



Russ
Lyon

Sotheby's
INTERNATIONAL REALTY



DESERT MOUNTAIN

Keith Marshall
602.809.4100

Keith.Marshall@RussLyon.com

Kirk Marshall
602.882.2112

Kirk.Marshall@RussLyon.com

Treating Clients Like Family

www.DesertMountainHomesandLots.com

Please find below the Desert Mountain Market Overview for the Year 2014 as well as the month of December. With our extensive knowledge of 25 years combined experience at Desert Mountain and over \$440 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

Market Overview

2013 vs. 2014

Homes Sold in 2013 - 134

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

Homes Sold in 2014 - 121

	<u>Sold Price</u>	<u>\$/SqFt.</u>	<u>SqFt.</u>	<u>Days On Mkt.</u>
LOW	\$ 500,000	\$151	1,836	1
AVG	\$ 1,359,697	\$314	4,181	294
HIGH	\$ 5,525,000	\$678	11,859	2,927

Land/Lots Sold in 2013 - 77

	<u>Sold Price</u>	<u>Acres</u>	<u>Days On Mkt.</u>
LOW	\$ 85,000	.69	5
AVG	\$ 242,992	.91	415
HIGH	\$ 1,366,750	1.02	2,311

Land/Lots Sold in 2014 - 53

	<u>Sold Price</u>	<u>Acres</u>	<u>Days On Mkt.</u>
LOW	\$ 75,000	.42	0
AVG	\$ 253,470	.90	367
HIGH	\$ 1,839,000	1.05	1,690

Desert Mountain **Real Estate Market Update**

Homes

	# of Listings	Homes	List Price	Price/SqFt	SqFt	Agent
						Days On Market
Active	147	Low	\$ 649,000	\$ 217	1,836	3
		Avg.	\$ 2,370,083	\$ 426	5,165	239
		High	\$ 7,999,999	\$ 1,045	11,800	2,313
Pending	13	Low	\$ 819,950	\$ 216	3,218	64
		Avg.	\$ 2,110,337	\$ 377	5,474	281
		High	\$ 3,472,500	\$ 543	8,296	542

Homes Sold - December 2014

	#/Sold Listings	List Price	Sold Price	Sold \$/SqFt	SqFt	Agent	
						Days On Market	
Sold	15	Low	\$ 599,000	\$ 589,000	\$ 241	2,234	22
		Avg.	\$1,282,400	\$1,195,100	\$ 291	4,039	229
		High	\$3,000,000	\$2,800,000	\$ 370	7,559	699

Homes Sold - December 2014 by Village

MLS #	Address	Apx. SqFt	Price per		Sold Date	List Price	Sold Price
			Apx. \$	SqFt			
5181213	Sonoran Cottage 4	2,234	264		12/22	\$ 599,000	\$ 589,000
5035089	Rose Quartz 72	3,160	241		12/12	\$ 795,000	\$ 760,000
5077980	Apache Cottages 13	2,296	359		12/10	\$ 875,000	\$ 825,000
5184124	Lookout Ridge	3,067	293		12/10	\$ 995,000	\$ 900,000
5165937	Grey Fox 23	3,214	288		12/10	\$ 975,000	\$ 925,000
5090416	Cochise Ridge 99	3,600	260		12/01	\$ 995,000	\$ 935,000
5109998	Desert Greens 50	3,874	252		12/29	\$1,049,000	\$ 975,000
4926294	Eagle Feather 434	3,811	270		12/23	\$1,095,000	\$1,030,000
5096013	Arrowhead Village 58	4,192	250		12/19	\$1,199,000	\$1,050,000
4926576	Eagle Feather 426	4,775	241		12/08	\$1,290,000	\$1,150,000
5169177	Grey Fox 53	4,261	304		12/05	\$1,450,000	\$1,295,000
5179496	Desert Horizons 36	4,730	314		12/12	\$1,495,000	\$1,485,000
5164554	Eagle Feather 437	4,605	335		12/08	\$1,699,000	\$1,542,500
5177583	Arrowhead Village 62	5,208	320		12/11	\$1,725,000	\$1,665,000
4874215	Sunrise 249	7,559	370		12/22	\$3,000,000	\$2,800,000

Lots

	# of Lots	Listings	List Price	Apx. Total Acres	Agent Days On Market
Active	142	Low	\$ 75,000	.5	1
		Avg.	\$ 502,414	2	45
		High	\$ 1,950,000	12	2,904
Pending	13	Low	\$ 124,450	1	28
		Avg.	\$ 189,550	1	286
		High	\$ 342,450	2	926
	#/Sold Listings	Lots	Sold Price	Apx. Total Acres	Agent Days On Market
Sold	7	Low	\$ 124,900	.5	2
		Avg.	\$ 213,343	12	326
		High	\$ 475,000	82	1,478

Lots Sold - December 2014 by Village

MLS #	Address	List Price	Sold Price	Apx. Acres	COE	DOM
5060497	Grey Fox 82	\$ 140,000	\$ 124,900	.50	12/22	260
5195635	Gambel Quail 76	\$ 129,900	\$ 125,000	.85	12/23	8
5210878	Arrowhead 63	\$ 130,000	\$ 129,000	.82	12/16	0
5207943	Grey Fox 29	\$ 150,000	\$ 147,000	.56	12/31	24
5106029	Grey Fox 177	\$ 210,000	\$ 180,000	.65	12/19	214
5046120	Lost Star 31	\$ 345,000	\$ 312,500	1.07	12/04	285
4506337	Mountain Skyline 90	\$ 499,000	\$ 475,000	.90	12/17	1466



If you would like any additional information, please do call or email us.

All data collected from the MLS Listing Service as of 1/2/2015.



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



Keith Marshall
602.809.4100
Keith.Marshall@RussLyon.com



Kirk Marshall
602.882.2112
Kirk.Marshall@RussLyon.com

www.DesertMountainHomesandLots.com