

Desert MOUNTAIN

2025 SEMI-ANNUAL SALES REPORT



NOTHING COMPARES

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POWER+



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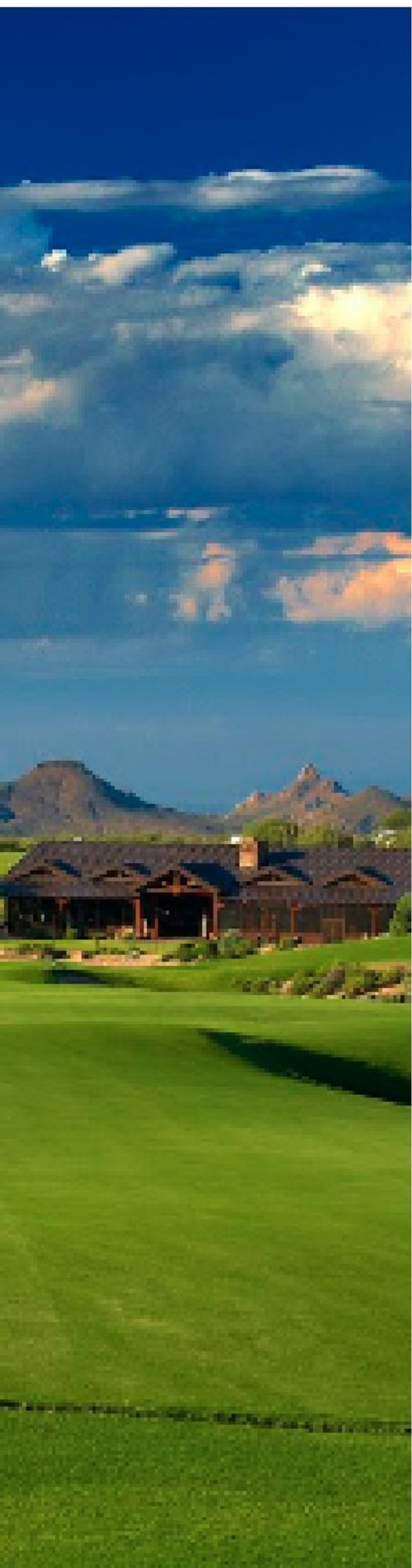
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If you are not already receiving our monthly sales activity reports for Desert Mountain and would like to opt in via email, please send us a request with your email address to PowerPlus@RussLyon.com or go to our website to sign up.



Thank you for your interest in our Semi-Annual Sales Report!

This comprehensive update offers a detailed overview of the Desert Mountain real estate market and highlights key activity in our community through the first half of 2025. Our mission is to keep you informed with current market data—reinforcing our commitment to delivering exceptional service in this one-of-a-kind luxury community.

The market has shifted towards an emerging buyers market. Buyers today are more deliberate, taking their time, performing thorough inspections, and walking away from properties that don't meet expectations. Average "Days on Market" are increasing. As a result we are seeing more price reductions to entice buyers—making it more important than ever for sellers to be well informed and well prepared. Our team is experienced and known for our very hands-on approach for assisting sellers through this array of challenges.

If you're considering listing your home, now is the ideal time to get ahead of the curve for our fall market. A pre-inspection, fresh landscaping, de-cluttering, and small repairs can make a significant difference in attracting serious buyers. In today's environment, thoughtful presentation and readiness are key.

Connect with us via phone, email, or text for a complimentary consultation. We'd be honored to help you make informed decisions and navigate your next steps in the evolving Desert Mountain market.

We appreciate your time and consideration—and look forward to hearing from you soon!

Warmly,

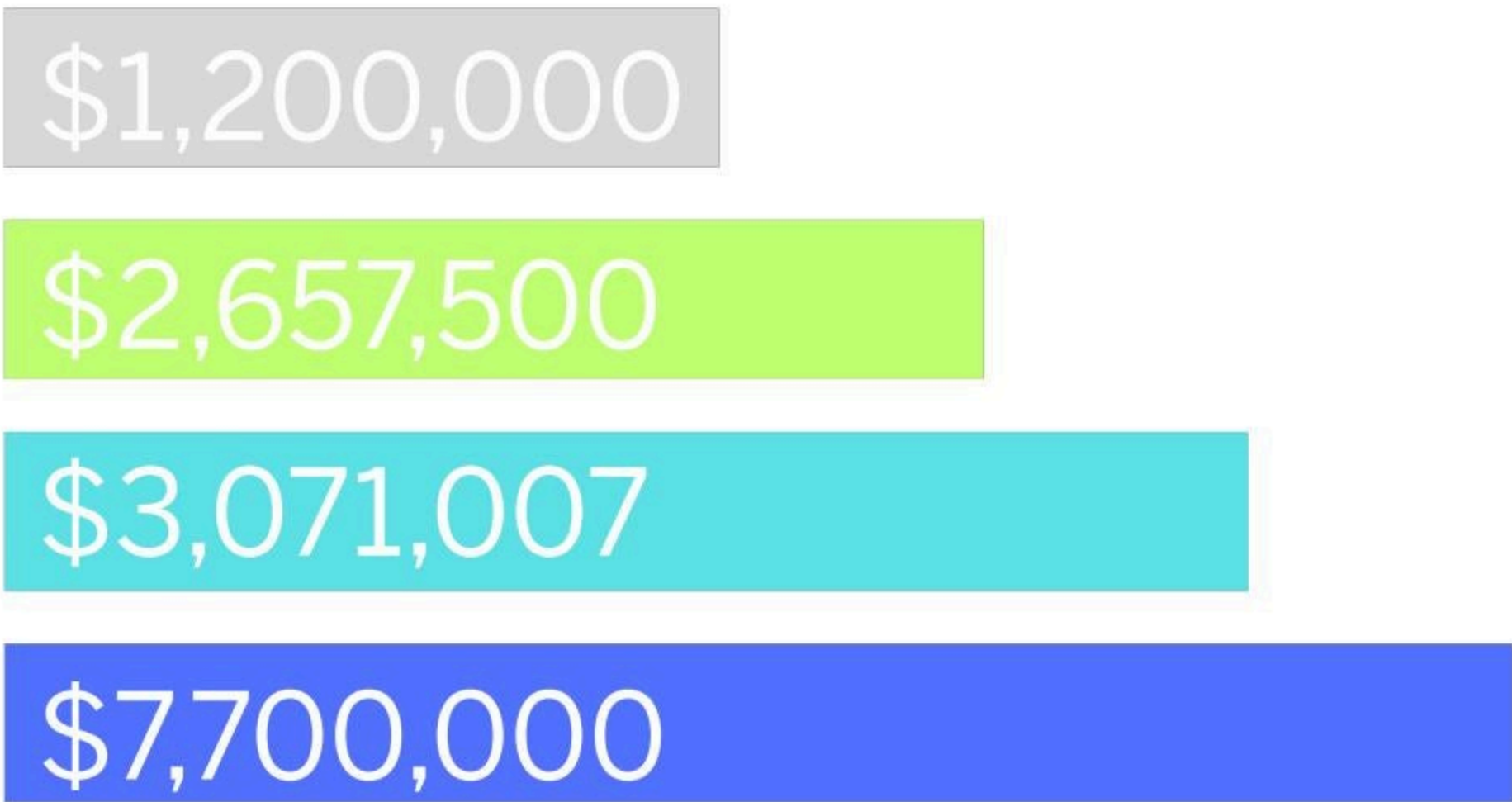
The Power + Team





Annual Market Analysis of Sold Homes

LOWEST PRICE MEDIAN PRICE AVG PRICE HIGHEST PRICE



JANUARY - JUNE 2024



HOMES AT A GLANCE

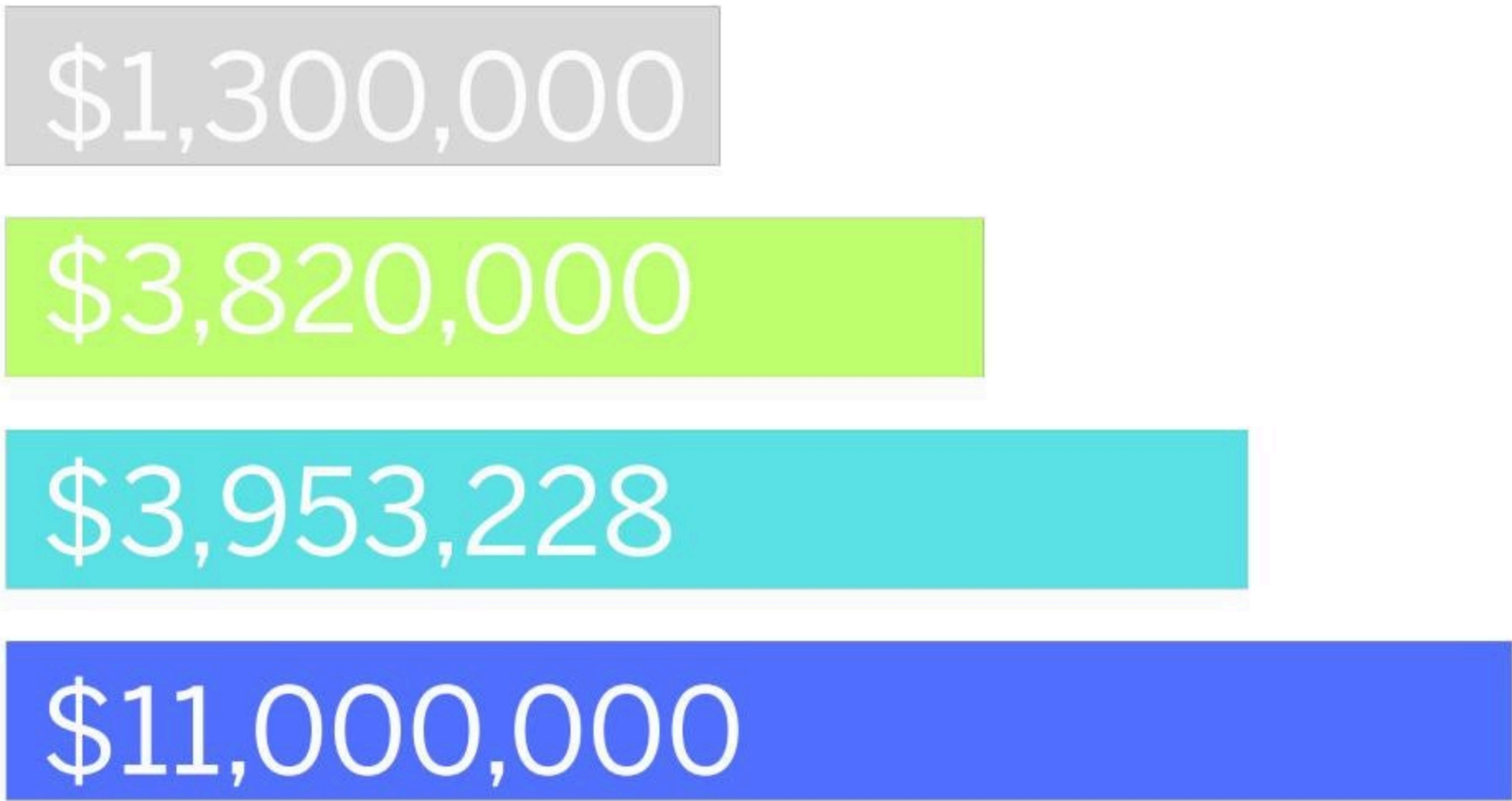
HOMES SOLD BY
Price Bracket
SEMI-ANNUAL

HOMES	2025	2024	2023
Under 1 Million	0	0	2
1 - 2 Million	12	23	31
2+ - 4 Million	29	40	43
4+ - 6 Million	25	13	8
6+ Million	9	4	7
Total Units	75	80	91
Total \$ Volume	\$296.5M	\$246.3M	\$264.1M

HOMES AVAILABLE BY
Price Bracket
CURRENT

HOMES	2025	2024	2023
Under 1 Million	0	0	0
1 - 2 Million	16	7	9
2+ - 4 Million	50	37	36
4+ - 6 Million	24	24	19
6+ Million	10	16	9
Total Units	100	84	73
Total \$ Volume	\$405.2M	\$382.5M	\$306.1M

LOWEST PRICE MEDIAN PRICE AVG PRICE HIGHEST PRICE



JANUARY - JUNE 2025

Sold

HOMES BY VILLAGE

LIST#	MEMBER	VILLAGE	LOT	BD	BA	SQFT	REPRESENTED	LIST PRICE	SOLD PRICE	COE
6735429	Lifestyle	Apache Cottages	31	3	3	2454		\$ 1,799,000.00	\$ 1,640,000.00	4/23/25
6794975		Apache Cottages	38	3	3	2296		\$ 1,950,000.00	\$ 1,900,000.00	1/9/25
6801050	Golf	Apache Peak	42	5	5.5	5163		\$ 3,250,000.00	\$ 3,150,000.00	5/2/25
6851185		Apache Peak	149	4	4.5	4985		\$ 4,850,000.00	\$ 4,500,000.00	6/6/25
6855427		Apache Peak	150	4	4.5	5077		\$ 4,985,000.00	\$ 4,763,158.00	6/20/25
6821330	Golf	Apache Peak	81	5	6.5	9148		\$ 8,900,000.00	\$ 7,800,000.00	4/3/25
6608449	Golf	Cintarosa Ranch	341	5	7	7718		\$ 9,500,000.00	\$ 8,500,000.00	4//28/25
6805690	Golf	Cintarosa Ranch	325	4	5	7083	Buyer	\$ 9,500,000.00	\$ 9,000,000.00	5/28/25
6751250		Cochise Ridge	42	2	2.5	2922		\$ 1,350,000.00	\$ 1,300,000.00	5/6/25
6761634		Cochise Ridge	40	3	3.5	3500		\$ 1,749,000.00	\$ 1,650,000.00	4/30/25
6719424	Golf	Deer Run	16	4	4.5	5582		\$ 6,495,000.00	\$ 6,100,000.00	1/23/25
6814954	Lifestyle	Desert Fairways	20	3	3.5	2990		\$ 1,975,000.00	\$ 1,950,000.00	2/25/25
6812777	Golf	Desert Fairways	30	4	4.5	3991		\$ 4,100,000.00	\$ 4,100,000.00	3/7/25
6802963		Desert Greens	45	2	2.5	2576		\$ 1,925,000.00	\$ 1,870,000.00	1/28/25
6850540		Desert Greens	53	4	4.5	3900		\$ 2,100,000.00	\$ 1,925,000.00	6/18/25
6807404	Golf	Desert Greens	54	4	4.5	4033		\$ 2,200,000.00	\$ 2,075,000.00	3/3/25
6774973		Desert Greens	71	4	4.5	3838		\$ 3,250,000.00	\$ 3,120,000.00	1/8/25
6790332		Desert Hills	41	5	5.5	4401		\$ 2,997,000.00	\$ 2,750,000.00	3/10/25
6800119		Eagle Feather	440	3	3	4088		\$ 2,300,000.00	\$ 1,700,000.00	2/20/25
6695745		Eagle Feather	452	4	4.5	4481		\$ 2,500,000.00	\$ 2,500,000.00	1/15/25
6727039		Eagle Feather	347	6	5.5	5814		\$ 6,990,000.00	\$ 6,250,000.00	4/2/25
6808345	Golf	Eagle Feather	404	5	5.5	8251		\$ 8,800,000.00	\$ 7,567,000.00	6//2/25
6775457		Gambel Quail	117	5	4.5	4700		\$ 2,200,000.00	\$ 2,140,000.00	6/24/25
6795169	Golf	Gambel Quail	83	4	5.5	4325		\$ 2,350,000.00	\$ 2,277,600.00	2/13/25
6736422		Gambel Quail	62	3	3.5	2778		\$ 2,795,000.00	\$ 2,525,000.00	3/17/25
6836063	Golf	Gambel Quail	146	4	4.5	4561		\$ 3,199,800.00	\$ 3,200,000.00	5/3/25
6812757	Lifestyle	Gambel Quail	230	3	3.5	4547		\$ 4,495,000.00	\$ 4,150,000.00	3/20/25
6804566	Golf	Gambel Quail	88	4	4.5	4987	Seller	\$ 4,300,000.00	\$ 4,200,000.00	4/17/25
6794432	Golf	Gamble Quail	178	4	4.5	4788	Buyer	\$ 4,600,000.00	\$ 4,500,000.00	2/25/25
6849108		Gambel Quail	188	4	4.5	4464		\$ 4,500,000.00	\$ 4,550,000.00	5/7/25
6772972	Golf	Gambel Quail	52	4	4.5	5056		\$ 4,565,000.00	\$ 4,565,000.00	3/13/25
6617612	Golf	Gambel Quail	170	4	4.5	7308		\$ 4,995,000.00	\$ 4,700,000.00	1/27/25
6667422	Lifestyle	Gambel Quail	126	4	4.5	5305	Buyer	\$ 5,250,000.00	\$ 5,225,000.00	2/28/25
6837700	Golf	Gambel Quail	261	4	5.5	4257		\$ 5,500,000.00	\$ 5,475,000.00	5/7/25
6831597		Grey Fox	157	3	3	3224		\$ 1,895,000.00	\$ 1,700,000.00	3/28/25
6801585	Golf	Grey Fox	134/135	4	5.5	7080	Buyer	\$ 5,000,000.00	\$ 5,000,000.00	3/13/25

Sold

HOMES BY VILLAGE

LIST#	MEMBER	VILLAGE	LOT	BD	BA	SQFT	REPRESENTED	LIST PRICE	SOLD PRICE	COE
6751378	Golf	Hacienda	11	3	3.5	2544		\$ 1,750,000.00	\$ 1,640,000.00	2/21/25
6716947	Golf	Hacienda	4	4	4.5	3248	Seller	\$ 2,150,000.00	\$ 2,050,000.00	3/20/25
6739325		Hacienda	33	3	3.5	2544		\$ 2,200,000.00	\$ 2,070,000.00	2/20/25
6803918	Golf	Lone Mountain	71	5	5.5	7974		\$ 4,495,000.00	\$ 4,375,000.00	3/27/25
6791484	Golf	Lone Mountain	57	4	5	4600	Buyer	\$ 4,995,000.00	\$ 5,200,000.00	4/1/25
6826799	Golf	Lookout Ridge	46	3	3.5	3382		\$ 2,200,000.00	\$ 2,200,000.00	3/4/25
6810737	Lifestyle	Lookout Ridge	44	3	3.5	3067		\$ 2,575,000.00	\$ 2,575,000.00	2/25/25
6824095	Golf	Lost Star	30	4	5.5	6546		\$ 5,000,000.00	\$ 5,000,000.00	4/23/25
6799014	Golf	Lost Star	22	5	5.5	9041	Seller	\$ 11,995,000.00	\$ 11,000,000.00	3/14/25
6838041	Golf	Mountain Skyline	46	4	5	4054		\$ 3,650,000.00	\$ 3,600,000.00	5/21/25
6840306	Lifestyle	Mountain Skyline	16	3	3.5	5250	Seller	\$ 3,995,000.00	\$ 3,820,000.00	5/20/25
6808540		Mountain Skyline	44	4	4.5	4495		\$ 4,885,000.00	\$ 4,885,000.00	3/18/25
6845049	Golf	Painted Sky	83	4	4.5	6326		\$ 3,400,000.00	\$ 2,900,000.00	5/27/25
6802601	Golf	Painted Sky	35	4	4.5	6300		\$ 4,195,000.00	\$ 3,850,000.00	3/27/25
6839730		Rose Quartz	1	4	4.5	4163		\$ 2,400,000.00	\$ 2,050,000.00	6/26/25
6693530		Rose Quartz	21	4	4.5	5260		\$ 4,685,000.00	\$ 4,500,000.00	3/10/25
6550769	Golf	Saguaro Forest	9	4	4	4017		\$ 2,995,000.00	\$ 2,775,000.00	1/3/25
6766847		Saguaro Forest	158	4	4.5	6758	Seller	\$ 3,995,000.00	\$ 3,875,150.00	2/28/25
6837909	Golf	Saguaro Forest	224	4	4.5	4359		\$ 4,100,000.00	\$ 4,100,000.00	4/23/25
6809366	Golf	Saguaro Forest	118	5	3.5	5400		\$ 8,250,000.00	\$ 7,500,000.00	4/28/25
6750914	Golf	Saguaro Forest	241	4	4.5	6323	Buyer	\$10,995,000	\$10,670,000	6/30/25
6774624	Golf	SEVEN - Camelot Villa	1055	4	4.5	3041		\$ 2,800,000.00	\$ 2,700,000.00	3/20/25
6789066	7-Golf	SEVEN - Camelot Villa	1036	3	3.5	2851		\$ 2,920,000.00	\$ 2,920,000.00	1/24/25
6778739	Lifestyle	SEVEN - Camelot Villa	1073	3	3.5	3024		\$ 2,975,000.00	\$ 2,975,000.00	1/7/25
6830836	Golf	SEVEN - Camelot Villa	1035	3	3.5	2851		\$ 3,300,000.00	\$ 3,000,000.00	5/30/25
6824795	Golf	SEVEN - Camelot Villa	1072	3	3.5	3136		\$ 3,400,000.00	\$ 3,386,295.00	3/7/25
6847762	Golf	SEVEN - Cullum Homes	1019	4	4.5	3604		\$ 3,928,360.00	\$ 3,850,000.00	6/4/25
6758209	Golf	SEVEN - Cullum Homes	1017	4	5.5	6297		\$ 5,900,000.00	\$ 5,700,000.00	2/21/25
6438273	Golf	SEVEN - Retreat	1111	4	4.5	2631		\$ 2,397,900.00	\$ 2,497,900.00	5/4/25
6776319	Golf	Seven Arrows	25	4	4.5	7227	Seller & Buyer	\$ 4,650,000.00	\$ 4,400,000.00	3/28/25
6818010		Sonoran Ridge	10	2	2.5	2234	Seller	\$ 1,435,000.00	\$ 1,410,000.00	4/1/25
6841399		Sonoran Ridge	26	3	3	2462		\$ 1,675,000.00	\$ 1,575,000.00	5/29/25
6809316		Sunrise	307	3	3.5	3440		\$ 2,795,000.00	\$ 2,700,000.00	6/17/25
6794751	Golf	Sunrise	236	3	3.5	4556	Seller & Buyer	\$ 3,548,000.00	\$ 3,300,000.00	5/14/25
6653002		Sunrise	227	5	5.5	5830		\$ 4,975,000.00	\$ 4,675,000.00	3/14/25
6753464		Sunrise	280	5	6.5	5750		\$ 4,950,000.00	\$ 4,900,000.00	2/11/25
6827192		Sunrise	304	4	4.5	5547		\$ 5,995,000.00	\$ 5,400,000.00	4/30/25
6443503		Sunrise	318	4	4.5	6556		\$ 5,485,000.00	\$ 5,650,000.00	1/14/25
6766192		Turquoise Ridge	13/14	5	5.5	5334		\$ 4,500,000.00	\$ 4,500,000.00	1/9/25

LOTS AT A GLANCE

LOTS SOLD BY
Price Bracket
SEMI-ANNUAL

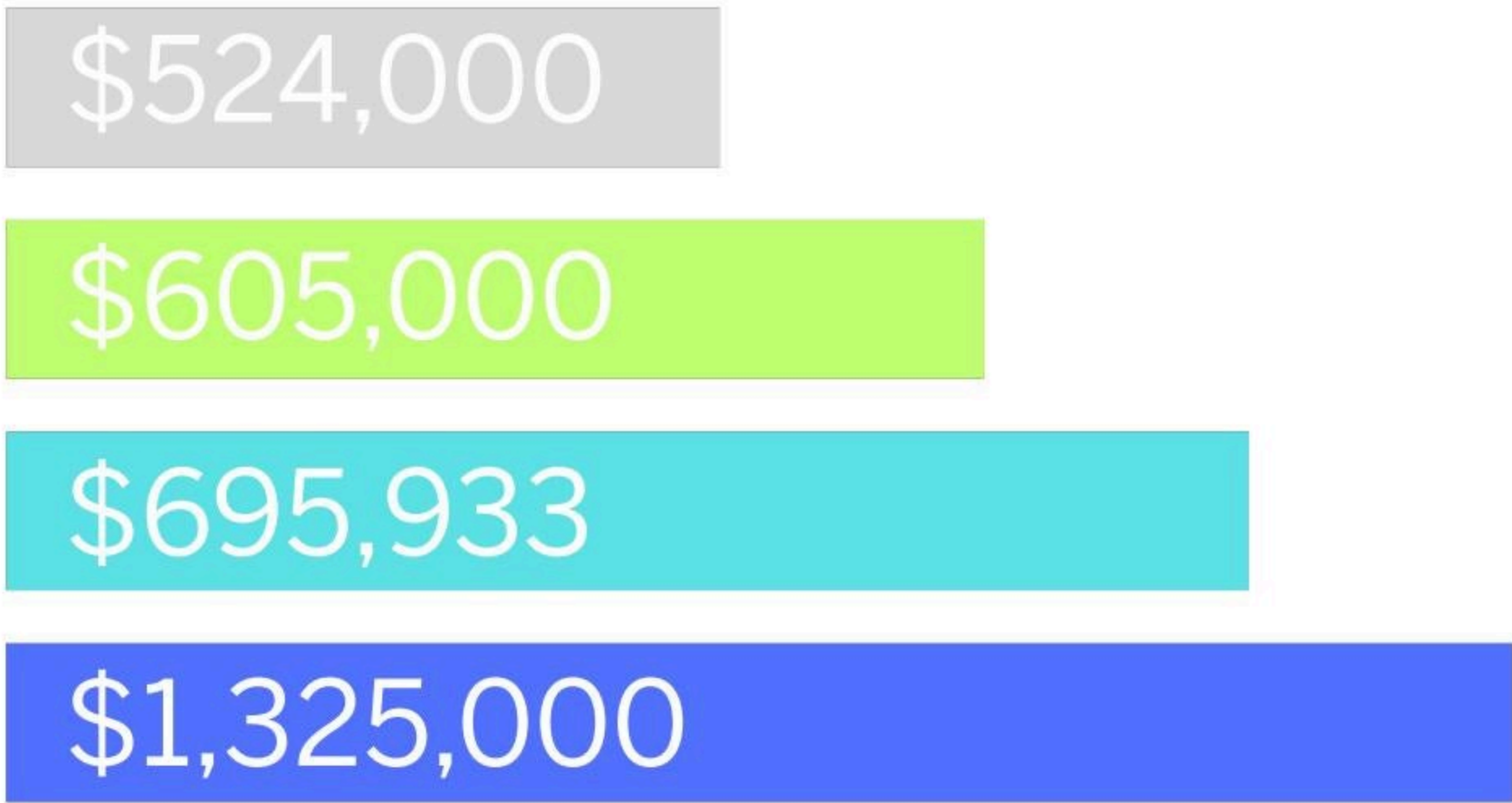
HOMES	2025	2024	2023
Up to 500k	1	0	5
500k - 1M	2	13	7
1+ - 2 Million	3	1	6
2+ Million	3	1	0
Total Units	9	15	18
Total \$ Volume	\$13.3M	\$10.4M	\$16.3M

LOTS AVAILABLE BY
Price Bracket
CURRENT

HOMES	2025	2024	2023
Up to 500K	0	1	5
500k - 1M	4	8	16
1+ - 2 Million	10	10	9
2+ Million	4	4	4
Total Units	18	23	34
Total \$ Volume	\$34.5M	\$34.7M	\$42.6M



LOWEST PRICE MEDIAN PRICE AVG PRICE HIGHEST PRICE



JANUARY - JUNE 2024

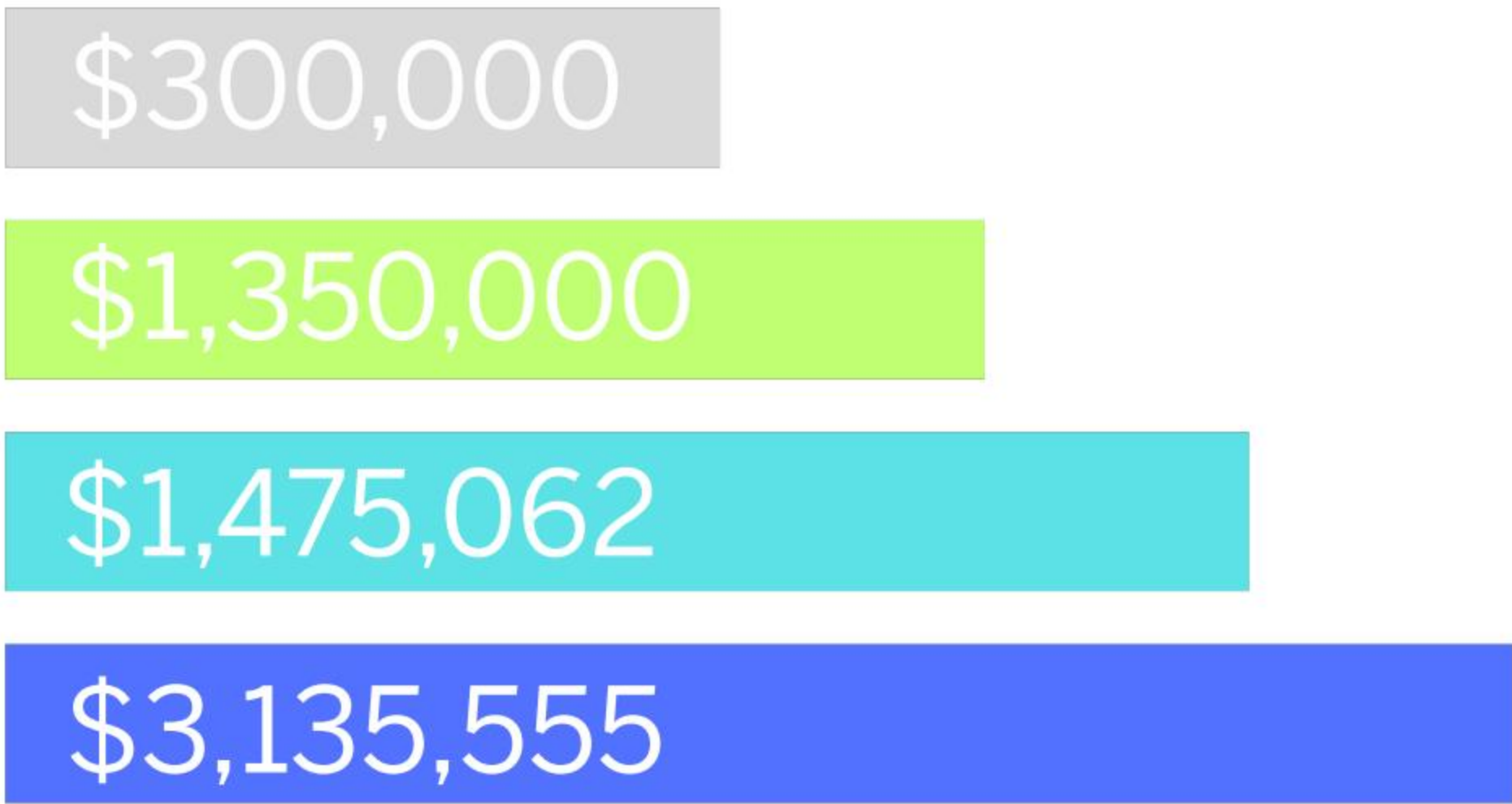


A SUMMARY OF LOT SALES ACTIVITY IN DESERT MOUNTAIN | JANUARY - JUNE 2025

Lowest price	Median price	Average price	Highest price
 42.7%	 123.1%	 112.2%	 136.6%
Decrease from previous year	Increase from previous year	Increase from previous year	Increase from previous year

Semi-Annual Market Analysis of Sold Lots

LOWEST PRICE MEDIAN PRICE AVG PRICE HIGHEST PRICE



JANUARY - JUNE 2025

Sold

LOTS BY VILLAGE

LIST #	MEMBER	VILLAGE	LOT	REPRESENTED	BLD ENV	LIST PRICE	SOLD PRICE	SQ. FT	COE
6779430		Apache Peak	71		15,541	\$ 950,000.00	\$ 900,000.00	30062	6/30/25
6821340		Apache Peak	140		23,935	\$ 1,500,000.00	\$ 1,350,000.00	39495	5/21/25
6763309	Golf	Cochise Geronimo	1		21,200	\$ 3,800,000.00	\$ 3,135,555.00	58275	5/7/25
6752657		Eagle Feather	390		20,422	\$ 375,000.00	\$ 300,000.00	52142	5/30/25
6864666		Lone Mountain	46		42,576	\$ 1,295,000.00	\$ 1,200,000.00	251825	6/27/25
6792212		Saguaro Forest	65		21,000	\$ 1,800,000.00	\$ 1,500,000.00	43683	3/24/25
6746978		Saguaro Forest	153/154	Seller	20,913	\$ 2,350,000.00	\$ 2,050,000.00	82107	5/20/25
6568836		Saguaro Forest	117		22,332	\$ 2,495,000.00	\$ 2,125,000.00	112662	2/19/25
6791988		Sunrise	257		21,936	\$ 775,000.00	\$ 715,000.00	43560	4/7/25

Lot 94 Views





Apache Peak Preserve 94 | 20,913 BLD ENV. | 70,524 SQ. FT. (1.6 Acres) | \$1,485,000



Lot 94 Architectural Renderings

POWER+

2025 SPRING & SUMMER SALES

* Golf Membership ** Lifestyle Membership



*Cintarosa 325 sold at \$9,000,000



*Gambel Quail 126 sold at \$5,225,000



*Gambel Quail 88 sold at \$4,200,000



*Gambel Quail 178 sold at \$4,500,000



*Grey Fox 135/135 sold at \$5,000,000



*Hacienda 4 sold at \$2,050,000



*Lone Mountain 57 sold at \$5,200,000



*Lost Star 22 sold at \$11,000,000



**Painted Skyline 16 sold at \$3,820,000



Saguaro Forest 158 sold at \$3,875,150



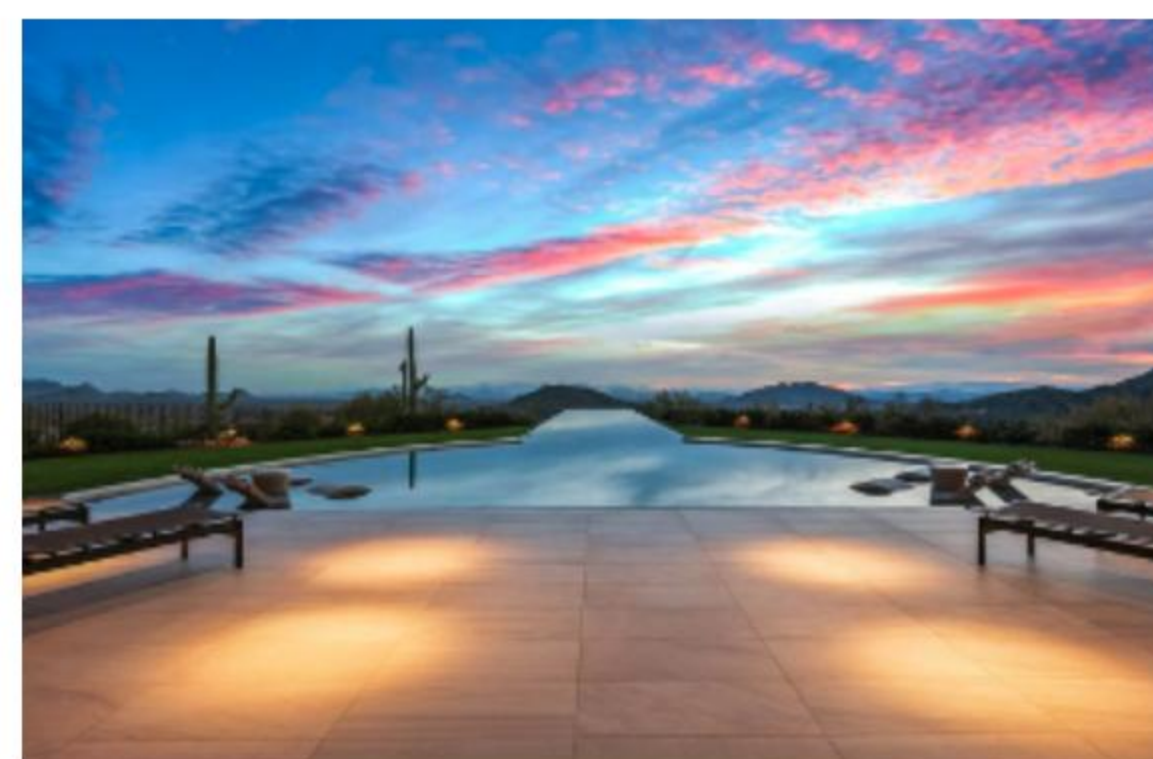
*Seven Arrows 25 sold at \$4,400,000



Sonoran Ridge 10 sold at 1,410,000



*Sunrise 236 sold at \$3,300,000



*Saguaro Forest 241 sold at \$10,700,000



*Lost Star 22

Call us for a complimentary consultation

- We will assist you with preparing your home for sale
- We will assist you with pricing your home based on competitive market analysis
- We will have your home professionally photographed
- We will give your home exposure to all the Realtor's in Scottsdale area and major internet platforms
- We will publish your home in Luxury Publications to get maximum exposure
- We will help manage the details of your transactions to ensure that your contract closes on time
- We personally show all our listings by appointment only
- We live in Desert Mountain and can show your home at a moments notice
- We are consistently at the top of the community in sales volume, and most recently ranked #2 in AZ
- We care about our listings as if they were our own homes



MEET POWER+ TEAM



BEE FRANCIS | 602.679.3193 | Bee.Francis@RussLyon.com

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

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

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-alongside a keen and creative eye for marketing-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

NOTHING COMPARES

**BEE & KATHLEEN
POWER+**

Selling Desert Mountain Since 1997



LIST WITH US! BUY WITH US! CALL US TODAY!

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