



July / August  
2012

**85209.com** **85212.com**

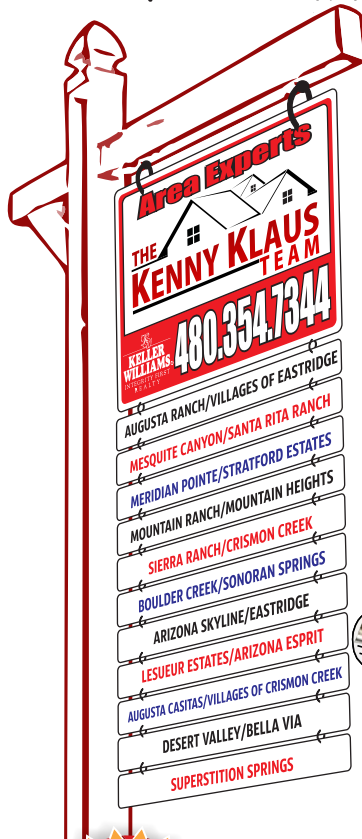
Your Community Connection

In this issue:

**REAL ESTATE**  
Recent Sales  
HUD Homes

Free Classified  
Ads.

Area Business &  
Community News



Brought to you by  
**85209 & 85212**  
Residents & Experts

**THE KENNY KLAUS TEAM**  
"Your Real Estate Experts"

**Keller Williams Integrity First**

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CERTIFIED DISTRESSED  
PROPERTY EXPERT®



Volume 12, Issue 4



## Coming Attractions

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SECURITY  
TITLE AGENCY



**Independence Day**  
*Concert and Community Fireworks Celebration*  
**Mesa Community College**  
*Fireworks • Children's Activities • Food Vendors*  
**1833 W Southern Ave • Wed, July 4 • 6pm-10pm**

**CITY OF MESA FIREWORKS REGULATIONS:** The use, discharge, or ignition of Arizona Permissible Consumer Fireworks is limited in the City of Mesa to June 28-July 4 and Dec 30-Jan 1 on private property with the owner's permission.

Use, discharge, or ignition is prohibited in all public parks, public retention basins, and public facilities.

Pursuant to ARS 36-1609, the sale of Arizona Permissible Consumer Fireworks is not permitted to anyone less than 16 years of age.

The sale of Novelties such as snappers (pop-its), party poppers, glow worms, snakes, toy smoke devices, and sparklers is permitted at all times.

## Remember Pool Safety!

During this time of year in Arizona, so many children suffer drownings in pools. A primary defense is surrounding the pool with a fence at least four feet high, with self-closing and self-latching gates. For children under five, the American Academy of Pediatrics recommends that adults use "touch supervision" - never being farther than arm's reach from children in the pool. Stay safe!



## FREE Neighborhood Networking Meetings



Local Business Owners: You are Invited to the Next Community Connection Neighborhood Network Meetings.

### Come Join other Motivated Area Business People and...

*Introduce Your Business to other Local Business Owners  
Share Best Business Practices  
Discuss Different Marketing Pieces and their effectiveness  
Share & Learn Motivational Books or Seminars  
Expand Your Referral Database & Much More*

The Next Meetings are **Tuesday, July 17** and **Tuesday, August 21**, and both are from 7:30am-8:45am & are held at **The HUB Grill and Bar** at Sossaman & Baseline the 3rd Tuesday of each month.



**See More Area Events on the Events Calendar of [85209.com](http://85209.com) & [85212.com](http://85212.com)**

# TODAY'S REAL ESTATE MARKET

EAST VALLEY REAL ESTATE STAT SHEET

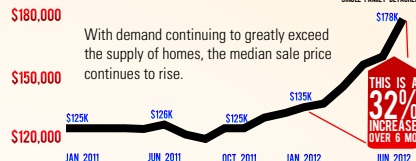


INVESTORS  
VS. OWNER-  
OCCUPANTS



## MEDIAN SALE PRICE

HOUSING DATA PROVIDED BY ARIZONA REGIONAL MULTIPLE LISTING SERVICE (ARMLS) OF ONLY MARICOPA COUNTY DATA ON 6/25/2012. SINGLE FAMILY DETACHED

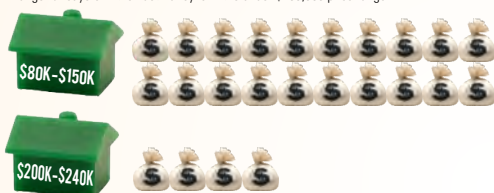


## SUPPLY & DEMAND:



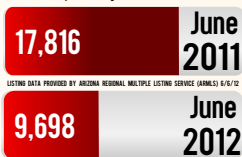
## COMPETITIVE RANGE

It is being reported that properties between \$80-\$150K often get between 15-20 offers, while properties between \$200-\$240 often get 2-4 offers. As a result, in the current market, the most competitive, and thus most frustrating range for buyers in the East Valley is in the under \$200,000 price range.



## INVENTORY

ACTIVE RESIDENTIAL LISTINGS-Maricopa County

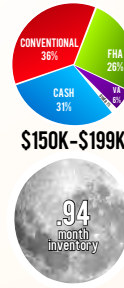


## INVENTORY UNDER \$200K

ACTIVE SINGLE FAMILY LISTINGS UNDER \$200K-Greater Phoenix



## COMPETITIVE RANGE STATS



## WHAT IT ALL MEANS:



With stiff competition amongst all buyers in the under \$200K price point, a large amount of investor cash, and low inventory levels met with high demand, both financing and cash buyers are finding themselves paying more for real estate than months ago.

Financing buyers are often being pushed to higher price levels in order to avoid the big competition with cash buyers. Many agents are reporting that once buyers tire of losing out on offers and raise their price point, they are getting contracts accepted. However, financed buyers who simply overbid for properties often find that, without cash to bridge the gap, the deal falls through when the appraisal does not meet loan approval standards.

Financed buyers in the \$50-\$250 price points should understand that getting an accepted contract will not be easy, but it is possible. As the price range rises, the number of buyers with financing also rises, as does the inventory supply.

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## 85209 & 85212 Area Real Estate



See all of our Listings Including  
Photos & Virtual Tours at:  
[www.TheKennyKlausTeam.com](http://www.TheKennyKlausTeam.com)

**THE KENNY KLAUS TEAM**  
Your Area Real Estate Experts & Residents



**2304 S Sorrelle**

**\$309,000**

5 Bed+Loft+Bonus / 3.5 Baths, 3,598 Sqft  
Citrus Trees, Fenced Salt Pebble Tec Pool



**10764 E Lobo**

**\$259,900**

3 Bed+Den / 3 Baths, 2,099 Sqft  
Stone Accents, Plantation Shutters



**BUY or SELL with Us & Use this  
Moving Truck for FREE.**



**Near Lindsay / Brown**

**\$375,000**

4 Beds+Den+Basement / 4 Baths, 3,336 Sqft  
Wet Bar in Basement, Heated Pool/Spa



**Laredo Ranch / STV**

**\$129,900**

3 Bedrooms / 2 Baths, 2,183 Sqft  
Lots of 20" Tile, Salt Water Play Pool



**Solera @ Johnson Ranch**

**\$174,900**

2 Bedrooms + Den / 2 Baths, 1,584 Sqft,  
Mountain Views, Lots of 18" Tile

## HUD Homes \$\$ Save Thousands \$\$ First Time, Move Up, and Second Home Buyers \* Investors Welcome



**JJ1**

**\$147,000**

4 Bedrooms / 2 Baths, 2,334 Sqft,  
Built in 2007, San Tan Valley



**JJ2**

**\$125,000**

3 Bedrooms / 2 Baths, 2,022 Sqft,  
Built in 2007, San Tan Valley



**JJ3**

**\$115,000**

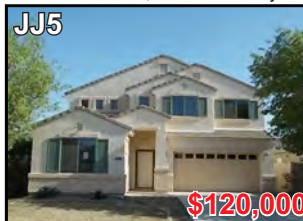
4 Bedrooms / 2 Baths, 1,460 Sqft,  
Built in 1996, Mesa (85208)



**JJ4**

**\$113,000**

3 Bedrooms / 3 Baths, 2,275 Sqft,  
Built in 2007, San Tan Valley



**JJ5**

**\$120,000**

5 Bedrooms / 3 Baths, 2,812 Sqft,  
Built in 2006, Queen Creek



**JJ6**

**\$55,000**

3 Bedrooms / 2 Baths, 1,268 Sqft,  
Built in 1987, Mesa (85207)



**KennyKlausTeam.com**  
HUD Home Experts **480-354-7344**





# THE KENNY KLAUS TEAM

is proud to have been voted  
**Best Real Estate Agent**  
 by the readers of The East Valley Tribune



Thank you!

480.354.7344



## \*Recent Closed Sales:

<b>Augusta Ranch</b>	2266 S Bernard	1,440 Sqft	\$145,000	2661 S Ananea	1,544 Sqft	\$159,000	<b>Superstition Springs</b>
	9232 E Medina	1,666 Sqft	\$175,000	7218 E Monte	1,820 Sqft	\$180,000	
	9246 E Monterey	2,009 Sqft	\$205,000	2030 S Rowen	2,053 Sqft	\$185,000	
	9844 E Nopal	2,472 Sqft	\$220,000	2563 S Revolta	3,293 Sqft	\$235,000	
	9538 E Los Lagos Vista	3,872 Sqft	\$294,000	6949 E Monte	3,058 Sqft	\$269,000	
<b>Mesquite Canyon/ Santa Rita Ranch</b>	10055 E Osage	1,186 Sqft	\$105,000	11137 E Sutter	1,513 Sqft	\$126,000	<b>Desert Valley/ Bella Via</b>
	9862 E Onza	1,655 Sqft	\$155,000	4641 S Carmine	2,234 Sqft	\$147,900	
	9644 E Osage	2,308 Sqft	\$180,199	11332 E Sebring	2,747 Sqft	\$190,000	
	10429 E Portobello	3,872 Sqft	\$240,000	4842 S Hassett	3,662 Sqft	\$230,000	
	9630 E Pantera	3,530 Sqft	\$248,000	10951 E Storia	3,662 Sqft	\$289,990	
<b>Villages of Eastridge</b>	10307 E Knowles	2,088 Sqft	\$140,000	8009 E Osage	1,400 Sqft	\$ 95,000	<b>Boulder Creek/ Sossaman Estates</b>
	10413 E Kiva	2,162 Sqft	\$210,000	7856 E Osage	1,655 Sqft	\$150,000	
	10228 E Los Lagos Vista	2,864 Sqft	\$245,000	3129 S Meseta	1,751 Sqft	\$198,000	
	10462 E Laguna Azul	3,339 Sqft	\$323,000	8121 E Posada	2,587 Sqft	\$195,000	
				7662 E Plata	1,876 Sqft	\$181,000	
<b>Meridian Pointe/ Stratford Estates</b>	10328 E Roscoe	1,692 Sqft	\$140,000	8557 E Desert	1,303 Sqft	\$112,000	<b>Arizona Skyline/ Eastridge</b>
	11256 E Ramona	1,310 Sqft	\$140,000	8923 E Pampa	2,260 Sqft	\$170,000	
	11327 E Pratt	2,279 Sqft	\$159,000	8942 E Portobello	2,145 Sqft	\$175,000	
	11501 E Peterson	2,314 Sqft	\$216,900	9121 E Plana	3,094 Sqft	\$235,000	
	11520 E Pratt	2,637 Sqft	\$227,900				
<b>Mountain Ranch/ Mountain Heights</b>	11346 E Queensborough	1,225 Sqft	\$ 96,500	1957 S Talbot	1,843 Sqft	\$145,000	<b>Crismon Creek/ Sierra Ranch</b>
	3918 S Emery Cir	2,047 Sqft	\$144,000	10255 E Juanita	2,171 Sqft	\$145,000	
	3820 S Emery Cir	2,385 Sqft	\$145,000	10425 E Jacob	2,322 Sqft	\$165,000	
	11509 E Quicksilver	3,094 Sqft	\$185,000	9426 E Juanita	2,704 Sqft	\$176,199	
	11406 E Roselle	5,261 Sqft	\$280,000	1918 S Rialto	4,069 Sqft	\$330,000	
<b>Lesueur Estates/ Arizona Esprit</b>	8714 E Onza	1,981 Sqft	\$147,250	10266 E Isleta	1,479 Sqft	\$ 82,000	<b>Augusta Castles/ Villages of Crismon Creek</b>
	8410 E Peralta	1,858 Sqft	\$152,500	10104 E Isleta	1,303 Sqft	\$ 88,200	
	2423 S Lorena	2,160 Sqft	\$193,000	1650 S Crismon #78	1,330 Sqft	\$103,800	
	8536 E Nido	2,054 Sqft	\$202,000	10034 E Impala	1,626 Sqft	\$109,000	
	8465 E Naranja	2,122 Sqft	\$220,000				

\*The Listings Above are only a sample of Recent Sales in the Area & Were Taken from ARMLS as of 6-12-12  
 If Your Home is Listed for Sale with Another Broker, This is Not Intended as a Solicitation of Business





*Community News*  
brought to you by...



The Primrose  
School of East  
Mesa  
Crismon & Guadalupe  
480-354-2966



## *First Day of School*

Mesa and Gilbert Schools Start on August 8, 2012

### Upcoming Holidays:

Labor Day, September 3 (MPS and GPS)

MPS October Break: Oct 8-12

GPS Fall Break Oct 15-19

## Skyline Aquatics Center to host USA Swimming Grand Prix

The new \$8.4 million Skyline Aquatics Center will be host to the USA Swimming Grand Prix meets for the next few years.

The Grand Prix Series invites elite swimmers from America and abroad to compete for a \$20,000 purse.

The Grand Prix was held in Phoenix, Arizona in 1996 and 1997. The first Grand Prix to be held in Mesa will be April 11-13, 2013.



Do you find yourself asking,  
"should I stay or should I go?"



We're here to help. Go to [short411.com](http://short411.com) to use our free Short or Stay Calculator to see when your home investment will break even. Watch our free ShortSale411 video series, and find tons of information on the short sale process.



[facebook.com/85209and85212](https://facebook.com/85209and85212)

# Community Service Ads

This page is filled with businesses that specialize in the 85209 & 85212 Areas. Please Support these businesses whenever possible. If you own a business and would like to advertise, please contact us at, we also have online advertising opportunities available.

**85209.com**

**480-354-7344**

**85212.com**

Happy Hour  
M-F 2:12-7:12pm

Reverse  
Happy Hour  
9:57pm-Close

Lunch Specials  
Poker Nights  
Karaoke



**TWO DOLLAR TUESDAYS**  
\$2 Off Any Regularly Priced Food Items

**WINGS & BEER WEDS**  
39¢ Wings, \$3 all Craft Pints!

**1/2 PRICE PIZZA THURS**  
Plus \$7 Calzones on Thursdays!

**480.718.5440**

HubGrill.com Facebook.com/HubGrill  
1925 S Sossaman Rd Mesa, AZ 85209 NE Corner of Sossaman/Baseline



**Sun Control of Arizona**  
The Window Film Professionals

Free in-home estimate  
**(480)553-1868**  
Residential window film



**ACADEMY**  
MORTGAGE CORPORATION

**Rudy Santa Cruz**  
Your Area Loan Specialist

**480.365.9573**

Reach 17,000 homes.




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Since 2001

**480.354.7344** Your Community Connection

Get a Whole New Perspective  
on Educational Child Care

**Primrose School of East Mesa**  
**480.354.2966**



Educational Child Care for Infants through Private  
Pre-Kindergarten and After School

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**"should I stay or should I go?"**

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**SHORT OR STAY CALCULATOR**



**short411.com**  
A SERVICE OF THE KENNY KLAUS TEAM

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The **85209.com & 85212.com** Update will print your services offered, for sale, etc., ads on this page. Hurry, space is limited!  
E-mail ads to: [ads@85212.com](mailto:ads@85212.com)  
Ads are Printed on a First Come First Serve Basis

Please Include Your Phone #, and/or E-Mail.

<b>Hopscotch Preschool</b> Preschool openings for 2012-2013 available. Ages 3-5. Tues/Thurs Mornings. BA in Elementary Edu. Interactive Curriculum. Competitive Rate. Contact Chelsea (480) 370-7247	<b>HOUSE &amp; WINDOW CLEANING</b> Carpet, Tile & Upholstery too. 2010 & 2011 Super Service Award Winner from Angies List. Visit our website <a href="http://www.TheMastersTouchCleaningService.com">www.TheMastersTouchCleaningService.com</a> or call Joann at (480) 324-1640.
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<b>SECURITY &amp; INVESTIGATIONS</b> It's nice to have your own police force. Hire your own fully sworn police officer for security or traffic control. We assist hotels, sporting venues, proms, schools, movie theatres, banks, companies, and individuals with security and investigations across Arizona. All former law enforcement investigators are ready to assist you. Call us now at 602-688-COPS (2677) or email us at <a href="mailto:Info@securityspecialistsaz.com">Info@securityspecialistsaz.com</a>	<b>STUDENT OF THE MONTH!</b> Zeke VALENZUELA - for great practice! East Mesa School of Guitar - 480.600.7349 <a href="http://www.eastmesaguitarlesson.com">www.eastmesaguitarlesson.com</a>
Enrolling now for Fall Preschool classes, space is limited and we expect classes to fill quickly. Registration fee is \$50.00 and Fall classes start August 8th. AM & PM Class Tuition \$190 a month, Tues./Weds./Thur. 8:30-11:00am or 11:30-2:00pm. On Facebook at Leap Ahead Preschool or <a href="http://www.leapaheadprek.com">www.leapaheadprek.com</a> . Please call 480-986-0184 or 480-206-0805 and ask for Mona	Want to improve math grade and learn to speak Chinese? I would like to help your kids on both. Give your kids a bright future starts here. Reasonable rate at \$15/hr. Please call me at 480-334-9143 or email <a href="mailto:hongru5@cox.net">hongru5@cox.net</a> .
<b>55 gallon aquarium</b> with a mirror back and a Neodesha fiberglass small animal cage for sale. The aquarium is \$65.00 and the Neodesha cage ( glass front) with a built in light is \$85.00. Tom 480.354.0165 or 480.809.5179	<b>Do You love Pampered Chef?!</b> Please Contact Jamie to set up a Catalog party, an at home cooking party or just for me to send you a catalog. Thanks! Visit my website @ <a href="http://www.pamperedchef.biz/jamielong">www.pamperedchef.biz/jamielong</a> e-mail- <a href="mailto:jamielong723@gmail.com">jamielong723@gmail.com</a> or cell @ 480-560-0551
<b>Work At Home United--</b> Work from home, where your heart is! Our team is seeking highly motivated, hard-working professionals who are serious about wanting to spend more time with family and the important things in life while earning a solid income to last a lifetime. No selling, stocking, or delivering products! To learn more and schedule your appt right away, call Valerie 480 433-0133 or <a href="http://www.workathomeunited.com/valerieg">www.workathomeunited.com/valerieg</a>	<b>LOSE 10lbs In 10 DAY with the Quick FX system!</b> Also, ask me how you, can get yours for FREE! Safe, healthy, all natural products that delivers real results. Please contact Andrea at 480-369-8453 or <a href="mailto:lifefatrv.bodhd.com">lifefatrv.bodhd.com</a> for more information.
<b>www.marknsons.com</b> Mark N' Sons Inc. offers residential and business customers a professional and reliable maintenance and repair service. Call or email us today and let us fix your problems! 480-233-3364 or <a href="mailto:mark@marknsons.com">mark@marknsons.com</a>	Learning Safari Preschool Enrolling for Summer /Fall classes, 3 and 4 yr olds State Licensed in-home preschool We teach Math/Science with Literature/Phonics Look up our group on facebook for more info and pics Search: Learning Safari Preschool
Yoga 9245 Guadalupe Rd Suite 107 Mesa, AZ 85209 <a href="http://WWW.IdaPingalaYoga.com">WWW.IdaPingalaYoga.com</a> or Contact us at 480-442-9231	<b>Complete Sprinkler Needs</b> I live right here in Augusta Ranch and have over 20 years experience in all sprinkler irrigation. I fix breaks, hang clocks and install complete systems. Please call Rick @ 480-917-0489.
<b>Waas Painting</b> Interior Painting, faux painting, great references, we live in Augusta Ranch, call Roger or Lynda at 480-986-7787 for a free estimate.	<b>BacaGraphics.com 480.804.0800</b> Graphic Design • Corporate & Business Logos/Branding • Custom Screenprinting Embroidery • Decals • Stickers • Business Cards • Stationary • Ad Items Banners • Vehicle Graphics • And much more!! <a href="mailto:art@bacagraphics.com">art@bacagraphics.com</a> or <a href="mailto:info@bacagraphics.com">info@bacagraphics.com</a>
<b>kathleensuniquekreations.com</b> upscale costume jewelry always unique...never boring "like" kathleens kreations on face book	<b>In Home Daycare at Denise's Safe Haven Daycare</b> been in business for 10 1/2 years .DHS Licensed and DES certified ...Daily Activities and all Meals served..Newborns to 5 years of age. Please call have two openings available...480-357-1308

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