

BROKER'S CORNER

INSIGHTS FROM INDUSTRY LEADERS

Terrific Opportunity in a Troubled Economy:

Cedar Springs Ranch, Arizona Sells Out in Single Weekend

Tucson—The economy may be tough right now, but land is forever. And at Cedar Springs Ranch north of Willcox, a group of savvy buyers got their own piece of Southwestern real estate—all in a single weekend, and all at a great price.

A special sales event on February 7 and 8 brought out more than 200 potential buyers to see 3,000-acre Cedar Springs Ranch. Despite a difficult economy, all 53 lots—ranging in size from 36 acres to 120 acres—were sold in just two days.

The event was so successful, because smart buyers are looking for safe havens in tough economic times. For many investors, the stock market downturn has created devastating financial losses—and the end's not in sight. It's different with land: it's solid, it's real—and it's permanent. There has never been a better time to buy land because prices are at an all-time low.

In spite of the gloomy economy, in the past four months this devel-

Broker Profile

Arizona Land & Ranches, Inc.
1-866-798-1627

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oper had multimillion dollar sales in Washington and Utah. However, nothing compares to the overwhelming response we received in Arizona.

Large, private tracts of AZ land for sale are a rare find. Only 17 percent of land in Arizona is privately held, and new regulations and infrastructure requirements are making land development more challenging than ever. Cedar Springs Ranch is one of the largest and oldest ranches in southern Arizona. It offered spacious, private parcels at a great price—at a time when customers were looking for a safe and solid alternative.

Located in the scenic Aravaipa Valley, this AZ land for sale offered great views as well as great value, so buyers moved quickly to get their parcels under contract. Satisfied customer Dirk Van Hall of Sierra Vista said, "This land is the most beautiful I've ever seen. And given the state of the current economy, I felt land was the safest place to put my money."



First-Time Homebuyer Event—FREE

A Buyer's Market + Tax Incentives!
Why 2009 may be the perfect time to make your American Dream come true.

Saturday, April 4, 10 a.m. - Noon

- Learn about the new First-Time Homebuyer Tax Credit. You could get up to \$8,000 if you buy a home before 12/1/09
- You may qualify for the credit even if you've owned a home
- Discover FHA loans—how they help you get into a home with little down & with the seller paying your closing costs
- Ask experts YOUR questions during our Q&A session
- Get a Quick Qualify to determine your ideal price range and become a stronger homebuyer
- Learn secrets to finding the best home for your price range

ONE LUCKY ATTENDEE WILL WIN A MASSAGE AT THE FAIRMONT SCOTTSDALE WILLOWSTREAM SPA!

- Sponsors:
- Melanie L. Johnston, PLLC/Keller Williams Arizona Realty
 - Mark Taylor, CMPS®, CDPE®/Security Mortgage Corp.: 602-361-0707
 - Rick Bock, For all your residential escrow needs: 602-469-6584
 - Eric Villaverde, DoubleTree Home Inspection Services, LLC: 602-326-7665

To register & learn more about this no-pressure event:
azhomebuyerbootcamp.com
or call 480-241-0241 (Hurry! Space is limited.)

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Eureka Springs Ranch

Arizona Land for Sale

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