

# REAL ESTATE Perspective



**Sabino Mountain January 2011**

## *NEIGHBORHOOD SALES 2010*

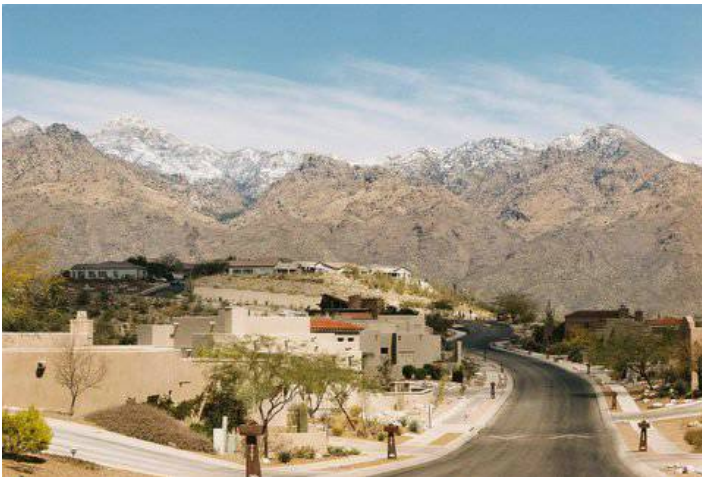


The good news for 2010 is Sabino Mountain attained 20 sales. The majority of homes--17-- sold for 439K or less. The 3 homes that sold for over 439K were priced at 570K, 875K and 900K.

At the peak of the market ~2006~ there were the same number of sales, but that number is the only correlation. Final sales prices in 2006 ranged from \$406,000 - \$1,900,000, with 9 homes selling for *over a million!*

There were so many sales this year because the Sellers realized the only way they would obtain a sale was to price their homes aggressively.

***If you are thinking of selling your home, please give me a call.***



## **SALES PROJECTIONS**

This year will likely be a year with continued stabilization. The most challenged market will continue to be the mid-to-high- end market, with those homes priced over 450K to be the most difficult to sell. It is imperative the houses be priced very competitively, have curb-appeal, with lack of clutter. Homes need to be as close to model-perfect as possible because the competition will remain stiff.

On the positive side, although interest rates have increased in the past month, they still remain at close to historical lows. It is also a fantastic time to buy a move-up house since the best buys are in the higher price- ranges.

Final sales prices are pretty much the same as they were in 2004. Of course, there are some exceptions to this rule.

## **MY WEBSITE AND BLOG**

**[www.SabinoMountainHomes.com](http://www.SabinoMountainHomes.com)**  
**[www.SabinoMountainHomesBlog.com](http://www.SabinoMountainHomesBlog.com)**

My website offers extensive community information and lists all multiple-listed houses that have sold in the past 6 years. Additionally, I keep you current on market conditions by posting in my blog several times a week.



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