



REAL ESTATE UPDATE
APRIL 2016

HOMES	—YTD SALES—		—LISTINGS—		HOMESITES	—YTD SALES—		—LISTINGS—	
	2015	2016	2015	2016		2015	2016	2015	2016
\$1M & Under	10	15	38	50	\$250K & Under	14	8	58	49
\$1M+ to \$1.5M	12	9	34	41	\$250K+ to \$500K	5	3	36	36
\$1.5M+ to \$2M	5	9	28	40	\$500K+ to \$750K	1	1	16	19
\$2M+ to \$3M	8	7	35	30	\$750K to \$1M	0	0	27	17
Above \$3M	5	1	31	40	Above \$1M	2	0	8	11
Total	40	41	166	201	Total	22	12	145	132

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**

APRIL 2016

VILLAGE	LOT	AGENT DOM	LIST PRICE	SALE PRICE	SQ.FT.	CLOSE DATE
Apache Peak	39	455	\$1,290,000	—	8,001	UCB
Arrowhead	10	74	\$1,450,000	—	4,100	Pending
Cochise Ridge	90	49	\$725,000	\$665,000	3,325	4/8/2016
Chiricahua Villa	225	55	\$2,100,000	\$2,050,000	4,470	4/4/2016
Cochise Geronimo	30	177	\$2,250,000	—	5,072	UCB
Cochise Ridge	87	14	\$4,000,000	—	4,100	Pending
Desert Fairways	29	30	\$950,000	\$900,000	3,806	4/7/2016
Desert Greens – Represent Seller	74	365	\$939,000	—	3,874	UCB
Desert Hills	16	188	\$750,000	\$735,000	3,448	4/13/2016
Desert Horizons	4	516	\$1,398,000	\$1,307,500	4,771	4/15/2016
Desert Horizons	28	124	\$895,000	\$895,000	3,100	4/20/2016
Eagle Feather	337	100	\$1,595,000	—	4,145	UCB
Gambel Quail	21	89	\$1,499,000	—	3,580	UCB
Gambel Quail	85	471	\$1,595,000	—	4,234	UCB
Gambel Quail	146	76	\$920,000	—	4,000	UCB
Gambel Quail – Represent Seller	169	404	\$1,850,000	\$1,778,000	4,810	4/18/2016
Gambel Quail	193	46	\$965,000	—	3,530	UCB
Gambel Quail Preserve	251	88	\$1,299,000	—	4,100	UCB
Grey Fox	54	414	\$1,372,000	\$1,300,000	4,333	4/21/2016
Grey Fox	115	176	\$1,195,000	\$1,095,000	4,893	4/18/2016
Lost Star – Represent Seller & Buyer	9	188	\$2,650,000	—	7,361	Pending
Lost Star	47	348	\$2,195,000	—	4,695	UCB
Painted Sky	13	38	\$929,000	\$845,000	3,600	4/1/2016
Rose Quartz – Represent Seller	19	141	\$1,597,000	—	5,766	UCB
Saguaro Forest	27	414	\$1,950,000	\$1,800,000	4,333	4/21/2016
Saguaro Forest	81	131	\$3,695,000	\$3,450,000	6,300	4/15/2016
Saguaro Forest	106	65	\$2,675,000	—	4,600	Pending
Saguaro Forest – Represent Seller & Buyer	134	148	\$1,995,000	—	8,126	UCB

Saguaro Forest	256	26	\$2,495,000	—	4,073	Pending
Sonoran Cottage Enclave	41	295	\$619,000	\$565,000	2,086	4/11/2016
Sonoran Ridge – Represent Buyer	21	97	\$910,000	—	2,288	UCB
Sunrise	252	170	\$1,279,000	\$1,225,000	3,885	4/13/2016
Sunrise – Represent Seller	272	570	\$899,000	—	3,800	UCB
Sunrise – Represent Seller	279	14	\$1,395,000	—	5,000	Pending
Turquoise Ridge	1	60	\$1,395,000	—	3,605	Pending

DESERT MOUNTAIN SALES ACTIVITY: HOMESITES

APRIL 2016

VILLAGE	LOT	AGENT DOM	LIST PRICE	SALE PRICE	SQ.FT.	CLOSE DATE
Eagle Feather – Represent Seller	356	268	\$150,000	—	46,921	UCB
Eagle Feather	431	209	\$124,900	—	44,431	UCB
Eagle Feather	367	1039	\$139,000	—	39,015	Pending
Gambel Quail	67	193	\$145,000	—	38,332	UCB
Gambel Quail	102	391	\$97,800	—		UCB
Gambel Quail	199	209	\$185,000	—	43,560	UCB
Grey Fox	41	68	\$300,000	—	33,541	Pending
Mountain Skyline	73	273	\$195,000	—	43,887	Pending
Mountain Skyline	90	218	\$575,000	\$500,000	39,204	4/18/2016
Sunrise	247	288	\$274,500	\$265,000	43,863	4/30/2016
Turquoise Ridge	44	85	\$199,500	—		UCB

CAREFREE RANCH ACTIVITY: HOMES & LOTS

APRIL 2016

VILLAGE	LOT	MEMBERSHIP	LIST PRICE	SALE PRICE	SQ.FT.	CLOSE DATE
Lone Mountain - Lot	23	N/A	\$319,000		2,234,628	UCB

CALL TO SEE THESE NEW LISTINGS HOMES As of April 1, 2016

VILLAGE	LOT	BEDS BATHS SF(HOMES) OR BE SF(LOTS)	CURRENT LIST PRICE
Saguaro Forest	5	4 5.5 7,558	\$3,495,000
Sunset Canyon	26	3 3.5 5,748	\$3,695,000
Saguaro Forest	23	4 5.5 5,969	\$3,995,000

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