

“Greenest” Valley Homes: Eco-Friendly Luxury



Article Jessica Parsons | Photography Chris Baxter

“It was in the midst of the recession – as if someone had just pushed the re-set button on America,” remembers the 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 were 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.

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.”



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 per- cent 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.



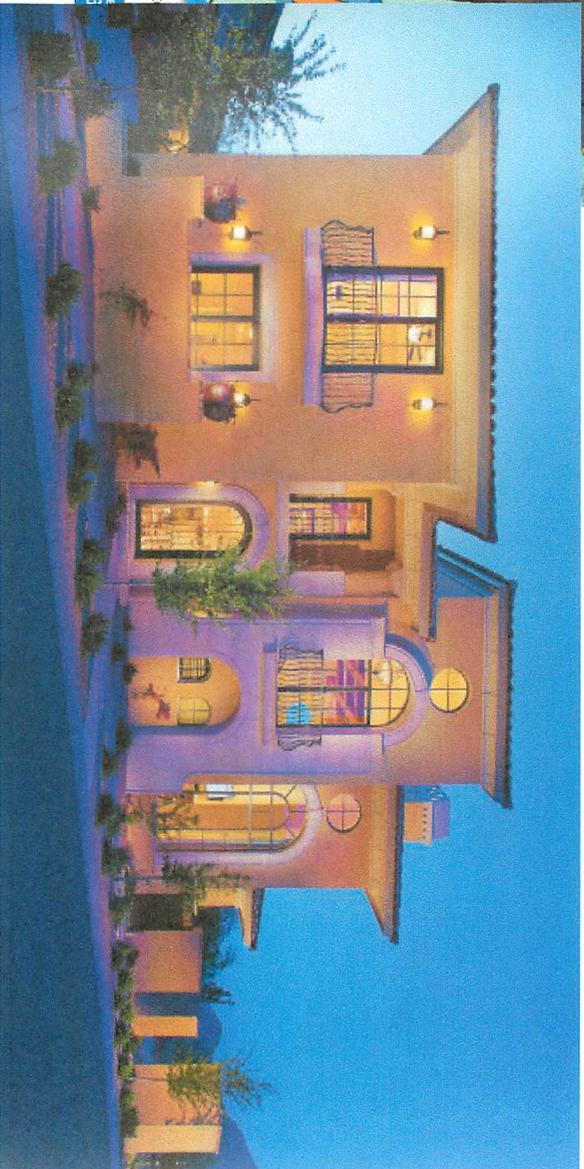
ABC's "The List"
Time: 4:50pm, Approximately 2 minutes
"Green Homes"





Small text on the magazine cover, including names and titles of the featured individuals.

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Considered the “greenest homes in Arizona,” Sterling at Silverleaf is nearing sell-out on the first phase and preparing to break ground on phases two and three. Two model homes open May 16 and are priced from \$1.7 million.


STERLING
At Silverleaf

For more information on Sterling at Silverleaf, visit sterlingatilverleaf.com or call 480.502.6902 for a private tour.

STERLING AT SILVERLEAF
18927 N 101 Street
Scottsdale, Arizona 85255



AREA AWARDS

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RESIDENTIAL REAL ESTATE AGENT

Brian Bair

Liberty Properties & Associates, Gilbert

In 2008, Bair capitalized on the market downturn with Bridgeport Financial Services, which focused on the acquisition, renovation and resale of REO and distressed properties. In 2012, Bair singlehandedly acquired more than half Arizona's retail inventory for one of the world's largest hedge funds. He closed 630 sales in 2012 for a total of almost \$75 million.

FINALISTS

JoAnn Callaway, Those Callaways, Scottsdale
Allen Willis, Deseret Fine Homes, Mesa

REAL ESTATE COMPANY (SMALL)

Heidi Quigley, designated broker

United Brokers Group, Chandler

Quigley, named Entrepreneur of the Year by the Women's Council of Realtors, launched United Brokers Group in 2009, when the Recession's impact on the housing market was at its greatest and quickly became profitable. In 2012, Quigley helped lead United Brokers Group to more than 1,000 transactions with more than \$222 million in sales.

FINALISTS

Donna Doglione, Kiva Fine Properties
Kuldip Verma, Vermaland, Phoenix

REAL ESTATE COMPANY (LARGE)

Matt Widdows

HomeSmart International, Phoenix

Founded by Widdows in 2000, HomeSmart International is the fastest growing real estate brokerage firm in Arizona with a network of more than 7,500 agents in more than 37 offices. Phoenix-based HomeSmart is ranked as one of the largest brokerages in the United States with more than 7,500 agents nationwide.

FINALISTS

Dan Gonen, RE/MAX Excalibur Realty, Scottsdale
Realty One Group

BROKERAGE OF THE YEAR

RE/MAX Fine Properties, Scottsdale

Since RE/MAX Fine Properties was founded in 1997, this single-office is the highest volume office in the Valley. In 2012, the office closed 1,445 transactions for more than \$470 million. On top of its statistical success, the office optimizes the agent-first mentality with exceptional customer service, agent training, business planning and an accessible designated broker and dedicated staff.

FINALISTS

West USA Realty, Scottsdale
HomeSmart International, Phoenix

MORTGAGE COMPANY OF THE YEAR

(ARIZONA-BASED)

Academy Mortgage

Academy has the advantage of being a direct lender — all loan processing, underwriting, closings, and funding are handled locally. As a result, loans close in a matter of days rather than months. In 2012, Academy helped make the dreams of 3,212 homeowners come true, lending a total of almost \$600 million.

FINALISTS

Nova Home Loans
Peoples Mortgage Company

HOMEBUILDER OF THE YEAR

Meritage Homes

An innovator in production homebuilding with more than 4,000 home sale closings in 2012, Meritage was recognized for its continued leadership in protecting the environment. Meritage received the EPA's 2012 Energy Star Leadership in Housing Award and is also the only large national homebuilder to earn the EPA's Energy Star seal of approval on every home it has built since 2009.

FINALISTS

Rosewood Homes
Fulton Homes

ENVIRONMENTAL RESPONSIBILITY

PulteGroup

PulteGroup has been building in Arizona for more than 55 years and has been a leader in building energy efficient homes and environmentally sensitive communities — with features such as solar and third party energy certification, to rainwater harvesting and meaningful natural open spaces.

FINALISTS

Kitchell Custom Homes
Nathan Day, Sterling at Silverleaf

COMMUNITY IMPACT

Kiran Vedantam

Kiran and Associates Realty, Chandler

Vedantam pursues his goal of bringing compassionate and personable hospice care to his community by volunteering his time and resources to Sacred Heart Hospice. Vedantam's contributions help Sacred Heart provide physical, emotional and spiritual services to patients and their family members.

PHILANTHROPIST OF THE YEAR

Kuldip Verma

Vermaland, Phoenix

In 2012, Verma made charitable donations of \$1.2 million through the Verma Charitable Foundation. The gift will be used to establish scholarships for underprivileged students and to build a religious retreat center in the Phoenix metro-area.

LIFETIME ACHIEVEMENT AWARD

Ira A. Fulton

Fulton is the founder Tempe-based Fulton Homes, but his biggest impact on the world may have come through his philanthropy. BusinessWeek magazine has listed Fulton among its 50 Most Generous Philanthropists. According to BusinessWeek, Fulton and his wife have given away a staggering \$265 million, approximately 60 percent of their net worth.

Community » Scottsdale » Article

0 Comments

Sterling's DC Ranch villas nearly sold out

12 more homes, 213 condos are planned



Sterling at Silverleaf features Mediterranean-style exteriors.

Michael Clancy/The Republic

by Michael Clancy
The Republic | azcentral.com
Wed Jun 26, 2013 10:02 AM

RELATED NEWS

Silverleaf project at DC Ranch revived after 2-year delay

Sterling at Silverleaf, a small development of villas in the Silverleaf section of DC Ranch, has sold 14 of 16 homes in its first phase, with 12 more planned in a subsequent phase.

The project, a revival of a previous effort by Scottsdale architect Bing Hu, was sold in a foreclosure auction in 2008. The new developer is the Sterling Collection Development Group.

Construction got under way on the Sterling Collection's efforts in April 2011.

The two homes remaining are models priced at a little more than \$1.7 million. Both have 3,439 square feet with four bedrooms and 4 1/2 baths.

The development sits on 12 acres northeast of the DC Ranch Village Club at Thompson Peak Parkway and Legacy Boulevard.

Sterling President Nathan Day said the villas are built in pods of four, with a common courtyard and limited private outdoor space.

Day declined to provide how much Sterling paid for the property. He also declined to identify his partners.

The 30-year-old company president said he and his investors and partners decided five years ago to diversify their venture capital fund into real estate to take advantage of depressed prices.

The Sterling homes feature numerous [energy-efficient](#) features, including foam insulation and LED bulbs throughout. An iPad-driven system controls security cameras, lighting, heating, cooling, window shading and the pump and filter for a small pool.

Day says the homes are the only ones in Arizona certified as meeting the National Association of Home Builders' gold standard.

"We've developed a really strong niche, and I feel a lot of pride," he said.

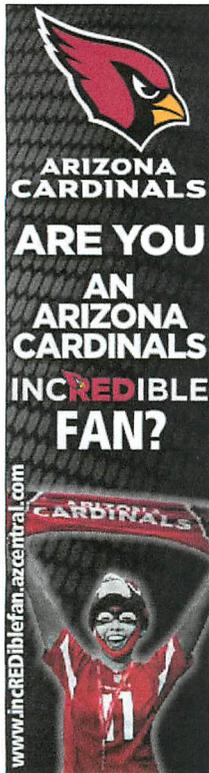
Luster Custom Homes is the builder. Day said the company is owned by a [friend](#).

Most of his buyers use the villas as second or third homes, he said.

Construction of a second phase, including 12 homes starting at \$2.2 million, should begin before the end of the year. Four floor plans are

available in sizes of 3,900 to 4,200 square feet.

Plans are being finalized for Phase 3, which will include 213 condominiums. No further details were available.



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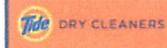
DISCLAIMER



The woman adjusts Sunny Klatsch's hat as she looks on at Scottsdale's annual Hat Festival. The man is Sunny Klatsch's husband, Steve Klatsch. **COMMUNITY LIVING**, page 3

2nd stabbing at Martini Ranch

Ex-city manager eyes possible run



NE VALLEY NEWS 29 WEDNESDAY, JUNE 26, 2013

Sterling's DC Ranch villas nearly sold out

12 more homes, 213 condos are planned

By Michael Clancy
The Republic | azcentral.com

Sterling at Silverleaf, a small development of villas in the Silverleaf section of DC Ranch, has sold 14 of 16 homes in its first phase, with 12 more planned in a subsequent phase.

The project, a revival of a previous effort by Scottsdale architect Bing Hu, was sold in a foreclosure auction in 2008. The new developer is the Sterling Collection Development Group.

Construction got under way on the Sterling Collection's efforts in April 2011.

The two homes remaining are models priced at a little more than \$1.7 million. Both have 3,439 square feet with four bedrooms and 4½ baths.

The development sits on 12 acres northeast of the DC Ranch Village Club at Thompson Peak Parkway and Legacy Boulevard.

Sterling President Nathan Day said the villas are built in pods of four, with a common courtyard and limited private outdoor space.

Day declined to provide how much

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The 30-year-old company president said he and his investors and partners decided five years ago to diversify their venture capital fund into real estate to take advantage of depressed prices.

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"We've developed a really strong niche, and I feel a lot of pride," he said.

Luster Custom Homes is the builder. Day said the company is owned by a friend.

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Plans are being finalized for Phase 3, which will include 213 condominiums. No further details were available.



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ECONOMY

Job market shrugs off obstacles, posts growth



regional roundup

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The Habit Burger Grill, a California-based fast-casual burger restaurant, has opened its 10th Phoenix location... The Habit Burger Grill, a California-based fast-casual burger restaurant, has opened its 10th Phoenix location... The Habit Burger Grill, a California-based fast-casual burger restaurant, has opened its 10th Phoenix location...

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PASS VALLEY

Passion fuels auto service

Passion fuels auto service... The passion for automotive service is driving growth in the Pass Valley area... The passion for automotive service is driving growth in the Pass Valley area...

REACH US

Reach us... Contact information for the business section... Reach us... Contact information for the business section...

Motor industry embraces gadgets

Technology aims to enhance safety, mileage in new cars

By Don Allen Durkin and Tom Clark



Buffalo Wild Wings adds W. Valley sites

By Kyle Goldman

By the end of the summer Buffalo Wild Wings will have three locations in the West Valley... Buffalo Wild Wings, a national restaurant chain, is expanding into the West Valley area...

RESTAURANT

Restaurant gives back

Restaurant gives back... A local restaurant is giving back to the community... Restaurant gives back... A local restaurant is giving back to the community...

Peoria has plan to speed up building-plan permits

By Anne Cox

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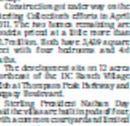
SCOTTSDALE

Villas are selling out

By Michael Clancy

The Republic | azcentral.com

STERLING, JULY 6, 2013 D3



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Restaurant gives back

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Villas are selling out

By Michael Clancy The Republic | azcentral.com

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Construction of a second phase, including 12 homes starting at \$2.2 million, should begin before the end of the year.



Home » Real Estate » Second Home Buyers Love Sterling at Silverleaf

Second Home Buyers Love Sterling at Silverleaf

 JULY 8, 2013 BY [JOHN SPOSATO](#)  [LEAVE A COMMENT](#)



Second Home buyers love what Sterling at Silverleaf has to offer for their part-time resort life-style. The Sterling villas are meeting a demand in the marketplace to have a high-end luxury lifestyle, without the maintenance of an estate. Now two lucky buyers will have an opportunity to scoop up the 2 last villas

available in the first phase. The two homes remaining are models at Sterling at Silverleaf and are at priced a little more than \$1.7 million. Both have 3,439 square feet with four bedrooms and 4 1/2 baths.

However, if you are not quite ready, there are 12 more villas planned for phase 2 or you could wait for phase 3.

STERLING AT SILVERLEAF VILLAS

Sterling at Silverleaf, is a small exclusive development of villas in the Silverleaf section of DC Ranch. The *Sterling Development Group* acquired the project in a foreclosure auction in 2008. Construction restarted and got under way in April 2011. The development sits on 12 acres northeast of the DC Ranch Village Club at Thompson Peak Parkway and Legacy Boulevard.

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Plans are being finalized for Phase 3, which will include 213 condominiums.

THE SILVERLEAF LIFESTYLE

Residents of Sterling at Silverleaf have access to all the amenities which include:

- The 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 Silverleaf 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.
- The Silverleaf Club offers an array of activities designed to enrich the lives of members and their guests. Members take part in social events such as wine dinners, dance lessons, golf outings and holiday festivities as well as enlightening activities such as painting, foreign language classes, photography, yoga and meditation.

HOMES FOR SALE IN SILVERLEAF AT DC RANCH.

July 8, 2013
Arizona Home Group



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☺☺ I am happy to share my recent and past experience with the whole team at Arizona Home Group. I can be a fussy customer and I am sometimes demanding... more ☺☺

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by user9969824

☺☺ I cannot put into words the amount of help, knowledge and experience that was given to me by agent Sharon Coffini and Remax Excalibur/Arizona Home... more ☺☺

★★★★★ 5.0/5.0
by johndata8

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DEVELOPING THE GREEN LIFE
 Name: Nathan Day Age: 30 Title: President of Sterling Collection Development Group
 Married/Single: Married Kids: »



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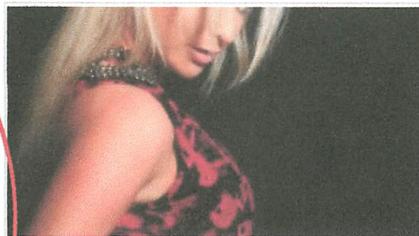
MODELS »



DEVELOPING THE GREEN LIFE

July 12, 2013, No Comments

Name: Nathan Day Age: 30 Title: President of Sterling Collection Development Group
 Married/Single: Married Kids: ...



ESCAPE TO VEGAS

April 14, 2013, No Comments

Meet Blanche, she is generally laid back and doesn't take herself too seriously. She loves ...



Selling and Singing

July 6, 2013, No Comments



Financing Her Way to the Top

June 28, 2013, No Comments



Back-to-School Runway Shows

February 14, 2013, No Comments



Natural Beauty

February 4, 2013, No Comments



INSTAGRAM



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 ★ 25 likes



DEVELOPING THE GREEN LIFE

👤 CAMIE ANDREEN 🕒 JULY 12, 2013 💬 0



Name: Nathan Day
Age: 30
Title: President of Sterling Collection Development Group
Married/Single: Married
Kids: 2
Live: Gilbert

Meet Nathan Day, a 30-year-old entrepreneur, developer and venture capitalist with many passions that have led him to success at an early age. Most recently, Day has seen success in real estate development with Sterling Collection Development Group (SCDG) that has a portfolio of multiple real estate investments totaling more than \$30 million. As president, Day leads the company in the day-to-day development of projects such as Sterling at Silverleaf, a 12-acre luxury development in Scottsdale. In March 2012, Day and Sterling received national recognition when the community was awarded gold-level certification by the National Association of Homebuilders green building program, making Sterling the greenest homes in Arizona. Read how Nathan answered these 20 questions.

I WAS BORN...

Phoenix Arizona

MY FAVORITE THING ABOUT ARIZONA...

the mountains are 2 hours away.

I'M LISTENING TO...

"Firewater" by Whiskey Myers.

MY FAMILY...

is a huge driving factor as to why we push energy efficiency in our development Sterling at Silverleaf. I want to leave the proper legacy for the next generation.

IF I COULD HAVE DINNER WITH ANYONE, IT WOULD BE...

Mikael Ohlsson, IKEA, CEO

ONE THING I CANNOT LIVE WITHOUT...

a tooth brush.

WHEN I WAS YOUNGER, I WANTED TO BE...

a fighter pilot.

I'M INSPIRED BY...

challenging the way something has been done hundreds of times to find a better method for doing it in the future.

THE ONE PERSON WHO MOTIVATES ME IS...

both my little girls.

IF I COULD CHANGE ANYTHING IN THE WORLD, IT WOULD BE...

the concept that we try to solve today's problems with yesterday's solutions.

THE PERFECT DAY WOULD BE...

waking up in Hoedspruit, Africa on a Cape buffalo hunt.

MY FIRST JOB WAS...

a janitor cleaning office buildings.

MY FAVORITE ESCAPE...

hiking in the tall pines.

MY LIFE...

gets better every day thanks to my wife, kids and close friends.

I'M CURRENTLY WORKING ON...

building the greenest homes in Arizona at Sterling at Silverleaf.

ALWAYS...

test the limits of what was accomplished before.

NEVER...

say it can't be done.

FAVORITE QUOTE...

"The environment is where we all meet; where all have a mutual interest; it is the one thing all of us share. It is not only a mirror of ourselves, but a focusing lens on what we can become." 1967 Lady Bird Johnson

BIGGEST DREAM...

to own a ranch.

MY PET PEEVE(S)...

are trash and a disorderly job site.

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Luxury Home Golf Community Sterling at Silverleaf in Scottsdale Nears Sell-Out, Last Opportunity Remains to Own "Greenest Homes in Arizona"

By: PRWeb
Posted on July 18, 2013 at 09:14 AM EDT

PRWeb
More than \$11 million of real estate has sold at Sterling at Silverleaf since it re-launched in the market in November 2011 and now the final piece is coming together as the two remaining villas open as model homes this week.

Priced at \$1,721,500 and \$1,701,700, the two-story villas are both 3,439 square feet with 4 bedrooms and 4.5 bathrooms. As the "greenest homes in Arizona", the gold-level NAHB certified villas combine exquisite interiors with the utmost in eco-friendly upgrades that are proven to save 74 percent in energy costs per month compared to a traditional home. Green features include spray polyurethane foam insulation, an energy efficient HVAC system, LED lighting, a hybrid water heater and dual pane Low-E windows, to name a few. The villas come standard with top-of-the-line custom estate features such as Sub-Zero and Wolf appliances, granite slab countertops, exotic stone and wood floors, custom cabinetry, iron stair railings, a full masonry fireplace, custom wire-brushed beam ceilings, 10-foot ceilings, a private two-car garage, professionally designed walk-in closets, his and hers bathroom vanities, a Jacuzzi bathtub in the master bathroom and a wine room.

Four iPads are installed throughout each villa that control the home automation and security systems providing the ability to remotely control every element within the home such as audio, video, lighting, window coverings, security and wine room temperature. Sterling at Silverleaf also developed a proprietary Eco-Mode App with Crestron, which dims the lighting in the home to 85 percent of full power levels, automatically saving 15 percent on the energy bill.

"Our community is unlike anything in Arizona - these are luxury homes where all the custom features, upgrades and appliances come standard while also combining the highest level of green living. When you add in the prestigious community of Silverleaf and the approachable price point, you just can't find that anywhere else," said Nathan Day, president of Sterling Collection Development Group.

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Plans are underway to break ground on phase two of Sterling later this year on 12 additional luxury villas that will start at \$2.2 million and include four different [floor plans](#) of two-story homes ranging from 3,900 to 4,200 square feet.

"I'm overwhelmed with how the market has responded to our homes. 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," Day said.

Local and out-of-state buyers have flocked to Sterling at Silverleaf since it opened for its approachable price point and first-of-its kind opportunity to live in a custom, luxury-home community with the utmost in eco-friendly features. The community 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.

The villas at Sterling at Silverleaf feature 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.

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 new models at Sterling at Silverleaf are open to the public, but appointments are required. The Silverleaf Group of DMB Realty Network manages sales for the community and can be reached at (480) 502-6902. For more information on Sterling at Silverleaf, visit <http://www.sterlingatsilverleaf.com>.

About Sterling at Silverleaf

Located within Scottsdale's most prestigious community of Silverleaf, the first phase of Sterling at Silverleaf is a new, custom home community featuring a collection of 16 villas designed by world-renowned architect Bing Hu. Sterling at Silverleaf is the only private development within the gates of Silverleaf and provides a 12-acre respite in the Sonoran Desert with timeless Mediterranean architecture and refreshing design surrounded by lush landscaping and fruit trees. Sterling at Silverleaf is Arizona's first and 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." While offering a high-desert lifestyle, Sterling at Silverleaf is conveniently located minutes from first-class [restaurants](#), shopping and entertainment destinations. Developed by Sterling Collection Development Group, the spacious three- and four-bedroom villa floor plans average 3,500 square feet and are priced from \$1.7 million. For more information on Sterling at Silverleaf, visit <http://www.sterlingatsilverleaf.com>.

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Sterling Collection Development Group represents 45 years of experience in acquisition and development funding. With a portfolio that includes multiple real estate investments, Scottsdale's Sterling at Silverleaf serves as the first residential development for the group.





Luxury Home Golf Community Sterling at Silverleaf in Scottsdale Nears Sell-Out, Last Opportunity Remains to Own "Greenest Homes in Arizona"

By: **PRWeb**



Posted on July 18, 2013 at 09:14 AM EDT

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