

San Ignacio Vistas, Inc. Homeowners
Association

Minutes
of the Annual Meeting of Homeowners

March 8, 2019



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SCHEDULED MONTHLY BOARD MEETINGS

Date	Location	Time
Oct 14, 2019	Canoa Hills, Mesquite Rm.	9 AM
Nov 11, 2019	"	"
Jan 13, 2020	Location to be determined	"
Feb 10, 2020	Location to be determined	"

2020 ANNUAL MEETING OF HOMEOWNERS

Canoa Hills/ Saguaro Rm - tentative March 9

If it proves a necessity, a published meeting may need to be rescheduled or another added. An email blast to homeowners would be sent prior to the meeting announcing the date and purpose of the meeting.

Agendas and minutes are posted on the website (www.sivhoa.org).

Prior to attendance please call the Secretary at 520-625-4924 to confirm that it was not necessary to change the day, time or place.

SPEAKER:

Andrew Way, Owner, of Titan gave an overview of their company and their organization and David Way, President of Titan Recycle & Trash gave a PowerPoint overview of what items are acceptable to dispose of in Recycle. There was a question and answer session. Amanda Maestas, Office Manager, also attended the meeting and interacted with our homeowners. She will assist in creating accounts for homeowners and navigating the Titan website. www.sivhoa.org has a link at the bottom of the homepage that connects you to Titan's website and if you create an online account, to bill pay.

CALL TO ORDER:

Eileen Ridenour, President

There were 79 homeowners in attendance representing 51 lots. With no other items requested to be placed on the agenda, the meeting was called to order at Noon and proceeded using the agenda distributed at the meeting.

There was a unanimous motion to dispense with reading the minutes of the 2018 Annual Meeting which is published on the Association website.

Eileen welcomed those in attendance and thanked the many homeowners who are serving on our committees and urge others to consider how they can be involved.

ELECTION: Ballots were not sent to the membership

Article 3 Section 11 of our By-laws: No Balloting or Vote in Uncontested Elections states in part:

"...the number of nominees is less than or equal to the number of open director positions to be filled, at the option of the Board, there shall be no balloting or vote conducted or held for the election of such nominees, and in such event, the nominees shall be deemed to have been elected as directors by acclamation or unanimous consent of the Members."

In accordance with our By-laws we elected Marianne Bishop, Shelli Knopik and Glen Seela to the Board to serve a two-year term expiring at the 2021 Annual Meeting or until a successor has been duly qualified and elected.

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AUDIT:**Judy Barkley, Chair**

The Audit Letter, audited Year-end Financial Statements and Notes to the Financial Statements follow.

To the Board of Directors
San Ignacio Vistas, Inc.

We have performed an internal audit of the accompanying Statements of Assets, Liabilities and Fund Balances (modified cash basis) and Revenue, Expenses and Changes in Fund Balances (modified cash basis) of San Ignacio Vistas, Inc. as of and for the years ended December 31, 2018 and 2017. These financial statements are the responsibility of the organization's management. Our responsibility is to express an opinion on the financial statements based on our internal audit.

We conducted our internal audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. Our internal audit procedures included examining, on a test basis, evidence supporting the amounts in the financial statements as well as evaluating the overall financial statement presentation. We believe that our internal audit procedures provide a reasonable basis for our opinion.

The financial statements are consistently prepared on the modified cash basis of accounting, which is a comprehensive basis of accounting other than generally accepted accounting principles.

In our opinion, as the internal audit committee, the financial statements referred to above present fairly, in all material respects, the assets, liabilities, fund balances, revenue, expenses and changes in fund balances of San Ignacio Vistas, Inc. as of and for the years ended December 31, 2018 and 2017, on the modified cash basis of accounting.

The San Ignacio Vistas, Inc.
Internal Audit Committee

January 16, 2019

San Ignacio Vistas, Inc.
Notes to Financial Statements
December 31, 2018 and 2017

1. CASH	<u>2018</u>		<u>2017</u>	
	Operating	Reserve	Operating	Reserve
Commerce Bank Checking	\$101,738	\$ 37,317	\$109,051	\$ 20,757
Vanguard Federal Money Market		5,182		101,353
	<u>\$101,738</u>	<u>\$ 42,499</u>	<u>\$109,051</u>	<u>\$ 122,110</u>
		<u>\$ 144,237</u>		<u>\$ 231,161</u>

2. INVESTMENTS

2018 Reserve Fund Investments:	<u>APY/ Shares</u>	<u>Fair Value</u>	<u>Carrying Value</u>
Wells Fargo CD (matures 3/20)	2.55%	\$ 240,000	\$240,000
Commerce CD (matures 6/19)	0.98%	\$ 104,181	\$104,181
Washington Federal CD (matures 2/20)	1.93%	\$ 64,359	\$ 64,359
Vanguard Wellington Fund	1006	\$ 64,463	\$ 62,444
Vanguard Total Stock Market Fund	545	<u>\$ 33,851</u>	<u>\$ 32,284</u>
		\$506,854	<u>\$503,268</u>
Unrealized Gain		<u>\$ 3,586</u>	

2017 Reserve Fund Investments:	<u>APY/ Shares</u>	<u>Fair Value</u>	<u>Carrying Value</u>
Commerce CD (matures 6/18)	0.95%	\$102,717	\$102,717
Washington Federal CD (matures 2/20)	1.95%	\$ 63,436	\$ 63,436
Vanguard Wellesley Income Fund	2163	\$141,228	\$128,842
Vanguard Wellington Fund	919	\$ 66,695	\$ 56,705
Vanguard Total Stock Market Fund	535	<u>\$ 35,697</u>	<u>\$ 31,603</u>
		\$409,773	<u>\$383,303</u>
Unrealized Gain		<u>\$ 26,470</u>	

San Ignacio Vistas, Inc.
Notes to Financial Statements
December 31, 2018 and 2017

2. INVESTMENTS, Continued

Investments are carried at cost, including reinvested dividends or credited interest. The Board's investment policy allows up to 40% of the "Reserve Net Assets" (i.e. Fund Balance) to be invested in Mutual Funds or other like investments. At December 31, 2018 investments in Vanguard Mutual Funds of \$94,728 is below the 40% threshold of \$218,307.

3. ORGANIZATION

San Ignacio Vistas, Inc. (SIV or Association) is incorporated as a non-profit corporation under Arizona Law. The duration of its existence is perpetual. The purpose of the Association is to preserve the property values and natural beauty of the area by providing architectural control of the 228 lots comprising the Association and maintaining the common Areas (streets, sidewalks, drainage-ways and natural vegetation).

The Association is governed by the Declaration of Establishment of Covenants, Conditions and Restrictions (CC&Rs) as amended by the Members from time to time.

As a Homeowners Association, SIV is considered a Common Interest Realty Association for accounting and financial reporting purposes.

4. BASIS OF ACCOUNTING

The financial statements are prepared on a modified cash basis of accounting. Under this method, transactions are generally reported at the time cash is received or disbursed. The primary exception relates to member annual assessments, a substantial portion of which are collected by December 31 for the following fiscal year. In the year-end financial statements such amounts are classified as "Assessments Received in Advance" and recognized as revenue in the fiscal year for which they are budgeted.

San Ignacio Vistas, Inc.
Notes to Financial Statements
December 31, 2018 and 2017

5. FUND ACCOUNTING

The Association uses an Operating Fund and Reserve Fund for accounting purposes. The Operating Fund is used for normal day-to day activities and the Reserve Fund is restricted (pursuant to the CC&Rs) exclusively for major maintenance, repairs and replacements of Common Areas. The Annual Member Assessments are levied for each Fund separately.

The Association has developed a Replacement Reserve Plan (RRP) to project future expenditures for designated Common Area purposes. The RRP is reviewed annually by the Road Subcommittee and the Financial Advisory Committee who then make a recommendation to the Board as to the Annual Assessment to the Reserve Fund for the coming year.

In 2017 the Board engaged independent specialist consultants, Association Reserves, LLC (AR) to update, without site visit, it's study prepared in September 2012. Based upon their review of the RRP and the Reserve Fund assets AR considers the Reserve Fund Balance to be "Strong" and any special assessment risk is currently "Low".

Actual expenditures and investment income may vary from the estimated amounts, and the variations may be material. Therefore, amounts accumulated in the Reserve Fund may not be adequate to meet all future needs for major repairs and replacements. If additional funds are needed, the Association has the authority under the CC&Rs, subject to membership approval, to levy special assessments, or delay major repairs and replacements until sufficient funds are available.

6. FIXED ASSETS

As permitted by industry practice, the Association has elected not to recognize as assets in its financial statements the Common Areas and office equipment which it owns.

San Ignacio Vistas, Inc.
Notes to Financial Statements
December 31, 2018 and 2017

7. INCOME TAXES

The Association has obtained a ruling from the Internal Revenue Service that it is exempt from income taxes pursuant to Section 501 (C) (4) of the Internal Revenue Code.

8. RELATED PARTY TRANSACTIONS

The Association contracts with Reliable Secretary Services (RSS) to provide day-to-day operations services, including, but not limited to , maintenance of the homeowners database, corporate files, obtaining legal opinions as directed by the Board, negotiation of the contract for garbage services, process mail to homeowners relative to enforcement of deed restrictions and provisions of the governing documents, generating notices, invoicing homeowners for Annual Assessments and respond to disclosures for any transfer or sale of a lot within San Ignacio Vistas, the development and maintenance of the Association website, preparation and distribution of newsletters and a neighborhood phone directory.

RSS is owned by Marianne Bishop, who is a Board Member and Officer of SIV.

Pursuant to the Association's bylaws, no Board member or Officer, including Mrs. Bishop, receives any compensation for their volunteer services.

Total fees paid to RSS amounted to \$12,996 in 2018 and \$12,600 in 2017 plus certain office expenses (phone and internet).

In the opinion of the Board, the fees paid are reasonable for the services provided.

San Ignacio Vistas, Inc.
Statement of Assets, Liabilities and Fund Balances
(Modified Cash Basis)
December 31, 2018 with Comparative Totals for 2017

	<u>Operating Fund</u>	<u>Reserve Fund</u>	<u>Total All Funds</u>	
			<u>2018</u>	<u>2017</u>
ASSETS				
Cash	\$ 101,738	\$ 42,499	\$ 144,237	\$ 231,161
Investments	<u>-</u>	<u>503,268</u>	<u>503,268</u>	<u>383,303</u>
TOTAL ASSETS	<u>\$ 101,738</u>	<u>\$ 545,767</u>	<u>\$ 647,505</u>	<u>\$ 614,464</u>
LIABILITIES				
Assessments Received in Advance (1)	\$ 80,070	-	\$ 80,070	\$ 91,160
FUND BALANCES	<u>21,668</u>	<u>545,767</u>	<u>567,435</u>	<u>523,304</u>
TOTAL LIABILITIES AND FUND BALANCES	<u>\$ 101,738</u>	<u>\$ 545,767</u>	<u>\$ 647,505</u>	<u>\$ 614,464</u>

(1) Includes \$25,900 Reserve Fund

San Ignacio Vistas, Inc.
Statement of Revenue, Expenses and Changes in Fund Balances
(Modified Cash Basis)
Year Ended December 31, 2018 with Comparative Totals for 2017

	<u>Operating Fund</u>		<u>Reserve Fund</u>		<u>Total All Funds</u>	
	<u>Budget</u>	<u>Actual</u>	<u>Budget</u>	<u>Actual</u>	<u>Actual</u> <u>2018</u>	<u>2017</u>
REVENUE						
Assessments	\$ 80,840	\$ 80,840	\$ 40,000	\$ 40,000	\$ 120,840	\$ 120,840
Transfer and Document Fees	3,600	3,000	-	-	3,000	6,350
Interest and Dividends	<u>130</u>	<u>184</u>	<u>13,000</u>	<u>23,904</u>	<u>24,088</u>	<u>13,867</u>
TOTAL REVENUE	<u>84,570</u>	<u>84,024</u>	<u>53,000</u>	<u>63,904</u>	<u>147,928</u>	<u>141,057</u>
EXPENSES						
Maintenance	58,050	56,513	24,500	23,550	80,063	72,307
Administrative	19,790	18,019	-	-	18,019	17,689
Other	<u>6,142</u>	<u>5,715</u>	<u>-</u>	<u>-</u>	<u>5,715</u>	<u>5,195</u>
TOTAL EXPENSES	<u>83,982</u>	<u>80,247</u>	<u>24,500</u>	<u>23,550</u>	<u>103,797</u>	<u>95,191</u>
EXCESS REVENUE (EXPENSES)	588	3,777	28,500	40,354	44,131	45,866
FUND BALANCES						
Beginning of Year	<u>17,891</u>	<u>17,891</u>	<u>505,413</u>	<u>505,413</u>	<u>523,304</u>	<u>477,438</u>
END OF YEAR	<u>\$ 18,479</u>	<u>\$ 21,668</u>	<u>\$ 533,913</u>	<u>\$ 545,767</u>	<u>\$ 567,435</u>	<u>\$ 523,304</u>

SAN IGNACIO VISTAS, INC.
2019 APPROVED BUDGET
2019 Dues = 540 per lot

Income	<u>OPERATING</u>	<u>RESERVE</u>
Operating Revenue		
400 · Assessments	82,100	41,000
410 · Transfer and Document Fees	3,600	
420 · Operating Fund Interest	130	11,000
Total Operating Revenue	<u>85,830</u>	<u>52,000</u>
Total Income		
Expense		
Operating		
Maintenance Expenditures		
500 · Yearly Contract	40,000	
501 · Invasive Grass	3,000	
502 · Tree Trimming	5,000	
503 · Utilities	550	
505 · Other Maintenance	4,000	
506 · Erosion Mitigation	3,000	
507 · Plant Replace	2,500	
5000-Street Repairs		14000
5006-Erosion Mitigation		10000
Total Maintenance Expenditures	<u>58,050</u>	<u>24,000</u>
Administrative		
510 · Contract Service	13,400	
511 · Board	500	
512 · Legal	1,500	
513 · Communications		
513.1 · Computer and Internet	1,500	
513.2 · Telephone	1,400	
513.3 · Office Supplies	50	
513.4 · Printing/Reproduction	2,300	
513.5 · Postage/Delivery	300	
513.6 · Record Storage	540	
Total 513 · Communications	<u>6,090</u>	
Total Administrative	<u>21,490</u>	
Other Operating		
521 · Insurance	3,500	
522 · Membership Fee - GVC	2,170	
523 · Taxes and Contingency	600	
Total Other Operating	<u>6,270</u>	
Total Operating	<u>85,810</u>	
Profit or (Loss)	<u>20</u>	<u>28,000</u>

SAN IGNACIO VISTAS, INC.
2018 BUDGET VS EXPENSE

	(US\$) OPERATING (1)		(US\$) RESERVE (2)		(US\$) VARIANCE	
	Budget	Actual	Budget	Actual	Under	Over
REVENUE	84,570	84,024	53,000	63,904		10,358
	(1) Houses sold 10 - not 12 (2) Reserve Interest > \$10,000					
EXPENSE	83,982	80,247	24,500	23,550	4,685	
END OF YEAR	18,479	21,668	533,913	545,767		15,043

TREASURER:**Marianne Bishop**

Thanks to the Financial Advisory Committee: Gary Powers, Chair, Terry Arnholt, Pat Imgrund and Jack Powers who did their homework and provided guidance in determining the 2019 HOA dues. There was a modest increase of \$10 compared to 2018. All homeowners have paid this yearly assessment for 2019.

2018 Budget vs Actual:

Variances in actual revenues/expenses compared with the 2018 budget:

Revenue: The Operating Budget anticipated a \$588 excess and the actual was \$3,777. We predicted selling 12 houses (actual sold 8). The Reserve Fund at the end of 2018 was forecasted at \$533,913. Dividends and Interest, mainly dividends, were almost \$11,000 higher than estimated. This resulted in the Reserve Fund Balance at December 31 being \$545,767.

Expense: The combined expenses of the 2018 Operating Fund and Maintenance of Monuments and Streets, Drainage and Erosion were under budget by approximately \$4,700.

The 2019 Budget is approximately \$2,000 higher than 2018.

MAINTENANCE:

Maintenance is broken into two sub-committees, Roads and Landscape

Road Sub-Committee**Pat Imgrund, Chair**

Pat Imgrund acknowledged the work of his volunteers: Duane Felstet John Haymond, Gary Powers and Don White. Don White has moved to Flagstaff leaving only 4 people on the committee.

Anyone interested joining the round table as they meet to oversee roads, curbs, sidewalks and all signage and reflectors are urged to contact Pat. As our extensive network of streets (2.67 miles), curbs, sidewalks and drainage lines mature they will cost more to maintain. Because we own our own streets our Reserves must be sufficient to ensure we are able to care for them in a responsible manner to make sure they last as long as possible before needing to be replaced.

We continue to monitor our roads to ensure we maintain a good base that will support application of an overlay to protect the roads from deterioration. Adobe Asphalt is scheduled to perform 8 repairs on day and Wednesday, March 27. In June 2020, barring any sudden change in the condition of our roads an asphalt overlay will be applied to all SIV roads. The conservative estimate of projected new life for the road is at least 15 years or more.

Some projects completed by members of the committee in 2018:

- ✓ Repaired a raised portion of sidewalk on View Ridge Drive.
- ✓ Removing and reinstalling the letters at both monuments to prevent rusting.
- ✓ Installing new LED wall washing lights at the Calle Tres monument.

Measures a homeowner can take to reduce our maintenance costs include:

- ✓ When spraying weeds in your front yard also treat the cracks at each side of the curb and the curb alongside the asphalt. Discouraging this growth helps to maintain the seal to prevent water from undermining the street.
- ✓ Repair irrigation leaks in front yards so that water does not find a way into the street each time that your drip system operates.
- ✓ Don't park on a sidewalk, it is not built to bear the weight of a vehicle.

Landscape Sub-Committee

Joyce Bulau, Board Rep.

The role of this committee is to advise the Board on all matters pertaining to maintenance, repair or improvement of the common areas. We are in the year 6 of the 10-year Long Range Plan for our Common Area as approved by the board in October 2013. This plan can be viewed on our website.

We are in the second year of the 3-year Maintenance Contract for the Common Area with Felix Landscaping at an annual cost of \$40,000/yr. The contract raised the hourly rate from \$23.75 to \$25 due to the increase in minimum wage and added 320 hours. This figure does not include the invasive grass program, annual tree trimming, erosion mitigation, plant replacement and any additional hours needed beyond the base of 1,584 provided in the contract.

Projects completed in 2018 include:

- ✓ Cleared overgrown cactus and vegetation and applied landscape rocks and new plants on the four corners of View Ridge Drive and Sonoran View Drive and the northwest corner of Gloria View Court.
- ✓ Removed almost all remaining cow's tongue cactus on in the subdivision.

2018 was an exceptionally wet year and many cacti collapsed because of the moisture. That is why we have endeavored to replace fallen cactus with the Indian Fig which is more easily trained to grow upright.

Joyce acknowledged the work of volunteers: Barry Bishop (special projects) Eileen MacLaren (buffelgrass identification) and welcomed Mike Johnson who has consented to work on special projects. He recently prepared the ground for the new bench located at the north end of Gloria View Court. If you have questions or would like to volunteer to help with landscape projects please feel free to contact the Joyce Bulau, Chair.

ARCHITECTURE:

Glen Seela, Board Rep

In the absence of Chair, Pat Kelly, Glen Seela presented the report. Other committee members include Linda Nealy (Color Consultant) Billie Grueneich, Nanci Koester, and Marianne Bishop, Committee Secretary.

The committee provides an independent review and, when appropriate, approval of any request from a homeowner for 'the construction, alteration, repair, modification or addition of any improvement' to their property. Requests might include changes to the landscaping, perimeter walls or patios; installation of patio enclosures; placement of satellite dishes, antennas, flagpoles, etc. Direct your request to the secretary of the Association, who will provide necessary forms which are also available on the website and in the Owner's Handbook.

In 2018 the committee refined the application process and created a new application. The website and Owners Handbook section on Painting has been updated.

Members of the committee drove the subdivision looking for homes that are severely faded and may not have ever been repainted since being built. After the Annual Meeting emails or letters will be sent advising if your home was identified as needing a repaint.

To ensure a record of when painting is completed and what colors used Owners must submit an Application for Painting regardless of whether the color scheme is being changed. This process should take less than a week. Please plan accordingly. The Secretary has paint chips and can help you with color selection by giving you addresses of homes painted in a color you are considering. It helps when you can view colors on a larger scale prior to making a final selection.

Some words of caution were shared about maintenance of roofs.

- ✓ When sealing a flat roof, **NO** bright white should be used on the PARAPET WALL visible from the street above your home.
- ✓ If you need to replace an Air Conditioning unit on the roof the DUCTWORK of the roof-mounted units (if painted bright white) are unsightly and detract from views. We have designated colors for these items to help minimize their impact on the view of the mountains for homeowners living on the street above.
- ✓ Roof repair/replacement does NOT need architectural approval if damaged tiles are replaced with like or similar color and material.
- ✓ 40-year tile roofs are only as good as the tar paper which is rapidly deteriorating. A microburst (usually occurring in the summer) can cause real damage to roof tiles allowing water to reach areas now unprotected because paper has deteriorated. If you suspect that your home experienced this weather event be sure to have the roof checked.

We remind seasonal residents it is your obligation to make sure someone is monitoring your property for weeds while not in residence, and that the Secretary has a contact if there is a water leak in your irrigation system, etc. Tall palms need to be manicured prior to the summer because strong monsoon winds can turn these fronds into potential flying missiles.

SECRETARY:

Marianne Bishop

Many homeowners have dropped their land lines for cell phones. Make sure that I have your current information in case of an emergency. If you have someone watching your home I need their name and phone number as well.

If you are going away for an extended period even if you have stopped mail and newspapers, tell a neighbor so that they can retrieve any door hangers, phone books, etc. that someone decides to drop in your driveway making your home look empty.

Home Sales are not as plentiful as 2017 when we sold 21 but many of the homes with a view are selling in under two weeks, some only in 3 days. My annual recap of real estate transactions is included in the attachments to these minutes as well as a listing of all committees.

HOMEOWNER TIME

A time was provided for homeowner comment. Buffelgrass was the only topic of concern and this will be discussed with our landscaper.

ADJOURNMENT

The Chair thanked those attending for their participation and announced that the new board would convene immediately following the Annual Meeting. The meeting was adjourned at 1:30 PM

ORGANIZATIONAL MEETING

An organizational meeting convened at 2 PM and the following officers were appointed for 2019:

Eileen Ridenour	President
Glen Seela	Vice President
Marianne Bishop	Secretary/Treasurer
Shelli Knopik	Director
Pat Kelly	Chair, Architectural Committee

Respectfully submitted by
Marianne M. Bishop,
Reliable Secretary Service (RSS)

Minutes approved by the board via email on March 9, 2019

COMMITTEES

ARCHITECTURAL

E-mail: AC@sivhoa.org

Pat Kelly, Chair & Board Rep
Lyle Grueneich
Nanci Koester
Linda Nealy
Glen Seela
Marianne Bishop, Secretary

AUDIT

Judy Barkley, Chair
Fred Newton

FINANCIAL ADVISORY

Ann Striker, Chair
Terry Arnholt
Pat Imgrund
Gary Powers
Jack Powers
Eileen Ridenour, President
Marianne Bishop, Treasurer

MAINTENANCE

Eileen Ridenour, Board Rep

Landscape Sub-committee:

E-mail: landscape@sivhoa.org
Joyce Bulau, Chair
Barry Bishop, Special Projects
Mike Johnson, Special Projects
Eileen MaLaren, Buffelgrass

Road Sub-committee:

E-mail: roads@sivhoa.org
Pat Imgrund, Chair
Larry Engel
Duane Felstet
John Haymond
Gary Powers

SIVPS (POSTAL SERVICE)

AREA CAPTAIN

1 Jim & Karen Steffen
2/3 Joyce Bulau
4 Frank Surpless
5 Jean Rawlings
6/7 Fred Newton
8 Sylvia Kelly
9 Paula Leeson
10 Shelli Knopik

AREA CAPTAIN

11 Marianne Bishop
12 Valerie Diamond
13 Ron & Rose Marie Lemke
14 Ray Stone
15 Randy & Diana Aronsom
16 Diana Ziolczyk
17A Kay Koso
17B Loretta Arnholt

SAN IGNACIO VISTAS, INC.

2018 HOMES SOLD

ADDRESS	ASK	SOLD	DROP	SQ FT	PRICE PER SQ	MT VIEW
4881 S Gloria Vista Dr.	\$303,500	\$303,000	\$500	1,957	\$155	Y
4708 S King Arthur Ct.	\$300,000	\$295,000	\$5,000	2,252	\$131	P
4975 S Gloria View Ct.	\$275,000	\$271,000	\$4,000	1,723	\$157	Y
4737 S Gloria Vista Dr.	\$269,900	\$269,900	\$0	1,725	\$156	Y
4779 S Harvest Moon Dr.	\$265,000	\$258,000	\$7,000	1,923	\$134	Y
4775 S View Ridge Dr.	\$266,500	\$257,000	\$9,500	1,723	\$149	Y
4867 S Prairie Hills Dr.	\$249,900	\$245,000	\$4,900	1,806	\$136	Y
4815 S View Ridge Dr	\$229,000	\$220,000	\$9,000	1554	\$142	Y

2019 SALES - CLOSED OR PENDING *

ADDRESS	ASK	SOLD	DROP	SQ FT	PRICE PER SQ	MT VIEW	CLOSING
4923 S Harvest Moon Dr.	\$319,000	\$310,000	\$9,000	1,923	\$161	Y	2/22/2019
4929 S Gloria Vista Dr.	\$360,000	\$353,000	\$7,000	2,381	\$148	Y	2/28/2019
4719 S Harvest Moon Dr.	\$335,000	\$320,000	\$15,000	2,536	\$126	Y	3/22/2019
4991 S View Ridge Dr.	\$252,000	\$250,000	\$2,000	1,554	\$161	Y	4/29/2019

2019 ACTIVE LISTINGS AS OF 2-22-19

4720 S King Arthur Ct.	\$239,000			1554	\$144	P
4879 S View Ridge Dr.	\$254,000			1,767	\$144	Y
4943 S Gloria View Court	\$269,000			1,723	\$156	Y
5007 S Gloria View Court	\$279,000			1,715	\$163	Y
4829 S Meadow Ridge Dr.	\$350,000			2,536	\$138	Y

Note: Three of the homes sold in 2019 were on the market 1 week or less.

P = Partial

**SAN IGNACIO VISTAS, INC.
COMPARISON OF SALES TRENDS**

YEAR	# OF HOUSES SOLD	REC'D ASKING PRICE	MULTI-LIST	* FSBO / # - FORE CLOSURE	SIV AVG SALES (\$) PRICE	GV VALLEY ^^AVG (\$)	SIV PRICE RANGE HOMES SOLD
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* FSBO = FOR SALE BY OWNER

2003	23	2	21	* 2	\$194,117		\$130,000 - \$291,500
2004	22	9	20	*2	\$242,435		\$133,900 - \$333,000
2005	16	9	14	*2	\$340,692		\$268,000 - \$439,000
2006	13	4	9	*4	\$341,756		\$259,900 - \$435,000
2007	7	1	5	*2	\$324,000		\$190,000 - \$458,000
2008	6	1	5	*1	\$334,950	\$199,493	\$280,000 - \$389,900
2009	8	1	8	0	\$218,950	\$177,953	\$162,900 - \$275,000
2010	10	0	9	#1	\$239,277	\$168,477	\$180,000 - \$315,000
2011	4	0	4	0	\$245,000	\$139,000	\$230,000 - \$260,000
2012	14	3	11	*1 / #2	\$224,536	\$152,191	\$109,000 - \$332,000
2013	11	0	8	0	\$207,125	\$162,214	\$119,000 - \$335,000
2014	12	0	12	0	\$213,172		\$130,000 - \$335,000
2015	17	1	14	*1 / #2	\$208,500		\$132,000 - \$315,000
2016	13	3	12	*1	\$207,257	\$182,655	\$153,345 - \$274,000
2017	21	9	19	*2	\$236,000	\$169,700	\$132,000 - \$359,000
2018	8	1	8	0	\$264,863	\$189,750	\$220,000 - \$303,000

^^ Figures in columns headed GV taken from Green Valley News or the internet