

Valley of the Sun Real Estate Update

October, 2004

A Brand New ERA for Lucas Realty Group

On September 1st, Lucas Realty Group became affiliated with ERA Real Estate. ERA, founded over 30 years ago as Electronic Realty Associates, has grown into one of the most successful real estate companies in the country, and as a member of the Cendant family is part of the largest real estate company in the world. So, we're pretty flattered that they wanted to add us to their roster.

Technology Drives Change in the Marketplace

There are several reasons why we decided to make the change from our former status as a relatively small family-owned company to our new position as a member of a nation-wide network of brokerages. The biggest factor is our belief that technology will continue to define the future direction of our industry. While we have long been proud of our ability to use advances like email and the internet to our clients' advantage, staying on top of the changes in the high-tech world has become an ever-larger task. We want to make sure that as we move forward, our focus remains on what we do best: helping our clients enjoy the best possible results from their real estate transactions. Joining ERA will allow us to offer the rewards of their ongoing research and development to our clients while still keeping out time available for lots of hands-on customer service.

As in many industries, the real estate world is seeing an increasing concentration of resources in a smaller number of companies. Joining forces with ERA will allow us to leverage those resources for the benefit of our clients. For instance, as a nation-wide company, ERA offers numerous resources for people who will be selling a home in one state and buying in another. They also offer a Sellers Assurance Plan, allowing qualified sellers to use the equity in their home towards a new pur-

chase even before they get an offer, and guaranteeing to buy the home if it does not sell on the open market.

Some Values Never Change

While we have changed our name and our logo, and gained a national reach, we remain committed to the same values that have enabled us to establish such a strong presence in our own local marketplace. We strive to bring our integrity and experience to every transaction we handle. Especially when the market is unsettled, as it has been for the past several months, we are able to use our skilled agents, our excellent reputation, and our highly trained staff to save our clients time, money, and hassles. If you have any questions about our new affiliation, or any other aspect of the real estate world, please let me know. I would be happy to speak to you about all the things we can do to live up to our motto: "Creating excellent real estate experiences, one home at a time."

On the Home Front

Jill and I just got back from a great vacation to the United Kingdom. We visited with friends in England, and then spent almost 2 weeks traveling across Scotland by car and by bike. We saw lots of castles and did some great riding through beautiful countryside. We spent some time around Loch Ness, but had no monster sightings. Maybe we'll have more luck next time.

In any other month, that vacation would be the biggest news, but we have something to top it: Jill is pregnant, and we are happily expecting our first child in March of next year. There will be lots of changes and adjustments, but we are very excited about the prospect of parenthood. It should be quite an adventure!



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"Creating excellent real estate experiences...one home at a time"



LUCAS
Realty Group

Recipe of the Month

Mango-Lemon Pudding Cake

I guess I'm on a dessert kick here. This month's recipe is a bit simpler than the cinnamon rolls we did last month, and quite a bit healthier, too, but don't let that stop you. It's still plenty tasty, with lots of flavor from the fresh fruit, and a great gooey texture from the yogurt mix that will definitely appeal to your inner child!

1 mango
2/3 cup sugar
1/4 cup all-purpose flour
Dash of salt
2 Tablespoons lemon juice
1 Tablespoon butter, melted
3 eggs, whites & yolks separated
8 oz lemon yogurt
1/2 cup milk
Raspberries for garnish

1. Coat a 2-quart square baking dish with non-stick spray. Peel the mango, cut away the seeds, and chop into bite-sized pieces. Arrange the pieces in the dish.
2. In a large bowl, combine sugar, flour, and salt; stir in the lemon juice and melted butter. In a separate bowl, beat the egg yolks well with a mixer (saving the whites for step 3), then beat in the yogurt and milk. Add to the lemon mix and stir to combine.
3. In a medium bowl, beat the egg whites with an electric mixer at medium speed until soft peaks form (about 1 minute). Continue beating at high speed until stiff peaks form (several minutes). Fold gently into lemon mix. Carefully spoon batter over mango.
4. Place baking dish in a larger pan, and fill larger pan with hot water to a 1" depth. Bake at 350° for 40 minutes, or until set. Cool on wire rack about 30 minutes. Garnish with raspberries and serve warm.

Culture Corner

Quick reviews of some recent favorites

Food: The corner of Warner & McClintock has not been kind to many of the restaurants that have (briefly) taken up residence there, but **Voodoo Daddy's** has survived for quite some time. They offer all your Cajun favorites like jambalaya and crawfish etouffe, plus fun stuff like alligator sausage. Stop by for lunch or dinner and get a great taste of the bayou.

Movies: You won't confuse this low-budget British production with great cinema, but **Shaun of the Dead** is a very solid movie. The film spoofs the zombie genre while at the same time offering a pretty sharp satire on the lowest-common-denominator, media-driven lifestyle that seems so pervasive today.

Books: I really enjoyed **The Calligrapher** by Edward Docx. The plot suffers from a few too many twists, but the writing is strong enough to carry the story through. Docx uses great descriptions and a wonderful ear for conversation to get inside the head of his protagonist, a professional calligrapher trying to balance serious commitment issues with his powerful sense of romance.



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