

Northwest Valley's Vistancia Breaks Records in Highest Home Sales

Written by Christina Tetreault



Mirroring a national real estate trend, Vistancia has experienced the highest first two quarters in new home sales activity since 2008, achieving 271 net sales at mid-year among the master plan's three actively selling communities - The Village at [Vistancia](#), a family-friendly multi-generation community; Blackstone at [Vistancia](#), a gated luxury golf course community featuring the only private golf course in the Northwest Valley – Blackstone Country Club; and Trilogy at [Vistancia](#), an active adult resort community.

According to RCLCO's national survey at mid-year, [Vistancia](#) ranked number 11 among the top selling master planned communities in the U.S. and achieved the highest growth rate, up 171% from the same period last year. National factors such as strong job growth, lower interest rates and rising rental costs continue to spur new home sales across the country reaching 2008 levels.

Vistancia attributes its sales success to an increase in new home builder inventory totaling over 75 floorplan options, the grand opening of Trilogy at Vistancia's active adult community 360-acre expansion in January and its diverse range of new home pricing with options from the high \$100's to \$500's. In total, The Village at Vistancia accounts for 52% of new home sales, Trilogy at Vistancia at 37%, and Blackstone at Vistancia achieved 11% of the master plan's recorded mid-year sales.

[Vistancia](#) has also seen a 24% percent increase in new home buyer visitors to the Vistancia Information Center year over year.



"Vistancia has a diverse range of home styles available to homebuyers that offers nearly something for every type of family. That, along with Vistancia's location set alongside the new Loop 303 and our rich selection of amenities immersed in the natural Sonoran Desert is driving an increase in demand for new homes at our community," said Mark Hammons, vice president/general manager of Vistancia.

The West Valley is also home to the region's newest freeway, Loop 303, serving as a growth magnet and decreasing drive time for commuting and entertainment in other areas of Phoenix.

Vistancia's private golf course community, Blackstone at Vistancia, has also observed an increased interest in its selection of custom homesite inventory. Only 10 custom homesites remain of its 62 custom lot inventory, ranging from \$160,000 to \$350,000, with five sold over the past year. Three custom homes are currently under construction with another four homes in design review.

Vistancia's premier collection of new home builders include Ashton Woods, Gehan Homes, Mattamy Homes, Meritage Homes, Ryland Homes, Shea Homes, Toll Brothers, T.W. Lewis by David Weekley Homes and Woodside Homes, offering homes ranging from 1,473 to 4,762 square feet. Additional home plans coming soon include Ashton Woods with two new floorplans, Mattamy Homes offering a new loft plan, and Toll Brothers introducing two new single-story designs. In addition, T.W. Lewis by David Weekley Homes recently broke ground on a new Fairways luxury neighborhood in Blackstone at Vistancia, with presales underway and a planned grand opening in September.

"New home builders are attracted to Vistancia because we offer a unique lifestyle and abundant ability to provide a way for residents to connect with family and neighbors set within the natural desert that surrounds the community" Hammons said.

Outdoor experiences at Vistancia include the 3.5-mile Discovery Trail, the heart of Vistancia that connects the entire community linking to two on-site K-8 elementary schools and community parks; Trilogy Golf Club, a daily fee public course designed by Gary Panks; and the private Blackstone Country Club featuring a Jim Engh-designed 18-hole golf course and the 30,000-square-foot clubhouse with a 3,000-square-foot fitness center, three resort-style pools and lighted tennis courts. Club membership is separate from real estate purchase. Recreational centers

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offering pools, meeting rooms and year-round resident events are available to homebuyers in The Village at Vistancia and Trilogy at Vistancia.