



REAL ESTATE UPDATE
March 2018

HOMES	—YTD SALES—		—LISTINGS—		HOMESITES	—YTD SALES—		—LISTINGS—	
	2018	2017	2018	2017		2018	2017	2018	2017
\$1M & Under	13	15	50	40	\$250K & Under	10	4	41	43
\$1M+ to \$1.5M	12	3	38	31	\$250K+ to \$500K	5	4	35	42
\$1.5M+ to \$2M	9	6	37	36	\$500K+ to \$750K	1	2	8	12
\$2M+ to \$3M	8	7	40	43	\$750K+ to \$1M	0	0	13	15
Above \$3M	3	0	32	37	Above \$1M	0	0	3	8
Total	45	31	197	187	Total	16	10	100	120

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 2018

VILLAGE	LOT	BEDS/BATHS	LIST PRICE	SALE PRICE	SQ.FT.	CLOSE DATE
Apache Cottage	15	3/3	\$949,000	—	2,393	Pending
Apache Cottage	41	3/3	\$950,000	—	2,392	UCB
Apache Peak – Represent Buyer	13	5/5.5	\$1,499,000	\$1,365,000	6,147	3/26/2018
Apache Peak – Represent Seller	29	3/3.5	\$1,849,000	—	4,726	Pending
Apache Peak – Represent Seller & Buyer	58	4/4.5	\$2,499,000	\$2,300,000	4,788	3/16/2018
Arrowhead	23	3/3.5	\$805,600	—	3,909	UCB
Arrowhead – Represent Buyer	61	4/4.5	\$1,775,000	\$1,670,000	4,470	3/20/2018
Chiricahua Villa – Represent Seller	221	4/4.5	\$2,250,000	\$2,100,000	4,250	3/29/2018
Desert Greens	60	4/4.5	\$1,095,000	—	3,664	Pending
Desert Greens – Represent Seller	66	4/4.5	\$915,000	\$885,000	3,664	3/19/2018
Cochise Ridge – Represent Seller	62	3/3.5	\$729,107	—	3,006	UCB
Eagle Feather	357	3/3.5	\$1,395,000	—	3,607	UCB
Eagle Feather	412	4/4.5	\$2,995,000	—	5,063	Pending
Gambel Quail	67	5/4.5	\$1,775,000	\$1,615,996	4,540	3/15/2018
Gambel Quail	137	4/4.5	\$1,965,000	—	4,448	Pending
Gambel Quail	178	4/4.5	\$1,995,000	—	4,550	UCB
Grey Fox	18	4/4.5	\$1,299,000	—	3,807	Pending
Grey Fox	96	4/4.5	\$1,200,000	\$1,150,000	5,553	3/29/2018
Grey Fox	163	4/3.5	\$1,200,000	—	4,112	Pending
Hacienda	5	3/3.5	\$875,000	—	2,901	Pending
Lone Mountain II	82	5/6	\$3,600,000	\$3,200,000	8,106	3/30/2018
Lookout Ridge	21	3/3.5	\$980,000	—	3,067	Pending
Lookout Ridge	24	3/3.5	\$1,175,000	—	3,067	UCB
Lookout Ridge	44	3/3.5	\$1,199,000	\$1,105,000	3,067	3/5/2018
Mountain Skyline	20	4/5	\$1,295,000	\$1,200,000	4,770	3/26/2018
Mountain Skyline	58	4/4	\$1,450,000	—	4,076	UCB
Mountain Skyline – Rep. Seller & Buyer	92	4/4.5	\$1,195,000	\$1,150,000	5,024	3/7/2018
Painted Sky	8	4/5.5	\$2,549,000	—	5,500	Pending

Painted Sky	77	3/2.75	\$1,995,000	\$1,995,000	4,268	3/29/2018
Rose Quartz – Represent Seller & Buyer	48 & 49	6/8.5	\$3,925,000	—	8,700	Pending
Rose Quartz	93	4/4.5	\$1,249,000	\$1,190,000	4,800	3/15/2018
Saguaro Forest	9	4/4	\$1,575,000	—	4,017	Pending
Saguaro Forest	42	3/3.5	\$2,495,000	—	3,947	Pending
Saguaro Forest – Represent Buyer	86	4/4.5	\$2,685,000	—	6,206	Pending
Saguaro Forest	108	5/4.5	\$2,475,000	\$2,250,000	5,533	3/30/2018
Saguaro Forest	122	5/7	\$5,500,000	—	10,000	UCB
Saguaro Forest – Represent Seller	131	4/5.5	\$2,895,000	\$2,500,000	6,249	3/2/2018
Saguaro Forest – Represent Buyer	201	4/4.5	\$3,395,000	\$2,900,000	6,979	3/23/2018
Sunrise – Represent Seller	278	3/4	\$1,195,000	\$1,075,000	4,244	3/16/2018
Sunrise – Represent Seller & Buyer	281	3/3.5	\$875,000	\$857,500	3,267	3/7/2018

DESERT MOUNTAIN SALES ACTIVITY: HOMESITES

March 2018

VILLAGE	LOT	BLDG. ENV.	LIST PRICE	SALE PRICE	SQ.FT.	CLOSE DATE
Arrowhead	25	26,100	\$318,000	\$300,000	46,047	3/1/2018
Arrowhead	42	43,000	\$999,999	—	88,380	UCB
Eagle Feather	446	21,439	\$150,000	\$150,000	39,000	3/15/2018
Gambel Quail – Represent Buyer	12	21,092	\$225,000	\$215,000	44,238	3/5/2018
Grey Fox	105	17,050	\$95,000	—	27,705	Pending
Lost Star	38	20,962	\$800,000	—	43,457	UCB
Lost Star	49	17,609	\$399,999	\$265,000	34,872	3/16/2018
Rose Quartz	41	13,100	\$159,000	\$144,900	20,484	3/5/2018
Seven Arrows	1	19,054	\$431,000	—	28,920	Pending
Saguaro Forest	12		\$375,000	—		UCB
Saguaro Forest – Represent Buyer	311	21,994	\$600,000	—	187,791	UCB
Turquoise Ridge – Represent Seller	13	21,390	\$315,000	—	33,839	UCB

CALL TO SEE OUR NEW LISTINGS

VILLAGE & LOT	CURRENT PRICE	VILLAGE & LOT	CURRENT PRICE
Sonoran Cottage Enclave 29	\$699,000	Arrowhead 13	\$1,795,000
Cochise Ridge 51	\$899,000	Apache Peak 107	\$1,995,000
Eagle Feather 355	\$1,095,000	Apache Peak 154	\$2,195,000
Grey Fox 89	\$1,150,000	Apache Peak 156	\$2,350,000
Desert Horizons 34	\$1,295,000	Saguaro Forest 103	\$2,475,000
Eagle Feather 380	\$1,325,000	Saguaro Forest 133	\$3,999,000

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