

**As we celebrate the birthday of our nation- the July Quote of the month:**

Freedom is never dear at any price. It is the breath of life. What would a man not pay for living? -Mahatma Gandhi

The Arizona Republic recently reported (by [Catherine Reagor](#) on Jun. 30, 2012, under [Arizona Republic News](#)) that “Metro Phoenix’s housing-market recovery has spread to the new-home market. Building permits, new-home sales and [prices](#) have been climbing steadily this year. All are long-awaited positive signs for one of Arizona’s biggest and most-important industries.” It went on to say that “Last week, seven builders finalized deals to spend more than \$50 million on home lots in the new Mesa community Eastmark, a project being developed by DMB Associates.”

In keeping with my commitment to you to keep you updated on current market conditions...According to the Cromford Associates, LLC, **as of July 3, 2012** from Arizona Regional Multiple Listing Service (Maricopa County):

**There were 19,952 Active Residential Listings- Same time last year we had 28,920**  
***This number includes “active with contingency” offers (7,064)- so if you exclude these “AWC’s”, the inventory available is even lower at just 12,888 Active Listings***  
Using the **total** and at a rate of 8,494 sales per month (as of 7/3/12), the months supply is at 2.3; however *excluding* the AWC, the supply is **just 1 ½ months!!**

**Of 19,952 total Active Residential listings:**

**1,204 were Lender Owned- (6%) - same time last year: 4,228 (15%)**

**7,224 were Pre-Foreclosure/Short Sales (36%)- same time last year: 11,150 (38%)**

**10,069 were Normal Listings (50%) – same time last year 12,006 (41%)**

There were **10,614** transactions pending- same time last year **11,637**

So as you can see, inventory of homes for sale remains ***EXTREMELY LOW!!*** 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!

Or if you’re ready to make a move, you may consider holding on to your current home and leasing it out, while buying a new primary residence and have the **benefit of appreciation of both properties as an investment plan.**

**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.**

**P.S. Next are some excerpts from recent articles you may find interesting...**

## **News from the Arizona Republic- Builders bullish on local housing market**

by [Catherine Reagor](#) on Jun. 30, 2012, under [Arizona Republic News](#)

Metro Phoenix's housing market has become a bellwether for a national real-estate recovery.

The group included: Charley Freericks, president of Scottsdale-based DMB; Dea McDonald, general manager of Eastmark; Charlie Enochs, division president, Taylor Morrison; Michael IlesCremieux, vice president of land acquisitions at Meritage Homes Corp.; Paul Kroff, division manager of Woodside; and Andy Warren, president of Maracay Homes.

**Question: Describe the state of Phoenix's housing market now. How does this region's recovery compare to the rest of the nation?**

Enochs: "Phoenix is definitely on the leading edge of the recovery. We have seen remarkable sales velocity and [price](#) increases."

Warren: "We are very fortunate in Phoenix because [investor](#) demand has cleared out the backlog of foreclosures. That has helped us transition out of a distressed market to more healthy one quicker than other parts of the country."

IlesCremieux: "Many [investors](#) locally and nationally are saying Phoenix is the bellwether for a homebuilding market coming out of the recession."

Kroff: "We are bullish on Phoenix's homebuilding market. We knew the pendulum would swing back, and investor demand for foreclosures helped the market recover faster."

Freericks: "It's always easy to over judge Phoenix on the upswings and downswings. But now we are seeing positive signs on every front (of real estate)."

McDonald: "There is shift from resales to new-home sales. We don't manufacture the market. We follow builders closely to see what deals they can do and what makes sense for their business and homebuyers."

## **REALTY TIMES- JULY 4, 2012-**

### **Steady Mortgage Rates Contribute to Housing Market Improvements -by Ed Ferrara**

"It was good news this past week for housing when data for pending home sales showed an unexpected jump in May...According to the National Association of Realtors, pending homes sales, which represents the number of contracts signed, increased 5.9% to 101.1 from 95.5 in April. Construction Spending also rose 0.9% in May, according to the Commerce Department, which was the biggest gain since December." It went on to say "Even with a low 5% down payment, obtaining a conforming mortgage with private mortgage insurance is possible and available"

## JULY EVENTS

- **4th of July Festivals and Fireworks Celebrations**

Every city and town in the Valley has some sort of Independence Day event that is suitable for the entire family.

In 2012: First week of July

- **Arizona Diamondbacks Baseball**

The Arizona Diamondbacks play professional baseball at [Chase Field](#).

In 2012: Various dates in July

- **Arizona Rookie League Baseball**

Minor League Baseball has 12 Rookie League teams in the Phoenix area. The 56 game season takes place in June, July and August. There are 13 teams in the Phoenix area. You can catch a game (free admission) in Phoenix, Mesa, Tempe, Scottsdale, Glendale, Goodyear, Peoria, or Surprise.

In 2012: Various dates in July

- **Birds in the Garden**

Join expert birders for a morning bird walk along the Garden trails. Everyone, including first-time birders, is welcome. Wear a hat, sunscreen and comfortable walking shoes. Bring binoculars if available. [Desert Botanical Garden, Phoenix](#) at 7 a.m. This activity is included in the regular admission fee.

In 2012: Every Monday in July

- **Cabela's Kids Kamp**

Free programs on topics related to hunting, fishing and other outdoor activities for ages 9-13 at [Cabela's in Glendale](#).

In 2012: Every Monday evening (except when store is closed for a holiday)

- **Chandler Center for the Arts' Summer Concert Series**

Family-friendly, free to the public concerts. Seating will be on a first-come, first-served basis. Foyer doors will open one hour prior to show-time. [Chandler Center for the Arts](#).

In 2012: July 27

- **Christmas in July**

Christmas shopping, Christmas music, holiday crafts and Santa. Start at the Glendale Visitor Center. [Historic Downtown Glendale](#)

In 2012: July 21

- **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: July 21, 22

- **Deer Valley Rock Art Center Twilight Tours**

Join educators for a guided tour of the Deer Valley Rock Art Center's spectacular rock art. The Center's knowledgeable educators will tell you all about the petroglyphs, archaeology, Native American cultures, and the desert plants and animals. Starts at 6 p.m. Reservations required. Northwest Phoenix.

In 2012: July 13, 27

- **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

- **Family Fun Day**

A day of fun that brings family exhibitions even more to life. This free event draws more than 1,000 visitors for art making projects and performances. [ASU Art Museum](#), Tempe.

In 2012: July 14

- **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: July 6

- **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

- **First Friday**

About 100 downtown Phoenix art galleries, studios and art spaces. Free. [See the video.](#)

In 2012: First Friday of the month