



All Executives
Tucson, AZ



By **Sally McKenzie**
ABR, CRS, GRI,
Associate Broker

Your Special Real Estate Newsletter

Created especially for
Our Friends

Cheryl Ledford **Dick Clark**
ABR, GRI, ABR,
Luxury Home Buyer Representative
Marketing Specialist

Susan Black
Marketing Specialist
Property Manager

Have a Safe and Happy Halloween!



Dick Clark 520-202-5424	Susan Black 520-202-5422
Sally McKenzie 520-202-5421	Cheryl Ledford 520-202-5423

Avoiding Seven Costly Mistakes of Selling Your Home

Realty Times

Mistake 1- Putting the home on the market before it is ready. Most times this happens because the seller gets impatient or has procrastinated and pushed himself up against a moving deadline. If you need to paint, replace old carpets, make general repairs, etc., do it *prior* to putting the house on the market. Remember, presentation is everything and a good first impression goes a long way!

Mistake 2- Over improving the home for the neighborhood. This happens with additions, bump outs, and up-grades that make the home stick out from among its competitors so much that it's an anomaly, instead of a nice addition to the community.



Mistake 3- Pricing the home based on what the seller wants to net. This pricing strategy always ends in failure. Sellers can control the "asking" price, but they don't control the "sales" price. The market does. It doesn't matter what the seller

wants, the price is determined by the black-and-white, matter-of-fact reality of the market.

Mistake 4- Hiring an agent based on non-business factors. Make sure you're hiring a professional with a proven track record. It might be nice to hand over your largest asset to your nephew who just got his license-but make sure he has a mentor to keep your deal from going south.

Mistake 5- Getting emotionally involved in the sale of the home. This is one of the biggest challenges home sellers face when putting their house on the market. Once you decide to sell your house, it's no longer a home, but a commodity. It needs to be prepared as a commodity, marketed as a commodity, and priced as a commodity. It doesn't matter what you "want," only what the market can bear on pricing. People are going to come in to kick the tires, so to speak, and you can't get emotional about how they may or may not appreciate the nuances of your home of seven years.

Mistake 6- Trying to cover up problems, or not disclosing them. Most states have a property disclosure/disclaimer form-use it wisely. Just because you disclaim doesn't mean you cannot be sued later for the leaky basement or dilapidated heating/air conditioning system that's discovered 30 days after settlement.

Mistake 7- Not getting your ducks lined up before trying to sell. This would involve financing, reading the fine print on your current mortgage to find out if there is a pre-payment penalty, not listening to the particulars of your local market, etc. If your local market is dictating lower home prices, then lower it early, not later-it will cost you more. If the local market dictates selling your home first, then buying second, do it in that order, or vice versa.

Avoiding these mistakes is not difficult. Your REALTOR will help you step over the pitfalls.

October 1, 2005

Volume 4, Issue 10



REAL ESTATE NEWS

Inside this issue

TheSharingSpace: 2
Services, Vehicles,
Entertainment Books,
Piano, Makeup,
Good Restaurants,
and more. . . .

Recipe Corner: 3
Grandma Goodness

What's the market like around Tucson? 3

Household Hints: 4
Trees for Tucson
Oops!
Shelf Life

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, Cheryl, Dick and Susan 520-202-5423

The Sharing Space

www.remaxallexecutives.com

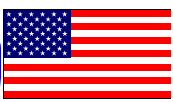
The Annual Oasis #52 Masonic Family and Friends night is October 15 at the Hidden Valley Inn. The star studded show starts at 7:00, \$30.00 per person which includes a buffet dinner and show. Contact either Jerry at 749-4307 or Tim at 661-3008 for ticket information.

NEED AN INTERIOR DESIGNER? Discover how you can personalize and enhance your home with color, accessories and furniture placement with a room makeover. For your in-home consultation, CALL Lucia @ 744-4873.

Finally, real home employment. Get your free 20 page booklet. Call 1-800-608-2318. Info code 2762.

Beautiful Ivory colored Samic Baby Grand Piano with bench \$3,700. Approximately 500 movies and documentaries, some Beta and some VHS, make an offer. 664-1532.

2002 Ford F350 Super Duty Crew Cab Long Bed for Sale. V8 7.3L Turbo Diesel with Automatic transmission and 4 WD, 50,700 miles, fully loaded-\$27,000 OBO. Call Laura @ 520-861-1099.



Worn flags should not be displayed or thrown away, but properly retired. I will collect worn American flags in a container outside my home beginning August 10. The Daughters of the American Revolution retire flags annually, and I will ensure that the flags I collect are included. Thank you for your consideration. Collyn Ortiz, 9157 E Muleshoe St., 574-2126.

Mark your calendars for Sunday, October 16, 2005. Join us for AIDS WALK 2005 at Rillito Downs. 4502 N. 1st Ave. Registration at 6:30 a.m. Join thousands of friends, families, and community members who will be walking as we remember the loved ones we have lost, support those who continue to battle with HIV/AIDS, and continue the education we provide to our local community about HIV/AIDS prevention.



The West (River and Craycroft) is having their Holiday Open House on October 16 from 1-4. There will be door prizes and food and all of the new holiday items. All Halloween items are 25% off. -Carol and The West Volunteers



BIG SALE FOR THE BIG APPLE! Help the Falcon Marching Band get to New York City to march in the 2006 Macy's Thanksgiving Day Parade! Currently looking for donations of household goods, sporting goods, CD's, gently used clothing, furniture, etc. Sponsored by Band Boosters, Saturday, February 4, 2006, At Catalina Foothills High School, 8:00am - 1:00pm. Call Nancy Clarke at 749-2679 or Patti Mathwig at 615-2234, they will come pick up the donations at your convenience.

Magnificent Tapistry Leclerc Loom, like new. \$1000 obo. Call 906-1249

LET ME TYPE FOR U - Typing, transcription, and record keeping \$12/hr. 160 wpm Call 955-4953

2004 Honda VFR Interceptor, Considered the standard by which all other sport-tourers are measured. Asphalt Black with matching Givi hard bags. Just under 1k miles (barely broken in), garaged its whole life. \$9000 OBO, please call Justin @ 360-1914.



Discounts at restaurants, the car wash, cruises, car rentals, the grocery, and more! Entertainment Book 2006-still only \$35. (High School Band fundraiser). Call Cheryl 250-5109. We deliver!

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

Thomasville Entertainment Center. Holds 32" TV. \$4,500 when new. Asking \$1,000. Call Sally 577-2722.

Contemp Southwest SOFA AND LOVE SEAT with pillows. \$700. Large wood Computer Armoire w/doors, xlent cond \$450. Jennifer 250-5107.

YEAH! The Old Band Broads have collected several used band instruments for needy local HS band programs. We still need donations. Please call Cheryl @ 250-5109, we will arrange pick up and delivery. Thanks for your assistance. -Renee

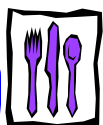


GOT THE URGE TO SHOP? Just visit my Web site. It's quick, easy, and available 24 hours a day, 7 days a week. Kaylin Castaneda, Mary Kay Independent Beauty Consultant, www.kcastaneda3@marykay.com, 520-603-6703.

Selling our 2001 BMW X5 4.4i-fully loaded, looks new! Brand new tires and brakes! 30K miles. \$33,000 FIRM! (New dealer price starting at \$53,000!). 2000 Compaq Presario Computer, Monitor w/ speakers and Color Printer \$150.00 O.B.O Please call Amy at 520-760-7602 to see!

Experience the new you with a Complimentary Facial or Makeover! Gaby 940-8361 MaryKay Independent beauty Consultant or visit my web site www.marykay.com/gsesteaga

Buying or Selling? We'd love to provide you with a FREE MARKET OPINION of your home. Call Sally, Cheryl, Dick & Susan-RE/MAX All Executives (520-202-5423). Almost 40 years combined real estate experience.



Cafe Jasper @ Campbell and Skyline... "has good lunches and a great breakfast (Tucson Omelet)" -Old Band Broads

Claim Jumper @ 3761 E. Broadway... "Love those crab cakes!" -Barbara

Tiny's Saloon and Steakhouse @ 4900 W Ajo (578-7700)... "has great burgers on special Tues and Thurs." -Lori

Eddie's @ 8510 E Broadway (290-8750)... "Sunday night steak special is wonderful!" -Charly

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

Recipe Corner

Do you have a favorite recipe? Send it and we will print it here.

Puddin' Pie (Oops, correction from last month)

Courtesy of Grandma Mary Taylor- Valdosta, GA

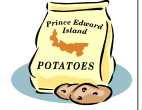


Layer in 9"x12" Pyrex dish:

1. Mix and press in pan: 1 stick softened butter, 1 cup grated pecans, 1 cup flour. Bake at 350° for 25 min.
2. Beat until smooth, spread over 1st layer: 2 small packages soft cream cheese, 1 cup whipped cream, 1 cup powdered sugar.
3. Mix well and spread over last layer: 2 small packages of any flavor instant pudding, 2 cups milk.
4. Top with whipped cream and grated pecans. Refrigerate.

Pot Luck Potatoes

Courtesy of Grandma Ilau Clark - Phoenix, AZ



- | | | | |
|-------------------------------|---------------------------------|--|---------------------|
| 2 cups crushed corn flakes | ¼ cup (1/2 stick) melted butter | 1-2 lb package of frozen hash-brown potatoes | |
| 1 can cream of chicken soup | 1 tsp Lawry's seasoned salt | 1 tsp Lawry's seasoned pepper | 1 tsp. Salt |
| 1 medium onion finely chopped | ½ cup (1 stick) melted butter | 1 cup of bacon bits | 1 tsp garlic powder |
- 4 cups of shredded sharp cheddar cheese (set 2 cups aside for later)

Spray a 9 x 12 baking dish with Pam and set aside. Brown cornflakes in a pan with ¼ cup of the melted butter and set aside. In a VERY large bowl, mix hash browns, soup, seasonings, onion, bacon bits, ½ cup of the melted butter, and 2 cups of the cheese. Spoon into the baking dish. Top with the remaining 2 cups cheese and the corn flakes. Bake at 350° for 45 minutes. Freezes Well!

Extra Moist Banana Bread

Courtesy of Grandma Marge Byers-Indiana



- | | | | | | |
|----------------|-----------------|--------------------|---------------------|----------------|--------------|
| 3/4 cup butter | 1 1/2 cup sugar | 2 well beaten eggs | 3 mashed bananas | 1 tsp vanilla | |
| 2 cups flour | 3/4 tsp salt | 1 tsp soda | 1/2 cup canned milk | 2 TBSP vinegar | 3/4 cup nuts |

Cream butter and sugar, add eggs, bananas and vanilla. Sift flour, soda and salt together. Add to creamed mixture alternately with milk. Add vinegar and nuts. Pour in loaf pan. Bake at 325° for 1 hour and 15 min. (or in 2 Pyrex loaf baking dishes for 55 min.) Freezes well!



HOME BUYERS/SELLERS

What's the market like around Tucson?

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, Cheryl, Dick and Susan 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
\$ 99,900	\$ 99.90	1600 N Wilmot Rd #276	2 / 2	1000	1973	No
\$ 199,500	\$ 183.87	4356 E Linden St	2 / 1	1085	1952	No
\$ 213,000	\$ 130.59	1562 W Lama Dr	3 / 2	1631	1987	Yes
\$ 215,000	\$ 128.21	625 S Desert Steppes Dr	4 / 2	1677	1963	No
\$ 219,000	\$ 137.22	7434 E Calle Antigua	3 / 2	1596	1960	Yes
\$ 225,000	\$ 156.69	1456 N Remington Pl	3 / 2	1436	1999	No
\$ 235,000	\$ 127.30	5156 W Citrine Pl	4 / 3	1846	1986	No
\$ 285,000	\$ 140.74	7700 E Linden St	3 / 2	2025	1973	No
\$ 285,000	\$ 150.08	6782 S Thimbleberry	3 / 2	1899	2005	No
\$ 300,000	\$ 134.77	4815 E Silverpuffs Way	3 / 2	2226	2005	No
\$ 325,000	\$ 207.27	3263 N Christmas Ave	2 / 2	1568	1953	No
\$ 359,900	\$ 181.77	509 E Marshall Peak Dr	4 / 3	1980	1998	No
\$ 384,900	\$ 180.11	521 E Marshall Peak Dr	4 / 2	2137	1998	No
\$ 535,000	\$ 217.83	6300 N Camino Arturo	4 / 3	2456	1980	Yes
\$ 599,900	\$ 261.62	6110 N Benjamin Pl	3 / 2	2293	1997	Yes
\$ 795,000	\$ 194.85	5965 N Sabino Shadow	4 / 4	4080	1961	Yes

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

RE/MAX. Outstanding Agents. Outstanding Results.

Over 39 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 !

PRSR STD
 U.S. Postage
PAID
 Tucson, AZ
 Permit No. 469



Dick, Susan
 Sally and Cheryl
www.tucsonrelocation.net

Our Friends

To current resident, or

Trees for Tucson

Trees for Tucson is a program of Tucson Clean & Beautiful, Inc.

We are printing this article again this month with the COMPLETE PHONE NUMBER. Thank you to all our readers who called. It is wonderful to know that people find our newsletter useful!

Thanks to a grant from Tucson Electric Power Co., TEP customers may be eligible to receive one or two trees for only \$5.00 per tree including delivery. Applicants must agree to plant the trees to shade the house. Large shade trees can reduce cooling bills.

To qualify, residents must agree to plant the trees within 15 feet of the house on the west, east, or south sides of the house to provide shade during the summer months.

Planting and maintenance instructions are provided with the trees. The resident must agree to hold Trees for Tucson and TEP harmless for all liability associated with the trees or tree planting.

Applicants have a choice of Mesquite (moderate to fast growth rate to 20 ft tall by 25 ft wide, high pollen, seed pod litter, thorns), Blue Palo Verde (moderate to fast growth rate to 20ft tall by 20ft wide, high pollen, thorns, yellow flowers), or Desert Willow (moderate to fast growth rate to 20ft tall by 20ft wide, low pollen, no thorns, attractive pink flowers, shade not as dense as Mesquite).

For more information or to receive an application, please call **791-3109**. Supplies are limited! Trees will be delivered within the next month.



Household Hints- Shelf Life *The Wizard of Food, Bader*

- All-purpose flour: unopened 12 mo, opened 6-8 months
- Whole wheat flour: unopened 2 yrs, opened 6 mo if refrigerated
- Granulated sugar: unopened 2 yrs, opened 6 months
- Brown sugar: unopened 4 mo, opened 4 mo if stored in freezer
- Confectioners sugar: unopened 18 months
- Solid shortening: unopened 8 months, opened 3 months
- Cocoa: unopened 2 years, opened 1 year
- Baking soda: unopened 18 months, opened 6 months
- Baking powder: unopened 6 months, opened 3 months
- Cornstarch: opened or unopened 18 months
- Tomato products: unopened 1-2 years
- Fruit juices: unopened 1-2 years
- Soups: unopened 3-5 years
- Canned meats: unopened 2-4 years
- Gravy: unopened 3-5 years
- Canned vegetables: unopened 3-4 years
- Pasta (no eggs): unopened 2 years, opened 1 year
- Dry egg noodles: unopened 2 years, opened 1-2 months
- Salad dressing: unopened 1 year, opened 3 months refrigerated
- Honey: opened or unopened 1 year
- Ground coffee: unopened 2 years, opened 2 weeks refrigerated
- Instant coffee: unopened 1 year, opened 3 months
- Bottled water: unopened 2 years, opened 3 months
- Jams, jellies: unopened 1 year, opened 6 months in refrigerator
- Peanut butter: unopened 6-9 months, opened 2-3 months

