



REAL ESTATE UPDATE
JANUARY 2017

HOMES	—YTD SALES—		—LISTINGS—		HOMESITES	—YTD SALES—		—LISTINGS—	
	2017	2016	2017	2016		2017	2016	2017	2016
\$1M & Under	7	3	40	46	\$250K & Under	3	1	41	53
\$1M+ to \$1.5M	1	3	34	35	\$250K+ to \$500K	3	0	40	32
\$1.5M+ to \$2M	2	3	36	37	\$500K+ to \$750K	0	1	16	17
\$2M+ to \$3M	1	1	36	33	\$750K+ to \$1M	0	0	14	14
Above \$3M	0	0	39	34	Above \$1M	0	0	9	11
Total	11	10	185	185	Total	6	2	120	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**

JANUARY 2017

VILLAGE	LOT	BEDS/BATHS	LIST PRICE	SALE PRICE	SQ.FT.	CLOSE DATE
Apache Peak	148	4/5	\$2,495,000	—	5,150	UCB
Chiricahua Villa	219	3/3.5	\$1,695,000	—	3,547	Pending
Cochise Ridge – Represent Seller	26	3/3.5	\$1,295,000	—	2,900	UCB
Cochise Ridge – Represent Buyer	26	3/3.5	\$1,295,000	—	2,900	UCB
Cochise Ridge	103	2/2.5	\$695,000	\$650,000	2,576	1/31/2017
Desert Horizons	11	4/4.5	\$1,195,000	—	3,900	Pending
Desert Horizons	45	3/3.5	\$998,000	—	3,596	UCB
Desert Greens – Represent Seller	49	3/3.5	\$995,000	\$922,500	2,990	1/3/2017
Desert Greens – Represent Buyer	49	3/3.5	\$995,000	\$922,500	2,990	1/3/2017
Gambel Quail	107	4/5.5	\$1,450,000	—	5,496	UCB
Gambel Quail	189	5/5	\$999,900	—	4,313	UCB
Gambel Quail Preserve	230	3/3.5	\$2,195,000	—	4,547	UCB
Grey Fox	1	4/4.5	\$1,975,000	\$1,975,000	4,850	1/5/2017
Grey Fox	28	4/4	\$995,000	\$950,000	3,412	1/31/2017
Hacienda	2	3/3.5	\$609,500	—	2,544	Pending
Lookout Ridge	4	3/3.5	\$1,195,000	\$1,100,000	3,125	1/19/2017
Mountain Skyline	18	4/4.5	\$2,495,000	—	5,148	UCB
Painted Sky	27	5/5.5	\$3,299,000	—	7,044	UCB
Saguaro Forest – Represent Seller	150	5/5.5	\$2,695,000	—	5,445	UCB
Saguaro Forest	200	5/6.5	\$4,300,000	—	8,178	UCB
Saguaro Forest	296	4/4.5	\$2,449,000	\$2,225,000	5,386	1/11/2017
Sonoran Cottage	3	3/3	\$695,000	\$625,000	2,292	1/4/2017
Sonoran Ridge	16	3/3	\$890,000	\$860,000	2,288	1/16/2017
Sonoran Ridge	30	3/3.5	\$799,000	\$720,000	2,288	1/20/2017
Sonoran Ridge	34	2/2.5	\$649,000	\$625,000	2,045	1/27/2017
Sunrise	259	3/3.5	\$1,775,000	\$1,700,000	4,559	1/27/2017
Sunrise	333	4/4.5	\$1,695,000	—	4,145	UCB
Turquoise Ridge	40	4/4	\$999,000	—	3,800	UCB

DESERT MOUNTAIN SALES ACTIVITY: **HOMESITES**

JANUARY 2017

VILLAGE	LOT	BLDG. ENV.	LIST PRICE	SALE PRICE	SQ.FT.	CLOSE DATE
Apache Peak	95	22,207	\$549,000	—	56,888	UCB
Apache Peak	137	23,154	\$210,000	—	41,356	Pending
Cintarosa	344	24,174	\$375,000	\$355,000	100,545	1/6/2017
Eagle Feather	376	22,530	\$145,000	\$130,000	38,468	1/5/2017
Gambel Quail	45	21,000	\$157,500	\$157,500	41,874	1/24/2017
Grey Fox	34	17,050	\$325,000	—	27,643	UCB
Lone Mountain	46	42,567	\$349,000	\$317,500	251,82	1/12/2017
Mountain Skyline – Represent Buyer	45	20,746	\$299,000	\$284,000	34,636	1/31/2017
Saguaro Forest	40	20,833	\$1,295,000	—	40,323	UCB
Saguaro Forest	132	20,932	\$649,000	—	40,095	Pending
Sunrise	253	20,040	\$227,500	\$200,000	50,111	1/16/2017

CAREFREE RANCH ACTIVITY: **HOMES & HOMESITES** JANUARY 2017

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	26	3 3.5 2,900	\$1,295,000
Saguaro Forest	103	5 4.5 5,906	\$2,975,000
Lost Star	9	4 5.5 7,361	\$2,995,000
Rose Quartz	48 & 49	6 8.5 8,700	\$3,925,000

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