



Silverleaf Realty™

— 2014 —

# Silverleaf Year-End Report

— 480.502.6902 · Silverleaf.com —

*We are pleased to report that the DC Ranch and Silverleaf communities are thriving with strong real estate sales, a healthy homeowners association, prestigious clubs and a vibrant Market Street, featuring new restaurants and retailers.*

Silverleaf continues to be the leader in the Arizona luxury market, consistently ranking as a destination of choice for buyers and outpacing every other private community in the Valley. Silverleaf Realty experienced phenomenal sales in 2014 and all signs point to a successful year ahead.

Within the last year, prices have risen. In Silverleaf, the average price of a sold home is nearly \$3.22 million, an increase from last year's average of \$2.28 million. The average homesite price in Silverleaf is \$1.23 million, an increase from last year's sold price of \$967,094.

*Thank you for your continued support and referrals.* It is our pleasure to be part of this remarkable community and we look forward to working with you in the future. We welcome you to contact us for a consultation on your property and to discuss how this information may impact you.

## 2014 HIGHLIGHTS:

### \$175M

Total closed sales in Silverleaf in 2014 is over \$175 million compared to \$120 million in 2013

### 11%

Silverleaf prices continued to rise in both homes and homesites. Homes increased an average of 11% and homesites rose 27%

### \$525/SQFT

Silverleaf Realty continues to sell properties in Silverleaf at a higher price per square foot than non-Silverleaf Realty agents – \$525 vs \$489 respectively

### \$1.7B

Silverleaf Realty ended the year with over \$154 million in closed and pending sales, adding to the team's \$1.7 billion total in real estate sales

### 63%

This year, Silverleaf Realty closed 63% of the transactions and 57% of the closed dollar volume in the Silverleaf community

### 100%

In March, The Village at Silverleaf debuted to Silverleaf owners and members, resulting in all units now under reservation

### 2

Cypress Development unveiled two new models in the Sterling Estate Villa neighborhood and a limited number of Estate Villas are still available

### 10

Increase in buyer demand and confidence in Silverleaf resulted in an increase in spec home inventory. Currently, 10 spec homes are under construction with more in the approval process and multiple opportunities for build-to-suits with approved plans available



43 homes closed in Silverleaf in 2014 for an average per square foot price increase of 11% over a year ago. This pricing varies neighborhood to neighborhood:

**CUSTOM HOMES**

- Price per square foot increase of 11%
- Price per square foot range \$344 – 786 with average of \$604
- Average home price \$5,298,057

**PARKS**

*Park Villas*

- Price per square foot increase of 23%
- Price per square foot range of \$296 – 459 with average of \$370
- Average home price \$1,335,000

*Verandahs*

- Price per square foot increase of 13%
- Price per square foot range of \$318 – 512 with average of \$446
- Average home price \$2,057,837

*Homestead*

- One home has closed in 2014 at \$393 per square foot
- There were no sales in 2013

**CANYON VILLAS**

- Price per square foot increase of 19%
- Price per square foot range of \$388 – 389 with average of \$389
- Average home price \$1,762,500

**CASITAS**

- Price per square foot increase of 14%
- Price per square foot range of \$484 – 826 with average of \$665
- Average home price \$2,575,000

**ARCADIA**

- Price per square foot increase of 17%
- Price per square foot range of \$349 – 520 with average of \$423
- Average home price \$2,417,429

**STERLING**

- Villa price per square foot range of \$492 – 514 with average of \$503
- Estate Villa price per square foot range of \$508 – 589 with average of \$548

*Home Sales (01.01.14 – 12.31.14)*

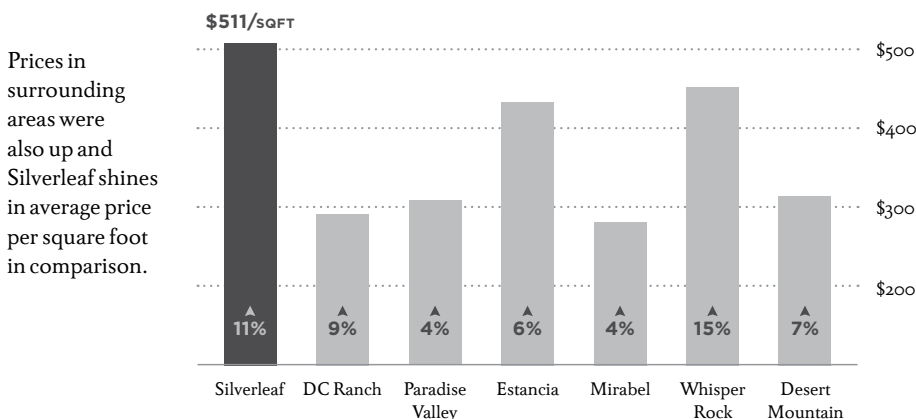
STERLING					
Lot	Address	SQFT	Price	Closing Date	Price Per SQFT
11	18963 N. 101st Street	3,439	1,746,700	04.04.14	508
20	18735 N. 101st Street	4,849	2,857,842	06.02.14	589
7	10016 E. Desert Sage	3,432	1,690,000	06.30.14	492
18	18767 N. 101st Street	4,325	2,435,000	07.18.14	563
24	18659 N. 101st Street	4,045	2,150,000	08.26.14	532
3	18964 N. 101st Street	3,111	1,600,000	09.17.14	514
HOMESTEAD					
1351	20663 N. 102nd Place	4,197	1,650,000	05.14.14	393
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	2,925,000	09.05.14	826
PARK VILLAS					
1111	19983 N. 101st Place	3,792	1,410,000	02.14.14	372
1227	20227 N. 102nd Place	4,052	1,200,000	06.05.14	296
1333	10092 E. Flathorn Drive	3,796	1,335,000	10.01.14	352
1226	20245 N. 102nd Place	3,039	1,395,000	10.15.14	459
CANYON VILLAS					
3121	19585 N. 101st Street	4,533	1,760,000	06.09.14	388
3118	19627 N. 101st Street	4,533	1,765,000	10.29.14	389
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
1316	10167 E. Phantom Way	4,876	1,550,000	06.30.14	318
1124	19908 N.101st Place	4,700	1,850,000	09.17.14	394
2110	10244 E. Windrunner Drive	4,770	2,400,000	10.20.14	503
1334	10110 E. Gilded Perch	5,140	2,350,000	Pending*	-
ARCADIA					
3668	19106 N. 99th Street	5,700	2,210,000	04.29.14	388
3621	19494 N. 98th Place	6,291	2,250,000	06.26.14	358
3714	18931 N. 97th Place	4,552	2,117,000	07.21.14	465
3617	19338 N. 98th Place	6,165	2,150,000	08.15.14	349
3669	19150 N. 99th Place	5,497	2,500,000	09.03.14	455
3663	9833 E. Kemper Way	6,337	2,700,000	12.22.14	426
3658	19183 N. 98th Place	5,757	2,995,000	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
2910	19190 N. 102nd Street	7,150	4,800,000	06.06.14	671
1487	10412 E. Robs Camp Road	10,975	5,000,000	08.01.14	456
2924	10114 E. Hualapai Drive	6,570	3,995,000	08.29.14	608
1802	21174 N. 110th Way	10,800	6,300,000	09.12.14	583
1601	10955 E. Feathersong Lane	10,497	8,250,000	09.15.14	786
1237	10283 E. Mountain Spring Road	6,882	3,560,917	11.04.14	517
1103	19978 N. 103rd Street	8,064	2,775,000	11.26.14	344
2919	10174 E. Hualapai Drive	5,525	3,550,000	12.05.14	643
1474	10355 E Robs Camp Road	15,009	9,750,000	12.15.14	650
3221	10049 E. Siesta Lane	5,044	2,443,000	12.30.14	484
1850	11094 E. Whistling Wind Way	8,534	6,250,000	Pending*	-

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

# Homesite Sales (01.01.14 – 12.31.14)

HORSESHOE CANYON					
Lot	Address	Acres	Envelope	Price	Closing Date
2101	19663 N. 103rd Street	1.00	42,412	1,725,000	02.20.14
2401	19550 N. 107th Street	2.76	62,935	2,300,000	02.28.14
3220	10025 E. Siesta Lane	0.77	16,573	412,000	03.05.14
3201	10110 E. Siesta Lane	1.14	22,922	1,100,000	03.12.14
2414	10846 E. Rimrock Drive	2.22	43,951	1,700,000	03.13.14
2201	19487 N. 104th Street	3.00	61,533	2,125,000	04.17.14
3204	19233 N. 101st Street	1.05	20,251	1,000,000	05.20.14
3205	19291 N. 101st Street	1.08	22,206	1,000,000	05.20.14
3206	19349 N. 101st Street	1.13	22,395	1,000,000	05.20.14
2303	10461 E. Rimrock Drive	2.91	60,993	2,739,000	07.01.14
3206	19349 N. 101st Street	1.13	22,395	1,500,000	10.23.14
2419	10731 E. Rimrock Drive	9.34	82,887	1,400,000	12.19.14
2926	10103 E. Hualapai Drive	0.66	13,917	815,000	12.29.14
UPPER CANYON					
1534	10856 E. Windgate Pass Drive	3.84	51,599	1,175,000	01.28.14
1866	21622 N. 113th Way	1.54	44,107	1,175,000	01.31.14
1411	21474 N. 102nd Street	1.45	28,799	1,000,000	02.13.14
1513	10918 E. Mountain Spring Road	1.59	39,859	1,200,000	02.21.14
1706	20646 N. 112th Street	4.42	45,424	1,547,150	03.03.14
1490	21009 N. 104th Street	1.39	25,869	1,200,000	03.05.14
1724	21114 N. 112th Street	4.03	42,412	1,650,000	03.07.14
1653	10803 E. Wingspan Way	2.41	49,588	1,300,000	03.28.14
1608	10785 E. Heritage Court	2.09	35,898	1,450,000	04.07.14
1804	21053 N. 110th Way	4.73	51,769	2,350,000	04.16.14
1496	20846 N. 103rd Place	2.02	24,111	1,062,000	06.12.14
1962	10931 E. Canyon Cross Way	4.52	30,481	600,000	07.03.14
1962	10931 E. Canyon Cross Way	4.52	30,481	770,000	12.12.14
1873	11450 E. Hideaway Lane	3.96	42,636	900,000	12.12.14
THE PARKS					
1241	10302 E. Mountain Spring Road	0.86	12,909	1,050,000	04.23.14
ARCADIA					
3648	9925 E. Kemper Way	0.59	10,465	515,000	03.25.14
3615	19254 N. 98th Place	0.50	9,343	650,000	05.13.14
3673	19025 N. 99th Street	0.62	11,652	550,000	11.19.14
3635	9948 E. Toms Thumb	0.67	13,458	485,000	12.24.14
3676	9889 E. Legacy Lane	0.60	9,858	495,000	Pending*
3718	18781 N. 97th Place	0.50	8,504	579,000	Pending*
3723	18753 N. 97th Way	0.61	10,416	589,900	Pending*
3639	9953 E. Toms Thumb	0.62	11,364	639,000	Pending*

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



## HOMESITES



32 homesites closed for an overall average price increase of 27% over one year ago with an average of \$1,229,845. This pricing varies neighborhood to neighborhood:

### HORSESHOE CANYON

- Price increase of 17%
- Price range of \$412,000 – 2,739,000 with average of \$1,447,385

### UPPER CANYON

- Prices remained steady (2013 average of \$1,251,293)
- Price range of \$600,000 – 2,350,000 with average of \$1,241,368

### PARKS

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

### ARCADIA

- Price increase of 6%
- Price range of \$485,000 – 650,000 with average of \$562,863

## Silverleaf Realty Stats:



28 homes have been sold or are pending (\$1,335,000 – 6,250,000) / 24 homesites have been sold or are pending (\$412,000 – 2,739,000)



The home with the highest square foot price was sold by Silverleaf Realty at \$826 per foot / 4 homesites closed over \$2,000,000



Homes: 28 of 46 (61%) sold/pending / Homesites: 24 of 36 (67%) sold/pending



## *Silverleaf Club Update*

*Dara Cercone*

The Silverleaf Club celebrated a wonderful 2014 with highlights including a sold out Member-Guest tournament; an incredible spring concert featuring music from Grammy award nominee Gavin DeGraw; visits with authors such as Howard Falco, Robert Dugoni and Judi Hendricks; a packed calendar of holiday events and festivities, an expanding offering of health and wellness opportunities; and another successful sales year with 34 golf memberships and 29 clubhouse memberships sold.

## *The Village at Silverleaf*

*Breaking Ground in 2015*

The Village at Silverleaf is a creative collaboration of Don Ziebell – Oz Architects and luxury home builder Rod Cullum of Cullum Homes. Located adjacent to the Silverleaf Club and Spa, the villas and cottages will feature distinctive Mediterranean architecture comparable to the Silverleaf Club and exemplify the ultimate in Club living. For more information or to be included on our interest list, please contact Silverleaf Realty.

## *The Sterling Collection*

*Sterling Estate Villas*

The Sterling Estate Villas feature 10 Estate residences strategically positioned to border the natural open space, allowing for dramatic mountain views. Offering three floor plans ranging from 3,980 to 4,800 square feet with an attached cabana or casita with a private entrance, the three- and four-bedroom villas come standard with top-of-the line custom estate features such as Sub-Zero and Wolf appliances, exotic stone countertops, natural stone and marble floors, custom hand-forged iron stair railing, a full masonry fireplace, a game room with a mini bar, professionally designed walk-in closets and a climate-controlled wine room. A limited number of Estate Villas remain – please contact Silverleaf Realty today for a private tour of the models.

*Sterling Condominiums and Penthouses*

The residences and penthouses of The Sterling Collection are the newest neighborhood within Silverleaf. With just five four-story buildings, The Sterling will be an intimate enclave within the community. From the beautiful scenic views to the professional concierge and robotic valet services, it's where innovative technology and exquisite architecture meet – and thrive. Silverleaf Realty is excited to see the future Sterling Collection condominiums, and as the desire for condominium living continues to magnify, we believe The Sterling Collection will only increase in value and desirability. Contact Silverleaf Realty for more information on the early reservations process.

Silverleaf Sales and Information Center located on Market Street in DC Ranch  
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