

REAL ESTATE UPDATE — INSIDE DESERT MOUNTAIN

MARCH 2015

HOMES	YTD SALES 2015	SALES 2014	MAR LISTINGS 2015	LISTINGS 2014	HOMESITES	YTD SALES 2015	SALES 2014	MAR LISTINGS 2015	LISTINGS 2014
Under \$1M	12	9	33	33	Under \$.250K	13	10	57	44
\$1M+ - \$1.5M	7	7	40	30	\$.25K+ - \$.5K	3	3	39	44
\$1.5M+ - \$2M	3	5	29	24	\$.5K+ - \$.75K	0	0	14	31
\$2M+ - \$3M	7	5	34	38	\$.75K - \$1M	0	1	26	22
Above \$3M	3	1	30	33	Above \$1M	2	1	7	16
Total	32	27	166	158	Total	18	15	143	157

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. Information gathered from the Multiple Listing Service (MLS).

Desert Mountain Sales Activity—Homes—March 2015

VILLAGE	LOT	MEMBERSHIP	LIST PRICE	SALE PRICE	SQ FT	CLOSE DATE
Apache Peak – Represented Buyer	154	EGM	\$1,899,000		5585	UCB*
Apache Peak	34	None	\$2,075,000	\$1,960,000	4835	3/18/2015
Cochise Ridge	42	None	\$799,000		3046	Pending
Cochise Ridge	79	EGM	\$800,000		2680	Pending
Cochise Ridge – Represented Seller	69	None	\$1,199,000	\$1,100,000	3984	3/16/2015
Desert Fairways – Represented Seller	36	EGM	\$1,195,000		3900	Pending
Desert Greens	45	None	\$699,000	\$642,500	2576	3/16/2015
Desert Greens - Represented Buyer	47	None	\$840,000	\$775,000	3350	3/17/2015
Desert Greens– Represented Seller	65	None	\$995,000		3881	UCB*
Desert Hills	38	None	\$724,000		3150	UCB*
Gambel Quail	37	None	\$1,095,000	\$905,000	3928	3/30/2015
Gambel Quail	148	None	\$1,295,000	\$1,100,000	4244	3/23/2015
Gambel Quail	18	None	\$1,495,000		4145	UCB*
Gambel Quail - Represented Buyer	119	None	\$1,499,000	\$1,350,000	5011	3/26/2015
Grey Fox	143	None	\$1,450,000		7128	Pending
Grey Fox	98	None	\$1,895,000		4425	UCB*
Lookout Ridge– Represented Seller	26	None	\$1,250,000	\$1,200,000	2960	3/31/2015
Lookout Ridge	5	None	\$1,349,000		3067	UCB*
Mountain Skyline – Represented Both	49	None	\$2,595,000	\$2,378,000	7361	3/24/2015
Rose Quartz	51	None	\$2,650,000		4795	UCB*
Saguaro Forest– Represented Seller	92	None	\$1,850,000	\$1,550,000	5280	3/27/2015
Saguaro Forest	277	EGM	\$1,999,999		6902	Pending
Saguaro Forest	128	EGM	\$2,550,000	\$2,300,000	6170	3/25/2015
Saguaro Forest	290	EGM	\$2,995,000		7305	Pending

* UCB - Under Contract with Backups

Saguaro Forest– Represented Seller	80	None	\$3,075,000	\$2,800,000	5535	3/15/2015
Saguaro Forest	260	EGM	\$3,350,000		9300	Pending
Saguaro Forest	313	None	\$6,788,000		11800	UCB*
Saguaro Forest – Represented Buyer	243	None	\$7,295,000		6900	UCB*
Sonoran Cottage Enclave	29	None	\$645,000		2086	Pending
Sonoran Cottage Enclave	43	EGM	\$650,000	\$610,000	1836	3/17/2015
Sonoran Ridge	36	EGM	\$875,000	\$843,000	2490	3/12/2015
Sunrise	223	None	\$849,900	\$785,000	3891	3/31/2015
Sunrise	259	None	\$1,879,000		4559	Pending
Turquoise Ridge– Represented Seller	35	EGM	\$1,050,000		3457	UCB*

Desert Mountain Sales Activity—Homesites—March 2015

VILLAGE	LOT	MEMBERSHIP	LIST PRICE	SALE PRICE	ACREAGE	CLOSE DATE
Apache Peak	134	EGM	\$399,000		42608	UCB*
Eagle Feather	357	None	\$99,000		64412	UCB*
Eagle Feather	375	None	\$155,000		43208	Pending
Gambel Quail	3	None	\$99,000		37400	UCB*
Gambel Quail	103	None	\$179,000	\$165,000	44229	3/20/2015
Gambel Quail Preserve	237	None	\$195,000	\$135,000	37335	3/23/2015
Grey Fox	103	None	\$99,000		27187	UCB*
Grey Fox	123	None	\$140,000	\$125,000	31860	3/12/2015
Grey Fox	82	None	\$140,000	\$124,950	22988	3/23/2015
Lone Mountain II	51	None	\$350,000		50286	UCB*
Mountain Skyline	30	None	\$170,000	\$150,000	35275	3/26/2015
Saguaro Forest – Represented Seller	292	w/wout	\$750,000		186178	UCB*
Saguaro Forest – Represented Seller	257	None	\$385,000		48943	UCB*
Saguaro Forest Cintarosa	327	None	\$299,900		82582	UCB*
Saguaro Forest Cintarosa	332	EGM	\$570,000		181322	UCB*
Turquoise Ridge	54	None	\$185,000		27420	UCB*