

# Silverleaf Mid-Year Report

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## Highlights of sales in the Silverleaf Community – presented by Silverleaf Realty

- Sales in the community have been very strong. The number of homes sold during the first half of the year in the Silverleaf community is **50% higher** and the total dollar volume of sales is up by **84%** over last year at this time.
- The demand for land was also strong this year with 32 homesites sold through the end of June, while only 12 sold in 2017 during this same timeframe. Silverleaf Realty sold **84%** of these homesites including the 13 highest priced homesite sales. Only four developer-owned homesites remain and all are located in the Summit.
- Silverleaf Realty was involved in two-thirds of the transactions in the Silverleaf community and when Silverleaf Realty is involved in a transaction, on average, the price per square foot is **20% higher**.
- Silverleaf experienced the highest home sale ever in Arizona with a private sale of \$18,800,000 in the spring. This sale is not on MLS and is not included in the home summary report.



*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. 480.502.6902*



Silverleaf Realty™

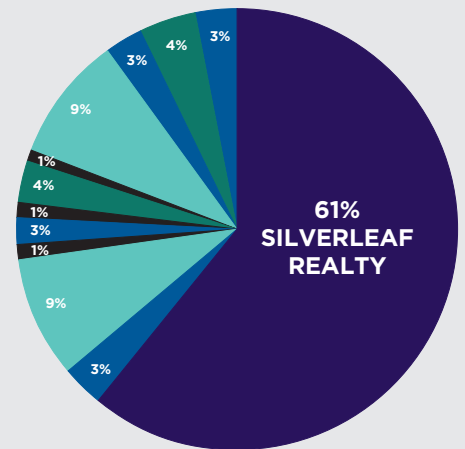
## WHY LIST WITH SILVERLEAF REALTY?

PROVEN RESULTS IN SILVERLEAF

HIGHER PRICE PER SQUARE FOOT ON AVERAGE ON SOLD PROPERTIES

SUPERIOR KNOWLEDGE OF THE LUXURY REAL ESTATE MARKET

## PERCENTAGE OF LISTINGS SOLD IN SILVERLEAF



- Silverleaf Realty (61%)
- Berkshire Hathaway (3%)
- Cambridge Properties (1%)
- Coldwell Banker Residential (1%)
- High Point Realty (1%)
- Homesmart (9%)
- Keller Williams Az Realty (1%)
- My Home Group Real Estate (3%)
- RE/MAX Excalibur (4%)
- RE/MAX Fine Properties (3%)
- Russ Lyon Sothebys (9%)
- West USA Realty (3%)

## HOMES

### Summary

In the first half of 2018, 39 homes closed in Silverleaf with an average sale of \$3,487,870. This pricing varies by neighborhood:

#### STERLING ESTATE VILLAS

- Price per square foot range of \$612 – 681 with average of \$646
- Average home price \$3,144,630

#### CASITAS

- Price per square foot range of \$516 – 845 with average of \$646
- Average home price \$2,460,833

#### PARK VILLAS

- Price per square foot range of \$337 – 499 with average of \$395
- Average home price \$1,388,800

#### CANYON VILLAS

- Price per square foot range of \$263 – 314 with average of \$289
- Average home price \$1,737,500

#### PARK VERANDAHS

- Price per square foot range of \$264 – 481 with average of \$389
- Average home price \$1,913,438

#### HOMESTEAD HOMES

- One home has sold in 2018 for \$2,200,000 and \$423 per square foot

#### CUSTOM HOMES

##### Park Custom

- Price per square foot range of \$454 – 541 with average of \$499
- Average home price \$3,412,500

##### Arcadia Custom

- Price per square foot range of \$366 – 561 with average of \$436
- Average home price \$2,690,572

##### Horseshoe Canyon Custom

- Price per square foot range \$378 – 902 with average of \$655
- Average home price \$3,982,500

##### Upper Canyon Custom

- Price per square foot range of \$556 – 875 with average of \$703
- Average home price \$7,578,571

#### CLOSED HOMES ENTIRE SILVERLEAF COMMUNITY

DATE	#	TOTAL SALES	AVG PRICE	SQ FT
06/30/14	18	\$56,019,542	\$3,112,197	\$507
06/30/15	17	\$49,306,500	\$2,900,382	\$491
06/30/16	22	\$72,174,019	\$3,280,637	\$588
06/30/17	26	\$74,003,650	\$2,846,294	\$486
06/30/18	39	\$136,026,911	\$3,487,870	\$540

## Home sales (01.01.18 – 06.30.18)

STERLING ESTATE VILLAS					
Lot	Address	SQFT	Price	Closing Date	Price per SQFT
17	18785 N. 101st Street	4,880	3,324,261	5/17/18	681
27	18605 N. 101st Street	4,843	2,965,000*	pending	—
CASITAS					
30	18869 N. 101st Way	4,700	2,675,000	2/23/18	569
37	18827 N. 101st Street	3,541	1,975,000	3/1/18	558
33	18886 N. 101st Way	3,200	1,650,000	6/18/18	516
24	18683 N. 101st Place	3,337	2,595,000*	pending	—
15	18690 N. 101st Place	3,543	2,995,000*	pending	—
2	10180 E. Desert Sage	4,705	2,875,000*	pending	—
PARK VILLAS					
1324	20450 N. 100th Place	3,862	1,300,000	1/17/18	337
1111	19983 N. 101st Place	3,792	1,550,000	1/31/18	409
1333	10092 E. Flathorn Drive	3,796	1,370,000	3/5/18	361
1331	10056 E. Flathorn Drive	3,796	1,400,000	4/4/18	369
1113	19992 N. 101st Place	2,654	1,324,000*	pending	—
CANYON VILLAS					
3112	19558 N. 101st Street	6,833	1,800,000	3/10/18	263
3104	19468 N. 101st Street	5,340	1,675,000*	pending	—
VERANDAHS					
1303	20749 N. 101st Street	4,876	1,737,500	3/19/18	356
1311	10152 E. Phantom Way	4,012	1,550,000	3/29/18	386
1209	20209 N. 101st Way	4,746	2,285,000	3/30/18	481
1321	20521 N. 100th Place	6,043	1,595,000	4/17/18	264
1318	10139 E. Phantom Way	4,798	2,150,000	5/2/18	448
1335	10128 E. Gilded Perch Drive	6,174	2,500,000	5/30/18	405
1132	19927 N. 101st Place	4,121	1,495,000*	pending	—
1136	20011 N. 102nd Place	4,881	1,995,000*	pending	—
HOMESTEAD HOMES					
1352	10202 E. Journey Lane	5,200	2,200,000	3/27/18	423
PARK CUSTOM					
1250	20243 N. 103rd Way	8,279	4,475,000	4/23/18	541
1240	10284 E. Mountain Spring Road	7,051	3,200,000	5/25/18	454
1101	19914 N. 103rd Street	5,581	2,700,000	6/7/18	484
1236	10301 E. Mountain Spring Road	6,332	3,275,000	6/22/18	517
ARCADIA CUSTOM					
3708	18884 N. 98th Street	5,904	2,425,000	2/14/18	411
3641	9901 E. Toms Thumb	6,675	2,800,000	2/27/18	419
3610	19054 N. 97th Place	6,047	3,390,150	3/1/18	561
3642	19445 N. 99th Street	5,450	2,775,000	3/9/18	509
3646	9926 E. Kemper Way	6,559	2,800,000	3/26/18	427
3618	19372 N. 98th Place	6,587	3,050,000	5/1/18	463
3674	18983 N. 99th Street	6,073	2,225,000	5/8/18	366
3621	19494 N. 98th Place	6,291	2,450,000	5/30/18	389
3630	19394 N. 99th Street	6,016	2,300,000	6/4/18	382
HORSESHOE CANYON CUSTOM					
2923	10126 E. Hualapai Drive	7,122	4,100,000	5/18/18	576
2920	10162 E. Hualapai Drive	4,936	4,450,000	5/21/18	902
2203	19486 N. 104th Street	7,010	5,500,000	6/25/18	785
2109	10143 E. Diamond Rim Drive	5,430	2,750,000*	pending	—
2104	10299 E. Windrunner Drive	7,917	2,995,000*	pending	—
2914	10127 E. Hualapai Drive	5,244	4,100,000*	pending	—

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

## Home sales – continued (01.01.18 – 06.30.18)

UPPER CANYON CUSTOM					
Lot	Address	SQFT	Price	Closing Date	Price per SQFT
1715	20879 N. 122th Street	8,312	5,675,000	1/25/18	683
1503	20450 N. 108th Place	20,000	17,500,000	2/28/18	875
1614	21008 N. 109th Place	7,454	4,850,000	4/2/18	651
1529	11102 E. Saguaro Canyon Trail	8,095	5,750,000	4/25/18	710
1652	10851 E. Wingspan Way	12,500	10,300,000	5/22/18	824
1534	10856 E. Windgate Pass Drive	7,520	4,700,000	5/23/18	625
1420	20842 N. 102nd Street	7,693	4,275,000	5/31/18	556

## Homesite sales (01.01.18 – 06.30.18)

HORSESHOE CANYON					
Lot	Address	Acres	Envelope	Price	Closing Date
2409	10938 E. Diamond Rim Drive	8.17	89,157	2,400,000	2/15/18
3223	10097 E. Siesta Lane	1.00	20,879	1,250,000	3/15/18
3202	19117 N. 101st Place	1.07	24,031	1,700,000	5/17/18
2408	10840 E. Diamond Rim Drive	6.65	77,092	2,750,000	6/8/18

UPPER CANYON					
Lot	Address	Acres	Envelope	Price	Closing Date
1891	11129 E. Whistling Wind Way	2.1	42,006	1,695,000	1/18/18
1955	11002 E. Canyon Cross Way	9.56	111,707	1,090,000	2/13/18
1485	20977 N. 104th Street	1.82	22,229	1,760,000	2/26/18
1607	10817 E. Heritage Court	2.14	30,964	1,650,000	3/5/18
1723	21191 N. 112th Street	4.21	34,299	1,900,000	3/6/18
1606	10795 E. Feathersong Lane	3.36	31,781	1,290,000	3/12/18
1872	11418 E. Hideaway Lane	7.43	75,437	2,650,000	3/19/18
1871	21623 N. 113th Way	3.72	32,763	1,610,000	3/23/18
1886	11235 E. Wingspan Way	4.67	37,115	1,750,000	3/29/18
1866	21622 N. 113th Way	1.54	44,107	1,675,000	4/18/18
1412	21376 N. 102nd Street	1.6	31,294	1,255,000	4/19/18
1476	10419 E. Robs Camp Road	2.19	31,517	2,550,000	4/23/18
1805	21175 N. 110th Way	1.78	31,919	1,600,000	4/27/18
1888 & 1889	11241 E. Whistling Wind Way	5.38	99,191	3,000,000	5/11/18
1409	21427 N. 102nd Street	4.93	27,140	925,000	5/18/18
1880	11435 E. Del Cielo Drive	6.33	43,307	1,620,000	5/24/18
1961	10871 E. Canyon Cross Way	2.69	26,615	595,000	5/25/18
1957	10870 E. Canyon Cross Way	3.98	44,479	740,000	6/1/18
1958	10804 E. Canyon Cross Way	3.78	37,398	740,000	6/1/18
1959	10772 E. Canyon Cross Way	4.01	54,777	740,000	6/1/18
1907	10944 E. Whistling Wind Way	1.54	38,680	1,815,000	6/1/18
1868	21670 N. 113th Way	3.72	39,710	500,000	6/11/18
1953	11137 E. Canyon Cross Way	3.82	52,073	2,375,000	6/28/18
1827	21524 N. 110th Place	1.27	26,440	975,000*	pending
1878 & 1879	11567 E. Del Cielo Drive	14.23	81,224	1,320,000*	pending
1717	20801 N. 112th Street	2.56	43,947	1,990,000*	pending

THE PARKS					
Lot	Address	Acres	Envelope	Price	Closing Date
1251	20197 N. 103rd Way	1.21	23,552	1,825,000	3/12/18

ARCADIA					
Lot	Address	Acres	Envelope	Price	Closing Date
3681	9815 E. Legacy Lane	0.57	11,300	750,000	2/6/18
3648	9925 E. Kemper Way	0.59	10,465	700,000	4/30/18
3603	18802 N. 97th Street	0.50	9,402	800,000	5/4/18
3671	19105 N. 99th Street	0.61	12,130	700,000	5/10/18

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

## HOMESITES

### Summary

In the first half of 2018, 32 homesites closed in Silverleaf with an average sale of \$1,512,500. This pricing varies by neighborhood:

#### PARKS

One homesite has sold for \$1,825,000

#### ARCADIA

Price range of \$700,000 - 800,000 with average of \$737,500

#### UPPER CANYON

Price range of \$500,000 - 3,000,000 with average of \$1,020,769

#### HORSESHOE CANYON

Price range of \$1,250,000 - 2,750,000 with average of \$2,025,000

#### CLOSED HOMESITES - ENTIRE SILVERLEAF COMMUNITY

DATE	#	TOTAL SALES	AVG PRICE
06/30/14	23	\$29,686,150	\$1,290,702
06/30/15	25	\$27,650,000	\$1,106,000
06/30/16	15	\$23,319,000	\$1,554,600
06/30/17	12	\$21,970,000	\$1,830,833
06/30/18	32	\$48,400,000	\$1,512,500



#### SILVERLEAF CLUB UPDATE

The Silverleaf Club experienced a very successful spring sales season with 27 memberships sold. This summer the Club will be working on a complete renovation of the existing practice range to include a new range fairway with multiple target greens and bunkering. In addition, there will be a renovation of the north practice tee with rebuilt chipping green, practice bunker and expansion to the teeing area. In the fall, members will also be welcomed with an expansion of the existing outdoor patio to include additional dining seats, fire pits, new landscape and outdoor lounge seating, all highlighting spectacular views of the McDowell Mountains.

*The most exclusive address in Scottsdale –  
The Village at Silverleaf*



Located just steps from the Silverleaf Club, on Silverleaf Drive, The Village boasts the ultimate in Club living. Offering a new path to a custom residence with a streamlined and efficient building process, The Village at Silverleaf homes are designed for luxurious living without the upkeep of a large

estate. Select your architectural plan and tailor the interior to your style and needs with the most luxurious finishes and customizable floor plans. The thoughtfully designed site plan of 19 homes captures vistas of the golf course, McDowell Mountains, and city lights. Village home options include basements, full-sized pools, covered decks, elevators and more, ranging from 2,733 to over 6,000 square feet. Current homeowners have taken full advantage of tailoring their Villas and Cottages to their specific tastes and styles, creating personal masterpieces. Two new homes are currently under construction, offering you the opportunity to customize finishes and expedite your move-in date. It's time to begin your next chapter today.

**COTTAGES FROM \$2.4 MILLION | VILLAS FROM \$3.4 MILLION**

**Silverleaf consistently commands higher per square foot prices compared to neighboring luxury communities**

COMMUNITY	AVERAGE PRICE PER SQ FT (PER MLS)		NUMBER OF CLOSINGS	
	2018	2017	2018	2017
Silverleaf	\$540	486	39	26
DC Ranch	\$298	286	80	88
Paradise Valley	\$376	331	304	279
Estancia	\$456	487	11	12
Mirabel	\$268	287	10	16
Whisper Rock	\$367	324	5	3
Desert Mtn	\$334	349	99	75

**Silverleaf Realty: \$556 | Non SLR Agents: \$463**



**NEW ON THE BLOCK -  
ICON AT SILVERLEAF**

The new luxury collection of 72 contemporary condominiums lies within Silverleaf on the west side of Canyon Village commercial center. Now under construction, ICON Silverleaf offers modern one-story designs within multi-level buildings with open floorplans of up to 3,200 square feet of living space. Residences include two to three bedrooms plus den, and 2.5 to 3.5 baths.

The floorplans are arranged around the views and offer extensive outdoor living spaces and large patios. The interior design includes generous master bedrooms, baths, and closets, expansive great rooms and kitchens. Each unit will be appointed with the finest luxury amenities, can be customized with an endless variety of finishes and are served by semi-private elevators for added privacy and convenient access from the ICON parking garage.

Models are scheduled to be completed this fall. For a private construction tour or to learn more contact Silverleaf Realty.