



REAL ESTATE UPDATE
MARCH 2016

HOMES	—YTD SALES—		—LISTINGS—		HOMESITES	—YTD SALES—		—LISTINGS—	
	2015	2016	2015	2016		2015	2016	2015	2016
\$1M & Under	9	9	33	56	\$250K & Under	13	7	57	54
\$1M+ to \$1.5M	10	5	40	41	\$250K+ to \$500K	3	2	39	36
\$1.5M+ to \$2M	3	7	29	45	\$500K+ to \$750K	0	1	14	20
\$2M+ to \$3M	7	6	34	33	\$750K to \$1M	0	0	26	16
Above \$3M	3	0	30	37	Above \$1M	2	0	7	13
Total	32	27	166	212	Total	18	10	143	139

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**

MARCH 2016

VILLAGE	LOT	AGENT DOM	LIST PRICE	SALE PRICE	SQ.FT.	CLOSE DATE
Arrowhead	10	74	\$1,450,000	—	4,100	Pending
Cochise Ridge	90	41	\$725,000	—	3,325	UCB
Chiricahua Villa	225	55	\$2,100,000	—	4,470	Pending
Desert Fairways	29	30	\$950,000	—	3,806	Pending
Desert Greens	62	329	\$839,500	\$805,000	3,350	3/24/2016
Desert Hills	16	174	\$750,000	—	3,448	UCB
Desert Horizons	4	516	\$1,398,000	—	4,771	Pending
Desert Horizons	28	124	\$895,000	—	3,100	Pending
Eagle Feather	346	44	\$1,025,000	\$980,000	4,746	3/9/2016
Gambel Quail	76	41	\$1,575,000	\$1,570,000	4,150	3/4/2016
Gambel Quail – Represented Seller	169	44	\$1,850,000	—	4,810	Pending
Gambel Quail	193	167	\$995,000	\$950,000	3,530	3/4/2016
Gambel Quail Preserve	226	186	\$1,495,000	\$1,345,000	4,114	3/28/2016
Grey Fox	44	10	\$725,000	\$695,000	2,900	3/21/2016
Grey Fox	54	408	\$1,372,000	—	4,333	UCB
Grey Fox	92/93	31	\$1,295,000	\$1,175,000	4,173	3/17/2016
Grey Fox	115	176	\$1,195,000	—	4,893	Pending
Grey Fox – Represented Seller	156	28	\$1,695,000	\$1,580,000	4,070	3/21/2016
Grey Fox – Represented Buyer	156	28	\$1,695,000	\$1,580,000	4,070	3/21/2016
Painted Sky	13	38	\$929,000	—	3,600	Pending
Painted Sky	92	93	\$2,388,000	\$2,350,000	4,784	3/1/2016
Saguaro Forest – Rep. Seller	77	297	\$2,695,000	\$2,625,000	5,699	3/11/2016
Saguaro Forest	81	130	\$3,695,000	—	6,300	Pending
Saguaro Forest	106	45	\$2,675,000	—	4,600	UCB
Saguaro Forest	124	141	\$2,495,000	\$2,350,000	4,266	3/1/2016
Saguaro Forest	256	26	\$2,495,000	—	4,073	Pending
Saguaro Forest	302	20	\$3,195,000	\$2,955,250	5,641	3/1/2016
Sonoran Cottage Enclave	41	95	\$619,000	—	2,086	Pending

Sunrise – Represented Seller	217	406	\$1,695,000	\$1,550,000	6,300	3/21/2016
Sunrise	252	170	\$1,279,000	—	3,885	Pending
Sunrise – Represented Seller	272	540	\$899,000	—	3,800	UCB
Sunrise	312	2739	\$749,000	\$700,000	3,361	3/3/2016
Sunset Canyon	3	340	\$1,995,000	\$1,700,000	5,963	3/7/2016

DESERT MOUNTAIN SALES ACTIVITY: HOMESITES

MARCH 2016

VILLAGE	LOT	AGENT DOM	LIST PRICE	SALE PRICE	SQ.FT.	CLOSE DATE
Eagle Feather	367	1039	\$139,000	—	39,015	Pending
Eagle Feather – Rep. Seller & Buyer	372	377	\$89,000	\$85,000	42,050	3/1/2016
Eagle Feather	397	654	\$149,500	\$135,000	54,642	3/2/2016
Grey Fox	87	506	\$197,500	—	21,850	UCB
Grey Fox	41	59	\$300,000	—	33,541	UCB
Grey Fox	161	192	\$139,500	\$125,000	26,385	3/23/2016
Mountain Skyline	73	273	\$195,000	—	43,887	Pending
Mountain Skyline	90	199	\$575,000	—	39,204	UCB
Rose Quartz	83	366	\$160,000	\$143,000	18,776	3/23/2016
Sunrise	247	288	\$274,500	—	43,863	Pending

CAREFREE RANCH ACTIVITY: HOMES & LOTS

MARCH 2016

VILLAGE	LOT	MEMBERSHIP	LIST PRICE	SALE PRICE	SQ.FT.	CLOSE DATE
No Activity						

CALL TO SEE THESE NEW LISTINGS HOMES As of March 1, 2016

VILLAGE	LOT	BEDS BATHS SF(HOMES) OR BE SF(LOTS)	CURRENT LIST PRICE
Sonoran Cottage	17	2 2.5 2,086	\$596,000
Turquoise Ridge	42	3 3 2,716	\$845,000
Sunrise	242	3 3 4,226	\$1,395,000
Saguaro Forest	86	4 4.5 6,005	\$3,495,000
Saguaro Forest	234	5 5.5 6,033	\$6,950,000

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