



REAL ESTATE UPDATE  
June 2018

HOMES	—YTD SALES—		—LISTINGS—		HOMESITES	—YTD SALES—		—LISTINGS—	
	2018	2017	2018	2017		2018	2017	2018	2017
\$1M & Under	31	30	31	35	\$250K & Under	18	17	38	46
\$1M+ to \$1.5M	28	17	32	23	\$250K+ to \$500K	15	11	26	36
\$1.5M+ to \$2M	18	8	32	41	\$500K+ to \$750K	5	3	8	10
\$2M+ to \$3M	15	16	22	37	\$750K+ to \$1M	1	1	12	14
Above \$3M	7	4	22	30	Above \$1M	0	1	4	6
<b>Total</b>	<b>99</b>	<b>75</b>	<b>139</b>	<b>166</b>	<b>Total</b>	<b>39</b>	<b>33</b>	<b>88</b>	<b>112</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**

June 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	Pending
Apache Peak	1	3/3.5	\$1,650,000	\$1,615,000	4,590	6/27/2018
Apache Peak	43&45	4/4	\$1,595,000	\$1,412,500	4,185	6/14/2018
Apache Peak	127	5/5.5	\$1,970,126	\$1,815,000	5,928	6/11/2018
Apache Peak	152	4/4.5	\$2,585,000	—	5,482	UCB
Arrowhead	23	3/3.5	\$727,800	—	3,909	UCB
<b>Cochise Geronimo – Represent Buyer</b>	<b>11</b>	<b>4/5</b>	<b>\$3,600,000</b>	<b>—</b>	<b>6,060</b>	<b>Pending</b>
Cochise Ridge	10	3/3.5	\$1,149,000	—	3,331	Pending
Cochise Ridge	42	2/2.5	\$695,000	\$650,000	2,922	6/8/2018
Cochise Ridge	52	2/3	\$689,000	\$637,350	2,922	6/21/2018
Cochise Ridge	59	3/3	\$828,000	—	2,577	UCB
Cochise Ridge	63	3/3	\$649,900	\$635,000	2,577	6/15/2018
Desert Fairways	3	3/3	\$790,000	\$765,000	2,990	6/15/2018
Desert Fairways	21	4/4.5	\$797,000	—	3,806	UCB
Desert Greens	41	4/4.5	\$915,000	\$875,000	3,664	6/14/2018
Desert Hills	10	5/6.5	\$1,179,000	\$1,128,000	5,251	6/8/2018
Desert Hills	15	3/3	\$875,000	\$840,000	3,177	6/11/2018
Desert Horizons	15	3/3.5	\$1,150,000	\$1,150,000	3,100	6/29/2018
Desert Horizons	22	5/5.5	\$1,750,000	\$1,675,000	4,700	6/27/2018
Eagle Feather	357	3/3.5	\$1,395,000	\$1,300,000	3,607	6/28/2018
<b>Eagle Feather – Represent Seller</b>	<b>380</b>	<b>3/3.5</b>	<b>\$1,325,000</b>	<b>\$1,200,000</b>	<b>4,000</b>	<b>6/12/2018</b>
<b>Eagle Feather – Represent Seller</b>	<b>404</b>	<b>5/5.5</b>	<b>\$3,995,000</b>	<b>—</b>	<b>8,251</b>	<b>Pending</b>
Eagle Feather	412	4/4.5	\$2,995,000	—	5,063	Pending
<b>Gambel Quail – Represent Seller</b>	<b>34</b>	<b>3/3.5</b>	<b>\$1,350,000</b>	<b>—</b>	<b>3,850</b>	<b>UCB</b>
Gambel Quail	73	3/3.5	\$1,000,000	\$950,000	3,488	6/27/2018
Gambel Quail	178	4/4.5	\$1,995,000	\$1,995,000	4,550	6/12/2018
Grey Fox	47	4/5.5	\$1,599,000	—	5,654	UCB

<b>Grey Fox – Represent Seller</b>	<b>58</b>	<b>3/3.5</b>	<b>\$1,395,000</b>	<b>—</b>	<b>4,002</b>	<b>Pending</b>
<b>Grey Fox – Represent Seller</b>	<b>79</b>	<b>3/3</b>	<b>\$1,099,000</b>	<b>—</b>	<b>3,493</b>	<b>Pending</b>
Mountain Skyline	65	4/4.5	\$2,295,000	\$2,075,000	4,963	6/7/2018
Painted Sky	17	4/5	\$1,690,000	\$1,547,500	4,041	6/14/2018
Painted Sky	8	4/5.5	\$2,549,000	—	5,500	Pending
<b>Saguaro Forest – Rep Seller &amp; Buyer</b>	<b>62</b>	<b>4/5.5</b>	<b>\$2,750,000</b>	<b>\$2,500,000</b>	<b>7,887</b>	<b>6/5/2018</b>
<b>Saguaro Forest – Represent Seller</b>	<b>103</b>	<b>4/4.5</b>	<b>\$2,475,000</b>	<b>—</b>	<b>5,906</b>	<b>Pending</b>
Saguaro Forest	159	5/5.5	\$2,495,000	—	6,126	UCB
<b>Saguaro Forest – Rep. Seller &amp; Buyer</b>	<b>168</b>	<b>6/6.5</b>	<b>\$3,990,000</b>	<b>\$3,700,000</b>	<b>9,160</b>	<b>6/20/2018</b>
<b>Saguaro Forest – Represent Seller</b>	<b>283</b>	<b>4/5.5</b>	<b>\$3,947,500</b>	<b>—</b>	<b>8,255</b>	<b>UCB</b>
Sonoran Cottage	7	2/2.5	\$500,000	\$475,000	1,836	6/27/2018
<b>Sonoran Ridge – Represent Buyer</b>	<b>8</b>	<b>3/3</b>	<b>\$695,000</b>	<b>\$630,000</b>	<b>2,490</b>	<b>6/12/2018</b>
Sonoran Ridge	26	3/3	\$695,000	\$660,000	2,462	6/4/2018
Sunrise	254	4/5.5	\$1,589,000	\$1,480,000	6,901	6/24/2018
Turquoise Ridge	54	4/3.5	\$2,195,000	—	4,000	UCB

## DESERT MOUNTAIN SALES ACTIVITY: HOMESITES

June 2018

VILLAGE	LOT	BLDG. ENV.	LIST PRICE	SALE PRICE	SQ.FT.	CLOSE DATE
Gambel Quail	62	18,042	\$149,000	\$135,000	40,749	6/29/2018
Gambel Quail	100	20,619	\$240,000	\$210,000	42,023	6/27/2018
Painted Sky	16	22,357	\$199,000	\$180,000	42,000	6/21/2018
Painted Sky	40	23,077	\$430,000	\$407,000	36,400	6/26/2018
Saguaro Forest	336	25,107	\$395,000	—	130,271	Pending
Saguaro Forest	339	31,372	\$445,000	—	525,318	Pending
<b>Sunrise – Represent Seller</b>	<b>255</b>	<b>22,224</b>	<b>\$495,000</b>	<b>—</b>	<b>52,832</b>	<b>UCB</b>
<b>Turquoise Ridge – Represent Seller</b>	<b>13</b>	<b>21,390</b>	<b>\$315,000</b>	<b>\$312,000</b>	<b>33,839</b>	<b>6/1/2018</b>

## CALL TO SEE OUR NEW LISTINGS!

VILLAGE & LOT	BEDS   BATHS   SF	PRICE
<b>DESERT GREENS 59</b>	<b>3   3.5   3,350</b>	<b>\$875,000</b>
<b>SUNRISE 331</b>	<b>4   4.4   4,000</b>	<b>\$1,175,000</b>
<b>LOOKOUT RIDGE 13 – BACK ON MARKET!</b>	<b>3   3.5   3,382</b>	<b>\$1,395,000</b>
<b>GAMBEL QUAIL 117</b>	<b>5   5.5   4,700</b>	<b>\$1,495,000</b>
<b>SAGUARO FOREST 164</b>	<b>4   6.5   6,374</b>	<b>\$2,995,000</b>



Russ  
Lyon

Sotheby's  
INTERNATIONAL REALTY



602-708-7300

DesertMountainPowerof4.com



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