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Greetings!

You are receiving this E-Newsletter because you subscribed on our webpage or we've previously done business together. If you do not wish to receive this timely E- Newsletter please click on the Safe Unsubscribe button on the bottom of your screen.

Residential Real Estate Market Update.

Greater Phoenix Resale Numbers Finish Less Than Stellar Year (Dec. 2007)

The 2007 Greater Phoenix resale home market continued to slow in December, with 3,290 sales recorded (3,280 sales in November), compared to 4,620 sales for a year ago... For 2007, a total of 50,975 sales were recorded, in contrast to 67,035 for 2006 and 110,835 sales for 2005... "Although there is a large inventory of available homes, buyers appear reluctant to take advantage of the market"... The first issue is that most buyers have to be sellers, which is difficult in this market"....



[Read on...](#)

Current Listings:

Homes for Sale

Horse Properties for Sale

Condos for Sale

Land for Sale

Investment/Income Properties

Northern AZ Mountain Properties

Commercial Real Estate Market Update.

Solid Fundamentals Despite Noticeably Slower Real Estate Investment Activity Since August - (Dec. 2007)

The fundamentals in commercial real estate remain healthy with only slight increases in vacancy rates expected for the office and industrial sectors during 2008. Vacancy rates in the retail and multifamily sectors are projected to tighten in 2008 with rents rising in all sectors. Commercial real estate investment is at record-high levels, but tighter credit conditions will limit deals moving forward. Because capitalization rates are already very low, it is likely that commercial property prices will ease. The era of rapid commercial property price increases has ended....

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BONUS: Phoenix, AZ Vacancy Rates (Office 18.9%, Industrial 9.4%, Retail 8.2%, Multi-Family 5.7%)

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HOT PROPERTIES!

Here are this month's properties we feel are currently Under Priced and are a Good Value in today's market:



- **LOWEST PRICE IN 3 YEARS** - N. Scottsdale, 2 Bedroom Condo in Gated Community w/ Pool - \$215,000
- **LENDER OWNED** - Nice, 3 Bedroom Home w/ Pool. Great North Scottsdale Neighborhood - \$315,000
- **HAVE TOYS?** - 4 Bedroom, 2650 Sqft, Desert Hills Home on Acre with Huge Detached Garage - \$500,000
- **REDUCED** - Prime, 1 Acre, N. Phoenix Lot for your Custom New Build. Shared Well & all Utilities \$119,900
- **UP TO 6 AVAILABLE** - N. Phoenix 4-Plex in High Demand Area. All Units are 2 Bed, 2 Bath - Only \$269,900

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www.DesertHillsHomes4Sale.com

Check out the North Phoenix area more popularly known as Desert Hills. Prices are considerably lower than most other areas and most homes have great features like:

- Large Lots, mostly 1 Plus Acre
- Horse Setups and/or Room for Horses
- No HOA's (Home Owners Associations)
- Large Garages and/or Detached Workshops
- Guest Homes and/or Guest Quarters
- RV Gates and/or RV Parking



[Home Quick Search Feature...](#)

Agent's Profiles

Ted has completed his Accredited Buyer Representative Designation (ABR), is Premier Service Certified as well as Quality Service Certified (QSC), and is currently finishing up the Certified Land Specialist Designation as well as the Graduate REALTOR Institute (GRI) Designation.



Nancy also has completed her Accredited Buyer Representative Designation (ABR), is Premier Service Certified as well as Quality Service Certified (QSC).

[More about Ted & Nancy Brock](#)

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Trusted Advisor, Skilled Negotiator and Expert Facilitator.

DESERT HILLS HOME LISTING PROMOTION



List your Desert Hills Home with us in the first quarter of 2008 and receive up to a 2% Commission Credit at Close of Escrow (up to a 33% savings off our normal commission)!

Just mention this promotion to get signed up. New and Past Clients are Welcome. Cannot be combined with any other offer. Offer for a limited time only.

[Contact us for more info.](#)

2008 should be an exceptional year to Purchase Real Estate as home prices hit their lows. And the Selection of homes you have today along with less Competition give you much more Negotiating power. Like the huge price increases in 2005-2006, it will most likely be a very long time before you see a soft market with these conditions again.

In addition, there are currently many properties that are either Bank Owned, Pre-Foreclosures, Short Sales, Distressed, or just have sellers that for one reason or another need to sell very quickly and all are Priced Aggressively. Investment properties have seen CAP Rates increase 1 Full Point in the last 2 years as well.

My Rule #1: Always Buy Real Estate (and other investments) when everyone else is selling. Always Sell Real Estate (and other investments) when everyone else is buying.

If you are in the market currently and are looking for a property priced considerably under market, make sure you give us a call or reply to this email so that we can give you a call the minute a property that fits your needs comes on the market.

We hope you find this information helpful in your research of the current market and please feel free to contact us with any questions or to discuss a specific property in more detail.

Thank you.

Ted & Nancy

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S.J. Fowler / GMAC Real Estate

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