Welcome!

It’s hardly likely to have escaped your notice, but let me just say for the record that our newsletter has undergone a few changes.

If you recall, we did provide advance notice in our last edition with the hope that would help it pass through whatever subliminal spam filters you might be using to cull your snail mail these days.

In any event, we’re hoping you like it. Redesigning something this complex was not a project we took lightly but, let’s face it, everyone can use a bit of a makeover now and then.

If you have any suggestions as to how we might further improve the design or content, please contact me at Helene @Realtor.com and we’ll see what we can do!

Welcome!

Our Spotlight on the Community

Even though Mother Nature seemed reluctant to buy in to the Office of Tourism’s program for the Super Bowl/Phoenix Open week, I think that it still turned out to be one of the most successful showcases for the valley that we’ve ever had. It helped, of course, that the weather was so miserable everywhere else that a little warm rain here barely altered the mood. In the long run, the positive P.R. can’t help but pay dividends for Scottsdale.

On the other hand, we actually avoided a minor P.R. hit when the measles outbreak faded from the scene as quickly as it arrived. Of course, given the legitimate concerns about the disease, it’s pretty superficial to worry about such things but, quite frankly, I’d actually begun cringing every time I heard the letters MMR associated with the Measles, Mumps and Rubella vaccine used to combat the disease. Now that the initials are back to symbolizing something considerably more positive, my state of mind is much improved. Of course, if that’s the biggest problem we have to deal with, we’re really in pretty good shape.

Classic Cooking Gets Creative

The folks at Classic Cooking are excited about the debut of their new venture. It’s called La Pizzetta and, as you may have already surmised from the name, it’s going to be a venue for fabulous and quite reasonably priced wood-fired pizza.

The Chef’s name is Christian Driessens and that fact alone should tell you that this is not your ordinary “pizza place”. More evidence, the menu will feature a nice selection of beers and wines.

The restaurant, which will be open from 5 to 10 p.m, Monday to Saturday will be located next door to Classic Cooking’s Culinary School in the Desert Canyon Center.

The Grand Opening is scheduled for April 1st and their website is www.lapizzettaaz.com. Please check out their ad on page 2.

The SoHo Live Work Play Project

SoHo Receives Approval

The intriguing new project combining residences, offices and retail that was proposed for the area around 92nd Street and Bahia Drive in Horseman’s Park received virtually unanimous approvals from both the Planning Commission at their November meeting and the City Council at their meeting on December 2nd. The key issue in the application was a zoning amendment that would increase the allowable building height from 42 feet to 65 feet.

The Planning Commission report is available on our website as are additional photos and maps. You can also visit their website at sohoscottsdale.com for additional information. The developer, CATCLAR Investments, hopes to start the project within the next month or two.

New Design Guidelines

If you haven’t visited the community website recently, you may want to stop by fairly soon. The HOA has posted a draft of the proposed changes to the Guidelines for Community Living for your review and there is still time to weigh in if you feel it’s necessary.

(Continued on page 13)
Just Some of Our Current Listings in MMR

**Cachet**
16420 N TPP #1028
3BR/2BA  1,686 SF
Ground Floor Unit w/Great Room Plan, 2 Patios, Mountain Views, Granite Counters & a 2C Garage!
$324,900

**Discovery Canyon**
15136 N 102nd Street
3BR/2BA  1,688 SF
Complete Remodel w/Travertine Floors, Granite Cntrs, Flagstone Patio w/Built-In BBQ and Firepit!
$367,000

**The Preserve**
14926 N 104th Place
4BR/3BA  2,132 SF
Light, Bright & Move-In Ready! Ceramic Floors, Corian Counters, Pool Sized Yard, Cul-de-Sac Lot!
$399,000

**Sunset Point**
10429 E Pine Valley Dr
4BR/2BA  2,162 SF
South Facing Backyard, Covered & Extended Brick Patio, Ceramic Floors, Plantation Shutters & 3CG!
$439,900

**Eagle Ridge**
16569 N 104th Street
4BR+BONUS/3.5BA  2,974 SF
Move-In Ready w/Newer HVAC, HW/H, stainless apps, Pool Filter & Pump! Backs to a Wash, 3CG!
$549,900

**The Summit**
10507 E Acacia Drive
3BR+DEN/2.5BA  2,452 SF
Split Plan on a Cul-de-Sac St w/ Remodeled Mstr Bath, Granite Kitchen, Pool, Fplc, BBQ & 3CG!
$575,000

**Panorama Point**
10479 E Morning Star Dr
4BR+DEN/3BA  2,711 SF
Old World Charm can be Yours! Custom Kitchen, Alder Counters, Travertine Flrs, Pebble Tec Pool!
$615,000

**Sienna Canyon**
10859 E Palm Ridge Dr
6BR+LOFT/3BA  3,801 SF
Located on a Wash w/Fenced Pool, Rock Waterfall & Mountain Views! First Floor Master Suite!
$750,000

**Trovas**
11039 E Verbena Lane
3BR+DEN/3.5BA  3,297 SF
Corner Lot with Mountain Views in a Gated Comm! Granite Cntrs, Pebble Tec Pool w/Rock Wtrfall!
$775,000

**Trovas**
16580 N 109th Way
4BR/3.5BA  3,618 SF
Open Floor Plan, Granite Kitchen Counters, 2 Ensuite Bdms, Pebble Tec Pool+Spa, 3CG & Gated!
$778,000

**Cimarron Ridge**
11293 E Autumn Sage Dr
4BR+DEN/3.5BA  3,375 SF
Gorgeous Guard Gated Gem is on a Wash Lot w/Htd Pebble Tec Pool, Spa, Mtn+City Light Views!
$895,000

**Windgate Ranch**
9946 E Desert Jewel
5BR+DEN/4.5BA  4,364 SF
Looks Like a Model Home! Custom Kitchen and Baths, Wood Floors, Pebble Tec Pool & Spa!
$1,099,000

---

**Why not Act Now Before the Anticipated Jump in Interest Rates?**

---

**Spring is the Most Exciting Time of Year in Real Estate**
Featured Home

One in a Million!
Cimarron Hills
10589 E Blanche Drive
3BR+DEN/3.5BA  2,887 SF

Resort Style Living is what you’ll find in this Entertainer’s Paradise Nestled Against a Wash w/Views and Located in a Guard Gated Community. This One has it All! Perfect for Parties of 40-50 yet still Intimate Enough for Dinner for 2. Negative Edge Heated Pebble Tec Pool and Spa w/2 Dramatic Rock Waterfalls, Fog & Fiber Optic Lights, Outdoor Fireplace with Seating & Buffet, Built-In BBQ w/Sink, Raised Platform for Sunset Viewing, Misting System & Radiant Heaters Create a One of a Kind Experience! The Courtyard Entry has a Casita, Perfect for Guests! There’s Surround Sound Throughout, Granite Counters, Cherry Mahogany Cabinets and Jenn Air Appliances. Spacious Mstr Suite with Updated Bath, Granite Counters & Tub Surround! Call me @ 480-563-3333 to See this Gem!

$769,000

Some of Our Recent Sales in MMR

Castle Chase
15803 N 107th Place
2BR+DEN/2BA  1,941 SF
Corner Lot in Gated Community, South Facing Yard w/Mountain Views! Private Rec Center Pool!
$450,000

Eagle Ridge
16456 N 103rd Place
5BR/3.5BA  3,462 SF
Super-Sized Family Room, Pebble Tec Pool, Granite Counters & Downstairs Bedroom Ensuite!
$578,000

Cachet
16420 N TPP #1043
2BR+DEN/2BA  1,659 SF
1st Floor Condo w/Fresh Paint, Great Room Plan, 2 South Facing Patios, Apps Included & 2CGar!
$280,000

The Summit
10444 E Acacia Drive
3BR/2BA  1,854 SF
Popular Great Room Plan Backs to a Wash w/Mountain Views! Granite Ctrs, New Carpet, 3CG!
$440,000

Why Not Call Me for a New or an Updated Market Analysis?
MMR Vendors has a new App

MMR Vendors, the local business networking group that’s been such a valuable source of service leads to our community over the years, recently developed a mobile app that enables you to access their services directly from your phone.

If you haven’t already made the group your “go to” source for business assistance, this would be a great way to do so. Remember, because they’re so local, they’re actually more likely to go out of their way to provide you with better products and services in an effort to earn repeat and referral business.

Simply download the app using the QR code. However, if you’re a little behind the technological curve, you can still always access their website at www.MMRVendors.com

ODDS & ENDS

Sophia competing at Roland Garros in Paris

TL Warms Thing Up

For those who were tracking the project, it probably seemed like the timetable for completing the outdoor fireplace was “just beyond forever”. However the good news is that Twisted Lizard finally got the job done; and, as it turns out, it was worth the wait.

We had TL’s General Manager, Adam Pierce, serve as our model for the above photo, but to truly appreciate the setting you need to experience it with friends as the sun sets on a clear crisp day. It’s also been suggested that a glass of wine might further enhance the experience. We’ll let you know!

Rewind Time

McDowell Mountain Marketplace (a.k.a. the Basha’s Center) will be buzzing with activity on Saturday, March 21 from 11-2 as The Exercise Coach hosts a Health & Beauty Fair called “Rewind Time: Take Back Your Youth & Health”.

There will be over a dozen health, wellness & beauty vendors as well as a DJ, door prizes, giveaways AND free food to sample from the soon-to-open Freshbox!

Coping with Alzheimer’s?

It’s a difficult journey, but you don’t have to face it alone. MMR Resident Cindy Krasniewicz has started a group for working adults with a loved one who is dealing with dementia. To the best of her knowledge, it’s the only group of its type in Scottsdale that meets in the evenings. You can reach Cindy at 480-688-0225.

If you’d like any additional information, you can reach out to Amanda Coe, an MMR resident and the owner of The Exercise Coach at 480-878-7828

A Homegrown Tennis Ace!

Here’s something exciting to think about. Sophia Edwards, whose family owns a home here in Sienna Canyon, was the USA’s representative in a 12-and-under tennis tournament in Paris that took place during last spring’s French Open. Sophia has actually accumulated an enviable record for her age. She was ranked #4 nationally in the 12-and-under division, played for Team USA in Montreal and recently even won a tournament in the 18-and-under division.

She’ll be playing in 26 tournaments this year and the combination of those travel demands and securing the coaching required to improve her game has produced the only real downside in an otherwise exciting storyline. She’s had to temporarily abandon her friends and her home here in Arizona to accomplish her goals. We wish her all the success in the world and we’ll keep an eye peeled for her on the Tennis Channel.
Everyone Needs a Little Makeover Now and Then

We’ve always been very proud of both our marketing programs and our materials but that doesn’t mean they don’t need some attention every now and then. In fact, in the eighteen years that we’ve been serving The Ranch, we’ve gone through three or four major retooling efforts. And that doesn’t even count the first few years when we tried a bunch of different approaches before we found something we were comfortable with.

Over the last decade or so, it was generally changes in technology that provided the driving force behind our redesign efforts and also dictated our timetable. Websites had come to play such a fundamental role in real estate marketing that each generational leap they made would pretty much start the ball rolling and the other aspects of our programs would have to be adjusted accordingly.

Fortunately, while technology still does call the shots to a large extent, the focus has shifted from changing what the data actually looks like to finding ways to accommodate the different types of equipment being used to access that data. That’s allowed us more flexibility in choosing how, when and why we make design changes. So, this time out, we thought we’d begin by updating our traditional marketing materials and then force the technology elves to develop our new website using those design standards as a guide.

As to that website, it is, in fact, coming soon. The process is just more complex than I had imagined — ensuring that we incorporate every bell and whistle is hard, particularly when the target keeps moving.

In the meantime, we hope you enjoy the changes we’ve already made to our Facebook page and, quite obviously, our newsletter. The next elements to be addressed will be our signs and direct mail materials. 😊

Yet another form to complete when you list your home

It’s not something that you need to be unduly concerned about, but we do actually believe this is a worthwhile change in the process and would like to keep you in the loop.

Technically speaking, the form is not really new. It’s just new to the seller. It’s actually a revision to the current one page HOA addendum that the buyer was asked to complete before

(Continued on page 19)
The real difficulty in doing an analysis for a publication of this type is the timing. Because the delivery of the newsletter depends to some extent on the whims of printers and post persons, we’ve always tried to leave this column for the last moment in order to improve on its timeliness. However, the reality is that it was still probably written about three weeks before it reached your mailbox; and, if your home is anything like mine, the information being imparted here will likely be about a month old before you actually find the time to read, absorb and act on it.

This means that making projections is a little tricky. For example, although the market hasn’t quite “popped” as yet this year (it’s a little behind schedule), I’m reasonably certain that it will have by the time you get this — but then again, I really don’t know that for sure. Unfortunately, the real estate market is somewhat like the weather. The past offers a good idea of what’s likely to happen, but you just can’t guarantee exactly when or if it will. That’s why meteorologists always have such fun picking the first 100° day of the year.

That said, our team has actually outperformed the market, I’d probably describe it as solid but not really spectacular. There just doesn’t seem to be the sense of excitement that usually accompanies the arrival of spring … yet!

However, there are reasons to be optimistic. Our buyer traffic numbers doubled once the Super Bowl and Phoenix Open passed from the scene. That ratcheting up of buyer interest is another semi-predictable seasonal phenomenon and, if the historical patterns do hold, these shoppers will evolve into buyers at some point this spring.

Incidentally, I know it always surprises people that the huge events don’t effect the real estate market the way they do the hotels, restaurants and retail sectors of the economy; but, quite frankly, you rarely get any significant bump in activity at all. In fact, the opposite is generally true, traffic volume often drops during the events themselves. What they do for us is plant seeds that germinate and bloom days, months or even years later.

Analyzing the numbers!

Since it’s really a little too early to look at sales rates and appreciation for 2015, we felt that it might be useful if we looked back at how the various price ranges in our community performed last year. The numbers on the chart below do reflect the relative performance in each range during last year, but the “% change” category is actually based on an 18 month interval. My apologies, but the baseline numbers for price range values that I had available were calculated in mid 2013.

In any event, the “over $1 million dollar” category, which had lagged the market for years, now actually seems to be leading the way. Homes priced under $600K also seem to be now actually seems to be leading the way. That ratcheting up of buyer interest performed last year. The numbers on the chart below do reflect the relative performance in each range during last year, but the “% change” category is actually based on an 18 month interval. My apologies, but the baseline numbers for price range values that I had available were calculated in mid 2013.

(Continued on page 7)
average for the market. The softest part of the price spectrum is the $600k to $1 million range. However, even there, it’s not the number of sales that’s a concern. They seem to be fairly representative as a percentage of the market. There’s just a bit less movement in value than I would have expected.

I really don’t have an unequivocal answer as to why this is happening, but there’s anecdotal evidence that suggests that the under $600K range is thriving because of empty nesters who are now adjusting their housing needs to fit their new situation.

At the same time the upper end of the price spectrum is probably reflecting the improved stock market and the increasing number of pre and post retirement purchases from more expensive markets around the country.

I am hoping that we’ll see the $600K plus category catch fire as the economy continues to show improvement and people’s confidence in the future improves.

Mortgage Rates are headed up

This spring may turn out to be the time to buy for a variety of reasons, but one of the biggest is the growing certainty that mortgage rates are going to rise and that they are going to start doing so rather soon.

Economist Lawrence Yun of the National Association of Realtors believes that we’ll start seeing movement sometime in the second quarter and that we’ll finish the year somewhere around 5% for 30-year loans. That’s a substantial jump compared to the rates we have today. Please check the chart on page 6 and then think about giving me a call before fulfilling that dream you’re harboring becomes a considerably more expensive proposition.

A Trend to watch

One of the more interesting trends that we’ve been watching over the last year or so has been the gradual lengthening in the time it takes to sell a home, valley wide.

Once again, there really isn’t an especially discernible rationale as to why. After all, interest rates are low, the employment picture is improving, etc.

To some extent the pattern might be explained by the weakness inherent in statistics of this type. The numbers, for the most part, are one dimensional and simply don’t reflect factors like the evaporation of the foreclosure and short sale markets. Those changes have almost certainly impacted the stats for the Greater Phoenix area. Fortunately, the trend line will gradually flatten out over time.

In truth, while this shift in the time it takes to sell a home is statistically interesting, it’s far from problematic. After all, in more traditional times, a selling period of between 90 and 120 days was considered quite normal. Unfortunately, recent history has lead us to view stable markets as a bit of an anomaly.

Then again, the Greater Phoenix numbers have never really been much more than a baseline for us any way. We’ve virtually always outperformed that “norm” in both good markets and bad. However, if you look at the trend in the chart prepared by Cromford Associates, the valley’s go to source for real estate stats, we do seem to have lost at least some of our mojo over the last year.

There is an issue out there that’s worth focusing on but it’s not actually on the demand side of the equation. And that explains why all the traditional factors for evaluating a market’s performance and potential are not particularly instructive at the moment.

The problem is on the supply side. In the last year or so, our “inventory” has only averaged about 60-70 homes and, historically speaking, that’s a very small amount and really not enough to create much buyer excitement.

The real problem is that many homeowners still haven’t re-established enough equity to fund a move and with little upward movement in prices at the moment, they’re simply opting to wait a bit longer. It’s not a crisis per se, it’s really just a question of time. Besides, the January trend line seems to indicate that we may be regaining a bit of our edge.

(Continued from page 6)
## RESALE ACTIVITY AT THE RANCH

### HOMES CURRENTLY FOR SALE

<table>
<thead>
<tr>
<th>Address</th>
<th>Subdivision</th>
<th>Model</th>
<th>Price</th>
<th>Sq Ft</th>
<th>Br</th>
<th>Gar</th>
<th>Pool</th>
</tr>
</thead>
<tbody>
<tr>
<td>16420 N TPP #2116</td>
<td>Cachet</td>
<td>Heritage</td>
<td>$259,900</td>
<td>1338</td>
<td>2</td>
<td>1</td>
<td>N</td>
</tr>
<tr>
<td>16420 N TPP #2026</td>
<td>Cachet</td>
<td>Heritage</td>
<td>$262,000</td>
<td>1338</td>
<td>2</td>
<td>1</td>
<td>N</td>
</tr>
<tr>
<td>16420 N TPP #2085</td>
<td>Cachet</td>
<td>Heritage</td>
<td>$263,500</td>
<td>1338</td>
<td>2</td>
<td>1</td>
<td>N</td>
</tr>
<tr>
<td>16420 N TPP #1142</td>
<td>Cachet</td>
<td>Legacy</td>
<td>$277,500</td>
<td>1737</td>
<td>3</td>
<td>2</td>
<td>N</td>
</tr>
<tr>
<td>16420 N TPP #1028</td>
<td>Cachet</td>
<td>Monarch</td>
<td>$324,900</td>
<td>1686</td>
<td>3</td>
<td>2</td>
<td>N</td>
</tr>
<tr>
<td>10481 E Karen Dr</td>
<td>The Preserve</td>
<td>Avalon</td>
<td>$357,000</td>
<td>1702</td>
<td>2+Den</td>
<td>2</td>
<td>N</td>
</tr>
<tr>
<td>15136 N 102nd St</td>
<td>Disc Canyon</td>
<td>Sunset</td>
<td>$367,000</td>
<td>1688</td>
<td>3</td>
<td>2</td>
<td>N</td>
</tr>
<tr>
<td>10418 E Satillo Dr</td>
<td>Discovery Trails</td>
<td>Catalina</td>
<td>$374,900</td>
<td>1504</td>
<td>3</td>
<td>2</td>
<td>Y</td>
</tr>
<tr>
<td>14927 N 103rd Wy</td>
<td>The Preserve</td>
<td>Avalon</td>
<td>$375,000</td>
<td>1702</td>
<td>3</td>
<td>2</td>
<td>Y</td>
</tr>
<tr>
<td>14926 N 104th Pl</td>
<td>The Preserve</td>
<td>Brisas</td>
<td>$399,000</td>
<td>2132</td>
<td>4</td>
<td>3</td>
<td>N</td>
</tr>
<tr>
<td>10448 E Pine Valley</td>
<td>Sunset Point</td>
<td>#2162</td>
<td>$439,900</td>
<td>2162</td>
<td>4</td>
<td>3</td>
<td>N</td>
</tr>
<tr>
<td>10441 E Hilly Dr</td>
<td>The Preserve</td>
<td>Brisas</td>
<td>$449,000</td>
<td>2132</td>
<td>4</td>
<td>2</td>
<td>N</td>
</tr>
<tr>
<td>11493 E Raintree Dr</td>
<td>Sunrise Point</td>
<td>Palo Verde</td>
<td>$449,000</td>
<td>1603</td>
<td>2+Den</td>
<td>2</td>
<td>N</td>
</tr>
<tr>
<td>10311 E Satillo Dr</td>
<td>Discovery Trails</td>
<td>Highline</td>
<td>$449,500</td>
<td>1963</td>
<td>4</td>
<td>2</td>
<td>Y</td>
</tr>
<tr>
<td>10456 E Penstamin Dr</td>
<td>Discovery Trails</td>
<td>Highline</td>
<td>$450,000</td>
<td>2197</td>
<td>4</td>
<td>2</td>
<td>Y</td>
</tr>
<tr>
<td>10266 E Mallow Cir</td>
<td>The Preserve</td>
<td>Brisas</td>
<td>$465,000</td>
<td>2304</td>
<td>3+Den</td>
<td>2</td>
<td>N</td>
</tr>
<tr>
<td>10340 E Acoma Dr</td>
<td>Sunset Point</td>
<td>#1912</td>
<td>$469,900</td>
<td>1885</td>
<td>2+Den</td>
<td>3</td>
<td>Y</td>
</tr>
<tr>
<td>10514 E Bahia Dr</td>
<td>The Summit</td>
<td>Samoa</td>
<td>$469,900</td>
<td>1885</td>
<td>2+Den</td>
<td>3</td>
<td>Y</td>
</tr>
<tr>
<td>10474 E Meadowhill Dr</td>
<td>Sonoran Fairways</td>
<td>Palo Verde</td>
<td>$487,000</td>
<td>2294</td>
<td>3+Den</td>
<td>2</td>
<td>Y</td>
</tr>
<tr>
<td>11456 E Raintree Dr</td>
<td>Sunrise Point</td>
<td>Palo Verde</td>
<td>$489,000</td>
<td>1603</td>
<td>2+Den</td>
<td>2</td>
<td>N</td>
</tr>
<tr>
<td>11369 E Helim Dr</td>
<td>Sunrise Point</td>
<td>Sierra</td>
<td>$500,000</td>
<td>2043</td>
<td>2+Den</td>
<td>2</td>
<td>N</td>
</tr>
<tr>
<td>16393 N 105th Way</td>
<td>Arizona Highlands</td>
<td>Santan</td>
<td>$524,800</td>
<td>2361</td>
<td>4</td>
<td>2</td>
<td>N</td>
</tr>
<tr>
<td>10628 E Acacia Dr</td>
<td>Arizona Highlands</td>
<td>Picacho</td>
<td>$525,000</td>
<td>2395</td>
<td>3+Den</td>
<td>3</td>
<td>N</td>
</tr>
<tr>
<td>16021 N 107th St</td>
<td>The Overlook</td>
<td>Ironwood</td>
<td>$530,000</td>
<td>2613</td>
<td>4</td>
<td>3</td>
<td>N</td>
</tr>
<tr>
<td>10333 E Acoma Dr</td>
<td>Sunset Point</td>
<td>#2787</td>
<td>$539,000</td>
<td>2797</td>
<td>4+Loft</td>
<td>3</td>
<td>Y</td>
</tr>
<tr>
<td>16569 N 104th St</td>
<td>Eagle Ridge</td>
<td>#3355</td>
<td>$549,900</td>
<td>2974</td>
<td>4+Den</td>
<td>3</td>
<td>Y</td>
</tr>
<tr>
<td>10272 E Acacia Dr</td>
<td>Montecito</td>
<td>Santa Barbara</td>
<td>$559,000</td>
<td>3000</td>
<td>5+Den</td>
<td>2</td>
<td>Y</td>
</tr>
<tr>
<td>16820 N 109th Wy</td>
<td>The Summit</td>
<td>Victoria</td>
<td>$564,900</td>
<td>2672</td>
<td>3+Den</td>
<td>2</td>
<td>Y</td>
</tr>
<tr>
<td>10507 E Acacia Dr</td>
<td>The Summit</td>
<td>Victoria</td>
<td>$575,000</td>
<td>2452</td>
<td>3+Den</td>
<td>3</td>
<td>Y</td>
</tr>
<tr>
<td>10254 E Bahia Dr</td>
<td>Eagle Ridge</td>
<td>#3355</td>
<td>$579,000</td>
<td>2933</td>
<td>5</td>
<td>3</td>
<td>Y</td>
</tr>
<tr>
<td>10382 E Acoma Dr</td>
<td>Sunset Point</td>
<td>$584,000</td>
<td>3064</td>
<td>5</td>
<td>3</td>
<td>Y</td>
<td></td>
</tr>
<tr>
<td>10603 E Conieson Rd</td>
<td>Sonoran Fairways</td>
<td>$595,000</td>
<td>2351</td>
<td>4</td>
<td>3</td>
<td>Y</td>
<td></td>
</tr>
<tr>
<td>10320 E Verbena Ln</td>
<td>Montecito</td>
<td>San Miguel</td>
<td>$599,000</td>
<td>2396</td>
<td>3+Den</td>
<td>3</td>
<td>Y</td>
</tr>
<tr>
<td>10262 E Bahia Dr</td>
<td>Eagle Ridge</td>
<td>#3375</td>
<td>$599,900</td>
<td>2396</td>
<td>5</td>
<td>3</td>
<td>Y</td>
</tr>
<tr>
<td>10744 E Butherus Dr</td>
<td>Desert Cliffs</td>
<td>#6050</td>
<td>$609,000</td>
<td>2647</td>
<td>3+Den</td>
<td>3</td>
<td>Y</td>
</tr>
<tr>
<td>10479 E Morning Star Panorama Pt</td>
<td>Ironwood</td>
<td>$615,000</td>
<td>2711</td>
<td>4+Den</td>
<td>3</td>
<td>Y</td>
<td></td>
</tr>
<tr>
<td>16465 N 105th Wy</td>
<td>Arizona Highlands</td>
<td>Picacho</td>
<td>$620,000</td>
<td>2711</td>
<td>5</td>
<td>2</td>
<td>Y</td>
</tr>
<tr>
<td>14023 N 106th Pl</td>
<td>Sonoran Estates</td>
<td>$625,000</td>
<td>2346</td>
<td>4</td>
<td>3</td>
<td>Y</td>
<td></td>
</tr>
<tr>
<td>10986 E Raintree Dr</td>
<td>Desert Cliffs</td>
<td>$629,000</td>
<td>2670</td>
<td>3+Den</td>
<td>3</td>
<td>Y</td>
<td></td>
</tr>
<tr>
<td>10986 E Penstamin Dr</td>
<td>The Overlook</td>
<td>Ironwood</td>
<td>$649,900</td>
<td>2818</td>
<td>4</td>
<td>2</td>
<td>Y</td>
</tr>
<tr>
<td>10826 E Palm Ridge Dr</td>
<td>Sienna Canyon</td>
<td>La Palma</td>
<td>$669,988</td>
<td>2936</td>
<td>4</td>
<td>3</td>
<td>Y</td>
</tr>
<tr>
<td>10865 E Geeling Dr</td>
<td>Sienna Canyon</td>
<td>La Palma</td>
<td>$735,000</td>
<td>2936</td>
<td>4</td>
<td>3</td>
<td>Y</td>
</tr>
<tr>
<td>16457 N 103rd Pl</td>
<td>Eagle Ridge</td>
<td>#3375</td>
<td>$740,000</td>
<td>3462</td>
<td>5</td>
<td>3</td>
<td>Y</td>
</tr>
<tr>
<td>16198 N 109th St</td>
<td>Trovas</td>
<td>Dante</td>
<td>$768,000</td>
<td>3297</td>
<td>3+Den</td>
<td>3</td>
<td>Y</td>
</tr>
<tr>
<td>10589 E Blanche Dr</td>
<td>Cimarron Hills</td>
<td>Seville</td>
<td>$769,000</td>
<td>2887</td>
<td>3+Den</td>
<td>3</td>
<td>Y</td>
</tr>
<tr>
<td>11039 E Verbena Ln</td>
<td>Trovas</td>
<td>Dante</td>
<td>$775,000</td>
<td>3297</td>
<td>3+Den</td>
<td>3</td>
<td>Y</td>
</tr>
</tbody>
</table>

---

**OUR STUFF** Although the listings and transactions shown in this publication involve a variety of organizations and agents, you’ll note that all of our Team’s listings and sales are printed in **BOLD BLUE TYPE** and **UNDERLINED**.
### RESALE ACTIVITY AT THE RANCH

#### PENDING & UCB * TRANSACTIONS

<table>
<thead>
<tr>
<th>Address</th>
<th>Subdivision</th>
<th>Model</th>
<th>Price</th>
<th>Sq ft</th>
<th>Br</th>
<th>Gar</th>
<th>Pool</th>
</tr>
</thead>
<tbody>
<tr>
<td>16420 N TPP #2130</td>
<td>Cachet</td>
<td>Heritage</td>
<td>$265,000</td>
<td>1338</td>
<td>2</td>
<td>1</td>
<td>N</td>
</tr>
<tr>
<td>16420 N TPP #1083</td>
<td>Cachet</td>
<td>Monarch</td>
<td>$295,000</td>
<td>1659</td>
<td>2+Den</td>
<td>2</td>
<td>N</td>
</tr>
<tr>
<td>10278 E Tierra Buena</td>
<td>Panorama Point</td>
<td>Mesquite</td>
<td>$319,000</td>
<td>1548</td>
<td>3</td>
<td>2</td>
<td>N</td>
</tr>
<tr>
<td>16420 N TPP #1112</td>
<td>Cachet</td>
<td>Legacy</td>
<td>$322,000</td>
<td>1737</td>
<td>2+Den</td>
<td>2</td>
<td>N</td>
</tr>
<tr>
<td>16600 N TPP #1022</td>
<td>Cachet</td>
<td>Legacy</td>
<td>$324,500</td>
<td>1890</td>
<td>2+Den</td>
<td>2</td>
<td>N</td>
</tr>
<tr>
<td>10344 E Penstamin Dr</td>
<td>Discovery Trails</td>
<td>Sabino</td>
<td>$324,900</td>
<td>1622</td>
<td>2+Den</td>
<td>2</td>
<td>N</td>
</tr>
<tr>
<td>16420 N TPP #1078</td>
<td>Cachet</td>
<td>Monarch</td>
<td>$332,500</td>
<td>1659</td>
<td>2+Den</td>
<td>2</td>
<td>N</td>
</tr>
<tr>
<td>10027 E Hillery Dr</td>
<td>Discovery Canyon</td>
<td></td>
<td>$349,000</td>
<td>1344</td>
<td>3</td>
<td>2</td>
<td>N</td>
</tr>
<tr>
<td>10530 E Betony Dr</td>
<td>Panorama Point</td>
<td>Mesquite</td>
<td>$369,900</td>
<td>1548</td>
<td>3</td>
<td>2</td>
<td>Y</td>
</tr>
<tr>
<td>10401 E Star of Desert</td>
<td>Arizona Vintage</td>
<td>Bordeaux</td>
<td>$374,900</td>
<td>1478</td>
<td>3</td>
<td>2</td>
<td>N</td>
</tr>
<tr>
<td>16039 N 107th St</td>
<td>The Overlook</td>
<td>Primrose</td>
<td>$379,500</td>
<td>1679</td>
<td>2</td>
<td>2</td>
<td>N</td>
</tr>
<tr>
<td>15723 N 102nd St</td>
<td>Arizona Vintage</td>
<td>Zinfandel</td>
<td>$380,000</td>
<td>1604</td>
<td>3</td>
<td>2</td>
<td>N</td>
</tr>
<tr>
<td>16104 N 106th Wy</td>
<td>The Overlook</td>
<td>Primrose</td>
<td>$392,000</td>
<td>1679</td>
<td>3</td>
<td>2.5</td>
<td>N</td>
</tr>
<tr>
<td>10359 E Morning Star</td>
<td>Panorama Point</td>
<td>Primrose</td>
<td>$399,900</td>
<td>1874</td>
<td>3</td>
<td>2</td>
<td>N</td>
</tr>
<tr>
<td>10381 E Texas Sage</td>
<td>The Preserve</td>
<td>Avalon</td>
<td>$430,000</td>
<td>1702</td>
<td>3</td>
<td>2</td>
<td>Y</td>
</tr>
<tr>
<td>10562 E Morning Star</td>
<td>Panorama Point</td>
<td>Ironwood</td>
<td>$439,900</td>
<td>2655</td>
<td>4</td>
<td>3</td>
<td>N</td>
</tr>
<tr>
<td>15803 N 107th Pl</td>
<td>Castle Chase</td>
<td>Windsor</td>
<td>$450,000</td>
<td>1941</td>
<td>2+Den</td>
<td>2</td>
<td>N</td>
</tr>
<tr>
<td>16056 N 106th Wy</td>
<td>The Overlook</td>
<td>Mesquite</td>
<td>$450,000</td>
<td>1972</td>
<td>4</td>
<td>3</td>
<td>N</td>
</tr>
<tr>
<td>14884 N 113th Pl</td>
<td>Sunrise Point</td>
<td>Saguro</td>
<td>$459,000</td>
<td>1430</td>
<td>2</td>
<td>2</td>
<td>N</td>
</tr>
<tr>
<td>10548 E Karen Dr</td>
<td>The Preserve</td>
<td>Brisas</td>
<td>$459,000</td>
<td>2132</td>
<td>4</td>
<td>2</td>
<td>Y</td>
</tr>
<tr>
<td>16069 N 104th St</td>
<td>Eagle Ridge</td>
<td></td>
<td>$498,000</td>
<td>2023</td>
<td>3</td>
<td>3</td>
<td>N</td>
</tr>
<tr>
<td>10215 E Salt Bush Dr</td>
<td>Arizona Vintage</td>
<td>Chablis</td>
<td>$499,999</td>
<td>2566</td>
<td>5+Loft</td>
<td>2</td>
<td>Y</td>
</tr>
<tr>
<td>16838 N 106th Wy</td>
<td>The Summit</td>
<td>Aruba</td>
<td>$510,000</td>
<td>2237</td>
<td>3+Den</td>
<td>2</td>
<td>N</td>
</tr>
</tbody>
</table>

*UNDER CONTRACT-BACKUPS (UCB) That there’s an accepted contract on the property but the sellers have requested that the home continue to be marketed in hopes of getting backup offers. As a practical matter, these listings receive little, if any, attention within the real estate community. However, when inventory grows very scarce, there is a possibility that they might draw some interest.*
RESALE ACTIVITY AT THE RANCH

RESALE ACTIVITY AT THE RANCH

CLOSED SALES IN JAN-FEB

<table>
<thead>
<tr>
<th>Address</th>
<th>Subdivision</th>
<th>Model</th>
<th>Price</th>
<th>Sq Ft</th>
<th>Br</th>
<th>Gar</th>
<th>Pool</th>
</tr>
</thead>
<tbody>
<tr>
<td>16600 N TPP #2031</td>
<td>The Ridge</td>
<td>Heritage</td>
<td>$238,000</td>
<td>1298</td>
<td>2+Den</td>
<td>3</td>
<td>Y</td>
</tr>
<tr>
<td>16420 N TPP #1043</td>
<td>Cachet</td>
<td>Monarch</td>
<td>$280,000</td>
<td>1659</td>
<td>2+Den</td>
<td>3</td>
<td>N</td>
</tr>
<tr>
<td>16420 N TPP #2113</td>
<td>Cachet</td>
<td>Monarch</td>
<td>$308,000</td>
<td>1659</td>
<td>3</td>
<td>2+Den</td>
<td>Y</td>
</tr>
<tr>
<td>10872 E Acacia Dr</td>
<td>The Summit</td>
<td>Molokai</td>
<td>$342,000</td>
<td>1890</td>
<td>2+Den</td>
<td>2</td>
<td>N</td>
</tr>
<tr>
<td>10478 E Acoma Dr</td>
<td>Sunset Point</td>
<td>Solana</td>
<td>$345,000</td>
<td>1499</td>
<td>3</td>
<td>2+Den</td>
<td>Y</td>
</tr>
<tr>
<td>10870 E Salt Bush Dr</td>
<td>Castle Chase</td>
<td>Carlisle</td>
<td>$355,000</td>
<td>1489</td>
<td>3</td>
<td>2+Den</td>
<td>N</td>
</tr>
<tr>
<td>1086 E Le Marche Dr</td>
<td>Castle Chase</td>
<td>Carlisle</td>
<td>$355,000</td>
<td>1489</td>
<td>3</td>
<td>2+Den</td>
<td>N</td>
</tr>
<tr>
<td>1080 E Le Penstamin Dr</td>
<td>The Overlook</td>
<td>Primrose</td>
<td>$385,000</td>
<td>1679</td>
<td>2+Den</td>
<td>2</td>
<td>N</td>
</tr>
<tr>
<td>1144 E Raintree Dr</td>
<td>Sunrise Point</td>
<td>Saguaro</td>
<td>$399,000</td>
<td>1430</td>
<td>3</td>
<td>2+Den</td>
<td>1 N</td>
</tr>
<tr>
<td>10437 E Helm Dr</td>
<td>Sunset Point</td>
<td>#1855</td>
<td>$432,500</td>
<td>2120</td>
<td>4</td>
<td>2+Den</td>
<td>Y</td>
</tr>
<tr>
<td>10478 E Acoma Dr</td>
<td>Sunset Point</td>
<td>#1912</td>
<td>$435,000</td>
<td>2192</td>
<td>4</td>
<td>2+Den</td>
<td>2 Y</td>
</tr>
<tr>
<td>10444 E Acoma Dr</td>
<td>The Summit</td>
<td>Samoa</td>
<td>$440,000</td>
<td>1955</td>
<td>3</td>
<td>2+Den</td>
<td>N</td>
</tr>
<tr>
<td>10414 E Helm Dr</td>
<td>Sunset Point</td>
<td>#1855</td>
<td>$538,000</td>
<td>3921</td>
<td>4+Loft</td>
<td>3</td>
<td>Y</td>
</tr>
<tr>
<td>1138 E Raintree Dr</td>
<td>Sunrise Point</td>
<td>Acacia</td>
<td>$560,000</td>
<td>1886</td>
<td>2+Den</td>
<td>3</td>
<td>N</td>
</tr>
<tr>
<td>11623 E Raintree Dr</td>
<td>Sunrise Point</td>
<td>Estrella</td>
<td>$575,000</td>
<td>1797</td>
<td>2+Den</td>
<td>2</td>
<td>N</td>
</tr>
<tr>
<td>11465 E Blanche Dr</td>
<td>Cimarron Hills</td>
<td>Valencia</td>
<td>$595,000</td>
<td>2398</td>
<td>3</td>
<td>3+Den</td>
<td>3 Y</td>
</tr>
<tr>
<td>10799 E Butherus Dr</td>
<td>Desert Cliffs</td>
<td>$627,000</td>
<td>2351</td>
<td>4</td>
<td>3+Den</td>
<td>3</td>
<td>Y</td>
</tr>
<tr>
<td>11356 E Paradise Ln</td>
<td>100 Hills</td>
<td>$920,000</td>
<td>4464</td>
<td>3+Den</td>
<td>3</td>
<td>N</td>
<td></td>
</tr>
</tbody>
</table>

*DATA COLLECTION CUTOFFS* - Full disclosure requires that we advise you that these lists were assembled on 2-25-2015. Accommodating our newsletter production schedule required us to forgo a few days worth of data from the end of the month. Hopefully, it won't have a material impact on the resulting stats.

It’s really a remarkable achievement!

If you review the “purple” charts on this and the previous page, you’ll find that our team’s responsible for more than 20% of all the sales that are currently pending in the community.

The Best Service to the Best Customers

$29.00 Per Month for Your First 2 Months - With 12 month service agreement

“Angela has become part of the family over the past 8 years and is reliable, trustworthy and loving... we couldn’t ask for anything more.” — Warren and Elizabeth

Professional Pet Care & Service in Your Own Home.

- Bonded & Insured
- Pet CPR Certification
- Online Scheduling

480-314-1232

www.Cloud9PetSitting.com
RESALE ACTIVITY AT THE RANCH

CLOSED SALES IN JAN-FEB CONT.

<table>
<thead>
<tr>
<th>Address</th>
<th>Subdivision</th>
<th>Model</th>
<th>Price</th>
<th>Sq ft</th>
<th>Br</th>
<th>Gar</th>
<th>Pool</th>
</tr>
</thead>
<tbody>
<tr>
<td>11516 E Caribbean</td>
<td>Cimarron Ridge</td>
<td>Montilla</td>
<td>$1,000,000</td>
<td>3908</td>
<td>3+Den</td>
<td>3</td>
<td>Y</td>
</tr>
<tr>
<td>11127 E Mirasol Cir</td>
<td>100 Hills</td>
<td>Cartagena</td>
<td>$1,100,000</td>
<td>3611</td>
<td>3+Den</td>
<td>3</td>
<td>Y</td>
</tr>
<tr>
<td>11296 E Winchcomb</td>
<td>Sonoran Estates</td>
<td></td>
<td>$1,197,500</td>
<td>3753</td>
<td>5</td>
<td>3</td>
<td>Y</td>
</tr>
<tr>
<td>16011 N 114th Wy</td>
<td>100 Hills</td>
<td></td>
<td>$1,230,000</td>
<td>4425</td>
<td>4</td>
<td>3</td>
<td>Y</td>
</tr>
<tr>
<td>16070 N 113th Wy</td>
<td>100 Hills</td>
<td>Custom</td>
<td>$1,700,000</td>
<td>4485</td>
<td>5</td>
<td>4</td>
<td>Y</td>
</tr>
</tbody>
</table>

RENTALS RENTED IN JAN-FEB

<table>
<thead>
<tr>
<th>Address</th>
<th>Subdivision</th>
<th>Model</th>
<th>Price</th>
<th>Sq ft</th>
<th>Br</th>
<th>Gar</th>
<th>Pool</th>
</tr>
</thead>
<tbody>
<tr>
<td>14940 N 103rd Wy</td>
<td>The Preserve</td>
<td>Montilla</td>
<td>$1,000,000</td>
<td>3908</td>
<td>3+Den</td>
<td>3</td>
<td>Y</td>
</tr>
<tr>
<td>16420 N TPP #1087</td>
<td>Cachet</td>
<td>Legacy</td>
<td>$1,700</td>
<td>1737</td>
<td>2</td>
<td>2</td>
<td>N</td>
</tr>
<tr>
<td>16420 N TPP #1088</td>
<td>Cachet</td>
<td></td>
<td>$1,700</td>
<td>1700</td>
<td>3</td>
<td>2</td>
<td>N</td>
</tr>
<tr>
<td>10407 N Star of the Discovery Trails</td>
<td>The Preserve</td>
<td>Coronado</td>
<td>$1,750</td>
<td>1451</td>
<td>3</td>
<td>2</td>
<td>N</td>
</tr>
<tr>
<td>10311 E Raintree Dr</td>
<td>The Preserve</td>
<td>Brisas</td>
<td>$1,895</td>
<td>2132</td>
<td>4</td>
<td>2</td>
<td>N</td>
</tr>
<tr>
<td>10448 E Acoma Dr</td>
<td>Sunset Point</td>
<td>#2162</td>
<td>$1,950</td>
<td>2159</td>
<td>4</td>
<td>3</td>
<td>Y</td>
</tr>
<tr>
<td>10476 E Hillery Dr</td>
<td>The Preserve</td>
<td>Brisas</td>
<td>$1,995</td>
<td>2132</td>
<td>3+Den</td>
<td>2</td>
<td>N</td>
</tr>
<tr>
<td>10411 E Pine Valley Dr</td>
<td>Sunset Point</td>
<td>#1855</td>
<td>$2,050</td>
<td>1849</td>
<td>4</td>
<td>2</td>
<td>N</td>
</tr>
<tr>
<td>10466 E Acoma Dr</td>
<td>Sunset Point</td>
<td>#1912</td>
<td>$2,095</td>
<td>2128</td>
<td>4</td>
<td>2</td>
<td>N</td>
</tr>
<tr>
<td>16804 N 108th St</td>
<td>Castle Chase</td>
<td>Windsor</td>
<td>$2,250</td>
<td>1936</td>
<td>3</td>
<td>2</td>
<td>N</td>
</tr>
<tr>
<td>11495 E Raintree Dr</td>
<td>Sunrise Point</td>
<td>Acacia</td>
<td>$2,500</td>
<td>1886</td>
<td>2+Den</td>
<td>2</td>
<td>N</td>
</tr>
<tr>
<td>10338 E Acoma Dr</td>
<td>Sunset Point</td>
<td>#3097</td>
<td>$2,700</td>
<td>3064</td>
<td>4+Den</td>
<td>3</td>
<td>Y</td>
</tr>
<tr>
<td>16702 N 109th St</td>
<td>Vermillion Cliffs</td>
<td></td>
<td>$2,800</td>
<td>2910</td>
<td>4</td>
<td>3</td>
<td>N</td>
</tr>
<tr>
<td>10853 E Verbena Ln</td>
<td>Armonico</td>
<td>Montana</td>
<td>$3,500</td>
<td>2994</td>
<td>4</td>
<td>3</td>
<td>Y</td>
</tr>
</tbody>
</table>

ACTIVE RENTALS

<table>
<thead>
<tr>
<th>Address</th>
<th>Subdivision</th>
<th>Model</th>
<th>Price</th>
<th>Sq ft</th>
<th>Br</th>
<th>Gar</th>
<th>Pool</th>
</tr>
</thead>
<tbody>
<tr>
<td>10208 E Hillery Dr</td>
<td>Disc Canyon</td>
<td>Sunrise</td>
<td>$1,695</td>
<td>1481</td>
<td>3</td>
<td>2</td>
<td>N</td>
</tr>
<tr>
<td>10210 E Pine Valley</td>
<td>Disc Canyon</td>
<td>Clearview</td>
<td>$1,800</td>
<td>1552</td>
<td>3</td>
<td>2</td>
<td>N</td>
</tr>
<tr>
<td>16554 N 103rd Wy</td>
<td>Eagle Ridge</td>
<td></td>
<td>$2,350</td>
<td>2084</td>
<td>4</td>
<td>3</td>
<td>N</td>
</tr>
<tr>
<td>16420 N TPP #1023</td>
<td>Cachet</td>
<td>Monarch</td>
<td>$1,800</td>
<td>1659</td>
<td>2+Den</td>
<td>2</td>
<td>N</td>
</tr>
<tr>
<td>15955 N 102nd Pl</td>
<td>Arizona Vintage</td>
<td>Chablis</td>
<td>$2,100</td>
<td>2211</td>
<td>3+Den</td>
<td>2</td>
<td>N</td>
</tr>
<tr>
<td>10463 E Salt Bush Dr</td>
<td>Panorama Point</td>
<td></td>
<td>$2,200</td>
<td>1817</td>
<td>3</td>
<td>2</td>
<td>N</td>
</tr>
<tr>
<td>15608 N 108th Pl</td>
<td>Castle Chase</td>
<td>Helmsley</td>
<td>$2,450</td>
<td>1681</td>
<td>3</td>
<td>2</td>
<td>Y</td>
</tr>
<tr>
<td>14744 N 115th St</td>
<td>Sunrise Point</td>
<td>Sierra</td>
<td>$2,695</td>
<td>2043</td>
<td>3</td>
<td>2</td>
<td>N</td>
</tr>
<tr>
<td>16457 N 103rd Pl</td>
<td>Eagle Ridge</td>
<td>#3375</td>
<td>$3,200</td>
<td>3462</td>
<td>5</td>
<td>3</td>
<td>Y</td>
</tr>
<tr>
<td>11050 E Verbena Ln</td>
<td>Trovas</td>
<td>Alessi</td>
<td>$3,250</td>
<td>2958</td>
<td>4</td>
<td>3</td>
<td>Y</td>
</tr>
<tr>
<td>10852 E Mirasol Cir</td>
<td>Armonico</td>
<td>Montana</td>
<td>$3,300</td>
<td>2994</td>
<td>4+Den</td>
<td>3</td>
<td>Y</td>
</tr>
<tr>
<td>10467 E Sheena Dr</td>
<td>Sonoran Fairways</td>
<td>Cholla</td>
<td>$3,300</td>
<td>3466</td>
<td>4+Den</td>
<td>3</td>
<td>Y</td>
</tr>
<tr>
<td>15538 N 109th Pl</td>
<td>Cimarron Hills</td>
<td>Laredo</td>
<td>$3,850</td>
<td>2787</td>
<td>4</td>
<td>3</td>
<td>Y</td>
</tr>
<tr>
<td>11106 E Verbena Ln</td>
<td>Trovas</td>
<td>Alessi</td>
<td>$3,950</td>
<td>2958</td>
<td>4</td>
<td>3</td>
<td>N</td>
</tr>
<tr>
<td>10999 E Evans Rd</td>
<td>Sienna Canyon</td>
<td>Talavera</td>
<td>$3,950</td>
<td>3801</td>
<td>6</td>
<td>3</td>
<td>Y</td>
</tr>
<tr>
<td>11365 E Paradise Ln</td>
<td>100 Hills</td>
<td></td>
<td>$4,800</td>
<td>4464</td>
<td>4+Den</td>
<td>3</td>
<td>N</td>
</tr>
<tr>
<td>11573 E Mirasol Cir</td>
<td>100 Hills</td>
<td></td>
<td>$5,750</td>
<td>5093</td>
<td>4+Den</td>
<td>4</td>
<td>Y</td>
</tr>
</tbody>
</table>

THE RENTAL MARKET– It’s interesting to note that the rental market has slowed considerably in the past few months. For a while, it seemed that renting had become the first option, particularly among younger buyers. However, with the economy improving, the preference for ownership is returning.
LOCAL MERCHANTS

Looking To Make A Difference In Your Skin?

- Laser Treatments
- Injectables
- Permanent Make Up
- Obagi Facials
- Microderm/Dermaplaning
- Peels and Much More!

Discount cannot be combined or used towards injectables.

Gazelle MEDICAL SPA & AESTHETICS
480-404-9069
www.gazellemedspa.com
10401 E. McDowell Mountain Ranch Rd., Suite #100
Scottsdale AZ, 85255

NEW CLIENTS
$25.00 OFF Any Treatment

Does your child have the skills necessary to succeed in life?
We help kids develop life skills they need for bright futures.

SCOTTSDALE
Martial Arts Center
— Established 1976 —
smacus.com 480-951-2716
30-day 100% Money Back Guarantee
No Contracts
9151 E. Bell Rd., Suite 101, Scottsdale
— just west of the Ice Den

WILHELM AUTOMOTIVE
Since 1928

Oil Change Special
Only $19.28
*Up to 5 quarts (diesel and synthetic are extra)

Call for your appointment
480-646-8420
wilhelmautomotive.com

SECURITY DOORS, GATES & WINDOWS
U.S. Veteran Owned

- Keep Family & Valuables Safe from Intruders
- Ask About our $50 & $100 Off Coupons
- Veterans Discount Additional $25 off per Security Door or Security Screen Window

From $774*
Installed
14 designs & 45 HOA approved colors to choose from. No other discounts or coupons apply.

(602) 680-5356
www.SteelShieldSecurity.com
NOW OPEN SAT 9am - 4pm
1725 W. Williams Dr. Suite E-54 • Phoenix, AZ 85027

Cream City Cafe
Super Premium Goodness

Super Premium Ice Cream & Italian Gelato...
Serving Lunch, Coffee, Pastries & Desserts

10405 E. McDowell Mtn-Ranch Rd 480.588.7008 creamcitycafe.com
As things stand right now, the Board is planning to vote on the proposal at their March 24th meeting and have the guidelines go into affect on July 1st.

For your convenience, a copy of the draft is also available on our website. Please submit your questions/comments to Taylor Gorman, Community Standards Administrator, at tgorman@aamaz.com.

A Ramp at Bell and the 101?

In our last edition we reported a “rumor” about ADOT considering the construction of an access ramp onto the 101 at Bell Road. Well, it turns out that there was some truth to the story but that it was actually the City of Scottsdale and the Maricopa Association of Governments that felt the idea should be given some consideration when planning the widening of the 101 between Shea Blvd and Highway 51.

It’s not clear what the reaction was to the merits of the proposal; but, with the widening project not scheduled to start until 2020, other priorities have conspired to push the idea further down the list. We’ll keep our ears open in case anything changes! 😊

McDowell Mtn Marketplace

YAM Management, the owner/managers of the Marketplace (a.k.a. the Basha’s Center) had planned to introduce their new development plans to the public in early January but ultimately decided to wait until they’d applied all the finishing touches. The site plan shown in the adjacent image, while just a preliminary one, should provide you with a general idea of the scope of the project.

According to Dan Dahl, YAM’s point person for the project, when the time comes to move forward, the focus will be on the development of the pad (or pads) on the corner of Bell Road and TPP and securing the city’s permission to create access to the site directly from TPP.

If things play out as hoped, we may one day see a restaurant with rooftop dining on the pad to the right in the image below (that’s merely wishful thinking at this point but a fast food venue is definitely not YAM’s goal) and another interesting addition to the eclectic retail mix in the adjacent spot.

Interestingly enough, the spot further to the left on the image, labeled Future Pad B, is currently owned by the city. It was deeded to them by the original developer of the center for eventual use as a park and ride facility; but, quite obviously, that never did come to (Continued from page 1)
pass. In fact, it’s quite possible that the city had actually forgotten they owned it until the folks from YAM asked how they might go about acquiring it. However, that’s actually a story for another day. 😊

**A CLOSER LOOK**

**Country Music Fest at WestWorld**

Time to dust off the cowboy hats & boots and get in the 2-step groove! WestWorld is hosting an exciting new event, the 2-day Sidewinder Country Music Fest on April 25-26! Come on out and enjoy Sara Evans, Shooter Jennings, David Nail and many more great acts and festivities.

WestWorld is hoping that this music festival eventually grows into “an annual world-class event that positively impacts the community”.

For this inaugural event, Sidewinder has partnered with Phoenix Children’s Hospital, ASU and other groups to “generate funds that will go directly back to the local community through donations, projects and scholarships.”

(Continued from page 13)

**Desert Canyon School Upgrades**

The Scottsdale Unified School District (SUSD) recently hired an architectural firm to evaluate the physical condition and functional viability of all the schools in the district. Their report recommended that the city consider “light renovations” to the Desert Canyon Elementary School (DCES). That was interpreted as code for “it’s time to replace the roof” for most of the schools evaluated. However, in the case of the DCES, they also suggested the construction of a new gym.

When we reached out for comment, we didn’t find many who were actually familiar with the report, but there was certainly some general enthusiasm for the idea. It seems that DCES students don’t really have that much access to the existing facility. In fact, the general presumption seems to be that the gym more or less belongs to the middle school.

While there’s no evidence that the recommendations are being given urgent consideration, it does raise some interesting questions. For instance, a key one might be exactly where this structure would be built. I’m sure that the MMR Garden group would find it a little disconcerting if the location selected were to displace the community garden that they’ve been working on so earnestly.

In fairness, the study actually had a rather narrow objective and, as a result, didn’t address any issues beyond purely structural concerns. Still, they did venture far enough out to suggest that eight of the nineteen schools that they evaluated be torn down and rebuilt.

So, depending on how the political and pragmatic considerations play out, we may well be looking at another construction bond on the ballot this November.

**HOA Update**

This was a busy time of the year for the HOA. They not only had their regular monthly business meetings but they also hosted the annual meeting on February 10th.

The annual meeting featured the usual recap of what was accomplished the previous year and the elections returned Mike Gonzales and Margaret Neno to the Board and presented us with one new Director, Glen Sanders of Arizona Highlands. That’s him in the adjacent photo.

The regularly scheduled meeting on January 27th featured a number of homeowner comments. They included requests to extend the sidewalk on the eastern side of 107th Street Place from Gelding to Palm Ridge, that the HOA get involved in the FAA meetings regarding the new Sky Harbor flight paths and that the Trovas gates either be replaced or made more efficient.

The February 24th meeting was centered around the vote for Board officers. Most of the selections were easy. Mike Gonzales will be serving as President, Margaret Neno as Secretary and Bob Crandall as Treasurer. However, the vote for VP ended in a tie be-
breen Stan Koczka and the incumbent, Ron Roder, and an amusing constitutional crisis erupted when the individual who could cast the tiebreaking vote wasn’t in attendance.

It seems that we’ll have to wait for the March 24th meeting to resolve the issue, but I have every confidence that we can hold the fabric of government together in the interim.

Notre Dame Takes the Field

Progress continues at the Notre Dame Sports Complex. In fact, as we went to press, workers were putting the finishing touches on the Visitors Stands.

When completed, the complex will include an artificial and all-weather track, stadium seating for 2500 fans, press box, state-of-the-art lighting, score board and speaker system, athletic training facilities, locker rooms and support facilities, as well as a Club Room and of course concession stands and a ticket booth. Look for the completion of the majority of these features by summer and for it to be ready for the 2015 football season!

DCES PTO Carnival

Decrypting that headline might require the services of the folks from Bletchley Park (that, btw, is a recent but obscure movie reference), but it’s really intended to alert you to the fact that the Desert Canyon Elementary School will be holding their Spring Fling Carnival on Friday, March 27th from 5 to 8 PM at the soccer field behind the school.

The fundraiser includes carnival games, bounce houses, food trucks and raffles and is open to all kids, not just DCES students.

The 105th Street Pool Reopens

The headline may actually be a bit premature, but I’ve decided to take the risk. The project (which included re-plastering the pool, resurfacing the deck and remodeling the bathrooms) is scheduled to be completed by the time you receive this newsletter. But then again, nothing is ever really guaranteed. 😊

When the pool does reopen, residents will need to use their keycards to enter the bathrooms. There were incidents of vandalism in the past, but the cards and the new security system are expected to eliminate the issue.

About 15 Years Ago*

March 2000 - The community was dealing with the rezoning of the McDowell Mountain Marketplace and extracted a promise to move the supermarket construction further down slope to mitigate the impact on views to the west. The new shopping center on the corner of FLW and TPP announced the signing of their first tenant. Walgreen’s will occupy the corner parcel. “Giant” was anticipating receipt of the final permits that would allow them to construct a gas station and convenience store on the corner of MMR Road and TPP.

*As reported in this newsletter
Hi-Tone Music Studios

Hi-Tone Music Studios opened its doors in the Desert Canyon Center back on October 10th and thus far has proven to be a wonderful addition to the ever expanding array of exciting small businesses in our area.

Look closely and you’ll find that Hi-Tone really isn’t your typical music school and that the owner and music aficionado, Jon Marshall, is so much more than just a “music teacher”. He not only instructs his students in fundamental skills, but he actually helps them develop as musicians as well. He coaches them, guides them, creates opportunities for them and even supports their dreams and aspirations. As Jon says, “Our approach is to not just teach a student how to play music, but how to become a musician.”

Actually Jon is really quite extraordinary. He is one of those people who not only has an absolutely fascinating story – stop in sometime and ask him – but who’s also so passionate about his art that he’ll virtually do anything he can to help his fellow artists – young and old, beginner to professional - gain success (however they might define it). In fact, if you are or know anyone who is a musician or just has a love of music, tell them that Jon would love to have them drop by his studio just to hang out, “jam”, record or knock ideas around. Some really great music has come out of such impromptu gatherings!

Of course, Hi-Tone offers much more than just drop in sessions. There are 17 – yes 17! – music teachers available for instruction on all instruments - strings, piano, percussion, brass, guitar, woodwind, voice, you name it. All ages and all abilities are welcome from beginners to professionals and lessons start for those as young as 3 years old!

The studio’s philosophy is really quite unique, and its focus is to “bring out the musician and/or singer” in ALL their students.

In fact, all genres of music are encouraged - classical, jazz, blues, rock, country, etc. - and the instructors strive to create a fun environment in which to learn performance and theory. They also are amazing at helping students prepare for auditions, performances, concerts, school bands, recording projects and more. Professional music and vocal workshops are offered throughout the year and are quite valuable for those who may be looking for opportunities to perform and/or entertain in front of large groups.

There’s one really cool side benefit for the community and for those of us who have neither the aspirations or the talent to become musicians. MMR will be developing a terrifically talented pool of home grown musicians who would probably be excited about playing for a home town crowd. In fact, I’m sure that 7 year old, Ethan Bergstein (pictured below) would be among the first to agree.

Actually, we’ve already profited from the studio’s presence. The band that played at the community’s recent “Wine with Friends” event was called “Driftwood” and was comprised of Hi-Tone teachers and other musicians associated with Hi-Tone Music Events and Productions.

Please remember that music is a business as well as an art and that both aspects need nurturing. So be sure to contact Hi-Tone when you’re planning your next event. After all, music can enhance any occasion. In the mean time, why not stop in and find out if you’ve got some talent you can develop.
In Search of Wildflowers

The approach of spring always harbors the possibility of a spectacular wildflower season in the McDowell Sonoran Preserve. Unfortunately, wildflowers are somewhat mystifying creations and achieving that often requires a significant amount of luck.

Have you ever stopped and thought about what a wildflower is? They’re not really a specific scientific classification. In fact, the term most often simply refers to annual flowering plants that grow wild in their native habitat without human intervention. They’re also referred to on occasion as “ephemerals”, which means short-lived and they do complete their life cycle before the extreme heat of summer begins.

Even with all of the expertise within the McDowell Sonoran Conservancy, it is very difficult to predict when the wildflower season will start or how many wildflowers we will have in any given year. A strong season requires soaking rains in September and October, and more soaking rains in late December and early January. While the Sonoran Desert is one of the wettest deserts in North America, the frequency and timing of rainfall is still highly unpredictable.

Even with proper rains, other environmental factors can have a big impact on the wildflower season as well. Not surprisingly, elevation plays a role. There are significant elevation differences between the peaks of the McDowell Mountains and the trailheads which means that those areas may have different plants, experience different weather, and have different conditions for flower production. This can have dramatic differences on what we perceive as the wildflower season within our own range of vision. And elevation is just one of a number of secondary factors that impact the wildflower season. Suffice it to say, lovers of wildflowers must always keep their fingers crossed.

Quite obviously, I can’t tell you in advance where or when to head out into the Preserve to see wildflowers. However, you can always visit www.mcdowellsonoran.org and check out MSC’s “Wildflower Watch” under the Visit the Preserve tab for current conditions and recommended wildflower hikes.

There will, however, be a public hike on April 14 beginning at 7:15 a.m. called Wildflowers of the Desert. This 3-hour hike will begin at the Brown’s Ranch Trailhead located at the end of Alma School Road north of Dynamite and experts will lead you on a 6-mile easy loop trail hike in a lush part of the Preserve and teach you about the Sonoran Desert’s beautiful wildflowers.

If you want to explore on your own, I’ve seen some beautiful areas of lupine flowers in recent years on the Tom's Thumb Trail. The lupine's blue/purple flowers move to track the sun during the day and close up each night. If you really want to see wildflowers, you just need to get out into the Preserve and explore. Your efforts may very well be rewarded.

“I’ve seen some beautiful lupine flowers in recent years on the Tom’s Thumb Trail”

Moreover, even with proper rains, other environmental factors can have a big impact on the wildflower season as well. Not surprisingly, elevation plays a role. There are significant elevation differences between the peaks of the McDowell Mountains and the trailheads which means that those areas may have different plants, experience different weather, and have different conditions for flower production. This can have dramatic differences on what we perceive as the wildflower season within our own range of vision. And elevation is just one of a number of secondary factors that impact the wildflower season. Suffice it to say, lovers of wildflowers must always keep their fingers crossed.

Quite obviously, I can’t tell you in advance where or when to head out into the Preserve to see wildflowers. However, you can always visit www.mcdowellsonoran.org and check out MSC’s “Wildflower Watch” under the Visit the Preserve tab for current conditions and recommended wildflower hikes.

There will, however, be a public hike on April 14 beginning at 7:15 a.m. called Wildflowers of the Desert. This 3-hour hike will begin at the Brown’s Ranch Trailhead located at the end of Alma School Road north of Dynamite and experts will lead you on a 6-mile easy loop trail hike in a lush part of the Preserve and teach you about the Sonoran Desert’s beautiful wildflowers.

If you want to explore on your own, I’ve seen some beautiful areas of lupine flowers in recent years on the Tom's Thumb Trail out of the Tom’s Thumb trailhead (23015 North 128th Street). The lupine's blue/purple flowers move to track the sun during the day and close up each night. If you really want to see wildflowers, you just need to get out into the Preserve and explore. Your efforts may very well be rewarded.

By the way, if you’d like, you can learn more about the Preserve’s wildflowers on MSC’s YouTube channel.

I hope to see you 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.
Wine with Friends

The Community’s most recent social event was held on Friday, February 13th at the McDowell Center. It was billed as an evening of “Wine with Friends” and, by all accounts, it was another major success. We should really congratulate our HOA for their programming efforts; they’ve been on quite a nice roll lately.

My team and I pitched in by raffling off several wine baskets and providing the opportunity to have a portrait photo taken by a professional photographer. That service was actually performed by Mike Harvey of Peak Image Photography and it’s his handiwork that adorns this page. By the way, the photo just to the right shows my partner, Riki, and I awarding one of the raffled wine baskets to Annette Meacham of Vermillion Cliffs. Although we didn’t specifically ask for comments, the demeanor of the crowd suggested that a good time was had by all. I do know that I enjoyed it immensely.

We’re looking forward to the community’s next event, the Pancake Breakfast and Egg Hunt on Saturday, April 4th. We’ll be there, of course, and, this time, we’ll be sponsoring the Big Bunny himself. The good news is that we’ve managed to lay in a sufficient supply of carrots to ensure that he’ll be returning to our hutch (tent) between events. That means that he’ll be available for photo ops with the young at heart …..of all ages.

If you haven’t already made it a practice, you should really try to attend these events. They’ve not only grown to be quite entertaining, but it’s a wonderful way to meet your neighbors and make new friends.

WHY YOU SHOULD LOVE MMR

The Community’s most recent social event was held on Friday, February 13th at the McDowell Center. It was billed as an evening of “Wine with Friends” and, by all accounts, it was another major success. We should really congratulate our HOA for their programming efforts; they’ve been on quite a nice roll lately.
making an offer on a property in a planned community.

That form has now grown to three pages and has become the responsibility of the homeowner to complete at the time the property is listed for sale. In general, it asks for information about the association itself and any fees that might be payable upon close of escrow.

Some goodbyes are really sad!

Janet Rom, who had been my partner and strong right hand for the last 14 years, has finally decided to reduce her involvement in the real estate business and place more emphasis on enjoying life. I can’t actually say that I’m surprised. After all, Janet’s husband Richie, did retire last year and the handwriting was, as they say, on the wall.

In fact, they’re actually in the midst of building a vacation home for themselves in Vermont and designing a lifestyle that will allow them to take advantage of the best that each part of the country has to offer.

Needless to say, that means she’s set aside the extensive role she played with the team and the extraordinary commitment that it required. However, she will continue to service past clients and personal referrals and to be available to us as a consultant, mentor, team member emeritus, eminence grise and in any other way that we can come up with that allows us to retain access to her well-honed skills and store of knowledge. Please join us in wishing her the best of everything.

Janet front and center at her farewell party

The Drones are coming….soon

What initially had seemed to be a fairly straightforward and exciting new marketing tool for the real estate industry (quite obviously, my field of vision was way too narrow), now seems to have evolved into a much more complex concern with immense privacy and safety implications.

Still, given the incredible economic potential of drones or UAVs (Unmanned Aerial Vehicles), I expect that we’ll find a way to integrate them into society sooner rather than later. I’m not sure whether the solution is going to be technological or legal; but, either way, I don’t really envy the folks who are going to have to come up with the answers.

In any event, even though the FAA has already proposed new rules that would allow some limited use, they’ve yet to formally address commercial applications; and, as a result, the National Association of Realtors has suggested that Realtors hold off just a bit longer. Still, they’re coming. You can count on it!
We’ve Been The “Best Selling” Realtors in McDowell Mountain Ranch for More Than a Decade and a Half.

Success Like That is Not an Accident!
Call Us Today for a Confidential Consultation Regarding Your Housing Needs.

Visit Us Online at www.MMRHOMES.com