



REAL ESTATE UPDATE

INSIDE DESERT MOUNTAIN

NOVEMBER 2010

Homes	YTD Sales		Listings		Homesites	YTD Sales		Listings	
	2009	2010	2009	2010		2009	2010	2009	2010
Under \$1M	35	37	44	66	Under \$.25M	17	30	26	30
\$1M - \$2M	35	35	102	94	\$.25M - \$.5M	8	20	65	57
\$2M - \$3M	10	16	58	45	\$.5M - \$1M	9	1	48	48
\$3M - \$4M	2	7	26	12	\$1M - \$2M	1	1	27	21
Above \$4M	3	1	25	13	Above \$2M	1	0	13	8
Total	85	96	255	230	Total	36	52	179	164

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 NOVEMBER 2010

Village	Lot	Condition	Membership	List Price	Sale Price	SQ FT	Close Date
Apache Cottage	21	None	None	\$529,900			Under Contract
Apache Peak	66	Short Sale	None	\$985,000	\$949,000	4,355	11/30/10
Apache Peak	79	None	DEGM	\$3,599,000		8,711	Under Contract
Cochise Geronimo	28	None	DEGM	\$2,695,000		5,428	Under Contract
Cochise Ridge	73	None	DEGM	\$630,000		2,922	Under Contract
Gambel Quail	141	Short Sale	None	\$1,298,000		5,688	Under Contract*
Lookout Ridge	17	None	DEGM	\$1,150,000	\$950,000	3,382	11/01/10
Mountain Skyline	28	Pre-Foreclosure	None	\$820,000		5,200	Under Contract
Painted Sky	23	None	None	\$1,500,000	\$1,530,000	5,429	11/19/10
Saguaro Forest	4	None	DEGM	\$1,695,000		5,154	Under Contract
Saguaro Forest	299	Bank Owned	None	\$2,516,700	\$2,000,000	6,884	11/08/10

*AWC

DESERT MOUNTAIN SALES ACTIVITY - HOMESITES

NOVEMBER 2010

Village	Lot	Condition	Membership	List Price	Sale Price	Close Date
Eagle Feather	372	Bank Owned	None	\$50,000	\$35,000	11/12/10
Eagle Feather	374	Bank Owned	None		\$44,000	11/24/10
Eagle Feather	388	Bank Owned	None		\$30,000	11/30/10
Saguaro Forest	11	None	None	\$547,000	\$430,000	11/17/10
Saguaro Forest	133	None	None	\$385,000	\$320,000	11/15/10
Sunrise	309	Bank Owned	None	\$74,900	\$75,000	11/29/10
Sunset Canyon	7	None	None		\$150,000	11/01/10
Sunset Canyon	70	Short Sale	DEGM	\$325,000		Under Contract*

*AWC