

Rob Williams, Neighborhood Resident & Realtor®

REALTOR, JD, SFR

ROBERT A. WILLIAMS, PLC

HOMESMART

10601 N. HAYDEN RD., SUITE I-100

SCOTTSDALE, ARIZONA 85260

OFFICE: 480-443-7400

DIRECT: 480-352-2060

E-MAIL: ROBWILLIAMS@HSMOVE.COM

WWW.ROBWILLIAMSREALTOR.COM



November 2015 Market Update for Stonegate and Scottsdale Ranch

By Rob Williams, Neighborhood Resident and Realtor, November 2, 2015

In Scottsdale Ranch, 13 transactions closed in the month of October, an increase from 8 sales in September. The October sold price per square foot for all categories of residential dwellings ranged from \$106.03 to \$212.84, with an average of \$169.71 and a median of \$166.52. As predicted last month, the October average declined 16.3% below the September average of \$202.98, and 21.3% below last October's average of \$215.79.

For single family homes in Scottsdale Ranch, there were 6 sales in October with an average sold price per square foot of \$179.59 and a median of \$184.01. This represents a decrease of 16.5% from the September average of \$215.24 and 21.7% below last October's average of \$229.30.

This temporary drop in the price per square foot for all categories of residential dwellings in Scottsdale Ranch was largely due to a lack of inventory for single family homes under \$530,000 as noted last month, as well as the specific mix of properties sold in October—some of which were distressed in various respects. On November 1, 2015, there were 18 transactions in escrow for Scottsdale Ranch, 3 more than the prior month. Sellers should take comfort in the fact that next month's sales numbers should rise by \$30 to \$40 per square foot, possibly more.

In Stonegate (all single family detached homes), 1 transaction closed in the month of October, down from 3 in September. The October sold price

per square foot was \$190.59, down from the prior month's average of \$218.91, but the results from only one sale are not very meaningful overall. As of November 1st, there were 7 transactions in escrow, 4 more than the prior month. Stonegate's November pricing should also rise well above the October average of \$190.59.

On November 1st, there were 96 active listings in Scottsdale Ranch ranging in size from 643 to 4,658 square feet and priced from \$122,900 to \$1,695,000, with an average list price per square foot of \$244.65 (median of \$232.62). In Stonegate, there were only 11 active listings ranging in size from 1,616 to 4,044 square feet and priced from \$353,000 to \$899,900, with an average list price per square foot of \$217.53 (median of \$216.45).

Right now there are definite sales opportunities for homes in certain price ranges. In Scottsdale Ranch, only 8% of the total inventory consists of single family homes priced below \$537,000. This "gap" would cover many Scottsdale Ranch homes ranging in size from 1,700 to 2,500 square feet and having 3 to 4 bedrooms and 2 or more baths. In Stonegate, there are currently only 10 active listings—that's less than half the October average since the year 2000. There's only one home with more than 3 bedrooms listed for under \$800,000! If you've been thinking about selling, there are many great reasons to sell now. Call me at 480-352-2060 if you would like to take advantage of this great market and low, buyer-friendly interest rates.





HOME SMART

PRSR STD
ECRWSS
U.S. POSTAGE
PAID
EDDM RETAIL

Rob Williams

REALTOR,® JD, SFR

ROBERT A. WILLIAMS, PLC

HOMESMART

10601 N. HAYDEN RD., SUITE I-100

SCOTTSDALE, ARIZONA 85260

DIRECT: 480-352-2060 | OFFICE: 480-443-7400

E-MAIL: ROBWILLIAMS@HSMOVE.COM

WWW.ROBWILLIAMSREALTOR.COM

LOCAL
POSTAL CUSTOMER

ROB'S RECENT SALES—YOU CAN EXPECT QUALITY SERVICE AND GREAT RESULTS— CALL ROB AT 480-352-2060

SOLD AT \$765,000 | 9790 E. Caron St., Scottsdale, AZ 85258 | 4 Beds | 3.5 Baths | 3,945 Sq. Ft.

SOLD AT \$451,440 | 10510 E. Bella Vista Dr., Scottsdale, AZ 85258 | 3 Beds | 2 Baths | 2,121 Sq. Ft.

PURCHASED AT \$260,000 | 10055 N. 142nd St. #2180, Scottsdale, AZ 85259 | 3 Beds | 2 Baths | 1,541 Sq. Ft.

SOLD AT \$438,000 | 10005 E. Mission Lane, Scottsdale, AZ 85258 | 3 Beds | 2 Baths | 1,838 Sq. Ft.

SOLD AT \$355,000 | 7605 N. Via Del Paraiso, Scottsdale, AZ 85258 | 3 Beds | 2 Baths | 1,665 Sq. Ft.

PURCHASED AT \$733,000 | 22112 N. 36th Way, Phoenix, AZ 85050 | 5 Beds | 4.5 Baths | 4,431 Sq. Ft.

Stonegate Homes Sold in October 2015

Address	Beds	Baths	Est. Sq. Ft.	Orig. List	Sold Price	\$ per Sq.Ft.	Closing Date	DOM
11645 E DEL TIMBRE DR	4	3	3,888	\$750,000	\$741,000	\$190.59	10/16/2015	170

Select Scottsdale Ranch Homes Sold in October 2015

Address	Beds	Baths	Est. Sq. Ft.	Orig. List	Sold Price	\$ per Sq.Ft.	Closing Date	DOM
10085 E CALLE DE CIELO CIR	3	2	1,838	\$300,000	\$320,000	\$174.10	10/29/2015	35
9790 E CARON ST	4	3.5	3,945	\$777,000	\$765,000	\$193.92	10/27/2015	117
9330 N 96TH PL	6	4.5	5,301	\$725,000	\$690,000	\$130.16	10/26/2015	290
10007 E SADDLEHORN TRL	3	2	1,989	\$450,000	\$375,000	\$188.54	10/23/2015	104
10015 E MOUNTAIN VIEW RD 1014	2	2.5	1,792	\$299,000	\$190,000	\$106.03	10/21/2015	309
10535 N 97TH ST	4	4	3,501	\$649,900	\$583,000	\$166.52	10/13/2015	139
10115 E MOUNTAIN VIEW RD 1032	2	1.75	1,076	\$179,000	\$157,000	\$145.91	10/05/2015	89
10510 E BELLA VISTA DR	3	2	2,121	\$456,000	\$451,440	\$212.84	10/02/2015	47

EXCLUSIVE STONEGATE LISTING — COMING SOON! LUXURY CUL-DE-SAC HOME LOCATED IN THE VINTAGE

11629 E. DEL TIMBRE, SCOTTSDALE, AZ 85259 | 5 Beds | 4 Baths | 3,888 square feet | Offered at \$784,900

Looking for a luxury home in one of Scottsdale's premier gated communities? Would you like a chef's kitchen with a large island, slab granite counters, custom cabinets, a Sub-Zero refrigerator and Thermador stainless steel appliances, including a gas cooktop and double ovens? Maybe you would like Hickory wood floors, cathedral ceilings, a private pool, a spacious yard and lush landscaping all on a private cul-de-sac lot in the Stonegate subdivision of The Vintage? If you are looking for a well-priced, move-in ready luxury home, then look no further! Call me today at **480-352-2060** for a private showing of this well-appointed home.



The sales and statistical data provided herein is based on information reported to the Arizona Regional Multiple Listing Service (ARMLS) for the time period specified and as of the dates noted herein. All material information should be verified by the recipient and none is guaranteed as accurate by ARMLS, HomeSmart or Robert A. Williams, PLC. This is not intended to solicit currently listed properties.