



REAL ESTATE UPDATE

INSIDE DESERT MOUNTAIN

OCTOBER 2011

Homes	YTD Sales		Listings		Homesites	YTD Sales		Listings	
	2010	2011	2010	2011		2010	2011	2010	2011
Under \$1M	34	59	65	51	Under \$.25M	26	34	34	48
\$1M - \$2M	33	37	92	74	\$.25M - \$.5M	18	14	58	58
\$2M - \$3M	16	11	44	38	\$.5M - \$1M	1	5	50	31
\$3M - \$4M	7	3	12	5	\$1M - \$2M	1	0	17	8
Above \$4M	1	2	12	12	Above \$2M	0	0	8	2
Total	91	112	225	180	Total	46	53	167	147

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 - OCTOBER 2011

Village	Lot	Condition	Membership	List Price	Sale Price	SQ FT	Close Date
Cochise Geronimo	8	None	EGM	\$4,795,000	\$4,400,000	8,147	10/20/11
Desert Greens	77	Short Sale	None	\$575,000	\$575,000	2,990	10/06/11
Desert Hills	12	Short Sale	None	\$499,000		3,901	Under Contract*
Gambel Quail	4	Bank Owned	None	\$426,400		3,112	Under Contract
Gambel Quail	167	None	EGM	\$895,000		3,008	Under Contract
Grey Fox	184	None	EGM	\$1,025,000		3,823	Under Contract
Lookout Ridge	8	None	EGM	\$1,250,000	\$1,160,000	3,382	10/17/11
Lost Star	15	None	EGM	\$2,350,000	\$2,100,000	7,271	10/28/11
Sunrise	328	None	None	\$648,000		3,105	Under Contract*

*AWC

DESERT MOUNTAIN SALES ACTIVITY - HOMESITES - OCTOBER 2011

Village	Lot	Condition	Membership	List Price	Sale Price	Close Date
Eagle Feather	337	Short Sale	None	\$55,000	\$45,000	10/26/11
Eagle Feather	392	None	EGM	\$170,000		Under Contract
Gambel Quail	60	Bank Owned	None	\$82,460	\$75,000	10/31/11
Painted Sky	31	Bank Owned	None	\$174,900		Under Contract
Sunrise	283	None	None	\$79,500		Under Contract

*AWC

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