

[illegible]

### 227 Homes of the 234 Homes Sold That Have an Architectural Style

| Architectural Style  | Any Size    | 10,000 SF or more | 7,500 - 9,999 SF | 5,000 - 7,499 SF | 2,500 - 4,999 SF | Under 2,500 SF |
|----------------------|-------------|-------------------|------------------|------------------|------------------|----------------|
| Contemporary         | 9.40% (22)  | --                | 0.43% (1)        | 3.85% (9)        | 5.13% (12)       | --             |
| Mexican Contemporary | 1.28% (3)   | --                | 0.85% (2)        | 0.43% (1)        | --               | --             |
| Mexican Territorial  | 2.14% (5)   | --                | --               | 1.28% (3)        | 0.85% (2)        | --             |
| Pueblo/Santa Fe      | 11.97% (28) | --                | --               | 3.85% (9)        | 8.12% (19)       | --             |
| Spanish Colonial     | 2.99% (7)   | --                | --               | 1.28% (3)        | 1.71% (4)        | --             |
| SW Contemporary      | 38.89% (91) | --                | 0.85% (2)        | 14.96% (35)      | 22.65% (53)      | 0.43% (1)      |
| Territorial          | 13.25% (31) | --                | --               | 4.27% (10)       | 8.97% (21)       | --             |
| Tuscan               | 17.09% (40) | 0.85% (2)         | 0.43% (1)        | 9.83% (23)       | 5.98% (14)       | --             |

### 231 Homes of the 234 Homes Sold That Have a Membership

|                                      |              |
|--------------------------------------|--------------|
| Equity Club                          | 1.71% (4)    |
| Equity Golf                          | 53.85% (126) |
| Equity Golf; Buyer Pays Transfer Fee | 2.14% (5)    |
| Membership Not Included              | 40.17% (94)  |
| Regular                              | 0.85% (2)    |

### 232 Homes of the 234 Homes Sold That Have a Value for Bedrooms

|   |              |
|---|--------------|
| 5 | 4.27% (10)   |
| 4 | 32.05% (75)  |
| 3 | 53.42% (125) |
| 2 | 7.26% (17)   |
| 1 | 2.14% (5)    |

### 210 Homes of the 234 Homes Sold That Have a Value for Days on Market

| Sold For                  |         |         |         |            |
|---------------------------|---------|---------|---------|------------|
|                           | Min DOM | Max DOM | Avg DOM | Median DOM |
| \$8,000,000 & up          | --      | --      | --      | --         |
| \$7,000,000 - \$7,999,999 | --      | --      | --      | --         |
| \$6,000,000 - \$6,999,999 | 67      | 622     | 333     | 311        |
| \$5,000,000 - \$5,999,999 | 74      | 74      | 74      | 74         |
| \$4,000,000 - \$4,999,999 | --      | --      | --      | --         |
| \$3,000,000 - \$3,999,999 | 35      | 647     | 359     | 469        |
| \$2,000,000 - \$2,999,999 | 1       | 1305    | 307     | 185        |

|                           |     |      |     |     |
|---------------------------|-----|------|-----|-----|
| \$1,000,000 - \$1,999,999 | 1   | 2107 | 289 | 145 |
| \$500,000 - \$999,999     | 8   | 1542 | 292 | 145 |
| Under \$500,000           | 246 | 319  | 283 | 283 |
| Any Price                 | 1   | 2107 | 297 | 164 |
| House Size                |     |      |     |     |
| Any Size                  | 1   | 2107 | 297 | 164 |
| 10,000 & up               | 254 | 622  | 438 | 438 |
| 7,500 - 9,999             | 74  | 792  | 502 | 647 |
| 5,000 - 7,499             | 1   | 1491 | 297 | 206 |
| 2,500 - 4,999             | 1   | 2107 | 290 | 129 |
| Under 2,500               | 16  | 16   | 16  | 16  |

### 226 Homes of the 234 Homes Sold That Have a Value for Floor Plan

|                     |             |
|---------------------|-------------|
| Great Room          | 38.89% (91) |
| Kitchen/Family Room | 35.90% (84) |
| Kitchen By Itself   | 21.79% (51) |

### 230 Homes of the 234 Homes Sold That Have a Value for Direction Home Faces

|    |             |
|----|-------------|
| E  | 0.85% (2)   |
| N  | 14.10% (33) |
| NE | 0.85% (2)   |
| NW | 8.55% (20)  |
| S  | 31.20% (73) |
| SE | 6.41% (15)  |
| SW | 23.50% (55) |
| W  | 12.82% (30) |

### 234 Homes of the 234 Homes Sold That Have View Ratings

| View Rating    | 0            | 1           | 2           | 3           | 4          | 5          |
|----------------|--------------|-------------|-------------|-------------|------------|------------|
| Golf Course    | 64.10% (150) | 15.38% (36) | 9.40% (22)  | 5.13% (12)  | 4.27% (10) | 1.28% (3)  |
| Lights         | 42.31% (99)  | 23.50% (55) | 12.39% (29) | 10.26% (24) | 4.70% (11) | 2.99% (7)  |
| East Mtn.      | 89.74% (210) | 3.85% (9)   | 1.71% (4)   | 0.85% (2)   | 1.28% (3)  | --         |
| West Mtn.      | 42.74% (100) | 20.94% (49) | 15.38% (36) | 9.40% (22)  | 4.70% (11) | 4.70% (11) |
| Northwest Mtn. | 56.41% (132) | 10.26% (24) | 15.81% (37) | 5.98% (14)  | 5.13% (12) | 3.85% (9)  |
| North Mtn.     | 46.58% (109) | 14.53% (34) | 12.39% (29) | 8.97% (21)  | 9.83% (23) | 5.13% (12) |
| McDowell Mtn.  | 55.13% (129) | 14.10% (33) | 8.12% (19)  | 9.40% (22)  | 5.98% (14) | 3.85% (9)  |
| Lone Mtn       | 49.15% (115) | 17.95% (42) | 11.54% (27) | 8.97% (21)  | 2.14% (5)  | 3.85% (9)  |

|        |              |             |             |             |             |            |
|--------|--------------|-------------|-------------|-------------|-------------|------------|
| Water  | 95.30% (223) | --          | 0.43% (1)   | --          | --          | 0.85% (2)  |
| Sunset | 29.06% (68)  | 13.68% (32) | 22.22% (52) | 15.81% (37) | 13.68% (32) | 5.56% (13) |

|                                 |                                 |                                 |
|---------------------------------|---------------------------------|---------------------------------|
| Min Discount<br>from List Price | Max Discount<br>from List Price | Avg Discount<br>from List Price |
| 0.80%                           | 100.00%                         | 10.53%                          |

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