

JULY 2009



Real Estate Update

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ABR®, GRI®, REALTOR®

Hello Everyone,

Here's hoping this newsletter finds you well rested and recovered from your Independence Day or Canada Day celebrations. Hopefully you got to spend some time enjoying good summer weather. Though when talking with friends and clients in some parts of the US, it seems like this is turning into one of those years where you question if there really will be true summer weather.

Congratulations are in order for Charn, Devinder and their families in Edmonton, Alberta. Their brand new home in South Phoenix has been built and they became owners of it yesterday. It's bound to be a big wintertime hit! We're still waiting to hear a response for a Short Sale offer to purchase made on behalf of Maxim & Irina. To emphasize how complicated an offer on a Short Sale property can be, this is the 3rd client offer on the same property made since May 2008. I've got my fingers crossed for Ray & Lynne to find a buyer for their Quincy, IL home so that they can return to The Valley. I am happy that I have been able to help a few potential first-time home buyers get on the road to credit repair and put home ownership into their not too far off plans.

Real Estate sales continued at a brisk approximately 9200 sales for the second month in a row. The median price for the properties sold is up \$5,000 from last months \$120,000. There are approximately 37,000 active Listings. It is taking about 150 days for an average property to sell. You will see details of this on page 2 of this newsletter. Mortgage rates have risen slightly in the last month, creeping up to the 5.25% to 5.5% rates.

Early in June, the AZ Republic reported that home prices in The Valley have dropped almost 20% in the last year. The paper reported on the 18th that Real Estate investors have returned in a BIG way (no surprise to me). Most investors are purchasing properties and holding them as rental properties. There are an estimated 130,000 (and growing) inventory of rental properties in The Valley. Foreclosures continue to mount. There are an estimated 45,000+ properties under foreclosure notice. That is up from 2,300 in June 2006. The historic number of foreclosures will probably continue through 2012. This is all part of the fallout from the loose Lending practices during the 'boom'. Investors and first time home buyers are busy in Maricopa, to the point of the AZ Republic touting the city of Maricopa's re-birth on the 29th. Low priced homes seem to be offsetting the commute time from Maricopa. A website called WalletPop.com ranked Phoenix #7 in a list of cities with growth potential between now and 2025. Their estimate for growth in The Valley is 79%. Raleigh, NC led the list with a whopping 97% growth prediction.

Have a great July try to include some time for fun and/or a vacation. Please remember to mention my name to any of your friends, family or co-workers who might be in the market to buy or sell a home. Your referrals are really appreciated.

Regards,

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ALL AREAS & TYPES	TODAY 7/2/09	ST	LAST MTH 6/2/09	LAST QTR 4/2/09	LT	LAST YR 7/2/08	2 YRS AGO 7/2/07
Active Listings	37,173	↓	39,021	48,343	↓	53,782	54,165
Pending Listings	12,702	↓	12,904	11,416	↑	6,862	5,218
Sales per Month	9,209	↑	9,186	7,834	↑	5,879	5,197
Sales per Year	77,451	↑	74,070	66,544	↑	49,299	65,740
Days on Market - Monthly Sales	118	↓	120	127	↓	132	105
Days on Market - Active Listings	168	↓	171	164	↓	148	115
Days Inventory	176	↓	193	266	↓	399	301
Months Supply	4.0	↓	4.2	7.0	↓	9.1	9.7
Active Listings \$/SF	\$175.83	↓	\$180.04	\$175.66	↓	\$194.89	\$208.15
Monthly Sales \$/SF	\$87.80	↑	\$85.66	\$83.40	↓	\$131.02	\$177.71
Appreciation - Monthly \$/SF	-33.0%	↑	-36.1%	-43.6%	↓	-26.3%	-4.7%
Average Sale Price % List	96.18%	↑	95.56%	94.42%	↑	95.24%	96.13%
Listing Success Rate	62.5%	↑	61.8%	51.7%	↑	40.3%	36.7%
Dollar Volume - Monthly Sales	\$1,571M	↑	\$1,510M	\$1,246M	↓	\$1,575M	\$1,808M
Average Price - Monthly Sales	\$170,622	↑	\$164,420	\$159,022	↓	\$267,888	\$347,831
Median Price - Monthly Sales	\$125,000	↑	\$120,000	\$119,900	↓	\$200,000	\$257,000
Average Sq. Ft. - Monthly Sales	1,943	↑	1,919	1,907	↓	2,045	1,957
Cromford Market Index™	115.3	↑	107.1	74.6	↑	45.6	33.9

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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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Exceeding Your Expectations of Real Estate Service!

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Great customer care is my number one goal for every real estate transaction. If you are selling or buying a home, please contact me for exceptional customer care and your best real estate transaction ever.



Some people don't realize the benefits of a Home Protection Plan. However, as an experienced Real Estate Professional, I would like to explain how a quality Home Protection Plan can benefit you, whether you are selling or buying a home. A good Home Protection Plan ensures the repair or replacement of major covered home systems and appliances that fail due to normal use. For Sellers, this provides added value to your home when it is on the market. For Buyers, this means peace of mind and confidence in the purchase of your home. I advise all my clients to include a Home Protection Plan with their transaction, and the company I trust to provide the best service and coverage is **Old Republic Home Protection**. Call me today for more information about how this valuable service can be put to work for you.

As a real estate agent, my role is to provide detailed, accurate and timely information throughout the home sale transaction, so my clients can make the best decisions possible. Please recommend me to friends and family, and I will provide them with the same thorough service.



If you are working with another Real Estate Professional, please disregard this notice.

Health & Safety

Dietary Fats: the GOOD, the BAD, and the UGLY

In the not-so-distant past, all dietary fats were declared to be unhealthy contributors to cardiovascular disease. However, we now distinguish between the different types of fat when deciding which to banish from our diets and which to embrace.



The Good: Unsaturated Fats

Unsaturated fats – almost always plant-based fats – are divided into monounsaturated fats and polyunsaturated fats, and have beneficial effects on cholesterol levels.

The Bad: Saturated Fats

Next are the saturated fats, which come primarily from dairy and meats. These fats raise cholesterol levels, clog our arteries, and should be avoided.

The Ugly: Trans Fats

Lastly, there are trans fats, which are also called hydrogenated fats. They raise total and LDL (bad) cholesterol, and lower HDL (good) cholesterol. Once described as "hidden fats," a new law effective in January of 2006 requires that they now be listed on all food labels.

Consider these tips for choosing the best types of fat for your diet:

- Choose fish as a main course at mealtime at least twice a week.
- Avoid processed snacks. Choose a healthy snack of a small handful of nuts instead.
- Use olive oil for sautéing, and in recipes for salad dressings and marinades.
- Create healthy salads toppers of nuts or sunflower seeds rather than bacon bits.

Helpful Hints

Maintain Your Washing Machine

The design of washing machines makes them intrinsically simple appliances to maintain. Here are some tips that will prolong the life of the machine and keep it operating at peak performance:

- Regularly inspect the hoses to ensure that they aren't bulging or cracked, and that the fittings aren't corroded. Hoses and fittings should be replaced every 3 to 4 years, regardless of visible condition.



- Cut the recommended amount of detergent and fabric softener in half (your clothes will come out just as clean). As a general rule, liquid detergent is better for the washing machine than powder.
- Use a carpenter's level to ensure the machine is stable. A washing machine that isn't level moves around, creating stress within the machine.
- Every 2 weeks, run a cycle of hot water with 2 cups of chlorine bleach or white vinegar and 1/2 cup of detergent through the washer. This will remove detergent buildup and help abate germ growth.

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Savor the Flavor

Summer Romaine Salad with Lime-Garlic Dressing

For Dressing:

3 Tbs plus 1 tsp fresh lime juice
5 Tbs good-tasting olive oil
1/4 tsp minced garlic
1/8 tsp fine sea salt

For Salad:

Romaine lettuce, washed, dried, and cut into roughly 1/2-inch strips
Cherry or grape tomatoes, halved
Slivered red onion
Greek feta cheese

Enjoy this stripped-down, slightly tweaked Greek salad of sorts, but better. It's cool, easy, and just the thing for a hot summer night.

In a small bowl or jar, combine the dressing ingredients: lime juice, olive oil, garlic, and salt. Whisk until emulsified, and set aside.

In a salad bowl, combine romaine, cherry tomatoes, and red onion in whatever proportions you like. Toss with dressing to taste, and top with plenty of feta. Serve.

Note: Dressing keeps, covered and chilled, for up to a week.

Household Tips

Be a Clever Clipper and Save Big Bucks!

Coupons are everywhere these days: Sunday newspapers, magazines, your mailbox, the Internet, etc. But did you know that being a clever clipper can save you up to 30 percent on your bills? Here are some tips to harness the power of coupons:

- ✓ Cultivate a few favorite Internet coupon sites and visit them regularly.
- ✓ To maximize savings, combine coupons with store specials and big sales events. And find out if any of your favorite stores will match offers from their competitors.
- ✓ Surf the Web sites of your favorite brands – they often have ready-to-print coupons. While visiting the sites, opt-in for special deals and mailed offers.
- ✓ Redeem coupons only for items you will use. Experimenting with a different brand of a staple item is okay, but buying something you won't use is a waste.

Be a clever clipper and protect your personal email address by creating a separate e-mail just for coupon offers. If that address gets spammed, your personal e-mail address isn't affected.



Brain Teasers



Are You a Wordsmith?

Find out by selecting the correct word to use in each of the following sentences.

1. "The red sweater is a perfect _____ to the outfit."
(a) complement (b) compliment
2. "They seemed _____ in our offer."
(a) disinterested (b) uninterested
3. "We won't be able to suggest a solution until we are _____ along in our evaluation of the problem."
(a) farther (b) further
4. "His loud humming was _____ my ability to concentrate."
(a) affecting (b) effecting
5. "Taking that route will mean _____ miles on the road."
(a) less (b) fewer
6. "Stand here _____ me."
(a) beside (b) besides
7. "The family members were finally _____ for holiday celebrations."
(a) all together (b) altogether
8. "Shakespeare makes a number of biblical _____ in his plays."
(a) illusions (b) allusions

ANSWERS: 1-A; 2-B; 3-B; 4-A; 5-B; 6-A; 7-A; 8-B