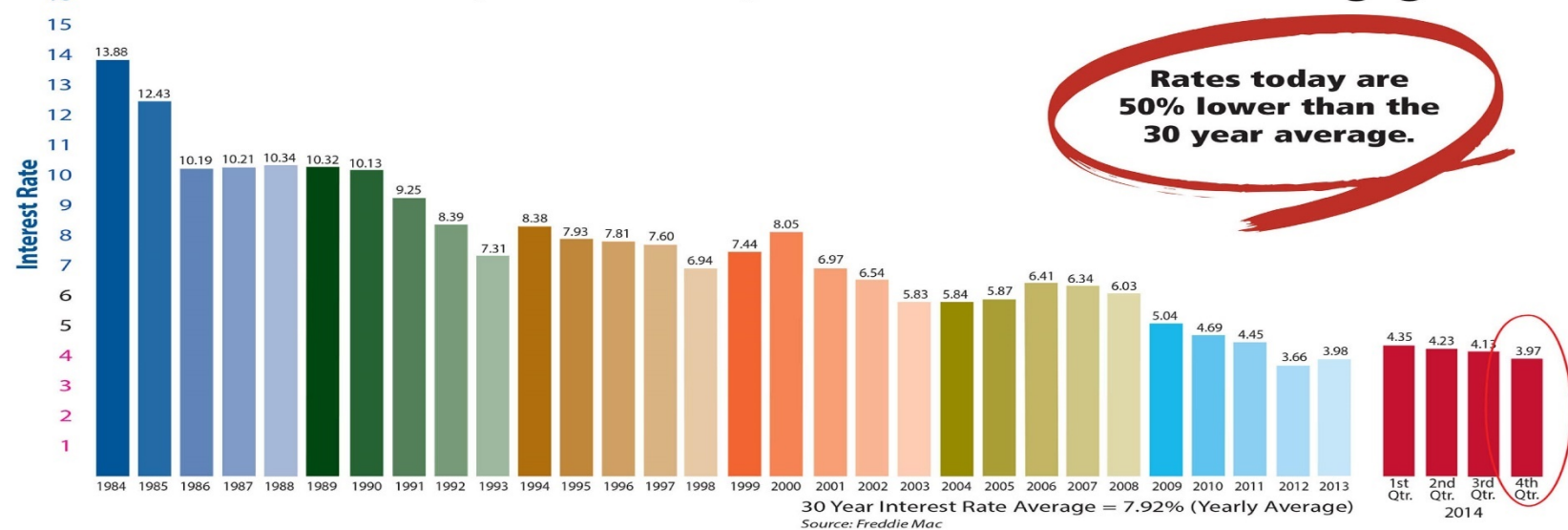


Historical Rates (Freddie Mac) on 30-Year Fixed-Rate Mortgages



Scottsdale Area Economic Trends

November, 2016

Now you have a trusted advisor!
It's my goal to empower you with information on our housing market and trends for the year. Facts and statistics help you make well-educated decisions regarding real estate and other financial moves. I invite you to turn to me as your trusted advisor in real estate. As a member of the Premier Marketing Group and an agent at Realty Executives for nearly thirty years, I have the experience and the expertise to guide you through your real estate transactions with ease. Working with an agent that is organized, meticulous with details and a true professional is more important than ever. Plus, I truly care about you, my client, and put your best interests and needs ahead of anything else. Please call me today!

Making Buyers & Sellers Happy Since 1987!



Volunteering is my Passion!

Terri graduated from the University of Arizona with a Bachelor of Science Degree in Mechanical Engineering and worked for the local electric company. She joined Realty Executives in 1987, where she is a member of the Premier Marketing Group (Co-Chair & Membership Chair), 100% Club, International Corporate Relocation Team and Realty Executives Chair of the Scottsdale Sales Meeting Group. Terri has remained at the same North Scottsdale Office to this day and served as North Scottsdale Office Representative for many terms. She recently earned the designation of **Certified Luxury Home Marketing Specialist – Million Dollar Guild** from the Institute for Luxury Home Marketing. She is acting President of Scottsdale Professional Networking Group. Terri is heavily involved in volunteer work, being active in her Ancala HOA Hospitality Committee where she chairs many events, and leadership roles in the Scottsdale Community Garden Club, among many others.



Help me "Ring In" the Holidays and drop a Donation in my Salvation Army Bucket outside Hobby Lobby at Indian Bend and Loop 101 in Scottsdale on **Wednesday, December 14th from 11 am to 1 pm.**

If your home is currently listed, this is not a solicitation for that listing.

Bountiful
Thanksgiving
Joyous
Holiday Season
Prosperous
New Year

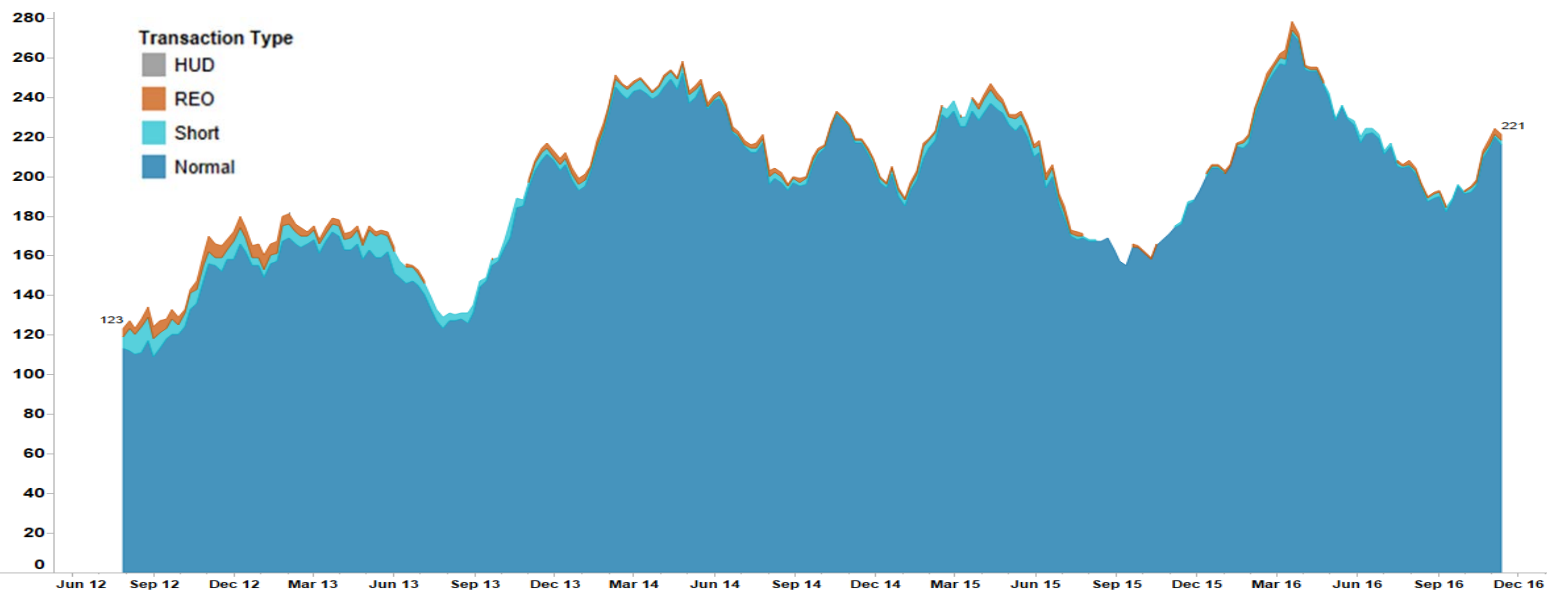


Celebrating nearly 30 Years with Realty Executives!

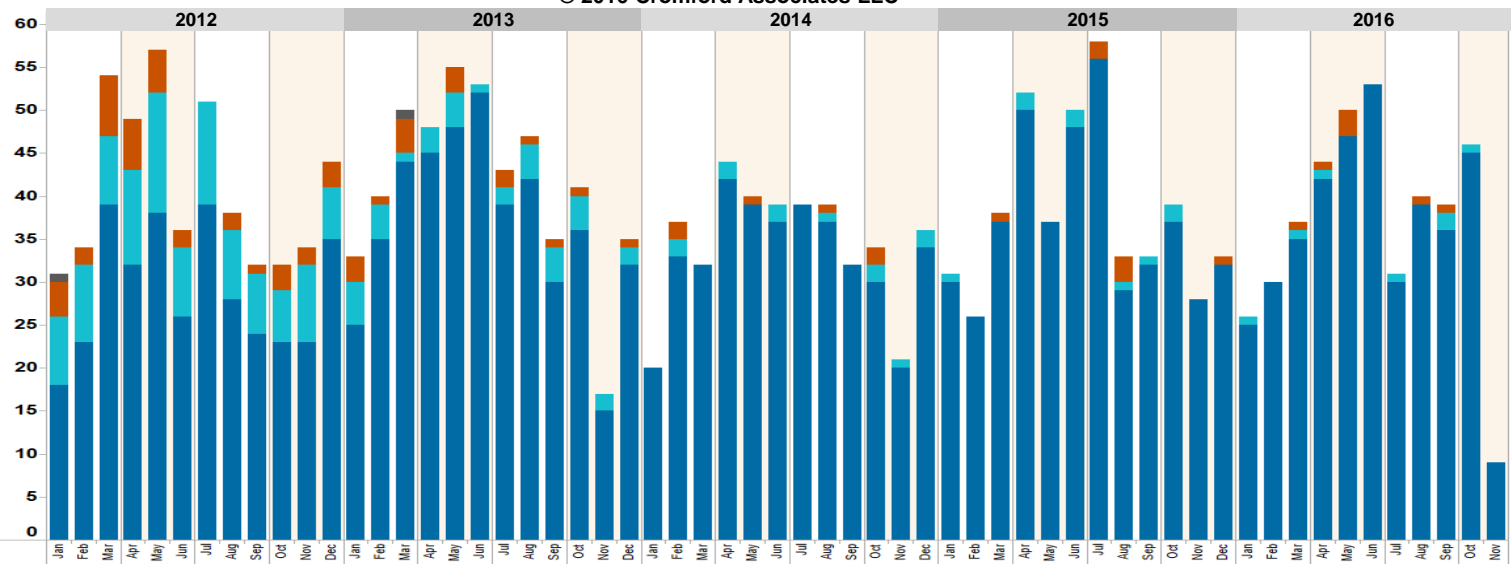
REALTY EXECUTIVES
Premier Marketing Group
experience the power of the network

TERRI LOU, CLHMS, CRS, GRI
10607 N. Hayden Road #100 • Scottsdale, AZ 85260
480-620-9001 • TerriLou@Realtor.com

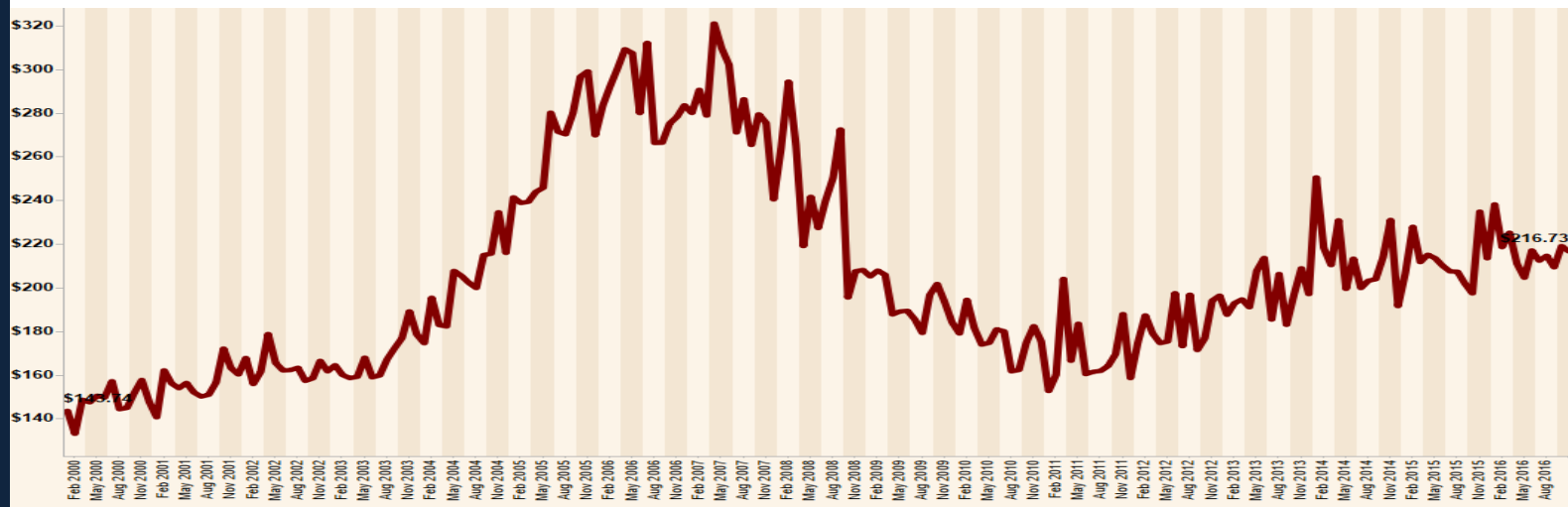
Active Listings – Single Family Only
Scottsdale Zip 85259 – ARMLS Residential – Measured Monthly
 © 2016 Cromford Associates LLC



Sales per Month – Single Family Only
Scottsdale Zip 85259 – ARMLS Residential – Measured Monthly
 © 2016 Cromford Associates LLC



Average Sales Price per Square Foot – Single Family Only
Scottsdale Zip 85259 – ARMLS Residential – Measured Monthly
 © 2016 Cromford Associates LLC



Cover Photo: McDowell Mountains in Ancala Country Club– Doug Peters



GATED MERIDIAN ON McCORMICK RANCH
3 Bedrooms / 2 Baths / 1813 Sq. Ft. / 2 Car Garage

Fabulous Opportunity, Popular Floorplan, Master Split. Great Room with Soaring High Ceilings, Wood Burning Fireplace, Tall Patio Doors and Windows, Natural Lighting. Formal Dining, Open Kitchen, Appliances Stay. Very Private, Low Maintenance Backyard. HOA - Heated Community Pool, Private Streets, and Front Yard Maintenance. Close to Shopping, Restaurants, Golfing, Walking/Jogging/Biking Paths, Greenbelts, Downtown, Scottsdale Fashion Square, Theaters, Library, Etc. A Perfect Winter Retreat – Lock & Leave.

MLS# 5522037 Offered \$475,000

SONORAN ESTATES @ McDOWELL MOUNTAIN RANCH
4 Bedrooms + Den / 3.5 Baths / 3658 Sq. Ft. / 3 Car Garage

About ¼ Acre Premium Lot on Cul-De-Sac Street Surrounded on 3 Sides by Natural Desert Common Areas & Spectacular Mountain Views. Spacious Home, Master & Den Split, Travertine Floors, Cantera Stone. Gourmet Kitchen, Double Islands, Granite, Dacor 6-Burner Gas Range, Double Ovens, 68" Sub-Zero Refrigerator, 150 Bottle Wine Cooler. Huge Backyard, Play Pool, Built-In BBQ, Large Grassy Areas, Raised Firepit. McDowell Mountain Ranch Amenities.

MLS# 5405751 SOLD \$1,023,000



PHOENIX – DESERT RIDGE
4 Bedrooms / 2 Baths / 2528 Sq. Ft. / 3 Car Garage

Excellent Home, Excellent Location. Fabulous Backyard Includes Pebble-Tec Pool, Tanning Shelf, Water Features, Travertine Decking & Artificial Turf. Tile Floors(Wood-Like) 8" x 24" Laid Diagonally. Licensed Contractor converted Two 10'x 10' Bedrooms to Multi-Purpose Room. Chef's Dream Kitchen, Stainless Steel Appliances, Granite Countertops, Stacked Travertine Backsplash, Island, Gas Stove & Huge Walk-In Pantry. Gorgeous 4.5" Plantation Shutters throughout Home. Quiet Corner Lot, North/South Exposure.

MLS# 5471933 SOLD \$515,000

SCOTTSDALE – PALOMA PASEO
4 Bedrooms + Den / 2.5 Baths / 2677 Sq. Ft. / 3 Car Garage

Corner N/S Large Lot, West & South Sides to Desert Common Areas. Private Dead End Street. Mature Front Desert Landscaping. Backyard Unfinished, Room for Pool, View Fencing, Large Covered Patio, Mountain Views all around. Master Split, Inviting Great Room Living, Cozy Gas Fireplace, Flexible Den/Living Room, Big Kitchen with Island & Walk-In Pantry. Travertine, Newer Carpet. Gas Services, Ceiling Fans, Security System. Lovely Home and Winter Retreat.

MLS# 5360302 SOLD \$495,000

