



2014 SILVERLEAF MID-YEAR REPORT

Silverleaf, as a community, has seen a dramatic increase in activity in the first five months of 2014. There is a 20% increase in units sold and a 36% increase in price per square foot over last year. Silverleaf Realty has closed 62% of the total sales in the community, more than all other brokerages combined.

The surrounding communities, from Estancia to Desert Mountain, have seen little or no increase in their price per square foot from 2013 to 2014. Even in Paradise Valley, the number of transactions is flat to last year and the price per square foot appreciation is only at 4%.

This proves that the place and the team are essential to this success. The Silverleaf Realty Team continues to define the place over and above the “sticks and bricks.” Our method of community centric selling allows us the opportunity to position Silverleaf as the premier community in North Scottsdale.

Highlights this year:

- Silverleaf Realty continues to sell properties in Silverleaf at a higher price per square foot over non-Silverleaf Realty agents - \$574 vs. \$500 respectively.
- Homesite prices are up 40%
- Sterling Estate Villas construction is underway with seven villas in progress, including two models with an anticipated completion date in August. Three Estate Villas have been sold to date.
- The Village at Silverleaf debuted to the Silverleaf owners and members in March, resulting in a majority of units under reservation.
- Silverleaf Realty proudly sponsored the annual Spring in the Desert event at the Silverleaf Club in April.
- Silverleaf and Silverleaf Realty joined Luxury Real Estate.com featuring Who's Who in Luxury Real Estate.
- Silverleaf Realty is proud to support First Place AZ, a nonprofit organization that provides supportive residential housing for individuals with autism.

We are pleased to provide you with an update on real estate in Silverleaf. We welcome you to contact us for a consultation on your property and to discuss how this information may impact you. Call or stop by our Sales Center on Market Street – we are open every day.



Silverleaf Realty™

480.502.6902 www.Silverleaf.com

HOME SALES 1/1/14 - 5/31/14

14 homes closed in Silverleaf in 2014 for an average per square foot price increase of 36% over a year ago. This pricing varies neighborhood to neighborhood:

Custom Homes

- Price per square foot increase of 33%
- Price per square foot range \$389 - 739 with average of \$587

Parks

Park Villas

- Price per square foot decrease of 23%
- Price per square foot range of \$345 - 372 with average of \$359

Verandahs

- Price per square foot increase of 27%
- Price per square foot range of \$446 - 512 with average of \$483

Canyon Villas

- One home has closed in 2014 at \$388 per square foot
- 2013 average was \$338 per square foot

Casitas

- Price per square foot increase of 23%
- Price per square foot range of \$484 - 845 with average of \$671

Arcadia

- Price per square foot increase of 7.5%
- Price per square foot range of \$317 - 397 with average of \$374

Sterling

- Villa price per square foot range of \$498 - 508 with average of \$503
- Estate price per square foot range of \$550 - 598 with average of \$567

- 24 homes have been sold or are pending by Silverleaf Realty (\$1,410,000 - 5,800,000)

- 24 of 30 (80%) Sold/Pending by Silverleaf Realty

- The highest square foot price of \$739 was sold by Silverleaf Realty

Sterling

Lot	Address	Sq ft	Price	Closing Date	Price per Sq Ft
11	18963 N. 101st Street	3,439	1,746,700	04/04/14	508
7	10016 E. Desert Sage	3,432	1,710,165	Pending*	-
20	18735 N. 101st Street	4,849	2,857,842	Pending*	-
24	18659 N. 101st Street	4,045	2,225,000	Pending*	-
18	18767 N. 101st Street	4,325	2,435,000	Pending*	-

Homestead

1351	20663 N. 102nd Place	4,197	1,650,000	05/14/14	393
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Casitas

8	18874 N. 101st Place	4,700	2,275,000	03/31/14	484
10	18826 N. 101st Place	3,693	2,525,000	04/30/14	684
15	18690 N. 101st Place	3,543	2,995,000	Pending*	-

Park Villas

1111	19983 N. 101st Place	3,792	1,410,000	2/14/14	372
1227	20227 N. 102nd Place	4,052	1,399,900	Pending*	-

Canyon Villas

3121	19585 N. 101st Street	4,533	1,760,000	Pending*	-
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Verandahs

2106	10263 E. Windrunner Drive	4,150	2,034,678	01/10/14	490
2128	19450 N. 101st Place	4,146	2,123,844	04/24/14	512
2118	10255 E. Diamond Rim Drive	4,700	2,096,340	05/22/14	446

Arcadia

3668	19106 N. 99th Street	5,700	2,210,000	04/29/14	388
3714	18931 N. 97th Place	4,554	1,795,000	Pending*	-
3658	19183 N. 98th Place	5,757	1,825,000	Pending*	-
3617	19338 N. 98th Place	6,165	2,300,000	Pending*	-
3621	19494 N. 98th Place	6,291	2,495,000	Pending*	-

Custom

1861	11387 E. Hideaway Lane	6,633	4,900,000	02/21/14	739
1492	20914 N. 104th Street	10,635	6,875,000	03/17/14	646
1902	10966 E. Grandview Way	15,000	7,150,000	03/17/14	477
1603	10891 E. Feathersong Lane	8,763	5,770,000	04/04/14	658
3208	19364 N. 101st Street	5,063	3,400,000	05/23/14	672
3221	10049 E. Siesta Lane	5,125	1,995,000	Pending*	-
1237	10283 E. Mountain Spring Road	6,412	3,195,000	Pending*	-
2924	10114 E. Hualapai Drive	6,531	3,995,000	Pending*	-
2910	19190 N. 102nd Street	7,526	4,900,000	Pending*	-
1487	10412 E. Robs Camp Road	10,975	5,800,000	Pending*	-

*List price of the home, actual sales price to be presented upon COE

Price per Square Foot Review by Neighborhood 5/31/13 - 5/31/14

Silverleaf 36% ↑

DC Ranch 15% ↑

Paradise Valley 4% ↑

Estancia 12% ↑

Mirabel 13% ↑

Desert Mountain 4% ↑



HOMESITE SALES 1/1/14 - 5/31/14



Horseshoe Canyon

Lot	Address	Acres	Envelope	Price	Closing Date
2101	19663 N. 103rd Street	1.00	42,412	1,725,000	2/20/14
2401	19550 N. 107th Street	2.76	62,935	2,300,000	2/28/14
3220	10025 E. Siesta Lane	0.77	16,573	412,000	3/5/14
3201	10110 E. Siesta Lane	1.14	22,922	1,100,000	3/12/14
2414	10846 E. Rimrock Drive	2.22	43,951	1,700,000	3/13/14
2201	19487 N. 104th Street	3.00	61,533	2,125,000	4/17/14
3204	19233 N. 101st Street	1.05	20,251	1,000,000	5/20/14
3205	19291 N. 101st Street	1.08	22,206	1,000,000	5/20/14
3206	19349 N. 101st Street	1.13	22,395	1,000,000	5/20/14
2303	10461 E. Rimrock Drive	2.91	60,993	2,795,000	Pending*

Upper Canyon

1534	10856 E. Windgate Pass Drive	3.84	51,599	1,175,000	1/28/14
1866	21622 N. 113th Way	1.54	44,107	1,175,000	1/31/14
1411	21474 N. 102nd Street	1.45	28,799	1,000,000	2/13/14
1513	10918 E. Mountain Spring Road	1.59	39,859	1,200,000	2/21/14
1706	20646 N. 112th Street	4.42	45,424	1,547,150	3/3/14
1490	21009 N. 104th Street	1.39	25,869	1,200,000	3/5/14
1724	21114 N. 112th Street	4.03	42,412	1,650,000	3/7/14
1653	10803 E. Wingspan Way	2.41	49,588	1,300,000	3/28/14
1608	10785 E. Heritage Court	2.09	35,898	1,450,000	4/7/14
1804	21053 N. 110th Way	4.73	51,769	2,350,000	4/16/14
1496	20846 N. 103rd Place	2.02	24,111	1,195,000	Pending*

The Parks

1241	10302 E. Mountain Spring Road	0.86	12,909	1,050,000	4/23/14
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Arcadia

3648	9925 E. Kemper Way	0.59	10,465	515,000	3/25/14
3615	19254 N. 98th Place	0.50	9,343	650,000	5/13/14

*List price of the homesite, actual sales price to be presented upon COE

23 homesites closed for an average price increase of 40% over one year ago with an overall average of \$1,294,083. This pricing varies neighborhood to neighborhood:

Horseshoe Canyon

- Price increase of 6.5%
- Price range of \$412,000 – 2,795,000

Upper Canyon

- Price increase of 24%
- Price range of \$1,000,000 – 2,350,000

Parks

- One homesite closed for \$1,050,000
- This is significantly higher than last year's average of \$532,500

Arcadia

- Price increase of 11%
- Price range of \$515,000 – 650,000

Construction

- Silverleaf is experiencing increased activity of new home and builder spec home sales
- Building has increased substantially with 65 homes under construction
- At the end of May, the Covenant Commission reported that 50% of the custom homesites (248 of 493) in Silverleaf are completed homes or are under construction
 - Upper Canyon 43%
 - Parks 87%
 - Horseshoe Canyon 43%
 - Arcadia 53%
 - Another 20% of the custom homesites have some design work in progress



- 3 homesites closed over \$2,000,000 and were all sold by Silverleaf Realty
- 17 of 25 (68%) Sold/Pending by Silverleaf Realty
- 17 homesites have been sold or are pending by Silverleaf Realty (\$412,000 – 2,795,000)





THE VILLAGE AT SILVERLEAF DEBUTS

Tailored for a true resort lifestyle, The Village is the newest offering in Silverleaf. A creative collaboration of Don Ziebell – Oz Architects, whose distinctive Silverleaf Club design is world renowned, and luxury home builder Rod Cullum of Cullum Homes. This extraordinary neighborhood is located adjacent to the Silverleaf Club and Spa, and is sure to exemplify the ultimate in club living.

A limited offering of 19 Villas and Cottages, these unique residences will feature the same Mediterranean–inspired historic elements and furnishings that have earned the Clubhouse and its entry experience high honors. Featuring a uniquely southwest design, luxurious finishes and meticulous craftsmanship, the exceptional attention to detail in the design phase provides a certain timelessness and authenticity.

We are now accepting lot reservations, for more information or to be included on our interest list, please contact Silverleaf Realty.

UPDATE FROM SILVERLEAF CLUB AND SPA

In 2014 Silverleaf continues a steady sales pace selling 14 Clubhouse and 14 Golf memberships year-to-date. Among many memorable moments, the Club had visits from New York Times bestselling author Robert Dugoni and contemporary cultural writer Margot Mifflin. In April, members experienced an intimate performance from Grammy nominated artist, Gavin DeGraw at the annual Spring in the Desert concert sponsored by Sterling at Silverleaf.

The course conditions have been amazing and this year the Club hosted a full field at The Invitational, a member-guest tournament welcoming 144 players over four days of play. The Club has celebrated many successes in 2014 and is moving into the summer months with great momentum and excitement.



Laura Lester, Cynthia Kleerup Penwell, Mike Sweeney, Deborah Beardsley, Mike Lehman, Wendy Tippet, Andrew Beardsley



Silverleaf Realty™

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SILVERLEAF SALES AND INFORMATION CENTER

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