

The AZREIA Advantage

Arizona Real Estate Investors Association Newsletter

"AZ Real as it Gets"

February 2019

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Don't Base Your Insurance Purchase Strictly on Price

by Mark Gannaway

As the Arcana team travels around the country visiting NREIA chapters, the first question we most often hear is "What are your rates?" Not about coverage, industry experience, service standards, technology or how do you pay claims? Real estate investors in many cases are still just checking the "insurance box" when purchasing a policy. Often, we hear "I have a good deal!" which means they believe they have the best price. The next question I asked them, "Have you ever submitted a claim?" followed by "Have you read your insurance policy?" Most of the time the answer is "no" in both cases. Everyone wants a good deal, including me, but how do you define a good deal? Lower insurance rates don't necessarily equate to lower out-of-pocket expenses related to your insurance program. Payment plans, cancellation provisions and what "isn't covered" in your insurance policy is more impactful to an Investor's bottom-line returns than merely cheap rates. Wise investors should be looking at every expense related to the purchase and financing of the asset, but as I have mentioned before in this periodical and in speaking engagements to NREIA chapters and other groups, don't base your purchase strictly on price.

If you're a "flipper", the rate doesn't impact the purchase and sale of a home - especially assets purchased and sold within 90 days. It's the hidden cancellation charges most insurance companies charge like minimum premiums, earned policy fees and short rate cancellation charges that impact overall cost. If your strategy is to hold and rent, then you're looking for maximum cash flow to fund one's investment and make a decent financial return for you or your investors. Under the Arcana / NREIA customized program, you truly get the best of both worlds. Listed below are the advantages of the Arcana's insurance program for members of National REIA.

1. Maximized Cash Flow: No minimum premium charge, No earned policy fees, daily Pro-rate insurance calculation, monthly In-arrears payments with no interest charges, and flexible payment schedules. The following scenario shows how the Arcana / NREIA program is different from most insurance companies. -for example: You purchase a one-year insurance policy through Arcana / NREIA for \$365 and you sell the home on day 30 day of the insurance policy and go on-line and cancel your policy. The

total insurance charge is \$30 dollars plus applicable State surplus lines tax which is typically 5% of the earned premium. This as opposed to the other Policies where you might be facing a three-month minimum payment.

2. No Underwriting - No photos, loss history, or inspections.
3. Maximum Benefits - Replacement cost, All-Risk Coverage with normal exclusions, no Vacancy Clause, Occupied and Vacant rates the same.
4. Industry-leading Technology - 24/7 ordering capability from your computer or smartphone. All accounting records at your fingertips. Dashboard platform to purchase other coverages including builder's risk, flood, renter's insurance, tenant

discrimination and cyber liability.

5. Great customer service and outstanding claims turnaround.

6. The buying power of the NREIA's 40,000 plus members give you the best program for the best price, especially for small portfolios or new investors to the market.

I also want to bring up another point; the insurance

world is no different than you when it comes to expectations on the use of its financial capital. Insurance companies are looking for a reasonable return on their investment. Arcana is a U.S. Insurance Coverholder for Lloyds of London, the largest property insurer in the United States. Less than 80 firms can claim this prestigious title. Recently our underwriters informed us that, overall, the U.S property markets have lost money the past 2 years. Fortunately for our customers, Arcana had another good year, not a great year, but better than most according to our companies underwriting divisions. The U.S domestic insurance companies have also experienced poor results. So, don't expect the insurance market to reduce pricing any further. If you see lower pricing, be weary and cautious. Do your homework & due diligence. What you think might be a "good deal" probably isn't.

Please give us an opportunity to speak with you directly or at one of your REIA meetings. We will demonstrate to you why the Arcana / NREIA insurance program is the right insurance decision for your portfolio. You can also learn more by visiting:

www.nreia.arcanainsurancehub.com

Phoenix Meeting – February 11th
Panel: Out of State Investing
Workshop: New Tax Laws

Tucson Meeting – February 12th
Panel: Out of State Investing
Structured Networking



Executive Director's Message

What to Bring to an AZREIA Meeting

When people are first introduced to AZREIA, we always get the question, "What do I need to bring to the meeting?" While the answer is simple, it is also important, and it may not be what you think.

Okay, let's get the easy stuff out of the way first. Bring something to take notes on and something to write with. Why? You will need to take notes about the market direction and important news that will affect your investing. You need to write contact information on other investors you meet, so you can reach out to them later. You need to jot down information from the businesses you will meet that will service your every need for your investing. Notes are a great way to review information later and not lose important contacts. Let's move on to the more important things to bring to an AZREIA meeting.

Your brain. Duh, may be your first reaction, but stay with me here. The AZREIA meeting, Phoenix Real Estate Club, our subgroup meetings and education classes are all at night or on Saturday after a long workday or week. You're tired, or maybe had a bad day. Your energy level is starting to wane. You will need to make a conscious effort to engage your mind. Open your mind to learning, new ideas and meeting new people.

A plan. You should know what you want to accomplish when attending an AZREIA meeting. This gets down to the basics of why you are going. Your plan may include items like what you want to learn based on the content to be presented; what you want to know about where our market is currently; whose opinion you want to seek out on the market or investing technique or other interest; what businesses you need to reach out to; what information you need to gather from local businesses or other investors; team members you need to meet up with; new team members you need to start the relationship building process; and any other items on your list. As you can see there are a lot of reasons to plan your activities to make the most of the AZREIA meeting.

Let's reverse this. What do you want to leave with? Well, that is up to you, but here is what I want you to leave with. I want you to leave better informed about our market, its direction and how it may affect your investing. I want you to leave with a great understanding of whatever topics were presented and what you need to do with the new information. (Like with this month's tax presentation, you should understand and possibly take action based on what you learned and understood out of this presentation.) I want you to have met at least two new people. I want you to have engaged with a new local business, whether or not you decide to do business with them because

you will benefit from the interaction. And while AZREIA meetings are business meetings, I want you to have had fun, been entertained and laughed a little.

If this month's meeting is your first time attending, I know you may be overwhelmed. A lot happens at an AZREIA meeting. There is loads of information, exposure to new ideas, lots of people and a few different segments to each meeting. By coming every month, you will understand the flow of the meeting, begin to understand the Market Update presentation and be better prepared on how you will make the meeting and all its information work best for you.

One last thing to bring to the meeting – a coat, jacket or sweater. Yes, it can get cold in the theater.

Smarter investing,
Alan Langston



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AZREIA Advantage: Title Expert

Why Purchase Title Insurance?



by
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So you have begrudgingly paid hundreds of dollars for a title policy... Now what? In the investor world, one of the most frequently asked questions I get is, "Do I need this?"

I always say yes, and here is why. I could tell you lots of horror stories about lenders and buyers who did not see title insurance as a necessity and ended up going out of business or worse, losing everything. I am going to stick to the highest risk, TOTAL TITLE FAILURE. This happens when a property is bought and for one reason or another it is found that the properties title chain had issues and the property does not belong to the insured owner. I will give you

an example or as we call it in the industry a horror story.

An investor bought a piece of property, fixed it up and put a renter in it. A few months later they receive a phone call from the son of a previous owner stating that they own the property and want them out before they call the police. The investor is also contacted by the FBI indicating that the person they bought the property from is being investigated for fraud. Apparently the fraudster finds vacant properties, forges deeds and then sells them to unsuspecting buyers. That being said, almost all title policies have fraud coverage so this is something you then would contact your title company about because you will have a total loss of title. The first thing you should do if you have any issues with your chain of title is contact your Escrow Officer and ask them for a claim form. Keep in mind that title and escrow are two different animals and your Escrow Officer cannot file a claim for you nor can they help push it along. It goes straight into the claims department. The

claim process is not a quick and easy process, much like filing a claim for car insurance. The company will review the policy to see if the item you are having an issue with is covered by your policy and then investigate to be sure there is no foul play or insurance fraud involved. They will need to inspect the title chain and all the information regarding the title issue. You should submit your claim with as much information as possible to help expedite the process. Depending on the expense and the depth of the issue, this can take a few months or longer. Although this process can be frustrating, the end result is that you get paid the benefits of your policy so you do not have to take the full loss. In the above mentioned scenario the loss was in excess of a million dollars and the claim was paid under the fraud provision of the policy. Now that is why you pay for title insurance!

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AZREIA Advantage: Lending Expert

Important Topics and Tips in Lending



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by
**Andrew
Augustyniak**

As we close the books on 2018, there are numerous factors in the real estate that are causing people to balk at purchasing a home. Whether it is the steady increase in mortgage rates, or fear of a depreciation in housing prices rivaling the Great Recession, it's important to keep an eye on the market as a whole. Below are a few things to be aware of entering 2019:

- Mortgage interest rates are still historically low. Since the most recent recession, consumers have gotten used to interest rates in the 3-4% range. They have left that range, but are still at historically low levels as reflected in the chart (right):
- Arizona has experienced strong appreciation over the last several years. While a

Historical Interest Rates for 30-Year Fixed-Rate Mortgages: Annual Averages, 1971-2019



good portion of this appreciation mimics the national housing market, Arizona has a unique set of circumstances that should allow housing prices to continue rising. Numerous businesses are relocating to the state, which is causing a housing shortage. Also, housing as a whole is more affordable than many other parts of the nation. This in turn should allow home values to continue increasing.

- Rising interest rates in the economic markets as a whole should make cash-out refinances a more attractive option to consolidate debt. Increasing home values

are creating a substantial amount of equity in homes that could provide the opportunity to consolidate more costly debt.

If you have any questions or need any advice, 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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AZREIA Advantage: The Real Estate Investment Specialists

Are You Researching Investment Properties in Transition Areas?



by
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In previous articles we have addressed time and again that the importance of knowing how to evaluate potential investment properties is the key to success in this business. For example, knowing what a property will be worth once you're finished with the rehab (ARV) is essential, along with knowing the cost of repairs, plus closing and carrying costs.

Obviously knowing these basic figures will provide you with a realistic and accurate idea of what your profit will look like, which will in turn help you to determine your offer price.

It's pretty simple math. But have you been overlooking profitable transition areas?

I'm sure you are familiar with the term gentrification, which is defined as the process of renovating entire deteriorated urban neighborhoods. This usually occurs due to an influx of more affluent residents purchasing and rehabilitating distressed properties in the area. And in many cases, investors are too late to the game.

So when we talk about "transition areas," we are not necessarily talking about gentrification areas. Nor are we talking about a transitional real estate market which tends to occur between a buyer's market and a seller's market. You know that funny period in which the market isn't particularly good for either party?

When we refer to transition areas, we are referring to something much better for you as an investor.

What are Transition Areas?

Transition areas are pocket areas where remodeling contractors have started doing

fix & flips. When re-modelers are flipping homes in an area, it starts accelerating the values of all properties in that area.

And when you buy early in these areas, you will see the values of your properties appreciate quicker. In short, transition areas could be best described as "pre-gentrification areas." I'm sure I don't have to go into too much detail about the benefits of having foresight and knowing where and when to invest early.

How Do We Find Transition Areas?

Here at The Equity Finders, our Smart Map ARV Comping System finds them for you by comping over 350 newly listed properties every day. All of our comps are based on the best 3 adjusted comps within a half mile of the subject property.

Our exclusive Smart Map ARV Comping System provides you with a complete breakdown showing potential profits based on the age and condition of any property along with a CMA "Comparable Market Analysis."

Having the ability to access and evaluate accurate comps and data is vital for all investors. Having the ability to see into the future by identifying transition or "pre-gentrification" areas in advance is exactly what our Smart Map ARV Comping System can do for you.

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Rental Verification – When Courtesy Creates Liability



Mark B. Zinman,
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Williams, Zinman
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by
**Mark
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In the rental industry it has become common practice that when landlords qualify potential applicants, they send out rental verification forms to previous landlords. This is a good way to get some insight into how the applicant will be as a resident from someone who actually dealt with them in their own rental property. Not many people stop to think, though, whether any law governs rental verifications and whether there is a reason to fill them out. What information can you ask for, and what information *should* the old landlord provide?

There is no standard form for a rental verification. Most landlords create their own form and ask the questions that they think are the most relevant to the application. It is common to ask how long a resident stayed in the unit, whether they fulfilled their lease, the amount of the monthly rent, whether they were evicted, and whether the landlord would rent to that resident again. This type of information sounds good, but can lead to problems for both the new landlord and the old landlord.

As to the new landlord, they could run into fair housing issues if they improperly rely upon information provided in a rental verification. Fair housing laws say that you must treat all applicants the same and may only reject an applicant if they fail to meet your screening criteria (we strongly suggest having your criteria in writing—anything else is insufficient). However, much of the information in a rental verification may not be part of the new landlord's screening criteria, and the new landlord may be unable to confirm the validity of what the former landlord is saying. For example, if a former landlord states that they wouldn't rent to the

applicant again, the new landlord may be inclined to reject that applicant. However, the new landlord wouldn't know the true story – it is possible that the resident was truly bad, or it's possible that the former landlord was engaging in illegal practices. In either case, the new landlord wouldn't want to rely on someone else's statements in the event a fair housing complaint was filed.

As to the former landlord, there are more potential issues with completing rental verifications. It is important to recognize that there is no real benefit to the old landlord and a rental verification is done as a professional courtesy only. Once you realize this, you realize that there could be a lot of problems with giving an opinion about a former resident. Questions that are absolutes (such as what the rent was and the term of the lease) are easily answered. But whether the manager would rent to that person again leads to completely subjective answers and potential liability. This is because this question likely requires the manager to go away from facts and delve into opinions.

Think for a second – if the old landlord gives a negative rental verification, the resident is likely going to be denied their new rental and the resident will know who caused their denial. This can lead to very negative feelings

and threats of litigation. The most common threat we have heard relating to rental verifications is that the former resident will file suit for libel. In Arizona, a claim for libel means that a false statement was “published” to a third party and the person who was the subject of the statement was damaged. All of these elements are easily proven with a rental verification – the only question is whether the information is false. However, when you are dealing with subjective opinions and legal conclusions, what is false can be a gray area. For example, if a resident terminates their lease because a landlord won't fix things, the landlord may say that the resident didn't fulfill their lease. However, as a matter of law they did, because the landlord breached. A clever attorney can make any statement potentially sound false when the statement contains enough subjective opinions and not facts.

Because of this, we generally advise clients to only ask for, and to only provide, three basic facts about the tenancy: (1) that the resident did rent the property; (2) the term of the lease as per the contract; and (3) the rental rate. These facts are easily proven with the lease and do not leave room for subjective opinions. Again, since rental verifications are merely a “courtesy” in our industry, it is better to be safe than sorry.



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AZREIA Advantage: Self-Directed IRA Expert

Where Should You Direct Your IRA in 2019?



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With another year behind us, it is important to take time to review your IRA's investments and evaluate if any adjustments should be considered to ensure that your holdings can produce your desired results. As the public markets continue to experience increased volatility and a forecast of less than favorable conditions for the year ahead, investors with the foresight to redirect their nest egg into larger allocations of privately held alternative assets should help their chances of lowering their down side risk and injecting more stability into their retirement portfolios.

But which alternative investment strategies should be considered for your shopping cart in 2019? Well, in my humble opinion, alternative fixed income strategies is where the smart money will be placing their bets. Said another way, private lending opportunities in which your IRA is the instrument extending credit to borrowers willing to pay an interest rate premium for the capital they need. This can be accomplished by identifying a private fund company that specializes in credit-based strategies or by doing it directly on your own. Before going further, however, I want to make it perfectly clear that in no way should my opinion, this article or my personal market outlook be construed as providing financial advice of any kind and for any reason. I am simply openly sharing my own insight as a fellow alternative investor

with the hope that it may provide value in helping you make your own informed decisions with your money.

The way I see it, we are nearing a market cycle shift. The Fed continues to signal more interest rate hikes for 2019, which in turn will negatively affect bond yields. This will have an adverse effect into any retirement portfolio holding traditional fixed income allocations (i.e. Government bonds, corporate bonds, etc.). Most Americans don't typically invest into individual bonds, but rather do it through bond mutual funds. How much of your overall retirement portfolio should be placed into the "fixed income" bucket is driven by your age, risk-tolerance and time horizon. If you are a baby boomer, for example, chances are that you have heard that a prudent fixed income allocation for you is anywhere between 45-60% of your overall retirement savings. So, assuming that your IRA is currently holding bond mutual funds as your fixed income product of choice, you should be anticipating a compression of yield from that portion of your portfolio. I expect traditional bond yields to be below 3% and remain there for at least the next 3 years, which will not keep up with inflation. For those of you that are already living off the income from your IRA, even more attention should be placed on this. Can you afford to maintain your lifestyle if your IRA's fixed investment returns drop to those levels? Probably not. This is why I believe an alternative fixed income asset selection should be considered as a hedge and proactive move against the upcoming 2019 market conditions. Private notes are increasingly becoming the alternative investment of choice for our self-directed IRA account holders. Private lenders are identifying credit worthy borrowers willing to pay interest rates between 8-12% annually, which is well above what the stock market fixed income options are producing. Keep in mind that the

safety of the debt instrument you invest into correlates directly with the quality of the security used to protect it in the event of a default by the borrower. The most common private lending strategy used within Self-Directed IRAs is real estate-based secured notes, also known as deeds of trust. Private notes can be structured in many different ways, for a virtually unlimited array of objectives and with a multitude of security options so be sure you do your homework before entering into any private note investment purchase. The monthly AZREIA meetings are a great place to seek out real estate investors looking for capital. Fix and flippers are good targets, as are wholesalers. They need short-term money and are happy to pay a premium for it. Private money loans also allow them to avoid the long underwriting timeframe that traditional banks put them through. I also encourage you to seek the counsel of an experienced attorney that can help protect your IRA's interest throughout the promissory note agreement and documentation being utilized to materialize the terms of the loan investment.

No one has a crystal ball, including myself. I am not trying to predict exactly when the market cycle will officially turn for the worse. I just want to protect my money as much as possible and I assume you do to. As the old saying goes, "it doesn't matter how much money you make, it only matters how much money you keep." Many real estate investors have made a good amount of money in this last bull market, so it's time to be prudent and not greedy. Looking for opportunities where your IRA can play being the bank could just be the winning strategy heading into turbulent times.

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



Monthly Meetings

AZREIA Phoenix Meeting

Monday, February 11
Celebrity Theatre

AZREIA Prescott Meeting

Tuesday, February 5
Yavapai Title

AZREIA Tucson Meeting

Tuesday, February 12
Tucson Assn. of Realtors

Phoenix Real Estate Club

Tuesday, February 26
24th St. Conference Center

Pertinent, usable information is what AZREIA's February meeting is all about. Our Main Meeting segment is an Expert Panel Discussion on Investing Out of State. If the numbers don't make sense to you here in Phoenix or Tucson, maybe you should consider investing elsewhere. Learn from current AZREIA members how they do it. Our Workshop covers all the New Tax Laws and there are several items that are great for investors that you need to know about. Of course, we will have the full Market Update with all new data and the Market News. Another meeting not to miss? Yes!

Phoenix Workshop – Tax Changes and Strategies for Business Owners and Real Estate Investors

Brad Huss, CPA and AZREIA Business Associate, will get you fully up to date on all the new tax laws and how they affect you as a real estate investor and business owner including:

- Overview of the new tax laws
- Qualified Business Income - 20% deduction for business profit, R.E.I.T income, K-1 income, and possibly rental income.
- 100% bonus depreciation and section 179 expensing for business and rental property improvements.
- The tax benefits of investing in Opportunity Zones or Opportunity Funds
- New rules regarding principle home mortgage, home equity loans, and interest tracking for maximizing your deductions.

Market Update & Market News with Alan Langston

The latest in trend analysis including existing and new homes. Full analysis of Fix & Flip and Rental markets. Plus, the latest Market News affecting your business. This is must know information for the serious real estate investor.

Phoenix and Tucson Main Meeting – Panel Discussion: Investing Out of State – The Got'chas that Get'cha

We often do not know what we don't know until we're in it, and often time the numbers make sense for us to invest in a location outside our area and level of comfort. Join us in February to not get the answers for if out of state investing is right for you, but rather asking the right questions to begin to find out IF investing out of state is right for you! The panel consists of active AZREIA members who invest out of state and will help you understand:

- How do you do your due diligence from afar?
- How to quickly and expertly find your team on the ground?
- Evaluating neighborhood to neighborhood to avoid costly mistakes
- Local law, codes, and regulations that will affect purchase price, holding costs, and sales or rental
- If you decided to rent, self-management vs. hiring a property manager
- And ultimately how to avoid mistakes that will cost you time and money
- How to Get Paid \$10k Upfront on Every Deal

Phoenix Real Estate Club – The Best Real Estate Investing Networking Anywhere!

Haves & Wants, Structured Networking activities and the Market Discussion all combine to make the Club an integral part of any active investor's month. There will be a timely presentation or discussion topic, too!

Prescott Main Meeting – Local Market Insights and How to View Data

Interactive discussion on: What did 2018 bring, and what can be expected in 2019? How can your biases or assumptions hurt performance? How are you possibly looking at data wrong?

Phoenix Agenda

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

7:15 – Main Meeting

8:30 – Adjourn

Prescott Agenda – No Meeting in January

5:30 – Networking, “Haves and Wants” & Market Overview

6:00 – Main Meeting

7:15 – Adjourn

Phoenix Real Estate Club

5:30 – Open Networking

6:00 – Networking: Investor-to-Investor, Haves & Wants, Market Discussion

7:30 – Main Meeting

8:30 – Adjourn





AZREIA Calendar of Events

Check www.azreia.org for the current schedule.

JANUARY MONTHLY MEETINGS	SUBGROUPS An important benefit of AZREIA Plus Membership	
<ul style="list-style-type: none">• AZREIA – Prescott <i>Tuesday, February 5</i>• AZREIA – Phoenix <i>Monday, February 11</i>• AZREIA – Tucson <i>Tuesday, February 12</i>• Phoenix Real Estate Club <i>Tuesday, February 28</i>	<ul style="list-style-type: none">• Income Property Owners <i>Thursday, February 7</i>• Burley <i>Tuesday, February 12</i>• Beginners <i>Thursday, February 21</i>• Notes <i>Thursday, February 21</i>• Fix & Flip <i>Wednesday, February 27</i>	<ul style="list-style-type: none">• Tucson New Investors <i>Tuesday, February 5</i>• Tucson Happy Hour <i>Thursday, February 14</i>• Tucson Wholesaling <i>Tuesday, February 19</i>• Tucson Mastermind <i>Tuesday, February 26</i>
Launch Pad Core Skills Classes		
Marketing Money Machine <i>Thursday, January 31</i> Raising Private Money <i>Tuesday, February 12</i>	Creative Real Estate Investing <i>Saturday, February 2</i>	Comping & Estimating Repairs <i>Thursday, February 7</i> Negotiating <i>Thursday, February 28</i>
Out of State Investing Summit February 23-24, 2019		
Come hear directly from our national panel of experts, as well as insights from our local market experts on the WHAT and WHY so you can learn HOW to begin investing out of state. In this 2-day Learning Lab and Marketplace, you will learn about 4 of the hottest emerging markets around the US. You will see and PRACTICE running numbers for yourself. Most importantly, you have the ability to leave this event DOING your first out of state investment.		
INFORMATION & REGISTRATION ONLINE AT WWW.AZREIA.ORG		




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Property Listings

Complete listings online:
www.azreia.org

Single Family Detached	Address	City	Price	Beds / Baths	Contact	Telephone
Retail/Owner/Agent	2452 E. Whitton Avenue	Phoenix	\$499,900	4 / 3	Giovanna Pennacchio	520-222-6542
Wholesale/Realtor	5933 E. Beryl Ave	Paradise Valley	\$475,000	3 / 4	Michael Garren	480-284-3069
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	7615 E. 3rd St	Scottsdale	\$380,000	3 / 2	Dan Holbert	602-790-4304
Wholesale/Owner/Agent	3877 N. Cotton Ln	Casa Grande	\$380,000	4 / 4	Andrew Nielson	801-376-3456
Wholesale/Owner/Agent	4527 E. Montecito Ave	Phoenix	\$345,000	3 / 1	Luke Basler	480-798-9522
Retail / FSBO	1124 W. Heatherbrae Dr	Phoenix	\$340,000	3 / 2	Dustin DeFrates	602-529-3888
Wholesale/Owner/Agent	6513 S. Elm St	Tempe	\$335,000	4 / 2	Daniel Clothier	602-327-4861
Wholesale / FSBO	3533 E. Hearn Rd	Phoenix	\$310,000	3 / 2	Belinda Li	602-391-7534
Wholesale/Owner/Agent	3022 W. Juniper	Phoenix	\$265,000	4 / 3	Jorge Munoz	623-428-9693
Wholesale/Owner/Agent	1049 East Weber Drive	Tempe	\$239,000	2 / 1	Mike Del Prete	602-501-2426
Wholesale/FSBO	8626 N. 50th Ln	Glendale	\$225,000	4 / 2	George Vinson	602-738-6608
Wholesale/FSBO	3440 E. Southern Ave	Mesa	\$222,500	3 / 3	Brandon Simmons	602-918-4663
Wholesale / FSBO	200 S. 95th Pl	Chandler	\$205,000	3 / 2	Larry Gardner	520-300-0566
Wholesale/FSBO	741 N. Beverly St	Mesa	\$200,000	3 / 2	Brandon Simmons	602-918-4663
Retail / FSBO	8301 N. 29th Ave	Phoenix	\$180,000	3 / 2	Dustin DeFrates	602-529-3888
Wholesale/Owner/Agent	452 S. Silver Dr	Apache Junction	\$157,000	3 / 2	Brandon Simmons	602-918-4663
Wholesale / FSBO	10496 E. Primrose Lane	Florence	\$149,900	3 / 3	Sean Reger-Flores	720-287-9167
Wholesale / FSBO	9939 W. Concord Ave	Sun City	\$136,800	3 / 2	Gene Moats	480-359-9721
Wholesale/FSBO	4433 East Colt Drive	Eloy	\$77,000	2 / 2	Mike Del Prete	602-501-2426
Retail / Realtor	270 N. Arizona Avenue	Willcox	\$40,000	3 / 1	Paul McComb	520-615-4511

Mobile Home with/Land	Address	City	Price	Beds / Baths	Contact	Telephone
Wholesale / FSBO	240 Page Springs Rd	Corville	\$141,900	3 / 2	Casi Harris	928-985-0256

Land	Address	City	Price	Size	Contact	Telephone
Wholesale	1811 E. Sheridan St	Phoenix	\$120,000	.25 acre	Luke Basler	480-798-9522

Condo / Townhouse	Address	City	Price	Beds / Baths	Contact	Telephone
Retail / Realtor	101 N. 7th St #119	Phoenix	\$189,500	2 / 2	Tim Winter	303-929-7796
Wholesale/Owner/Agent	7820 E. Camelback Rd	Scottsdale	\$169,000	2 / 2	Mike Del Prete	602-501-2426

Multi-Housing	Address	City	Price	Type	Contact	Telephone
Wholesale	8220 W. Monaco	Arizona City	\$150,000	Tri-plex	Greg McKinley	480-650-3084

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: I have a property that I let my son occupy. Unfortunately, my relationship with my son has deteriorated because of my son's drug use. Also, I want to sell the house, but I don't want to evict my son. Can I sell the house with him in it?

A: Yes, you always can sell a house when its occupied. However, to ensure that you do not get sued, you should disclose in writing that there is an occupant in the property. A person that purchases a property takes ownership of the property subject to whatever rights the occupant has. It is best for you to confirm in writing that there is an occupant, to avoid potential claims that you failed

to disclose something. The standard Arizona Association of Realtor's purchase contract states that possession is given at close of escrow. You want to clarify while they legally own the property at close of escrow, the occupant still has rights to possession. Also, if you haven't been in the home for a long time, due to the problems in your relationship, you should disclose that as well. You may want to sell the home "as-is" "where-is" without any warranties, as you don't know the condition of the home.

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.

Arizona Real Estate
Investors Association
1841 North 24th Street, Suite 10
Phoenix, AZ 85008

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Meeting February 11, 5:15-9:00 p.m.

www.azreia.org



AZREIA Monthly Meetings at a Glance

Phoenix Workshop – Tax Changes and Strategies for Business Owners and Real Estate Investors

Brad Huss, CPA and AZREIA Business Associate, will get you fully up to date on all the new tax laws and how they affect you as a real estate investor and business owner.

Market Update & Market News with Alan Langston

The latest in trend analysis including existing and new homes. Full analysis of Fix & Flip and Rental markets. Plus, the latest Market News affecting your business. This is must know information for the serious real estate investor.

Phoenix & Tucson Main Meetings – Panel Discussion: Investing Out of State – The Got’chas That Get’cha

Often times the numbers make sense for us to invest in a location outside our area and level of comfort. Join us to not get the answers if out of state investing is right for you, but rather asking the right questions to begin to find out IF investing out of state is right for you! The panel consist of active AZREIA members who invest out of state.

Phoenix Real Estate Club – The Best Real Estate Investing Networking Anywhere!

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