



# AZ Cornerstone Realty, LLC

Firm Foundations Begin with the Right Cornerstone



December 2014

**JESUS** IS THE REASON FOR THE *Season*

## End of the Year Housing Recap

### Inside this Issue:

End of the Year Housing Recap	1
Peppermint Bark	1
HOA – Parking Info Changes In 2015 & Fines	2
The Legend of St. Nicholas	2
Buyer’s Corner - Thinking of Buying A Home?	3
Landlord Corner	3
Cornerstone Advantage Program	4
Quality Vendors	4

As we come to the end of another year, let’s recap the housing performance for Phoenix in 2014. We started the year off with a lot of activity. In the first 6 months, the number of homes sold was up over the previous year and prices were increasing. By June, the average single family home increased in value approximately 4%. July through September, the number of homes being sold slowed and the prices began to fall. By November, average home prices had fallen back to where they started in January. So for the twelve months of 2014, homes prices in most areas of Phoenix are about the same as when we started the year.

Fannie Mae's October National Housing Survey reported that **44% of consumers say now is a good time to sell a house, an all-time survey high, while 65% say now is a good time to buy.**

*HOUSING STARTS UP, EXISTING HOME SALES HOLD STEADY, INFLATION IS LOW. THE FED SAID...* It's been quiet lately on the economic data front. **Housing Starts** are expected to be up in October & November, along with **Existing Home Sales**. Inflation is predicted to remain low and wholesale prices may go down a little, while the **Consumer Price Index (CPI)** should show retail prices under control.

**What’s ahead in 2015?** – Because of projected VERY LOW mortgage rates for all of 2015 and overall economic stability, we are projecting a busy first 6 months for 2015. I foresee increased buyer demand for homes and home price appreciation of between 3 to 5% for the year.

Don’t forget, if you are searching for a home, check out our new website where you can now search the Realtor MLS real time!

[www.AZCSHomes.com](http://www.AZCSHomes.com)

## Peppermint Bark



### Ingredients:

- 2 pounds white chocolate, chopped into 1/2-inch pieces
- 12 large candy canes
- 1/2 teaspoon peppermint oil

### Directions:

1. Line an 11-by-17-inch baking sheet with parchment, and set aside.
2. In the top of a double boiler, melt white chocolate, stirring constantly.
3. With a chef's knife or meat tenderizer, cut or pound candy canes into 1/4-inch pieces.
4. Stir pieces of candy canes and peppermint oil into the melted chocolate. Remove from heat, and pour the mixture onto the prepared baking sheet; spread evenly. Chill until firm, 25 to 30 minutes. Break into pieces, and serve. Store in an airtight container in the refrigerator for up to one week.



### The Christmas Tree

Much of the modern tradition of Christmas can be traced to post-colonial times through German roots. In the 19th Century, the tradition of the Christmas tree arose among the German-speaking people of Pennsylvania. They brought the tradition of Santa Claus as well.

## **HOA – Parking Info Changes In 2015 & Fines**

One of the changes for HOA's state wide that comes in to effect Jan 1<sup>st</sup> 2015, is that HOA's can no longer restrict on street parking. This is only effects HOA associations formed after Jan 1<sup>st</sup> 2015. One important exception is that if an existing HOA amends its Rules, the new parking law becomes effective for that association. Parking violations are one of the TOP THREE violations we see from the properties we manage. The MOST COMMON violations are: #1 Trash Cans left out on non trash days, #2 Weeds in the rocks, & #3 Parking violations.

If you have not asked your HOA to send violations directly to us, please do. Most HOA's will copy us on violation notices they send to you. Since HOA's typically only allow 10 days to correct violations, having the notices sent to us helps reduce the response time to remedy the violation. Also, if you do receive a fine notice, let us know as soon as possible so we can bill the tenant and get the fine paid for you.

---

## **The Legend of St. Nicholas**



The legend of Santa Claus can be traced back hundreds of years to a monk named St. Nicholas. It is believed that Nicholas was born sometime around 280 A.D. in Patara, near Myra in modern-day Turkey. Much admired for his piety and kindness, St. Nicholas became the subject of many legends. It is said that he gave away all of his inherited wealth and traveled the countryside helping the poor and sick. One of the best known of the St. Nicholas stories is that he saved three poor sisters from being sold into slavery or prostitution by their father by providing them with a dowry so that they could be married. Over the course of many years, Nicholas's popularity spread and he became known as the protector of children and sailors. His feast day is celebrated on the anniversary of his death, December 6. This was traditionally considered a lucky day to make large purchases or to get married. By the Renaissance, St. Nicholas was the most popular saint in Europe. Even after the Protestant Reformation, when the veneration of saints began to be discouraged, St. Nicholas maintained a positive reputation, especially in Holland.

### **Santa Claus in America**

When the Dutch established their colony of New Amsterdam in America in the seventeenth century, they brought with them the traditional "visit" from Sinter Klaas (St. Nicholas) on the eve of Dec. 5. When the English later took over the colony and renamed it New York, the English children began longing to have a kindly "Sinter Klaas" of their own that would bring them gifts. Because the English Protestants did not observe saints days, the Sinter Klaas visit was moved to Christmas Eve and observed then.

## Buyer's Corner – Thinking of Buying a Home Soon?

### Consider Your Debt To Income Ratio

When determining your ability to qualify for a mortgage, a lender looks at what is called your "debt-to-income" ratio. A debt-to-income ratio is the percentage of your gross monthly income (before taxes) that you spend on debt. This will include your monthly housing costs, including principal, interest, taxes, insurance, and homeowner's association fees, if any. It will also include your monthly consumer debt, including credit cards, student loans, installment debt, and car payments.



### How a Debt Reduces Your Purchase Price

Suppose you earn \$5,000 a month and you have a car payment of \$400. At an interest rate of (approximately 4% on a thirty-year fixed rate loan), you would qualify for approximately \$55,000 less than if you did not have the car payment. WOW that's a big difference! Take the time to get pre-approved by a **good** mortgage lender. Not all mortgage lenders are the same. Call us for a referral to a trusted lender.

## Landlord Corner

### Question:

A section 8 tenant was not paying their portion of the rent but section 8 was, is this considered a partial payment preventing an eviction?

### Answer:

The answer is no. The tenant's portion and the section 8 portion are considered separate leases, so you can take the money from section 8 and still proceed with your eviction on the tenant who has not paid their portion.

### Question:

Another situation was that the property manager found the utilities off in the tenant's home, but the tenant's possessions were still there along with molding, rotten food in the refrigerator (it was probably the left over Turkey). The question was whether or not they could clean out the refrigerator to prevent it from being damaged.

### Answer:

The answer is yes. This would be considered an emergency under the Landlord-Tenant Act and would allow access to the home without notice. The refrigerator that belongs to the landlord could then be cleaned so that it would not be damaged and unusable.



Rambo Collections Department

- Dana Brown - Broker
- Mike Konieczki - Assoc. Broker
- Kim Elmdanat - Realtor
- Brandon Moses - Realtor
- Sharon Martinez - Accountant
- Pam Brown - Realtor/Assistant
- Gina Burns - Marketing
- Desiree Fabrizio - Admin Assistant

**AZ Cornerstone Realty, LLC**  
 20325 N. 51st Ave. Suite 134  
 Glendale, AZ 85308

**Phone: (623) 215-2703**

**Fax: (623) 321-6120**



Family owned and operated.

## A Firm Foundation Starts with the Right Cornerstone

### Cornerstone Advantage Program

#### **What we can do for You!**

- **\$1,000.00 Cash Gift** at closing to use however you want
- Free Home Appraisal (Reimbursed at Closing)
- Great Mortgage Rates & Service with our Preferred Lender
- The Best Home Insurance with A+ rated Companies
- 50% Discount on Escrow Closing Fees
- Discounted Home Inspection Service
- Discounted Home Warranty
- Discounted Moving & Storage
- Free Termite Inspection
- Free Home Searches sent to your Email
- You can Search the Realtor MLS on our Website!
- FREE Membership to BUX180 Savings Club
- We will attend the Closing with you.
- You WILL get the Best Service + Save \$\$\$

**We have the experience you're looking for!**



**Need *Fast* Dependable Service... Get it when you use these quality vendors!**

#### ***We Recommend these Vendors!***

**PLUMBING** - Ron Christian with Paradise Plumbing & Gas, LLC, 602-565-0936. Licensed, bonded, and insured.

**LANDSCAPING** - Lupe's Landscaping, 602-451-9593. Ask for Lupe.

**AC / HVAC SERVICE** - Clear Air AC, 602-478-2974. Air Conditioning & Heating.

**HANDYMAN WORK** - Dave Moses, 602-488-3812. Very good all around handyman. Specializes in tile flooring.

**POOL SERVICE** - My Pool Man, 602-326-0589. Dave Hazel is reliable and has great prices. He is the pool dude.

**CLEANING SERVICE** - Kingdom Cleaning, 602-434-0852. Call Julie for fast and reliable housecleaning. You can trust her and her crew to make your home spic & span.

**APPLIANCES NEW & USED** - Sun Cities Appliance, 623-583-0704. Best Prices on new and used appliances, they also deliver.

**GENERAL CONTRACTOR** - Call Jerry at Dieterich-Lee construction where "no job is too small". We have used Jerry's services for about 20 years. Always dependable. 623-640-5326