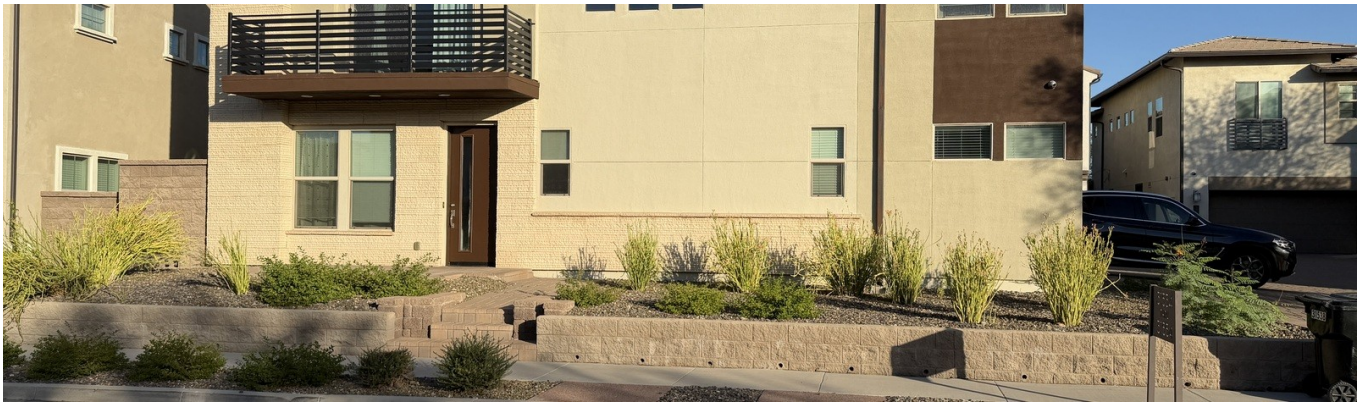


PRIVATE BROKER PREVIEW

The Home That Set the Standard for 24 North

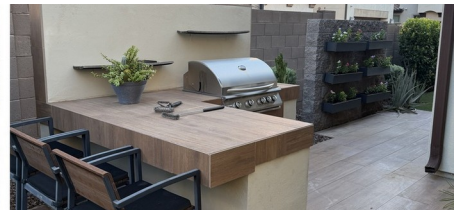
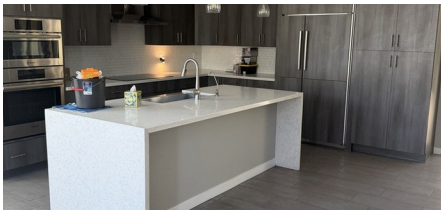
\$174,420 in documented Shea options. Originally priced 34%–42% above representative standard homes; offered today just 4.6% above the same-plan baseline.

\$549,000 • Shea Altair • Approx. 2,026 sq. ft. • Phoenix, AZ 85085



THE PRICE STORY IN EIGHT SECONDS

Relevant 24 North listings and recent sales establish a range from approximately \$498,000 to \$566,897. At \$549,000, this home sits within that range. Its comparatively small step-up over lower-priced alternatives buys Shea's first Altair showcase model, \$174,420 in documented options, completed outdoor living and \$27,424 in whole-home improvements.



Not another resale. The original sales story—now available.

One of Shea's original 24 North models, this home housed the community sales operation and showed buyers what the Altair could become. The \$174,420 specification, model yard and coordinated design remain—preserved and improved.



Explore the floor plan, upgrade documentation, included items, warranties and property story.

THE BROKER ADVANTAGE

Your buyer does not need to settle for the baseline.

Price gets the showing. The story creates conviction. The evidence defends the decision.

\$174,420	4.6%	\$27,424	111 homes
Builder package	Premium over baseline	Recent stucco/paint	Gated Shea community

Reference	Price	Approx. \$/sf	Meaning
Subject	\$549,000	\$271	Showcase/model-home offering
31730 N 24th Dr — same plan, active	\$525,000	\$259	Baseline; subject is +\$24K / +4.6%
2371 W Whisper Rock — partially upgraded same-plan Altair	\$566,897	\$280	Subject remains \$17,897 below verified support

What \$24,000 above the baseline actually buys

- Executed evidence of a materially different original specification—not a seller-created upgrade estimate.
- The coordinated showcase environment: waterfall kitchen, extensive cabinetry/appliances, floating built-ins, designer lighting, steel railing, technology and window treatments.
- Original model landscaping plus permanent L-shaped outdoor entertaining—not a basic yard still waiting to be designed.
- Exact recent preparation and a more complete intended transfer: TVs, sound, washer/dryer, garage TV, window treatments and outdoor stools, subject to final contract schedule.
- Up to \$2,000 in seller-funded buyer protection: up to \$1,500 intended to cover two years of premium home-warranty protection and up to \$500 intended to cover two years of termite protection, subject to the selected providers and final contract terms.

The lifestyle is here. The next chapter is arriving.

Now	Next
Norterra already delivers established shopping, dining and entertainment. Firebirds and Shake Shack are now operating; CAVA is announced/committed pending final opening verification.	TSMC has announced \$165B in planned U.S. investment, centered on its expanding Arizona campus. Halo Vista's ±2,400-acre innovation district is under development, with Costco and Marriott identified in its published project timeline.

The line brokers will remember

SAY THIS

“This home originally commanded a much larger premium because it was Shea’s first Altair showcase model, with \$174,420 in documented options. Today, that difference has compressed to 10% or less over relevant lower-priced alternatives, and the home remains below another same-size Altair sale. At \$549,000, the buyer gets the more complete home for a comparatively small step-up.”

Final ARMLS, broker, source-document and contract verification controls. Historical cost proves differentiation—not dollar-for-dollar value.