

Courtesy of
The Beck and
Pitel Team



Neighborhood News

June 2007

Greetings,

It may be true that there's no place like home, but everyone needs a little getaway now and then. Experts in performance psychology tell us that taking time away from work for rest and recovery will boost overall productivity. Nevertheless, it's reported that one-third (33%) of employed U.S. adults do not take all of their vacation days—and that's a slight increase from 31% reported in 2005.

We know how hard you work throughout the year to provide for yourself and your family. This month's Client Appreciation Program focuses on vacations and how you can stay happy and healthy while enjoying your time off from work. You'll find details about funding and planning your vacation away from home, securing a passport and traveling stress-free.

June's Item of Value provides a wealth of Web addresses where you can find airfare comparisons, service providers, travel articles, ... even airplane floor plans. Also, discover what's hot this year with our list of travel trends, and learn which Caribbean Islands TripAdvisor.com has named as the top ten travel destinations for 2007.

Vacation is an excellent time to explore far-flung destinations, reconnect with family or simply unwind from the stresses of your daily life. Whether a short jaunt or an epic journey, may your travels this year be safe and relaxing.

Cheers,

Jeanie, Mike, Stephanie and Tim

Oh, By the Way...if you know of someone who would appreciate the level of service we provide, please call us with their name and business number and we will be happy to follow up and take great care of them.

Real Estate News Briefs

Important recall on sprinkler heads

The deadline for submitting a claim for the recall on O-ring sprinklers manufactured by Central Sprinkler, Gem Sprinkler Company and Star Sprinkler, Inc., is **August 31, 2007**. There is concern that some sprinklers may not operate in a fire situation. To find more information and/or identify the sprinklers covered by the recall, visit www.sprinklerreplacement.com or call Central Sprinkler at 800-871-3492.

Mortgage fraud on the rise in Arizona

According to the Mortgage Asset Research Institute's annual fraud survey, Arizona is now ranked seventh for mortgage fraud in the nation. While there are no federal statutes regarding "mortgage fraud," there are several other

statutes the federal government is using to prosecute the crime. Mortgage fraud may also be prosecuted under similar statutes at the state level. Currently, a bill pending this legislative session would make residential mortgage fraud a specific felony punishable by up to 10 years in prison in Arizona.

Online home valuations

It is fun to look at different websites to find out what your home is worth. But, be sure to check their margins of error for accuracy. While often fairly accurate, sometimes when they are off, they are way off and don't always take into account the surrounding areas, remodeling, etc. If you are concerned with a valuation you find online, please give us a call.

Upcoming Events

HAPPY FATHER'S DAY!

June 17, 8-9:50 a.m.

Play Catch on the Field

Admission: \$45 per person

Chase Field

401 East Jefferson Street, Phoenix
(602) 462-6580

June 16-17

Big Boys & Their Toys Expo

Admission: \$20; \$12-seniors; \$5-kids 13-17; kids under 12—FREE

Phoenix Convention Center

100 North Third Street, Phoenix
(602) 331-4744

June 16, 6:30 p.m.

Arizona Gunfighters Father's Day Show

Admission: \$15-\$25

Rockin' R Ranch

6136 East Baseline Road, Mesa
(480) 832-1539

ESCAPE THE HEAT!

June 23-24

Flagstaff Music Festival

FREE Admission

Heritage Square

Aspen Avenue between Leroux and San Francisco streets, Flagstaff

June 29-July 4

Prescott Frontier Days and the World's Oldest Rodeo

FREE Admission

Downtown Prescott

Gurley Street, Prescott
(866) 407-6336



Announcements from The Beck and Pitel Team

TIM JOINED THE TEAM...

After 19 years working as an Engineer in the Aerospace and Defense industries, Tim Pitel has decided to join the Beck and Pitel Team as a licensed agent with Re/Max Integrity Realtors®. Tim's skills as a software developer will provide additional insight for managing the website design and online marketing tools such as Re/Max slideshow tours, web commercials, and personalized market update web pages for sellers. Tim looks forward to helping Jeanie and Stephanie manage each real estate transaction with the highest level of attention and care. His expertise and attention to detail allow the Beck and Pitel Team to provide additional service and client care.



BECK AND PITEL TEAM RECEIVES NEW CERTIFIED NEGOTIATION EXPERT DESIGNATION

Jeanie, Stephanie, and Tim have been awarded the Certified Negotiation Expert (CNE™) designation, achieved by real estate professionals who have successfully completed formal training in the art of negotiation. Agents who receive this certification are in the top 1% of all agents nationally.

This training provides methods, plans, and techniques for negotiating the most favorable position for their clients in a real estate transaction. Below is a description of the CNE capabilities by the company providing the

Contact Information

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training, Negotiation Expertise LLC:

With professional negotiation skills, agents will typically obtain better results for their clients. CNE agents have a *powerful* competitive edge because of their ability to uncover information effectively, get more and give less during sales/purchase negotiations, and retain control over desired outcomes. Bottom line, CNE™ agents know how to influence and persuade others more effectively than agents without professional negotiation training.

The certification training is provided by Negotiation Expertise, LLC, a national negotiation training and coaching company based in Peoria, AZ. Tom Hayman, the President and owner, is a professional negotiator with 35+ years experience, including 25 years with Procter and Gamble, a Fortune 50 company.

For more information call or visit:
www.NegotiationExpertise.com.

WE'VE MOVED...

Our team has moved. While we are now based out of the Arrowhead office, we continue to serve clients around the Valley.

You can reach us directly at:
(623) 362-3034—Jeanie
(623) 362-3074—Stephanie
(623) 362-3079—Tim
www.valleyrealestatepros.com

June is National Homeownership Month

"Home is an invention on which no one has yet improved."

~ Ann Douglas

"A man travels the world over in search of what he needs and returns home to find it."

~ George Moore

Valley Market Statistics as of June 3, 2007

Residential listings in Maricopa and Pinal counties

Total active listings: 51,060
Total sold since December 3, 2006: 31,228
Currently a **9.8** month supply of homes on the market

Total active single-family detached listings: 42,518
Total sold since December 3, 2006: 25,114
Currently a **10.2** month supply of homes on the market

Supply varies greatly by location. There are some areas of the Valley where the supply is under 5 months and some where it is well over a year. If you would like to know the status of your area, please give us a call or send us an email. Also, it is important to note that trends for closed transactions are comparable to recent years (before 2005) when inventory was lower.



Congratulations!

Dan Wilson

won a \$25 gift certificate for correctly answering that Aurora borealis is the Latin term for "the red dawn of the north."



Test your knowledge

Who authored the classic hit song "Home, Sweet Home?"

Call, fax, or email us with the correct answer and your name will be entered into a drawing for a \$25 gift certificate.