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Celebrating 30+ Years as a Real Estate Professional 1977 - 2008

The dynamics of today's Buyer's market works to the advantage of homeowners that are looking to buy a more expensive home. This market represents an outstanding opportunity for the move-up Buyer. Although, you might experience some frustration as a Seller, the selection, condition and pricing of the homes available for purchase are exciting. On balance, assuming you are "trading up" in housing, you even come out ahead in dollars spent. For more details go to my website www.starlawilliams.com.

Below is a record of your neighborhood sales activity since September of 2007.

ACTIVE					
18968 N 90th Pl	1297 sq ft	\$ 399,500	18889 N 94th Way	2430 sq ft	\$ 620,000
18851 N 91st Pl	1557 sq ft	\$ 415,000	9102 E Topeka Dr	2659 sq ft	\$ 624,900
9062 E Maple Dr	2145 sq ft	\$ 449,000	19155 N 93rd Way	2720 sq ft	\$ 625,000
18860 N 90th Pl	1798 sq ft	\$ 469,500	9481 E Palm Tree Dr	2242 sq ft	\$ 635,000
9045 E Maple Dr	1500 sq ft	\$ 475,900	9126 E Topeka Dr	2659 sq ft	\$ 639,000
18933 N 90th Way	2200 sq ft	\$ 499,000	9081 E Palm Tree Dr	2720 sq ft	\$ 639,000
18974 N 90th Way	2266 sq ft	\$ 525,000	9275 E Siesta Ln	2449 sq ft	\$ 649,000
18693 N 91st St	2305 sq ft	\$ 525,000	19111 N 92nd Way	2353 sq ft	\$ 650,000
9143 E Topeka Dr	2442 sq ft	\$ 530,000	18723 N 93rd St	3141 sq ft	\$ 700,000
9292 E Topeka Dr	2652 sq ft	\$ 539,000	9224 E Palm Tree Dr	2652 sq ft	\$ 745,000
9373 E Taro Ln	2343 sq ft	\$ 549,900	SOLD		
9560 E Rockwood Dr	2458 sq ft	\$ 575,000	9142 E Kimberly Way	1568 sq ft	\$ 360,000
9244 E Topeka Dr	2687 sq ft	\$ 599,000	9166 E Maple Ln	1416 sq ft	\$ 400,000
19135 N 88th Way	3026 sq ft	\$ 599,000	18676 N 91st Pl	1801 sq ft	\$ 420,000
8923 E Palm Tree Dr	2505 sq ft	\$ 599,900	9425 E Palm Tree Dr	2195 sq ft	\$ 441,000
			19118 N 94th St	3000 sq ft	\$ 565,000

WHY CALL ME WHEN PURCHASING NEW CONSTRUCTION?

1. Representation Individual - In new sales, the on-site staff are employees of the builder. They have an obligation to the builder to obtain the best price and terms on the sale. Did you know that if you casually walk through new construction models without representation, you forfeit the right to your own representative if you later decide to purchase? As your agent I represent your best interests. I can help you fully understand the terms of the contract, point out where there might be room to negotiate and help to ensure you're comfortable with the transaction.
2. Future Value of the Home - Builder selection, community amenities, floor plan, lot location and design features/upgrades, all impact the future value of your home and potential resale. With extensive resale knowledge I can provide you with valuable feedback that will help to optimize your home's future value.
3. Price, Incentives and Financing - With the continual changes in the current market, builders are constantly making price changes, providing different incentives and offering substantial discounts for quick sales. My familiarity with the new home market keeps me up to date on builder closeouts and incentives, my knowledge can work to your advantage in negotiating the best possible price on a new home, plus help you compare the builder's financing with other available options.
4. Assist and Monitor the Process - The process of having a home built is much longer and substantially different from that of buying a resale home. My previous experience of working for a builder has given me first hand understanding of the process and also knowledge of possible remedies in case problems arise.
5. Sale of Current Home - I can help coordinating the sale of your current home, with the completion of the new home. Additionally, when you purchase a new home using my expertise, you will receive a commission discount on the sale of your current home.

Did You Know?

Every year, Americans throw away some 100 billion plastic bags after they've been used to transport a prescription home from the drugstore or a quart of milk from the grocery store. It is equivalent to dumping nearly 12 million barrels of oil. Only 1 percent of plastic bags are recycled worldwide. Solution? Start using reusable bags, EVERY time you go to the grocery store or even the mall. Keep them by the door or in the car so they are readily available.



Complimentary Reusable Grocery Bags

These sturdy bags are made of recycled material and can hold up to twice the amount of a normal plastic grocery store bag.

For a quantity of 5 or 10 bags, contact 480-720-4524 or email freebags@starlawilliams.com.

Be sure to include your delivery address.

Information is believed to be accurate, but no guarantee is made regarding the accuracy of this information. Subject to prior sale or other changes. If your home is now listed with another broker, this is not a solicitation. The above properties have been listed and sold by various real estate brokers throughout the valley. Source data is Arizona Regional Multiple Listing Service.