

THE BROKERY

LOCAL REAL ESTATE BROKERS

ARCADIA + BILTMORE MARKET UPDATE

MAY 2024

Tucker Blalock + Oleg Bortman | Co-Founders | www.TheBrokery.com



JUST LISTED IN ARCADIA LITE | 3644 E Hazelwood St, Phoenix, AZ 85018



The Brokery Story: *From Zero*

A Marine and a Ukranian Immigrant Walk Into an Open House...

Yes, that was Oleg and I over 14 years ago. I had just returned from four years of active duty in the Marine Corps and was looking to purchase my first house back in my Arcadia stomping grounds. Oleg, who had just transitioned out of 15 years at Abbott Laboratories and made the move out West, just happened to have the listing that I wanted to purchase. While we had nothing in common, we bonded over our lack of real estate experience and limped our way across the closing of my first house. That day, we shook hands and set out to do more business.

Nothing came easy as we teamed up to take on the Arcadia and Biltmore markets which are regarded as some of the most competitive in all of Phoenix. We didn't have family in the business or connections to lean on for easy deals. We took cheesy headshots, created business cards, and came up with a ridiculous team name called "The Suits." But like many entrepreneurs, we leaned on our grit and learned through every win and loss. After a few years, we gained respect through our results and became the go-to broker for homeowners in the Biltmore.

Through our growth and success, we saw an opportunity to give back to our local community and help other agents like ourselves. In 2016, we bought out the 7 person brokerage that we had been working for and rebranded to The Brokery. With this change, we also built our flagship Arcadia location using a loan from the Small Business Administration. Today, we are home to over 80 real estate agents and 4 office locations Valleywide, but we are most proud to say that we are able to help over 400 families buy and sell real estate each year.

While running a small business is never easy, we get to live our "why" each day. We wouldn't have it any other way and we appreciate the local support that we have garnered along the way. We look forward to continuing to earn your business through results.

Tucker Blalock



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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 2024.

AVERAGE SALES PRICE

\$3,744,255

CLOSED SALES

17

DAYS ON MARKET

32

ACTIVE LISTINGS

27

\$1.195M - 10.75M

UCB/PENDING

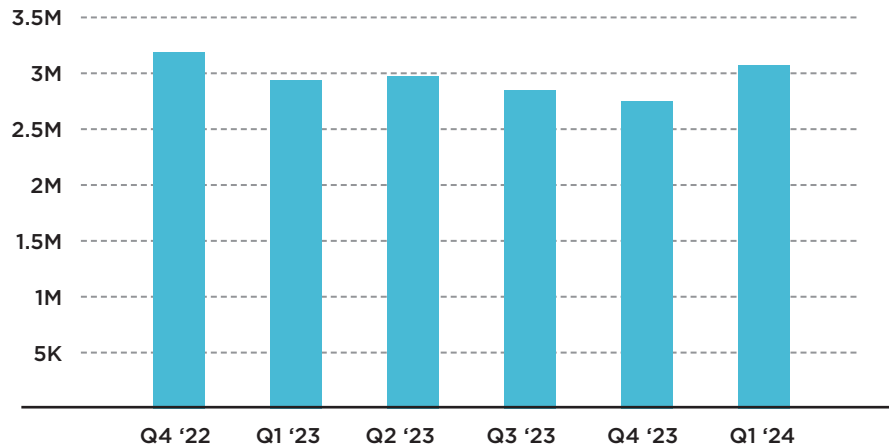
6

\$1.599M - 6.5M

NOTABLE SALES

| | | | |
|-----------------------------|-------------|---------------------------|-------------|
| 4800 E Calle Del Medio..... | \$7,000,000 | 5701 E Calle Camelia..... | \$3,650,000 |
| 4931 E Calle Del Norte..... | \$6,800,000 | 4449 N 53rd St..... | \$3,280,000 |
| 4715 E Calle Del Medio..... | \$6,375,000 | 4029 N 57th Pl..... | \$2,725,000 |
| 4431 N 53rd St..... | \$4,822,335 | 6248 E Calle Rosa..... | \$2,600,000 |
| 4922 N 46th St..... | \$4,775,000 | 6422 E Calle Rosa..... | \$2,250,000 |
| 6431 E Calle Rosa..... | \$4,150,000 | 6223 E Calle Redonda..... | \$2,120,000 |
| 6210 E Exeter Blvd..... | \$4,080,000 | 5419 E Calle Redonda..... | \$1,925,000 |
| 5351 E Exeter Blvd..... | \$4,000,000 | 3811 N 64th St..... | \$1,875,000 |
| | | 4634 E Calle Tuberia..... | \$1,225,000 |

AVERAGE SALES PRICE OVER TIME



All numbers are deemed reliable, but not guaranteed. Active/UCB Stats from 05/01/2024.

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 April 2024.

AVERAGE SALES PRICE

\$1,625,550

CLOSED SALES

10

DAYS ON MARKET

68

ACTIVE LISTINGS

31

\$625K - 3.695M

UCB/PENDING

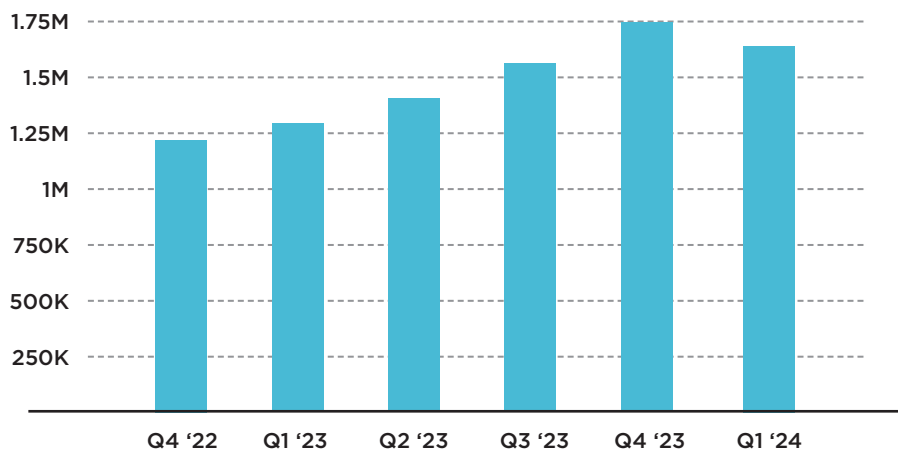
15

\$739K - 2.795M

NOTABLE SALES

| | | | |
|---------------------------|-------------|---------------------------|-------------|
| 3815 E Elm St..... | \$3,722,500 | 4130 E Turney Ave..... | \$1,275,000 |
| 4202 N 33rd St..... | \$2,950,000 | 3827 E Hazelwood St..... | \$1,010,000 |
| 4313 E Calle Redonda..... | \$1,850,000 | 4337 E Calle Redonda..... | \$850,000 |
| 4125 E Glenrosa Ave..... | \$1,575,000 | 4335 E Turney Ave..... | \$798,000 |
| 4120 E Glenrosa Ave..... | \$1,525,000 | 4301 E Sells Dr..... | \$700,000 |

AVERAGE SALES PRICE OVER TIME



All numbers are deemed reliable, but not guaranteed. Active/UCB Stats from 05/01/2024.

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 April 2024.

AVERAGE SALES PRICE

\$1,330,000

CLOSED SALES

1

DAYS ON MARKET

161

ACTIVE LISTINGS

17

\$799K - 9.695M

UCB/PENDING

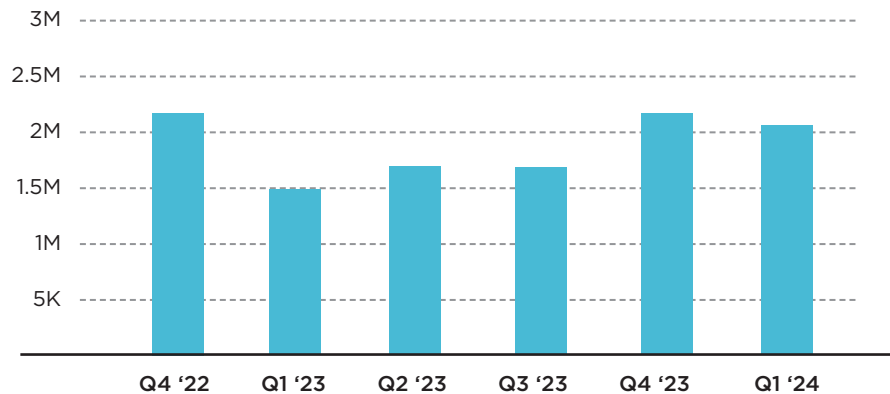
2

\$1.050M - 1.799M

NOTABLE SALES

3034 E Squaw Peak Cir.....\$1,330,000

AVERAGE SALES PRICE OVER TIME



All numbers are deemed reliable, but not guaranteed. Active/UCB Stats from 05/01/2024.

New Listings + Recent Sales

JUST LISTED



5250 E Red Rock Dr 34, Phoenix, AZ 85018
1.07 Acres Tucked Away at the End of a Private Drive



3302 N 51st St, Phoenix, AZ 85018
4 Bed | 3 Bath | 3,085 Sq Ft



3228 E Missouri Ave, Phoenix, AZ 85018
4 Bed | 3 Bath | 2,363 Sq Ft



3406 E Pyrenees Pass, Phoenix, AZ 85018
3 Bed | 3.5 Bath | 2,485 Sq Ft



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



3602 E Meadowbrook Ave, Phoenix, AZ 85018
4 Bed | 4 Bath | 2,847 Sq Ft

JUST SOLD



303 E Tuckey Ln, Phoenix, AZ 85012
Represented the Seller

JUST SOLD



4415 E Campbell Ave, Phoenix, AZ 85018
Represented the Seller

New Listings + Recent Sales

JUST LISTED



3145 E Sierra Vista Dr, Phoenix, AZ 85016
4 Bed | 4 Bath | 3,367 Sq Ft



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

JUST LISTED



3807 N 55th Pl, Phoenix, AZ 85018
6 Bed | 5 Bath | 5,178 Sq Ft

JUST LISTED



5302 E Wonderview Rd, Phoenix, AZ 85018
4 Bed | 4.5 Bath | 4,425 Sq Ft

FOR RENT



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



18 Biltmore Est, Phoenix, AZ 85017
5 Bed | 4.5 Bath | 6,581 Sq Ft

UNDER CONTRACT



3536 E Meadowbrook Ave, Phoenix, AZ 85018
3 Bed | 3 Bath | 2,187 Sq Ft

2 LOTS 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

If you are currently working with a Realtor, please disregard this notice. This is not an attempt to solicit a listing.

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Phoenix, AZ

THE BROKERY



JUST LISTED

3644 E HAZELWOOD ST | PHOENIX, AZ 85018

Built in 2020, this stunning home artfully blends modern finishes with Arcadia appeal.

With soaring ceilings, sleek lines, wood paneled ceilings and concrete floors, this home embodies the essence of luxury living.

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