



# The Trails at Scottsdale

## Increase in Dues in 2020

The Board members of The Trails have voted to increase the annual dues by 5% as provided for in the CCR's. The new yearly dues will now be **\$231.00** or **\$57.75** quarterly. You can pay the full \$231.00 in January or the quarterly amount of \$57.75, whichever you wish.

### Next Meeting Dates

- January 14, 7:00 p.m.
- **Annual Meeting**—February 11, 7:00 p.m.
- March 10, 7:00 p.m.

The Board meets every second Tuesday of the month. The location for these meetings is the Granite Reef Senior Center on Granite Reef and McDowell. All residents are encouraged to attend.

### Board members:

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

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

## Annual Meeting Notification

The Annual Meeting of The Trails HOA will take place on **Tuesday, February 11, 2020 at 7:00 p.m.** at the Granite Reef Senior Center on Granite Reef Road, north of McDowell. Discussion will center on Board member elections and the proposed budget for the 20120 fiscal year. We have three seats up for election, (Dennis DeGutes, Bill Hooper and Elizabeth Welch) so If anyone is interested in becoming a Board member, please feel free to add your name to the enclosed ballot in the blank line. Please return your ballots by mail no later than February 7th, or give them to any Board member if you cannot attend this meeting. You may also send your vote in by email to: [sandad59@yahoo.com](mailto:sandad59@yahoo.com) and it should include your name, lot number and who you are voting for.

### Thank you Lois and Walter, Welcome Bob and Debra!

**Lois Schneberger** has resigned her position on the HOA Board and we thank her for her many years of service to the Community. Lois served on the Board for over 15 years and dedicated a lot of her free time to taking care of plants in the various cul-du-sacs. A plaque will be placed in the cul-du-sac on N. 87th St. in her honor. We welcome **Bob Thayer** who has agreed to fill the remainder of her term. Bob is no stranger to the subdivision as he was raised here and lived here for many years. **Walter Rivera** has also resigned his position with the Board and he is being replaced with newcomer to the subdivision, **Deborah Blacklock**. The Board thanks Walter for his service to the Community these past years and for his valuable legal advice. Deborah has moved into the subdivision in the past year and we welcome her and her insights.

# What's Happening in Our Real Estate Market?

The Cromford report is a great way to keep a pulse on what is happening in our market! It offers both statistics and opinions. The market continues to be a seller's market as evidenced by the stats, but we are also seeing sellers being willing to help with buyer closing costs as well.

From The Cromford Report:

Supply shortages created an environment of multiple offers and listings sold over asking price last month. This is especially evident among listings between \$125K-\$250K where 26% sold over asking price in November compared to the overall percentage of 19% in Greater Phoenix. In a normal market, we would expect 10-15% of listings to be sold over asking price.

That statistic may sound hopeless to a buyer who may not have the means or stomach to pay over asking price. However, 24% of sellers agreed to pay some form of closing cost assistance to buyers in November as well. This measure increases to 32.5% on sales between \$125K-\$250K, the primary price point for first-time home buyers.

More expensive areas with average sale prices over \$500K have significantly fewer sales involving seller-paid closing costs (as would be expected) and a much lower-than-average percentage of homes sold over asking price, but things have been exciting for this market so far this year. Sales over \$500K are up over 16.5% year-to-date over last year, but most impressive is the 21% increase in sales over \$2M! Typically the second half of the year is flat for luxury sales in this range, but this year contracts in escrow have soared 42% over 2018's level in the last 3 months.

Also impressive is a 24% gain in sales between \$500K-\$600K, which was helped by an increase in the FHFA loan limit to \$484,350 last year. In 2020, that limit is set to rise again to \$510,400. This means it may get a little easier for buyers to qualify for more expensive homes and that's good news for sellers.

Sellers in the mid \$300K price range are getting a boost too. FHA is raising their loan limit in 2020 from \$314,827 to \$331,760. FHA financing is an option for buyers who may have less-than-favorable credit and lower down payments. This is good news for both buyers who can't move up in price due to the existing limit and sellers who are just out of reach for these buyers.

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

If you are interested in more information related to your home in The Trails please do not hesitate to reach out to me or use the following link: [www.TrailsAtScottsdaleHomeValues.com](http://www.TrailsAtScottsdaleHomeValues.com)

By Alyssa Samuelson, Success Real Estate Group/Apartment Source, Fellow Trails Neighbor  
[602-622-0488](tel:602-622-0488), [Alyssa@SouthScottsdaleHomes.com](mailto:Alyssa@SouthScottsdaleHomes.com), [www.SouthScottsdaleHomes.com](http://www.SouthScottsdaleHomes.com)

## Things we need to remember!

- ◆ Please do NOT to set out their bulk items until one week before the Monday of pickup week. It must be secure while there. Setting it out early is against City Codes.
- ◆ The cul-du-sacs are for visitor parking, not additional permanent parking for residents. It is property belonging to the HOA and we can have vehicles towed with the owner being responsible for the charges.
- ◆ Whoever is setting off the fireworks during the week, **PLEASE STOP!** Those loud bangs upset many of the dogs in the subdivision as well as bother 2nd and 3rd shift people who are sleeping. It is illegal.
- ◆ The open common areas are for residents to walk thru and enjoy. They are not there for any vehicles to do donuts as this destroys the area. Please call the police if you see anyone doing this.