



Donna C. Anderson · Long Realty · 1890 E. River Road Tucson, AZ 85718 · (520) 918-2410

## Hot Tucson Real Estate Market

The Tucson Association of Realtors MLS, most recent report in November 2004, shows Tucson homes sales volume increased 55.1% from a year ago. Home units increased by 25.3%. The average sales price of Tucson single family homes increased by 22.1% to \$226,143. North Tucson average sales price was \$411,972, with 86 sales. Northeast Tucson average sales price was \$299,023, with 61 sales. Average days on the market decreased to only 43 days, from an average of 53 days a year ago. The number of houses for sale shrank 22.6% from last year. The Tucson market continues to heat up! Houses that are priced competitively sell for full price or close to it, and sell fairly quickly. Purchasing a Tucson property is truly a very good investment!

I work tirelessly to keep up with the Tucson real estate market. This assures that I give Sellers excellent advice on arriving at the right list price, and on how to market their home to their best advantage. It also assures that my Buyer clients have a positive, stressless experience, and become educated so they can make the best decision in purchasing their dream home.

Repeat business and referrals has always been an excellent source of my business. I love real estate and helping people buy and sell homes. I attribute my 20 years success to my desire to constantly educate myself, and then educate my clients. My real satisfaction is knowing they have made the best decision as a result of my hard work.

Please visit my website at [www.DonnaAnderson.com](http://www.DonnaAnderson.com). It has a wealth of information! Both Buyers and Sellers can view all listed Tucson homes for sale. I update my website constantly, and as a result, it continues to grow in popularity each month.

Don't hesitate to e-mail me at [Donna@DonnaAnderson.com](mailto:Donna@DonnaAnderson.com) or call me at 1-800-328-1575, ext 2410.

I wish you and your family a happy, healthy and prosperous 2005!

## Write Off Your Moving Expenses

Moving expenses are tax deductible if:

- Your new job or job transfer is at least 50 miles farther from your home than the old house was.
- you had no previous job, the new one has to be at least 50 miles from your old house.
- your move makes your commute shorter than it was prior to the move.
- If you are in the armed forces and had a permanent change of station.
- If you're working full-time (you expect to work at least 39 weeks out of the next 12 months).
- If you incur expenses within one year from the day you reported to work at your new job.

The required length of time is waived in cases of a new job for members of the armed forces, those transferred by an employer, those who lost a job through no fault of their own, and those returning to the United States from abroad when they retire (or their survivors).

Qualified deductions include

- Packing and transporting household goods
- Mileage for use of your own car (or gas and oil expenses)
- Tolls and parking fees on the trip
- Up to 30 days' storage of household goods
- Disconnecting and connecting utilities
- Transportation and lodging for yourself and members of your household while traveling to the new home. No longer allowable: \$3,000 more for up to 30 days' temporary living expenses, house hunting trips and costs of selling an old home and buying a new one.

## Pre-Qualification vs. Pre-Approval

One sure way to reduce stress during the process of home buying is to seek pre-approval. Buyers who are pre-approved are taken more seriously than their pre-qualified counterparts.

Pre-qualification is not a loan commitment from a lending institution; it is only a loan agent's opinion that you will be able to obtain financing. Virtually anyone can achieve pre-qualification status. Pre-approval, on the other hand, signifies that the application has been taken through a rigorous procedure. Pre-approved buyers enjoy these benefits:

1. If you make an offer on a home and then apply for a loan, you are at the lender's mercy. He sets the interest rate and points, aware that you do not have time to shop around.
2. Pre-approval saves time spent looking at houses you can't afford.
3. If you rely on your lender to tell you what you can afford, you may end up with a high mortgage payment. Most people can qualify for more than they feel comfortable paying.
4. Having a pre-approval letter from a lender gives you an edge when multiple offers have been made on a house.
5. Pre-approved buyers can generally close escrow more quickly. Once you submit your credit package, most of the legwork has already been done.