



REAL ESTATE UPDATE

INSIDE DESERT MOUNTAIN

DECEMBER 2010

Homes	YTD Sales		Listings		Homesites	YTD Sales		Listings	
	2009	2010	2009	2010		2009	2010	2009	2010
Under \$1M	35	43	50	57	Under \$.25M	19	34	30	33
\$1M - \$2M	42	37	102	90	\$.25M - \$.5M	12	21	52	50
\$2M - \$3M	13	20	56	43	\$.5M - \$1M	11	1	48	38
\$3M - \$4M	2	7	21	7	\$1M - \$2M	1	2	22	7
Above \$4M	3	2	21	12	Above \$2M	1	0	13	4
Total	95	109	250	209	Total	44	58	165	132

Only those properties with price availability are reflected above.

Change in inventory is a combination of sales, expirations, cancellations, new listings as well as price changes resulting in a different price band.

DESERT MOUNTAIN SALES ACTIVITY - HOMES

DECEMBER 2010

Village	Lot	Condition	Membership	List Price	Sale Price	SQ FT	Close Date
Apache Cottage	21	None	None	\$529,900	\$515,000	2,454	12/30/10
Apache Peak	67	Short Sale	DEGM	\$899,900		5,579	Under Contract*
Apache Peak	79	Pre-Foreclosure	DEGM	\$3,599,000	\$2,600,000	8,711	12/10/10
Cintarosa Ranch	364	None	DEGM	\$1,795,000		4,870	Under Contract
Cochise Geronimo	28	None	DEGM	\$2,695,000	\$2,350,000	5,428	12/15/10
Cochise Ridge	73	None	DEGM	\$630,000	\$612,000	2,922	12/10/10
Desert Hills	12	Short Sale	Regular	\$569,900		3,901	Under Contract*
Eagle Feather	365	Trustee Sale	None		\$601,900		12/22/10
Gambel Quail	28	Bank Owned	None	\$649,900		4,525	Under Contract
Gambel Quail	141	Short Sale	None	\$1,298,000	\$995,000	5,688	12/29/10
Rose Quartz	52	Bank Owned	None	\$750,000	\$850,000	4,338	12/15/10
Rose Quartz	72	None	None	\$795,000	\$775,000	3,160	12/20/10
Saguaro Forest	163	Bank Owned	None	\$2,950,000	\$2,800,000	8,855	12/22/10
Saguaro Forest	242	None	DEGM	\$4,995,000	\$4,300,000	8,453	12/10/10
Saguaro Forest	306	Short Sale	DEGM	\$1,695,000	\$1,450,000	5,827	12/8/10
Saguaro Forest	310	Bank Owned	None	\$2,400,000	\$2,100,000	8,061	12/23/10
Seven Arrows	23	Bank Owned	DEGM	\$1,700,000	\$1,625,000	5,902	12/30/10
Sunrise	257	None	DEGM	\$925,000		4,346	Under Contract

*AWC

Above information is deemed to be accurate but is not guaranteed.

DESERT MOUNTAIN SALES ACTIVITY - HOMESITES

DECEMBER 2010

Village	Lot	Condition	Membership	List Price	Sale Price	Close Date
Cochise Geronimo	2	None	None	\$1,795,000	\$1,575,000	12/16/10
Eagle Feather	364	Bank Owned	None	\$65,900	\$47,500	12/28/10
Gambel Quail	84	Bank Owned	None	\$52,900	\$49,000	12/27/10
Gambel Quail	155	Bank Owned	None	\$72,900		Under Contract*
Grey Fox	74	Bank Owned	None	\$60,000	\$51,000	12/13/10
Sunset Canyon	1	Bank Owned	None	\$266,000	\$266,000	12/28/10

*AWC