



Developer Update and Year-End Report

This year is ending on a high note in real estate terms.
The trend is clear – Las Campanas is flourishing!





LAS CAMPANAS HOMES SOLD JAN. 1 THROUGH NOV. 15, 2015*

ADDRESS	SELLING PRICE	TOTAL SQ FT	SELLING DATE	PRICE/SQ FT
85 W Golden Eagle Road	\$2,250,000	5,567	9/22/15	\$404.17
40 Greywolf	\$2,225,000	8,700	3/31/15	\$255.75
24 Hacienda Rincon	\$1,880,000	6,839	8/31/15	\$274.89
21 Painted Horse	\$1,545,000	5,581	8/28/15	\$276.83
10 & 16 Sierra Rosa Loop	\$1,500,000	6,680	9/8/15	\$224.55
8 Plaza del Centro	\$1,395,000	4,080	3/6/15	\$341.91
52 W. Golden Eagle	\$1,354,800	0	5/15/15	
135 Wildhorse	\$1,340,000	4,659	4/15/15	\$287.62
5 Silver Mesa CIRCLE	\$1,325,000	3,800	3/2/15	\$348.68
86 Estates Drive	\$1,285,000	5,100	5/11/15	\$251.96
13 Rising Moon	\$1,265,000	4,564	9/24/15	\$277.17
130 Wildhorse	\$1,200,000	3,722	9/30/15	\$322.41
18 Green Meadow Loop	\$1,200,000	4,685	5/8/15	\$256.14
22 Paseo Aragon	\$1,095,000	4,591	11/6/15	\$238.51
16 Falling Star Circle	\$1,085,000	3,980	6/22/15	\$272.61
7 Sendero Centro	\$1,080,000	3,609	5/21/15	\$299.25
9 W Arrowhead Circle	\$1,075,000	4,109	10/30/15	\$261.62
25 Shaman	\$998,000	3,848	3/16/15	\$259.36
22 Clematis	\$986,500	3,944	3/4/15	\$250.13
21 Dayflower	\$985,000	3,976	9/10/15	\$247.74
17 Green Meadow Loop	\$980,000	3,481	4/30/15	\$281.53
9 Stonegate Circle	\$975,000	4,558	8/6/15	\$213.91
60 Paseo Aragon	\$970,000	3,082	8/6/15	\$314.73
58 Paseo Aragon	\$930,000	2,594	9/18/15	\$358.52
4 Calle Cimarron	\$925,000	3,283	7/30/15	\$281.75
9 Sundance Circle	\$910,000	3,841	10/30/15	\$236.92
7 Falling Star	\$905,000	4,009	6/16/15	\$225.74
5 Chocolate Flower (Lot 1	\$899,000	3,858	5/20/15	\$233.02
31 Graythorn (Lot 137)	\$859,565	3,746	6/30/15	\$229.46
52 Thundercloud	\$840,000	2,917	9/4/15	\$287.97
21 Clove Circle	\$838,500	3,206	5/20/15	\$261.54
92 Amberwood Loop	\$830,000	3,225	4/30/15	\$257.36
39 Calle Mi Gusto	\$825,000	3,660	4/21/15	\$225.41
15 Canyon Vista Court	\$824,500	3,542	7/13/15	\$232.78
15 Avenida Herrera	\$817,000	3,041	9/30/15	\$268.66
6 Eagle Feather Court	\$813,500	2,955	10/26/15	\$275.30
8 Tamarisk Trail (Lot 531	\$785,000	3,191	7/31/15	\$246.00
2 Plaza Velasquez	\$780,000	3,749	8/14/15	\$208.06
25 Calle Mi Gusto	\$773,900	2,634	6/17/15	\$293.81
93 Paseo Aragon	\$770,000	2,760	10/13/15	\$278.99
8 Entrada Hermosa	\$760,000	3,800	7/10/15	\$200.00
10 Calle Cimarron	\$725,000	2,600	8/14/15	\$278.85
140 W CALLE VENTOSO	\$722,000	3,619	3/6/15	\$199.50
11 Aloe Circle	\$700,000	3,500	9/18/15	\$200.00
14 Shaman	\$640,000	2,589	8/26/15	\$247.20
18 Thundercloud Road	\$630,000	3,099	6/3/15	\$203.29
4 Hawthorne Circle	\$615,000	5,083	6/19/15	\$120.99
31 BLAZING STAR	\$595,000	2,634	5/28/15	\$225.89
1 Avenida Malaguena	\$559,000	1,917	8/28/15	\$291.60
2 Avenida Malaguena	\$539,886	0	9/25/15	
8 Avenida Herrera	\$520,000	2,578	2/19/15	\$201.71
16 W Avenida Sebastian	\$510,000	1,909	4/24/15	\$267.16
12 E Avenida Sebastian	\$492,850	1,972	6/29/15	\$249.92
32 Camino de Colores	\$485,000	1,917	2/26/15	\$253.00
5 E Avenida Sebastian	\$459,000	2,183	6/5/15	\$210.26
AVERAGE	\$968,600			\$258.72

THE NUMBERS

Homesite prices on average are increasing. Resale homes are selling across all price ranges – with 30% selling above the \$1 million range. Lot sales doubled in Las Campanas last year compared to 2012 and there are currently 28 new homes under construction. And perhaps the best sign of renewed vigor within the community: spec builders are investing once again in Las Campanas – and many are selling their homes before they're completed!

ROOM TO GROW. DIVERSE APPEAL.

Las Campanas is coming up on 25 years, and only half the master-planned community has been fully developed. This offers plenty of potential for future growth – just in time for the concentration of baby-boomers preparing to purchase their retirement homes during the next few years.

Las Campanas has the benefit of real estate diversity, with homes ranging in value from \$500,000 to \$5 million. There are individual homesites as small as one-third-acre in the Club Casitas and up to 5 acres in the Estancias, with homes ranging from sprawling compound estates to zero-lot-line patio homes.

A HEALTHY CLUB

The member-owned Club at Las Campanas is flourishing, too! Membership is growing and the new General Manager, Tony Dawson, is working proactively with the developer and the HOA to build strong alliances between the entities for the benefit of all Las Campanas residents.

*Data compiled from Santa Fe Association of Realtors MLS and represents sales by all Santa Fe area brokerages.

A MESSAGE FROM ALAN BOX/CIENDA PARTNERS

We began working with Las Campanas 3 1/2 years ago. The first thing we did was launch a new advertising campaign reintroducing Las Campanas to a national audience. Since then, more than \$1 million in advertising has been spent in national magazines and newspapers promoting Las Campanas as a premier lifestyle community, and generating hundreds of real estate leads. Dozens of people have travelled to Las Campanas for Discovery Visits.*

We first focused on selling our finished homesites of which we have sold nearly a third. The majority of these sales have been to individuals who plan to build their custom dream homes.

To increase those sales and take advantage of buyers wanting new homes, we are now partnering with builders to design and build spec homes on some of our select homesites. Several of those will start construction soon.

In addition to marketing homesites we have 6 larger parcels of land as yet undeveloped:

Las Terrazas	47 lots
Mesa del Oro	25 lots
Black Mesa	23 lots
Estancias III	37 lots
A-2 in Los Santeros	18-20 lots
Parcel D.....	160- 170 lots

As we sell these bulk parcels to prospective builders – national and/or local – we will be thoughtful to ensure we have proper price segments and product diversification, and that all of our plans are consistent with the original master plan for Las Campanas.

The first parcel to be marketed is Las Terrazas. We've received an attractive offer from a large national builder to buy and develop the parcel, and we're negotiating a contract now. They plan to build a luxury product similar to the homes in Las Terrazas today.

To ensure quality and cohesiveness with the original master plan, we work with architects and land planners to maintain the integrity of Las Campanas while incorporating current market trends.

The ongoing development of Las Campanas is a multi-year project. Over the next 4-5 years we will continue to advertise Las Campanas and offer on-site sales support for builders and Realtors through our brokerage, Las Campanas Realty.

We will continue to communicate to you our plans as they develop. Most importantly, we need your support of our efforts and your help in communicating to the world that Las Campanas is an excellent place to live and own real estate.

LAS CAMPANAS HOMESITES SOLD JAN. 1, THROUGH NOV.15, 2015*

ADDRESS	SELLING PRICE	SOLD DATE	LOT SIZE AC
57 Calle Mi Gusto, Lot 55	\$40,000	7/6/15	0.94
32 Sunflower Dr, Lot 267	\$40,000	4/21/15	1.99
1 Brisa Fresca, Lot 100	\$42,500	6/18/15	0.94
44 Calle Ventoso East, Lot 78	\$44,000	9/3/15	3.1
21 Arriba Circle, Lot 207	\$46,000	2/20/15	1.5
4 Rain Dance Ct, Lot 521	\$46,500	6/8/15	1.38
63 Thundercloud, Lot 517	\$50,000	3/16/15	1.94
171 Calle Ventoso West, Lot	\$50,000	6/26/15	2.888
45 Hollyhock, Lot 47	\$52,500	11/4/15	1.591
13 Astor Circle, Lot 81	\$54,500	10/30/15	1.5
3 Plaza Lopez, Lot 31	\$55,000	8/18/15	0.51
10 Calle Ojitos, Lot 76	\$55,000	11/6/15	1.46
175 Sunflower, Lot 170	\$55,000	5/20/15	1.573
3 Plaza Lopez, Lot 31	\$57,000	1/27/15	0.51
19 Hollyhock Cir, Lot 50	\$62,000	9/25/15	1.6
23 Calle Mi Gusto, Lot 34	\$64,000	6/1/15	0.97
13 Dayflower, Lot 145	\$67,000	9/28/15	1.85
113 Thundercloud, Lot 559	\$74,500	6/5/15	1.737
16 Via Pampa, Lot 13	\$76,000	3/31/15	0.82
13 Sundance Circle, Lot 473	\$77,500	4/22/15	2.085
148 Calle Ventoso West, Lot	\$78,500	4/17/15	2.156
63 W Golden Eagle, Lot 401	\$79,900	6/22/15	1.503
88 Amberwood Loop, Lot 364	\$80,000	7/22/15	1.63
102 Paseo Aragon, Lot 41	\$85,000	1/2/15	0.77
52 Paseo Aragon, Lot 18	\$85,000	8/20/15	0.44
8 Storyteller, Lot 705	\$106,000	9/9/15	3.825
7 Plaza del Corazon, Lot 747	\$115,000	7/17/15	0.326
89 W Golden Eagle, Lot 412	\$120,000	9/22/15	1.279
15 Via De Las Yeguas, Lot 82	\$125,000	7/29/15	2.12
17 Via De Las Yeguas, Lot 84	\$135,000	9/18/15	1.73
17 Hacienda Vaquero, Lot 7	\$135,000	5/6/15	3.07
18 Via De Las Yeguas, Lot 90	\$135,000	2/26/15	2.2
127 Thundercloud, Lot 573	\$145,000	11/2/15	1.99
28 Campo Rancheros, Lot 70	\$182,500	7/28/15	4.03
27 Aloe Circle, Lot 21	\$240,000	10/20/15	2.56
69 Grey Wolf, Lot 582	\$265,000	8/21/15	2.472

*Data compiled from Santa Fe Association of Realtors MLS and represents sales by all Santa Fe area brokerages.

Las Campanas Realty is a full-service brokerage, located near the entrance to Las Campanas. We sell real estate exclusively within Las Campanas – resale homes and homesites, as well as developer-owned property.

We welcome your referrals and are pleased to offer a number of incentives for developer homesite purchases. Contact us today to learn more.

* Las Campanas Realty offers prospective buyers a Discovery Visit to experience the community first hand. Visit lascampanas.com for more information.