



«GreetingLine»

An Amazing Market Turn Around

As I'm sure you've heard, the Phoenix metropolitan area is leading the nation in the real estate recovery. We've seen a year-over-year rebound in real estate values of 23%. The available inventory is way down. Short sales and bank foreclosures now represent only a small fraction of our market. And the Sellers are once again in control! What happened?

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Featured Property – How About A Single Level Condo In 7400

Whereas it's true that our available inventory here in Gainey Ranch is low, this great single level condo in 7400 is proof that nice properties can still be found.

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Gainey Ranch Real Estate Values Follow The Phoenix Area Trend – UP !!

Here's a chart showing the history of the real estate values in Gainey Ranch from the beginning of 2003 to

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Triple Digits Are Here Again

Our summertime heat is back, so for those of you who are here over the next four months, here are some views

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Remember, for the latest in Gainey Ranch real estate information, go to www.GaineyRanchProperties.com !

Frank Ellis



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An Amazing Market Turn Around (cont)

Here are the market factors that created our turn around:

-first, the investors realized that the Phoenix market had over-reacted to the real estate down turn. Our prices had plummeted more than what should have been dictated by the economy. So, we began to look like a bargain.

-second, Arizona, being a non-judicial foreclosure state, made it relatively easy for the banks to foreclose on their distressed properties. Other states, such as Florida, required the banks to move through a lengthy and expensive court process before they could foreclose on a home. The result in these states has been a much more drawn out real estate recovery.

-and third, many homeowners who might have normally become Sellers, putting their homes on the market, chose not do so because they were “under water”. The result has been a significant depletion in our available inventory.

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Featured Property – 7400 Unit 108 (cont)

Are you looking for a single level condo with nobody above your main living areas? If so, Unit 108 at 7400 may be just what you’re after. No steps, light and bright, and listed at \$539,000.



See all the details by clicking right here . . . <http://link.flexmls.com/zq2geoynuvo,12>

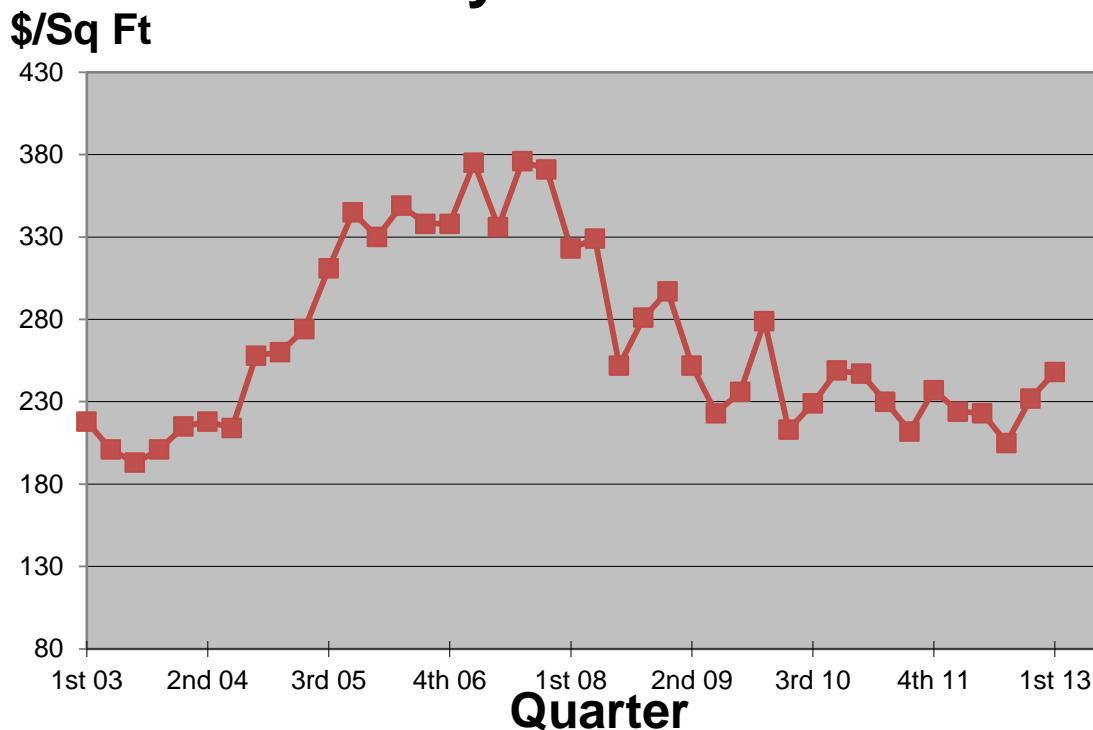
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Gainey Ranch Real Estate Values (cont)

the present. With the Phoenix metropolitan area rebounding so nicely from our real estate slump, you would certainly expect that Gainey Ranch would be participating in that recovery. And you would be right. About 18 months ago, early in 2012, we began to see a remarkable surge in sales activity in Gainey. For the full year 2012, Gainey had 85 real estate sales, the most we had seen in five years. This high level of activity has continued into 2013. So far, year-to-date 2013, we already have 47 transactions. Because of this high demand, along with a low level of inventory, prices have finally started to move up. Check the chart below. You’ll see

that in the 1st quarter of 2013 we averaged \$248 per square foot for our Gainey sales. This is up 21% from our low point of \$205 in the 3rd quarter of 2012.

Gainey Ranch Sales



Barring some unexpected occurrence, all indications are that the upcoming 2014 snowbird season will see a continuation of this upward trend.

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Triple Digits Are Here Again (cont)

to help keep you cool. These pictures were taken at Gainey last January and February. Please refer back to them this summer as often as necessary!



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