

DESERT MOUNTAIN SALES REPORT

*first quarter
2025*

NOTHING COMPARES

BEE & KATHLEEN
POWER+



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Dear Valued Client,

We appreciate your interest in reviewing our First-Quarter Sales Report. It provides a comprehensive breakdown of the Desert Mountain real estate market and a summary of the 2025 sales activity to date in the community. We strive to provide our clients with all of the data available to us and further build your trust in us to market and sell your properties in this exclusive area.

As the market has shifted to a more balanced market, many owners are contemplating what this means to them, and whether to consider building, selling, up-sizing, down-sizing, or possibly remodeling and remaining in place. We are here full-time - including throughout the summer - to assist you with any and all of these considerations. Please give us a call, email or text if we can help you evaluate the "next best steps" in your home ownership plan.

Thank you for your consideration - We look forward to hearing from you!

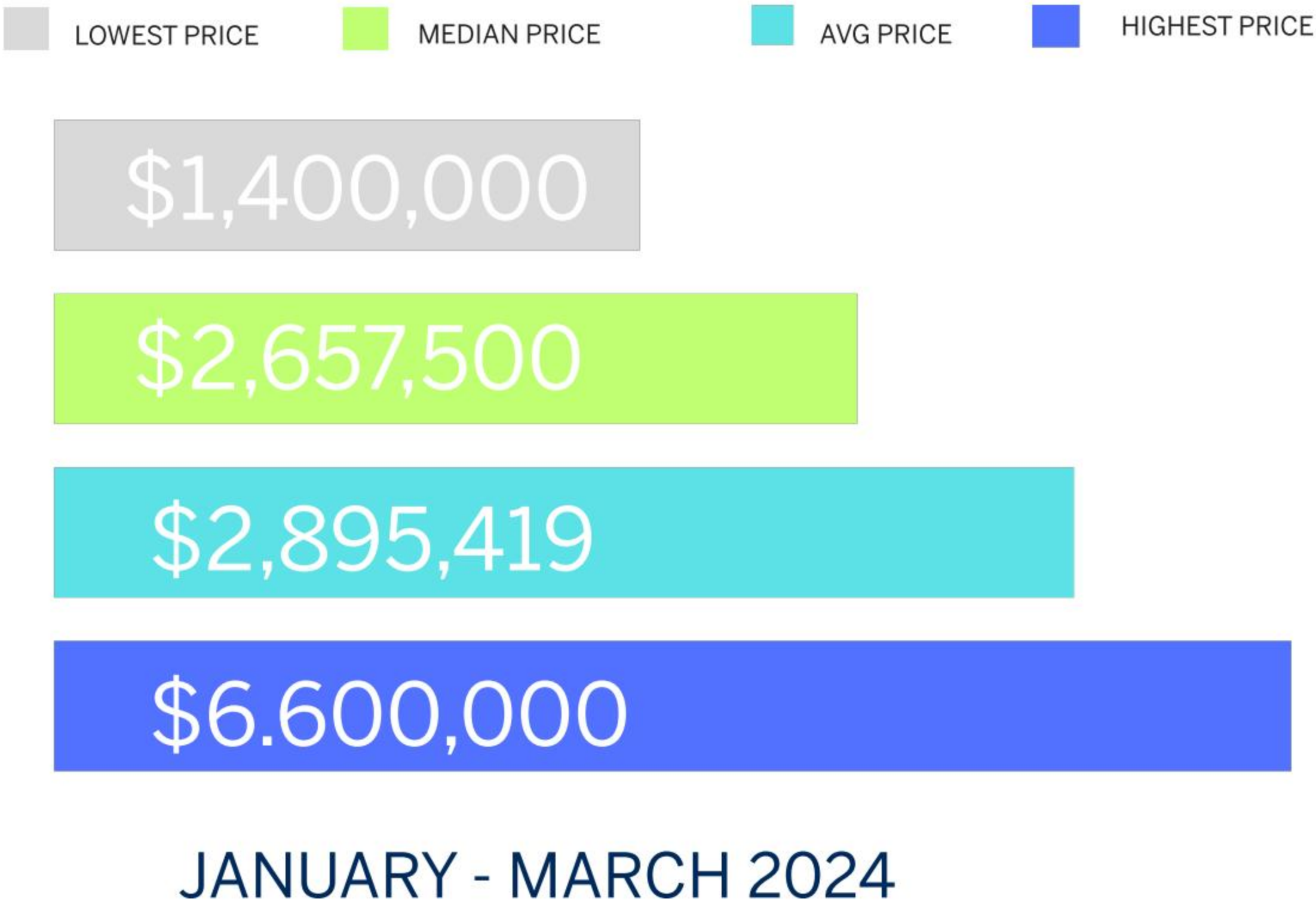




A SUMMARY OF THE SALES ACTIVITY IN DESERT MOUNTAIN | JANUARY - MARCH 2025



Annual Market Analysis of Sold Homes





HOMES AT A GLANCE

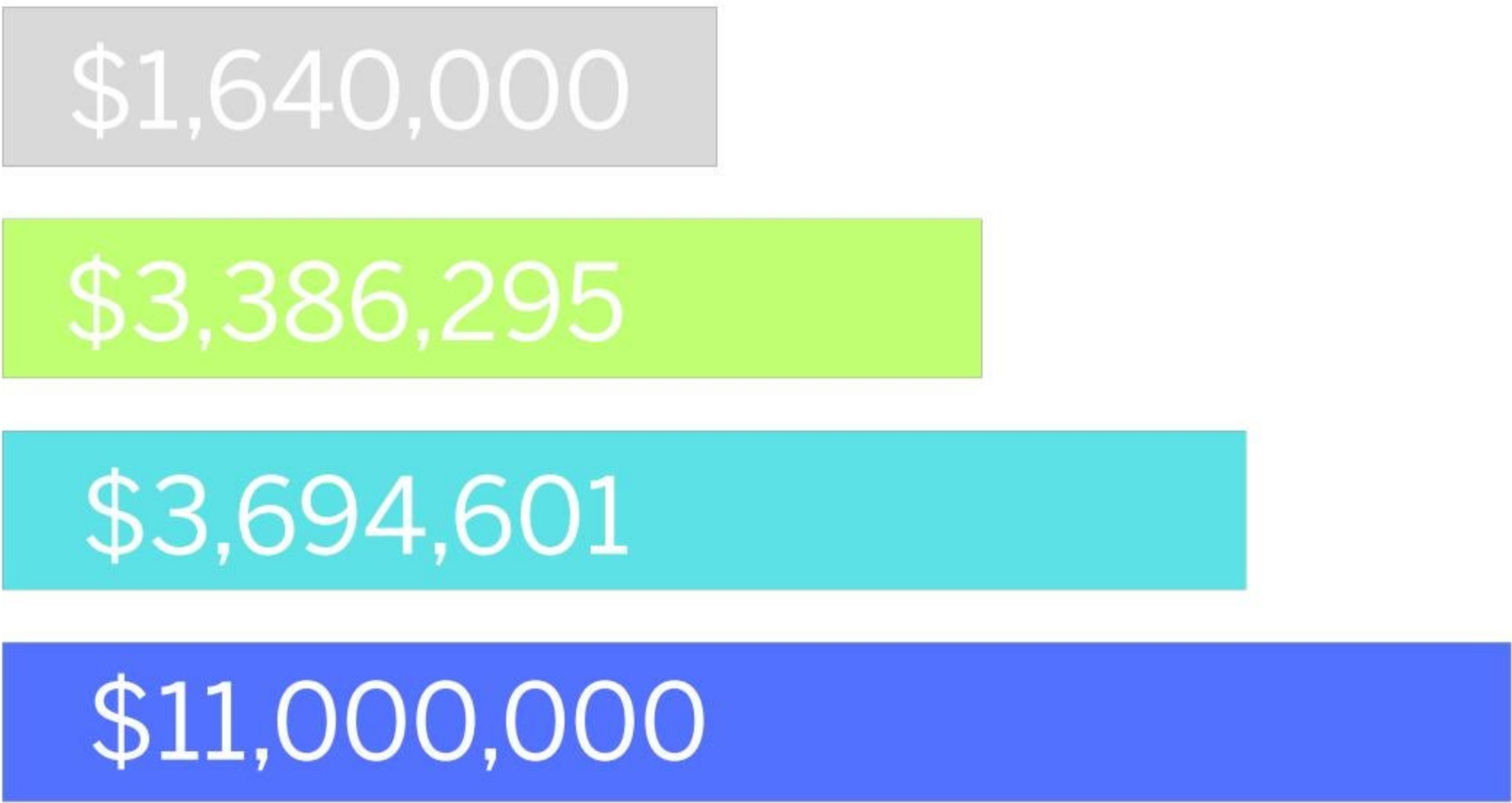
HOMES SOLD BY
Price Bracket
FIRST-QUARTER

HOMES	2025	2024	2023
Under 1 million	0	0	0
1 - 1.5 million	0	2	7
1.5 - 2 million	6	6	5
2+ - 3 million	12	11	11
Over 3 million	22	10	13
Total Units	40	29	36
Total \$ Volume	\$ 147.8 M	\$84 M	\$106.3 M

HOMES AVAILABLE BY
Price Bracket
CURRENT

HOMES	2025	2024	2023
Under 1 million	0	0	1
1 - 1.5 million	2	1	6
1.5+ - 2 million	12	5	12
2+ - 3 million	27	23	28
Over 3 million	65	61	50
Total Units	106	90	97
Total \$ Volume	\$ 461 M	\$431 M	\$377.5M

LOWEST PRICE MEDIAN PRICE AVG PRICE HIGHEST PRICE



JANUARY - MARCH 2025

Sold

HOMES BY VILLAGE

LIST NUMBER	VILLAGE	LOT	BD	BA	SQ. FT.	REPRESENTED	LIST PRICE	SOLD PRICE	COE
6794975	Apache Cottage	38	3	3	2,296		\$1,950,000.00	\$1,900,000.00	1/9/25
6719424	Deer Run	16	4	4.5	5,582		\$6,495,000.00	\$6,100,000.00	1/23/25
6814954	Desert Fairways	20	3	3.5	2,990		\$1,975,000.00	\$1,950,000.00	2/25/25
6812777	Desert Fairways	30	4	4.5	3,991		\$4,100,000.00	\$4,100,000.00	3/7/25
6807404	Desert Greens	54	4	4.5	4,033		\$2,200,000.00	\$2,075,000.00	3/3/25
6774973	Desert Greens	71	4	4.5	3,838		\$3,250,000.00	\$3,120,000.00	1/8/25
6802963	Desert Greens	45	2	2.5	2,576		\$1,925,000.00	\$1,870,000.00	1/28/25
6790332	Desert Hills	41	5	5.5	4,401		\$2,997,000.00	\$2,750,000.00	3/10/25
6695745	Eagle Feather	452	4	4.5	4,481		\$2,500,000.00	\$2,500,000.00	1/15/25
6800119	Eagle Feather	440	3	3	4,088		\$2,300,000.00	\$1,700,000.00	2/20/25
6795169	Gambel Quail	83	4	5.5	4,325		\$2,350,000.00	\$2,277,600.00	2/13/25
6617612	Gambel Quail	170	4	4.5	7,308		\$4,995,000.00	\$4,700,000.00	1/27/25
6667422	Gambel Quail	126	4	4.5	5,305	Buyer	\$5,250,000.00	\$5,225,000.00	2/28/25
6772972	Gambel Quail	52	4	4.5	5,056		\$4,565,000.00	\$4,565,000.00	3/12/25
6812757	Gambel Quail	230	3	3.5	4,547		\$4,495,000.00	\$4,150,000.00	3/20/25
6794432	Gamble Quail	178	4	4.5	4,788	Buyer	\$4,600,000.00	\$4,500,000.00	2/25/25
6831597	Grey Fox	157	3	3	3,224		\$1,895,000.00	\$1,700,000.00	3/28/25
6801585	Grey Fox	134/135	4	5.5	7,080	Buyer	\$5,000,000.00	\$5,000,000.00	3/13/25
6739325	Hacienda	33	3	3.5	2,544		\$2,200,000.00	\$2,070,000.00	2/20/25
6716947	Hacienda	4	4	4.5	3,248	Seller	\$2,150,000.00	\$2,050,000.00	3/20/25
6751378	Haciendas	11	3	3.5	2,544		\$1,750,000.00	\$1,640,000.00	2/21/25
6803918	Lone Mountain	71	5	5.5	7,974		\$4,495,000.00	\$4,375,000.00	3/27/25
6810737	Lookout Ridge	44	3	3.5	3,067		\$2,575,000.00	\$2,575,000.00	2/25/25
6826799	Lookout Ridge	46	3	3.5	3,382		\$2,200,000.00	\$2,200,000.00	3/4/25
6799014	Lost Star	22	5	5.5	9,041	Seller	\$11,995,000.00	\$11,000,000.00	3/14/25
6808540	Moutain Skyline	44	4	4.5	4,495		\$4,885,000.00	\$4,885,000.00	3/18/25
6802601	Painted Sky	35	4	4.5	6,300		\$4,195,000.00	\$3,850,000.00	3/27/25
6693530	Rose Quartz	21	4	4.5	5,260		\$4,685,000.00	\$4,500,000.00	3/10/25
6550769	Saguaro Forest	9	4	4	4,017		\$2,995,000.00	\$2,775,000.00	2/3/25
6766847	Saguaro Forest	158	4	4.5	6,758	Seller	\$3,995,000.00	\$3,875,150.00	2/28/25
6776319	Seven Arrows	25	4	4.5	7,227	Seller & Buyer	\$4,650,000.00	\$4,400,000.00	3/28/25
6824795	Seven Camelot	72	3	3.5	3,136		\$3,400,000.00	\$3,386,295.00	3/7/25
6774624	Seven Camelot	1055	4	4.5	3,041		\$2,800,000.00	\$2,700,000.00	3/20/25
6778739	Seven Camelot	1073	3	3.5	3,024		\$2,975,000.00	\$2,975,000.00	1/7/25
6789066	Seven Camelot	1036	3	3.5	2,851		\$2,920,000.00	\$2,920,000.00	1/24/25
6758209	Seven Cullum	1017	4	5.5	6,297		\$5,900,000.00	\$5,700,000.00	2/21/25
6443503	Sunrise	318	4	4.5	6,556		\$5,485,000.00	\$5,650,000.00	1/14/25
6753464	Sunrise	280	5	6.5	5,750		\$4,950,000.00	\$4,900,000.00	2/11/25
6653002	Sunrise	227	5	5.5	5,830		\$4,975,000.00	\$4,675,000.00	3/14/25
6766192	Turquoise Ridge	13/14	5	5.5	5,334		\$4,500,000.00	\$4,500,000.00	1/9/25

Sold

LOTS BY VILLAGE

LIST NUMBER	VILLAGE	LOT	BLD. ENV.	SQ. FT.	REPRESENTED	LIST PRICE	SOLD PRICE
6568836	Saguaro Forest	65	21,000	43,683		\$2,495,000.00	\$2,125,000.00
6792212	Saguaro Forest	117	22,332	112,662		\$1,800,000.00	\$1,500,000.00

Apache Peak Preserve 94

20,913 BLD ENV. | 70,524 SQ. FT. | \$1,495,000



Perched at an elevation of 3,700 feet, this exceptional property in Desert Mountain with panoramic views that stretch from the North East to the South, showcasing the majestic mountains. From here you can enjoy sunrises in the morning and twinkling lights from the Valley at night. With a generous building envelope of 20,913 SF on 1.62 acres, build your dream home and create your own slice of paradise in the scenic desert landscape.



Suggested Renderings



Suggested Renderings



Suggested Renderings

LOTS AT A GLANCE

LOTS SOLD BY
Price Bracket
FIRST-QUARTER

HOMES	2025	2024	2023
Under 250K	0	0	0
250K - 500K	0	0	2
500K - 750K	0	1	3
750K - 1M	0	1	0
Over 1 million	2	0	1
Total Units	2	2	6
Total \$ Volume	\$ 3.6 M	\$1.4 M	\$4.3 M

LOTS AVAILABLE BY
Price Bracket
CURRENT

HOMES	2025	2024	2023
Under 250K	0	0	0
250K - 500K	7	2	3
500K - 750K	5	7	9
750K - 1M	3	4	7
Over 1 Million	3	13	18
Total Units	18	26	40
Total \$ Volume	\$ 52.3 M	\$45 M	\$50.73 M



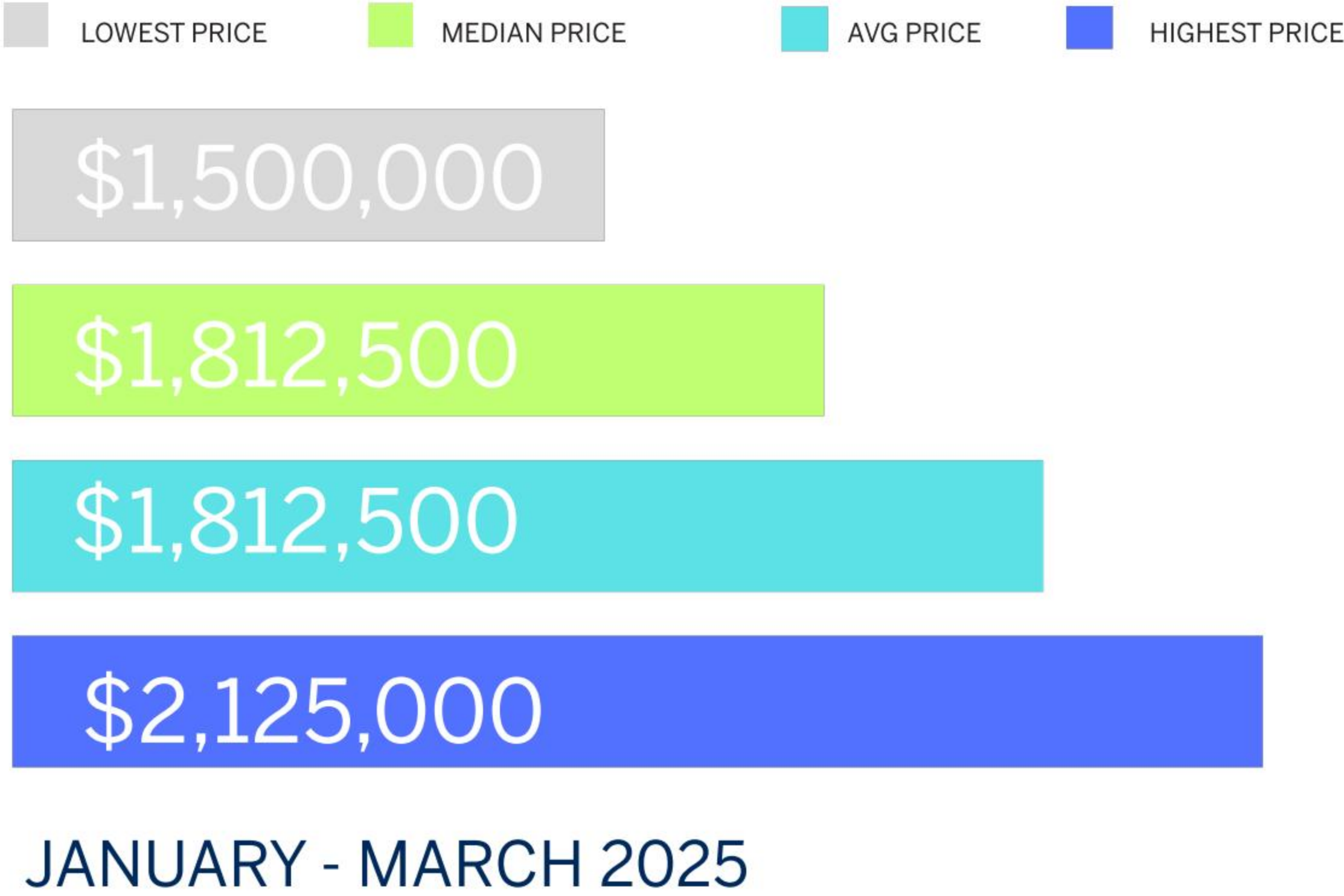
Annual Market Analysis of Sold Lots



JANUARY - MARCH 2024



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MEET POWER+ TEAM



BEE FRANCIS | 602.679.3193 | Bee.Francis@RussLyon.com
Global Real Estate Advisor

Bee and her husband, John, have been active members of Desert Mountain since 1993, where they raised their two children, Philip and Jonna. Originally from Sweden, Bee has a strong business background in economics. She has been a dedicated real estate agent in Desert Mountain since 1997. Her down-to-earth approach, high energy, and sharp negotiation skills contributes to The POWER+ team's reputation as the most productive sales team in Desert Mountain. The couple divides their time between Desert Mountain and their second home in Vancouver, Canada, whenever their busy schedules allow. An avid hiker, Bee loves exploring the beautiful trails of Desert Mountain with her dogs. In 2022, Bee was honored with the **Top 100 Agents Nationwide** award by Sotheby's International Realty, presented in New York by CEO Philip White.



KATHLEEN BENOIT | 480.544.5565 | Kathleen.Benoit@RussLyon.com
Global Real Estate Advisor

Kathleen and her husband Pierre decided to make Desert Mountain Apache Peak Village their year-round home in 2006 after enjoying over 20 years of vacations in Scottsdale. With nearly four decades of experience, Kathleen is a seasoned real estate agent who has excelled in luxury communities, including the San Francisco Bay Area and Chicago's North Shore, before settling in Desert Mountain. Kathleen's extensive expertise in real estate transactions, exceptional communication skills, and a proven track record of success are second nature to her. Her professionalism, results-driven mindset, and personal approach to client service have played pivotal roles in contributing to the POWER+ team's reputation as the top-selling team in Desert Mountain. In 2022 Kathleen received the **Top 100 Agents Nationwide** award by Sotheby's International Realty, presented in New York by the CEO Philip White.



MADDI ELFGREN | 630.379.4900 | Maddi.Elfgren@RussLyon.com
Marketing Executive & Licensed Sales Assistant

Maddi, a native of Sweden, relocated to North Scottsdale, drawn to the beauty and lifestyle of the Sonoran Desert. Before settling in Arizona, she spent over a decade in Chicago, providing operational support to the CEO of Healthcare Information Services, a firm specializing in revenue management and consulting. Prior to that, she traveled the world as an international fashion model. Maddi has successfully parlayed her diverse background in management, global travel and fashion-into her passion for luxury real estate. With exceptional marketing skills, she knows how to showcase properties in a way that captivates buyers and maximizes exposure. As a licensed real estate agent, she brings a unique and valuable skill set to the POWER+ team and their clients. Fluent in English, Swedish and German, Maddi's strong language skills and international expertise further enhance her ability to connect with a global clientele.

BUY WITH US
LIST WITH US

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POWER+

Selling Desert Mountain Since 1997

Bee Francis
Global Real Estate Advisor

Kathleen Benoit
Global Real Estate Advisor

Maddi Elfgren
Marketing Executive/Sales Assistant

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