

SCOTTSDALE

JUNE 2025

REAL PRODUCERS[®]



Scott Grigg

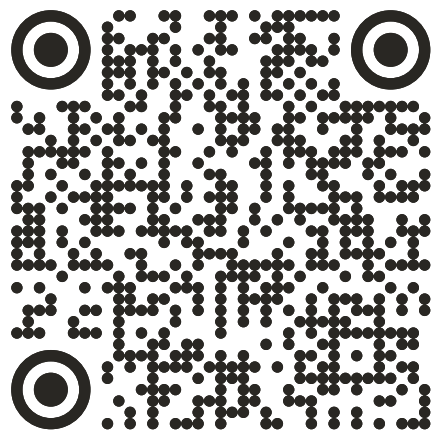
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2024

BY THE NUMBERS

HERE'S WHAT SCOTTSDALE'S TOP 500 AGENTS SOLD...

12,219



TOTAL
TRANSACTIONS

\$12,533,627



SALES
VOLUME

[\$25.07M]



AVERAGE SALES
VOLUME PER AGENT



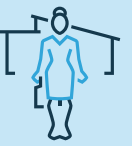
AVERAGE
TRANSACTIONS
PER AGENT

25



TOTAL
LISTINGS
SIDES

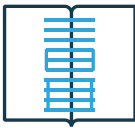
6591



AVERAGE
LISTING
PER AGENT

14

5628



TOTAL BUY
SIDES

12



AVERAGE BUY SIDES
PER AGENT

Meet
The
Team



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Grigg
COVER STORY

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"Protecting Client Relationships, Budget and Time"



Scott Grigg

SKYROCKETED TO SUCCESS IN
REAL ESTATE, ONE DEAL AT A TIME!

WRITTEN BY ELIZABETH MCCABE
PHOTOGRAPHY BY
DEVIN NICOLE PHOTOGRAPHY

“I’m addicted to putting deals together,” says Scott Grigg with a grin. “It’s my adrenaline rush. Some people skydive. I negotiate real estate contracts.”

For Scott Grigg, real estate isn’t just a job — it’s an obsession. A thrilling, fast-paced career that keeps him waking up energized, motivated, and ready to conquer another day in Arizona’s luxury market.

Born and raised in Arizona, Scott is no stranger to the Valley of the Sun. He earned his degree in business from Arizona State University, then entered the liquor display business, selling to grocery stores and restaurants. But it didn’t take long to realize that his heart wasn’t in it. “I dreaded going to work

every day,” Scott recalls. “It wasn’t my passion, and there was a ceiling on how far I could go.” That was 17 years ago.

Since then, Scott has skyrocketed to the top of Arizona’s competitive real estate scene — one deal at a time. Scott’s bold leap into real estate was powered by one core belief: follow your passion. And it paid off.

“I absolutely love what I do,” he shares. “Real estate energizes me. I go to sleep thinking about deals, and I wake up ready to make them happen. It’s a 24/7 gig — and I wouldn’t have it any other way.”

That high-octane energy has fueled Grigg’s Group, which recently merged with powerhouse The Altman Brothers

out of California. The result? A luxury real estate brand that blends world-class service with boutique-style attention.

“We saw a need to bridge the gap between Arizona and California,” explains Scott. “The merger gave us access to cutting-edge marketing tools and branding strategies. We’ve created something truly unique — a global agency that feels like a family.”

Grigg’s Group Powered By The Altman Brothers, isn’t about chasing quantity — it’s about curating quality. “We cap our team at around 25 agents,” says Scott. “That way, we can give every client — and every deal — the attention it deserves.”

Behind the scenes, a robust team of five full-time staff members handles listing coordination, marketing, social media, videography, and photography. The result? A concierge-level service that keeps clients informed, engaged, and wowed from start to finish.

“Our secret sauce is simple,” Scott says. “Hard work. Relentless follow-up. And treating every client like they’re our only client.”

That high-touch approach works: Grigg’s Group consistently produces \$200–\$250 million in annual sales. Their first year post-merger? A jaw-dropping \$338 million.

Every success story has key players behind the curtain — and Scott is quick to credit the people who helped shape his journey.

“Rod Cullum of Cullum Homes gave me my first big break into the luxury market,” Scott shares. “Fifteen years ago, he let me represent one of his new build communities. That changed everything.”

Then there’s Kimberly Johnson, Scott’s operational manager and right hand for the past 16 years. “She’s our quarterback,” Scott says proudly. “We started out selling \$100,000 homes — now we’re listing \$25 million estates.



Kimberly has been there every step of the way. I couldn't have done this without her.”

Another key figure: Joel Chacko, the group's designated broker. “Joel worked with us for eight years before we launched the new company. He got his broker's license just before the merger. We're thrilled to have him in that role.”

Step inside the Grigg's Group headquarters at 5055 North 32nd Street, and you won't find cubicles or corporate chill. Instead, you'll see a renovated, clubhouse-style space complete with a pool table, shuffleboard, lounge chairs, and a full bar.

“We wanted to create an inviting, collaborative environment,” says Scott. “It's a place where agents can work hard, have fun, and build relationships — both with clients and each other.” Scott is quick to acknowledge that the real estate world never stops moving — and neither does he.

“There's always someone younger, hungrier, and ready to hustle,” he says. “But I have a rule: I will not be outworked. If I have to stay up until 10 p.m. to return that last email, I will. That's the mindset we all share.”

There's no room for part-timers in Scott's universe. “Everyone on our team is full-time, all-in, and passionate. That's how we operate. That's how we win.”

When he's not closing deals or mentoring agents, Scott enjoys family time and travel. His parents, strong supporters of his career, still live nearby. “My dad's a golfer — that's our time together,” he says. “And I love to travel whenever I get the chance.”

Scott's significant other, Adrianna, plays a key role in the business, too. “She came on board during the merger and helps run the backend. She's amazing.”

Their two beloved goldendoodles round out the family — and offer the perfect dose of balance after a day of negotiating contracts and navigating closings. And for the creative side of Scott? There's art. “I'm a huge art guy. I go to Art Basel in Miami every year. That creative energy inspires me.”

Scott Grigg isn't slowing down anytime soon. With a powerhouse team, loyal

clients, and a relentless drive to raise the bar, the sky's the limit.

“Success doesn't happen overnight,” he says. “But if you love what you do, if you follow your passion and outwork the competition — anything is possible.”

And for Scott Grigg, that next big deal? It's always just a phone call away.





“WE CAP OUR TEAM AT AROUND 25 AGENTS. THAT WAY, WE CAN GIVE EVERY CLIENT — AND EVERY DEAL — THE ATTENTION IT DESERVES.”



“REAL ESTATE ENERGIZES ME. I GO TO SLEEP THINKING ABOUT DEALS, AND I WAKE UP READY TO MAKE THEM HAPPEN. IT’S A 24/7 GIG — AND I WOULDN’T HAVE IT ANY OTHER WAY.”

TAMMY & JOHN BLACKWELL

with **Blackwell Design**

Dynamic Duo Excels in Life,
Real Estate, and Beyond

WRITTEN BY ELIZABETH MCCABE
PHOTOGRAPHY BY GRAFOBOX MEDIA



“We’ve been together since we were 15 and 16,” says Tammy Blackwell, reflecting on the time she met her husband, John.

In the vibrant halls of Horizon High School, two sweethearts began a journey that would deepen their connection with each passing year. From shy glances to heartfelt conversations, their bond blossomed amidst the laughter and memories of their teenage adventures. Married for 24 years and together for 41, they have built a life centered around family and business. As Tammy says, “We’ve worked together our entire life.”

Tammy, a holistic nutritionist and personal trainer, has always been passionate about health and wellness. She previously owned Biotec Wellness, where she educated people about living healthier lives.

On the other hand, John and his dad owned Arizona Mobility Center, a family-run business specializing in mobility vans for people with disabilities. The couple found themselves at a crossroads in 2021 when they sold the business.

They both retired at ages 51 and 52 but quickly realized they weren’t ready to slow down. That same year, Tammy earned her real estate license, and together, they launched Blackwell Design, a company specializing in transforming condos, townhouses, and apartment flats.

“We started this journey together,” Tammy shares. “And we knew we had to stay busy.” With their passion for life, they didn’t want to just kick back and relax. Instead, this dynamic duo came together for the next chapter in life. At Blackwell Design, this happy

couple buys, fully renovates and resells properties, focusing on aesthetics over structural changes. “We do a full gut remodel,” John explains. “We strip everything down to the walls and redesign with a modern flair. We rarely do structural rehabbing.” Their specialty is high-quality cosmetic transformations.

The business took off quickly. In its first year, it operated with a single crew. By year two, it had expanded to two crews, each consisting of 6-8 skilled professionals. In 2024 alone, Blackwell Design completed 35 transactions, generating over \$15 million in sales. As it looks to 2025, it aims to double that success.

“Our motto is simple: best price, best product,” Tammy says. “Our crews are phenomenal. Whether working on a \$250,000 or \$600,000 property, we never cut corners.”



“IT’S EXCITING TO SEE OUR IDEAS COME TO LIFE AND TO PROVIDE BUYERS WITH A STUNNING HOME THEY CAN BE PROUD OF.”



The Blackwells work across the valley, including Scottsdale, Phoenix, and Mesa. “The uglier, the better,” Tammy jokes. They love turning something old and neglected into something beautiful. John finds fulfillment in the transformation process. “It’s exciting to see our ideas come to life and to provide buyers with a stunning home they can be proud of.” Many of their buyers are first-time homeowners, which makes the work even more rewarding. “I truly thrive on connecting with people and bringing joy to their lives,” Tammy shares with enthusiasm. It’s about more than just selling homes—creating spaces people can genuinely love. We partner with a fantastic staging company! The transformation into a finished property is truly remarkable and makes such a positive impact!”

When not working, Tammy and John like impacting the community around them. Faith plays a significant role in their lives. The couple attends Reigning Grace Ranch, a sanctuary for rescued animals that also supports autistic children, PTSD survivors, and individuals from challenging backgrounds. Their upcoming photoshoot will take place there, and they plan to make an extra donation this year to support its mission. Outside of work, the Blackwells stay active. Tammy is a dedicated fitness enthusiast who competed with her daughter in bodybuilding shows. John is an accomplished pickleball player, and his team won a national title last year. Together, they have completed several Ironman races, including the Arizona Ironman.

Family is at the heart of everything they do. With three children and four grandchildren, their gatherings often include 25-30 people. They live in Trilogy, a beautiful, close-knit retirement community where multiple family members reside, including John’s father and sister.

As they continue to expand Blackwell Design, Tammy and John remain committed to their core values: family, faith, and passion for transformation. Whether creating dream homes, supporting their community, or staying active, the Blackwells prove that retirement doesn’t have to mean slowing down—it can be the start of something even more significant.

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







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