



## REAL ESTATE UPDATE — INSIDE DESERT MOUNTAIN

## NOVEMBER 2015

HOMES	YTD SALES		LISTINGS		HOMESITES	YTD SALES		LISTINGS	
	2015	2014	2015	2014		2015	2014	2015	2014
\$1M & Under	36	43	32	20	\$250K & Under	37	35	53	57
\$1M+ - \$1.5M	31	26	33	40	\$250K+ - \$500K	18	6	32	43
\$1.5M+ - \$2M	20	19	32	29	\$500K+ - \$750K	4	3	14	18
\$2M+ - \$3M	12	15	27	30	\$750K - \$1M	1	1	15	25
Above \$3M	7	3	32	37	Above \$1M	3	1	11	9
<b>Total</b>	<b>106</b>	<b>106</b>	<b>156</b>	<b>156</b>	<b>Total</b>	<b>63</b>	<b>46</b>	<b>125</b>	<b>152</b>

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 - NOVEMBER 2015

VILLAGE	LOT	MEMBERSHIP	LIST PRICE	SALE PRICE	SQ FT	CLOSE DATE
Apache Peak	16	None	\$1,150,000	\$1,034,250	4,578	11/18/2015
Apache Peak	146	None	\$2,495,000		5,963	Pending
Apache Peak – Represent Seller	159	None	\$2,350,000		4,445	UCB
Arrowhead	10	None	\$1,450,000		4,100	Pending
Arrowhead – Represent Buyer	26	None	\$1,295,000		5,157	Pending
Chiricahua Villa	218	None	\$1,610,000	\$1,595,000	3,747	11/22/2015
Cintarosa	328	None	\$1,694,126		2,873	UCB
Cochise Ridge	10	None	\$794,500		2,577	Pending
Cochise Ridge	14	None	\$749,000		2,922	UCB
Cochise Ridge – Rep. Seller & Buyer	29	None	\$1,350,000	\$1,200,000	3,837	11/25/2015
Cochise Ridge – Represent Seller	107	None	\$897,000		3,065	UCB
Desert Fairway	2	None	\$925,000		3,824	Pending
Desert Fairways	11	None	\$975,000		4,188	Pending
Desert Fairways – Represent Seller	22	None	\$693,000	\$650,000	2,576	11/24/2015
Gambel Quail	115	None	\$1,750,000	\$1,500,000	5,336	11/20/2015
Gambel Quail P – Represent Seller	223	None	\$1,575,000		4,733	Pending
Gambel Quail Preserve	255	None	\$2,275,000		5,634	UCB
Grey Fox	85	None	\$1,095,000	\$1,015,000	4,481	11/20/2015
Grey Fox	111	None	\$1,290,000		4,954	Pending
Lone Mountain II – Rep. Buyer	55	None	\$2,395,000		5,529	UCB
Mountain Skyline	23	None	\$1,125,000		3,525	Pending
Mountain Skyline	91	None	\$1,595,000		5,987	Pending
Rose Quartz	1	None	\$1,675,000		4,163	UCB
Rose Quartz – Rep. Seller & Buyer	25-27	None	\$2,295,000		5,742	UCB
Rose Quartz	67	None	\$995,000	\$965,000	4,438	11/16/2015
Rose Quartz	92	None	\$925,000	\$905,000	3,000	11/24/2015
Saguaro Forest – Represent Seller	77	None	\$2,695,000		5,699	UCB
Sonoran Cottage Enclave	42	None	\$619,000	\$525,000	2,086	11/30/2015

## DESERT MOUNTAIN SALES ACTIVITY – HOMES (CON'T) - NOVEMBER 2015

VILLAGE	LOT	MEMBERSHIP	LIST PRICE	SALE PRICE	SQ FT	CLOSE DATE
Sonoran Cottage Enclave	48	None	\$639,000		1,836	Pending
Turquoise Ridge	9	None	\$1,250,000		4,154	UCB
Sunrise	305	None	\$1,395,000		4,420	Pending

## DESERT MOUNTAIN SALES ACTIVITY – LOTS - NOVEMBER 2015

VILLAGE	LOT	MEMBERSHIP	LIST PRICE	SALE PRICE	SQ FT	CLOSE DATE
Arrowhead	61	None	\$180,000	\$150,000	26,571	11/19/2015
Eagle Feather	367	None	\$139,000		39,204	UCB
Gambel Quail Preserve	254	None	\$290,000	\$227,500	40,489	11/24/2015
Gambel Quail Preserve	256	None	\$269,000	\$264,000	36,000	11/25/2015
Grey Fox	26	None	\$369,000		40,333	UCB
Mountain Skyline	26	None	\$209,000	\$189,000	34,162	11/17/2015
Mountain Skyline – Rep. Seller	29	None	\$149,000	\$135,525	51,254	11/20/2015
Mountain Skyline	73	None	\$195,000		43,995	UCB
Rose Quartz	42	None	\$239,000		26,136	UCB
Saguaro Forest	105	None	\$700,000	\$520,000	47,359	11/30/2015
Saguaro Forest	182	None	\$599,000		67,082	UCB
Sunrise	244	None	\$179,000	\$135,000	43,560	11/25/2015

## 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 - NOVEMBER 2015

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



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\* UCB  
- Under Contract with Backups

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