



The Trails at Scottsdale

No Increase in Dues in 2022

The Board members of The Trails have voted **not** to increase the annual dues as provided for in the CCR's. The dues will remain at **\$231.00** per year 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 11, 7:00 p.m.
- **Annual Meeting**—February 8, 7:00 p.m.
- March 8, 7:00 p.m.

The Board meets every second Tuesday of the month. The location for these meetings is currently on Zoom. If any residents wish to attend please notify a Board Member.

Board members:

Brenda Breit President	480-970-0079
Elizabeth Welch Vice-President	480-990-2868
Dennis DeGutes Treasurer	480-970-4701
Sandy DeGutes Secretary	480-970-4701
Bill Long Public Relations	480-254-9549
Bob Thayer Architectural Chair	480-781-7940
Deborah Blacklock Historian	480-998-9612
Jim Nowatzki Landscape Chair	602-499-8088
Bill Hooper Projects/Improvements	480-267-5478

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 8, 2022 at 7:00 p.m.** on Zoom. If any resident wishes to participate, please call any Board member and we will assist you. Discussion will center on Board member elections and the proposed budget for the 2022 fiscal year. We have three seats up for election, (Bill Long, Bob Thayer and Brenda Breit). 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 4th, 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 and it should include your name, lot number and who you are voting for..



REMINDERS!

1. Do not put trash dumpsters or recycle buckets out any sooner than the night before scheduled pickup. All dumpsters/buckets must be pulled out of the street the same night.
2. The City has passed a new law regarding blocking sidewalks. That means that all garbage dumpsters must be placed in the street curb and not on the sidewalk. If cited for this, you could face a hefty fine.
3. Please do not place items for bulk pickup any earlier than 6:00 a.m. on the Monday of pickup week. The City has been running late in picking up so if items are not picked up during the week, you can call them as ask to have them removed.
4. Please backwash your pools into the proper pipes and NOT into the street.

What Does a “Normal” Real Estate Market Look Like Anymore?

For Buyers:

Does anyone know what a normal, or balanced, housing market looks like anymore? Over the past 21 years, Greater Phoenix has been in a buyer market for a combined total of 43 months (3.6 years), a balanced market for 55 months (4.6 years) and a seller market for 155 months (12.9 years). This is important to discuss because the longer seller markets last, the more human beings change their definition of what “normal” looks and feels like.

“Normal” for Greater Phoenix is not a balanced market, it’s a seller market. The years from 2015-2019 got us used to 2-3 months to sell a home, 15-19% of sales closing over list price, \$2,500 over list considered an amazing offer, 25-28% of sales with closing cost assistance and 5-9% annual appreciation.

So when national analysts suggest the housing market will cool off in 2022, many (if not most) local housing analysts believe it will remain a seller market, but a weaker one. Prices don’t decline in seller markets, but listings may stay active for a few more days before accepting a contract. A full price offer may be enough to win a home. Buyers may have less pressure to waive appraisal and repairs.

For Sellers:

With all the talk of 2022 predictions and uncertainty, it’s important for sellers to stay in the moment and lean into what is known. The reality of the Greater Phoenix housing market is that supply is 67% below normal and dropping. Demand is 23% above normal and stable for now. Until these two indicators start moving towards each other, the housing market will not see prices stabilize. If anything were to negatively affect Wall-Street-financed corporate iBuyers and institutional landlords, then that would cause a shift downward in demand. That could happen someday, but it isn’t happening today.

Even if demand were to decline tomorrow, sale price measures are the last to change in a shifting market. The first thing to go up would be the cost of the sale for the seller. For example, days on market will increase, list price reductions will increase and then eventually seller concessions will increase before anything is reflected in the final sales price. The pattern goes like this; homes are on the market longer than expected as sellers push the boundaries on price. If the market resists in the form of zero offers, a price reduction is recorded in response. If demand dwindles to where only one offer is received instead of multiple offers, more pressure is placed on sellers to offer home warranties, do repairs, or consent to closing cost assistance in order to secure closing at their desired price. None of these indicators appear to be shifting at the moment, but that could change. The key for sellers in 2022 is to stay on top of current market trends, listen to your REALTOR®, and be the first to shift expectations if buyer demand drops. A wise REALTOR® once said, “If you can’t be with the buyer you love, love the one you’re with.”

Commentary written by Tina Tamboer, Senior Housing Analyst with The Cromford Report



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

Trails at Scottsdale Web Page!

Board Member Bill Hooper has been working very hard at putting together and monitoring the new web page dedicated to The Trails at Scottsdale. If you have any questions, need information or contacts, please refer to this web page for possible answers. The address is: <https://thetrailsatscottsdale.org>