

Real Estate Overview

by Evan Katz

To quote Chicken Little, "The sky is falling!" "The sky is falling!" Although the sky is not falling, this is the first quarter since the economic decline began that, in almost every geographic market we analyzed, there has been a decline in both market price and the number of properties sold as compared to last year. In addition, in Paradise Valley, of the 32 properties sold, 8 or 25% were lender owned, with decreases in the sale price/SF in some categories as steep as 24%. And, in Scottsdale of the 83 sold, 37 or 44.5% were lender owned, with decreases as steep as 27%. Please note that due to the manner and clarity in which agents identify their properties on the MLS, the statistics quoted might not be 100% accurate but they clearly identify the current state of the Scottsdale and Paradise Valley real estate market. On a more positive note in Paradise Valley, we sold 25% more properties

than we did last year, however, there are currently 586 properties listed, which is 34% higher than last year at this time. In Scottsdale, however, there were 51% fewer homes sold but there are 22% less homes on the market . . . that's a good thing.

Since we are in uncharted territory, and none of us know where this is going (where and when the turnaround will come), it seems that Scottsdale is closer to hitting bottom than Paradise Valley. To say the least, it has been and will continue to be a bumpy ride.

Our suggestion . . . with interest rates as low as ever and prices at or close to the bottom, I would consider making a purchase now, especially if you are buying up or considering purchasing for an investment. With respect to selling, if you can, sit tight and stay where you are for a few years.

As always, the figures in the two charts are not necessarily indicative of the specific price of your home but rather highlight overall trends. It is our feeling that an informed consumer is our best customer and we look forward to increasing your knowledge and enriching your future. Please contact us at 602.920.9899 or email us at ekatz@azkatzgroup.com to set an appointment. You will be glad you did!



Residential Real Estate Sales: A comparison of the first quarters of 2008 and 2009

GENERAL STATS:		YEAR BUILT	Q1 2008		Q1 2009			# Currently Listed
			# Sold	AVSP/SF	# Sold	AVSP/SF	% Change	
Paradise Valley	\$5,000,000+	2000+	1	\$882	0	N/A	N/A	54
	\$5,000,000+	2000-	0	N/A	0	N/A	N/A	17
	\$3,000,000-\$5,000,000	2000+	9	\$526	4	\$445	-15.4%	87
	\$3,000,000-\$5,000,000	2000-	2	\$592	1	\$472	-20.3%	36
	\$2,000,000-\$3,000,000	2000+	0	N/A	2	\$333	N/A	68
	\$2,000,000-\$3,000,000	2000-	6	\$498	5	\$432	-13.3%	87
	\$1,000,000-\$2,000,000	2000+	1	\$400	1	\$228	-43%	18
	\$1,000,000-\$2,000,000	2000-	1	\$406	12	\$312	-23.2%	176
	\$700,000-\$1,000,000	2000+	0	N/A	0	N/A	N/A	1
\$700,000-\$1,000,000	2000-	4	\$287	7	\$217	-24.4%	42	
Scottsdale	\$2,500,000+	2000+	4	\$464	1	\$375	-19.2%	25
	\$2,500,000+	2000-	0	N/A	1	\$380	N/A	12
	\$1,200,000-\$2,500,000	2000+	7	\$320	4	\$270	-15.6%	86
	\$1,200,000-\$2,500,000	2000-	7	\$352	7	\$352	N/A	97
	\$800,000-\$1,200,000	2000+	10	\$267	6	\$194	-27.4%	31
	\$800,000-\$1,200,000	2000-	26	\$270	12	\$228	-15.5%	159
	\$600,000-\$800,000	2000+	6	\$227	5	\$189	-16.7%	21
	\$600,000-\$800,000	2000-	43	\$249	15	\$217	-13%	168
	\$400,000-\$600,000	2000+	2	\$201	5	\$180	-10.4%	28
\$400,000-\$600,000	2000-	65	\$219	20	\$173	-21%	207	

Scottsdale includes properties located south of Bell Road and north of Indian Bend

Read more inside...

Where this artist goes, danger often follows



by Ted Krismann

For more than twenty years, English artist Tony Foster has been visiting and painting in the world's

most contrasting and emotionally powerful environments – the depths of the Grand Canyon and the heights of Mount Everest. His travels have taken him to remote locations to paint on both the North and South Rims of the Canyon, and he is believed to be the only artist to ever create paintings of Everest from both the Nepal and Tibet sides of the mountain, which includes the North Face where hikers generally approach and the even more remote East Face.

Working in the delicate and unforgiving medium of watercolor, Foster blends the 19th century traditions of the British explorer/artists who made detailed notebook sketches of their travels with a contemporary artist's interest in working in a large-scale format, with his largest watercolor paintings measuring six-feet wide. Appreciation for the difficulty of working on such scale, however, comes second to the beauty of the paintings themselves.

This exhibition is the culmination of these travels, bringing together approximately 25 recent studies and monumental watercolor paintings created at these breathtaking sites. Make your way to Phoenix Art Museum's Orme Lewis Gallery from July 11-October 18, 2009.

Superheroes! by Jamye Katz

Grab your cape, jump into the Batmobile and head on over to Symphony Hall—it's the music of Superheroes! From Spiderman and Batman to Superman, all your favorite heroes' theme songs will play at this musical tribute to our crime-fighting caped crusaders.

Pre-concert activities begin at 1:30PM. How about Batman? Or Wonder Woman? Dress your child as their favorite superhero and participate in the first-ever Superhero Costume Contest. Winners will be invited to show off their super powers and super costumes.



The Superheroes concert will take place at 2:30PM on Saturday, June 6, 2009 at Symphony Hall. To reserve tickets, call 602.495.1999 or visit www.phoenixsymphony.org.

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Residential Real Estate Sales (continued from page 1)

A comparison of the first quarters of 2008 and 2009

		YEAR BUILT	Q1 2008		Q1 2009			# Currently Listed
			# Sold	AVSP/SF	# Sold	AVSP/SF	% Change	
Scottsdale								
<i>Ranch Areas</i>	\$500,000+	2000+	1	\$509	0	N/A	N/A	7
	\$500,000+	2000-	34	\$277	17	\$256	-7.5%	190
<i>Cactus Corridor</i>	\$500,000+	2000+	26	\$291	18	\$218	-25%	132
	\$500,000+	2000-	69	\$248	29	\$214	-14%	191
Urban Living								
<i>Scottsdale</i>	\$200,000-\$500,000	2000+	11	\$289	22	\$248	-14.2%	104
	\$500,000+	2000+	11	\$498	4	\$339	-32%	100
<i>Phoenix</i>	\$200,000-\$500,000	2000+	9	\$227	9	\$232	2.2%	86
	\$500,000+	2000+	9	\$531	6	\$365	-31.3%	79
Pinnacle Peak								
	\$2,000,000+	2000+	13	\$564	8	\$491	-13%	169
	\$2,000,000+	2000-	0	N/A	0	N/A	N/A	39
	\$1,000,000-\$2,000,000	2000+	21	\$348	18	\$281	-19.3%	146
	\$1,000,000-\$2,000,000	2000-	8	\$315	5	\$270	-14.3%	98
	\$600,000-\$1,000,000	2000+	24	\$249	22	\$231	-8%	108
	\$600,000-\$1,000,000	2000-	31	\$257	17	\$221	-14%	151
Arcadia								
	\$1,000,000+		3	\$400	4	\$380	-5%	46
	\$500,000-\$1,000,000		1	\$395	2	\$197	-50.1%	17
Guard Gated Communities								
<i>Paradise Valley</i>	\$1,000,000+		4	\$465	1	\$345	-25.8%	75
<i>Scottsdale</i>	\$600,000+		19	\$305	13	\$273	-10.5%	138
<i>Pinnacle Peak</i>	\$600,000+		33	\$377	25	\$309	-18%	335
Golf Course Properties								
<i>Paradise Valley</i>	\$1,000,000+		0	N/A	1	\$306	N/A	36
<i>Scottsdale</i>	\$600,000+		6	\$307	4	\$321	4.5%	66
<i>Pinnacle Peak</i>	\$600,000+		13	\$357	9	\$310	-13.2%	89
Waterfront Properties								
<i>Scottsdale</i>	\$500,000+	2000+	0	N/A	0	N/A	N/A	4
	\$500,000+	2000-	1	\$316	4	\$288	-8.8%	35
View Properties								
<i>Paradise Valley</i>	\$1,000,000+		29	\$478	21	\$363	-24%	428
<i>Scottsdale</i>	\$1,000,000+		18	\$332	11	\$303	-8.7%	197
<i>Pinnacle Peak</i>	\$1,000,000+		34	\$385	30	\$335	-13%	411
New Construction								
<i>Paradise Valley</i>	\$1,000,000+		4	\$551	2	\$363	-34.1%	74
<i>Scottsdale</i>	\$1,000,000+		5	\$281	1	\$233	-17%	17
<i>Pinnacle Peak</i>	\$1,000,000+		3	\$528	6	\$242	-54.2%	73
<i>Phoenix</i>	\$1,000,000+		1	\$412	0	N/A	N/A	4
<i>Arcadia</i>	\$1,000,000+		1	\$395	0	N/A	N/A	0

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For a free consultation, contact
Evan Katz @ 602.920.9899
Jamyne Katz @ 480.540.4679
Ted Krismann @ 480.773.2344

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How about a moonlight hike?

by Ted Krismann

Red Rock State Park's very popular Moonlight Hike includes a naturalist-led interpretive hike on the park's beautiful trails. Enjoy the sunset and moonrise from an overlook and return by the light of the moon.

The hike lasts for approximately 2 to 2-2½ hours, has an elevation climb of 200-250 feet and covers two miles. You need to dress comfortably, wear appropriate hiking shoes, and bring water, a flashlight and insect spray.

Red Rock State Park is located at 4050 Red Rock Loop Road in Sedona. The park, which operates both as a 286-acre nature reserve and an environmental education center, offers beautiful scenery with trails throughout winding through manzanita and juniper to reach the rich banks of Oak Creek. Green meadows are framed by native vegetation and hills of red rock.

This hike is held only one night each month from April through October and requires reservations. Please contact the park at 928.282.6907 for reservations, start times and more information,

Chihuly: The Nature of Glass Photo Contest



by Jamye Katz

I hope you have had the chance to see the Chihuly exhibit at the Desert Botanical Garden. If not, it runs through May 31, 2009.

Now, here is another good reason to go see this stunning exhibit. *Arizona Highways* is sponsoring a photo contest and all you have to do is log on to their website and submit a maximum of three photographs no later than June 1, 2009.

The submitted photographs will be judged and a winner selected by *Arizona Highways* Director of Photography, Peter Ensenberger, *Arizona Highways* Photography Editor, Jeff Kida and world-renowned glass artist, Dale Chihuly.

Here's the best part: The winner will receive an Arizona-based photo workshop from Friends of *Arizona Highways*. This workshop will take the winner to Monument Valley and Canyon de Chelly.

• Monument Valley

Ancient windswept mesas have eroded here into the narrow buttes and distinctive "monuments" that give this region its name. While here, the winner will have a chance to photograph sinuous sand dunes and massive monoliths while on two private tours, learning how to create powerful compositions from the undulating, unusual shapes. This workshop includes a visit to the home of a talented weaver as well as a sheep drive near Ear of the Wind.

• Canyon de Chelly

Within the canyon, it will be the fabulous cliff dwellings and petroglyphs that will astound the winner with stops in First Ruin, Antelope House, Standing Cow Ruin and more on a day-long tour. After a scenic farewell from the rim of the canyon, the workshop may continue on to Ganado for a stop at Juan Lorenzo Hubbell's active training post.

Just visit www.arizonahighways.com no later than June 1, 2009 and upload your photos. Good luck from all of us at The Katz Group!

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Stress Basics *by Evan Katz*



Do you know anyone who isn't stressed out these days? The pace of our lives makes stress management a necessary skill for all of us. Learning to identify your problems and implement solutions is the key to

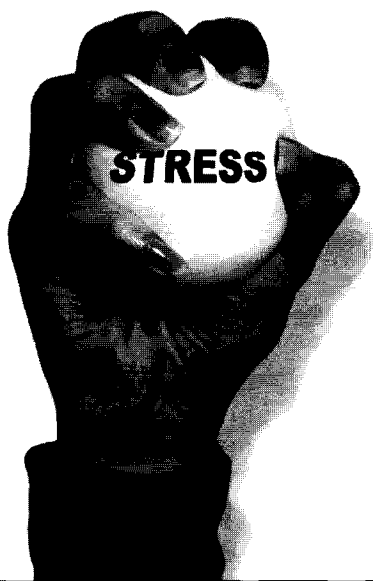
successful stress relief. The first step in stress relief is identifying your stress triggers. Some causes of stress are obvious — job loss, a divorce, the death of a loved one. But small, daily hassles and demands also contribute to your stress level.

Once you've identified a stressful situation, you can start thinking about strategies to make it less problematic. Sometimes, the solution may be as easy as turning off the TV when the evening news is too depressing. When you can't avoid a stressful situation, try brainstorming ways to reduce the irritation factor. And don't feel like you have to figure it out all on your own. Seek help and support from family and friends. You may want to ask them what stress-relief techniques have worked well for them.

Stress won't disappear from your life. And stress management isn't an overnight cure. But with practice, you'll learn how to reduce your stress level and increase your ability to cope with life's challenges.

There are several main types of relaxation techniques, including:

- **Autogenic relaxation.** Autogenic means something that comes from within you. In this technique, you use both visual imagery and body awareness to reduce stress. You repeat words or



With practice, you can learn how to reduce your stress level and increase your ability to cope with life's challenges.

suggestions in your mind to help you relax and reduce muscle tension. You may imagine a peaceful place and then focus on controlled, relaxing breathing, slowing your heart rate, or different physical sensations, such as relaxing each arm or leg one by one.

- **Progressive muscle relaxation.** In this technique, you focus on slowly tensing and then relaxing each muscle group. This helps you focus on the difference between muscle tension and relaxation, and you become more aware of physical sensations. You may choose to start by tensing and relaxing the muscles in your toes and progressively

working your way up to your neck and head. Tense your muscles for at least five seconds and then relax for 30 seconds, and repeat.

- **Visualization.** In this technique, you form mental images to take a visual journey to a peaceful, calming place or situation. Try to use as many senses as you can, including smells, sights, sounds and textures. If you imagine relaxing at the ocean, for instance, think about the warmth of the sun, the sound of crashing waves, the feel of the grains of sand and the smell of salt water. You may want to close your eyes, sit in a quiet spot and loosen any tight clothing.

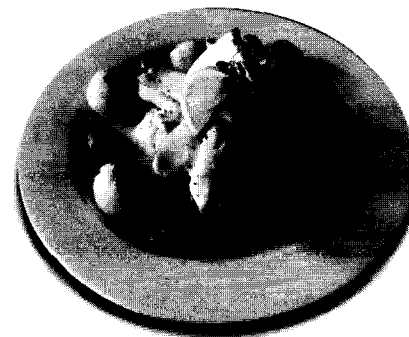
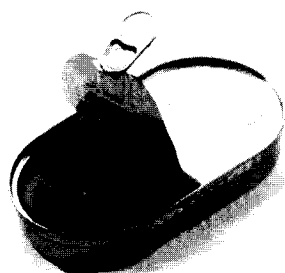
Other relaxation techniques include those you may be more familiar with, such as:

- Yoga
- Tai chi
- Music
- Exercise
- Meditation
- Hypnosis
- Massage

Remember that relaxation techniques are skills. And, as with any skill, your ability to relax improves with practice. Be patient with yourself. Stay motivated to reduce the negative impact of stress on your body and to experience a greater sense of calm in your life.

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A culinary vacation in the heart of France

by Ted Krismann

Experience an unforgettable week of culinary and cultural experiences, centered around an 18th century country home set on 40 acres of park and woodland in Périgord Noir, in southwest France.

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- **The Guest Chef Program:** features leading American and Australian cooking teachers and cookbook writers offering three or four "hands-on" cooking classes, visits to farmers' markets and artisans producing regional specialties, and meals at notable local restaurants.
- **La Vie en Périgord:** week-long programs created around culinary and cultural activities and visits, demonstrations from local chefs and artisans, and liberal sampling of local restaurants and wines.

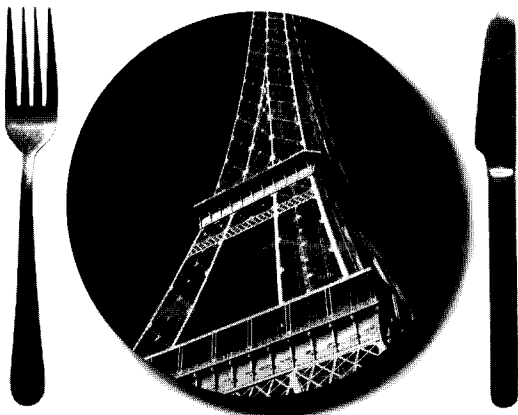
These eight-day programs include all meals and wines, in restaurants and at La Combe, allowing you to enjoy the best this culinary paradise has to offer.

And, if you plan your vacation in late August or early September, you'll have the opportunity to enjoy a class instructed by our very own Barbara Fenzl. A Certified Culinary Professional (CCP) who studied at Cordon Bleu in London and at Ecole Lenôtre in Paris, Barbara is a widely recognized talent in the culinary world.

Barbara's first love is teaching, and her renowned cooking school, Les Gourmettes, which she established here in 1983, serves over 1,200 students a year, and has hosted guest chefs such as Jacques Pépin, Giuliano Bugialli, Paula Wolfert and Anne Willan.

Barbara, a frequent contributor to *Bon Appétit* magazine, and former food editor of *Southwest Passages* and *Phoenix Home and Garden* magazines, is also the author of *Southwest the Beautiful Cookbook* (1994), and *Savor the Southwest* (1999), the companion book to her PBS television series, and *Seasonal Southwest Cooking* (2005).

For more information about La Combe, visit www.lacombe-perigord.com or call Les Gourmettes at 602.240.6767.



Mighty Mud Mania

by Jamye Katz

"Mighty Mud Mania" began in 1976 as the "Shout It Out Decathlon," a promotional gimmick for Johnson's Wax "Shout" Spray pre-wash. The activity was held in Chaparral Park in Scottsdale and the Johnson's Wax Company provided 300 white t-shirts for the participants. Johnson's dropped the program because our Arizona mud was too tough for the pre-wash. However, the City of Scottsdale felt the activity was so successful, that our Parks and Recreation Division incorporated the event into the summer recreation program. Re-named "Mighty Mud Mania," the activity has been held since then as the culminating activity of all the Scottsdale Parks and Recreation summer programs.

I know Evan gave you some great ideas to reduce your stress level in his article on page 5, but I think "Mighty Mud Mania" should be added to the list. Bring the kids, a non-perishable food item to benefit the Vista del Camino Food Bank and make your way to Chaparral Park, 5401 N. Hayden Road on Friday July 17, 2009. Registration begins at 8AM and the event runs until 2PM. For more information, call 480.312.2771 or visit www.scottsdaleaz.gov.

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