



## REAL ESTATE UPDATE — INSIDE DESERT MOUNTAIN

SEPTEMBER 2015

HOMES	YTD SALES		LISTINGS		HOMESITES	YTD SALES		LISTINGS	
	2015	2014	2015	2014		2015	2014	2015	2014
\$1M & Under	30	38	30	22	\$250K & Under	29	31	50	52
\$1M+ - \$1.5M	27	23	33	38	\$250K+ - \$500K	15	6	29	36
\$1.5M+ - \$2M	18	18	27	20	\$500K+ - \$750K	2	2	13	13
\$2M+ - \$3M	12	12	26	23	\$750K - \$1M	1	1	15	24
Above \$3M	7	3	20	26	Above \$1M	3	1	9	10
<b>Total</b>	<b>94</b>	<b>94</b>	<b>136</b>	<b>129</b>	<b>Total</b>	<b>50</b>	<b>41</b>	<b>116</b>	<b>135</b>

Only properties with price availability are reflected. Inventory changes a combination of sales, expirations, cancellations, new listings and price changes. All information deemed to be accurate but not guaranteed.

### DESERT MOUNTAIN SALES ACTIVITY – HOMES - SEPTEMBER 2015

VILLAGE	LOT	MEMBERSHIP	LIST PRICE	SALE PRICE	SQ FT	CLOSE DATE
Apache Peak	58	None	\$1,225,000	\$1,018,950	4,788	9/1/2015
Apache Peak	149	None	\$1,790,000		4,985	UCB
Arrowhead	10	None	\$1,450,000		4,100	Pending
Cochise Ridge	5	None	\$950,000		3,534	UCB
Desert Fairways – Rep. Seller	15	None	\$895,000	\$850,000	3,664	9/4/2015
Desert Fairways	30	None	\$925,000	\$900,000	3,664	9/30/2015
Grey Fox – Represented Seller	84	None	\$1,345,000	\$1,210,000	4,031	9/20/2015
Grey Fox	85	EGM	\$1,154,000		4,481	Pending
Grey Fox	166	None	\$1,899,000	\$1,825,000	4,607	9/3/2015
Hacienda	9	None	\$749,000		2,901	UCB
Hacienda – Represented Seller	15	None	\$895,000	\$795,000	3,248	9/11/2015
Lost Star	43	None	\$1,700,000	\$1,600,000	5,382	9/30/2015
Mountain Skyline	22	None	\$1,059,000	\$1,000,000	4,266	9/21/2015
Mountain Skyline	28	None	\$1,295,000	\$1,275,000	5,294	9/14/2015
Rose Quartz	67	None	\$995,000		4,438	UCB
Saguaro Forest – Rep. Seller	77	None	\$2,695,000		5,699	UCB
Saguaro Forest	281	None	\$3,00,000	\$2,700,000	7,307	9/30/2015
Sunrise	293	None	\$895,000	\$860,000	4,362	9/29/2015
Sunrise	334	None	\$919,000		3,384	UCB
Sunset Canyon	30	None	\$1,995,000		5,473	UCB

## DESERT MOUNTAIN SALES ACTIVITY – LOTS - SEPTEMBER 2015

VILLAGE	LOT	MEMBERSHIP	LIST PRICE	SALE PRICE	SQ FT	CLOSE DATE
Arrowhead	61	None	\$180,000		30,92	Pending
Eagle Feather	347	None	\$130,000		59,17	Pending
Eagle Feather	359	None	\$75,000	\$70,000	47,09	9/11/2015
Eagle Feather	445	None	\$169,000		40,07	UCB
Gambel Quail	188	None	\$124,000		48,72	UCB
Grey Fox	26	None	\$369,000		40,50	UCB
Grey Fox	159	None	\$164,800		22,21	UCB
Mountain Skyline	17	None	\$200,000		40,94	UCB
Painted Sky	87	None	\$99,000	\$99,000	46,00	9/9/2015
Saguaro Forest	10	None	\$395,000	\$377,500	41,81	9/24/2015
Saguaro Forest	47	None	\$650,000	\$595,000	97,81	9/25/2015
Saguaro Forest	105	None	\$700,000		47,35	UCB
Saguaro Forest	248	None	\$599,900		126,324	Pending
Saguaro Forest	284	None	\$429,900		108,900	UCB
Saguaro Forest	317	None	\$599,000		228,690	UCB

## CAREFREE RANCH/HIGHLANDS ACTIVITY – HOMES & LOTS - SEPTEMBER 2015

VILLAGE	LOT	MEMBERSHIP	LIST PRICE	SALE PRICE	SQ FT	STATUS
Carefree Ranch – Home	6	N/A	\$1,785,000		6,931	Available
Carefree Ranch – Home Rep. Seller	18	N/A	\$3,999,000		7,166	Available
Carefree Ranch – Lot	8	N/A	\$1,200,000		212,572	Available
Carefree Ranch – Lot	8B	N/A	\$799,000		544,500	Available
Carefree Ranch – Lot	9	N/A	\$324,000		218,235	Pending
Carefree Ranch – Lot	18	N/A	\$356,000		534,916	Available
Carefree Ranch – Lot	19C	N/A	\$349,000		471,319	Available
Carefree Ranch – Lot	21	N/A	\$375,000		360,676	Available
Carefree Ranch – Lot	24A	N/A	\$525,000		490,050	Available
Carefree Ranch – Lot	24C	N/A	\$495,000		609,840	Available
Carefree Ranch – Lot	24A&C	N/A	\$1,020,000		1,099,890	Available



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