

The AZREIA Advantage

Arizona Real Estate Investors Association Newsletter

“AZ Real as it Gets”

December 2018

Contents

Executive Director's Message	2
Self Directed IRA Expert .	3
Real Estate Investment Specialists	4
Title Expert.	5
AJR Public Adjusters	6
Lending Expert.	8
Monthly Meetings	9
Calendar of Events	10
Property Listings	11
Legally Speaking.	11
Meetings at a Glance	12



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The Application Standard is Your Friend

by Mark Zinman

Over the years, we at WZP Legal have presented at AZREIA and written numerous articles for this newsletter, about the importance of fair housing laws. Whenever we give a presentation, AZREIA members come to us with a “quick question” and ask us what is the best thing they can do to avoid violating fair housing laws. Frankly, there is not one easy answer that will protect you. All we say is that there is one easy starting point: Have a written policy on application standards and follow that policy. We hear too often that landlords are selecting tenants based upon subjective standards such as how clean the applicant's car was. While this does have a good logical basis to it, it is an easy way to get slapped with a fair housing administrative complaint or lawsuit.

Fair housing laws provide that a landlord cannot discriminate against a person in a protected class when the decision making is based upon that person's status in that protected class. This means you can't take negative action against someone because they are in a protected class; however, it doesn't prevent you from taking negative action against someone who happens to be in a protected class. For example, if you have an applicant that is in a wheelchair, they are considered disabled for fair housing purposes and are thus in a protected class. Despite this, if the person applies for residency and is in an active bankruptcy, you can reject that application if it doesn't meet your standards. The person's disability has nothing to do with why they are being rejected – you don't want them as a tenant because they are in bankruptcy.

For each person you reject, you should have a non-discriminatory basis for your decision that you can easily reference to your application standard. To be

abundantly clear: if you reject someone, you should have a reference to a line in your application as to what standard they failed to meet. Anything short of this, could be viewed as discriminatory because you won't have objective, identifiable factors to justify your refusing to rent to the person. For example, Arizona law says that you can have certain occupancy standards, but those standards must be in writing and pre-date the application that is the subject of the fair housing complaint.

**Phoenix Meeting
Monday, December 10
Tucson Meeting
Tuesday, December 11
Earning Record Profits
in a Challenging Market
AZREIA Member - Bob Zachmeier**

Imagine you have an applicant that suffers from PTSD and has an emotional support animal. They complete your application and you find that within the last year, they have been evicted for nonpayment of rent and have still not paid off the judgment.

According to most landlord standards, this person will not qualify. That person files a complaint alleging they were discriminated against because they are disabled. If a landlord has a written policy prohibiting applicants from having evictions on their record, it will be easy to show that they don't meet the application standards. However, if the landlord doesn't have that standard in writing, what was once easy, now leads to a costly and uncertain outcome. At the very least, the attorney general will go through years of tenant files to see whether the landlord has consistently enforced such a policy and if they find variances, they can find that you violated fair housing laws. Even if the attorney general does believe you fairly enforced your standards, the amount you spend on attorneys' fees to defend yourself, just skyrocketed as compared to the situation where you had a written standard. Remember, a violation of fair housing laws doesn't require that you have acted with bad-intent. It is often innocent mistakes or a failure to follow a policy. Make sure you have written standards so you can easily defend yourself.



Executive Director's Message

This & That: A Collection of My Current Thoughts

Our market is in a transition. Where it will go can certainly be argued. I feel it will move to be more balanced between sellers and buyers over the next few months and then move back into the seller's favor.

Demand has a way of evening things out. As demand wains, supply improves even though there is no additional product on the market. Demand is very hard to get a firm read on. It can change either way based on outside influences. It can rise or fall quickly.

There has never been a time when real estate investors have had fewer barriers to entry in as many investment areas as they do today.

Vacation Rentals are providing exceptional returns and are available to anyone who wants to invest primarily because the marketing has been simplified and made so easy.

Investors can easily compete against the "Big Box" Assisted Living facilities through available education, training, and most importantly, a thriving network of businesses supporting virtually every aspect of competing in this lucrative investment area.

AZREIA is in the process of reinventing the education model for real estate investing. Our goal is for education to be experiential and participatory. We started this with our "simulator" classes a few years ago and now look to expand that concept into most AZREIA advance education and to personalize the process through Launch Pad.

Launch Pad has been a huge success for the participants in the pro-

gram. We are working hard to deliver Launch Pad through more group sessions and in a "do-it-yourself" model. We have never attempted anything as difficult. As with anything that is hard, the belief is it will be well worth the effort.

There are some things in life that cannot be fully mastered. The game of golf is one of those. I think that is why I enjoy it so much. I can always get better. I can always measure myself against anyone else that plays the game through the handicap system. I can always try new things with my swing. The time spent on the course and after a round with people I enjoy can never be replaced. I can play the game for a lifetime.

Who ever came up with Real Estate Investor Associations as an idea was a genius. Odds are they had no idea over 40 years ago when REIAs first appeared that the concept would be what it is today.

The REIA experience will never be able to be transferred to an online environment. Yes, pieces like some educational components can. But, there hasn't been a way invented to duplicate the face-to-face experience of engaging with other investors, team building and some educational offerings. How else to you build trust and confidence or long-term relationships without some face-to-face engagement?

If I knew then what I know now... I'd build a brand around my real estate investing.

Smarter investing,
Alan Langston



Williams, Zinman & Parham P.C. **Attorneys at Law** **Representing Landlords and Investors**



Landlord Issues

Evictions

Fair Housing Complaints

Defending lawsuits by tenants

Investor Issues

Suits against trustees

Defending suits by former owners

Drafting lease option agreements

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J.P. Dahdah
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by
J.P. Dahdah

How would you have liked to have been warned about the drastic decline in the financial markets prior to The Great Recession? If alerted, would you have taken swift action to protect your retirement savings from major loss? Hindsight is always 20/20. Given the historical losses experienced by millions of Americans, everyone would have liked to be cautioned first, right? The warning signals of market corrections are usually there, but we tend to ignore them. Characteristically, big decreases in overall market conditions come after a surge of growth, so we are disposed to a sense of confidence that blinds us from the warning signs that a decline is forthcoming. We wait too long to take action because we are fearful of missing out on the potential for gains. Our inner voice begins to say things like “what happens if I sell my investments now and the market keeps going up?” Markets of all asset classes behave in cycles, ongoing ups and downs. In case you haven’t been paying attention, the stock market has been on an impressive growth run for many years (*first signal*). The Federal Reserve has increased rates consistently for over a year (*second signal*). Ten years ago marked the genesis of the Great Recession, which in turn indicated the beginning of a new cycle. Most market cycles last anywhere between 8-12 years. We are in that range now, so it’s safe to predict that a correction in the stock market and the real estate market is looming (*third signal*).

When will this correction take place? No one knows for sure. No one can predict

the future with certainty. But I think it is safe to presume that it will occur within the next 6-18 months so now is the best time to prepare to protect your retirement portfolio.

This is your official warning!

Should you panic and throw your entire investment strategy to the curb? No. But I do encourage you to take notice of these signals and not ignore them. This is not the time to be greedy or passive in evaluating a retirement savings protection strategy to ensure your IRA’s balance doesn’t take an unnecessary hit.

So what can real estate investors do to help protect their IRA? These 3 strategies can help create a non-correlated hedge to the increased volatility on Wall Street holdings.

- 1. Increase your allocation to alternative fixed income opportunities** – Interest rates are going up and bond yields are trending down. With the majority of Americans being advised to keep 40% of their overall portfolio in fixed income allocations (i.e. bonds, treasuries, bond mutual funds), many will potentially experience a major hit to their overall performance as these traditional fixed income holdings fail to deliver the expected yields. Consider redirecting your traditional fixed income holdings to *private lending strategies secured by real estate* which can produce returns between 8-12% annually. You can choose to make these loans directly to an individual borrower or company.
- 2. Diversify into tangible assets** – Consider rebalancing a portion of your IRA savings directly into real estate properties. You can invest in any type of real estate category, including but not limited to, residential, commercial, industrial, mobile homes, hospitality, raw land and storage facilities. Investigate the geographical real estate locations that are underpriced and poised for growth.
- 3. Identify a real estate investment company with growth potential that needs capital** – Publically traded companies that have been household names for decades are now being disrupted or filing for bankruptcy. Examples include Sears and Toys R Us. Remember, the stock market is the exit strategy for successful private company investors. Popular brands such as Uber and Airbnb are great examples of private companies that have grown massively and will make scores of multi-millionaire investors once they IPO on Wall Street. You don’t have to be a unicorn hunter to achieve double or triple digit returns in the private real estate market. There are many great entrepreneurial stories of enterprises that need fuel to continue scaling and can produce exciting performance in the real estate sector. The illiquid nature of these private equity investments can also help reduce overall portfolio volatility and alleviate the emotional roller coaster commonly felt during a stock market correction.

Savvy investors believe in true diversification. Private real estate investors take it a step further and obtain true diversity by including a mix of non-publically traded options. The intent is to stabilize overall portfolio performance, and with some “non-traditional” strategies, aimed at obtaining a higher return on investment with private real estate-based offerings.

Will you pay attention to the voices suggesting that you increase your allocation to protective IRA real estate strategies in anticipation of a stock market correction? The choice is yours, but don’t make me remind you that “I told you so” if you decide to do nothing until it’s too late.

Happy real estate IRA investing!

For more information about Real Estate IRAs, visit www.VantageIRAs.com/azreia

AZREIA Advantage: The Real Estate Investment Specialists

Smart Map – Your Unfair Advantage!



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by
**Laura
Leatherdale**

In this month's article I want to talk about The Equity Finders Smart Map ARV Comping System and how you can gain an unfair advantage when it comes to locating and researching profitable real estate deals.

As we've discussed in previous articles and training videos, most investors already know that when you're in the business of fixing and flipping houses, your profits are typically made on the buying side of the equation. Your short-term profits can be fairly predetermined by knowing the properties' ARV (After Repair Value) along with the cost of doing the repairs. In short, your profits come in the form of equity minus repair costs and closing fees.

For investors with rental properties, the equation is much different. For one thing, it's not imperative that you even buy a "fixer" property. Provided you price your rental in line with the comparable rentals in the area, you can purchase a ready to rent home and have it rented out before you even close. And your long-term profits will inevitably come in the form of equity as the property value appreciates over the years.

In either case, our Smart Map ARV Comping System gives you an unfair advantage by providing you with accurate, up-to-date data. What sort of data? The

short answer is everything you need to determine whether a specific property will be a profitable flip, rental or not at all BEFORE stepping foot outside the door to visit the property.

Having access to view each and every low to high comparable within a mile of your subject property is just the beginning. Smart Map shows you everything, including currently listed, non-qualifying and distressed properties from the MLS. Quick reference links provide easy access to verify the home or lot square footage, view tax details, deed documents and other pertinent information.

What about adjusted values for pools, carports and garages? It's all there. Rental

data? Absolutely! Smart Map scours the MLS (Multiple Listing Service) all day, every day to provide you with the most accurate, up to the minute data.

Need to run your own comps for an off-market property? Once again, absolutely. It's available at your fingertips. Along with "on demand" investor reports and CMAs, Smart Map leaves no stone un-turned.

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Now Dissecting a Title Commitment – Part 4



by
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Dissecting a Title Commitment – Part 4

In this month's article we will go over "Schedule B Part I" aka the "Requirements" section of the Title Commitment. For the purposes of this article we will use a Title Commitment issued by Chicago Title Agency, Inc. for reference. If you're looking for excitement in a Title Commitment the "Requirements" section is almost always the center of lots of excitement and drama. "What could show up against a property that could possibly create drama?" you may ask? Let's dissect it and find out.

Each title company formats their requirement section a little differently but putting them in a different order or wording them a little differently. However, all of title companies make the same type of requirements. Here are some basic requirements and possible requirements that you may see, but keep in mind every property is different so the possibilities are almost endless. In the Chicago Title commitment requirement #1 is almost always to "disclose in writing whether there are any other parties not referred to in the commitment that will be obtaining an interest in the Land or who will make a loan on the Land". Additional parties normally require additional requirements to be added to the title commitment. The #2 requirement is almost always to "pay the agreed amount for the estate or interest to be insured". Basically, pay the purchase price amount to the other party (and anything else you may have agreed to pay in your purchase contract). The #3 requirement is almost always to "pay the premiums, fees, and charges for the Policy to the Company". We won't insure without getting paid first for the coverage, the same as any other insurance company. The #4 requirement is almost always "Documents satisfactory to the Company that convey the Title or create the Mortgage to be insured, or both, must be properly authorized, executed, delivered, and recorded in the Public Records." This basically means that the Deed and Deed of Trust used in the transaction must be on State acceptable form, the correct forms for the type of conveyance and must be approved

by the insurer, signed, the original given to escrow and recorded with the correct County Recorder's office by escrow. Requirement #5 is a fairly new requirement. It's more of a notice to all parties that they must disclose if the property will be used to cultivate, distribute, manufacture or sell marijuana. Our underwriters have added this requirement since there is a conflict between Arizona State and Federal laws regarding marijuana. Chicago Title is regulated by both State and Federal entities, so to be compliant with both they have chosen not to insure these types of transactions or properties. The remaining requirements are where the excitement lies.

Here are some examples of typical requirements:

- County taxes
- HOA dues
- Payoff current loan on the property
- Judgments
- City liens
- IRS liens
- Child support liens
- Mechanics liens
- Recording of a death certificate
- Probate – letters of appointment of Personal Representative (probate already completed)
- Record a Warranty Deed to the new owner
- Record a new Deed of Trust for the new Lender

Here are some examples of not so typical requirements:

- Payoff Deed was never recorded for an old Agreement for Sale (requires a Quiet Title action to be done – without the payoff deed of record, your Seller doesn't technically own the property – yikes!)
- The spouse's interest in the property was never removed (Ex-husband Joe still has rights to the property – the ex has to be located to sign a deed, or 2nd example- deceased spouse Joe was never removed from title – now his estate must be probated)
- The spouses did not hold title with "right of survivorship" (the surviving spouse must probate the decedents estate)
- The property is held in a life estate (can only be removed by a Deed or a Death Certificate)
- Encroachment of an improvement onto neighboring property (must record a document against the property to disclose)
- A minor in title (beneficiary deed or other type of deed which grants the property to a minor – requires a court appointed custodian to remove the minor prior to 18 years

of age or the minor can wait to transfer the property once they are of a majority age)

- A release was never recorded for an old Deed of Trust (may require a Quiet Title Action if the Lender is not able to be located, or the current servicer does not have sufficient evidence to prepare a release).
- Only a portion of the property was transferred to the current owner (I've seen ally easements that were missed and require probate if the current owner is deceased).

As you can see, some requirements are easily satisfied or able to be removed from a title commitment while others require an actual court action of some sort. If you are ever unsure about a requirement on your title commitment please contact your escrow officer for further explanation.

Just because there may be some "drama" happening with the property on the title commitment, doesn't mean that with a little time and patience the matter(s) can't be cleared up. Your purchase or sale may not close on time, but everyone will be happy when the property is finally free of the issue and clear title is able to be issued. Luckily we tend to see more properties with sparkling clean title commitments that are actual able to close early than those with serious title issues that require court actions.

Hopefully after dissecting the "Requirements" section you will agree, it is an important section to check out and review. The next time you receive a copy of the Title Commitment take a look to see what is disclosed about your potential new property. Next month we will dissect "Schedule B Part II" aka the Exceptions section. Should you have any questions in regards to the Title Commitment, please contact us and make us your preferred Title Company when investing in real estate!

As the largest title company in the nation and a Fortune 300 company, Chicago Title is committed to protecting you and providing resources to do just that. Please don't hesitate to contact us with any questions you have!

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- Top 1% of Agents in MLS - 1st Half 2013



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Best Practices for Maximizing and Insurance Loss to Real Property

AJR Public Adjusters, Inc.
Bruce Horowitz, President
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Today's investors are in a unique position at times to manage an insurance loss to their properties while still conducting their normal business activities. Generally, this is a situation in which they may not have expertise. When an investor suffers an insurance loss to their property one of their first calls may be to their lawyer, accountant or other professionals they trust. Investors may not realize there are experts who deal specifically with this type of situation and work in an industry called Public Adjusting. When investors can contact a Public Adjuster, this will help protect their interests in the claim and provide maximum \$\$ for settlement, that is a win for the investor.

Following is information about the experts who specialize in the field of Public Adjusting and how to choose a reputable, licensed company for representation.

Your property/community has suffered property damage (fire, hail, wind, flood, water), NOW WHAT?

Your first inclination might be to contact your insurance carrier, but this may not be in your best interests. With all your personal and work commitments it may not be feasible for you to monitor and ensure your claim is being handled properly. Why not level the playing field with the insurance company?

WHY HIRE A PUBLIC ADJUSTER?

Your insurance company has professional adjusters to represent their interests. As a policyholder you are entitled to hire a professionally state licensed adjuster to represent your interests. The public adjuster has experience and knowledge to assist in preparing, documenting and negotiating claims. Adjusters have reviewed several policies prior

to yours and know where to look in the policy to make sure your claim is filed for all the coverage's you have paid for. Often times finding money that otherwise would have been overlooked.

The adjuster you hire should be experienced, licensed with the state and working for a reputable company who has a clean record with the insurance department. All adjusters need to be licensed and their company also needs to hold a license with the Arizona Department of Insurance.

FEE FOR PUBLIC ADJUSTER

The Public Adjuster is paid a contingency fee of the total monies received from the insurance company. The fee starting point is generally 10% but can range from 5% - 20% depending on the size of the claim. Money is due at the time money is released from insurance company.

DUTIES OF PUBLIC ADJUSTER

To act as your representative in negotiating and dealing with the insurance company adjuster. Relieve your stress by engaging in discussions and negotiations with the insurance company on your behalf to maximize your recovery. The public adjuster brings in their experts/contractors to estimate and measure the damage independent of the insurance companies estimate. This estimate then provides the framework for the negotiating the adjuster will do with the insurance company.

SOME GOOD QUESTIONS TO ASK PRIOR TO SIGNING CONTRACT:

- How many years have you been a licensed Public Insurance Adjuster?
- May I have references or see testimonials from previous clients?
- Will you personally handle my claim for me?
- Will you keep me in the loop and inform me of all outstanding issues with my claim?

WHEN TO ENGAGE A PUBLIC ADJUSTER:

Ideally the public adjuster should be involved in the claim from the beginning including helping you report the claim. This is not to say you should feel rushed or pressured after a claim occurs to immediately hire the first person that approaches you. Investigate the company and the individual who will be acting as your representative.

SOME THINGS TO LOOK OUT FOR:

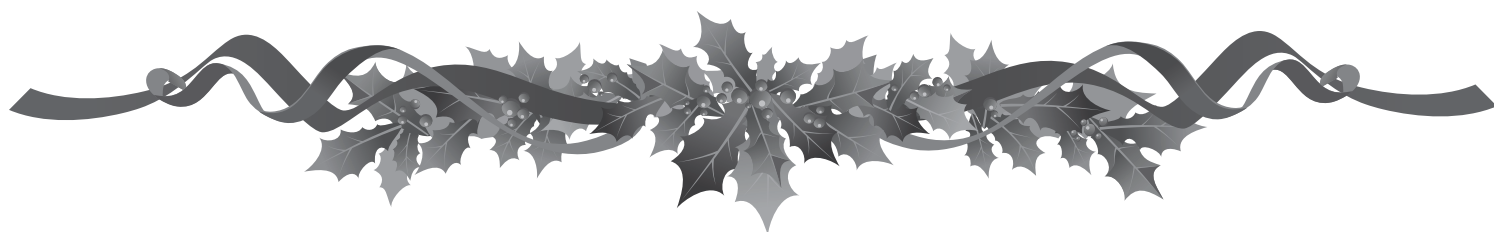
In the State of Arizona contractors are not authorized to represent you in insurance claim negotiations, nor are they professionally licensed or regulated by the state insurance/departments agency to do so.

Relying on your insurance company to fairly calculate the amount of damage and what you are owed might not result in a full or fair settlement. The company adjuster who is sent out is measuring the loss for the insurance company not for you. As the policyholder you are entitled to have the claim loss accurately measured and then be reimbursed for all that you have lost.

BENEFITS OF HIRING A GOOD PUBLIC ADJUSTER:

- An experienced and skilled licensed professional to work on your team.
- Someone who understands intricacies of policy and assists in recovering all that you are entitled to
- Strong advocate on your side to help provide more input and negotiating leverage for the final insurance settlement, more than you may have had on your own.

Bruce and Stacy Horowitz, AJR Public Adjusters. Bruce has over 30 years licensed experience in the Public Adjusting field handling claims of all dollar amounts for losses due to fire, flood, water, hail, dust, theft, etc. www.betterclaimsresults.com





AZREIA Advantage: Lending Expert

Income and Loans?



Andrew Augustyniak
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by
**Andrew
Augustyniak**

Happy (belated) No Shave November everyone! For the gentleman of AZREIA, I hope your beards grew to enormous lengths. Interest rates are still on the rise with another hike rumored to come sometime in August. Even though rates are on the rise, we must remember historically these are not high interest rates at all. The past 8 years of traditional mortgage rates being below the 5s was the reaction to a market crash; which brought unrealistically low rates. If you are waiting for interest rates to recede back down to the rates of 2014, you may be waiting longer than you think.

Let's talk income... Income is the main derivative when figuring out what a borrower may qualify for in a mortgage. For most traditional loan programs, the lender will calculate usable qualifying income by reviewing items including paystubs, w2s, or tax return. Other loan programs may determine qualifying income based on bank statements to show deposits or rental income based on lease agreements. No matter what the type of loan program it may be, once a lender figures out the usable qualifying income, they are able to calculate a debt to income ratio. Every loan program has a certain debt to income ratio maximum that a borrower must stay below to be eligible.

Even though a borrower may have income in the different forms above, we as lenders also must be able to figure out if said income is stable and usable. Every borrower has a completely different form of income, so we need to evaluate income

on a case by case basis. After collecting the borrower's income documentation, we will request a verification of employment if they are a w2 employee. The verification of employment will breakdown income by year to match up with the documentation provided by the borrower. The verification will also verify items like; when the borrower's next raise may come, if they are likely to continue work there, and their average amount of hours worked each week. If they are self-employed, we will look at either the tax return or bank statements to determine a monthly usable income amount. With most loans, underwriters will want to see a history of what a borrower has been doing the last 2 years as well. Whether they want to see a history in the certain field of work prior or not will depend on the type of loan and pay. Self-employed individuals will almost always require 2 years of history as being self-employed in that industry. These are just a couple of vague scenarios though, and every program will have different guidelines. For example, there are investor

cash flow loans that have no income documentation required but qualify purely off the market rent of the property.

Remember, everyone has a different financial profile and will be viewed in separate ways. There are so many ways borrowers generate income so If you would like to run your situation by us to see which programs you are eligible, don't hesitate to reach out.

QUICK TIPS:

1. Don't open new debts while in contract
2. Don't quit your job
3. Don't deposit substantial amounts of cash into your bank account.
4. Disclose all debts



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Branch Manager

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Monthly Meetings

AZREIA Phoenix Meeting

Monday, December 10
Celebrity Theatre

AZREIA Prescott Meeting

Tuesday, December 4
Yavapai Title

AZREIA Tucson Meeting

Tuesday, December 11
Tucson Assn. of Realtors

Phoenix Real Estate Club

Monday, December 10
Celebrity Theatre

We are going to finish off 2018 in a major way. Our featured education will be delivered by AZREIA member, Bob Zachmeier. Bob is well-known for his super creative mind and ability to structure win-win-win deals. As most AZREIA members know, when Bob presents you can't miss it. In December, we combine the AZREIA and Phoenix Real Estate Club meetings because of the Holiday schedule. So, Haves & Wants a favorite of the Club, highlight our Workshop time at 5:15pm.

Workshop – Haves & Wants

Our workshop welcomes the Phoenix Real Estate Club structured networking. Imagine being able to share with hundreds of other investors just like you what your wants are and what you have for them. Face it, we all have wants and needs as investors. If we don't then we aren't very active. This session gives you the opportunity to tell everyone else in the room what you need. Maybe you are looking for a specific type of property; maybe you need partners or training or a referral for a good plumber. Whatever it is you get to ask for it. Also, maybe you have something other investors need. Maybe you have a property to wholesale or money to lend or appliances to sell. If another investor could use it you get to tell them about what you have. This is fun and very fast paced. It is also very effective. If we have time, we will also do another networking exercise and talk about some recent deals. There is no telling who you will meet or what you will find or sell in the Haves & Wants. Come prepared to listen, learn and share!

Market Update & Market News with Alan Langston

Analysis and important news for the US, Arizona and Greater Phoenix real estate investment market. This is must know information for the serious real estate investor.

Phoenix & Tucson Main Meetings – How to Earn Record Profits in a Challenging Market with Bob Zachmeier

Finding profitable real estate investments can be challenging in today's short-supply market. The substantial down payment

required to purchase rental properties significantly lowers the rate of return. Fix and flip investors no longer have a steady stream of foreclosures to choose from and often pay too much to be the winning bid. Non-performing notes that once sold for pennies on the dollar are selling for more than thirty cents on the dollar. To learn a better way to invest, with less capital, less risk, less headaches, and higher returns don't miss this session and supercharge your investment income! Bob Zachmeier is an innovative Real Estate Investor and Broker from Tucson, AZ specializing in "out of the box" solutions that enable buyers, sellers, and investors to create profitable seller-financed deals. Bob is an active real estate investor who has closed more than 4,000 real estate transactions, authored six books, and speaks nationally at real estate conferences. Hundreds of note investors use Bob's NoteCarry software and tools to structure complex note deals in under a minute! Bob will show you creative solutions that creates value for everyone including buyers, sellers, investors, retirees and neighbors.

Prescott Main Meeting – New Tax Law

What does the tax law passed in 2017 mean for you as an investor, as a service provider, and as an individual? Are you eligible for a 20% discount on your company's net income? What details are still being worked out? What adjustments should be considered to provide benefits? These questions and more will be answered by the professionals of Schutte and Hilgendorf, PLLC.

Phoenix Agenda – Special

5:15 – Workshop

6:00 – Trade Show & Guest Orientation

6:45 – Main Meeting – Market Update & Featured Presentation

9:00 – Adjourn

Tucson Agenda

5:15 – Open Networking

5:45 – Networking: Investor-to-Investor, I Have – I Want, Tucson Market Discussion

7:10 – Main Meeting

9:00 – Adjourn

Prescott Agenda

5:30 – Market Overview and "Haves and Wants"

6:00 – Main Meeting

7:15 – Adjourn


Phoenix Real Estate Club

See Phoenix Agenda Above



AZREIA Calendar of Events

Check www.azreia.org for the current schedule.

DECEMBER MONTHLY MEETINGS	SUBGROUPS	
<ul style="list-style-type: none">• AZREIA – Prescott <i>Tuesday, December 4</i>• AZREIA – Phoenix <i>Monday, December 10</i>• AZREIA – Tucson <i>Tuesday, December 11</i>• Phoenix Real Estate Club <i>Monday, December 10 at AZREIA</i>	Subgroups are an important benefit of AZREIA PLUS membership. Join like-minded investors, share ideas, network, and learn.	
	<ul style="list-style-type: none">• Income Property Owners <i>Thursday, December 6</i>• Burley <i>Tuesday, December 10</i>• Beginners <i>Thursday, December 20</i>• Notes <i>Thursday, December 20</i>	<ul style="list-style-type: none">• Fix & Flip <i>Wednesday, January 30</i>• Tucson New Investors Tuesday, December 4• Tucson Happy Hour Thursday• Tucson Wholesaling Tuesday, December 18
Saturday, December 15	Special full day of education and training with Bob Zachmeier at the 24 th Street Conference Center as he shares Easy Solutions for Difficult Problems	
<div><div></div><div><p>The AZREIA office will be closed December 24, 2018 through January 2, 2019. Our team wishes you and your families a very Happy and Blessed Holiday Season!</p><p>Merry Christmas!</p><p><i>Alan, Joan, Troy, Dave, Lisa, Leslie, Molly, Micah and Maureen</i></p></div></div>		




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Property Listings

Complete listings online:
www.azreia.org

Single Family Detached	Address	City	Price	Beds / Baths	Contact	Telephone
Wholesale / FSBO	5521 W. Creedance Blvd	Glendale	\$545,725	4 / 3	Mark Boyer	602-935-1810
Wholesale / FSBO	105 Meadow Lark Lane	Sedona	\$449,900	3 / 2	Casi Harris	928-985-0256
Wholesale / FSBO	323 E. Belmont Avenue	Phoenix	\$420,000	4 / 4	Lisa Bergen	480-462-4085
Wholesale/Owner/Agent	8342 E. Sells Dr	Scottsdale	\$395,000	4 / 3	Dan Holbert	602-790-4304
Wholesale/Owner/Agent	4527 E. Montecito Ave	Phoenix	\$350,000	3 / 1	Luke Basler	480-798-9522
Retail / FSBO	1124 W. Heatherbrae Dr	Phoenix	\$340,000	3 / 2	Dustin DeFrates	602-529-3888
Wholesale / FSBO	3549 E. Cambridge Ave	Phoenix	\$270,000	4 / 2	Candace Brosemann	480-808-1888
Wholesale/Owner/Agent	67 N. Fraser Dr W	Mesa	\$249,900	4 / 2	Thomas Lee	602-428-9049
Wholesale/Owner/Agent	1049 East Weber Drive	Tempe	\$239,000	2 / 1	Mike Del Prete	602-501-2426
Wholesale / FSBO	200 S. 95th Pl	Chandler	\$205,000	3 / 2	Larry Gardner	520-300-0566
Wholesale / FSBO	2758 N. Rugby Cir	Mesa	\$199,000	3 / 2	Perry Lowe	480-489-4297
Wholesale/Owner/Agent	2930 W. Villa Maria Dr	Phoenix	\$185,000	3 / 2	Daniel Prieto	623-505-5604
Retail / FSBO	8301 N. 29th Ave	Phoenix	\$180,000	3 / 2	Dustin DeFrates	602-529-3888
Wholesale/Owner/Agent	4136 W. Orangewood Avenue	Phoenix	\$180,000	3 / 2	Dustin DeFrates	602-529-3888
Wholesale/Owner/Agent	3802 N. 80th Ave	Phoenix	\$169,900	4 / 2	Thomas Lee	602-428-9049
Wholesale / FSBO	10496 E. Primrose Lane	Florence	\$169,800	3 / 3	Sean Reger-Flores	720-287-9167
Wholesale/Owner/Agent	3736 E. Keim Dr	Phoenix	\$164,900	3 / 2	Thomas Lee	602-428-9049
Retail / FSBO	122 Talisman St	Lake Jackson	\$102,000	3 / 2	Stuart Gethner	480-443-4500
Retail / Realtor	270 N. Arizona Avenue	Willcox	\$40,000	3 / 1	Paul McComb	520-615-4511

Mobile Home with/Land

Retail / Owner / Agent	915 S. 95th Way	Mesa	\$160,000	3 / 2	George Vinson	602-738-6608
Wholesale / FSBO	240 Page Springs Rd	Corville	\$141,900	3 / 2	Casi Harris	928-985-0256
Wholesale / Owner / Agent	3118 S. 375th Ave	Tonopah	\$119,000	3 / 2	Thomas Lee	602-428-9049

Land

Wholesale	1811 E. Sheridan St	Phoenix	\$120,000	.25 acre	Luke Basler	480-798-9522
Wholesale	Woodland Valley Ranch Lot IV-545C	St Johns	\$13,500	20 Acres	Eric Boone	480-688-6383

Condo / Townhouse

Wholesale/Owner/Agent	7848 E. Sage Dr	Scottsdale	\$369,900	3 / 2	Thomas Lee	602-428-9049
Retail / Realtor	5632 S. Doubloon Ct. Unit C	Tempe	\$204,500	2 / 3	Jeff Hierath	602-881-7397
Wholesale/Owner/Agent	7820 E. Camelback Rd	Scottsdale	\$169,000	2 / 2	Mike Del Prete	602-501-2426
Wholesale/Owner/Agent	1682 W. Campbell Ave	Phoenix	\$134,900	2 / 3	Thomas Lee	602-428-9049
Wholesale/Owner/Agent	7883 N. 49th Ave	Glendale	\$99,900	2 / 2	Thomas Lee	602-428-9049

Retail

Retail	7116 N. 7th St	Phoenix	\$393,000	2 Bldgs	Patricia Lynch	602-618-8149
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Note: All real estate advertising in this newsletter and on our website is subject to the Federal Fair Housing Act of 1968. Please visit www.azreia.org for complete notice on fair housing and for additional information on each property listed.



Q: My tenant moved into my single-family home four months ago and still has not put the utilities in their name, as required by the lease. Can I shut off the power?

A: In Arizona, there is never a situation where the owner can turn off the power. Under Arizona law, you should serve a 10-day notice for noncompliance with the lease and cite to the lease provision that they are to have utilities in their name. Also, in the notice, require the tenant to reimburse you the utility payments you have made. If the tenant fails to put the utilities into their name and pay the back due amounts within the ten days, your remedy

is to file an eviction. Please note that if the tenant has the utilities in their name, and they fail to pay, if the utilities are turned off, it is not the owner's fault. On the other hand, it is a much grayer area when the utilities are supposed to be in the tenant's name, but the owner is paying them because the tenant never switched them over. Generally, we suggest you continue to pay them and follow the notice process set forth above. You never want to be in a situation where the tenant can claim you did something that resulted in the utilities not being paid.

Mark B. Zinman, Williams, Zinman & Parham P.C.

Information contained in this article is for informational purposes only and should not be considered legal advice.

You should always contact an attorney for legal advice and not rely on information published here.

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Investors Association
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Meeting December 10, 5:15-9:00 p.m.

www.azreia.org



AZREIA Monthly Meetings at a Glance

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