



The Trails at Scottsdale

No Increase in Dues in 2024!

The Board members of The Trails have voted **not** to increase the annual dues for the 2024 year. Your payments will remain the same. Yearly payment is \$242.00 and quarterly is \$60.50. If desired, you can scan the QR codes on your invoice to bring up the Cheddar Up payment option.



Board members:

Brenda Breit President	480-970-0079
Elizabeth Welch Vice-President	480-990-2868
Dennis DeGutes Treasurer	928-457-0829
Sandy DeGutes Secretary	928-457-0829
Bill Long Public Relations	480-254-9549
Bob Thayer Architectural Chair	480-781-7940
Deborah Blacklock Historian	480-998-9612
Colin Walsh Landscape	480-720-9023
Bill Hooper Projects/Improvements	480-267-5478

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

Next Meeting Dates

- January 9, 7:00 p.m.
- **Annual Meeting**—February 13, 7:00 p.m.
- March 12, 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.

Annual Meeting Notification

The Annual Meeting of The Trails HOA will take place on **Tuesday, February 13, 2024 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 2024 fiscal year. We have three seats up for election, (Bill Long, Sandy DeGutes & Deborah Blacklock). Deborah has opted not to rerun so we will have one open seat. 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 6th, 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.. Please remember that if your HOA dues are not current, you cannot vote.

Cheddar Up Fee Payments:

This past year, as a way to introduce the community to **Cheddar Up**, the new electronic payment option, the HOA absorbed the fees normally charged for electronic payments. Beginning January 1, 2024 the payee will be charged this fee which amounts to approximately \$2.75 per each transaction. The QR codes are on the invoices.

Trails at Scottsdale Web Page!

Please visit our web page if you have any questions. Your answers may be on this site. The address is: <https://thetrailsatscottsdale.org>

Greater Phoenix Balanced Market May Not Last Long; These Two Factors Could Further Drop Mortgage Rates in 2024

For Buyers:

Greater Phoenix has moved out of a seller's market and into a balanced market, but it's unclear how long this opportunity will last for buyers. December is typically the calm before the storm each year for the housing market, and this year is no different. New listings are at their lowest this month as many sellers opt to wait until January to list their home. As a result, supply can become stale and picked over. However, the lull is a window of opportunity for negotiations as the remaining sellers want to be under contract before the wave of new listings come in the new year.

There is uncertainty mixed with hope in the market today as mortgage rates have declined from 8.0% to 7.0% since October. Every day the mortgage rate declines, more buyers are able to purchase. Last year, also from October to December, rates dropped from 7.4% to 6.1%. This was enough to pull the housing market out of a buyer's market, into balance, and eventually a seller's market once again by January. This put upward pressure on price until May, when rates rose once again to 7%. If rates continue their decline and drop below 6.5%, we expect to see noticeable improvements in buyer demand as we enter 2024.

This November, the Consumer Price Index inflation rate took a positive turn down and the Federal Reserve did not raise the federal funds rate, both measures were key factors in the current mortgage rate decline. This month, the inflation rate once again declined and the market expects the federal funds rate to remain unchanged, stirring emotions of hope and anticipation that rates will continue declining as mortgage applications rise.

The rapid decline of rates is preventing Greater Phoenix from dropping entirely into a buyer's market at this stage, which is causing analysts to question how long the opportunity will last. The combination of a sustained balanced market and the weakest month of the year seasonally means that the best thing buyers can do is stay vigilant in their search for a home and take advantage of this quiet time. Once the new year begins, the market could heat up quickly.

For Sellers:

While Greater Phoenix is in a balanced market overall, it's not evenly distributed. As of December 7th, most of the cities in Pinal County and the edges of the valley are in buyer's markets. They include Cave Creek, Sun City, Surprise, Buckeye, Maricopa, Casa Grande, Queen Creek, and Gold Canyon. Balanced markets are Paradise Valley, Goodyear, Peoria, Sun City West, Litchfield Park, and Arizona City. All other cities are in seller's markets, but much weaker than they were a month ago.

The top 5 seller's markets, in order, are Tolleson, Anthem, Apache Junction, El Mirage, and Sun Lakes. Close behind are Chandler, Laveen, and Fountain Hills. While these cities lean the most towards sellers, the only cities showing significant price increases since June are Anthem, Sun Lakes, and Fountain Hills. Despite being strong seller's markets, Laveen and Tolleson have 76% and 71% of their sales closing with significant buyer incentives at median costs of \$13,500 and \$10,000; much higher than the valley-wide measures of 44% and \$9,626 for December.

Leading supply and demand measures indicate sales price measures should go flat over the next 3-6 months. Demand is expected to increase once the new year begins, but competing supply may offset it. Pushing the market too far on what price it's willing to bear will most likely result in more days on market. Focusing on getting your home in the best possible condition, budgeting appropriately for buyer incentives, and managing expectations for price will get your home sold faster in this environment. These are the markets where quality marketing, exposure, and agent representation truly make a difference.

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

Reminders

- ◆ There are NO rentals in our subdivision for less than 60 days.
- ◆ The property between your side walls and the sidewalk is the responsibility of the homeowner. Please trim the bushes and trees planted along the sidewalks so residents can safely walk on the sidewalk.
- ◆ Only set out items for bulk pickup per Scottsdale City guidelines. This means putting out items listed on the Cities Webpage for bulk pickup the Sunday night before scheduled pickup. If you have things like furniture, water heaters, etc., please call the City for a special pickup.
- ◆ Please keep all pets on a leash and clean up after them. When walking your pet, please do not leave the bag with the waste on the ground. You need to dispose of it at your own home. It's the neighborly thing to do.
- ◆ 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.