

January 2006

## Keeping Track of Recent Transactions

There are many real estate web sites that promise information to help you determine the value of your property. Usually they require you to register or fill out a form with information about your property with a promise of information somewhere down the line.

At [www.BellaseraProperties.com](http://www.BellaseraProperties.com) there are two no-hassle ways for you to keep up with the recent transactions in Legend Trail. On the web site just click on "For Property Owners" in the menu on the left. That will take you to the Bellasera Properties page where you will find two links. The first will take you to Recent Bellasera Property Sales. Here you can look at the latest transaction in Bellasera and get fresh information about what's happening in the market.

If you want personal attention just click on the link for the Market Analysis of Your Property. Then you can provide us information about the house and we will send you an analysis of the price. We answer our e-mail promptly.

The recent sales are updated at least once a week if there is new activity or more frequently if the activity is brisk.

## 2005 Another Good Year for Bellasera

A complete analysis of all real estate transactions in Bellasera for the complete year 2005 shows continued rise in prices and strong sales activity. The chart below plots all 31 of the sales in Bellasera in 2005 reported by the Arizona Multiple Listing System. A trend line through the data points shows an increase (on a \$/sq. ft. basis) of about 34% for the year. The average sale price was just under \$750,000 and the average time on the market was just over 30 days. The average price for the year was \$271/ sq. ft.

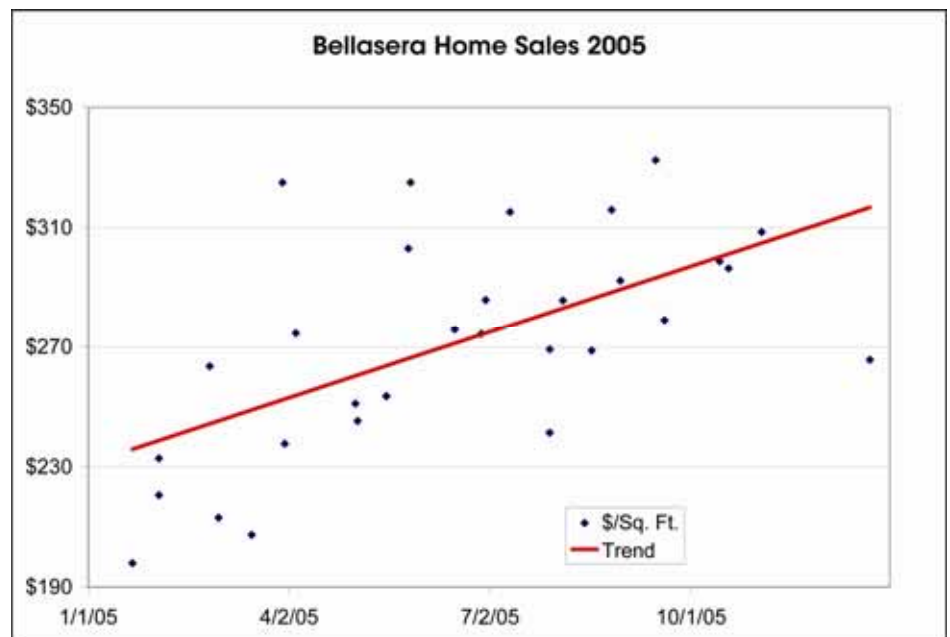
On the back of this newsletter is a chart of days on the market vs final selling price discount from

original asking price. The analysis is a bit complicated but the orange line indicates that the more a house is overpriced in the beginning the longer it stays on the market

Prices in all of Bellasera ranged from \$400,000 to \$1,136,500.

The pace of sales has slowed from the hectic pace of last spring. There are currently 10 active listings in Legend Trail, almost 4 months supply. This means that sellers need accurate pricing information and aggressive marketing to sell.

For a no-obligation opinion of value or a discussion about marketing your home call Stacey or Gerry.



## Sold Year 2005

## Active Listings

MLSNUM	Closed Date	Orig. Price	List Price	Sale Price	Beds	Baths	Sq. Ft.	\$/Sq. Ft.	Address
2195643	1/21/05	\$839,000	\$824,900	\$820,000	3	3.5	4143	\$198	7712 E Moura Dr
2242853	2/2/05	\$435,000	\$435,000	\$430,000	2	2	1847	\$233	7816 E Convia Dr
2246002	2/2/05	\$635,000	\$635,000	\$660,000	4	2.5	2992	\$221	7535 E Visao Dr
2249302	3/1/05	\$637,500	\$637,500	\$637,500	3	2.5	2992	\$213	7295 E Visao Dr
2255202	2/25/05	\$410,000	\$410,000	\$400,000	2	2	1518	\$264	30883 N 74th Wy
2255299	3/30/05	\$1,049,000	\$1,049,000	\$978,500	3	3.5	3005	\$325	7906 E Balao Dr
2258403	3/18/05	\$879,000	\$879,000	\$859,000	4	3.5	4143	\$207	7721 E Pontebella Dr
2257091	3/31/05	\$725,000	\$725,000	\$725,000	4	3.5	3050	\$238	7410 E Brisa Dr
2274912	4/5/05	\$750,000	\$750,000	\$755,000	3	3.5	2750	\$275	7882 E Visao Dr
2283576	5/2/05	\$859,000	\$859,000	\$850,000	3	2.5	3386	\$251	7732 E Pontebella Dr
2285533	5/3/05	\$445,000	\$445,000	\$453,000	2	1.75	1847	\$245	7559 E Convia Dr
2286165	5/18/05	\$425,000	\$425,000	\$440,000	3	3	1735	\$254	7560 E Convia Dr
2289987	5/18/05	\$534,900	\$534,900	\$534,900	3	3	2110	\$254	7076 E Balao Dr
2297922	5/27/05	\$729,900	\$729,900	\$780,000	3	2.5	2400	\$325	31233 N 77th Wy
2301550	5/28/05	\$582,500	\$582,500	\$590,000	3	3	1947	\$303	7839 E Convia Dr
2305750	6/16/05	\$599,900	\$599,900	\$582,000	3	3	2110	\$276	7709 E Balao Dr
2307332	8/17/05	\$803,500	\$799,000	\$785,000	3	3.5	2921	\$269	7742 E Passaro Dr
2307933	6/28/05	\$1,195,000	\$1,195,000	\$1,136,500	3	3.5	4143	\$274	30793 N 77TH Wy
2310064	6/30/05	\$840,000	\$845,000	\$845,000	4	3.5	2956	\$286	7315 E Brisa Dr
2313904	7/29/05	\$899,000	\$899,000	\$899,000	4	3.5	3340	\$269	7812 E Pontebella Dr
2318554	8/4/05	\$535,000	\$535,000	\$527,650	2	2	1847	\$286	7559 E Convia Dr
2318917	7/11/05	\$865,000	\$865,000	\$865,000	3	3	2110	\$315	7749 E Balao Dr
2319718	8/30/05	\$745,000	\$729,900	\$722,000	3	3	2470	\$292	7224 E Visao Dr
2324976	8/19/05	\$974,000	\$974,000	\$945,000	3	2.5	3386	\$279	7500 E Pontebella Dr
2330504	7/29/05	\$1,030,000	\$1,030,000	\$1,000,000	4	3.5	4143	\$241	30782 N 77th Wy
2341777	9/15/05	\$615,000	\$615,000	\$615,000	3	3	1850	\$332	7748 E Balao Dr
2343150	11/2/05	\$1,120,000	\$1,099,000	\$1,040,000	4	3.5	3371	\$309	30933 N 77TH Wy
2344834	8/26/05	\$899,900	\$899,900	\$880,000	3	2.5	2786	\$316	7694 E Passaro Dr
2363619	10/18/05	\$995,000	\$995,000	\$990,000	3	3.5	3340	\$296	7644 E Pontebella Dr
2373019	10/14/05	\$499,900	\$499,900	\$510,000	2	2	1707	\$299	7890 E Perola Dr
2419831	12/21/05	\$989,000	\$989,000	\$980,000	4	3.5	3689	\$266	7744 E Moura Dr

MLSNUM	Address	Beds	Sq. Ft.	Price	\$/Sq. Ft.
2421331	30882 N 74th Wy	2	1847	\$589,000	\$319
2418316	7740 E Balao Dr	2	1847	\$635,000	\$344
2422170	30898 N 74th Wy	3	1864	\$679,000	\$364
2430661	31086 N 72nd PL	3	2307	\$689,000	\$299
2321677	7654 E Visao Dr	3	2990	\$799,000	\$267
2392215	7583 E Visao Dr	3	2992	\$829,000	\$277
2442001	7474 E Visao Dr	4	2960	\$949,000	\$321
2419499	7692 E Pontebella	4	4143	\$1,175,000	\$284
2372394	7882 E Balao Dr	4	4143	\$1,300,000	\$314
2431880	7788 E Balao Dr	4	4143	\$1,300,000	\$314

Listings, may or may not be listed by the Broker or Agent that published this data.

Information Deemed Reliable But Not Guaranteed  
Copyright 2005 Arizona Regional Multiple Listing Service, Inc.  
All rights reserved.

## Overpricing Doesn't Pay

