

Michael J. Spaeth AICP
Senior Planner
Development and Infrastructure Services
Town of Oro Valley

Subject--Recreation Area in-lieu fee: Desert Sky

With the assistance and guidance of a couple of appraisers and my own 40 plus years of real estate experience, I present the following as an amount that represents the spirit of your code requirement, ie: the "Recreation in-lieu fee".

I have calculated and submit as Exhibits data that was used to arrive at an in-lieu fee of \$ 5754.00.

Exhibit A is a narrative on market conditions in the Northwest area which yields a price per sq. ft. of \$4.92 or \$50,000 per improved lot. Exhibit B (passive) is representative of a quality bench made of recycled plastics. Exhibit C (active) reflects "a horseshoe pit" and an estimate to install of \$125.00.

I trust that this meets with your satisfaction and that you will contact me with any questions you might have.

Respectfully submitted,



Tom Bailey
Desert Sky Subdivision
(520) 909-1495

Exhibit A

The price per sq.-ft. calculations:

The formula explained to me by David Law and one of your planners is:

85 units per acre @ 3 lots, ie :

43560 sf; divided by 85 = 512.5 sf x 3 units= 1537 sf required for 1 acre.

as you know, we have approximately .7 acres in our small (3) lot development, so:

1537 sf x .7 acres = 1076 sf.

With a lot value of \$50,000 each x 3 lots = \$150,000 improved value.

\$150,000 divided .7 acres = \$ 4.92 / sf.

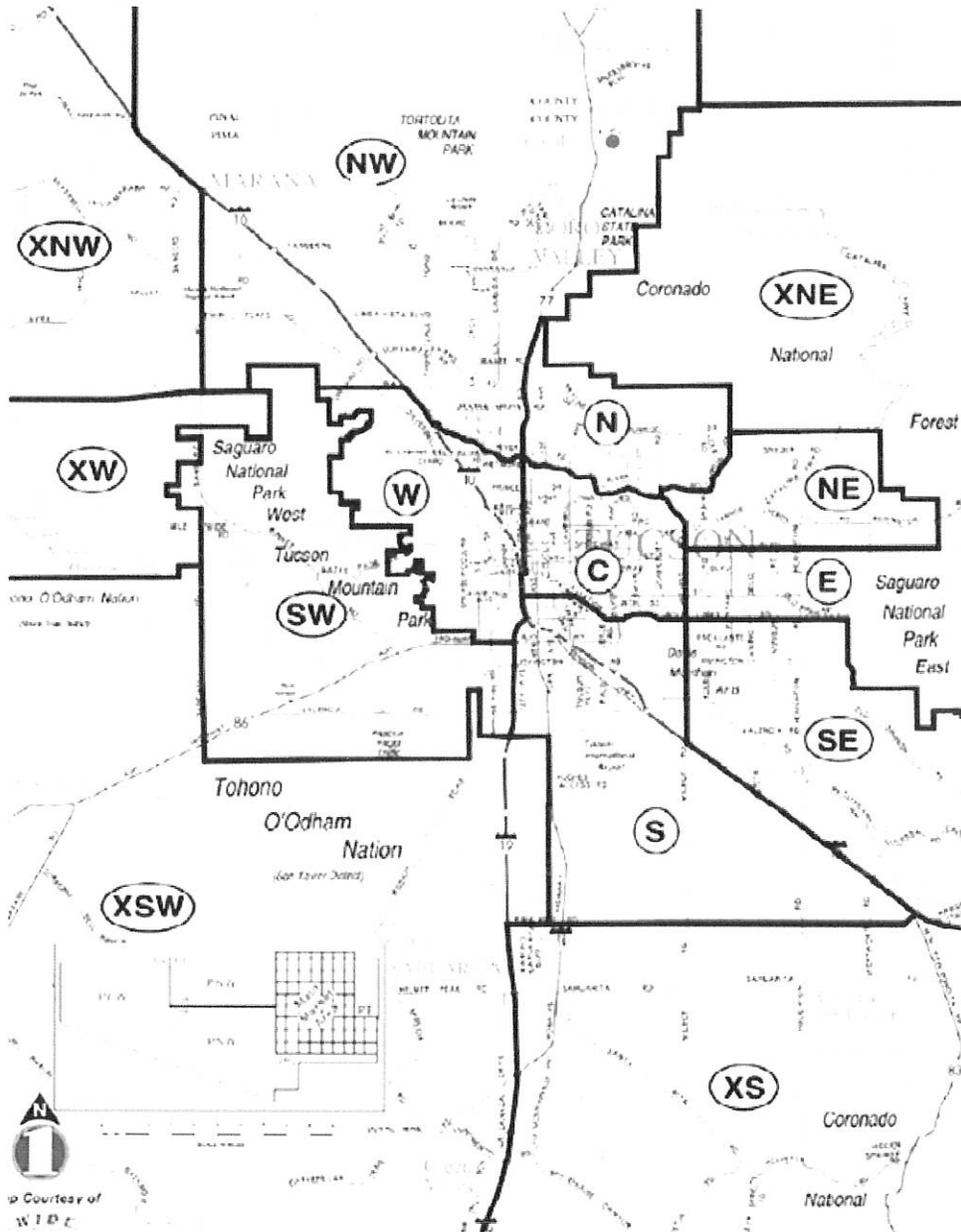
The land area @1076 sf x \$4.92 = \$5294.00 land value

| |
|-------------------------------------|
| \$5294.00 land value |
| 260.00 "passive" bench, Ex B |
| 200.00 "active" horseshoe pit, Ex C |
| ----- |
| \$5754.00 in-lieu fee |

Northwest Submarket

The subject property is located in the northwest area of metropolitan Tucson, within Tucson MLS submarket "Northwest". The following chart summarizes and compares market information for the detached single-family residential sector between the Tucson Metropolitan Area and the subject's submarket.

The Northwest district is very large, and captures about 25% to 30% of market-wide activity. The subject area is weathering price increases very well, as closings are keeping pace with the prior year, with a slight decline in 2014, consistent with the overall market. The Northwest district is geographically very large and includes a diversity of types, including portions of Oro Valley, Marana and unincorporated Pima County. Near the southern end of the district, the supply is older and established. Around the Tortolita Mountains, there is considerable floodplain land that will remain vacant or very low density for the foreseeable future. In the northeast portion are rural Catalina and Saddlebrooke, a retirement community. In the middle of the district are Dove Mountain and Stone Canyon, luxury projects. The average price is \$255,553, up nearly 20% from the 2011 trough. Sales activity is steady and prices are gradually rising. There are currently 1,686 homes listed for sale in the northwest submarket, including 162 new-construction homes. At the sales rate demonstrated over 2014, the current inventory equates to about a 6.4 month supply.



Residential Lot Supply

The single family land market is analyzed as well. 2014 has experienced a decrease in overall residential land transaction activity. However, pricing is rising and despite a 50% reduction in transactions, the overall value of the transactions only decreased by 25%. The market is running low on finished lot inventory and many of the finished lots which remain for sale have some functionality issues. The number of finished lot transactions through the first three quarters of the year have decreased from 15 in 2013 to only 2 in 2014. With a scarce finished lot availability, builders are seeking out raw and platted land. These transactions have increased over 50% from the first three quarters of 2013 vs 2014. Many of these transactions have occurred in the subject's Northwest submarket with 5 in 2013 and an additional 7 in 2014. According to Aaron Mendenhal of Chapman Lindsey, demand is high in the Northwest area for two reasons: First, there had been pent up demand for move-up buyers in this area. Secondly, the higher prices of homes help support lot development costs. Development costs have increased since the downturn of the market and entry level home pricing is insufficient to offset the fairly static lot development costs.

Subject Neighborhood

Supply and demand for the immediate subject neighborhood is analyzed. The subject is located in Oro Valley, which is an affluent area with a large variety of product. Pricing trend are difficult to decipher due to the limited individual lot sales transacted within this neighborhood on an annual basis. Furthermore, many of the sales occurred in existing neighborhoods with above average amenities such as golf courses, gated entrances, and clubhouses. Based on the MLS search, then entire Oro Valley area has generally reported between 0 and 3 lot transactions in 6 of the past 7 years in the size range of 5,000 S.F. to 20,000 S.F. The majority of activity for individual custom lots occurs in the 1+ acre range. Smaller lots are generally purchased in bulk by builders and sold as improved.

An MLS search was also performed for newly constructed single family home sales (built in 2008+) occurring in Oro Valley over 2014 and on lots of 5,000 S.F. to 20,000 S.F. The results indicate a price range from \$231,000 to \$675,000 with a median price of \$303,362. Active brokers and developers indicate a sale price to finished lot ratio of 18% to 20% is required for feasibility. Based on improved sales in the area, finished lot pricing should range in the \$45,000 to \$135,000 range with a median of \$60,000.

flexmls Web - Internet Explorer
 http://tar.flexmls.com/cgi-bin/mainmenu.cgi

Price Analysis

Summary of Closed Listings

| MLS # | Address | List Price | DOM | CDOM | Sold Date | Sold Price | Total Adjustments | Adjusted Price |
|----------|---|------------|-----|------|------------|------------|-------------------|----------------|
| 21424121 | 12820 N Westminster Drive, Oro Valley AZ | \$238,344 | 96 | 96 | 12/10/2014 | \$231,344 | - | \$231,344 |
| 21323124 | 13289 N Barlassina Drive, Oro Valley AZ | \$246,561 | 153 | 252 | 02/27/2014 | \$232,000 | - | \$232,000 |
| 21323123 | 13335 N Barlassina Drive, Oro Valley AZ | \$245,744 | 145 | 253 | 01/29/2014 | \$234,000 | - | \$234,000 |
| 21408004 | 1078 W Redlands Drive, Oro Valley AZ | \$236,174 | 120 | 120 | 07/29/2014 | \$234,157 | - | \$234,157 |
| 21422693 | 12901 N Indian Palms Drive, Oro Valley AZ | \$255,255 | 12 | 12 | 09/30/2014 | \$246,616 | - | \$246,616 |
| 21401040 | 12860 N Camino Vieja Rancheria, Oro Valley AZ | \$254,990 | 45 | 45 | 02/26/2014 | \$249,000 | - | \$249,000 |
| 21401044 | 12939 N Camino Vieja Rancheria, Oro Valley AZ | \$259,990 | 89 | 89 | 03/28/2014 | \$251,390 | - | \$251,390 |
| 21422689 | 12889 N Indian Palms Drive, Oro Valley AZ | \$272,489 | 128 | 128 | 12/23/2014 | \$267,013 | - | \$267,013 |
| 21414980 | 1086 W Garden Grove Drive, Oro Valley AZ | \$323,045 | 123 | 123 | 10/23/2014 | \$281,879 | - | \$281,879 |
| 21301995 | 12979 E Camino Vieja Rancheria Drive N, Oro Valley AZ | \$297,990 | 284 | 284 | 02/27/2014 | \$282,990 | - | \$282,990 |
| 21400371 | 12897 N Indian Palms Drive, Oro Valley AZ | \$306,938 | 133 | 133 | 06/20/2014 | \$290,397 | - | \$290,397 |
| 21401175 | 12947 N Camino Vieja Rancheria, Oro Valley AZ | \$320,690 | 44 | 44 | 02/26/2014 | \$294,000 | - | \$294,000 |
| 21424404 | 12907 N Indian Palms Drive, Oro Valley AZ | \$303,698 | 58 | 58 | 12/09/2014 | \$294,698 | - | \$294,698 |
| 21416456 | 2239 W Tangor Place, Oro Valley AZ | \$338,189 | 64 | 64 | 11/04/2014 | \$302,724 | - | \$302,724 |
| 21328449 | 13441 N Barlassina Drive, Oro Valley AZ | \$324,900 | 124 | 124 | 03/27/2014 | \$304,000 | - | \$304,000 |
| 21401172 | 12968 N Shell Traders Court, Oro Valley AZ | \$299,990 | 44 | 44 | 04/25/2014 | \$305,000 | - | \$305,000 |
| 21411559 | 566 E Channel View Place, Oro Valley AZ | \$324,900 | 16 | 16 | 06/18/2014 | \$315,000 | - | \$315,000 |
| 21424135 | 12919 N Indian Palms Drive, Oro Valley AZ | \$325,475 | 55 | 55 | 11/26/2014 | \$319,497 | - | \$319,497 |
| 21415455 | 12980 N Camino Vieja Rancheria, Oro Valley AZ | \$389,900 | 14 | 14 | 08/05/2014 | \$385,000 | - | \$385,000 |
| 21425739 | 12884 N Camino Vieja Rancheria, Oro Valley AZ | \$436,000 | 87 | 87 | 12/30/2014 | \$417,500 | - | \$417,500 |
| 21425823 | 12925 N Via Vista Del Pasado, Oro Valley AZ | \$429,000 | 36 | 36 | 11/25/2014 | \$420,000 | - | \$420,000 |
| 21422202 | 12949 N Via Vista Del Pasado, Oro Valley AZ | \$449,900 | 80 | 80 | 12/03/2014 | \$436,500 | - | \$436,500 |
| 21412318 | 10479 N Elizabeth Morning Place N, Oro Valley AZ | \$415,430 | 7 | 7 | 09/03/2014 | \$448,814 | - | \$448,814 |
| 21407607 | 460 E Basket Carrier Way, Oro Valley AZ | \$469,000 | 19 | 19 | 05/01/2014 | \$450,000 | - | \$450,000 |
| 21417629 | 13100 N Artifact Canyon Lane, Oro Valley AZ | \$479,900 | 22 | 22 | 08/26/2014 | \$465,000 | - | \$465,000 |
| 21424787 | 10789 N Della Vita Place, Oro Valley AZ | \$634,424 | 86 | 86 | 01/28/2015 | \$622,000 | - | \$622,000 |
| 21400344 | 11088 N Joy Faith Drive, Oro Valley AZ | \$565,000 | 31 | 31 | 07/25/2014 | \$645,400 | - | \$645,400 |
| 21332044 | 11148 N Joy Faith Drive, Oro Valley AZ | \$698,000 | 74 | 74 | 02/27/2014 | \$675,000 | - | \$675,000 |

Low, Average, Median, and High Comparisons

| | Closed | Overall |
|---------|-----------|-----------|
| Low | \$231,344 | \$231,344 |
| Average | \$353,604 | \$353,604 |
| Median | \$303,362 | \$303,362 |
| High | \$675,000 | \$675,000 |

Overall Market Analysis (Unadjusted)

| Status | # | List Vol. | Avg. List Price | Sold Vol. | Avg. Sold Price | Avg. Sale/List Price | Avg. Combined SqFt | Avg. List \$/Combined SqFt | Avg. Sold \$/Combined SqFt | Avg. Dom | Avg. CDOM |
|----------------|-----------|-------------------|-----------------|------------------|-----------------|----------------------|--------------------|----------------------------|----------------------------|-----------|-----------|
| Closed | 28 | 10,143,916 | 362,283 | 9,900,919 | 353,604 | 0.97 | 2,582 | 139.83 | 136.46 | 78 | 86 |
| Overall | 28 | 10,143,916 | 362,283 | 9,900,919 | 353,604 | 0.97 | 2,582 | 139.83 | 136.46 | 78 | 86 |

* 90%

CLIENT DETAIL REPORT

| | | | | |
|--|--|--|--|------------------------------|
| MLS#: 21308899 | Land-Lot / Residential | Status: Closed | Sold Price: 64,500 | List Price: 64,500 |
|  | Area: Northwest | | TRS: 12 / 13 / 10 | |
| | Municipality/Zoning: Oro Valley - PAD | | Lot Acres: 0.17 | |
| | County: Pima | | Lot Dimensions: 75x99x71x100 | |
| | Year/Taxes: 2012 / 1,116 | | Lot SF/Source: 7,405 / Assessor | |
| HOA Fee Amt P/Month: 35 | | Tax Code: 224-24-0500 | | |
| HOA Frequency: Quarterly | | Assessments: 0.00 | | |
| School District: Amphitheater | | Fire Prot Incl Taxes: Yes | | |
| Elementary School: Wilson K-8 | | Master Plan Name: unknown | | |
| Middle School: Wilson K-8 | | Pima County GIS Pima County Assessor | | |
| High School: Ironwood Ridge | | | | |
| Terms: Cash; Conventional | | | | |
| Subdivision: Fairway Village (1-64) | | | | |
| Community: Canada Hills | | | | Cross Block: 1700 - W |

Address: 11005 N Broadstone Drive Tucson, AZ 85737
Directions: La Canada/Lambert, N on La Canada to Canada Hills Drive, West to Broadstone, North to address.
Legal Description: Fairway Village Lot 13

| | | | |
|---------------------------------------|----------------------------------|-------------------------------|-------------------------------------|
| Distance to Phone: lot line | Electric: Tucson Electric | Well: None | Loan Information: |
| Distance to Sewer: lot line | Fence: Masonry Stucco | Water: Oro Valley | Documents: |
| Distance to Water: lot line | Gas: SWG | Sewer: Sewer Available | Environmental Discl: Unknown |
| Distance to Electric: lot line | | Topography: Flat | |
| Distance to Gas: none | | | |

Utilities Lot Line: Electric; Sewer; Telephone; Water; Other
Miscellaneous:
 Cable Available: Yes **Deed Restrictions:** Yes **Dividable Lot:** No **Gated Community:** No **Hillside Dev Zone:** No
Horse Facilities: No **Horses Allowed:** No **Legal Access:** Yes **Lgl/Phys Access Same:** Yes **Mobile Home Allowed:** No
On Golf Course: Yes **Package Available:** No **Paved Street:** Yes **Physical Access:** Yes **Release Available:** No
Road Maintenance: Other **Scenic Rte/Gateway:** No **Sewer Capacity Avlbl:** Yes **Staked/Flagged:** No **Subdivided Lots:** Yes
Subordination Consid: No **Survey Available:** No **Water Available:** Yes

| | |
|----------------------------------|--------------------------|
| Terms: Cash; Conventional | Loan Information: |
| Sold Info: | Financial Status: |

Remarks: Wonderful location to build your new home! Backs up to El Conquistador Golf Course for amazing views! A golfer's delight!

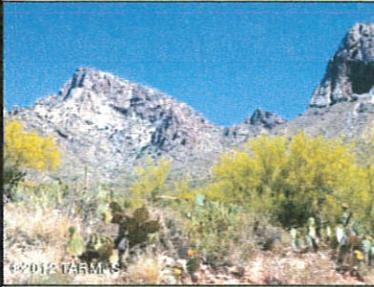
| | | | |
|---|---------------------------|------------------------------|--------------------------------------|
| Down Payment: | Financing: Cash | Sold Price Sqft: | Sold Price: 64,500 |
| Seller Pd Fin Costs: | Seller Pd Repairs: | Sold Date: 04/25/2013 | Selling Comments: |
| Lot Sz Sold Prc/Acre: 379,411.76 | | List Price Sqft: | Lot Sz Price/Acre: 379,411.76 |

Listing Provided Courtesy Of: Long Realty Company

Valbridge Property Advisors
 Michael J. Naifeh
 6061 E Grant Rd, Ste 121
 Tucson, AZ 85712

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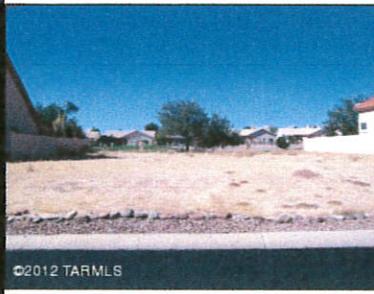
CLIENT DETAIL REPORT

| | | | | |
|---|--|---|---|---------------------------|
| MLS#: 21300077 | Land-Lot / Residential | Status: Closed | Sold Price: 63,000 | List Price: 75,000 |
|  | Area: Northwest Municipality/Zoning: Oro Valley - PAD County: Pima Year/Taxes: 2013 / 1,922 HOA Fee Amt P/Month: 98 HOA Frequency: Quarterly School District: Amphitheater Elementary School: Copper Creek Middle School: Cross High School: Canyon Del Oro | | TRS: 12 / 14 / 18 Lot Acres: 0.18 Lot Dimensions: 20 x 195 x 42 x 160 x 59 Lot SF/Source: 7,841 / Surveyor Tax Code: 220-13-0710 Assessments: 0.00 Fire Prot Incl Taxes: No Master Plan Name: None Pima County GIS Pima County Assessor | |
| | Terms: Cash; Conventional Subdivision: Shadows Of The Ridge (1-15) Community: None | | Cross Block: 1200 - E | |
| Address: 9811 N Ridge Shadow Place 18 Tucson, AZ 85704 Directions: N on Oracle, E on El Conquistador Way, follow through golf course to Ridge Shadows Dr, continue to lot between homes at 9809 and 9813. Legal Description: Shadows of the Ridge Resub Lot 18. | | | | |
| Distance to Phone: Avail Distance to Sewer: Avail Distance to Water: Avail Distance to Electric: Avail Distance to Gas: NA Utilities Lot Line: Other Miscellaneous: Cable Available: Yes Horse Facilities: No On Golf Course: No Road Maintenance: Agreement Subordination Consid: No | Electric: Tucson Electric Fence: None Gas: None View: City; Sunset | Well: None Water: Oro Valley Sewer: Sewer Available Topography: Flat | Loan Information: Documents: Environmental Discl: Unknown | |
| Deed Restrictions: Yes Dividable Lot: No Gated Community: No Hillside Dev Zone: No Horses Allowed: No Legal Access: Yes Lgl/Phys Access Same: Yes Mobile Home Allowed: No Package Available: Yes Paved Street: Yes Physical Access: Yes Release Available: No Scenic Rte/Gateway: No Sewer Capacity Avlbl: Yes Staked/Flagged: No Subdivided Lots: Yes Survey Available: No Water Available: Yes | | | | |
| Terms: Cash; Conventional Sold Info: | | Loan Information: Financial Status: | | |
| Remarks: Magnificent view lot sitting high above the fabulous Hilton El Conquistador Resort! Last lot available with privileges to join the Hilton Resort private club. Those amenities extend to renters also! Backyard privacy with beautiful Catalina Mountain Views, and front views all the way to Sombrero Peak and The Tucson Mountains. The Oro Valley lights will sparkle at night! See dramatic sunsets from your home. Walk to Coronado National Forest and great hiking. Graded lot ready for your new home. A must see!!! | | | | |
| Down Payment: Seller Pd Fin Costs: Lot Sz Sold Prc/Acre: 350,000 | Financing: Cash Seller Pd Repairs: | Sold Price Sqft: Sold Date: 04/25/2014 List Price Sqft: | Sold Price: 63,000 Selling Comments: Lot Sz Price/Acre: 416,666.67 | |
| Listing Provided Courtesy Of: Long Realty Company Valbridge Property Advisors Michael J. Naifeh 6061 E Grant Rd, Ste 121 Tucson, AZ 85712 | | | | |

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CLIENT DETAIL REPORT

MLS#: 21226245 **Land-Lot / Residential** **Status:** Closed **Sold Price:** 62,000 **List Price:** 64,500



Area: Northwest
Municipality/Zoning: Oro Valley - PAD
County: Pima
Year/Taxes: 2012 / 1,563
HOA Fee Amt P/Month: 30
HOA Frequency: Monthly
School District: Amphitheater
Elementary School: Wilson K-8
Middle School: Wilson K-8
High School: Ironwood Ridge
Terms: Cash; Conventional
Subdivision: Fairway Village (1-64)
Community: Canada Hills **Cross Block:** 1700 - W

TRS: 12 / 13 / 10
Lot Acres: 0.16
Lot Dimensions: 71 x 100 x 71 x 98
Lot SF/Source: 7,077 / Assessor
Tax Code: 224-24-0470
Assessments: 0.00
Fire Prot Incl Taxes: Yes
Master Plan Name: PAD
[Pima County GIS](#) | [Pima County Assessor](#)

Address: 10975 N Broadstone Drive 10 Tucson, AZ 85737
Directions: La Canada/Lambert: N on La Canada; W on La Canada Hill Dr; N on Btoadstone to lot between homes at 10965 and 10985.
Legal Description: Fairway Village Lot 10

| | | | |
|---|-------------------------------------|-------------------------------|-----------------------------------|
| Distance to Phone: Avail | Electric: Tucson Electric | Well: None | Loan Information: |
| Distance to Sewer: Avail | Fence: Wrought Iron | Water: Oro Valley | Documents: |
| Distance to Water: Avail | Gas: SWG | Sewer: Sewer Available | Environmental Discl: Other |
| Distance to Electric: Avail | View: City; Mountain; Sunset | Topography: Flat | |
| Distance to Gas: Avail | | | |
| Utilities Lot Line: Other | | | |
| Miscellaneous: | | | |
| Cable Available: Yes Deed Restrictions: Yes Dividable Lot: No Gated Community: No Hillside Dev Zone: No | | | |
| Horse Facilities: No Horses Allowed: No Legal Access: Yes Lgl/Phys Access Same: Yes Mobile Home Allowed: No | | | |
| On Golf Course: Yes Package Available: Yes Paved Street: Yes Physical Access: Yes Release Available: No | | | |
| Road Maintenance: Other Scenic Rte/Gateway: No Sewer Capacity Avlbl: Yes Staked/Flagged: No Subdivided Lots: Yes | | | |
| Subordination Consid: No Survey Available: No Water Available: Yes | | | |

Terms: Cash; Conventional **Loan Information:**
Sold Info: **Financial Status:**

Remarks: FLAT, FULLY GRADED and backs up to EL CONQUISTADORE GOLF COURSE for sprawling, open view corridors! Seen a semi-custom home you like in a development? Ask the builder if they can build it here....it's perfect for their homes, plus save on architectural fees and know NOW how much your finished home will cost. Need builder suggestions? Call me. Located in hub of Oro Valley, in top-quality subdivision, near ALL amenities of shopping, hospitals, restaurants. Click Documents link for home plotted on lot.

| | | | |
|--------------------------------------|---------------------------|------------------------------|-----------------------------------|
| Down Payment: | Financing: Cash | Sold Price Sqft: | Sold Price: 62,000 |
| Seller Pd Fin Costs: | Seller Pd Repairs: | Sold Date: 04/11/2013 | Selling Comments: |
| Lot Sz Sold Prc/Acre: 387,500 | | List Price Sqft: | Lot Sz Price/Acre: 403,125 |

Listing Provided Courtesy Of: Long Realty Company
 Valbridge Property Advisors
 Michael J. Naifeh
 6061 E Grant Rd, Ste 121
 Tucson, AZ 85712

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CLIENT DETAIL REPORT

| | | | | |
|---|--|--|--|--------------------------------------|
| MLS#: 21121044 | Land-Lot / Residential | Status: Closed | Sold Price: 58,500 | List Price: 68,500 |
|  | Area: Northwest | | TRS: 12 / 14 / 6 | |
| | Municipality/Zoning: Oro Valley - PAD | | Lot Acres: 0.17 | |
| | County: Pima | | Lot Dimensions: Irregular | |
| | Year/Taxes: 2012 / 1,797.76 | | Lot SF/Source: 7,405 / Assessor | |
| HOA Fee Amt P/Month: 26 | | Tax Code: 220-05-7920 | | |
| HOA Frequency: Quarterly | | Assessments: 0.00 | | |
| School District: Amphitheater | | Fire Prot Incl Taxes: Yes | | |
| Elementary School: Painted Sky | | Master Plan Name: None | | |
| Middle School: Coronado K-8 | | Pima County GIS Pima County Assessor | | |
| High School: Ironwood Ridge | | | | |
| Terms: Cash; Conventional; Owner Carry Back; Submit | | | | |
| Subdivision: Catalina Shadows Estates Phase 4(302-390) | | | | |
| Community: None | | | Cross Block: 11825 - N | |
| Address: 1694 E Moonshroud Drive Oro Valley, AZ 85737 | | | | |
| Directions: 1st Ave/Palisades Rd - E, Cassiopeia Dr - N, Moonshroud Dr - E to property. | | | | |
| Legal Description: Catalina Shadows Estates 04 | | | | |
| Distance to Phone: Lot Line | | Electric: Tucson Electric | Well: None | Loan Information: |
| Distance to Sewer: Lot Line | | Fence: None | Water: Oro Valley | Documents: |
| Distance to Water: Lot Line | | Gas: SWG | Sewer: Sewer Available | Environmental Discl: Unknown |
| Distance to Electric: Lot Line | | Topography: Flat | | |
| Distance to Gas: Lot Line | | | | |
| Utilities Lot Line: Electric; Gas; Sewer; Telephone; Water | | | | |
| Miscellaneous: | | | | |
| Cable Available: Yes Deed Restrictions: Yes Dividable Lot: No Gated Community: No Hillside Dev Zone: No | | | | |
| Horse Facilities: No Horses Allowed: No Legal Access: Yes Lgl/Phys Access Same: Yes Mobile Home Allowed: No | | | | |
| On Golf Course: No Package Available: No Paved Street: Yes Physical Access: Yes Release Available: No | | | | |
| Road Maintenance: Other Scenic Rte/Gateway: No Sewer Capacity Avlbl: Yes Staked/Flagged: No Subdivided Lots: Yes | | | | |
| Subordination Consid: No Survey Available: No Water Available: Yes | | | | |
| Terms: Cash; Conventional; Owner Carry Back; Submit | | | | Loan Information: |
| Sold Info: | | | | Financial Status: |
| Remarks: Build Your Dream Home!! Prime homesite ready for you to build whatever your heart desires! This easy, flat, build site connects to beautiful, lush, natural desert behind with spectacular Catalina Mountain and Pusch Ridge views! A perfect setting for a backyard paradise! Conveniently located in a secluded and private part of Catalina Shadows Estates, yet this neighborhood has easy access to shopping, restaurants, parks, and schools! Seller Financing Available. | | | | |
| Down Payment: | | Financing: Cash | Sold Price Sqft: | Sold Price: 58,500 |
| Seller Pd Fin Costs: | | Seller Pd Repairs: | Sold Date: 03/29/2013 | Selling Comments: |
| Lot Sz Sold Prc/Acre: 344,117.65 | | | List Price Sqft: | Lot Sz Price/Acre: 402,941.18 |
| Listing Provided Courtesy Of: Long Realty Company | | | | |
| Valbridge Property Advisors Michael J. Naifeh 6061 E Grant Rd, Ste 121 Tucson, AZ 85712 | | | | |

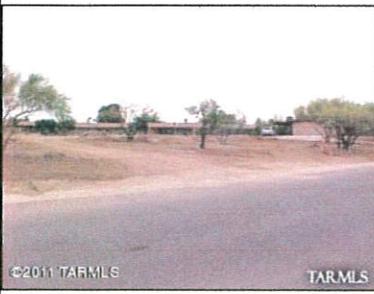
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CLIENT DETAIL REPORT

| | | | | |
|---|--|--|--|--------------------------------------|
| MLS#: 21121683 | Land-Lot / Residential | Status: Closed | Sold Price: 54,250 | List Price: 65,000 |
|  | Area: Northwest | | TRS: 12 / 13 / 10 | |
| | Municipality/Zoning: Oro Valley - PAD | | Lot Acres: 0.19 | |
| | County: Pima | | Lot Dimensions: 71 x 116 | |
| | Year/Taxes: 2010 / 1,375 | | Lot SF/Source: 8,320 / Assessor | |
| HOA Fee Amt P/Month: 30 | | Tax Code: 224-24-0590 | | |
| HOA Frequency: Monthly | | Assessments: 0.00 | | |
| School District: Amphitheater | | Fire Prot Incl Taxes: Yes | | |
| Elementary School: Wilson K-8 | | Master Plan Name: Other | | |
| Middle School: Wilson K-8 | | Pima County GIS Pima County Assessor | | |
| High School: Ironwood Ridge | | | | |
| Terms: Cash; Conventional; Owner Carry Back | | | | |
| Subdivision: Fairway Village (1-64) | | | | |
| Community: Canada Hills | | | Cross Block: 1700 - W | |
| Address: 11161 N Broadstone Drive Oro Valley, AZ 85737 | | | | |
| Directions: LA CANADA/ LAMBERT N. TO CANADA HILLS, W. TO BROADSTONE, N. TO ADDRESS/LOT ON LEFT. | | | | |
| Legal Description: FAIRWAY VILLAGE LOT 22 | | | | |
| Distance to Phone: AVAIL | | Electric: Tucson Electric | Well: None | Loan Information: |
| Distance to Sewer: AVAIL | | Fence: None | Water: Oro Valley | Documents: |
| Distance to Water: AVAIL | | Gas: SWG | Sewer: Sewer Available | Environmental Discl: Unknown |
| Distance to Electric: AVAIL | | Topography: Flat | | |
| Distance to Gas: AVAIL | | | | |
| Utilities Lot Line: Electric; Gas; Sewer; Telephone; Water | | | | |
| Miscellaneous: | | | | |
| Cable Available: Yes Deed Restrictions: Yes Dividable Lot: No Gated Community: No Hillside Dev Zone: No | | | | |
| Horse Facilities: No Horses Allowed: No Legal Access: Yes Lgl/Phys Access Same: Yes Mobile Home Allowed: No | | | | |
| On Golf Course: No Package Available: Yes Paved Street: Yes Physical Access: Yes Release Available: No | | | | |
| Road Maintenance: Other Scenic Rte/Gateway: No Sewer Capacity Avlbl: Yes Staked/Flagged: No Subdivided Lots: Yes | | | | |
| Subordination Consid: No Survey Available: No Water Available: Yes | | | | |
| Terms: Cash; Conventional; Owner Carry Back | | | | Loan Information: |
| Sold Info: | | | | Financial Status: |
| Remarks: Very affordable and buildable lot in highly sought after Canada Hills area of Oro Valley. Build and live close to all of O.V.'s parks, golf courses, shopping and restaurants. Prelim plans for 2800 sq.ft., 4BR, 4BA, SFR. Seller will consider carryback financing. Lot backs to common area and will provide backyard, Tortolita mtn views. Do your clients want to build a custom home in the \$300's? Best Oro Valley lot to do it on! | | | | |
| Down Payment: | | Financing: Cash | Sold Price Sqft: | Sold Price: 54,250 |
| Seller Pd Fin Costs: | | Seller Pd Repairs: | Sold Date: 09/15/2011 | Selling Comments: |
| Lot Sz Sold Prc/Acre: 285,526.32 | | | List Price Sqft: | Lot Sz Price/Acre: 342,105.26 |
| Listing Provided Courtesy Of: Long Realty Company | | | | |
| Valbridge Property Advisors Michael J. Naifeh 6061 E Grant Rd, Ste 121 Tucson, AZ 85712 | | | | |

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CLIENT DETAIL REPORT

| | | | | |
|--|---|------------------------------|--|---------------------------|
| MLS#: 21105708 | Land-Lot / Residential | Status: Closed | Sold Price: 15,000 | List Price: 17,995 |
|  | Area: Northwest | | TRS: 11 / 14 / 9 | |
| | Municipality/Zoning: Pima County - CR3 | | Lot Acres: 0.24 | |
| | County: Pima | | Lot Dimensions: 15x74x139x117x93 | |
| | Year/Taxes: 2010 / 806.55 | | Lot SF/Source: 10,360 / Assessor | |
| | HOA Fee Amt P/Month: 0 | | Tax Code: 222-23-151F | |
| | HOA Frequency: | | Assessments: 0.00 | |
| | School District: Amphitheater | | Fire Prot Incl Taxes: Yes | |
| | Elementary School: Coronado K-8 | | Master Plan Name: NA | |
| | Middle School: Coronado K-8 | | Pima County GIS Pima County Assessor | |
| | High School: Ironwood Ridge | | | |
| Terms: Cash; Conventional | | | | |
| Subdivision: Twin Lakes (1-148) | | | | |
| Community: None | | Cross Block: 3800 - E | | |

Address: 15715 N Starboard Drive Tucson, AZ 85739
Directions: Tangerine/Oracle, North to Hawser, East to Twin Lakes, North to Starboard Dr, East on Starboard Dr to property on north side of street.

Legal Description: Twin Lakes Lot 146 Plat 17 Page 70

| | | | |
|--|----------------------------------|-------------------------------|-------------------------------------|
| Distance to Phone: Lot Line | Electric: Tucson Electric | Well: None | Loan Information: |
| Distance to Sewer: Street | Fence: None | Water: Lago Del Oro | Documents: |
| Distance to Water: Lot Line | Gas: SWG | Sewer: Sewer Available | Environmental Discl: Unknown |
| Distance to Electric: Lot Line | | Topography: Flat | |
| Distance to Gas: Street | | | |
| Utilities Lot Line: Electric; Telephone; Water; Other | | | |
| Miscellaneous: | | | |
| Cable Available: Yes | | Deed Restrictions: Yes | |
| Legal Access: Yes | | Lgl/Phys Access Same: Yes | |
| Paved Street: Yes | | Physical Access: Yes | |
| Road Maintenance: Agreement | Sewer Capacity Avlbl: Yes | Staked/Flagged: Yes | Subdivided Lots: Yes |
| Survey Available: Yes | Water Available: Yes | | |

| | |
|----------------------------------|--------------------------|
| Terms: Cash; Conventional | Loan Information: |
| Sold Info: | Financial Status: |

Remarks: Ready to build on with all utilities at lot line or street. Great pricing on build lot in Catalina perfect for custom home or for owner to hold onto, close to shopping, ideal location in a growing part of Tucson.

| | | | |
|-------------------------------------|---------------------------|------------------------------|-------------------------------------|
| Down Payment: | Financing: Cash | Sold Price Sqft: | Sold Price: 15,000 |
| Seller Pd Fin Costs: | Seller Pd Repairs: | Sold Date: 06/13/2011 | Selling Comments: |
| Lot Sz Sold Prc/Acre: 62,500 | | List Price Sqft: | Lot Sz Price/Acre: 74,979.17 |

Listing Provided Courtesy Of: Tierra Antigua Realty, LLC
 Valbridge Property Advisors
 Michael J. Naifeh
 6061 E Grant Rd, Ste 121
 Tucson, AZ 85712

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RECYCLED PLASTIC BENCHES

Virtually maintenance free! Recommended for warehouse patios, campgrounds, schools and parks.

- 100% recycled UV protected plastic won't rot, splinter or crack. Withstands harsh weather.
- Natural-looking wood material never needs sanding, sealing, painting or staining.
- Durable 2" thick planks predrilled for easy assembly.
- Comfortable and durable.
- [H-2565 Mounting Hardware](#) available.

| MODEL NO. | DESCRIPTION | SIZE L x W x H | WT. (LBS.) | PRICE EACH | | ADD TO CART |
|------------------------|-----------------|----------------|------------|------------|-------|-------------------------------|
| | | | | 1 | 3+ | |
| H-2888 | 6' With Back | 72 x 25 x 34" | 160 | \$499 | \$459 | Specify Color |
| H-2887 | 6' Without Back | 72 x 23 x 18" | 115 | 259 | 239 | Specify Color |

Cedar Green Grey

DROP SHIPS IN 1 DAY FROM KS UNASSEMBLED VIA MOTOR FREIGHT

Exhibit B

Exhibit 'C'

Try Prime Your Amazon.com Today's Deals Gift Cards Sell Help

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St Pierre Sports

St Pierre Sports Eagle Tournament Horseshoe Set, Blue

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Qty: 1

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FREE Shipping. Details

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Save money (more on the way). Buy on Amazon.com.

Turn on 1-Click ordering

Order within 22 hrs 8 mins and shipping at checkout. Details

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Made in the USA
Larger 1" round hooks are designed to stake and stay on
More weight in the tips for greater balance and accuracy; More weight means more ringers
Great for Tournament play
Great for clubs and serious players

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SHOE SET
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LABOR

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75⁰⁰ est.
50

TOTAL ACTIVE \$200