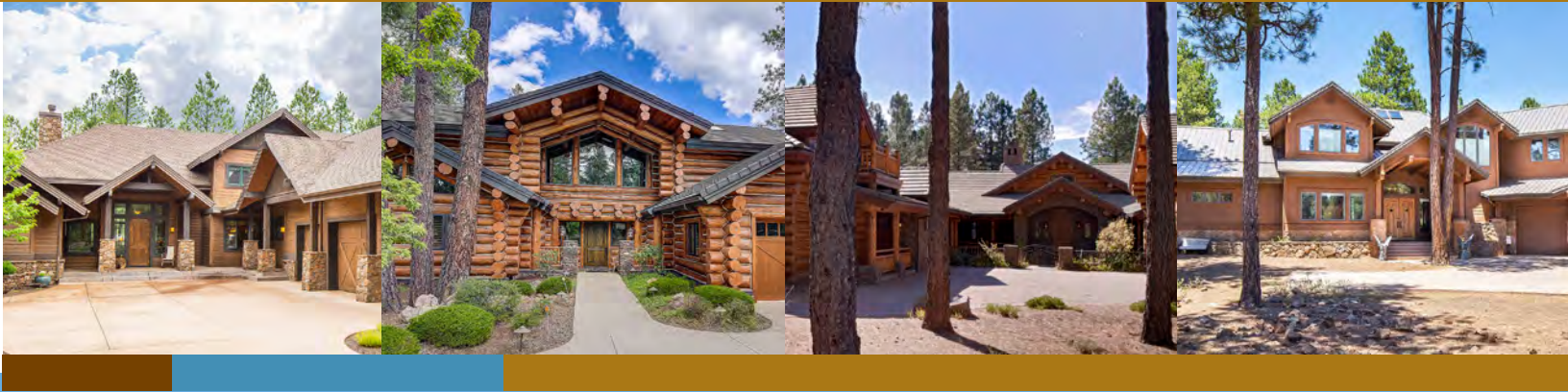


2018 YEAR IN REVIEW



Forest
Highlands
Realty



Forest Highlands sold over \$7 million dollars more real estate in 2018 than 2017.

In 2018, total sales within the community, was \$43,113,516, 39 Homes and 7 Homesites. Forest Highlands Realty participated in 31 Homes and 6 Homesite sales with a total sales number of \$33,696,616.

Frequently asked Questions

How can I get the highest price for my property?

You need to contact Forest Highlands Realty because when we are involved, **your house sells for more.**

Is it time to sell?

Forest Highlands Realty saw nearly **DOUBLE THE AMOUNT** of million-dollar buyers in 2018 and the **price per square foot increased by 13%.**

What is the best way to market my home?

Work with the brokerage that is responsible for marketing the Forest Highlands community – year-round to qualified buyers from all over the world. Forest Highlands Realty will again publish the Forest Highlands magazine and distribute it through the Wall Street Journal. Forest Highlands Realty will leverage our digital reach through our shared website with the community **ONLY promoting one place...FOREST HIGHLANDS.**

Why choose Forest Highlands Realty?

Forest Highlands Realty is the only brokerage that **lists Forest Highlands' homes, EXCLUSIVELY.** We stage every home, accompany every buyer, every time.

Forest Highland Realty dominated the market with 56 transactional sides represented in 2018, the second highest performing brokerage assisted in 8 sides. We were involved in 37 of 46 transactions with 30 Sellers and 26 Buyers represented. Shawn Lane has been the #1 Agent in Forest Highlands for almost a decade selling over \$200 million dollars.

Forest Highlands Realty sells MORE in Forest Highlands than ALL other brokerages, combined.

PARTICIPATION IN TRANSACTIONS

	UNITS	DOLLARS	AVG \$SF
CANYON HOMES			
Forest Highlands Realty	21	\$16,221,616	\$246.56
Non FHR Brokers	4	\$2,749,900	\$213.13
MEADOW HOMES			
Forest Highlands Realty	10	\$15,600,000	\$334.72
Non FHR Brokers	4	\$6,392,000	\$300.39
Total Homes	39	\$40,963,516	
CANYON HOMESITES			
Forest Highlands Realty	3	\$265,000	na
Non FHR Brokers	0		
MEADOW HOMESITES			
Forest Highlands Realty	3	\$1,610,000	na
Non FHR Brokers	1	\$275,000	na
Total Lots	7	\$2,150,000	
TOTAL CLOSED SALES			
Forest Highlands Realty	37	\$33,696,616	
Non FHR Brokers	9	\$9,416,900	
Total Sales	46	\$43,113,516	

ALL SALES IN FOREST HIGHLANDS – 2018

ADDRESS	LISTING AGENT	SELLING AGENT	CLOSE DATE	PRICE
640-2374 Link Smith	Forest Highlands Realty	Forest Highlands Realty	1/2/2018	\$1,150,000
562-2122 Platt Cline	Forest Highlands Realty	AZ Wide Realty	1/5/2018	\$480,000
114-3787 Bear Howard	Russ Lyon Sotheby's	Re/Max Peak Properties	1/17/2018	\$825,000
705-1731 Jim Simmons	Re/Max Peak Properties	Non MLS Member	1/30/2018	\$275,000
563-2130 Platt Cline	Forest Highlands Realty	Forest Highlands Realty	2/27/2018	\$420,000
596-2154 Funston	Homesmart	Forest Highlands Realty	3/9/2018	\$415,000
484-2555 Lindberg Spring	Forest Highlands Realty	Forest Highlands Realty	3/28/2018	\$1,250,000
430-2030 William Palmer	Forest Highlands Realty	Realty Executives	3/30/2018	\$1,200,000
119-3740 Bear Howard	Forest Highlands Realty	Russ Lyon Sothebys	4/10/2018	\$605,500
89-2233 Sedgwick	Forest Highlands Realty	Forest Highlands Realty	4/18/2018	\$620,000
715-2156 Bessie Kidd Best	Re/Max Fine Properties	Forest Highlands Realty	4/27/2018	\$1,500,000
548-2312 Tom McMillan	Forest Highlands Realty	Forest Highlands Realty	5/15/2018	\$479,000
354-3510 Lee Doyle	Forest Highlands Realty	Forest Highlands Realty	5/15/2018	\$1,475,000
803-2782 Andrew Douglass	Re/Max Fine Properties	Non MLS Member	6/08/2018	\$1,800,000
746-2009 Bessie Kidd Best	Re/Max Fine Properties	Re/Max Fine Properties	6/11/2018	\$1,372,000
554-2253 Tom McMillan	Forest Highlands Realty	Caliber Realty Group	6/18/2018	\$490,000
625-2216 Dad Hawks	Russ Lyon Sotheby's	Forest Highlands Realty	6/22/2018	\$695,000
220-2705 Bucky O'Neil	Re/Max Fine Properties	Non MLS Member	7/02/2018	\$549,900
502-2769 Lindberg Spring	Realty One Group	Forest Highlands Realty	7/02/2018	\$720,000
575-2252 Platt Cline	Forest Highlands Realty	Forest Highlands Realty	7/11/2018	\$578,500
184- 2089 Paleo Place	Forest Highlands Realty	Forest Highlands Realty	8/15/2018	\$710,000
394- 2143 Amiel Whipple	Forest Highlands Realty	Forest Highlands Realty	8/27/2018	\$790,000
278- 3486 Doc Raymond	Forest Highlands Realty	Realty One Group	8/30/2018	\$731,152
734- 1576 Bessie Kidd Best	Forest Highlands Realty	Forest Highlands Realty	9/04/2018	\$1,950,000
800- 2932 Andrew Douglass	Forest Highlands Realty	Russ Lyon Sotheby's	9/06/2018	\$400,000
802- 2282 Andrew Douglass	Forest Highlands Realty	Russ Lyon Sotheby's	9/06/2018	\$740,000
801- 2892 Andrew Douglass	Russ Lyon Sotheby's	Russ Lyon Sotheby's	9/20/2018	\$2,170,000
162 - 2100 Emma Leslie	Forest Highlands Realty	Forest Highlands Realty	9/28/2018	\$85,000
288 - 3905 Doc Raymond	Forest Highlands Realty	Realty One Group	10/02/2018	\$1,125,000
100 - 2475 Eva Clara	Russ Lyon Sotheby's	Non MLS Member	10/12/2018	\$785,000
716 - 2128 Bessie Kidd Best	Russ Lyon Sotheby's	Non MLS Member	10/15/2018	\$1,050,000
833 - 2227 Andrew Douglass	Russ Lyon Sotheby's	Forest Highlands Realty	10/19/2018	\$900,000
740 - 1913 Bessie Kidd Best	Forest Highlands Realty	Forest Highlands Realty	10/26/18	\$1,725,000
368 - 4429 Griffiths Spring	Forest Highlands Realty	Forest Highlands Realty	11/02/18	\$782,500
765 - 2695 Pete Berry	Forest Highlands Realty	Forest Highlands Realty	11/02/18	\$1,230,000
645 - 2319 Link Smith	Forest Highlands Realty	National Realty	11/05/18	\$70,000
869 -1151 Pete Michelbach	Russ Lyon Sotheby's	Forest Highlands Realty	11/05/18	\$1,350,000
735 - 1542 Bessie Kid Best	Forest Highlands Realty	Forest Highlands Realty	11/09/18	\$2,910,000
224 - 2605 Bucky O'Neil	Forest Highlands Realty	Forest Highlands Realty	11/09/18	\$110,000
750 - 1788 Doc Fronske	Forest Highlands Realty	Forest Highlands Realty	11/14/18	\$1,350,000
854- 1375 Andrew Douglass	Forest Highlands Realty	Forest Highlands Realty	11/15/18	\$1,285,000
723 - 1916 Bessie Kidd Best	Forest Highlands Realty	Realty One	11/16/18	\$1,400,000
304-3768 Doc Raymond	Forest Highlands Realty	Russ Lyon Sotheby's	12/14/18	\$754,963
617 - 2473 William Palmer	Realty Executives	Remax Peak Properties	12/14/18	\$590,000
442-3481 Griffiths Spring	West USA	Forest Highlands Realty	12/20/18	\$750,000
858 - 1287 Godfrey Sykes	Forest Highlands Realty	Forest Highlands Realty	12/20/18	\$470,000

How Forest Highlands compares to Pine Canyon and Flagstaff Ranch

We continue to outperform both communities in Single Family Resale Home sales. In fact, when Forest Highlands Realty is involved in a transaction, the price per square foot on Meadow homes is a higher price per square foot than resale single family homes in Pine Canyon. The 2018 closed resale single family homes:

COMMUNITY/ BROKERAGES	UNITS	SALES DOLLARS	AVG \$\$QFT	CANYON \$\$F	MEADOW \$\$F
Forest Highlands Realty	31	\$31,821,616		\$246.56	\$334.72
Non FHR Brokers	8	\$9,141,900		\$213.13	\$300.39
Total Forest Highlands	39	\$40,963,516	\$271.26	\$241.21	\$324.91
Pine Canyon Resale	27	\$28,506,006	\$326.44		
Flagstaff Ranch Resale	26	\$14,660,594	\$202.23		



If you are thinking of listing your home, buying a home or referring an interested buyer, please contact the Forest Highlands Realty Team at 928.556.8606 or stop by the Sales Office located at the Forest Highlands front gate.



Forest Highlands Sales Center, Located at the front gate of Forest Highlands
1098 Forest Highlands Drive, Flagstaff, Arizona 86005
928.556.8606 • ForestHighlandsRealty.com



Information is compiled from MLS and herein is deemed reliable but not guaranteed and should be verified. If your property is currently listed, this is not meant as a solicitation. Prices and property availability remain subject to change. © February 2019