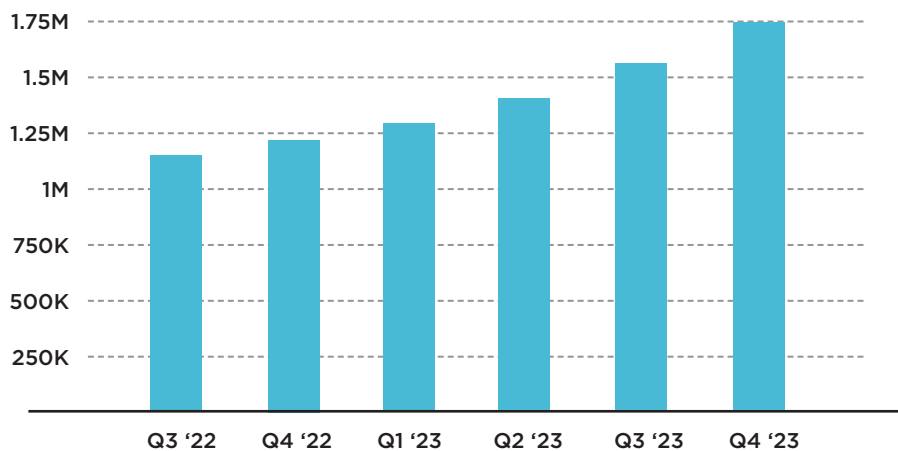
7

\$750K - 3.25M

NOTABLE SALES

4424 N 38th St.....	\$3,750,000	4339 N 39th St.....	\$1,775,000
3644 E Meadowbrook Ave.....	\$3,437,000	4226 N 42nd St.....	\$1,499,000
3610 E Highland Ave.....	\$3,002,732	4214 E Turney Ave.....	\$1,390,000
3605 E Highland Ave.....	\$2,850,000	4521 N 39th Pl.....	\$1,275,000
4511 N 38th Pl.....	\$2,100,000	4134 N 35th Way.....	\$875,000
4009 E Devonshire Ave.....	\$1,825,000	4126 E Sells Dr.....	\$715,000
4148 N 43rd St.....	\$645,000		

AVERAGE SALES PRICE OVER TIME



All numbers are deemed reliable, but not guaranteed. Active/UCB Stats from 01/03/2024.

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 December 2023.

AVERAGE SALES PRICE

\$1,688,333

CLOSED SALES

3

DAYS ON MARKET

66

ACTIVE LISTINGS

5

\$1.25M - 7.5M

UCB/PENDING

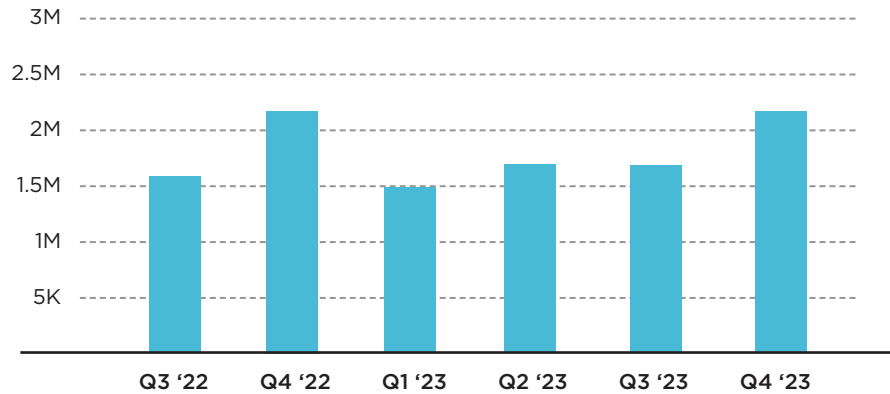
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\$1.45M - 2.15M

NOTABLE SALES

6602 N Arizona Biltmore CIR.....	\$2,350,000
6264 N 31st Way	\$1,515,000
2576 E Georgia Ave.....	\$1,200,000

AVERAGE SALES PRICE OVER TIME



All numbers are deemed reliable, but not guaranteed. Active/UCB Stats from 01/03/2024.

New Listings + Recent Sales



JUST SOLD

4134 N 35th Way, Phoenix, AZ 85018
Represented the Seller + Buyer



JUST LISTED

5148 N 35th St, Phoenix, AZ 85018
5 Bed | 4.5 Bath | 4,943 Sq Ft



JUST SOLD

5104 N 32nd St 337, Phoenix, AZ 85018
Represented the Seller



3800 E Lincoln Dr 24, Phoenix, AZ 85018
4 Bed | 4 Bath | 4,669 Sq Ft



UNDER CONTRACT

4137 E Pinchot Ave, Phoenix, AZ 85018
4 Bed | 3 Bath | 2,552 Sq Ft



JUST LISTED

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



JUST LISTED

303 E Tuckey Ln, Phoenix, AZ 85012
5 Bed | 4.5 Bath | 3,973 Sq Ft



JUST SOLD

2989 N 44th St 2004, Phoenix, AZ 85018
Represented the Seller

New Listings + Recent Sales



5124 N 31st Pl 537, Phoenix, AZ 85016
2 Bed | 2 Bath | 1,319 Sq Ft



JUST LISTED

4321 N 28th Way, Phoenix, AZ 85016
2 Bed | 2 Bath | 1,322 Sq Ft



JUST LISTED

5203 N 24th St 208, Phoenix, AZ 85016
2 Bed | 1.75 Bath | 1,073 Sq Ft



UNDER CONTRACT

5427 N 26th St, Phoenix, AZ 85016
4 Bed | 3.5 Bath | 3,102 Sq Ft



FOR RENT

2802 E Camino Acequia Dr #7, Phoenix, AZ 85016
2 Bed | 2.5 Bath | Biltmore Hotel



JUST LISTED

6166 N Scottsdale Rd C1008, Paradise Valley, AZ 85253
2 Bed | 2 Bath | 1,591 Sq Ft



3905 E Sierra Vista Dr, Paradise Valley, AZ 85253
3 Bed | 3.5 Bath | 4,363 Sq Ft



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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U.S. Postage
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Permit No. 5514

ECRWSS

*****ECRWSEDDM*****

Postal customer
Phoenix, AZ



No One Knows *Your Local Neighborhood* Like We Do.

RELENTLESSLY LOCAL™ REAL ESTATE EXPERTS

At The Brokery, we have all of the marketing firepower and local knowledge to help you beat the market. We are as local as it gets. If you have any questions going in to 2024, we are always around and ready to assist.

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