



# REAL ESTATE UPDATE

## INSIDE DESERT MOUNTAIN

**SEPTEMBER 2011**

Homes	YTD Sales		Listings		Homesites	YTD Sales		Listings	
	2010	2011	2010	2011		2010	2011	2010	2011
Under \$1M	30	58	63	50	Under \$.25M	26	32	37	45
\$1M - \$2M	31	36	83	67	\$.25M - \$.5M	18	14	56	59
\$2M - \$3M	16	10	43	34	\$.5M - \$1M	1	5	52	27
\$3M - \$4M	6	3	11	4	\$1M - \$2M	1	0	19	8
Above \$4M	1	1	12	9	Above \$2M	0	0	9	2
<b>Total</b>	<b>84</b>	<b>108</b>	<b>212</b>	<b>164</b>	<b>Total</b>	<b>46</b>	<b>51</b>	<b>173</b>	<b>141</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 - SEPTEMBER 2011

Village	Lot	Condition	Membership	List Price	Sale Price	SQ FT	Close Date
Cochise Geronimo	8	None	EGM	\$4,795,000		8,147	Under Contract*
Cochise Geronimo	32	None	EGM	\$1,650,000	\$1,500,000	5,024	09/30/11
Hacienda	7	Short Sale	None	\$595,000	\$572,000	2,550	09/29/11
Lookout Ridge	1	Bank Owned	EGM	\$675,000	\$650,000	2,960	09/29/11
Lookout Ridge	40	Trade	None	\$1,000,000	\$1,000,000	3,067	09/15/11
Lost Star	12	Trade	None	\$4,975,000	\$4,200,000	7,331	09/15/11
Lost Star	15	None	EGM	\$2,350,000		7,271	Under Contract*
Mountain Skyline	25	None	EGM	\$1,175,000	\$935,000	4,380	09/30/11
Rose Quartz	46	Short Sale	None	\$579,000	\$525,000	2,580	09/14/11

\*AWC

### DESERT MOUNTAIN SALES ACTIVITY - HOMESITES - SEPTEMBER 2011

Village	Lot	Condition	Membership	List Price	Sale Price	Close Date
Eagle Feather	337	Short Sale	None	\$55,000		Under Contract*
Gambel Quail Preserve	247	Trustee Sale	None		\$136,000	09/27/11
Mountain Skyline	66	Trustee Sale	None		\$64,600	09/29/11
Saguaro Forest	114	Bank Owned	EGM	\$475,000	\$315,000	09/05/11
Saguaro Forest	117	Bank Owned	EGM	\$699,000	\$515,000	09/05/11
Saguaro Forest	188	Bank Owned	None		\$170,000	09/30/11
Sunrise	214	Bank Owned	None	\$72,000	\$67,000	09/27/11

\*AWC

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