

Owner Tenant News

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REAL ESTATE SALES MARKET IS BRISK – Marketed properties that are priced extremely well or slightly below market are selling very quickly, in some, but not all parts of Tucson. Inventory is getting tighter and Realtors have the need to encourage their buyers to make immediate decisions when they are home shopping. Making an immediate decision is not setting well with some buyers so they generally lose the 1st property they desire because they procrastinate. Then, they along with their Realtor must shop very hard to find a property equal or better. After buyers get this education they know to make an immediate reasonable offer. The Tucson Real Estate market, as far as value, seems to be very sluggish in increasing value in comparison to most other parts of the country. For this reason, and many others, now is the time to buy. On the other hand, it may be advisable to wait to sell until the market allows for increase value of your home / investment.

KNOWLEDGE EQUALS SUCCESS – On February 21st our listing on 10087 N. Mill Crossing closed escrow. Property sold in August 2016 and the agents buyer had closing problems because of improperly filed taxes. Having extensive property management experience made us able to make this transaction work by doing an early occupancy agreement and hold the escrow together until closing. Majority of the Realtors and Real Estate Companies would not have the desire, or possible the knowledge, to hold this transaction together and make closing. So please remember when you need a knowledgeable Broker you should call Dale Hulvey with **Christopher Robert Corporation** at 520-529-3400.

PROPERTY SOLD IN 14 DAYS – At the time we found out the tenant was going to move from 5552 W. Dove Loft Drive we contacted the property owner. It was discussed to wait until the property was vacant before marketing. We encouraged the owner we should market early even though we could not get buyers inside until the tenant vacated. BAM!!! It worked and property sold without an interior inspection from the extensive pictures we took before tenant move in and our reputation to keep our rental properties in the best condition. Home inspection showed about \$3,000 in needed repairs / improvements (mainly air conditioner). Escrow closed on March 16th, 2017. It does make a difference who represents you as your property manager and Realtor!!

NEWSLETTER AUTHOR – Yes, this newsletter is written by yours truly, Dale Hulvey, broker of **Christopher Robert Corporation**. Thank you for your past, current, and future business. For all your real estate needs give us a call or email.

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OUR PROPERTIES IN ESCROW PENDING CLOSING – Our tenants purchased a property on Dickinson Place which is a 3 bedroom 2 bath with a pool. Their home is expected to close by the end of March 2017. After closing I can tell you all about this great home for them. Also, I'm having the privilege of working with a young couple that are under 30 years of age buying their first home. To buy your first home and have it constructed in a new home subdivision is very unusual. Generally, you do not buy a new home to be built until much later in life. Their new home is in Saguaro Bloom II by D. R. Horton located in Marana, Arizona. It is the Rainer model with 4 bedrooms, 3 baths, double sitting area, double garage and huge lot. Cannot give out the terms until after close of escrow but it was a good buy!!

OUR MARKETED PROPERTIES – 5194 N. Contentment Court (MLS#21700388) 3 bedroom, 2 bath with double garage, gated community in the Sabino Canyon area. This is a range marketed property at \$219,900 to \$229,900. Being able to purchase in this area at this price is a benefit that many buyers need. – 3433 W. Camino Christy (MLS#21706939) 3 bedroom, 2 bath with double garage. Prime northwest area, horse property. Awesome views of mountains and a terrific balcony porch over covered porch for many pleasurable evenings. Totally remodeled and ready for you to move into at close of escrow. Marketed at \$329,900. Happy to sell you either of these properties or any other property in the entire valley of Tucson including adjoining cities!!

SUMMER IS QUICKLY APPROACHING – It is once again the time of year for you to call for your heat to be turned off and cooling to be turned on. Don't perform this service on your own or you will be charged per your lease even though you did not accept service. The only way an owner can be assured that heating and cooling units are serviced is when it is done by a professional. Your lease provides for tenant to pay \$80 service call fee for first cooling unit. If you have a second cooling unit, regardless if it is an air conditioner or evaporative cooler, tenant pays an additional \$40 service call fee for second cooling unit. Read your lease agreement under "ADDITIONAL TERMS" for more information. This is your payment notice. Within 2 business days after receiving your payment our office will call contractor and order servicing. Contractor will in turn call you at the number you provide us to schedule. It is helpful if you let us know what kind of cooling your property has and how many cooling units. Appointments always go fast as the Tucson valley begins to receive its heat and putting off making your payment may cause up to a month wait to receive an appointment making you HOT, HOT, HOT.

BUSINESS TOGETHER IS 100% POSSIBLE – Now we have 5 companies. Coffee News Tucson is our newest. www.CoffeeNewsTucson.com. (This makes us publishers and we can advertise our Real Estate business marketing, sales, property management, and rentals even better for our clients.) Oldest is Christopher Robert Corporation. www.ChrisRobertCorp.com. Realtors doing marketing, sales, property management, and rentals. The 3 in between are 1) Limoport Transportation – www.Limoport.com. Specializing in Black Car and Black SUV services plus Black Mercedes Benz Limousine. (Tenants and owners can receive discounts on transportation when you identify who you are at start of conversation.) 2) Trolley Tucson – www.TrolleyTucson.com. Tucson's only Trolley Limousine which is also Black. Trips and Tours plus Winter Haven Festival of lights rides. 3) Barter Tucson – www.BarterTucson.com. Tucson's largest networking group improving businesses spendable income.