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Feb. 4, 2013

## Sterling at Silverleaf Phase Two Coming to Scottsdale

By Jeffrey Steele, Contributing Writer



Scottsdale, Ariz.—Plans were finalized in mid-January for phase two of Sterling at Silverleaf in Scottsdale, Ariz. A dozen luxury villas starting at \$2.2 million will

break ground in early spring, with a phase three of 213 luxury condominiums to follow.

The two-story villas are offered in three floor plans and measure from 3,900 to 4,200 square feet. The phase three condominiums to be built later will average 1,892 square feet. Residents will be able to avail themselves of the services of a dedicated concierge and valet services as well as other five-star amenities.

Silverleaf is the most affluent area within DC Ranch, a master-planned golf community that is one of the most prestigious private communities in Arizona.

Silverleaf is comprised of 2,000 acres nestled within the secluded McDowell Sonoran Preserve, and includes 736 home sites. The invitation-only Silverleaf Club features a 50,000-square-foot rural Mediterranean-style clubhouse, spa and an 18-hole Tom Weiskopf-designed golf course.

The condominiums within Sterling at Silverleaf are the first and only condominiums that will ever be built in all of DC Ranch. The time is right for this type of luxury condominiums in this particular location, according to the developer, Sterling Collection Development Group.

"In the marketplace, we see a lot of owners of second, third and fourth homes downsizing from their main residences," Nathan Day, president of Sterling Collection Development Group, tells *MHN*. "They're acquiring luxury properties worldwide where they would like to spend time. And there is currently nothing like this in the north Scottsdale market. To enjoy the full lock-and-leave ability, with all amenities they desire and Arizona weather, is a distinctive opportunity."

The condominiums at Sterling at Silverleaf will fetch in excess of \$1 million each. The development's targeted buyer is a seasonal resident who seeks carefree luxury, Day says. "It's meeting a demand in the marketplace to have a high-end luxury lifestyle, without the maintenance of an estate," he reports.

Internationally acclaimed architect Bing Hu is designing all of the residences within Sterling at Silverleaf.

The high-desert development offers a timeless approach to Mediterranean design, and a striking mix of Italian Renaissance and Spanish Revival architecture. Residents will enjoy luxuriant courtyards with fruit trees, mature landscaping and panoramic views of mountains and city.

Features of the homes will be top of the line, and include Sub-Zero and Wolf appliances, natural stone slab countertops, natural stone and wood floors, custom cabinets, iron stair railings and custom wire-brushed beam ceilings.

Residents will savor the most up-to-date residential technology available; Crestron home automation systems will provide the ability to remotely control audio, video, lighting and wine room temperature.

While the luxury features are certain to attract many residents, Day does not soft pedal the climate's role in luring interested buyers. "How many days of sun does Phoenix get?" he asks. "That's 296 days per year."

PHOENIX EDITION

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**Luxury Condos Planned for Sterling at Silverleaf**

SCOTTSDALE, AZ-The custom, single-family residential community is adding multifamily in the form of 213 condominiums, scheduled for a Q4 2013 groundbreaking

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# Luxury Condos Planned for Sterling at Silverleaf

By Amy Wolff Sorter | Phoenix

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Construction will begin later this year on 213 condominiums at Sterling at Silverleaf.

SCOTTSDALE, AZ-Sterling at Silverleaf, best-known for its multimillion-dollar, single-family homes with environmentally friendly components, will also offer 213 luxury condominiums. Construction on the condos is scheduled for Q4 2013.

The condos, which are part of the property's third phase, will average approximately 1,892 square feet in size. Also under construction in this phase will be 12 single-family villas, ranging from 3,900 square feet to 4,200 square feet.

Condominium owners will have access to the same amenities that the homeowners do, including a dedicated concierge, valet service and a manned guard gate.

"We're thrilled to be able to expand with more homes at Sterling at Silverleaf and do so in just over a year since we re-launched in the market," comments Nathan Day, president of Sterling Collection Development Group, in a press release. All residences within Sterling at Silverleaf are designed by world-renowned architect Bing Hu and developed by Sterling Collection Development Group.

Sterling at Silverleaf, at 18988 N. 101<sup>st</sup> St., consists of 2,000 acres in the McDowell Sonoran Preserve. The development includes Silverleaf Club, consisting of a 50,000-square-foot clubhouse and spa and an 18-hole golf course designed by PGA Champion Tom Weiskopf.

## Scottsdale's Sterling at Silverleaf the Perfect Golf Address

News • Team GolfGetaways • 02/20/13  
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With Scottsdale being widely considered the world's finest golf destination boasting over 200 outstanding courses designed by some of the biggest names in golf, those looking to live near the links within a prestigious golf community have a new option with Sterling at Silverleaf.

Plans have been finalized this week for the construction of phase two at Sterling at Silverleaf, which will be comprised of 213 luxury condominiums. The condominiums will average 1,892 square feet and residents will have access to five-star amenities including a dedicated concierge and valet service, among others. These are the first and only condominiums in all of the sought-after, master-planned community of DC Ranch.

The condominiums will begin construction later this year next to Sterling's first phase, which is a collection of 16 Mediterranean-style villas priced from \$1.36 million. The villas feature a distinctive combination of Italian Renaissance and Spanish Revival architecture designed by world-renowned architect Bing Hu. Only three of 16 villas remain available for purchase in phase one and start at \$1.7 million.

Sterling residents can enjoy the renowned, invitation-only Silverleaf Club, which is within walking distance of the community. The club is home to a Tom Weiskopf designed, 18-hole championship golf course that winds along 7,322 yards of inspiring terrain. The 50,000 square-foot rural Mediterranean-style clubhouse is highlighted by world-class spa facilities, resort and lap pools, fully appointed men's and women's locker rooms, as well as fine and casual dining.

After a day on the course, coming home to Sterling epitomizes luxury living. The interiors of the villas are beautifully and thoughtfully crafted; showcasing exquisite touches that provide the most elegant, high-end finishes available. Designed to meet the measure of a custom estate, each room reveals inspired architectural niches and intricate details. The condominiums will be similar in design.



Top-of-the-line villa features include Sub-Zero and Wolf appliances, natural stone slab countertops, natural stone and wood floors, custom cabinets, iron stair railings, a full masonry fireplace and custom wire-brushed beam ceilings. Villas are complete with 10-foot ceilings on the second story, private garages, walk-in closets, his and hers bathroom vanities, an air filtration system, wine room and a Jacuzzi tub in the master bathroom. The most current residential technology available on the market is integrated throughout each villa through the use of Crestron home automation systems that provide the ability to remotely control audio, video, lighting and wine room temperature.

Silverleaf is in a class of its own, creating the ideal desert golf retreat nestled in the McDowell Mountains and surrounded by the McDowell Sonoran Preserve. Silverleaf is widely praised as one of the most elite master planned communities in the West with neighborhoods that maximize stunning views and embrace the high desert's openness, where privacy is paramount. Silverleaf is comprised of 2,000 acres and recognized as one of Arizona's most sought-after residential communities.

Silverleaf is part of the DC Ranch community, encompassing 8,300 acres with more than 4,600 acres of dedicated to open space highlighted by unequalled natural desert beauty and breathtaking mountain, golf and city light views. Scottsdale enjoys one of the best wintertime golfing climates in the nation.

Sterling at Silverleaf made national headlines last March when it was named Arizona's first and only single-family new construction project to be awarded gold-level certification by the National Association of Homebuilders (NAHB), making the villas the greenest homes in Arizona. There are less than 400 communities nationwide that have received gold-level certification.

[www.sterlingatsilverleaf.com](http://www.sterlingatsilverleaf.com)

**THE GOLF ISSUE**

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## New Homes Planned at Sterling at Silverleaf



Nathan Day, president of Sterling Collection Development Group

*Demand for luxury inventory at 'approachable prices' in Silverleaf drives community expansion*

Plans were finalized last month for the construction of phase two at Sterling at Silverleaf, which will be comprised of 12 luxury villas that will break ground in April. Additionally, plans have been submitted for a future phase three of 213 luxury condominiums—which will be the first and only condominiums in all of DC Ranch.

Starting at \$2.2 million, the villas include three different floor plans of two-story homes ranging from 3,900 to 4,200 square feet.

The condominiums in phase three will average 1,892 square feet, and residents will have access to top amenities including a dedicated concierge, valet service and a manned guard gate.

"We're thrilled to be able to expand with more homes at Sterling at Silverleaf and do so in just over a year since we re-launched in the market," said Nathan Day, president of Sterling Collection Development Group. "Since day one, we've been able to position ourselves on the leading edge of luxury development as the market recovers. Our product is unlike anything in the area: these are luxury homes in the sought-after community of Silverleaf that are at an approachable price point and the highest level of green living. You just can't find that anywhere else."

All residences within Sterling at Silverleaf are designed by architect Bing Hu and developed by Sterling Collection Development Group.

Sterling at Silverleaf made national headlines last March when it was named Arizona's only single-family new construction project to be awarded gold-level certification by the National Association of Homebuilders, making the villas the greenest homes in Arizona. There are less than 400 communities nationwide that have received gold-level certification.

More than \$9 million of real estate has sold at Sterling at Silverleaf since it re-launched in the market in November 2011. Only three of 16 villas remain available for purchase in phase one and start at \$1.7 million.

Sterling at Silverleaf features Mediterranean design and a combination of Italian Renaissance and Spanish Revival architecture. Lush courtyards, mature landscaping and sweeping mountain and city views offer residents a respite in the high desert, while providing convenient access to upscale shopping, dining and entertainment. Top-of-the-line features include Sub-Zero and Wolf appliances, natural stone slab countertops, natural stone and wood floors, custom cabinets, iron stair railings, a

full masonry fireplace and custom wire-brushed beam ceilings. Villas are complete with 10-foot ceilings on the second story, private garages, walk-in closets, his and hers bathroom vanities, an air filtration system, wine room and a Jacuzzi tub in the master bathroom. Home to the invitation-only Silverleaf Club, the club features a 50,000-square-foot rural Mediterranean-style clubhouse and spa, and an 18-hole golf course designed by PGA Champion Tom Weiskopf. ■

More: [www.sterlingatsilverleaf.com](http://www.sterlingatsilverleaf.com).

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# New Construction in Arizona Proves to be a Sound Investment

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Posted by **Macie Melendez** on March 11, 2013

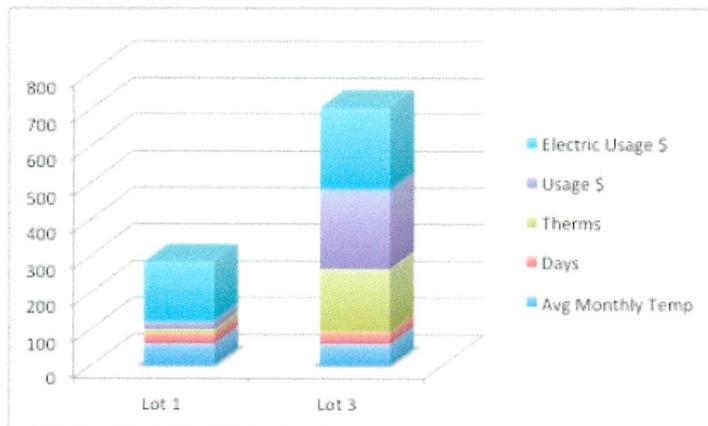
Many homeowners still question whether energy investments are worth their time and money. While we can't deny the fact that there are upfront costs, energy efficiency has proved time and time again to benefit homeowners in the short- and long-term. Case in point: **Sterling at Silverleaf**, a single-family new construction project in Scottsdale, Arizona, that received gold-level certification by the National Association of Homebuilders (NAHB).



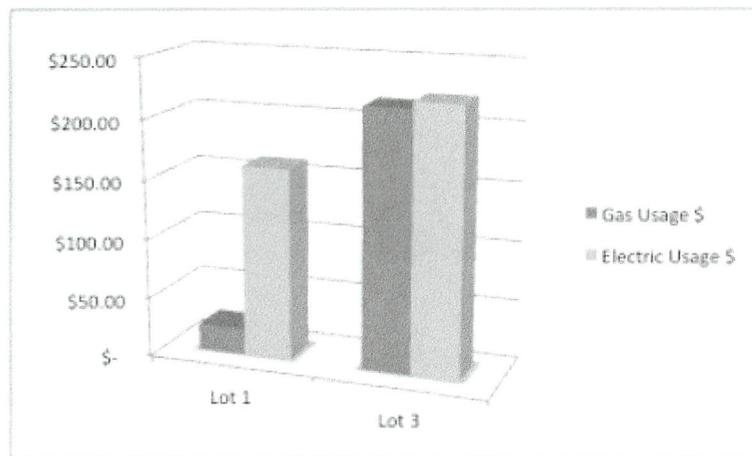
Nathan Day, developer and president of Sterling Collection Development Group.

Nathan Day, developer and president of Sterling Collection Development Group, decided to put his new green homes to the test to determine if his investment in building to NAHB standards, which can be 10 to 12% more than building a traditional home, was worth it.

Day hired a certified home energy rating team to compare Sterling's energy performance against a traditional home, comparable in size and layout. The test found that Day's green home saved 74% in energy costs per month when compared to the traditional home. That translated to a \$184 average energy and gas bill per month compared to \$440. Heating, cooling, hot water, lighting, appliances, and photovoltaics were all factors in the test. (See graphs below for a side-by-side comparison of a traditional home, Lot 3, and a Sterling home, Lot 1.)



The graph shows the gas usage in Lot 1 at Sterling (built to gold-level NAHB standards) versus Lot 3 (a traditional home of the exact layout and floor plan).



Day's green home saved 74% in energy costs per month when compared to the traditional home. That translated to a \$184 average energy and gas bill per month compared to \$440. Heating, cooling, hot water, lighting, appliances and PV were all factors in the test.

The top money-saving features in these homes are:

- **Spray Polyurethane Foam Insulation.** Sterling used Gaco Wallfoam, which reduces the monthly energy bill by up to 40%, improves indoor air quality, creates a comfortable, draft-free home, controls exterior and interior noise levels and increases the home's value.
- **Energy Efficient HVAC System.** Sterling chose Trane 20Xi HVAC systems because of their high SEER rating and their patented CleanEffects and FreshEffects filtration systems.
- **LED Lighting & Eco-Mode App.** In addition to having LED bulbs throughout the home, Sterling created a proprietary iPad app, developed by Crestron, that dims the lighting in the home to 85% power. When set to Eco-Mode, the dimmers restrict the flow of electricity to 85% of full power levels, automatically saving 15% on an energy bill.
- **Hybrid Water Heater.** Sterling uses the Eternal hybrid water heater, which is 98% efficient, durable, and leaves almost no carbon footprint.
- **Dual Pane Low-E Windows.** In the average single-family home, 20% of all heat loss occurs through the windows. Sterling installed dual pane low-e windows because of their tested and proven cost savings.

"From a practical standpoint, it makes good financial sense to spend the extra money initially required to build a more efficient home in light of the decreased costs of operating and the rising costs of energy," said Day. "When people think of 'green' homes, they think they have to sacrifice comfort. We've proven that you can actually improve a home by going green—you decrease energy costs, increase its value, and improve health benefits."

REAL ESTATE

**Sterling at Silverleaf brings condo option to popular DC Ranch in Scottsdale, Arizona**

*By Larry Olmsted,  
Special Contributor*

Scottsdale, Arizona has a lot of prestigious residential luxury golf developments, and one of the highest profile is the master-planned community of **DC Ranch**.

The large development includes two golf courses, the Country Club at DC Ranch, by Tom Lehman and John Fought, and the Silverleaf Club, by Tom Weiskopf, each with their own membership, clubhouse and facilities. There is also a town center of sorts, Market Street, a mixed-use office, retail and entertainment complex within DC Ranch, featuring a main-street theme with a variety of restaurants, shops, and neighborhood conveniences. Less than a mile away is another similar enclave, DC Ranch Crossing with a gourmet market, health club, dining and more.

DC Ranch is chock full of multi-million luxury homes, but what it has never had is a condominium option. Until now.

**Sterling at Silverleaf villas**

Sterling at Silverleaf is part of Silverleaf, a large sub-development within DC Ranch. Surrounded by the McDowell Sonoran Preserve, which has a park-like system recreation of trails, DC Ranch encompasses 8,300 acres, of which more than 4,600 acres are preserved as open space with natural desert beauty and mountain views.

Silverleaf is about 2,000 acres, and the Sterling at Silverleaf development covers about 12 of these acres. Its first phase was comprised of 16 freestanding Mediterranean-style villas, all designed by renowned architect Bing Hu with a combination of Italian Renaissance and Spanish Revival architecture.



Courtesy of Sterling at Silverleaf

Three villas at Sterling at Silverleaf remain available for purchase, starting at \$1.7 million.



Courtesy of Sterling at Silverleaf

Sterling at Silverleaf villas have 10-foot ceilings upstairs, high-end kitchen appliances, garages, walk-in closets and a Jacuzzi tub in the master bathroom.

Only three villas remain available for purchase, starting at \$1.7 million. They have 10-foot ceilings upstairs, high-end commercial kitchen appliances, garages, walk-in closets, air filtration system, wine rooms and a Jacuzzi tub in the master bathroom. Each villa has an integrated state-of-the-art Crestron home automation system throughout that provides the ability to remotely control audio, video, lighting, thermostat and wine-room temperatures.

Last year the National Association of Homebuilders honored Sterling at Silverleaf as Arizona's first and only single-family new construction project to be awarded gold-level certification, naming the villas among the "greenest homes" in Arizona. Less than 400

communities nationwide have received this highest gold-level certification.

## Sterling at Silverleaf's luxury condominiums

Next up for Sterling at Silverleaf is construction of phase two, comprised of 213 luxury condominiums -- the first and only ones available at DC Ranch. The condominiums will be similar in design to the villas, and range from 1,892 to 3,890 square feet. While "affordable" when compared to the rest of the homes in the pricey neighborhood, they are far from cheap, starting at \$1.49 million.

They are also far from simple and feature top of the line Sub-Zero and Wolf appliances, natural stone counter tops, stone and wooden floors, custom cabinetry, iron stair railings, wire-brushed beam ceilings, and each has a full masonry fireplace. Reservations are now being accepted for the new construction. The development also includes luxury amenities such as a dedicated concierge and valet service.

## Silverleaf Club golf

More importantly, residents will have access to join the renowned and otherwise invitation-only [Silverleaf Club](#), which is within walking distance of the condos. The Weiskopf-designed course stretches 7,322-yards through the Sonoran desert, and while it features a lot of panoramic views of this harsh environment, the course itself is blanketed in lush green grass and has plenty of water features.

A large array of multiple tee boxes make it playable for all abilities and lets members vary their golf experience greatly from round to round. The Silverleaf Club also includes a 50,000-square-foot Mediterranean-style clubhouse with fully appointed men's and women's locker rooms, world-class spa facilities, and both resort and lap pools. The club offers a variety of fine and casual dining.

*Larry Olmsted has written more than 1,000 articles on golf and golf travel, for the likes of Golf Magazine, T&L Golf, LINKS, Golf & Travel, Men's Health, Men's Journal, USA Today, and many others. He broke the Guinness World Record for golf travel and wrote Getting into Guinness, as well as Golf Travel by Design. He was the founding editor of The Golf Insider, and the golf columnist for both USA Today.com and US Airways Magazine.*

March 15, 2013

*Any opinions expressed above are those of the writer and do not necessarily represent the views of the management. The information in this story was accurate at the time of publication. All contact information, directions and prices should be confirmed directly with the golf course or resort before making reservations and/or travel plans.*



Courtesy of Sterling at Silverleaf

Sterling at Silverleaf residents will have access to join the renowned and otherwise invitation-only Silverleaf Club.

4/5

## Developer's Dream Of A Sterling Collection Of Luxu...

**Jan Bracamonte**  
Mar 29, 2013

SD



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### IN THE SPOTLIGHT

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## DEVELOPER'S DREAM OF A STERLING COLLECTION OF LUXURY VILLAS COMES TRUE



Back in 2011 in the midst of the recession, everyone in the residential development industry was scaling back, tightening their belts and putting their projects on hold.

For one young, up-and-coming developer, the changing tides were an opportunity to dive in – head first. In one of the most depressed real estate markets in the country, Nathan Day, who was 28 at the time, launched Sterling at Silverleaf in November 2011.

Sterling is a 12-acre luxury development within the sought-after Silverleaf community in north Scottsdale featuring a collection of 16 villas designed by world-renowned architect Bing Hu.

“We were able to position ourselves on the leading edge of luxury development as the market began to recover,” said Day, president of Scottsdale-based Sterling Collection Development Group (SCDG).

“It was a big risk to launch a luxury residential community in an economy that indicated the timing wasn’t right. But, for us, we wanted to get ahead of the market and we knew our product was unlike anything in the area. We priced the community aggressively. Buyers took notice of our value-driven approach and our rapid sales success proves it was the right decision.”

A few months later, Sterling at Silverleaf made national headlines for being named the greenest homes in Arizona after the community was awarded gold-level certification by the National Association of Homebuilders green building program, NAHBGreen.

This is the first and only single-family, new-home construction project to be awarded this level of certification in Arizona. There are fewer than 400 communities nationwide to hold this distinction and Day is the youngest developer to ever achieve this level of green certification.

Green development has become an important aspect of SCDG’s vision for future projects.

"At Sterling, we've accomplished something that no other homebuilder in the country has – we've built a luxury-home community that is gold-level certified," Day said. "When people think of "green" homes, they think they have to sacrifice comfort. We've proven that you can actually improve a luxury home by going green – you decrease energy costs, increase its value and improve health benefits."

Day has sold more than \$11M of real estate, with just two villas remaining available for purchase in phase one. His company has plans to break ground on phase two of Sterling in early 2014 on 213 luxury condominiums that are adjacent to the villas.

The condominiums, also being developed to green standards, will average 1,892 SF and residents will have access to five-star amenities including a dedicated concierge, valet service, an elevator attendant, among others. These will be the first and only condominiums in the entire master-planned community of DC Ranch.

"I'm overwhelmed with how the market has responded to our homes," Day said. "We feel like we timed things perfectly and offered a product that exceeds anything else in the market. The success of phase one has allowed us to expand our offering and begin phase two, where we hope to have the same success."

Before his entrance into real estate development, Day was an accomplished bond trader, venture capitalist and also specialized in private equity financing for development and deployment of intellectual property.

A financial expert with a keen eye for market trends, Day funded several successful projects that achieved national and international brand status as well as raised funds for multiple rounds of Neodyne Biosciences, an IP-based company that develops innovative tissue repair devices to minimize scar formation.



Today, Day's 5-year-old company, Sterling Collection Development Group, has a portfolio that includes multiple real estate investments totaling more than \$30M. The vision for his company is to constantly challenge his team to move in a different direction and to defy convention. He believes there is always a smarter, faster, easier way to do something.

"You have to have the ability to swim upstream when everyone wants to go the other way. You need to think with your gut sometimes when adversity is telling you something different," he said.



# “Greenest” Valley Homes

## ECO-FRIENDLY LUXURY

**I**T WAS IN THE MIDST OF THE RECESSION—AS IF SOMEONE HAD JUST PUSHED THE re-set button on America,” remembers 29-year-old Developer Nathan Day. “At a time when everyone was getting out of real estate, I knew I needed to get into it.”

The year was 2008. We were in a down economy; a depressed market. Investors and developers where running for the hills. Day, on the other hand, was purchasing land in the DMB luxury home community of Silverleaf and launching his start-up, Sterling Collection Development Group. “When you look at history, you see the innovators are the ones diving into the risky situations when everyone else is heading in a different direction.”

### BREAKING GROUND

Day's instincts and vision catapulted his success, leading him to build some of the greenest and most energy efficient homes this country, and our community, has ever seen. “I have a passion for a more efficient process and higher quality way of doing things...using new methods to

develop and build homes that can adapt with the changing times.”

In February of 2011, after giving up a career as a bond trader, Day broke ground in Silverleaf with his Sterling project. Nestled at the base of the McDowell Mountains in north Scottsdale, Sterling at Silverleaf oozes luxury, and is home to many of the Valley's rich and famous.

“...Innovators are the ones diving into risky situations when everyone else is heading in a different direction.” —Nathan Day

It would become Day's first venture into real estate and his first luxury project. “It's exciting to see a project evolve from start to finish,” says Day. “One day I'm discussing floor plan layout with my team, the next day I'm walking the job site to see a home under construction, and then I'm meeting the new owners. I really enjoy each step.”

### A “STERLING” AWARD

Day's custom home community, along with Builder Tanner Luster and world-renowned Architect Bing Hu, gained national acclaim in 2012 when Sterling at Silverleaf was awarded the gold-level certification for green building by the National Association of Home Builders (NAHBGreen).

This recognition has been awarded to only 400 communities nationwide, and so far, in Arizona, Sterling is the first and only single-family, new home construction project to be given this honor—making the distinction for Day, all the sweeter.

“We’ve accomplished something no other home builder in the country has,” says Day. “When people think of ‘green’ homes, they think they have to sacrifice comfort. We’ve proven you can actually improve a luxury home by going green...you decrease energy costs, increase its value and improve health benefits.”

**“In the very near future, building green won’t be a choice, it will be a standard.”** —Nathan Day

#### GREEN HOMES

What makes for a “green” home? Also known as green construction or sustainable building, it refers to the entire building life cycle from conception to design, construction, maintenance, even demolition. The building process, and the structure itself must be environmentally responsible.

“Green” buildings are also resource-efficient with the use of energy and water, and must meet certain criteria in reducing waste and pollution. The goal is to reduce the overall impact on human health, nature and the surrounding environment.

Day admits building a “green” home can cost between 10 and 12 percent more than building a traditional home, but he says homeowners reap the Eco-friendly rewards with life-long savings. “In light of the decreased costs of operating and the rising costs of energy, it makes good financial sense to spend the extra money to build a more efficient home.” Day’s “green” homes, for instance, can save a homeowner up to 74 percent in energy costs each month.

Whether it’s the “green” angle, or luxury living buyers are looking for, either way, homeowners seem to be landing at Sterling homes. Its phase one project is boasting rapid sales, and will unveil phase two this month—12 luxury villas starting at \$2.2 million. “We’re thrilled to expand,” says Day. “These are luxury homes in the sought-after community of Silverleaf, and at the highest level of green living. You just can’t find that anywhere else.”

When Day is not raising the bar on “green” luxury living, and over-seeing his multimillion dollar business, he’s trading in his hard hat to wear the title of “dad.” He and his wife Amaris, who live in Gilbert, have two young daughters, two-year-old Lola and 10-month old Thalia.

“The enjoyment I receive from work or anything else doesn’t compare to fatherhood,” says Day, who is also excited about the future and leaving an environmentally-friendly legacy behind. “The future of green and energy efficient building is very bright,” says Day. “In the very near future, building green won’t be a choice, it will be a standard. I want to look back and see quality and longevity.” ●

For more information on Sterling at Silverleaf, visit [SterlingSilverleaf.com](http://SterlingSilverleaf.com).

## “GO GREEN” & SAVE GREEN

### Energy Savers by Nathan Day

ARTICLE JAN BRACAMONTE

**1. POLYURETHANE FOAM INSULATION:** The most important element in creating a “green” home is developing a seamless air barrier to keep the outside air out, and the inside air in. With traditional fiberglass insulation, air easily passes through. Open cell spray polyurethane foam insulation expands to fill every nook and cranny. It also doesn’t settle or sag over time. For the Sterling project, Gaco Wallfoam was used, reducing monthly energy bills by up to 40 percent. It also improves indoor air quality, creates a draft-free home, controls exterior and interior noise and increases a home’s value.

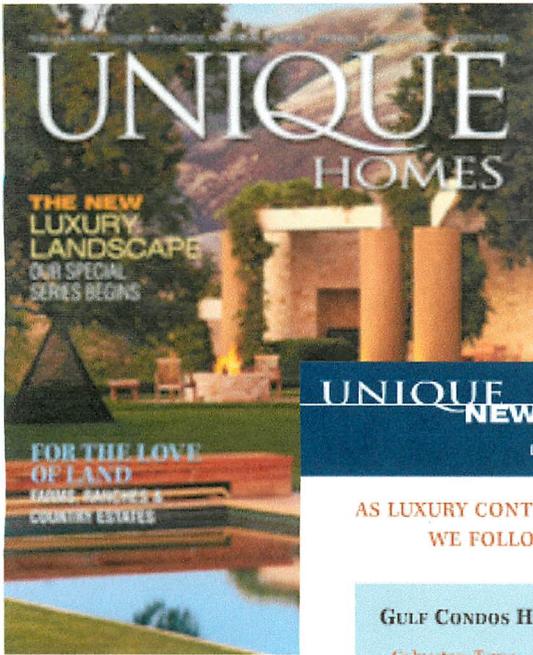
**2. ENERGY EFFICIENT HVAC SYSTEM:** When shopping for a HVAC system, efficiency is one of the most important considerations in lowering your energy costs, and impact on the environment. Look for a system that also minimizes indoor air pollution.

**3. LED LIGHTING & “ECO-MODE” APP:** Looking to save money on lighting? There’s an app for that! In addition to investing in LED bulbs, Sterling installed a proprietary iPad app, along with Crestron home automation systems, to dim lights to 85 percent power—a negligible difference to the human eye. When set to Eco-Mode, the automatic savings is 15 percent on an energy bill.

**4. HYBRID WATER HEATER:** Compact and efficient, tank-less water heaters do not store hot water, they heat water upon demand to give an endless supply. Sterling uses the Eternal hybrid water heater, which is 98 percent efficient, durable and leaves almost no carbon footprint. This can result in large energy savings, as 80 percent of the energy used by a traditional heater is used to re-heat stored water. Tank-less heaters also conserve space and will last 20 years or more, compared to the 10 to 15 year lifespan of a traditional water heater.

**5. DUAL PANE LOW-E WINDOWS:** In the average single-family home, 20 percent of all heat loss occurs through windows. Single-pane windows are especially problematic as they let out 20 times more heat than nearby walls. Replacing them with double-paned, Low-E (low emittance) windows will cut this heat loss in half. The effects can be dramatic. Depending on a home’s age and construction, you can save 21 percent on your annual heating bill.

*Jan Bracamonte is a freelance writer and professional in Phoenix, Ariz.*



## UNIQUE NEWS & NOTES

BY GINA KRAMER

AS LUXURY CONTINUES TO REBOUND,  
WE FOLLOW THE LATEST REPORTS FROM AROUND THE UNITED STATES.

### GULF CONDOS HIT RECORD SALES

**Galveston, Texas** — Texas' gulf coast is the new attraction for buyers in search of luxury waterfront living at a great value.

Three prestigious condominiums — Emerald and Diamond Beach in Galveston, and Sapphire on South Padre Island — have witnessed record-breaking sales this season, according to Strategyst LLC,



the sales and marketing team for the properties owned by IBC Bank in Houston.

"By positioning Emerald, Diamond Beach and Sapphire as the best values in high-rise luxury living on the islands, we were

able to grab the attention of buyers," says Arnie Seitel, president of Strategyst LLC. "The result is sales of over 60 homes, representing more than \$20 million in revenue for the season. And, all at near market value."

TEXAS

### NEW HOMES PLANNED AT STERLING AT SILVERLEAF

**Scottsdale, Ariz.** — Demand for luxury inventory has driven plans for new homes in Sterling at Silverleaf, within the master-planned golf community of DC Ranch.

Plans recently were finalized for Silverleaf's second phase of construction, which will include 12 luxury villas that are set to break ground in April, as well as the submission of plans for a third phase, for 213 luxury condos.



Starting at \$2.2 million, the villas offer three different floor plans of two-story homes ranging from 3,900 to 4,200 square feet.

"Our product is unlike anything in the area," says Nathan Day, president of Sterling Collection Development Group. "These are luxury homes in the sought-after community of Silverleaf that are at an approachable price point and the highest level of green living. You just can't find that anywhere else."

ARIZONA

### SUNCADIA CLOSES MORE THAN \$42 MILLION IN 2012

**Roslyn, Wash.** — Suncadia, a luxury mountain resort in the Cascades, just 90 minutes east of Seattle, closed more than \$42 million in real estate sales for 2012, its best year since 2005.

The resort community sold more than 150 properties, as the demand for second homes in the Pacific Northwest continues to rise.



"Last year, we saw a shift in the real estate market," says Roger Beck, managing director of Suncadia. "We've been having a great deal of success, because buyers are looking for a second home with a great community feel that isn't too far away."

There are currently more than 80 homes, home sites and condominiums available, with prices ranging from \$64,750 to more than \$2.4 million. In addition, construction is already scheduled to begin on 27 new homes, with a projection of 40 total this year.

WASHINGTON

### NEW YORK CITY BROKERS MORE CONFIDENT

**New York, N.Y.** — Real estate brokers' confidence recently hit its second highest ratings in the last seven months, according to the Real Estate Board of New York's Broker Confidence Index.

On a scale of zero to 10, the Broker Confidence Index reached 8.12 in December 2012, second to September 2012, when the index reached 8.55.



In the first public distribution of the index, Steven Spinola, president of the Real Estate Board of New York, says, "The survey results show that while Hurricane Sandy caused a dip in confidence in

November 2012, broker confidence is again on the upswing, and we anticipate that confidence levels will continue to increase as the economy improves overall and the city continues to recover from the impacts of the storm."

NEW YORK

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ARIZONA



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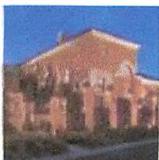
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## Life isn't so 'ruff' for a dog at Bark in the Park

Dog-lovers and their pooches can enjoy an assortment of activities, from a puppy photo booth to talent contests, on April 13

## News



### [Celebrate Earth Month by making the home 'greener'](#)

April 3, 2013

April is Earth Month which serves as a motivator to focus on "green living." Homebuilders are finding ways to make

## Celebrate Earth Month by making the home 'greener'

### Energy and cost savings of green homes vs. traditional homes



By Jan Bracamonte

April 3, 2013

April is Earth Month which serves as a motivator to focus on "green living." Homebuilders are finding ways to make new homes more efficient, durable and sustainable, which not only helps the environment, but also has the potential to save homeowners a significant amount of money.

But, are the cost savings worth the upfront investment? According to one new-home community developer, the answer is – yes.

Sterling at Silverleaf, located in the village of Silverleaf, is Arizona's first and only single-family new construction project to be awarded gold-level certification by the National Association of Homebuilders (NAHB), making the villas the greenest homes in Arizona.

Developer Nathan Day, president of Sterling Collection Development Group, decided to put his new green homes to the test to determine if his investment in building to NAHB standards, which can be 10 to 12 percent more than building a traditional home, was worth it.

Day hired a certified home energy rating team to compare Sterling's energy performance against a traditional home, comparable in size and layout. The test found that Day's green home saved 74 percent in energy costs per month when compared to the traditional home. That translated to a \$184 average energy and gas bill per month compared to \$440. Heating, cooling, hot water, lighting, appliances and photovoltaics were all factors in the test.

The top money-saving features in a "green" home are:

- #1: Spray Polyurethane Foam Insulation. The number one element that contributes to a green home is developing a seamless air barrier. The secret to energy efficiency is keeping the outside air out, and the inside air in. With traditional fiberglass insulation, air easily passes through the spaces in the wall studs and the insulation batts. Open cell spray polyurethane foam insulation has no seams or cracks because it immediately expands to fill every nook and cranny. It also doesn't settle or sag over time, so it never has to be replaced. Sterling used Gaco Wallfoam, which reduces the monthly energy bill by up to 40 percent, improves indoor air quality, creates a comfortable, draft-free home, controls exterior and interior noise levels and increases the home's value.
- #2: Energy Efficient HVAC System – When shopping for a HVAC system, efficiency is one of the most important considerations. An efficient HVAC system will not only lower your energy costs, it will also lower your impact on the environment. You also want a system that minimizes indoor air pollution generated by vapors from solvents, paint, adhesives, carpets and upholstery, odors from cooking, pet and bathrooms as well as, the carbon dioxide we naturally exhale.
- #3: LED Lighting & Eco-Mode App: Looking to save money on lighting? There's an app for that! In addition to having LED bulbs throughout the home, Sterling has a proprietary iPad app, developed by Crestron, that dims the lighting in the home to 85 power. Dimming the lights is an easy way to lower energy costs and extend bulb life. Studies show the human eye cannot tell the difference between lighting at 100 percent and 85 percent. When set to Eco-Mode, the dimmers restrict the flow of electricity to 85 percent of full power levels, automatically saving 15 percent on an energy bill.
- #4: Hybrid Water Heater – Many homeowners are discovering that tankless water heaters can meet their needs for an endless hot water supply. Compact and efficient, tankless water heaters do not store hot water, as traditional heaters do, but heat the water upon demand. Sterling uses the Eternal hybrid water heater, which is 98 percent efficient, durable and leaves almost no carbon footprint. This can result in large energy savings, since up to 80 percent of the energy used by a traditional heater is used to reheat the stored water. Tankless heaters also conserve space and will last 20 years or more, compared to 10-15 years for a traditional water heater.
- #5: Dual Pane Low-E Windows - In the average single-family home, 20 percent of all heat loss occurs through windows. Single-pane windows are especially problematic as they let out 20 times more heat than nearby walls. Replacing them with double-paned, Low-E (aka low emittance) windows will cut this heat loss in half. The effects can be dramatic. Depending on its age and construction, a typical home could save up to 21 percent on annual heating bills by installing Low-E windows.

"From a practical standpoint, it makes good financial sense to spend the extra money initially required to build a more efficient home in light of the decreased costs of operating and the rising costs of energy," said Day. "At Sterling, we've accomplished something that no other homebuilder in the country has – we've built a luxury-home community that is gold-level certified. When people think of 'green' homes, they think they have to sacrifice comfort. We've proven that you can actually improve a luxury home by going green – you decrease energy costs, increase its value and improve health benefits."

Sterling at Silverleaf is a collection of 16 villas designed by the world-renowned architect Bing Hu and developed by Sterling Collection Development Group.

Sterling at Silverleaf features a timeless approach to Mediterranean design and a distinctive combination of Italian Renaissance and Spanish Revival architecture. Lush courtyards, mature landscaping and sweeping mountain and city views offer residents a respite in the high-desert, while providing convenient access to upscale shopping, dining and entertainment. All villas include Crestron home automation systems operated by iPads, Isokern full masonry fireplaces, Trane FreshEffects air filtration systems and Wolf and Sub-Zero appliances throughout.

Silverleaf is recognized as one of Arizona's most sought-after residential communities, comprised of 2,000 acres nestled in the peaceful McDowell Sonoran Preserve. Home to the invitation-only Silverleaf Club, the club features a 50,000-square-foot rural Mediterranean-style clubhouse and spa, and an 18-hole golf course designed by PGA Champion Tom Weiskopf.

The Silverleaf Group of DMB Realty Network manages sales for the community and can be reached at 480.502.6902. | [Visit website](#)