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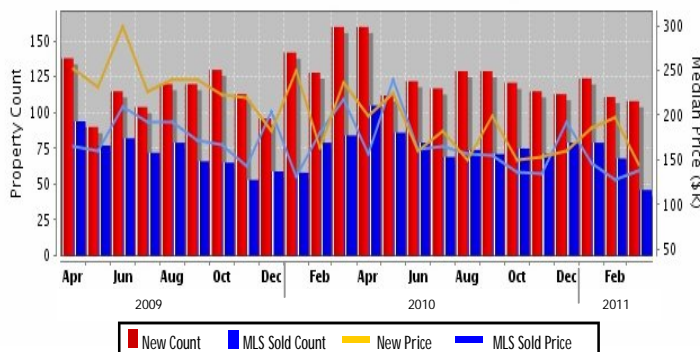


85207 Zip Code Watch

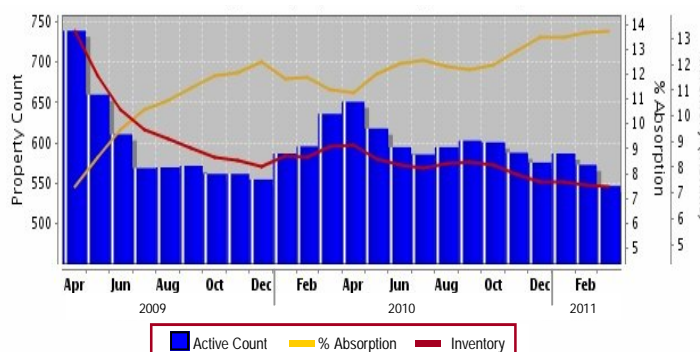
Sold Listings in Zip Code 85207 Over the Last 24 Months
For Single Family Properties Including All Price Ranges



New Listings vs. Sold Over the Last 24 Months
For Single Family Properties Including All Price Ranges



Inventory on Market for Zip Code 85207 Over The Last 24 Months
For Single Family Properties Including All Price Ranges



Here's What's Happening In Our Las Sendas Neighborhood

The real estate market activity during the first quarter of the year seems to be starting to turn around.

According to the Arizona Regional Multiple Listing Service, on April 23, 2011, Las Sendas has 94 homes that are currently "Active" on the market. Of those, 7 (7%) are lender-owned listings (bank-owned, REO's, foreclosed), 11 (12%) are short sale listings (sold before foreclosure date), 1 (1%) is a relocation listing, and 75 (80%) are traditional listings.

At the same time, 50 Las Sendas homes are either pending or AWC (active with contingencies). AWC means they are under contract and waiting for contingencies to be met. Of those, 3 (6%) are lender-owned, 26 (52%) are short sales, 2 (4%) are relocations and 19 (38%) are traditional sales.

Over the period from 01/15/2011 to 04/15/2011, 60 Las Sendas homes were sold. Of those, 16 (27%) were lender owned, 12 (20%) were short sales, 1 (2%) was a relocation and 31 (52%) were traditional sales.

Potential buyers shouldn't wait. With a strong buyers market, combined with nearly all-time low mortgage rates, now's the time to get a great deal on your dream home. Please visit our website at: www.HomesForSaleInLasSendas.com.

Las Sendas MLS Listings as of April 23, 2011

Listing Type	Number of Active Listings	Number of Pending or AWC Listings	Number of Sold Listings	Total
Bank-owned	7	3	16	25
Short Sales	11	26	12	49
Relocation	1	2	1	4
Traditional	75	19	31	125
Total	94	50	60	204

View These Current Listings on our website at:
www.HomesForSaleInLasSendas.com

How Delinquencies Impair Credit Scores

Fair Isaac, which developed FICO scores, used a comparison between two people to explain how mortgage delinquencies affect credit scores.

Fair Isaac derived these numbers from a theoretical calculation based on hypothetical borrowers—one with an initial score of 680 and one with an initial score of 780. FICO scores ranged from 300 to 850.

The hypothetical person behind the 680 score had six credit accounts, while the person with the 780 score had 10. The consumer with the 780 score had no missed payments other than the mortgage; the 680 example had two late payments before they failed to pay the mortgage.

After a mortgage delinquency, the two scores would look like this:

- **After 30-day delinquency,**
680 score drops to 620 to 640;
780 score declines to 670 to 690.
- **After 90-day delinquency,**
680 score falls to 595 to 610;
780 score goes to 645 to 665.
- **After foreclosure, short sale or deed-in-lieu,**
680 goes to 575 to 595;
780 drops to 620 to 640.
- **After bankruptcy,**
680 drops to 530 to 550;
780 declines to 540 to 560.

Please see our insert showing the impact of a foreclosure vs. a short sale on your credit, employment & interest rates.

ALL Las Sendas SOLD - Traditional Sales 1/15/11-4/15/11*

SOLD	Subdivision	Bed	Bath	Sq. Ft.	Built	Original List Price	Listed Price	Selling Price	Date Sold	Price Per Sq. Ft.	Days on Market
7161 E NATHAN ST		5	3	2,475	2008	239,900	239,900	230,000	4/15/2011	92.93	7
7130 E SADDLEBACK ST 42		3	3	2,795	1998	429,000	429,000	382,500	4/15/2011	136.85	154
3334 N STONE GULLY		3	2	2,226	2000	575,000	519,900	500,000	4/6/2011	224.62	104
4029 N STONE PEAK CIR		4	3	3,000	2005	518,800	497,800	450,000	4/5/2011	150.00	39
3513 N PIEDRA CIR		3	2	2,105	2001	359,000	339,000	320,000	3/31/2011	152.02	185
3602 N EAGLE CANYON		3	2	2,855	1999	425,000	415,000	395,000	3/31/2011	138.35	25/190
7260 E EAGLE CREST DR 14		3	3.75	2,869	2000	925,000	899,000	875,000	3/31/2011	304.98	162
3055 N RED MOUNTAIN RD 149		3	2.5	2,150	1996	240,000	229,000	205,000	3/29/2011	95.35	201
7961 E Sierra Morena CIR		4	2.5	2,814	2001	332,500	319,500	315,000	3/29/2011	111.94	85/323
3454 N BOULDER CANYON CIR		5	3	2,732	2003	399,000	349,828	343,000	3/28/2011	125.55	165
3750 N AVOCA ST		4	2.5	3,257	1999	589,000	589,000	547,192	3/21/2011	168.00	42
2652 N STERLING		4	3	2,512	2002	299,999	289,000	278,000	3/18/2011	110.67	32
3055 N Red Mountain RD 151		3	2	1,571	1996	199,000	199,000	190,000	3/17/2011	120.94	39
3114 N SAWYER CIR		5	3	2,732	1998	399,000	319,000	287,000	3/11/2011	105.05	171
7130 E SADDLEBACK ST 3		4	3	3,080	1999	649,000	399,000	399,000	3/11/2011	129.55	229
7403 E NORWOOD ST		3	2	1,762	2002	219,900	219,900	205,000	3/10/2011	116.35	50
7112 E SUMMIT TRAIL ST		5	4.5	5,295	2005	1,499,000	999,000	1,000,000	3/08/2011	188.86	174/540
2658 N STERLING		3	2	2,126	2002	230,000	220,000	214,000	3/02/2011	100.66	73
7940 E RIVERDALE ST		7	6.5	6,160	2007	869,950	875,000	840,000	3/01/2011	136.36	86
6902 E UPPER TRAIL CIR		3	3.5	2,835	1999	550,000	499,900	485,000	2/24/2011	171.08	256
7502 E WOLF CANYON CIR		3	2	1,571	2001	289,900	289,900	273,000	2/15/2011	173.77	65
3055 N RED MOUNTAIN RD 143		4	2.75	2,451	1997	279,000	269,000	255,000	2/11/2011	104.04	128
2835 N AVERY CIR		3	2	1,756	1999	225,000	225,000	220,000	2/10/2011	125.28	40/163
7635 E SANDIA CIR		5	4	3,426	1999	425,000	389,000	380,000	2/07/2011	110.92	109
3055 N Red Mountain 176		3	2	1,756	1996	265,000	234,000	215,000	2/04/2011	122.44	176
4157 N HIGHVIEW		4	3.5	3,554	2004	650,000	600,000	590,000	2/01/2011	166.01	48
3757 N LADERA CIR		3	2	2,105	2002	349,900	349,900	335,000	1/28/2011	159.14	14
4306 N DIAMOND POINT CIR		3	3.5	3,499	2004	1,489,000	799,000	799,000	1/26/2011	228.35	668
4062 N GOLDCLIFF CIR		4	3	3,017	2004	600,000	600,000	580,000	1/24/2011	192.24	27
7445 E EAGLE CREST DR 2065		3	2	1,843	2002	218,300	208,300	183,900	1/21/2011	99.78	48/1290
3823 N PASEO DEL SOL ST		3	2	2,226	1999	419,000	379,000	365,000	1/15/2011	163.97	237

Las Sendas Private Sales*, Auction Sales* & Lender's Shadow Inventory*

SOLD	Subdivision	Bed	Bath	Sq. Ft.	Built	Type of Transaction	Auction Date	Sold At Auction Price	Date Sold After Auction	Sold/List Price
6929 E Trailridge	Son Hills Est	5	3.5	4,055	1999	Private Sale	N/A		03/31/2011	\$480,000
6938 E Upper Trail	Son Hills Est	5	3	3,330	2000	Private Sale	N/A		03/25/2011	\$475,000
7312 E Forest Trail	Eagle Canyon			48,739	Land	Foreclosed	03/17/2011	\$135,500		
7356 E Nora	Grayfox	3	2	2,126	2003	Foreclosed	04/12/2011	\$186,500		
4045 N Pinnacle Hills	Pinn Hills	6	6	5,954	2005	Foreclosed	01/04/2011	\$850,000	01/20/2011	\$1,025,000
4204 N Starry Pass	Mtn Gate	4	3	2,451	2001	Foreclosed	01/20/2011	\$232,500	03/01/2011	\$299,000
6939 E Upper Trail	Son Hills Est	6	4	3,427	1999	Foreclosed	02/16/2011	\$326,300	03/11/2011	\$391,000
7755 E Regina	Grayhawk	5	4	3,427	2000	Foreclosed	03/29/2011	\$309,000	Pending	\$389,000
3864 N El Sereno	Whisper Ridge	5	4	3,426	2003	Foreclosed	03/21/2011	\$321,500	Pending	\$364,789
4021 N Stone Peak	Stonecliff	4	2.5	2,641	2004	Foreclosed	02/24/2011	\$375,751	Active	\$478,900
7209 E Manning	Windsong	4	3	1,856	2001	Foreclosed	03/17/2011	No	Active	\$214,000
7226 E Northridge	Windsong	2	2	1,372	2002	Foreclosed	04/07/2011	No	Active	\$164,900
7261 E Northridge	Windsong	3	2.5	1,605	2002	Foreclosed	04/14/2011	No		Lender's Shadow Inventory
7326 E Tyndall	Featherwind	4	3	2,451	2001	Foreclosed	04/11/2011	No		Lender's Shadow Inventory
2630 N Athena	Windsong	2	2	1,131	2002	Foreclosed	03/04/2011	No		Lender's Shadow Inventory
3048 N Sonoran Hills	Vintage Hills	3	3	1,926	2005	Foreclosed	02/15/2011	No		Lender's Shadow Inventory
3640 N Boulder Canyon	Mountain Village	3	3	3,017	2007	Foreclosed	01/20/2011	No		Lender's Shadow Inventory
3734 N Sonoran Hills	Cobblestone	4	4	2,475	2006	Foreclosed	01/11/2011	No		Lender's Shadow Inventory
3765 N Barron	Highlands	4	2.5	2,446	1999	Foreclosed	03/29/2011	No		Lender's Shadow Inventory

Las Sendas LAND & LOTS SOLD 1/15/11 - 4/15/11

LOTS & LAND	Subdivision	Sq. Ft. Lot	Approx Acreage	Type of Transaction	Original List Price	Sold Price	Date Sold	Price Sq.Ft.	Days on the Market
8453 E Red Hawk 2	Granite Mtn	38,095	0.87	Lender Owned	\$59,900	\$59,000	02/25/2011	\$1.57	181
7344 E Forest Trail 14	Eagle Canyon	29,784	0.68	Short Sale	\$119,900	\$119,800	02/28/2011	\$4.02	168
4321 N Deserts Gate 27	Hidden Canyon	46,229	1.06	Lender Owned	\$150,000	\$140,000	04/01/2011	\$3.03	148

*Traditional Sales represent homeowners selling homes to buyers through an agent. Private Sales represent homeowners selling directly to the buyer without an agent. Auction Sales are foreclosed homes. If not sold at auction, the lender will either list the home (bank owned, REO or lender owned listings) or hold the home off the market as "shadow inventory" to sell at a later date.

What is a Short Sale? When the mortgage balance is more than the house is worth, the lender may allow the homeowner to sell the house at a lower price. Thus, the homeowner will be "short" the difference between the mortgage and the sales price at closing. The lender's approval is required to sell the home at the lower price. Lenders are now willing to allow a Short Sale when the homeowner is NOT late on payments, called a "Strategic Short Sale". This is great news for many sellers who were previously forced to fall behind on payments before the lender would consider a short sale. For more information, please call us at (480) 214-5557.

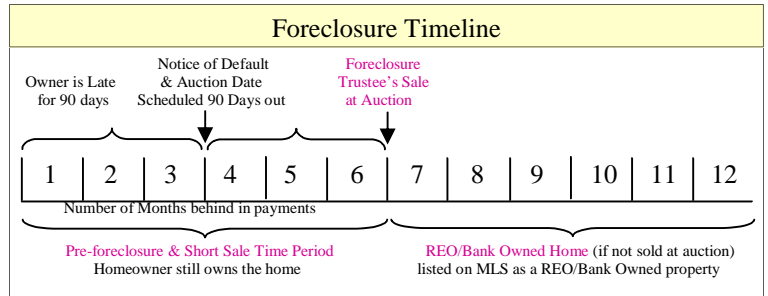
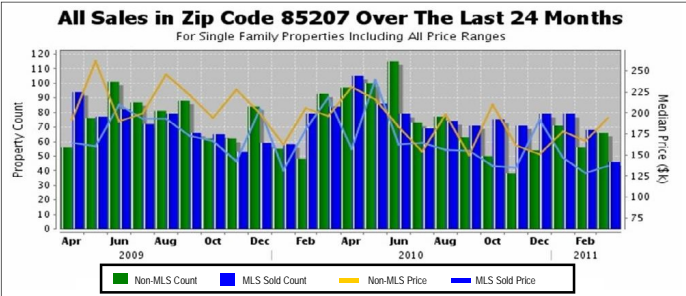
What is a Pre-Foreclosure? When the lender has given notice that they will be foreclosing on the home, the seller can still sell the home before the foreclosure auction date.

Want Help? If you or someone you know is facing foreclosure, please give us a call at (480) 214-5557 to learn all your options. It's never too late to save your credit from foreclosure. A Short Sale may be the answer. Even if you are not behind on payments, a Short Sale may work for you. Since commissions and closing costs are paid from the proceeds of the sale, there is no cost to you to do a Short Sale. For more information, please call us at (480) 214-5557.



All Las Sendas Short Sales & Pre-foreclosures 1/15/11-4/15/11

ACTIVE	Subdivision	Bed	Bath	Sq. Ft.	Built	Original Price	Current Price	Selling Price	Date Sold	Price Per Sq. Ft.	Days on Market
7445 E Eagle Crest 1071	Cachet	2	2.5	1,659	2002	189,900	189,900			114.47	22
7420 E Nance St.	Grayfox	5	3	2,512	2002	295,000	200,000			79.62	131
3055 N Red Mountain 148	Ironwood Pass	3	2	1,756	1999	210,900	204,900			116.69	72
7210 E Norland St	Trailridge	4	3	2,475	2007	239,000	239,000			96.57	3
3055 N Red Mountain 105	Ironwood Pass	4	2.75	2,451	1997	239,900	239,900			97.88	3
6925 E Sierra Morena	Cobblestone	4	4	2,835	2007	250,000	250,000			88.18	10
3847 N El Sereno	Whisper Ridge	3	2	2,105	2003	350,000	325,000			154.39	207
3533 N Eagle Canyon Dr	Sonoran Hts.	3	2.5	2,757	1998	350,000	350,000			126.95	98
3629 N Sonoran Heights	Sonoran Hts	4	3	3,232	1998	330,000	359,000			111.08	36/51
7527 E Odessa	Ironwood Pass	4	3	2,451	1998	429,000	375,000			153.00	18
4105 N El Sereno	Legacy Hills	3	3.5	2,641	2004	415,000	405,000			153.35	23
3835 N Stone Point	Echo Canyon	3	3.5	3,330	2002	480,000	430,000			129.13	361/458
7260 E Eagle Crest 42	La Atalaya	4	4.5	4,757	2005	900,000	739,900			155.54	256
8135 E Sierra Morena	Walking Stick	4	5	4,681	2004	1,500,000	1,015,000			216.83	434
AWC—Offer accepted. Contingencies unmet or accepting backup offers											
3055 N Red Mountain 171	Ironwood Pass	3	2	1,571	1996	215,000	180,000			114.58	103
6930 E Snowdon	Cobblestone	3	2	1,584	2006	185,000	180,000			116.79	87
7158 E Nathan	Trailridge	4	4	2,835	2007	245,000	225,000			79.37	90
7239 E Nathan	Trailridge	5	4	3,006	2007	240,000	235,000			78.18	239
7530 E Oasis	Ironwood Pass	4	3	2,451	1998	237,000	237,000			96.70	260
3060 N Ridgecrest 163	Desert Vistas	5	3	2,732	1997	239,000	239,000			79.37	44/73
3749 N Ladera	Echo Canyon	4	2	2,370	2001	270,000	270,000			113.92	64
3541 N Canyon Wash	Grayhawk	4	3	2,732	2000	250,000	275,000			100.66	83
7937 E Saddleback	Eaglefeather	5	3	3,330	2000	299,000	299,000			89.79	93
7422 E Northridge	Grayfox	5	3	2,512	2002	299,900	299,900			119.39	18
3430 N Mountain Ridge 34	Sonoran Hts	4	3	3,330	1996	499,000	390,000			117.12	170
4010 N Terra Mesa	Stonecliff	3	2.5	2,309	2004	495,000	495,000			214.38	71
7607 E Tasman	Pinnacle Point	5	3	3,655	2004	515,000	515,000			140.90	127
8128 E Vista Canyon	Granite Preserve	4	4.5	4,047	2005	675,000	635,000			156.91	218
4110 N Mirada	Granite Preserve	4	3.5	3,554	2003	799,000	660,000			185.71	194
4360 N Desert Oasis	Hidden Canyon	5	4.5	5,771	2006	899,000	899,000			155.78	172/260
PENDING—Waiting to Close											
6937 E Sierra Morena	Cobblestone	3	2	1,926	2006	214,000	199,000			103.32	60
6915 E Portia	Vintage Hills	4	3	1,911	2005	207,000	207,000			108.32	10
3521 N Barron	Rolling Hills	4	3	1,756	1999	240,000	210,000			119.59	184
7422 E Norwood	Grayfox	4	2.5	2,680	2001	325,000	249,282			93.02	263
3913 N Sonoran Hills	Son Hills Estates	5	3	3,233	1999	350,000	340,000			105.17	189
7548 E Sandia	Canyon Creek	5	3	3,233	1999	375,000	345,000			106.71	187
8317 E Valley Vista	Pinnacle Ridge	3	3	3,811	2007	610,000	610,000			160.06	77
8432 E Valley Vista	Diamond Point	3	4	3,508	2004	650,000	650,000			185.29	103
8329 E Echo Canyon	Walking Stick	4	5	6,588	2003	725,000	725,000			110.05	0
3224 N Ladera	Rock Canyon	5	5	4,623	2004	750,000	750,000			162.23	12
8008 E Copper Canyon	Copper Canyon	5	6	5,601	2004	1,675,000	999,000			178.36	181
8414 E Teton	Mtn. Estates	5	6.5	7,400	2007	2,200,000	1,500,000			202.70	205
SOLD OVER PAST THREE MONTHS											
7514 E Wolf Canyon	Mountain Gate	3	2.5	2,150	2001	331,000	331,000	324,000	03/29/11	150.70	11
4221 E Highview	Granite Preserve	3	2.5	3,183	2005	550,000	550,000	550,000	03/28/11	172.79	85
7812 E Riverdale	Rock Canyon	4	3.5	3,648	2004	599,900	539,000	529,500	03/11/11	145.15	332/758
7019 E Roland	Ironwood Pass	3	2	1,756	2003	250,000	214,000	214,000	03/10/11	121.87	478
7448 E Nora	Grayfox	3	2	2,126	2001	249,500	225,000	223,000	02/28/11	104.89	108
7152 E Norland	Trailridge	4	4	2,835	2007	250,000	250,000	250,000	02/18/11	88.18	167
7328 E Mallory	Grayfox	3	2	2,126	2002	189,000	189,500	192,500	02/04/11	90.55	100
7130 E Saddleback 9	Golf Colony	4	3	3,083	1994	345,000	345,000	345,000	01/31/11	111.90	4
3646 N Julian Peak	Mtn. Estates	5	5.5	7,486	2009	1,100,000	1,100,000	1,050,000	01/28/11	140.26	342/652
4037 N Goldcliff	Stonecliff	3	2.5	2,308	2004	385,000	372,500	370,000	01/21/11	160.31	211
7462 E Orion	Desert Vistas	3	2	2,226	1999	305,000	305,000	300,000	01/18/11	134.77	73



All Las Sendas BANK OWNED Homes 1/15/11 - 4/15/11

ACTIVE	Subdivision	Bed	Bath	Sq Ft	Built	Original Price	Current Price	Selling Price	Date Sold	Price Per Sq. Ft.	Days on Market
3055 N Red Mountain 93	Ironwood Pass	3	2	1,756	1996	231,540	205,000			116.74	82
7209 E Manning	Windsong	4	3	1,856	2001	214,900	214,900			115.79	13/351
7952 E Sandia	Eaglefeather	5	3	3,330	2000	382,000	339,000			101/80	143/204
7920 E Sierra Morena	Eaglefeather	5	3	3,330	2000	419,800	350,800			105.35	173
7130 E Saddleback 54	Golf Colony	4	4.5	3,802	2005	475,000	475,000			124.93	6/603
7813 E Riverdale	Rock Canyon	4	4	5,019	2007	699,900	649,900			129.49	213
PENDING—Offer accepted, waiting to close											
2630 N Athena	Windsong	2	2	1,131	2002	105,000	105,000			92.84	10/200
7252 E Nance	Trailridge	5	3	2,835	2007	249,900	245,000			86.42	6
8211 E Sienna	Echo Canyon	5	3	3,655	2001	369,900	369,900			101.20	21/228
3951 N Pinnacle Hills	Pinnacle Hills	5	4.5	5,021	2009	899,000	685,000			136.43	317
8410 E Regina	Granite Mountain	5	4.5	5,414	2008	1,100,000	699,900			129.28	490
SOLD OVER PAST 3 MONTHS											
6927 E Scarlet	Cobblestone	4	4	2,835	2006	284,900	284,900	275,000	04/12/2011	97.00	50/79
7240 E Nance	Trailridge	4	3	2,835	2007	239,000	239,000	232,000	04/07/2011	81.83	13
3734 N Sonoran Hills	Cobblestone	4	3	2,475	2006	275,000	275,000	275,000	03/31/2011	\$111.11	15
7252 E Melrose	Windsong	2	2	1,131	2002	111,900	111,900	99,000	03/26/2011	87.53	8
4202 N Arboles	Granite Preserve	4	2.5	3,404	2004	640,000	625,000	565,000	03/25/2011	165.98	49
7222 E Norland	Trailridge	4	3	1,911	2007	219,900	219,900	219,900	03/21/2011	115.07	4
8048 E Sandia	Echo Canyon	4	3	2,732	2001	334,900	275,900	273,000	03/18/2011	99.93	111
7829 E Riverdale	Rock Canyon	6	6.5	5,022	2005	849,990	624,900	587,000	03/04/2011	116.89	171
7445 E Eagle Crest 1002	Cachet	3	3.5	2,307	2002	304,900	279,900	260,000	03/03/2011	112.70	100
2553 N Raven	Windsong	2	2	1,131	2001	137,900	104,900	100,000	02/22/2011	88.42	110/447
7166 E Quartz	Desert Vistas	5	3.75	3,426	1997	424,900	424,900	405,000	02/18/2011	118.21	31
3055 N Red Mountain 184	Ironwood Pass	4	2.50	2,150	1996	224,900	209,900	204,000	02/16/2011	94.88	41
7336 E Forest Trail	Eagle Canyon	4	6	5,726	2009	1,399,000	990,000	830,000	02/07/2011	144.95	359
7445 E Eagle Crest 1032	Cachet	3	3.5	2,307	2001	329,900	299,900	263,500	02/04/2011	114.22	156
7260 E Eagle Crest 53	La Atalaya	5	6.50	6,169	2008	845,000	849,000	750,000	02/01/2011	121.58	220
2652 N Sterling	Grayfox	4	3	2,512	2002	364,900	285,000	210,000	01/31/2011	83.60	149/199
3261 N Boulder Canyon	Desert Vistas	5	3	2,732	1998	366,300	325,900	299,000	01/21/2011	109.44	113

All information should be verified by the recipient and is not guaranteed as accurate by ARMLS. This is not a solicitation if you already have your home listed. For further details, please call Mike or Jackie Dokos at (480) 214-5557.



Mike & Jackie Dokos
 3522 N Sonoran Hills
 Mesa, AZ 85207