



# REAL ESTATE UPDATE

## INSIDE DESERT MOUNTAIN

**NOVEMBER 2011**

Homes	YTD Sales		Listings		Homesites	YTD Sales		Listings	
	2010	2011	2010	2011		2010	2011	2010	2011
Under \$1M	37	62	64	53	Under \$.25M	31	41	30	46
\$1M - \$2M	35	38	93	71	\$.25M - \$.5M	20	16	56	64
\$2M - \$3M	16	11	44	38	\$.5M - \$1M	1	5	46	31
\$3M - \$4M	7	3	10	6	\$1M - \$2M	1	0	18	10
Above \$4M	1	2	12	12	Above \$2M	0	0	8	2
<b>Total</b>	<b>96</b>	<b>116</b>	<b>223</b>	<b>180</b>	<b>Total</b>	<b>53</b>	<b>62</b>	<b>158</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 - NOVEMBER 2011

Village	Lot	Condition	Membership	List Price	Sale Price	SQ FT	Close Date
Apache Cottage	34	Bank Owned	None	\$479,900		2,454	Under Contract
Apache Peak	11	None	EGM	\$999,000		3,849	Under Contract
Desert Horizons	17	None	EGM	\$849,000	\$760,000	3,099	11/29/11
Mountain Skyline	80	None	EGM	\$949,000		4,000	Under Contract*
Painted Sky	95	None	None	\$2,000,000		8,215	Under Contract
Saguaro Forest	277	None	EGM	\$1,795,000	\$1,650,000	6,902	11/28/11
Sonoran Cottage	22	None	None	\$450,000	\$405,000	1,836	11/30/11
Sonoran Ridge	34	Short Sale	None	\$395,000		2,045	Under Contract*
Sunrise	328	None	None	\$648,000	\$560,000	3,105	11/07/11
Turquoise Ridge	6	None	None	\$825,000		2,925	Under Contract

\*AWC

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

Village	Lot	Condition	Membership	List Price	Sale Price	Close Date
Apache Peak	31		None	\$111,500		11/02/11
Eagle Feather	392	None	EGM	\$170,000	\$150,000	11/08/11
Eagle Feather	392	None	None	\$160,000	\$135,000	11/08/11
Gambel Quail	8	None	None	\$64,900		Under Contract
Gambel Quail Preserve	214	Bank Owned	None	\$65,900		Under Contract*
Grey Fox	81	None	EGM	\$137,000		Under Contract
Lost Star	32	None	EGM	\$349,000	\$275,000	11/29/11
Painted Sky	31	Bank Owned	None	\$174,900	\$160,000	11/15/11
Rose Quartz	6	None	EGM	\$150,000	\$140,000	11/09/11
Saguaro Forest	120	Bank Owned	EGM	\$396,125	\$350,000	11/02/11
Sunrise	283	None	None	\$79,500	\$69,000	11/13/11
Sunrise	330	None	None	\$89,000	\$50,000	11/07/11

\*AWC

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