



All Executives
Tucson, AZ

Your Special Real Estate Newsletter

Created especially for Our Friends



By **Sally McKenzie**

ABR, CRS, GRI,

**Dick Clark
Ledford**

ABR,

Cheryl

ABR, GRI,

Have a safe and happy 4th of July!



Sally McKenzie Dick Clark Cheryl Ledford

520-202-5421 520-202-5424 520-202-5423

The Lure of the Fixer-Upper

One persistent myth in real estate is that anyone can make money by buying a fixer-upper or foreclosure property at low cost, doing the renovation work themselves, and reselling at a profit. Many experienced contractors and career renovators do just that, but first-time buyers can get caught in cost overruns, contractor disputes, and resale problems.

For many first-time buyers, a fixer is the only option, and sometimes the best option. Follow these basic rules of thumb when you consider buying fixer-uppers, foreclosure properties or other real estate "bargains":

- Find fixer-uppers with only cosmetic problems. Exterior additions or major defect repairs can be costly, and the expense of correcting major structural defects may not add a penny to the market value of the house. Fixers that have only cosmetic problems, such as ancient shag carpeting or bad wallpaper, are ideal for first-time buyers. Cosmetic repairs can be relatively inexpensive, and some fixer-uppers will pay back double their

cost. Always have a fixer-upper carefully inspected before you buy.

- Don't pay too much if you want to resell quickly. If you overpay, you may suffer a loss when you sell. In terms of investment potential, the best time to buy a fixer is when the market has bottomed out and is turning around. The worst time to buy is when the market has peaked and is starting to decline. Estimate the value of the property you want to buy. Research the potential market for the restored fixer-upper, and make sure that your plans for the house don't result in an over-improvement for the neighborhood.
- Estimate renovation costs before you buy. If you miscalculate, your profit will dwindle. Ask your contractor for a detailed bid or do your own calculation. Have the property inspected as a condition of the purchase, particularly if you buy it in "as is" condition. You'll reduce the chance of having to fix unanticipated defects.
- Evaluate the floor plan. With a good basic layout even the most hideously decorated house is an ideal fixer-upper. However, a house that seems a maze of rooms may have a defective floor plan that no amount of paint and paper will remedy.
- Renovate wisely. In planning your remodel, keep resale value in mind--even if you plan to live in the house for some time. Kitchens, bathrooms and storage spaces are important to today's buyers. Curb appeal sells houses, so concentrate on improving the landscaping and front entry. Also, stick to neutral color schemes.

You can also get a seller to pick up all or part of the cost of home improvements if you negotiate for them as repairs required after a home inspection. Many sellers prefer to lower their asking price and sell the property "as is" instead of financing the repairs. This presents fewer problems for the seller and the buyer can close the deal easily.

<http://houseandhome.msn.com>

July 1, 2005

Volume 4, Issue 7



REAL ESTATE NEWS

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This newsletter is published as a source of general information about real estate and is not intended to solicit properties currently offered by other agents.

The highest compliment you can give us is a referral to your friends and family. We thank you for your confidence and trust! Sally, Dick and Cheryl 520-202-5423

Driveway Cleaning. Get rid of unwanted stains with heated pressure washing. Trace @ 975-9830 .

Great items and prices at **BabyCrazy** (www.babycrazy.com/gwoodson). For more info or catalog, please call Gertrude Woodson at 721-1313.

Have a **Mary Kay party/shower** for the bride-to-be, lots of fun! Call Katie @ 325-4674 or you can log on to www.marykay.com/kpoore1. -Kirsten

Gorgeous, brand new 72 inch diameter, round top, solid Mesquite **Dining Table** with 6 Mesquite **Chairs**. Handcrafted in Hermisillo, Mexico. New and Unused (Found out too late that it's too big for our new dining room.) \$7000 Please call Martha @ 615-7505.

Great for camping a very spacious **2-person tent** with rainfly in excellent condition \$30.00 and a **Compaq Prosignia Laptop computer** perfect for students and homemakers. Includes many accessories and carrying case. Excellent condition. \$350.00 OBO. 663-4068 or 404-0389.

The "**Look Good...Feel Better**" program for women cancer patients going through chemotherapy or radiation is wonderful. "I was treated to a morning of tips on skincare, makeup, nail care, wigs, head coverings, etc. What a spirit raiser and morale booster - and it's all free! Call **The American Cancer Society in Tucson** at 321-7989 for information." -Suzette



Got a flute, clarinet or tuba tucked away in the attic? The **Old Band Broads** (moms of HS band alumni) are collecting new and used **band instruments** to present to a needy local public HS band program. Please call Cheryl @ 250-5109, we will arrange pick up and delivery. Thanks for your assistance. -Renee

The **Pima Air & Space Museum** is now offering 4 exciting **Children's Birthday Party packages**. Options include a Radar "GPS" Scavenger Hunt Museum Tour, Space Missions, Themed Party Area, Ride on the Flight Simulator, Favors, Invitations and more... For more information please contact **Brittany Bennett** at 618-4818.



Baldwin Limited Edition, Oak Console Piano w/bench, excellent condition. Ready to play, one owner - \$2000 - call 975-5980

For Sale: 1) **Black Colonial (Hitchcock style) chair**, Bent & Bros. mfg., Drake University seal on the back-\$200. 2) **Anniversary Clock**, made in Germany and purchased in early 1950's-\$100. Call Candy 749-1870.

GOT THE URGE TO SHOP? Just visit my Web site. Find a great gift. Get a new lipstick. See the latest looks. It's quick, easy, and available 24 hours a day, 7 days a week. **Kaylin Castaneda**, **Mary Kay Independent Beauty Consultant**, kcastaneda3@marykay.com, 520-603-6703

2003 Mini Cooper, red w/ white top: 15 K miles; fully loaded; under warranty until Dec 06. \$19,250. Call 271-5559. Educational, fun toys for babies & toddlers: www.babycrazy.com/mbonar. Quality baby clothes 0-24 months: www.baby-park.com (use coupon code MMB to get 5% discount on either website). Any questions or interest in becoming a Sales Rep in either or both companies, please call **MaryAnne Bonar** at (520) 271-5559

Selling our **2001 BMW X5 4.4i**-fully loaded, looks new! Brand new tires and brakes! 30K miles. Reduced to \$35,000 O.B.O (New dealer price starting at \$53,000!) Please call 520-760-7602 to see! Call to see anytime...Amy at 520-760-7602

Still need loving home for 2 yr old black Eclipse-female **Chow/Lab mix**, 50 lbs, loves affection, snuggling and chasing tennis balls, and 2 yr old tan Carmel-Female **Chow/Sharpei mix**, 50 lbs, loves to play and give kisses. Moving, can't take them with us. Please call **Laura** @ 861-1099. I can e-mail pictures if requested. We want to find wonderful homes, together or separate. All accessories included.



GARDEN WINDOW - never used - approx. 3'x 4'. Now is the time for that window to plant your flowers or herbs in! Originally \$500, yours for \$200. **UPHOLSTERED ROCKING CHAIR** - w/arms - light color beige/white - like new \$80. **SOLID OAK TABLE W 6 UPHOLSTERED OAK CHAIRS**, table adjusts to seat 4 - 8 people- \$250. 52" **HAMPTON BAY OUTDOOR CEILING FAN (WHITE)** - BRAND NEW IN THE BOX -\$90. 1 **INDOOR GOLD CONTEMPORARY WALL SCONCES** - originally \$125 ea, - \$20 ea. call 290-2723

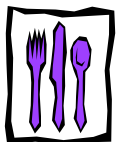
Beautiful **SOFA AND LOVE SEAT** with pillows. \$800 OBO Jennifer 250-5107 or Jamie 393-3358.

Buying? We'd love an opportunity to represent you in your purchase. Selling? Let us provide you with a **FREE MARKET OPINION** of the value of your home. Call **Sally, Dick and Cheryl -RE/MAX All Executives** (520-202-5423). With over 34 years combined experience in the Tucson market, we look forward to helping you solve your real estate problems.



THE WEST (River and Craycroft) has wonderful gifts for any occasion. —Carol and the Volunteers thank you for your support!

PERSIAN RUGS HANDMADE 7x10 **HERIZ (Rust, Tan, Black)** \$650.00, **TABRIZ 10x13 (Blue, Red, Beige)** \$600.00, **HAMADAN RUNNER 3x10** for \$275.00. All in excellent condition. Will e-mail photos or to examine carpets, call Dennis 577-1305/205-2154



Coach's Deli, (1745 East River Road, #165, 5143 East Speedway Boulevard) has great sandwiches!-Scott and Janelle

Stopani's Italian Restaurant @5754 E 22nd has great food!-MS

El Sur Restaurant 5602 East 22nd Street, 748-1032, delicious, inexpensive Mexican food!-Patti

Contact us at: sallyandcheryl@tucsonrelocation.net with neighborhood news, garage sales, for-sale items, recipes, household hints, and to recommend services, restaurants, or businesses. (Or call Cheryl at 520-202-5423 or fax to 520-299-9351).

We gladly share your input with our readers. THERE IS NO CHARGE! We look forward to hearing from you!

Recipe Corner
Herb Pierce

Grilled Flank Steak



Marinate flank steak in mushroom soy sauce, salt and pepper.
Grill 7 minutes each side

Recipe Corner
Jennifer Ledford

Shrimp Kabob



Marinate in Bernstein's Italian dressing: extra large peeled shrimp red onion pieces tomatoes
whole mushrooms red pepper chunks sweet onion chunks pineapple chunks

Recipe Corner
Cheryl Ledford

Grilled Swordfish Steaks



Marinade: 1/4 cup lemon juice 1 TBSP fresh dill or basil 1/4 cup oil

Recipe Corner
Deen-The Food Network

Bourbon Beef Tenderloin

Paula



Marinade: 1 bunch chopped cilantro leaves 1 cup bourbon 1 cup brown sugar 2/3 cup soy sauce
3-4 sprigs chopped fresh thyme 1/2 cup lemon juice 2 cups water 1 TBSP Worcestershire sauce
Marinate 5 lb beef tenderloin 8 to 12 hours in refrigerator. Place meat on HOT grill, cook with lid closed turning



What's the market like around Tucson?

HOME BUYERS/SELLERS

The Tucson Association of REALTORS MLS Rules and Regulations Committee met recently and, after much deliberation, has postponed a decision regarding the gray area of marketing and advertising. The data provided here is only a source of information for homeowners, we do not wish to give the appearance of advertising other brokers' listings without consent. To request additional property information, call the listing broker or Sally, Dick and Cheryl at 520-202-5423.

A Few Tucson Homes Currently Listed For Sale In MLS Through the Outstanding RE/MAX All Exec Agents

List Price @	\$ per sq ft	Address	BR / BA	Sq Feet	Year Built	Pool / Spa
\$ 379,000	\$ 184.07	5450 N Paseo Soria	2 / 2	2059	1985	No
\$ 625,000	\$ 306.67	6110 N Placita Manantial La Paloma	4 / 2	2038	2003	No
\$ 1,600,000	\$ 389.11	3222 E Blossom Dancer Ln	4 / 4	4112	1993	Yes
\$ 320,000	\$ 149.46	6760 W Alegria Dr	4 / 3	2141	1993	Yes
\$ 459,000	\$ 228.13	5980 W Alegria Dr	5 / 3	2112	1972	No
\$ 260,000	\$ 134.30	5826 E Hawthorne St	3 / 4	1936	1960	No
\$ 640,000	\$ 179.42	4243 E 6th Street	4 / 4	3567	1962	Yes
\$ 359,000	\$ 148.35	9520 E Stefan Road	4 / 3	2420	1979	Yes
\$ 209,997	\$ 103.55	3467 W Stafford Street	3 / 3	2028	2002	No
\$ 198,900	\$ 80.07	14400-1 W Black Sheep Ln	4 / 3	2484	1994	No

Sally McKenzie
Dick Clark
Cheryl Ledford
RE/MAX All Executives
 4640 E. Sunrise Dr. #127
 Tucson, AZ 85718
 520-202-5423

RE/MAX. Outstanding Agents. Outstanding Results.

*Over 34 years combined Real Estate experience and expertise.
 We welcome the opportunity to assist you, your friends and family
 with any Real Estate needs! Thank you for the trust and confidence
 you give when you refer others to us !*

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Sally, Dick, and Cheryl
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Our Friends

To current resident, or

HOUSEHOLD HINTS-Grill Guides



- Soak wooden skewers in water beforehand so they don't burn on the grill.
- Oil protects leaner foods from drying out during high-heat cooking. It helps to hold in the natural moisture and reduce the loss of moisture during cooking.
- When there is an acidic component to a marinade, such as lemon juice, it may also serve to tenderize the food.
- If the food is dense, such as a carrot, the marinade is unlikely to affect its texture.
- Thaw fish or seafood, if frozen. Place fish fillets in a well-greased basket. For fish steaks and whole fish, grease grill rack.
- Thread scallops or shrimp on skewers, leaving a 1/4-inch space between pieces.
- A vinaigrette can be used as a no-fuss, easy marinade.
- Vinaigrettes often contain a higher percentage of oil than a marinade would, add more vinegar or lime, lemon or orange juice.
- Add a few more herbs or spices to punch it up some, you need more flavor in the 1/4 cup of marinade that a steak sits in than you need in the 1/4 cup tossed with a few cups of salad greens.
- Mix your favorite LAWRY'S® Marinade into mayonnaise as a seasoned spread for burger buns. Brush Marinade directly onto buns, and then grill lightly before assembling burgers.
- Grill fresh fruit skewers of banana, papaya, kiwi and pineapple chunks marinated in Caribbean Jerk Marinade. Add chicken or shrimp to the skewers to make a great entrée!
- Use only freshly ground coarse black pepper, which has a certain "kicky" flavor imparted from the oil in the peppercorns.
- Choose Kosher salt for its complex flavor and much better taste.
- Use only extra-virgin olive oil. A well-stocked grilling pantry should also include Worcestershire sauce, a variety of mustards, fresh garlic and a well-rounded spice rack.
- Zucchini, yellow squash, Roma tomatoes, beefsteak tomatoes, leeks, onion, eggplant can be sliced, drizzled with extra-virgin olive oil, salt and pepper, and grilled.
- Soak an untreated, small piece of cedar wood in water overnight. Heat one side of the grill and leave the other side cool. Season salmon and place it on the cedar plank. Put the fish on the cool side of the grill and close the lid. This creates a roasting effect and an interesting dish.
- Cook tender cuts of beef and lamb to medium rare, to maintain the most tender, juiciest quality of the meat.
- Cook ground-meat patties until meat juices are no longer pink and no pink remains in the meat.
- Cook pork until juices run clear when meat is pierced with a fork.
- To coat the meat as evenly as possible and make cleanup easy, put the meat and marinade in a self-sealing plastic bag.
- Marinate in the refrigerator, never at room temperature. Plan on marinating for at least 4 hours to tenderize; to add flavor,
- If the marinade has oil in it, pat the food dry before placing it on the grill. This will reduce the possibility of flare-ups from dripping oil.
- Slice potatoes lengthwise into 1/2-inch thick slices. In large resealable plastic bag, shake potatoes with BERTOLLI® Olive Oil and LAWRY'S® Garlic Salt to thoroughly coat. Grill until done.
- combine 1 part LAWRY'S® Steak Sauce and 1 part ketchup. Serve with steak fries for dipping.

Tips taken from various internet links, To be continued in August