



October 2007



# CORCORAN'S

## CORCORAN'S HOT LIST

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On the Market

It's starting to cool off in the desert!

I was amazed when I looked at my thermometer at noon today and it read 84°.

That means the golf course will be closing soon for the month of October to overseed with rye "Winter" grass.

Another advantage of the cooler temps is it usually brings home buyers with it. Historically, this is the 2nd best season to sell your home. I would expect sales to increase dramatically because the last 2-3 months have not only been record heat, but a pretty sluggish sales market to boot.

There are currently 41 Terravita homes active in MLS, with 2 homes under contract. A total of 57 homes have closed YTD 2007. Average sales price was \$604,877, average sq.ft. was 2,189, making the average per square foot price for a home in Terravita \$276.33.

Here's how the Summer sales shook out:

May 2007 - 10 homes sold with an average price of \$607,750/2,198sq.ft.= \$276.50 per sq.ft.

June 2007 - 11 homes sold with an average price of \$609,500/2,125sq.ft.= \$286.35 per sq.ft.

July 2007 - 5 homes sold with an average price of \$602,600/2,447sq.ft.= \$246.26 per sq.ft.

August 2007 - 2 homes sold with an average price of \$579,250/2,122sq.ft.= \$272.97 per sq.ft.

Sept. 2007 - 4 homes sold with an average price of \$484,750/2,054sq.ft.= \$236.00 per sq.ft.

Oct. 2007 - 1 home sold with an average price of \$760,000/3,022sq.ft.= \$251.00 per sq. ft.

Arbor Model - \$399,000 - 6942 E Bramble Berry  
Exceptional home for the price on a great lot! Perfect N/S exposure, backs to natural desert area, new decorator paint inside, new Travertine & fixtures in master bath, and new carpet throughout.

Arbor Model - \$409,000 - 32769 N 69th St  
Gently used vacation home on a very quiet street in the heart of Terravita. South sunny rear patio backs to natural open space. 2nd bedroom has private bath.

Sol - \$547,000 - 33522 N 70th Wy  
Popular great room floorplan on a large private corner lot on quiet street. Tile in all high traffic areas, custom interior paint, freshly painted exterior, extended tile patio w/water feature & much more...

Sol Model - \$549,900 - 33417 N 69th Pl  
Custom home with Saltillo tile throughout, wood beamed ceilings in great room, granite countertops in kitchen, large extended Flagstone patio, yard backs to desert greenbelt providing lots of privacy!

Crista Model - \$575,000 - 7066 E Sleepy Owl  
Best view lot of Black Mtn. & Boulders in Series 1 homes. Model sharp on a cul-de-sac lot. Gently used, neutral carpeting thru-out, tile floors in kitchen & family room, water feature in living room, B.I. cabinets in garage. Walking distance to clubhouse, restaurant & golf course.

Caelum+Casita Model - \$779,000 - 6823 E Amber Sun Dr  
1/4 acre premium lot, located less than one block from clubhouse. Heavily upgraded; 2007 stainless appliances, custom lighting throughout, B.I. desk & bookcase, custom closets, master bath with stone from floor to ceiling, front courtyard with fountain & extended rear patio are tiled w/reverse Saltillo tile, backyard w/B.I. BBQ & kiva.



**23200 N. Pima Rd. #200 - Scottsdale, AZ 85255 - (480) 585-0101**

Information deemed reliable, but not guaranteed.  
If your home is currently listed, please do not consider this to be a solicitation.



## TERRAVITA SALES REPORT

**Pat Corcoran**  
**5/1/07 - 10/3/07**

MODEL	SOLD	PRICE RANGE (\$)
Novus	2	\$425,000 - \$457,500
Novus+Casita	1	\$490,000
Arbor	3	\$418,500 - \$525,000
Vallis	3	\$360,000 - \$537,000
Vallis+Casita	2	\$509,000 - \$530,000
Crista	4	\$480,000 - \$585,000
Sol	1	\$565,000
Caelum (2bd)	1	\$570,000
Caelum (3bd)	2	\$600,000
Stella+Casita	1	\$563,500
Terreus	1	\$768,000
Luna	1	\$675,000
Aurora	2	\$820,000 - \$880,000
Nimbus+Casita	3	\$600,000 - \$740,000
Ventus	1	\$760,000
Natura	1	\$985,000

### CURRENT HOMES FOR SALE BY MODEL

Per MLS 10/3/07

MODEL	# AVAIL.	PRICE RANGE (\$)
Arbor	2	\$409,000 - \$469,000
Flora	1	\$467,500
Vallis	6	\$445,000 - \$519,000
Vallis+Casita	3	\$494,900 - \$630,000
Crista	4	\$495,000 - \$575,000
Sol	4	\$539,000 - \$650,000
Caelum 2bd	1	\$625,000
Caelum 3bd	1	\$579,500
Caelum+Casita	2	\$650,000 - \$779,000
Stella	7	\$550,000 - \$800,000
Stella+Casita	1	\$799,000
Luna	2	\$630,000 - \$665,000
Arcus	1	\$749,000
Nimbus+Casita	1	\$769,900
Ventus	3	\$824,950 - \$860,000
Spiritus+Casita	1	\$887,500
Aura	1	\$1,149,500

## TERRAVITA MONTHLY SALES

Per MLS 10/3/07

	2006 Homes Sold	Avg per sq.ft.	2007 Homes Sold	Avg per sq.ft.
January	7	\$298	4	\$277
February	6	\$283	6	\$297
March	10	\$295	6	\$288
April	7	\$281	8	\$274
May	4	\$287	10	\$277
June	4	\$265	11	\$286
July	7	\$284	5	\$246
August	4	\$279	2	\$273
September	2	\$261	4	\$236
October	6	\$277	1	\$251
November	4	\$285		
December	4	\$277		
<b>TOTAL</b>	<b>114</b>		<b>57</b>	

## TERRAVITA RENTAL MARKET

At time of going to press, there is only one home available for lease in Terravita's unfurnished rental market. This is a situation that is becoming common in Terravita.

In the last year ending October 2007, just nine furnished homes were rented, according to MLS statistics. While due to popular demand, landlords are requesting more rental income for their homes, the figures clearly show that for the most part, rents are just under the \$1 per sq.ft. mark.

Furnished homes for rent in Terravita continue to be in high demand, particularly in the Winter months of January through March and increasing in April.

The demographic profile remains the same; retired couples from Northern climates, many returning on a yearly basis. There is a growing trend toward increasing numbers of European and Canadian visitors.

If you've considered turning your home into an income producer in your absence, The Corcoran Group are busy filling homes for the upcoming year. Call Sally or Mike at 480-585-0101 to learn what many others have already discovered...your home is in demand!

**VISIT [WWW.TERRAVITAHOMES.COM](http://WWW.TERRAVITAHOMES.COM)**

**FOR MORE INFORMATION AND VIRTUAL TOURS!**



## GET YOUR FREE CREDIT REPORT!



Mike Corcoran

The Fair Credit Reporting Act (FCRA) requires each of the nationwide consumer reporting companies – Equifax, Experian, and TransUnion – to provide you with a free copy of your credit report, at your request, once every 12 months. The FCRA promotes the accuracy and privacy of information in the files of the nation's consumer reporting companies. The Federal Trade Commission (FTC), the nation's consumer protection agency, enforces the FCRA with respect to consumer reporting companies. A credit report includes information on where you live, how you pay your bills, and whether you've been sued, arrested, or filed for bankruptcy.

Nationwide consumer reporting companies sell the information in your report to creditors, insurers, employers, and other businesses that use it to evaluate your applications for credit, insurance, employment, or renting a home. Here are the details about your

rights under the FCRA and the Fair and Accurate Credit Transactions (FACT) Act, which established the free annual credit report program.

How do I order my free report?

The three nationwide consumer reporting companies have set up a central website, a toll-free telephone number, and a mailing address through which you can order your free annual report. To order, visit [annualcreditreport.com](http://annualcreditreport.com), call 1-877-322- 8228, or complete the Annual Credit Report Request Form and mail it to: Annual Credit Report Request Service, P.O. Box 105281, Atlanta, GA 30348-5281. You can print it from [ftc.gov/bcp/online/edcams/credit](http://ftc.gov/bcp/online/edcams/credit). Do not contact the three nationwide consumer reporting companies individually. They are providing free annual credit reports only through [annualcreditreport.com](http://annualcreditreport.com), 1-877-322-8228, and Annual Credit Report Request Service, P.O. Box 105281, Atlanta, GA 30348-5281. You may order your reports from each of the three nationwide consumer reporting companies at the same time, or you can order your report from each of the companies one at a time. The law allows you to order one free copy of your report from each of the nationwide consumer reporting companies every 12 months.

-Federal Trade Commission



Sally Pinkston

## Dutch Apple Cake with Cider Sauce



**Cake:**  
1/3 cup butter, room temperature  
1 cup sugar  
1 egg  
1 teaspoon vanilla  
1½ teaspoons baking powder  
½ teaspoon salt  
1¼ cups all-purpose flour  
¾ cup milk  
3 apples, cored, peeled and sliced  
cinnamon and sugar

**Cider Sauce:**  
2 tablespoons  
Cornstarch  
2/3 cup sugar  
¼ teaspoon salt  
2 cups Ohio cider  
1 teaspoon vanilla  
1 tablespoon butter

For the cake:  
Preheat oven to 350 degrees. Grease an 8x8x2-inch square baking pan. In the bowl of an electric mixer, beat the butter and sugar until fluffy, about two minutes. Add the egg and vanilla and continue to beat another two minutes. With the mixer on low speed, add the baking powder and salt. Slowly add the flour alternating with the milk and ending with the flour. Pour batter into the prepared pan. Place apples in an overlapping fashion in three or four rows on top of batter. Sprinkle with cinnamon and sugar. Bake for 35-40 minutes or until toothpick inserted in center of cake comes out clean.

For the Cider Sauce:

Stir together the cornstarch, sugar, and salt in a medium saucepan. Stir in the cider. Cook until mixture comes to a boil. Remove from the heat and add the vanilla and butter. Serve warm over cake slices.

**SAFETY TIPS FOR HALLOWEEN**



- Children shouldn't snack while they're out trick-or-treating. They should wait until they get home and parents have had a chance to inspect the goodies.
- To help prevent children from munching, give them a snack or light meal before they go--don't send them out on an empty stomach.
- Tell children not to accept--and, especially, not to eat--anything that isn't commercially wrapped.
- When children bring their treats home, discard any home-made candy or baked goods.
- Parents of young children should also remove any choking hazards such as gum, peanuts, hard candies or small toys.
- Inspect commercially wrapped treats for signs of tampering, such as an unusual appearance or discoloration, tiny pinholes, or tears in wrappers. Throw away anything that looks suspicious.
- If juice or cider is served to children at Halloween parties, make sure it is pasteurized or otherwise treated to destroy harmful bacteria. Juice or cider that has not been treated will say so on the label.

Source: Food and Drug Administration

Continued

Roger Corcoran  
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Scottsdale, AZ 85255



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## *TERRAVITA PENDING & ACTIVE WITH SALES CONTIGENCY*

PER MLS 10/3/07

MLS#	MODEL	LIST PRICE	DAYS ON MARKET
2698481	VALLIS	\$499,000	165
2711863	CRISTA	\$550,000	187

**THE CORCORAN GROUP**  
Terravita Sales & Leasing Specialists  
480-585-0101

**WWW.TERRAVITAHOMES.COM**