

## REAL ESTATE UPDATE — INSIDE DESERT MOUNTAIN

MAY 2015

HOMES	YTD SALES		LISTINGS		HOMESITES	YTD SALES		LISTINGS	
	2015	2014	2015	2014		2015	2014	2015	2014
Under \$1M	13	24	37	24	Under \$.250K	19	18	57	40
\$1M+ - \$1.5M	16	18	31	32	\$.25K+ - \$.5K	10	4	31	40
\$1.5M+ - \$2M	8	7	27	28	\$.5K+ - \$.75K	1	1	16	28
\$2M+ - \$3M	9	8	34	31	\$.75K - \$1M	0	1	24	22
Above \$3M	7	1	28	33	Above \$1M	2	1	9	15
<b>Total</b>	<b>53</b>	<b>58</b>	<b>157</b>	<b>148</b>	<b>Total</b>	<b>32</b>	<b>25</b>	<b>137</b>	<b>145</b>

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—May 2015

VILLAGE	LOT	MEMBERSHIP	LIST PRICE	SALE PRICE	SQ FT	CLOSE DATE
Apache Cottages	48	None	\$795,000		2296	UCB*
Apache Cottages	48	None	\$855,000	\$768,500	2296	5/8/2015
Apache Cottages – Rep. Seller & Buyer	3	None	\$1,125,000		2454	UCB*
Apache Peak	2	w/wout	\$1,600,000		6681	UCB*
Apache Peak	155	None	\$1,649,000		6079	Pending
Apache Peak – Represented Buyer	154	EGM	\$1,899,000	\$1,790,000	5585	5/1/2015
Apache Peak	169	EGM	\$2,475,000		6194	UCB*
Arrowhead	10	None	\$1,450,000		4100	Pending
Arrowhead – Represented Seller	35	EGM	\$1,695,000		4997	UCB*
Chiricahua Villas	219	None	\$1,599,900		3547	UCB*
Chiricahua Villas – Represented Seller	210	None	\$1,975,000		4065	Pending
Cochise Ridge	42	None	\$799,000	\$770,000	3046	5/1/2015
Cochise Ridge	79	EGM	\$800,000		2680	Pending
Desert Fairways – Represented Seller	36	None	\$1,195,000	\$1,100,000	3900	5/29/2015
Desert Greens – Represented Seller	65	None	\$995,000		3881	UCB*
Desert Greens	68	None	\$995,000		3351	UCB*
Desert Hills	38	None	\$724,000		3150	UCB*
Desert Hills	15	w/wout	\$948,000		3177	Pending
Desert Hills – Represented Seller	10	None	\$1,179,000	\$1,055,000	5251	5/15/2015
Gambel Quail	83	None	\$1,649,000	\$1,595,000	4352	5/8/2015
Grey Fox	85	EGM	\$1,154,000		4500	UCB*
Grey Fox	76	None	\$1,795,000		4380	UCB*
Haciendas	24	None	\$929,000		2550	UCB*
Lookout Ridge	5	None	\$1,349,000	\$1,315,000	3067	5/5/2015

Mountain Skyline	24	None	\$969,000		3393	Pending
Mountain Skyline	2	None	\$1,299,000		4736	UCB*
Mountain Skyline	91	None	\$1,595,000		5750	UCB*
Rose Quartz	71	None	\$1,599,000		5493	UCB*
Rose Quartz	51	None	\$2,650,000	\$2,525,000	4795	5/14/2015
Saguaro Forest	277	EGM	\$1,999,999		6902	Pending
Saguaro Forest	60	None	\$2,499,900		5300	UCB*
Saguaro Forest	17	None	\$5,500,000	\$4,800,000	9200	5/29/2015
<b>Saguaro Forest – Represented Buyer</b>	<b>243</b>	<b>None</b>	<b>\$7,295,000</b>	<b>\$6,700,000</b>	<b>6900</b>	<b>5/15/2015</b>
Sonoran Cottage Enclave	29	None	\$645,000	\$605,000	2086	5/22/2015
<b>Sunrise – Represented Seller &amp; Buyer</b>	<b>264</b>	<b>None</b>	<b>\$1,249,000</b>		<b>4100</b>	<b>UCB*</b>
Sunrise	218	None	\$1,429,000		4247	UCB*
<b>Sunset Canyon – Represented Buyer</b>	<b>53</b>	<b>None</b>	<b>\$1,895,000</b>		<b>5850</b>	<b>Pending</b>
Turquoise Ridge	19	EGM	\$799,000		3530	UCB*
Turquoise Ridge	36	None	\$1,050,000		4624	Pending
<b>Turquoise Ridge – Represented Seller</b>	<b>35</b>	<b>None</b>	<b>\$1,050,000</b>	<b>\$1,010,000</b>	<b>3457</b>	<b>5/5/2015</b>

### Desert Mountain Sales Activity—Homesites—May 2015

VILLAGE	LOT	MEMBERSHIP	LIST PRICE	SALE PRICE	ACREAGE	CLOSE DATE
Apache Peak	102	None	\$199,000	\$195,000	278397	5/15/2015
Apache Peak	134	EGM	\$399,000	\$314,000	42608	5/11/2015
Eagle Feather	357	None	\$99,000	\$75,000	64412	5/29/2015
Gambel Quail	3	None	\$99,000	\$75,000	37400	5/13/2015
Grey Fox	45	None	\$249,000		22585	UCB*
Mountain Skyline	45	None	\$169,000	\$155,000	34516	5/7/2015
Mountain Skyline	41	None	\$219,000	\$205,000	54308	5/7/2015
Mountain Skyline	98	None	\$275,000	\$270,000	42111	5/27/2015
Rose Quartz	85	None	\$175,000		17583	Pending
Rose Quartz	45	None	\$369,000		32820	Pending
<b>Saguaro Forest – Represented Seller</b>	<b>257</b>	<b>None</b>	<b>\$385,000</b>	<b>\$345,000</b>	<b>48940</b>	<b>5/28/2015</b>
<b>Saguaro Forest – Represented Buyer</b>	<b>187</b>	<b>None</b>	<b>\$395,000</b>		<b>49496</b>	<b>UCB*</b>
Saguaro Forest	319	None	\$449,000		118362	Pending
<b>Saguaro Forest – Represented Seller</b>	<b>157</b>	<b>None</b>	<b>\$475,000</b>	<b>\$400,000</b>	<b>43611</b>	<b>5/29/2015</b>
Saguaro Forest	111	None	\$988,000		40639	UCB*
Saguaro Forest Cintarosa	332	None	\$570,000	\$400,000	181322	5/7/2015
Sunset Canyon	7	None	\$399,000		37762	UCB*
Turquoise Ridge	54	None	\$185,000		27420	Pending

\* UCB - Under Contract with Backups