

The Good Life. Arizona Style.

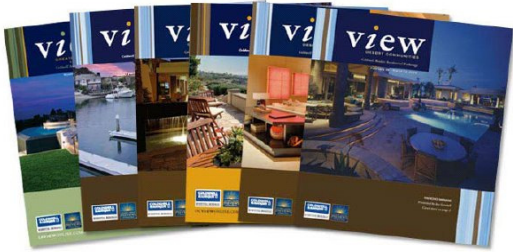
Real Estate News & Views from David Crozier

Coldwell Banker Residential Brokerage
Scottsdale, AZ
480-748-8890



www.TheGoodLifeAZ.com

[My Current Listings](#)



Introducing the New Property Magazine from Coldwell Banker, *view!* Distributed monthly along with the Arizona Republic, *view* is the perfect place to buy and sell homes. Please check out the digital copy by clicking [here](#) and look for my full page ad on Page 31!

To my Friends, Clients, and others I've met along the way,

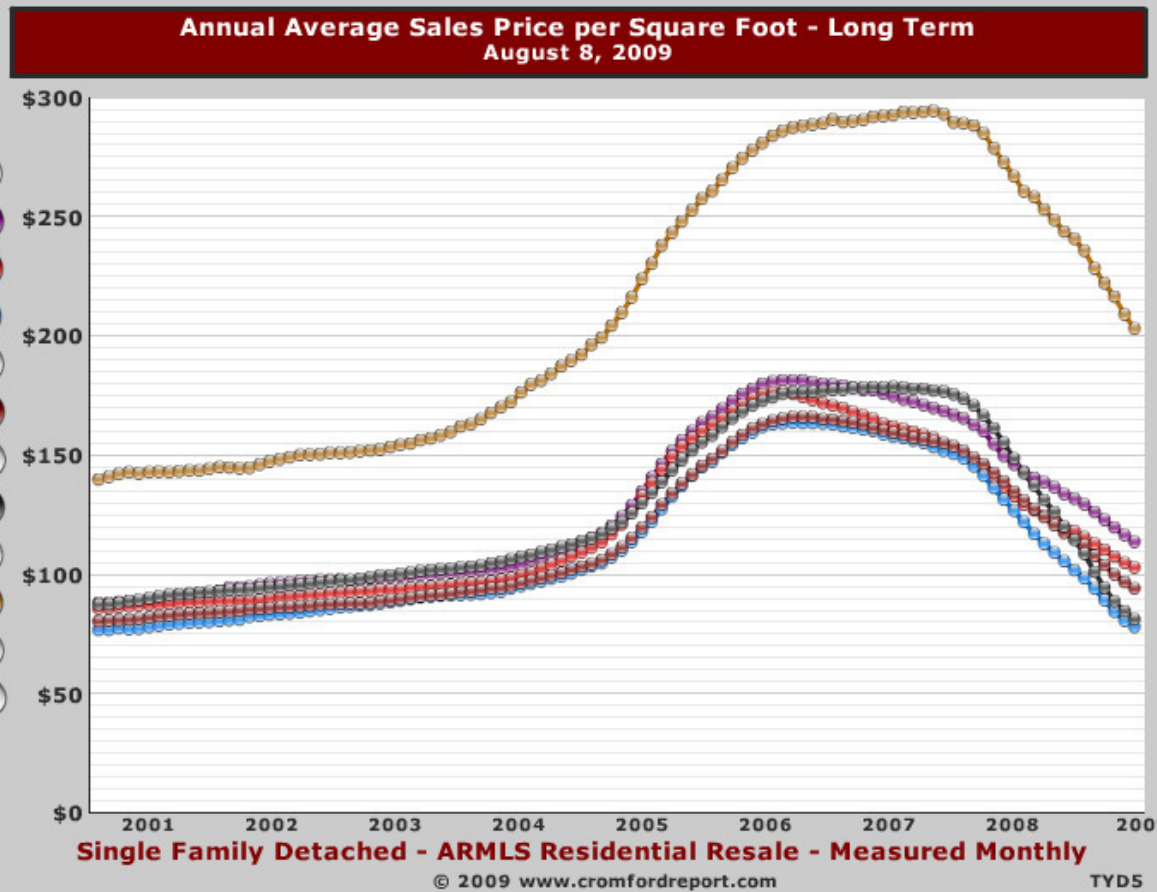
Welcome to the first issue of my new e-newsletter. This is my way of staying in touch and sharing a little about the local real estate market.

Thanks to my clients, I'm having another great year in real estate, despite the many challenges. To Buyers, I say "this is a chance of a lifetime." To my Sellers, I say "We can still make it happen."

Well-priced homes in good condition are selling, and sometimes selling fast. Four of my listings this year have sold in an average of 10 days. Others, at higher price points, are taking longer.

Meanwhile, my buyer clients are getting homes for *half* of what they might have paid a few years ago. First-time buyers are getting an \$8,000 tax credit — but that expires on Nov 30.

One request: If you are ready to make a move, or know someone thinking about buying or selling, please give me a call — 480-748-8890. It would be an honor to earn your business or referral.



This Graph from The Cromwell Report is a good illustration of the trend line in Sales Price /Square Foot in several local cities. Most of metro Phoenix is back to 2003/2004 levels; Scottsdale and PV have been slower to change. The best news is that overall inventory has fallen from 57,000 homes on the market to about 37,000 today — an important step toward a recovery of the real estate market.

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