

THE POWER OF

YOUR DESERT MOUNTAIN EXPERTS

## REAL ESTATE UPDATE — INSIDE DESERT MOUNTAIN

January 2016

HOMES	YTD SALES		LISTINGS		HOMESITES	YTD SALES		LISTINGS	
	2015	2016	2015	2016		2015	2016	2015	2016
\$1M & Under	2	3	24	46	\$250K & Under	3	1	61	53
\$1M+ - \$1.5M	2	3	46	35	\$250K+ - \$500K	1	0	39	32
\$1.5M+ - \$2M	1	3	31	37	\$500K+ - \$750K	0	1	15	17
\$2M+ - \$3M	2	1	28	33	\$750K - \$1M	0	0	24	14
Above \$3M	2	0	35	34	Above \$1M	0	0	10	11
<b>Total</b>	<b>9</b>	<b>10</b>	<b>164</b>	<b>185</b>	<b>Total</b>	<b>4</b>	<b>2</b>	<b>149</b>	<b>127</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 – JANUARY 2016

VILLAGE	LOT	MEMBERSHIP	LIST PRICE	SALE PRICE	SQ FT	CLOSE DATE
Apache Peak	146	None	\$2,495,000		5,963	Pending
Arrowhead	10	None	\$1,450,000		4,100	Pending
Arrowhead – Represent Buyer	26	None	\$1,295,000	\$1,075,000	5,157	1/15/2016
Chiricahua Villa	225	None	\$2,100,000		4,470	UCB
Cintarosa	328	None	\$1,694,126		2,873	Pending
Cochise Ridge – Represent Seller	107	None	\$897,000		3,065	Pending
Desert Fairways	2	None	\$925,000	\$905,000	3,824	1/21/2016
Desert Hills	46	None	\$800,000	\$790,000	3,901	1/12/2016
Eagle Feather	346	None	\$1,025,000		4,746	UCB
Gambel Quail	76	None	\$1,575,000		4,150	UCB
Gambel Quail Preserve	255	None	\$2,275,000	\$1,975,000	5,634	1/6/2016
Grey Fox	92/93	None	\$1,295,000		4,173	UCB
Lone Mountain II – Rep. Buyer	55	None	\$2,395,000		5,529	Pending
Mountain Skyline	91	None	\$1,595,000	\$1,450,000	5,987	1/15/2016
Rose Quartz	1	None	\$1,675,000	\$1,537,000	4,163	1/10/2016
Rose Quartz – Rep. Seller & Buyer	25-27	None	\$2,295,000	\$2,025,000	5,742	1/27/2016
Saguaro Forest – Represent Seller	77	None	\$2,695,000		5,699	UCB
Saguaro Forest	124	None	\$2,495,000	4,266		UCB
Saguaro Forest	302	None	\$3,195,000		5,641	Pending
Sunrise	288	None	\$1,249,000	\$1,200,000	3,172	1/25/2016
Sunrise	312	None	\$749,000		3,361	UCB
Sunrise – Represented Seller	331	None	\$995,000	\$960,000	4,193	1/27/2016
Sunset Canyon	3	None	\$1,995,000		5,963	Pending

## DESERT MOUNTAIN SALES ACTIVITY – LOTS – JANUARY 2016

VILLAGE	LOT	MEMBERSHIP	LIST PRICE	SALE PRICE	SQ FT	CLOSE DATE
Eagle Feather	351	None	\$159,000	\$145,000	67,989	1/11/2016
Eagle Feather	367	None	\$139,000		39,204	Pending
Eagle Feather	445	None	\$169,000		40,075	UCB
Gambel Quail	108	None	\$115,000		44,848	Pending
Grey Fox	26	None	\$369,000		40,333	Pending
Grey Fox	161	None	\$139,500		26,571	UCB
Mountain Skyline	73	None	\$195,000		43,995	Pending
Saguaro Forest	112	None	\$565,000	\$535,000	36,236	1/19/2016

## CAREFREE RANCH ACTIVITY HOMES & LOTS – JANUARY 2016

VILLAGE	LOT	MEMBERSHIP	LIST PRICE	SALE PRICE	SQ FT	STATUS
Highlands – Home	3	N/A	\$1,450,000		5,267	UCB
Homesteads – Lot	8B	N/A	\$799,000		544,500	Pending

## *CALL TO SEE THESE HOMES AT ATTRACTIVE NEW PRICES*

VILLAGE	LOT	ORIGINAL LIST PRICE	CURRENT LIST PRICE
Desert Hills	17	\$837,500	\$807,500
Sunrise	272	\$999,000	\$899,000
Desert Fairways	23	\$1,048,000	\$988,000
Desert Greens	46	\$1,195,000	\$975,000
Desert Greens	74	\$1,049,000	\$999,000
Desert Greens	49	\$1,095,000	\$1,049,000
Arrowhead	5	\$1,450,000	\$1,350,000
Gambel Quail Preserve	222	\$1,649,000	\$1,495,000
Gambel Quail	169	\$2,495,000	\$1,850,000
Sunset Canyon	32	\$1,995,000	\$1,895,000
Painted Sky	69	\$2,595,000	\$2,350,000
Lost Star	9	\$2,990,000	\$2,695,000
Carefree Ranch	18	\$3,999,000	\$3,795,000
Saguaro Forest	133	\$5,345,000	\$4,995,000
Lone Mountain II	69/70	\$6,450,000	\$5,495,000

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