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## **Talking Rock Sales Steady Despite Slowing Real Estate Market**

*Community continues to take shape as Ranch Compound and Idea House near completion*

**PRESCOTT, Ariz. (February 7, 2007)** – Despite recent news of the soft real estate market, Talking Rock – a 3,400-acre private, luxury home community located just outside of Prescott - continues to experience a healthy amount of sales. The high country community sold 89 home sites in 2006 and sold out the first phase of Ranch Cottages. Talking Rock offers a variety of living options to suit every lifestyle including Ranch Cottages, Ranch Homes and custom homes.

“We experienced a great deal of success in 2006,” said Jim Buckley, Director of Sales for Talking Rock. “With five new Ranch Cottage and four Ranch Home floor plans and two new models of each opening in 2007, we anticipate another great year.”

The sales success experienced by Talking Rock is enhanced by the offering of upscale community amenities, such as the Ranch Compound. The luxurious compound will serve as the hub of the community and will be a place to reunite with family and friends, enhance relationships and create new ones.

Beginning in March, Talking Rock members and guests can experience the Ranch Compound for the first time with the opening of The Barn Fitness Center, a state-of-the-art exercise, health and wellness facility that will boast unrivaled equipment and services to help rejuvenate both the mind and body, while the rustic architectural elements will keep members in-tune with the natural surroundings of the ranch. For those who prefer their exercise in the water, the Barn Fitness Center will also offer a lap and wading pool, beginning this summer. Members can end the day by heading back to the Tack House to collect their belongings from the lockers, regroup and call it a day.

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## **2-2-2, Talking Rock Sales and Community Update**

Adjacent to The Barn Fitness Center will be “Coops”, a unique coffee house that is anything but conventional. Opening in April, Coops will serve as a gathering spot where friends and neighbors can meet for coffee, catch up on daily news, collect mail from their boxes, send a letter or even pick up a few epicurean items for dinner. Coops will also offer a special signature “Ranch House Blend” coffee, featuring beans from a Prescott, Ariz., establishment Prescott Coffee Roasters.

The focal point of the Ranch Compound is the Ranch House, a multi-purpose building set to open in mid 2007 featuring private and outdoor dining areas, as well as a Bar & Grill. Unique architectural elements such as the gun-metal, horseshoe-shaped bar, red suede walls featuring built in millwork and family-style seating with views of Granite Mountain will create an authentic depiction of life on the ranch.

Also making its debut this summer is the Phoenix Home & Garden Idea House - an elaborate collaboration among professionals in the home building industry that will result in a 5,200 square-foot ranch-style custom home, featuring a main house, guest house and barn. Set on just over an acre golf course homesite in the Talking Rock development, the motivation behind the Phoenix Home & Garden Idea House is to spark imagination and boundless options in home construction, design and living.

Offering the best of both worlds, Talking Rock is located in a peaceful, rural setting and yet is just minutes from Prescott where homeowners have access to shopping, dining, entertainment and numerous outdoor recreational opportunities. It is a 3,400-acre private, luxury home community with a casual western lifestyle and the amenities of an exclusive country club. Its Jay Morrish-designed 7,350-yard championship golf course intertwines through more than 1,000 preserved acres, presenting residents with the spaciousness of Arizona’s high country.

Talking Rock is a development of Harvard Investments, a Scottsdale, Ariz., based real estate development company respected for its high quality, residential projects throughout the Southwest. Harvard designed and developed communities are found in Austin, San Antonio, and Dallas, Texas; and in Phoenix, Sedona, and Tucson, Ariz.

### **3-3-3, Talking Rock Sales and Community Update**

Harvard's Canadian parent, the Hill Companies, is a privately held diversified company involved in real estate development, oil and gas production and distribution, broadcasting, surety bonding, and life insurance. The Hill Companies celebrated its 100th year of continuous family ownership and operation in February, 2003.

More information on Talking Rock and Harvard Investments, Inc. can be found at [www.talkingrockranch.com](http://www.talkingrockranch.com).

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