

October, 2011

Dear Friends,

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Wow, has October gone by **hot** and fast! I can't believe it's almost Halloween and November. I think I'll dress up as a Realtor for Halloween, do you think anyone will recognize me? Check out my newly designed website. It's just as good as the previous one but has been re-designed by Elle Randall to be easier for me to personally update and to improve it on search engine results. We also added "Walk Score" to each property. This is a program that shows you where the community is on the map and how "walkable" the area is for walking to restaurants, shopping and so on. I'm very pleased with the results and if you need a web designer, please let me know and I'll get you in touch with Elle. You can check it out at www.RooPhoRealty.com

1) I will have two FAQ's in the newsletter going forward, one is questions about real estate and the process of buying and selling property. The second, is historical and Phun Phacts about Metro Phoenix. I have a few FAQ's already in the links and will be adding at least one per Newsletter. I will also address your questions on both subjects and if I don't have the answer, you know me, I'll get it.


FAQ's.

RE FAQ - How do foreclosures affect property values in this market? [Click here to find out.](#)
Metro Phx FAQ - Why in the world did someone start a city in the middle of the desert and name it Phoenix? [Click here to find out.](#)

2) I'm also very excited to have the long-time Arizona charity **Fresh Start Women's Foundation** (<http://www.wehelpwomen.com>) open up a women's fashion **POP-UP SHOP** at my office on First Friday--November 4. This is a fantastic charity that for nearly 20 years has helped women and their children through rough life transitions: career changes, financial challenges, domestic crises, the trials of parenthood, and unexpected tragedy. On First Friday, **RooPho Realty** will become a POP-UP shop selling 100 of the best pieces of clothing, shoes, purses and jewelry donated from the fashionistas of Arizona and a few pieces from news anchor **Katie Couric**, a **Fresh Start** supporter. The permanent resale boutique, **Fresh Treasures**, will open at the end of November at **40th Street and Thomas** in Phoenix.

3) **What's Happening in the Urban Centers?** Don't look now but you just missed a great weekend in Downtown Phoenix if you weren't here the weekend of October 22nd. Here's what you missed;

- Downtown Phoenix 5th Annual Pub Crawl.
- Third Friday Art Walk on Roosevelt Row.
- Roosevelt Row's Phoenix Food Truck Festival.
- Evans-Churchill Interesting Interiors Tour.
- Civic Space Jam at Civic Space Park.
- Grand Avenue Festival.
- Grandioso Fashion Show.

Don't keep missing all the action in the Metro Phoenix Urban Centers, be a friend of **RooPho Realty, LLC** on  and we'll be posting event's and festivals as they come up. And if you are involved in an event in an Urban Center, please post it on **RooPho Realty's** wall or email me.

4) Robo signing of Foreclosures affects inventory. Did you hear about 9 months ago that Lien Holders of mortgages were "robo signing" the foreclosure documents? What that means is there are certain facts about your loan contract that gives the right for your lien holder to foreclose. Many lien holders have turn the foreclosure process over to third party company's who just signed off on the foreclosure before verifying the facts. This came out months ago and these same third party company's are still "robo signing" and not confirming the facts. If you are in the foreclosure process, I suggest you get an attorney to confirm they have the right to foreclosure. Just because you haven't made a payment in a while does not automatically give your lien holder the right to foreclosure. In the meantime, Banks continue to foreclose and are not putting the properties on the market causing the Metro Phoenix area to have less than 20,000 residential properties on the market on any given day for at least the last 4 months. BTW, there are almost 10,000 properties selling each month. Low inventory is only going to slow down our recovery by preventing people who want to buy the selection that "should" be out there.

I hope your fall is going well as we slowly slip into winter. Yes, we still call it winter in Metro Phoenix. And of course, please think of me if you or anyone you know has any questions about real estate, I'm always happy to help in any way I can.

Best Regards,



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