

April 16, 2025

Bryan Deboda  
RE: Spring Refresher: Garage Sales & Cleaning Hacks  
Bryan Deboda,



A business card for Bryan Deboda, a Realtor with the Phoenix Real Estate Group. The card features a circular portrait of Bryan on the left. To the right of the portrait, his name "BRYAN DEBODA" is written in large white letters, with "REALTOR" in a smaller white box below it. Further right, contact information is listed: a phone icon with "602-317-1334", an email icon with "Bryan@phxregroup.com", and a globe icon with "phxregroup.com". On the far right, the "PHOENIX REAL ESTATE GROUP" logo is displayed, along with the address "10000 N 31st Ave Ste B-108 Phoenix AZ 85051". A small "Equal Housing Opportunity" logo is in the top right corner.

Find a group of people who challenge and inspire you,  
spend a lot of time with them, and it will change your life.  
~Amy Poehler



As we step into April, the Phoenix real estate market continues to shift in ways that both buyers and sellers should pay close attention to. Here's what the data from March 2025 is telling us:

#### **Inventory is Rising**

Active listings across the Greater Phoenix area rose to 23,934, a significant 44% increase compared to March of last year. Including listings under contract, that number jumps to 27,377, showing a notable increase in supply and giving buyers more homes to choose from.

#### **Buyer Demand Holding Steady**

Despite the rise in inventory, 5,745 homes were sold in March, keeping pace with last year's numbers and marking a 21% increase in sales from February 2025. This signals that buyer interest remains strong.

#### **Home Prices Climbing Gradually**

The average price per square foot climbed to \$312.54, up 6.8% year-over-year. The median sales price reached \$459,000, reflecting a 6.7% annual increase. Price growth remains healthy and steady, with no signs of a dramatic shift.

#### **Luxury Market Still Hot**

Luxury home sales continue to make waves, with 73 homes sold over the \$3 million mark in March. This activity in the high-end market is influencing average price stats across the Valley.

#### **Local Neighborhood Trends**

Areas with a surge in new builds, such as Buckeye and Maricopa, are seeing slight price adjustments as inventory levels climb. Meanwhile, established neighborhoods like Arcadia continue to see stable values, reflecting steady demand and limited supply.

#### **Interest Rates**

The average 30-year fixed mortgage rate is sitting around 6.63%, slightly lower than earlier this year. This presents a window of opportunity for buyers to lock in financing before any future increases.

#### **What This Means for You**

**For Buyers:** More inventory means more options and negotiating power. With interest rates holding, now could be the right time to find the perfect home before competition picks back up.

**For Sellers:** You'll want to price strategically and market aggressively to stand out in a more competitive landscape. Homes that show well and are priced right are still selling quickly.

#### **Final Thoughts**

The Phoenix market is moving toward a more balanced state, offering new opportunities for both sides of the transaction. Whether you're looking to buy, sell, or invest, staying informed and working with an experienced real estate team is key.



#### **How to Host a Successful Garage Sale**

A garage sale is an excellent way to declutter your home and make extra cash, but it takes a little planning to do it right. Whether you're a first-timer or a seasoned pro, here are some tips to ensure your sale is a success.

##### Get Organized

Start by sorting through your items and organizing them into categories like clothing, toys, books, and electronics. Not only will this help with pricing, but it'll also make your sale easier to navigate. Clean the items before the sale to ensure they look their best.

##### Price Smartly

Price your items fairly. If you're unsure, check online marketplaces like eBay or Craigslist to see what similar items are selling for. Remember, garage sale shoppers are looking for deals, so keep prices reasonable. Consider using stickers or tags that are easy to read from a distance.

### Advertise in Multiple Places

The more people know about your sale, the better! Advertise on local online classifieds, social media, and with clear, bright signs around your neighborhood. Be sure to include the date, time, and address in your ads. The more effort you put into advertising, the more traffic you'll attract.

### Be Prepared to Bargain

Garage sale shoppers love a good deal, and most will try to haggle. Be open to negotiation, but set a firm limit on how low you're willing to go. If you don't want to haggle, price items a bit higher, and be prepared to drop prices as the sale goes on.

### Set Up for Success

On the day of the sale, set up early and ensure your space is inviting. Arrange items in an easy-to-browse manner, keeping like items together. Make sure everything is easily accessible, and have tables for smaller items. A well-organized display will encourage people to buy more.

### Have a Plan for Leftovers

At the end of the sale, you may have unsold items. Consider donating them to a local charity or organization. Not only will you clear out your space, but you'll also feel good about giving back.

With these tips, you'll be well on your way to hosting a successful garage sale that will leave you with extra cash and a clutter-free home!

Source: George Kamal | [ramseysolutions.com](http://ramseysolutions.com)



**Sheet Pan Salmon with Feta Sauce**

#### **Ingredients**

- 12 ounces broccolini, ends trimmed and any thick stalks cut in half lengthwise
- 1 pint (12 ounces) cherry tomatoes
- 1 large red onion, cut into 1/2-inch thick wedges
- 1/4 cup plus 2 tablespoons extra virgin olive oil, divided
- 1 1/4 teaspoons kosher salt, divided
- 1 1/4 teaspoons freshly ground black pepper, to taste
- 4 (6 to 8-ounce) center-cut salmon fillets
- 1/2 cup mayonnaise
- 1/2 cup (3 ounces) crumbled feta
- 2 tablespoons whole-grain mustard
- 1/2 teaspoon lemon zest
- 1/2 teaspoon lemon juice
- 1/4 cup roughly chopped parsley leaves and tender stems, divided, optional

#### **Directions**

Preheat the oven to 425°F with a rack set in the top position. On a large sheet pan, toss the broccolini, tomatoes, and onion with 1/4 cup oil, 3/4 teaspoon salt, and 1/2 teaspoon pepper. Add the salmon to the sheet pan, drizzle with about 1 tablespoon oil, and season with 1/2 teaspoon salt and 1/4 teaspoon pepper. Roast the salmon and veggies on the top rack for 10 minutes.

Meanwhile, in a medium bowl, combine the mayonnaise, feta, mustard, 1 tablespoon oil, lemon zest and juice, half of the parsley (if using), and 1/2 teaspoon pepper. Stir to combine.

Rotate the sheet pan, switch the oven to broil, and continue cooking until the salmon is cooked through and veggies are tender and browned in spots, 3 to 5 minutes. Top with the remaining parsley (if using) and serve drizzled with the feta sauce.

Leftover salmon and veggies can be refrigerated in an airtight container for up to 3 days.

By Theodora Kaloudis | [simplyrecipes.com](https://www.simplyrecipes.com)



### Essential Spring Cleaning Tips for a Fresh Start

Spring cleaning isn't just about tidying up; it's a rejuvenating process that can make your home feel like new. A little planning can go a long way in making sure your space is spotless and fresh. Let's explore some effective strategies to tackle your spring cleaning.

#### Prioritize High-Traffic Areas

Start with the most-used spaces, such as the kitchen and living room. These areas accumulate dirt faster, so a deep clean is essential. Wipe down countertops, scrub appliances, and dust shelves. Don't forget to clean light fixtures and ceiling fans, which are often overlooked.

#### Focus on Windows and Walls

Spring cleaning is the perfect time to address those overlooked windows. Clean both the glass and the surrounding frames to let in the light. A quick dusting or wipe down of the walls can also help remove cobwebs or sticky spots that have accumulated during the year.

#### Tidy Your Storage Spaces

Spring cleaning isn't only about what's visible. Reorganizing storage areas like closets, basements, and garages ensures you're making the most of your space. Take time to sort through your belongings, donate items you no longer need, and reorganize what's left. A clutter-free home will make the cleaning process easier moving forward.

#### Refresh Soft Furnishings

Upholstered furniture, pillows, and curtains can trap dust and allergens. Refresh them with a thorough vacuuming, or have them professionally cleaned if necessary. If you've been considering a seasonal change, this is also a great time to rotate or replace bedding and other textiles for a fresh look.

#### Tidy and Clean Bedrooms

Don't forget about your personal space. Changing the sheets, dusting furniture, and organizing your closet are simple tasks that can create a calm and inviting environment. Consider adding a fresh scent, like lavender, to make the room feel extra relaxing.

By breaking down your tasks and focusing on one area at a time, you can tackle your spring cleaning with ease, transforming your home into a fresh and welcoming space for the months ahead.

Source: Better Homes And Gardens

An advertisement for 'HOMEBOT'. On the left, there is a small, white, two-story house model with a brown roof, sitting on a white surface next to some coffee beans and a coffee grinder. To the right of the house, the text reads: 'TRACK YOUR HOME VALUE LIKE A PRO' in bold, black, all-caps; '- FOR FREE!' in bold, black, all-caps; 'HOMEBOT' in large, bold, purple, all-caps; 'Your Personal Home Wealth Dashboard' in a smaller, black, all-caps font; and 'IT'S LIKE HAVING A FINANCIAL ADVISOR — BUT FOR YOUR HOME!' in bold, black, all-caps. At the bottom right, there is a QR code.



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