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DESERT MOUNTAIN REAL ESTATE UPDATE // SEPTEMBER 2018

HOMES	—YTD SALES—		—LISTINGS—		HOMESITES	—YTD SALES—		—LISTINGS—	
	2018	2017	2018	2017		2018	2017	2018	2017
\$1M & Under	42	37	30	25	\$250K & Under	21	22	33	40
\$1M+ to \$1.5M	34	20	32	24	\$250K+ to \$500K	19	12	26	31
\$1.5M+ to \$2M	22	13	30	39	\$500K+ to \$750K	6	3	5	9
\$2M+ to \$3M	20	17	20	24	\$750K+ to \$1M	3	3	13	11
Above \$3M	11	4	29	22	Above \$1M	1	2	3	3
Total	129	91	141	134	Total	50	42	80	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

September 2018

VILLAGE	LOT	BEDS/BATHS	LIST PRICE	SALE PRICE	SQ.FT.	CLOSE DATE
Apache Peak	151	4/4.5	\$1,850,000	—	5,293	UCB
Arrowhead	4	4/3.5	\$1,769,000	\$1,750,000	4,365	9/10/2018
Cochise Geronimo - Represented Buyer	11	4/5	\$3,600,000	\$3,350,000	6,060	9/15/2018
Desert Fairways - Represented Seller	1	4/4.5	\$1,195,000	—	3,664	UCB
Desert Greens	46	3/3.5	\$890,000	—	3,350	UCB
Desert Horizons - Represented Buyer	29	5/5.5	\$1,725,000	—	4,794	Pending
Eagle Feather	443	3/3.5	\$1,375,000	\$1,312,500	4,348	9/10/18
Eagle Feather - Represented Seller & Buyer	355	4/4	\$995,000	—	3,706	Pending
Gamble Quail	40	3/4	\$1,645,000	—	4,447	Pending
Gamble Quail	130	4/3.5	\$1,495,000	\$1,350,000	3,574	9/19/2018
Gamble Quail	174	4/4	\$1,150,000	—	3,763	UCB
Gamble Quail - Represented Buyer	190	4/4.5	\$2,475,000	—	5,000	UCB
Gamble Quail	229	5/4.5	\$1,749,000	—	4,737	UCB
Grey Fox	53	4/3	\$1,399,000	—	4,261	UCB
Haciendas	21	4/4.5	\$895,000	—	3,248	UCB
Painted Sky	8	4/4.5	\$2,549,000	—	5,500	Pending
Saguaro Forest - Represented Seller	103	4/4.5	\$2,475,000	—	5,906	Pending
Sonoran Cottage	28	2/2.5	\$650,000	\$635,000	1,836	9/26/2018
Sonoran Cottage - Represented Seller	11	2/2.5	\$599,999	\$575,000	2,086	9/26/2018
Sonoran Ridge	37	2/2.5	\$575,000	\$520,000	2,045	9/24/2018
Sunrise	315	3/3.5	\$1,189,000	\$1,075,000	3,956	9/20/2108
Turquoise Ridge	54	4/3.5	\$2,195,000	—	4,000	Pending

VILLAGE	LOT	BLDG. ENV.	LIST PRICE	SALE PRICE	SQ.FT.	CLOSE DATE
Eagle Feather	424	38,691	\$115,000	\$95,000	38,682	9/21/2018
Eagle Feather	451	44,969	\$224,000	—	46,323	UCB
Gambel Quail – Represented Seller	77	20,559	\$124,000	\$110,000	40,191	9/6/2018
Gambel Quail	108	20,286	\$199,999	—	44,899	UCB
Gambel Quail	153	22,246	\$228,000	—	39,025	Pending
Grey Fox	5	38,429	\$125,000	—	38,478	Pending
Grey Fox – Represented Seller	147	28,525	\$250,000	—	28,543	Pending
Lone Mountain II – Represented Seller	81	19,449	\$825,000	—	56,297	Pending
Mountain Skyline	8	21,054	\$199,900	\$185,000	33,632	9/20/2018
Saguaro Forest	121	16,720	\$639,000	\$585,000	38,073	9/07/2018
Saguaro Forest	339	31,372	\$445,000	—	525,318	Pending
Sunrise – Represented Seller & Buyer	299	20,944	\$165,000	\$140,000	46,391	9/10/2018

CALL TO SEE OUR NEW LISTINGS!

VILLAGE & LOT	BEDS BATHS SF	PRICE
Apache Cottage 21	3 3 2,454	\$875,000
Desert Greens 59	3 3.5 3,350	\$875,000
Desert Greens 67	3 3.5 3,350	\$895,000
Renegade Trail 4	3 3.5 3,460	\$899,000
Desert Fairways 26	4 4.5 3,664	\$1,100,000
Rose Quartz 39	4 4.5 4,025	\$1,495,000
Grey Fox 125	4 4.5 4,749	\$1,495,000
Painted Sky 61	4 4.5 4,964	\$1,595,000
Saguaro Forest 215	4 4.5 4,359	\$1,695,000
Carefree Ranch 30	3 3.5 4,795	\$1,850,000
Apache Peak 143	3 4.5 4,409	\$1,939,000
Gambel Quail (Spec; 2019)	4 4.5 4,435	\$2,495,000
Painted Sky 49	4 4.5 4,800	\$2,895,000
Saguaro Forest 345	4 4.5 4,706	\$2,895,000
Saguaro Forest 164	4 6.5 6,374	\$2,995,000
Saguaro Forest 135 (Spec; 2019)	4 4.5 5,300	\$3,695,000



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