



January 1, 2019

Dear Realtors:

Many times we find that there are aspects of the operation of the Grayhawk Community Association that are confusing to Realtors and new buyers. Included with this letter are some informational handouts that address some of the more frequently asked questions.

Enclosures include:

- Intro letter for the Realtor Registration and Open House Policy
- Retreat Village Realtor Access Policy
- Realtor Registration Form
- Open House Sign Regulations
- For Sale Sign Recommended Standards
- Assessment Analysis
- 2017 Schedule of Assessments
- Community Enhancement Fund Summary
- Resale Disclosure and Lien Estoppel Fee Information
- Realtor Tours
- Contacts for Sub-Associations

I am always available to answer any questions that you or your buyers have about the Grayhawk community. The on-site office is located at the address listed below and is open Monday through Friday from 8:00 a.m. to 5:00 p.m. Please feel free to stop in or contact the association at (480) 563-9708.

Sincerely,
CCMC

Michael Fee

Michael Fee
Community Association Manager



Retreat Village at Grayhawk Realtor Access Policy

All Realtors must be registered through the Grayhawk Community Association to be granted access to the Retreat Village. A Realtor Access Form, a clear copy of a valid driver's license and business card must be submitted to complete the registration process.

The form is available at both gates, in the Realtor Packet on www.grayhawkcommunity.org or in the Grayhawk Community Association office at 7940 E. Thompson Peak Parkway, Ste. 102. Completed registration packets may be submitted via fax to 480-563-9709 or email to caustin@ccmcnet.com. A legible cell phone photo of the form, driver's license and business card are acceptable.

Once registration is complete, it is good for one year. Registration will be dated the day that the office receives a *completed* registration packet.

If at any time the Realtor is uncooperative with regard to filling out the form or the registration and verification process, they are to be logged into the visitor's log and an incident report is to be filled out. A copy of this report will be forwarded to the Community Manager. The Realtor may be denied access and asked to exit the property.



Grayhawk Realtor Registration

All Realtors accessing the Retreat Village must be registered with the Grayhawk Community Association. This registration must be provided annually and will be dated on the day that a completed registration packet is received by the Grayhawk office.

Agent Name: _____

Realty Company: _____

Driver's License #: _____ State _____

Email Address: _____

Comments _____

Grayhawk Security reserves the right to refuse access to ANYONE for ANY reason Security deems necessary.

Agent Signature

Date

Please attach a **LEGIBLE** copy of your business card and driver's license with your registration. You may also take a picture of the cards with your cell phone and email it to caustin@ccmcnet.com or mail or fax to our office.



GRAYHAWK COMMUNITY ASSOCIATION OPEN HOUSE SIGN REGULATIONS

The following rules apply to both the gated and non-gated areas within the Grayhawk community:

1. A realtor Open House sign used by the seller or the seller's agent may be placed on the seller's property during the Open House. Realtor Open House signs are not permitted on association common areas.
2. Only authorized Grayhawk Open House signs are permitted on association common areas, including sidewalks adjacent to association common areas.
3. There is no restriction on the number of signs which can be utilized on common areas (including sidewalks adjacent to association common areas) for Open Houses in the community as long as all of the signs are the Grayhawk Open House signs. Retreat owners may leave a flyer with directions to the open house with the gate attendant. These flyers will be distributed to anyone who inquires about the open house. It is the responsibility of the owner to assure that there are an adequate number of flyers available to be distributed that day.
4. Grayhawk Open House signs are available for sale in the Grayhawk Community Association site office at cost. Currently the cost to produce these signs is \$100.00 each and can be paid with credit card or check. The site office is located at 7940 E. Thompson Peak Parkway, Suite 102. No buy back or rental programs are available.
5. Signs other than authorized Grayhawk Open House signs on association common areas will be removed by the community roving patrol officers.
6. Open Houses are permitted daily from 8:00 a.m. and 6:00 p.m.
7. Proper maintenance of the Grayhawk Open House signs is the responsibility of the sign owner. Signs that are deteriorated will not be permitted within the community.
8. Additional signage violations include but are not limited to: Usage of unauthorized signs, improperly maintained signs, improperly located signs, and attaching of balloons or other information to signs.

Grayhawk reserves the right to amend these rules at any time.



Grayhawk Community Association “For Sale” Sign Recommended Standards

1. In accordance with Arizona Revised Statute 33-1808(F), a (one) 18”x 24” “For Sale” sign and a (one) 6”x 24” rider attached to the bottom of the sign may be installed at each property.
2. The sign shall be installed in the front yard only. The sign shall be placed parallel to the front curb in the center of the property, and be a minimum of 18” from the sidewalk or curb. No corner signs are permitted.
 - a. No additional signs may be placed on view fences or on/over walls. No sign may be erected, attached, or painted upon fences, rocks, or natural features.
 - b. No sign may be placed or attached to fixed structures such as utility/light poles and boxes, traffic control signs and signals, or any other roadside structures.
3. It is recommended that signs be mounted on an Association approved signpost style known to Realtors and Realty Sign companies as “The Grayhawk Model”. The signpost should be a 4’x 4’ white vinyl “double” post. The sign should be installed such that the top of the sign is no more than 4’ above the ground.
4. No other attachments to the sign are allowed including, but not limited to, fliers, tubes or containers, balloons, banners or other promotional material.
5. A property that is “For Sale by Owner” shall use an Association approved “For Sale by Owner” sign. Additional information shall be in black lettering/numbering and contained in the designated area on the sign.
 - a. One 6”x 24” rider may be attached to the bottom of the sign. No other attachments to the sign are allowed including, but not limited to, fliers, tubes or containers, balloons, banners or other promotional material.
6. Grayhawk Residents selling a condominium home/townhouse where the structure is surrounded by common property may place one 18” X 24” sign in one window which is most easily viewed from the adjacent street. This also applies to condominium homes/townhouses that are “For Sale by Owner”.
7. Signs shall not be illuminated.
8. Any “For Sale” sign which is placed, posted, or affixed in the commonly owned property will be removed by the Grayhawk Community Association. The person or entity responsible for installing a sign in/on association common area is liable to the GCA for the cost of removing the sign, with such costs being a minimum of \$25.00 per sign.
9. These temporary signs require no permit.
10. Signs shall be removed within 5 days after Close of Escrow.
11. The homeowner shall be responsible for the appropriate placement, maintenance, and removal of the sign.



2019 ASSESSMENT ANALYSIS

Grayhawk Community Association

- Landscape Maintenance of Common Areas
 - Greenbelts
 - Desert-belts
 - Hike and Bike Trails
 - Pocket Parks
 - Playground Facilities
 - Storm Repair
- General Maintenance
 - Walls/Fences
 - Playgrounds
 - Ramadas
 - Monument Signs
 - Mailboxes
 - Irrigation
- Utilities
 - Water
 - Electric
- 24 Hour Roving Patrol
 - Personnel
 - Vehicle
- Management
 - CCMC
 - Site Staff
 - Administrative
 - Site Office Expenses
- Administrative
 - Newsletter
 - Professional Fees
 - Insurance
 - Tax Related
- Reserves

Retreat Village Association

- Entry Gates
 - Maintenance
 - Personnel
 - Supplies
 - Phone Lines
- Landscape/Common Area Maintenance
 - Desert-belts
 - Hike and Bike Trails
 - Ramada's
 - Streetscapes
 - Entry Features
- General Maintenance
 - Tennis Courts
 - Hike and Bike Trails
 - Streets
 - Sidewalks
 - Street Sweeping
 - Monument Signs
 - Mailboxes
- Utilities
 - Water
 - Electric
- Management Services
- Administrative
 - Professional Fees
 - Insurance
 - Tax Related
- Reserves

Neighborhood Assessment

Neighborhood Amenity - (pool, spa, tennis court etc.)

Condominium Sub-Associations

Avian	Vintage
Cachet	Encore
Tesoro	The Edge
Villages @ Grayhawk	Venu

** All relative condominium expenses pursuant to individual budgets and documents. **

This list is in no way intended to be comprehensive, but is intended as a general guide and breakdown of expenses at each level of membership. For further information or copies of current budgets, please contact the association office at (480) 563-9708.

2019 SCHEDULE OF ASSESSMENTS

The Grayhawk Master Association

\$ 756 Annual Dues - Grayhawk Community Association

\$ 756 \$189 per quarter

Pinnacle

\$ 756 Annual Dues - Grayhawk Community Association

\$ 360 Annual Dues – Pinnacle (gated entry, private streets and tot lot)

\$1,116 \$279 per quarter

The Retreat (Talon Fairways, Firenze and Serenity)

\$ 756 Annual Dues – Grayhawk Community Association

\$ 1,032 Annual Dues – Retreat

\$1,788 \$447 per quarter

Peregrine

\$ 756 Annual Dues – Grayhawk Community Association

\$ 1,032 Annual Dues – Retreat

\$ 324 Annual Dues – Peregrine (pool/spa and tennis court)

\$2,112 \$528 per quarter

Crown Point

\$ 756 Annual Dues – Grayhawk Community Association

\$ 1,032 Annual Dues – Retreat

\$1,421.40 Annual Dues – Crown Point (pool/spa, tennis court, front yard landscaping)

\$3,209.40 \$802.35 per quarter

Crown Point Norte

\$ 756 Annual Dues – Grayhawk Community Association

\$ 1,032 Annual Dues – Retreat

\$ 900 Annual Dues – Crown Point Norte (pool/spa, tennis court, front yard landscaping)

\$2,688 \$672 per quarter

Los Vientos

\$ 756 Annual Dues – Grayhawk Community Association

\$ 1,032 Annual Dues - Retreat

\$ 456 Annual Dues – Los Vientos (pool/spa and tennis court)

\$2,244 \$561 per quarter

Volare

\$ 756 Annual Dues – Grayhawk Community Association

\$ 1,032 Annual Dues – Retreat

\$ 504 Annual Dues – Volare (pool/spa and tennis court)

\$2,292 \$573 per quarter

Halcon

\$ 756 Annual Dues – Grayhawk Community Association
\$ 1,032 Annual Dues – Retreat
\$ 312 Annual Dues – Halcon (pool/spa and tennis court)

\$2,100 \$525 per quarter

Monterey & Talon Point

\$ 756 Annual Dues – Grayhawk Community Association
\$ 1,032 Annual Dues – Retreat
\$ 384 Annual Dues – Monterey (pool/spa and tennis court)

\$2,172 \$543 per quarter

Renaissance

\$ 756 Annual Dues – Grayhawk Community Association
\$ 1,032 Annual Dues – Retreat
\$1,572 Annual Dues – Renaissance (pool/spa, tennis court, front yard landscaping,
house painting, and front yard plant replacement)

\$3,360 \$840 per quarter

Avante

\$ 756 Annual Dues – Grayhawk Community Association
\$ 1,032 Annual Dues – Retreat
\$ 432 Annual Dues – Avante (pool/spa and tennis court)

\$2,220 \$555 per quarter

Villages at Grayhawk

\$ 756 Annual Dues – Grayhawk Community Association
\$3,588 Annual Dues – Villages (billed monthly)

\$4,344

Avian

\$ 756 Annual Dues – Grayhawk Community Association
\$ 1,032 Annual Dues - Retreat Village
\$3,240 Annual Dues – Avian (billed monthly)

\$5,028

Vintage at Grayhawk

\$ 756 Annual Dues – Grayhawk Community Association
\$3,300 Annual Dues – Vintage (billed monthly)

\$4,056

Venu

\$ 756 Annual Dues – Grayhawk Community Association
Annual Dues – Venu monthly varies based on square footage.
Please contact management for more information.

Edge

\$ 756 Annual Dues – Grayhawk Community Association
Annual Dues – Edge monthly varies based on square footage.
Please contact management for more information

Tesoro - Villas

\$ 756 Annual Dues – Grayhawk Community Association
\$3,588 Annual Dues – Tesoro (billed monthly) **water, sewage and alarm monitoring included*

\$4,344

Tesoro - Townhomes

\$ 756 Annual Dues – Grayhawk Community Association
\$2,988 Annual Dues – Tesoro (billed monthly) **water and sewage NOT included*

\$3,744

Cachet Condominiums - Townhomes

\$ 756 Annual Dues – Grayhawk Community Association
\$ 1,032 Annual Dues – Retreat
\$2,940 Annual Dues – Cachet (billed monthly) + \$38.00 utilities charge

\$4,728

Cachet Condominiums - Villas

\$ 756 Annual Dues – Grayhawk Community Association
\$ 1,032 Annual Dues – Retreat
\$ 2,940 Annual Dues – Cachet (billed monthly) + \$38.00 utilities charge

\$4,728

Encore - Townhouse

\$ 756 Annual Dues – Grayhawk Community Association
\$2,988 Annual Dues – Encore (billed monthly)

\$3,744

Encore - Villas

\$ 756 Annual Dues – Grayhawk Community Association
\$3,480 Annual Dues – Encore (billed monthly)

\$4,236



COMMUNITY ENHANCEMENT FUND

The Grayhawk Board of Directors has approved an amendment to the Covenants, Conditions and Restrictions which allows for the establishment of a Community Enhancement Fund. This fund is for the purchase of future amenities and is not for maintenance of existing amenities. Funds are collected at closing and payment can be negotiated between the buyer and seller. Following is a simplified version. The amendment can be found in its entirety in the Covenants, Conditions and Restrictions for Grayhawk.

ASSESSMENT AMOUNT – Effective January 1, 2013

Grayhawk Master Association
1/2 of 1% (.005) of total sales price

Fee will never be less than 1/8% (.00125) or greater than 1/2% (.005) and can be changed by the Board of Directors.

Retreat Village Association (additional)
3/8 of 1% (.00375) of total sales price

Fee will never be less than 1/16% (.000625) or more than 1/2% (.005) and can be changed by the Board of Directors.

EXEMPTION

A one-time exemption to this fee is granted to every homeowner holding title by December 31, 1998. This exemption lasts for as long as the person owns the property. No matter when the property is sold, the transaction will not be subject to the fee.

The one-time exemption expires when the property transfers and all future sales of said property are subject to the fee.

EFFECTIVE

All homes purchased on or after January 1, 1999 are subject to the fee.



RESALE DISCLOSURE AND LIEN ESTOPPEL FEE (REGARDING THE SALE OF A HOME)

The Resale Disclosure and Lien Estoppel Fee includes the expense of providing the CC&R's, By-laws, the statement for the Title Company and the deed violation inspection done on all closings. This fee also covers settlement of the seller's account and set up of the new owner. Effective date January 1, 2014.

Fee Schedule

Grayhawk Fee	Resale Disclosure and Lien Estoppel Fee	\$382.00
Retreat Village Fee	Resale Disclosure and Lien Estoppel Fee	\$382.00
Sub-Association Fee	Resale Disclosure and Lien Estoppel Fee Crown Point (Additional Disclosure Fee)	\$382.00

***Please call a Title Specialist at Capital Consultants
Management Corporation at (480) 921-7500 for assistance.***



Condominium Management Contacts

Avian

Associated Property Management
480-941-1077

The Edge

Associated Property Management
480-941-1077

Cachet

First Service Residential
480-551-4300

The Village

First Service Residential
480-551-4300

Encore

Amcor Property Professionals
480-948-5860

Venu

Associated Property Management
480-941-1077

Tesoro

Kinney Management Company
480-820-3451

Vintage

Associated Property Management
480-941-1077



**ALL REALTOR TOURS MUST BE
APPROVED BY THE
GRAYHAWK COMMUNITY ASSOCIATION
OFFICE PRIOR TO THE TOUR DATE.**

**IF TOUR IS NOT APPROVED THE
ATTENDANTS OF TOUR WILL NOT
BE ALLOWED INTO THE COMMUNITY.**

**CONTACT STACEY HARVEY AT
SHARVEY@CCMCNET.COM OR
(480) 563-9708 TO SCHEDULE A TOUR.**