

4.0% interest rates...
\$70,000 sale prices for new homes...
80,000 homes on the market of which 50,000 are vacant.

What do you think will happen over the next 24 months?

We will have a lot to talk about and my electronic newsletter will allow for timely discussions.

Want to go to a hockey game? Roadrunner Hockey @ US Airways Center Saturday February 21 2009 at 7:05 P.M. I will give two tickets to the second and eighth person who sends me an email. Write Hockey in the subject line and give me the phone number you want me to call to get the tickets to you. Email is great because it will give me the date and time so we know for certain who won. Have a great week.



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TALK ABOUT REAL ESTATE

FEBRUARY 2009

EMAIL COMMUNICATIONS

As promised, my newsletter has gone green – no paper and stamps! This allows me to share pertinent real estate information with you in a more timely fashion. More importantly, I look forward to having an open dialogue with you by email, phone, and in person about your concerns about the real estate market this year.

Since starting my real estate practice in 1982, I've

had the privilege of selling in all types of markets including the REPO years of 1988 to 1993. I believe the current cycle of rising and falling prices will be the most interesting of my career. Since we all own some real estate it is important to stay informed regarding changes that impact our property.

Whenever you come across people who would appreciate the same level of service I provide you, please forward their name and business number to me and I will gladly follow up with them. I am never too busy for your questions or referrals.

Click here for more information:

[Market Statistics](#)

[Referral Club](#)

[What's News](#)

LOOKING AHEAD

This year, we will be reviewing the real estate market by statistics so we can draw conclusions based on facts not opinions. Reading numerous news sources this last 24 months I found the opinions can create an emotional roller coaster for all of us. So, I suggest that we start 2009 on a very positive note. Arizona real estate continues to sell. In general we have limited impact from natural disasters such as floods, earthquakes, Santa Anna fires,

hurricanes, tornadoes, and freezing temperatures so people continue to move to Arizona. That being said, our issue is time-line related. If you want to buy a property this is a good time. If you want to sell a property, pricing is down from 2005. But remember this situation favored sellers in 2005 and currently favors buyers. The equation has reversed and our review of the statistics will tell us when the market will recover.

This is your newsletter so let me know the topics you want covered. Your questions are on the minds of others so lets start a dialog to begin good conversations.

Thanks for being a part of our community.

JAY HAUGEN