

THE BROKERY

LOCAL REAL ESTATE BROKERS

ARCADIA + BILTMORE MARKET UPDATE

JULY 2025

Prepared by Tucker Blalock + Oleg Bortman, Co-Founders

www.TheBrokery.com // 602.892.4444



A Market in Motion, Not in Mayhem

We're often asked: How's the market?
The short answer? It's moving, but not like it used to.

For the past few years, real estate felt like a rocket ship. Aggressive bidding wars, cash flying around, and homes selling before the sign hit the grass. That market is gone. But what we have now is something more stable, more measured, and, frankly, more sustainable.

In Arcadia Proper, the average sales price is still well north of \$3 million, and over half the transactions are cash. That tells you everything you need to know about who's buying: people who aren't timing interest rates, but rather, they're timing life. They're moving for family, lifestyle, or opportunity, not because the Fed made a shift.

In Arcadia Lite, we've seen more sensitivity to rates, which is to be expected in a mortgage-driven segment. But despite what the headlines say, homes are still selling, just at a pace that gives both buyers and sellers room to breathe. Price matters again. Presentation matters again. Experience matters again.

Here's what we're telling our clients: This is not a market for panic. It's a market for precision. Pricing, staging, and positioning have never been more important. The homes that are dialed in are still moving quickly. The ones that aren't? They linger.

At The Brokery, we've built our business on understanding these shifts, not chasing them. We live and work here in Arcadia. We don't follow national trends blindly because our market doesn't move like the rest. It moves on its own terms, just like the people who live here.

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 May 2025.

AVERAGE SALES PRICE

\$3,256,400

CLOSED SALES

10

DAYS ON MARKET

116

ACTIVE LISTINGS

28

\$1.799M - 10.746M

UCB/PENDING

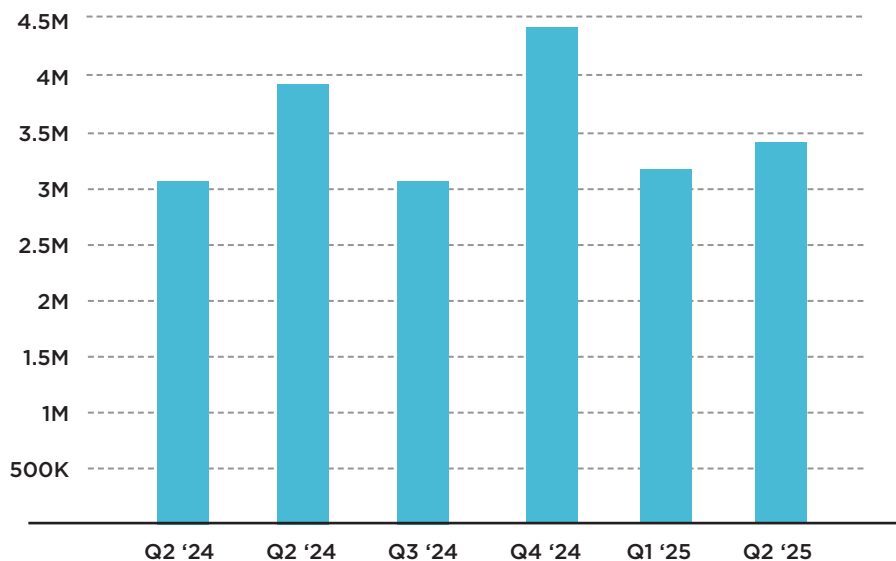
5

\$2.65M - 13.85M

NOTABLE SALES

6040 E Lafayette Blvd.....	\$5,510,000	6311 E Calle Rosa.....	\$2,900,000
6044 E Calle Del Paisano.....	\$4,675,000	4420 N 47th Pl.....	\$2,200,000
6102 E Calle Del Norte.....	\$4,300,000	4595 E Calle Redonda.....	\$2,275,000
4802 N 46th St.....	\$4,180,000	4525 E Calle Ventura.....	\$1,675,000
4109 N 57th St.....	\$3,350,000	4510 E Calle Tuberia.....	\$1,499,000

AVERAGE SALES PRICE OVER TIME



All numbers are deemed reliable, but not guaranteed. Active/UCB Stats from 07/01/2025.

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 May 2025.

AVERAGE SALES PRICE

\$1,619,120

CLOSED SALES

10

DAYS ON MARKET

56

ACTIVE LISTINGS

42

\$649.9K - 4.75M

UCB/PENDING

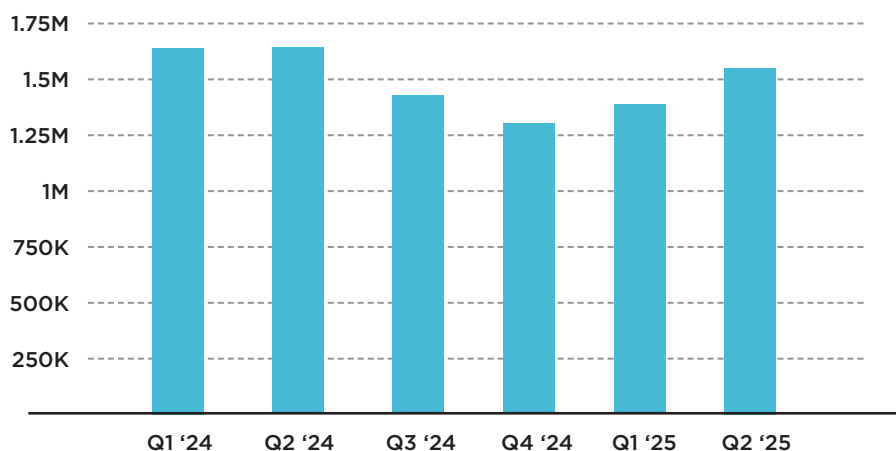
7

\$680K - 3.595M

NOTABLE SALES

3642 E Coolidge St.....	\$3,780,000	3229 E Campbell Ave.....	\$1,284,800
3653 E Highland Ave.....	\$3,000,000	4336 E Montecito Ave.....	\$1,007,500
4511 N 38th Pl.....	\$1,900,000	3411 E Sells Dr.....	\$839,000
4220 E Glenrosa Ave.....	\$1,425,000	4515 N 35th St.....	\$850,000
3226 E Sells Dr.....	\$1,275,000	4134 N 35th St.....	\$829,900

AVERAGE SALES PRICE OVER TIME



All numbers are deemed reliable, but not guaranteed. Active/UCB Stats from 07/01/2025.

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 May 2025.

AVERAGE SALES PRICE

\$2,670,500

CLOSED SALES

6

DAYS ON MARKET

81

ACTIVE LISTINGS

17

\$1.29M - 6.85M

UCB/PENDING

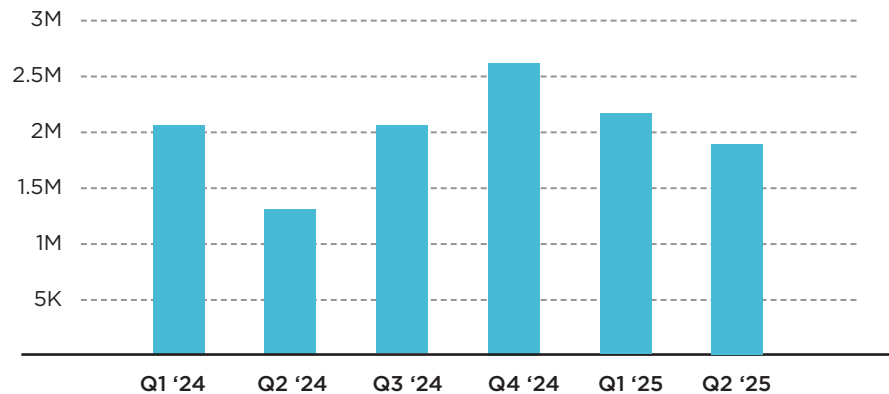
4

\$1.655M - 10M

NOTABLE SALES

34 Biltmore Est.....	\$5,778,000
66 Biltmore Est.....	\$4,500,000
6124 N 31st Ct.....	\$2,200,000
5318 N 24th Pl.....	\$1,435,000
2402 E Marshall Ave.....	\$1,150,000
3045 E Marlette Ave.....	\$960,000

AVERAGE SALES PRICE OVER TIME



All numbers are deemed reliable, but not guaranteed. Active/UCB Stats from 07/01/2025

New Listings + Recent Sales



JUST SOLD

3045 E Marlette Ave, Phoenix, AZ 85016
Represented the Seller



4401 N 24th Pl, Phoenix, AZ 85016
3 Bed | 3.5 Bath | Biltmore Jewel



JUST LISTED

4036 N 40th Pl, Phoenix, AZ 85018
4 Bed | 2 Bath | Arcadia Lite



3045 N 37th Way, Phoenix, AZ 85018
3 Bed | 2.5 Bath | Harmony at Arcadia II



4440 E Campbell Ave, Phoenix, AZ 85018
3 Bed | 2 Bath | Cavalier Palms



2927 E Osborn Rd, Phoenix, AZ 85016
4 Bed | 3 Bath | New Construction



UNDER CONTRACT

3042 E Squaw Peak Cir, Phoenix, AZ 85016
3 Bed | 3 Bath | Biltmore Hillside Villas



JUST LISTED

4435 N 35th St, Phoenix, AZ 85018
3 Bed | 3 Bath | Cavalier Campus

New Listings + Recent Sales



JUST SOLD

3229 E Campbell Ave, Phoenix, AZ 85018
4 Bed | 3.5 Bath | 3,110 Sq Ft



JUST LISTED

4246 E Mulberry Dr, Phoenix, AZ 85018
3 Bed | 3.5 Bath | Arcadia Lite



1831 E Rovey Ave, Phoenix, AZ 85016
4 Bed | 3.5 Bath | Tonka Vista



JUST SOLD

4331 N 19th Pl, Phoenix, AZ 85016
4 Bed | 2.5 Bath | 2,331 Sq Ft



JUST LISTED

2737 E Arizona Biltmore Cir 8, Phoenix, AZ 85016
3 Bed | 3 Bath | Biltmore Gates



JUST LISTED

4243 E Avalon Dr, Phoenix, AZ 85018
4 Bed | 3 Bath | Rancho Ventura



JUST LISTED

6512 N 31st Way, Phoenix, AZ 85016
3 Bed | 3.5 Bath | Biltmore Mountain Villas



JUST LISTED

4416 N 37th Way, Phoenix, AZ 85018
4 Bed | 5.5 Bath | The Sycamore

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

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FRESH START WOMEN'S FOUNDATION

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Fresh Start provides access and resources that help women achieve self-sufficiency and use their strength to thrive, empowering women as they become heroes of their own story. Fresh Start helps women to gain valuable life skills, career resources, and support from their team.



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