



Russ  
Lyon

**Sotheby's**  
INTERNATIONAL REALTY



# DESERT MOUNTAIN

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*Treating Clients Like Family*

Please find below the Desert Mountain Market Overview for June 2014. With our extensive knowledge of 24 years combined experience at Desert Mountain and over \$435 million in Sales since 2000, we are confident that we can help you in your real estate needs. Our ability to market and present your property with integrity and honesty is our top priority.

Our business philosophy is simple - we stick to the basics, show up on time, answer our phones, deliver what we promise and.....*We Treat our Clients like Family!*

Kirk & Keith Marshall - The Marshall Brothers

## ***Desert Mountain*** **Real Estate Market Update**

### **Homes - Currently Listed**

|                               | # of Listings | Homes | List Price   | Price/SqFt | SqFt   | Agent Days On Market |
|-------------------------------|---------------|-------|--------------|------------|--------|----------------------|
| <b>Active</b>                 | 117           | Low   | \$ 590,000   | \$ 222     | 1,836  | 10                   |
|                               |               | Avg.  | \$ 2,385,573 | \$ 419     | 5,247  | 287                  |
|                               |               | High  | \$ 7,999,000 | \$ 1,045   | 12,500 | 2,128                |
| <b>Under Contract Backups</b> | 6             | Low   | \$ 725,000   | \$ 205     | 3,540  | 67                   |
|                               |               | Avg.  | \$ 1,610,666 | \$ 339     | 4,708  | 254                  |
|                               |               | High  | \$ 1,999,999 | \$ 456     | 5,792  | 641                  |
| <b>Pending</b>                | 11            | Low   | \$ 699,900   | \$ 214     | 1,836  | 6                    |
|                               |               | Avg.  | \$ 1,575,864 | \$ 335     | 4,517  | 231                  |
|                               |               | High  | \$ 2,995,000 | \$ 492     | 7,292  | 425                  |

### **Homes Sold - June 2014**

|             | #/Sold Listings | Homes | Sold Price   | Sold \$/SqFt | SqFt  | Agent Days On Market |
|-------------|-----------------|-------|--------------|--------------|-------|----------------------|
| <b>Sold</b> | 10              | Low   | \$ 577,500   | \$ 210       | 2,045 | 1                    |
|             |                 | Avg.  | \$ 1,286,218 | \$ 314       | 3,891 | 420                  |
|             |                 | High  | \$ 3,150,000 | \$ 509       | 6,189 | 2,927                |

## Homes Sold - June 2014 by Village

| MLS #   | Address             | Price per |              | Sold Date | List Price  | Sold Price  |
|---------|---------------------|-----------|--------------|-----------|-------------|-------------|
|         |                     | Apx. SqFt | Apx. \$ SqFt |           |             |             |
| 5054464 | Sonoran Ridge 34    | 2,045     | 282          | 6/06      | \$ 589,817  | \$ 577,500  |
| 5124200 | Sonoran Cottage 11  | 2,086     | 303          | 6/03      | \$ 632,500  | \$ 632,500  |
| 5014310 | Sonoran Cottage 27  | 2,292     | 299          | 6/05      | \$ 699,000  | \$ 685,000  |
| 4890535 | Desert Fairways 1   | 3,664     | 222          | 6/05      | \$ 895,000  | \$ 815,000  |
| 5101124 | Renegade Trail 12   | 4,027     | 210          | 6/02      | \$ 935,000  | \$ 845,000  |
| 5107726 | Arrowhead 73        | 4,198     | 305          | 6/12      | \$1,395,000 | \$1,282,179 |
| 4991341 | Apache Peak 66      | 4,355     | 310          | 6/20      | \$1,395,000 | \$1,350,000 |
| 5073028 | Sunrise 236         | 4,556     | 335          | 6/30      | \$1,595,000 | \$1,525,000 |
| 4701703 | Cochise Geronimo 25 | 5,500     | 364          | 6/23      | \$2,395,000 | \$2,000,000 |
| 5044278 | Saguaro Forest 165  | 6,189     | 509          | 6/25      | \$3,495,000 | \$3,150,000 |

### Lots - Currently Listed

|                | # of Lots | Listings | List Price   | Apx. Total | Agent          |
|----------------|-----------|----------|--------------|------------|----------------|
|                |           |          |              | Acres      | Days On Market |
| Active         | 124       | Low      | \$ 99,999    | .5         | 6              |
|                |           | Avg.     | \$ 557,373   | 2          | 496            |
|                |           | High     | \$ 1,950,000 | 25         | 2,719          |
| Under Contract | 6         | Low      | \$ 129,000   | 1          | 194            |
|                |           | Avg.     | \$ 225,150   | 1          | 507            |
|                |           | High     | \$ 325,000   | 1          | 657            |
| Pending        | 4         | Low      | \$ 122,900   | 1          | 129            |
|                |           | Avg.     | \$ 140,475   | 1          | 190            |
|                |           | High     | \$ 159,000   | 1          | 250            |
|                | #/Sold    |          | Sold Price   | Apx. Total | Agent          |
|                | Listings  | Lots     |              | Acres      | Days On Market |
| Sold           | 4         | Low      | \$ 138,500   | .83        | 132            |
|                |           | Avg.     | \$ 311,125   | .88        | 375            |
|                |           | High     | \$ 575,000   | .93        | 701            |

### Lots Sold - June 2014 by Village

| MLS #   | Address            | List Price | Sold Price | Apx.  |       |     |
|---------|--------------------|------------|------------|-------|-------|-----|
|         |                    |            |            | Acres | COE   | DOM |
| 5023516 | Gambel Quail 18    | \$ 149,500 | \$ 138,500 | .78   | 06/27 | 239 |
| 5054996 | Apache Peak 114    | \$ 240,000 | \$ 200,000 | .88   | 06/06 | 132 |
| 4759037 | Painted Sky 10     | \$ 373,333 | \$ 331,000 | 1.10  | 06/10 | 701 |
| 4929239 | Saguaro Forest 189 | \$ 649,000 | \$ 575,000 | 1.35  | 06/30 | 430 |



If you would like any additional information, please contact us for a consultation.

All data collected from the MLS Listing Service as of 07/02/2014



If you are currently working with another Broker please do not consider this a solicitation.



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