



Lloyd Kaipainen PC



Mid Plex Market Pulse

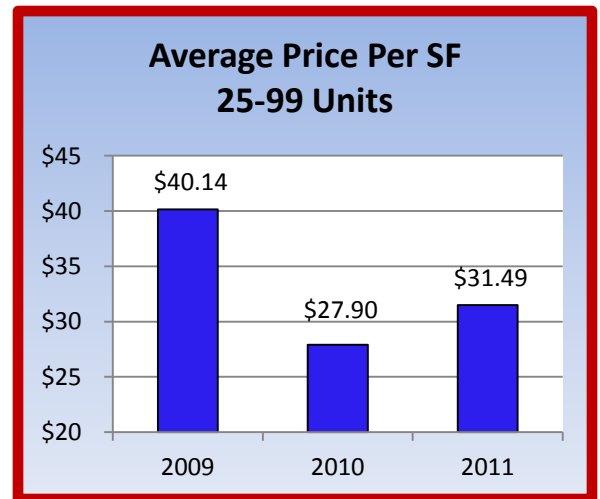
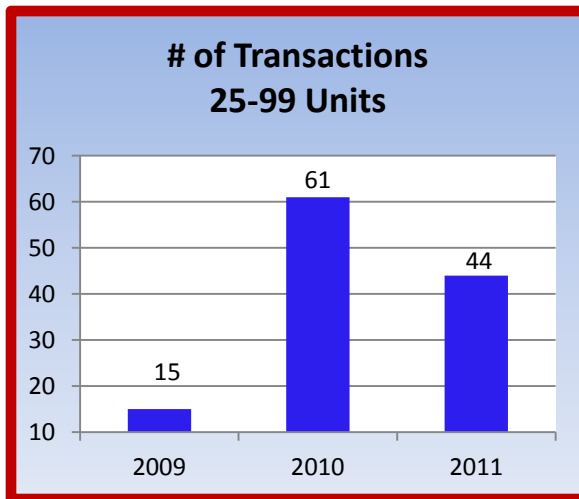
I realize it has been some time since I last wrote to some of you about the Mid Plex market...Unfortunately I can't say I was on an extended vacation waiting out the market cycle, but I am proud to report that in the past couple years I, along with **Phoenix Multifamily Mitigation Services (PMMS)**, have helped well over **100 owners of apartment complexes to successfully short sale their buildings!**

In addition to helping all these owners **gain releases/settlements with their lenders**, I have been able to create relationships with many private and institutional investors with **cash who are looking to acquire units** in the Phoenix/Scottsdale/Tempe/Mesa/Glendale markets.

With all the uncertainty in Europe and the domestic stock market, institutional **investors are flocking to cash flowing multifamily properties**. The drop off in the number of transactions is a reflection of the **low inventory** which translates into **higher prices**.

If you are willing to entertain an offer at these recovering prices, please let me know the **price and terms you are willing to accept**. If you are in a position to offer seller financing, current market conditions are allowing owners to reap premium prices, (sometimes in excess of a **20% premium**) for this strategy. Please call Lloyd or Lois at 602-265-6617 for a market analysis of your property.

www.phxazapts.com



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Please call Lloyd or Lois at 602-265-6617
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