

Properties of Desert Mountain

Comparative Market Analysis of AP - 6

Prepared for Dr. and Mrs. [REDACTED]

Sorted by Sale Price per Sq. Ft.

All Custom Villages  
 Similar Home Size Plus or Minus 800 sq. ft.  
 Similar Direction Lot Faces  
 Also a Resale

Also Does Not Overlook a Road  
 Include Features: Pool (Play Pool), Spa

Exclude Features: Elevator, Exercise Room, Game/Billiards Room, Garage downstairs, Home Theatre Media Room, On a Golf Course, On an Entry, Steam Shower, Upstairs Master Bedroom

Comparing to Sold Listings with a Close of Escrow between 01/17/2023 and 01/16/2024

Home AP - 6									
Village: Apache Peak	Direction Lot Faces: S				Lot Size: 43978 Sq. Ft.				
Classification: Custom	Current Status: --				Env. Size: 18600 Sq. Ft.				
Resale: Yes	Membership: Membership Not Included				Home Size: 3,914 Sq. Ft.				
Spec Home: No	Current Physical Status: Finished				Main House Bdrms: 0				
Arch. Style:	Age of Home: 26 yrs				Guest House Bdrms: 0				
Main House Baths: 0	Dens: 0				Garage Spaces: 0				
Features: Cul-de-sac, Free Standing, Pool (Play Pool), Spa									
Golf Crse:	0	Lights:	4	E. Mtn.:	W. Mtn.:	NW Mtn.:			
N. Mtn.:		McDowell Mtn.:		Lone Mtn.:	Water:	Sunset:	4		

Analysis:

Eight homes have been sold in the last year property-wide that meet the criteria in the report header...



Lot	List Price	Sale Price	List Price/SF	Sale Price/SF	Size	Brms	Guest House Rms	Baths	Pwder Rooms	Dens	Gar	Spa	Membership	Arch Style	Floor Plan	Lot Size	Env Size	Lot Faces	Builder	Golf Course	Lights	West Mtn.	McDowell Mtn.	Lone Mtn.	Sunset	Street Address	Finish Date	Orig. List Price	Remodel/Update Year(s)	Remodel/Update Details
EF -375	\$3,199,000	\$3,400,000	\$699.08	\$743.01	4,576	5	0	4	1		3	Yes	NON	CNTP	Great Room	43208	21,612	5	August Building Company LLC		1	2	2	2	3	10389 E CELESTIAL DR	11/01/2017	\$3,499,000		
Features: Cul-de-sac, Free Standing, No interior steps, Pool (Play Pool), Spa, Water Softener																														
GQ - 85	\$3,075,000	\$3,025,000	\$741.32	\$729.27	4,148	4	0	4	1	1	3	Yes	FGA	SWCN	Great Room	47282	20,285	SW	Mortensen Signature Homes					1	1	37960 N. 95th Way	10/01/2015	\$3,525,000		
Features: Cul-de-sac, Free Standing, No interior steps, Pool (Play Pool), Spa																														



GQP-216 \$3,250,000 \$2,800,000 \$758.46 \$653.44 4,285 2 2 4 1 3 Yes FGA MXTR 57295 20,954 SW 1 3 3 2 4 8949 E 07/01/2008 2023

Roof Yr Updated: 2023; Roof Partial/Full: Full; Pool Yr Updated: 2023; Pool Partial/Full: Partial

Features:  
 Bonus room, Free Standing, Natural light in Laundry Room, Pool (Play Pool), Spa, Wet bar



GF - 94 \$2,325,000 \$2,220,000 \$625.00 \$596.77 3,720 3 0 4 0 1 3 Yes FGA SWCN Kitchen By Itself 26792 16,410 S Mike Reuter Construction 1 2 39722 N. 01/01/1992 \$2,450,000 0000

Pool Partial/Full: Full (date not provided)  
 Floor Yr Updated: 2021; Floor Partial/Full: Full;  
 Plmbg Yr Updated: 2021; Plmbg Partial/Full: Full;  
 Ht/Cool Yr Updated: 2021; Ht/Cool Partial/Full: Full;  
 Roof Yr Updated: 2021; Roof Partial/Full: Full;  
 Kitchen Yr Updated: 2021; Kitchen Partial/Full: Full;  
 Bath(s) Yr Updated: 2021; Bath(s) Partial/Full: Full;  
 Pool Yr Updated: 2021; Pool Partial/Full: Partial;  
 Floor Yr Updated: 2021; Floor Partial/Full: Full;  
 Plmbg Yr Updated: 2021; Plmbg Partial/Full: Full;  
 Ht/Cool Yr Updated: 2021; Ht/Cool Partial/Full: Full;  
 Roof Yr Updated: 2021; Roof Partial/Full: Full;  
 Kitchen Yr Updated: 2021; Kitchen Partial/Full: Full;  
 Bath(s) Yr Updated: 2021; Bath(s) Partial/Full: Full;  
 Pool Yr Updated: 2021; Pool Partial/Full: Partial;  
 Floor Yr Updated: 2021; Floor Partial/Full: Full;  
 Plmbg Yr Updated: 2021; Plmbg Partial/Full: Full;  
 Ht/Cool Yr Updated: 2021; Ht/Cool Partial/Full: Full;  
 Roof Yr Updated: 2021; Roof Partial/Full: Full;



GF -124 \$2,375,000 \$2,355,000 \$557.90 \$553.21 4,257 3 1 3 1 2 Yes NON PBSF Kitchen/Family Room 43768 23,173 SW Mike Reuter Construction 1 1 4 39913 N. 01/01/1995 \$2,500,000 0000 2023

Features:  
 Cul-de-sac, Extended length garage, Free Standing, Master Bedroom Closets Separate, Master Bedroom Sitting Room, Pool (Play Pool), Rooftop observation deck, Spa, Wet bar

Kitchen Yr Updated: 2021; Kitchen Partial/Full: Full; Bath(s) Yr Updated: 2021; Bath(s) Partial/Full: Full; Pool Yr Updated: 2021; Pool Partial/Full: Partial; Floor Yr Updated: 2021; Floor Partial/Full: Full; Plmbg Yr Updated: 2021; Plmbg Partial/Full: Full; Ht/Cool Yr Updated: 2021; Ht/Cool Partial/Full: Full; Roof Yr Updated: 2021; Roof Partial/Full: Full; Kitchen Yr Updated: 2021; Kitchen Partial/Full: Full; Bath(s) Yr Updated: 2021; Bath(s) Partial/Full: Full; Pool Yr Updated: 2021; Pool Partial/Full: Partial

Floor Yr Updated: 2022; Floor Partial/Full: Partial; Wiring Yr Updated: 2019; Wiring Partial/Full: Partial; Plmbg Yr Updated: 2019; Plmbg Partial/Full: Partial; Ht/Cool Yr Updated: 2022; Ht/Cool Partial/Full: Partial; Roof Yr Updated: 2020; Roof Partial/Full: Full; Kitchen Yr Updated: 2019; Kitchen Partial/Full: Full; Bath(s) Yr Updated: 2019; Bath(s) Partial/Full: Partial; Pool Yr Updated: 2019; Pool Partial/Full: Partial; Floor Yr Updated: 2023; Floor Partial/Full: Full; Wiring Yr Updated: 2019; Wiring Partial/Full: Partial; Plmbg Yr Updated: 2019;

Plmbg Partial/Full:  
 Partial; Roof Yr  
 Updated: 2020;  
 Roof Partial/Full:  
 Full; Kitchen Yr  
 Updated: 2019;  
 Kitchen  
 Partial/Full: Full;  
 Bath(s) Yr  
 Updated: 2023;  
 Bath(s)  
 Partial/Full:  
 Partial; Pool Yr  
 Updated: 2023;  
 Pool Partial/Full:  
 Partial

Features:  
 Air Conditioned Storage Room, Cul-de-sac, Entry courtyard, Free Standing, Furnished, Pool (Play Pool), Spa, Wet bar,  
 Work bench in garage, Workstation in laundry room



AH - 11 \$2,595,000 \$2,250,000 \$619.04 \$536.74 4,192 4 0 5 0 3 Yes FGA TERR Great Room 28850 18,000 S K2 Custom Homes 1 10973 E. Fortuna Drive 02/20/2008 \$2,695,000

Features:  
 Cul-de-sac, Free Standing, On a Wash, Pool (Play Pool), Spa, Wet bar



GF - 99 \$2,100,000 \$2,000,000 \$548.30 \$522.19 3,830 3 0 3 0 1 2 Yes FGA PBSF Kitchen By Itself 45727 17,688 SW Phil Bird 2 2 1 2 3 39597 N. 106th Street 01/01/1995 2020

Wiring Yr  
 Updated: 2020;  
 Wiring  
 Partial/Full: Full;  
 Roof Yr Updated:  
 2020; Kitchen Yr  
 Updated: 2020;  
 Kitchen  
 Partial/Full: Full;  
 Bath(s) Yr  
 Updated: 2020;  
 Bath(s)  
 Partial/Full: Full;  
 Rm Adtn  
 Partial/Full: Full;  
 Pool Yr Updated:  
 2020; Pool  
 Partial/Full: Full

Features:  
 Free Standing, Guest House Possible, Multiple Fireplaces, Pool (Play Pool), Spa, Water filtration system, Water Softener



GQ -146 \$2,200,000 \$2,000,000 \$482.35 \$438.50 4,561 4 1 3 1 1 3 Yes L TERR Kitchen/Family Room 42573 21,246 SW Casa del Loma 1 9188 E. Bajada Road 01/01/1995 \$2,375,000 2018

Upgrades List 9188  
 E BAJADA RD,  
 Scottsdale, AZ  
 85262 Complete  
 remodel (2018 \*)  
 Now open concept  
 \* New appliances  
 for Kitchen \* New  
 floors (2016) New  
 Premium  
 Baseboards \* New  
 pool area (new  
 hardscape, new  
 fire pit, water  
 feature, etc) \*  
 Extended back  
 yard with turf  
 (2020) New pool  
 equipment \* New  
 and warrantied AC  
 units \* New  
 bathrooms \* New  
 outdoor premium  
 audio \* Complete

Features:  
Cul-de-sac, Entry courtyard, Free Standing, Pool (Play Pool), Spa, Wet bar

Records 1 to 8 of 8

	NON (2)				FGA (5)				L (1)			
	SF	SP	SP/SF	DOM	SF	SP	SP/SF	DOM	SF	SP	SP/SF	DOM
Largest	4,576	\$3,400,000	\$743.01	122	4,285	\$3,025,000	\$705.95	427	4,561	\$2,000,000	\$438.50	46
Smallest	4,257	\$2,355,000	\$553.21	37	3,720	\$2,000,000	\$537.63	34	4,561	\$2,000,000	\$438.50	46
Average	4,417	\$2,877,500	\$651.53	80	4,035	\$2,459,000	\$609.42	170	4,561	\$2,000,000	\$438.50	46

### VIEWS

Desert Mountain lies on sloping ground well above the valley floor, in and on a number of small mountains. As a result, there are several specific 'views' available. We have utilized a grading system of 0 to 5 as a way to conservatively estimate how good the long-term (i.e., after any nearby future construction is completed) view in a given direction or toward a given object will be. The grades are based on the expected view from a main floor of a future home, not a second story window or patio, or a rooftop observation deck. Every effort has been made to be conservative in these grade assessments, but a prospective purchaser should independently confirm these assessments for themselves.

### ABBREVIATIONS

#### Villages

AC	Apache Cottages	EF	Eagle Feather	RT	Renegade Trail
AH	Arrowhead	GF	Grey Fox	SAG	Saguaro Forest
AP	Apache Peak	GQ	Gambel Quail	SAG	Chiricahua Villas
CGV	Cochise/Geronimo Village	GQP	Gambel Quail Preserve	SC	Sonoran Cottages
CR	Cochise Ridge	HAC	Haciendas	SEV	Seven Arrows
CTR	Cintarosa Ranch	LH	Lone Mountain	SOR	Sonoran Ridge
DF	Desert Fairways	LOR	Lookout Ridge	SR	Sunrise
DG	Desert Greens	LS	Lost Star	SUN	Sunset Canyon
DH	Desert Horizons	HS	Mountain Skyline	TR	Turquoise Ridge
DHS	Desert Hills	PS	Painted Sky		
DR	Deer Run	RQ	Rose Quartz		

#### Physical Statuses

F	Finished
I	In Design Review
U	Under Construction

#### Architectural Styles

AND	Andalusian
CNRR	Contemporary Ranch
CNTP	Contemporary
DMOD	Desert Modern
IRF	Italian Rural Farmhouse
ITAR	Italian Ranch
MDTN	Mediterranean
MXCN	Mexican Contemporary
MXTR	Mexican Territorial
ORSW	Organic Southwest
PBSF	Pueblo/Santa Fe
RNCH	Ranch
SPCO	Spanish Colonial
SWCN	SW Contemporary
TERR	Territorial
TUSC	Tuscan

#### Memberships

FGA	Full Golf Available from Seller
L	Lifestyle Available from Seller
NON	Membership Not Included
SEV	Seven Membership