



The Trails at Scottsdale

PROJECTS TO COME.

What are the upcoming projects that we are working on?

- ◆ Removing about 25 tree stumps from the common areas.
- ◆ Re-graveling the bike path.
- ◆ Trimming of many trees above our landscape contract.
- ◆ Development of a Trails website.
- ◆ Dedication of the cul-du-sac on 87th St. to former Board member Lois Schnerberger.
- ◆ General repairs and maintenance to the marquee and entrance walls.

If you would like any information regarding any of these projects, please call any Board member.

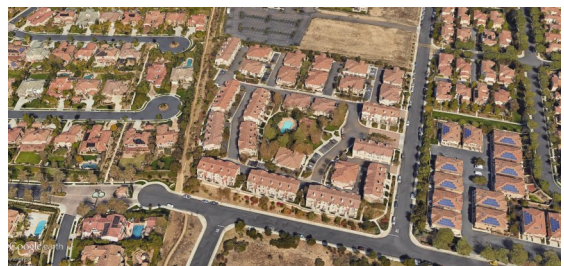


GOOD NEIGHBORS!?

The Webster definition of **Neighbor** is: one living or located near another. But in reality, being a good neighbor is so much more. We are all facing unprecedented events that have changed our lives more than we have ever imagined. Many of us never really get to know our neighbors except to say “Hi” and head into our homes. During these times, we really need to pay attention to who our neighbors are. Do you have neighbors who are living alone, elderly or handicapped? How are they getting along? Are they able to get out and about? Do they have what they need to survive?

Please take the time to check on your neighbors, make sure that they know that if there is an emergency of any kind, they can call on you for help. We need to take care of one another. This is the time for all of us to come together and help one another.

Stay safe, and God Bless all of us.



Board members:

Brenda Breit	480-970-0079
<i>President</i>	
Elizabeth Welch	480-990-2868
<i>Vice-President</i>	
Dennis DeGutes	480-970-4701
<i>Treasurer</i>	
Sandy DeGutes	480-970-4701
<i>Secretary</i>	
Bill Hooper	480-267-5478
<i>Projects/Improvement Chair</i>	
Frank Mapes	480-242-6310
<i>Landscape Chair</i>	
Deborah Blacklock	480-998-9612
<i>Public Relations Chair</i>	
Bob Thayer	480-781-7940
<i>Historian</i>	
Jim Nowatzki	602-499-8088
<i>Architectural Chair</i>	

If you have any questions, please call the appropriate Board member listed above.

WHAT'S HAPPENING IN OUR REAL ESTATE MARKET?

Alyssa Samuelson, Fellow Trails Resident & REALTOR, Success Real Estate Group, 602-622-0488, alyssa@SouthScottsdaleHomes.com

Lots and lots of news and changes happening as I write this. But first off, I want to send health to you and your loved ones. As I am also a Trails resident, if there is anything I can do to help in these trying times please do not hesitate to reach out to me.

So, you may be wondering how our current uncertainty will affect our real estate market? There are a lot of different opinions floating around, both at national and local levels. Arizona is somewhat of an anomaly when compared to real estate in other cities and states. We have continued to be a very desirable place to live, cost of living and taxes are low and weather is great. In addition, many companies have continued to move or expand their operations to include the greater Phoenix area. We have seen a tremendous amount of growth in our economic sector which has continued to strengthen our real estate market. While there may be a lull in activity while COVID-19 plays out, it is expected that our market will recover quicker than most other markets.

So, what can you expect in the interim? If you need to sell your home, you will probably see less buyer activity and more days on the market. So, while it may be a little slower out of the gates, there are still buyers out there, just not as many. If you don't need to sell right at this moment, I might recommend waiting until our market begins to stabilize and buyers' confidence levels grow. If you have no other option than to sell, there are some different strategies that can be used to make your home more attractive to the fewer buyers currently in the market.

On the contrary, if you are looking to buy now might very well be the time. Many buyers have put their home searches on hold which means less competition and less probability of having to compete with multiple offers. In addition, interest rates are still low so it would be a good time to lock in a great rate too.

In a way, in this short lull we've had so far, the market has shifted a bit to be more of a buyer's market (not necessarily from a statistical standpoint because we can't quite predict a mathematical trend yet) since there is less competition and demand. We've had years of a strong seller's market so this may be a short window for buyers to really take advantage of current conditions.

I am more than happy, as usual, to answer any questions you might have or address any concerns. I am also keeping my clients and followers up to date on real estate news on my Facebook page at: <https://www.facebook.com/SuccessRealEstateGroup/>. It's a great way to keep a pulse on our market as well as learn about any programs which might help you and your family through this time.

NOTE: In case you missed it, we are going eco-friendly and will no longer be delivering a hard copy of our monthly neighborhood comparables BUT you can still get a copy emailed to you! To receive your emailed copy please send me an email and I will add you to the list!

The Meeting Schedule for the Board of The Trails at Scottsdale Homeowners Association is as follows:

April 14, 2020 7:00 p.m. and May 10, 2019 at 7:00 p.m.

The meetings tentatively will be held at the Granite Reef Senior Center, Room 10. This depends on whether the Senior Center has re-opened for use. The meetings for June, July and August will be suspended as in past years. They will resume on September 8th. If you have a concern please call any one of the Board members listed on the first page. We are always looking for ideas or suggestions on what you, the residents of The Trails would like to see in the way of improvements to the subdivision. Please give any board member a call with your ideas. We would also appreciate participation in our meetings. It would be great to meet and greet our neighbors.