



# Gainey Ranch Real Estate News

Fall 2006

## Market Watch

I don't think I've seen this much all-around hot air in a long time. Our current real estate market correction has definitely brought out the hype. Here's just a sampling:

"How Low Will It Go? Fear Grips The Valley Market" — Catherine Reagor (AZ Republic)

"The Worst May Be Over" — Allan Greenspan (referring to the national real estate market)

"September Home Sales Plummet" — AZ Republic

"My sense is the worst is behind us, and the housing market will stabilize . . . by October (2006)" — John Foltz, President of Realty Executives

I could go on and on. The press has been unmistakably negative over the last 6-8 months, insisting that the housing bubble is bursting. The real estate industry has been just as insistent in their chant "bubble, what bubble?"

Let's look at the facts (gathered from our Scottsdale Multiple Listing Service database, which is as accurate as the info entered by all the real estate agents):

-in Maricopa County, there are now over 47,000 active residential listings as opposed to approximately 6000 in April of 2005. Hence, our inventory of available homes has grown by a whopping 783% !! More inventory means more choices for Buyers.

-year to date this year, the average "days on market" (DOM) for a Scottsdale home has been 81 days, as opposed to only 38 days for the same period in 2005. It's definitely taking much longer to get a home sold.

-year to date this year, the number of Scottsdale homes sold is only 69% of that over the same time period in 2005. Our activity level has dropped considerably. Sellers are holding firm on prices, and Buyers are waiting for prices to fall. Hence, less activity.

-the ratio of Selling Price (SP) to List Price (LP) has fallen slightly. In 2005, during our red hot market, homes almost always sold for full list price (or in some cases more!). The ratio %SP/LP in this period was 98.5%. So far this year our ratio has been 96.3%, a slight drop.

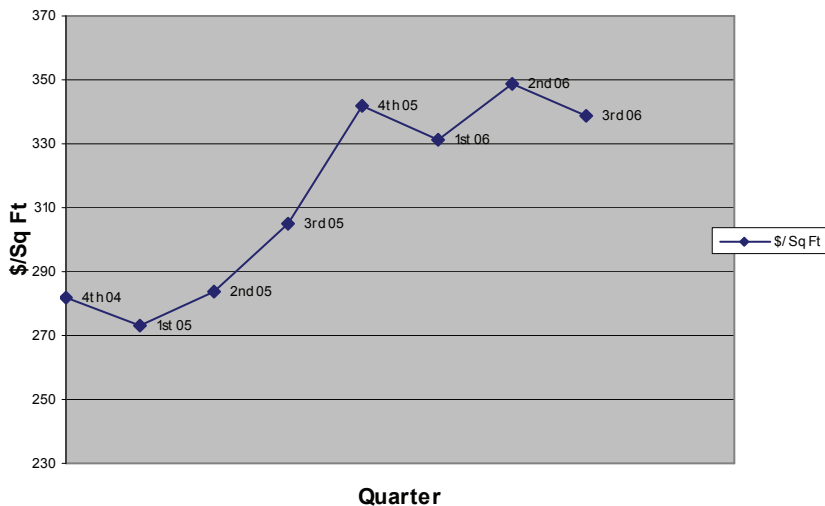
-however, in spite of all this data confirming a slowing market, the average selling price for a Scottsdale home so far this year is UP versus last year! Our average selling price this year is \$626,028 versus an average selling price over the same time period last year of only \$532,727.

The name of the game in this market is patience. Sellers, be patient, and, if your home is priced right, you should get close to your price, but you'll have to wait much longer than before.

And Buyers, there are a lot of homes to look at. If you're patient, you will find one you like that can be purchased at a very fair price.

The chart below details the average selling price per square foot for properties in Gainey Ranch over the last two years on a quarter by quarter basis. It will be interesting to see if the coming "snowbird" season allows this upward trend to continue.

## Gainey Ranch Sales



# Recent Sales



MLSNUM	Closed Date	List Price	Sale Price	Beds	Baths	Sq Ft	\$/Sq Ft	Address
2634456	11/28/06	\$1,075,000	\$1,050,000	3	3	2673	\$393	Arroyo Vista
2583045	11/28/06	\$1,089,000	\$1,040,000	3	3	3129	\$332	Golf Villas I
2608015	11/20/06	\$679,900	\$659,000	2	2	1861	\$354	Sunset Cove
2634022	11/14/06	\$695,000	\$695,000	2	2	1818	\$382	7400
2572308	11/14/06	\$419,900	\$398,500	2	2	1259	\$317	Pavilions
2591754	11/13/06	\$799,000	\$795,000	2	2	2266	\$351	Golf Villas I
2526338	11/6/06	\$560,000	\$525,000	2	2	1656	\$317	Oasis
2597906	11/2/06	\$925,000	\$899,000	3	2	2765	\$325	Greens
2645481	11/1/06	\$1,350,000	\$1,325,000	3	3	3209	\$413	Legend
2554672	10/17/06	\$899,000	\$855,000	2	2	2226	\$384	Golf Villas III
2573137	10/9/06	\$449,000	\$420,000	2	2	1543	\$272	Pavilions
2483211	10/1/06	\$459,000	\$410,000	2	2.5	1636	\$251	Pavilions
2609382	9/28/06	\$1,025,000	\$1,022,000	3	3	2673	\$382	Arroyo Vista
2559189	9/7/06	\$1,800,000	\$1,650,000	4	5	4646	\$355	North Meadow I
2452477	8/31/06	\$620,000	\$610,000	3	2	1729	\$353	Sunset Cove
2427986	8/31/06	\$645,000	\$625,000	3	3	2113	\$296	8989
2545974	8/8/06	\$624,000	\$605,000	2	2	1550	\$390	Pavilions
2452477	7/30/06	\$620,000	\$610,000	3	2	1729	\$352	Sunset Cove
2555834	7/19/06	\$580,000	\$570,000	2	2	1776	\$320	Oasis
2548606	7/17/06	\$450,000	\$427,500	2	2	1428	\$299	Pavilions
2560084	7/10/06	\$395,000	\$375,000	2	2	1040	\$360	Courts
2538546	7/10/06	\$725,000	\$680,000	2	2	2230	\$304	Arroyo Vista

## This Is Business

Real estate prices in Scottsdale have doubled over the last 30 months. We are now sitting on some very expensive property. As such, if you want to buy or sell this valuable real estate, you need the best help you can get. It no longer makes sense to choose a REALTOR® because they are an acquaintance or a relative. This is business — you need a professional on your team.

Please call me for advice or counsel on Gainey Ranch real estate. There is no cost and no obligation.



Frank Ellis  
REALTOR®  
Phone:  
602-448-7793  
Email:  
fellis@russlyon.com

Russ Lyon Realty Company  
7150 E Lincoln Drive  
Scottsdale, AZ 85253



## Focus On . . . Unit #146 At The Oasis At Gainey Ranch

**Patio Plus** — This gorgeous two bedroom, three bath plus loft townhouse in The Oasis At Gainey Ranch has all the right ingredients — elegance, location, and affordability. This townhome has a soaring living room ceiling, the largest patio in the Oasis, and a golf course location. And don't miss the views of Camelback Mtn from the master bedroom. This beautiful unit is now offered for sale by Realty Executives at **\$590,000**.  
**MLS #2643929**.



Get all the details on my website at  
[www.GaineyRanchProperties.com](http://www.GaineyRanchProperties.com).

