



Dear Friends,

I am pleased to announce the recent name change of Jake Struble and Associates to Struble Realty Advisors, Ltd. My son Scott is the designated broker, and I will continue to be a consulting broker and advisor. Look for our new logo and signs. We think they are terrific.

Struble Realty Advisors is a year round and locally owned company and carries forward the family legacy in resort home real estate. For over 38 years our experience and success has given us the stability and reputation to serve all clientele with the utmost integrity and excellence in personal service. In addition to specializing in serving White Mountain Summer Homes, Scott's extensive background in commercial and investment real estate expands the company's ability to serve many clients needs in the broader White Mountain community. Struble Realty Advisors is a member of White Mountain Multiple listing service and advertises all properties on the most comprehensive up to date WebPages on the internet to maximize listing exposure.

Attached for your information is a current listing and sales map. As a small specialty company we focus on giving you the special service, time and attention you deserve. Call us with all your real estate needs.

Thank you, Jake Struble

Recipient Name  
Street Address  
Address 2  
City, ST ZIP Code



Struble Realty Advisors, Ltd  
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Pinetop, AZ 85935



**STRUBLE**  
REALTY ADVISORS LTD.  
INTEGRITY for GENERATIONS

*A Boutique Real Estate Company  
Specializing in*

*Golf Resort / Residential Properties  
Commercial / Investments / Land*

**928.369.8237**  
**www.StrubleRA.com**



**REAL ESTATE MARKET UPDATE**

**FALL 2009**

By Scott Struble

The Real Estate Market in the White Mountains has turned the corner and is steadily moving along casting away all the negatives from just six months ago. Sales, days on the market, and inventory related to sales say this market is about to pop. We currently have a three month supply of inventory in all of the Pinetop County Club area compared to 75 month supply just six months ago. Sale prices percentage reduction have gone from 85% asking to 91% showing strength in the abilities to predict price. We are very encouraged by the latest sales figures and believe the balance of 2009 should be brisk with inventory and prices being the best in years.

**WM Country Club** - presently has 10 memberships for sale ranging from \$14,000 to \$22,000. Last year there were 14 memberships sold for \$12k to \$25K compared to 29 in 2007 with prices ranging from \$17k to \$25k. Club membership sales affect property value turnover with over 51% of the members owning homes in the subdivision. What a great value in the club with efficient operations, quality staff, great service and fine amenities!

**Home Sales** – 5 sales between 325k- 578k

411-45-314	411-45-314	2/24/2009	\$460,000.00
411-45-354	411-45-354	4/30/2009	\$399,000.00
411-45-327	411-45-327	5/13/2009	\$325,000.00
411-45-400	411-45-400	6/25/2009	\$578,000.00
411-45-271	411-45-271	7/17/2009	\$493,000.00

**Available** – 23 active listings ranging from \$225K to \$3million. Currently, five new homes are under construction with 8 undergoing remodel. Homes that are priced realistically sell. We are currently working with several clients who exclusively want in White Mountain summer homes.

Assessor #	Address	Asking Price	Price/Apx
411-45-250	3467 Blue Gill Drive	\$185,000.00	\$176.19
411-45-242	3371 Blue Gill	\$375,000.00	\$277.57
411-45-044	3932 Blue Spruce Dr.	\$269,000.00	\$249.07
411-45-431	2683 Bobcat Gulch	\$525,000.00	\$213.41
411-45-418	2922 BobCat	\$465,000.00	\$236.76
411-45-150	3485 BULLFROG LOOP	\$1,275,000.00	\$394.37
411-45-089	2983 Cedar Lane	\$360,000.00	\$180.00
411-45-261	2344 Cottontail Rd.	\$380,000.00	\$357.48
411-45-034	3723 Country Club Circle	\$510,000.00	\$480.23
411 45 058	3808 Country Club Circle	\$645,000.00	\$374.13
411-45-394	2367 Douglas Fir Drive	\$480,000.00	\$222.63
411-45-425	2822 DOUGLAS FIR Drive	\$679,900.00	\$321.62
411-45-393	2419 Douglas Fir	\$449,000.00	\$320.71
411-45-146	2800 Fern	\$387,000.00	\$188.23
411-45-081	3598 Hummingbird Lane	\$620,000.00	\$477.66
411-45-275	2040 Jackrabbit	\$449,000.00	\$270.97
41145228	3611 Larkspur	\$439,000.00	\$274.38
41145291	2552 Ponderosa Parkway	\$449,000.00	\$299.33
411-45-313	2710 Ponderosa Parkway	\$549,000.00	\$167.38
411-45-096	3363 Ponderosa Parkway	\$450,000.00	\$288.46
411-45-449	2226 SUNFLOWER Drive	\$615,000.00	\$347.65
411-45-442	2379 Sunflower Drive	\$375,000.00	\$178.57
411-45-065	3416 White Oak Drive	\$2,000,000.00	\$528.82
411-45-075	336 White Oak Rd.	\$435,000.00	\$317.75
411-45-038	3875 Woodpecker Lane	\$975,000.00	\$335.63

Financing is critical to all real estate deals and has become very difficult for most buyers seeking a principal residence or second home. Cash is king in this market with sellers accepting offers lower than asking prices by 15% - **lower than ever. Smaller residences between 1200 - 1800 sq, 2 to 3 bedroom, 200K - 400k**



*If you are thinking of selling your residence or land, or have the intention of finding one, consider working with one of our brokers capable of all phases surrounding the sales. Combined, we have over 60+ years of experience in western real estate sales. We have the right marketing affiliations, an unsurpassed knowledge and a proven track record selling luxury residences. We continually develop and maintain network marketing associations with specialists throughout the country. Our professionalism and knowledge of product, coupled with creative print and online advertising, make the unique marketing programs that attract attention and move your real estate. Please visit our web site. We are constantly making changes and adding information. Our links will take you all over the White Mountains and Arizona, to our associations and friends. Enjoy and come back regularly. We are a full service Real Estate brokerage company and look forward to giving you the special service*

**We are here year round to serve you !**

*Visit our website at [StrubleRA.com](http://StrubleRA.com) or [JSResortproperty.com](http://JSResortproperty.com) . You may also call for a larger copy of the sales and listing map. We would be glad to take you on a tour.  
Call us today  
**928.369.8237***