

# The AZREIA Advantage

Arizona Real Estate Investors Association Newsletter

"AZ Real as it Gets"

JULY 2018

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## July's Meeting is Virtual!

### According to the calendar and the thermometer... summer is officially here!

It has become tradition that our July meeting is offered virtually. The last three years we have had over 250 members and guests join us for our July meeting from the comfort of their homes, local coffee shop or anywhere they happened to be and from the convenience of their laptop, desktop, or mobile device!

We have received great feedback from members about how great it was to get information important to them even though they were on vacation or otherwise not available to attend in person. We also heard from several members that live a couple of hours or more away from our meeting sites that it was wonderful to be able to "come" to a meeting. And because the online meetings were a success, I invite you to join us for this month's combined meeting webinar for Phoenix, Tucson, Prescott and the Phoenix Real Estate Club. In this virtual meeting, we will share information and have some networking opportunities too.

We all know meetings are the heart and soul of AZREIA. Every month you have the opportunity to attend a workshop, receive an in depth market update, network with your fellow investors and meet our Business Associates. This month will be no different. (Okay, so it will be a little bit different, but you'll still receive an informative meeting and the exchange of valuable community resources that you have come to know and expect from our monthly meetings!) Instead of asking our AZREIA Phoenix, AZREIA Tucson, AZREIA Prescott and Phoenix Real Estate Club members to gather on separate occasions, we are offering the unique opportunity to bring everyone together in one convenient platform. Here's a quick rundown of what to expect during the July webinar:

### Networking: Haves & Wants

This is a staple of AZREIA Tucson and the Phoenix Real Estate Club. As investors we all have needs and many of us have things to share. This is your chance to ask other investors for what you need or let them know what you have to offer. Because of time constraints and the difficulty to communicate information clearly in this format the Haves &

Wants will be emailed out to all attendees. See the meeting detail for specifics on how to submit your information. It must be received no later than 5pm on Thursday, July 5th to be included – No exceptions! Yes, the virtual meeting is

July 9th which is early in the month and close to the holiday, so be sure to send your Haves & Wants in on time.

### Market Update & Market News

The complete market update will be delivered just as it is at every meeting, covering both Phoenix and Tucson. We also plan to include additional charts not normally presented. It is the main feature of this month's meeting and will comprise the majority of the meeting time. You will see all the trends and current events information. You will hear Alan Langston's analysis of what it all means to you as a real estate investor. This is must know information for the serious real estate investor.

### Reserve your spot today!

We are using a technology and process that most of our members and guests will be familiar with (same as last year). This should minimize any difficulties in registration and log-in. So be sure to visit us at [www.AZREIA.org](http://www.AZREIA.org) and find the registration link in the AZREIA "Events" on our homepage. Everyone will need to register at the AZREIA website to receive the special link to join the July webinar!!!





# Executive Director's Message

## *The Whys Behind the Five Outcomes of Every AZREIA Meeting*

I always tell people when they attend an AZREIA meeting certain things will happen including you will be informed; you will learn; you will meet new people; you will laugh; you will save. But, I rarely say why it is important. Here is what I mean:

- **You will be informed:** Information is critical to your success in real estate investing. That is why we spend so much time on it. Providing you market trends and analysis is important as long as you use the information to make your investing better. Information can be useful in raising funding, finding property, increasing your credibility, confirming your investment strategy, adding new investment options and much more.
- **You will learn:** There is always an education aspect to AZREIA meetings. We pick content carefully to match what is going on in the market or to provide a different approach or investing technique we think is of interest. We use varying ways to do this from panel discussions to investor interviews to outside educators to presentation from AZREIA members with expertise to simulations. Learning can take a couple of different approaches. Learning can help you be better at what you are already doing like making you a better landlord or increasing the profit margin on your rehabs. The other possibility falls into the “you don’t know what you don’t know” category. Learning about something new can completely alter your investing or the processes you are using in your current investments. Recently we provided education on residential assisted living on both the real estate and the business. Few members knew much if anything about this investment strategy until they were introduced to it. Several members are actively pursuing this interesting approach.

- **You will meet new people:** Nothing could be more important especially if you are networking with a purpose. We make it easy in AZREIA to meet new people. Helping is the fact that virtually everyone who attends an AZREIA meeting has something in common with everyone else in attendance – real estate. Also, I believe meeting someone new is a blessing. It could change your life.
- **You will laugh:** Well I hope you will. Nothing is planned, but there always seems to be a couple of items that get a laugh from something in the Market News or a less than intelligent comment from someone on the stage. You just never know what it will be. Laughing is good and certainly helps breakup the meetings which last a good long while.
- **You will save:** We always offer an unpublished saving for upcoming education. You can only receive the discount at the meeting, so you must attend to get it. It is usually an exceptional savings. We do it this way because we realize attending meetings can, at times, present a challenge. Any time we can increase the value of attending, we will do it.

Another aspect of how I approach every AZREIA and Phoenix Real Estate Club meeting is in this saying, “I can refund your money if you aren’t satisfied with the meeting, but I can’t give you your time back.” To me, time is a very precious item. So, in planning AZREIA meetings I always look at it from the value of time – your time. I commit, your time will be well spent.

Smarter investing,  
Alan Langston





# AZREIA Advantage: The Real Estate Investment Specialists

## Investing in Real Estate the Smart Way



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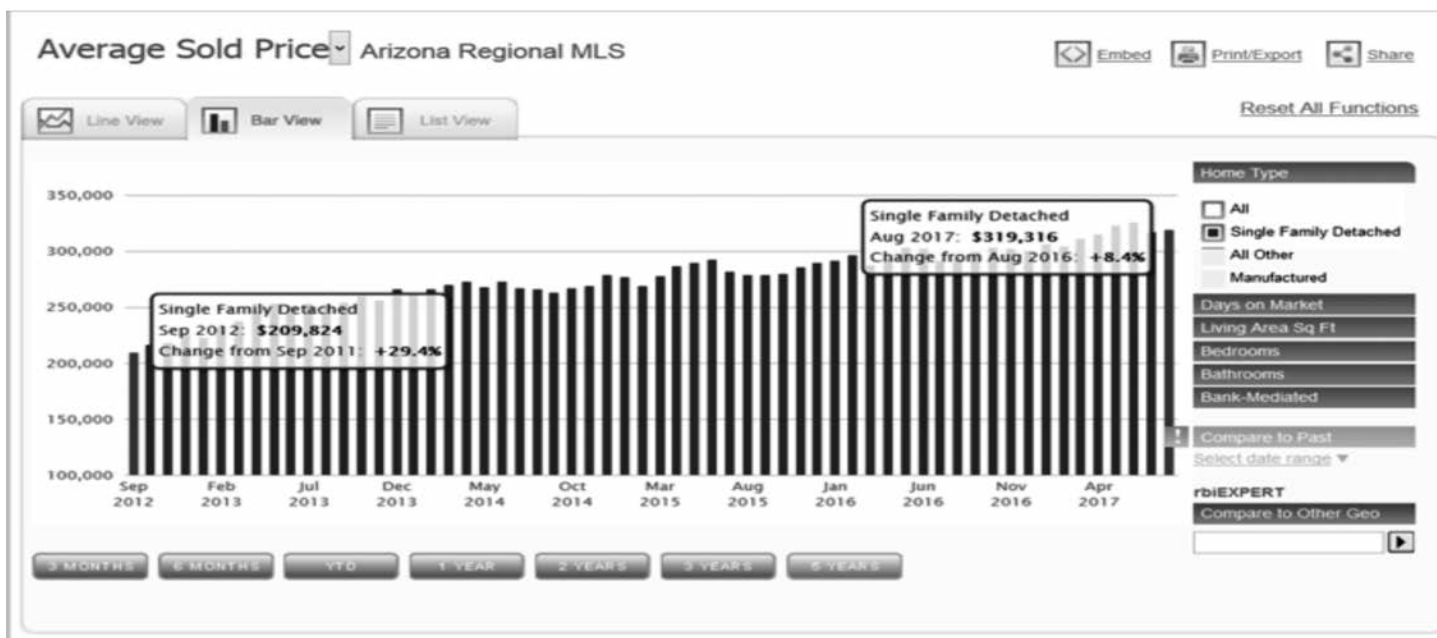
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by  
**Laura  
Leatherdale**

### Part 3 – Fix n Flip vs. Buy & Hold (cont'd)

In part two of this article series, we discussed how true wealth creators in real estate investing do so by leveraging their assets as many times as you can to ensure long term growth.

To further emphasize the true potential of this strategy, let's take a look at the average sales price of single family homes in the Phoenix Metropolitan Area for the past five years directly from the MLS.



As you can see, in September 2012, the average sales price for a single family home was \$209,824. And by August 2017 it had gone up to \$319,316. In order to simplify things, let's just say you purchased a house at full market value back in 2012 for \$210,000. And today that house is worth \$319,000

That's an increase in value of \$109,000 over that 5 year period, which gives you an average annual increase in value of \$21,800.

Let's also assume that instead of paying all cash for that property, you put down 20%, or \$42,000, and financed the remaining 80% (\$168k) at a rate of 4.5 to 5%. And of course, you have tenants paying down your mortgage.

Over that time, you would be seeing an annual rate of return on your investment of 51.9% instead of 10.38% had you

paid all cash for that same property. And once again, by leveraging your cash, instead of purchasing just one property, you could have purchased 5, all producing approximately the same annual return on your actual investment.

I hope you're beginning to see the potential of this straight forward approach to leveraging your way to becoming wealthy in real estate the smart way.

On a final note, don't forget that the Equity Finders Smart Map Technology actually *helps you to locate properties that are being sold under market value*. **So, these figures are actually conservative estimates.**

**Smart Map is provided as a free service to our clients.** Be sure to visit [www.TheEquityFinders.com](http://www.TheEquityFinders.com) for complete details.



# AZREIA Advantage: Title Expert

## Myths and Facts and Our Role in a Transaction



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by  
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**MYTH:** Title problems hardly ever happen

**FACT:** ONE out of every THREE title searches reveals a problem with the title.

Homebuyer may often wonder why they need Owner's Title Insurance. As they rarely hear about claims, they assume it is an unnecessary expense. The fact is, though, that 36 % of title searches reveal issues that are difficult, and sometimes costly to repair. Although these defective issues may result from past events such as divorce, tax liens, mortgage liens, mechanical liens or judgements, they could cost the new buyers money – or worse, affect their right to property ownership.

Unlike other types of insurance, which provide financial coverage in a future disaster, title insurance emphasizes loss prevention by finding and resolving title issues to avoid closing delays.

An Owner's Title Policy will ensure that:

- Potential problems are identified before the property changes hand
- Problems are remedied that could keep the new owner from having clear title.
- Unforeseen problems, not found during the search, are covered after closing.

**MYTH:** Title Insurance costs too much

**FACT:** A one-time fee is all an homeowner needs to pay in order to protect them, and for as long as they own their home

As Owner's Title Insurance Policy costs relatively little, yet it provides your client with security they can't get anywhere else. It assures homeowners that, should a title problem arise after they purchase their

home, Chicago Title will stand behind them, both monetarily and with legal defense. This protection lasts for as long as the homeowners or their heirs own the property. There are no additional or hidden fees, no termination date and no time limitation on filing claims.

Someone somewhere is buying or selling a home every day. Behind the scenes are people like us – detail-minded professionals who conduct in-depth searches to find and remedy any problems for the seller, buyer or lender. We look for the problems and make every effort to resolve them so the deal can close and the buyer can move in with peace of mind.

### Our Role in a Real Estate Transaction

The role of the title company is to search for and examine public records – investigate all information surrounding title to the property. The facts that are uncovered during the initial search will determine:

- A. That the seller is, in fact, the legal owner of the property which also protects against fraudulent deeds.

- B. That the "estate" or degree of ownership being sold is currently and accurately vested with the seller.
- C. The presence of any unsatisfied liens which must be satisfied before "clear title" can be conveyed.
- D. Existing restrictions, easements, right of way or other rights granted to others who are not owners which may limit the right of ownership.
- E. The status of property taxes and other public or private assessments.

These facts will be presented in a preliminary title report. This report is issued to the purchaser before the close of escrow. The title company is involved in the real estate sales transaction almost from the initial purchase agreement to well past the close of escrow. We work closely with all parties to ensure a smooth transaction.

As the largest Title Company in the nation, Chicago Title is committed to your success and has the resources to help! Please don't hesitate to contact us with any questions you have.



### Ask Chicago Title About...

Chicago Title's Investor Division handles Assignments, Agreements for Sale, Double Closings, Wraps, Subject To & Seller Carryback Transactions. In addition to these special types of transactions, we also close "normal" residential/commercial files every day.

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- Custom Marketing w/Professional Design/Print Partner

Don't forget to ask us  
about our Special Investor  
Rates on Title Insurance!



CHICAGO TITLE AGENCY

**Jill Bright | AVP/Sr Sales Executive | Cell: (602) 525-0790 and BrightJ@ctt.com**



# AZREIA Advantage: Legal Expert

## Fix Your Property



**Mark B. Zinman,  
Attorney**

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& Parham P.C.

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by  
**Mark Zinman**

Approximately every two years, WZP Legal and AZREIA have put together a presentation on fair housing and premises liability. We believe that these issues are incredibly important, but often overlooked, issues for members. A recent case out of Oregon highlights that point.

Before delving into the facts in this case, I will acknowledge that there are differences in the laws and the courts in Oregon and Arizona.

However, the duty to maintain the property is generally the same – a landlord has an obligation to repair defects in a property as they become known or to take adequate steps to notify the tenants when repairs are not possible. In other words, a landlord is not liable for everything on their property; however, when a landlord is put on notice of a problem, they need to take affirmative actions to fix the problem and may be liable if they fail to do so.

In Oregon, a tenant was recently awarded twenty million dollars for falling waist-deep into a second-story walkway. I must repeat this – the tenant was awarded \$20,000,00.00 for falling partially through a sidewalk. The tenant did not fall to the first floor and did not die, though he did sustain severe injuries including a torn meniscus in his knee which required on-going therapy. I would suspect that the damages award was not just based upon his injuries, but as a message to the landlord about maintaining the property.

In this case, it was alleged that the landlord knew that there was a problem with rotting wood and would regularly tell maintenance to paint over such problems to hide them. The tenant claimed that this attempt at hiding the defect and deferring maintenance had

been on-going for over ten years, and that the estimated cost of repairs were between \$750,000.00 to \$1,000,000.00. The landlord tried to defend on the basis that this was a case of an unfortunate incident, not a pattern of ignoring problems. Unfortunately for the landlord, they had emails from their maintenance about the issue and four former employees testified in support of the tenant.

While this is an extreme case, this just goes to show you what can happen if you do not fix problems in your rental property. We at WZP Legal regularly get asked, “well, what can happen if...?” This story gives you a glimpse into a worst-case scenario. The simple rule – if you know of a problem in your property, it is your job to get it properly fixed or face the consequences.



### **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

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**Dawn Kirkpatrick,**  
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# AZREIA Advantage: Lending Expert

## How to Take Title



**Andrew Augustyniak**  
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by  
**Andrew Augustyniak**

In traditional lending, we are presented daily with many different income sources. Whether you are a Realtor servicing a potential client, an investor trying to buy rental properties, or even a flipper wanting renovation loan options, it is important to know how your income will effect qualifying for financing. The following shows the 4 main types of income sources and how they are viewed when qualifying for a mortgage.

### Salary/Hourly

This is often referred to as a W-2 income within the mortgage industry. This income is the typically the easiest to use. The lender verifies it by requiring paystubs, tax returns, and a verification of employment.

### Self-Employed

This income source typically comes with a 1099 for your taxes. It is much more difficult to use this income. It is essential to have a two-year history of self-employed income from the same industry and/or company.

You also will need tax returns, two years of 1099s, and a current YTD balance sheet and P&L if utilizing FHA financing.

### Tip Income

This is very common in the service industry. Tip income is usable if there is proper documentation. As with self-employed income, you need two years history to be able to utilize it. You also need to have paystubs that reflect earnings from the previous two years, a current paystub that reflects YTD earnings, W-2s from employer, and a verification from your employer that breaks down your tip income.

### Seasonal

A seasonal job would consist of working in a department store during the holiday season or umping baseball games in the summer. In order to utilize income

received from these positions, you must have two years history in the same type of job. You also must be able to reasonably assure the bank that the income is expected to continue.

There are numerous different income types out there. Speak with me if you have any questions regarding the requirements to utilize this income.

### QUICK TIPS:

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

Let me know if you have any questions and have a great rest of your month.



## Home Loans Made Simple®



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# AZREIA Advantage: Insurance Resource

## Save Money on Your Insurance... GUARANTEED!



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Insurance Agent**

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by  
**Clark Sanchez**

The headline above always gets investor landlords interested. As I have said many times when speaking to AZREIA members or other investor groups, the answer is very simple: Raise Your Insurance Deductible!

Financial and tax planners will frequently recommend higher insurance deductibles as a way to cut investor overhead, but the suggestion is not as simplistic as it might seem. Most people understand that the higher the deductible, the lower the insurance cost. But there are other things to consider.

Your CPA or tax preparer will confirm for you that certain "un-insured losses" can be taken as a deduction on your Federal tax return. When you have an insurance claim, the policy deductible is one of those "un-insured losses." Every investor needs to know that there is a big difference between "un-insured losses" on the insurance policy for their personal residence or vacation home, versus "un-insured losses" on an investment rental property. For a property that is not an income producer such as your personal residence or a vacation home, "un-insured losses" (the policy deductible) must exceed 10% of your Adjusted Gross Income (AGI) in order to qualify as a Federal tax deduction. Even with a lower adjusted gross income of \$50,000 (for example), that

means that only your deductible costs above \$50,000 could be taken as a tax deduction. In truth, very few people will qualify for this deduction.

For investor owned rental property, the rules are very different. There is no 10% rule. Your tax advisor will confirm for you that all of your deductible expenses can be deducted on your Federal return for income property. This means that if you have an insurance claim, and you have a \$2,000 deductible, and you are in the 35% tax bracket, your true cost for that \$2,000 deductible is only \$1,300.

But wait, there's more! There are even more reasons why knowledgeable investors are trending toward higher deductibles. One reason is that higher deductibles have been shown to reduce the tendency to file smaller, 'nuisance claims' that are actually best handled by the owner. The insurance industry says, "Let the owner take care of the 'aggravation' and let your insurance policy take care of the 'devastation.'" In the long run, this process can help the investor keep 'claims free' discounts and steer clear of neg-

ative underwriting actions such as a required high deductible or even policy non-renewal in cases involving excessive claims.

The average Arizona rental property deductible is estimated at about \$2,500, and most owners have about one insurance claim every 16 years. There is a definite trend toward higher deductibles. There is also a trend toward deductibles that are expressed as a percentage of the amount of insurance on the building. For example, if a house is insured for \$275,000 and has a 1% deductible, the deductible is \$2,750. Since most insurance companies have some type of inflation increase built into their policies, the percent deductible automatically keeps pace with inflation.

\*\*\*\*\*

CLARK SANCHEZ has been an Arizona insurance agent for over 38 years and has been a Vendor-Affiliate with AZREIA for over 13 years. You can contact Clark if you have any insurance related questions at clark@clarksanchez.com or (602) 803-2179.



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A-G



# Monthly Meetings

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**AZREIA Phoenix Meeting**  
Monday, July 9  
On-line

**AZREIA Prescott Meeting**  
Monday, July 9  
On-line

**AZREIA Tucson Meeting**  
Monday, July 9  
On-line

**Phoenix Real Estate Club**  
Monday, July 9  
On-line

Just because it's July and it's hot and many people have left Arizona to escape doesn't mean we aren't going to have a meeting and exchange of valuable information. It means we are just going to do it differently. By differently, we mean virtually! While this month's meeting is on-line it will be full of information and networking options, too! We are combining, in this virtual meeting, the best components of AZREIA meetings from both Phoenix and Tucson and the Phoenix Real Estate Club. Read on to see what great content you will be receiving, how to participate in the networking activity and how to register for the meeting. **EVERYONE WILL NEED TO REGISTER TO RECEIVE THE LINK TO JOIN THE MEETING!!!**

## Networking – *Have and Wants!*

This is a staple of AZREIA Tucson and the Phoenix Real Estate Club and we will provide it virtually this month. 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. 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.

Time constraints and the ability to deliver concise information requires that we limit the *Haves & Wants* to providing a complete list of all submitted *Haves & Wants* to all attendees on the call. We will do this through an email.

So, submit everything. To accomplish this you need to pre-submit your *Haves & Wants*. Just send an email to [MemberServices@AZREIA.org](mailto:MemberServices@AZREIA.org) with **Haves & Wants in the subject line**. Include your name, phone number and a brief description of the *Have* or *Want* or both. Deadline for submissions is Thursday, July 5th at 5:00PM – No exceptions!

## Market Update & Market News *with Alan Langston*

The complete Market Update and Market News will be delivered just as it is every month. It is the main feature of this month's meeting and will comprise the majority of the meeting time. You will see all the trends and current events information. We will be adding additional charts with national data and some different categories, too. If you normally attend the Tucson meeting, you will be exposed to very different content including Market News. You will hear Alan Langston's analysis of what it all means to you as a real estate investor. It will be the exactly the same as if you are in the Celebrity Theatre. This is must know information for the serious real estate investor and we are making sure you get it timely.

## Tucson Main Meeting

Please participate in the July 9th on-line meeting. It includes Tucson *Haves & Wants* and many of the Market Update and Market News charts and analysis applicable to AZREIA Tucson members.

## Phoenix Real Estate Club – *the Best Real Estate Investing Networking Anywhere!*

Please participate in the July 9th on-line meeting. It includes *Haves & Wants* and the Market Update.

## Prescott Main Meeting

Please participate in the July 9th on-line meeting. It includes Prescott *Haves & Wants* and many of the Market Update and Market News charts and analysis applicable to AZREIA Prescott members.

**MEETING BEGINS PROMPTLY  
at 6:00PM on MONDAY, JULY 9th**

### How to Register:

Please go to **[www.AZREIA.org](http://www.AZREIA.org)** for simple instructions.

If you are on our email list, you will be receiving information in your inbox.





# AZREIA Calendar of Events

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

| AUGUST<br>MONTHLY MEETINGS   | SUBGROUPS   |  |
|--|---|--|
| <ul style="list-style-type: none"> <li>• <b>AZREIA – Prescott</b><br/><i>Tuesday, August 7</i></li> <li>• <b>AZREIA – Phoenix</b><br/><i>Monday, August 13</i></li> <li>• <b>AZREIA – Tucson</b><br/><i>Tuesday, August 14</i></li> <li>• <b>Phoenix Real Estate Club</b><br/><i>Tuesday, August 28</i></li> </ul> | Subgroups are an important benefit of <b>AZREIA PLUS</b> membership. Join like-minded investors, share ideas, network, and learn in a relaxed and comfortable setting. <i>Please note that subgroups slow down during the summer months, so confirm before you go.</i>  |  |
| <b>AZREIA'S<br/>JULY<br/>MEETINGS<br/>ARE<br/>VIRTUAL!</b>   | Just because it is July, it's hot, and many people have left Arizona to enjoy vacations, doesn't mean we aren't going to have a meeting and exchange of valuable information. It just means we are just going to do it differently... and by that we mean virtually! While this month's meeting is online, it will be full of information and networking options, too.<br><br><b>Monday, July 9, 2018 6:00pm – 7:00pm</b><br>Register online at <a href="http://www.azreia.org">www.azreia.org</a> for Webinar Instructions | <ul style="list-style-type: none"> <li>• <b>Income Property Owners</b><br/><i>No meeting in July or August</i></li> <li>• <b>Burley</b><br/><i>Tuesday, August 14</i></li> <li>• <b>Beginners - We're Back!</b><br/><i>Thursday, August 16</i></li> <li>• <b>Notes</b><br/><i>Thursday, July 19</i></li> <li>• <b>Fix &amp; Flip – No meeting in July</b><br/><i>Wednesday, August 29</i></li> </ul> |
| <b>INFORMATION &amp; REGISTRATION ONLINE AT <a href="http://WWW.AZREIA.ORG">WWW.AZREIA.ORG</a></b>   |   |  |

## LEGALLY SPEAKING

**Q:** I bought a property at a trustee's sale. The occupant claims that he is in bankruptcy, but the trustee says that they were allowed to conduct the sale. What does this mean for me?

**A:** This type of situation is common and usually requires you to start doing some research. If a person is in bankruptcy, no person can sue them or take action against them until they get a "lift stay order" from the bankruptcy court. Therefore, if a person is losing their house to foreclosure, they often file bankruptcy to delay the sale. The bank then pursues a lift stay order allowing them to conduct the sale unless certain payments are made. In this case, it sounds like the bank likely did obtain

a lift stay order and therefore the sale is valid. You need to check the bankruptcy court records to confirm this. The discussion doesn't stop there though. Just because the bank was allowed to complete the foreclosure sale, doesn't mean you can automatically pursue the eviction. If the occupant is still in bankruptcy, and you weren't covered by the bank's lift stay motion, you likely have to go to the bankruptcy court to get a lift stay order allowing you to do an eviction. You can't just file the eviction like normal because the occupant is in bankruptcy.

**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.*



# Property Listings

Complete listings online:  
www.azreia.org

| Single Family Detached | Address                 | City            | Price     | Beds / Baths | Contact            | Telephone    |
|------------------------|-------------------------|-----------------|-----------|--------------|--------------------|--------------|
| Wholesale / FSBO       | 8035 S. 38th Way        | Phoenix         | \$650,000 | 3 / 4        | Christopher Matsey | 602-999-7551 |
| Wholesale/Owner/Agent  | 7734 N. 3rd Ave         | Phoenix         | \$525,000 | 4 / 3        | Jose Jimenez       | 480-704-4200 |
| Wholesale/Owner/Agent  | 24028 N. 72nd Place     | Scottsdale      | \$500,000 | 4 / 3        | Joanne Parkinson   | 480-689-8223 |
| Wholesale/Owner/Agent  | 28407 N. 63rd St        | Cave Creek      | \$499,000 | 4 / 3        | Stuart Gethner     | 480-443-4500 |
| Wholesale / Realtor    | 4736 N. 33rd St         | Phoenix         | \$490,000 | 3 / 2        | Michael Garren     | 480-284-3069 |
| Wholesale/Owner/Agent  | 8041 S. 15th Ave        | Phoenix         | \$475,000 | 4 / 3        | Michael Innes      | 480-734-4789 |
| Retail / Owner / Agent | 15828 N. 56th Way       | Scottsdale      | \$465,000 | 4 / 3        | Ravinder Shandil   | 480-406-3739 |
| Wholesale / Realtor    | 7445 E. Weaver Way      | Prescott Valley | \$420,000 | 4 / 3        | Kevin Haught       | 623-826-5361 |
| Wholesale/Owner/Agent  | 2023 W. Windsor Avenue  | Phoenix         | \$399,900 | 3 / 3        | Thomas Lee         | 602-428-9049 |
| Wholesale/Realtor      | 8108 E. Buena Terra Way | Scottsdale      | \$399,000 | 2 / 3        | Michael Garren     | 480-284-3069 |
| Wholesale / Realtor    | 306 E. Havard Ave       | Gilbert         | \$370,000 | 6 / 3        | Maria Hass         | 480-650-0075 |
| Wholesale/Owner/Agent  | 6870 E. Kathleen        | Scottsdale      | \$345,000 | 3 / 2        | Stuart Gethner     | 480-443-4500 |
| Wholesale/Owner/Agent  | 337 E. Elm St           | Phoenix         | \$339,900 | 3 / 2        | Thomas Lee         | 602-428-9049 |
| Retail / Realtor       | 1141 W. Oriole Way      | Chandler        | \$335,000 | 4 / 3        | James Stamps       | 480-665-1940 |
| Wholesale/Realtor      | 2834 E. Earll Dr        | Phoenix         | \$325,000 | 2 / 3        | Michael Garren     | 480-284-3069 |
| Wholesale/Realtor      | 528 W. Georgia Ave      | Phoenix         | \$320,000 | 3 / 2        | Luke Basler        | 480-798-9522 |
| Wholesale / Realtor    | 523 W. Marlette Ave     | Phoenix         | \$315,000 | 3 / 2        | Michael Garren     | 480-284-3069 |
| Wholesale/Owner/Agent  | 2901 N. 84th Pl         | Scottsdale      | \$315,000 | 4 / 2        | Felix Corral       | 480-331-1786 |
| Wholesale / Realtor    | 7014 N. 11th Way        | Phoenix         | \$300,000 | 4 / 3        | Luke Basler        | 480-798-9522 |
| Wholesale / FSBO       | 11635 N. 36th St        | Phoenix         | \$299,000 | 2 / 3        | Ali Alhamdi        | 602-800-2865 |
| Wholesale / Realtor    | 22624 N. Vega Drive     | Sun City West   | \$289,900 | 2 / 1        | Bill Ianuzzi       | 480-787-9988 |
| Wholesale / Realtor    | 541 Belmont Ave         | Phoenix         | \$285,000 | 2 / 2        | Luke Basler        | 480-798-9522 |
| Wholesale / Realtor    | 4131 N. 18th Pl         | Phoenix         | \$269,000 | 3 / 2        | Luke Basler        | 480-798-9522 |
| Wholesale / FSBO       | 3146 N. 6th Ave         | Phoenix         | \$255,000 | 3 / 2        | Dirk Gesink        | 602-799-3385 |
| Wholesale / Realtor    | 930 W. Lynwood St       | Phoenix         | \$250,000 | 3 / 1        | Anette Brown       | 602-448-7377 |
| Wholesale / FSBO       | 347 Ancora Dr S         | Litchfield Park | \$250,000 | 2 / 3        | Andrew Ament       | 480-540-5151 |
| Wholesale/Owner/Agent  | 2327 E. Mitchell Dr     | Phoenix         | \$249,000 | 3 / 2        | Luke Basler        | 480-798-9522 |
| Wholesale / Realtor    | 569 N. Aspen Dr         | Chandler        | \$230,000 | 3 / 3        | Jeanne Collins     | 480-650-1771 |
| Wholesale/Owner/Agent  | 1319 E. Orangewood Ave  | Phoenix         | \$220,000 | 3 / 2        | Larry Bettles      | 602-397-5041 |
| Wholesale/Owner/Agent  | 11036 E. Diamond Ave    | Mesa            | \$215,000 | 4 / 2        | Thomas Lee         | 602-428-9049 |
| Wholesale / Realtor    | 4529 E. Wildwood Dr     | Phoenix         | \$212,000 | 3 / 2        | Michael Garren     | 480-284-3069 |
| Wholesale / Realtor    | 1333 W. Heatherbrae Dr  | Phoenix         | \$210,000 | 3 / 2        | Luke Basler        | 480-798-9522 |
| Wholesale/Owner/Agent  | 2904 S. 98th St         | Mesa            | \$210,000 | 3 / 2        | John Evans         | 480-390-7502 |
| Wholesale / Realtor    | 1330 E. Roosevelt St    | Phoenix         | \$205,000 | 3 / 2        | Tina Christensen   | 928-514-8121 |
| Wholesale / FSBO       | 1028 E. El Camino Dr    | Phoenix         | \$205,000 | 3 / 2        | Recia Davis        | 602-358-6370 |
| Wholesale / Realtor    | 1201 W. Indianola Ave   | Phoenix         | \$202,000 | 3 / 1        | Luke Basler        | 480-798-9522 |
| Wholesale/Owner/Agent  | 2308 E. Catalina Ave    | Mesa            | \$200,000 | 3 / 2        | Felix Corral       | 480-331-1786 |
| Wholesale/Owner/Agent  | 5720 W. Frier Dr        | Glendale        | \$193,000 | 3 / 2        | Ivo Draginov       | 602-622-0397 |
| Retail / Realtor       | 6322 E. Eli Dr          | Tucson          | \$189,900 | 3 / 2        | David Mahaffey     | 520-909-1286 |
| Wholesale/Owner/Agent  | 100 W. Geronimo St      | Chandler        | \$150,000 | 3 / 1        | Randy Rutledge     | 623-465-5694 |
| Wholesale/Owner/Agent  | 1802 N. 74th Ave        | Phoenix         | \$147,500 | 4 / 2        | Stuart Gethner     | 480-443-4500 |
| Wholesale/Owner/Agent  | 5640 E. University Dr   | Mesa            | \$146,000 | 2 / 3        | Ivo Draginov       | 602-622-0397 |
| Wholesale/Owner/Agent  | 642 W. Teton St         | Tucson          | \$100,000 | 3 / 2        | Brad LaSalle       | 520-977-8010 |
| Wholesale/Owner/Agent  | 622 S. 4th St           | Avondale        | \$84,700  | 2 / 1        | Thomas Lee         | 602-428-9049 |
| Wholesale/Owner/Agent  | 1131 E. 27th Street     | Tucson          | \$84,110  | 2 / 1        | Larry Ray          | 520-885-3017 |
| Wholesale / FSBO       | 931 Plaza Topaz         | Sierra Vista    | \$80,000  | 3 / 2        | James Christian    | 520-820-7094 |
| Wholesale/Owner/Agent  | 858 W. Montana St       | Tucson          | \$74,000  | 4 / 2        | Jeremy Arredondo   | 602-500-6069 |

## Land

|           |                       |         |           |         |                |              |
|-----------|-----------------------|---------|-----------|---------|----------------|--------------|
| Wholesale | 1530 W. Shangri La Rd | Phoenix | \$117,500 | .7 acre | Stuart Gethner | 480-443-4500 |
| Wholesale | 1205 E. Cholla St     | Phoenix | \$87,500  | .2 acre | Holly Wenzel   | 602-621-0802 |
| Retail    | 8531 N. 192nd Ave     | Waddell | \$82,000  | 0       | Rich Temen     | 480-861-6774 |

## Mobile Home without/Land

|                  |                              |      |          |       |             |              |
|------------------|------------------------------|------|----------|-------|-------------|--------------|
| Wholesale / FSBO | 7750 E. Broadway Rd Unit 389 | Mesa | \$59,900 | 1 / 1 | Recia Davis | 602-358-6370 |
|------------------|------------------------------|------|----------|-------|-------------|--------------|

## Condo / Townhouse

|                       |                          |            |           |       |             |              |
|-----------------------|--------------------------|------------|-----------|-------|-------------|--------------|
| Retail / Realtor      | 8106 E. Via Del Desierto | Scottsdale | \$539,900 | 3 / 2 | Luke Basler | 480-798-9522 |
| Wholesale/Owner/Agent | 8001 E. Camelback Rd #31 | Scottsdale | \$459,900 | 2 / 3 | Thomas Lee  | 602-428-9049 |
| Wholesale/FSBO        | 1051 S. Dobson Rd #155   | Mesa       | \$117,500 | 2 / 1 | Recia Davis | 602-358-6370 |
| Wholesale/Realtor     | 7550 N. 12th St #241     | Phoenix    | \$82,000  | 1 / 1 | Dan Olson   | 623-570-4464 |

## Multi-Housing

|           |                |         |           |          |                |              |
|-----------|----------------|---------|-----------|----------|----------------|--------------|
| Wholesale | 1721 S. 4th St | Phoenix | \$350,000 | 12 Units | Daryl Crabtree | 602-486-2648 |
|-----------|----------------|---------|-----------|----------|----------------|--------------|

**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.**

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

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[www.azreia.org](http://www.azreia.org)

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## AZREIA Monthly Meetings at a Glance

AZREIA's July meetings for Phoenix, Tucson, Prescott Chapters and the Phoenix Real Estate Club are being delivered virtually on July 9th.

### **Networking – *Haves and Wants!***

This is a staple of AZREIA Tucson and the Phoenix Real Estate Club and we will provide it virtually this month. Be sure to submit all your Haves & Want in advance. Details inside.

### **Market Update & Market News with *Alan Langston***

The complete Market Update will be delivered just as it is every month. It is the main feature of this month's meeting and will comprise the majority of the meeting time. You will see all the trends and current events information. You will hear analysis of what it all means to you as a real estate investor.