Location
Southeast of the intersection of Cactus and Cave Creek - city of Phoenix

Size
7.15 acres

Frontage
1000 feet on the Phx Mtn Preserve

Zoning
PUD C-2 and R1-10

Comments
• No impact fee area
• Extremely rare parcel on Phoenix Mountain Preserve
• Available subject to PUD amendment for higher density
• Less than 1 year supply of competing 4 sale product within a 4’ radius
• Available due diligence material includes survey, Topo map and slope analysis, approved zoning ordinance with context plan and Phx Mtn Preserve user agreement

Phoenix Mountain Preserve Site

All information furnished regarding property for sale, rental or financing is from sources deemed reliable, but no warranty or representation is made to the accuracy thereof and same is subject to errors, omissions, change of price, rental or other conditions prior to sale, lease or financing or withdrawal without notice. No liability of any kind is to be imposed on the broker herein.
**Property Summary:**
Stony Mountain Ranch is an active horse boarding/trail riding operation sitting on 7 acres in the heart of the 12,000 acre Phoenix Mountain Preserve. With approximately 1000’ of frontage on the preserve, 5 of the 7 acres are improved and generally flat - a slope analysis is part of the available due diligence.

**Location Considerations**
Embedded in the mountain preserve the immediate neighbors are 2 single family homes and single story retail buildings to the West the balance of adjoining property consists of the preserve. Yet this northeast Phoenix site is with 5 minutes of shopping, city services and major employment.

Consider these MapQuest drive times:

**12 minutes or less:** Camelback and Central intersection, City of Scottsdale, Desert Ridge and Mayo Clinic

**5-8 minutes:** PV mall, Interstate 17, Squaw Peak Freeway, Town of Paradise Valley, Pointe Tapatio and Pointe Hilton Resort
Unique Characteristics

• The property is elevated from Cave Creek Road and is 300’ higher in elevation than downtown Phoenix affording unobstructed views there and of both South Mountain and the Estrella Mountain range.

• Subject has direct access to Trail 100 the primary trail thru the entire Phoenix Mountain Preserve. Starting at Tatum blvd and meandering generally west thru the preserve ending at Shaw Butte at the approximate alignment of Central avenue trail 100 is also the longest in the trail system.

• All of the other properties with significant preserve frontage have either been acquired by the city of Phoenix or have been built out
Stony Mountain Ranch

Location: 1900 East Cortez Street, 11645, 11647, 11651 & 11655 North 18th Place, Phoenix, Maricopa County, Arizona 85020.

Land Tenure: 7.15 Acres.

Assessor’s Parcel No’s: 166-22-004J, 006B, 006E and 006F.

Elevation: The elevation at the Ranch House is approximately 1,430 feet ASL.

Zoning:
2-21-08-3 Phoenix City Council approved 100% on July 6, 2011.

Allows for the existing items: Horse boarding, outside horse trailer parking/storage, 22 foot light poles on the arena and one parking space per four horse stalls for the boarders. Also, setbacks for all the houses and two houses on one parcel for the stone & block houses.

 Allows for the future items: Horse rental trail rides into the Preserve, BBQs, one ground sign up to 55 square feet which can be an 8 foot high fiberglass horse or mule, wall signs up to 120 square feet and 15 feet high, wrought iron, wood or v-mesh fence with wooden poles and bracing around some or all of the entire property, 8 regular & 2 handicapped parking spaces for the trail rides & BBQ customers. A three year use agreement with the Parks Director for the guided trail rides into the Park is currently in place.
Special Action: A 21% designated open space preservation easement to be recorded. It is 1.21 acres where the wash areas are on the northeast portion of parcel number 166-22-006F. If the trail rides are to begin with no other changes, then all the drives and parking areas will need to be dust proofed per the Z-21-08-3 City of Phoenix zoning file approved July 6, 2011.

Utilities: Arizona Public Service (APS) electricity, Qwest/CentryLink telephone service and Cox Cable television and Internet service to all the houses.

Water: City of Phoenix. Large COP water storage tank on nearby mountain for excellent water pressure and delivery from their nine inch water main in front of the ranch under Cortez Street. The three City water meters on Cortez Street that are serving 1900 East Cortez Street, 11645 & 11647 and 11651 North 18th Place are one and a quarter inch meters. The meter for 11655 North 18th Street is located on Cave Creek Road and is believed to be one inch.

Septic: Two septic systems servicing the ranch house. One on the west side and one on the east side of the house. All the other houses have each their own septic systems.

Flood Zone: Area Outside of a delineated 100-year flood plain.

Access: Physical access over Cortez Street easement on the south side of property with a small easement over the City of Phoenix Parks Mountain Preserve land and physical access over 18th Place ROW to the west side of property.

Neighborhood School report cards per the Arizona Department of Education

A Montessori day school https://azreportcards.com/ReportCard?school=5544&district=-1


**Improvements:** 1900 East Cortez Street

1973 Ranch Style 3,620 square foot house with front yard pool to view the Park preserve and the city lights at night. 3 Bedrooms, 3 Baths, utility room with two outside doors, kitchen island, carpet in living room, dining room and bedrooms. Tile in two bathrooms, parquet through rest of house, half covered wooden deck in front and side of house. Appliances included are a GE side-by-side stainless steel refrigerator with outside door ice and water, Kenmore propane gas stainless steel wall oven and built in counter top stove, dishwasher and washer/dryer. There are two Goettl piggy back central a/c air heat pumps and evaporative coolers. There is a chain link fence around the 15,000 gallon Shasta self cleaning diving pool. There are four galvanized paneled 16x16 ft horse stalls with shade cloth for overnight boarders in back of the house. An oversized carport to fit two Isuzu cab over trucks.

**Horse Stalls**
8 Full covered 12x16 and two full covered 12x12 large pipe stalls with corrugated galvanized roof. 32 Half covered pipe stalls made up of welded pipe and galvanized panels ranging in size from 13x17 to mostly 16x16 with corrugated galvanized roof. All have regulated water supplied automatic waters. One 8 foot gate and three 12 foot gates for the alleyways.

**Arena**
220x110 Foot area with three 22 foot high lighted poles that are hinged at base to tip down to service the quartz light bulbs and 6 sprinklers served by a two inch PVC water pipe from the meter. Fence is made up of 16 foot galvanized panels with tee post support on each panel.

**Round Pin**
50 Foot with deep set in concrete snubbing pole in the center, 16 foot high hinged (for servicing the quartz bulbs) light pole, sprinkler and hose bib.

**Tack House**
347 Square foot wood frame construction on wood foundation with asphalt flat roof, hand wash sink, wash rack on west side, 120v power (using underground 10 gage wire from the ranch house) and one inch regulated water line from meter to the tack house.
Hay Storage
208 Square foot full covered galvanized metal roof with gated chain link fence around the storage area and electric power on metal corner pole.

Picnic and BBQ Area
351 Square foot wood shaded area for 2 wood and metal framed picnic tables and BBQ grill. Six tall telephone poles support the wooden shade and could support a finished shingle or Mexican tile roof.

11655 North 18th Place
1955 Stucco Remodeled 1,211 square foot house with stone fire place and Master Cool evaporative cooling. Converted from a two bedroom to a one bedroom, one full bath with spa, flat roof, skylights, Mexican tile kitchen, dining area, bedroom and finished hardwood living room flooring. Outside pond with running waterfall and covered front porch. Established landscaping for shading & cooling of the house. One electric and water meter.

11651 North 18th Place
1961 Two Geodesic Domes and one Studio building for a total of 1,061 square feet. There is a full bath, evaporative cooling and separate water heaters in each dome. The lower dome has a kitchen with large refrigerator w/ice maker, large 240v stove, oven and microwave combination. The upper dome is mainly used as a bedroom with electric heat, evaporative cooler and window a/c but also has full hookups for a kitchen that could be installed. The Studio building has a window a/c unit, an evaporative cooler, washer/dryer hookups and attic storage accessible from inside the building. One electric and water meter for all three buildings and all three are rented as one unit.

11645 North 18th Place
1948 Block House 1,108 square feet with central a/c air heat pump. Has Mexican tile in the kitchen, dining and living room areas. The two bedrooms have new carpet and there is one full bath. One electric meter. Water meter is shared with 11647 North 18th Place.
Competitive analysis
Active 4 sale subdivisions within a 4" radius
## Housing Data Summary

**ABSORPTION ANALYSIS - PERMITS AND ESCROW CLOSINGS**

**BASED ON BUILDING PERMITS ISSUED AND SALES RECORDED**

**ABSORPTION REPORT (default report)**

**Printed: 09-24-2015**

<table>
<thead>
<tr>
<th>Builder</th>
<th>Subdivision</th>
<th>Avg Price</th>
<th>Lot Size</th>
<th>Permits Recorded By Month</th>
<th>Closings Recorded By Month</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Market Area</strong></td>
<td><strong>Location</strong></td>
<td><strong>Specs</strong></td>
<td><strong>Total</strong></td>
<td><strong>Mo12</strong></td>
<td><strong>Mo11</strong></td>
</tr>
<tr>
<td>BELLAGIO HOMES</td>
<td>CONTESSA BELLA</td>
<td>259</td>
<td>30X56</td>
<td>1 1 1 0 1 0 2 2 1 4 0 2 0 14 11 1.50</td>
<td></td>
</tr>
<tr>
<td></td>
<td>SW 20 ST &amp; HEARTLAND</td>
<td>1</td>
<td>43</td>
<td>3 2 0 1 1 1 3 2 0 1 2 1 17 11 1.50</td>
<td></td>
</tr>
<tr>
<td>GRANITE CREST HOMES</td>
<td>DANBURY PLACE CONDOS</td>
<td>205</td>
<td>ATT</td>
<td>4 2 0 3 2 4 0 2 0 0 0 0 17 8 0.33</td>
<td></td>
</tr>
<tr>
<td></td>
<td>NW 32 ST &amp; BELL</td>
<td>0</td>
<td>30</td>
<td>1 4 2 3 0 2 0 1 2 3 2 2 22 12 1.67</td>
<td></td>
</tr>
<tr>
<td>GREEN STREET COMMUNITIES</td>
<td>DUNLAP</td>
<td>392</td>
<td>60X132</td>
<td>0 0 0 2 0 0 0 4 0 0 0 0 6 4 0.67</td>
<td></td>
</tr>
<tr>
<td></td>
<td>SW 15 LN/DUNLAP</td>
<td>0</td>
<td>6</td>
<td>0 0 0 0 0 0 0 0 0 1 0 0 0 1 1 0.17</td>
<td></td>
</tr>
<tr>
<td>HANCOCK COMMUNITIES</td>
<td>BELLVIEW PARK</td>
<td>175</td>
<td>60X94</td>
<td>0 0 0 0 0 0 1 1 0 1 0 0 3 3 0.50</td>
<td></td>
</tr>
<tr>
<td></td>
<td>SW 27TH ST/BELL</td>
<td>0</td>
<td>5</td>
<td>0 0 0 0 0 0 0 0 0 0 0 1 1 2 2 0.33</td>
<td></td>
</tr>
<tr>
<td>PARAMOUNT SKYLINE LLC</td>
<td>SKYLINE RIDGE @ THE</td>
<td>0</td>
<td>ATT</td>
<td>2 0 0 0 0 0 0 0 0 0 0 0 2 0 0.00</td>
<td></td>
</tr>
<tr>
<td></td>
<td>15 ST &amp; DUNLAP</td>
<td>0</td>
<td>14</td>
<td>0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0.00</td>
<td></td>
</tr>
<tr>
<td>RICHTER HOMES</td>
<td>RICHTER MANOR</td>
<td>305</td>
<td>60X105</td>
<td>0 0 1 0 0 0 0 0 0 0 0 0 1 0 0.00</td>
<td></td>
</tr>
<tr>
<td></td>
<td>NW 29TH ST/GROVERS</td>
<td>0</td>
<td>5</td>
<td>0 0 0 0 0 0 0 0 0 0 0 1 0 1 1 0.17</td>
<td></td>
</tr>
<tr>
<td>TAYLOR MORRISON</td>
<td>DESERT WIND DISCOVERY</td>
<td>342</td>
<td>45X122</td>
<td>0 0 0 0 0 0 0 4 0 0 0 6 7 17 17 2.83</td>
<td></td>
</tr>
<tr>
<td></td>
<td>NE 21ST ST/BELL</td>
<td>2</td>
<td>53</td>
<td>1 0 0 0 0 0 0 0 0 0 0 1 0 2 2 0.17</td>
<td></td>
</tr>
<tr>
<td>TAYLOR MORRISON</td>
<td>PARK 16</td>
<td>0</td>
<td>45X110</td>
<td>0 0 0 0 0 0 0 0 0 0 0 0 1 0 1 1 0.17</td>
<td></td>
</tr>
<tr>
<td></td>
<td>SE 28TH ST/UNION HILLS</td>
<td>0</td>
<td>16</td>
<td>0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0.00</td>
<td></td>
</tr>
</tbody>
</table>
### Community Summary Information

<table>
<thead>
<tr>
<th>Subdivision</th>
<th>Builders</th>
<th>Master Plans</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>11</td>
<td>1</td>
</tr>
</tbody>
</table>

### Designated Market Area Permit and Closings Summary

<table>
<thead>
<tr>
<th>Month</th>
<th>Permits</th>
<th>Closings</th>
</tr>
</thead>
<tbody>
<tr>
<td>12</td>
<td>8</td>
<td>8</td>
</tr>
<tr>
<td>11</td>
<td>3</td>
<td>12</td>
</tr>
<tr>
<td>10</td>
<td>1</td>
<td>4</td>
</tr>
<tr>
<td>9</td>
<td>6</td>
<td>4</td>
</tr>
<tr>
<td>8</td>
<td>2</td>
<td>8</td>
</tr>
<tr>
<td>7</td>
<td>6</td>
<td>6</td>
</tr>
<tr>
<td>6</td>
<td>9</td>
<td>8</td>
</tr>
<tr>
<td>5</td>
<td>8</td>
<td>7</td>
</tr>
<tr>
<td>4</td>
<td>2</td>
<td>10</td>
</tr>
<tr>
<td>3</td>
<td>1</td>
<td>6</td>
</tr>
<tr>
<td>2</td>
<td>6</td>
<td>6</td>
</tr>
<tr>
<td>1</td>
<td>7</td>
<td>8</td>
</tr>
<tr>
<td>Total</td>
<td>70</td>
<td>83</td>
</tr>
</tbody>
</table>

### Community Permit and Closing Snap Shot - Current Month

<table>
<thead>
<tr>
<th>Subid</th>
<th>Builder</th>
<th>Subdivision</th>
<th>Lot Size</th>
<th>Current Mo Permits</th>
<th>Current Mo Closings</th>
<th>Current Mo New Contracts</th>
<th>Base Price Range</th>
<th>SQFT Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>20025</td>
<td>Granite Crest Homes</td>
<td>Danbury Place Condos</td>
<td>ATT</td>
<td>0</td>
<td>2</td>
<td>0</td>
<td>169850-198850</td>
<td>1348-1749</td>
</tr>
<tr>
<td>20962</td>
<td>Taylor Morrison</td>
<td>Park 16</td>
<td>45X110</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>1573-2985</td>
<td>1573-2936</td>
</tr>
<tr>
<td>20656</td>
<td>Taylor Morrison</td>
<td>Desert Wind Discovery Villas, Phase C</td>
<td>45X122</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>254990-303990</td>
<td>1573-2936</td>
</tr>
<tr>
<td>20675</td>
<td>Porchlight Homes</td>
<td>Sendero Villas/8305 N Central Ave</td>
<td>47X92</td>
<td>7</td>
<td>1</td>
<td>0</td>
<td>1694-2516</td>
<td>1694-2516</td>
</tr>
<tr>
<td>19379</td>
<td>CCS-Aderra LLC</td>
<td>Aderra Condos</td>
<td>ATT</td>
<td>0</td>
<td>3</td>
<td>0</td>
<td>199900-322400</td>
<td>811-1284</td>
</tr>
<tr>
<td>20458</td>
<td>Belago Homes</td>
<td>Contessa Bella</td>
<td>30X56</td>
<td>0</td>
<td>1</td>
<td>2</td>
<td>224100-253800</td>
<td>1653-1968</td>
</tr>
<tr>
<td>15141</td>
<td>Garrett Walker Homes</td>
<td>Hillside North Mountain</td>
<td>50X115</td>
<td>0</td>
<td>0</td>
<td>1</td>
<td>249990-284990</td>
<td>1870-2674</td>
</tr>
<tr>
<td>20835</td>
<td>Richter Homes</td>
<td>Richter Manor</td>
<td>60X105</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0-0</td>
<td>0-0</td>
</tr>
<tr>
<td>19088</td>
<td>Paramount Skyline LLC</td>
<td>Skyline Ridge @ The Preserve Condos</td>
<td>ATT</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0-0</td>
<td>0-0</td>
</tr>
<tr>
<td>21246</td>
<td>Edge Development</td>
<td>Cramada Estates</td>
<td>70X110</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0-0</td>
<td>0-0</td>
</tr>
<tr>
<td>20845</td>
<td>Green Street Communities Inc</td>
<td>Dunlap</td>
<td>60X132</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0-0</td>
<td>0-0</td>
</tr>
<tr>
<td>21252</td>
<td>Hancock Communities</td>
<td>Bellview Park</td>
<td>60X94</td>
<td>0</td>
<td>1</td>
<td>0</td>
<td>0-0</td>
<td>0-0</td>
</tr>
</tbody>
</table>

### Designated Market Area Subdivision Lot Breakdown

<table>
<thead>
<tr>
<th>Lot Width</th>
<th>Total Lots</th>
<th>Available Lots</th>
</tr>
</thead>
<tbody>
<tr>
<td>10</td>
<td>250</td>
<td>20</td>
</tr>
<tr>
<td>30</td>
<td>43</td>
<td>7</td>
</tr>
<tr>
<td>45</td>
<td>69</td>
<td>23</td>
</tr>
<tr>
<td>47</td>
<td>10</td>
<td>0</td>
</tr>
<tr>
<td>50</td>
<td>17</td>
<td>0</td>
</tr>
<tr>
<td>60</td>
<td>16</td>
<td>13</td>
</tr>
<tr>
<td>70</td>
<td>4</td>
<td>0</td>
</tr>
</tbody>
</table>

**Total Available Lots:** 63

**Closings within the trailing 12 months:** 83

**Total Communities:** 11

**Total Platted Lots:** 419

**Specs Reported:** 3

**New Contracts:** 3
Trail 100 - Primary trail thru the Phoenix Mountain preserve