

SEPT 2012

## Quote of the Month - "You learn something every day if you pay attention." - Ray LeBlond

Below are some excerpts from ASU- W.P. Carey School of Business, from an article dated August 15, 2012- entitled ***IT'S COMPLICATED: SEASONAL FACTORS HOLD REAL ESTATE PRICES STEADY, BUT WHAT'S NEXT?*** (I have bolded some information that I find most important- you can read the entire article at <http://wpcarey.asu.edu>)

“The June housing market report indicates that some **stability** may be returning to prices in Phoenix, however the market is complex and continues to be out of balance. **Mike Orr**, director of the W. P. Carey School’s Center for Real Estate Theory and Practice, reports that there was indeed little change in prices between May and June of this year. Comparing to June 2012, however, the **evidence shows significant price recovery**. Median sales price is up 29 percent to \$150,000 and price per square foot is up 21 percent, to \$98.11.”

“**Supply, however, continues to be down**. There are 33 percent fewer homes for sale this August compared to August 2011. And the distressed supply is down 68 percent for the same period. Lower supply means fewer sales: single family home sales in June fell almost 16 percent compared to June last year. The lower end of the market, especially, is squeezed because of the drop in the supply of foreclosed properties.”

Also according to **Michael Orr of the Cromford Report**, “During August we continued the market's three month wind-down following its springtime frenzy. The basic numbers for September 1, 2012 relative to September 1, 2011 for all areas & types across ARMLS are:

- Active Listings (*excluding* AWC-active w/ contingency): 14,405 versus 19,216 last year - **down 25%** - and **up 7%** from last month
- Active Listings (*including* AWC): 20,678 versus 26,820 last year - **down 23%** - and **up 3%** from last month
- Pending Listings: 10,125 versus 11,508 last year - **down 12%** - and **down 3%** from last month
- Monthly Sales: 7,573 versus 8,470 last year - **down 11%** - and **up 3%** from last month
- Monthly Average Sales Price per Sq. Ft.: \$97.45 versus \$79.64 last year - **up 23%** - and **down 0.7%** from last month
- Monthly Median Sales Price: \$145,700 versus \$109,900 last year - **up 33%** - and **up 0.6%** from last month

Nothing very impressive there, assuming we have all got used to the idea that average price per sq. ft. for sales is up 23%. The luxury market has had its usual quiet summer ...”

Orr goes on to say “Greater Phoenix REO sales are once again below 14% of the monthly total. At their peak on February 11, 2009, they constituted 71.1% of monthly sales. Although it will take some time for them to disappear completely, **REOs are no longer a major factor in the market.**”

We continue to experience an ***EXTREMELY LOW inventory of homes for sale!!*** Homes are typically selling ***quickly and sometimes going for more than list price***- If you are thinking of selling ***NOW is a great time!*** Call me TODAY for a market analysis of what your home might sell for in today’s hot market conditions!

**Real Estate is my FULL TIME** career. I can help you navigate through all of this information to find answers that make sense for you- to make your best real estate investment decisions.

**Please don’t hesitate to let me know if you have any questions on the information I send, or if I can help you or someone you know, with your real estate investment goals.**

SEPT 2012

## SEPT Events

- **9/11 Memorial Events**

Observances around Phoenix to honor the victims and heroes of the terrorist attacks on America on September 11, 2001.

In 2012: Various dates in September

- **Crossroads of the West Gun Show**

At the [Arizona State Fairgrounds](#). The shows offer hundreds of tables of interest to both the once a year hunter and the avid collector.

In 2012: September 8, 9

- **Doggie Dive In**

For a small charge you can bring your doggie to the aquatic center where she can play and splash and swim. Separate area for small dogs. Proof of shots required. Casa Grande.

In 2012: September 8

- **Downtown Chandler Art Walk**

Visit more than 70 artisans set up along the streets in front of the unique shops and cafes of [Historic Downtown Chandler](#). Free.

In 2012: Third Friday of the month

- **Dragonfly & Butterfly Bash**

A family-friendly event celebrating dragonflies, damselflies and Monarch butterflies. Guided nature walks and presentations. Children's activities. Free. [Environmental Education Center](#), Chandler.

In 2012: September 29

- **Family Movie Nights With Radio Disney**

Free family-friendly movies, karaoke and giveaways on High Street at CityCenter of CityNorth. 7 p.m. Free.

In 2012: September 7

- **Fiesta Mall Entertainment**

Mariachis, magicians, dancers, bands -- several entertainers each Saturday and Sunday afternoon at Center Court at Fiesta Mall in Mesa. Family friendly. Free.

In 2012: Every Saturday and Sunday

- **Fiesta Septiembre**

Mariachi groups, folklorico dancers, salsa and margarita contests, outdoor mercado, food and beverage cantina, historic photo exhibits. Wickenburg.

In 2012: September 1

- **First Friday**

Visit more than 80 downtown Phoenix art galleries, studios and art spaces. Free. [See the video](#).

In 2012: First Friday in September

- **Flashlight Tours at Desert Botanical Garden**

See, hear and feel the desert night including, nighthawks, tortoises, insects and night-blooming flowers. Bring a flashlight and wear comfortable shoes. Tours begin at 7 p.m. Recommended for families and children of all ages. [Desert Botanical Garden](#) in Phoenix. [See a video about visiting Desert Botanical Garden](#).

In 2012: September 1

- **Free Art Friday**

Preschoolers and their parents participate in an activity involving art and/or music. The theme varies from month to month. No registration required. Free. Tempe.

In 2012: September 21

- **Friday Night Franks**

Live entertainment, wagon rides, horseshoes and corn hole. A full cash bar is available. Wiener roast hot dogs, brats, and S'Mores. Free admission, charge for food and beverages.

In 2012: September 7, 14, 21, 28

## SEPT 2012

- **Greek Festival of Chandler**  
Traditional Greek foods, Greek imports, live Greek music, folk dancing, Kids Fun Zone  
In 2012: September 28 - 30
- **Halloween, Pumpkin Patches, Haunted Houses, Halloween Festivals and Events**  
Many harvest festivals and Halloween activities start in September!  
In 2012: Various dates in September
- **Hispanic Heritage Month Festivals and Events**  
Music, dance, literature, art, and more at events across the Valley celebrating Hispanic Heritage Month, September 15 through October 15.  
In 2012: Various dates in September
- **Make it and Take it Wednesdays**  
Children ages 8 and older can enjoy some fun and creativity as they use different types of materials to create their unique art projects. Free. Mesa Main Library.  
In 2012: Third Wednesday of the month
- **Maricopa County Home and Garden Show**  
Hundreds of exhibitors. Seminars, demonstrations, and displays at the [Arizona State Fairgrounds](#).  
In 2012: September 28, 29, 30