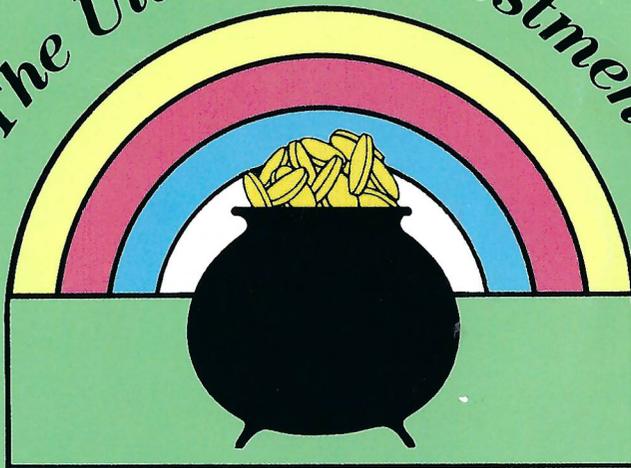


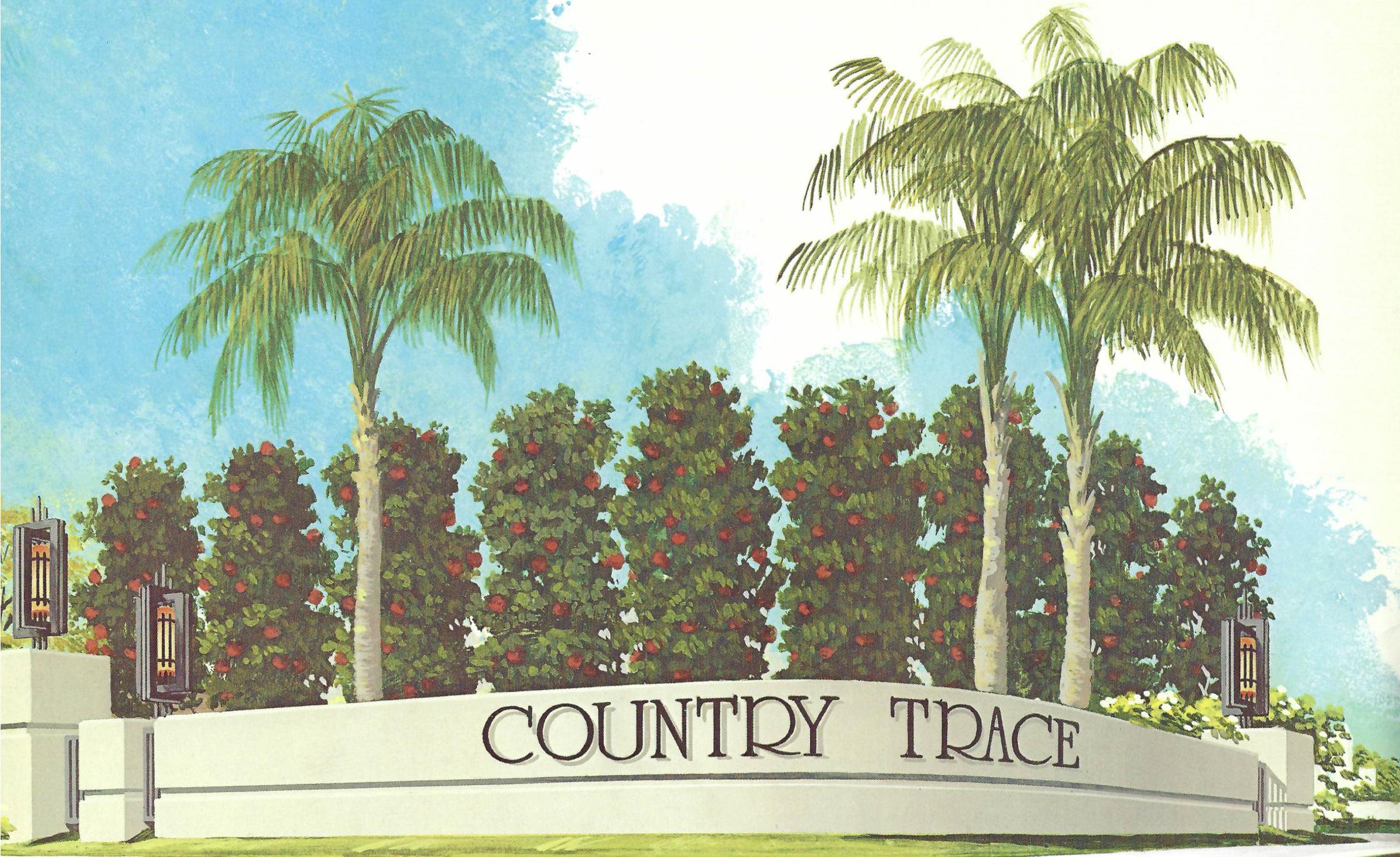
*The Ultimate Investment*

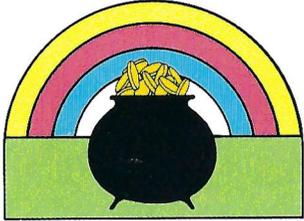


COUNTRY  
TRACE

*by Dell Trailor*

Welcome to our new Scottsdale address...

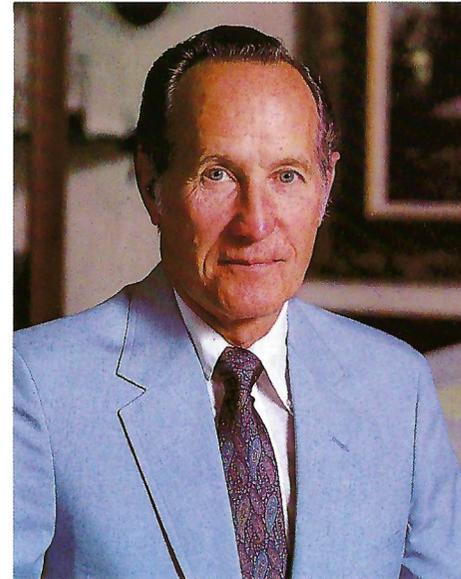


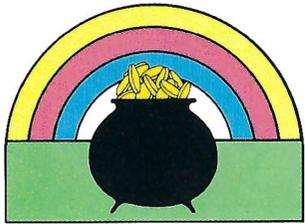


# The biggest investment of your life should be the wisest, too.

We know that when you put your hard-earned money into a new home, it can be a time of great joy and personal pride, but it can be a time of mental questioning, too. Did we do the right thing? Is this the best we can do? Is this a wise investment?

So when you buy, look for the really important factors. Intelligent design. Superior quality in materials and in construction. Fine craftsmanship. Excellent location. A builder of unexcelled reputation, with an unmatched history of success. If you look for these, you'll find them all in a Dell Traylor home.





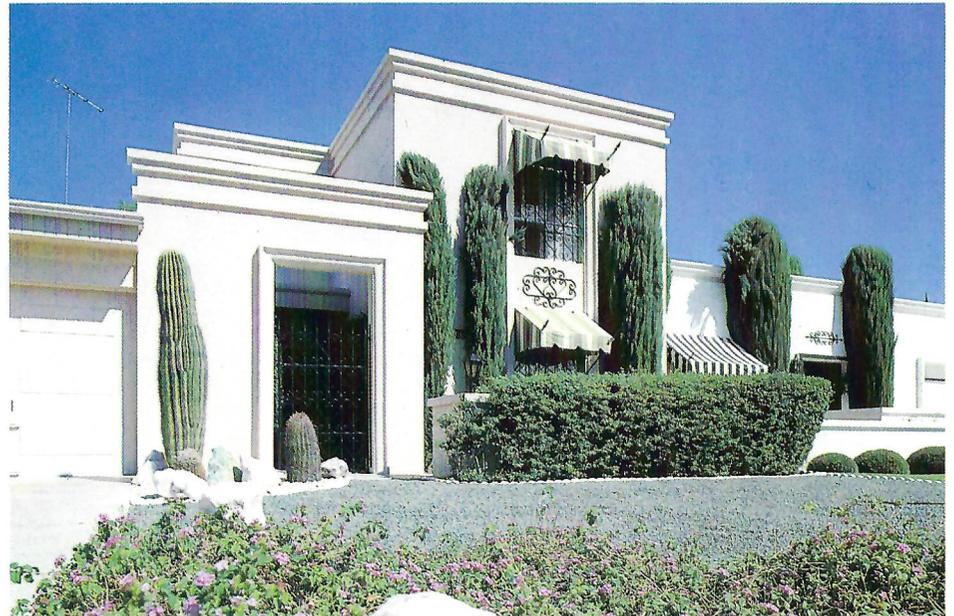
For more than 35 years, owners of Dell Trailor Homes have enjoyed extraordinary appreciation.

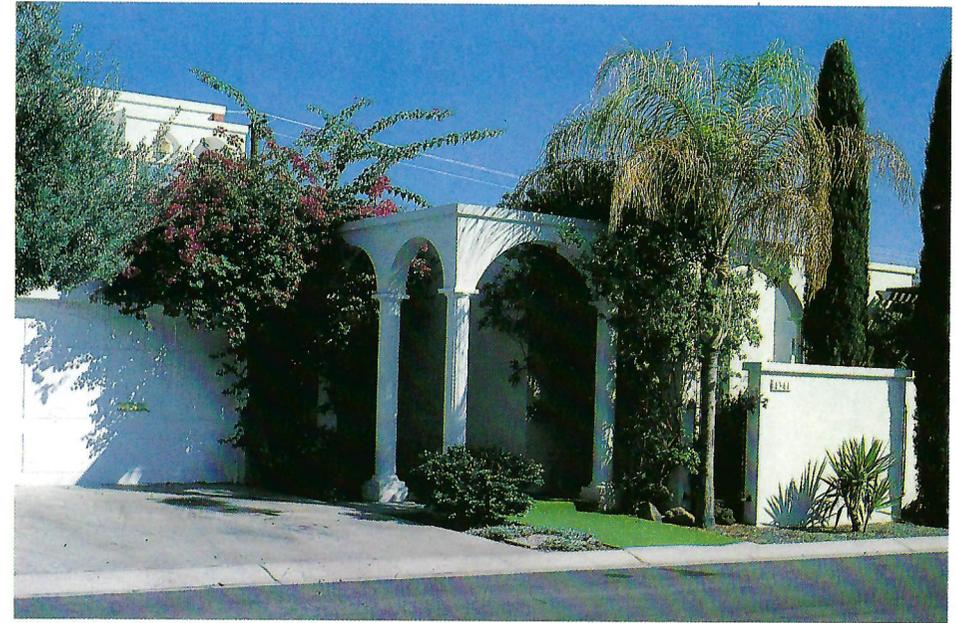
As you drive around the Valley of the Sun, you're bound to notice certain outstandingly attractive homes. And if you take the trouble to find out who built them, quite often you'll find it was Dell Trailor.

He is a demanding builder. He insists on the utmost quality in every detail. We know you hear this from every builder. But in Dell Trailor's case, it is supremely true—as any of the thousands of satisfied home owners will agree.

This insistence on quality pays off in substantially faster appreciation and lasting value. When you can say "I own a Dell Trailor home," you can also say, "It's a *great* investment."

On this and the facing page are shown typical examples of beautiful Dell Trailor homes.





"Our home was built in 1967, but you'd never know it. It looks brand new...and it feels brand new. We're not the original owners, but since we bought it, it has increased in value more than 75%."

"A great buy! That's what we think about our Dell Traylor home. If we told you what we paid for it, and what it's worth today, you'd know what we mean. Almost unbelievable."

"We can hardly believe how much our home has appreciated in the few short years we've lived here. The quality of the home accounts for a large part of this. It's really well built—and we're delighted."

"It's undoubtedly the best investment we've ever made. When you can live in this marvelous home and realize that it's worth more than twice what we paid for it, you know what a great feeling it is."

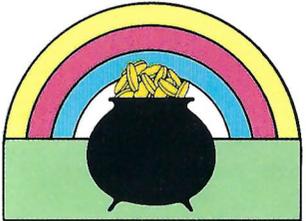
"I wish we'd bought two of them! Our home is not only a pleasure to live in, but it's a real pleasure to watch it go up and up in value with every passing year. We think Dell Traylor quality has a lot to do with it."

"We couldn't possibly have put our money into anything that could work out better than buying this home. We knew Dell Traylor was a good builder, but we really didn't know how much this quality would help the house increase in value—over 100%."

*And now...*

# COUNTRY TRACE

*The Ultimate Investment*

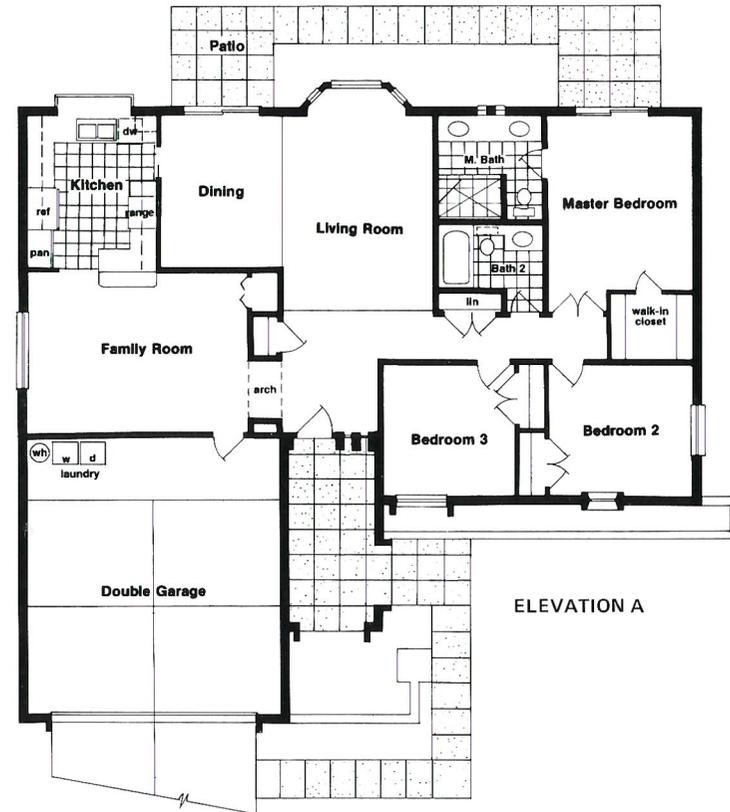


## The Aspen

We've made every square foot work in this 3 bedroom, 2 bath home, as you'll see the moment you open the front door. (And there are a lot of square feet—1,533 of them.) A large entry hall welcomes you—and allows for an unhampered 27 foot view of the spacious living room, with its attractive bay window.

Between the living room and kitchen is a large, well-lit formal dining room. Outside the dining room, and extending more than 30 feet across the back of the house, is a cement patio. And the kitchen is a cook's delight—with custom wood cabinets, dishwasher and combination self-cleaning lower oven and microwave upper oven and even an old-fashioned pantry. There's even a breakfast bar, too.

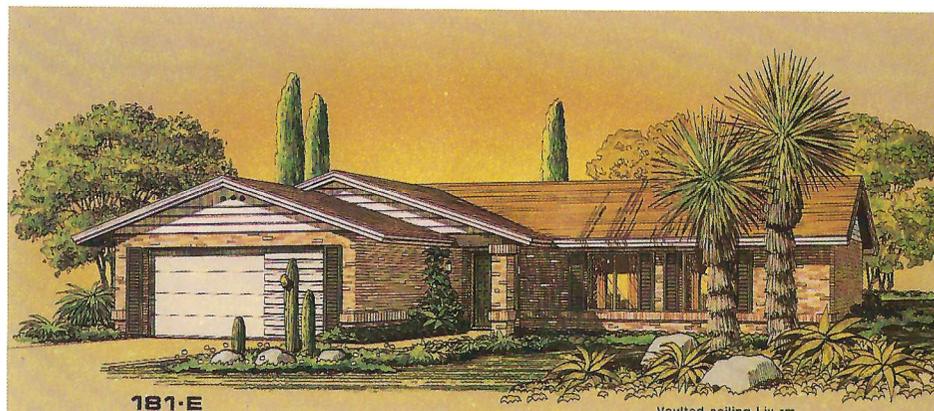
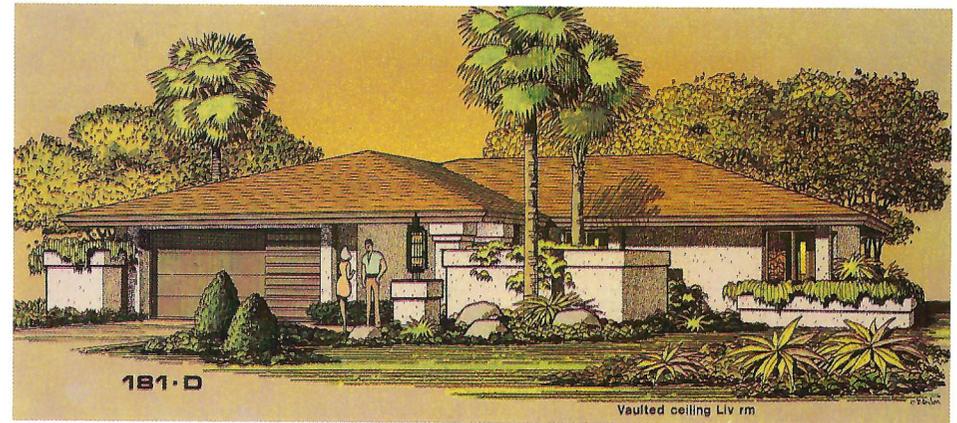
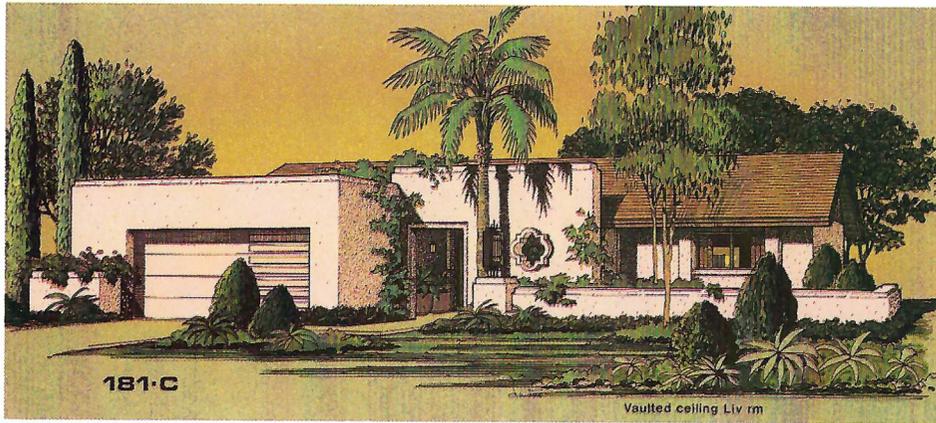
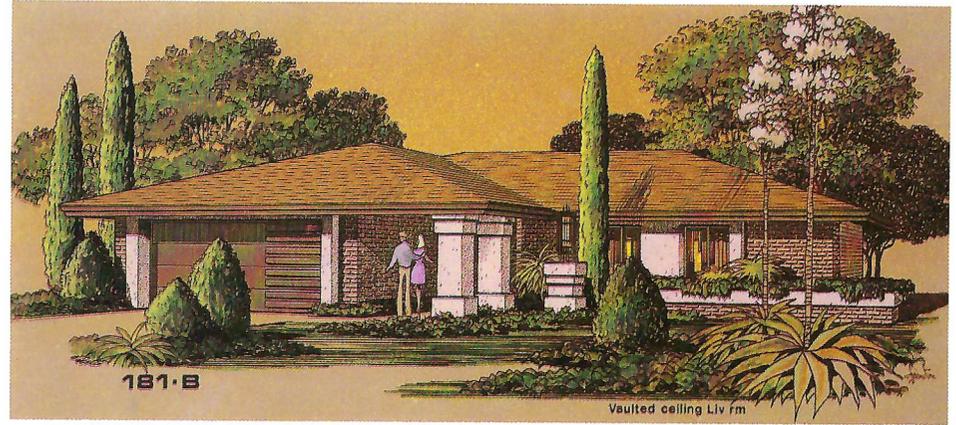
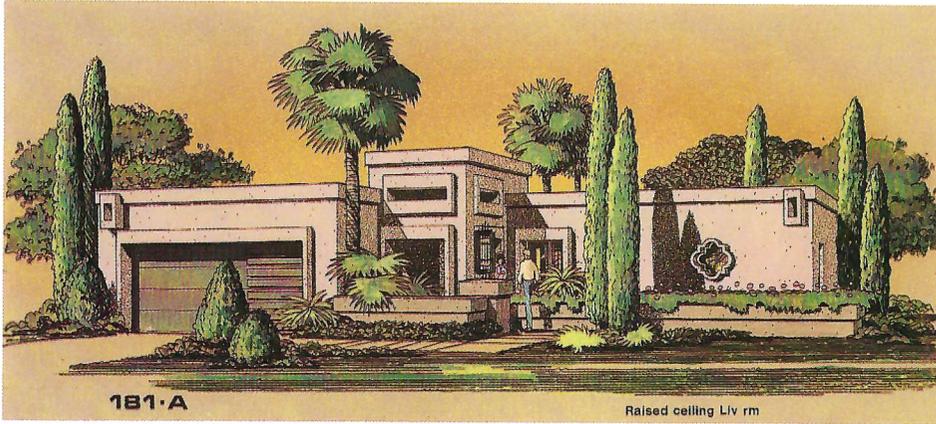
The entire home bespeaks Dell Trailor quality...and you can choose from any of the five beautiful elevations shown here.

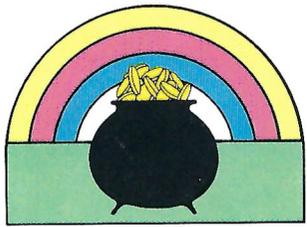


plan 181

### Standard Features

- Sunken Roman tub—master bath
- Double vanity—master bath
- Coffered dining ceiling
- Bay window in living room
- Raised living room ceiling (Elevation A)
- Vaulted living room ceiling (Elevation B, D)

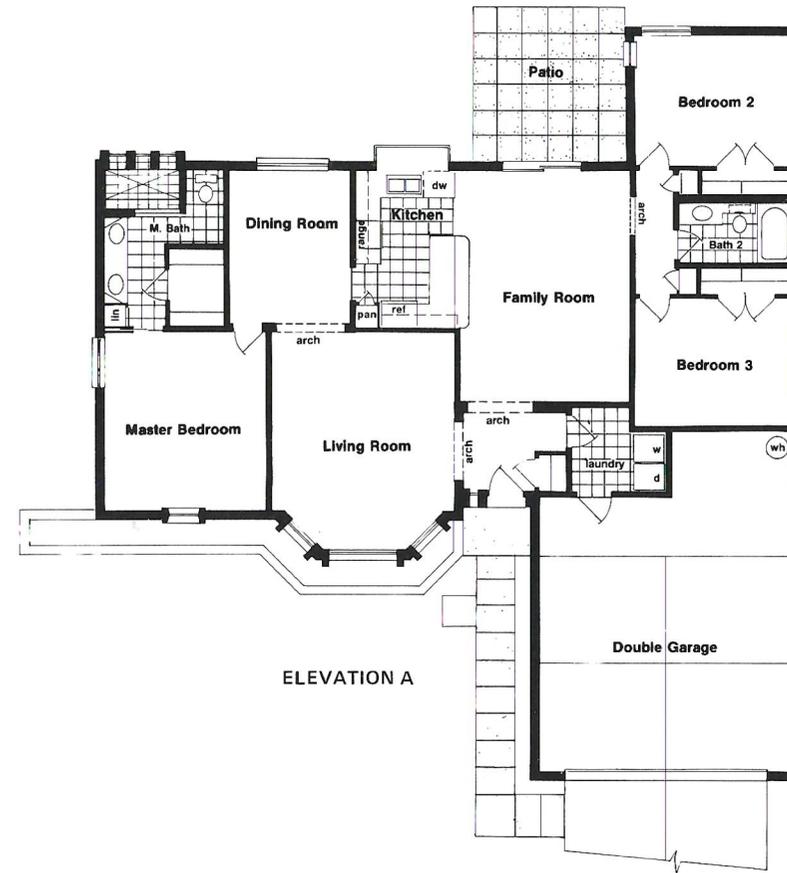




## The Elm

We're as concerned about a home's efficiency as we are its aesthetic values. That's why we like The Elm so well. Not an inch is wasted...not one detail is out of place. The master bedroom is completely private—and it has its own sunken Roman tub and double vanity in the bath. The living room, immediately to the left of the handsome entry hall, will please you for its roominess and charming bay window. In elevations A and E, the ceiling is raised. In elevations B, C and D, there is a vaulted living room ceiling. Proceed straight ahead from the front door and you're in as comfortable a family room as anyone could want. Between it and the dining room is the completely modern kitchen, with its convenient breakfast bar. Two attractive bedrooms have their privacy, too, shut off from the rest of the home by the family room wall.

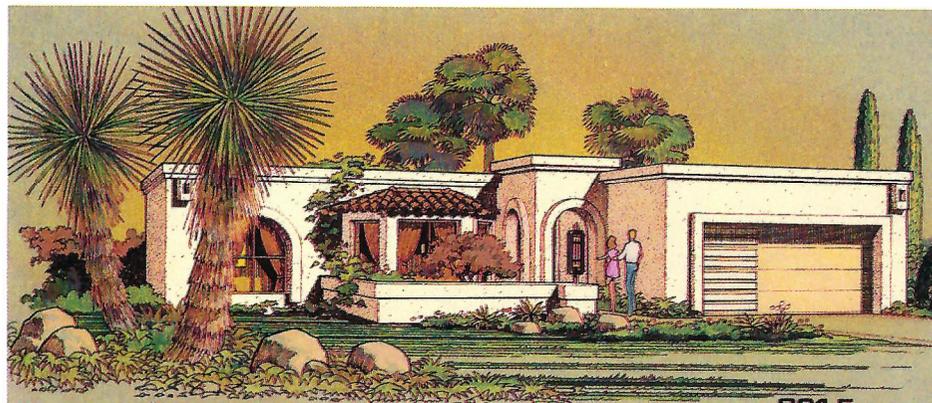
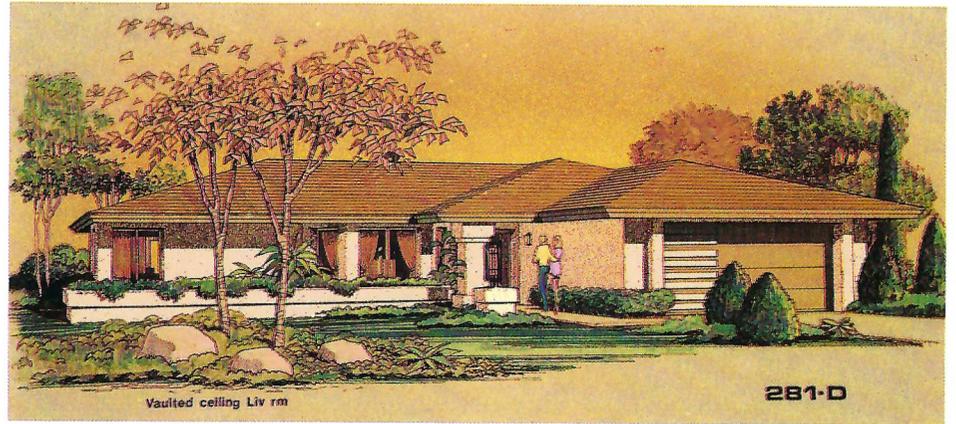
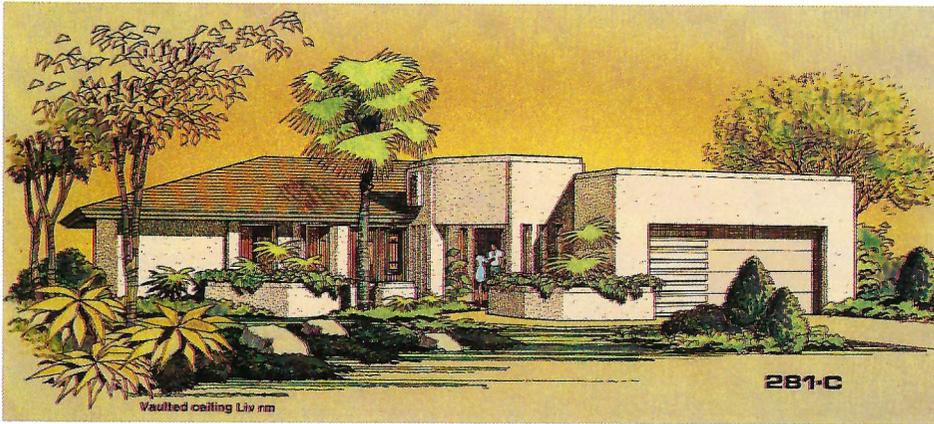
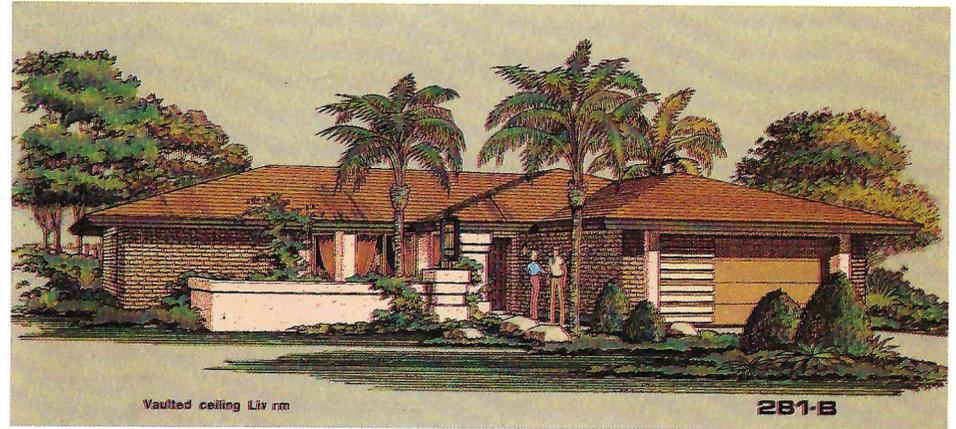
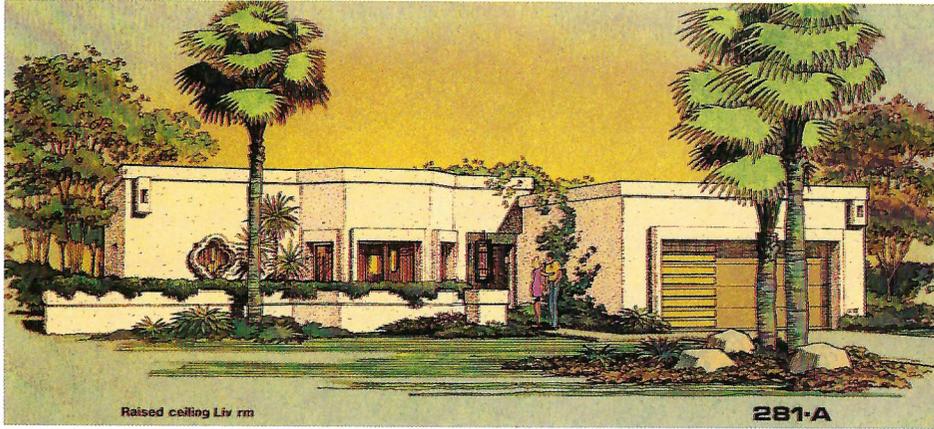
A very practical home, with a great sense of style.

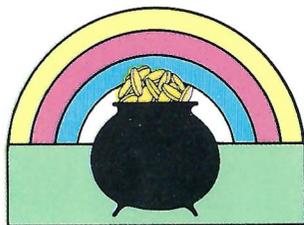


plan 281

### Standard Features

- Sunken Roman tub—master bath
- Double vanity—master bath
- Coffered dining room ceiling
- Bay window in living room
- Sunken living room
- Raised living room ceiling (Elevation A, E)
- Vaulted living room ceiling (Elevation B, C, D)
- Separate laundry room

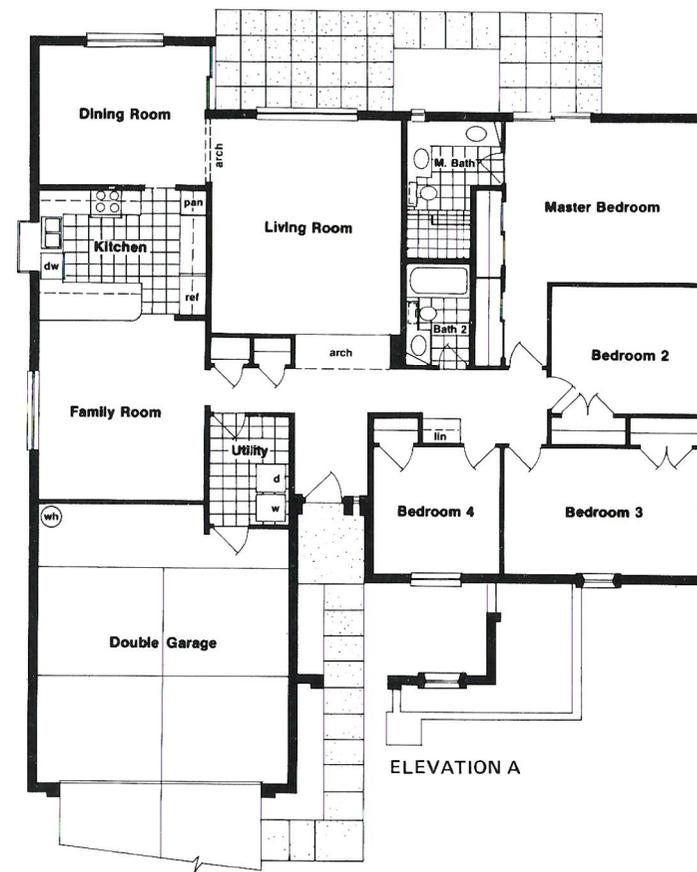




## The Birch

You'll notice as you walk up to any of our homes that the oversized double garages have custom made doors, and The Birch is no exception. You'll notice, too, that each successive plan provides for more square footage. The Birch has just shy of 2,000—and we put the extra roominess where it most counts. Step into the formal entry and you'll see a big living room. You'll be pleased, too, with the spacious master bedroom (which has sliding mirrored closet doors) and a fourth bedroom. The family room, kitchen and formal dining room are all conveniently arranged to occupy more than half the length of one side of this beautiful home. Next to the family room (and right where it belongs!) is a separate laundry room.

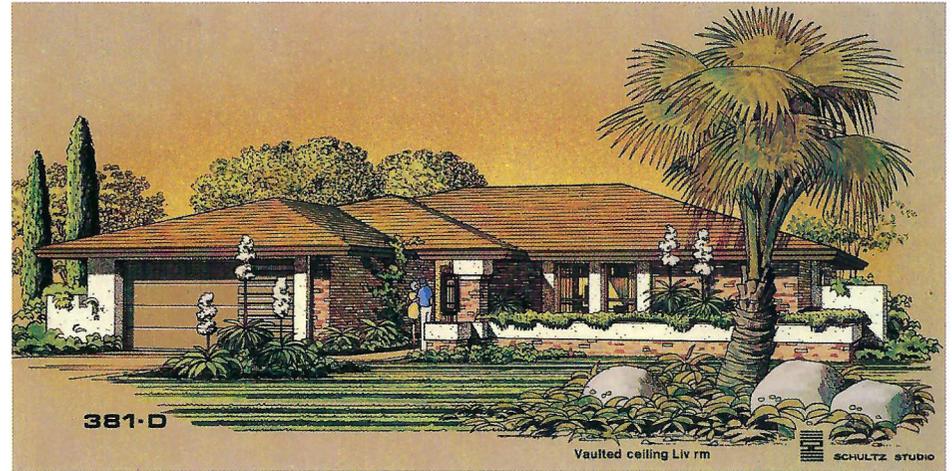
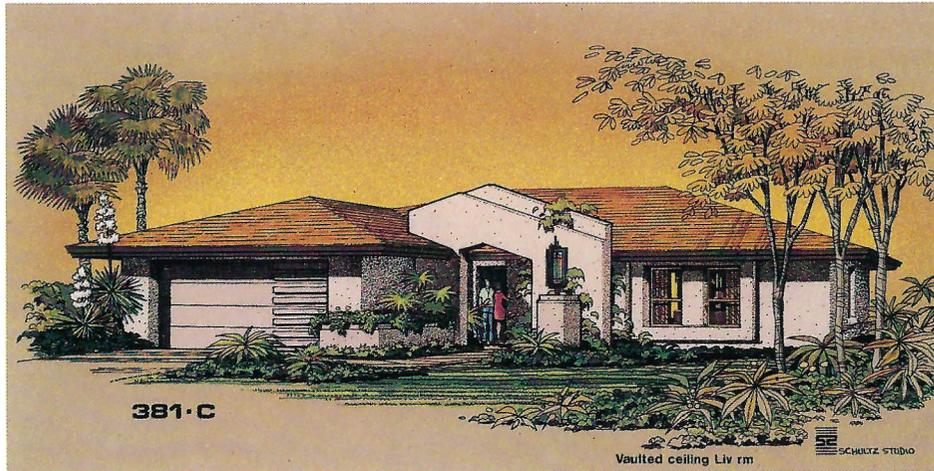
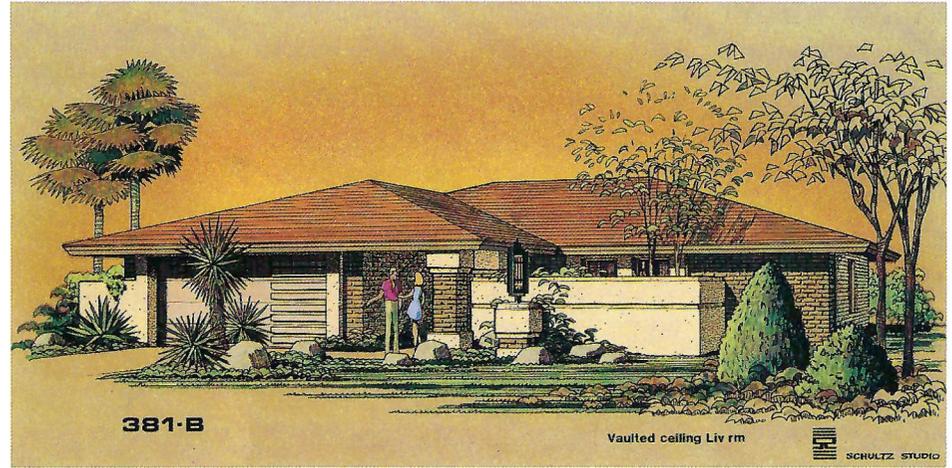
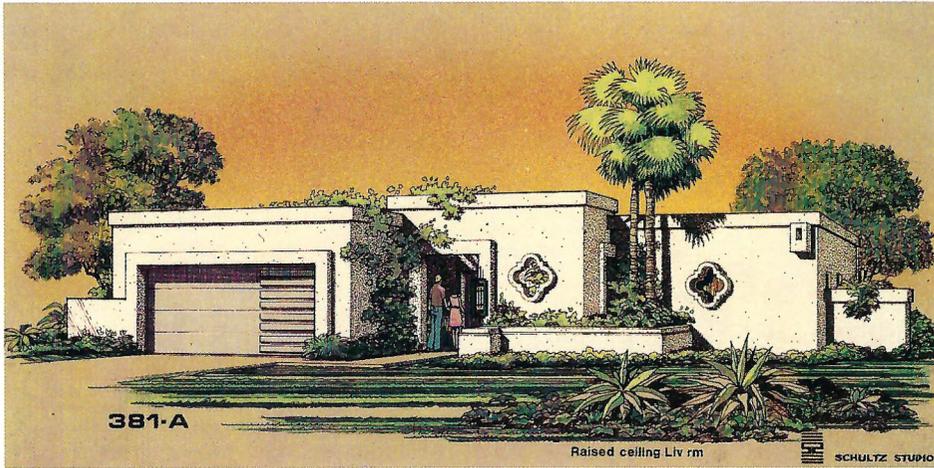
You have four distinctively different elevations to select from in the popular Birch—and you couldn't go wrong by choosing any one of them.

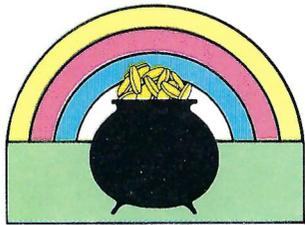


plan 381

### Standard Features

- Sunken Roman tub—master bath
- Double bowl vanity—master bath
- Separate laundry room
- Sliding mirrored closet doors—master bedroom
- Raised living room ceiling (Elevation A)
- Used brick front with stucco trim (Elevation D)
- Vaulted living room ceiling (Elevation B, C, D)

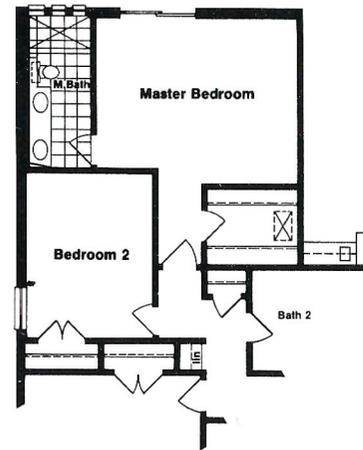




# The Ash

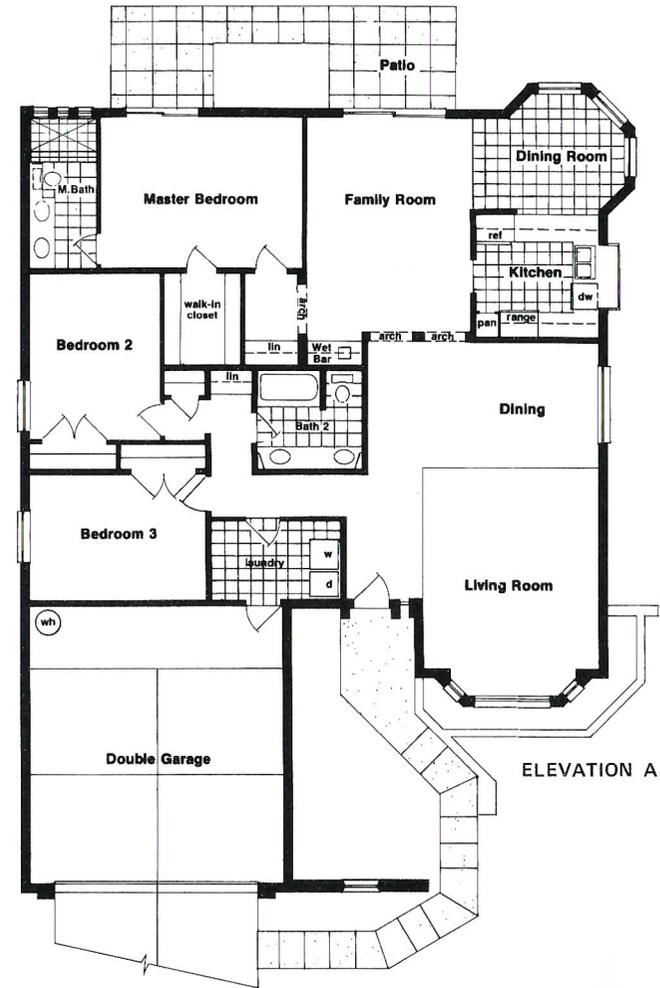
You'll get an immediate feeling of spaciousness when you step into this outstanding home. The sunken living room and dining room are a generous 29 feet from front bay window to kitchen wall. And as you proceed into the family room (which has its own wet bar), and look to the right into the octagon-shaped breakfast room, you'll again feel the openness offered by these two large rooms. The adjoining kitchen has large work areas, with plenty of counter space, beautiful cabinets and a dishwasher and combination oven and microwave. And in The Ash, you have the pleasant option of two different approaches to the master bedroom...which of course has its own secluded bath with a sunken Roman tub and double bowl vanity.

A truly impressive home with Dell Trailor quality evident in every elegant detail.



Alt. Master Bedroom  
Entry From Hall

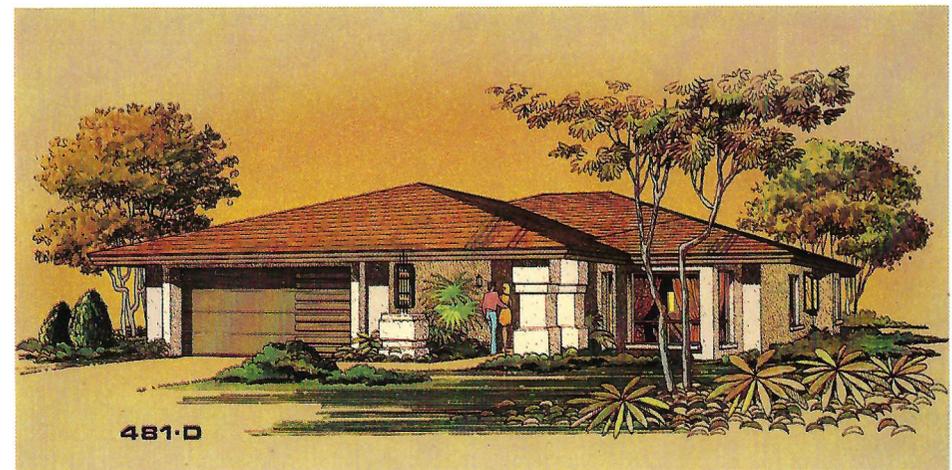
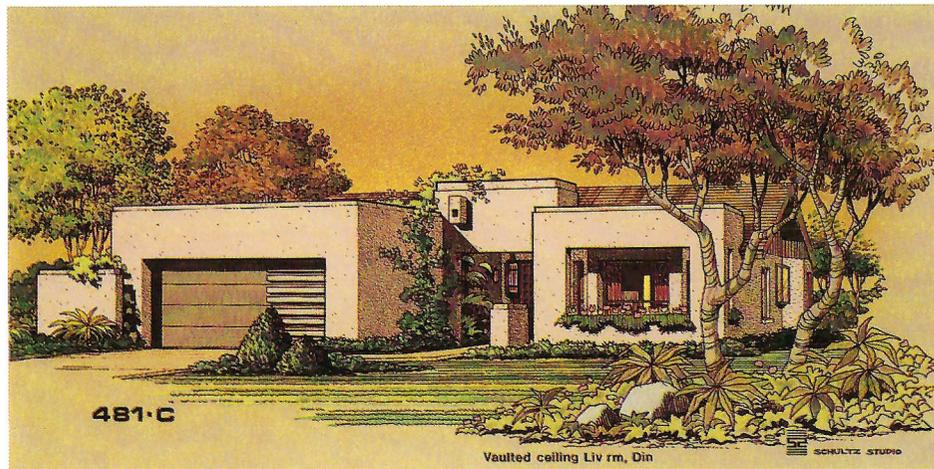
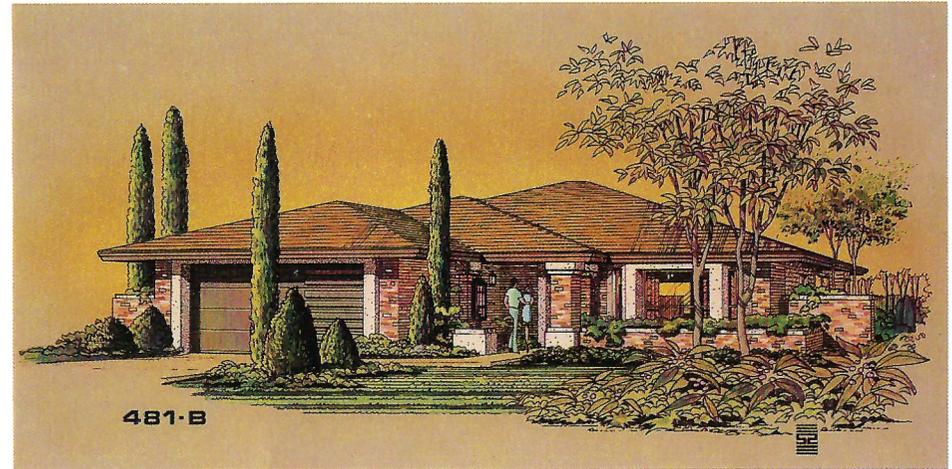
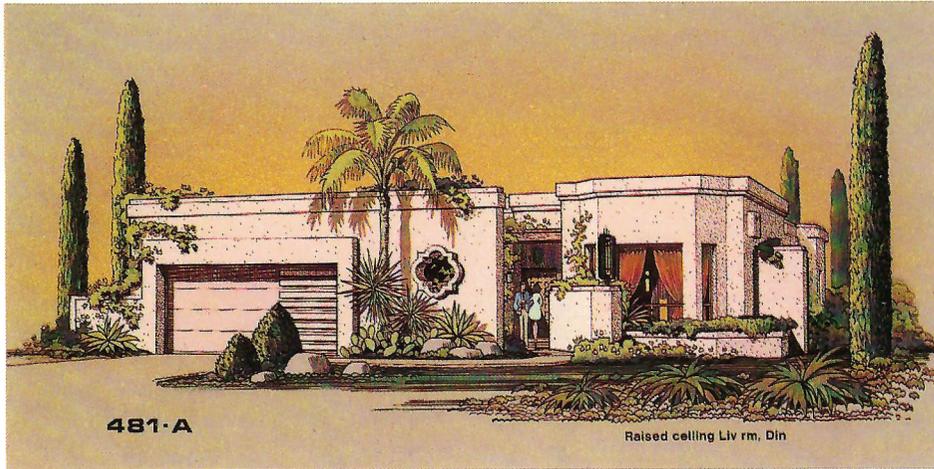
plan 481



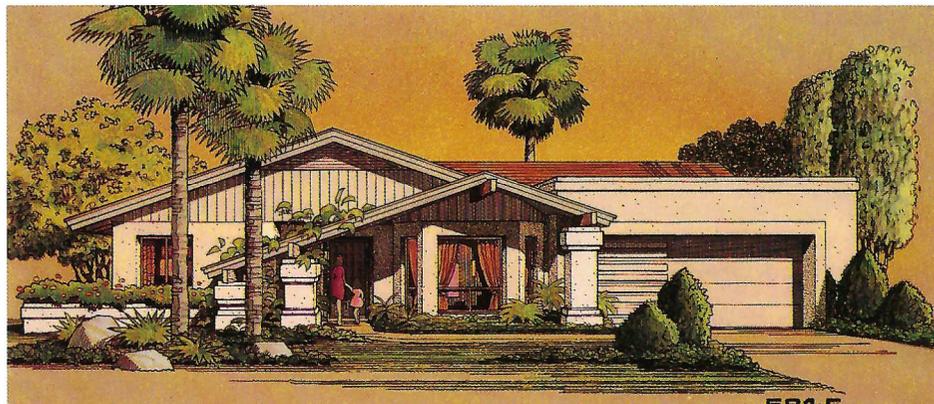
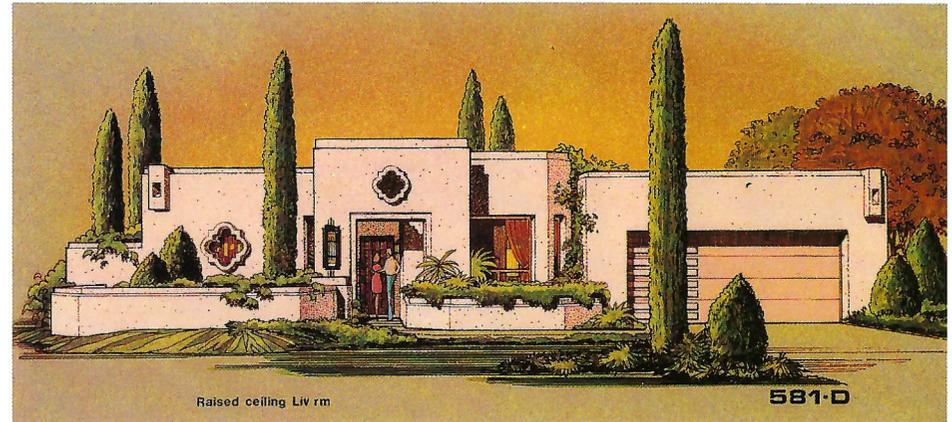
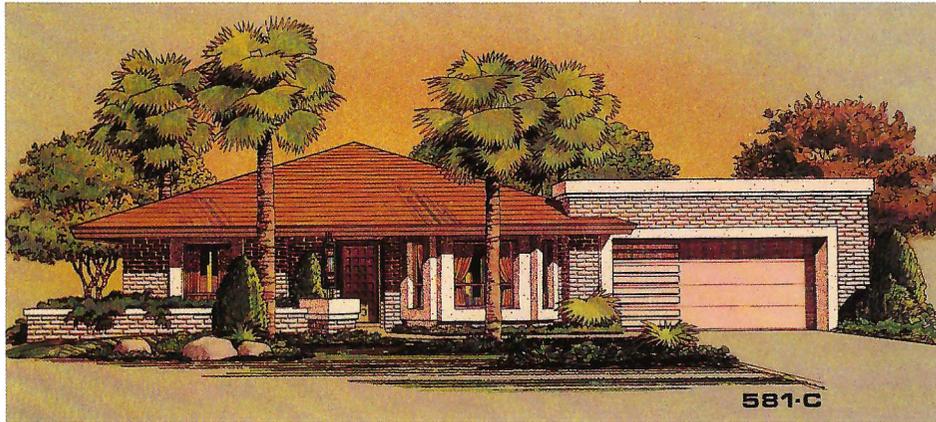
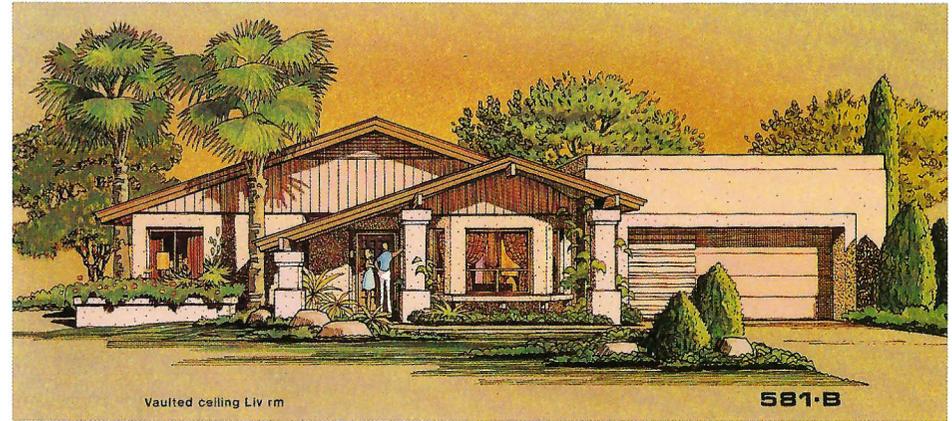
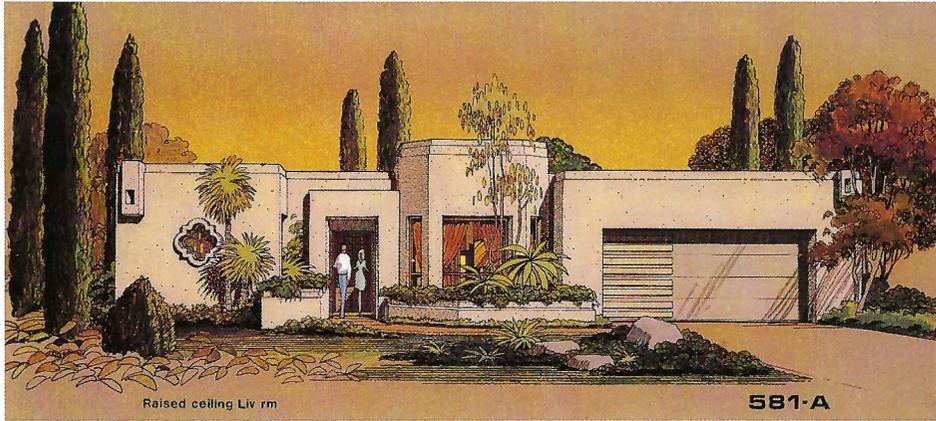
ELEVATION A

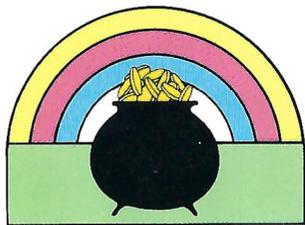
## Standard Features

- Sunken Roman tub—master bath
- Double bowl vanity—both baths
- Separate utility room
- Octagonal breakfast room with coffered ceiling
- Wet bar in family room
- Bay window in living room
- Raised ceiling in living room and dining area
- Vaulted ceiling in living room and dining area (Elevation C)





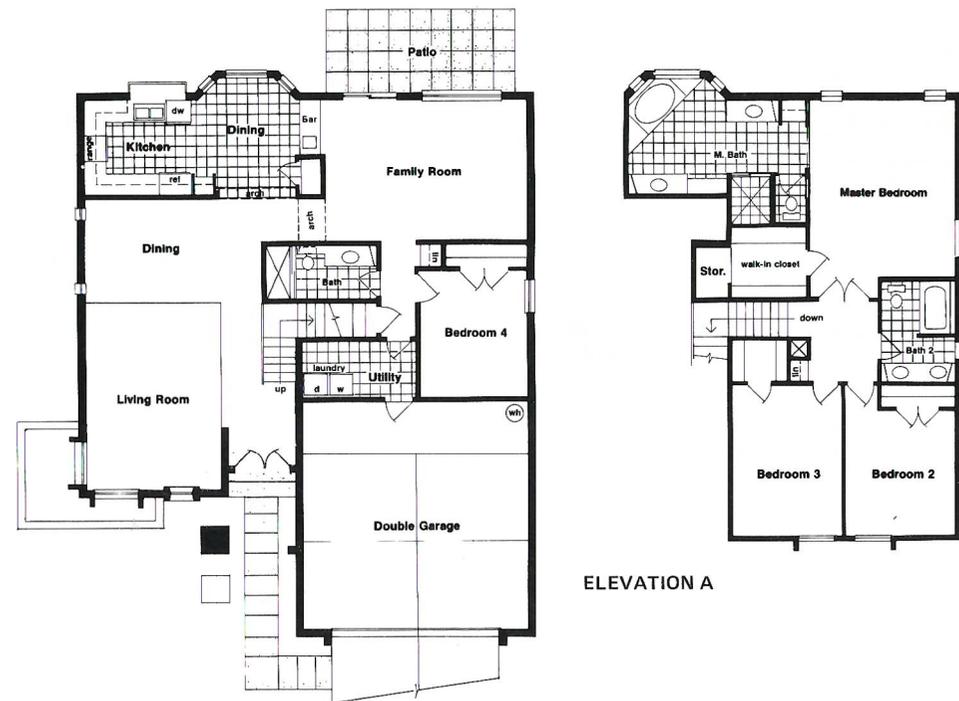




# The Oak

How many times have you heard Arizonans say, "Why don't they build a 2-story home?" Well, we have. And what a home! A big 2,520 square feet, with spaciousness and luxury combined in every room. Open the double entry doors and you'll see a living room-dining room combination that extends almost 30 feet. The large family room (with its own wet bar) faces a handsome outside patio and connects to a cheerful dining area and a superbly equipped kitchen—which, by the way, has a vaulted ceiling in elevations B and D. Upstairs, get ready for some "Oh's" and "Ah's." The master bath is an unbelievable 16 feet long and includes a marble tub, two marble-topped vanities and a separate shower. The master bedroom, of course, has its own walk-in closet and the other two bedrooms are of unusually generous size. One added extra: the spectacular views from every second-story window.

If you're looking for and dreaming of a completely different home which is packed with quality features, this has to be the one for you.

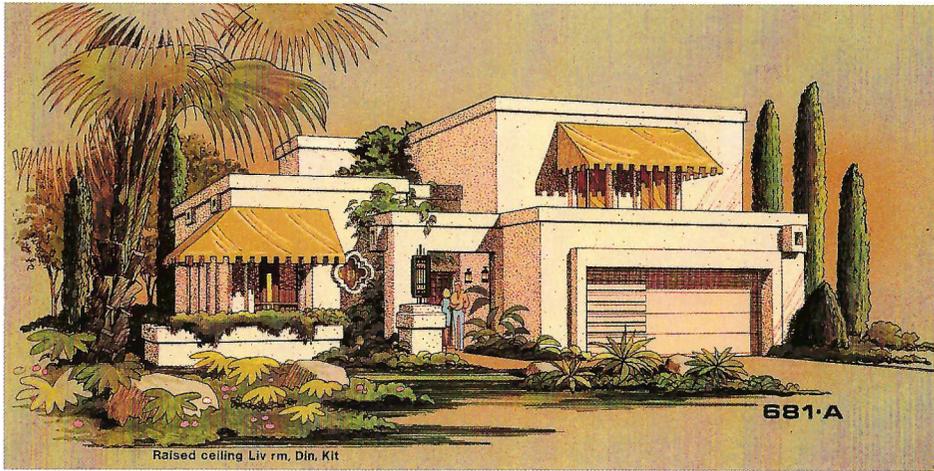


ELEVATION A

## plan 681

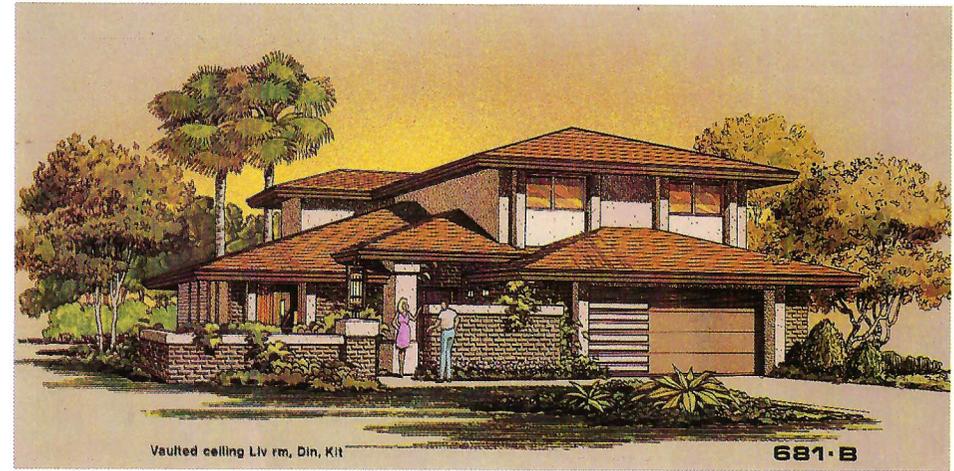
### Standard Features

- Cultured marble tub and separate shower—master bath
- Separate utility room
- Separate breakfast room with bay window
- Wet bar
- Sunken living room
- 12' high ceiling in living, dining, kitchen (Elevation A, C)
- Vaulted ceiling in living room (Elevation B)
- Double door entry



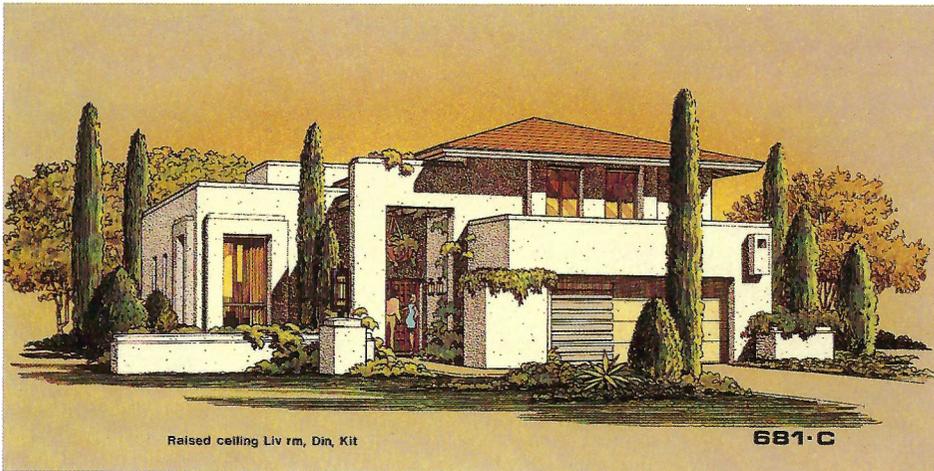
Raised ceiling Liv rm, Din, Kit

681-A



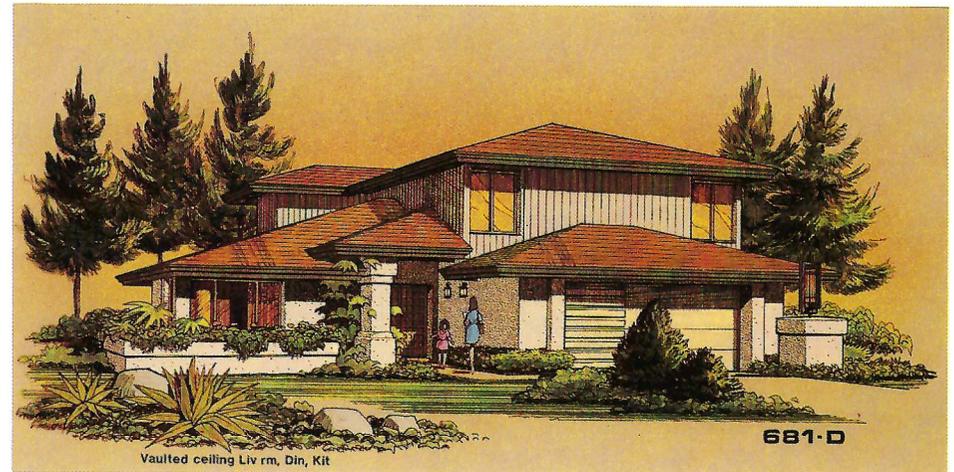
Vaulted ceiling Liv rm, Din, Kit

681-B



Raised ceiling Liv rm, Din, Kit

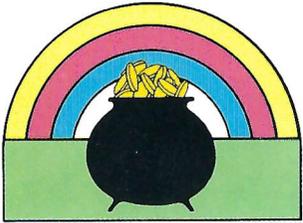
681-C



Vaulted ceiling Liv rm, Din, Kit

681-D

## Standard Features



Masonry construction  
Ceiling insulation of R-30  
Energy efficient heat pump refrigeration and heating  
Oversized double garages  
Decorative stained wood entry doors  
Formal entry halls  
Formal dining rooms  
All Roman tubs have shower heads  
Front and rear hose bibbs  
Copper water lines  
Copper wiring—110 volt circuit  
Weatherproof exterior outlets  
Prewired for TV, telephone and garage door opener  
220 outlet and vent for dryer  
Smoke detectors  
Custom wood cabinets throughout  
Dishwasher  
Combination self-cleaning lower oven and microwave upper oven  
Trac lighting in kitchen  
Ice-maker water line  
Elongated water closets  
Deluxe carpet over 80 oz. rubber waffle pad  
Quality sheet vinyl in kitchen, baths and utility  
Pantry  
Garden window in kitchen  
Full block wall in rear yard

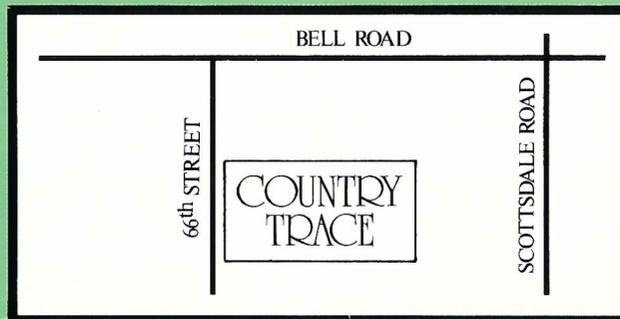
Prices, specifications and designs may be subject to change.

# COUNTRY TRACE

In this elegant new community, Dell Traylor has again created an entire neighborhood of beautiful homes. Here you'll see the results of creative land planning, with distinctive homes arranged in a setting of environmental charm and lasting security. Carefully laid out streets and cul-de-sacs provide for minimum traffic and maximum safety.

Sparkling clean air, a country atmosphere, spectacular views, nearby shopping and a host of recreational opportunities are just outside your door. You have easy access to either Scottsdale or Phoenix.

Everything has been done to reassure you that your decision to buy in Country Trace was an extremely wise one.



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