

# MARCH 2010

## Real Estate Update



**The Empowered Team**  
Real Estate For Today

**JEFF GERBER**

**ABR®, GRI®, SRES®, REALTOR®**

**Hello Everyone,**

Holy Cow, it's March. Time for spring training baseball and our transition into the 'best weather in the country'. We have been fortunate enough to have had lots of rain this winter, so the 2010 wild-flower season should be spectacular. Hope you get a chance to get out and experience it this spring. You have probably noticed that I am now part of The Empowered Team LLC. The Brokerage name change became official on Feb 10. I'm excited to continue the real estate journey with my Broker, Brenda Breit.

I only have a few news items for you this month. Interest rates continue at near record lows with 30-year fixed holding close to 5%. Fed Chair Bernanke told Congress in Feb that these record low interest rates will need to stay in place for an extended period of time if a recovery is expected. Warren Buffet says he thinks we will see housing bouncing back by 2011, but pricing will be well below the 'boom' times. Maricopa Co. home owners received assessment notices in Feb, averaging a 15.2% decline in value from 2009. That does not mean you tax bill will go down. Also, if you want to dispute the value, do it quickly!

I'm still searching for a buyer for a great, and now price reduced, listing of a home in Chandler's Andersen Springs for Patty. If you know anyone looking for a really nice 2-story 3/2 in Chandler, this is one they should consider. I've added a listing for an updated stuccoed manufactured home in the active adult community of Sun Lakes. This one is priced to move. I'm excited to report that we have found several homes that Kelly & Jeremy from Tempe like. Hopefully we can get a positive response to one of our offers soon. I was saddened to see Stoil's home buying plans put on hold by a work slow down. Hopefully we will see our economy improve. If you know of anyone looking to take advantage of the \$8000 first time home buyer or \$6500 existing home owner tax credit, please have them contact me now. Time is running out. To qualify you must have the home you plan to purchase under contract by the end of April and close the sale by the end of June. You must also file your income tax on paper, not electronically to qualify for the tax credit. Look to Form 5405 for more details.

Thanks to each of you who have taken the time to refer a potential home buyer or seller to me. I appreciate when you do this. I'm honored that you place your trust in me. Your referrals really help me grow my business. I promise that you I will provide excellent service to anyone you refer to me.

**Regards,**

Contact me anytime:  
Call direct: 602-330-7272  
Email: [Jeff@jeffgerberrealtor.com](mailto:Jeff@jeffgerberrealtor.com)  
Fax: 877-824-7272  
[www.jeffgerberrealtor.com](http://www.jeffgerberrealtor.com)

**The Empowered Team LLC**  
**3370 N Hayden Road—Suite 123-119**  
**Scottsdale, AZ 85251**



Visit my website at: [www.jeffgerberrealtor.com](http://www.jeffgerberrealtor.com)



WHEN YOU THINK YOU ARE HAVING A  
BAD DAY, REMEMBER IT'S PROBABLY  
OWRSE FOR OTHERS!! THE **CROMFORD**  
**REPORT** MARKET ANALYTICS SERVICE  
IS TEMPORARILY NOT BEING UPDATED  
DUE TO COMPUTER DAMAGE  
SUSTAINED IN A FIRE ON FEBRUARY  
11. ARMLS IS WORKING WITH  
CROMFORD TO REPLACE THE  
EQUIPMENT AND RESUME THE  
UPDATES AS SOON AS POSSIBLE.

The table below provides a concise statistical summary of today's residential resale market in the Phoenix metropolitan area.

The figures shown are for the entire Arizona Regional area as defined by ARMLS. All residential resale transactions recorded by ARMLS are included. Geographically, this includes Maricopa county, the majority of Pinal county and a small part of Yavapai county. In addition, "out of area" listings recorded in ARMLS are included, although these constitute a very small percentage (typically less than 1%) of total sales and have very little effect on the statistics.

All dwelling types are included. For-sale-by-owner, auctions and other non-MLS transactions are not included. Land, commercial units, and multiple dwelling units are also excluded.

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Jeff Gerber, ABR, GRI,  
SRES



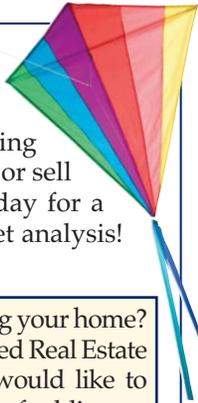
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Real Estate for Today

Tel: (602) 330-7272, jeff@jeffgerberrealtor.com, www.jeffgerberrealtor.com

**I**n like a lion,  
**o**ut like a  
lamb: However it  
comes and goes, spring  
is a great time to buy or sell  
a home. Call me today for a  
free, insightful market analysis!



**T**hinking of selling your home?  
As an experienced Real Estate  
Professional, I would like to  
point out the benefits of adding an  
Old Republic Home Protection  
home warranty to your transaction.  
While the home is on the market,  
Seller's Coverage provides repair  
and replacement coverage for your  
home's systems and appliances. It  
keeps the home showing well  
during the listing period, which can  
result in a faster sale at a higher  
price. At close, the Buyer's Plan  
seamlessly takes effect, protecting  
the buyer against potential  
unknown after-sale problems. Last  
but not least, the home warranty  
provides budget protection from  
the high cost of home repair and  
peace of mind for both the home  
seller and home buyer.

Call me today for more  
information on the value of adding  
home warranty coverage to your  
real estate transaction.

**M**ay I assist you by helping a  
trusted friend or close family  
member who is in need of  
professional real estate services? I am  
ready to make you and your referral  
my number one priority.



## Health & Safety

### Reduce Road Rage

**R**oad rage is a cultural phenomenon that has been  
described as "a motorist's uncontrolled anger that is  
usually provoked by another motorist's irritating act  
and is expressed in aggressive or violent behavior."  
People experiencing road rage may face increased health  
risks that come from high levels of stress, tension and  
anger. In addition to the toll stress takes on the "rager's" body, the increased risk of a  
car accident due to road rage puts *all* drivers at risk. If you experience road rage, here  
are some techniques to help avert a confrontation:



- Always be polite and cautious, even if others are not extending you the same courtesy, and don't retaliate.
- Avoid creating a situation that may provoke another motorist, and don't make inappropriate hand or facial gestures.
- Don't take another driver's behavior personally – they're likely expressing frustration with a totally unrelated problem or situation.
- Never make eye contact with an angry driver, and put as much distance between you as possible.
- If you are being harassed or followed, don't go home – drive to the nearest police station.

Remember, you cannot change other motorists' driving habits, but you can control your reaction. So stay calm, relax, and drive safely!

## Helpful Hints

### Fruit and Veggie Storage 101

**G**reat tasting fruits and vegetables begin with proper storage  
at home. Use the FIFO rule – First In, First Out – for fresh,  
frozen, canned and dried varieties. Continually rotate your  
stock to ensure freshness and reduce waste.



**Fresh foods** are best used the day of purchase, or within a few days. Some fresh items (peaches, plums, nectarines) can be left at room temperature until ripe, then refrigerated until ready to use. However, some fresh items, like tomatoes, should never be refrigerated, because cold damages texture and taste.

**Frozen foods** should be stored at 0° F. Although the recommended maximum length of storage varies, a good rule of thumb is six months.

Most **canned foods** have a shelf life of about two years when stored at a constant temperature of about 75° F, provided the can is not leaking or bulging.

**Dried foods** should be stored in cool, dry, dark areas in airtight containers. Recommended storage time ranges from four months to one year.



Jeff Gerber, ABR, GRI, SRES

The Empowered Team LLC

3370 N Hayden Road - Suite 123-119

Scottsdale, AZ 85251

Tel: (602) 330-7272

www.jeffgerberrealtor.com

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## Savor the Flavor

### Irish Oatmeal Scones

- ½ cup currants
- 1-1/4 cups flour
- 1 tsp. baking powder
- ¼ tsp. salt
- ¼ cup sugar
- ½ tsp. baking soda
- 1 stick butter
- 1 cup oatmeal
- 1/3 cup buttermilk
- melted butter and course-grained sugar

Preheat oven to 375° F. Place currants in a glass measuring cup and cover with boiling water. Cover, and let stand. In a large mixing bowl, combine first 5 dry ingredients. Cut in butter with pastry knife until it resembles coarse meal. (A food processor can be used.) Add oatmeal and drained currants. Stir in buttermilk until dough is barely moistened. Turn dough onto floured board and knead 6 to 8 times. Shape dough into a circle, place on an un-greased baking sheet and score into 8 wedges. Brush top with melted butter and sprinkle with coarse-grained sugar. Bake for 15 minutes.

## Household Tips

### Easy Ways to Save Money

The first step to financial health is to create healthy savings and budget habits. Here's a list of ways to save money effortlessly:

1. Track expenses in detail; learn to develop and use a simple budget.
2. Use cash instead of credit. People spend more when using credit than when they pay with cash.
3. Buy grocery store brands to save almost 50% over identical name brand products. Leave the kids at home, too, if possible. Shoppers who have children with them buy 40% more than those who do not.
4. Unplug unused appliances. Connect the TV or computer to a power strip and turn off the electricity when not in use.
5. Bring your own. Brew coffee at home and bring it to work in a reusable cup. Or buy soda pop at the grocery store or warehouse club for 20 cents a can instead of paying a dollar or more at the vending machine.
6. Carefully review credit card, utility and other bills to be sure charges are accurate. If you suspect a problem, contact the provider immediately.
7. Eliminate catalogs. We will not covet what we do not see. Free services such as catalogchoice.com can help you eliminate junk mail AND save money!



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## Brain Teasers

### Luck O' the Irish!

1. St. Patrick wasn't Irish.
  - a. True
  - b. False
2. St. Patrick changed Ireland's national color to green??
  - a. True
  - b. False
3. A leprechaun is really an Irish
  - a. shoemaker
  - b. thief
  - c. Magician
4. Why does the leprechaun wear green?
  - a. He loves the color
  - b. A form of camouflage
  - c. Because he felt it was lucky
  - d. It was the only available dye for cloth at the time
5. Kissing the Blarney Stone is supposed to give you what?
  - a. Moist lips from the dew on the rocks
  - b. Good luck in love
  - c. The gift of "gab"
  - d. Warts



**ANSWERS:** 1-a. (St. Patrick was born in Scotland); 2-b. (during St. Patrick's time the national color was blue. Green wasn't chosen until the 19th century.); 3-a; 4-b; 5-c