

Desert Oasis

MASTER PLAN: DESERT OASIS



Built by Richmond American Homes

Project Overview

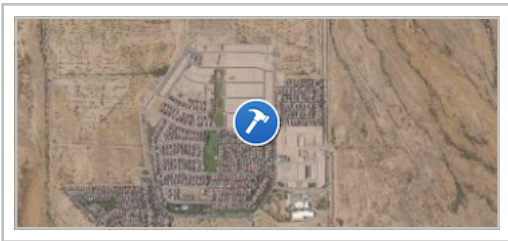
ACTIVE PROJECT

Surprise, AZ 85387

33.732506 N -112.4341 W

Website: <https://goo.gl/Qycecp>

Phone: (623) 215-6770



Project Type: Detached

Typical Lot Size: 8,000 sq ft (80'x100')

Open Date: Nov. 25, 2017

PLAN LIST

Nov. 28, 2018

NO.	BED/ BATH	FLOORS/ GARAGE	SQ FT	PRICE	PRICE SQ FT
1	4/2	1/3	2,090	\$264,990	\$126
2	4/2	1/3	2,220	\$276,990	\$124
3	3/2.5	1/3	2,390	\$312,990	\$130
4	3/2.5	1/3	2,580	\$326,990	\$126
5	3/2.5	2/3	2,650	\$321,990	\$121
6	3/2.5	1/3	2,740	\$334,990	\$122
7	3/2.5	2/3	2,980	\$333,990	\$112
Average:			2,521	\$310,418	\$123

UNITS & AVG. SALES Nov. 28, 2018

Planned	Sold
110	47
Remaining	Overall
63	3.84

HOME BUYER PROFILE & FEES

<i>Affordability</i>	<i>Qualifying Income</i>	<i>Monthly Payment</i>
38.38 %	\$65,959	\$1,175
<i>HOA</i>	<i>Assessments</i>	
\$78	0.81%	

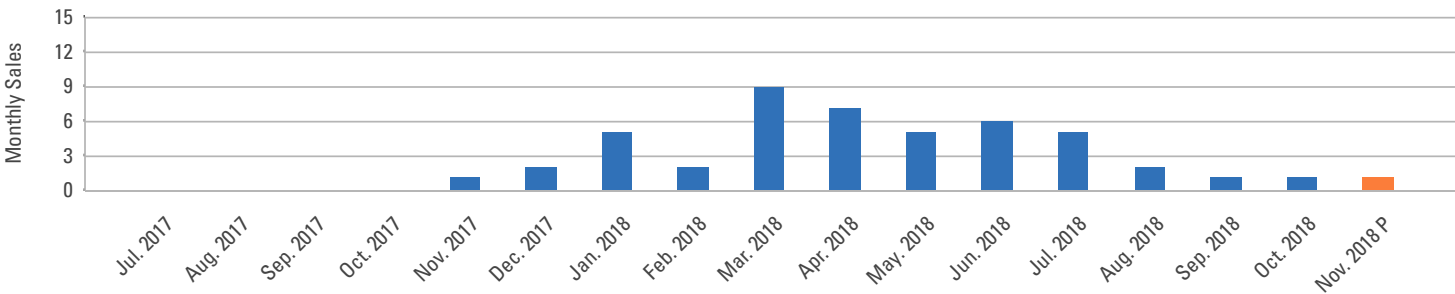
INCENTIVES

Nov. 28, 2018

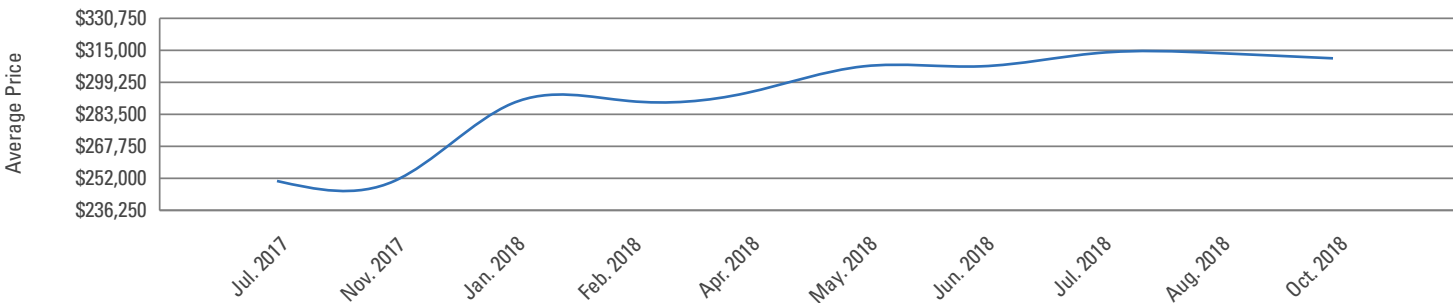
Quick Move-In 3% of base towards closing with preferred lender	To Be Built 3% of base towards closing with preferred lender	Broker Co-Op 3%
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SALES HISTORY

<i>Last 3 Months</i>	<i>Last 6 Months</i>	<i>Last 12 Months</i>
3.0 per month	4.5 per month	3.8 per month



PRICE HISTORY



QUICK MOVE-IN

NO.	SITE ADDRESS	BED/BATH	FLOORS/ GARAGE	SQ FT	PRICE	PRICE SQ FT
1	17308 W Blue Sky Drive	3/2.5	2/3	2,650	\$344,995	130
2	17342 W Oberlin Way	4/3.5	2/3	2,650	\$364,995	138
Average:				2,650	\$354,995	\$134

SCHOOL SCORES

Tested in 2016

DESERT OASIS ELEMENTARY SCHOOL

Nadaburg Unified School District

17161 W. Bajada Road, Surprise, AZ 85387

Great School Rating

4/10

Community Rating: 4 stars

Principal: Angie Mason

Type: Public

Phone: (623) 556-5880

GRADE	ENGLISH	MATH	SCIENCE
3	-	55	-
4	-	21	53
5	-	12	-
6	-	28	-
7	-	15	-
8	-	11	41

PLAN 1 - AUGUSTA

Bed 4 - Bath 2 - Floors 1 - Garage 3 - Sq Ft 2,090

ELEVATION



PLAN 2 - RALEIGH

Bed 4 - Bath 2 - Floors 1 - Garage 3 - Sq Ft 2,220

ELEVATION



PLAN 3 - DEACON

Bed 3 - Bath 2.5 - Floors 1 - Garage 3 - Sq Ft 2,390

ELEVATION



PLAN 4 - HANSON

Bed 3 - Bath 2.5 - Floors 1 - Garage 3 - Sq Ft 2,580

ELEVATION



PLAN 5 - PAULSON

Bed 3 - Bath 2.5 - Floors 2 - Garage 3 - Sq Ft 2,650

ELEVATION



PLAN 6 - HARLEY

Bed 3 - Bath 2.5 - Floors 1 - Garage 3 - Sq Ft 2,740

ELEVATION



PLAN 7 - PEARCE

Bed 3 - Bath 2.5 - Floors 2 - Garage 3 - Sq Ft 2,980

ELEVATION



DEFINITIONS AND METHODOLOGY

All information presented involved the assembly of data sources that we consider to be reliable, including including Nielsen Claritas, Great Schools, U.S. Bureau of the Census, Meyers Research and Zonda. We do not guarantee any data accuracy as all information is subject to human errors, omissions, and/or changes.

Abbreviations

AVG - Average	F - Forecast
C - Current	L3M - Last 3 Months
CBSA - Core Based Statistical Area	LTM - Last 12 Months
CHG - Change	P - Partial
CM - Current Month	YTD - Year To Date
E - Estimated	YOY - Year Over Year

3 Month Sales Rate represents a calculated average monthly sales rate for the last three completed months. Sales from the most recently surveyed month represent a partial count and are excluded from this calculation.

Affordability & Qualifying Income - Both indicators are based on an estimated monthly payment that assumes the current average price of the project, 20% down payment, and current 30-year fixed mortgage. To estimate the qualifying income, Meyers Research assumes 30% of the buyer's household income is used toward housing. The affordability ratio represents the percentage of households in the geographic area that earns at or above the qualifying income.

Estimated Sold Out Date is estimated based on the number of units remaining and calculates the absorption of units based on the overall average sales rate.

New Home Price Prices are based on a survey of a project's current lowest available list for price for each floorplan. Floorplan price updates are updated through multiple channels including updates through a collaboration with BDX, monthly telephone surveys, or a review of MLS listings or builder websites.

Overall Sales Rate indicates the calculated average monthly sales rate when comparing total sales from its open date to the last survey date (or the last sold out date, if the project is sold out).

School Scores represent standardized test scores from each state's Department of Education. Scores for English, Math and Science represent broad categories and may not reflect the specific name of the actual subject tested. More detailed information can be provided upon request.

ABOUT US



Meyers Research combines experienced real estate and technology advisors with leading data to provide our clients with a clear perspective and a strategic path forward. Based in Beverly Hills, we are home to 150 experts in 10 offices across the country.

Get More Out Of Zonda

Expand coverage to nearby regions to study trending project.

Get More Out Of Services

Optimize your project's value with unit-by-unit pricing.

Contact Us

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