

# LOTS

## DESERT MOUNTAIN SALES ACTIVITY BY VILLAGE FROM JANUARY 1, 2017 – SEPTEMBER 30, 2017

VILLAGE	LOT	Bld. Env.	SQ. FT.	POWER OF 4 REPRESENTED	ORIGINAL PRICE	LIST PRICE	SOLD PRICE	CLOSE DATE
Apache Peak	156	25,000	68,000		\$560,000	\$499,000	\$399,000	5/19/17
Apache Peak	95	22,207	56,933		\$695,000	\$549,000	\$530,000	2/10/17
Arrowhead	3	27,000	39,491		\$195,000	\$149,900	\$145,000	5/12/17
Cintarosa	329	27,663	141,761		\$449,000	\$399,000	\$399,000	4/28/17
Cintarosa	344	24,174	100,545		\$375,000	\$375,000	\$355,000	1/6/17
Eagle Feather	378	22,357	42,333		\$69,900	\$69,900	\$55,000	5/24/17
Eagle Feather	441	22,555	43,800	Seller	\$190,000	\$190,000	\$175,000	6/16/17
Eagle Feather	376	22,530	38,468		\$145,000	\$145,000	\$130,000	1/5/17
Gambel Quail	1	20,212	50,277		\$124,990	\$99,000	\$75,000	4/27/17
Gambel Quail	45	21,000	41,874		\$157,500	\$157,500	\$157,500	1/24/17
Gambel Quail	10	21,563	55,580		\$225,000	\$199,000	\$180,000	7/26/17
Gambel Q. Preserve	267	18,395	105,912		\$1,395,000	\$1,245,000	\$910,000	9/15/17
Grey Fox	103	16,198	27,178		\$110,000	\$62,000	\$52,000	2/24/17
Grey Fox	34	17,050	27,615		\$375,000	\$325,000	\$272,500	2/22/17
Grey Fox	102	13,000	30,370		\$155,000	\$55,000	\$60,000	8/25/17
Grey Fox	173	12,090	20,559		\$124,500	\$109,000	\$82,000	8/28/17
Grey Fox	81	15,733	28,563		\$123,000	\$112,000	\$105,000	8/25/17
Grey Fox	73	13,300	19,600		\$175,000	\$165,000	\$145,000	4/21/17
Grey Fox	24	17,438	49,711		\$199,000	\$199,000	\$172,500	7/10/17
Lone Mountain	35	23,427	215,012		\$239,900	\$200,000	\$185,000	5/16/17
Lone Mountain	41	28,989	262,493		\$425,000	\$299,000	\$275,000	5/12/17
Lone Mountain	46	42,567	251,825		\$550,000	\$349,000	\$317,500	1/12/17
Mountain Skyline	87	17,938	30,683		\$195,000	\$165,000	\$155,000	6/15/17
Mountain Skyline	45	20,746	34,516	Buyer	\$299,000	\$299,000	\$284,000	1/31/17
Painted Sky	15	19,039	35,600		\$189,000	\$189,000	\$176,500	5/25/17
Painted Sky	97	23,326	41,169		\$499,000	\$399,000	\$375,000	6/19/17
Rose Quartz	41	13,100	20,484		\$135,000	\$135,000	\$120,000	5/8/17
Rose Quartz	90	16,660	29,663		\$290,000	\$195,000	\$185,000	4/23/17
Saguaro Forest	31	19,892	47,079		\$875,000	\$785,000	\$500,000	5/25/17
Saguaro Forest	153/154	30,502	81,893	Seller	\$975,000	\$695,000	\$685,000	6/16/17
Saguaro Forest	308	20,952	170,695		\$1,050,000	\$1,050,000	\$1,000,000	7/13/17
Saguaro Forest	236	25,000	44,074	Buyer	\$1,695,000	\$1,695,000	\$1,287,000	5/31/17
Saguaro Forest	319	21,654	118,363		\$499,000	\$450,000	\$415,000	7/5/17
Saguaro Forest	132	20,932	40,095		\$725,000	\$649,000	\$574,000	2/26/17
Saguaro Forest	245	31,000	369,595	Seller & Buyer	\$995,000	\$995,000	\$910,000	8/18/17
Saguaro Forest	118	21,401	96,235		\$1,699,000	\$1,250,000	\$1,050,000	7/5/17
Seven Arrows	14	17,622	137,126		\$860,000	\$860,000	\$798,000	5/6/17
Sunrise	323	21,920	46,166		\$179,900	\$179,900	\$175,000	4/7/17
Sunrise	300	20,544	40,136	Buyer	\$200,000	\$200,000	\$195,656	5/30/17
Sunrise	253	20,040	50,111		\$229,000	\$227,500	\$200,000	1/16/17
Sunrise	222	22,656	44,415		\$390,000	\$299,000	\$275,000	5/25/17
Sunset Canyon	41	17,399	35,672		\$650,000	\$475,000	\$415,000	9/19/17
Turquoise Ridge	38	21,700	31,897		\$280,000	\$195,000	\$165,000	6/19/17
Turquoise Ridge	31	21,080	37,131		\$295,000	\$295,000	\$270,000	5/25/17

CALL ANNE, BEE, KAREN & KATHLEEN – THE POWER OF 4 – 480.659.4999

[www.DesertMountainPowerof4.com](http://www.DesertMountainPowerof4.com)

37700 North Desert Mountain Parkway | Scottsdale, Arizona 85262

# DESERT MOUNTAIN COMMUNITY 3RD QUARTER SALES REPORT

HOMES

## Statistical Market Analysis of Sold Homes

FROM JANUARY 1 – SEPTEMBER 30, 2017

SALES	STATS	2017	2016	+/- CHANGE
98	Lowest Price	\$ 535,000	\$ 565,000	- 5.3% decrease from previous year
	Highest Price	\$ 9,200,000	\$ 7,700,000	19.5% increase from previous year
	Average Price	\$ 1,513,070	\$ 1,567,829	- 3.5% decrease from previous year
	Median Price	\$1,192,500	\$ 1,345,000	- 11.3% decrease from previous year

## Sales by Price Bracket

HOMES	2017	2016	2015
Under 1 million	42	30	30
1+ - 1.5 mil	21	23	27
1.5+ - 2 mil	13	16	18
2+ - 3 mil	17	13	12
Over 3 mil	5	6	7
<b>Total Units</b>	<b>98</b>	<b>88</b>	<b>94</b>
<b>Total \$ Volume</b>	<b>148.2 MM</b>	<b>139.5 MM</b>	<b>150.8 MM</b>

## Inventory for Sale as of Sept. 30th

HOMES	2017	2016	2015
Under 1 million	32	39	30
1+ - 1.5 mil	27	31	33
1.5+ - 2 mil	38	30	27
2+ - 3 mil	26	31	26
Over 3 mil	25	30	20
<b>Total Units</b>	<b>148</b>	<b>161</b>	<b>136</b>
<b>Total \$ Volume</b>	<b>330.0 MM</b>	<b>352.0 MM</b>	<b>278.9 MM</b>

LOTS

## Statistical Market Analysis of Sold Lots

FROM JANUARY 1 – SEPTEMBER 30, 2017

SALES	STATS	2017	2016	+/- CHANGE
44	Lowest Price	\$ 52,000	\$ 53,000	- 1.9% decrease from previous year
	Highest Price	\$ 1,287,000	\$ 999,750	28.7% increase from previous year
	Average Price	\$ 349,708	\$ 220,331	58.7% increase from previous year
	Median Price	\$ 235,000	\$135,000	74.1% increase from previous year

## Sales by Price Bracket

LOTS	2017	2016	2015
Under 1 million	22	26	29
1+ - 1.5 mil	13	9	15
1.5+ - 2 mil	3	1	2
2+ - 3 mil	4	1	1
Over 3 mil	2	0	3
<b>Total Units</b>	<b>44</b>	<b>37</b>	<b>50</b>
<b>Total \$ Volume</b>	<b>15.3 MM</b>	<b>8.1 MM</b>	<b>15.2 MM</b>

## Inventory for Sale as of Sept. 30th

LOTS	2017	2016	2015
Under 1 million	37	40	50
1+ - 1.5 mil	33	33	29
1.5+ - 2 mil	10	11	13
2+ - 3 mil	13	13	15
Over 3 mil	3	10	9
<b>Total Units</b>	<b>96</b>	<b>107</b>	<b>116</b>
<b>Total \$ Volume</b>	<b>40.8 MM</b>	<b>51.8 MM</b>	<b>54.6 MM</b>

This material is based upon information which we consider reliable, but because it has been supplied by third parties, we cannot represent that it is accurate or complete, and it should not be relied upon as such. This offering is subject to errors, omissions and changes, including price or withdrawal without notice. ©MMVII Sotheby's International Realty Affiliates LLC. All Rights Reserved. Sotheby's International Realty® is a licensed trademark to Sotheby's International Realty Affiliates LLC. Each Office is Independently Owned and Operated. S1R18



480.659.4999 | [DesertMountainPowerof4.com](http://DesertMountainPowerof4.com)

[Powerof4@DesertMountainPowerof4.com](mailto:Powerof4@DesertMountainPowerof4.com)

# HOMES

## DESERT MOUNTAIN SALES ACTIVITY BY VILLAGE FROM JANUARY 1, 2017 — SEPTEMBER 30, 2017

VILLAGE	LOT	BED	BATH	SQ. FT.	POWER OF 4 REPRESENTED	ORIGINAL PRICE	LIST PRICE	SOLD PRICE	CLOSE DATE
Apache Cottage	23	3	3	2,296		\$695,000	\$695,000	\$660,000	4/12/17
Apache Cottage	30	3	3	2,393		\$795,000	\$775,000	\$740,000	5/12/17
Apache Cottage	31	3	3.0	2,454	Seller	\$850,000	\$850,000	\$825,000	9/26/17
Apache Peak	105	5	5.5	5,802		\$2,300,000	\$2,250,000	\$2,000,000	7/25/17
Apache Peak	148	4	5	5,150		\$1,875,000	\$2,495,000	\$2,450,000	4/5/17
Apache Peak	118	3	3.5	4,702	Buyer	\$3,175,000	\$3,175,000	\$2,900,000	4/24/17
Arrowhead	19	3	3.5	3,505		\$895,000	\$895,000	\$850,000	4/20/17
Chiricahua Villas	219	3	3.5	3,547		\$1,695,000	\$1,695,000	\$1,595,000	2/2/17
Chiricahua Villas	228	4	4.5	4,264	Buyer	\$2,095,000	\$1,895,000	\$1,895,000	3/14/17
Chiricahua Villas	227	3	3.5	4,093		\$2,488,000	\$2,249,000	\$2,115,000	4/27/17
Cochise G. Village	33	4	4	4,757		\$2,495,000	\$2,495,000	\$2,350,000	6/15/17
Cochise Ridge	103	2	2.5	2,576		\$725,000	\$695,000	\$650,000	1/31/17
Cochise Ridge	53	2	2.5	2,922		\$699,000	\$699,000	\$660,000	8/31/17
Cochise Ridge	46	4	4	3,250		\$825,000	\$725,000	\$708,000	6/26/17
Cochise Ridge	105	4	4.5	4,440		\$1,050,000	\$925,000	\$842,500	5/25/17
Cochise Ridge	98	3	3.5	4,020	Buyer	\$1,075,000	\$1,075,000	\$1,040,000	5/15/17
Cochise Ridge	26	3	3.5	2,900	Seller & Buyer	\$1,295,000	\$1,295,000	\$1,117,500	7/31/17
Cochise Ridge	66	3	3	3,201		\$1,195,000	\$1,195,000	\$1,179,000	4/24/17
Desert Fairways	23	3	3.5	3,300	Seller	\$1,048,000	\$848,000	\$815,000	4/20/17
Desert Fairways	10	4	4.5	3,514		\$1,095,000	\$950,000	\$915,000	5/26/17
Desert Greens	63	3	3.5	2,990	Buyer	\$699,000	\$699,000	\$640,000	7/10/17
Desert Greens	49	3	3.5	2,990	Seller & Buyer	\$1,095,000	\$995,000	\$922,500	1/3/17
Desert Greens	68	3	3.5	3,351	Seller	\$1,149,000	\$1,099,000	\$975,000	5/25/17
Desert Hills	7	3	3	3,296		\$850,000	\$809,000	\$790,000	3/23/17
Desert Hills	43	4	4.5	3,901		\$899,000	\$849,000	\$840,000	7/13/17
Desert Hills	37	3	3.5	3,800		\$895,000	\$895,000	\$850,000	3/22/17
Desert Hills	40	3	3.5	3,307		\$899,000	\$899,000	\$860,000	8/25/17
Desert Horizons	26	3	3.5	3,916		\$1,175,000	\$795,000	\$745,825	7/26/17
Desert Horizons	11	4	4.5	3,900		\$1,500,000	\$1,195,000	\$900,000	2/26/17
Desert Horizons	45	3	3.5	3,596		\$998,000	\$998,000	\$975,000	3/11/17
Desert Horizons	12	4	4.5	4,171		\$1,500,000	\$1,500,000	\$1,325,000	5/1/17
Desert Horizons	11	4	4.5	3,900		\$1,500,000	\$1,500,000	\$1,440,000	9/18/17
Eagle Feather	353	4	4.5	3,948		\$1,190,000	\$990,000	\$950,000	6/13/17
Eagle Feather	363	4	4	4,065		\$1,595,000	\$1,499,999	\$1,425,000	4/7/17
Eagle Feather	437	3	3.5	4,605		\$1,645,000	\$1,645,000	\$1,500,000	3/6/17
Gambel Quail	49	4	5.5	3,700		\$760,000	\$760,000	\$670,000	8/18/17
Gambel Quail	205	5	4.5	4,356		\$1,049,000	\$899,000	\$845,000	5/5/17
Gambel Quail	107	4	5.5	5,496		\$1,620,000	\$1,450,000	\$1,185,000	3/1/17
Gambel Quail	159	3	4	4,756		\$1,750,000	\$1,295,000	\$1,275,000	5/8/17
Gambel Quail	188	4	4.5	4,287		\$1,650,000	\$1,650,000	\$1,650,000	3/15/17
G. Quail Preserve	230	3	3.5	4,547		\$2,195,000	\$2,195,000	\$2,100,000	2/28/17
Grey Fox	28	4	4	3,412		\$995,000	\$995,000	\$950,000	1/31/17
Grey Fox	82	3	3.5	3,407		\$1,495,000	\$1,495,000	\$1,395,000	6/14/17
Grey Fox	1	4	4.5	4,850		\$1,975,000	\$1,975,000	\$1,975,000	1/5/17
Hacienda	2	3	3.5	2,544		\$650,000	\$609,500	\$609,500	2/17/17
Haciendas	8	3	3.5	2,901	Seller	\$798,000	\$699,000	\$672,500	9/29/17
Haciendas	36	3	3.5	2,901		\$700,000	\$750,000	\$700,000	9/7/17

VILLAGE	LOT	BED	BATH	SQ. FT.	POWER OF 4 REPRESENTED	ORIGINAL PRICE	LIST PRICE	SOLD PRICE	CLOSE DATE
Haciendas	22	3	3.5	2,544	Seller	\$895,000	\$895,000	\$795,000	9/29/17
Haciendas	26	4	4.5	3,248	Seller	\$999,000	\$999,000	\$850,000	3/21/17
Lone Mountain II	69/70	5	4.5	8,800	Seller	\$6,450,000	\$4,895,000	\$3,900,000	4/14/17
Lookout Ridge	37	3	3	2,975		\$999,000	\$699,000	\$650,000	5/30/17
Lookout Ridge	9	3	3	2,960		\$1,250,000	\$1,139,500	\$1,000,000	5/11/17
Lookout Ridge	4	3	3.5	3,125		\$1,195,000	\$1,195,000	\$1,100,000	1/19/17
Lookout Ridge	30	3	3.5	3,538		\$1,299,000	\$1,299,000	\$1,150,000	4/17/17
Lost Star	41	4	4.5	4,307		\$2,495,000	\$2,495,000	\$2,400,000	4/14/17
Lost Star	9	4	5.5	7,361	Seller & Buyer	\$2,995,000	\$2,995,000	\$2,650,000	4/28/17
Mountain Skyline	99	4	4.5	4,015		\$1,400,000	\$1,299,000	\$1,200,000	8/25/17
Mountain Skyline	83	4	4.5	4,915	Seller	\$1,478,000	\$1,478,000	\$1,400,000	4/21/17
Mountain Skyline	18	4	4.5	5,148		\$2,495,000	\$2,495,000	\$2,140,000	2/9/17
Painted Sky	68	6	7	10,000		\$3,488,000	\$2,495,000	\$2,100,000	5/15/17
Painted Sky	28	4	4.5	6,630		\$2,998,500	\$2,495,000	\$2,239,000	5/18/17
Painted Sky	27	5	5.5	7,044		\$3,650,000	\$3,299,000	\$2,800,000	2/28/17
Renegade Trail	1	4	4.5	3,858		\$995,000	\$899,000	\$835,000	5/31/17
Renegade Trail	16	4	4.5	3,860	Seller	\$1,385,000	\$1,385,000	\$1,335,000	5/3/17
Rose Quartz	32	4	3.5	5,106		\$1,220,000	\$1,195,000	\$1,100,000	5/16/17
Rose Quartz	52	4	4.5	4,338		\$2,995,000	\$2,495,000	\$2,250,000	3/17/17
Saguaro Forest	290	6	6.5	7,292		\$2,795,000	\$1,999,000	\$1,875,000	8/28/17
Saguaro Forest	92	4	4.5	5,280		\$2,495,000	\$2,249,000	\$1,995,000	8/25/17
Saguaro Forest	274	5	6	8,010		\$2,800,000	\$2,475,000	\$2,195,000	8/22/17
Saguaro Forest	296	4	4.5	5,386		\$2,449,000	\$2,449,000	\$2,225,000	1/11/17
Saguaro Forest	150	5	5.5	5,445	Seller	\$2,795,000	\$2,695,000	\$2,370,000	2/17/17
Saguaro Forest	238	4	5	6,929	Seller & Buyer	\$3,495,000	\$3,495,000	\$2,900,000	3/9/17
Saguaro Forest	166	4	5.5	6,782		\$3,495,000	\$3,245,000	\$3,000,000	6/27/17
Saguaro Forest	54	3	4.5	4,653	Buyer	\$4,288,888	\$3,888,888	\$3,000,000	9/30/17
Saguaro Forest	244	5	7.5	7,548	Seller & Buyer	\$10,900,000	\$9,950,000	\$9,200,000	6/15/17
Seven Arrows	13	4	6	7,515		\$2,775,000	\$1,785,000	\$1,600,000	8/30/17
Seven Arrows	17	5	5.5	6,833		\$5,986,000	\$4,875,000	\$4,450,000	4/28/17
Seven Arrows	28	5	6.5	8,459	Seller	\$6,249,000	\$5,875,000	\$4,650,000	6/5/17
Sonoran Ridge	16	3	3	2,288		\$890,000	\$890,000	\$860,000	1/20/17
Sonoran Cottage	17	2	2.5	2,086	Seller	\$596,000	\$555,000	\$535,000	5/15/17
Sonoran Cottage	18	2	2.5	1,836		\$675,000	\$565,000	\$550,000	7/5/17
Sonoran Cottage	3	3	3	2,292		\$695,000	\$695,000	\$625,000	1/27/17
Sonoran Cottage	32	3	3	2,292		\$645,000	\$645,000	\$645,000	4/27/17
Sonoran Cott. Encl.	49	3	3	2,292		\$750,000	\$750,000	\$740,000	9/29/17
Sonoran Ridge	34	2	2.5	2,045		\$649,000	\$649,000	\$625,000	1/16/17
Sonoran Ridge	30	3	3.5	2,288		\$829,000	\$799,000	\$720,000	1/4/17
Sunrise	271	3	2.5	3,072		\$795,000	\$795,000	\$720,000	1/27/17
Sunrise	283	4	4.75	4,511		\$1,549,990	\$1,299,990	\$1,200,000	6/6/17
Sunrise	328/330	3	3.5	3,300	Seller & Buyer	\$1,295,000	\$1,295,000	\$1,200,000	5/15/17
Sunrise	291	5	5.5	4,165		\$1,349,000	\$1,349,000	\$1,262,500	6/29/17
Sunrise	335	4	4.5	4,158		\$1,595,000	\$1,595,000	\$1,475,000	7/20/17
Sunrise	333	4	4.5	4,145		\$1,695,000	\$1,695,000	\$1,585,000	3/28/17
Sunrise	260	4	4.5	5,477	Buyer	\$1,747,500	\$1,747,500	\$1,625,000	6/5/17
Sunrise	259	3	3.5	4,559		\$1,875,000	\$1,775,000	\$1,700,000	2/28/17
Sunset Canyon	9	4	4.5	4,191		\$1,649,000	\$1,649,000	\$1,635,000	5/31/17
Turquoise Ridge	40	4	4	3,800		\$999,000	\$999,000	\$900,000	3/8/17
Turquoise Ridge	58	3	3.5	4,108		\$1,250,000	\$1,250,000	\$1,252,000	5/5/17
Turquoise Ridge	34	4	4.5	4,953	Buyer	\$1,775,000	\$1,695,000	\$1,600,000	7/10/17

All information should be verified by the recipient and none is guaranteed as accurate.