



## REAL ESTATE UPDATE — INSIDE DESERT MOUNTAIN

## AUGUST 2015

| HOMES          | YTD SALES |           | LISTINGS   |            | HOMESITES        | YTD SALES |           | LISTINGS   |            |
|----------------|-----------|-----------|------------|------------|------------------|-----------|-----------|------------|------------|
|                | 2015      | 2014      | 2015       | 2014       |                  | 2015      | 2014      | 2015       | 2014       |
| \$1M & Under   | 25        | 34        | 30         | 24         | \$250K & Under   | 27        | 28        | 48         | 45         |
| \$1M+ - \$1.5M | 24        | 22        | 28         | 31         | \$250K+ - \$500K | 14        | 6         | 31         | 31         |
| \$1.5M+ - \$2M | 16        | 15        | 22         | 15         | \$500K+ - \$750K | 1         | 2         | 15         | 15         |
| \$2M+ - \$3M   | 11        | 9         | 23         | 25         | \$750K - \$1M    | 1         | 1         | 17         | 23         |
| Above \$3M     | 7         | 3         | 18         | 27         | Above \$1M       | 3         | 1         | 9          | 8          |
| <b>Total</b>   | <b>83</b> | <b>83</b> | <b>121</b> | <b>122</b> | <b>Total</b>     | <b>46</b> | <b>38</b> | <b>120</b> | <b>122</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—AUGUST 2015

| VILLAGE                                | LOT | MEMBERSHIP | LIST PRICE  | SALE PRICE  | SQ FT | CLOSE DATE |
|----------------------------------------|-----|------------|-------------|-------------|-------|------------|
| Apache Peak                            | 39  | None       | \$1,625,000 |             | 8,001 | Pending    |
| Apache Peak                            | 58  | None       | \$1,225,000 |             | 4,788 | Pending    |
| Arrowhead                              | 10  | None       | \$1,450,000 |             | 4,100 | Pending    |
| Chiricahua Villas – Rep Seller & Buyer | 209 | None       | \$1,999,000 | \$1,999,000 | 4,591 | 8/4/2015   |
| Desert Fairways – Represented Seller   | 15  | None       | \$895,000   |             | 3,664 | Pending    |
| Desert Fairways                        | 32  | EGM        | \$920,000   | \$795,000   | 3,050 | 8/7/2015   |
| Desert Hills                           | 15  | EGM        | \$948,000   | \$917,000   | 3,177 | 8/7/2015   |
| Grey Fox – Represented Seller          | 84  | None       | \$1,345,000 |             | 4,031 | Pending    |
| Grey Fox                               | 85  | EGM        | \$1,154,000 |             | 4,481 | Pending    |
| Grey Fox                               | 166 | None       | \$1,899,000 |             | 4,607 | Pending    |
| Hacienda                               | 9   | None       | \$749,000   |             | 2,901 | UCB        |
| Hacienda – Represented Seller          | 15  | None       | \$895,000   |             | 3,248 | UCB        |
| Hacienda                               | 24  | None       | \$929,000   | \$900,000   | 2,550 | 8/4/2015   |
| Lost Star                              | 43  | None       | \$1,700,000 |             | 5,382 | UCB        |
| Mountain Skyline                       | 22  | None       | \$1,059,000 |             | 4,266 | UCB        |
| Mountain Skyline                       | 28  | None       | \$1,295,000 |             | 5,294 | UCB        |
| Rose Quartz                            | 67  | None       | \$995,000   |             | 4,438 | UCB        |
| Saguaro Forest – Represented Seller    | 77  | None       | \$2,695,000 |             | 5,699 | UCB        |
| Sunrise                                | 293 | None       | \$895,000   |             | 4,362 | UCB        |

## Desert Mountain Sales Activity—Lots—AUGUST 2015

| VILLAGE                          | LOT | MEMBERSHIP | LIST PRICE  | SALE PRICE  | ACREAGE | CLOSE DATE |
|----------------------------------|-----|------------|-------------|-------------|---------|------------|
| Apache Peak – Rep Seller & Buyer | 86  | None       | \$1,100,000 | \$1,100,000 | 102,042 | 8/31/2015  |
| Eagle Feather                    | 347 | None       | \$130,000   |             | 59,171  | UCB        |
| Eagle Feather                    | 359 | None       | \$75,000    |             | 47,096  | UCB        |
| Eagle Feather                    | 383 | None       | \$75,000    | \$65,000    | 36,165  | 8/14/2015  |
| Gambel Quail                     | 188 | None       | \$124,000   |             | 48,723  | UCB        |
| Grey Fox                         | 26  | None       | \$369,000   |             | 40,500  | UCB        |
| Grey Fox                         | 45  | None       | \$249,000   | \$190,000   | 22,585  | 8/20/2015  |
| Painted Sky                      | 87  | None       | \$99,000    |             | 46,007  | Pending    |
| Painted Sky                      | 88  | None       | \$175,000   | \$160,000   | 73,010  | 8/27/2015  |
| Saguaro Forest                   | 47  | None       | \$650,000   |             | 97,815  | UCB        |
| Saguaro Forest                   | 105 | None       | \$700,000   |             | 47,359  | UCB        |
| Saguaro Forest                   | 112 | None       | \$565,000   |             | 36,236  | UCB        |

## Carefree Ranch Sales Activity –AUGUST 2015

| VILLAGE                            | LOT | MEMBERSHIP | LIST PRICE  | SALE PRICE  | SQ Ft | CLOSE DATE |
|------------------------------------|-----|------------|-------------|-------------|-------|------------|
| Carefree Ranch – Represented Buyer | 21  | N/A        | \$2,550,000 | \$2,300,000 | 6,100 | 8/12/2015  |

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\* UCB - Under Contract with Backups

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