

DESERT MOUNTAIN COMMUNITY SALES AT-A-GLANCE

HOMES

STATISTICAL MARKET ANALYSIS OF SOLD HOMES

From January 1 - March 31, 2018

SALES	STATS	2018	2017	+/- CHANGE
45	Lowest Price	\$ 575,000	\$ 609,500	- 5.7% decrease from previous year
	Highest Price	\$ 3,700,000	\$ 2,900,000	27.6% increase from previous year
	Average Price	\$ 1,562,050	\$ 1,384,016	12.9% increase from previous year
	Median Price	\$ 1,365,000	\$ 1,100,000	24.1% increase from previous year

SALES BY PRICE BRACKET

HOMES	2018	2017	2016
Under 1 million	13	15	9
1+ - 1.5 mil	12	3	5
1.5+ - 2 mil	9	6	7
2+ - 3 mil	8	7	6
Over 3 mil	3	0	0
Total Units	45	31	27
Total \$ Volume	75.8 MM	42.9 MM	40.0 MM

INVENTORY FOR SALE AS OF MARCH 31, 2018

HOMES	2018	2017	2016
Under 1 million	50	40	56
1+ - 1.5 mil	38	31	41
1.5+ - 2 mil	37	36	45
2+ - 3 mil	40	43	33
Over 3 mil	32	37	37
Total Units	197	187	212
Total \$ Volume	424.7 MM	436.1 MM	445.1 MM

STATISTICAL MARKET ANALYSIS OF SOLD LOTS

From January 1 - March 31, 2018

SALES	STATS	2018	2017	+/- CHANGE
10	Lowest Price	\$ 50,000	\$ 52,000	- 3.8% decrease from previous year
	Highest Price	\$ 700,000	\$ 574,000	22.0% increase from previous year
	Average Price	\$ 256,556	\$ 287,250	- 10.7% decrease from previous year
	Median Price	\$ 195,000	\$ 278,250	- 29.9% decrease from previous year

SALES BY PRICE BRACKET

LOTS	2018	2017	2016
Under 250k	10	4	8
250k+ - 500k	5	4	2
500k+ - 750k	1	2	1
750k+ - 1 mil	0	0	0
Over 1 mil	0	0	0
Total Units	16	10	11
Total \$ Volume	4.5 MM	2.9 MM	2.2 MM

INVENTORY FOR SALE AS OF MARCH 31, 2017

LOTS	2018	2017	2016
Under 250k	41	43	54
250k+ - 500k	35	42	36
500k+ - 750k	8	12	20
750k+ - 1 mil	13	15	16
Over 1 mil	3	8	13
Total Units	100	120	139
Total \$ Volume	41.6 MM	55.0 MM	68.6 MM



37700 North Desert Mountain Parkway, Scottsdale, Arizona 85262 | 602.708.7300

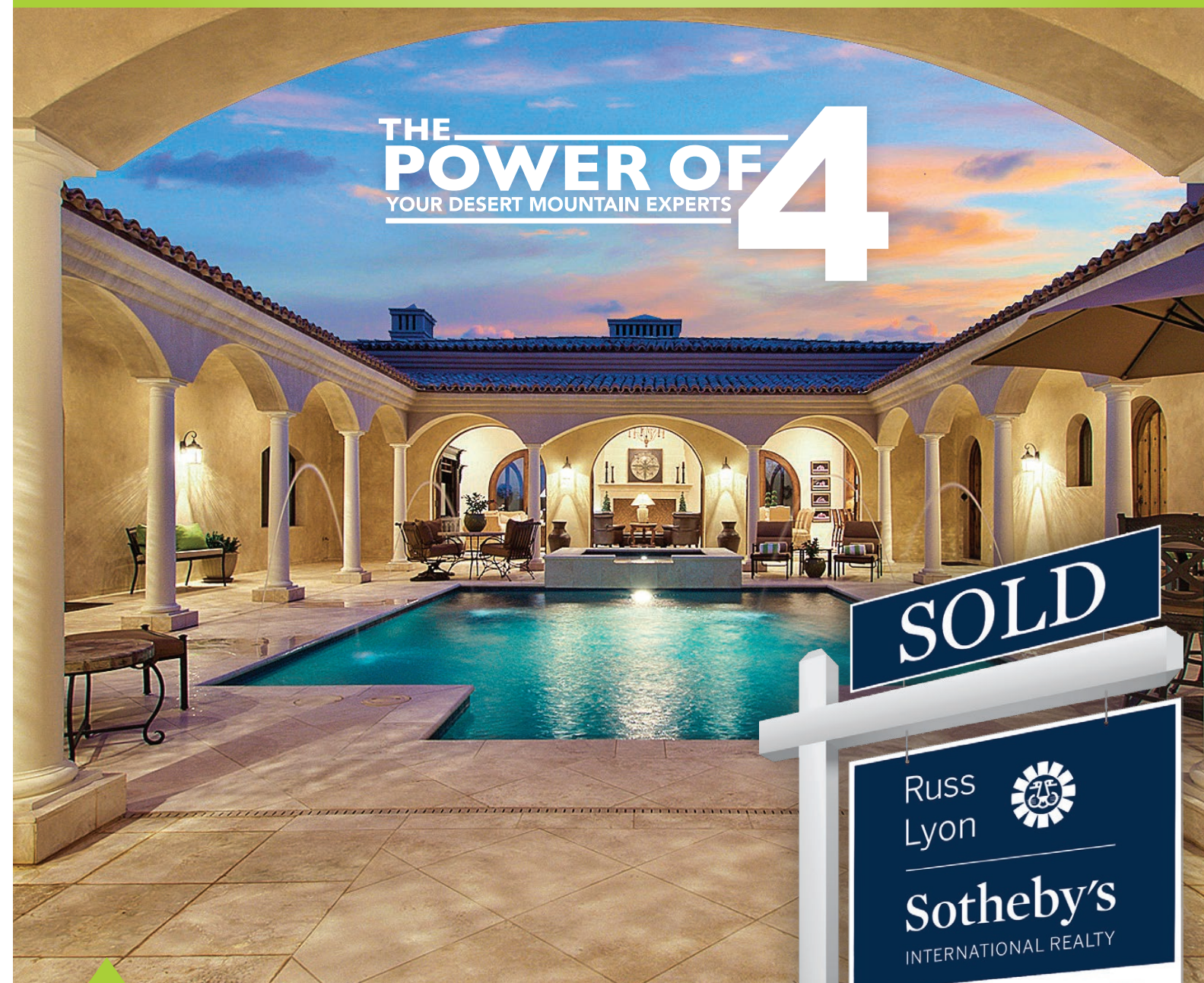
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DESERT 2018 MOUNTAIN 1st QUARTER SALES REPORT

PRESENTED BY YOUR DESERT MOUNTAIN EXPERTS



SOLD BY THE POWER OF 4

Apache Peak 58

4 bedrooms, 4.5 baths, 4,788 sq. ft. \$2,300,000

Power of 4 represented both seller and buyer!

SOLD

Russ Lyon

Sotheby's
INTERNATIONAL REALTY

THE POWER OF 4
YOUR DESERT MOUNTAIN EXPERTS

Each Office is Independently Owned And Operated

DesertMountainPowerOf4.com

HOMES

A SUMMARY OF THE SALES ACTIVITY INSIDE DESERT MOUNTAIN
FROM JANUARY 1, 2018 – MARCH 31, 2018



Homes Sold By Village

VILLAGE	LOT	BED	BATH	SQ. FT.	REPRESENTED	ORIGINAL PRICE	LIST PRICE	SOLD PRICE	CLOSE DATE
Apache Peak	13	5	5.5	6,147	Buyer	\$ 1,799,000	\$ 1,499,000	\$ 1,365,000	3/26/18
Apache Peak	116	4	4.5	5,366		\$ 2,250,000	\$ 1,785,000	\$ 1,687,500	1/29/18
Apache Peak	58	4	4.5	4,788	Seller and Buyer	\$ 2,750,000	\$ 2,499,000	\$ 2,300,000	3/16/18
Arrowhead	61	4	4.5	4,470	Buyer	\$ 1,695,000	\$ 1,775,000	\$ 1,670,000	3/20/18
Chiricahua Villa 221	221	4	4.5	4,250	Seller	\$ 2,250,000	\$ 2,250,000	\$ 2,100,000	3/29/18
Cochise Ridge	3	2	3	2,577		\$ 649,000	\$ 649,000	\$ 610,000	1/26/18
Cochise Ridge	61	3	3.5	2,915		\$ 895,900	\$ 895,900	\$ 895,000	1/25/18
Desert Fairways	4	4	4.5	4,166		\$ 1,199,000	\$ 1,199,000	\$ 1,175,000	1/23/18
Desert Greens	66	4	4.5	3,664	Seller	\$ 975,000	\$ 915,000	\$ 885,000	3/19/18
Desert Hills	23	4	4.5	3,901		\$ 1,095,000	\$ 870,000	\$ 850,000	1/18/18
Desert Horizons	47	4	4.5	4,050		\$ 1,550,000	\$ 1,450,000	\$ 1,300,000	1/16/18
Eagle Feather	372	4	4.5	3,550	Seller	\$ 1,195,000	\$ 1,149,000	\$ 1,100,000	1/4/18
Eagle Feather	457	3	3.5	4,349		\$ 1,425,000	\$ 1,425,000	\$ 1,375,000	2/28/18
Gambel Quail	189	5	5	4,313		\$ 999,900	\$ 950,000	\$ 875,000	2/21/18
Gambel Quail	67	5	4.5	4,540		\$ 1,700,000	\$ 1,775,000	\$ 1,615,996	3/15/18
Gambel Quail	48	4	6	6,128		\$ 1,950,000	\$ 1,950,000	\$ 1,875,000	1/29/18
Gambel Q. Preserve	259	4	5	6,294		\$ 4,495,000	\$ 4,495,000	\$ 3,700,000	1/18/18
Grey Fox	129	3	3.5	3,224		\$ 1,000,000	\$ 725,000	\$ 650,000	1/16/18
Grey Fox	96	4	4.5	5,553		\$ 1,200,000	\$ 1,200,000	\$ 1,150,000	3/29/18
Grey Fox	12	3	3.5	5,011		\$ 1,899,000	\$ 1,599,900	\$ 1,535,000	1/31/18
Grey Fox	76	4	4.5	4,380	Seller	\$ 1,899,000	\$ 1,899,000	\$ 1,875,000	1/22/18
Hacienda	18	3	3.5	2,901		\$ 825,000	\$ 825,000	\$ 800,000	2/28/18
Lone Mountain II	82	5	6	8,106		\$ 3,600,000	\$ 3,600,000	\$ 3,200,000	3/30/18
Lookout Ridge	44	3	3.5	3,067		\$ 1,395,000	\$ 1,199,000	\$ 1,105,000	3/5/18
Lost Star	31	4	4.5	5,150		\$ 3,200,000	\$ 3,200,000	\$ 3,100,000	1/11/18
Mountain Skyline	92	4	4.5	5,024	Seller and Buyer	\$ 1,595,000	\$ 1,195,000	\$ 1,150,000	3/7/18
Mountain Skyline	20	4	5	4,770		\$ 1,295,000	\$ 1,295,000	\$ 1,200,000	3/26/18
Mountain Skyline	67	5	4.5	4,737		\$ 1,895,000	\$ 1,895,000	\$ 1,750,000	1/2/18
Painted Sky 77	77	3	2.75	4,268		\$ 1,995,000	\$ 1,995,000	\$ 1,995,000	3/29/18
Rose Quartz	93	4	4.5	4,800		\$ 1,350,000	\$ 1,249,000	\$ 1,190,000	3/15/18
Rose Quartz	88	4	5	4,390		\$ 1,495,000	\$ 1,495,000	\$ 1,426,250	2/23/18
Saguaro Forest	99	3	4.5	5,000	Seller and Buyer	\$ 2,350,000	\$ 1,995,000	\$ 1,900,000	1/12/18
Saguaro Forest	108	5	4.5	5,533		\$ 2,475,000	\$ 2,475,000	\$ 2,250,000	3/30/18
Saguaro Forest	129	5	6.5	5,986		\$ 2,695,000	\$ 2,495,000	\$ 2,250,000	2/22/18

Homes Sold By Village



VILLAGE	LOT	BED	BATH	SQ. FT.	REPRESENTED	ORIGINAL PRICE	LIST PRICE	SOLD PRICE	CLOSE DATE
Saguaro Forest	131	4	5.5	6,249	Seller	\$ 2,895,000	\$ 2,895,000	\$ 2,500,000	3/2/18
Saguaro Forest	189	5	5.5	5,000	Seller	\$ 2,988,000	\$ 2,998,000	\$ 2,860,000	1/22/18
Saguaro Forest	201	4	4.5	6,979	Buyer	\$ 3,495,000	\$ 3,395,000	\$ 2,900,000	3/23/18
Sonoran Cottage	5	3	2.5	2,292		\$ 765,000	\$ 765,000	\$ 765,000	1/17/18
Sonoran Ridge	11	2	2.5	2,316		\$ 655,000	\$ 655,000	\$ 575,000	1/3/18
Sonoran Ridge	13	3	3.5	2,490	Buyer	\$ 1,050,000	\$ 799,000	\$ 750,000	1/29/18
Sonoran Ridge	30	3	3.5	2,489		\$ 925,000	\$ 925,000	\$ 920,000	2/22/18
Sonoran Ridge	14	3	3.5	2,526		\$ 999,000	\$ 999,000	\$ 960,000	1/22/18
Sunrise	281	3	3.5	3,267	Seller and Buyer	\$ 875,000	\$ 875,000	\$ 857,500	3/7/18
Sunrise	278	3	4	4,244	Seller	\$ 1,195,000	\$ 1,195,000	\$ 1,075,000	3/16/18
Sunset Canyon	28	4	3.75	6,082	Seller	\$ 2,400,000	\$ 2,400,000	\$ 2,225,000	1/4/18

LOTS

A SUMMARY OF THE SALES ACTIVITY INSIDE DESERT MOUNTAIN
FROM JANUARY 1, 2018 – MARCH 31, 2018



Lots Sold By Village

VILLAGE	LOT	BLD. ENV.	SQ. FT.	REPRESENTED	ORIGINAL PRICE	LIST PRICE	SOLD PRICE	CLOSE DATE
Arrowhead	25	26,100	46047		\$ 349,900	\$ 318,900	\$ 300,000	3/1/18
Eagle Feather	360	21,744	42261		\$ 74,950	\$ 74,950	\$ 50,000	2/9/18
Eagle Feather	446	21,439	39000		\$ 150,000	\$ 150,000	\$ 150,000	3/15/18
Gambel Quail	12	21,092	44238	Buyer	\$ 245,000	\$ 225,000	\$ 215,000	3/5/18
Gambel Quail	160	22,295	43111		\$ 487,000	\$ 487,000	\$ 487,000	2/20/18
Grey Fox	56	12,478	19275	Buyer	\$ 105,000	\$ 105,000	\$ 96,000	1/12/18
Grey Fox	114	17,825	38169		\$ 229,900	\$ 229,900	\$ 190,000	2/12/18
Lost Star	49	17,609	34872		\$ 399,999	\$ 399,999	\$ 265,000	3/16/18
Mountain Skyline	112	21,465	35947		\$ 95,000	\$ 95,000	\$ 88,000	1/3/18
Painted Sky	49	24,720	37600	Seller and Buyer	\$ 443,500	\$ 443,500	\$ 443,500	2/16/18
Rose Quartz	41	13,100	20484		\$ 159,000	\$ 159,000	\$ 144,900	3/5/18
Saguaro Forest	178	21,801	104778		\$ 995,000	\$ 525,000	\$ 485,000	1/22/18
Saguaro Forest	135	17,660	32135		\$ 795,000	\$ 795,000	\$ 700,000	2/20/18
Sunrise	322	20,320	38545		\$ 125,000	\$ 124,500	\$ 124,500	2/26/18
Sunrise	250	20,144	44122		\$ 179,000	\$ 179,000	\$ 166,000	1/22/18
Sunrise	287	20,320	40515		\$ 237,000	\$ 237,000	\$ 200,000	1/10/18

All information should be verified by the recipient and none is guaranteed as accurate.