

HOMESITES	CLOSED	CLOSED	CLOSED	CLOSED	CLOSED	CLOSED	CLOSED	CLOSED	CLOSED	Under contract	ACTIVE	UNDER CONTRACT
<b>Prescott Lakes</b>	<b>2004</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>			
<b>Closed-Qty</b>	<b>93</b>	<b>122</b>	<b>17</b>	<b>19</b>	<b>6</b>	<b>7</b>	<b>6</b>	<b>19</b>	<b>0</b>		<b>44</b>	<b>2</b>
High SP	382,140	365,000	695,000	360,000	229,000	150,000	75,000	90,000		High LP	\$499,000	\$18,000
Low SP	29,500	69,000	105,000	115,000	65,000	34,900	27,000	12,000		Low LP	\$24,900	\$15,000
Median LP	100,000	154,500	269,900	179,000	129,450	69,500	50,450	35,000		Median LP	\$72,400	\$16,500
Median SP	<b>100,000</b>	<b>154,500</b>	<b>257,500</b>	<b>165,000</b>	<b>128,500</b>	<b>65,000</b>	<b>45,000</b>	<b>25,000</b>				
Average LP	112,880	168,751	280,118	230,532	138,966	78,429	53,808	50,437		Avg LP	\$106,493	\$16,500
Average SP	<b>107,518</b>	<b>164,668</b>	<b>265,735</b>	<b>208,863</b>	<b>131,833</b>	<b>67,986</b>	<b>49,500</b>	<b>40,292</b>				
Avg DOM	254	289	98	447	413	125	184	271		Avg DOM	777	548
\$/sqft-interior												
Avg % LP rec'd	95.2%	97.6%	94.9%	90.6%	94.9%	86.7%	92.0%	79.9%		SS/REO	<b>0</b>	<b>0</b>
Sales per month	7.8	10.2	1.4	1.6	0.5	0.58	0.50	1.58		Avg LP		
SS/REO/Avg SP								<b>8/\$43,031</b>			2.63 yrs remaining invty	

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<b>Prescott Lakes</b>	<b>2004</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>			
<b>Closed-Qty</b>	<b>77</b>	<b>82</b>	<b>58</b>	<b>57</b>	<b>50</b>	<b>51</b>	<b>58</b>	<b>88</b>	<b>10</b>	<b>42</b>	<b>7</b>	
High SP	845,000	1,000,000	750,000	1,000,000	750,000	985,000	550,000	680,000	320,000	High LP	\$650,000	\$499,900
Low SP	155,000	200,000	220,000	210,000	205,000	180,000	143,500	84,900	89,900	Low LP	\$129,900	\$249,000
Median LP	312,900	377,000	458,300	425,000	399,000	315,000	272,400	286,876	259,900	Median LP	\$296,425	\$359,000
Median SP	<b>313,275</b>	<b>370,000</b>	<b>458,752</b>	<b>399,000</b>	<b>385,000</b>	<b>250,000</b>	<b>245,000</b>	<b>285,626</b>	<b>276,944</b>			
Average LP	327,795	408,938	456,523	469,256	430,277	358,084	303,840	308,122	264,110	Avg LP	\$332,820	\$361,243
Average SP	<b>322,485</b>	<b>401,515</b>	<b>445,262</b>	<b>446,343</b>	<b>402,450</b>	<b>334,282</b>	<b>287,721</b>	<b>293,904</b>	<b>253,391</b>			
Avg DOM	94	91	117	165	210	182	128	145	129	Avg DOM	180	139
\$/sqft-interior	\$153	\$191	\$210	\$197	\$165	\$144	\$128	\$124	\$125	\$/sqft-interior	\$143	\$132
Avg % LP rec'd	98.0%	98.2%	97.5%	95.1%	93.5%	93.4%	94.7%	95.4%	95.9%			
Avg Interior SF	2108 sf	2102 sf	2120 sf	2266 sf	2439 SF	2321	2248	2370	2027	Avg Interior SF	2327	2737
Sales per month	6.4	6.8	4.8	4.8	4.2	4.25	4.83	7.33	9.09	SS/REO	<b>4</b>	<b>3</b>
SS/REO								<b>19</b>	<b>2</b>	Avg LP-\$/sf	<b>254,975/\$138</b>	<b>\$452,633/\$119/121d</b>
Avg SP- \$/sqft								<b>\$225,338/\$102</b>	<b>\$93,950/\$74</b>		4.6 months remaining invty	

CLOSED	Qty	\$/sqft	Days on Mkt	Avg List P	Avg Sale P	% of LP Rec'd
1st Qtr	9	\$144/sqft	131 dom	\$324,556	\$299,878	92.4% of LP
2nd Qtr	18	\$122/sqft	136 dom	\$284,061	\$261,967	92.2% of LP
3rd Qtr	15	\$129/sqft	151 dom	\$312,900	\$330,889	94.6% of LP
4th Qtr	16	\$127/sqft	97 dom	\$305,944	\$301,844	98.7% of LP
<b>2010 YEAR</b>	<b>58</b>	<b>\$128/sqft</b>	<b>128 dom</b>	<b>\$303,840</b>	<b>\$287,721</b>	<b>94.7% of LP</b>
<b>Condo's - Townhomes - Patio - Single Family Homes</b>						
1st Qtr	13	\$129/sqft	187 dom	\$307,085	\$289,287	94.2%
2nd Qtr	24	\$121/sqft	112 dom	\$318,949	\$301,306	94.5%
3rd Qtr	25	\$119/sqft	154 dom	\$270,108	\$255,228	94.5%
4th Qtr	26	\$129/sqft	148 dom	\$335,198	\$326,271	97.3%
<b>2011 YeAR</b>	<b>84</b>	<b>\$124/sqft</b>	<b>145 dom</b>	<b>\$308,122</b>	<b>\$293,904</b>	<b>95.4%</b>
<b>Condo's - Townhomes - Patio - Single Family Homes</b>						
<b>2012 YTD</b>	<b>10</b>	<b>\$125/sqft</b>	<b>129 dom</b>	<b>\$264,110</b>	<b>\$253,391</b>	<b>95.9%</b>

it's no wonder ...  
**SALES HAPPEN**



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## PRESCOTT LAKES ACTIVITY

Info obtained deemed reliable, but not guaranteed

NOTE: Dorn Homes new builds are reflected as of 9-8-11

2/3/2012 Land

2/3/2012 Homes

VISIT: [www.PrescottLakesResidents.com](http://www.PrescottLakesResidents.com)