



REAL ESTATE UPDATE
APRIL 2017

HOMES	—YTD SALES—		—LISTINGS—		HOMESITES	—YTD SALES—		—LISTINGS—	
	2017	2016	2017	2016		2017	2016	2017	2016
\$1M & Under	19	15	40	50	\$250K & Under	9	8	46	49
\$1M+ to \$1.5M	7	9	24	41	\$250K+ to \$500K	4	3	38	36
\$1.5M+ to \$2M	6	9	41	40	\$500K+ to \$750K	2	1	12	19
\$2M+ to \$3M	12	7	39	30	\$750K+ to \$1M	0	0	13	17
Above \$3M	2	1	32	40	Above \$1M	0	0	8	11
Total	46	41	176	201	Total	15	12	117	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 2017

VILLAGE	LOT	BEDS/BATHS	LIST PRICE	SALE PRICE	SQ.FT.	CLOSE DATE
Apache Cottage	29	3/3	\$695,000	\$660,000	2,296	4/12/2017
Apache Cottage	30	3/3	\$775,000	—	2,393	Pending
Apache Peak – Represent Buyer	118	3/3.5	\$3,175,000	\$2,900,000	4,702	4/24/2018
Apache Peak	148	4/5	\$2,495,000	\$2,450,000	5,150	4/5/2017
Arrowhead	19	3/3.5	\$895,000	\$850,000	3,505	4/20/2017
Chiricahua Villas – Represent Buyer	226	4/4.5	\$2,149,000	—	4,690	UCB
Chiricahua Villas	227	3/3.5	\$2,249,000	\$2,115,000	4,093	4/27/2017
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	\$1,179,000	3,201	4/24/2017
Cochise Ridge – Represent Buyer	98	3/3.5	\$1,075,000	—	4,020	UCB
Cochise Ridge	105	4/4.5	\$925,000	—	4,440	Pending
Desert Fairways	10	4/4.5	\$950,000	—	3,514	UCB
Desert Fairways	19	3/3.5	\$1,050,000	—	3,338	Pending
Desert Fairways – Represent Seller	23	3/3.5	\$848,000	\$815,000	3,300	4/20/2017
Desert Greens – Represent Buyer	63	3/3.5	\$699,000	—	2,990	UCB
Desert Greens – Represent Seller	68	3/3.5	\$1,099,000	—	3,351	UCB
Desert Hills	43	4/4.5	\$849,000	—	3,901	UCB
Desert Horizons	12	4/4.5	\$1,500,000	—	4,171	Pending
Eagle Feather	363	4/4	\$1,499,999	\$1,425,000	4,307	4/7/2017
Gambel Quail	159	3/4	\$1,295,000	—	4,756	UCB
Gambel Quail	205	5/4.5	\$899,000	—	4,356	UCB
Grey Fox	82	3/3.5	\$1,495,000	—	3,407	UCB
Lookout Ridge	9	3/3	\$1,139,500	—	2,960	UCB
Lookout Ridge	30	3/3.5	\$1,299,000	\$1,150,000	3,538	4/17/2017
Lookout Ridge	51	3/3.5	\$850,000	—	3,125	UCB
Lone Mountain II	69/70	5/4.5	\$4,895,000	\$3,900,000	8,800	4/14/2017
Lost Star – Represent Seller	9	4/5.5	\$2,995,000	\$2,650,000	7,361	4/28/2017

Lost Star – Represent Buyer	9	4/5.5	\$2,995,000	\$2,650,000	7,361	4/28/2017
Lost Star	41	4/4.5	\$2,495,000	\$2,400,000	4,307	4/14/2017
Mountain Skyline	24	4/3.5	\$1,060,000	—	3,393	UCB
Mountain Skyline – Represent Seller	83	4/4.5	\$1,478,000	\$1,400,000	4,915	4/21/2017
Painted Sky	28	4/4.5	\$2,495,000	—	6,630	UCB
Painted Sky	68	6/7	\$2,495,000	—	10,000	UCB
Renegade Trail – Represent Seller	16	4/4.5	\$1,385,000	—	3,860	Pending
Rose Quartz	32	4/3.5	\$1,195,000	—	5,106	UCB
Saguaro Forest – Represent Seller	244	5/7.5	\$9,950,000	—	7,548	Pending
Saguaro Forest – Represent Buyer	244	5/7.5	\$9,950,000	—	7,548	Pending
Seven Arrows	17	5/5.5	\$4,875,000	\$4,450,000	6,833	4/28/2017
Seven Arrows – Represent Seller	28	5/5.5	\$5,875,000	—	8,459	Pending
Sonoran Cottage – Represent Seller	17	2/2.5	\$555,000	—	2,086	Pending
Sonoran Cottage Enclave	32	3/3	\$645,000	\$645,000	2,292	4/27/2017
Sunrise – Represent Buyer	260	4/4.5	\$1,747,500	—	5,477	UCB
Sunrise	283	4/4.75	\$1,299,990	—	4,511	Pending
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
Sunset Canyon	9	4/4.5	\$1,649,000	—	4,191	UCB
Turquoise Ridge	58	3/3.5	\$1,250,000	—	4,108	UCB

DESERT MOUNTAIN SALES ACTIVITY: HOMESITES

APRIL 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
Cintarosa	329	27,663	\$399,000	—	141,788	Pending
Gambel Quail	1	20,212	\$99,000	\$75,000	50,277	4/27/2017
Gambel Quail	126	29,906	\$215,000	—	40,930	UCB
Grey Fox	73	13,300	\$165,000	\$145,000	19,600	4/21/2017
Lone Mountain	35	23,427	\$200,000	—	215,012	Pending
Lone Mountain II – Represent Seller	81	19,445	\$825,000	—	56,816	UCB
Lone Mountain II – Represent Buyer	81	19,445	\$825,000	—	56,816	UCB
Lost Star	28	20,118	\$349,000	—	48,118	UCB
Painted Sky	15	19,039	\$189,000	—	35,546	UCB
Painted Sky	97	23,326	\$399,000	—	41,255	UCB
Rose Quartz	41	13,100	\$135,000	\$120,000	20,484	4/29/2017
Rose Quartz	90	16,660	\$195,000	\$185,000	29,663	4/23/2017
Saguaro Forest	31	19,892	\$785,000	—	47,076	UCB
Saguaro Forest – Represent Buyer	236	25,000	\$1,695,000	—	44,074	UCB
Seven Arrows	14	17,622	\$860,000	—	137,12	UCB
Sunrise	222	22,656	\$299,000	—	43,668	UCB
Sunrise	300	20,544	\$200,000	—	40,119	Pending
Sunrise	323	21,920	\$179,900	\$175,000	46,166	4/7/2017

CAREFREE RANCH ACTIVITY: HOMES & HOMESITES

APRIL 2017

VILLAGE	LOT	BEDS/BATHS	LIST PRICE	SALE PRICE	SQ.FT.	CLOSE DATE
Carefree Ranch Homesteads	13	4/5.5	\$1,999,000	\$1,750,000	6,018	4/24/2017

CALL TO SEE OUR NEW LISTINGS

VILLAGE	LOT	BEDS BATHS SF Building Envelope	CURRENT LIST PRICE
Cochise Ridge	60	2 2.5 3,055	\$1,095,000
Apache Peak	69	4 3.5 4,579	\$1,396,000
Painted Sky	83	4 4.5 6,326	\$2,695,000

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