



Real Estate Advisor



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2009 SaddleBrooke Real Estate Status & Predictions

Amid all the doom and gloom of the news media, we can't help but wonder what 2009 has in store for us. We all know that our retirement accounts are not as healthy as they used to be and we've been told to wait and see about our investments. Well, what about our largest investment? Our homes? Is our equity safe? The resounding answer is **YES**.

Your home is probably your biggest investment and accounts for a sizable portion of your estate. But if you listen to the news media, that equity that you worked so hard all your life to build is rapidly disappearing. What the media doesn't make clear is the fact that the health of the real estate market is very localized. What is really happening in SaddleBrooke real estate? Are we in as much trouble as the media says? Are we going to see a continuing downslide in our real estate market making it difficult, if not impossible, to sell our homes? Are buyers still sitting on the fence afraid to commit? **NOT IN SADDLEBROOKE!**

SaddleBrooke continues to be less affected by the economic downturn than other parts of Arizona or the country. Here's some good news that you may not have heard:

- 123 homes and 8 villas sold in SaddleBrooke in 2008. This is almost 11 sales transaction per month. *Houses in SaddleBrooke are selling.*
- The average sales price was \$407,500. Individual sales ranged from a low of \$215,000 to a high of \$926,350.
- Average price per square foot \$180-181. Per square foot prices in the Preserve were consistently above \$215 per square foot.
- Inventory has continued a steady decline from 174 homes for sale in 2006 and 160 in 2007 to 109 homes on the market at the end of 2008. (At year end there were also 13 Villas on the market)

What does this mean for SaddleBrooke? There are buyers wanting to move here and enjoy all that SaddleBrooke has to offer. As the number of buyers continue to increase, our real estate market is becoming stronger and prices have stabilized. This is good news for all of us, whether you are thinking about moving within SaddleBrooke, relocating, or just concerned about the safety of your equity.

Want specific information on the value of your home or the various options open to you, please give me a call.

Food Facts and Fallacies

Take the following true/false quiz to test your food knowledge:

1. It's unsafe to refreeze meat after it's been thawed.
 2. Processed food typically contain high levels of salt.
 3. MSG occurs naturally in food.
 4. Oysters are an aphrodisiac.
 5. Only 2 percent of people suffer from food allergies.
 6. You shouldn't eat after 7 p.m.
 7. The definition of "healthy eating" constantly changes.
 8. Drinking ice-cold water burns calories.
 9. Fresh fruit is more nutritious than dried fruit.
 10. Celery is a negative-calorie food.
 11. One high-cholesterol meal raises your cholesterol level.
 12. Drinking red wine can give you a headache.
 13. Pork is the other white meat.
 14. Cravings: your body telling you it needs something.
 15. Heart disease is caused by eating animal products.
 16. Vegetarianism is the healthiest way to eat.
 17. Children should eat a low-fat diet.
 18. Margarine is better than butter.
 19. If you swallow chewing gum, your body can't digest it.
 20. Eating candy gives you cavities.
- All answers are false except 3, 5 and 12.

Thinking of Refinancing ?

Are you considering refinancing? Common reasons to refinance include: lowering interest rate, reducing length of mortgage, making home improvements, escaping a balloon provision, consolidating debt, and/or generating income by letting your house start paying you (reverse mortgage).

Here are some things to consider before you decide if now is the time to refinance. Is the cost of the refinance worth it? Will you save money in the long run? Will it let you make the repairs or changes you want? To find out if now is the time, your first step is to calculate the savings - compare your current monthly payment with the monthly payment after the refinance. Is there a big enough difference to justify the costs? Do you plan to live in the house long enough to be able to offset the refinance costs with your payment savings. To find out the break-even point, divide the total cost of the refinance by your monthly payment savings.

Plan carefully when you refinance: Work with an expert. Ask questions and don't act until you understand all the risks and rewards. If you are refinancing to consolidate debt, pay the debt immediately. If for home improvements, make them right away. Leave some equity in place for your security.



Equal Housing Opportunity If you have a brokerage relationship with another agency, this is not intended as a solicitation. All information deemed reliable but not guaranteed.



If anyone you know is interested in buying or selling a home, I would love to follow up with them.

SADDLEBROOKE REAL ESTATE NEWSLETTER



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