



REAL ESTATE UPDATE
MARCH 2017

HOMES	—YTD SALES—		—LISTINGS—		HOMESITES	—YTD SALES—		—LISTINGS—	
	2017	2016	2017	2016		2017	2016	2017	2016
\$1M & Under	15	9	40	56	\$250K & Under	4	8	43	54
\$1M+ to \$1.5M	3	5	31	41	\$250K+ to \$500K	4	2	42	36
\$1.5M+ to \$2M	6	7	36	45	\$500K+ to \$750K	2	1	12	20
\$2M+ to \$3M	7	6	43	33	\$750K+ to \$1M	0	0	15	16
Above \$3M	0	0	37	37	Above \$1M	0	0	8	13
Total	31	27	187	212	Total	10	11	120	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 2017

VILLAGE	LOT	BEDS/BATHS	LIST PRICE	SALE PRICE	SQ.FT.	CLOSE DATE
Apache Cottage	29	3/3	\$695,000	—	2,296	UCB
Apache Cottage	30	3/3	\$775,000	—	2,393	UCB
Apache Peak	148	4/5	\$2,495,000	—	5,150	UCB
Arrowhead	19	3/3.5	\$895,000	—	3,505	Pending
Chiricahua Villa – Represent Buyer	228	4/4.5	\$1,895,000	\$1,895,000	4,262	3/14/2017
Cochise Ridge – Represent Seller	26	3/3.5	\$1,295,000	—	2,900	Pending
Cochise Ridge – Represent Buyer	26	3/3.5	\$1,295,000	—	2,900	Pending
Cochise Ridge	66	3/3	\$1,195,000	—	3,201	UCB
Desert Fairways	19	3/3.5	\$1,050,000	—	3,338	Pending
Desert Fairways – Represent Seller	23	3/3.5	\$848,000	—	3,300	Pending
Desert Greens – Represent Seller	68	3/3.5	\$1,099,000	—	3,351	UCB
Desert Hills	7	3/3	\$809,000	\$790,000	3,296	3/23/2017
Desert Hills	37	3/3.5	\$895,000	\$850,000	3,800	3/22/2017
Desert Horizons	45	3/3.5	\$998,000	\$975,000	3,596	3/11/2017
Eagle Feather	363	4/4	\$1,499,999	—	4,307	Pending
Eagle Feather	437	3/3.5	\$1,645,000	\$1,500,000	4,605	3/6/2017
Gambel Quail	107	4/5.5	\$1,450,000	\$1,185,000	5,496	3/1/2017
Gambel Quail	188	4/4.5	\$1,695,000	\$1,650,000	4,287	3/15/2017
Gambel Quail	205	5/4.5	\$899,000	—	4,356	UCB
Hacienda – Represent Seller	26	4/4.5	\$999,000	\$850,000	3,248	3/21/2017
Lookout Ridge	30	3/3.5	\$1,299,000	—	3,538	Pending
Lost Star	41	4/4.5	\$2,495,000	—	4,307	Pending
Mountain Skyline	24	4/3.5	\$1,060,000	—	3,393	UCB
Mountain Skyline – Represent Seller	83	4/4.5	\$1,478,000	—	4,915	UCB
Renegade Trail – Represent Seller	16	4/4.5	\$1,385,000	—	3,860	Pending
Rose Quartz	52	4/4.5	\$2,495,000	\$2,250,000	4,338	3/18/2017
Seven Arrows	17	5/5.5	\$4,875,000	—	6,833	UCB
Seven Arrows – Represent Seller	28	5/5.5	\$5,875,000	—	8,459	UCB

Saguaro Forest – Represent Seller	238	4/5	\$3,495,000	\$2,900,000	6,929	3/9/2017
Saguaro Forest – Represent Buyer	238	4/5	\$3,495,000	\$2,900,000	6,929	3/9/2017
Sonoran Cottage – Represent Seller	17	2/2.5	\$555,000	—	2,086	Pending
Sonoran Cottage Enclave	32	3/3	\$645,000	—	2,292	UCB
Sunrise – Represent Buyer	260	4/4.5	\$1,747,500	—	5,477	UCB
Sunrise	271	3/2.5	\$795,000	\$720,000	3,072	3/28/2017
Sunrise – Represent Seller	328/330	3/3.5	\$1,295,000	—	3,300	Pending
Sunrise – Represent Buyer	328/330	3/3.5	\$1,295,000	—	3,300	Pending
Turquoise Ridge	40	4/4	\$999,000	\$900,000	3,800	3/8/2017

DESERT MOUNTAIN SALES ACTIVITY: HOMESITES

MARCH 2017

VILLAGE	LOT	BLDG. ENV.	LIST PRICE	SALE PRICE	SQ.FT.	CLOSE DATE
Apache Peak	137	23,154	\$210,000	—	41,356	Pending
Apache Peak	156	25,000	\$499,000	—	68,000	UCB
Arrowhead	3	27,000	\$149,900	—	39,491	UCB
Gambel Quail	1	20,212	\$99,000	—	50,277	Pending
Grey Fox	73	13,300	\$165,000	—	19,600	UCB
Lone Mountain	35	23,427	\$200,000	—	215,012	UCB
Rose Quartz	41	13,100	\$195,000	—	20,484	Pending
Rose Quartz	90	16,660	\$195,000	—	29,663	Pending
Sunrise	323	21,920	\$179,900	—	46,166	UCB

CAREFREE RANCH ACTIVITY: HOMES & HOMESITES

MARCH 2017

VILLAGE	LOT	BEDS/BATHS	LIST PRICE	SALE PRICE	SQ.FT.	CLOSE DATE
Carefree Ranch	7B	4/3.5	\$1,100,000	-	4,523	UCB
Carefree Ranch	13	4/5.5	\$1,999,000		6,018	Pending

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VILLAGE	LOT	BEDS BATHS SF Building Envelope	CURRENT LIST PRICE
Sunset Canyon	28	3 3.5 6,082	\$2,375,000
Lost Star	42	5 5.5 5,579	\$2,895,000

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