



REAL ESTATE UPDATE

INSIDE DESERT MOUNTAIN

JANUARY 2011

Homes	YTD Sales		Listings		Homesites	YTD Sales		Listings	
	2010	2011	2010	2011		2010	2011	2010	2011
Under \$1M	5	3	47	54	Under \$.25M	2	2	34	36
\$1M - \$2M	5	3	99	85	\$.25M - \$.5M	6	0	49	55
\$2M - \$3M	1	0	59	44	\$.5M - \$1M	0	0	51	32
\$3M - \$4M	1	0	21	8	\$1M - \$2M	0	0	10	8
Above \$4M	0	0	19	12	Above \$2M	0	0	7	5
Total	12	0	245	203	Total	8	2	151	136

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

JANUARY 2011

Village	Lot	Condition	Membership	List Price	Sale Price	SQ FT	Close Date
Apache Cottage	18	None	None	\$597,000		2,296	Under Contract
Apache Peak	10	None	EGM	\$1,299,126		4,818	Under Contract
Apache Peak	52	Bank Owned	None	\$659,900		4,650	Under Contract
Apache Peak	168	None	EGM	\$1,995,000		4,756	Under Contract
Chiricahua Villa	228	None	EGM	\$1,575,000	\$1,275,000	3,861	01/24/11
Cintarosa Ranch	364	Short Sale	EGM	\$1,795,000	\$1,550,000	4,870	01/07/11
Desert Greens	54	None	EGM	\$1,325,000		4,033	Under Contract
Desert Horizons	30	Short Sale	None	\$699,999		3,099	Under Contract
Eagle Feather	439	Short Sale	None	\$525,000		2,342	Under Contract
Gambel Quail	28	Bank Owned	None	\$649,900	\$600,000	4,525	01/22/11
Hacienda	8	None	EGM	\$915,000		2,900	Under Contract
Mountain Skyline	28	Pre-Foreclosure	None	\$820,000	\$700,000	5,200	01/31/11
Rose Quartz	1	None	EGM	\$1,795,000		4,163	Under Contract
Rose Quartz	71	Bank Owned	None	\$839,900		5,493	Under Contract
Saguaro Forest	275	None	EGM	\$2,225,000		4,226	Under Contract
Saguaro Forest	296	None	EGM	\$2,969,000		5,600	Under Contract
Saguaro Forest	314	None	EGM	\$3,795,000		7,220	Under Contract
Saguaro Forest	4	None	EGM	\$1,695,000	\$1,558,000	5,154	01/07/11
Sonoran Cottage	11	Bank Owned	EGM	\$549,000		2,086	Under Contract
Sonoran Cottage	49	None	EGM	\$750,000	\$720,000	2,292	01/28/11
Turquoise Ridge	41	Bank Owned	EGM	\$1,390,000		5,612	Under Contract

*AWC

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

DESERT MOUNTAIN SALES ACTIVITY - HOMESITES

JANUARY 2011

Village	Lot	Condition	Membership	List Price	Sale Price	Close Date
Cochise Geronimo	3	None	None	\$1,150,000		Under Contract
Gambel Quail	155	Bank Owned	None	\$72,900	\$85,000	01/14/11
Mountain Skyline	12	None	None	\$125,000	\$100,000	01/20/11
Rose Quartz	83	None	None	\$99,000		Under Contract
Saguaro Forest	119	Bank Owned	EGM	\$724,900		Under Contract
Seven Arrows	16	None	EGM	\$985,000		Under Contract

*AWC