

TREND report

Fire in the Desert—Luxury Real Estate Ablaze at Northern Tucson's Saguaro Ranch

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When development partners and principals of Saguaro Lot Management, Inc., Scott Lundberg and Brian Peschel, came together in 2019 with a vision to develop Saguaro Ranch, a luxury ranch community north of Tucson designed for homeowners to integrate inspired desert living into their daily lives and real estate purchases, few anticipated how popular living an elevated desert lifestyle would become. Today, with just two remaining Estate Lots available for purchase at Saguaro Ranch, and sales momentum taking flight at Moonlight Canyon at Saguaro Ranch, Saguaro Ranch's boutique, "ranch-within-a-ranch" collection of 43, 1-to-2-acre homesites accompanied by build-ready floor plans, it's evident that Saguaro Ranch's real estate momentum is not red-hot, it's on fire.



A completed Estate Lot at Saguaro Ranch.

"This community is unlike anything in the western United States," said Lundberg. "Only 20 percent of the land is designated for development, meaning 80 percent of this undisturbed desert will be preserved in perpetuity. A tremendous amount of energy went into creating this unique and authentic luxury enclave, and we are honored by the scarcity of inventory remaining at the ranch."

Located twenty-five minutes north of Tucson in the Tortolita Mountains of southwest Arizona Saguaro Ranch is distinguished by a one-of-a-kind tunnel entrance, and lives more like a National Park than a luxury development, offering privacy, outdoor lifestyle opportunities, and diverse amenities.

The first residential offering by Saguaro was a collection of [Estate Lots](#), 4+-acre homesites offering buyers the freedom to build enchanting custom homes among the secluded rock formations and saguaro cacti, while capitalizing on panoramic views of the Catalina Mountains and Tucson skyline in the distance. Out of the inventory of the 59-total Estate Lots, the only two remaining developer-owned Estate Lots available for purchase are [Lot #68](#), a 4.42-acre south/southwest facing homesite with views of the Tortolitas, Pusch Ridge, and natural desert, and [Lot #56](#), at 5.07-acres with 360° views of the Tucson Mountain and Tucson city lights.



Tunnel Enters to Saguaro Ranch



Moonlight Canyon Residence. The first Moonlight Canyon Residence was completed December 2022 with numerous others currently in process.



Saguaro Ranch Club

“These last two remaining lots are absolutely spectacular,” said Mike Conlin, Ranch and Sales Manager, Saguaro Ranch. “Lots 56 and 68 are high-altitude lots, sitting at an elevation of around 3,500-4,000-ft, which, compared to relatively low-lying Tucson, inspires a true sense of high-desert mountain living. Panoramic views of Pusch Ridge, which encompasses the entire west side of Santa Catalinas, and views of the Santa Rita’s Mountains to the South, and the downtown lights of Tucson and the University of Arizona in the distance, are just magnificent—pure and simple.”

With demand for one of the most breathtaking settings in the desert Southwest so high, in 2021 developers introduced to market, Moonlight Canyon at Saguaro Ranch, a new desert-chic enclave within the prestigious 1,200-acre Saguaro Ranch, offering a collection of 43, 1-to-2-acre homesites located in the canyons or ascending upward along the various slopes of Moonlight Canyon.

In 2022, the Phase One launch of Moonlight Canyon saw six homesite sales, including the completion of the enclave's first residence, #43, in December, along with the completion of road paving and utilities brought to all 43 homesites within the canyon. With two homes currently under construction, another four lots in various stages of the design review process, and showings and property tours taking place daily, sales momentum is high.

"I've been building for forty years, and this community is the last true high-end development in the Tucson metro-plex," said Chris Kemmerly, Principal and CEO, Miramonte Homes. "A custom home can easily take four to five years to build, but we're starting with pre-approved plans. At Moonlight Canyon, we're still building custom homes that buyers can make changes to but delivering them in half of the time."

Phase One pricing at Moonlight Canyon ranges from \$1,859,000 to \$2,269,000. Homebuyers can choose to add a guest casita ranging in size from approximately 424 to 677 square feet, starting at \$240,000+. Phase Two will deliver 22 additional homesites that are expected to be released following Phase I sell-out.

Endeavoring to make the home design/build process as seamless as possible, Saguaro Ranch developers partnered with Tucson-based homebuilder, Miramonte Homes and architect, Robinette Architects, Inc., to oversee the design/build program at Moonlight Canyon, offering buyers a variety of thoughtfully designed semi-custom luxury floor plans for homes ranging from 2,856 to 3,896 sq. ft. The luxurious and smartly designed selection of home plans offer single-level-living convenience, flowing open floor plans, and added upgrades including pools, jetted spas, and fire pits.

Whether buyers select a residential Estate Lot or luxury home for sale, within Moonlight Canyon, owning at Saguaro Ranch includes the benefits of membership in the Saguaro Ranch Club.

Saguaro Ranch Club offers owner-members access to common amenities, including a 25-yard lap pool, jetted spa, and patios with fire pits. Located on the rooftop of the Saguaro Ranch Club, a fitness center invites workouts on state-of-the-art equipment, while two pickleball courts, a Bocce ball court, and a horseshoe pit invite spirited competition among members, their family, and guests. The private clubhouse offers an idyllic setting for hosting special events including wedding receptions, anniversaries, birthday celebrations, and company retreats.

The unprecedented sales activity taking place within Saguaro Ranch, is evidence that the developer's vision—to create a community that welcomes privacy, an active outdoor lifestyle, and unparalleled amenities inspired by nature, has not just sparked, it has ignited. While most venture outside of city limits to get lost in the desert, buyers at Saguaro Ranch discover that they are home.