



## REAL ESTATE UPDATE — INSIDE DESERT MOUNTAIN

**JULY 2015**

HOMES	YTD SALES		LISTINGS		HOMESITES	YTD SALES		LISTINGS	
	2015	2014	2015	2014		2015	2014	2015	2014
\$1M & Under	22	31	29	26	\$.250K & Under	24	26	51	46
\$1M+ - \$1.5M	24	21	29	31	\$.25K+ - \$.5K	14	5	33	35
\$1.5M+ - \$2M	15	12	23	20	\$.5K+ - \$.75K	1	2	14	17
\$2M+ - \$3M	11	9	24	26	\$.75K - \$1M	1	1	20	23
Above \$3M	7	2	18	29	Above \$1M	2	1	9	13
<b>Total</b>	<b>79</b>	<b>75</b>	<b>123</b>	<b>132</b>	<b>Total</b>	<b>42</b>	<b>35</b>	<b>127</b>	<b>134</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—July 2015

VILLAGE	LOT	MEMBERSHIP	LIST PRICE	SALE PRICE	SQ FT	CLOSE DATE
Arrowhead	10	None	\$1,450,000		4,100	Pending
Chiricahua Villas – Rep Seller & Buyer	209	None	\$1,999,000		4,591	UCB
Chiricahua Villas	215	None	\$1,595,000	\$1,540,000	4,359	7/15/2015
Cochise Ridge	79	EGM	\$800,000	\$772,750	2,680	7/31/2015
Desert Fairways – Represented Seller	15	None	\$895,000		3,664	Pending
Desert Fairways	32	EGM	\$920,000		3,050	UCB
Desert Greens	68	None	\$995,000	\$972,500	3,351	7/1/2015
Desert Hills	15	W/Wout	\$948,000		3,177	Pending
Desert Hills	38	None	\$625,000	\$640,000	3,150	7/22/2015
Grey Fox	85	EGM	\$1,154,000		4,481	Pending
Grey Fox	166	None	\$1,899,000		4,607	UCB
Hacienda – Represented Seller	15	None	\$895,000		3,248	UCB
Hacienda	24	None	\$929,000		2,550	UCB
Saguaro Forest – Represented Seller	77	None	\$2,695,000		5,699	UCB
Sonoran Ridge	7	None	\$795,000	\$710,000	2,070	7/21/2015
Sunrise	218	None	\$1,429,000	\$1,365,000	4,247	7/30/2015
Sunset Canyon	30	EGM	\$2,295,000	\$1,950,000	5,486	7/7/2015
Sunset Canyon	53	None	\$1,895,000	\$1,845,000	5,799	7/15/2015
Turquoise Ridge	19	EGM	\$799,000	\$775,000	3,530	7/6/2015

## Desert Mountain Sales Activity—Homesites—July 2015

VILLAGE	LOT	MEMBERSHIP	LIST PRICE	SALE PRICE	ACREAGE	CLOSE DATE
Apache Peak – Represented Buyer	153	None	\$249,000	\$200,000	63,028	7/30/2015
Eagle Feather	383	None	\$75,000		36,165	UCB
Grey Fox	26	None	\$369,000		40,500	UCB
Grey Fox	45	None	\$249,000		22,585	UCB
Painted Sky	88	None	\$175,000		73,010	UCB
Saguaro Forest	105	None	\$700,000		47,359	UCB
Saguaro Forest	110/111	None	\$988,000	\$860,000	40,639	7/21/2015
Saguaro Forest	112	None	\$565,000		36,236	UCB

## Carefree Ranch Sales Activity — July 2015

VILLAGE	LOT	MEMBERSHIP	LIST PRICE	SALE PRICE	SQ Ft	CLOSE DATE
Carefree Ranch – Represented Buyer	21	N/A	\$2,550,000		6,100	Pending
Carefree Ranch	24	N/A	\$1,395,000	\$1,275,000	4,357	7/9/2013

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\* UCB - Under Contract with Backups

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