

Helene's Team

Professional Service - Proven Results



Helene Cass

ASSOCIATE BROKER, ABR, GRI, CRS & CLHMS

McDowell Mountain Ranch Real Estate News

January-February 2012

Vol. XV, No. 1

Spotlight On Our Community

■ I know I've made relatively similar observations about this time of the year in the past, but I need to ask for your indulgence because I really can't help myself. ☺

As naive as it might seem after all this time, I'm still absolutely awed by the arrival of the winter "season" here in the valley.

The feeling is somewhat akin to the way people react to the onset of spring back east, but the impact is several magnitudes more powerful and, most remarkably, it occurs in the middle of winter — a time of the year when I spent much of my life digging out the comforters and ordering cords of firewood.

This year, the "seasonal switch" was thrown on January 15th when the Barrett Jackson Classic Car Auction, The PF Chang's Rock 'n' Roll Marathon and the Celebration of Fine Art all sprung to life to signal the valley's re-emergence as the center of the universe.

Of course, the arrival of snowbird season does bring some inconveniences — like crowded highways, restaurants and golf courses — but that's a small price to pay for the economic boost, the enhanced level of excitement and the chance to reconnect with valued "winter friends".

It may seem that I'm busy preaching to the choir, but the newsletter actually has a rather significant number of out of state readers and it's always useful to remind them of what they're missing by not making the choice to join us here in paradise year round.

■ The other thing that awes me is the fact that this newsletter is now entering its 15th year of publication. To put things in perspective, when we started publishing Clinton had just been inaugurated for his second term, Great Britain had just ceded Hong Kong

to China and Apple Computer was celebrating the return of Steve Jobs. In other words, it was a lifetime ago.

It's been a wonderful run for us, and we're pleased to have not only survived the vicissitudes of the last 15 years but to have prospered in both the best of times and the worst. We're planning to be here forever and are particularly excited to see the pendulum now swinging back to the plus side.



Thank you for all your wonderful contributions and feedback over the years. It's been a labor of love for us.

■ Perhaps the biggest news as we enter 2012 is emanating from the commercial sector. And, at the top of the list is the recent sale of the Twisted Lizard. Fortunately for the community, this latest change of ownership is not quite as radical a move as previous ones have been. In fact, in some ways, it's still "in the family" since owner Greg Kruger sold the restaurant to his long time friend, Darren Taylor.

Actually, the move is not really all that surprising. Although the restaurant was doing relatively well, it requires constant attention and care and Greg's background in the banking

Values in MMR have been on the way up since Labor Day See story on page 6

industry didn't really prepare him for the level of commitment that was required. The good news is that the new owner has over 35 years experience in the restaurant business and understands what's required to keep things functioning smoothly and profitably.

Darren has indicated that he plans on keeping the name and that the atmosphere won't be changing dramatically. However, he does plan to tweak the menu a bit and to find ways to make more extensive use of the outside patio areas. I suspect that he'd welcome your suggestions as to how to achieve that goal. After all, his goal is to provide "the best service, a fun atmosphere and great food" and developing good relationships with your customers is the best way to accomplish that.

The only immediate casualty of the transfer of ownership is the fact that Sclafani's Pizza has closed its doors. Sclafani's was Greg's attempt to leverage the goodwill and the resources developed at Twisted Lizard, but that broader-based approach is not really part of Darren's plan. It's a bit unfortunate because the place was just beginning to hit its stride after a somewhat uneven start.

Overall, it's been an interesting time for Whitestone REIT, the owners of the Desert Canyon Center. They added two new tenants, the Unity Chess Club and Red Brick Home Lending (on the upper level) and they also received approval from the city to proceed with their plans to refurbish and upgrade the center. According to Whitestone's Regional director, Valarie King, work on the project is

(Continued on page 17)

Now Celebrating 15 Years of Publication!



RE/MAX FINE PROPERTIES

EACH OFFICE INDEPENDENTLY OWNED AND OPERATED

(480) 563-3333 • (800) 515-8326

Online at www.MMRHOMES.com



Some of Our Recent Transactions in the MMR Area!!!!!!

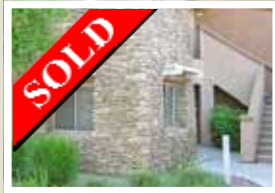


Salida Del Sol

16801 N 94th St #2004
2BR+DEN/2BA 1,540 SF

Located in a Gated Community, this End Unit has been Remodeled with Granite Tile Counters in the Kitchen and Travertine Tile in the Bathrooms!

\$169,900



Salida Del Sol

16801 N 94th St #1017
2BR+DEN/2BA 1,540 SF

Perfectly Situated near the Heated Community Pool & Spa and on the 1st Level with 2 Private Patios, Granite Counters, Covered Carport & Gated!

\$215,000



Discovery Trails

10352 E Penstamin Drive
3BR/2BA 1,504 SF

Darling Great Room Plan with Hardwood Floors, a Gas Fireplace, Gas Stove, Center Island w/Breakfast Bar & it's Pre-Wired For Surround Sound!

\$250,000



Discovery Canyon

10238 E Blanche Drive
4BR/2BA 1,837 SF

Brand New Carpeting Just Installed in this Move-In Ready Home Located on a Cul-de-Sac Street! Tile Flooring, Gas Stove & Center Isl w/B Fast Bar!

\$289,000



Panorama Point

10326 E Tierra Buena Lane
3BR+DEN/2BA 1,874 SF

Located on a Corner Lot with Exterior Stone Accents & adjacent to a Wash w/Gorgeous Mountain Views! Granite Kitchen Counters & 3 Car Garage!

\$311,500



The Preserve

10384 E Raintree Drive
4BR/3 BA 2,132 SF

This Stunning Home Backs to a Wash with a Pool-Sized Yard and Mountain Views. Granite Kitchen Counters with Stainless Appliances & a Gas Stove!

\$313,500



Castle Chase

10822 E Le Marche Drive
3BR/2BA 1,701 SF

Gorgeous Inside & Out! Remodeled Kitchen w/Stainless Appls, Silestone Counters, Center Island w/Breakfast Bar. Lush Yard with a Sparkling Pool!

\$369,000

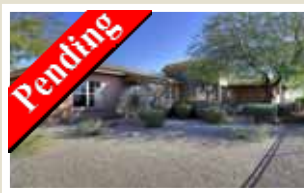


The Summit

10595 E Bahia Drive
3+DEN/2BA 2,374 SF

This Home is on a Cul-de-Sac Street, and sits against a Private Wash with a Sparkling Pool & Mountain Views! Corian Kitchen Counters & 3 Car Gar!

\$380,000



Sunrise Point

11413 E Raintree Drive
2+DEN/2BA 1,667 SF

Guard Gated Patio Home has Spectacular Mountain & City Light Views & Backs to a Wash! Inside you'll find Plantation Shutters & New Carpets!

\$399,900



Sienna Canyon

10750 E Gelding Drive
3+DEN/2BA 2,551 SF

The Back Yard Sanctuary sits against a Private Wash and has a Full Length Covered Patio with Mountain & City Light Views. Travertine Flrs & Corian!

\$450,000

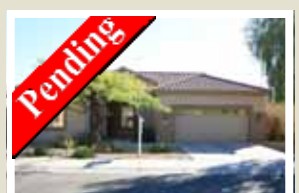


DC Ranch Haciendas

9827 E Buteo Drive
4+DEN/3.5BA 3,924 SF

Executive Home in a Gated Community with Granite Counters, Stainless Steel Appliances & Travertine Floors backs to a Wash w/Mountain Views!

\$761,000



Castle Chase

10801 E Salt Bush Drive
3BR/2BA 1,499 SF

Popular Great Room Floor Plan in a Gated Community and on a Cul-de-Sac Street Backs to a Wash with Pretty City Light & Mountain Views!

\$1,795/Month

The New Year Has Arrived And As You Can See....

Our Feature Home



*Adjacent to a Wash!
Spectacular Views!*

Mirador

11047 E Acoma Drive
3BR+DEN/3BA 3,496 SF

Gorgeous Inside and Out with all the Bells & Whistles you could want & it's Nestled at the Top of the Hill in a Gated Community! You'll never want to leave the Back Yard Paradise which is adjacent to a Private Wash with Panoramic Mountain & City Light Views! Cool off in the Pebble Tec Pool w/Rock Waterfall or Relax in the Heated Spa. Entertaining is easy with a Built-In BBQ, Kiva Fire Pit & Misting System. Dynamite Kitchen w/Granite Counters & Backsplash, Stainless Steel Thermador Appliances including a Sub-Zero Refrigerator and Professional Gas Range. Handsome Stone Floor to Ceiling Gas Fireplace in the Family Room. There's Surround Sound throughout, a Central Vacuum System, Plantation Shutters & Electronic Roller Shields. Call me at 480-563-3333 to make this your New Home!

\$799,000



Just Some of Our Current Listings



Salida Del Sol

16801 N 94th St #2056
2BR+DEN/2BA 1,540 SF

Located in a Gated Community, this End Unit is in such Immaculate Condition, you can eat off the floors! Eat-In Kitchen, Washer & Dryer, 1 Carport!

\$219,900



Sunrise Point

11406 E Helm Drive
2BR/2BA 1,430 SF

This Darling Patio Home is on a Cul-de-Sac St & in a Guard Gated Community. Popular Great Room Plan w/ Travertine Floors & Corian Counters!

\$319,000



Sonoran Fairways

10470 E Conieson Road
5BR/3.5BA 2,976 SF

Spacious Floor Plan in a Gated Community and on a Cul-de-Sac St has a Sparkling Pebble Tec Pool Backing to a Wash with a Large Grassy Area!

\$475,000



Dorado at Troon

11553 E Juan Tabo Road
4BR/2.5BA 2,887 SF

This Home is on a Corner Lot on a Cul-de-Sac Street w/Sparkling Pool & Gorgeous Mtn Views! Granite Counters, Travertine Flrs & a 3 Car Garage!

\$475,000

...The Market Is Alive And Thriving !!!

Odds & Ends

■ **MMR will be hosting a "Community Conversation" with Scottsdale's mayor, Jim Lane, on Wednesday February 1st.** The event will be held at the McDowell Center from 7 to 9 PM and is intended to provide the mayor with an opportunity to address the concerns of MMR residents and to open up a dialogue about Scottsdale in general. The meeting is not meant to be a political event. Instead it's an attempt at providing an opportunity for residents to interact with the mayor and his staff and to ask questions about city policies, programs and plans for the future.



■ **Bella's House & Pet Sitting will be hosting another Mutt 'N' Mingle at West Addison on Feb 7th.** This cool venue (see ad below), located in the Market Street area at DC Ranch will be hosting Happy Hour on their patio for you and your pup from 6 PM to 8 PM. Bring your furry companion and plan to make about 40 new friends. There'll be free pictures and a free goodie bag on your way out. Contact Bella to RSVP at 480-330-4552. It's a great free event!



■ **Whitestone REIT, the Houston-based owner of MMR's Desert Canyon Center, has just purchased the Pinnacle of Scottsdale Shopping Center at the corner of Scottsdale and Pinnacle Peak Road.** That's the 7th or 8th acquisition in the area for Whitestone during the last year and a half and while that's an extraordinary bet to make on the economic future of the area, it's one that I

absolutely believe in. If you feel similarly, you might find it useful to know that they're listed on the NYSE and their symbol is WSR. ☺



■ **MMR always has a number of homes with really lovely displays of holiday lights and this year was no exception.** In fact, two of our residences made the AZ Republic's formal list of displays that shouldn't be missed (perhaps next year! ☺) -- the Bartnicki home at 16586 N 108th Street in Armonico (that's Paul Bartnicki hanging his lights in a photo provided courtesy of the AZ Republic) and the Kennedy home at 10167 E. Tierra Buena Lane in AZ Vintage.



Lighting displays are really one of my favorite things about the holidays and next year, assuming the real estate market bounces back as anticipated, I plan to hire a videographer to capture some of the magic. ☺

■ **The UPS Store in the AJ's Shopping Center has a new owner and it's someone that you may already know well.** It's Walt Altmann who also owns the UPS store in the McDowell Mountain Marketplace (Basha's Shopping Center). The new location will make it very convenient for those heading south on Thompson Peak to stop and take care of all mailing, printing, packing and shipping needs. Walt and his staff always enjoy interacting with their customers and providing top notch service so



please make it a point to stop in and say hello!

■ **Calistro California Bistro, which is located in the DC Ranch Crossing center, is one of those local businesses that you can't help but root for.** After all, the theme is earth-friendly, the food is great, the ambience is enviable and the staff is solicitous. So, it was great to hear that owner, Devin Walsh, is doing so well that he's opening a second restaurant in the Hilton Village Shopping Center (Scottsdale Road and McDonald Drive) on February 16th. Our congratulations and best wishes.



■ **24/7 Wall Street, a Delaware based financial news organization, recently ranked Scottsdale #8 among the best run cities in the country.** The focus of their analysis was the relative economies, standard of living and fiscal discipline among the 100 largest cities in the nation. And it was apparently our healthy employment rate, low poverty levels and stable AAA bond rating that propelled us up the list. While I certainly welcome the positive PR, it seems fairly obvious that nobody at 24/7 has ever attended one of our city council meetings. ☺



■ **Red Brick Home Lending is planning to open its doors in the Desert Canyon Center in the beginning of February.** The spokesperson, Tom Lovell, promises "appealing rates and fabulous customer service". Best of luck!



She Doesn't Know How Important Her Smile is... But You do!

Ages: 6 Months To 16 Years

Do you share a physician with your child? Of course not... Why would a dentist be any different?

Dr. Lee Weinstein, D.M.D.
480.767.5600
littlewhitetooth.com

1/4 Mile East of Frank Lloyd Wright
12020 East Shea Blvd. • Suite 48 • Scottsdale, AZ

dental associates for kids only

SCOTTSDALE ARIZONA

WEST ADDISON
KITCHEN | TAP | TAVERN

Your Neighborhood Sports Bar
Great Food - Great Specials
Monday - Kids Eat Free!

Free Shuttle to and from Waste Management Phoenix Open
"The Greatest Show on Grass"
(Call for details)

Eat. Drink. Play.

480.473.5522 20751 North Pima Road
www.westaddisonaz.com Suite 105 - Scottsdale, AZ

The Service You Deserve

■ I've been in the real estate business almost 30 years now (for the record, I was a mere adolescent when I began) and about the best thing that can be said about real estate as a career choice is that it's never been boring. This has been particularly true during the last 5 years, as the market continually changed character

and Realtors were forced to adapt in ways that would have impressed Darwin himself. The latest, albeit relatively minor example of how quickly things do change, is the fact that December, normally a relatively somnambulant month, was magically transformed this year into a bubbling caldron of activity.

During the course of the month, we not only negotiated the sale of five of our listings here in the MMR area but we also sold a similar number of other properties elsewhere in the valley. It was, in fact, the best December (business-wise) that we've had in our 15 years of selling homes here in Arizona.

The point in mentioning all of this is to underscore the fact that the market has shifted. We can actually feel the renewed optimism and excitement in the people we've been working with. It's almost like the cork has been removed from the bottle and the wine is flowing again.

However, as much fun as it is to be doing business in a market that believes in itself once again, the increased activity has neces-

sitated another change in course for Realtors.

Whereas last year we had tons of inventory and few buyers, this year we have an abundance of buyers but have almost exhausted our inventory. As a result, we've had to develop a whole set of new strategies designed to troll communities for as yet unlisted properties that might match our buyers criteria. Although the approach is somewhat unique, the results have actually been quite exciting. Quite frankly, it's really just another example of how our team goes far beyond the norm to provide *the service you deserve*.

■ **The world is getting smaller every day.** If you'd like some proof, just check out the new website launched by the folks at RE/MAX International — global.remmax.com.



It allows you to search for properties all over the world from the comfort of your home and there are listings from 111 different countries that can be accessed in 29 different languages.

It's wonderful fantasy material for most of us but, given the number of international relocations that RE/MAX handles every year, it's probably a valuable and practical tool for many others. ☺

■ **Last chance!** Hopefully you found the 2012 edition of our calendars inserted in the last issue of our newsletter and it's now

prominently displayed on your refrigerator. If not, it's possible that it may have been overlooked in the avalanche of materials that flooded through your mailbox during the run up to the holidays or that it somehow went astray. If you'd like another copy of the newsletter or another magnetic calendar, just drop me an e-mail and I'll be happy send them off to you. Hope you had a great holiday season!

■ **One of the interesting things about the real estate business is how rare it is to find someone who actually made it their initial career choice.** The majority of people in the business generally selected it as a second career and, as a result, the demographics of the profession skew older than most.

There are compelling reasons why this occurs but, in fact, there is really no reason why someone who is willing to work hard couldn't start right out of school and be a success.

Well, the faculty at Chaparral High School is betting that just such a thing is possible. They've added courses to their curriculum that prepare students to take the state licensing exam, teach many of the more practical aspects of selling real estate as a profession and also help the students learn the issues to be aware of when buying and/or renting real estate for their own use.



(Continued on page 18)

Twisted Lizard Tavern & Grille

JOIN US FOR HAPPY HOUR 4-7PM WEEKDAYS

Under New Ownership

Follow us on:

Find us online: WWW.TWISTEDLIZARDTAVERN.COM

10401 E. McDOWELL MOUNTAIN RANCH RD
SCOTTSDALE, AZ 85255 PHONE: 480-538-0211

The Resale Market, Analyzed

■ **It doesn't seem that it's necessary that I spend an extraordinary amount of time persuading everyone that the economy, and particularly the real estate market in North Scottsdale, is improving.** Based on the activity level during the last few months (this was the most productive December we've had in 15 years), the number of multiple offer negotiations and the amount of cash flowing into the market, it's quite clear that, for the most part, the basic premise been accepted and we're ready to move on.

Moreover, the phenomenon isn't limited to the Northeast Valley as it had been in its early stages. Although there may still be some naysayers and cynics out there, almost every media outlet and every consumer poll supports the contention that something positive is happening. The debate no longer seems to be focused on whether we're on our way to recovery but on how profound and how smooth the process will be.

Still, it's probably worth citing a few examples for those who are still having difficulty believing that we've reached the turning point. Well, let's consider that the Consumer Confidence Index leaped 9.3 points in December and that pundits seem to believe that it represents a sustainable shift in attitudes.

How about the fact that the employment services firm, Manpower Group, indicates that the Phoenix Metro Area has one of the best "net employment outlooks" for 2012 and that they're expecting our growth rate to reach as high as 14%.

And on the local level, the amount of anecdotal information relating to a change is actually overwhelming. If you wish, you can visit our website to view a slew of upbeat articles on the local economy and the real estate marketplace but, quite frankly, there are simply just too many positive things occurring in the area not to see them as a collective indicator of good things to come.

Of course that's not to say that the path to full and complete recovery is likely to be a smooth one. There are the usual set of global catastrophes hovering out there and threatening to undermine our progress (i.e. Iran's threat in the Gulf of Hormuz and what it might do to oil prices, the European debt crisis, the increasingly uncertain Chinese economic picture) and, of course, there are the psychological hurdles that will be created by an election year in which the economy will probably determine the electoral outcome.

Moreover, sustaining the recovery will depend on our ability to boost job growth and to get control of the debt.

However, it's now been 5 years from the date that the real estate market tanked and there are signs everywhere that, regardless of lingering reservations, this country is simply ready for a recovery and prepared to back that eagerness with cash.

(Continued on page 7)

2011 Sales By Community

Community	# Sold	Avg Price	Ave SF	DOM	\$/SF	% Change
Cimarron Hills	22	\$583,011	3,071	112	\$189.86	-7.15%
The Overlook	18	\$334,528	2,045	56	\$163.58	-2.31%
100 Hills	17	\$1,090,435	4,443	180	\$245.43	-8.52%
Arizona Vintage	16	\$264,951	1,585	98	\$167.13	-7.17%
The Preserve	16	\$277,725	1,830	72	\$151.75	-4.16%
Discovery Canyon	15	\$272,680	1,816	97	\$150.19	-2.85%
Cimarron Ridge	14	\$656,136	3,262	95	\$201.14	-1.94%
Cachet	13	\$202,077	1,450	124	\$139.39	-11.62%
Discovery Trails	11	\$258,906	1,585	118	\$163.35	-4.38%
Sienna Canyon	11	\$526,364	3,215	128	\$163.71	-8.46%
Panorama Point	10	\$322,795	2,125	87	\$151.92	-8.73%
Desert Cliffs	9	\$530,556	2,990	113	\$177.47	-5.48%
Sonoran Estates	9	\$881,556	4,003	101	\$220.25	-4.10%
Eagle Ridge	8	\$395,456	2,838	80	\$139.34	-20.86%
Trovas	8	\$642,013	3,409	257	\$188.31	-6.65%
The Ridge	7	\$225,857	1,602	90	\$141.01	-3.32%
Sunrise Point	7	\$407,500	1,934	48	\$210.72	-1.74%
Castle Chase	6	\$330,625	1,842	178	\$179.48	-6.32%
Montecito	6	\$406,667	2,798	178	\$145.33	-7.67%
Sunset Point	5	\$353,000	2,408	129	\$146.57	-2.10%
Arizona Highlands	5	\$370,600	2,364	131	\$156.79	-4.24%
The Summit	5	\$396,600	2,512	44	\$157.91	-12.16%
Armonico	5	\$523,800	3,297	106	\$158.85	-11.94%
Sonoran Fairways	3	\$363,000	2,618	\$179	\$138.67	-14.24%
Mirador	2	\$615,044	3,549	140	\$173.30	-10.80%
Vermillion Cliffs	2	\$441,638	3,134	125	\$140.94	-18.06%
The Ranch	250	\$460,501	2,560	112	\$179.89	-3.45%

Mortgage Interest Rates

Conforming* Loans

30 Year.....3.875%

15 Year3.25%

3 Year ARM....2.625%

5 Year ARM...2.75%

Jumbo* Loans

30 Year.....4.625%

15 Year3.875%

3 Year ARM.....2.875%

5 Year ARM.....2.750%

Rates effective 1-9-12

Fees vary by lender

All loans have Zero Points

*In Scottsdale, *Conforming* refers to loans up to \$417,000 and *Jumbo* to larger amounts

Please call your lender

for Current Quotes!

The Key:

SF = square feet

\$/SF = Average sales price per square foot

DOM = Days on Market

% Change = the change in the value per square foot since 12/31/2010

Please note that the overall totals for The Ranch would be the most statistically reliable barometer because of the larger sample size involved.

The Resale Market, Analyzed (Cont'd)

(Continued from page 6)

■ In fact, the consensus outlook for 2012 from industry professionals (as stated in US News and World Report) is that prices should formally bottom out, rates should remain low, rents should rise and home sales should increase. However, here in the northeast valley, all 4 of those criteria have already been met. Our take on the coming year is that we should start to experience both a modest amount of equity growth (assuming the appraisal community takes its collective thumb off the scale and allows the market to perform its function) and a gradual increase in rates as the overall economy begins to improve.

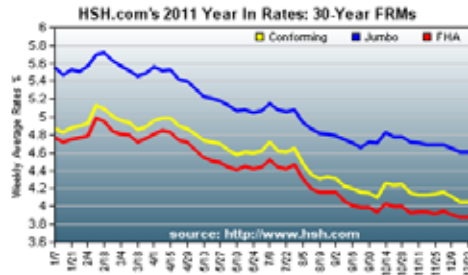
In contrast, the folks at Clear Capital, a California based real estate research firm, believe that some "formerly depressed markets" like Orlando, FL, Bakersfield, CA, Washington, DC and PHOENIX, AZ will see exciting levels of equity growth. In our case, they're predicting an 8.9% appreciation rate for 2012.

■ With regard to interest rates, those listed on the previous page are virtually the same as the ones that were reported in our last edition. However, that "leveling off" really shouldn't be causing any anxiety because they're still nearly a full point lower than where they were at the same time last year (see adjacent chart) and are probably at the lowest level they can possibly reach in a market that's showing signs of recovery.

Actually, the concern at this point in time is more about how long we can expect them to remain at these extraordinary levels. Incidentally, that uncertainty is just another reason



for you to act now if you have any plans to make a move in the coming year.



■ The one aspect of the market that is generating some consternation for industry professionals is the dramatically low number of homes available for sale. This is a somewhat extraordinary situation to find

ourselves in given that the big concern last year at about this time was whether the market would ever be able to absorb the overwhelming numbers of homes available for sale and just how dramatically those properties would depress prices and retard the possibility of recovery. Moreover, the media was rife with stories about lenders having stockpiled foreclosed properties and suspicions that they were preparing to dump them on an unsuspecting marketplace.

As it turns out, the marketplace works exactly as it was outlined in Economics 101. The depressed prices and low interest rates brought speculators, investors and first time buyers into the market and, rather than languishing

(Continued on page 13)



Rates are lower than they have been in years; don't miss out on a great opportunity to save money!

Call me and we can go over your options.
480.385.1418 Cell: 602.332.1261
 Toll Free: 866.720.3229 ext. 1418 Fax: 866.449.3452
 atrovato@swdmtg.com

Southwest Direct Mortgage, LLC
 Mortgages Made Simple

Free appraisal credited back at closing on all loans!

NOW OPEN! 8763 E Bell Rd (Bell & The 101) next to Amore's

It's Grilling Season! Cover Your Grill With Great Meats From The Bull Market.
480-656-4777

Featuring: Midwest Aged Beef, Premium Pork, Lamb, Veal, Wild Game, Poultry, Spices, Beer, Wine, & More!

THE BULL MARKET
 OPEN: Tues-Sat 10:00-6:00
 Sun 12:00-5:00

★ Where GREAT MEATS - MEET GREAT prices! ★

WHITESTONE REIT COMMUNITY
 A desert canyon

Exciting New Renovations Coming Soon
 10405 E McDowell Mtn. Ranch Rd. at 104th St.

NEW Tenants
CHESS CLUB
RED BRICK MORTGAGE

- Musikkids
- Curvas
- J Knits
- Wyn's Nails
- Star Cleaners
- Twisted Lizard
- Classic Cooking Academy
- Scottsdale Wealth Management
- McDowell Mountain Ranch Dentistry
- Kinder Care
- Stato Farm
- Scafani's Pizza

NEW OWNERSHIP
 WHITESTONE REIT

LEASING INFORMATION
480.584.6181

Resale Activity at the Ranch

Westworld 
LANDSCAPE BROKERS, LLC
 Maintenance • Clean ups • Irrigation Repair
 Service is Our Product ~ Your Satisfaction is Our Goal
480-242-3344 Over 30 years of professional landscaping experience

Donald R. Gates
Quality Remodeling and Repairs
 Kitchen ♦ Bathrooms ♦ Tile ♦ Dry wall ♦ Masonry
 ♦ Electrical ♦ And More
480-990-0036
 25 Years Experience - References Available

 **MMR Plumbing**
 Residential Repairs & Installations
 Serving McDowell Mountain Ranch
 Faucets ♦ Disposals ♦ Toilets
 Water Heaters ♦ Shut off Valves
 ♦ Pressure Regulators
 Licensed - Bonded - Insured
 ROC #184228 **480-563-0073**

 **Gecko Tile & Stone**
 Specializing in all types of materials, including:
 ♦ Marble ♦ Stone ♦ Granite ♦ Travertine ♦ Porcelain
 ♦ Flagstone ♦ Cultured Stone ♦ Ceramic
 All Work Guaranteed
 Specialties Include:
 ♦ Showers ♦ Floors ♦ Countertops ♦ Patios
 ♦ Pool Decks ♦ And Much Much More!
 Call **Lloyd** For a Free Estimate: **623-512-2852**
 Will Do Demo Work


 **BOB MAUSBACH**
ARIZONA'S BEST PAINTING
 Licensed • Bonded • Insured
 ROC 199663
 Ph: (602)432-6728
 Fax: (602)789-8947
 rmausbach@cox.net
 P.O. Box 22127
 Phoenix, AZ 85028

Mobile Auto Maintenance
INFINITY 2U, LLC Servicing your *Infiniti/Nissan* at your home or office on **YOUR** schedule

 Steve Duncan, owner
480.389.8045
 www.infinity2u.info infinitytoyou@yahoo.com
 Over 16 years experience with the Infiniti brand exclusively

HOMES CURRENTLY FOR SALE

Address	Subdivision	Model	Price	Sq ft	Br	Gar	Pool
16600 N TPP #2055	The Ridge	Heritage	\$215,000	1318	2	2	N
16600 N TPP #2036	The Ridge	Heritage	\$235,000	1334	2	1	N
16600 N TPP #1009	The Ridge	Monarch	\$279,900	1892	3	2	N
16600 N TPP #2048	The Ridge	Monarch	\$299,000	1674	3	2	N
<u>11406 E Helm Dr</u>	<u>Sunrise Point</u>	<u>Saguaro</u>	<u>\$319,000</u>	<u>1430</u>	<u>2</u>	<u>2</u>	<u>N</u>
10319 E Saltillo Dr	Discovery Trails	Highline	\$357,900	2389	4	2	Y
10586 E Cosmos Cir	Arizona Highlands	Santana	\$375,000	2361	4+Den	2	N
10607 E Autumn Sage Dr	Castle Chase	Nottingham	\$375,000	1,881	3	2	N
16593 N 104th St	Eagle Ridge	#3344	\$395,000	2,367	3+Den	2	Y
15984 N 106th Wy	The Overlook	Mesquite	\$399,900	1972	3+Den	3	Y
10245 E Indigo Dr	Montecito	Santa Barbara	\$400,000	2770	4+Den	3	Y
10316 E Acoma Dr	Sunset Point		\$429,000	3064	4	3	Y
10271 E Acacia Dr	Montecito	San Miguel	\$445,000	2212	3+Den	3	Y
16016 N 111th Pl	100 Hills	Montoro	\$449,000	2653	2+Den	2	Y
<u>10470 E Conieson Rd</u>	<u>Sonoran Fwys</u>	<u>Ocotillo</u>	<u>\$475,000</u>	<u>2976</u>	<u>5</u>	<u>3</u>	<u>Y</u>
16561 N 104th St	Eagle Ridge		\$518,000	2933	5+Den	3	Y
10429 E Acoma Dr	Sunset Point	#2787	\$524,000	2804	4+Den	3	N
14644 N 103rd Wy	Sunset Point		\$549,000	3064	5	3	Y
10858 E Cosmos Cir	Armonico	Santana	\$559,900	3404	4	3	Y
10942 E Raintree Dr	Desert Cliffs	#6060	\$570,000	2670	4	3	Y
11375 E Raintree Dr	Sunrise Point	Acacia	\$599,000	1886	3	2	N
10849 E Mirasol Cir	Armonico	Montana	\$599,000	2994	4	3	Y
15839 N 110th Pl	100 Hills		\$600,000	2699	3	2	Y
11027 E Beck Ln	Cimarron Hills	Escalante	\$649,900	3375	4	3	N
11058 E Verbena Ln	Trovas	Alessi	\$649,900	2958	4	3	Y
16652 N 109th Wy	Trovas	Lodi	\$695,000	4300	4+Den	3	Y
10872 E Raintree Dr	Desert Cliffs	#6090	\$725,000	3924	5+Den	3	Y
11055 E Verbena Ln	Trovas	Medici	\$760,000	4065	4+Den	3	Y
10983 E Bahia Dr	Trovas	Medici	\$775,000	4102	3+Den	3	Y
<u>11047 E Acoma Dr</u>	<u>Mirador</u>	<u>Paraiso</u>	<u>\$799,000</u>	<u>3496</u>	<u>3+Den</u>	<u>3</u>	<u>Y</u>
16831 N 111th St	Trovas	Francesca	\$799,900	3618	4+Den	3	Y
11108 E Greenway Rd	Cimarron Ridge	San Rafael	\$800,000	3393	4+Den	3	Y
10951 E Mirasol Dr	Trovas	Dante	\$820,000	3297	3+Den	3	Y
11011 E Acoma Dr	Mirador	Paraiso	\$860,000	3770	4	3	Y
11320 E Paradise Ln	100 Hills		\$1,195,000	4773	4+Den	3	Y
11374 E Paradise Ln	100 Hills	Custom	\$1,250,000	4000	4+Den	3	Y
11494 E Caribbean Ln	Cimarron Ridge	Andorra	\$1,365,000	4,041	4+Den	3	Y
16247 N 112th Wy	100 Hills	Medina	\$1,375,000	4215	3+Den	4	Y
15955 N 115th Wy	100 Hills	Custom	\$1,399,000	4932	5+Den	3	Y
16229 N 115th Pl	100 Hills	Custom	\$2,345,000	6149	4+Den	4	Y

 Please note that all of our Team's listings and sales are shown in **BOLD, GREEN & UNDERLINED TYPE**
 This data was assembled on or about 1-10-12 based on information obtained from the Arizona Regional Multiple Listing Service. The information is presumed to be reliable but is not guaranteed.

Resale Activity at the Ranch (Cont'd)

PENDING & AWC* TRANSACTIONS

Address	Subdivision	Model	Price	Sq ft	Br	Gar	Pool
16600 N TPP #2026	The Ridge	Heritage	\$209,900	1334	2	1	N
16420 N TPP #1087	Cachet	Legacy	\$210,000	1737	2+Den	2	N
10220 E Betony Dr	Discovery Trails	Coronado	\$249,900	1347	3	2	N
10284 E Star of the Desert	Arizona Vintage	Bordeaux	\$249,900	1478	3	2	N
10352 E Penstamin Dr	Discovery Trails	Catalina	\$250,000	1504	3	2	N
15726 N 102nd St	Arizona Vintage	Zinfandel	\$255,000	1604	2+Den	2	Y
15849 N 102nd Pl	Arizona Vintage	Merlot	\$259,000	1347	3	2	N
10238 E Blanche Dr	Discovery Cyn	Scenic	\$289,000	1837	4	2	N
10322 E Karen Dr	Discovery Canyon	Scenic	\$299,000	1837	4	2	N
10315 E Acoma Dr	Sunset Point	#2797	\$310,000	2797	4+Den	3	Y
10584 E Firewheel Dr	The Overlook	Mesquite	\$330,000	1972	3	3	N
10673 E LeMarvche Dr	The Overlook	Mesquite	\$350,000	1972	4	3	N
10215 E Saltillo Dr	Discovery Trails	Palo Verde	\$350,000	2365	4+Den	3	Y
10822 E Le Marche Dr	Castle Chase	Stirling	\$369,000	1701	3	2	Y
10524 E Acacia Dr	Arizona Highlands	Picacho	\$380,900	2395	4	3	Y
10735 E Caribbean Ln	Cimarron Hills	Montoro	\$395,000	2623	2+Den	2	Y
11413 E Raintree Dr	Sunrise Point	Palo Verde	\$399,900	1,667	2+Den	2	N
16590 N 104th Wy	The Summit	Molokai	\$400,000	2682	4	3	Y
16614 N 104th Wy	The Summit	Molokai	\$400,000	2924	4+Den	2	Y
10628 E Firewheel Dr	The Overlook	Palo Verde	\$415,000	2626	4	2	Y
16581 N 108th St	Armonico	Santana	\$481,000	3404	4	3	N
16712 N 108th St	Armonico	Montana	\$525,000	2994	4	3	Y
10730 E Ludlow Dr	Sonoran Estates	Santana	\$699,900	3658	3+Den	3	Y
10670 E Redfield Rd	Sonoran Estates	Santana	\$725,000	3967	5	3	Y
11065 E Rosemary Ln	100 Hills	Palma	\$750,000	3103	3	3	Y
11215 E Paradise Ln	100 Hills		\$759,000	3497	5+Den	3	N
11053 E Cosmos Cir	100 Hills	Andorra	\$859,000	3958	4+Den	3	Y
14009 N 109th Pl	Sonoran Estates	Santana	\$945,000	3940	4+Den	3	Y
11451 E Penstamin Dr	100 Hills	Cardona	\$1,295,000	4689	4+Den	3	Y

CLOSED SALES IN NOVEMBER & DECEMBER

Address	Subdivision	Model	Price	Sq ft	Br	Gar	Pool
16420 N TPP #2126	Cachet	Heritage	\$190,000	1338	2	1	N
16600 N TPP #2010	The Ridge	Heritage	\$220,000	1354	2	2	N
10159 E Tierra Buena Ln	Arizona Vintage	Merlot	\$234,100	1347	3	2	N
10401 E Raintree Dr	The Preserve	Palomino	\$240,000	1358	3	2	N
10225 E Betony Dr	Arizona Vintage	Bordeaux	\$242,500	1478	3	2	Y
10398 E Star of the Desert	Arizona Vintage	Zinfandel	\$261,512	1604	3+Den	2	N
15746 N 104th St	Panorama Point	Mariposa	\$276,000	1817	3	2	N
10243 E Caribbean Ln	Discovery Canyon	Sierra	\$283,000	1700	3	2	N
10256 E Rosemary Ln	Eagle Ridge		\$295,000	2084	4	3	N

*AWC is short for "Active with Contingencies". However, a more accurate terminology would actually be "pendings with problems". This category includes transactions like short sales in which the parties have reached an agreement but are still awaiting bank approval or contractual situations where some element of the transaction, other than the usual inspection and financing contingencies, is still in need of resolution.

**ONE PRICE.
FULL SERVICE.
NO TIME LIMIT.
...THAT'S QUALITY PET CARE**



Professional Pet Sitting

Serving McDowell Mountain Ranch since 2002, with a client on almost every street!

Nationally Award Winning
BellasHouseAndPets.com

480.330.4552



(Always looking to add to our excellent staff. Inquire within.)

MMR
vendors
.com

Providing McDowell Mountain Ranch Residents with the Best Service and Experience.



Follow Us

MMRVendors.com

Amoré
PIZZA-SUBS-WINGS

Locally Owned & Operated

Mon.-Sun. 10 a.m. - 9 p.m.

Pizza You'll Love!

Let us cater your next event!

480-513-9555

**Thompson Peak
& Bell Rd
(In the Basha's
Shopping Center)**

FREE 12" CHEESE pizza
with purchase of any 12" pizza
(Additional Toppings \$2)

Pick up or delivery.
With coupon only. Expires 3/5/2012

We Deliver 7 Days a Week!

www.amorepizzasubwings.com

Resale Activity at the Ranch (Cont'd)

WE UNDERSTAND COMMITMENT.

For decades, Edward Jones has been committed to providing financial solutions and personalized service to individual investors.

You can rely on us for:

Convenience

Locations in the community and face-to-face meetings at your convenience

A Quality-focused Investment Philosophy

A long-term approach that focuses on quality investments and diversification

Highly Personal Service

Investment guidance tailored to your individual needs

Call or visit today.



Christopher F. Wallen, CFP®
Financial Advisor

16700 N Thompson Peak Parkway
Suite 150
Scottsdale, AZ 85260
480-614-3419

www.edwardjones.com Member SIPC

Edward Jones
MAKING SENSE OF INVESTING



Complete Pool Service & Repairs

Licensed, Bonded, Insured

We've been in business for over 25 years

(A Certified Pool Operator Company)

Commercial and Residential

Call for information about our service contracts:

Phone:

602-993-0552

Toll Free:

866-594-7025

Mark Howard, Owner • mark@mehpoolservice.com

ROC 191725 C-06 Res./ROC 191726 L-06 Comm.

Frustrated by seeing a different vet every time you go to the animal hospital?

Does your pets veterinary care lack consistency? Do you want great veterinary care and a friendly staff to greet you and your pets? Call today and give us a try! Dr. Josh and Dr. Sarah would be happy to meet and talk about your pets.



480-368-1741

15576 N. Pima Rd., Suite #A-1
Scottsdale, AZ 85260
www.nsvet.com

Take advantage of a complimentary exam, nail trim, and ear cleaning*

*Valid for clients not currently or previously seen at North Scottsdale Animal Hospital

CLOSED SALES (CONT'D)

Address	Subdivision	Model	Price	Sq ft	Br	Gar	Pool
10294 E Raintree Dr	The Preserve	Brisas	\$300,000	2132	4	2	Y
15990 N 104th Pl	Panorama Point	Ocotillo	\$305,000	2046	4	2	N
10612 E Tierra Buena Ln	The Overlook	Primrose	\$310,000	1679	3	2	N
10326 E Tierra Buenan	Panorama Pt	Primrose	\$311,500	1874	3	3	N
10384 E Raintree Dr	The Preserve	Brisas	\$313,500	2132	4	2	N
10218 E Pine Valley Rd	Discovery Canyon	Skyview	\$321,000	2357	5	2	Y
15673 N 104th Pl	Panorama Point	Ironwood	\$356,000	2493	5	3	Y
10743 E Caribbean Ln	Cimarron Hills	La Jolla	\$380,000	2285	3	2	N
10595 E Bahia Dr	The Summit	Key Largo	\$380,000	2374	3+Den	2	Y
10482 E Saltillo DDr	Arizona Highlands	Catalina	\$395,000	2646	3	3	Y
10303 E Acacia Dr	Montecito	San Miguel	\$420,000	2396	4+Den	3	Y
10750 E Gelding Dr	Sienna Canyon	Borgata	\$450,000	2551	3+Den	3	N
16789 N 106th Wy	The Summit	Victoria	\$468,000	2511	4+Den	3	Y
10334 E Bahia Dr	Eagle Ridge	Cholla	\$470,000	3462	5	3	Y
10778 E Greenway Rd	Cimarron Hills	Valencia	\$511,000	2720	4+Den	3	N
10850 E Verbena	Armonico	Montana	\$516,000	2994	4	3	Y
11344 E Autumn Sage Dr	Cimarron Ridge	San Rafael	\$599,000	3393	4+Den	3	Y
11267 E Beck Ln	Cimarron Hills	Escalante	\$610,000	3375	4+Den	3	Y
11456 E Blanche Dr	Cimarron Hills	Sevilla	\$615,000	2929	4	2	Y
10836 E Mirasol Cir	Armonico	Ladera	\$620,000	3909	5+Den	3	Y
11530 E Winchcomb Dr	Sonoran Estates	Santana	\$1,000,000	4200	4+Den	3	Y
11453 E Le Marche Dr	100 Hills	Custom	\$1,200,000	4824	3+Den	4	Y

RENTALS AVAILABLE (UNFURNISHED)

Address	Subdivision	Model	Price	Sq ft	Br	Gar	Pool
10239 E Saltillo Dr	Discovery Trails	Sabino	\$1,595	1622	3	2	N
10490 E Texas Sage Dr	The Preserve	Avalon	\$1,750	1702	3	2	N
15746 N 104th St	Panorama Point	Mariposa	\$1,800	1817	3	2	N
10610 E Morning Star Dr	Panorama Point	Mesquite	\$1,850	1548	3	2	N
10372 E Raintree Dr	The Preserve	Avalon	\$1,950	1702	3	2	N
10564 E Autumn Sage Dr	Castle Chase		\$1,995	2235	2+Den	2	N
10505 E Star of the Desert	Discovery Trails	Highline	\$2,100	2214	4+Den	2	N
10616 E Firewheel Dr	The Overlook		\$2,450	2626	4+Den	2	N
10540 E Acacia Dr	Arizona Highlands	Santan	\$2,500	2400	4+Den	2	Y
10472 E Hillery Dr	The Preserve	Durango	\$2,500	2000	4	2	N
14101 N 106th Pl	Sonoran Fairways		\$2,590	2294	4	2	N
16702 N 109th St	Vermillion Cliffs		\$2,800	2835	4	3	N
10960 E Kora Ln	Cimarron Hills	Escalante	\$2,900	3375	5	3	Y
11489 E Blanche Dr	Cimarron Ridge	Montoro	\$3,500	2621	3	2	N
11027 E Beck Ln	Cimarron Hills	Escalante	\$3,950	3375	4+Den	3	N
11503 E Caribbean Ln	Cimarron Ridge	Andorra	\$3,995	4076	5+Den	3	Y
16229 N 115th Pl	100 Hills	Custom	\$8,495	6149	4+Den	4	Y



that, during the last 5 years, homes in MMR have consistently sold for HIGHER PRICES PER SQUARE FOOT than comparable properties located elsewhere in the valley?

While that's likely attributable to the inherent value of the community, I like to believe that it's also due, in part, to the actions of my team and other dedicated Realtors who believe in its value and consistently promote it. ☺

Resale Activity at the Ranch (Cont'd)

PENDING RENTALS

Address	Subdivision	Model	Price	Sq ft	Br	Gar	Pool
15728 N 104th St	Panorama Point	Mesquite	\$1,595	1548	3	2	N
<u>10801 E Salt Bush Dr</u>	<u>Castle Chase</u>	<u>Carlisle</u>	<u>\$1,795</u>	<u>1489</u>	<u>3</u>	<u>2</u>	<u>N</u>

CLOSED RENTALS (NOVEMBER & DECEMBER)

Address	Subdivision	Model	Price	Sq ft	Br	Gar	Pool
16600 N TPP #2060	The Ridge	Heritage	\$1,475	1354	2	2	N
10347 E Caribbean Ln	Discovery Canyon	Sunrise	\$1,475	1451	3	2	N
10271 E Hillery Dr	Discovery Canyon	Sunrise	\$1,550	1481	3	2	N
<u>16420 N TPP #2063</u>	<u>Cachet</u>	<u>Monarch</u>	<u>\$1,550</u>	<u>1810</u>	<u>3</u>	<u>2</u>	<u>N</u>
10246 E Blanche Dr	Discovery Canyon	Scenic	\$1,595	1837	4	2	N
10401 E Raintree Dr	The Preserve	Palomino	\$1,700	1358	3	2	N
14874 N 103rd St	The Preserve	Brisas	\$1,700	2132	4	2	N
10386 E Saltillo Dr	Discovery Trails	Catalina	\$1,725	1504	3	2	Y
10494 E Star of the Desert	Discovery Trails	Sabino	\$1,750	1622	3	2	N
10224 E Firewheel Dr	Arizona Vintage	Bordeaux	\$1,750	1652	3	2	Y
14862 N 103rd St	The Preserve	Brisas	\$1,750	2132	4	2	N
11448 E Helm Dr	Sunrise Point	Acacia	\$1,800	1886	3	2	N
14803 N 103rd St	The Preserve	Avalon	\$1,850	1702	3	2	Y
<u>11302 E Helm Dr</u>	<u>Sunrise Point</u>		<u>\$1,995</u>	<u>1825</u>	<u>3</u>	<u>2</u>	<u>N</u>
10454 E Hillery Dr	The Preserve	Brisas	\$2,100	2132	4	2	Y
10364 E Acoma Dr	Sunset Point		\$2,250	2159	4	3	N
10555 E Conieson Rd	Sonoran Fairways		\$2,500	2077	3	2	Y
10346 E Morning Star Dr	Panorama Point	Ironwood	\$2,750	2711	5	3	Y
11183 E Beck Ln	Cimarron Hills	Parada	\$2,775	2911	5	3	N
16742 N 109th Wy	Trovas	Sorrento	\$2,935	2600	3	3	Y



The best way to find out timely information about our community is to visit our Facebook page at www.Facebook.com/MMRhomes. Much of the information that's reported here on a bi-monthly basis is posted there virtually as it happens.

WHY NOT JOIN OUR SOCIAL MEDIA NETWORK! 😊



Florence Crittenton
Where Hope Comes to Life

Florence Crittenton is the only organization in Maricopa County that provides comprehensive services to girls in crisis. The residential facility is a safe haven for girls 12 to 18, who have been abandoned, neglected or whose lives have become so difficult or unmanageable they are unable to cope any longer.

DONATE - VOLUNTEER - LEARN - MENTOR

602-274-7318
JUST SHOW YOU CARE!



LITTLE SUNSHINE'S PLAYHOUSE & PRESCHOOL

Now Enrolling!
Monday - Friday 6am - 6pm
6 weeks to 6 years
Kiddie Cams™
Red Carpet Service™
Double Secured Entry
And Many Other Services!

20977 N Pima Rd,
Scottsdale, AZ 85255
480-585-7000
www.littlesunshine.com

"Creating Changes, Strengthening Families"



Grace Weyrauch MA, LPC

Dedicated Experienced Professional

- ◆ Individuals ◆ Families
- ◆ Couples ◆ Children

McDowell Mountain Counseling

14 yrs Counseling Experience

8 yrs as a Psychotherapist in our Scottsdale Community

Contact Grace for a Free Initial Consultation

(480) 621-8250 ◆ grace@mmcounseling.com
www.mmccounseling.com

9915 E. Bell Rd, Ste 120, Scottsdale, AZ 85260

ROC# 241710



www.ArizonaHousePainters.com



INTERIOR & EXTERIOR PAINTING
CUSTOM HOMES • STUCCO REPAIRS
PRESSURE WASHING • FLAT ROOF COATINGS
EPOXY GARAGE FLOORS

Call Now for Our Current Specials!

(480)751-5240



Commercial Residential 
www.relianceac.com

AC & Heating Specialists

- Authorized dealer for TRANE, Rheem
- Master Heat Pump Technicians - NATE certified
- We service and repair ALL makes & models AC & Heating Systems



602-944-9585

Mention this ad for
10% discount on parts

Licensed Bonded Insured ROC# 173907 ROC# 166909

Your Choice is Clear ... Crystal Clear



CRYSTAL FALLS
POOLS

POOL RESTORATION AND REMODELING

- Tile Cleaning • Pebble Tec Repairs
- Re-Surfacing & Re-Decking
- Replace Old Tile
- Equipment Repairs and Upgrades

DIAL 602-CRYSTAL
602-279-7825

Owner, Mike Cohen,
is an MMR Resident
www.crystalfallspools.com

Ask us about our MAINTENANCE SERVICES!

Crystal Falls Pools INC. ROC #246020 • Crystal Falls Construction Services LLC. ROC #231217



PawPlacement A Helping Hand For Pets

'No one could make a greater mistake than he who did nothing because he could do only a little.'

-- Edmund Burke

★ Volunteer ★ Donate ★ Adopt

Help Us Save More Adoptable Animals

602-712-1599

www.pawplacement.org
3370 N Hayden Rd, #123
Scottsdale, AZ 85251



Dine at McDowell Mountain Golf Club



• WineDown Friday's are BACK! •

Enjoy the Stunning Views and Dinner every Friday in March – complete with Live Entertainment! 6:00 - 9:00 pm

Come try our New
Breakfast & Lunch Menu



480.502.8200 • MCDOWELLMOUNTAINGC.COM

BEST OF PHOENIX AWARD-WINNING SHOP UNDER NEW OWNERSHIP AND BETTER THAN EVER!

If you knit and crochet, or if you have been wanting to get started, Jessica Knits and Crochets is just the place. You're always welcome and we're here to help you!

Come in and see our top-quality products from Rowan, Spud and Chloe, Lantern Moon, Namaste, Blue Sky Alpaca, Madelinetosh, Manos del Uruguay, Skacel, and much, much more.



jessicaknits.com



BRING IN THIS AD AND GET
10% OFF YOUR PURCHASE,
INCLUDING SALE ITEMS!

480.515.4454 :: 10401 E MCDOWELL MTN RANCH RD #7 :: SCOTTSDALE, AZ 85255

PET GROOMING COMING SOON!



Mon-Sat 10 am - 7 pm
petgourmetstore.com

All Natural, Holistic and Organic

Pet Food Store

We also carry:

- Apparel • Supplements • Accessories

10% Discount with this coupon
Not valid with any other coupon. Exp. 3/10/12

Locally owned and operated.
14700 N FLW Blvd #153 Scotts, AZ 85260

480-203-2499

Market Analysis (Cont'd)

(Continued from page 7)

on the market, these homes became the object of fierce bidding wars and a backlog that had reached as high as 42,000 homes, was reduced by two thirds (to roughly 14,000) in less than a year. The consensus was that it would take 4 or 5 years to achieve that result.

Moreover, lenders are now dealing with the looming mountain of foreclosures that was expected to swamp the market by shifting to less disruptive short sales strategies. In fact, if you look at the chart on the right, you'll see that lender-owned properties are really not much of a market factor in MMR any more.

The truth is that most of the valley (including MMR) actually has less than a two month supply of inventory on hand. Unfortunately, as you can see from the chart at the right, the balance of the city of Scottsdale (as well as some other "higher priced" areas) are not faring quite as well. Their pace of recovery is still lagging a bit — but not discouragingly so.

The problem now is that there may be too little inventory to satisfy the demands of the always vibrant spring market that generally accounts for nearly half our annual sales.

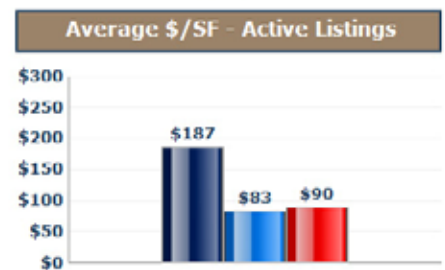
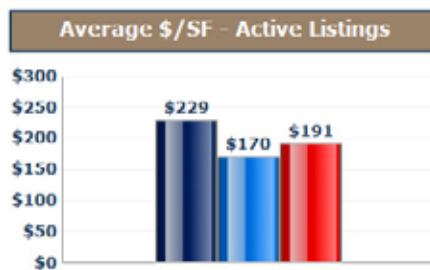
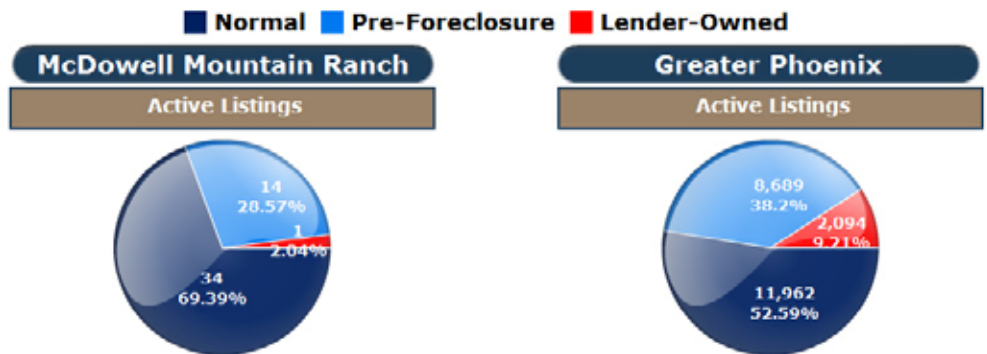
However, even that imbalance shouldn't last long. If you turn to the next chapter in the economics textbook, you'll find that we're now in a seller's market (a balanced market is generally understood to be one with 3-4 months worth of inventory) and we should start seeing upward pressure on prices. That, in turn, should encourage more people to offer their homes for sale and eventually we'll achieve the stability we're seeking.

■ **The chart shown on page 6 offers a sales recap of 2011 by community.** However, as always, I'd suggest focusing on the totals for MMR if you're seeking a real indication of market performance.

Those totals indicate that values continued to drop a bit (-3.45%) during the course of the year. However, a closer look at the numbers indicates that we actually bottomed out statistically at the end of the summer when we were down about 4.7%. If we use September 1st as our starting point, we'd find that the values actually increased a bit over 1% during the fall. And, while that's obviously not an exciting amount of growth, it is indicative of a shift in long term trends and suggests that better times are ahead.

In fact, the chart on page 7 indicates that values in MMR now actually exceed those in the rest of Scottsdale.

Listing Inventory by Ownership Status January 1, 2012



© 2012 Cromford Associates LLC

Days Supply - Active Listings January 6, 2012



The data used to create these reports was obtained from public records and extracted under license from the Arizona Regional Multiple Listing Service, Inc (ARMLS). Cromford Associates LLC, Re/MAX Fine Properties, Helene's Team and ARMLS expressly disclaim and make no representations or warranties of any kind, whether express, implied or statutory, as to the accuracy of the data used or the merchantability or fitness for any particular purpose. This report is copyrighted in 2010 by Cromford Associates LLC.

■ **Mike Orr, the statistical guru who produces the Cromford Reports and provides most of the statistics you see in this column, has a new job.** He's been hired by



Arizona State University to be their new Director of the Center for Real Estate Theory and Practice. He replaces Jay Butler who

retired after 40 years in the position.

Fortunately for us, his new paycheck is not as large as his title, and he'll be continuing to work with his private clients. However, the appointment should certainly enhance the credibility of his analyses (and ours). ☺ After all, his new position means that he's now the "go to" person for real estate market data in the Greater Phoenix area.

Business of the Month



I expect that 2012 will be memorable for a great many reasons and it's quite possible that the debut of **Tom's Thumb Fresh Market** will rank high on the list. The business, which occupies the site of the erstwhile *Auto Salon* on the SW corner of Bell Road and 94th Street, is a bit hard to categorize. You could call it a convenience store but labeling it a "lifestyle enhancement facility" might actually be more accurate.

As Jonathan Kish, the General Manager and an MMR resident explains it, there are actually 5 distinct groups of services available. They include fuel, car washes, a coffee bar, a restaurant and the fresh market itself.

To begin with the basics, Tom's Thumb will be selling its own independent brand of gasoline. They've opted for this approach because it seems that all the suppliers in the valley actually offer the same quality fuel, and this way they can buy from the most competitive supplier and pass the savings on to their customers and friends in the community.

Where they hope to outshine the name brand stations is in the service they provide. For instance, they're offering a full service option for refueling. For those too young to recall, that means you won't have to leave your car to fill up — an option that should prove particularly appealing during the summer months. Instead, an attendant will appear at your window, get your gas flowing, wash your windows and check your tire pressure

while you're waiting.

Perhaps just as interesting, at least to those with high powered or exotic cars, is the fact that 100 octane racing fuel will be available.

The car wash experience will also be nothing short of refreshing. There'll be no annoying up-selling, just a simple menu of car wash options and an attendant on hand to let you state what you would like and get you moving. They'll even have the only "two tunnel" system in Arizona — one for car washes and



the other for polishing. The latter is a relatively new innovation and will be one of the first "polish only" systems in the country!

Walk through the front doors of the *Fresh Market* and you'll be surprised by what awaits you! The specialty grocery area offers pastas, cheeses, seasonal produce and locally produced wines that come complete with a description of where the product was grown and other pertinent information.

The policy of the Fresh Market is to offer only the freshest, seasonal and mostly locally grown produce, meats, wines and coffee. And to support that policy, they are planning

showcase events where local farmers will actually come in to discuss their produce!

Stroll a bit further and you'll find a fabulous coffee bar that is sure to be a much appreciated addition to the Bell Road corridor and the perfect place to grab your favorite brew as you head to work or to the 101 for travel.

Wander just a bit further and you'll find the restaurant area which may eventually prove to be the gem of the entire operation. This is a terrific community oriented area complete with 6 TV's, a diner feel, indoor and outdoor seating and fabulous dining options.

Tudi Frank Johnson, former owner of the renowned Phoenix eatery *D'licious Dishes*, is the chef in residence and her mandate is to "create fabulous meals". In addition to overseeing the restaurant, she'll also be managing a demonstration kitchen where MMR residents can pick up "semi-prepared" meals.

The Fresh Market will even be offering "meal packages" where you can purchase a certain number of meals per week with enticing price breaks based on the quantity purchased. And in what I think is a fabulously innovative strategy, instructions on completing the meal preparation will be posted on Youtube so customers can follow along at home.

If things work out as planned, Tudi could become the de facto "Personal Chef of McDowell Mountain Ranch"!

Why not stop by and say hello. I'm sure that Jonathan and Tudi would love to introduce the market to you. Please also make certain to become a fan of Tom's Thumb Fresh Market on Facebook — they'll be offering regular updates and insider deals.

"McDowell Mountain Ranch's favorite Pet Sitting company!"

"friendly and knowledgeable, I am here to help you. Call today for a free consultation!"

480.314.1232

Insured/Bonded professional pet care www.cloud9petsitting.com

Over 10 years of exceptional service as your local company!

Custom Homes ♦ Kitchens & Baths ♦ Interiors / Exteriors

RCC 127835-B

mto CONSTRUCTION
C O M P A N Y, I N C.

Custom Residential Additions & Remodels

Michael O'Hair, President Office: 602-482-9116
Over 35 Years Experience Cell: 602-376-0613

Licensed, Bonded & Insured www.mtoconstruction.com mtoconst@msn.com

★ Let us Give You an Estimate of Closing Costs

Compare Our Rates and Fees!

Call for a Rate Quote; No Personal Information Required

480-596-5151

9805 E Bell Road - Suite 120, Scottsdale, AZ
Check us out at: www.hartwest.com

HART WEST FINANCIAL INC.

AZMB-0901832 NMLS116830

Is It Time To Refresh Your Home?

The first sales in McDowell Mountain Ranch occurred back in 1995 and that means, amazingly enough, that there are already a substantial number of homes in the community that have celebrated their 15th birthday. That's generally considered to be the point in time when homes begin to show their age — appliances and other mechanical systems start to need to be replaced and design trends have changed sufficiently for homeowners to start considering some renovations and/or redecorating to restore the sizzle and maintain the value.

With that in mind, we reached out to a respected Scottsdale-based full-service general contracting company called The Modern Group to see if they had done a recent project in the community and if they would discuss the process.

As luck would have it, they had just completed a project in our 100 Hills community. However, admittedly, this specific client was actually someone who had recently purchased their home and wanted to both update it and give it their personal stamp.

As with most efforts of this type, the project was really a coordinated effort that included a number of other vendors including, in this case, EST EST, Inc., a Scottsdale-based interior design firm.

To give you some perspective on the complexity of the job, it was actually EST EST, Inc., that created a design and furniture placement plan for the home, while The Modern Group was responsible for overseeing the kitchen and lighting renovations.

The kitchen additions included cabinet renovations by Burdette Cabinets that were a

deep, rich brown offering a contemporary flair to the kitchen. The homeowners selected brand new Sub-Zero/Wolf kitchen appliances that were installed by CDW, while the home's lighting control system was installed by Total Electric. In the living room, RAM Marble & Granite Designs, LLC, renovated the outdated fireplace and hearth to better coordinate with the style of the home.



Interestingly enough, the homeowner's favorite aspect of the project turned out to be the lighting management system that allowed them to control all of their lighting from one location within the house. This was a happy coincidence because the new system was actually installed as part of a general lighting upgrade designed by Hinkley's Lighting Factory that was designed to replace an uneconomical pre-existing system. The upgrade included the installation of new lighting fixtures throughout the house, specifically the

master bedroom, kitchen and living room.

The overall project was a relatively large one encompassing approximately 4,500-5,000 square feet. Work began in December 2011 and was just completed this month. And, remarkably enough, there were no serious complications during the entire project. In fact, when pressed, the only problem that the client recalled involved a bracket on the custom-made lighting fixture that didn't fit properly and had to be re-made — and even that was turned around in less than a day.

As we indicated, this was a major project and, as you might imagine the cost was significant. However, keeping your home up to date doesn't necessarily require such an extensive commitment — nor is it something that needs to be done all at once.

It is, however, useful to have a long term plan in place, and a good way to start would be to consult with a general contractor like The Modern Group and their team of professionals. They can explain the process, estimate the costs and also advise you what changes might add value to your property.

Modern Group is a full-service general contracting firm with more than 50 years of combined custom construction, design and project management experience. They provide specialized flooring, cabinets, masonry and remodeling services and are quite comfortable with projects of all sizes and degrees of complexity. Best yet, they have a wonderful reputation in the industry for providing the highest quality of customer service.



"The Best Service to the Best Customers"

**COMPLETE
POOL CARE**

Quality Service
Since 1988



480-948-2001

SERVICE

- Weekly Service
- Vacation Service
- Tile Cleaning
- Chemical Wash
- Salt System
- Pool Service

REPAIRS

- Motor & Filters
- Salt System Installation
- Heaters -
- Repairs & Installation
- Sales & Service of Pool Cleaners

First Month Service
★ FREE ★
with 12 month
service agreement.
Some restrictions apply.



www.Mycompletepoolcare.net



CPA Solutions

Tax Planning & Preparation
Monthly Accounting & Financial Statements
Tax Audit Representation, Business Consulting,
Entity Selection and Formation

Daniel Benhaim, CPA

Certified Public Accountant



480-491-3900

9465 E Ironwood Square Dr,
Ste 100, Scottsdale 85258
E-mail: daniel@cpasolutions.biz
www.CPASolutions.biz

-MMR Resident-

The McDowell Sonoran Preserve

■ The only constant at the McDowell Sonoran Conservancy (MSC) these days is change. The most recent examples are the introduction of the MSC's new logo and the acquisition of another 4,300 acres of state land, a move that takes us a few steps closer toward fulfilling the organization's vision for the Preserve.

As you can see from the centerpiece illustration, the MSC's new logo now includes images of people in the design. This change was made in order to emphasize the fact that the MSC represents the human side of the Preserve effort. In a sense, the MSC provides the interface between the land itself and the community at large. The MSC's new marketing slogan "People Preserving Nature" should further drive that message home.

The other reason for the redesign was to try to clearly distinguish the MSC, an independent nonprofit organization, from the McDowell Sonoran Preserve itself — a distinction that's unfortunately often ignored by the general public.

Of course, the Preserve is actually the MSC's *raison d'être* and the organization's volunteers dedicate themselves to providing assistance wherever possible — whether that means maintaining trails, leading public hikes, or participating in the McDowell Sonoran Field Institute that is surveying all of the flora and fauna in the Preserve.

Actually, most people in our community probably don't realize just how unique MSC is among land trusts. MSC volunteers make up some 70% of all of the land trust volunteers in the entire state of Arizona and the people who provide financial support to MSC repre-

sent 28% of all financial supporters of Arizona land trusts. These are incredible numbers and are a large part of the reason why MSC is not only able to protect the largest urban preserve in the United States, but to also serve as a national model for both land conservation efforts and organizational structure.

Still, the effort wouldn't succeed if there weren't a shared vision and a *de facto* partnership between the community and the organization. The two entities are currently



working together to develop a plan for providing public access to the Preserve and share a common goal in terms of land acquisition.

In December, the latter led to the city's purchase of roughly 4,300 acres of State Trust Land in two separate transactions at a total cost of \$86 million. These new acquisitions, which are located northeast of Pima Road and Dynamite Boulevard, will significantly expand the existing trail system and increase the need for MSC volunteers in months to come.

Incidentally, if you're interested in seeing what the future might hold for the Preserve, there will be a wonderful opportunity to explore areas that have been proposed for future acquisition.

It's on January 28th, the date of the annual McDowell Sonoran Challenge. The Arizona State Land Department has granted the MSC a special land use permit during the event that will allow access to the State Trust Land designated for conservation.

For those not familiar with the event itself, it involves a series of "time challenges" with separate courses for mountain bikers, trail runners and hikers. Runners and hikers will pass through historic Brown's Ranch and weave their way past Brown's and Cholla Mountains on a 9 mile/15K trip. Bikers will completely circle Cholla Mountain and ride past the Tonto National Forest on a 21 mile course.

After the Challenge, MSC will hold a post-challenge fitness expo and celebration (including food, beverages, music, merchandise and fun) at the Reata Pass Steakhouse. You can learn more about MSC and the Challenge at www.mcdowellsonoran.org.

Incidentally, please plan on revisiting that website sometime in February when the MSC will be rolling out a completely redesigned site that we hope will be both more informative and user-friendly.

In the interim, please do try to join us for the Challenge, it's a great opportunity to connect with the Preserve and experience the beautiful, seldom-seen areas that the city hopes to acquire. I look forward to seeing you at the event and out there on the trails ☺

This feature was contributed by MMR area resident Jace McKeighan. Jace is a volunteer steward with the McDowell Sonoran Conservancy and a partner in the law firm of Dicarlo, Caserta, McKeighan & Phelps PLC.



**Schedule a
Peak Performance
Maintenance
and receive a
lifetime warranty
on your existing
thermostats.**

Call or email our office for details

480-922-4455



Comfort Team
Air Conditioning, Heating & Plumbing Specialists



Qualified
Contractor™

www.dialcomfort.com

clientrep@acbyj.com

TAKE CHARGE OF YOUR FUTURE.

Create and implement a strategy designed to help you achieve your long-term financial goals.

Do something positive for yourself. Call today for a no-cost, no-obligation portfolio review. Together, we can create a strategy that's right for you based on your current situation, objectives and risk tolerance.



Paul Kripal
Financial Advisor

15029 N Thompson Peak Pkwy
Suite B-117
Scottsdale, AZ 85260
480-614-5332

Located in the AJ's Plaza

www.edwardjones.com Member SIPC

Edward Jones
MAKING SENSE OF INVESTING

Spotlight (Cont'd)

(Continued from page 1)

already underway and should be completed over the next several months.

The Unity Chess Club, as you might suspect, offers chess instruction. Their programs are designed to accommodate all ages, all skill levels and varied schedules. The club's coaches have impressive credentials and there are weekly chess events, tournaments and even a winter chess camp to pique your interest. For more information, check them out online at www.unitychess.com. It's a great way for your kids to hone their strategic thinking and problem solving skills!

Meanwhile, over at the Windgate Crossing Center, Jerry Bianco of Byxbee Development reports that they're still in the midst of negotiations with the (as yet unnamed) childcare services provider mentioned in our last issue.

However, they haven't been idle while they're waiting for that process to play itself out. They recently signed a lease with the *Moda Forte Boutique and Salon* and that business should be open sometime this spring.

Moda Forte will be providing full salon ser-

VICES for men, women, and children including hair cutting, coloring, styling, and extensions. And, they'll also be selling cutting-edge fashion apparel and accessories, including such lines as J Brand Jeans, Rock and Republic, Twisted Heart, and Joe's Jeans.

■ **I'm always reminded that time flies when I realize that the date of the MMR Community Association's annual meeting is approaching again.** In fact, it's scheduled to be held at the McDowell Center on Wednesday February 15th from 7 to 8:30 PM.

Although the agendas of the last two board meetings were relatively light (as befits the season), there were several significant issues discussed.

They included improved lighting for the parking lot at the McDowell Center (bids are being obtained), hosting a Community Conversation with Mayor Lane (it's scheduled for February 1st) and a number of smaller maintenance items related to walls, fencing, street signs and automatic gates.

The Community Relations Committee also discussed the possibility of pancake breakfast/fundraisers with the police and fire de-

partments, wine and cheese parties for adults and ideas on how to work with the Community Cares organization to improve the Fall Festival for next year.

By the way, did you know that the new MMR HOA website (www.mmrca.net) has a community directory? Participation is voluntary and it's very lightly subscribed thus far but it does represent an interesting attempt at community building. There are actually a number of associations that publish and distribute directories as a way to promote resident communication and interaction.

■ **The reconceived, enclosed and climate controlled Tony Nelsens Equestrian Center at WestWorld is about to move a bit closer to reality.** According to the subcommittee assigned to this project, the WestWorld General Manager, Brian Dygert, will be making a presentation to the City Council on February 7th and will be asking them to both approve the funding plan for the project and to advance the funds that will enable the Senior Project Manager, Vivek Galav, to order the "steel" required to get the effort underway.

(Continued on page 19)

WINDGATE + CROSSING
NWC of Bell Rd and Thompson Peak Pkwy

There is no better time of year to enjoy all the Preserve has to offer.

Avoid the crowds. Park at *Windgate Crossing*, then hike or bike north to the Thompson Peak underpass and hit the trails!

CREATIVE NAILS & SPA
McDOWELL MOUNTAIN ANIMAL HOSPITAL
"Gentle and compassionate, quality care for cats and dogs"
ULTIMATE BODY BOOT CAMP
GET RESULTS. GET BETTER RESULTS.

TEMPLE BAR
SPORTS & GOLF
CVS/pharmacy
for all the ways you care®
MODA FORTE
boutique & salon
Coming Soon!
VIKING CLEANERS

Bank of America

Find us on Facebook

Service (Cont'd)

(Continued from page 5)

The courses are conducted in association with Scottsdale Community College and include workshop with many of the valley's better Realtors — including myself. ☺

With the employment market still somewhat stagnant, this could actually prove to be a win-win situation for both the industry and the students. In fact, my goals in participating in the program include identifying students who could play minor roles on my team while they learn the practical aspects of the business.

Assuming the market continues to gain steam this year, I'm going to be quite interested in adding both a part-time personal assistant and someone who can help the team expand its ability to take advantage of the new marketing opportunities created by the iPhone/iPad revolution.

■ **There's actually one very exciting niche where a member of the tech-savvy generation could really play a major role in the future of the industry.** It involves one of the most talked about real estate marketing tools for the future — the holographic house.

For those not familiar with the concept, it's a technology that would theoretically allow buyers to visit a home being offered for sale without ever leaving the comfort of their Realtor's office (at least initially) and eventually by simply donning some sort of visualization apparatus in their own home.

The idea is already a staple of science fiction movies from Star Wars ("Help me Obi-wan Kenobi") to the holodeck featured in Star

Trek: The Next Generation. More significantly, relatively simple (and still expensive to create) versions of the technology have already begun to appear on the scene. In fact, Fiat 500 used a version to allow prospective customers to "try out" their new car when it was first introduced and an English Department Store recently created a sensation with a display that featured a popular girl band performing "live" in a store window.

As with so many other technologies once thought outrageous, it's on the way, and there eventually will come a moment when its use becomes so commonplace that we wonder how we ever got along without it.

However, it will likely be the next generation of agents, like the ones who are emerging from programs similar to the one being offered at Chaparral, that will usher in these new technologies. Personally, I'll be excited to see what sorts of innovative tools they come up with. ☺

■ **Isn't it interesting that when it comes to lobbyists, we usually tend to view those working for others as evil while viewing our own as being on the side of "truth, justice and the American way".** Well, as silly as that premise might seem to be, there may actually be some truth to it. ☺

While I'm sure others have spent the last few months up to no good, ours, the good guys from the National Association of Realtors, have just persuaded congress to reinstate the more generous limits on FHA loans that had been allowed to expire in September. This is good news for the Scottsdale market because it restores the viability of FHA loans in our area. Call for details!

LOOKING BACK AT THE RANCH

Just 5 Years Ago*

January/February 2007 —

The *McDowell Mountain Park and Aquatic Center* held its grand opening on January 12th. The city voted to fund a new marketing study for the Desert Discovery Center. *Cena to Go* and *Classic Cooking* opened their doors in the DCC and both the *Scottsdale Auto Salon* (now *Tom's Thumb Fresh Market*) on Bell Road and *Chase Bank* were preparing to break ground. *Children's World* was renamed *Kindercare* as part of a post merger re-branding program. The real estate market had just begun its long 5 year (thus far) correction and 30-year mortgage interest rates were at about 6%.

About 10 Years Ago*

January/February 2002 — The city had just begun public hearings for the new and quite controversial Aquatic Center and Park. Both *I Scream 'n Coffee* and the *Happy Nails Salon* (a.k.a. *Wyn's*) opened their doors in the Desert Canyon Center. Ground was broken for *AJ's* and the "Safeway Shopping Center" was planning an expansion that would be anchored by the new *Baja Fresh* restaurant. The real estate market was soft as resellers were still competing directly with builders offering new inventory. Interest rates for 30-year mortgages hovered near 7%.

* As gleaned from our newsletter archives

The Modern Group is going the extra square foot. ROC#271523



The Modern Group is a Phoenix-based, full-service general contractor firm that offers high-quality and progressive services for your home or commercial remodel project, no matter the size or scope.

For more information, call us at (480) 596-1100. Visit us at facebook.com/ModernGroupAZ or on our website, www.ModernGroupAZ.com.

THE modern m.g. group
DESIGN AND REMODEL
FLOORING • MASONRY • CABINETS

ARMITAGE BISTRO



FEATURING:

Tuesday Bottle Night
½ Price on All Bottles of Wine
w/purchase of \$10 food item
From Open To Close

Ladies Night Out
½ Price Wine Martini Cocktail
THURSDAYS 7PM To Close

HAPPY HOUR MONDAY-SATURDAY 4PM - 7PM
SUNDAY HAPPY HOUR DAY: 4PM - CLOSE
Live Music 7PM - 11PM

480.502.1641

VISIT OUR WEBSITE TO SEE ALL DAILY SPECIALS
www.armitagewine.com

20751 North Pima Road - Suite 120 | Scottsdale AZ 85255

Spotlight (Cont'd)

(Continued from page 17)

Any money that the city does advance will be recouped by issuing a series of MFC Bonds. These, in turn, will be "covered" by a portion of the bed tax revenues, donations from primary users of the facility (like the Arabian Horse show) and rental revenues from events that can now be booked during the previously "unsellable" summer months.

Assuming the process goes as expected, construction on the Equidome and South Hall portion of the project will begin in April and be completed, for the most part, by the end of December. The timing on this is important because that means that it will be available for use during the height of the 2013 season.

Work on the second phase of the project, the North Hall, will begin in January of that year and will likely be wrapped up by the end of March. The entire project including landscaping and other loose ends should be done by June of 2013.

When the project is completed, it should prove to be a major addition to the local economic engine and may even throw off enough revenue to help fund other area improvements like the multi-purpose arena (the replacement for the current exhibition tent) and even the Desert Discovery Center.

The city deserves to be commended for moving ahead with this type of project in these still difficult times. It's this kind of visionary thinking that has made Scottsdale the special place it is.

■ In our last edition, we announced that the Ice Den was planning to introduce its

new addition to the public during the weekend of December 9th. Hopefully, you didn't stop by because, despite assurances, it never actually happened. And while that might ordinarily be an occasion for the gnashing of teeth and the frowning of brows, in this case, the story behind the cancellation of the event is a generally positive one.

Quite simply, it's the middle of "the season" for the Ice Den and they have been so heavily booked that they couldn't find a time slot when they could use their own facility to host an introductory event! The new plan, which may prove to be a bit anticlimactic, is to wait until spring when the new rink actually has the turf rolled out. The idea does have some merit in that it's really this convertibility that makes the new addition so unique. Besides, it has to be easier to stage an event on turf than it is on ice anyway. If you really can't wait to check it out, why not stop by and take a peak now — without any fanfare.

■ Verizon Wireless has filed an application to install a "communications facility" disguised as a faux cactus at 10701 E Bell Road on the north side of the city's water reservoir. The proposed cactus will be 30' tall and will conceal both coaxial cables and antennas. Additional equipment will also be hidden along the reservoir's enclosure wall.

Since the site of the installation is technically outside of the community boundaries, the Board of Directors have elected not to involve themselves in the approval process. However an ad hoc committee composed of local residents has stepped into the breach and will be addressing both design and location issues with Verizon.

INSTRUCTIONAL TIPS

by
PHIL MICKELSON



"HINGE & HOLD" FROM THE BUNKERS

"Many amateurs believe the swing from sand is different from the swing you use on standard shots...that isn't the case at all. In fact, there are a lot more similarities than differences, especially concerning the hinge-and-hold method. On all shots from sand, you hinge your wrists early in the backswing and limit how far you swing your arms. Only use as much speed as is necessary, which in most cases is less than you might think. On the forward swing, try to maintain the hinge in your wrists, controlling distance by how fast you swing your arms through impact in the follow through.

Above all it's important that you accelerate through the sand....never stop your hands at impact. The idea is to make the club head increase its speed at a steady rate from start to finish. You'll be surprised how little effort it takes to extricate your ball from sand and get the ball within the three-foot circle."

Phil Mickelson and Steve Loy are the operators of the McDowell Mountain Golf Club. For more instructional tips check out "Secrets of The Short Game" by Phil Mickelson, Guy Yocum & TR Reinman.

For more information about the club itself, please call (480) 502-8200 or visit them online at www.mcdowellmountaingc.com.



RE/MAX Fine Properties

Is located at 21000 N. Pima Road
Suite 100
Scottsdale, Arizona 85255

Helene can be reached by e-mail at Helene@Realtor.com

This newsletter is printed on Recycled Paper



The opinions expressed in this newsletter do not necessarily represent those of RE/MAX Fine Properties. Similarly, neither articles nor advertisements should be construed as endorsements of any product, person, company or service.



WebPostscript - This symbol indicates that more information on this subject is posted on our companion website. Just visit www.MMRHomes.com and click on the "my newsletter" selection in the menu box on the upper left. If you scroll down the page, you should see a number of additional "Files" for review.



Go a little Greener! Subscribe to this newsletter online and have it delivered to your email inbox. It's convenient and tree friendly! To subscribe, just send an email request to: Diane@MMRHomes.com

ADVERTISE YOUR BUSINESS WITH US

Find out how advertising with us can help your business to become more visible to potential customers. Call Kathi at 480-231-3386, or email her at Kmarie3@Cox.net



Helene's Team

We've been the "best-selling" Realtors
In McDowell Mountain Ranch
for more than a decade.

Success like that is not an accident!

Call us today for a
confidential consultation
regarding your housing goals

Visit Us Online at www.MMRHOMES.com



RE/MAX FINE PROPERTIES

SUITE 100
21000 NORTH PIMA ROAD
SCOTTSDALE, ARIZONA 85255

RETURN SERVICE REQUESTED

(480) 563-3333 ■ (800) 515-8326
HELENE@REALTOR.COM

Presort Standard
U.S. Postage
Paid
Phoenix, AZ
Permit No. 995

January - February 2012



Exstyle Transportation

BOOK ON LINE: www.exstylelimo.com

**WE BEAT THE COMPETITION WITH OUR
RATES AND ON-TIME GUARANTEE** **\$45** TO OR FROM
NEW TOWN CARS & SUVs **602.405.2233** **SKYHARBOR
AIRPORT**

LUXURY ACCOMODATIONS SERVING VALLEYWIDE DESTINATIONS

Serving McDowell Mountain Ranch for 10 Years!

SONORAN PEST CONTROL, LLC

Protecting your family & the environment.

**Your First Month's
Service Can Be Free!
Call and ask me how.**



Bret Ward, Owner

We Are Experts at Scorpion Control!

Dedicated Customer Service **480-473-2264**
"You're The Boss!"

www.sonoranpest.com bret@sonoranpest.com



Ask me about Accident Forgiveness.

With other insurance companies, having an accident can mean your rates rise as much as 40%. But with Allstate's Accident Forgiveness, your rates won't go up at all just because of an accident. Don't wait! Call me today.

DANA MC FARLAND
(480) 860 9300

10115 E BELL #105 SCOTTSDALE
Located Next to Bashas'
DanaMcFarland@Allstate.com



Feature is optional and subject to terms and conditions. Safe Driving Bonus* won't apply after an accident. In CA, you could still lose the 20% Good Driver Discount. Allstate Fire and Casualty Insurance Company, Northbrook, IL. © 2010 Allstate Insurance Company