



The Sun Lakes, Arizona Real Estate Experts – Over 80 million sold homes!

May 2018 Newsletter



Hi,

It's May, and real estate here in Sun Lakes, AZ is going strong. If you are looking for a home, please contact us for the latest listings.

You'll also find valuable information in the Sun Lakes guide, RED SHEET and content below.

We are here to help you with all of your real estate needs so let us know what we can do for you,

Becky Kolb
The Kolb Team
Becky@TheKolbTeam.com

Do You Know Someone Who Wants to Buy in Sun Lakes?

We've put together some basic information about the communities in a simple guide!

Check out the link below, and share it with your family and friends. You'll discover key insights and a map of the five, Sun Lakes communities.

[Click here for your Sun Lakes guide!](#)

How is the Real Estate Market Overall?

Sellers:

Prices continue to appreciate, and inventory remains low leaving a buyer-pool unable to find homes. This is true not only in Sun Lakes, but all over the Greater Phoenix area. Inventory for homes under \$200,000 in the Greater Phoenix area is down 36%.

Overall, we ended the first quarter 13% lower in inventory, and that isn't good news, especially with a 2% decline in new listings entering the market. The summer is upon us, and that means rising temperatures. But, don't let that scare you. The real estate market remains hot in the Valley.

We closed on 8 homes last August. So if you are thinking of selling, consider a hot market with very little competition. Online investors like Open Door and Offer Pad are certainly in the market in Arizona.

I submitted a request for an offer at our home at 9810 E Emerald in Sun Lakes. I was given an offer of \$100,000 less than it would be listed today, and the expenses were 8%! These investors offer "hassle free, no open houses, convenience, no traffic through your home, moving costs (with restrictions) and flexible closing date." But, at what cost? Convenience has a cost so beware.

Buyers:

Buyers are frustrated by lack of inventory. While some homes sit on the market longer than others, they are normally-priced too high, in a location not desirable to a buyer or have a floor plan they do not like.

Buyers are looking for updated homes in a good location. Some buyers will take a "fixer-upper," but they expect it to be priced accordingly.

We know how to write offers that will get considered... including writing a cover letter to the seller, shortening inspection times and buttoning-down the purchase contract so that it appeals to the seller.

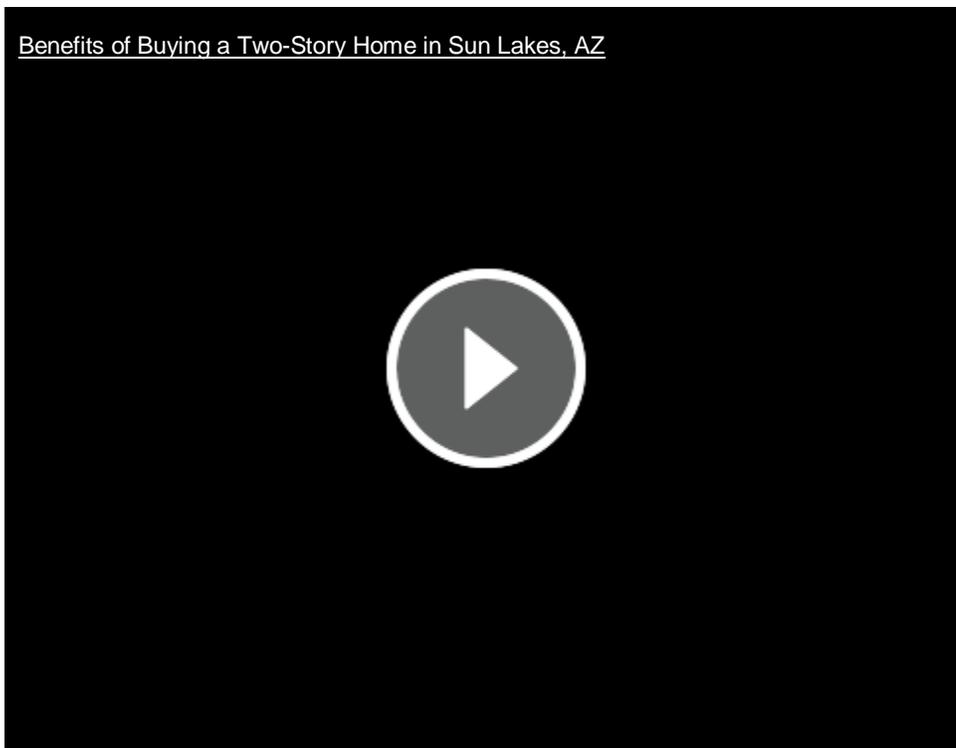
Overall, in the Greater Phoenix area, there are 36% fewer listings for homes priced below 200,000. The market is fierce in certain areas and price ranges.

[Contact us for more details here.](#)

Featured Video of the Month

Some of our buyers have not been willing to consider a two-level home. With this in mind, we created a video with a couple who tells why they specifically chose a two-level.

Our listing at 10101 Cedar Waxwing in Oakwood CC is a Lexia on the golf course with water views and priced at a “steal” at \$489,000. If you know someone looking for a great home with great views, share this video with them to see why a two level-home with main floor living can be a great choice!



Want to know all of the details about what sold last month in Sun Lakes by community?

[Click here to get THE RED SHEET!](#)

**Thank you for being part of Sun Lakes and
The Kolb Team!**

We really appreciate your business and referrals so please let us know if you are aware of anyone wanting to buy or sell a home.

For resources and home search information, please visit www.TheKolbTeam.com.

The Kolb Team – Keller Williams Integrity First Realty

P.S. Was this newsletter forwarded to you by a friend or family member? To automatically receive your own copy of The Red Sheet every month, [click here to sign up in seconds](#) - and get two, free eBooks in the process!



Becky Kolb, Realtor, ABR, SRES
Direct 480-440-0849
TheKolbTeam.com
Facebook: www.facebook.com/Sun.Lakes.AZ.Homes.For.Sale/
The Kolb Team | Keller Williams Integrity First Realty | Gilbert, AZ 85297
3341 E Queen Creek Rd., Ste. #109
Gilbert AZ 85297
USA

[Unsubscribe](#) | [Change Subscriber Options](#)