

Silverleaf Year-End Real Estate Report

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The Best Address Just Keeps Getting Better

- In 2018, exceptional sales totaling over \$262 million in the Silverleaf community accounted for the highest year for resale home sales ever in the community.
- Home sales are up 160% from 2017 with 65 homes closing for a total of \$203,462,601, at an average price of \$3,130,194, and \$510 per square foot
- Homesites sales are up almost 300% with 41 homesites closing in Silverleaf with an average sale of \$1,435,890
- 47 custom homes are under construction
- 312 custom homes are completed or in the final inspection stage
- Silverleaf experienced the highest home sale ever in Arizona with a private sale for \$18,800,000 in the spring (this sale is not on MLS and not reflected in the MLS stats in this 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.

PLEASE VISIT US IN OUR NEW SALES CENTER

18801 N. Thompson Peak Parkway
Suite 100
Scottsdale, AZ 85255
480.502.6902
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PRESENTED BY



Silverleaf Realty

CHOOSE THE TEAM WITH PROVEN RESULTS TO SELL YOUR SILVERLEAF PROPERTY

71% of the 41 homesites that closed in 2018 were sold by Silverleaf Realty, including the six highest homesite sales that ranged from \$2,375,000 to \$3,000,000.

Silverleaf Realty sold more Silverleaf homes and homesites than all other agents combined.

Unparalleled knowledge, experience, and expertise of the Silverleaf real estate market.

When Silverleaf Realty agents are involved in the sale of a Silverleaf home the price per square foot on average is 27% higher.

27% HIGHER

WHEN SILVERLEAF REALTY AGENTS ARE INVOLVED IN THE SALE OF A SILVERLEAF HOME, THE PRICE PER SQUARE FOOT IS ON AVERAGE 27% HIGHER

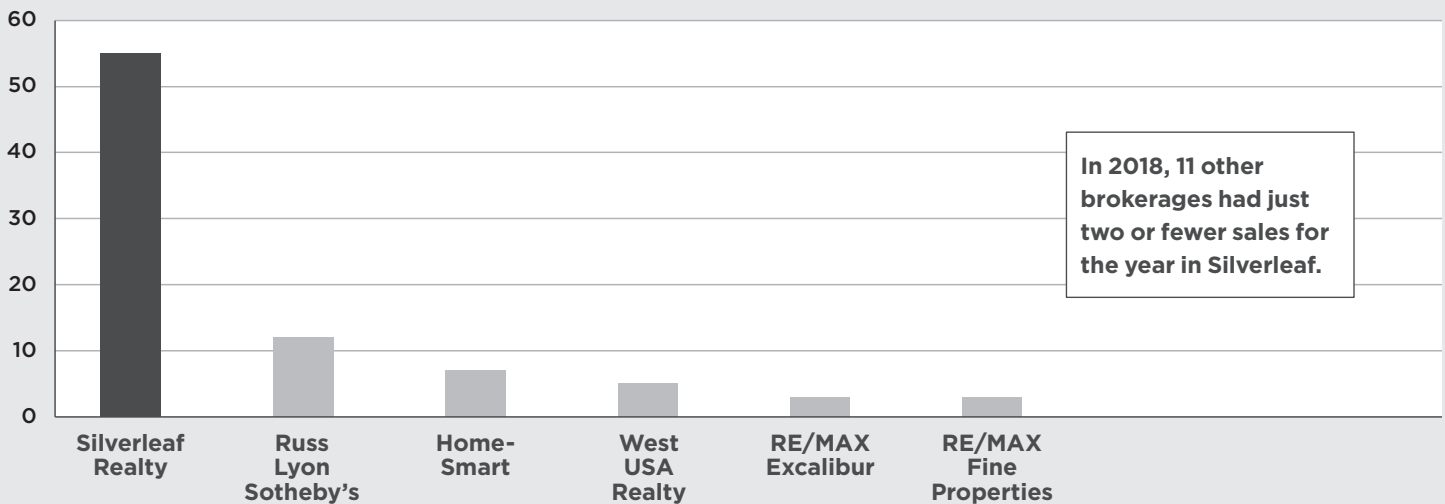


\$220 MILLION

SILVERLEAF REALTY EXPERIENCED A TREMENDOUS YEAR IN 2018 WITH SALES OVER \$220 MILLION.



SILVERLEAF LISTINGS SOLD IN 2018



HOMES

Summary

In 2018, 65 homes closed in Silverleaf with an average sale of \$3,130,194. This pricing varies neighborhood to neighborhood:

THE VILLAGE AT SILVERLEAF

- One home sold in 2018 for \$2,960,200 and \$877 per square foot

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 – 863 with average of \$662
- Average home price \$2,467,500

PARK VILLAS

- Price per square foot range of \$337 – 466 with average of \$381
- Average home price \$1,376,250

CANYON VILLAS

- Price per square foot range of \$263 – 439 with average of \$351
- Average home price \$1,778,333

PARK VERANDAHS

- Price per square foot range of \$264 – 483 with average of \$398
- Average home price \$1,949,233

HOMESTEAD HOMES

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

ICON CONDOMINIUMS

- Four currently under contract with an average price of \$2,124,000 and \$670 per square foot

CUSTOM HOMES

Park Custom

- Price per square foot range of \$412 – 562 with average of \$495
- Average home price \$3,190,833

Arcadia Custom

- Price per square foot range of \$366 – 561 with average of \$454
- Average home price \$2,803,367

Horseshoe Canyon Custom

- Price per square foot range \$360 – 902 with average of \$666
- Average home price \$4,413,571

Upper Canyon Custom

- Price per square foot range of \$556 – 875 with average of \$721
- Average home price \$7,299,500

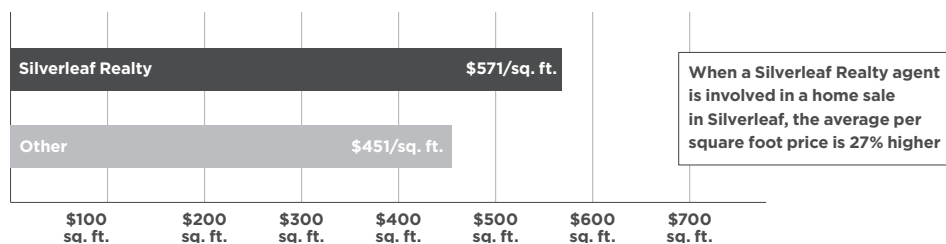
Home sales (01.01.18 – 12.31.18)

THE VILLAGE AT SILVERLEAF					
Lot	Address	SQFT	Price	Closing Date	Price per SQFT
2818	18942 N. Silverleaf Drive	3,377	2,960,200	12/17/18	877
STERLING ESTATES					
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	2,225,000	7/18/18	667
2	10180 E. Desert Sage	4,705	2,795,000	9/6/18	594
15	18690 N. 101st Place	3,543	2,925,000	10/26/18	826
9	18850 N. 101st Place	3,200	2,245,000	11/20/18	702
26	18779 N. 101st Place	3,768	3,250,000	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	1,237,500	7/26/18	466
1227	20227 N. 102nd Place	4,052	1,400,000	10/12/18	346
CANYON VILLAS					
3112	19558 N. 101st Street	6,833	1,800,000	3/10/18	263
3125	19459 N. 101st Street	4,421	1,940,000	11/20/18	439
3126	19445 N. 101st Street	4,533	1,595,000	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
1135	19982 N. 102nd Street	4,881	1,757,000	7/26/18	360
1136	20011 N. 102nd Place	4,881	1,995,000	7/26/18	409
1319	10125 E. Phantom Way	4,857	2,089,000	8/6/18	430
1132	19927 N. 101st Place	4,121	1,435,000	9/14/18	348
1127	19950 N. 101st Place	6,061	2,400,000	10/16/18	396
1230	10256 E. Sierra Pinta Drive	4,649	1,950,000	11/5/18	419
2125	10142 E. Diamond Rim Drive	4,766	2,300,000	11/14/18	483
1322	20497 N. 100th Place	3,910	1,300,000	11/15/18	332
1128	19964 N. 101st Place	4,881	2,195,000	pending*	—
HOMESTEAD HOMES					
1352	10202 E. Journey Lane	5,200	2,200,000	3/27/18	423
ICON CONDOMINIUMS					
3020	18720 N. 101st Street	3,170	2,074,000	pending*	—
3023	18720 N. 101st Street	3,170	2,074,000	pending*	—
4020	18720 N. 101st Street	3,170	2,174,000	pending*	—
4023	18720 N. 101st Street	3,170	2,174,000	pending*	—

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

Home sales – continued (01.01.18 – 12.31.18)

THE PARKS CUSTOM					
Lot	Address	SQFT	Price	Closing Date	Price per SQFT
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
1110	20044 N. 101st Way	6,309	2,600,000	12/3/18	412
1123	19878 N. 102nd Street	5,154	2,895,000	pending*	—
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
3673	19025 N. 99th Street	5,680	2,821,990	9/13/18	497
3601	18730 N. 97th Place	6,178	2,860,000	9/28/18	463
3698	19008 N. 98th Way	5,876	3,200,000	9/28/18	545
3625	19465 N. 98th Place	6,630	3,150,000	10/3/18	475
3703	18961 N. 98th Street	6,654	3,000,000	12/10/18	451
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
2914	10127 E. Hualapai Drive	5,244	4,025,000	8/28/18	768
2104	10299 E. Windrunner Drive	7,917	2,850,000	8/31/18	360
2109	10143 E. Diamond Rim Drive	5,430	2,675,000	9/10/18	493
2305	10525 E. Rimrock Drive	9,335	7,295,000	pending*	—
UPPER CANYON CUSTOM					
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
1650	10995 E. Whistling Way	10,863	7,300,000	11/1/18	672
1856	11290 E. Whistling Wind Way	7,660	6,250,000	pending*	—
1507	10891 E. Mountain Spring Road	8,015	6,395,000	pending*	—



HOMES – CONTINUED

CLOSED HOMES - ENTIRE SILVERLEAF COMMUNITY

DATE	#	TOTAL SALES	AVG PRICE	SQ FT
12/31/14	40	\$128,965,459	\$3,224,136	\$511
12/31/15	38	\$117,977,514	\$3,104,671	\$532
12/31/16	45	\$152,902,019	\$3,397,823	\$545
12/31/17	41	\$117,881,150	\$2,875,150	\$478
12/31/18	65	\$203,462,601	\$3,130,194	\$510

AVERAGE SQUARE FOOT PER MLS

COMMUNITY/ REALTOR	\$/SQ FT (CLOSINGS)
Silverleaf	\$510 (65)
Silverleaf Realty	\$571 (32)
Non Silverleaf Realty Agents	\$451 (33)
DC Ranch	308 (149)
Paradise Valley	368 (535)
Estancia	430 (19)
Mirabel	286 (20)
Whisper Rock	360 (8)
Desert Mountain	331 (150)



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

Homesite sales (01.01.18 – 12.31.18)

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					
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
1717	20801 N. 112th Street	2.56	43,947	1,988,000	7/5/18
1827	21524 N. 110th Place	1.27	26,440	970,000	7/25/18
1878 & 1879	11567 E. Del Cielo Drive	14.23	81,224	1,100,000	7/31/18
1706	20646 N. 112th Way	4.42	45,424	2,250,000	10/19/18
1413	21328 N. 102nd Street	1.66	35,575	1,175,000	11/8/18
THE PARKS					
1251	20197 N. 103rd Way	1.21	23,552	1,825,000	3/12/18
ARCADIA					
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
3681	9815 E. Legacy Lane	0.57	11,300	678,500	9/21/18
3702	9735 E. Kemper Way	0.61	10,186	810,000	9/28/18
3700	19128 E. Kemper Way	0.65	11,728	800,000	10/8/18
3699	19076 N. 98th Way	0.51	8,750	700,000	10/30/18

HOMESITES

Summary

In 2018, 41 homesites closed in Silverleaf with an average sale of \$1,435,890. Only 14 closed the previous year. The pricing varies neighborhood to neighborhood:

PARKS

One homesite sold for \$1,825,000

ARCADIA

Eight homesites sold, ranging from \$678,500 – 810,000 with average of \$742,312

UPPER CANYON

28 homesites sold, ranging from \$500,000 – 3,000,000 with average of \$1,020,769

HORSESHOE CANYON

Four homesites sold, ranging from \$1,250,000 – 2,750,000 with average of \$2,025,000

CLOSED HOMESITES - ENTIRE SILVERLEAF COMMUNITY

DATE	#	TOTAL SALES	AVG PRICE
12/31/14	32	\$39,445,150	\$1,232,661
12/31/15	38	\$42,856,750	\$1,127,809
12/31/16	22	\$33,859,000	\$1,539,045
12/31/17	14	\$24,405,000	\$1,743,214
12/31/18	41	\$58,871,500	\$1,435,890



SILVERLEAF REALTY CLOSED 20 OF THE 26 HOMESITES THAT WERE OVER \$1,000,000

6 OF THE 7 HOMESITES THAT CLOSED OVER \$2,000,000 WERE SOLD BY SILVERLEAF REALTY



The Village at Silverleaf

Inspired by the charm and elegance of a European village, the collection of 19 rural Mediterranean-style homes is a short distance from the acclaimed 50,000-square-foot Silverleaf Clubhouse. Private club amenities include a spa, fitness area, resort and lap pools, and fine and casual dining.



Twelve villas and seven club cottages in The Village at Silverleaf range from 2,733 to 6,000-plus square feet and reflect attention to detail in all aspects of design. The homes incorporate large backyards for pools, spas, and outdoor kitchens and, depending* on elevation; you can choose a study and sitting rooms, second floors, and sun-suffused lower levels.

All of the homes are designed and customized by Don Ziebell, Oz Architects; built by Rod Cullum, Cullum Homes; and represented by Silverleaf Realty. The Village at Silverleaf embraces the signature Arizona indoor/outdoor lifestyle and features some of the finest mountain and city-lights views in the American Southwest.

Contact Silverleaf Realty to schedule a tour of the new homes that will be available in late 2019.



Silverleaf Construction Update*

CUSTOM HOMES

Completed	312
Under construction	47
Approved but not yet started	7
Preliminary approval	7
Design actively in process	27
Custom homesites with no activity	85
Total homesites	485

60% of the Upper Canyon and 78% of Horseshoe Canyon custom lots in Silverleaf are built or under construction

**Provided by DC Ranch Covenant Commission*



Silverleaf Club and Spa Update

Silverleaf Club concluded 2018 with 34 new golf members and 23 clubhouse members. 2018 also included a complete renovation of the Practice Facility to include a new range fairway with multiple target greens and bunkering. The Practice Tee Patio has been enhanced with a bar, while a larger short game area now includes USGA-built target greens for chipping, pitching and short game shots. After time on the course, members can enjoy the newly expanded outdoor patio featuring additional dining seats, fire pits and outdoor lounge seating, all highlighting views of the McDowell Mountains.

Silverleaf Realty

18801 N. Thompson Peak Parkway, Suite 100, Scottsdale, AZ 85255

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