

A newsletter about Real Estate in the Phoenix, Arizona Metro area, including Scottsdale, Paradise Valley, Carefree, Cave Creek, Mesa, Tempe, Chandler, Gilbert, Queen Creek, Glendale, Peoria, Surprise, Avondale, Goodyear, Buckeye, and surrounding Maricopa and Pinal County markets.

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- Gorgeous Panamanian Penthouse Available
- Metro Phoenix Market Data

## Contact Me!



### Dan Pinson

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Check out our MLS Search at:  
[InternationalRealtyPartners.com](http://InternationalRealtyPartners.com)

Help Build Brendan's Home!  
<http://www.brendanmarrocco.org/>

## Now Might Actually Be The Time To Buy

By Dan Pinson, Designated Broker

People that know me know that I'm not one to constantly beat the drum of "now is the time to buy." But I think I need to change my tune for 2011.

Back in 2008, when the National Association of REALTORS and many economists predicted a quick turnaround in the economy, I wasn't. I'm no Adam Smith or Napoleon Hill, but I was looking at the history of past economic and housing "bubbles." I knew it takes at least as long to recover from a bubble as it did to create the bubble. So I knew that a 2009 or 2010 recovery, at least in the Phoenix market, was wishful thinking.

Last issue I discussed affordability, and that the Phoenix-Mesa areas are currently two of the top five most affordable places in the country. Now that we're into our prime real estate season (spring and summer) here in Phoenix, I can't help but see that this year is the best buying opportunity we've ever had. Consider these March 2011 statistics:

- 9,901 closed sales, the 5<sup>th</sup> highest monthly total ever recorded on our MLS;
- Maricopa County Trustee Sales hit a high of 5,226 in March;
- Third parties trustee sale buyers made a record 1,379 purchases (26.4% of the auctions);
- 3,842 properties received no bids and became REO inventory;
- Median Price sales price has stabilized at \$110,000 for the last three months;
- Demand is accelerating while supply is falling, especially below \$150,000;
- Overall inventory is at 4.2 month (and falling), considered a normal market supply for this time of year; and,
- Extremely affordable mortgage interest rates.

When viewed as straight dollar amounts, we're buying at 1990's prices.

## Our Services

- Residential Resale including Short Sales and Foreclosures
- New Home & Condo Developments
- Commercial
- Land
- International Real Estate
- Real Estate Consulting

Specializing in Phoenix, Scottsdale, and Paradise Valley markets, and Biltmore, Arcadia and North-Central Phoenix submarkets. See more at:

[www.InternationalRealtyPartners.com](http://www.InternationalRealtyPartners.com)

## Real Estate Troubles?

- Behind on your payments?
- Received a "Notice of Default"?
- Tried to negotiate with the lender without success?
- Want to know if you qualify for a government program?
- Owe more on your home than it's worth?

**CALL ME TODAY!** In just a few minutes I can help you determine your options.

## Buyers

Contact us for more local market information and a **FREE BUYER REPRESENTATION GUIDE**. Get a daily email of homes new to the market by sending an email describing what you're looking for to:

[dan@InternationalRealtyPartners.com](mailto:dan@InternationalRealtyPartners.com)

## Sellers

Contact us for a **FREE HOME VALUATION** and a no-cost, no-obligation, completely confidential short-sale consultation!

**Ask Us About Our FREE Seller Short Sale Package**

## Investors

Call us today for information about:

- **Multi-family bargains**
- **Commercial bargains.**
- **Unlisted Short Sales**
- **Trustee Sales**

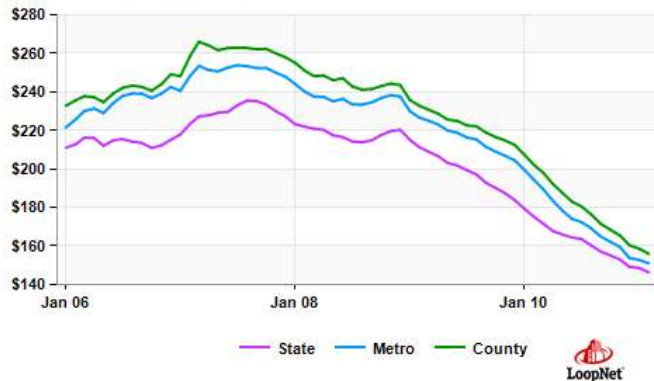
Call now to get your

**FREE FORECLOSURE LIST.**

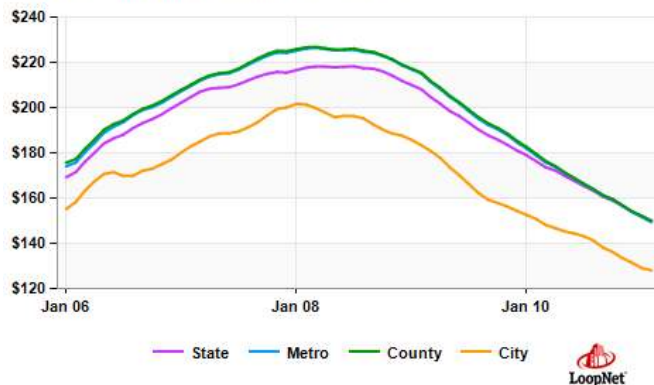
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But then I thought I'd take it a step further, by looking at the historical value of the U.S. Dollar. The dollar has lost about 32% of its purchasing power since 2000 alone (using the relative share of GDP measurement). Plus we've sold homes for as little as 25% off their 2006 high. Added together, that means we're selling homes at incredible prices! This is great news for you home buyers, but what about Commercial Property? Same thing! Look at these graphs:

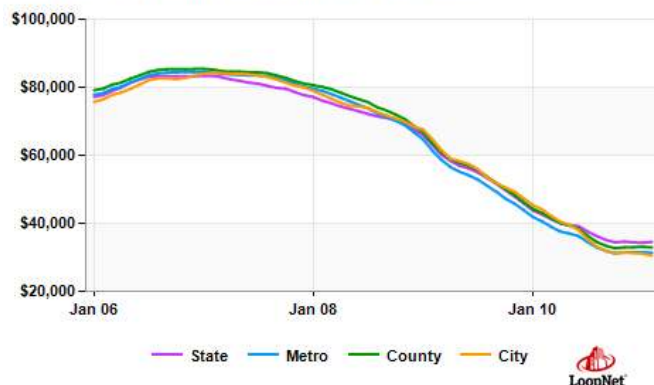
Asking Prices for Phoenix, AZ Retail for Sale (\$/SF)



Asking Prices for Phoenix, AZ Office for Sale (\$/SF)



Asking Prices for Phoenix, AZ Multifamily for Sale (\$/Unit)



Commercial lease rate graphs look similar to these sales graphs as well. Lease rates are down and for-sale property is very affordable. The data for the first quarter of 2011 shows a flattening, with absorption up in industrial and office categories, and vacancies down in industrial, office, and retail segments.

## The Monthly Numbers

For the Metro Phoenix area, as of April 25, 2011. Percentage increases (+) and decreases (-) are the deviation from previous month numbers.

- Active Listings: 35,605 (-7%)
- Sold Listings: 9,379 (+10%)
- Phoenix Median Resale Price: \$110,000 (+1.0%)
- Average Price per Square Foot (All Areas, All Types): \$83.91 (+2.0%)
- Sold to List Price Ratio: 95.34%
- Average Days on Market (Sold Listings, All Areas, All Types): 109
- Residential (all types) Year over Year Appreciation: -7.2%
- Days Supply based on Monthly Sales:
  - All Areas: 3.7 months (+15%)
  - Anthem: 87
  - Apache Junction: 90
  - Avondale: 83
  - Buckeye: 103
  - Cave Creek: 210
  - Chandler: 117
  - Fountain Hills: 131
  - Gilbert: 101
  - Glendale: 95
  - Goodyear: 107
  - Laveen: 94
  - Maricopa: 71
  - Mesa: 104
  - Paradise Valley: 404
  - Peoria: 104
  - Phoenix: 100
  - Queen Creek: 79
  - Scottsdale: 171
  - Surprise: 91
  - Tempe: 128

*Market data courtesy of Arizona Regional MLS and The Cromford Report.*

*Residential statistics courtesy of Matt Canady, First American Title Co.*

*Commercial statistics courtesy of Loopnet*

**Call now to find the home of your dreams!**

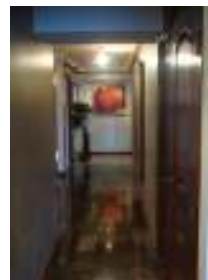
***I Appreciate Your Referrals!***

I do believe that prices will trend slightly down this year. But with current prices even well below replacement cost in many cases, I find it difficult to see prices going severely lower.

What do you think? Head over to our Blog at [www.InternationalRealtyPartners.com/blog](http://www.InternationalRealtyPartners.com/blog) and let me know.  
– DP

## Gorgeous Panamanian Penthouse Available

Imagine yourself perched high atop your private penthouse in downtown Panama City. Live in pampered luxury while just steps away from to everything offered by one of the most vibrant cities in the Western Hemisphere. Here's a few photos of this amazing property:



This 3 bedroom, 4 bath rooftop penthouse features amazing views, rooftop pool, gourmet kitchen, TV room, separate laundry, and excellent craftsmanship. This property is being sold at a small fraction of its original \$2,000,000+ cost.

## Just Sold

MLS#4521803



**\$126,000**

43911 N. 13 Ave. New River, AZ  
2 BR/ 1 BA, 1+ acre

## Closed Lease

MLS#4562817



**\$950/mo**

1 BR, 1 Bath  
4800 N. 68 St., Scottsdale, AZ 85018

## Closed Lease

MLS# 4558099



**\$950/mo**

“Spanish House” – 1 BR + Den, 1 Bath  
5702 E. Camelback Rd., Phoenix, AZ 85018

*I Appreciate Your Referrals!*

## Why Panama?

Panama is a stable country, uses the US Dollar as its currency, a rapidly expanding economy, a large tourism base, and a thriving expatriate community.

## How Do I Represent You In Panama?

1. I put you in contact with reputable real estate agents, title companies, attorneys, banks, and other service providers.
2. I recommend and help you select the Panamanian broker that best suits your style.
3. I track the purchase process and work with the selected broker to help you successfully complete the purchase.

I've designed this program to help you buy with confidence.

Contact Dan at 602-332-3499 for more information and pricing on this property.

## Metro Phoenix Market Data

(from ARMLS as of 4/1/2011):

### Inventory



### Prices



*“Whatever you are, be a good one.”*

**Abraham Lincoln**

## Be Part of Our Team

We are looking for motivated REALTORS to join our dynamic firm:

- **Full-time Agents** with at least 2 years experience. We work on a modified team concept – high splits, no transaction, E&O, or monthly fees. Also participate in our Large Accounts transactions.
- **Referral Agents** at any level of experience. Participate in our Referral Program and Earn **25%** on referrals plus up to **\$10,000** in annual bonuses!

Visit our website at:

[www.InternationalRealtyPartners.com](http://www.InternationalRealtyPartners.com)

and click on **“Join Our Team”** for more information, or contact Dan Pinson, Designated Broker, at 602.332.3499 for a confidential interview.

## QR Codes

Get information fast with your Smartphone and Bar Code Scanner application. Just snap a picture of the code and go the bookmark!

IRP Website Home Page

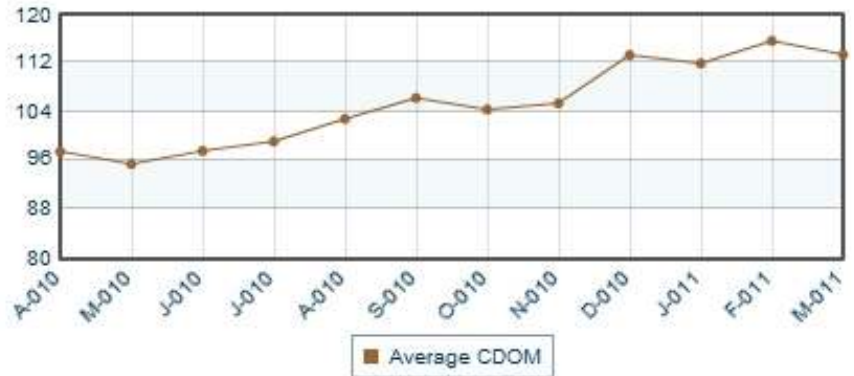


IRP Property Search



*This newsletter is for informational purposes only. Real estate laws, market conditions, and local customs frequently change. Consult an attorney specializing in real estate law before buying or selling. Consult with your CPA as to the tax ramifications of any real estate transaction. Be sure to perform ALL of your due diligence. Only deal with reputable real estate agents, developers33333, CPAs, and attorneys.*

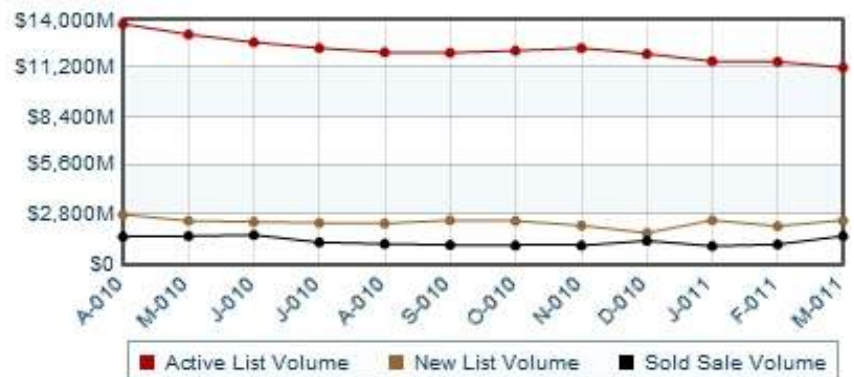
## Days On Market



## Absorption



## Volume



## Sold Price to List Price Ratio

