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[www.PeggyRauchGroup.com](http://www.PeggyRauchGroup.com)



**Well, we made it!!!** We got through 2010 with all of the economic upheaval and financial uncertainty and it feels good to come out the other side still alive and kicking.

We are all so fortunate for the people and resources we have in our lives. As we look to 2011 and the promise of increasing stability in every aspect we need to remember and be thankful to those who have been faithful and loyal parts of our business and our lives.

We thank all of you and, as always, we give you our promise and the

commitment of our continued support and dedication to you and your needs both personal and Real Estate related.

We continue to grow as a Real Estate family and we have had several new agents join us. **There are now 13 PRG agents!**

We are always at your service and we look forward to working, once again, with those of you who are our repeat customers and clients and to adding those of you we haven't yet had the opportunity to work with. Once we've been through a transaction together we believe you too will join our list of satisfied clients and remain with us through the years.

Also, we've "**Gone Urban!**" As many of you know, Michael moved here from Washington DC after many years of running associations and working on *The Hill* as he refers to it. Ever since they started building "*urban concept communities*" here he has been after me to consider it.

Well, I've finally agreed to give it a try—*just a try!* We just moved our office and home into the live/work brownstones at Artesia on Scottsdale Road, just north of Indian Bend.

The office is on the first floor, kitchen, living room, dining room and family room on the second floor and bedrooms on the third floor. *It even has an elevator!!!*

After living my entire life in single family homes I freely admit entering into this experiment with *great* trepidation—we kept the McDowell Mountain house just in case. Now, after only a few months, I'm getting used to climbing a few stairs, my commute has certainly been shortened and my productivity has improved as a result.

And if I *must* admit it . . . being within a block walk to Roka Akor, Terroir, Blue 32, Remington's, Wildflower, the beauty salon, a couple of women's clothing shops, Taberna Mexican restaurant, the golf course or hopping onto a jogging path 1/8 mile away is all very convenient—just don't let Michael know that I'm really warming to it or I'll never hear the end of it. If you're in the neighborhood please stop by to see our new office!!!

**HAPPY NEW YEAR!!!**

## MOVIE/THEATER REVIEW

Michael and I tried the new theater at Scottsdale Quarter. It is called **iPic Theaters** and *it is out of this world!!!!*

You make your reservation online at [www.ipictheaters.com](http://www.ipictheaters.com). You can become a member (*free*) which gives you discounts on the tickets, free valet parking, free popcorn and you can actually use your mouse to select your seats.

The theater itself is gorgeous and the bathrooms look like something you would find in the most exclusive hotel or restaurant. The theater seats are oversized, cushy recliners with table trays for your food and beverage. Wait staff was great and the food is equal to a fine dining establishment. Michael tried the Filet Mignon sliders. They were huge and very, very tasty. I was so sorry that I wasn't hungrier because I wanted to do more *taste-testing*.

They even have a fabulous bar called "Salt" the name of which is an entire article by itself. Suffice it to say, it is worth the trip!

The movie we saw was "**The Fighter**" which I thought was terrific even if a little hard to watch. Based on a true story of a remarkable fighter, it is really an intense story of family dysfunction to the highest degree. The fighting itself does not begin to evoke the kind of emotion that the family relationships produces. The acting by **Mark Walberg** and **Christian Bale** will surely be noticed at Academy Award time—mark my words! A happy film it is not and yet definitely worthwhile.

After the movie, or before, make sure you check out **Scottsdale Quarter**. If you haven't been to **Scottsdale Quarter** yet, you need to make the trip. It is the absolute *hottest, high energy retail spot in the Valley* right now.

*Great shopping . . . Nike, Apple, Armani Exchange, Republic of Couture, Carine W, H&M, Beach Bunny Swimwear, lululemon athletic, west elm, Williams-Sonoma Home* and many more.

*Great dining . . . Oakville Grocery, Primebar, Stingray Sushi, True Food Kitchen, Brio Tuscan Grill, Grimaldi's Pizzeria, Coal Burger* and the three soon-to-open that I think will be the best—Mastros' **Dominick's Steakhouse**, **Narcisse Champagne Lounge** and the incredible **Parc Central**.

**Make some time to relax and visit!!!**



## MARKET-UPDATE



Good news from the housing sector. Existing Home Sales numbers arrived for November at \$4.68M, better than expectations, as well as a nice pick up from October's numbers of \$4.43M.

Additionally, the inventory of unsold homes declined to a 9.5 month supply, a good drop from the prior month's 10.5 month supply.

Encouraging news, as it shows that sidelined buyers are beginning to pull the trigger - and with interest rates still low, combined with affordable home prices, this time will be looked back upon as an historic buying cycle.

The figures above are representative of the entire Valley and as we've said many times before, there are markets within markets and they don't all perform the same.

As many of you know, we handle a wide range of real estate transactions and listings. Residential leasing and sales in all price ranges and Commercial sales and leasing as well. This has enabled us to keep a finger on the pulse of the market.

There are a number of things happening in the marketplace that are not going to be generally recognized and accepted for the next few months.

We are presently seeing a surge in sales in the million dollar plus range. In just this past week we have put offers in for our clients on three separate properties only to find out there were already offers on the table.

Commercial leasing and lease extensions are getting stronger each month.

The residential rental market continues to be very active with inventories in this market lower than they have been in a long while, while demand is staying strong.

Seasonal rentals are stronger than they have been for the past several years.

We have begun the long, slow climb back up. It will not happen quickly and given our fragile economy, we can expect some bumps in the road.

However, if you are thinking of purchasing now is an excellent time. If you see what you like, don't mull it over too long or it will be gone.

If you have been pondering selling . . . as long as you are willing to accept current market value for your property and willing to make certain it is as "show ready" as you can make it—you will find a receptive audience.

**"You never will be the person you can be if pressure, tension and discipline are taken out of your life."**

## IMPORTANT HOUSEHOLD VODKA TIPS

While doing my housework, I have discovered that Vodka just may be the Rosetta Stone for solving household challenges.

I want to share these great discoveries with you . . . before I forget them again.



🍷 Add a little

Vodka to your shampoo, lather up and then rinse. You'll have lots of shine!

🍷

If you want a more natural insect repellent than a regular bug spray, spray yourself with a bit of Vodka

🍷

Add a few drops of Vodka and a teaspoon of sugar to the water in your vase of flowers and they will stay fresh longer.

🍷

Make things shine by putting some Vodka on a cloth and cleaning your chrome, glass or porcelain fixtures. Bonus – the Vodka kills mold and mildew.

🍷

Prolong the life of your razor blades by filling a cup with Vodka and soaking your blade after shaving. The Vodka disinfects the blade and prevents rust.

🍷

Night out at a smoky bar? Don't have time to wash your clothes? Spray them with a spritz of Vodka and hang them to dry in a well ventilated area.

🍷

When you need to painlessly remove a bandage, first saturate the bandage with Vodka, will dissolve the adhesive. If you do not find this to be effective, take a large swig of Vodka and tear the stupid bandage off.

🍷 🍷

And if you really want to do something crazy with Vodka, pour vodka into a shaker with ice and shake it energetically enough so that when you pour it into a previously chilled martini glass there will be ice crystals floating on the top, then rub the edge of the glass with a lemon rind and serve it to Michael—*Fini!!!*



**Present this coupon for a 20% Discount off the food portion of your dining experience.**