



REAL ESTATE UPDATE
DECEMBER 2016

HOMES	—YTD SALES—		—LISTINGS—		HOMESITES	—YTD SALES—		—LISTINGS—	
	2016	2015	2016	2015		2016	2015	2016	2015
\$1M & Under	38	39	44	39	\$250K & Under	32	38	38	55
\$1M+ to \$1.5M	30	35	27	34	\$250K+ to \$500K	12	18	40	31
\$1.5M+ to \$2M	23	20	40	32	\$500K+ to \$750K	3	5	13	14
\$2M+ to \$3M	15	13	37	31	\$750K+ to \$1M	1	1	13	16
Above \$3M	6	7	40	32	Above \$1M	0	3	10	11
Total	112	114	188	168	Total	48	65	114	127

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 2016

VILLAGE	LOT	BEDS/BATHS	LIST PRICE	SALE PRICE	SQ.FT.	CLOSE DATE
Apache Cottage	26	3/3	\$732,500	\$727,500	2,438	12/28/2016
Apache Cottage	36	3/3	\$875,000	\$850,000	2,296	12/15/2016
Cochise Ridge	90	3/3.5	\$1,195,000	\$1,135,250	3,325	12/6/2016
Cochise Ridge	103	2/2.5	\$695,000	—	2,576	Pending
Desert Greens – Represent Seller	49	3/3.5	\$995,000	—	2,990	UCB
Desert Greens – Represent Buyer	49	3/3.5	\$995,000	—	2,990	UCB
Desert Hills – Represent Buyer	22	5/5.5	\$1,295,000	\$1,215,000	4,451	12/8/2016
Gambel Quail	107	4/5.5	\$1,450,000	—	5,496	UCB
Gambel Quail Preserve	241	3/3.5	\$1,375,000	\$1,340,000	3,560	12/8/2016
Grey Fox	1	4/4.5	\$1,975,000	—	4,850	Pending
Hacienda	2	3/3.5	\$609,500	—	2,544	Pending
Lookout Ridge	4	3/3.5	\$1,195,000	—	3,125	Pending
Lookout Ridge	19	4/4	\$1,450,000	—	3,311	Pending
Saguaro Forest	296	4/4.5	\$2,449,000	—	5,386	Pending
Sonoran Ridge	2	3/3.5	\$769,000	\$769,000	2,288	12/29/2016
Sonoran Ridge	16	3/3	\$890,000	—	2,288	UCB
Sonoran Ridge	30	3/3.5	\$799,000	—	2,288	UCB
Sonoran Ridge	34	2/2.5	\$649,000	—	2,045	Pending
Sunrise	259	3/3.5	\$1,775,000	—	4,559	UCB
Turquoise Ridge	40	4/4	\$999,000	—	3,800	UCB

DESERT MOUNTAIN SALES ACTIVITY: **HOMESITES**

DECEMBER 2016

VILLAGE	LOT	BLDG. ENV.	LIST PRICE	SALE PRICE	SQ.FT.	CLOSE DATE
Apache Peak	137	23,154	\$210,000	—	41,356	Pending
Cintarosa	344	24,174	\$375,000	—	100,545	UCB
Cochise Geronimo - Rep. Buyer	27	15,300	\$ 549,000	\$375,000	44,431	12/29/2016
Eagle Feather	367	20,298	\$ 139,000	—	39,015	Pending
Eagle Feather	376	22,530	\$145,000	\$105,000	38,468	12/30/2016
Eagle Feather	412	21,575	\$335,000	\$303,600	46,258	12/29/2016
Gambel Quail	150	17,905	\$110,000	\$110,000	32,621	12/20/2016
Gambel Quail	199	21,278	\$125,000	\$113,000	43,568	12/29/2016
Painted Sky	54	24,342	\$318,000	\$295,000	43,200	12/29/2016
Saguaro Forest	40	20,833	\$1,295,000	—	40,323	UCB
Sunrise	253	20,040	\$227,500	—	50,111	Pending
Sunset Canyon	31	17,786	\$649,000	\$649,000	40,652	12/12/2016

CAREFREE RANCH ACTIVITY: **HOMES & HOMESITES** DECEMBER 2016

VILLAGE	LOT	MEMBERSHIP	LIST PRICE	SALE PRICE	SQ.FT.	CLOSE DATE
N/A	N/A	N/A	N/A	N/A	N/A	N/A

CALL TO SEE OUR NEW LISTINGS

VILLAGE	LOT	BEDS BATHS SF Building Envelope	CURRENT LIST PRICE
Cochise Ridge - Home	26	3 3.5 2,900	\$1,295,000
Lone Mountain II - Lot	57	69,221 23,129	\$475,000

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