




MARSHALL BROTHERS

DESERT MOUNTAIN

TREATING CLIENTS
LIKE FAMILY

The Marshall Brothers

Treating Clients Like Family!

**Russ Lyon Sotheby's International Realty
Desert Mountain**

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www.desertmountainhomesandlots.com

Happy New Year!

Please find below the Desert Mountain market overview for 2013. With a 25% increase in home sales from 2012 to 2013 and a 26% increase in lot sales from 2012 to 2013, there was a consistent upward trend in growth within the Desert Mountain Real Estate Market. We are looking forward to 2014 with excitement and confidence. If you are interested in selling your property or would like an opinion of value or a market analysis on your property, please contact us today. If you are considering a purchase, there are many terrific properties currently available on the market. Please let us know how we can be of help. Our business philosophy is simple - we stick to the basics - show up on time, answer our phones, reply to emails in a timely manner and.....*We Treat our Clients like Family!*

Kirk & Keith Marshall - The Marshall Brothers

Market Overview

2012 vs. 2013

Homes Sold in 2012 - 107

	Sold Price	\$/SqFt.	SqFt.	Days On Mkt.
LOW	\$ 380,000	\$ 126	1,836	0
AVG	\$ 1,268,144	\$ 278	4,434	338
HIGH	\$ 6,542,500	\$1,084	10,690	2,316

Homes Sold in 2013 - 134

	Sold Price	\$/SqFt.	SqFt.	Days On Mkt.
LOW	\$ 437,601	\$ 139	2,045	0
AVG	\$ 1,272,815	\$ 293	4,158	319
HIGH	\$ 6,665,000	\$ 773	11,859	1,997

Land/Lots Sold in 2012 - 61

	Sold Price	Acres	Days On Market
LOW	\$ 50,000	1	7
AVG	\$ 269,008	2	263
HIGH	\$ 1,300,000	10	2,041

Land/Lots Sold in 2013 - 77

	Sold Price	Acres	Days On Market
LOW	\$ 85,000	0	5
AVG	\$ 242,992	1	415
HIGH	\$ 1,366,750	17	2,311

Desert Mountain

Real Estate Market Update

With our extensive knowledge in over 24 years of combined experience at Desert Mountain and over \$414 million in Sales since 2000, we are confident that we can help you sell your home. Our ability to market and present your home or homesite with integrity and honesty is our top priority.

Homes - Currently Listed

	# of		List Price	Price/SqFt	SqFt	Agent
	Homes	Listings				Days On Market
Active	Low	146	\$ 560,000	\$ 187	1,836	1
	Avg.		\$ 2,280,783	\$ 410	5,159	299
	High		\$ 8,888,000	\$ 1,196	12,500	2,792
Under Contract Backups	Low	4	\$ 775,000	\$ 221	3,514	27
	Avg.		\$ 2,599,500	\$ 440	5,182	134
	High		\$ 5,975,000	\$ 733	8,155	326
Pending	Low	10	\$ 895,000	\$ 244	3,664	1
	Avg.		\$ 1,972,080	\$ 390	4,984	458
	High		\$ 3,089,000	\$ 569	7,292	2,165

Homes Sold - December 2013

	#/Sold		Sold Price	Sold \$/SqFt	SqFt	Agent
	Homes	Listings				Days On Market
Sold	Low	13	\$ 767,000	\$ 185	2,296	0
	Avg.		\$ 1,327,154	\$ 298	4,627	322
	High		\$ 2,395,000	\$ 436	7,200	1,462

Homes Sold - December 2013 by Village

MLS #	Address	Approx SqFt	Price per Approx SqFt	Sold Date	List Price	Sold Price
5031356	Gambel Quail #97	4,058	\$189.01	12/30/2013	\$ 789,000	\$ 767,000
5025326	Apache Cottage #4	2,296	\$374.56	12/10/2013	\$ 898,000	\$ 860,000
4729544	Grey Fox # 46	2,845	\$316.70	12/19/2013	\$ 986,000	\$ 901,000
4385541	Apache Peak #123	3,711	\$246.56	12/12/2013	\$ 999,000	\$ 915,000
5001310	Apache Cottage #34	2,454	\$372.86	12/27/2013	\$ 950,000	\$ 915,000
4775551	Renegade Trail #18	4,057	\$255.11	12/20/2013	\$ 1,099,000	\$ 1,035,000
4933885	Mountain Skyline #96 & #97	6,500	\$184.62	12/05/2013	\$ 1,600,000	\$ 1,200,000
4287520	Turquoise Ridge #24	7,200	\$204.86	12/06/2013	\$ 1,599,000	\$ 1,475,000
5004450	Chiricahua Village #228	3,861	\$436.42	12/02/2013	\$ 1,795,000	\$ 1,685,000
5034487	Lost Star #5	5,082	\$334.51	12/20/2013	\$ 1,785,000	\$ 1,700,000
4906221	Turquoise Ridge #56	5,194	\$327.30	12/31/2013	\$ 1,595,000	\$ 1,700,000
4935587	Saguaro Forest #128	6,170	\$276.34	12/12/2013	\$ 1,850,000	\$ 1,705,000

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

All data collected from the MLS Listing Service as of 01/07/2014

Land/Lots - Currently Listed

	Lots	# of	List Price	Price/Acre	Apx. Total	Agent
		Listings			Acres	Days On Market
Active	Low	150	\$ 110,000	\$ 43,747	0	4
	Avg.		\$ 565,563	\$ 402,080	2	439
	High		\$ 1,950,000	\$ 1,678,218	25	2,544
Under Contract Backups	Low	2	\$ 135,000	\$ 270,000	0	342
	High		\$ 205,000	\$ 298,690	1	529
Pending	Avg.		\$ 275,000	\$ 327,381	1	717
	Low	5	\$ 129,000	\$ 170,115	1	7
	Avg.		\$ 238,200	\$ 689,393	1	606
	High		\$ 495,000	\$ 2,444,444	2	1,609
	Lots	#/Sold	Sold Price	Sold \$/Acre	Apx. Total	Agent
		Listings			Acres	Days On Market
Sold	Low	3	\$ 168,000	\$ 155,556	1	12
	Avg.		\$ 583,250	\$ 496,947	1	98
	High		\$ 1,366,750	\$ 1,120,287	1	228

Land/Lots Sold - December 2013 by Village

MLS #	Address	List Price	Sold Price	Apx Total		DOM
				Acres	COE	
5001920	Lost Star #22	\$ 1,500,000	\$ 1,366,750	1	12/9/2013	55
5022284	Mountain Skyline #104	\$ 175,000	\$ 168,000	1	12/6/2013	12
4923356	Gambel Quail #116	\$ 225,000	\$ 215,000	1	12/3/2013	228

All data collected from the MLS Listing Service as of 01/07/2014



The Art of Great Ball Striking

When we look at the best players in the world, what can we learn from them? For example, there are certain priorities, or absolutes that are critical to hitting the ball solid. Then there are things that are not as important. With today's technology and the video equipment we have available we can see the swing in super slow motion allowing the finer details of the swing to be seen.

One of the greatest misconceptions over time is there has to be a big weight transfer to your back foot and a big weight transfer to your front foot. Nothing could be further from the truth. When this happens it leads to many fat and thin shots and not many solid hit shots. The most consistent ball strikers stay more centered. We see their head and sternum stay over the ball on the backswing, simultaneously making a good shoulder turn. Then on the forward swing their head and sternum continues to stay centered until after the ball is struck. What we see most amateurs do is the opposite. Their head moves up to 4 or 5 inches back then the same amount coming through or more. Usually your head and sternum will tend to mirror each other. What this leads to is having to rely on great timing with your hands and wrists to hit the ball, because the center of your body changed. When doing this, it is very difficult to find the low point or the bottom of the swing arc consistently.

By adhering to these simple principals consistently, it will allow the sequencing of your lower and upper body to work more in unison with each other for more consistent compression of the golf ball that leads to a tighter dispersion and consistent distance control.

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