

## SALES ACTIVITY IN 1996

As of December 31, 1996

<u>COMPLEX &amp; NUMBER</u>	<u>DATE CLOSED</u>	<u>SIZE OF UNIT</u>	<u>SQ. FT.</u>	<u>SALES PRICE</u>	<u>PRICE/ SQ. FT.</u>	<u># OF BIDS</u>
<u>Aspen Village MHP</u>						
Lot #25	09/17/96	2-Bdrm/1.5 Bath	5,535	\$110,000	?	2
Lot #3	12/13/96	2-Bdrm/1 Bath	3,400	80,000	?	3
				\$190,000		

Benedict Commons: Was a new project and had approximately 300 bidders

Unit 1	03/13/96	1-Bdrm/1 Bath	701	\$ 96,000	137	
Unit 2	03/29/96	1-Bdrm/1 Bath	701	101,000	144	
Unit 3	03/15/96	1-Bdrm/1 Bath	701	101,000	144	
Unit 4	03/13/96	1-Bdrm/1 Bath	602	91,000	151	
Unit 5	03/18/96	1-Bdrm/1 Bath	602	93,500	155	
Unit 6	03/20/96	Studio/1 Bath	491	62,000	126	
Unit 7	03/29/96	Studio/1 Bath	491	63,000	128	
Unit 8	03/28/96	Studio/1 Bath	491	63,000	128	
Unit 9	04/17/96	Studio/1 Bath	491	58,000	118	
Unit 10	03/15/96	1-Bdrm/1 Bath	601	101,000	168	
Unit 11	03/14/96	1-Bdrm/1 Bath	701	106,000	151	
Unit 12	03/18/96	1-Bdrm/1 Bath	701	106,000	151	
Unit 13	03/13/96	1-Bdrm/1 Bath	602	96,000	159	
Unit 14	03/13/96	1-Bdrm/1 Bath	602	98,500	164	
Unit 15	03/15/96	Studio/1 Bath	491	73,000	149	
Unit 16	03/18/96	Studio/1 Bath	491	73,000	149	
Unit 17	03/15/96	Studio/1 Bath	491	73,000	149	
Unit 18	03/14/96	1-Bdrm/1 Bath	535	73,000	136	
Unit 19	03/14/96	1-Bdrm/1 Bath	550	84,000	153	
Unit 20	04/08/96	Studio/1 Bath	506	79,000	156	
Unit 21	04/08/96	Studio/1 Bath	506	80,500	159	
Unit 22	03/14/96	Studio/1 Bath	512	96,000	187	
Unit 23	03/15/96	Studio/1 Bath	512	96,000	187	
Unit 24	03/14/96	1-Bdrm/1 Bath	742	126,000	170	
Unit 25	03/15/96	1-Bdrm/1 Bath	742	131,000	177	
Unit 26	04/05/96	1-Bdrm/1 Bath	775	126,000	163	
Unit 27	03/18/96	1-Bdrm/1 Bath	768	126,000	164	
				\$2,472,500		

Castle Creek Valley Ranch: Was a new project where lots were sold; had 143 bidders.

PMH 1 (Lot Only)	03/29/96	Lot/SFH	19,660
PMH 2 (Lot Only)	03/22/96	Lot/SFH	19,250
PMH 3 (Lot Only)	06/19/96	Lot/SFH	20,000
			\$ 58,910

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<u>Centennial:</u>						
324 Teal Court	02/05/96	2-Bdrm/2 Bath	881	\$ 127,449	145	22
311 Freesilver Court	05/17/96	1-Bdrm/1 Bath	598	100,993	169	40
310 Freesilver Court	05/28/96	Studio/1 Bath	455	72,515	159	38
323 Freesilver Court	06/21/96	3-Bdrm/2.5 Bath	1,038	202,872	195	8
225 Freesilver Court	06/28/96	1-Bdrm/1 Bath	890	134,720	151	18
422 Freesilver Court	06/28/96	2-Bdrm/2 Bath	881	124,175	141	23
314 Teal Court	06/21/96	Studio/1 Bath	455	66,813	147	36
224 Teal Court	06/21/96	2-Bdrm/2 Bath	850	125,790	148	18
422 Teal Court	07/26/96	2-Bdrm/2 Bath	881	131,376	149	17
214 Freesilver Court	08/02/96	Studio/1 Bath	455	69,640	153	35
327 Teal Court	08/23/96	1-Bdrm/1 Bath	773	116,048	150	31
215 Freesilver Court	09/06/96	Studio/1 Bath	455	70,776	156	34
228 Teal Court	11/30/96	1-BdrmL/1 Bath	733	152,270	208	12
423 Teal Court	11/15/96	1-Bdrm/1 Bath	878	<u>119,677</u>	136	26
				\$1,615,114		
<u>Fairway III:</u>						
Unit #26	01/17/96	2-Bdrm/2 Bath	1,030	\$ 135,226	131	25
Unit #6	03/21/96	2-Bdrm/2 Bath	1,354	<u>163,238</u>	121	25
				\$ 298,464		
<u>Highlands Villas</u>						
Unit #10	10/22/96	2-Bdrm/2 Bath	1,020	\$ 142,025	139	7
<u>Hunter Creek:</u>						
725 Vine	06/07/96	2-Bdrm/1 Bath	840	104,842	125	8
832 Vine	09/27/96	3-Bdrm/2 Bath	1,110	153,745	139	6
612 Vine	11/22/96	2-Bdrm/1 Bath	840	<u>86,610</u>	103	15
				\$ 345,197		
<u>Lone Pine:</u>						
Unit B-4	08/05/96	Studio/1 Bath	564	86,118	153	14
Unit A-14	09/20/96	2-Bdrm/1 Bath	973	160,470	165	8
Unit B-2	10/03/96	Studio/1 Bath	432	<u>87,353</u>	202	13
				\$ 333,941		
<u>Midland Park:</u>						
212	07/08/96	2-Bdrm/1 Bath	722	\$ 105,154	146	20
111	07/12/96	2-Bdrm/1 Bath	750	122,441	163	13
722	09/16/96	2-Bdrm/1 Bath	900	139,583	155	7
213	09/20/96	1-Bdrm/1 Bath	675	<u>105,466</u>	156	31
				\$ 472,644		

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Smuggler Mobile Home Park:

127 Maple Lane	06/18/96	Owner Sold		\$ 135,000		
213 Cottonwood Lane	11/01/96	Owner Sold		<u>229,000</u>		
				\$ 364,000		

Smuggler Run Mobile Home Park:

20 Ajax	08/30/96	2-Bdrm/2 Bath	1,060	\$ 158,742	150	7
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Twin Ridge:

262 Grove Court	04/10/96	2-Bdrm/2 Bath	1,568	\$ 155,751	99	32
222 Grove Court	05/06/96	2-Bdrm/2 Bath	1,642	<u>155,735</u>	95	31
				\$ 311,486		

West Hopkins:

C-2	05/03/96	Studio/1 Bath	545	\$ 62,860	115	78
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Williams Woods:

202 Williams Way	01/17/96	2-Bdrm/1 Bath	1,029	\$ 127,666	124	23
303 Williams Way	06/25/96	2-Bdrm/1 Bath	1,029	<u>127,885</u>	124	21
				\$ 255,551		

W/J Ranch:

310 Coyote Road	04/10/96	2-Bdrm/2-Bath	1,200	\$ 170,000	142	8
448 McLain Flats	06/24/96	2-Bdrm/1-Bath	1,032	183,600	178	7
530 Coyote Road	05/31/96	2-Bdrm/2-Bath	1,200	173,926	145	8
430 Coyote Road	11/21/96	2-Bdrm/2-Bath	1,200	<u>177,117</u>	148	7
				\$ 704,643		

TOTAL NUMBER OF UNITS SOLD SO FAR IN 1996	72
TOTAL SALES PRICE SO FAR IN 1996	\$7,786,077