



ROB WILLIAMS • REALTOR • 480.352.2060

February 4, 2013

INSERT YOUR NAME HERE
INSERT YOUR ADDRESS HERE
Scottsdale, Arizona 85259

Dear **YOUR NAME (YES, YOU):**

I hope you enjoy the following Stonegate Housing Market update for January 2013. You can find additional statistics and property searches for Scottsdale, Stonegate, Scottsdale Ranch and surrounding communities on my new website at www.robwilliamsrealtor.com.

STONEGATE HOUSING MARKET – JANUARY 2013

In January of 2013, Stonegate had 11 active listings, two of which came on the market in the last three days of the month. This represents a 47.6% decrease from 21 in the prior year and an 8.3% decrease from 12 in the prior month. Contrast January's 11 active listings with past years:

35 active listings in January of 2011
38 active listings in January of 2010
26 active listings in January of 2009
33 active listings in January of 2008
26 active listings in January of 2007

The January 2013 active listings range from 57% to 71% below the number of active listings for each January from 2007 through 2011, and remember that the economy had not yet tanked in 2007.

From a different perspective, in January of 2011 Stonegate had more homes scheduled for foreclosure and auction (12) than we had listed in January of 2013. The January active listings have not been this low since 2005, when there were only 3 active listings. Otherwise, this is the best number in more than 10 years.

As noted last month, active listings are so low that a number of Stonegate subdivisions have no active listings whatsoever. What an advantage when selling your home! **If you live in The Retreat, The Reserve, The Vintage, Timarron or Tamarack, you could have the only home on the market in your neighborhood.**

All the remaining Stonegate subdivisions, except for Tradewinds, have only one active listing. Overall, if you are considering a sale, there is not much competition.

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In January of 2013, there were a total of 6 closings (actual sales), representing a 50% increase over the 4 sales of January 2012. This is a strong number—the best in 10 years, rivaling the sales in January 2004 and 2002, both with 6 sales.

Stonegate's pricing in January of 2013 was also positive. Although it is not incredibly meaningful as a standalone statistic, it was nice to see that 50% of January's closings sold for more than \$200 per square foot. The rolling 6-month average sales price per square foot for Stonegate on January 31, 2013 increased only slightly from December 2012, but more than 14.3% over the same figure for January 2012, from \$161.59 to \$184.76. The short-term trend is also positive as the 3-month and 1-month average sales price per square foot was \$188.22 and \$191.80, respectively.

Just like last month, there is roughly a 2-months' supply of homes for sale in Stonegate. A balanced market, where conditions are equally favorable to buyers and sellers, is considered to have a 6-months' supply of homes. Stonegate's 2-month supply is very favorable to sellers. Coupled with the fact that interest rates are phenomenal, which is crucial to home pricing for buyers and sellers alike, it's clearly a good real estate market.

Although the above information is useful to get a general idea as to your home's value, remember that any compilation of Stonegate's overall sales will almost always include homes that are not comparable to each other. If you would like to know more about the value of your home based upon comparable home sales, call me to obtain a free, no obligation comparative market analysis specific to your home and Stonegate neighborhood.

Visit my website at www.robwilliamsrealtor.com and look under the "Stonegate" tab if you would like more detailed information on the homes covered by this update. You can also find one-click home searches for Stonegate and many surrounding communities. As always, please feel free to call me at **480-352-2060** if you have any questions whatsoever.

Sincerely,

Rob Williams

Rob Williams, Realtor, JD, SFR
Robert A. Williams, PLC
HomeSmart

Referrals of friends and family are always welcome and greatly appreciated! Your referrals will be well-served and treated with the utmost courtesy and respect.

Statements of present fact are made as of the date of this letter. All information provided herein should be verified by the recipient and none is guaranteed as accurate by ARMLS, HomeSmart or Robert A. Williams, PLC. Not intended to solicit currently listed properties.

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