



REAL ESTATE UPDATE  
MAY 2016

HOMES	—YTD SALES—		—LISTINGS—		HOMESITES	—YTD SALES—		—LISTINGS—	
	2015	2016	2015	2016		2015	2016	2015	2016
\$1M & Under	13	15	37	49	\$250K & Under	19	10	57	44
\$1M+ to \$1.5M	16	11	31	40	\$250K+ to \$500K	10	6	31	37
\$1.5M+ to \$2M	8	10	27	34	\$500K+ to \$750K	1	1	16	16
\$2M+ to \$3M	9	11	34	28	\$750K to \$1M	0	0	24	17
Above \$3M	7	2	28	36	Above \$1M	2	0	9	11
<b>Total</b>	<b>53</b>	<b>49</b>	<b>157</b>	<b>187</b>	<b>Total</b>	<b>32</b>	<b>17</b>	<b>137</b>	<b>125</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 2016

VILLAGE	LOT	BEDS/BATHS	LIST PRICE	SALE PRICE	SQ.FT.	CLOSE DATE
Apache Peak	22	4/4	\$779,900	—	3,386	UCB
Apache Peak	39	5/5.5	\$1,290,000	\$1,200,000	8,001	5/31/2016
Arrowhead	5	4/4	\$1,299,000	—	5,850	UCB
Arrowhead	10	4/4.5	\$1,450,000	—	4,100	Pending
Cochise Geronimo	30	4/4	\$2,250,000	\$2,200,000	5,072	5/13/2016
Cochise Ridge	87	4/4.5	\$4,000,000	\$3,600,000	4,100	5/1/2016
Desert Fairways	4	4/4.5	\$1,175,000	—	4,166	Pending
<b>Desert Greens – Represent Seller</b>	<b>74</b>	<b>4/4.5</b>	<b>\$939,000</b>	—	<b>3,874</b>	<b>Pending</b>
Eagle Feather	411	4/4.5	\$1,045,000	—	4,128	UCB
Eagle Feather	337	4/4.5	\$1,595,000	—	4,145	Pending
Gambel Quail	21	3/3.5	\$1,499,000	—	3,580	UCB
Gambel Quail	85	4/4.5	\$1,595,000	—	4,145	Pending
Gambel Quail	146	4/4.5	\$920,000	—	4,000	Pending
Gambel Quail	193	3/3	\$965,000	—	3,530	UCB
<b>Lost Star – Represent Seller &amp; Buyer</b>	<b>9</b>	<b>4/5.5</b>	<b>\$2,650,000</b>	—	<b>7,361</b>	<b>Pending</b>
Lost Star	47	5/4.5	\$2,195,000	\$2,050,000	4,695	5/12/2016
<b>Painted Sky – Represent Seller</b>	<b>58</b>	<b>4/4.5</b>	<b>\$1,625,000</b>	—	<b>4,110</b>	<b>UCB</b>
Painted Sky	75	4/4.5	\$1,895,000	—	5,180	UCB
<b>Rose Quartz – Represent Seller</b>	<b>19</b>	<b>4/5.5</b>	<b>\$1,597,000</b>	<b>\$1,580,000</b>	<b>5,766</b>	<b>5/24/2016</b>
Rose Quartz	36	5/5.5	\$4,875,000	—	5,429	Pending
Rose Quartz	47	4/5	\$2,450,000	—	4,105	Pending
<b>Rose Quartz – Represent Seller</b>	<b>60</b>	<b>3/3.5</b>	<b>\$2,195,000</b>	—	<b>4,737</b>	<b>UCB</b>
Saguaro Forest	106	4/4.5	\$2,675,000	\$2,395,000	4,600	5/16/2016
<b>Saguaro Forest – Represent Seller &amp; Buyer</b>	<b>134</b>	<b>5/4.5</b>	<b>\$1,995,000</b>	—	<b>8,126</b>	<b>Pending</b>
<b>Saguaro Forest – Represent Seller</b>	<b>140</b>	<b>5/7</b>	<b>\$4,450,000</b>	—	<b>7,200</b>	<b>Pending</b>
Saguaro Forest	256	4/4.5	\$2,495,000	\$2,375,000	4,073	5/6/2016
<b>Sonoran Ridge – Represent Buyer</b>	<b>21</b>	<b>3/3.5</b>	<b>\$910,000</b>	—	<b>2,288</b>	<b>Pending</b>
<b>Sunrise – Represent Seller</b>	<b>272</b>	<b>3/3.5</b>	<b>\$899,000</b>	—	<b>3,800</b>	<b>UCB</b>

<b>Sunrise – Represent Seller</b>	<b>279</b>	<b>4/4.5</b>	<b>\$1,395,000</b>	\$1,370,000	<b>5,000</b>	<b>5/13/2016</b>
Sunset Canyon	66	4/4.5	\$3,495,000	—	5,868	UCB
Turquoise Ridge	1	4/3.5	\$1,395,000	—	3,605	Pending

## DESERT MOUNTAIN SALES ACTIVITY: **HOMESITES**

MAY 2016

VILLAGE	LOT	BLDG. ENV.	LIST PRICE	SALE PRICE	SQ.FT.	CLOSE DATE
<b>Cintarosa – Represent Buyer</b>	<b>334</b>	<b>24,174</b>	<b>\$575,000</b>	<b>\$495,000</b>	<b>151,588</b>	<b>5/25/2016</b>
<b>Eagle Feather – Represent Seller</b>	<b>356</b>	<b>20,100</b>	<b>\$150,000</b>	<b>\$130,000</b>	<b>47,044</b>	<b>5/16/2016</b>
Eagle Feather	431	21,761	\$124,900	\$112,000	44,431	5/16/2016
Eagle Feather	367	20,298	\$139,000	—	39,015	Pending
Gambel Quail	67	20,583	\$145,000	—	38,332	Pending
Gambel Quail	102	23,411	\$97,800	—	47,044	Pending
Gambel Quail	199	21,278	\$185,000	—	43,560	UCB
Grey Fox	41	21,778	\$300,000	\$270,000	33,541	5/2/2016
Mountain Skyline	17	25,863	\$159,000	—	25,863	Pending
Mountain Skyline	73	21,914	\$195,000	—	43,887	Pending
Saguaro Forest	132	20,932	\$695,000	—	40,075	Pending
Sunrise	214	20,080	\$145,000	—	44,542	Pending
Sunrise	299	20,944	\$159,999	—	47,916	Pending
Turquoise Ridge	44	19,375	\$199,500	—	43,560	UCB

## CAREFREE RANCH ACTIVITY: **HOMES & LOTS**

MAY 2016

VILLAGE	LOT	MEMBERSHIP	LIST PRICE	SALE PRICE	SQ.FT.	CLOSE DATE
Lone Mountain - Lot	23	N/A	\$319,000	\$290,000	2,234,628	5/7/2016

## CALL TO SEE THESE NEW LISTINGS **HOMES**

VILLAGE	LOT	BEDS   BATHS   SF(HOMES) OR BE   SF(LOTS)	CURRENT LIST PRICE
Turquoise Ridge	42	3   3   2,716	\$845,000
Sunrise	242	3   3   4,226	\$1,395,000
Saguaro Forest	86	4   4.5   6,005	\$3,495,000
Saguaro Forest	234	5   5.5   6,033	\$6,950,000

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