

November 19, 1998

Dear Friend:

It is indeed a pleasure to share with you a bit of our experience at Desert Mountain. Let's start with the buying decision and lot selection. Betty, my wife, and I were looking to build our "dream" home for retirements. While evaluating Phoenix properties, we came to know about Desert Mountain and Davis Driver. Davis was so easy to work with and did an absolutely fabulous job. I actually believe we had a Realtor that truly cared for us, our desires and best interests. We gave him this little list of what we were looking for... city lights, green grass (golf course), water, and mountain / sunset views... in that order, quite and order. Well, he delivered and we bought our lot.

Davis was very instrumental in addressing all our questions, providing fair and complete answers. As a non-golfer, we were concerned about Betty's time. Davis arranged for Betty to meet with a Desert Mountain lady who doesn't play golf either. She showed Betty around, discussed her very busy lifestyle at Desert Mountain. We have now been in our Desert Mountain home for 12 months and Betty is hardly ever home. There are so many activities and organizations it is unbelievable. Take a look at the Club's monthly newsletter, the "Nagone," to see the variety of activities, both on and off the property.

Location was also a concern. Specifically the distance to restaurants, shopping banks, movies, theater, major league sports, etc. It is less than an hours drive from our home to the Phoenix Sky Harbor airport and 30-45 minutes to anything in Scottsdale. And, best of all, living at Desert Mountain with its amenities, high Sonoran desert location, great people, and great climate make the drives into the city a very minor issue.

Our other concern was centered around establishing a base of good friends. Well, no problem. We just met our neighbors, attended the member-member mixers and the management-members mixers and got involved in the affairs of the community... health center, restaurants, bridge, golf, and a myriad of other events organized by Desert Mountain. Have Davis tell you about the Concierge (they will help you with anything!)

While the facilities at Desert Mountain are world class, it is the people (fellow owners and Desert Mountain staff) that make Desert Mountain so great. By definition, the owners at Desert Mountain are successful people who make great neighbors. The staff is very client service oriented.

A concluding paragraph on the Drivers – Davis and Ann. Without reservation, I state that Davis Driver is one of the most professional people I have met, in all regards. He knows his product, he gets to know you and your wishes in regards to real estate, he does not try to sell you something that does not fit, he is very patient and he conducts himself very professionally throughout the entire process – and afterwards. He and Ann have introduced us to other members, helped on numerous occasions with house cleaners, continuously demonstrated an on-going concern for our welfare and indeed remain our friends.

Desert Mountain – a great decision for us! Seriously consider joining us and becoming one of our neighbors at Desert Mountain.

With best regards,

Benny Smothermon

November 3, 1998

Dear Potential Resident,

How fortunate we are to have found this place - Desert Mountain – and grateful for the guidance and friendship of Davis Driver and his family.

After more than a dozen years travel to various Hawaiian Islands for fun and sun, Joan and I decided to seek a more convenient venue that would allow frequent visits and longer stays. Though we love our Seattle home for most of the year, a respite from a little too much “liquid sunshine” at times was a key criterion.

A five-year search ensued, including visits to California, Sun Valley, Idaho, Tucson, and Scottsdale. Along the way we enjoyed many fine golf courses and restaurants, met lots of very nice people, and generally had a great time.

But something was always missing – and very difficult to pinpoint – until we discovered Desert Mountain. It was a strong feeling not only for what we saw, but the promise of what we thought could be! Now, almost 5 years since becoming part of the Desert Mountain family, we continue to see the promise come true:

- Two championship golf courses have become five
- In addition to the spectacular Cochise/Geronimo Clubhouse, there is the sports bar/restaurant and pro shop at Renegade; a new pro shop and restaurant planned for Apache; and a stunning site selected for the clubhouse behind Chiricahua #18.
- The Sonoran tennis, fitness and restaurant area has easily tripled in size and amenities.
- Security has proven to be superb.
- The staff grows in size, experience, talent – and personal service.
- The great variety of home sites and home designs is unsurpassed by any other golf community.
- And somehow the sunsets even seem better, if that’s possible.

No small part of our decision to choose Desert Mountain was due to the persistent, but polite efforts of Davis Driver. A true real estate professional, Davis led us through the decision corridors essential to selecting location, home design and amenities. He helped us “know ourselves” and thus greatly simplified the process. He has since developed an extremely well prepared “booklet” and decision making “template” that I highly recommend. It’s proprietary and personal and will become part of your bible of key information on Desert Mountain and a source for all kinds of local services. Best of all, Davis and Ann have become good friends and continue to be our entrée to this wonderful community.

No matter what your decision, you’re certain to enjoy the Desert Mountain discovery process and you couldn’t have a better guide than Davis Driver.

Sincerely,

Ronald D. Roberts

October 9, 1998

Dear Potential Desert Mountain Purchaser,

I first visited Scottsdale for business meetings. The desert environment kept growing on me, so over the years, my wife and I made frequent trips to the area. We were impressed by many elements. For example – spectacular sunsets – almost never the same; flora and fauna, which brought the desert alive with color and movement; and air so clear that at night you felt you could almost touch a star.

While never having seriously considered a second home, when Desert Mountain became a reality we knew the location and ambience were where we could find happiness and could continue to grow as human beings. We purchased a lot in 1989 and our house was completed during 1992. We have never looked back on the decision. Other members, almost none of who were native Arizonians, proved friendly and interesting. A meaningful percentage of men were entrepreneurs who built their own variety of businesses and enjoy a positive outlook on life. My wife has met many compatible women in her sports activities and through social opportunities.

Desert Mountain facilities would be hard to beat. The golf courses are very individual with tee placements to accommodate every handicap. Naturally, the views are dramatic! The exercise building, with complete equipment and an experienced staff, beckons the most enthusiastic daily participant as well as the more occasional partaker. It is individual, and no one cares what the others are doing. In addition, a growing variety of opportunities are available in other sports activities.

Finally, having dealt with Davis Driver on three Desert Mountain properties, we know firsthand that you could not find a more knowledgeable, straightforward and friendly assistant to make your selection process thorough, yet easy and pleasurable. Importantly, Davis will almost certainly become a good friend of yours – as he has ours.

Sincerely,

Jack Bogardus, Jr.