

DESERT MOUNTAIN COMMUNITY

2017 1st QUARTER SALES REPORT

PRESENTED BY:

THE
POWER OF
YOUR DESERT MOUNTAIN EXPERTS **4**



SOLD


**BERKSHIRE
HATHAWAY**
HomeServices
LUXURY
*Collection*SM
Arizona Properties

THE
POWER OF
YOUR DESERT MOUNTAIN EXPERTS **4**

A member of the franchise system of BHH Affiliates, LLC

SOLD BY THE POWER OF 4

Saguaro Forest 150

5 bedrooms, 5.5 baths, 5,445 sq. ft. \$2,370,000

DesertMountainPowerOf4.com

HOMES

A SUMMARY OF THE SALES ACTIVITY INSIDE DESERT MOUNTAIN
FROM JANUARY 1, 2017 – MARCH 31, 2017

Homes Sold By Village



VILLAGE	LOT	BED	BATH	SQ. FT.	REPRESENTED	ORIGINAL PRICE	LIST PRICE	SOLD PRICE	CLOSE DATE
Apache Cottage	30	3	3	2,393		\$795,000	\$775,000	Pending	N/A
Apache Cottage	29	3	3	2,296		\$695,000	\$695,000	Pending	N/A
Apache Peak	148	4	5	5,150		\$1,875,000	\$2,495,000	Pending	N/A
Apache Peak	118	3	3.5	4,702	Buyer	\$3,175,000	\$3,175,000	Pending	N/A
Arrowhead	19	3	3.5	3,505		\$895,000	\$895,000	Pending	N/A
Chiricahua Villa	219	3	3.5	3,547		\$1,695,000	\$1,695,000	\$1,595,000	2/2/17
Chiricahua Villas	228	4	4.5	4,264	Buyer	\$2,095,000	\$1,895,000	\$1,895,000	3/14/17
Cochise Ridge	103	2	2.5	2,576		\$725,000	\$695,000	\$650,000	1/31/17
Cochise Ridge	66	3	3	3,201		\$1,195,000	\$1,195,000	Pending	N/A
Cochise Ridge	26	3	3.5	2,900	Seller and Buyer	\$1,295,000	\$1,295,000	Pending	N/A
Desert Fairways	23	3	3.5	3,300	Seller	\$1,048,000	\$848,000	Pending	N/A
Desert Fairways	19	3	3.5	3,338		\$1,050,000	\$1,050,000	Pending	N/A
Desert Greens	49	3	3.5	2,990	Seller and Buyer	\$1,095,000	\$995,000	\$922,500	1/3/17
Desert Greens	68	3	3.5	3,351	Seller	\$1,149,000	\$1,099,000	Pending	N/A
Desert Hills	7	3	3	3,296		\$850,000	\$809,000	\$790,000	3/23/17
Desert Hills	37	3	3.5	3,800		\$895,000	\$895,000	\$850,000	3/22/17
Desert Horizons	11	4	4.5	3,900		\$1,500,000	\$1,195,000	\$900,000	2/26/17
Desert Horizons	45	3	3.5	3,596		\$998,000	\$998,000	\$975,000	3/11/17
Desert Horizons	12	4	4.5	4,171		\$1,500,000	\$1,500,000	Pending	N/A
Eagle Feather	363	4	4	4,065		\$1,595,000	\$1,499,999	Pending	N/A
Eagle Feather	437	3	3.5	4,605		\$1,645,000	\$1,645,000	\$1,500,000	3/6/17
Gambel Quail	205	5	4.5	4,356		\$1,049,000	\$899,000	Pending	N/A
Gambel Quail	107	4	5.5	5,496		\$1,620,000	\$1,450,000	\$1,185,000	3/1/17
Gambel Quail	188	4	4.5	4,287		\$1,650,000	\$1,650,000	\$1,650,000	3/15/17
Gambel Q. Preserve	230	3	3.5	4,547		\$2,195,000	\$2,195,000	\$2,100,000	2/28/17
Grey Fox	28	4	4	3,412		\$995,000	\$995,000	\$950,000	1/31/17
Grey Fox	1	4	4.5	4,850		\$1,975,000	\$1,975,000	\$1,975,000	1/5/17
Haciendas	2	3	3.5	2,544		\$650,000	\$609,500	\$609,500	2/17/17
Haciendas	26	4	4.5	3,248	Seller	\$999,000	\$999,000	\$850,000	3/21/17
Lookout Ridge	4	3	3.5	3,125		\$1,195,000	\$1,195,000	\$1,100,000	1/19/17
Lookout Ridge	30	3	3.5	3,538		\$1,299,000	\$1,299,000	Pending	N/A
Lost Star	41	4	4.5	4,307		\$2,495,000	\$2,495,000	Pending	N/A
Mountain Skyline	24	4	3.5	3,393		\$1,060,000	\$1,060,000	Pending	N/A
Mountain Skyline	83	4	4.5	4,915	Seller	\$1,478,000	\$1,478,000	Pending	N/A
Mountain Skyline	18	4	4.5	5,148		\$2,495,000	\$2,495,000	\$2,140,000	2/9/17
Painted Sky	28	4	4.5	6,630		\$2,998,500	\$2,495,000	Pending	N/A
Painted Sky	27	5	5.5	7,044		\$3,650,000	\$3,299,000	\$2,800,000	2/28/17
Renegade Trail	16	4	4.5	3,860	Seller	\$1,385,000	\$1,385,000	Pending	N/A
Rose Quartz	52	4	4.5	4,338		\$2,995,000	\$2,495,000	\$2,250,000	3/17/17
Saguaro Forest	296	4	4.5	5,386		\$2,449,000	\$2,449,000	\$2,225,000	1/11/17
Saguaro Forest	150	5	5.5	5,445	Seller	\$2,795,000	\$2,695,000	\$2,370,000	2/17/17
Saguaro Forest	238	4	5	6,929	Seller and Buyer	\$3,495,000	\$3,495,000	\$2,900,000	3/9/17

Homes Sold By Village



VILLAGE	LOT	BED	BATH	SQ. FT.	REPRESENTED	ORIGINAL PRICE	LIST PRICE	SOLD PRICE	CLOSE DATE
Seven Arrows	17	5	5.5	6,833		\$5,986,000	\$4,875,000	Pending	N/A
Seven Arrows	28	5	5.5	8,459	Seller	\$6,249,000	\$5,875,000	Pending	N/A
Sonoran Ridge	16	3	3	2,288		\$890,000	\$890,000	\$860,000	1/20/17
Sonoran Cottage	17	2	2.5	2,086	Seller	\$596,000	\$555,000	Pending	N/A
Sonoran Cottage	3	3	3	2,292		\$695,000	\$695,000	\$625,000	1/27/17
Sonoran C. Enclave	32	3	3	2,292		\$645,000	\$645,000	Pending	N/A
Sonoran Ridge	34	2	2.5	2,045		\$649,000	\$649,000	\$625,000	1/16/17
Sonoran Ridge	30	3	3.5	2,288		\$829,000	\$799,000	\$720,000	1/4/17
Sunrise	271	3	2.5	3,072		\$795,000	\$795,000	\$720,000	1/27/17
Sunrise	328/330	3	3.5	3,300	Seller and Buyer	\$1,295,000	\$1,295,000	Pending	N/A
Sunrise	283	4	4.75	4,511		\$1,549,990	\$1,299,990	Pending	N/A
Sunrise	333	4	4.5	4,145		\$1,695,000	\$1,695,000	\$1,585,000	3/28/17
Sunrise	260	4	4.5	5,477	Buyer	\$1,747,500	\$1,747,500	Pending	N/A
Sunrise	259	3	3.5	4,559		\$1,875,000	\$1,775,000	\$1,700,000	2/28/17
Turquoise Ridge	40	4	4	3,800		\$999,000	\$999,000	\$900,000	3/8/17

1ST QUARTER SALES REPORT

LOTS

A SUMMARY OF THE SALES ACTIVITY INSIDE DESERT MOUNTAIN
FROM JANUARY 1, 2017 – MARCH 31, 2017

Lots Sold By Village



VILLAGE	LOT	BLD. ENV.	SQ. FT.	REPRESENTED	ORIGINAL PRICE	LIST PRICE	SOLD PRICE	CLOSE DATE
Apache Peak	137	23,154	41,356		\$210,000	\$210,000	Pending	N/A
Apache Peak	156	25,000	68,000		\$560,000	\$499,000	Pending	N/A
Apache Peak	95	22,207	56,933		\$695,000	\$549,000	\$530,000	2/10/17
Arrowhead	3	27,000	39,491		\$195,000	\$149,900	Pending	N/A
Cintarosa	344	24,174	100,545		\$375,000	\$375,000	\$355,000	1/6/17
Eagle Feather	376	22,530	38,468		\$145,000	\$145,000	\$130,000	1/5/17
Gambel Quail	1	20,212	50,277		\$124,990	\$99,000	Pending	N/A
Gambel Quail	45	21,000	41,874		\$157,500	\$157,500	\$157,500	1/24/17
Grey Fox	103	16,198	27,178		\$110,000	\$62,000	\$52,000	2/24/17
Grey Fox	73	13,300	19,600		\$175,000	\$165,000	Pending	N/A
Grey Fox	34	17,050	27,615		\$375,000	\$325,000	\$272,500	2/22/17
Lone Mountain	35	23,427	215,012		\$239,900	\$200,000	Pending	N/A
Lone Mountain	46	42,567	251,825		\$550,000	\$349,000	\$317,500	1/12/17
Mountain Skyline	45	20,746	34,516	Buyer	\$299,000	\$299,000	\$284,000	1/31/17
Rose Quartz	41	13,100	20,484		\$135,000	\$135,000	Pending	N/A
Rose Quartz	90	16,660	29,663		\$290,000	\$195,000	Pending	N/A
Saguaro Forest	132	20,932	40,095		\$725,000	\$649,000	\$574,000	2/26/17
Sunrise	323	21,920	46,166		\$179,900	\$179,900	Pending	N/A
Sunrise	253	20,040	50,111		\$229,000	\$227,500	\$200,000	1/16/17

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

DESERT MOUNTAIN COMMUNITY SALES AT-A-GLANCE

HOMES

STATISTICAL MARKET ANALYSIS OF SOLD HOMES

From January 1 – March 31, 2017

SALES	STATS	2017	2016	+/- CHANGE
31	Lowest Price	\$609,500	\$695,000	- 12.3% decrease from previous year
	Highest Price	\$2,900,000	\$2,955,250	-1.9% decrease from previous year
	Average Price	\$1,384,419	\$1,482,329	- 6.6% decrease from previous year
	Median Price	\$1,100,000	\$1,450,000	- 24.1% decrease from previous year

SALES BY PRICE BRACKET

HOMES	2017	2016	2015
Under 1 million	15	9	12
1+ - 1.5 mil	3	5	7
1.5+ - 2 mil	6	7	3
2+ - 3 mil	7	6	7
Over 3 mil	0	0	3
Total Units	31	27	32
Total \$ Volume	42.9 MM	40.0 MM	52.8 MM

INVENTORY FOR SALE AS OF MARCH 31, 2017

HOMES	2017	2016	2015
Under 1 million	40	56	33
1+ - 1.5 mil	31	41	40
1.5+ - 2 mil	36	45	29
2+ - 3 mil	43	33	34
Over 3 mil	37	37	30
Total Units	187	212	166
Total \$ Volume	436.1 MM	445.1 MM	364.1 MM

STATISTICAL MARKET ANALYSIS OF SOLD LOTS

From January 1 – March 31, 2017

SALES	STATS	2017	2016	+/- CHANGE
10	Lowest Price	\$52,000	\$85,000	- 38.8% decrease from previous year
	Highest Price	\$574,000	\$535,000	7.3% increase from previous year
	Average Price	\$287,250	\$200,591	43.3% increase from previous year
	Median Price	\$278,250	\$145,000	91.9% increase from previous year

SALES BY PRICE BRACKET

LOTS	2017	2016	2015
Under 250k	4	8	13
250k+ - 500k	4	2	3
500k+ - 750k	2	1	0
750k+ - 1 mil	0	0	0
Over 1 mil	0	0	2
Total Units	10	11	18
Total \$ Volume	2.9 MM	2.2 MM	5.6 MM

INVENTORY FOR SALE AS OF MARCH 31, 2017

LOTS	2017	2016	2015
Under 250k	43	54	57
250k+ - 500k	42	36	39
500k+ - 750k	12	20	14
750k+ - 1 mil	15	16	26
Over 1 mil	8	13	7
Total Units	120	139	143
Total \$ Volume	55.0 MM	68.6 MM	67.9 MM



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