

**Subject** Re: 25 caguamas  
**From** Debbie Evans  
<debbieevans.remax@gmail.com>  
**To:** N.Marquez  
<azpetguru@yahoo.com>  
**Cc:** Ron Marquez  
<figuremaker@hotmail.com>  
**Date** Jul 15, 2025 at 10:25 AM

Good Morning,

Your listing was canceled yesterday. Your lockbox and keys attached to the propane tank where they were. Kip pulled the sign. There is no need to sign anything.

We wish you the best,

Kip and Debbie

On Mon, Jul 14, 2025 at 9:01 AM N.Marquez  
<azpetguru@yahoo.com> wrote:

**Ron and Nicole Marquez**  
258 Bahia Lane W  
Litchfield Park, AZ 85340  
figuremaker@hotmail.com  
azpetguru@yahoo.com

July 13, 2025

Debbie Evans  
RE/MAX Legacy  
Puerto Peñasco, Sonora, Mexico

**Subject: Confirmation of Your Decision to  
Cancel Our Listing**

Dear Debbie,  
Your initial email response July 12, 2025 stated that RE/MAX Legacy chose to cancel our listing for 25 Caguamas, Playa Encanto, Puerto Peñasco after our inquiry on status. Having already resigned to your decision to cancel our listing per your initial response, we firmly note

and accept your decision in the termination of our current listing agreement, ending your role as our seller's agent.

Upon cancellation of the MLS listing, removal of the sign, and full securing of the house and lockbox, we will sign the termination paperwork and provide contact details for our new agency to transfer any necessary information per request. It is understood that RE/MAX Legacy and its agents are not entitled to any compensation or claims from this listing per your email.

We had hoped for a productive partnership but our experience was less than promised, a MLS listing delay, no open house tours or U.S. market exposure, reactive communication, and no metrics or feedback to guide strategy. After 400+ days on the market, we inquired about performance and offered ideas to help facilitate our sale. A misstep.

This experience resulted in significant impact and lost time we cannot recover. Your email noted seven Playa Encanto sales from July 2024 to July 2025, ranging from \$95,000 to \$899,900 with an average of 465 days on market, and Puerto Peñasco's inventory increase from 270 homes three years ago to 1,004 today, highlighting our homes need for strategic proactive marketing.

We thank you for your efforts and assistance. We wish you well in your future endeavors.

Regards,  
Ron and Nicole Marquez

Sent from Yahoo Mail for iPhone

On Friday, July 11, 2025, 3:05 PM, Debbie Evans

<debbieevans.remax@gmail.com> wrote:

Good afternoon,

I am not sure what reaction you were expecting with a list of demands and a deadline. You have made it clear that you feel I have not done

made it clear that you feel I have met your expectations. There is nothing I promised that we have not done. Brokers events and open houses alike. We have and will continue to do what works to sell properties here. Our track record shows it. We could spend all of our time and resources on social media marketing and open houses, and while that is one area we focus on, it is not one that shows results in this particular market. I could recommend you drop the price in order to sell quickly and earn my commission, but as an agent, broker and owner, I understand this is not in your best interests.

If you want to continue to work together and can trust the process, wonderful. I am always a phone call or email away and happy to answer questions or provide an update upon request. A friendly message or call works great. Our listing contract allows you to cancel at any time. I never want clients to feel they don't have the option to work with another agent, if you feel we are not a good fit.

There is no question about the commitment to a sale on either end, but the methods you are suggesting and your expectations for communication are not the norm in this market and I simply can't commit to it. We have always made ourselves available for issues regarding your home, including emergency repairs or checking in on the property. Going forward, if you'd like to continue working together, I do have but one ask, please let us know when the house will not be available for showings. I often get last minute requests for showings, and sometimes the house is occupied. It happens often here that potential buyers are looking at other specific properties and then want to see yours, last minute.

Please let us know your thoughts. Thank you.

On Fri, Jul 11, 2025 at 12:45 PM N.Marquez <azpetguru@yahoo.com> wrote:

I am very sorry you felt attacked. Woah, that wasn't the intent of the email in any way. Rather it was to point out that we were committed to the sale, and that we were told what to expect and those expectations weren't met.

It was a question as to why, and if it would be possible. However, I understand the frustration and hurt and for that I am sorry.

There was no minimizing effort and yes, it's a complex situation with current political standings.

I am sorry you are upset.

I have no others lined up and can't per contract so that will have to wait.

Thank you

Sent from Yahoo Mail for iPhone

On Friday, July 11, 2025, 12:23 PM, Debbie Evans <debbieevans.remex@gmail.com> wrote:

Good Morning Ron and Nicole,

Where to begin, this is not in our scope, I don't know of any other brokerage down here that can perform the way you are asking.

Kip and I and our Re/Max Legacy Brokerage get results, we know how to sell especially in Playa Encanto. However, I am sorry you feel you were a bit oversold. The economy in the States and Social Media has not helped our sales here in Penasco.

Three years ago there were 260 homes on the market in all of Puerto Penasco as of this morning there are 1004.

Stats, in the past year July 2024 to July 2025 in Playa Encanto 7 home sales:

1. A 1/13 of a share for \$95K on the market for 709 days listed with Lea Keler Sold by Chuck from our Re/Max Brokerage.
2. A 1/8 of a share for \$150K on the market for 176 days listed with Kip and I and Sold by Kip and I - Re/Max Legacy
3. 4 Paradise Villas for \$295K on the market for 461 days listed with Miquel Salinas Sold by Kip and I - Re/Max Legacy
4. 23 Paradise Villas for \$475K on the market for 163 days Listed and Sold by Kip and I - Re-Max Legacy
5. ME LFB1 Portal del sol for \$850K on the market for 231 days Listed by Re/Max Legacy Sold by Kenny Wallace
6. M16 L2 Langostinos for \$899,900 on the market for 952 days Listed and Sold by Kip & I Re/Max Legacy
7. M22 L6 Langostinos for \$1,000,000 on the market for 400 days Listed and Sold by Kip & I Re/Max Legacy

market for 469 days Listed and Sold by Kip & I  
Re/Max Legacy  
We close on another home in Encanto next  
Thursday the 17th.

So no, I don't think I over sold my brokerage.  
There are not many buyers out there, we work  
hard to get buyers and match them with what  
we have listed.  
Open Houses do not work in Playa Encanto.  
Most Agents don't want to come out here. We  
have tried, Broker Open Houses etc...  
We live here, and can show at a moment's  
notice, which we do. If you need help or  
someone to check on your home we do it.  
I also don't believe in Misrepresenting a home,  
like trying to make it look like your home isn't  
connected. You will find the right buyer, but it is  
taking more time  
than any of us hoped. We and Re/Max Legacy  
are successful in how we advertise and market  
our homes. It is not the US.  
You have to remember that WE or our brokerage  
don't make any money until we sell your home.  
All of the advertising, time, showings are in  
hopes that we can sell your home.  
So, you are right, we are not the brokerage for  
you, as all of the stats, and pictures do not do  
results. It's being here, we do advertising that  
works for us. We have three different websites,  
Newsletters  
that go out monthly. You are on the MLS which is  
where serious buyers go.

We had taken the lockbox off, because Ron was  
thinking someone was coming into the house.  
Kip said he would go put it back this afternoon.  
We will take down the sign, and cancel the  
listing.

Let me know what other Real Estate Company  
you chose and I can get them your information  
that they will need to list the house.

I wish you and Ron the best. I will continue to try  
and sell your home when it is listed with the next  
Agency. We are seeing a little pickup in the  
Market, which is a Welcome site.

Our Best,  
Kip and Debbie

On Thu, Jul 10, 2025 at 6:57 PM N. Marquez

On Thu, Jul 10, 2025 at 6:57 PM N. Marquez  
<azpetguru@yahoo.com> wrote:

Dear Debbie,

**We're checking in on our property at 25 Caguamas, Playa Encanto, listed with RE/MAX for over a year. Just 150 meters from the sea, it has great upgrades like flash heater, 3 AC/ Heating Combo units, redone plumbing and gas, privacy walls, a margarita deck BBQ pit, seaside breakfast bar, courtyard, outdoor fireplace, and a new washer and dryer. We're disappointed there's been no sale after a year and a few months. It's summer, so we get it, but we went through spring without much attention.**

We know the Puerto Peñasco market is tough right now, but we're disappointed by the lack of updates and follow-through on things promised, like open house fairs and marketing to U.S. and Arizona buyers. It took 45 days to get our property on the MLS, which hurt our chances, and the listing misses key features like the margarita deck BBQ pit, seaside breakfast bar, courtyard, outdoor fireplace, appliances, and upgrades. The first photo shows the adjoined units, which is a turn off for buyers, and our provided photos aren't used, even though we've mentioned this several times.

To see what's been done and plan next steps, please send a report by July 24, 2025, with:

1. Listing Stats:

- Number of views on platforms like RE/MAX, [TopMexicoRealEstate.com](https://www.TopMexicoRealEstate.com), or Zillow, listed by platform breakdown.
- Number of buyer inquiries, with details and dates.
- Number of showings or open house tours for playa encanto, including dates and feedback.

2. Marketing Efforts:

- List of websites where the property is listed, especially those targeting Arizona or vacation home buyers and registered clicks.

- Details of ads (e.g., social media, print, emails), including how often and who they reached.

- Total showings to date and whether professional photos or virtual tours are outshining us.

### 3. Market Info:

- A Comparative Market Analysis (CMA) of similar homes (within 200 meters of the beach) sold recently in Puerto Peñasco, noting if they used professional photos, drone shots, or 3D walkthroughs.

- Buyer feedback on our property's price, condition, or look.

To we are asking if you will do the following and if so when we can see results:

- **Open Houses and Broker Tours:** Hold the open house tours you promised and or at least broker tours to show off the property's sea proximity and upgrades to local, U.S., and Canadian buyers.

- **Better Marketing:** Use our provided photos or take new professional ones, avoiding adjoined units. Update the listing with accurate information. Add a 3D Matterport virtual walkthrough. Update the listing to include all upgrades and features (flash heaters, AC/heat units, plumbing, gas, privacy walls, washer/dryer, margarita deck, breakfast bar, courtyard, fireplace).

- **Target Arizona and Airbnb Investors:** List on Arizona vacation home sites (e.g., Zillow's international section) and as an Airbnb to attract investors, highlighting rental potential.

- **Premium Listing:** Get a premium listing spot, as our property has never been featured. to increase visibility.

- Feature upgrades and check listing for accuracy. Our AC units are AC/ Heat combos. Please correct listing.

We're hopeful these steps and better communication will bring in buyers. Please confirm you got this letter and send the report as soon as possible.

If these requests aren't within your scope, or not something you wish to do, please let us know promptly.

When we picked your brokerage, we feel we were a bit oversold, but we're hopeful for a successful sale together. We really want this to work out for all. Thank you for your efforts.

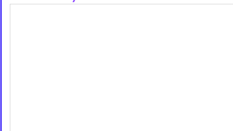
Sincerely,

Nicole and Ron Marquez

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**Debbie Evans**  
**Owner-Broker-Agent at REMAX Legacy**  
**Rocky Point**  
**Puerto Peñasco, Son. Mexico**



US Cell (480) 707-7553  
US Office (602) 334-4359  
[debbieevans.remax@gmail.com](mailto:debbieevans.remax@gmail.com)  
[www.realestaterockypoint.net](http://www.realestaterockypoint.net)  
[www.buybeachfront.net](http://www.buybeachfront.net)



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**Debbie Evans**  
**Owner-Broker-Agent at REMAX Legacy Rocky Point**  
**Puerto Penasco, Son. Mexico**

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US Cell (480) 707-7553  
US Office (602) 334-4359  
[debbieevans.remax@gmail.com](mailto:debbieevans.remax@gmail.com)  
[www.realestaterockypoint.net](http://www.realestaterockypoint.net)  
[www.buybeachfront.net](http://www.buybeachfront.net)



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**Debbie Evans**  
**Owner-Broker-Agent at REMAX Legacy Rocky Point**  
**Puerto Penasco, Son. Mexico**

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US Cell (480) 707-7553  
US Office (602) 334-4359  
[debbieevans.remax@gmail.com](mailto:debbieevans.remax@gmail.com)  
[www.realestaterockypoint.net](http://www.realestaterockypoint.net)  
[www.buybeachfront.net](http://www.buybeachfront.net)

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