



REAL ESTATE UPDATE

June 2017

HOMES	—YTD SALES—		—LISTINGS—		HOMESITES	—YTD SALES—		—LISTINGS—	
	2017	2016	2017	2016		2017	2016	2017	2016
\$1M & Under	30	19	35	39	\$250K & Under	17	17	46	41
\$1M+ to \$1.5M	17	16	23	34	\$250K+ to \$500K	11	6	36	37
\$1.5M+ to \$2M	8	14	41	24	\$500K+ to \$750K	3	1	10	15
\$2M+ to \$3M	16	12	37	24	\$750K+ to \$1M	1	0	14	14
Above \$3M	4	3	30	27	Above \$1M	1	0	6	10
Total	75	64	166	148	Total	33	24	112	117

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 2017

VILLAGE	LOT	BEDS/BATHS	LIST PRICE	SALE PRICE	SQ.FT.	CLOSE DATE
Apache Peak	105	5/5.5	\$2,250,000	—	5,802	Pending
Apache Peak – Represent Seller	136/137	4/4.5	\$2,649,000	—	4,960	UCB
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	46	4/4	\$725,000	\$708,000	3,250	6/26/2017
Cochise Geronimo	33	4/4	\$2,495,000	\$2,350,000	4,757	6/15/2017
Desert Fairways	19	3/3.5	\$1,050,000	—	3,338	Pending
Desert Greens – Represent Buyer	63	3/3.5	\$699,000	—	2,990	Pending
Desert Hills	43	4/4.5	\$849,000	—	3,901	UCB
Desert Horizons	26	3/3.5	\$795,000	—	3,916	UCB
Eagle Feather	353	4/4.5	\$990,000	\$950,000	3,948	6/13/2017
Gambel Quail	49	4/5.5	\$760,000	—	3,452	Pending
Grey Fox	82	3/3.5	\$1,495,000	\$1,395,000	3,407	6/14/2017
Lookout Ridge – Represent Buyer	13	3/3.5	\$1,375,000	—	3,382	Pending
Lookout Ridge	51	3/3.5	\$850,000	—	3,125	Pending
Painted Sky	8	4/5.5	\$2,549,000	—	5,500	Pending
Saguaro Forest – Represent Buyer	54	3/4.5	\$3,888,888	—	4,653	UCB
Saguaro Forest	166	4/5.5	\$3,245,000	\$3,000,000	6,782	6/27/2017
Saguaro Forest – Represent Seller	244	5/7.5	\$9,950,000	\$9,200,000	7,548	6/15/2017
Saguaro Forest – Represent Buyer	244	5/7.5	\$9,950,000	\$9,200,000	7,548	6/15/2017
Saguaro Forest	274	5/6	\$2,475,000	—	8,010	UCB
Saguaro Forest	290	6/6.5	\$1,999,000	—	7,292	UCB
Seven Arrows – Represent Seller	28	5/5.5	\$5,875,000	\$4,650,000	8,459	6/5/2017
Sonoran Cottage	18	2/2.5	\$565,000	—	1,836	Pending
Sunrise	335	4/4.5	\$1,595,000	—	4,158	Pending
Sunrise – Represent Buyer	260	4/4.5	\$1,747,500	\$1,625,000	5,477	6/5/2017

Sunrise	283	4/4.75	\$1,299,990	\$1,200,000	4,511	6/6/2017
Sunrise	291	5/5.5	\$1,349,000	\$1,262,500	4,165	6/29/2017
Turquoise Ridge	34	4/4.5	\$1,695,000	—	4,953	Pending

DESERT MOUNTAIN SALES ACTIVITY: **HOMESITES**

June 2017

VILLAGE	LOT	BLDG. ENV.	LIST PRICE	SALE PRICE	SQ.FT.	CLOSE DATE
Apache Peak	137	23,154	\$210,000	—	41,356	Pending
Eagle Feather – Represented Seller	441	22,555	\$190,000	\$175,000	43,800	6/16/2017
Gambel Quail	190	21,526	\$188,900	—	44,097	UCB
Grey Fox	24	17,438	\$199,000	—	49,711	UCB
Grey Fox	102	13,640	\$155,000	—	30,370	UCB
Lost Star	28	20,118	\$349,000	—	48,118	UCB
Mountain Skyline	87	17,938	\$165,000	\$155,000	30,683	6/15/2017
Painted Sky	97	23,326	\$399,000	\$375,000	41,169	6/19/2017
Saguaro Forest	118	21,401	\$1,250,000	—	96,235	UCB
Saguaro Forest	121	16,720	\$699,000	—	38,074	UCB
Saguaro Forest – Represent Seller	153 & 154	30,502	\$695,000	\$685,000	81,892	6/16/2017
Saguaro Forest – Represent Seller	245	31,000	\$995,000	—	369,595	Pending
Saguaro Forest – Represent Buyer	245	31,000	\$995,000	—	369,595	Pending
Saguaro Forest	319	21,654	\$450,000	—	118,363	UCB
Saguaro Forest	308	20,952	\$1,050,000	—	170,695	UCB
Turquoise Ridge	38	21,700	\$195,000	\$165,000	31,897	6/19/2017

CAREFREE RANCH ACTIVITY: **HOMES & HOMESITES**

June 2017

VILLAGE	LOT	BEDS/BATHS	LIST PRICE	SALE PRICE	SQ.FT.	CLOSE DATE
Carefree Ranch Homesteads - Land	13	NA	\$499,000	\$380,000	527,032	6/27/2017
Carefree Ranch Homesteads	7B	4/3.5	\$1,100,000	—	4,523	UCB

CALL TO SEE OUR NEW LISTINGS

VILLAGE	LOT	BEDS BATHS SF Building Envelope	CURRENT LIST PRICE
Desert Greens	66	4 4.5 3,664	\$975,000
Sunset Canyon	32	5 5.5 4,569	\$1,895,000
Cochise Geronimo Village	31	4 3 full & 2 half 4,654	\$2,395,000

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