


THE 85260 MONTHLY MARKET REPORT

MAY 2021

JOIN THE DISCUSSION AT 85260 SCOTTSDALE  GROUP

YOUR TOP REAL ESTATE TEAM IN 85260

Now is the BEST time to sell!



This is THE SIGN of 85260

Off-Market Properties! We have several off-market properties in the area that would love to share with you if you are in the market to purchase a home. We brokered 3 off-market properties last month!

Call us NOW and ask us HOW?
480.227.2028.

OUR 85260 PROPERTIES



11260 N 92nd St, Unit 2122, Scottsdale
UNDER CONTRACT IN 1 DAY, OVER ASKING!

*Kelly's
Corner*

Case Study #1: **Making an additional \$260,000!** *This truly just happened to one of our clients... Here's how:*

- Step 1: You have an amazing property to sell.
- Step 2: Hire the top real estate team (and your neighbors ☺) in 85260.
- Step 3: We will market your house (both off and on-market), creating an auction like environment and generate multiple offers
- Step 4: We will negotiate and facilitate those offers to go as high as possible.*
- Step 5: You net more money in your pocket.

*Step 4 – There truly is an art to helping a homeowner get the most amount of money for a home sale. I know the term “Getting you the most money for your house” is so common and overused that it doesn’t mean much anymore, *yet there still are a few agents out there who care enough and have the ability to actually do that for you.*

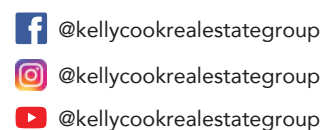
In this recent case study example, here is the extreme short version of what happened: The property was well over the million dollar mark, client decide to try and ride the wave of the market and list for about \$200k over market value. We generated an offer for \$300k below asking. We were able to get the buyer up \$40k with the first round of negotiation... I know, not stellar but also not bad given our ask price was the “shooting for the stars” price. Buyer wouldn’t initially budge. The Seller wanted to accept the offer. However, when we informed the Buyer of this, they got cold feet and wanted to “think about it”. Within a week, were able to generate another interested buyer. Buyer #1 was letting their original offer stand even though the Seller wasn’t going to currently accept it. We informed Buyer #2 we had another offer on the table, so they would have to come in very strong if they wanted to secure the property. Ultimately Buyer #2 took our advice and did just that. They offered only \$100k below asking which at this point was \$160,000 more than the Seller was just willing to accept a week earlier. At this point, it would be very easy for the realtor involved to be ecstatic and pleased to advise the client to move forward with Buyer #2’s offer. However, that is not what I did. I asked the Seller to hold on and let me see what else I can do, given the overall circumstance. I spoke with both agents again, negotiated with them both and using the leverage of each of them, was able to get Buyer #2 to actually increase their offer to **full asking price**, another \$100,000!!!

To summarize, in accessing the situation, we were able to put an additional \$260,000 over what the seller was willing to accept in our clients pocket simply by taking exceptional care of our client, and by having the experience & knowledge in order to do so! We will do the exact same for you. Let us use the current leverage in the marketplace to help you get much more than “market value” for your house!



480.227.2028

info@kellycookhomes.com | www.kellycookhomes.com





Kelly Cook & Family
480.227.2028



PRSR STD
ECRWSS
U.S. POSTAGE
PAID
EDDM RETAIL



Local
Postal Customer

APRIL 85260 RECENT SOLD MARKET ACTIVITY

ADDRESS	SQ.FT	SOLD PRICE
8702 E JENAN DR	6,854	\$3,450,000
12063 N 98TH ST	4,923	\$3,370,000
7303 E SUNNYSIDE DR	5,254	\$1,825,000
13206 N 76TH PL	3,292	\$1,713,000
9820 E DAVENPORT DR	5,185	\$1,605,000
11945 N 83RD PL	3,600	\$1,590,000
8575 E SHARON DR	4,520	\$1,505,000
8101 E KALIL DR	4,431	\$1,450,000
9874 E GRAY RD	4,509	\$1,444,000
11454 N 87TH PL	4,216	\$1,400,000
9458 E DESERT COVE AVE	3,475	\$1,269,000
9525 E YUCCA ST	3,711	\$1,260,000
9445 E SHANGRI LA RD	3,735	\$1,250,000
9473 E DESERT COVE AVE	3,438	\$1,232,300
8675 E CHARTER OAK DR	2,528	\$1,005,000
12474 N 82ND ST	3,024	\$1,000,000
9849 E WINDROSE DR	3,081	\$974,000
11207 N 83RD PL	2,627	\$955,000
9642 E DESERT TRL	2,383	\$915,000
9149 E WETHERSFIELD RD	3,349	\$880,000
8704 E GAIL RD	2,331	\$800,000
9115 E CARIBBEAN LN	2,007	\$790,000
15263 N 91ST WAY	2,007	\$790,000
9984 E BAHIA DR	2,350	\$780,000
9719 E PINE VALLEY RD	2,780	\$775,000
14910 N 90TH PL	2,300	\$764,000
8874 E SUTTON DR	3,120	\$760,000
13343 N 101ST WAY	2,438	\$760,000
11909 N 80TH PL	2,579	\$755,000
16778 N 98TH PL	3,374	\$750,000
8939 E FLORIADE DR	2,577	\$720,000
7966 E CHOLLA ST	2,023	\$686,500
9341 E PERSHING AVE	2,348	\$675,000
11958 N 94TH PL	1,779	\$675,000
9844 E SUTTON DR	1,882	\$671,000
9707 E DREYFUS AVE	2,229	\$660,000
9257 E BLANCHE DR	1,800	\$650,000
13345 N 93RD PL	2,119	\$645,000
8951 E SUTTON DR	2,314	\$632,000
9065 E KAREN DR	2,007	\$619,000
9233 E BLANCHE DR	1,720	\$617,000
9231 E DREYFUS PL	2,119	\$615,000
10102 E DREYFUS AVE	2,343	\$614,000
13225 N 93RD WAY	1,720	\$600,000
13557 N 102ND PL	1,591	\$595,000
10010 E CELTIC DR	2,157	\$587,000
9088 E CAPTAIN DREYFUS AVE	1,440	\$575,000
8820 E CHOLLA ST	2,068	\$567,000
10141 E FLORIADE DR	1,879	\$563,000
8968 E DAVENPORT DR	1,612	\$520,000
11731 N 91ST PL	2,023	\$518,000
13449 N 102ND PL	1,212	\$485,000

*All single family homes sold in the last 30 days

OUR 85260 PROPERTIES



15550 Frank Lloyd Wright Blvd #1090, Scottsdale
CLOSED! MULTIPLE OFFERS!



9702 E Voltaire Dr, Scottsdale
CLOSED! OVER ASKING! MULTIPLE OFFERS!



10002 E Shangri La, Scottsdale
PRE-SOLD BEFORE IT WAS COMPLETED!
OVER ASKING PRICE

APRIL 85260 PRICE PER SQ. FT.	Up to \$500,000 \$500K - \$800K	2020	2021	\$800K - \$1M	2020	2021		
		\$238.57	\$289.10		+19%	\$283.18	\$329.52	+15%
		\$251.69	\$314.73	+22%	Over \$1M+	\$294.21	\$385.17	+27%

If you are currently working with an agent, this is not meant as a solicitation. This information is deemed reliable, but not guaranteed. Each office is independently owned and operated.

Appreciation year to date in 85260 currently stands at an increase of 18.7%!!!!!!

FIND OUT NOW what your home is worth!

www.myhomevaluecalculator.com

