



REAL ESTATE UPDATE
JULY 2016

HOMES	—YTD SALES—		—LISTINGS—		HOMESITES	—YTD SALES—		—LISTINGS—	
	2015	2016	2015	2016		2015	2016	2015	2016
\$1M & Under	22	23	29	33	\$250K & Under	24	19	51	41
\$1M+ to \$1.5M	24	18	29	28	\$250K+ to \$500K	14	8	33	32
\$1.5M+ to \$2M	15	15	23	27	\$500K+ to \$750K	1	1	14	14
\$2M+ to \$3M	11	12	24	21	\$750K to \$1M	1	0	20	13
Above \$3M	7	5	18	25	Above \$1M	2	0	9	11
Total	79	73	123	134	Total	42	28	127	111

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 2016

VILLAGE	LOT	BEDS/BATHS	LIST PRICE	SALE PRICE	SQ.FT.	CLOSE DATE
Apache Cottage - Represent Buyer	35	3/3	\$999,000	\$900,000	2,454	7/15/2016
Apache Peak	22	4/4	\$779,900	\$880,000	3,386	7/1/2016
Apache Peak - Represent Buyer	134	4/4.5	\$2,633,007	\$2,633,007	5,144	7/27/2016*
Arrowhead	10	4/4.5	\$1,450,000	—	4,100	Pending
Cochise Ridge - Represent Buyer	10	2/3	\$744,500	—	2,577	UCB
Cochise Ridge - Represent Seller	60	2/3	\$675,000	—	2,544	UCB
Cochise Ridge - Represent Buyer	60	2/3	\$675,000	—	2,544	UCB
Cochise Ridge - Represent Buyer	71	3/3.5	\$699,000	—	3,502	UCB
Cochise Ridge - Represent Buyer	80	3/3.5	\$890,000	—	3,325	UCB
Eagle Feather	348	3/4	\$1,995,000	\$1,995,000	4,750	7/22/2016
Eagle Feather	411	4/4.5	\$1,045,000	—	4,128	Pending
Gambel Quail Preserve - Represent Seller	222	4/4.5	\$1,495,000	\$1,356,000	4,508	7/28/2016
Gambel Quail Preserve	251	3/3.5	\$1,249,000	—	4,100	Pending
Grey Fox	97	4/4.5	\$895,000	\$805,000	4,005	7/20/2016
Hacienda - Represent Buyer	2	3/3.5	\$620,000	—	2,544	UCB
Hacienda	9	3/3.5	\$649,000	—	2,901	Pending
Lone Mountain	28	4/4.5	\$1,850,000	—	5,329	UCB
Painted Sky - Represent Seller	58	4/4.5	\$1,625,000	\$1,475,000	4,110	7/12/2016
Rose Quartz	36	5/5.5	\$4,875,000	\$4,120,000	5,429	7/28/2016
Rose Quartz	47	4/5	\$2,450,000	—	4,105	Pending
Saguaro Forest	235	5/7.5	\$8,375,000	—	8,460	UCB
Saguaro Forest	290	6/6.5	\$1,999,000	—	7,292	UCB
Saguaro Forest - Represent Seller	140	5/7	\$4,450,000	\$4,050,000	7,200	7/6/2016
Sunrise - Represent Seller	272	3/3.5	\$899,000	—	3,800	UCB
Sunrise	210	5/6.5	\$950,000	\$950,000	8,383	7/28/2016
Sunrise	305	4/4	\$1,195,000	—	4,420	Pending
Sunset Canyon - Represent Seller	32	5/5.5	\$1,795,000	—	4,596	Pending

*Private Sale - Not Reflected In MLS

DESERT MOUNTAIN SALES ACTIVITY: HOMESITES

JULY 2016

VILLAGE	LOT	BLDG. ENV.	LIST PRICE	SALE PRICE	SQ.FT.	CLOSE DATE
Arrowhead	8	18,700	\$129,900	\$110,000	34,010	7/22/2016
Arrowhead	71	23,200	\$169,000	\$81,500	33,752	7/27/2016
Eagle Feather	367	20,298	\$139,000	—	39,015	Pending
Gambel Quail	137	20,634	\$179,000	—	41,576	UCB
Gambel Quail	199	21,278	\$185,000	—	43,560	UCB
Gambel Quail Preserve	228	21,057	\$120,000	—	49,952	UCB
Grey Fox	32	12,400	\$165,000	—	23,221	UCB
Grey Fox	103	16,198	\$69,000	—	27,178	UCB
Grey Fox	169	15,190	\$180,000	—	35,503	UCB
Saguaro Forest	50	18,371	\$599,000	—	73,214	UCB
Saguaro Forest	156	19,107	\$419,000	\$400,000	43,646	7/29/2016
Saguaro Forest	341	25,120	\$995,000	\$400,000	530,810	7/17/2016

CAREFREE RANCH ACTIVITY: HOMES

JULY 2016

VILLAGE	LOT	MEMBERSHIP	LIST PRICE	SALE PRICE	SQ.FT.	CLOSE DATE
Carefree Ranch – Lone Mountain	24	N/A	\$1,425,000		4,579	UCB

CALL TO SEE THESE NEW LISTINGS HOMES

VILLAGE	LOT	BEDS BATHS SF(HOMES) OR BE SF(LOTS)	CURRENT LIST PRICE
Sunrise	212	4/4.5/4,586	\$1,475,000
Mountain Skyline	92	4/4.5/5,045	\$1,845,000
Lost Star	16	4/4.5/6,043	\$1,999,999

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