

Properties of Desert Mountain

Sold Homes

Sold in the last year (by COE)

Prepared for Mr. and Mrs. [REDACTED]

Sorted by Sale Price per Sq. Ft.

Used Resale Homes

Custom Homes only

Village: Saguaro Forest

Physical Status: Finished

Analysis:

Here is an unrefined report showing all the sales that have taken place in The Saguaro Forest in the last year. It is not an effort to try and identify the sales of homes that are particularly "similar" to your home. However, as a general statement, your home, other than not being a brand-new spec home (your home is about to have its eighth birthday), is likely to be about as special a home, all things considered, as most any other home in Desert Mountain in its size range. You built it on a remarkable homesite with not only terrific views, but also with substantial "setting" characteristics. Your privacy is extremely good. And, even though you are in The Saguaro Forest, you are not "way out" in Cintarosa.

So, when the day comes that you do decide to put your home on the market, it will likely justify a price competitive with the most expensive homes then on the market, again, in your size range (which I define as plus or minus twenty percent of a given home's size; in your case, that range would be 5,499 up to 8,249 square feet, call it 5,500 to 8,300).

In another window, I am looking at a list of all the sales in the last year, including eight that sold for at least \$1,000 per square foot. The top price paid was \$1,910.83 per square foot for Seven Arrows 16, furnished, and with a Full Golf Membership available to the buyer (the 6,280 square foot home at the top of the winding cart path above Chiricahua # 2, another Joannie Wilkerson creation). The second home on that list, and the first one on this one, is Saguaro Forest 189. Not on a golf course, with no membership available, on a much smaller lot than yours (58,944 vs. 82,923), overlooking a road, with no sun protection on the west-facing back patio, and essentially of the same vintage as your home, and it still sold for \$1,426.53 per square foot.

Right now, if I was pricing your home to actually look attractive to the market, I would start out my own "testing" at a very justifiable (based on Sold comps) \$1,420 per square foot, equivalent to \$9,761,000, and see what else was on the market that would influence that number, up or down, along with how active the market was in general. I don't want to be the highest priced home in the community, but don't want to leave much money on the table, either.

As is displayed on my Available Homes report, there are eight homes currently on the market in your size range (5,500 to 8,300 square feet). Of these, only two (Eagle Feather 404, overlooking the 4th hole on Renegade (water view); and Saguaro Forest 43, to the left of Geronimo 15) are on a golf course. 404 has been on the market for 92 days, with no price changes, at \$1,205.91 per square foot, furnished, with a Full Golf Membership available. It was built in 2007. 43 has been on the market for 637 days. It started out at \$8,400,000, and has endured three reductions since then, now at \$1,060.99 per square foot, not furnished, and with a Full Golf Membership available. It was built originally in 2002, but underwent a down-to-the-studs renovation a couple of years ago. A third home, Lost Star 12, is not on a course, but overlooks the third hole on Chiricahua from a few hundred yards away. It has only been on the market eight days, listed for \$1,090.57 per square foot, not furnished, but with a Full Golf Membership available.

So, if you were to put your home on the market currently, you'd have some competition, especially if you were to price your home in the range of \$1,420 per square foot. One sold comp justifies that price, which is great! However, there are four lovely homes on the market today priced from \$7,349,000 (Saguaro Forest 177) up to \$9,950,000 (EF -404) that could be competitive, depending on the buyer's need to be on a golf course or not, and a few other factors.

Lot	List Price	Sale Price	List Price/SF	Sale Price/SF	LP-SP Disc. %	Size	Brms	Guest House Rms	Baths	Pwder Rooms	Dens	Gar	Pool	Spa	Membership	Arch Style	Floor Plan	Furnished	Close of Escrow	Days on Mkt	Off Market Date	Lot Size	Lot Faces	Builder	Golf Course	Lights	McDowell Mtn.	Sunset	Finish Date	Remodel/Update Year(s)	Remodel/Update Details	Overlooks Road
SAG-189	\$7,200,000	\$7,000,000	\$1,467.29	\$1,426.53	2.78%	4,907	4	2	4	1	0	3	Yes	Yes	NON	CNTP	Great Room	No	2023-07-26	1	2023-07-11	58944	5	Salero Homes		3	4	4	05/05/2017			Yes
SAG-135	\$7,500,000	\$7,500,000	\$1,383.25	\$1,383.25	--	5,422	4	0	4	1	2	4	Yes	Yes	FGA	CNTP	Great Room	No	2023-05-15	4	2023-04-03	32134	5	State 48 Builders	2	2	4		03/01/2020	2022	Bath(s) Yr Updated: 2022; Bath(s)	No

SAG-238	\$7,299,000	\$7,000,000	\$1,053.40	\$1,010.25	4.10%	6,929	3	1	3	1	1	4	Yes	Yes	FGA	TUSC	Kitchen/Family Room	No	2023-03-24	106	2023-03-05	37974	SE	Newman Jolly Builders	4	5	5	2	11/07/2003	2022	Partial/Full: Full Floor Yr Updated: 2022; Floor Partial/Full: Full; Wiring Yr Updated: 2022; Wiring Partial/Full: Partial; Plmbg Yr Updated: 2022; Plmbg Partial/Full: Partial; Kitchen Yr Updated: 2022; Kitchen Partial/Full: Full; Bath(s) Yr Updated: 2022; Bath(s) Partial/Full: Full	No
SAG-201	\$6,500,000	\$6,800,000	\$931.37	\$974.35	-4.62%	6,979	3	2	4	1	1	3	Yes	Yes	FGA	SWCN	Kitchen By Itself	No	2023-04-13	8	2023-02-21	91557	S	Salcito Custom Homes, Ltd.	5	4	4	4	07/30/2003	2020	Family Room; Guest Qtrs-Sep Entrn; Exercise/Sauna Room; Media Room Items Updated: Floor Yr Updated: 2020; Floor Partial/Full: Partial; Ht/Cool Yr Updated: 2020; Ht/Cool Partial/Full: Partial; Kitchen Yr Updated: 2020; Kitchen Partial/Full: Partial; Bath(s) Yr Updated: 2020; Bath(s) Partial/Full: Partial; Rm Adtn Partial/Full: Partial	No
SAG- 60	\$4,249,000	\$4,100,000	\$810.88	\$782.44	3.51%	5,240	4	0	4	1	0	3	Yes	Yes	FGA	SWCN	Kitchen/Family Room	No	2023-06-29	57	2023-05-16	37471	SW	R. A. Merritt Custom Homes	3			3	12/15/2003			No
SAG- 79	\$3,995,000	\$3,800,000	\$815.31	\$775.51	4.88%	4,900	4	0	4	1	0	3	No	Yes	FGA	TUSC	Great Room	No	2023-04-28	44	2023-03-31	54424	S	Platinum Homes, Inc.	2	2			02/14/2008			No
SAG-300	\$4,500,000	\$4,450,000	\$774.53	\$765.92	1.11%	5,810	3	1	3	1	1	4	Yes	Yes	NON	IRF	Kitchen/Family Room	No	2023-01-31	0	2023-01-29	126694	S	Platinum Homes, Inc.	2				03/09/2006			No
SAG- 75	\$3,925,000	\$3,800,000	\$718.73	\$695.84	3.18%	5,461	4	0	4	1	1	4	Yes	Yes	FGA	SWCN	Kitchen/Family Room	No	2023-05-31	17	2023-04-13	56682	E	Platinum Homes, Inc.	1	3	1	1	06/20/2003			Yes
SAG-122	\$6,999,000	\$6,650,000	\$720.65	\$684.72	4.99%	9,712	4	2	6	0	1	3	Yes	Yes	FGA	SPCO	Kitchen/Family Room	No	2023-03-16	139	2023-01-20	126628	W	Platinum Homes, Inc.	4	2		2	10/24/2006	0000 2014	Floor Yr Updated: 2014; Ht/Cool Yr Updated: 2019; Roof Yr Updated: 2018; Roof Partial/Full: Full; Kitchen Yr Updated: 2014; Kitchen Partial/Full: Full; Bath(s) Yr Updated: 2015;	No

SAG	Price	Value	\$/sqft	\$/sqft	%	Sqft	Beds	Baths	Garage	Pool	Spa	Fire	Yes	Yes	FGA	TUSC	Room	Yes	Start	Days	End	Sqft	SW	Company	Beds	Baths	Garage	Pool	Spa	Fire	Year	Year	Notes	Yes
SAG- 64	\$3,800,000	\$3,900,000	\$644.50	\$661.47	-2.63%	5,896	5	2	6	1	0	4	Yes	Yes	FGA	TUSC	Great Room	No	2023-06-27	16	2023-05-11	57065	SW	PV Interiors	2	1	2	2	12/12/2016			Bath(s) Partial/Full: Full; Rm Adtn Yr Updated: 2014; Rm Adtn Partial/Full: Full Floor Yr Updated: 2014; Floor Partial/Full: Full; Wiring Partial/Full: Partial; Kitchen Yr Updated: 2014; Kitchen Partial/Full: Full; Bath(s) Yr Updated: 2014; Bath(s) Partial/Full: Full; Rm Adtn Yr Updated: 2014; Rm Adtn Partial/Full: Full	Yes	
SAG- 83	\$4,199,000	\$3,925,000	\$701.82	\$656.03	6.53%	5,983	3	2	3	1	1	3	Yes	Yes	FGA	TUSC	Great Room	No	2023-02-10	247	2022-12-11	23239	SE	Platinum Homes, Inc.	4	1	4	2	07/13/2006				No	
SAG-164	\$4,200,000	\$3,850,000	\$658.93	\$604.02	8.33%	6,374	4	2	4	2	2	3	Yes	Yes	FGA	TUSC	Great Room	No	2023-05-26	101	2023-04-10	30477	S	Platinum Homes, Inc.	4	5	3		01/20/2006	2022	Ht/Cool Yr Updated: 2022; Ht/Cool Partial/Full: Full; Kitchen Yr Updated: 2022; Kitchen Partial/Full: Partial	No		
SAG-131	\$4,440,000	\$3,750,000	\$710.51	\$600.10	15.54%	6,249	3	1	4	1	1	3	Yes	Yes	FGA	TUSC	Kitchen/Family Room	Yes	2023-05-18	110	2023-01-23	36369	S	Paul Stark Builders	1	3	2	2	04/11/2002	2017 2017	Kitchen Yr Updated: 2017; Kitchen Partial/Full: Partial; also, recent updating includes exterior painting, interior painting and plaster work, exterior European shutters, window treatments, remodeled kitchen, new carpet, LED lighting and upgraded landscaping. Kitchen Yr Updated: 2017; Kitchen Partial/Full: Partial	No		
SAG-290	\$4,395,000	\$4,000,000	\$602.72	\$548.55	8.99%	7,292	5	1	5	1	1	4	Yes	Yes	FGA	TUSC	Kitchen/Family Room	No	2023-10-17	185	2023-09-13	109301	SW	SBC Homes		1		1	03/13/2009				No	
SAG-204	\$3,800,000	\$3,450,000	\$590.06	\$535.71	9.21%	6,440	5	0	5	1	0	3	Yes	Yes	NON	TUSC	Great Room	No	2023-08-16	87	2023-07-02	70111	SE	Platinum Homes, Inc.	1	4	4	3	08/10/2004				Yes	

Summary										
	NON (3)					FGA (12)				
	SF	SP	Disc.	SP/SF	DOM	SF	SP	Disc.	SP/SF	DOM
Largest	6,440	\$7,000,000	9.21%	\$1,426.53	87	9,712	\$7,500,000	15.54%	\$1,383.25	247
Smallest	4,907	\$3,450,000	1.11%	\$535.71	0	4,900	\$3,750,000	--	\$548.55	4
Average	5,719	\$4,966,667	4.37%	\$909.39	29	6,370	\$4,922,917	5.00%	\$781.38	86

## 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	LM	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	MS	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
CNRN	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

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