



# REAL ESTATE UPDATE

INSIDE DESERT MOUNTAIN

**MAY 2011**

Homes	YTD Sales		Listings		Homesites	YTD Sales		Listings	
	2010	2011	2010	2011		2010	2011	2010	2011
Under \$1M	22	35	49	45	Under \$.25M	10	22	37	44
\$1M - \$2M	20	22	94	72	\$.25M - \$.5M	12	10	56	66
\$2M - \$3M	8	8	42	34	\$.5M - \$1M	1	3	57	32
\$3M - \$4M	5	2	17	5	\$1M - \$2M	1	0	16	9
Above \$4M	0	0	18	13	Above \$2M	0	0	12	2
<b>Total</b>	<b>55</b>	<b>67</b>	<b>220</b>	<b>169</b>	<b>Total</b>	<b>24</b>	<b>35</b>	<b>178</b>	<b>153</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 - MAY 2011

Village	Lot	Condition	Membership	List Price	Sale Price	SQ FT	Close Date
Apache Cottage	22	None	EGM	\$499,999	\$499,999	2,454	05/09/11
Arrowhead	27	None	None	\$775,000		3,900	Under Contract
Arrowhead	72	Bank Owned	None	\$949,900		5,986	Under Contract
Cochise Geronimo	32	None	EGM	\$1,650,000		5,024	Under Contract
Cochise Ridge	83	Trade	None	\$768,000	\$768,000	3,558	05/11/11
Cochise Ridge	101	None	None	\$739,000		3,318	Under Contract
Deer Run	3	None	EGM	\$4,395,000		6,600	Under Contract
Deer Run	11	None	EGM	\$1,300,000	\$1,150,000	3,909	05/26/11
Desert Fairways	16	None	EGM	\$1,055,000		3,664	Under Contract
Desert Greens	44	Bank Owned	None	\$544,900	\$530,000	3,540	05/12/11
Eagle Feather	406	Short Sale	None	\$887,400		5,037	Under Contract
Eagle Feather	439	Short Sale	None	\$525,000	\$490,000	2,342	05/06/11
Eagle Feather	454	Trade	None	\$975,000	\$975,000	4,045	05/11/11
Gambel Quail	49	None	None	\$785,000		3,700	Under Contract
Gambel Quail Preserve	253	Short Sale	EGM	\$2,495,000	\$2,400,000	6,641	05/04/11
Grey Fox	85	Short Sale	EGM	\$1,395,000		4,500	Under Contract*
Grey Fox	100	Bank Owned	None	\$451,000		3,334	Under Contract
Hacienda	7	Short Sale	None	\$733,500		2,550	Under Contract

\*AWC

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

## DESERT MOUNTAIN SALES ACTIVITY - HOMES - MAY 2011

Village	Lot	Condition	Membership	List Price	Sale Price	SQ FT	Close Date
Lookout Ridge	12	None	EGM	\$899,500	\$815,000	2,960	05/10/11
Rose Quartz	37	Bank Owned	None	\$1,111,111		4,872	Under Contract
Rose Quartz	60	None	EGM	\$1,895,000	\$1,525,000	4,737	05/19/11
Saguaro Forest	301	None	EGM	\$3,395,000	\$2,850,000	6,573	05/25/11
Sonoran Ridge	35	None	EGM	\$625,000	\$555,000	2,045	05/27/11
Sunset Canyon	46	Trade	None	\$2,990,000	\$2,650,000	6,118	05/11/11

\*AWC

## DESERT MOUNTAIN SALES ACTIVITY - HOMESITES - MAY 2011

Village	Lot	Condition	Membership	List Price	Sale Price	Close Date
Apache Peak	54	None	EGM	\$199,000		Under Contract
Gambel Quail	142	Bank Owned	None		\$55,000	05/03/11
Gambel Quail Preserve	241	Bank Owned	None	\$51,150	\$51,150	05/09/11
Grey Fox	136	None	None	\$79,000		Under Contract*
Grey Fox	166	None	EGM	\$175,000	\$135,000	05/03/11
Painted Sky	46	Bank Owned	None	\$374,126		Under Contract
Saguaro Forest	119	Bank Owned	EGM	\$724,900	\$470,000	05/25/11
Saguaro Forest	230	Bank Owned	None	\$475,000	\$365,000	05/27/11
Saguaro Forest	249	None	EGM	\$975,000		Under Contract*
Saguaro Forest	264	None	EGM	\$995,000	\$812,500	05/31/11
Saguaro Forest	269	Bank Owned	EGM	\$464,560	\$350,000	05/10/11
Sunset Canyon	70	Short Sale	None	\$250,000	\$150,000	05/16/11

\*AWC