



# REAL ESTATE UPDATE

INSIDE DESERT MOUNTAIN

**JUNE 2011**

Homes	YTD Sales		Listings		Homesites	YTD Sales		Listings	
	2010	2011	2010	2011		2010	2011	2010	2011
Under \$1M	26	44	53	37	Under \$.25M	19	24	31	40
\$1M - \$2M	25	24	86	69	\$.25M - \$.5M	14	12	48	62
\$2M - \$3M	11	8	41	25	\$.5M - \$1M	1	3	55	27
\$3M - \$4M	6	3	17	4	\$1M - \$2M	1	0	19	9
Above \$4M	1	0	15	13	Above \$2M	0	0	12	2
<b>Total</b>	<b>69</b>	<b>79</b>	<b>212</b>	<b>148</b>	<b>Total</b>	<b>35</b>	<b>39</b>	<b>165</b>	<b>140</b>

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 - JUNE 2011

Village	Lot	Condition	Membership	List Price	Sale Price	SQ FT	Close Date
Apache Peak	88	None	EGM	\$2,495,000		4,381	Under Contract
Arrowhead	17	None	EGM	\$1,145,000		3,771	Under Contract*
Arrowhead	27	None	None	\$775,000	\$730,000	3,900	06/03/11
Arrowhead	72	Bank Owned	None	\$949,900	\$900,000	5,986	06/17/11
Chiricahua Villa	223	None	EGM	\$1,825,000		4,359	Under Contract
Cochise Ridge	101	None	None	\$739,000	\$660,000	3,318	06/30/11
Deer Run	3	None	EGM	\$4,395,000	\$3,525,000	6,600	06/10/11
Deer Run	8	None	EGM	\$1,650,000		6,191	Under Contract
Desert Greens	64	None	EGM	\$795,000	\$755,000	2,990	06/28/11
Gambel Quail	49	None	EGM	\$785,000	\$745,000	3,700	06/15/11
Gambel Quail	69	None	None	\$1,192,000		4,428	Under Contract
Gambel Quail	97	Bank Owned	None	\$574,900		4,058	Under Contract
Gambel Quail	174	None	Regular	\$715,000		3,950	Under Contract
Grey Fox	23	None	None	\$649,000		3,214	Under Contract*
Grey Fox	99	None	None	\$699,000	\$685,000	3,660	06/17/11
Grey Fox	100	Bank Owned	None	\$451,000	\$437,000	3,334	06/15/11
Grey Fox	180	None	EGM	\$1,175,000	\$990,000	4,554	06/01/11
Hacienda	3	None	EGM	\$729,000		2,550	Under Contract*

\*AWC

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

## DESERT MOUNTAIN SALES ACTIVITY - HOMES - JUNE 2011

Village	Lot	Condition	Membership	List Price	Sale Price	SQ FT	Close Date
Hacienda	11	Short Sale	EGM	\$660,000		2,544	Under Contract*
Hacienda	20	None	EGM	\$795,000		2,900	Under Contract
Lookout Ridge	11	None	EGM	\$1,175,000		3,382	Under Contract
Mountain Skyline	107	None	EGM	\$925,000	\$820,000	4,422	06/30/11
Rose Quartz	37	Bank Owned	None	\$1,111,111	\$1,150,000	4,872	06/03/11
Rose Quartz	46	Short Sale	None	\$579,000		2,580	Under Contract*
Rose Quartz	51	None	None	\$1,100,000		4,549	Under Contract
Saguaro Forest	42	None	EGM	\$2,195,000		3,750	Under Contract
Saguaro Forest	52	Short Sale	None	\$1,795,000	\$1,640,000	5,565	06/08/11
Saguaro Forest	134	Bank Owned	None	\$1,015,000		8,162	Under Contract
Saguaro Forest	170	None	Regular	\$2,495,000		6,552	Under Contract
Saguaro Forest	276	Bank Owned	None	\$1,950,000		6,583	Under Contract

\*AWC

## DESERT MOUNTAIN SALES ACTIVITY - HOMESITES - JUNE 2011

Village	Lot	Condition	Membership	List Price	Sale Price	Close Date
Apache Peak	54	None	EGM	\$199,000	\$165,000	06/08/11
Apache Peak	102	Bank Owned	None	\$200,000		Under Contract
Eagle Feather	387	None	None	\$59,000		Under Contract
Lost Star	44		EGM		\$250,000	06/13/11
Painted Sky	46	Bank Owned	None	\$374,126	\$338,500	06/10/11

\*AWC