

September 2011

Dear Friends,

Isn't it nice to have it cooling down just a bit. I actually sat on the balcony for a while last night.

Well not much is changing very quickly, just as we thought. Prices seem to be steady for the time being. Interest rates are sure to stay in the 4% range for a while. The inventory has not improved since last months news letter.

I've added a few businesses to the left. If you like to cook fresh fish and don't know where to get it and at prices lower than many grocery stores, check out [Mariscos de Guaymas](#). This is a great locally owned Fresh Fish Market just off the I-10 on McDowell. The market is a little tricky to find so call the first time for easy directions, it's worth it.

I also added [FBI Cooling and Heating](#). They did a great job for a good price on my AC that went out last month.

Now for the business at hand.

And, if you need printing, check out [11th Monkey](#) located right next door to me in Artisan Village. They do silk screen, 4x6 flyers, business cards, posters and more so check them out.

In this Issue:

1) Foreclosures up for Single Family homes in the Valley.

2) Some nice listings currently on the market.

1) Foreclosures up for Single Family homes in the Valley. [AZCentral.com](#) reported foreclosures are up in August in the Valley. The article said "In recent months, homes valued at or below \$100,000 have been selling almost as soon as they hit the market..." The problem I see is the inventory is still low and they aren't putting the homes on the market. Inventory say, "One key reason is that at least half of all recent home purchases have been made by investors looking to renovate and lease out the homes they buy to generate monthly income. Such investments have the greatest profit potential and pose the least amount of financial risk at the low end of the market."

2) Some nice listings currently on the market.

Click on the Community Name and see the full listing.

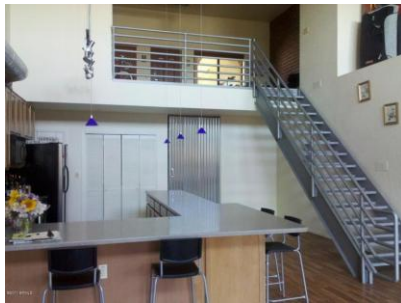
[Artisan Village](#) - 7th Street and Roosevelt. Nice 2 bedroom, 2 baths and 2 car garage in a dog friendly community for \$92k. Located in the Roosevelt Row Arts Districts with activities in the neighborhood regularly and two restaurants and two bars within a block. Also, Tammy Coe Cakes and MJ Breads are in the community and so is RooPho Realty. Speaking as a resident for 6 years, I love this location and the community. I love living here.



[Executive Towers](#) - Built in 1964 and designed by famed local architect, Al Beadle, the HOA is getting ready to apply for Historic Designation. This condo was designed by local architect Kristine Woolsey to respect Al Beadle's original design & meet the needs of today's urbanites. Kristine included the same tiles seen in the lobby in the Island base in the Kitchen. This unit is move in ready with all the extras, the onyx and teak custom island & bar offers a Viking Induction and Radiant cooktop, topped by a dramatic Italian hood. The master bed & bath were redesigned with terrazzo shower walls that riff on the lobby's terrazzo floors & rock sink with Porcher faucet match the pebble stone shower floor for a Hans Grohe shower experience. This is one of those condos you have to see to appreciate and it's priced at \$225,000.



[Stadium Lofts](#) - Built in 2004 and designed to look like a



warehouse but they are all lofts. This is very unique living. The open floor plan and the large kitchen make it very comfortable for a private home or to have holiday's or parties. Located at just south of the USAirways Arena and a few blocks from Chase Field. You can easily walk to the Light Rail or anywhere Downtown. This unit has hardwood floors and a loft that can be a den, another bedroom, family room or even a place for a pool table game room. Stadium Lofts is true loft living and priced at \$157,000.

Although the inventory is low, you can see there are still some nice places on the market. I would expect the Banks that foreclose on properties to start putting more on the market but then I've been expecting that for a while.

Enjoy the cooling weather and we're suppose to have rain tonight, so let's keep our fingers crossed. Of course, we were supposed to get rain since Friday and all we've gotten was dust. 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,

A handwritten signature in black ink, consisting of the letters 'C' and 'L' in a stylized, cursive font.