

Silverleaf Year-End Report



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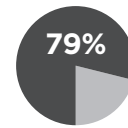
Silverleaf Realty is pleased to present you with our annual overview of the real estate market in Silverleaf.

2016 HIGHLIGHTS

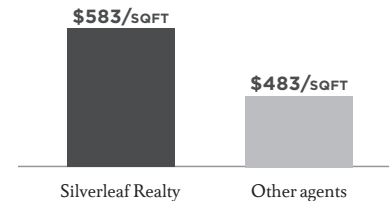
- Steady price per square foot increase over the last six years
- Silverleaf price per square foot average of closed homes
 - 2011 \$340
 - 2012 \$365
 - 2013 \$459
 - 2014 \$511
 - 2015 \$532
 - 2016 \$545
- New and like-new homes continue to yield the highest comps
- Upper Canyon custom homes continue to have the highest comps in 2016
- Less vacant land is available and the scarcity has resulted in an increase in prices. This will result in increased activity for resale homes.
- Only 16 original developer homesites are left to be sold – these are exclusively offered by Silverleaf Realty.

We are grateful for the relationships we have formed with so many of you over the years and thank you for your ongoing support, business, and referrals. It is our pleasure to be part of this remarkable community and we welcome you to contact us for any questions you may have on this report.

HIGHLIGHTS



Silverleaf Realty transactions have resulted in a 21% higher price per square foot



Construction is underway

on six Villas and Cottages at the Village at Silverleaf

\$11,110,000

The highest home sale ever in Silverleaf was closed by Deborah Beardsley of Silverleaf Realty

Sterling Estate Villas

The Sterling Estate Villas neighborhood is nearly completed with only two Estate Villas remaining and both are under construction



Silverleaf Realty[™]

HOMES

45 homes closed in Silverleaf in 2016 with an average sale of \$3,397,823 and 11 more are under contract. Overall prices are up but particularly in newer and updated homes. This pricing varies neighborhood to neighborhood:

VILLAGE AT SILVERLEAF

- Price per square foot range of \$842 – 924 with an average of \$879
- Average home price \$3,218,130

STERLING VILLAS

- Price per square foot range of \$386 – 481 with an average of \$433
- Average home price \$1,343,333

STERLING ESTATE VILLAS

- Price per square foot range of \$547 – 568 with an average of \$558 per foot
- Average home price \$2,307,750

CASITAS

- Price per square foot range of \$536 – 674 with an average of \$632 per foot
- Average home price \$3,142,250
- Includes one Casita built on a double lot

PARK VILLAS

- Price per square foot range of \$290 – 387 with an average of \$332 per foot
- Average home price \$1,338,875

CANYON VILLAS

- Price per square foot range of \$288 – 441 with an average of \$354
- Average home price \$1,721,000

PARK VERANDAHS

- Price per square foot range of \$286 – 371 with an average of \$340
- Average home price \$1,748,750

HOMESTEAD HOMES

- Price per square foot range of \$438 – 443 with an average of \$440
- Average home price \$2,225,000

CUSTOM HOMES

Park Custom

- Price per square foot range of \$445 – 601 with an average of \$494
- Average home price \$2,991,500

Arcadia Custom

- Price per square foot range of \$349 – 524 with an average of \$461
- Average home price \$2,985,000

Horseshoe Canyon Custom

- Price per square foot range \$544 – 708 with an average of \$614
- Average home price \$3,954,833

Upper Canyon Custom

- Price per square foot range of \$442 – 866 with an average of \$650
- Average home price \$6,382,500

Home sales (01.01.16 – 12.31.16)

VILLAGE AT SILVERLEAF					
Lot	Address	SQFT	Price	Closing Date	Price Per SQFT
2805	18967 N. Silverleaf Drive	4,851	4,082,750	1/19/16	842
2806	18959 N. Silverleaf Drive	4,489	3,782,890	1/22/16	843
2814	18910 N. Silverleaf Drive	3,421	2,525,000	4/18/16	924
2815	18918 N. Silverleaf Drive	2,733	2,481,879	6/15/16	908
STERLING VILLAS & STERLING ESTATE VILLAS					
5	18940 N. 101st Street	3,131	1,350,000	1/7/16	431
1	18988 N. 101st Street	3,074	1,480,000	6/15/16	481
6	18928 N. 101st Street	3,107	1,200,000	12/22/16	386
21	18713 N. 101st Street	4,238	2,317,500	1/5/16	547
26	18623 N. 101st Street	4,045	2,298,000	9/22/16	568
CASITAS					
28/29	18833 N 101st Way	8,300	5,400,000	1/6/16	651
27	18805 N. 101st Place	4,656	3,140,000	1/27/16	674
5	10132 E. Desert Sage	3,081	2,050,000	11/17/16	665
35	18875 N. 101st Place	3,693	1,979,000	Pending*	—
PARK VILLAS & CANYON VILLAS					
1328	20425 N. 100th Place	4,480	1,300,000	7/22/16	290
1332	10074 E. Flathorn Drive	3,776	1,160,000	10/3/16	307
1227	20227 N. 102nd Place	4,052	1,400,000	11/30/16	346
1330	20473 N. 100th Place	3,862	1,495,500	Pending*	—
3110	19526 N. 101st Street	4,680	1,350,000	5/6/16	288
3115	19669 N. 101st Street	4,533	2,000,000	7/1/16	441
3108	19529 N. 101st Street	4,121	1,300,000	11/28/16	315
3105	19487 N. 101st Street	4,533	1,360,000	Pending*	—
3112	19554 N. 101st Street	6,098	2,595,000	Pending*	—
VERANDAHS					
1321	20521 N. 100th Place	6,043	2,125,000	7/20/16	352
1135	19982 N. 102nd Street	4,881	1,725,000	8/26/16	353
1202	20208 N. 101st Way	4,717	1,750,000	11/28/16	371
1136	20011 N. 102nd Place	4,881	1,395,000	Pending*	—
HOMESTEAD					
1352	10202 E. Journey Lane	5,200	2,275,000	3/16/16	438
1348	20729 N. 102nd Place	4,913	2,175,000	7/5/16	443
PARK CUSTOM					
1104	20010 N. 103rd Street	7,800	3,550,000	1/29/16	455
1105	20084 N. 103rd Street	7,012	3,900,000	3/1/16	556
1239	10266 E. Mountain Spring Road	5,150	2,300,000	4/28/16	447
1353	10234 E. Journey Lane	6,841	3,150,000	5/31/16	460
1122	19824 N. 102nd Street	4,076	2,450,000	9/26/16	601
1107	10297 E. Buteo Drive	5,834	2,599,000	Pending*	—
ARCADIA CUSTOM					
3626	19453 N. 98th Place	8,174	2,850,000	3/15/16	349
3620	19452 N. 98th Place	6,288	3,295,000	5/26/16	524
3673	19025 N. 99th Street	5,680	2,815,000	9/6/16	496
3680	9827 E. Legacy Lane	7,082	3,255,000	10/14/16	460
3701	9757 E. Kemper Way	5,308	2,699,000	Pending*	—
3685	9856 E. Legacy Lane	7,027	2,999,000	Pending*	—

Home sales – continued (01.01.16 – 12.31.16)

HORSESHOE CANYON CUSTOM					
3210	19300 N. 100th Way	5,239	2,850,000	3/25/16	544
3207	19396 N. 101st Street	5,846	3,299,000	6/9/16	564
3204	19233 N. 101st Street	6,635	4,695,000	11/30/16	708
2919	10174 E. Hualapai Drive	5,535	3,695,000	Pending*	—
3212	19236 N. 100th Way	5,878	3,695,000	Pending*	—
2912	19042 N. 102nd Street	9,600	5,495,000	Pending*	—
UPPER CANYON CUSTOM					
1508	10919 E. Mountain Spring Road	6,842	4,100,000	3/14/16	599
1507	10891 E. Mountain Spring Road	8,015	5,700,000	5/23/16	711
1714	20723 N. 112th Street	9,974	6,995,000	6/17/16	701
1651	10947 E. Wingspan Way	12,890	5,700,000	8/3/16	442
1806	21297 N. 110th Way	14,313	8,500,000	8/18/16	594
1659	10624 E. Wingspan Way	9,832	6,600,000	9/30/16	671
1510	10975 E. Mountain Spring Road	7,485	5,295,000	10/14/16	707
1610	10814 E. Heritage Court	12,833	11,110,000	10/17/16	866
1831	21413 N. 110th Place	9,003	4,500,000	12/8/16	500
1911	10999 E. Whistling Wind Way	7,555	5,325,000	12/22/16	705

Homesite sales (01.01.16 – 12.31.16)

HORSESHOE CANYON					
Lot	Address	Acres	Envelope	Price	Closing Date
2926	10103 E. Hualapai Drive	0.67	13,917	1,020,000	3/25/16
3205	19291 N. 101st Street	1.08	22,206	1,500,000	4/1/16
2404	10543 E. Diamond Rim Road	3.84	71,063	3,600,000	5/20/16
2409	10938 E. Diamond Rim Drive	8.17	89,157	2,250,000	6/20/16
2421	19287 N. 107th Street	12.69	69,925	2,775,000	6/24/16
2913	10115 E. Hualapai Drive	0.52	8,398	995,000	7/12/16
UPPER CANYON					
1726	20958 N. 112th Street	1.88	35,549	1,670,000	1/4/16
1479	10480 E. Robs Camp Road	1.72	28,325	1,675,000	3/17/16
1499	20712 N. 103rd Place	1.32	30,641	1,500,000	4/13/16
1864	11291 E. Hideaway Lane	2.71	54,464	2,040,500	4/29/16
1865	11243 E. Hideaway Lane	2.27	37,478	1,809,500	4/29/16
1952	11200 E. Canyon Cross Way	3.31	46,733	1,500,000	8/4/16
1731	11004 E. Feathersong Lane	2.4	45,315	1,650,000	10/17/16
1654 & 1655	10745 & 10713 E. Wingspan Way	4.3	101,995	3,700,000	11/15/16
1871	21623 N. 113th Way	3.72	32,763	1,225,000	11/21/16
1606	10795 E. Feathersong Lane	3.36	31,781	1,275,000	Pending*
THE PARKS					
1251	20197 N. 103rd Way	1.21	23,552	1,850,000	Pending*
ARCADIA					
3698	19008 N. 98th Way	0.63	12,626	645,000	1/6/16
3699	19076 N. 98th Way	0.51	8,750	720,000	1/19/16
3659	19141 N. 98th Place	0.50	8,081	700,000	2/17/16
3713	18967 N. 97th Place	0.50	9,340	716,000	4/8/16
3715	18893 N. 97th Place	0.52	10,420	698,000	4/8/16
3679	9849 E. Legacy Lane	0.56	11,497	770,000	8/22/16
3723	18753 N. 97th Way	0.61	10,416	700,000	12/22/16

*List price – actual sales price to be presented upon COE

Silverleaf Realty stats:



31 homes have been sold or are pending by Silverleaf Realty (price range \$1,160,000 – 11,110,000)

10 homes have closed over \$4,000,000 and 7 were sold by Silverleaf Realty

The highest home sale ever in Silverleaf was closed by Silverleaf Realty in October at a final sales price of \$11,110,000

Silverleaf Realty agents were involved in 73% of the homesite transactions that have closed this year

16 homesites have been sold (or are pending) by Silverleaf Realty with a range of \$645,000 – 3,700,000

10 of the 14 homesites that closed at \$1,000,000 or higher were sold by Silverleaf Realty, including the highest sale of \$3,700,000

HOMESITES

22 homesites closed in Silverleaf in 2016 with an average sale of \$1,539,045. The average sale prices increased 36% over last year. This pricing varies neighborhood to neighborhood:

PARKS

- No 2016 closings but one homesite is pending with a list price of \$1,850,000

ARCADIA

- 2016 price range of \$645,000 – 770,000 with an average of \$707,000 (up 16.5%)
- Compared to end of 2015: \$490,000 – 750,000 with \$606,703 average

UPPER CANYON

- 2016 price range of \$1,500,000 – 3,700,000 with an average of \$1,804,500 (up 37.5%)
- Compared to end of 2015: \$900,000 – 1,850,000 with \$1,312,469 average

HORSESHOE CANYON

- 2016 price range of \$995,000 – 3,600,000 with an average of \$2,023,333 (up 2.5%)
- Compared to end of 2015: \$575,000 – 2,800,000 with \$1,973,571 average

You're invited: luxury home tour events

Join us as we showcase our collection of listings through neighborhood open houses throughout the DC Ranch community. Enjoy light food and beverage on each tour.

Horseshoe Canyon	Sunday, January 29	1pm – 4pm
The Parks at Silverleaf	Sunday, February 12	1pm – 4pm
Upper Canyon/The Summit	Sunday, February 26	1pm – 4pm
Arcadia at Silverleaf	Sunday, March 12	1pm – 4pm
DC Ranch Country Club	Sunday, March 19	1pm – 4pm

Silverleaf Club update

Dara Bennett

Director of Member Experience

The Silverleaf Club celebrated a wonderful 2016 with record participation in Club programming and a successful membership sales year. New General Manager Brian Hallberg was welcomed with great support from the membership and staff. Brian has been with Silverleaf for over 12 years in various management and operational roles.



Kool & the Gang heightened excitement during the spring with a private member concert on the Event Lawn. The social calendar was highlighted by wine dinners, painting with local artist Carrie Curran, trips to the community garden, a member golf trip to Spain, photos with member pets, fishing at Desert Spring Park Lake and a visit from physician in chief and director of translational research at TGen, Daniel Von Hoff, M.D., F.A.C.P.

Silverleaf Spa hosted an intimate gathering with Labyrinth designer Taffy Lanser which including a guided candlelit walk and sound healing. Sleep guru Robert deStefano educated members on receiving their best night's sleep and naturopath Suneil Jain enlightened with a host of information on optimal health. The Spa also introduced a custom aroma therapy design bar including organic, wild-crafted essential oils and gemstones.

The Club is excited for the new year and delivering many more one-of-a-kind experiences to our Silverleaf members.

Silverleaf construction update

Completed custom homes	214
Complete – final inspection in progress	50
Custom homes under construction	46
Custom homes approved but not yet started	14
Preliminary approval	15
Design actively in process	29
Custom lots with no activity	115
Total lots	483

64% of the homesites in Silverleaf are built or under construction.

Snapshot of neighboring communities

Price per square foot review by neighborhood % change from 2015

· Silverleaf	\$545	↑2%
· DC Ranch	\$289	↓4%
· Paradise Valley	\$320	↑2%
· Estancia	\$465	↓8%
· Mirabel	\$300	↑6%
· Whisper Rock	\$330	↓10%
· Desert Mountain	\$322	↑3%

Silverleaf homesite six-year sales activity

	ACTIVE MLS LISTINGS	CLOSED SALES	AVERAGE SALES PRICE
2011	71	33	\$574,290
2012	53	46	\$659,864
2013	52	33	\$997,524
2014	44	32	\$1,232,661
2015	41	38	\$1,127,809
2016	36	22	\$1,539,045

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

20789 N. Pima Road, Suite 100, Scottsdale, AZ 85255

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