



Real Estate News of

McDowell Mountain Ranch

October 2005

Russ Lyon Agents Launch McDowell Mountain Website

Jane Blacker and Gerry Murdock of Russ Lyon Realty Company have launched their new website devoted to properties in McDowell Mountain Ranch. Jane Blacker who is a long-time resident of the Cimarron Hills subdivision of McDowell Mountain Ranch said, "I'm very proud to be associated with a website that is focused on the real estate needs of residents of McDowell Mountain Ranch and people who would like to become residents"

The new website is running at www.McDowellMountainProperties.com. Here you will find a detailed, up-to-the-minute description of McDowell Mountain Ranch, along with tools that allow you to search for available real estate in MMR or obtain detailed information about recent sales. This is a single purpose website, devoted to McDowell Mountain Ranch. It doesn't give MMR the "scratch-the-surface" treatment that so many other real estate websites do—simply acknowledging it as one of a whole range of communities within the Phoenix metropolitan area. This

website allows the user, to easily explore real estate in detail in the planned community. You will find complete descriptions of each subdivision of MMR along with all those properties that are currently active on the market.

Here are the key features of www.McDowellMountainProperties.com :

Home—Get a quick overview of McDowell Mountain Ranch.

MMR Map—See the 23 subdivisions of McDowell Mountain Ranch and a description of what is in each subdivision. Here you can readily check for available properties in MMR or request information from Jane and Gerry on properties in a particular subdivision. You are not asked to register with lots of personal information. You can examine the listings without providing any information. For a request on a specific subdivision all we need is an e-mail address.

Search The MLS—If you don't find what you're looking for in MMR, or want to compare something in MMR to another Phoenix metro property, this page allows you to easily search the Multiple Listing Service (MLS) properties to get your answer. Input your own search criteria and then see what's available right now.

MMR Property Owners—Curious to see the recent sales activity for

McDowell Mountain Ranch properties? Just click on this page and you'll see details of all recent MMR sales laid out in an easy to use chronological order. This information is updated regularly and draws its accuracy from the Arizona MLS system, the same system used by all Realtors® in the state of Arizona.

Useful Links—Check out other websites offering complimentary real estate information, such as the Russ Lyon Realty Company's website.

About Us—Get the scoop on the MMR Specialists that built and maintain this website, Jane Blacker and Gerry Murdock of Russ Lyon Realty. Jane has more than 20 years experience in real estate—the last five years focused on McDowell Mountain Ranch and the surrounding area. Gerry is an experienced corporate executive with an engineering degree and an MBA. He has been involved in real estate for the past five years in Hawaii and Arizona.

We hope you enjoy using this new website and we invite you to contact us with your thoughts or suggestions on ways to make it even more useful for current and prospective McDowell Mountain Ranch property owners.

Recent Activity in McDowell Mountain Ranch

Active Listings

MLSNUM	Beds	Sq Ft	List Price	\$/Sq. Ft	Subdivision
2356966	2	1338	\$384,900	\$288	Cachet at MMR
2367538	2	1338	\$385,000	\$288	Cachet at MMR
2369758	2	1338	\$399,000	\$298	Cachet at MMR
2374518	3	1357	\$409,900	\$302	The Preserve
2368352	2	1354	\$410,000	\$303	Cachet at MMR II
2372703	3	1504	\$429,900	\$286	The Retreat at 100 Hills
2368647	3	1327	\$440,000	\$332	The Retreat at 100 Hills
2372660	3	1347	\$445,000	\$330	Discovery Trails/AZ Vintage
2371716	2	1656	\$450,000	\$272	Cachet at MMR
2317414	3	1757	\$455,000	\$259	Cachet at MMR
2362026	3	1604	\$455,000	\$284	Discovery Trails/AZ Vintage
2371696	3	1604	\$455,000	\$284	Discovery Trails/AZ Vintage
2363751	2	1656	\$460,000	\$278	Cachet at MMR
2318161	3	1659	\$489,900	\$295	Cachet at MMR
2377066	3	1702	\$495,000	\$291	The Preserve
2365542	3	1702	\$519,000	\$305	The Preserve
2333155	3	2132	\$549,900	\$258	The Preserve
2359244	4	2197	\$550,000	\$250	Discovery Trails/AZ Vintage
2356419	3	1716	\$575,000	\$335	Castle Chase
2324107	4	2132	\$579,000	\$272	The Preserve
2373558	2	1667	\$585,000	\$351	Sunrise Point
2374351	4	2132	\$589,000	\$276	The Preserve
2353841	4	2268	\$594,900	\$262	The Retreat at 100 Hills
2361991	4	2428	\$600,000	\$247	Sunset Point
2361992	4	2197	\$600,000	\$273	The Retreat at 100 Hills
2368207	2	1936	\$610,000	\$315	Castle Chase
2357742	3	2380	\$611,500	\$257	Discovery Trails/AZ Vintage
2353873	4	2400	\$649,900	\$271	Sienna Canyon
2315304	4	2818	\$675,000	\$240	The Overlook
2362120	4	2437	\$699,900	\$287	Eagle Ridge
2364115	4	2392	\$724,900	\$303	The Preserve
2369428	4	2413	\$745,000	\$309	Vermillion Cliffs/Armonico/Camelot
2367039	4	2430	\$750,000	\$309	The Summit/AZ Highlands
2364601	4	2421	\$765,000	\$316	The Overlook
2339513	4	2974	\$769,000	\$259	Eagle Ridge
2340901	4	2651	\$769,900	\$290	Cimarron Hills
2327311	4	2924	\$775,000	\$265	Montecito
2363373	4	2800	\$775,000	\$277	Sunset Point
2370733	4	2647	\$775,000	\$293	The Preserve
2372726	3	2555	\$775,000	\$303	Eagle Ridge
2361775	4	2875	\$785,000	\$273	Sunset Point
2375011	4	2551	\$799,900	\$314	Sienna Canyon
2361192	4	2351	\$815,000	\$347	The Preserve
2351228	3	2651	\$820,000	\$309	The Villas at 100 Hills
2340236	3	2840	\$835,000	\$294	Mirador
2373073	3	2651	\$835,000	\$315	The Villas at 100 Hills
2359674	3	2835	\$875,000	\$309	Vermillion Cliffs/Armonico/Camelot
2365925	3	2852	\$884,900	\$310	Cimarron Hills
2353129	4	2936	\$899,000	\$306	Sienna Canyon
2373848	4	2788	\$899,000	\$322	Cimarron Hills
2362252	4	2900	\$899,900	\$310	Cimarron Ridge
2353606	4	2788	\$899,900	\$323	Cimarron Ridge
2360920	4	3509	\$930,000	\$265	The Preserve
2369361	5	3498	\$939,000	\$268	The Preserve
2369306	5	3603	\$998,000	\$277	Eagle Ridge
2344405	5	3924	\$999,900	\$255	The Preserve
2343580	4	3375	\$1,090,000	\$323	Cimarron Hills
2374073	4	3737	\$1,200,000	\$321	The Terraces at 100 Hills
2371453	4	3603	\$1,200,000	\$333	Trovas
2342061	3	2788	\$1,250,000	\$448	Cimarron Ridge
2344525	3	3744	\$1,299,900	\$347	Cimarron Ridge
2348442	4	3850	\$1,343,000	\$349	Cimarron Ridge
2239018	3	4215	\$1,350,000	\$320	The Retreat at 100 Hills
2284897	5	3808	\$1,350,000	\$355	Sonoran Estates II

Under Contract

MLSNUM	Address	Beds	Sq Ft	List Price	\$/Sq Ft
2313238	16420 N Thompson Peak Pk	2	1344	\$369,900	\$275
2336607	10234 E Saltillo Dr	2	1093	\$380,000	\$348
2365679	10220 E Betony Dr	3	1347	\$400,000	\$297
2356204	15680 N 102nd Wy	3	1548	\$420,000	\$271
2331564	10414 E Star Of The Desert Dr	3	1441	\$425,000	\$295
2350070	15849 N 102nd Pl	3	1347	\$429,900	\$319
2344739	10497 E Raintree Dr	3	1222	\$434,900	\$356
2366052	10835 E Le Marche Dr	3	1489	\$440,000	\$296
2361574	10586 E Morning Star Dr	3	1548	\$449,900	\$291
2373913	10218 E Salt Bush Dr	3	1478	\$450,000	\$304
2331192	10262 E Blanche Dr	4	1837	\$460,000	\$250
2345042	14927 N 103rd Wy	3	1702	\$469,000	\$276
2363247	10610 E Betony Dr	4	1963	\$485,000	\$247
2349551	10456 E Raintree Dr	3	1702	\$499,900	\$294
2362554	10664 E Penstamin Dr	4	1973	\$549,000	\$278
2349546	10830 E Salt Bush Dr	2	1716	\$549,900	\$320
2352451	10830 E Salt Bush Dr	3	1716	\$549,900	\$320
2366931	11469 E Raintree Dr	3	1829	\$575,000	\$314
2332155	14838 N 103rd St	4	2132	\$609,000	\$286
2345093	10338 E Pine Valley Dr	4	2808	\$640,000	\$228
2075880	10567 E Raintree Dr	4	3924	\$649,900	\$166
2363530	11596 E Raintree Dr	3	1886	\$650,000	\$345
2361655	10572 E Acacia Dr	5	2631	\$659,000	\$250
2358779	10320 E Verbena Ln	3	2396	\$659,900	\$275
2329686	10290 E Morning Star Dr	5	2805	\$665,000	\$237
2333286	10503 E Tierra Buena Ln	5	2818	\$669,900	\$238
2319777	10531 E Salt Bush Dr	5	2818	\$679,900	\$241
2328475	14620 N 103rd Wy	4	3064	\$695,000	\$227
2346204	10448 E Conieson Rd	4	2429	\$699,900	\$288
2369368	10431 E Helm Dr	5	2797	\$712,900	\$255
2355801	10875 E Bahia Dr	4	2413	\$750,000	\$311
2314357	14764 N 114th Pl	3	2767	\$765,000	\$276
2349363	10358 E Acacia Dr	4	3402	\$849,900	\$250
2364151	10835 E Butherus Dr	4	2670	\$895,000	\$335
2364778	10669 E Acoma Dr	3	3078	\$915,000	\$297
2365600	14153 N 109th St	5	3801	\$1,000,000	\$263
2322661	16214 N 111th Wy	5	3738	\$1,250,000	\$334
2326588	11360 E Caribbean Ln	3	3850	\$1,298,000	\$337
2340668	11540 E Caribbean Ln	5	4032	\$1,350,000	\$335
2349198	16449 N 109th Wy	4	4102	\$1,350,000	\$329
2344466	13915 N 110th St	4	3658	\$1,385,000	\$379
2350619	16436 N 113th Wy	3	4821	\$1,800,000	\$373

Recent Sales

MLSNUM	Closed	Beds	List	Sale Price	Sq Ft	\$/Sq Ft
2312769	9/6/05	3	\$550,000	\$530,000	1941	\$273
2328375	9/1/05	4	\$699,000	\$680,000	2808	\$242
2344735	9/1/05	3	\$730,000	\$730,000	2310	\$316
2280104	8/31/05	5	\$535,000	\$535,000	2364	\$226
2320945	8/31/05	4	\$1,150,000	\$1,075,000	4102	\$262
2328617	8/31/05	4	\$599,900	\$600,000	2159	\$278
2334415	8/31/05	4	\$699,000	\$705,000	2770	\$255
2345104	8/31/05	3	\$483,900	\$480,000	1702	\$282
2312924	8/29/05	4	\$565,000	\$565,000	2114	\$267
2342814	8/29/05	3	\$455,000	\$452,000	1504	\$301
2345183	8/29/05	4	\$465,000	\$465,000	1837	\$253
2328838	8/26/05	3	\$445,000	\$450,000	1504	\$299

For up-to-the-minute information on active listings in McDowell or anywhere in Arizona and for more details about recent sales in MMR visit our website at:

www.McDowellMountainProperties.com

Viewed listings, may or may not be listed by the Broker or Agent that permitted you access to this information.

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Featured Subdivision

Castle Chase

By Jane Blacker

Castle Chase gated community consists of 172 lots, and all the homes are single family detached and single story. The homes were constructed between 1997 and 1999, and the homes are masonry block with integra wall construction. They have a built-in, in-wall pest control system. The builder is Centex Homes. Castle Chase is managed by a volunteer group of homeowners within the community who are elected to serve on the Board of Directors. This Board is assisted in their administration by City Property Management. The Homeowners Director for social events twice a year organizes two events per year for the homeowners in the subdivision – one event in the Fall and one in the Spring, and these are catered and held in the community facilities. Also Castle Chase has a website — www.castlechase.org — and a quarterly newsletter. The Community facilities are an open ramada area with a full kitchen, fitness center, heated community lap pool and spa.

Gerry and I listed 10830 E Salt Bush in Castle Chase late last month. It is 2 BR plus a den with a pool on a corner lot. At \$549,900 for 1797 square feet it was listed for about \$310 per square foot. It sold in less than two weeks and will close early next month.

MMR Prices Continue to Climb Despite Inventory Increase

A detailed analysis of sales in McDowell Mountain Ranch over the past year reveals a continuing surge in prices on a \$ per square foot basis as well as a continued strong pace of sales. On a trend line basis, prices have risen almost 40% per year. Sales for the summer months of June, July and August for 2005 were just about even with the pace in the same three months last year (101 vs 99). See chart below.

It appears, however, that rising prices have coaxed more owners to list their properties for sale. Inventory at the present time is about two months of current sales. A few months ago that number had fallen below one month.

Another fact that emerges from examining the chart below is that not all properties are equal. A couple of properties sold near the \$400 per square foot mark while a few went below \$175 per square foot. Differences in amenities, views, location and finishes influence where a given property falls in this range.

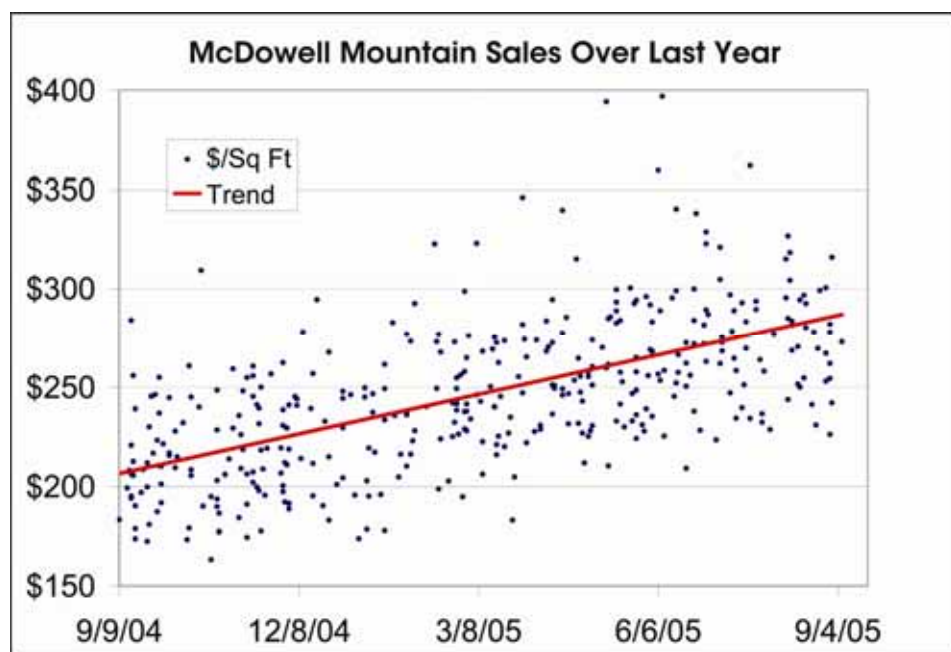
An informed professional opinion is important in setting the listing price.

In this more complex market accurate listing pricing becomes even more important. Properties that are overpriced in the beginning may sit on the market while others are selling.

Marketing strategy also influences how quickly a property will sell. Since more than 80% of today's buyers begin their search on the internet it is important that the internet be addressed in the marketing plan.

Because three-fourth of all transactions happen because of interaction between realtors it is essential that the marketing plan has a key component aimed at other realtors.

An expert opinion on the market value of your home is available from Jane and Gerry with no obligation. Their professional marketing services can be put in place if you decide to list your home for sale.





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