



REAL ESTATE UPDATE
May 2017

HOMES	—YTD SALES—		—LISTINGS—		HOMESITES	—YTD SALES—		—LISTINGS—	
	2017	2016	2017	2016		2017	2016	2017	2016
\$1M & Under	28	15	35	49	\$250K & Under	14	10	46	44
\$1M+ to \$1.5M	14	11	23	40	\$250K+ to \$500K	10	6	36	37
\$1.5M+ to \$2M	7	10	41	34	\$500K+ to \$750K	2	1	10	16
\$2M+ to \$3M	14	11	37	28	\$750K+ to \$1M	1	0	14	17
Above \$3M	2	2	30	36	Above \$1M	1	0	6	11
Total	65	49	166	187	Total	28	17	112	125

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 2017

VILLAGE	LOT	BEDS/BATHS	LIST PRICE	SALE PRICE	SQ.FT.	CLOSE DATE
Apache Cottage	30	3/3	\$775,000	\$740,000	2,393	5/12/2017
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 – Represent Buyer	98	3/3.5	\$1,075,000	\$1,040,000	4,020	5/15/2017
Cochise Geronimo	33	4/4	\$2,495,000	—	4,757	UCB
Cochise Ridge	105	4/4.5	\$925,000	\$842,500	4,440	5/25/2017
Desert Fairways	10	4/4.5	\$950,000	\$915,000	3,514	5/26/2017
Desert Fairways	19	3/3.5	\$1,050,000	—	3,338	Pending
Desert Greens – Represent Buyer	63	3/3.5	\$699,000	—	2,990	UCB
Desert Greens – Represent Seller	68	3/3.5	\$1,099,000	\$975,000	3,351	5/25/2017
Desert Hills	43	4/4.5	\$849,000	—	3,901	UCB
Desert Horizons	12	4/4.5	\$1,500,000	\$1,325,000	4,171	5/1/2017
Desert Horizons	26	3/3.5	\$795,000	—	3,916	UCB
Eagle Feather	353	4/4.5	\$990,000	—	3,948	Pending
Gambel Quail	49	4/5.5	\$760,000	—	3,452	UCB
Gambel Quail	159	3/4	\$1,295,000	\$1,275,000	4,756	5/8/2017
Gambel Quail	205	5/4.5	\$899,000	\$845,000	4,356	5/5/2017
Grey Fox	82	3/3.5	\$1,495,000	—	3,407	Pending
Lookout Ridge	9	3/3	\$1,139,500	\$1,000,000	2,960	5/11/2017
Lookout Ridge	37	3/3.5	\$699,000	\$650,000	2,990	5/31/2017
Lookout Ridge	51	3/3.5	\$850,000	—	3,125	UCB
Painted Sky	28	4/4.5	\$2,495,000	\$2,239,000	6,630	5/18/2017
Painted Sky	68	6/7	\$2,495,000	\$2,100,000	10,000	5/15/2017
Renegade Trail	1	4/4.5	\$899,000	\$835,000	3,948	5/31/2017
Renegade Trail – Represent Seller	16	4/4.5	\$1,385,000	\$1,335,000	3,860	5/3/2017
Rose Quartz	32	4/3.5	\$1,195,000	\$1,100,000	5,106	5/16/2017

Saguaro Forest	166	4/5.5	\$3,245,000	—	6,782	UCB
Saguaro Forest – Represent Seller	244	5/7.5	\$9,950,000	—	7,548	Pending
Saguaro Forest – Represent Buyer	244	5/7.5	\$9,950,000	—	7,548	Pending
Seven Arrows – Represent Seller	28	5/5.5	\$5,875,000	—	8,459	Pending
Sonoran Cottage – Represent Seller	17	2/2.5	\$555,000	\$535,000	2,086	5/15/2017
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	—	5,477	Pending
Sunrise	283	4/4.75	\$1,299,990	—	4,511	Pending
Sunrise – Represent Seller	328/330	3/3.5	\$1,295,000	\$1,200,000	3,300	5/15/2017
Sunrise – Represent Buyer	328/330	3/3.5	\$1,295,000	\$1,200,000	3,300	5/15/2017
Sunset Canyon	9	4/4.5	\$1,649,000	\$1,635,000	4,191	5/31/2017
Turquoise Ridge	34	4/4.5	\$1,695,000	—	4,953	Pending
Turquoise Ridge	58	3/3.5	\$1,250,000	\$1,252,000	4,108	5/5/2017

DESERT MOUNTAIN SALES ACTIVITY: HOMESITES

May 2017

VILLAGE	LOT	BLDG. ENV.	LIST PRICE	SALE PRICE	SQ.FT.	CLOSE DATE
Apache Peak	137	23,154	\$210,000	—	41,356	Pending
Apache Peak	156	25,000	\$499,000	\$399,000	68,000	5/19/2017
Arrowhead	3	27,000	\$149,900	\$145,000	39,491	5/13/2017
Eagle Feather	378	22,357	\$69,900	\$55,000	42,333	5/24/2017
Eagle Feather	441	22,555	\$190,000	—	43,800	UCB
Gambel Quail	190	21,526	\$188,900	—	44,097	UCB
Lone Mountain	35	23,427	\$200,000	\$185,000	215,012	5/16/2017
Lone Mountain	41	28,989	\$299,000	\$275,000	262,493	5/12/2017
Lost Star	28	20,118	\$349,000	—	48,118	UCB
Mountain Skyline	87	17,938	\$165,000	—	30,683	UCB
Painted Sky	15	19,039	\$189,000	\$176,500	35,546	5/25/2017
Rose Quartz	41	13,100	\$135,000	\$120,000	20,484	5/8/2017
Saguaro Forest	31	19,892	\$785,000	\$500,00	47,076	5/25/2017
Saguaro Forest – Represent Seller	153 & 154	30,502	\$695,000	—	81,892	UCB
Saguaro Forest – Represent Buyer	236	25,000	\$1,695,000	\$1,287,000	44,074	5/31/2017
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	308	20,952	\$1,050,000	—	170,695	UCB
Seven Arrows	14	17,622	\$860,000	\$798,000	137,12	5/6/2017
Sunrise	222	22,656	\$299,000	\$275,000	43,668	5/25/2017
Sunrise – Represent Buyer	300	20,544	\$200,000	195,656	40,119	5/31/2017
Turquoise Ridge	31	21,080	\$295,000	\$270,000	37,131	5/31/2017

CAREFREE RANCH ACTIVITY: HOMES & HOMESITES

May 2017

VILLAGE	LOT	BEDS/BATHS	LIST PRICE	SALE PRICE	SQ.FT.	CLOSE DATE
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
Mirabel Village	6	4 3.5 4,232	\$995,000

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