



REAL ESTATE UPDATE
AUGUST 2016

| HOMES | —YTD SALES— | | —LISTINGS— | | HOMESITES | —YTD SALES— | | —LISTINGS— | |
|-----------------|-------------|-----------|------------|------------|-------------------|-------------|-----------|------------|------------|
| | 2015 | 2016 | 2015 | 2016 | | 2015 | 2016 | 2015 | 2016 |
| \$1M & Under | 25 | 29 | 30 | 34 | \$250K & Under | 27 | 23 | 48 | 42 |
| \$1M+ to \$1.5M | 24 | 21 | 28 | 30 | \$250K+ to \$500K | 14 | 9 | 31 | 34 |
| \$1.5M+ to \$2M | 16 | 16 | 22 | 24 | \$500K+ to \$750K | 1 | 1 | 15 | 13 |
| \$2M+ to \$3M | 11 | 12 | 23 | 27 | \$750K+ to \$1M | 1 | 0 | 17 | 14 |
| Above \$3M | 7 | 5 | 18 | 26 | Above \$1M | 3 | 0 | 9 | 10 |
| Total | 83 | 83 | 121 | 141 | Total | 46 | 33 | 120 | 113 |

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 2016

| VILLAGE | LOT | BEDS/BATHS | LIST PRICE | SALE PRICE | SQ.FT. | CLOSE DATE |
|----------------------------------|-----|------------|-------------|-------------|--------|------------|
| Arrowhead | 10 | 4/4.5 | \$1,450,000 | \$1,480,800 | 4,100 | 8/31/2016 |
| Cochise Ridge – Represent Buyer | 10 | 2/3 | \$744,500 | \$650,000 | 2,577 | 8/8/2016* |
| Cochise Ridge – Represent Seller | 60 | 2/3 | \$675,000 | \$585,000 | 2,544 | 8/8/2016 |
| Cochise Ridge – Represent Buyer | 60 | 2/3 | \$675,000 | \$585,000 | 2,544 | 8/8/2016 |
| Cochise Ridge – Represent Buyer | 71 | 3/3.5 | \$699,000 | — | 3,502 | UCB |
| Cochise Ridge – Represent Buyer | 80 | 3/3.5 | \$890,000 | \$821,500 | 3,325 | 8/17/2016 |
| Eagle Feather | 441 | 4/4.5 | \$1,045,000 | \$988,000 | 4,128 | 8/8/2016 |
| Gambel Quail – Represent Buyer | 101 | 4/4 | \$1,495,000 | — | 4,187 | UCB |
| Gambel Quail Preserve | 251 | 3/3.5 | \$1,249,000 | \$1,200,000 | 4,100 | 8/5/2016 |
| Grey Fox | 96 | 4/4.5 | \$1,375,000 | \$1,300,000 | 5,553 | 8/30/2016 |
| Hacienda | 9 | 3/3.5 | \$649,000 | \$602,500 | 2,901 | 8/11/2016 |
| Lone Mountain | 28 | 4/4.5 | \$1,850,000 | — | 5,329 | UCB |
| Lost Star – Represent Seller | 16 | 5/6.5 | \$1,999,999 | — | 5,891 | UCB |
| Mountain Skyline | 16 | 3/3.5 | \$1,995,000 | — | 5,249 | UCB |
| Rose Quartz | 47 | 4/5 | \$2,450,000 | — | 4,105 | Pending |
| Saguaro Forest | 235 | 5/7.5 | \$8,375,000 | — | 8,460 | Pending |
| Saguaro Forest | 290 | 6/6.5 | \$1,999,000 | — | 7,292 | UCB |
| Sunrise – Represent Seller | 272 | 3/3.5 | \$899,000 | \$875,000 | 3,800 | 8/9/2016 |
| Sunrise | 305 | 4/4 | \$1,195,000 | \$1,000,000 | 4,420 | 8/22/2016 |
| Sunset Canyon – Represent Seller | 32 | 5/5.5 | \$1,795,000 | \$1,650,000 | 4,596 | 8/11/2016 |

*Not reflected in MLS – Private Sale

DESERT MOUNTAIN SALES ACTIVITY: HOMESITES

AUGUST 2016

| VILLAGE | LOT | BLDG. ENV. | LIST PRICE | SALE PRICE | SQ.FT. | CLOSE DATE |
|--|------------|---------------|------------------|------------------|---------------|------------------|
| Apache Peak | 156 | 25,061 | \$560,000 | — | 68,000 | UCB |
| Eagle Feather | 367 | 20,298 | \$139,000 | — | 39,015 | Pending |
| Gambel Quail – Represent Buyer | 121 | 20,087 | \$130,000 | \$130,000 | 44,884 | 8/19/2016 |
| Gambel Quail – Represent Seller | 121 | 20,087 | \$130,000 | \$130,000 | 44,884 | 8/19/2016 |
| Gambel Quail | 137 | 20,634 | \$179,000 | \$155,000 | 41,576 | 8/10/2016 |
| 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 | \$125,000 | 23,221 | 8/1/2016 |
| Grey Fox | 169 | 15,190 | \$180,000 | \$117,500 | 35,503 | 8/8/2016 |
| Mountain Skyline | 87 | 17,938 | \$195,000 | — | 30,683 | UCB |
| Saguaro Forest | 50 | 18,371 | \$599,000 | \$500,000 | 73,214 | 8/24/2016 |
| Saguaro Forest | 248 | 19,228 | \$1,395,000 | — | 126,155 | UCB |
| Sunset Canyon | 42 | 16,011 | \$695,000 | — | 31,739 | UCB |

CAREFREE RANCH ACTIVITY: HOMES

AUGUST 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 |
|------------------------------------|-----|---|--------------------|
| Apache Cottage | 29 | 3 3 2,296 | \$698,000 |
| Sunrise | 212 | 4 3.5 4,580 | \$1,475,000 |
| Apache Peak | 62 | 4 4 3,566 | \$1,487,500 |
| Painted Sky – Spec | 12 | 4 4.5 4,750 | \$2,799,000 |
| Saguaro Forest – Spec – Comp. 2017 | 189 | 5 5.5 5,000 | \$2,988,000 |

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