



REAL ESTATE UPDATE

INSIDE DESERT MOUNTAIN

FEBRUARY 2011

Homes	YTD Sales		Listings		Homesites	YTD Sales		Listings	
	2010	2011	2010	2011		2010	2011	2010	2011
Under \$1M	11	8	55	57	Under \$.25M	2	10	33	39
\$1M - \$2M	7	7	108	82	\$.25M - \$.5M	7	2	49	58
\$2M - \$3M	3	1	56	41	\$.5M - \$1M	1	1	52	37
\$3M - \$4M	1	1	21	7	\$1M - \$2M	0	0	18	9
Above \$4M	0	0	19	13	Above \$2M	0	0	13	5
Total	22	17	259	200	Total	10	13	165	148

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

FEBRUARY 2011

Village	Lot	Condition	Membership	List Price	Sale Price	SQ FT	Close Date
Apache Cottage	1	None	EGM	\$995,000		2,296	Under Contract
Apache Cottage	18	None	None	\$597,000	\$500,000	2,296	02/07/11
Apache Cottage	24	None	ECM	\$599,000		2,470	Under Contract
Apache Peak	10	None	EGM	\$1,299,126	\$1,275,000	4,818	02/14/11
Apache Peak	42	None	EGM	\$999,000		3,647	Under Contract
Apache Peak	128	None	EGM	\$1,949,000		6,144	Under Contract
Apache Peak	135	None	EGM	\$1,190,000		4,340	Under Contract*
Arrowhead	20	None	EGM	\$1,495,000		4,600	Under Contract
Arrowhead	27	Trustee Sale	None				02/07/11
Desert Fairways	24	None	EGM	\$829,000		3,800	Under Contract*
Desert Horizons	5	None	EGM	\$1,099,000	\$970,000	3,099	02/16/11
Desert Horizons	30	Short Sale	None	\$699,999	\$615,000	3,099	02/25/11
Gambel Quail	75	None	EGM	\$865,000		3,405	Under Contract*
Gambel Quail	172	None	EGM	\$2,900,000		6,600	Under Contract
Gambel Quail Preserve	226	None	EGM	\$1,695,000		4,114	Under Contract*
Hacienda	29	None	None	\$999,000		2,550	Under Contract
Lookout Ridge	15	None	EGM	\$1,095,000		3,382	Under Contract
Rose Quartz	1	None	EGM	\$1,795,000	\$1,450,000	4,163	02/17/11

*AWC

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

DESERT MOUNTAIN SALES ACTIVITY - HOMES

FEBRUARY 2011

Village	Lot	Condition	Membership	List Price	Sale Price	SQ FT	Close Date
Rose Quartz	71	Bank Owned	None	\$839,900	\$785,000	5,493	02/15/11
Saguaro Forest	51	None	EGM	\$1,350,000		4,458	Under Contract
Saguaro Forest	52	Short Sale	EGM	\$1,795,000		5,565	Under Contract*
Saguaro Forest	63	None	EGM	\$2,195,000		5,310	Under Contract
Saguaro Forest	99	None	None	\$2,250,000		5,111	Under Contract
Saguaro Forest	275	None	EGM	\$2,225,000	\$1,800,000	4,226	02/08/11
Saguaro Forest	296	None	EGM	\$2,969,000	\$2,437,500	5,600	02/23/11
Saguaro Forest	314	None	EGM	\$3,795,000	\$3,300,000	7,220	02/09/11
Sunrise	231	Bank Owned	None	\$1,797,800		7,389	Under Contract
Sunrise	257	None	EGM	\$925,000	\$825,000	4,346	02/14/11
Sunset Canyon	35	None	EGM	\$3,875,000		7,600	Under Contract*
Turquoise Ridge	41	Bank Owned	EGM	\$1,390,000	\$1,060,000	5,612	02/03/11

*AWC

DESERT MOUNTAIN SALES ACTIVITY - HOMESITES

FEBRUARY 2011

Village	Lot	Condition	Membership	List Price	Sale Price	Close Date
Cintarosa	325	Trade	EGM			02/14/11
Cochise Geronimo	3	None	None	\$1,150,000	\$935,000	02/02/11
Cochise Geronimo	29	Bank Owned	EGM	\$398,000		Under Contract
Eagle Feather	337	Short Sale	None	\$69,000		Under Contract
Gambel Quail	85	Bank Owned	None	\$59,900	\$54,000	02/25/11
Gambel Quail	162	None	EGM	\$150,000	\$120,000	02/28/11
Grey Fox	12	None	None	\$79,000		Under Contract
Grey Fox	123	Bank Owned	None	\$89,560	\$75,000	02/28/11
Lone Mountain	46	Bank Owned	None		\$200,000	02/01/11
Rose Quartz	83	None	None	\$99,000	\$90,000	02/08/11
Saguaro Forest	182	Bank Owned	None		\$250,000	02/01/11
Saguaro Forest	266	None	None	\$650,000		Under Contract
Sunrise	273	None	EGM	\$195,000	\$175,000	02/28/11
Sunrise	303	Short Sale	None	\$125,000	\$65,000	02/18/11

*AWC