

# DESERT MOUNTAIN COMMUNITY

## 3RD QUARTER SALES REPORT

HOMES

### Statistical Market Analysis of Sold Homes

FROM JANUARY 1 – SEPTEMBER 30, 2016

SALES	STATS	2016	2015	+/- CHANGE
89	Lowest Price	\$ 565,000	\$ 605,000	- 6.6% decrease from previous year
	Highest Price	\$ 7,700,000	\$ 6,700,000	14.9% increase from previous year
	Average Price	\$ 1,567,829	\$ 1,604,247	- 2.3% decrease from previous year
	Median Price	\$ 1,345,000	\$ 1,357,500	- 0.9% decrease from previous year

### Sales by Price Bracket

HOMES	2016	2015	2014
Under 1 million	31	30	38
1+ – 1.5 mil	23	27	23
1.5+ – 2 mil	16	18	18
2+ – 3 mil	13	12	12
Over 3 mil	6	7	3
<b>Total Units</b>	<b>89</b>	<b>94</b>	<b>94</b>
<b>Total \$ Volume</b>	<b>139.5 MM</b>	<b>150.8 MM</b>	<b>130.6 MM</b>

### Inventory for Sale as of Sept. 30th

HOMES	2016	2015	2014
Under 1 million	39	30	23
1+ – 1.5 mil	31	33	38
1.5+ – 2 mil	30	27	21
2+ – 3 mil	31	26	26
Over 3 mil	30	20	26
<b>Total Units</b>	<b>161</b>	<b>136</b>	<b>134</b>
<b>Total \$ Volume</b>	<b>352.0 MM</b>	<b>278.9 MM</b>	<b>309.6 MM</b>

LOTS

### Statistical Market Analysis of Sold Lots

FROM JANUARY 1 – SEPTEMBER 30, 2016

SALES	STATS	2016	2015	+/- CHANGE
37	Lowest Price	\$ 53,000	\$ 65,000	- 18.5% decrease from previous year
	Highest Price	\$ 999,750	\$ 1,500,000	- 33.4% decrease from previous year
	Average Price	\$ 220,331	\$ 307,725	- 28.4% decrease from previous year
	Median Price	\$ 135,000	\$ 195,000	- 30.8% decrease from previous year

### Sales by Price Bracket

LOTS	2016	2015	2014
Under 1 million	26	29	31
1+ – 1.5 mil	9	15	6
1.5+ – 2 mil	1	2	2
2+ – 3 mil	1	1	1
Over 3 mil	0	3	1
<b>Total Units</b>	<b>37</b>	<b>50</b>	<b>41</b>
<b>Total \$ Volume</b>	<b>8.1 MM</b>	<b>15.2 MM</b>	<b>10.8 MM</b>

### Inventory for Sale as of Sept. 30th

LOTS	2016	2015	2014
Under 1 million	40	50	52
1+ – 1.5 mil	33	29	37
1.5+ – 2 mil	11	13	13
2+ – 3 mil	13	15	24
Over 3 mil	10	9	10
<b>Total Units</b>	<b>107</b>	<b>116</b>	<b>136</b>
<b>Total \$ Volume</b>	<b>51.8 MM</b>	<b>54.6 MM</b>	<b>68.6 MM</b>

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# HOMES

A SUMMARY OF THE SALES ACTIVITY INSIDE DESERT MOUNTAIN  
FROM JANUARY 1, 2016 – SEPTEMBER 30, 2016

## Homes Sold By Village



VILLAGE	LOT	BED	BATH	SQ. FT.	REPRESENTED	ORIGINAL PRICE	LIST PRICE	SOLD PRICE	CLOSE DATE
Apache Cottage	35	3	3	2,454	Buyer	\$ 999,000	\$ 999,000	\$ 900,000	7/15/16
Apache Peak	22	4	4	3,386		\$ 779,900	\$ 779,900	\$ 880,000	7/1/16
Apache Peak	39	5	9.5	8,001		\$ 2,270,000	\$ 1,290,000	\$ 1,200,000	5/31/16
Apache Peak	146	4	5.5	5,963		\$ 2,495,000	\$ 2,495,000	\$ 2,350,000	2/1/16
Arrowhead	26	3	2.5	5,157	Buyer	\$ 1,295,000	\$ 1,295,000	\$ 1,075,000	1/15/16
Arrowhead	5	4	4.0	5,850	Half of Seller	\$ 1,299,000	\$ 1,299,000	\$ 1,272,500	6/17/16
Arrowhead	52	4	6	4,736		\$ 1,875,000	\$ 1,475,000	\$ 1,350,000	9/19/16
Arrowhead	10	4	4.5	4,100		\$ 1,450,000	\$ 1,450,000	\$ 1,480,800	8/31/16
Cinterosa	328	3	3.5	2,873		\$ 1,695,000	\$ 1,694,126	\$ 1,600,126	1/29/16
Cochise Ridge	60	2	3	2,922	Seller & Buyer	\$ 849,000	\$ 675,000	\$ 585,000	8/8/16
Cochise Ridge	10	2	3.0	2,577	Buyer (Private Sale)	\$ 744,500	\$ 744,500	\$ 650,000	8/8/16
Cochise Ridge	90	3	3.5	3,325		\$ 725,000	\$ 725,000	\$ 665,000	4/8/16
Cochise Ridge	71	3	3.5	3,502	Buyer	\$ 699,000	\$ 699,000	\$ 687,100	9/30/16
Cochise Ridge	80	3	3.5	3,325	Buyer	\$ 899,000	\$ 899,000	\$ 821,500	8/17/16
Cochise Ridge	107	2	3.0	3,065	Seller	\$ 897,000	\$ 897,000	\$ 825,000	2/15/16
Cochise Ridge	87	4	4.5	4,100		\$ 4,000,000	\$ 4,000,000	\$ 3,600,000	5/1/16
Cochise-Geronimo	30	4	4.0	5,072		\$ 2,394,000	\$ 2,250,000	\$ 2,200,000	5/13/16
Desert Fairways	29	4	4.5	3,806		\$ 950,000	\$ 950,000	\$ 900,000	4/7/16
Desert Fairways	2	4	4.5	3,824		\$ 925,000	\$ 925,000	\$ 905,000	1/21/16
Desert Fairways	4	4	4.5	4,166		\$ 1,175,000	\$ 1,175,000	\$ 1,125,000	6/28/16
Desert Greens	62	3	3.5	3,350		\$ 895,000	\$ 839,500	\$ 805,000	3/24/16
Desert Greens	74	4	4.5	3,874	Seller	\$ 1,049,000	\$ 939,000	\$ 885,000	6/23/16
Desert Hills	16	3	3.5	3,448		\$ 980,000	\$ 750,000	\$ 735,000	4/13/16
Desert Hills	46	4	4.5	3,901		\$ 935,000	\$ 800,000	\$ 790,000	1/12/16
Desert Horizons	28	3	3.5	3,100		\$ 1,175,000	\$ 895,000	\$ 895,000	4/20/16
Desert Horizons	4	5	5.5	4,771		\$ 1,497,000	\$ 1,398,000	\$ 1,307,500	4/15/16
Eagle Feather	346	5	3.5	4,746		\$ 1,025,000	\$ 1,025,000	\$ 980,000	3/9/16
Eagle Feather	411	4	4.5	4,128		\$ 1,245,000	\$ 1,045,000	\$ 988,000	8/8/16
Eagle Feather	337	4	4.5	4,234		\$ 1,595,000	\$ 1,595,000	\$ 1,470,000	6/3/16
Eagle Feather	345	3	4	4,750		\$ 1,995,000	\$ 1,995,000	\$ 1,995,000	7/22/16
Gambel Quail	146	4	4.5	4,000		\$ 995,000	\$ 920,000	\$ 875,000	6/27/16
Gambel Quail	193	3	3.0	3,530		\$ 1,250,000	\$ 995,000	\$ 950,000	3/4/16
Gambel Quail	193	3	3.0	3,530		\$ 965,000	\$ 965,000	\$ 950,000	6/6/16
Gambel Quail	21	3	3.5	3,580		\$ 1,499,000	\$ 1,499,000	\$ 1,390,000	6/6/16
Gambel Quail	101	4	4	4,187	Buyer	\$ 1,595,000	\$ 1,495,000	\$ 1,425,000	9/29/16
Gambel Quail	85	4	4.5	4,145		\$ 1,595,000	\$ 1,595,000	\$ 1,550,000	6/30/16
Gambel Quail	76	4	4.5	4,150		\$ 1,575,000	\$ 1,575,000	\$ 1,570,000	3/4/16
Gambel Quail	169	5	5.0	4,810	Seller	\$ 2,495,000	\$ 1,850,000	\$ 1,778,000	4/18/16
Gmb. Quail Preserve	251	3	3.5	4,100		\$ 1,549,000	\$ 1,249,000	\$ 1,200,000	8/5/16
Gmb. Quail Preserve	226	4	5.0	4,114		\$ 1,595,000	\$ 1,495,000	\$ 1,345,000	3/28/16
Gmb. Quail Preserve	222	4	4.5	4,508	Seller	\$ 1,649,000	\$ 1,495,000	\$ 1,356,000	7/28/16
Gmb. Quail Preserve	255	4	4.5	5,634		\$ 2,375,000	\$ 2,275,000	\$ 1,975,000	1/6/16

# Homes Sold By Village



VILLAGE	LOT	BED	BATH	SQ. FT.	REPRESENTED	ORIGINAL PRICE	LIST PRICE	SOLD PRICE	CLOSE DATE
Grey Fox	44	3	3.0	2,900		\$ 725,000	\$ 725,000	\$ 695,000	3/21/16
Grey Fox	97	4	4.5	4,005		\$ 895,000	\$ 895,000	\$ 805,000	7/20/16
Grey Fox	115	3	5.0	4,893		\$ 1,195,000	\$ 1,195,000	\$ 1,095,000	4/18/16
Grey Fox	92	3	5.0	4,173		\$ 1,295,000	\$ 1,295,000	\$ 1,175,000	3/17/16
Grey Fox	54	4	3.5	4,333		\$ 1,495,000	\$ 1,372,000	\$ 1,300,000	4/21/16
Grey Fox	96	4	4.5	5,553		\$ 1,650,000	\$ 1,375,000	\$ 1,300,000	8/30/16
Grey Fox	156	3	3.5	4,070	<b>Seller &amp; Buyer</b>	\$ 1,695,000	\$ 1,695,000	\$ 1,580,000	3/21/16
Haciendas	9	3	3.5	2,901		\$ 759,900	\$ 649,900	\$ 602,500	8/11/16
Lone Mountain II	55	4	4.5	5,529	<b>Buyer (Private Sale)</b>	\$ 2,395,000	\$ 2,395,000	\$ 2,275,250	1/16/16
Lost Star	47	5	4.5	4,695		\$ 2,195,000	\$ 2,195,000	\$ 2,050,000	5/12/16
Lost Star	9	4	5.5	7,361	<b>Seller &amp; Buyer</b>	\$ 2,990,000	\$ 2,650,000	\$ 2,450,000	6/15/16
Mountain Skyline	99	4	4.5	4,015		\$ 995,000	\$ 890,000	\$ 830,000	9/23/16
Mountain Skyline	91	3	2.5	5,987		\$ 1,695,000	\$ 1,595,000	\$ 1,450,000	1/15/16
Painted Sky	13	3	3.0	3,600		\$ 995,000	\$ 929,000	\$ 845,000	4/1/16
Painted Sky	58	4	4.5	4,110	<b>Seller</b>	\$ 1,625,000	\$ 1,625,000	\$ 1,475,000	7/12/16
Painted Sky	75	4	4.5	5,180		\$ 2,195,000	\$ 1,895,500	\$ 1,725,000	6/28/16
Painted Sky	92	4	4.5	4,784		\$ 2,388,000	\$ 2,388,000	\$ 2,350,000	3/18/16
Rose Quartz	1	4	4.5	4,163		\$ 1,675,000	\$ 1,675,000	\$ 1,537,500	1/10/16
Rose Quartz	19	4	5.5	5,766	<b>Seller</b>	\$ 1,695,000	\$ 1,597,000	\$ 1,580,000	5/24/16
Rose Quartz	60	3	3.5	4,737	<b>Seller</b>	\$ 2,695,000	\$ 2,195,000	\$ 1,950,000	6/1/16
Rose Quartz	25-27	4	5.5	5,742	<b>Seller &amp; Buyer</b>	\$ 2,995,000	\$ 2,295,000	\$ 2,025,000	1/27/16
Rose Quartz	47	4	5	4,105		\$ 2,450,000	\$ 2,450,000	\$ 2,375,000	9/8/16
Rose Quartz	36	5	5.5	5,429		\$ 4,995,000	\$ 4,875,000	\$ 4,120,000	7/28/16
Saguaro Forest	134	5	4.5	8,162	<b>Seller &amp; Buyer</b>	\$ 1,995,000	\$ 1,995,000	\$ 1,790,000	6/30/16
Saguaro Forest	27	4	4.5	5,567		\$ 2,495,000	\$ 1,950,000	\$ 1,800,000	4/22/16
Saguaro Forest	225	4	4.5	4,470		\$ 2,100,000	\$ 2,100,000	\$ 2,050,000	4/4/16
Saguaro Forest	124	3	3.5	4,266		\$ 2,495,000	\$ 2,495,000	\$ 2,350,000	3/1/16
Saguaro Forest	256	4	4.5	4,073		\$ 2,495,000	\$ 2,495,000	\$ 2,375,000	5/6/16
Saguaro Forest	106	4	4.5	4,600		\$ 2,675,000	\$ 2,675,000	\$ 2,395,000	5/16/16
Saguaro Forest	77	4	4.5	5,699	<b>Seller</b>	\$ 2,695,000	\$ 2,695,000	\$ 2,625,000	3/11/16
Saguaro Forest	302	4	5.0	5,641		\$ 3,195,000	\$ 3,195,000	\$ 2,955,250	3/1/16
Saguaro Forest	81	4	4.5	6,300		\$ 3,995,000	\$ 3,695,000	\$ 3,450,000	4/15/16
Saguaro Forest	140	5	7	7,200	<b>Seller</b>	\$ 4,750,000	\$ 4,450,000	\$ 4,050,000	7/6/16
Saguaro Forest	235	5	7.5	8,460		\$ 8,375,000	\$ 8,375,000	\$ 7,700,000	9/2/16
Sonoran Cottg. Encl.	41	2	2.5	2,086		\$ 649,000	\$ 619,000	\$ 565,000	4/11/16
Sonoran Ridge	21	3	3.5	2,288	<b>Buyer</b>	\$ 910,000	\$ 910,000	\$ 850,000	6/30/16
Sunrise	312	3	2.5	3,361		\$ 1,249,000	\$ 749,900	\$ 700,000	3/3/16
Sunrise	272	3	3.5	3,800		\$ 999,000	\$ 899,000	\$ 875,000	8/9/16
Sunrise	210	5	6.5	8,383		\$ 950,000	\$ 950,000	\$ 950,000	7/28/16
Sunrise	331	4	4.5	4,193	<b>Seller</b>	\$ 1,249,000	\$ 995,000	\$ 960,000	1/27/16
Sunrise	305	4	4	4,420		\$ 1,395,000	\$ 1,195,000	\$ 1,000,000	8/22/16
Sunrise	288	3	3.5	3,172		\$ 1,249,000	\$ 1,249,000	\$ 1,200,000	1/25/16
Sunrise	252	3	4.0	3,885		\$ 1,299,000	\$ 1,279,000	\$ 1,225,000	4/13/16
Sunrise	279	4	4.5	5,000	<b>Seller</b>	\$ 1,395,000	\$ 1,395,000	\$ 1,370,000	5/13/16
Sunrise	217	4	4.5	6,300	<b>Seller</b>	\$ 1,895,000	\$ 1,695,000	\$ 1,550,000	3/21/16
Sunset Canyon	32	5	5.5	4,569	<b>Seller</b>	\$ 1,995,000	\$ 1,795,000	\$ 1,650,000	8/11/16
Sunset Canyon	3	5	5.5	5,473		\$ 1,190,000	\$ 1,995,000	\$ 1,700,000	3/7/16
Sunset Canyon	66	4	4.5	5,868		\$ 3,495,000	\$ 3,495,000	\$ 3,200,000	6/28/16
Turquoise Ridge	1	4	3.5	3,605		\$ 1,395,000	\$ 1,395,000	\$ 1,250,000	6/15/16

# LOTS

A SUMMARY OF THE SALES ACTIVITY INSIDE DESERT MOUNTAIN  
FROM JANUARY 1, 2016 – SEPTEMBER 30, 2016

## Lots Sold By Village



VILLAGE	LOT	BLD. ENV.	SQ. FT.	REPRESENTED	ORIGINAL PRICE	LIST PRICE	SOLD PRICE	CLOSE DATE
Arrowhead	71	23,200	33,772		\$ 169,000	\$ 100,000	\$ 81,500	7/27/16
Arrowhead	8	18,700	34,010		\$ 139,900	\$ 129,900	\$ 110,000	7/22/16
Cintarosa	341	25,120	530,810		\$ 995,000	\$ 499,000	\$ 400,000	7/17/16
Eagle Feather	388	20,212	42,787	Seller & Buyer	\$ 57,000	\$ 57,000	\$ 53,000	9/29/16
Eagle Feather	361	22,902	39,845		\$ 99,000	\$ 67,000	\$ 56,000	6/20/16
Eagle Feather	372	23,175	42,050	Seller & Buyer	\$ 85,000	\$ 89,000	\$ 85,000	3/1/16
Eagle Feather	431	21,761	44,418		\$ 149,000	\$ 124,900	\$ 112,000	5/16/16
Eagle Feather	345	20,819	41,385		\$ 145,000	\$ 145,000	\$ 120,000	9/19/16
Eagle Feather	356	20,100	46,921	Seller	\$ 190,000	\$ 150,000	\$ 130,000	5/16/16
Eagle Feather	397	23,447	54,642		\$ 199,000	\$ 149,500	\$ 135,000	3/2/16
Eagle Feather	351	22,059	67,989		\$ 159,000	\$ 159,000	\$ 145,000	1/11/16
Eagle Feather	445	20,336	40,200		\$ 169,000	\$ 169,000	\$ 150,000	2/5/16
Gambel Quail	102	23,411	47,196		\$ 149,900	\$ 97,800	\$ 90,000	6/2/16
Gambel Quail	108	20,286	44,848		\$ 159,000	\$ 115,000	\$ 104,000	2/12/16
Gambel Quail	67	20,583	40,018		\$ 145,000	\$ 145,000	\$ 125,000	6/14/16
Gambel Quail	121	20,087	44,864	Seller & Buyer	\$ 130,000	\$ 130,000	\$ 130,000	8/19/16
Gambel Quail	137	20,634	41,576		\$ 179,000	\$ 179,000	\$ 155,000	8/10/16
Gmb. Quail Preserve	228	21,057	49,952		\$ 120,000	\$ 120,000	\$ 111,000	9/20/16
Grey Fox	169	15,190	30,503		\$ 275,000	\$ 180,000	\$ 117,500	8/8/16
Grey Fox	161	14,570	26,385		\$ 139,500	\$ 139,500	\$ 125,000	3/23/16
Grey Fox	32	23,221	12,400		\$ 165,000	\$ 165,000	\$ 125,000	8/1/16
Grey Fox	87	12,478	21,850		\$ 197,500	\$ 197,500	\$ 157,500	3/15/16
Grey Fox	41	21,778	33,629		\$ 300,000	\$ 300,000	\$ 270,000	5/2/16
Grey Fox	26	17,283	40,333		\$ 229,000	\$ 369,000	\$ 352,000	2/1/16
Lone Mountain II	89	28,760	96,202		\$ 395,000	\$ 299,000	\$ 275,000	2/17/16
Mountain Skyline	73	21,914	43,887		\$ 265,000	\$ 195,000	\$ 135,000	6/30/16
Mountain Skyline	17	25,863	41,164		\$ 200,000	\$ 159,000	\$ 145,000	6/17/16
Mountain Skyline	90	21,726	37,267		\$ 575,000	\$ 575,000	\$ 500,000	4/18/16
Rose Quartz	83	12,060	18,776		\$ 185,000	\$ 160,000	\$ 143,000	3/23/16
Saguaro Forest	156	19,665	43,646		\$ 445,000	\$ 419,000	\$ 400,000	7/29/16
Saguaro Forest	334	24,174	151,650	Buyer	\$ 575,000	\$ 575,000	\$ 495,000	5/25/16
Saguaro Forest	50	18,371	73,214		\$ 850,000	\$ 599,000	\$ 500,000	8/24/16
Saguaro Forest	112	16,920	36,236		\$ 565,000	\$ 565,000	\$ 535,000	1/19/16
Saguaro Forest	248	19,228	126,155		\$ 1,395,000	\$ 1,395,000	\$ 999,750	9/27/16
Sunrise	214	20,808	44,542		\$ 169,000	\$ 145,000	\$ 135,000	6/8/16
Sunrise	247	19,204	43,863		\$ 315,000	\$ 274,500	\$ 265,000	4/29/16
Turquoise Ridge	44	19,375	36,383		\$ 199,500	\$ 199,500	\$ 185,000	6/30/16



BERKSHIRE HATHAWAY  
HomeServices  
LUXURY  
*Collection*

Arizona Properties



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