



Cheryl Ledford and Dick Clark Present Your 2008 Real Estate Newsletter

All Executives
Tucson, AZ



Created especially for **OUR FRIENDS**

By

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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.



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Our June Featured Properties



GATED Cobblestone. Spacious 6BR/6BA w/ detached guest house. Gorgeous travertine tile, cherry cabinets, slab granite counters, & Sub-Zero & Wolf appls. Sparkling pool, stunning city, mt, & sunset views. \$2,750,000.

LEASE/PURCHASE available on NW beauty featuring lots of ceramic tile, stylish oak cabs, Corian cntrs, all appls! 4BR/2.5BA + bonus room. Extd covd patio, prof landscaped backyard w/lovely views and privacy. \$349,900.



OVER 2800 sq ft on pool-sized lot in NW. Large family room off eat-in kitchen. Formal LR/DR, four oversized bedrooms + spacious loft. Covered patio and 3-car garage. Close to shopping, restaurants, and I-10. \$275,000.

FAMILY WANTED! 3BR/2.5BA with lg loft on cul-de-sac. Kit features center island, stylish oak cabs, micro & gas stove. Lg master suite w/huge walk-in closet. Extd patio, landscape, and refreshing pebble-tec pool. \$275,000.



SPACIOUS 3BR/3BA 2 story w/beautiful wood lam floors, classy 18" tile, sep FR, and loft/ playrm. Kit w/b-bar, lots of cabs, pantry. Cul-de-sac lot, huge yard, play fort, covered patio. Near shopping, D-M, Raytheon. \$259,900.

For more information on these featured homes or other properties, please contact Cheryl (202-5423) or Dick (202-5424).

Chasing The Market

Have you ever seen a dog chasing a car? To a sadist, it might seem very funny. No matter how fast the dog runs, it will never catch the car. The dog will never slow the car down. And, the dog will never bite a moving tire. What must the dog be thinking?

Today, many sellers are running after the market, the same way dogs chase vehicles. What are these sellers thinking? Their home is the only castle for sale? Buyers will love the scent of their lilac bushes or accent walls so much that it will temporarily cause them to forget the competition? Is it possible the smell of fresh baked bread will cause a buyer to pay yesterday's price in today's market?

It is imperative for a seller to price their property 10% below market in order to sell promptly and avoid being left in the long line of expired listings. It may be an election year, but it will be a long wait for inventory levels to decrease to a balanced market.

There is a Turkish proverb that says, "No matter how long you are traveling down the wrong road, when you figure it out, turn around." Overpricing is a two-edge sword. If a property is receiving little activity, it is overpriced. If a property is receiving adequate activity, but no offers; it is also overpriced. The latter problem is called 'always the bridesmaid, never the bride.'

By suggesting a seller has an overpriced property, the real estate agent risks being the messenger who gets shot. Courageous agents tell the truth. Cowardly agents keep quiet and hope the overpriced property will generate sign or ad calls (and new clients) for them, while the seller reduces the price and stigmatizes the property with additional days on the market.

Say's law says, "No good or service will remain chronically unsold, as long as prices remain flexible." The next time you see a dog chasing a car, hopefully, it will remind you of the futility of chasing a declining real estate market. by Paul Pastore

Email or Snail Mail?

You have been receiving our real estate newsletter for some time now. It's currently mailed to more than 7,000 addresses monthly. We receive a tremendous amount of input and feedback from our readers. It is one of our main marketing tools.

In an effort to keep our current newsletter circulation and to assure that you continue to receive it each month, we are offering our friends the option of having the "purple rag" emailed to you as opposed to mailing through the post office.

If you would be interested in receiving your newsletter through your email, please send us your name, address, subdivision, and email address. We promise not to share, raffle, give away, or sell your email address to ANYONE, ever! Contact: Cheryl Ledford 202-5423 or Dick Clark 202-5424 CherylLedford@TucsonRelocation.net dickclark@comcast.net As always, we look forward to hearing from you!

Misplace your newsletter? Log on to www.tucsonrelocation.net, click on NEWSLETTER, click on NEWSLETTER ARCHIVE. Scroll down, click on the month you missed. Those recipes and hints await.

The Sharing Space

Got something to recommend, sell, or trade? Send it and we'll print it here.

Izatt Music Studios is now accepting beginning - advanced piano students. Julie Izatt has a BMUS degree with emphasis in piano performance and 16 years private teaching experience. Located in Rita Ranch. Please call 664-2247 or email julieizatt@gmail.com for your free introductory lesson.

Buy or sell Avon! Only \$10 to sign-up for 50% profits for 2 months! Call Laura at 574-4478 to get started!

Red Polaris 50 (youth). Garaged, low mileage - like new! \$1,250 OBO. Fly **Motocross Boots**-grey, used 2x-Size Y2, \$40. Answer **Motocross Boots**-black, new-Size Y11, \$55. **MRS Motocross Boots**-black, new-Size Y2, \$55. Call 574-4478.

Breezeway Bodyworks Therapeutic Massage is now offering: Individual gentle YOGA instruction. Call 749-2967. Recommended by Grace.

Paul's Lock Service-committed to excellent service and good communication. Residential and commercial locksmithing at a lower price. Paul@paulslockservice.com (520)808-3183. Helping people secure their possessions, and occasionally unlocking things that have been over secured.

MS Fixit. Why call HIM when you can call HER? Repairs, clean outs, organizing, prepping/staging homes for sale... and she respects a budget! Call Jennifer Phelps Cell: 203-3269 or Home: 207-0495, or email jennifer@justtouch.com.

4 Piece white wicker patio set. Includes. coffee table, setee and 2 chairs all with cushions. Excellent condition. \$150.00. Call Gail M-F 520-290-6880.

Dry Cleaning to Your Door. They pick up at my house one day, and drop off the next. Their rates are competitive, or less than walk in stores. Call Joelen @749-5555.

Got Pain? Stress? BioTouch can help! To relieve pain, stress, and a variety of conditions, or just to feel happier & healthier! Get a free session by calling 323-7951 Monday thru Saturday for appointment.. Tell them "Horace" sent you.

Power Tools: cutting, drilling, sanding, planing, forming, clamping and cutting hand tools, and new gardening tools. Patio chairs, umbrella, stand. Mike 574-0967 or 971-5829.

If you would like to buy or sell Avon, contact: Debbie Rose @ 663-1798, or email: angel_rose@cox.net. I live in the Rita Ranch area and deliver all over Tucson.

1995 Isuzu Rodeo, 1 owner, 106k mi, ice cold A/C, ex interior, remote start alarm, minor rear damage. Sacrifice @ \$3000 OBO Bob or Tina, 886-4437 or 603-6325.

Four BF Goodrich Comp T-A tires, 205/6015. Like new, less than 1,000 road miles. \$150 OBO. Call Kim @ 250-5108.

1991 Volkswagon Vanagon Camper GL, Blue Metallic, Automatic, A/C, Power steering, AM/FM Cassette, Roof rack, Rear Air/Heat, Cruise cont, Flip up Roof, full camper, Garaged. 1 owner-Ex cond. Fully equip w/stove/sink/refrig, 2 tables, closet and storage areas. 118k orig miles. \$15,000 OBO. Laura at 982-0182.

Family, wedding, reunion photos make excellent gifts. Photo By Jen, call Jen Ryder @ 990-8701, www.photobyjen.com. References avail. Recommended by Dick.

Best Nail Tech- Valerie @ BJ's, 103 S. Pantano, (Bway/Pantano) behind the Circle K, 861-9427. Specializing in pink and white acrylic, mani/pedi specials. -Kim

2002 Chevy Silverado 2500 HD 4X4 LT, 127k mi. leather int, On Star avail, ex cond, Maintenance records, bluebook \$11,700.00. Asking \$9,000. Gregg 818-4980.

Sky Island Construction LLC, Log Cabins, Custom Homes, Additions, and Upgrades. AZ. R.O.C. 163522, BBB, Please Call Gregg Ferguson at 471-6322.

Love to sew, striving for quality projects? Want to start sewing and need a little help? Call Elizabeth Smith at 591-2255 or Elizabethfashion@msn.com. Certified Sewing Instructor.

Design your own home like a pro! We'll help - U Learn. Custom decorative original art can be created with U. Call Christine at U Design, 296-2244. Affordable rates.

"I can take care of all your word processing needs. Tailor made projects with attention to detail." call Christina @ 405-8729.

No Plastic: Organic Reusable Shopping Bags printed with beautiful messages about Sustainability: call Lianda: 298-2650, or online: www.SustainableBags.net.

PAINTING SPECIALISTS, ext, int, new const. Licensed, bonded, insured. ROC #'s 046449 & 073618, & BBB. Ed or Paul Greco Jr. @ 298-6344 for free estimate.

Natuzzi Leather Sofa and recliner chair, beige. Asking \$900.00. Call 529-1905.

Fun Cruise? Family vacation? Wedding? Reunion? Call Kirsten of Cruise Planners @ 749-4775 or 1-88-CJs-Travel, www.cactusjackstravel.com. Recommended by Cheryl.

Rita Ranch Painters, Interior and Exterior paint, roof coating, stucco, drywall repair. Emilio Moya, Sr., 401-4808 or 822-1379. Recommended by Mark.

All-Brite Window Cleaning does a great job. Call Jack at 722-2832. Recommended by Grace.

"AZ Tree and Landscape Service, Inc., www.aztree.com, does a great job at a reasonable price! Call 790-1505." Recommended by Laura.

The African Gallery. Beautiful hand crafted jewelry, tablecloths, clothes. Call Binta Diallo @ 979-4646, www.africanagallery.com. Recommended by Cheryl.

New Wolff Sunquest Canopy 2000S Tanning Bed. Pd \$1300, asking \$975 OBO. Warranty. Call 520-574-2480 (leave msg).

Relax, Revitalize with Massage Therapy. Call Catherine Mullaugh, Natural Health Massage Therapy, 622-2162, 4641 N. First Av, Suite 2; River and Bromley.

House Painter Paul Liatti, 322-6719. Painting, minor repairs, roof coating. Very reliable, a quality painter. Recommended by Maureen.

PartyLite Candle, Lead/copper Free, burns clean. Host a PartyLite show-earn FREE Products!!! Call Veronica at 290-0540 or email to candlelady812@yahoo.com.

Air Hockey Table: Like new, hardly used and kept covered. Would make a great gift-\$200.00. Call Bill @ 577-0089.

Artistic and Heavy Duty Ironworks, 1417 S 6th Ave, 624-0511. Beautiful security doors, reasonable rates, reliable. Recommended by Cheryl.

For a perfect Housecleaning with reasonable rates, reliable, detailed, references available, and only \$15/hour, call Christina @ 405-8729. Recommended by a reader.

Piano Lessons. Looking for motivated students of any level. Call 520-223-5434, must use area code, or email marileeleishman@gmail.com for more information.

Congo African Grey Parrot (Othello) - Hand fed: Excellent temperament; needs attention; prefer bird lover; \$950 incl. cage/accessories. Call 574-2480 (leave msg).

Totally relaxing foot facial. Call Stephanie @ 808-4000, **Skin Appeal Spa.** Appointments 8am-8pm Mon-Sat. Recommended by Cheryl

ARBONNE, pure, safe, beneficial (vegan) health and beauty products. Contact Casey today at 520-360-4707 for more info.

2000 Rockwood Ultralite Travel Trailer 25ft , \$8,000 OBO. Call 529-1905.

Mary Kay Products. Log on at www.marykay.com/shawnryden. Call Shawn at 722-3778 or 870-2775.

Put our experience and expertise to work for you! Call Cheryl Ledford 202-5423, & Dick Clark 202-5424, at RE/MAX All Executives, 1985 E River Rd #121.



Son's Bakery Café, 5683 E Speedway, 520-885-0806. "Love the Vietnamese Chicken or Beef over Rice Noodles (BUN) with egg rolls." Pam and Cheryl

Vintabla Restaurant and Wine Shop, 2890 E Skyline Dr, 520-577-6210. "Great lunches, wonderful atmosphere!" Becky

Trattoria Pina, 5541 N Swan, 520-577-6992. "I love the pizza and also Pollo di Nonna. You must have desert, all homemade by Fedele and Cosmo! m-m-m" Cheryl

Contact us at Ledford@comcast.net (or fax to 520-299-9351) with neighborhood news, garage sales, items for sale, recipes, household hints, and to recommend services, restaurants, or businesses. THERE IS NO CHARGE! We look forward to hearing from you! We cannot assume responsibility for the content of any ads, or quality of products and services offered here.



Recipe Corner

Share your favorite salad recipe. Send to ledford@comcast.net.

Blueberry Cake Courtesy of Bess Hodges (Memome) serves 8
 1 box all butter Duncan Hines cake mix 1/2 cup oil 3 eggs 8 oz pkg cream cheese, softened 1 can blueberries, drained
 Beat cake mix, oil, eggs, and cream cheese until well mixed. Fold in blueberries. Pour into well greased bundt pan. Bake 350° for 40-50 minutes. *

English Toffee Courtesy of Miss Joan serves many
 1 cup sugar 3 TBSP water 1 cup butter 1 tsp vanilla 3 Hershey bars 1/4 cup chopped nuts
 Combine sugar, butter, and water in saucepan over med heat. Stir constantly until mixture bubbles and turns amber (7-10 min). Remove from heat and add vanilla. Spread thin in buttered 10" X 15" cookie sheet. Lay Hershey bars over top of candy mixture. When melted spread over candy. Sprinkle w/chopped nuts and pat in. When cool, break into pieces. *

Corn Salad Courtesy of Ms Rone serves 6-8
 2-12 oz cans Shoe Peg Corn, drained 1-10 oz jar Spanish onions, drained and sliced 8 green onions finely chopped
 1 med green pepper, finely chopped 1 cup Italian dressing. Combine vegetables, pour dressing over . Cover and chill overnight. *

Quick Million Dollar Pie Courtesy of Dot Barnett serves 8
 1 large can sliced peaches, drained 1 can fruit cocktail, drained 1/2 cup lemon juice 1 can sweetened condensed milk 1 qt Cool Whip
 Blend all ingredients and pour into graham cracker crust. Refrigerate for 2 hours. *

Turkey and Curry Salad Courtesy of Marianne Mohs serves 6
 Mix 1 cup each of turkey, pineapple, asparagus, mushrooms, avocado., apples cut in cubes. Add 1 cup sliced grapes and eggs, and corn. Combine 1 cup mayonnaise, and curry, salt, pepper and lemon juice to taste.* Mix and refrigerate until serving. *

Orange and Mandarin Jello Salad Courtesy of Aunt Ruth serves 6
 Mix 1 pkg orange flavor jello per instructions, minus 1/4 water. Add 1 small can mandarin orange segments and juice. Refrigerate until set. *

Seven Layer Salad Courtesy of Evelyn Jones serves 18
 1 1/2 qts shredded lettuce 2 cups chopped tomatoes 2 cups sliced mushrooms 1-10 oz pkg frozen peas, thawed and drained
 4 oz medium cheddar cheese, cubed 1 cup red onion sliced thin 2 cups Miracle Whip salad dressing
 In 2 qt serving bowl layer lettuce, tomatoes, mushrooms, peas, cheese and onion. Spread salad dressing over onions to edge of bowl. Cover and chill overnight. Garnish with crispy crumbled bacon and shredded cheese before serving. *

Pistachio Dessert Courtesy of Cheryl Ledford serves 6-8
 2-15 oz cans crushed pineapple, not drained 2 small boxes instant pistachio pudding 2-9oz containers Cool Whip 3 cups mini marshmallows
 Mix pineapple and pudding and let set 10 minutes. Fold in Cool Whip and marshmallows. Refrigerate until serving. Use fat free, sugar free ingredients for those watching their calories and you wont be able to tell the difference! *



What's the market like in Tucson ?

The following data is only a source of information for homeowners. Equal Opportunity Housing. All information deemed reliable, but not guaranteed. For more information contact Cheryl Ledford (520-202-5423) or Dick Clark (520-202-5424).

List Price	\$ per sq ft	Address	Status	BR / BA	Sq Feet	Year Built	Pool
\$ 95,000	\$ 125.99	Residence on N. Fairview Ave.		2 / 1	754	1955	No
\$ 129,900	\$ 93.12	Residence on S. Sarah Elizabeth Dr.		3 / 2	1395	2001	No
\$ 168,500	\$ 112.71	Residence on E. 35th St.		4 / 2	1495	1969	No
\$ 179,900	\$ 106.20	Residence on E. North Aire Pl.		3 / 2	1694	1973	No
\$ 198,900	\$ 120.55	Residence on N. Avenida Albor		4 / 2	1650	1999	No
\$ 209,900	\$ 112.55	Residence on W. Summer Sky Dr.		3 / 2	1865	1994	No
\$ 220,000	\$ 197.49	Residence on W. Arching Stone Way		2 / 2	1114	2001	No
\$ 349,000	\$ 290.83	Residence on E. Camino Aurelia		2 / 1	1200	1981	No
\$ 425,000	\$ 223.68	Residence on N. Norton Ave.		4 / 2	1900	1947	No
\$ 430,000	\$ 172.69	Residence on N. Ironwood Reserve Way		4 / 2	2490	2006	Yes
\$ 449,000	\$ 199.56	Residence on N. Ridge Shadow Pl.		2 / 3	2250	2002	Yes
\$ 549,000	\$ 155.66	Residence on N. Canada Hills Ct.		5 / 3	3527	1997	Yes

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OUR FRIENDS

To current resident or

Household Hints: Things your mother never told you.

- Some aluminum foil and cling wrap containers have indentations in the small ends of the box that, when pressed in, prevent the roll of wrap from flying out of the box and sailing across the room as you try to tear off the necessary amount. -Michelle
- Keep ants out of the house by spraying Lysol Anti-bacterial Kitchen spray on the window track or area where they enter the house and they will not come back. -Kim
- To remove gum from hair, rub area with peanut butter and slowly pull out with fingernails. -Cheryl
- Sprinkling baking soda in the bottom of the diaper pail or trash can before replacing the trash bag will help control odor. -Kim
- To get gloss paint out of your hair, try soaking with baby oil and it will clump off into your hand. Then wash your hair as normal. -Kim
- To keep hamburger patties from shrinking while cooking, make a small hole through the center of each patty. Also help them cook faster. Ms Chaney
- Make perfect fudge squares in a greased ice cube tray with its dividers. -?
- Use a sponge as a spoon rest on top of the stove. -Ms Alexander
- The volume of beaten egg whites is increased when the eggs are at room temperature. -Memome
- Fresh tomatoes keep longer when placed stem end down. -Sarah
- Use empty toilet paper rolls to store extra extension cords.
- Use empty wax paper tubes to store documents, large photographs, etc. Roll the picture or document and insert in the roller. Mark contents on roller.
- Stuff a miniature marshmallow in the bottom of a sugar cone to prevent ice cream drips.
- Use a meat baster to "squeeze" your pancake batter onto the hot griddle - perfect shaped pancakes every time.
- To prevent egg shells from cracking, add a pinch of salt to the water before hard-boiling.
- Windex and "elbow grease" cleans tile grout.
- Run your hands under cold water before pressing Rice Krispy treats in the pan - the marshmallow won't stick to your fingers.
- To get the most juice out of fresh lemons, bring them to room temperature and roll them under your palm against the kitchen counter before squeezing.
- To easily remove burnt-on food from your skillet, simply add a drop or two of dish soap and enough water to cover bottom of pan, and bring to a boil on stovetop - skillet will be much easier to clean.
- Spray your Tupperware with nonstick cooking spray before pouring in tomato-based sauces - no more stains.
- When a cake recipe calls for flouring the baking pan, use a bit of the dry cake mix instead - no white mess on the outside of the cake.
- If you over-salt a dish while it's still cooking, drop in a peeled potato - it absorbs the excess salt for an instant "fix me up."
- Brush beaten egg white over pie crust before baking to yield a beautiful glossy finish.
- Place a slice of apple in hardened brown sugar to soften it back up.
- When boiling corn on the cob, add a pinch of sugar to help bring out the corn's natural sweetness.
- To get rid of itch from mosquito bite: try applying soap on the area, instant relief.
- Use air-freshener to clean mirrors: It does a good job and better still, leaves a lovely smell to the shine.
- Painlessly and easily remove a splinter or cactus needles with scotch tape before resorting to tweezers or a needle. Simply put the scotch tape over the splinter, then pull it off.
- A drop of your favorite cologne on a cold light bulb will give off a fragrance to a room when the light is turned on.
- Put a saucer of vinegar in a room when painting or after burning something on the stove or in the oven. This helps to eliminate even cigarette odors.
- To keep potatoes from budding, place an apple in the bag with the potatoes.