



REAL ESTATE UPDATE
May 2018

HOMES	—YTD SALES—		—LISTINGS—		HOMESITES	—YTD SALES—		—LISTINGS—	
	2018	2017	2018	2017		2018	2017	2018	2017
\$1M & Under	21	28	35	35	\$250K & Under	16	14	39	46
\$1M+ to \$1.5M	22	14	34	23	\$250K+ to \$500K	13	10	28	36
\$1.5M+ to \$2M	13	7	40	41	\$500K+ to \$750K	5	2	9	10
\$2M+ to \$3M	13	14	28	37	\$750K+ to \$1M	1	1	12	14
Above \$3M	6	2	28	30	Above \$1M	0	1	4	6
Total	75	65	165	166	Total	35	28	92	112

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 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	17	3/3	\$899,950	—	2,420	UCB
Apache Peak	1	3/3.5	\$1,650,000	—	4,590	UCB
Apache Peak – Represent Seller	29	3/3.5	\$1,849,000	\$1,765,000	4,726	5/2/2018
Apache Peak	43&45	4/4	\$1,595,000	—	4,185	UCB
Apache Peak – Represent Seller	69	4/3.5	\$1,299,000	\$1,225,000	4,579	5/9/2018
Apache Peak	127	5/5.5	\$1,970,126	—	5,928	UCB
Cochise Geronimo – Represent Buyer	11	4/5	\$3,600,000	—	6,060	Pending
Cochise Ridge	10	3/3.5	\$1,149,000	—	3,331	UCB
Cochise Ridge	42	2/2.5	\$695,000	—	2,922	Pending
Cochise Ridge	52	2/3	\$689,000	—	2,922	Pending
Cochise Ridge	59	3/3	\$828,000	—	2,577	UCB
Cochise Ridge	63	3/3	\$649,900	—	2,577	UCB
Cochise Ridge	65	2/2.5	\$695,000	\$660,000	2,922	5/15/2018
Cochise Ridge	81	2/3	\$695,000	\$680,000	2,931	5/23/2018
Desert Fairways	3	3/3	\$790,000	—	2,990	UCB
Desert Greens	41	4/4.5	\$915,000	—	3,664	UCB
Desert Hills	10	5/6.5	\$1,179,000	—	5,251	Pending
Desert Hills	15	3/3	\$875,000	—	3,177	UCB
Desert Hills	20	4/4.5	\$900,000	\$850,000	3,901	5/24/2018
Desert Horizons	15	3/3.5	\$1,150,000	—	3,100	UCB
Eagle Feather	357	3/3.5	\$1,395,000	—	3,607	Pending
Eagle Feather – Represent Seller	380	3/3.5	\$1,325,000	—	4,000	UCB
Eagle Feather – Represent Seller	404	5/5.5	\$3,995,000	—	8,251	Pending
Eagle Feather	412	4/4.5	\$2,995,000	—	5,063	Pending
Gambel Quail – Represent Seller	34	3/3.5	\$1,350,000	—	3,850	UCB
Gambel Quail	73	3/3.5	\$1,000,000	—	3,488	UCB
Gambel Quail	137	4/4.5	\$1,965,000	\$1,922,000	4,448	5/23/2018

Gambel Quail	178	4/4.5	\$1,995,000	—	4,550	UCB
Gambel Quail	220	4/4.5	\$2,995,000	\$2,925,000	4,891	5/18/2018
Grey Fox	47	4/5.5	\$1,599,000	—	5,654	UCB
Grey Fox – Represent Seller	79	3/3	\$1,099,000	—	3,493	UCB
Lone Mountain II	54	4/4.5	\$2,595,000	\$2,400,000	5,689	5/18/2018
Lone Mountain II	76	7/8.5	\$6,500,000	\$5,250,000	11,625	5/25/2018
Lookout Ridge	8	3/3.5	\$1,295,000	\$1,213,500	3,382	5/8/2018
Lookout Ridge – Represent Seller	13	3/3.5	\$1,475,000	—	3,382	Pending
Lookout Ridge	19	4/4	\$1,200,000	\$1,150,000	3,311	5/25/2018
Mountain Skyline	65	4/4.5	\$2,295,000	—	4,963	Pending
Painted Sky	17	4/5	\$1,690,000	—	4,041	UCB
Painted Sky	8	4/5.5	\$2,549,000	—	5,500	Pending
Rose Quartz – Represent Seller & Buyer	48 & 49	6/8.5	\$3,925,000	\$3,550,000	8,700	5/3/2018
Saguaro Forest – Rep Seller & Buyer	62	4/5.5	\$2,750,000	—	7,887	Pending
Saguaro Forest – Represent Buyer	86	4/4.5	\$2,685,000	\$2,565,000	6,206	5/8/2018
Saguaro Forest – Represent Seller	87	4/5.5	\$2,250,000	\$1,950,000	5,573	5/31/2018
Saguaro Forest – Represent Seller	103	4/4.5	\$2,475,000	—	5,906	UCB
Saguaro Forest	122	5/7	\$5,500,000	\$4,600,000	10,000	5/10/2018
Saguaro Forest	159	5/5.5	\$2,495,000	—	6,126	UCB
Saguaro Forest – Rep. Seller & Buyer	168	6/6.5	\$3,990,000	—	9,160	Pending
Sonoran Cottage	7	2/2.5	\$500,000	—	1,836	UCB
Sonoran Cottage	13	2/2.5	\$510,000	\$485,000	1,836	5/23/2018
Sonoran Ridge – Represent Buyer	8	3/3	\$695,000	—	2,490	UCB
Sonoran Ridge	26	3/3	\$695,000	—	2,462	Pending
Sunrise	271	3/3	\$1,199,000	\$1,100,000	3,072	5/16/2018
Turquoise Ridge	14	5/5.5	\$1,199,000	\$1,188,000	5,334	5/3/2018
Turquoise Ridge	54	4/3.5	\$2,195,000	—	4,000	UCB

DESERT MOUNTAIN SALES ACTIVITY: HOMESITES

May 2018

VILLAGE	LOT	BLDG. ENV.	LIST PRICE	SALE PRICE	SQ.FT.	CLOSE DATE
Apache Peak	80	30,965	\$749,000	\$720,000	87,564	5/24/2018
Apache Peak – Represent Buyer	139	25,666	\$475,000	\$470,000	49,875	5/31/2018
Gambel Quail	100	20,619	\$240,000	—	42,023	Pending
Lone Mountain II	86	22,000	\$189,000	\$185,000	56,248	5/14/2018
Lost Star	28	20,118	\$259,900	\$225,000	48,930	5/25/2018
Lost Star	38	20,962	\$800,000	\$710,000	43,457	5/3/2018
Painted Sky	16	22,357	\$199,000	—	42,000	Pending
Saguaro Forest	259	18,559	\$595,000	\$550,000	41,787	5/25/2018
Saguaro Forest – Represent Buyer	311	21,994	\$600,000	\$530,000	187,791	5/1/2018
Saguaro Forest	337	37,543	\$445,000	\$250,000	23.9 AC	5/1/2018
Saguaro Forest	338	21,400	\$499,000	\$450,000	25.6 AC	5/1/2018
Saguaro Forest	336	25,107	\$395,000	—	130,271	Pending
Saguaro Forest	339	31,372	\$445,000	—	525,318	Pending
Saguaro Forest	358	21,746	\$329,000	\$200,000	81,214	5/16/2018
Sunrise – Represent Seller	255	22,224	\$495,000	—	52,832	UCB
Turquoise Ridge – Represent Seller	13	21,390	\$315,000	\$312,000	33,839	5/31/2018

CALL TO SEE OUR NEW LISTINGS!

VILLAGE & LOT PRICE	VILLAGE & LOT PRICE	VILLAGE & LOT PRICE
Gambel Quail Preserve 264 \$1,249,000	Apache Peak 143 \$1,999,000	Grey Fox 147 \$250,000 - LOT



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