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Hi Neighbors!

Just a reminder that you have a professional realtor living and working right here in your neighborhood. I hope my monthly newsletter is helping to keep you in tune with what's been happening with real estate in our area. Because the market is constantly changing, it is more important than ever to work with an educated real estate professional when buying or selling a home. I would be happy to meet with you for your own FREE Real Estate Consultation to determine if now is the time for your family to buy, sell or invest in a home.

If I can be of any assistance, please do not hesitate to contact me!

Real ESTATE news

Health & Safety

Reduce Road Rage

In like a lion, but like a lamb: However it comes and goes, spring is a great time to buy or sell a home. Call me today for a free, insightful market analysis!

Road rage is a cultural phenomenon that has been described as "a motorist's uncontrolled anger that is usually provoked by another motorist's irritating act and is expressed in aggressive or violent behavior." People experiencing road rage may face increased health risks that come from high levels of stress, tension and anger. In addition to the toll stress takes on the "rager's" body, the increased risk of a car accident due to road rage puts *all* drivers at risk. If you experience road rage, here are some techniques to help avert a confrontation:



- Always be polite and cautious, even if others are not extending you the same courtesy, and don't retaliate.
- Avoid creating a situation that may provoke another motorist, and don't make inappropriate hand or facial gestures.
- Don't take another driver's behavior personally - they're likely expressing frustration with a totally unrelated problem or situation.
- Never make eye contact with an angry driver, and put as much distance between you as possible.
- If you are being harassed or followed, don't go home - drive to the nearest police station.

Remember, you cannot change other motorists' driving habits, but you can control your reaction. So stay calm, relax, and drive safely!

Thinking of selling your home? As an experienced Real Estate Professional, I would like to point out the benefits of adding an Old Republic Home Protection home warranty to your transaction. While the home is on the market, Seller's Coverage provides repair and replacement coverage for your home's systems and appliances. It keeps the home showing well during the listing period, which can result in a faster sale at a higher price. At close, the Buyer's Plan seamlessly takes effect, protecting the buyer against potential unknown after-sale problems. Last but not least, the home warranty provides budget protection from the high cost of home repair and peace of mind for both the home seller and home buyer.

Call me today for more information on the value of adding home warranty coverage to your real estate transaction.

May I assist you by helping a trusted friend or close family member who is in need of professional real estate services? I am ready to make you and your referral my number one priority.



If you are working with another Real Estate Professional, please disregard this notice.

Helpful Hints

Fruit and Veggie Storage 101

Great tasting fruits and vegetables begin with proper storage at home. Use the FIFO rule - First In, First Out - for fresh, frozen, canned and dried varieties. Continually rotate your stock to ensure freshness and reduce waste.



Fresh foods are best used the day of purchase, or within a few days. Some fresh items (peaches, plums, nectarines) can be left at room temperature until ripe, then refrigerated until ready to use. However, some fresh items, like tomatoes, should never be refrigerated, because cold damages texture and taste.

Frozen foods should be stored at 0° F. Although the recommended maximum length of storage varies, a good rule of thumb is six months.

Most **canned foods** have a shelf life of about two years when stored at a constant temperature of about 75° F, provided the can is not leaking or bulging.

Dried foods should be stored in cool, dry, dark areas in airtight containers. Recommended storage time ranges from four months to one year.



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If your home is currently listed with a licensed real estate broker
this is not intended as a solicitation.

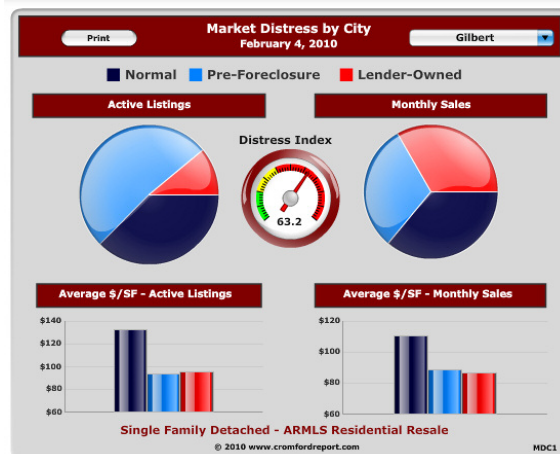
Here is what's happening in Gilbert's Real Estate Market!

Single Family Detached	2/4/10	1/4/10	11/4/09	2/4/09	2/4/08
Active Listings	1,804	1,669	1,641	2,063	2,490
Pending Listings	594	460	608	357	220
Sales per Month	274	321	383	228	154
Sales per Year	4,360	4,310	4,129	3,545	2,905
Days on Market - Monthly Sales	92	97	79	101	124
Days on Market - Active Listings	127	131	126	141	134
Days Inventory	151	142	145	213	313
Months Supply	6.5	5.1	4.3	8.9	16.2
Active Listings \$/SF	\$109.32	\$110.10	\$116.69	\$129.09	\$161.30
Pending Listings \$/SF	\$94.54	\$97.68	\$97.90	\$104.67	\$143.09
Monthly Sales \$/SF	\$95.96	\$94.84	\$97.32	\$102.95	\$133.79
Annual Sales \$/SF	\$96.90	\$97.25	\$98.18	\$117.96	\$153.24
Appreciation - Monthly \$/SF	-7.2%	-7.0%	-15.6%	-23.1%	-17.6%
Appreciation - Annual \$/SF	-17.9%	-18.7%	-21.2%	-23.0%	-10.2%
Appreciation - Monthly Median \$	-13.5%	-13.8%	-19.0%	-18.8%	-16.0%
Appreciation - Annual Median \$	-17.7%	-18.1%	-19.2%	-19.7%	-9.2%
Appreciation - Long Term \$/SF	1.4%	1.4%	1.5%	4.0%	8.5%
Avg Sale Price % List	97.07%	97.65%	99.27%	96.25%	95.30%
Annual Growth in Sales per Month	18.7%	27.4%	31.7%	51.6%	-32.6%
Annual Growth in Pending Listings	66.4%	66.1%	90.0%	62.3%	-23.3%

Single Family Detached	2/4/10	1/4/10	11/4/09	2/4/09	2/4/08
Listing Success Rate	62.0%	61.5%	72.5%	43.3%	28.3%
Dollar Volume - Monthly Sales	\$60M	\$69M	\$82M	\$52M	\$45M
Dollar Volume - Annual Sales	\$963M	\$955M	\$930M	\$948M	\$983M
Average Price - Monthly Sales	\$217,365	\$213,781	\$214,529	\$229,652	\$295,212
Average Price - Annual Sales	\$220,846	\$221,483	\$225,218	\$267,353	\$338,533
Median Price - Monthly Sales	\$180,000	\$185,400	\$190,000	\$208,000	\$256,250
Median Price - Annual Sales	\$195,000	\$196,500	\$200,000	\$236,925	\$295,000
Average Sq. Ft. - Monthly Sales	2,265	2,254	2,204	2,231	2,206
Average Sq. Ft. - Annual Sales	2,279	2,277	2,294	2,266	2,209
Monthly Sales \$/SF as % Peak	53.1%	52.5%	53.8%	57.0%	74.0%
Annual Sales \$/SF as % Peak	54.9%	55.1%	55.6%	66.8%	86.8%
Monthly Median Price as % Peak	52.9%	54.5%	55.9%	61.2%	75.4%
Annual Median Price as % Peak	59.1%	59.5%	60.6%	71.8%	89.4%
Active List Price \$/SF Premium	13.9%	16.1%	19.9%	25.4%	20.6%
Contract Ratio	72.5	64.0	86.3	23.2	11.1
Cromford Supply Index™	121.5	118.2	112.7	146.2	190.6
Cromford Demand Index™	155.7	146.8	151.5	113.6	77.6
Cromford Market Index™	128.1	124.1	134.4	77.6	40.7

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CURRENT LISTINGS



342 W. TEMPLE CT. • GILBERT, AZ 85233



160 E. BETSY LN. • GILBERT, AZ 85296



2936 E. LYNX WAY • GILBERT, AZ 85298