

Stonegate E-Mail News of 8-24-06

Please, put your umbrella down when you leave the pool area. Mother Nature has been giving lessons lately on how fast the monsoon storms can roll in. Please help us keep our umbrellas in working order.

Parade of Homes – Again! The Realtors unanimously agreed that the July event was a big success. So we've given them the go-ahead to do it again this Sunday, August 27, 1 – 4PM. As before, we will hold the community center open so potential buyers can see the recreational amenities.

Right now there are 24 homes on our resale list. A majority of them will participate in the Parade of Homes, holding simultaneous open houses. Any inconvenience should be minimal and brief. If you have friends looking to buy a home, this is a great weekend for them to come consider Stonegate. They can see the properties in advance by visiting the *Stonegate Homes* section of our website, www.stonegate-scottsdale.com Parade of Homes participants are marked at the end of the individual description text. ***A complete list of participating properties is attached to this e-mail.***

Yesterday, two of the network newscasts led with the “Prices are down/Homes aren't selling” story. That may be the case in Detroit and Cleveland. But is it true for Scottsdale? For Stonegate? Before you jump on board with the made-for-television version of the resale market, you may want to check the numbers for yourself.

You can see a current price guess on your home, based on “comparables,” on www.zillow.com One nice thing about that website: you don't have to ID yourself.

The statistics below should also be reassuring. We've taken it from Realtor (and former Vintage resident) Phil Chadwick's website, www.philchadwick.com. Values have slipped a bit from the all-time highs set recently. But by taking a slightly longer view, you can see that Stonegate values are excellent and have shown strong growth over the past year or two. A much longer view is offered on the Stonegate page of Phil's website. (You have to scroll down to get to the stats.)

Stonegate Home Values

January 2005 through June 2006

The following is a summary of statistics compiled for the STONEGATE REPORT published quarterly by Phil Chadwick. If you would like to subscribe to this report, please contact Phil at PHIL@PHILCHADWICK.COM.

Stonegate Report Archives:

2006 (January 1 - March 31)

	<u>Quarter 1</u>	<u>Quarter 2</u>	<u>Quarter 3</u>	<u>Quarter 4</u>
Average Size (Square Feet)	2919	3134		

Average List Price	\$920,800	\$918,700
Average Selling Price	\$886,666	\$874,650
Average Selling Price per Square Foot	\$288	\$279
Average Days on Market	57	93
Number of Homes Sold	6	10
Selling Price as a percent of List Price	96.3%	95.2%

2005 (January 1 - December 31)

	<u>Quarter 1</u>	<u>Quarter 2</u>	<u>Quarter 3</u>	<u>Quarter 4</u>
Average Size (Square Feet)	2787	2918	2654	2778
Average List Price	\$647,780	\$726,000	\$739,000	\$813,031
Average Selling Price	\$618,429	\$724,000	\$734,166	\$798,524
Average Selling Price per Square Foot	\$222	\$248	\$277	\$287
Average Days on Market	49	13	30	40
Number of Homes Sold	7	6	6	16
Selling Price as a percent of List Price	95.4%	99.7%	99.3%	98.2%

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Phil Chadwick (RE/MAX Achievers) is one of four Stonegate Preferred Realtors. The other three are:

- * Karen Weston (Coldwell Banker Residential Brokerage) Her website is www.karenweston.com Her community information pages are a real resource, with an enormous collection of links to local websites.
- * Peggy Murphy. (Keller Williams Sonoran Living Realty) Her website is www.stonegatebyreferral.com You may recall Peggy's *Stonegate by Referral* book, which has morphed into a section of this website.
- * Pat Tom (Patricia Tom Real Estate) has just launched her new website, www.patriciatomrealestate.com