



REAL ESTATE UPDATE
August 2018

HOMES	—YTD SALES—		—LISTINGS—		HOMESITES	—YTD SALES—		—LISTINGS—	
	2018	2017	2018	2017		2018	2017	2018	2017
\$1M & Under	40	37	27	25	\$250K & Under	20	22	35	40
\$1M+ to \$1.5M	34	20	22	24	\$250K+ to \$500K	17	12	25	31
\$1.5M+ to \$2M	20	13	24	39	\$500K+ to \$750K	6	3	5	9
\$2M+ to \$3M	19	17	14	24	\$750K+ to \$1M	1	3	11	11
Above \$3M	9	4	22	22	Above \$1M	1	2	3	3
Total	122	91	109	134	Total	45	42	79	94

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**

August 2018

VILLAGE	LOT	BEDS/BATHS	LIST PRICE	SALE PRICE	SQ.FT.	CLOSE DATE
Apache Cottage	10	3/3	\$998,000	\$971,000	2,454	8/29/2018
Apache Cottage	15	3/3	\$949,000	\$870,000	2,393	8/7/2018
Apache Peak	151	4/4.5	\$1,850,000	—	5,293	UCB
Arrowhead	4	4/3.5	\$1,769,000	—	4,365	Pending
Arrowhead	23	3/3.5	\$727,800	—	3,909	UCB
Cochise Geronimo – Represent Buyer	11	4/5	\$3,600,000	—	6,060	Pending
Desert Fairways – Represent Seller	1	4/4.5	\$1,195,000	—	3,664	Pending
Desert Fairways	34	4/4.5	\$999,000	\$960,000	3,982	8/27/2018
Desert Horizons – Represent Buyer	29	5/5.5	\$1,725,000	—	4,794	UCB
Eagle Feather	346	4/3.5	\$1,445,000	\$1,400,000	4,746	8/14/2018
Eagle Feather – Rep. Seller & Buyer	355	4/4	\$995,000	—	3,706	UCB
Eagle Feather – Represent Seller	375	5/4.5	\$1,649,000	\$1,550,000	4,524	8/27/2018
Eagle Feather	443	3/3.5	\$1,375,000	—	4,348	Pending
Gambel Quail	40	3/4	\$1,645,000	—	4,447	Pending
Gambel Quail	130	4/3.5	\$1,495,000	—	3,574	UCB
Gambel Quail – Represent Buyer	190	4/4.5	\$2,475,000	—	5,000	UCB
Gambel Quail Preserve	229	5/4.5	\$1,749,000	—	4,737	UCB
Grey Fox	47	4/5.5	\$1,599,000	\$1,500,000	5,654	8/27/2018
Hacienda	37	4/4.5	\$699,000	\$625,000	3,248	8/10/2018
Lone Mountain	79	4/4.5	\$2,200,000	\$1,850,000	6,241	8/31/2018
Lost Star – Represent Seller	42	5/5.5	\$2,595,000	\$2,250,000	5,579	8/6/2018
Painted Sky	8	4/5.5	\$2,549,000	—	5,500	Pending
Renegade Trail	15	3/3.5	\$799,000	\$600,000	2,954	8/29/2018
Saguaro Forest – Represent Seller	103	4/4.5	\$2,475,000	—	5,906	Pending
Saguaro Forest	159	5/5.5	\$2,495,000	\$2,200,000	6,126	8/21/2018
Saguaro Forest – Represent Seller	283	4/5.5	\$3,947,500	\$3,666,000	8,255	8/20/2018
Sonoran Cottage – Represent Buyer	11	2/2.5	\$599,999	\$575,000	2,086	8/31/2018
Sonoran Cottage	33	2/2.5	\$650,000	—	1,836	Pending

Sonoran Ridge	37	2/2.5	\$575,000	—	2,045	UCB
Sunrise	315	3/3.5	\$1,189,000	—	3,956	UCB
Turquoise Ridge	54	4/3.5	\$2,195,000	—	4,000	Pending

DESERT MOUNTAIN SALES ACTIVITY: HOMESITES

August 2018

VILLAGE	LOT	BLDG. ENV.	LIST PRICE	SALE PRICE	SQ.FT.	CLOSE DATE
Arrowhead	32	22,300	\$625,000	\$525,000	40,245	8/20/2018
Gambel Quail – Represent Seller	77	20,559	\$124,000	—	40,191	Pending
Gambel Quail	108	20,286	\$199,999	—	44,899	UCB
Gambel Quail	153	22,246	\$228,000	—	39,025	Pending
Lone Mountain II – Represent Seller	81	19,449	\$825,000	—	56,297	UCB
Mountain Skyline	8	21,054	\$199,900	—	33,632	Pending
Saguaro Forest	121	16,720	\$639,000	—	38,073	Pending
Saguaro Forest – Represent Seller	130	20,546	\$579,000	—	56,040	UCB
Saguaro Forest	332	27,830	\$430,000	\$400,000	181,322	8/2/2018
Saguaro Forest	339	31,372	\$445,000	—	525,318	Pending
Sunrise – Represent Seller & Buyer	299	20,944	\$165,000	—	46,391	UCB

CALL TO SEE OUR NEW LISTINGS!

VILLAGE & LOT	BEDS BATHS SF	PRICE
Mountain Skyline 50	4 4.5 4,332	\$1,815,000



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