



The Trails at Scottsdale

Are you being a Considerate Neighbor?

Scottsdale Mayor W.J. "Jim" Lane has issued an emergency proclamation that requires people to cover their nose and mouth in most public areas except for individuals or small groups in parks or for outdoor exercise when physical distancing can be maintained beginning at 5:00 p.m. on June 19th. Please show respect and compassion for your neighbors when you are out and about. We need to do our part in keeping this virus under control and not spread it. This is a very real threat to all of us, so please put your mask on and follow the guidelines.



Board members:

Brenda Breit	480-970-0079
President	
Elizabeth Welch	480-990-2868
Vice-President	
Dennis DeGutes	928-536-4033
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Landscape Chair	
Deborah Blacklock	480-998-9612
Public Relations Chair	
Bob Thayer	480-781-7940
Historian	
Jim Nowatzki	602-499-8088
Architectural Chair	

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

Juicy Fruit Salad

Ingredients

- ◆ 1-15 Oz. can of pineapple chunks with juice
- ◆ 1-apple, peeled, cored and diced
- ◆ 1-orange, peeled, diced with juice reserved
- ◆ 1-banana sliced
- ◆ 1-cup seedless grapes, halved

Directions

In a large bowl, toss together the pineapple, apple, orange, banana and grapes. Add the juice from the pineapple and orange and let chill until serving.



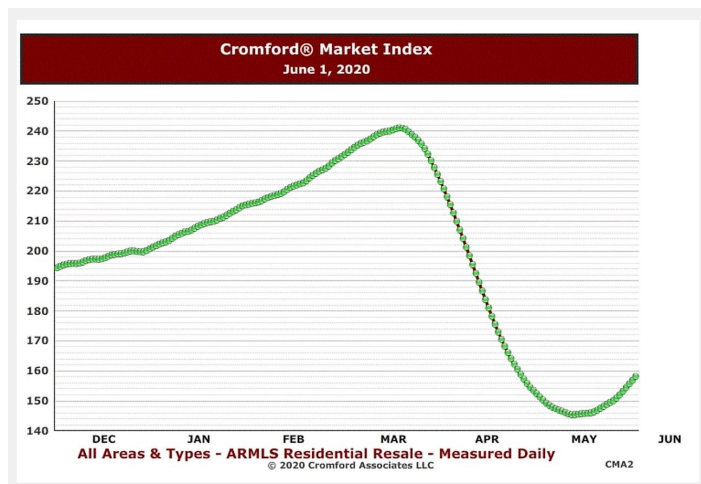
What's Happening in Our Real Estate Market ?

I wanted to share some market data from one of our local real estate economists. The Cromford Report is continually analyzing our market and integrating data to provide an overall synopsis of our market. One of the ways this is done is through The Cromford Market Index which provides a short term forecast for the balance of the market. It is derived from the trends in pending, active, and sold listings compared with historical data over the previous four years. Values below 100 indicate a buyer's market, while values above 100 indicate a seller's market. A value of 100 indicates a balanced market.

You will see in the chart that the CMI dropped significantly in March in response to everything going on with both the stock market and COVID. However, you will also see it appears this drop in the CMI leveled out in May and we are now on an upward trend again. And you will note that even at the bottom in this chart, the average CMI was still above 140 which is still indicative of a Seller's market.

So what does this mean? The market is swinging strongly back in favor of Sellers. Even at the low, we were still in a Seller's market, but that market appears to be getting even stronger for Sellers. Not only have listings being going under contract more quickly, the supply of new listings is much weaker than normal and many segments of the market are looking extremely short of homes for sale. This typically puts buyers into competition with each other leading to bidding wars and an upward pressure on pricing.

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.



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!

By Alyssa Samuelson, Success Real Estate Group Alyssa@SouthScottsdaleHomes.com, 602-622-0488, Fellow Trails Neighbor

Next Meeting Date

- **Sept. 8, 2020, 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 pending their reopening. All residents are encouraged to attend Board meetings.