

# The AZREIA Advantage

Arizona Real Estate Investors Association Newsletter

"AZ Real as it Gets"

June 2019

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## The New Prosperity?

by Jason Wojo

Think back for a moment. Do you remember why you first became interested in real estate investing? Maybe you were sick of working for "The Man" and letting someone else control your schedule and paycheck. Maybe you were tired of office politics or glass ceilings. Or maybe real estate just sounded more exciting and rewarding. The list could be a country mile long, but underlying all those reasons was likely the belief that being your own boss would give you freedom, financial security, and control of your time and schedule. Ring a bell? It should.

That's the thought most investors have when they decide to make the jump and go out on their own. Unfortunately, reality looks very different for the vast majority once they get into the business. Instead of quitting the nine-to-five, 40-hour work week and cutting back on work, most find themselves working longer and harder than they ever did when they had an employer. Business and work now consumes their thoughts, time, and attention and the very thing that was supposed to provide freedom now enslaves them.

And it kind of makes sense. This thing is our baby. It's on us if it sinks or swims. No one cares about our business or success like us. But here's the tragedy - there's consequences to our actions, obsession with work, and tunnel vision. We argue more with our spouse. We miss our kids' dance recitals and soccer games. We haven't been to the gym in 4 months. We stop at the drive-thru every day because we don't have time to prepare food. God knows the last time we hung out with our friends... if we even have any left. And to top it off, we feel guilty about all of it, so we spend money and buy things to make ourselves (and those we hurt along the way) feel better and so financial stress is added to the mix. This is the reality for a lot of people.

But it doesn't have to be that way - not by a long shot and I'll show you during the AZREIA meetings on Monday, June 10th in Phoenix and Tuesday, June 11th in Tucson. If you've never heard of Lifeonaire, we are a company dedicated to helping people create and live abundant, prosperous lives. But in this case prosperity

isn't just defined by top line revenue - it's a combination of many overlapping factors that I will discuss at the meeting. I like to say, *"You can have both a life and business you love. You don't have to choose just one. You just need to know how to do it, and it's a lot simpler than you think."*

Here are just some of the things we will cover during the meeting:

**Phoenix Meeting June 10th  
Lifeonaire, Haves & Wants,  
Market Update and Market News**

**Tucson Meeting June 11th  
Lifeonaire, Haves & Wants,  
Tucson Market Update**

- The one mistake that people make in setting up their businesses that almost guarantees they'll eventually become slaves to it.
- The 4 Stages of Financial Prosperity you absolutely must follow if you want to avoid the mistakes and

traps that so many people fall into and never get out. Do these steps out of order (or not at all) and you're destined for failure.

- How to create a simple, actionable, and realistic roadmap to get you from where you are now to where you want to be - as quickly and easily as possible.
- How to discover what you really want for your life and how to get it (many of us have no clue and are just living the lives that others want for us).
- How...and when...to leave your 9-5 job behind and feel 100% secure in your decision, knowing you can't fail.
- Why the whole "good debt, bad debt" theory is a complete and bold-faced lie and what you can do to avoid spending a single dollar on interest ever again.
- Strategies and real-life tactics to become debt free in record time.
- How to finally escape the "rat race" FOR GOOD and say adios to the Joneses in your rearview mirror.
- Why working more than 4-5 hours per day will actually produce LESS income for you this year.

In summary, if life and/or business aren't what you thought they *should* or *could* be by now, we can't encourage you enough to come to this meeting. This one is a game-changer and will make all the difference in the world to you achieving an abundant, prosperous life. See you there.





# Executive Director's Message

## Time to Focus on Yourself

It has been said, that when we approach the age of 60, there is a pause for reflection. We look back 25 years or so, and we realize just how quickly the last 25 years flew by. Then we realize just how quickly the next 25 years will come. There comes a sense of urgency to make sure all of those items are checked off our bucket lists, perhaps we ponder what will be our legacy; some of us may have a moment where we have a harsh realization that you haven't done enough planning and savings for your retirement. Or, maybe you have planned so well that you forgot to make time for yourself, and you are saddled with a touch of regret of the "wish I would have's." If you're lucky, you reach this realization with time to correct your steps before life decides for you.

At AZREIA, we focus an exceptional amount of time on running a business, doing your due diligence, and building and adjusting your plan to marketing conditions by being an informed investor. However, there are very few in this industry that talk about wellness and life balance as you become an investor and entrepreneur. You are always taught ways and strategies to help you reach your "enough number," but no one takes the time to talk about once you reach it, how you will sustain it, or better yet, how will you move it on to generational wealth or contribution.

We have decided to step back and look at these two areas to explore and incorporate them into the conversation at AZREIA. As we began looking at life and wealth planning, a few things came across our mind. One, the majority know to set up an entity to protect their assets, and most people get into real estate investing because they want to control and have an overall quality of life with no earthly idea on how to get there.

We know you've heard it, but it begs to repeat that, "failing to plan is planning to fail." In the past 18 months, as we've watched the countless individuals and couples who have gone through the Launch Pad, walking away with a clear plan, defined goals, and bulleted action items, the mountain suddenly comes into focus and isn't as daunting. So, with that in mind, we want to tackle an area that is INCREDIBLY important not only as an investor but more so as an individual. We are taking the time to carve out time to discuss as a community in the coming months not only how important it is to plan and have these difficult conversations, but why NOW is the time to be having them.

Coming up in June, while you might be setting your sights on that novel you're going to read on the beach, join AZREIA for a program called Lifeonaire (imagine millionaire, but with a focus on living life with purpose and abundance). If you've read the 4 Hour Work Week by Tim Ferris, this is the event for you. Lifeonaire is what we call the 4 Hour Work Week for Investors. Take a second to recall your "Why?", why you got into real estate investing in the first places and all the grand ideas you had for yourself, your family, or giving back to a world that afforded you this opportunity. Now dream big and start to put onto paper your outline what your ideal lifestyle looks like, how many vacations, that dream car, giving your kids the life you wanted, or giving to your favorite charity or endowing a scholarship to your alma mater. Now, this is the missing piece, Lifeonaire will guide, outline, and create the steps to not only build but live the life you want. We promise this is some of the best time well spent and why it's an integral part of the 21st Century Investor.

And in October, continuing with AZREIA's academy series where we learn-practice-do, we will explore the life cycle of an investor as an individual in terms of wealth and life planning. Starting with your basic estate, talking about the what ifs and determining through wills and trusts who will be your medical and financial power of attorney. Then as you begin to accumulate assets, how to structure your holdings through entity structuring even including something called an IRA Trust. As Bill Cook talked about in April, becoming an "Ender" when it comes to retirement as a real estate entrepreneur, who will be your or your business successor and limiting the tax ramifications of unloading your portfolio. And the dreaded conversation no one wants to talk about is long-term care. As we live beyond the previous generation, discussing life and disability insurance, how to make sure you are well taken care of, and making sure that your assets make it to those it was intended.

We think that it is worth taking the time to explore and have this conversation now before time forces us to deal, plan, or attend to necessary but difficult matters.

Best,  
Troy Miller, Associate Executive Director



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# AZREIA Advantage: Title Expert

## Remote Online Notarization (RON)



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by  
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Welcome to the age of technology! Remote Online Notarization (RON) is the new up and coming way to simplify the closing process and move us further down the super highway of technology. Arizona is the 7th state to pass the "RON" bill in 2019. So, what does this mean for all of you in the investor world who are trying to move your product at lightning speed?

The purpose of RON (Remote Online Notarization) is to adopt technology that makes the notarial act safer, simpler, and of course FASTER! Remote Online Notarization is when documents are notarized in electronic form where the signer used an electronic sig-

nature and appears before the notary using online audio-video technology. You can see how convenient this will make your transactions to connect with a notary anywhere anytime without physically needing to meet up with them.

Notaries that want to participate in RON will be required to take additional certifications to be able to perform this particular type of notarization. We could be seeing RON as early as June 2020. An Arizona notary public is a public officer commissioned by the Secretary of State to perform notarial acts. A notary is an impartial witness who must have no conflict of interest.

When dealing with real property we do work with lots of legal documents but most commonly deeds to vest or title transfer the real property from one owner to another. All deeds require a notary to acknowledge them. We at the title company may have our own rules and regulations that we layer on top of the state requirements because we are giving title insurance based off of these notarized deeds.

To be clear, if RON becomes the new kid on the proverbial signature block you should first check with your Title Company to see if this is an acceptable form of notarization for title insuring the property. Some County Recorders offices have already indicated that they would accept this as a valid form of notarization for recordation. RON is a big topic of conversation in the title industry right now as industry leaders come together to weigh the pros and cons of this new form of notarial act. We are dealing with lots of confidential and private nonpublic information so we want to be sure we are adhering to all the laws and regulations to ensure we are protecting the privacy of the client. This is why it important to partner with title companies who are on the cutting edge of technology and the ever-changing industry practices, rules and regulations. Here's to the future and beyond!

As the largest title company in the nation and a Fortune 500 company, Chicago Title is committed to protecting you and providing resources to do just that!

Happy Investing!



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- Short Sale Processing
- Access to Online Foreclosure Data
- Double Escrows
- Hold Open Policies



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CHICAGO TITLE AGENCY



# AZREIA Advantage: Lending Expert

## Random Things to Know in Lending



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by  
**Andrew  
Augustyniak**

### Document, Document, Document

It is impossible to overstate the importance of documentation when trying to get a mortgage. In today's economic climate, lenders want to know where your money is coming from (i.e. income), where it is going (i.e. debts), and how much you have (i.e. assets). The way we prove the answers to these questions, is through documentation.

- To verify income, the borrower is typically required to provide recent pay stubs, W-2's, 1099's, and tax returns. If the borrower has other forms of income, such as dividends or social security, there may be additional documents required.

- Debts are typically discovered through a credit report. Often to verify these debts, the borrower may be asked to provide letters of explanation. While these letters may seem excessive, there are many situations where the underwriter needs to know why something is occurring.
- Documentation of assets can be quite easy to provide. The type of documents typically required include bank and retirement account statements. Many of the documents can be found online through the financial institution's website.

To ease the strain and stress, make sure that you have the necessary documentation available when you decide to move forward with the home buying or refinance process. Also, be prepared to provide additional documentation in a timely manner if required by the lender.

### Home Plus Down Payment Assistance Changes

The Home Plus income limits will increase to \$105,291 on all mortgage types: FHA,

Freddie Mac Advantage for HFA, VA, USDA and including Fannie HFA Preferred. Fannie Mae has pivoted from their previous hard stop income limit of \$69,100 within Maricopa County & \$66,200 for the balance of State, to now establishing those income limits to be thresholds. Fannie will allow HFA transactions in Arizona over these income thresholds with an increased G Fee, which equates to a slightly higher interest rate than Fannie HFA transactions below the income thresholds. The home plus purchase price limit will also be eliminated.

### 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

Have a great month and let me know if you have any specific questions pertaining to your own personal situation.



## Home Loans Made Simple®



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# AZREIA Advantage: Self-Directed IRA Expert

## Do You Believe in Yourself Directing Your IRA Savings?



**J.P. Dahdah**  
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by  
**J.P. Dahdah**

There are two types of investors in the world. Those that expect *others* to reach their financial goals for them and those that place that responsibility on *themselves*. Self-directed investors understand that “I” is the most important letter in IRA. This is your individual retirement account. Sure, it’s easier to blame others for your financial failures and for your poor investment returns. But how does that actually help you get closer to accomplishing your retirement goals? The blame game masks our personal fears and insecurities. If you don’t care more about your nest egg than those that you keep blaming for your financial situation, then shame on you.

Taking personal ownership and responsibility about your financial destiny is essential to being successful with money. I hear things like “JP, I’m not good with numbers and financial stuff.” My response is “well, what can YOU do to improve on that in some meaningful way?” Don’t be comfortable with your weaknesses, work on them. To do so, it is critical that you make a commitment to getting comfortable with being uncomfortable. Attend a workshop, read a book, register for a financial blog, get engaged in the solution. AZREIA offers members a comprehensive list of educational opportunities, so I encourage you to take

advantage of them. Invest not only in real estate assets but in yourself as well.

Today’s volatile stock market environment has led many Americans to reconsider their IRA investing strategy, placing more importance to diversifying a larger portion of their savings into non-correlated asset classes, such as tangible real estate properties. At Vantage, we frequently remind clients that “You can make money or excuses, but not both.” If you already learned that lesson, congratulations! You must believe in yourself and what you are capable of. Having faith in yourself is half the battle. Will you make mistakes? YES! Learn from them and move on. Forgive yourself quickly and figure out a way to not make the same mistake again. Actually, take it one step further and share your mistake with others so they don’t commit the same mistakes either.

Investing isn’t about perfection, it’s about progress in the right direction. When you are unwilling to accept the undesirable financial position you may be in and work tirelessly to improve it, you will reach true financial independence. If you are tired of riding the Wall Street rollercoaster, now is the best time to reflect about the investing choices you have made with your retirement account and consider making a larger allocation into real estate opportunities.

Happy Investing!

For more information about  
Real Estate IRAs, please visit:  
[www.VantageIRAs.com/azreia](http://www.VantageIRAs.com/azreia)

[VantageIRAs.com/AZREIA](http://VantageIRAs.com/AZREIA)



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# AZREIA Advantage: The Real Estate Investment Specialists

## Fix N Flip 101



by  
Laura  
Leatherdale

### Laura Leatherdale

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So, you're looking for an investment property to fix and flip? Knowing how to evaluate a deal is the key to success in this business! Yet very few in the industry ever master this valuable skill. In fact, they leave out many expenses which can cost you BIG time if you are not taking them into consideration upon your initial property analysis.

You can find houses all day long, but it won't do you any good unless you know how to evaluate them to ensure a profit. In fact, if you don't know how to properly evaluate and make informed, intelligent offers, you could get yourself into a LOT of trouble! Understanding this can separate you from someone who simply buys a house and hopes it will go up in value. A true investor understands the expenses involved and doesn't make wild guesses about the future. The true investor takes calculated risks and understands how to create significant returns on their investments.

So, let's talk about the 4 most important steps you need to understand in order for you make informed and intelligent investment decisions:

### Step 1: Determine the ARV (After Repaired Value)

Determining what the property will be worth, once you're finished rehabbing it, should always be your first step in the evaluation process. Once you know the amount people will pay for the property, you can then determine all your expenses and figure out the optimal starting point to make a decent profit. If you don't know your ARV, then you have no place to work back from.

To accurately determine the ARV you will need to look at comps, which are recently sold houses, similar to and in the same area as your subject property. Comps are used to determine

the "going rate" for houses in that area and are good indicators of what your house will sell for. To access data for comparable properties, many use services like Zillow or Redfin. But to get the absolute best information, you definitely want access to the MLS, which provides almost every detail on a property that is up for sale or has recently sold.

### Step 2: Estimate Repair Costs

The next step to accurately determine an offer price is to estimate the cost of repairs. \$20 per square foot is a guideline we use to give us a pretty good idea of what it would cost to fix up a house requiring a full "standard" cosmetic rehab. Of course, if you are rehabbing a higher-end house and using higher quality materials and finishes, then you are going to adjust the rate closer to \$25 or \$30 per square foot.

### Step 3: Calculate for Closing and Carrying Costs

This is one area they never seem to mention on those house flipping shows. Flipping houses won't be nearly as exciting if you find out that all the money you thought you were going to make gets sucked up in closing and carrying costs.

### Step 4: Determine Your Offer

Once you have determined your potential

selling price (ARV) and you have estimated your expenses, then it becomes time to come up with an offer price. There are several formulas you can use to help you calculate what to offer on a property. But we're going to talk about the most basic and obvious one.

### **(ARV) – (Repair Costs) – (Closing and Holding Costs) – (Desired profit) = Offer Price**

This is probably the most accurate way to determine your offer price. Basically, it boils down to figuring out what you can sell the house for minus all of your expenses and desired profit to come up with your offer price.

Now that you know the 4 basic steps to evaluating potential fix and flip properties, along with a simple formula to help you calculate your offers, you might be feeling a little overwhelmed. But no one ever said flipping houses was easy.

The good news is that here at The Equity Finders, we have developed a secret weapon known as "The Smart Map ARV Comping System," which allows you locate and research profitable real estate deals from the comfort of your home or office. Smart Map is free to use and is accessible 24 hours a day, 7 days a week.

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# AZREIA Advantage: Legal Expert

## Lis Pendens



**Mark B. Zinman,**  
Attorney

Williams, Zinman  
& Parham P.C.

by  
**Mark  
Zinman**

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www.wzplegal.com

Imagine a deal where you are under contract and the seller no longer wants to sell the home or wants more money; what do you do? Investors know that they have to record a *lis pendens* to stop another transfer of property. What many people don't realize is that before you can record a *lis pendens*, you must actually file a lawsuit over title.

*Lis pendens* is Latin for "suit pending." It literally means that there is a currently pending lawsuit over ownership of real

property. This is where the "cloud" on title comes from – it is not the *lis pendens* itself that clouds title, but the underlying lawsuit. The *lis pendens* provides constructive notice to the world that if they take title to the property, they take it subject to whatever the outcome is in the lawsuit. It is because of this that title companies will not insure properties when there is a recorded *lis pendens* – the title company will require that the underlying lawsuit be dismissed before they provide insurance.

To record a valid *lis pendens*, two main elements must be met: (1) there is a pending lawsuit; and (2) that lawsuit must affect the ownership of real property referenced in the *lis pendens*. If a *lis pendens* is wrongfully recorded, there are monetary sanctions. It is important that both elements are met before a *lis pendens* is recorded. The first element above is easy to understand: there must be a pending lawsuit. This means that it actually has to be filed, not just that it is being

considered.

The second element is harder to understand: the lawsuit must affect title to real property. Therefore, if you are an investor and you are owed money on a sandwich real estate transaction for which you sold an option agreement, you can't record a *lis pendens*. Your interest is just to get your money, you aren't seeking title and thus a *lis pendens* would be wrongful. Therefore, you could sue to get your assignment funds, and even if you win, you could still lose on a counterclaim for recording a wrongful *lis pendens*. On the other hand, if you are a buyer on a property and the seller refuses to sell it, then it would be appropriate to file a lawsuit for specific performance to get title, and then record the *lis pendens*. Once the lawsuit has been filed, then the *lis pendens* can be recorded and it would protect you from losing your interest to a third party.



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# Monthly Meetings

## AZREIA Phoenix Meeting

Monday, June 10  
Celebrity Theatre

## AZREIA Prescott Meeting

Tuesday, June 4  
Yavapai Title

## AZREIA Tucson Meeting

Tuesday, June 11  
Tucson Assn. of Realtors

## Phoenix Real Estate Club

Tuesday, June 25  
24th St. Conference Center

Now that summer is warming up, you might be taking that much needed time off for a vacation with the family or simply much need time away from your real estate business...or are you? Don't have enough time, up to your neck with projects; your business is running you vs. you running your business? June's Meeting is spot on for you!

Spend June's AZREIA Meeting discovering the life-changing principles of "LIFEONAIRE," learn how many are learning prosperity through real estate through planning and living an abundant lifestyle while leveraging real estate at the tool to make it happen. This will be a great opportunity to use your summer as a "Get-A-Life" Getaway!

## Phoenix Workshop – Haves & Wants!

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. 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

The latest in trend analysis for the US, Arizona and Greater Phoenix including existing homes, new homes, foreclosures and traditional sales. Full analysis of Fix & Flip and Rental markets. Plus, the latest Market News affecting your business.

## Phoenix & Tucson Main Meetings – Lifeonaire with Jason Wojo

This session is dedicated to helping you create and live an abundant, prosperous life. Not one necessarily defined by top line revenue or how much you earn - it's a combination of many overlapping factors. Our featured presenter says, "You can have both a life and business you love. You don't have to choose just one. You just need to know how to do it and it's a lot simpler than you think." Here are just some of the things to be will cover during the meeting:

- The *one mistake* that people make in setting up their businesses that almost guarantees they'll eventually become slaves to it.

- The **4 Stages of Financial Prosperity** you absolutely must follow if you want to avoid the mistakes and traps that so many people fall into and never get out. Do these steps out of order (or not at all) and you're destined for failure.
- How to **discover what you really want for your life** and how to get it.
- How to create and start living a crystal-clear **vision** that will include every aspect of your life including relationships, business, health, personal, spiritual life, etc. AND show you how to be at a level 10 on all of them at once!
- How (and when) to leave your 9-5 job behind and feel 100% secure in your decision, knowing you can't fail.
- Strategies and real-life tactics to become debt free in record time.
- How to run a 100% debt free real estate investing business. *And yes...that includes rental properties!*

A lot more!

## Prescott Main Meeting – Winning Over the Bad and Ugly

Our panel consisting of local investors will provide insight into the challenges they've faced and overcome, and answer such questions as: In your area of investing, what challenges did you face, what went wrong? How did you overcome these issues? What would you do differently? How do you grow as a result? How did this help you be a better investor?

## 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.

## 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

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](http://www.azreia.org) for the current schedule.

| JUNE<br>MONTHLY MEETINGS  | SUBGROUPS<br>An important benefit of AZREIA Plus Membership   |   |
|---|---|---|
| <ul style="list-style-type: none"> <li>• <b>AZREIA – Prescott</b><br/><i>Tuesday, June 4</i></li> <li>• <b>AZREIA – Phoenix</b><br/><i>Monday, June 10</i></li> <li>• <b>AZREIA – Tucson</b><br/><i>Tuesday, June 11</i></li> <li>• <b>Phoenix Real Estate Club</b><br/><i>Tuesday, June 25</i></li> </ul>  | <ul style="list-style-type: none"> <li>• <b>Income Property Owners</b><br/><i>Thursday, June 6</i></li> <li>• <b>Burley</b><br/><i>Tuesday, June 11</i></li> <li>• <b>Beginners</b><br/><i>Thursday, June 20</i></li> <li>• <b>Notes</b><br/><i>Thursday, June 20</i></li> <li>• <b>Fix &amp; Flip</b><br/><i>Wednesday, June 26</i></li> </ul> | <ul style="list-style-type: none"> <li>• <b>Tucson New Investors</b><br/><i>Tuesday, June 4</i></li> <li>• <b>Tucson Wholesaling</b><br/><i>Tuesday, June 18</i></li> <li>• <b>Tucson Mastermind</b><br/><i>Tuesday, June 25</i></li> </ul> |
| <b>John Burley's Real Estate Investors Summer Camp</b>  |   |   |
| <b>June 28, 2019 - June 30, 2019</b>  |   |   |
| <p><b>This will be a hard hitting, straight up, real world, no nonsense training. John will teach you what really works and what doesn't in Today's Market.</b> John is going to cover it all – Buy &amp; hold, Flips &amp; Rehab, Cash Flow, the different Niches of Real Estate Investing, 12 Steps to acquiring property and 12 Steps to remarket your property, as well as wholesaling and assignments He is an Active Real Estate Investor and a member of AZREIA and he is going to show you some really cool systems that can Super Charge your Results, by providing you with all the current information and details you need to succeed right now, in today's market, right where you invest!</p> |   |   |
| <b>INFORMATION &amp; REGISTRATION ONLINE AT <a href="http://WWW.AZREIA.ORG">WWW.AZREIA.ORG</a></b>  |   |   |

## "Helping Investors is our Passion"

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**Dawn Kirkpatrick,**  
SFR, CLHMS, CNE

**Chris Kirkpatrick,**  
CRS, ABR, CRIR, CSSN, CSSPE, e-Pro, SFR, RSPS

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- **Silver Team Award** - 2012
- **Bronze Team Award** - 2011
- **Scottsdale Association of Realtors Top Producer** - 2012
- **Top 1% of Agents in MLS** - 1st Half 2013



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The information in this ad is for real estate professionals only. Adequate disclosures for home buyers are not provided. Rates and terms are subject to change without notice and are subject to underwriting and qualification.



# Property Listings

Complete listings online:  
www.azreia.org

| Single Family Detached | Address                  | City            | Price       | Beds / Baths | Contact         | Telephone    |
|------------------------|--------------------------|-----------------|-------------|--------------|-----------------|--------------|
| Wholesale/Realtor      | 5502 E. Mariposa St      | Phoenix         | \$1,450,000 | 4 / 2        | Michael Garren  | 480-284-3069 |
| Wholesale/Realtor      | 5128 E. Mountain View Rd | Paradise Valley | \$930,000   | 5 / 4        | Michael Garren  | 480-284-3069 |
| Wholesale/Owner/Agent  | 22853 N. 91st Way        | Scottsdale      | \$624,900   | 4 / 3        | Thomas Lee      | 602-428-9049 |
| Wholesale/Owner/Agent  | 83 W. Encanto Blvd       | Phoenix         | \$419,950   | 2 / 1        | Thomas Lee      | 602-428-9049 |
| Wholesale/Realtor      | 1420 N. Desoto St        | Chandler        | \$368,000   | 4 / 3        | Michael Garren  | 480-284-3069 |
| Wholesale/Realtor      | 921 W. Clearwater        | Tucson          | \$300,000   | 3 / 2        | Asia Deck       | 520-668-3354 |
| Wholesale/Realtor      | 813 W. Thunderbird Rd    | Phoenix         | \$297,000   | 4 / 3        | Luke Basler     | 480-798-9522 |
| Retail/Realtor         | 148 W. Chelsea Drive     | Payson          | \$294,000   | 3 / 2        | Nancy Cincotta  | 602-999-6910 |
| Wholesale/Realtor      | 2131 W. Cambridge Ave    | Phoenix         | \$280,000   | 4 / 2        | Luke Basler     | 480-798-9522 |
| Wholesale/FSBO         | 3022 N. 34th St          | Phoenix         | \$249,000   | 3 / 2        | Brandon Simmons | 602-888-9817 |
| Wholesale/Owner/Agent  | 2651 N. 71st Pl          | Scottsdale      | \$244,000   | 2 / 1        | Luke Basler     | 480-798-9522 |
| Retail/Realtor         | 5057 N. 71st Ln          | Glendale        | \$198,000   | 4 / 2        | Dory Edwards    | 602-698-8250 |
| Wholesale/Realtor      | 6222 N. 23rd Ave         | Phoenix         | \$183,000   | 4 / 3        | Luke Basler     | 480-798-9522 |
| Wholesale/Owner/Agent  | 13717 W. Countryside Dr  | Sun City West   | \$169,950   | 2 / 2        | Thomas Lee      | 602-428-9049 |
| Wholesale/Owner/Agent  | 1637 W. Bedford St       | Mesa            | \$164,950   | 3 / 2        | Thomas Lee      | 602-428-9049 |
| Wholesale/FSBO         | 836 W. Spray St          | Superior        | \$39,900    | 3 / 2        | Recia Davis     | 602-358-6370 |

## Multi-Housing

|        |                      |         |             |             |               |              |
|--------|----------------------|---------|-------------|-------------|---------------|--------------|
| Retail | 3832 E. Fairmont Ave | Phoenix | \$5,100,000 | 20-49 Units | Michael Finch | 480-797-9825 |
|--------|----------------------|---------|-------------|-------------|---------------|--------------|

## Land

|           |                  |         |           |          |                |              |
|-----------|------------------|---------|-----------|----------|----------------|--------------|
| Wholesale | 8037 W. Spray St | Phoenix | \$520,000 | .5 acre  | Michael Garren | 480-284-3069 |
| Wholesale | 9711 N. 15th Pl  | Phoenix | \$49,950  | .16 acre | Thomas Lee     | 602-428-9049 |

## Condo / Townhouse

|                       |                      |         |           |       |            |              |
|-----------------------|----------------------|---------|-----------|-------|------------|--------------|
| Wholesale/Owner/Agent | 4141 N. 31st St #405 | Phoenix | \$106,950 | 1 / 1 | Thomas Lee | 602-428-9049 |
|-----------------------|----------------------|---------|-----------|-------|------------|--------------|

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](http://www.azreia.org) for complete notice on fair housing and for additional information on each property listed.

## LEGALLY SPEAKING

**Q:** Can I prohibit my tenants from using doorbells that also serve as video cameras and/or can I ban alarms in my property?

**A:** You are free to put in any prohibition into your lease, provided it doesn't violate a local or federal law. Most often, you would have to make sure you aren't violating the Residential Landlord Tenant Act or Fair Housing Laws. If you do not want to allow doorbells that take video or alarm systems, you likely can do this. Please note that if you ban such technology, and a unit is broken into, I would suspect that an attorney would argue that by prohibiting such things, the owner should be liable. They would attempt

to argue that the doorbell or the alarm would have been a deterrent for the intruder. This doesn't mean the case would be successful, but even the attorney's fees for having to fight this case would be significant. Of course, a landlord doesn't have to allow a tenant to drill into the wall, but with wireless technology, there is very little damage, if any, to the unit. A landlord would be wise to identify the real reason they are not allowing such technology, before prohibiting it in a lease. Also, if it is not clearly spelled out in a lease, it is likely allowed by law.

*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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## AZREIA Monthly Meetings at a Glance

### **Phoenix Workshop – *Haves & Wants!***

This is fun and very fast paced. It is also very effective. 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***

The latest in trend analysis for the US, Arizona and Greater Phoenix including existing homes, new homes, foreclosures and traditional sales. Full analysis of Fix & Flip and Rental markets. Plus, the latest Market News affecting your business.

### **Phoenix & Tucson Main Meetings –*Lifeonaire* with *Jason Wojo***

This session is dedicated to helping you create and live an abundant, prosperous life. Not one necessarily defined by top line revenue or how much you earn - it's a combination of many overlapping factors. Our featured presenter says, "You can have both a life and business you love. You don't have to choose just one. You just need to know how to do it and it's a lot simpler than you think."

### **Prescott Main Meeting – *Winning Over the Bad and Ugly***

A panel consisting of local investors will provide insight into the challenges they've faced and overcome, and answer such questions as: In your area of investing, what challenges did you face, what went wrong? How did you overcome these issues? What would you do differently? How do you grow as a result? How did this help you be a better investor?

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