

MVP

SOUTHERN ARIZONA LIVING

FALL IN LOVE WITH SOUTHERN ARIZONA

HOMES | LIFESTYLE | COMMUNITY | WHAT'S HAPPENING NOW

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MVP REALTY TEAM | HOMESMART ADVANTAGE GROUP | 520-965-3536

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A PERSONAL WELCOME

Make the most of the season ahead

October often brings more comfortable outdoor time and a fresh look at the way we use our homes. It is a good month to review plans, welcome visitors, and consider whether a move would bring your daily life closer to what you want.

This edition focuses on sellers while keeping the choices of buyers firmly in view. You will find practical steps for preparing, pricing, and presenting a Southern Arizona home, along with community and lifestyle ideas for the season.

A SMALL NEXT STEP

Where would a little more clarity help you make a decision?

LOCAL INSIGHT · BETTER DECISIONS



MEET MARTHA

Your neighbor in the next chapter

I have been licensed since 1976.

I have worked in both California and Arizona.

In 2022, I made the same move many of my clients are making. I moved to Quail Creek myself.

So when you tell me you are leaving a longtime family home, I understand. I have lived it.

Most of the people I help are retirees and near-retirees. We look at the 55+ communities that may fit your life. We price your home with real local numbers. We take downsizing one step at a time.

Every client relationship starts with a real listening session.

No pressure. An unhurried pace.

I lead MVP Realty Team at HomeSmart Advantage Group, serving Quail Creek, Green Valley and Sahuarita. I am also a proud partner, mother, grandmother and GiGi.



A SMALL NEXT STEP

Tell me what your next chapter could look like. I would love to listen.

Martha Viera Parsons | MVP Realty Team | HomeSmart Advantage Group | mvp-realtyteam.com

LOCAL INSIGHT · BETTER DECISIONS



GREEN VALLEY AREA MARKET UPDATE

Six months at a glance

GREEN VALLEY AREA | LAST 6 MONTHS

CLOSED SALES

650

MEDIAN SOLD PRICE

\$345,900

MEDIAN DAYS ON MARKET

43

QUAIL CREEK | LAST 6 MONTHS

CLOSED SALES

62

MEDIAN SOLD PRICE

\$497,225

MEDIAN DAYS ON MARKET

38.5

WHAT THESE NUMBERS SUGGEST

Green Valley area, last 6 months. 650 homes sold. The middle sale price was \$345,900, and homes took a middle of 43 days to sell. 152 listings expired and 179 were pulled, so pricing and presentation matter.

Quail Creek. 62 homes sold. The middle sale price was \$497,225, and homes took a middle of 38.5 days to sell. 30 listings expired and 44 were pulled.

WHAT THAT MEANS FOR YOU

- Quail Creek's middle price ran \$151,325 above the wider area. The homes are different.
- In Quail Creek, 74 listings expired or were pulled while 62 sold. Price and prep matter.
- Quail Creek homes took a middle of 38.5 days. Good ones move, so be ready to act.

Source: MLS of Southern Arizona, six months ending 9-30-2026. Figures are medians.
Quail Creek counts every Quail Creek subdivision in that report.



Sonoran Sunset Mocktail

A sparkling prickly pear and citrus refresher with a desert-sunset glow.

Ingredients

1/2 cup prickly pear syrup
1 cup orange juice
1/4 cup fresh lime juice
2 cups sparkling water
ice
orange slices and lime wheels, for garnish
fresh mint, optional

Instructions

1. Fill two tall glasses with ice.
2. Divide the prickly pear syrup between the glasses.
3. Add the orange juice and lime juice.
4. Top with sparkling water and stir gently.
5. Garnish with orange slices, lime wheels, and mint if desired. Serve immediately.

Martha's Kitchen Tip

Where to find prickly pear syrup

Total Wine & More carries Real Prickly Pear Infused Syrup, 16 oz., listed for \$7.99 on its website. You may want to call first to confirm availability.

Total Wine & More

4370 North Oracle Road
Tucson, AZ
520-770-0174

Total Wine & More - Park Place

5870 East Broadway Boulevard
Tucson, AZ
520-745-0540

totalwine.com

Cheri's Desert Harvest

1840 E. Winsett St.
Tucson, AZ
Lists its regular Prickly Pear Cactus Syrup, 12 oz., for \$13.45.

cheridesertharvest.com



PRICING

A price is a position in the market

The asking price determines which searches include your home and which alternatives buyers see beside it. Recent sales offer context, but the homes on the market today affect the choices buyers can make now.

Study both sets of information, then account for condition, lot, floor plan, and meaningful updates. No pricing strategy guarantees a sale. A well supported starting position can make it easier to attract appropriate attention and respond intelligently to feedback.

A SMALL NEXT STEP

Review the competition again before the listing goes live.

LOCAL INSIGHT · BETTER DECISIONS



FIRST IMPRESSIONS

Start before the front door

Buyers form a first impression as they approach the property. Sweep the entry, trim plants away from the path, check lighting, and make doors and gates easy to operate. Look at the house number and exterior surfaces in daylight.

Southern Arizona outdoor space is part of the living experience. Show how patios and shaded areas can be used while keeping access clear. Focus on care and comfort rather than expensive changes made only for a photograph.

A SMALL NEXT STEP

Walk in from the street as a visitor would.

LOCAL INSIGHT · BETTER DECISIONS



PREPARING ROOMS

Give every room a clear purpose

A room does not have to be empty to photograph well. It does need enough space for someone to understand its shape and use. Remove items that block doors, windows, and main walking paths.

Make lighting consistent and repair obvious issues before photographing. A guest room can also be a hobby room, but its setup should explain that flexibility. For occupied homes, a simple daily reset list is easier to maintain than a one time overhaul.

A SMALL NEXT STEP

Stand in each doorway and notice the first thing you see.

LOCAL INSIGHT · BETTER DECISIONS



SELLER RECORDS

Put the home story in writing

Create a concise record of major improvements with dates, permits where relevant, service information, and available warranties. Clarify what stays with the home and what does not. Your agent can use verified details in marketing.

Clear records help buyers assess the property and give inspectors useful context. Avoid saying a system is new or under warranty without documents that support it. When details are uncertain, say so and find the answer before publishing.

A SMALL NEXT STEP

Gather roof, HVAC, irrigation, and remodeling documents.

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PHOTOGRAPHY

Plan the photo sequence

A useful photo set answers a visual question with each image. Show the approach, main living areas, kitchen, bedrooms, baths, outdoor spaces, garage, and any special features in an order that feels natural.

Schedule photos after cleaning and repairs. Pay attention to window light and views, but represent spaces honestly. If staging or digital edits change an image, label them where required and preserve truthful originals. Buyers should understand what they will see in person.

A SMALL NEXT STEP

Walk the intended photo route before the photographer arrives.

LOCAL INSIGHT · BETTER DECISIONS



VIDEO TOUR

Show the path through the home

Video can help an out of area buyer understand the connection between rooms and the setting beyond the windows. A calm, steady tour is usually more helpful than rapid cuts that hide scale.

Point out improvements, storage, and outdoor features accurately. Include enough orientation that someone can picture arrival, daily living, and guest visits. A video invites a closer look; it does not replace inspections or an in person evaluation.

A SMALL NEXT STEP

List three details to show that still photos might miss.

LOCAL INSIGHT · BETTER DECISIONS





Green Chile Chicken Enchilada Bake

A comforting family-style bake layered with chicken, green chile sauce, tortillas, and melted cheese.



Ingredients

3 cups cooked shredded chicken
2 cups green enchilada sauce
1 can (4 ounces) diced green chiles
8 corn tortillas
2 cups shredded Monterey Jack cheese
1 cup shredded cheddar cheese
1/2 cup sour cream
1/2 cup diced onion
1 teaspoon ground cumin
chopped cilantro, for garnish

Instructions

1. Preheat oven to 375°F and lightly grease a 9x13-inch baking dish.
2. In a bowl, combine the shredded chicken, 1 cup enchilada sauce, diced green chiles, sour cream, onion, and cumin.
3. Layer tortillas in the dish, then spread on half the chicken mixture and sprinkle with half the cheeses. Repeat the layers.
4. Pour the remaining enchilada sauce over the top and finish with the remaining cheese.
5. Bake 25 to 30 minutes, until hot and bubbly. Garnish with cilantro and serve.



OPEN HOUSE READINESS

Make it easy to explore

An open house is most useful when visitors can move comfortably, find the key information, and ask questions without pressure. Keep pathways clear, moderate the temperature, and secure medications, valuables, and pets.

Provide accurate facts about the property and avoid guessing about taxes, insurance, HOA rules, or future construction. A good follow up process matters as much as the event itself: note questions and find verified answers promptly.

A SMALL NEXT STEP

Prepare a one page property facts sheet.

LOCAL INSIGHT · BETTER DECISIONS



FEEDBACK AND ADJUSTMENT

Listen for patterns

One visitor's opinion may be personal. Repeated comments about condition, layout, photos, or price can reveal how the market is reading the home. Review the number of qualified inquiries and showings as well as the feedback itself.

If activity is weak, check whether the listing is easy to find, the visuals tell the story, and the price fits the competition. If visits happen but offers do not, investigate what buyers see in person. Adjust based on evidence.

A SMALL NEXT STEP

Set a date to review results with your agent.

LOCAL INSIGHT · BETTER DECISIONS



NEGOTIATION

Look beyond the offer price

A strong offer is a package of terms. Financing, contingencies, requested repairs, earnest money, included items, and timing can all affect the outcome. Read the details with your agent and other advisers as needed.

Consider your own priorities before responding. If certainty or a particular moving date matters most, say so early. The best response is grounded in the written contract and your goals, not an assumption about the buyer's intentions.

A SMALL NEXT STEP

Write your top two nonprice priorities before offers arrive.

LOCAL INSIGHT · BETTER DECISIONS



INSPECTION PERIOD

Prepare for questions and findings

An inspection can identify expected maintenance or issues nobody anticipated. Make the property accessible and provide the documents you have. Let the inspectors do their work and review requests against the agreement.

Some findings call for a repair, a credit, further evaluation, or no change. Seek qualified advice where appropriate and keep communications specific. An inspection is a stage in a transaction, not a verdict on how well you cared for a home.

A SMALL NEXT STEP

Keep receipts for any agreed work.

LOCAL INSIGHT · BETTER DECISIONS



TWO TRANSACTION TIMING

Plan the gap between homes

If you will sell one home and buy another, map the likely sequence before listing. Include financing, preparation, offer acceptance, inspections, appraisal, packing, closing, and possession. Identify where dates may slip.

Discuss contingencies and bridge choices with your lender and real estate adviser. Build in an option for storage or short term lodging if needed. A written plan can reduce surprises while still leaving room to adapt to the actual contracts.

A SMALL NEXT STEP

Keep one timeline that covers both addresses.

LOCAL INSIGHT · BETTER DECISIONS



QUAIL CREEK

Marketing the way a home lives

At Quail Creek, a buyer may care about view orientation, patio use, garage space, guest flexibility, and proximity to the amenities they expect to enjoy. The features that matter will differ by buyer and by property.

Show the setting and floor plan clearly, then verify the community details for the particular home. Describe golf and other amenities accurately and distinguish community features from what is included with the property.

A SMALL NEXT STEP

Pair each lifestyle claim with a specific, verifiable feature.

LOCAL INSIGHT · BETTER DECISIONS



GREEN VALLEY

Help buyers understand the neighborhood

Green Valley includes a variety of neighborhoods with different homes, fees, and ways of living. A listing should name the relevant association and explain property specific costs through current documents.

Photographs and copy can show whether a home is well suited to easy access, a hobby, entertaining, or a quiet retreat. Avoid assuming every buyer wants the same thing. Accurate neighborhood context helps people decide whether to schedule a visit.

A SMALL NEXT STEP

Verify dues and services with the current association materials.

LOCAL INSIGHT · BETTER DECISIONS





Arizona Citrus and Avocado Salad

A fresh Southern Arizona salad with bright citrus, creamy avocado, and a light honey-lime dressing.



Ingredients

- 5 cups mixed greens
- 2 oranges, peeled and segmented
- 1 grapefruit, peeled and segmented
- 2 avocados, sliced
- 1/4 red onion, very thinly sliced
- 1/3 cup pepitas
- 1/4 cup crumbled queso fresco
- 2 tablespoons olive oil
- 1 tablespoon honey
- 2 tablespoons fresh lime juice
- 1/4 teaspoon salt
- 1/4 teaspoon black pepper

Instructions

1. Arrange the mixed greens on a large platter or in a shallow bowl.
2. Top with orange segments, grapefruit segments, avocado slices, red onion, pepitas, and queso fresco.
3. In a small jar or bowl, whisk together the olive oil, honey, lime juice, salt, and black pepper.
4. Drizzle the dressing over the salad just before serving.
5. Serve immediately.



SOUTHERN ARIZONA OUTDOORS

Make outdoor space part of the plan

An attractive patio is easier to appreciate when furniture placement, shade, views, and walking paths are clear. Tidy planting beds, check irrigation, and photograph the space when its light is most flattering.

Avoid heavy pruning or altering established trees merely for a quick sale without appropriate advice. If the yard has special features or maintenance systems, explain how they work. Buyers appreciate both the beauty and the practical details.

A SMALL NEXT STEP

Show one wide view and one useful detail of each outdoor area.

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HOMEOWNER CHECKLIST

October maintenance notes

Check accessible exterior lights and paths before evening visits become more common. Review irrigation as seasonal needs shift and look for leaks. Test smoke and carbon monoxide alarms according to manufacturer instructions.

Schedule any needed HVAC service with a qualified provider. Review weatherstripping and note upcoming roof or exterior maintenance. A small, dated log can help you plan the work and share reliable records if you later decide to sell.

A SMALL NEXT STEP

Choose three checks and put dates beside them.

LOCAL INSIGHT · BETTER DECISIONS



COMMUNITY LIFE

The value of joining in

A new home can offer access to activities, but connection grows when you show up. Community groups, volunteer efforts, and small gatherings can make a place feel familiar over time.

The Valle Verde Rotary Club of Green Valley and The Women of Quail Creek are two examples of how neighbors gather around service and shared interests. Contact organizations for their current meeting details and participation requirements. Start with something you enjoy.

A SMALL NEXT STEP

Try one gathering before judging whether it fits.

LOCAL INSIGHT · BETTER DECISIONS



VISITOR SEASON

Make a simple guest plan

When family or friends visit, small comforts matter: a clear guest space, good lighting, a place to store a suitcase, and an easy path through the home. If you are considering a move, use those visits to test how much guest room you truly need.

The rest of the year matters too. A flexible room can serve as an office, studio, or exercise space between visits. Choose for your own daily life, then make room for guests in a way that works.

A SMALL NEXT STEP

Count guest nights from the past year before choosing a floor plan.

LOCAL INSIGHT · BETTER DECISIONS



BUYER CORNER

Look past polished photos

Listing images can help you decide what to see, but they cannot show every sound, smell, view angle, or maintenance issue. Tour with a short list of priorities and questions. Notice the condition of doors, windows, and outdoor systems.

Ask for documents and professional inspections as the process allows. Compare monthly costs using property specific information. An appealing first impression should lead to better questions, not fewer questions.

A SMALL NEXT STEP

Write down what you cannot verify during the visit.

LOCAL INSIGHT · BETTER DECISIONS



DOWNSIZING WITH CARE

Sort by the life you want next

The first question is not what to discard. It is what you want your next home to make possible. Keep the items that support daily routines, meaningful traditions, and the hobbies you plan to enjoy.

Work through one small category at a time and decide where the rest can go. If family members will help, agree on a process for personal items before deadlines become urgent. A manageable rhythm respects the memories attached to a home.

A SMALL NEXT STEP

Start with the room you rarely use, and then stop for the day before proceeding to the next.

LOCAL INSIGHT · BETTER DECISIONS



ASK MARTHA

What if my listing has stalled?

A stalled listing calls for a fresh review, not an automatic series of price reductions. First check where and how the property appears online, whether the photos and copy explain it well, and what buyers are seeing in competing homes.

Then review showing activity, feedback, condition, and price together. A different approach may be appropriate, but the reason for it should be clear. I would welcome a conversation about your home and the steps already taken.

A SMALL NEXT STEP

Request a current comparison and a candid marketing review.

LOCAL INSIGHT · BETTER DECISIONS





Prickly Pear Apple Crisp

Sweet apples and prickly pear come together under a golden oat topping for a colorful desert-inspired dessert.



Ingredients

6 cups peeled and sliced apples
1/3 cup prickly pear syrup
1 tablespoon lemon juice
1/3 cup brown sugar
1 teaspoon cinnamon
3/4 cup rolled oats
3/4 cup flour
1/2 cup chopped pecans
1/2 cup cold butter, cubed
1/3 cup granulated sugar

Instructions

1. Preheat oven to 350°F and grease an 8x8-inch baking dish.
2. Toss the apples with prickly pear syrup, lemon juice, brown sugar, and cinnamon, then spread in the dish.
3. In a separate bowl, mix the oats, flour, pecans, granulated sugar, and butter until crumbly.
4. Sprinkle the topping evenly over the apples.
5. Bake 35 to 40 minutes, until the filling is bubbling and the topping is golden. Cool slightly before serving.



LOCAL OUTING

Let the season slow you down

October can be a pleasant time to revisit a favorite Southern Arizona walk, gallery, or patio meal. Verify opening hours, access, and weather before heading out, and choose a pace that lets you enjoy the day.

These ordinary outings are useful clues when you consider a move. A location that keeps your favorite places within reach can make daily life feel easier and richer. Notice which drives you happily make again and again.

A SMALL NEXT STEP

Write down three local places you would miss.

LOCAL INSIGHT · BETTER DECISIONS



RESOURCE DESK

Documents that support a sale

Useful seller materials may include improvement receipts, permits, warranties, HOA documents, utility information, and manuals for equipment that stays. Requirements vary by property and transaction, so review disclosures with the appropriate professional.

Keep digital copies with clear file names and avoid promising that a warranty transfers until confirmed. Good organization makes it easier to answer a buyer's question quickly and accurately. It also helps you plan future maintenance if you stay.

A SMALL NEXT STEP

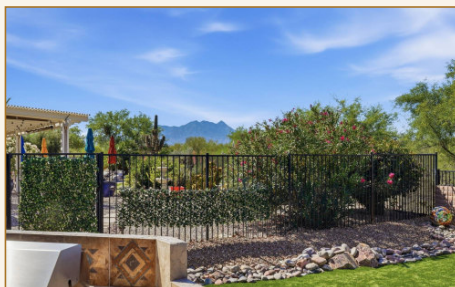
Create a folder labeled by address and year.

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FEATURED HOME

Mountain views and a private backyard



2436 E Overview Lane, Green Valley

3 bedrooms | 2 baths | about 2,695 square feet

Mountain views from the backyard.

No rear neighbors.

A covered patio and flagstone seating areas make time outdoors easy.

In Quail Creek, a gated 55+ community.

Details are believed accurate. Please verify. Listed by MVP Realty Team, HomeSmart Advantage Group.

SEE THE HOME ONLINE

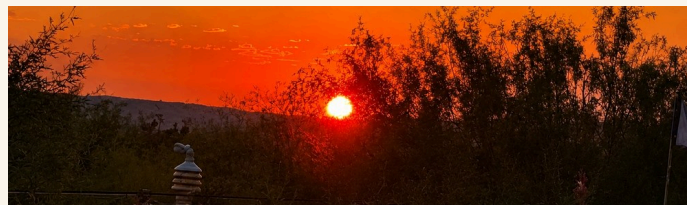
See all the photos and details on [Homes.com](https://www.homes.com).

[View on Homes.com](https://www.homes.com)

Questions? Call Martha at 520-965-3536.



Sunset on the golf course. Photo by the homeowner.



Sunset from the home. Photo by the homeowner.

LOCAL SPOTLIGHT

Parcel Plus, Green Valley

Snowbirds are on their way back, and that means boxes. Parcel Plus, right here in Green Valley, can take that off your plate. They are locally owned and have served our community for 50 years.

They ship with UPS, FedEx and USPS, and they compare carriers to help you find a good rate. They also pack things properly, so they arrive safe.

Heading south for the winter, or home for the summer? They can ship your luggage and golf clubs, forward your mail, and send artwork and fragile items with care. Pickup in town is free.

They also offer mailbox rentals, notary, shredding, copies, laminating, and fax. Their full brochure and a 10% off shipping coupon are on the next page.

VISIT PARCEL PLUS

1451 S. La Cañada Dr #4, Green Valley, AZ 85614. Next to Los Agaves Restaurant.

Monday to Friday 9 to 5. Saturday 9 to 1. Closed Sunday.

520-625-3930 | www.gvparcelplus.com

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LOCAL SPOTLIGHT, CONTINUED

The Parcel Plus brochure

★ WE'RE HERE TO HELP! ★

STORE HOURS

MONDAY – FRIDAY
9:00 AM – 5:00 PM
SATURDAY
9:00 AM – 1:00 PM
SUNDAY – CLOSED

1451 S. La Cañada Dr #4
Green Valley, AZ 85614
Next to Los Agaves Restaurant

520-625-3930

www.gvparcelplus.com

THANK YOU

FOR SUPPORTING YOUR
LOCAL SMALL BUSINESS!

★ WHY CHOOSE PARCEL PLUS? ★

LOCALLY OWNED & OPERATED

We're part of the Green Valley community and committed to excellent service.

FRIENDLY HOMETOWN SERVICE

We treat every customer like a neighbor —because you are!

PROFESSIONAL PACKING EXPERTS

We pack it right so it arrives safe every time.

WE COMPARE CARRIERS TO SAVE YOU MONEY

UPS, FedEx, USPS and more — we find the best rate for you.

CONVENIENT GREEN VALLEY LOCATION

Easy to find. Easy to park. Easy to ship!

★ OUR SERVICES ★

UPS, FedEx & USPS Shipping

Professional Packing

Mailbox Rentals

Notary Services

Shredding Services

Copy & Print Services

Laminating

Fax & Scanning

Custom T-Shirts

Greeting Cards, Gifts & More!

Office Supplies

We Make Shipping Easy!

Proudly Serving
GREEN VALLEY
and the Surrounding Areas

★ for 50 Years! ★

SHIP IT. | PACK IT. | PRINT IT.

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WE TAKE THE
HASSLE OUT
OF SHIPPING!

10% OFF
SHIPPING
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YOUR MAILING CONCIERGE
ESTD. 1976
PARCEL PLUS
Not valid with any other offer.
Limit one per customer.
Expires 12/31/2026

Brochure courtesy of Parcel Plus.

You're an MVP with me.

HomeSmart Advantage Group

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LET US MAKE A PLAN

Your next move deserves a clear path

Selling can feel like a long list of decisions. We can start with a walk through, a review of comparable homes, and a conversation about timing. From there, I can help you identify the preparation that makes sense for your particular property.

Whether you expect to move soon or are only exploring, tell me what you want your next chapter to look like. I will help you understand the local options and build a realistic path forward.

A SMALL NEXT STEP

Tell me what you want your next chapter to look like, and we will take the first step together.

LOCAL INSIGHT · BETTER DECISIONS



WHAT DOES YOUR NEXT CHAPTER LOOK LIKE?

Less maintenance? More sunshine?
A mountain view? A 55+ community?
A home that fits the life you want now?

Let's find out together.

Martha Viera Parsons

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