



REAL ESTATE UPDATE – INSIDE DESERT MOUNTAIN DECEMBER 2015

HOMES	YTD SALES		LISTINGS		HOMESITES	YTD SALES		LISTINGS	
	2015	2014	2015	2014		2015	2014	2015	2014
\$1M & Under	39	50	39	23	\$250K & Under	38	39	55	61
\$1M+ - \$1.5M	35	31	34	40	\$250K+ - \$500K	18	8	31	38
\$1.5M+ - \$2M	20	21	32	27	\$500K+ - \$750K	5	3	14	17
\$2M+ - \$3M	13	16	31	30	\$750K - \$1M	1	1	16	25
Above \$3M	7	3	32	35	Above \$1M	3	1	11	10
Total	114	121	168	155	Total	65	52	127	151

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 – DECEMBER 2015

VILLAGE	LOT	MEMBERSHIP	LIST PRICE	SALE PRICE	SQ FT	CLOSE DATE
Apache Peak	146	None	\$2,495,000		5,963	Pending
Apache Peak – Represent Seller	159	None	\$2,350,000	\$2,200,000	4,445	12/15/2015
Arrowhead	10	None	\$1,450,000		4,100	Pending
Arrowhead – Represent Buyer	26	None	\$1,295,000		5,157	Pending
Cintarosa	328	None	\$1,694,126		2,873	UCB
Cochise Ridge	14	None	\$749,000	\$715,000	2,922	12/11/2015
Cochise Ridge – Represent Seller	107	None	\$897,000		3,065	Pending
Desert Fairways	2	None	\$925,000		3,824	Pending
Desert Fairways	11	None	\$975,000	\$923,500	4,188	12/1/2015
Desert Hills	46	None	\$800,000		3,901	UCB
Gambel Quail P – Represent Seller	223	None	\$1,575,000	\$1,250,000	4,733	12/2/2015
Gambel Quail Preserve	255	None	\$2,275,000		5,634	Pending
Grey Fox	111	None	\$1,290,000	\$1,150,000	4,954	12/14/2015
Lone Mountain II – Rep. Buyer	55	None	\$2,395,000		5,529	Pending
Mountain Skyline	23	None	\$1,125,000	\$1,100,000	3,525	12/10/2015
Mountain Skyline	91	None	\$1,595,000		5,987	Pending
Rose Quartz	1	None	\$1,675,000		4,163	Pending
Rose Quartz – Rep. Seller & Buyer	25-27	None	\$2,295,000		5,742	UCB
Saguaro Forest – Represent Seller	77	None	\$2,695,000		5,699	UCB
Sonoran Cottage Enclave	48	None	\$639,000	\$616,000	1,836	12/4/2015
Turquoise Ridge	9	None	\$1,250,000	\$1,150,000	4,154	12/29/2015
Sunrise	288	None	\$1,249,000		3,172	UCB

DESERT MOUNTAIN SALES ACTIVITY – LOTS – DECEMBER 2015

VILLAGE	LOT	MEMBERSHIP	LIST PRICE	SALE PRICE	SQ FT	CLOSE DATE
Eagle Feather	351	None	\$159,000		67,989	Pending
Eagle Feather	367	None	\$139,000		39,204	Pending
Grey Fox	26	None	\$369,000		40,333	UCB
Mountain Skyline	73	None	\$195,000		43,995	Pending
Rose Quartz	42	None	\$239,000	\$135,000	26,136	12/23/2015
Saguaro Forest	112	None	\$565,000		36,236	Pending
Saguaro Forest	182	None	\$599,000	\$598,000	67,082	12/17/2015

CAREFREE RANCH – YTD SALES

HOMES	2015	2014	LOTS	2015	2014
\$1M & Under	2	0	\$250K & Under	1	2
\$1M+ - \$1.5M	2	2	\$250K+ - \$500K	1	0
\$1.5M+ - \$2M	0	0	\$500K+ - \$750K	0	0
\$2M+ - \$3M	1	0	\$750K - \$1M	0	0
Above \$3M	0	0	Above \$1M	0	0
Total	5	2	Total	2	2

CAREFREE RANCH ACTIVE HOMES & LOTS – DECEMBER 2015

VILLAGE	LOT	MEMBERSHIP	LIST PRICE	SALE PRICE	SQ FT	STATUS
Lone Mountain – Home	2	N/A	\$4,975,000		7,742	Available
Highlands – Home	3	N/A	\$1,450,000		5,267	Available
Lone Mountain – Home Rep. Seller	3	N/A	\$2,495,000		4,668	Available
Lone Mountain – Home	6	N/A	\$1,785,000		6,931	Available
Homesteads – Home	8	N/A	\$1,950,000		5,469	Available
Lone Mountain – Home Rep. Seller	18	N/A	\$3,999,000		7,166	Available
Lone Mountain – Home	15-17	N/A	\$4,995,000		11,650	Available
Lone Mountain – Home	24	N/A	\$1,595,000		4,579	Available
Homesteads – Lot	5	N/A	\$399,900		652,964	Available
Lone Mountain – Lot	8	N/A	\$1,200,000		212,572	Available
Homesteads – Lot	8B	N/A	\$799,000		544,500	Available
Homesteads – Lot	17	N/A	\$675,000		540,161	Available
Homesteads – Lot	18	N/A	\$356,000		534,916	Available
Homesteads – Lot	19C	N/A	\$349,000		471,209	Available
Lone Mountain – Lot	21	N/A	\$375,000		360,676	Available
Lone Mountain – Lot	23	N/A	\$349,000		2,234,628	Available



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