

Builder enticements stymie home resales

By Chad Graham

THE ARIZONA REPUBLIC

New-home builders enticing buyers with incentives like free pools and discounted upgrades appeared to be one reason for the sluggish existing-home sales in April.

Sales for the month in Maricopa County fell to 4,855, compared with 5,385 in March.

April sales were a bit stronger than in January and February but were well below the 5,980 in April 2006 and 8,735 in April 2005.

Jay Butler, director of realty studies at Arizona State University's Polytechnic