

## Luxury Homes by Barbara



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resident

### Fall 2005 Newsletter

For the Gainey Ranch neighborhood and environs

Welcome to the inaugural issue of the Gainey Ranch real estate newsletter. Every quarter, I'll be bringing you news about our neighborhood with helpful real estate information about home values and the process of buying and selling a home.

Of course I'm always happy to answer your real estate questions on a personal basis—and you'll find all the ways to contact me below—but, with such a dynamic and exciting real estate market these days, I also believe that there's a need for some straightforward information that you may not be aware of.

### Home Inspection Preparation Tips

1. Expect the inspection to take 2-3 hours for the average home. Large homes, homes with pools/spas, complex lawn/yard watering systems may take longer.
2. Have all the utilities on.
3. Provide access to all areas of the home—interior, exterior, garage, closets, crawlspaces, etc.
4. Unlock your electrical panel, sprinkler/irrigation and gates.
5. Insulation often falls out of the attic access door when opened so be sure to cover clothes and other valuables.
6. Pets: make sure they're secured, for everyone's sake
7. Put away breakables such as antiques and fragile items to prevent accidental breakage.
8. Provide the inspector with any pertinent information and the "Seller's Disclosure Form."
9. Provide the inspector with operating instructions for any special or unique appliances or equipment you have.
10. Note any systems that you *don't* want operated or that are inoperative.

(continued, over)



## Home inspection preparation, continued...

11. Open all window coverings.
12. Be aware that the dishwasher will be run through a cycle.
13. Remove all stored items from the oven and range or cook top.
14. The inspector will run the following: kitchen appliances, heating/cooling, evaporative cooler as well as all doors, windows, overhead garage doors, all plumbing fixtures, lawn watering system, switches, outlets, ceiling fans, and pool/spa equipment.

## News from neighbors

“For us, the ability to ‘identify the bargain’ is key to making money in real estate. During the last year, we’ve been involved in four property transactions with Barbara and we can truly say that she knows how to find the deals...and then maximize the sale. If you want to make real money in real estate, find someone—like Barbara—who is thoughtful, knowledgeable and thorough. We only wish we would have met her earlier.”



*Albert and Tammy Cozzi*

## Prices still rising in Gainey

The good news is that prices in the Gainey Ranch area continue to rise. Inventory, as we realtors call it, is still low, which means it's still a seller's market. The downside is that because home values are rising, it isn't always easy to get a home to appraise for the contract price. *If you'd like to receive a complimentary report on current market values in the Gainey area, just call or jot me a note and I'll be happy to send you the latest figures.*

### **About Barbara Arnlund**

Barbara is an associate broker and member of the Institute for Luxury Home Marketing — widely regarded as the premier source for knowledgeable sales professionals for the upper-tier residential market.

With 20 years experience...what more can you ask for?

### **Contact Barbara**

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