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April, 2026

The Trails at Scottsdale

RT. 66 - 100 YEAR CELEBRATIONS

- This year we celebrate the 100th year of Rt. 66. Arizona features one of the longest preserved stretches of the Mother Road and will host events nearly every month. Here are just a few events.
- **Historic Route 66 Fun Run:** May 1–3. A 140-mile journey from Seligman to Topock with events in almost every community along the way.
- **Seligman Centennial Celebration:** April 30. Unveiling of new monument signs and a day-long community party.
- **Flagstaff Centennial Celebration:** June 6. A day-long event with nostalgic reenactments and a classic car show.
- **Kingman Route 66 Fest:** October 16–17. Features live music, a pinup contest, and retro competitions.
- **Route 66 UltraRun:** November 13–16. A grueling 140-mile endurance race from Seligman to Topock.

THINGS TO DO BEFORE THE SUMMER HEAT.

- Check your home A/C unit and seal windows to keep your home cool
- Those spring flowers have stopped blooming and now need to be pulled up. Do this early morning before the heat sets in.
- Check window and door seals to prevent cool air from escaping.
- Check the freon in your car's A/C.
- Check your sprinkler system for leaks.
- Check your pool equipment to avoid breakdowns.

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 Hooper *Projects/Improvement Chair*	480-267-5478
Colin Walsh *Landscape Chair*	480-720-9023
Fred Bollhoffer *Public Relations Chair*	630-842-9490
Stacy Katz *Historian*	480-655-8908
Bob Thayer *Architectural Chair*	480-662-5052

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

LISTINGS UNDER CONTRACT NOW UP 10% OVER LAST YEAR; FEWER NEW LISTINGS ENTERING MARKET - SUPPLY IS STABILIZING

FOR BUYERS: It's been a busy month in the housing market! Contracts in escrow are now up 10.2% over last year and are outperforming even 2023 and 2024 at this juncture. Influencing this increase in demand have been mortgage rates stabilizing below 6.2% since Christmas and even hitting 5.99% in the last week of February. While the Cromford® Demand Index shows the Phoenix market is 13% below normal, that's an improvement from 16% below normal last month, and 24% below normal measured in August last year.

New listings have notably dropped off, however, as some sellers wait for better days to list their homes. While newly active counts in January were in line with last year, both February and March-to-date are down 7%. With fewer new listings replenishing those that have gone under contract, cancelled, or expired, the overall supply count has stopped rising. Last month inventory was up 9% over last year, now it's dropped to 5%, and at this rate it could be below last year by next month.

While buyer demand for homes has been recovering, the recent war with Iran that started on February 28th has created some speed bumps along the way. Hopes are high that the effects are temporary, but the rising cost of gas threatens to affect the current rate of inflation in the United States. Mortgage rates do not like inflation, and in response they have risen from 5.99% to as high as 6.4% as of this writing. This increase in mortgage rate gives buyers two choices, to accept a 5% increase in payment, or a 5% drop in purchasing power.

The effect on the market could be a lag in contract activity as buyers wait to see if mortgage rates drift down again. If and when they do, then a surge of new contracts could follow. Rumors of increased tax refunds may also provide a welcome boost to the April season.

FOR SELLERS: Monthly closings so far are holding close to last year's count, but current contract activity suggests that will improve over the next 4-6 weeks. The condo/townhome market is finally seeing some improvement. After starting off slow, condos under contract finally pulled ahead of last year by 1.3%. While this is welcome news, unfortunately it remains a tough market for condo sellers as inventory is 11% higher and sales prices continue to decline. This is especially true in small condos under 1,100 sq ft that are competing with newly built apartment complexes offering big incentives and lower rents to attract tenants. These small units have seen an accumulated price decline of nearly 17% since the peak of June 2022, which erases most appreciation achieved after mid-2021. Condos and townhomes larger than 1,100 sq ft have fared much better than the smaller units, but still have a tougher time than single family homes competing within the same price points.

Within the single family market, certain areas are hotter than others when looking at the ratio between what's active vs. what's under contract. Specifically, the zip codes surrounding the intersection of the 101 and I-17 in the North Valley. This area includes North Glendale, Moon Valley, and Desert Ridge. Other noteworthy areas with favorable demand for single family sellers are Maryvale, Tolleson and Laveen in the West Valley, and in the Southeast Valley South Tempe, Chandler, West Mesa and the I 60 corridor to Apache Junction.

For single family properties under $400K, the entire West Valley lights up hot with many zip codes showing a frenzy with more homes under contract than active for sale. Increasing the price range to $400K-$500K, then the entire Southeast Valley lights up with hot and frenzy activity. As the price rises to $600K-$800K, the entire north side of the 101 lights up with activity spanning Norterra, Moon Valley, Desert Ridge, Cave Creek, and North Scottsdale. The purpose to this story is to illustrate that one price point may be a frenzy in one area, cold in another, and balanced everywhere else.

The luxury market in particular has had an extraordinary season thus far. Specifically, sales over $3M are up 26% year to date, aided by a whopping 26 ultra-luxury sales over $10M. The biggest year for sales over $10M was 2025 with 32 sales. That was for the entire year. 2026 has already achieved 81% of 2025's annual sales count before the first quarter is complete. There are currently 102 active properties for sale over $10M in the Arizona Regional MLS. The message for sellers continues to be patience. The housing market is in recovery, but it's a slow one.

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

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

April 14, 2026 7:00 p.m. and May 12, 2026 at 7:00 p.m.

The meetings will be held on Zoom. If you wish to attend the Zoom meetings, please check the website (thetrailsatscottsdale.org) for directions on how to join the meeting. The meetings for June, July and August will be suspended as in past years. Meetings will resume on September 8th. If you have a concern please call any one of the Board members listed on the front 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 also value participation in our meetings. It would be great to meet and greet our neighbors and listen to your ideas and concerns.