

The AZREIA Advantage

Arizona Real Estate Investors Association Newsletter

“AZ Real as it Gets”

JUNE 2018

Cyber-Crime & Real Estate

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We hear about cyber-crime almost every day it seems, over the past couple of years. We hear mostly about cyber-criminals hacking into your friend's Gmail or Yahoo (insert any public service provider name here). Seems innocent enough right? Your friends may send out an email to let you know their account was “hacked” or maybe you are one of those friends that will let them know that they may want to check their account because you received a bunch of annoying emails from them. But how innocent is it really? Did you know the cyber-criminal may have been targeting them specifically? The real estate industry has become a big red target for these cyber-criminals. Why the real estate industry you may ask? Here is why:

Realtors list a property on the MLS, that property is then “pushed” out to the World Wide Web via Zillow, Realtor.com, and the Realtor posts it on Facebook, and thousands of other sites linked to the MLS. The criminal can now see who the listing agent is for the sale and (9 out of 10 times) the email address for the listing agent. The criminals then go to work targeting that agent. Why? If they can get access to the Listing agent they can possibly gain access to the selling agent, Buyer, Seller and Escrow Officer. The cyber-criminals start by “phishing”. Once they get a “bite” from the Listing agent they can now become a part of the transaction.

“Why would a cyber-criminal care about a home being bought or sold?” you may ask. Real estate transactions not only have potential for the cyber-criminal to gain access to multiple parties bank accounts through further “phishing”

but they also have the potential to divert wire transfers. The cyber-criminal, once they gain access to your email account can obtain the email addresses and contact information of all of the parties that are in your inbox. Cyber-criminals are able to approximate the time from when the listing goes to “pending” to estimate when it may close. This tells them when wire transfers are likely to occur.

Once the cyber-criminal has access to the email account they can then set up virtually indistinguishable “spoofing” email accounts. This is where they send emails that appear to be from the agent or appear to be from the escrow officer, but are in reality emails from the cyber-criminal. They then have the ability to lure the Buyer (earnest money) and Seller (closing funds) to send a wire to the cyber-criminal's account instead of the Title and Escrow Company's account. The end result could mean thousands to hundreds

of thousands of dollars being diverted to overseas accounts where the funds disappear. It is almost impossible to retrieve the funds or stop after the first 24 hours. (How many deals do you write that are scheduled to close on a Friday?)

So how do you protect yourself and why could investors be a target?

**Phoenix Meeting – June 11th
New Laws, Scams & Fair Housing
Haves & Wants**

**Tucson Meeting – June 12th
Mayor Rothschild
Haves & Wants**

Protect yourself through education then pass the knowledge on to your Seller about the increase in wire fraud. Let your Seller know to never send wiring instructions via email. When you wire earnest money for your purchase ALWAYS call your escrow officer to verify the wiring instructions before sending the wire. Even if you wire to the same title company on a weekly basis. It is always best to be overly cautious and call to verify. Always make sure you use an escrow officer that is diligent about verifying wiring instructions over the phone with the Seller, prior to sending off their proceeds. Believe me, none of these practices make any of our lives easier. But in the long run the extra few minutes can save hours and days of trying to retrieve diverted funds.

If you receive an email from your escrow officer containing wiring instructions be sure to carefully look at the email address. The name may be correct, but is the extension correct? If you receive an email from me the extension will

Continued on page 7



Executive Director's Message

Summer's Here! No Time Off for You!

Remember the days when, as a real estate investor, things would just slow down during the summer? Well, not this summer. How do I know? Just look at the market.

Let's take rentals first. Hot, hot, hot does more than describe the temperature. It defines our rental market. Historically low vacancies combined with historically high rent rates. Many of you will have your leases expiring in the summer to take advantage of the traditionally highest rent rates coming in the June timeframe. Good for you. With the market the way it is, you should look at raising your rent rate. As I presented at May's AZREIA meeting, one recent survey showed 88% of property managers are increasing rents. We have seen our rent rates increasing steadily for the last several years. If you haven't raised your rent rate in a while, take your own local rent survey and see what your market is supporting. Also, consider smaller annual rent increases rather than a larger one every few years. It is easier for residents to financially adjust to smaller rises in their rent and it sets an expectation as to what will come. Better to limit the surprises.

Next, let's look at fix and flip. If you've been coming to the meetings, you are seeing exceptional sales volume and growing gross margins. Volume is up around 30% and gross margins support really good returns. Here is a look at the gross margins (data from Cromford Public) comparing single family and condos/TH by price range in March.

Price Range	Single Family	Condo/TH
\$100 - \$200K	\$49,000	\$32,000
\$200 - \$300K	\$70,000	\$61,000
\$300 - \$400K	\$85,000	\$89,000
\$400 - \$500K	\$124,000	\$118,000

As you can see, there is room for good net margins if you manage your rehab and control your expenses. Important to note is that the median price point for single family fix and flips is \$240,000 and has been growing since 2015. This rather rapid movement up the price scale is resulting in investors responding with more product in higher ranges and enjoying significantly higher gross margins. I am expecting the normal minor slide in price as we go into the fall, so be sure to calculate that into any flips you will have ready to resell at that time.

Our current market is also supplying excellent opportunity in seller financing transactions, infill, senior residential assisted living, industrial properties and much more.

Okay, let me save you the time sending me an email or calling me. Yes, I know, most of us invest in real estate to manage our time, work when we want or take all the time off we desire. So, many of you will take the summer off and let your investment continue to work for you or let someone else manage your investments. Great! For many successful investors with passive strategies you are living the dream.

This summer is one of continued opportunity in virtually every aspect of real estate investing. Whether you are active with fix and flips, self-managing your rentals, or enjoying a more passive strategy and the benefits it brings, I can't think of a better way to enjoy a long, hot summer – making money from your investments and generating wealth.

Smarter investing,
Alan Langston





AZREIA Advantage: Legal Expert

Bidders at Auction Found Liable for Violating Federal Law



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by
Mark Zinman

If you have ever been to a trustee's sale, you likely have seen a regular group of investors and bidding companies there. There are very few laws about the sales themselves, and all of the obligations are upon the trustee to conduct a bona-fide sale to a person or entity able to close the sale the next business day. Given the lack of rules, and the familiarity of seeing the same people every day, bidders may find themselves talking to others about what homes they want.

However, a new case has shown that going beyond talking about the homes, and actually plotting who will buy what homes, may violate federal law.

Several investors in Mississippi have been charged, and pleaded guilty, to conspiring to rig bids at public auctions for foreclosed homes. The U.S. Attorney's Office, in conjunction with the FBI, alleged that the investors were engaged in

violations of federal antitrust laws by "rigging" the auctions even though the acts were common knowledge. It was alleged that the investors would go to the trustee's sales and see the same people each time. They would then talk amongst themselves and decide who wanted a given house, and that person would then pay a nominal fee to the other investors to get them not to bid. The investors said that it was common knowledge that this was going on and even the banks that were selling the homes were aware of it. At the time, no one thought that they were doing anything wrong.

The U.S. Attorney's Office found that this practice violated federal law regarding rigging public auctions. Several of the defendants have already pleaded guilty. Though they admit

that they engaged in the behavior, they adamantly deny knowing it was wrong. Unfortunately, lack of knowledge of the law is not a defense to a criminal charge, and these people face significant sentences.

An important thing to take from this story is something we regularly say to our clients...just because you have done something for long time without a problem, doesn't mean it is legal. We regularly see this in the landlord-tenant context where landlords tell us that "for twenty years" they have posted their non-payment of rent notices and they have never had a problem. Just because you have done something in the past and gotten away with it, doesn't mean you will do so in the future.



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



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by
**Laura
Leatherdale**

Part 2 – Fix n Flip vs. Buy & Hold (cont'd)

In part one of this article series we discussed some of the pros and cons, along with some commonly overlooked variables and costly mistakes many newcomers make when it comes to fixing and flipping houses. In part 2, I want to discuss how those who create true wealth do so by leveraging their assets to ensure long term growth as opposed to trying to make a quick buck flipping houses.

Question? Do you know the rate of return you're getting right now from your real estate investments?

If not, that's ok. You're not alone. Most people have no idea. So what I'd like to do is illustrate the type of returns you could and should be getting by using some simple math.

Let's say you and I came across 2 identical houses. They sit right next door to each other. They are both priced at \$200,000. And we're each going to buy one and rent them out.

I decide to pay all cash (\$200k) for mine. But you put 20% down (\$40k) and take out a conventional mortgage for the remaining \$160k at 4.5 to 5% interest. We're now both collecting monthly rents. I have no loan. And you have a loan for \$160,000.

So who has more positive cash flow?

Well, I have \$200k negative cash flow from day one, which no amount of rent will ever recover very quickly, which brings me to my first point that **positive cash flow can be a HUGE misnomer.**

Granted, this isn't likely to happen, but to

keep the math simple, let's just say both properties go up in value by 10% or \$20k, in the first year. **What is the rate of return in year one for each of us?**

By dividing the return of \$20k by the amount invested, we can see that I would generate a 10% return on my investment. **BUT you would generate 5 times that** for a 50% return because you only paid \$40,000 for the property and you have a tenant paying off the other 80%.

So who really has the higher rate of return? Obviously, you do!

The 3rd and final point I'd like to make is that both houses will double in value over a period of time. It may take 10 or 15 years or more. But I'm sure we both agree that at some point, both will double in value. At which point, both houses will be worth \$400,000.

And I will have made \$200k. BUT you could, and probably would, have bought 5 houses by

leveraging that same \$200k, which would produce a combined value of \$1 Million or more.

So, the **BIG TAKEAWAY** is that you want to take the money you have and leverage it as many times as you can.

In part 3 of this article series, we'll be using data directly from the Multiple Listing Service to emphasize the true potential of this strategy. We will also further demonstrate that if you're not making at least a 40% to 60% Annual Return on your real estate investment, you're probably doing something wrong!

In the meantime, whether you are a fix and flipper or a buy and hold investor, there is no better way to locate and research profitable real estate deals than our *Smart Map Comping System*. **Smart Map is provided as a free service to our clients.** Be sure to visit www.TheEquityFinders.com for complete details.



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by
J.P. Dabdab

The world is flat. Well, not technically, but some real estate investors have begun to diversify internationally into emerging markets which may offer increased investment returns for their IRAs. Our office has experienced an increase in real estate transactions involving Latin American countries such as Mexico, Costa Rica, Guatemala, Panama, Dominican Republic and Brazil.

Underdeveloped countries can offer tremendous wealth building opportunities for real estate investors, but as with any investment, you have to educate yourself about the potential pitfalls so that you don't expose yourself to unnecessary investment risk.

If you are planning to purchase property in the global markets using retirement plan assets, certain precautions should be observed. I have outlined a few areas for your consideration below.

The Venue – Country Specific Risk

Be completely familiar with the local rules and laws governing the purchase and disposition of real estate. Some country's jurisdictions will not permit other nationals to purchase certain property. Deed restrictions are common. Be aware of how title is taken and make certain that your security interest is properly protected.

Real Estate Purchase Contracts

Carefully read any contracts to purchase property. The contract needs to be in the name of your IRA or retirement plan, not your individual name. It is highly suggested that you hire a local professional to ensure that what you think you are buying is what you actually end up with. Be certain that the tax burdens of the previous owner are

not shifted to you as part of the sales agreement. Many of our clients choose to structure their IRA using "check book control" strategy via an IRA LLC to simplify the transactional hurdles commonly experienced by investing internationally with retirement funds.

The Deed

Make sure that your IRA/Retirement Plan will be obtaining a deed. If you are lending money to a foreign entity with your IRA, and no deed is obtained, be aware that it will be considered an unsecured loan.

Income Expenses and Taxes

Your IRA and retirement plan tax deferrals do not operate outside the United States. Income may be taxed, and your IRA is responsible for paying those taxes. If you choose to pay such taxes directly, from monies outside of your IRA, such payment will constitute an automatic excess contribution and perhaps prohibited transactions, subject to penalties.

Sale

Income from sales may be taxed advantaged in certain jurisdictions if the proceeds are re-invested in another property under specific conditions. However, in other occasions the tax on income may be very high. It is important to know local tax laws and rules regarding income from sale of real property. Consulting local professionals will provide you with invaluable time and money savings.

Remember, your retirement plan assets are not limited to investment opportunities within the United States only. Global diversification can have a profitable impact in your real estate portfolio, however, use local professionals to assist you with your transaction and most importantly, educate yourself about the local tax and property laws before implementing a transaction.

For more information about Real Estate IRAs, please visit
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- Silver Team Award - 2012
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- Scottsdale Association of Realtors Top Producer - 2012
- Top 1% of Agents in MLS - 1st Half 2013

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Rental Arbitrage & Airbnb Superhost

(Editor's note: At May's AZREIA meeting we promoted we would cover Rental Arbitrage and Airbnb Superhost during the interview with Mike Del Prete. We ran out of time, but we want to be sure you have the information. Mike happily answered our questions in written form below. His contact information is included should you want to reach him.)

When I tell people about my Airbnb business, they automatically assume I bought the properties. I started with my first unit in downtown Phoenix and then added three more units by the ASU campus in Tempe. I liked the fact that I didn't have to own any real estate, just control it. And if the AC goes out or any major repairs are needed I don't have to fix it. It reminded me of my roots as a wholesaler - little to no risk. It's also another way for me to produce income for my business. Even though rental arbitrage has a real estate aspect to it, what I quickly learned is that you are now in the hospitality business. You're running a hotel. The level of customer service surpasses any rental property.

So, what is rental arbitrage? It's when you sign long-term leases on properties for the sole purpose of re-renting them on a short-term basis. In the financial world, they call this an

arbitrage opportunity – taking advantage of differing prices for the same commodity. By holding the apartment for at least a year, I assume the landlord's risk of vacancy and the possibility of a declining rental market. In return for taking on that risk, I can charge a higher daily rate for the place. If there's a significant difference between the monthly rent and the daily rate that can be charged, you've found yourself an investment opportunity. These sorts of opportunities can now be fully realized due to the creation of the Airbnb marketplace.

Airbnb has created a reservations process that eliminates most administrative and marketing headaches. This streamlining of the 'sub-leasing' process has brought operational costs down and profit can be realized.

What is an Airbnb Superhost? Superhosts are experienced hosts who provide a shining example for other hosts and extraordinary experiences for their guests. Once a host reaches Superhost status, a badge will automatically appear on their listing and profile to help you identify them. Of the four million Airbnb hosts out in the world, one-tenth are considered "Superhosts" - rated among the site's best.

Superhosts must host at least 10 trips a year, maintain at least a 90 percent response rate, receive five-star reviews 80 percent of the time, and not cancel their reservations. If anyone hosting guests on Airbnb meets these qualifications, Airbnb automatically grants them the title. Airbnb checks Superhosts' activity four times a year to ensure they're keeping up with these requirements.

Is being a Superhost important? I think so because guests trust superhosts. They've proven their solid communication and troubleshooting skills, they never cancel on their guests and the unit is always in great condition. This creates more bookings and earning more money. Guests are known to choose a Superhost over other hosts just for the confidence that their stay will go just the way they want it to go.

If you have thought about getting involved in the short-term rental business and have a few questions. I would be happy to answer them for you. You can email me at [Hello@Wehearhouses.com](mailto>Hello@Wehearhouses.com) or book a phone appointment online at: <https://meetme.so/CallMichael>

by Mike Del Prete



Cyber Crime and Real Estate

continued from page 1

always be @CTT.com. Is the time the email was sent plausible? Not many escrow officers work at 2:00 am or send out wiring instructions at 2:00 am. If I'm in my office at 2:00 am sending you wiring instructions I'm going to follow up with a phone call the next morning to let you know why. (I had insomnia and came into the office so the email is legitimate, or I was so stressed about not sending out your wiring instructions that I came in at 2:00 am just to send them out). Always call to verify the wiring instructions before sending the wire. Use a trusted known number to call and verify. My direct line has always been and always will be 480-675-4984. If I ever ask you to call me at a different number via an email it's NOT ME asking.

Do you ever use public Wi-Fi? We've all been told not to check our bank accounts while on public Wi-Fi. But has anyone ever advised you not to check your email on public Wi-Fi? (That's just crazy! Right? Or is it?) That new purchase contract that you just received or that new assignment agreement that you just received could be a target for cyber-criminals. There are apps available on the market (I don't suggest

anyone use them) that make it possible to view anyone's screen that is connected to the same public Wi-Fi. This allows the cyber-criminal to see the email address of the Seller or Assignor that you received the document from. Sellers have the potential to receive wires. Assignors have a smaller potential of receiving a wire for their assignment fee, but the potential is still there. Not only do they have email address, but now they can also see the exact close of escrow date for the transaction. Protect yourself and your deal by using a VPN (Virtual Private Network) when in public places. Turn off automatic Wi-Fi connectivity on your phone. Monitor your Bluetooth connection in public places. Clean out your inbox or move emails to a folder on your desktop.

Do you post your deals on public sites? (Craig's list, Facebook, etc.) Do you blast out your properties via email to all of your potential investor buyers? If so you could become a target. Consider setting up a two-factor authentication for e-mail accounts (most public service providers have this option available). Use complex passwords and consider using a password manager so all of your passwords are different.

Be wary of free Wi-Fi. Be careful what is posted to social media and websites as someone may be watching.

Most of all choose a Title and Escrow company that protects you with more than just Title Insurance. Choose one that has policies and practices in place to ensure your funds are safe. At Chicago Title we undergo ongoing training and incorporate policies & procedures along with having other resources available to help us provide a safe transaction for our clients.

If your group of investors or Realtors would like a class or more information on how to protect themselves and their clients in the cyber-criminal age I would be happy to teach them. Not only have I been through training for cyber-crimes but I have been trained in teaching and presenting cyber-crime classes.

Happy Investing!

Amy Frink
AVP/ Branch Manager
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AZREIA Advantage: Lending Expert

How to Take Title



by
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It is getting hot and so is the market! This month's lending tip discusses an extremely common question we receive from borrowers, how to take title. While we typically defer to the title company, it is valuable to know what the various ways are, as it has an effect on how you write the purchase contact.

Sole Ownership:

- Sole ownership may be described as ownership by an individual. Examples of common vesting in cases of sole ownership are: A Single Man or Woman (never married), An Unmarried man or Woman (single, divorced or widowed) or a married man/woman as his or her sole and separate property.

Co-Ownership – title to property owned by two or more persons:

- **Community Property:** (married couples only)- A form of vesting title to property owned by a married couple during their marriage which they intend to own together. Community property is distinguished from separate property, which is property acquired before marriage, by separate gift or bequest, after legal separation, or which is agreed to be owned by only one spouse.
- **Community property with right of survivorship:** A form of vesting to title owned by a married couple during their marriage which they intend to own together. Right of survivorship avoids probate. Mutual consent required for transfer. Decedent's interest automatically passes to surviving spouse due to

Right of Survivorship. Surviving spouse may have tax advantage.

- **Joint Tenancy:** Joint tenancy is a form of vesting title to property owned by two or more persons, who may or may not be married, in equal interest, subject to the right of survivorship in the surviving joint tenants. Title must have been acquired at the same time by the same conveyance, and the document must expressly declare the intention to create joint tenancy estate. When a joint tenant dies, title to the property is automatically conveyed by operation of the law to the surviving joint tenants. Therefore, joint tenancy property is not subject to disposition by will.
- **Tenancy in Common:** A form of vesting title to property owned by any two individuals in undivided fractional interests. The fractional interests may be unequal in quantity or duration and may arise at different times each tenant in common owns a share of the property is entitled to a comparable portion of the income from property and must bear equivalent share expenses. Each tenant may sell, lease or will his/her heir that share of the property belong-

ing to him/her.

- **Trust:** a full copy of the trust will be required and trust must be approved by PrimeLending Legal department. Additional conditions may apply.

Who Can Take Title?

- **Tenancy in common** – any number of persons. Can be married couple, must be legal age.
- **Joint tenancy** – Any numbers of persons. Can be married couple, must be legal age.
- **Community property** – Married couples only.
- **Sole and Separate** – Married individual only

QUICK TIPS:

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

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

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Monthly Meetings

AZREIA Phoenix Meeting

Monday, June 11
Celebrity Theatre

AZREIA Tucson Meeting

Tuesday, June 12
Tucson Assn. of Realtors

AZREIA Prescott Meeting

No July Meeting

Phoenix Real Estate Club

Tuesday, June 26
24th St. Conference Ctr.

Our most popular structured networking kicks off our June meeting; the Market Update and Market News fill in the middle; and a complete legal issues discussion will complete the evening. In Tucson, we are honored to have Mayor Rothchild back to update us on the latest progress in and around Tucson. Lots of information. Lots of sharing. Another meeting you just can't miss!

Phoenix Workshop – Have and Wants! The Club Comes to AZREIA

Our workshop welcomes the Phoenix Real Estate Club structured networking. Imagine being able to share with hundreds of other investors just like you what your wants are and what you have for them. Face it, we all have wants and needs as investors. If we don't then we aren't very active. This session gives you the opportunity to tell everyone else in the room what you need. Maybe you are looking for a specific type of property; maybe you need partners or training or a referral for a good plumber. Whatever it is you get to ask for it. Also, maybe you have something other investors need. Maybe you have a property to wholesale or money to lend or appliances to sell. If another investor could use it, you get to tell them about what you have. This is fun and very fast paced. It is also very effective. 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 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 Main Meeting – New Laws, Fair Housing and Scams

The State of Arizona 53rd Legislature ended in May. This session covers the new laws that were passed that affect you as a real estate investor and housing provider. The latest Fair Housing cases and a review of the most misunderstood Fair Housing laws will be covered. Plus, come and find out the

latest scams out there affecting investors and the real estate market.

Tucson Main Meeting Tucson Mayor Jonathan Rothschild

That's right! Mayor Rothschild joins AZREIA Tucson for an informative evening on the growth plans for Tucson, housing requirements, investments and more. Since taking office, the mayor has helped settle the long-standing Rio Nuevo dispute, opening a new era of downtown redevelopment. He codified and increased incentives for Tucson businesses. And, he led efforts to pass a \$100 million road improvement bond, the first in the city for many years. Mayor Rothschild's work in Mexico has been recognized in both Washington, DC and Mexico City. He is a leading advocate for developing infrastructure in Sonora and Arizona that will create an economic region where both states are prosperous and secure. Born and raised in Tucson, Mayor Rothschild is a native Tucsonan.

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 – No July Meeting

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 July Meeting

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

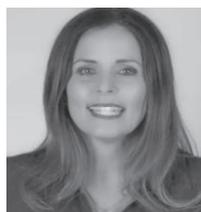




AZREIA Calendar of Events

Check www.azreia.org for the current schedule.

MONTHLY MEETINGS	SUBGROUPS	
<ul style="list-style-type: none"> • AZREIA – Prescott <i>Tuesday, June 5</i> • AZREIA – Phoenix <i>Monday, June 11</i> • AZREIA – Tucson <i>Tuesday, June 12</i> • Phoenix Real Estate Club <i>Tuesday, June 26</i> 	<p>Subgroups are an important benefit of AZREIA PLUS membership. Join like-minded investors, share ideas, network, and learn in a relaxed and comfortable setting</p>	
	<ul style="list-style-type: none"> • Income Property Owners <i>Thursday, June 7</i> • Burley <i>Tuesday, June 12</i> 	<ul style="list-style-type: none"> • Notes <i>Thursday, June 21</i> • Fix & Flip <i>Wednesday, June 27</i>



Marketing Money Machine! Low Cost Marketing *that works!* Marketing for the best leads requires a consistent, systematic approach. **Maria Giordano**. Whether you door knock, drive for dollars, place bandit signs or direct mail, Maria Giordano will teach you the essentials of marketing such as handling leads, compiling lists, when and how often to mail to your list, start your funnel and feed your pipeline. Plus what to do with bad leads or returns. Marketing is the key to your success. Come learn how to test and assess!

Tuesday, June 19, 2018 6:00pm – 8:00pm
24th Street Conference Center – 1841 N 24th Street

INFORMATION & REGISTRATION ONLINE AT WWW.AZREIA.ORG

LEGALLY SPEAKING



Q: My former tenant sued my wife and I as well as our LLC, for the failure to return the security deposit. What are we supposed to do?

A: You have two main legal issues and a factual one as well. First, make sure you sent out your security deposit accounting in compliance with A.R.S. § 33-1321. It must be sent first class mail to the tenant's last known address, within 14 business days of getting possession (while there are additional provisions, this is generally the date we at WZP suggest landlords follow). Next, if your lease was written properly and your LLC owns the home, you should have a good basis to get the complaint

dismissed against you and your wife. When a company owns the home and the company is properly listed as the landlord on the lease, it is improper for the tenants to sue the named members of the LLC. Therefore, you should be dismissed. Finally, you will have to proceed to trial and defend on the merits of the case: were the charges reasonable and do you have receipts and pictures to demonstrate what work was done and at what cost it was done? These are the facts you must present to the court.

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	2023 W. Windsor Avenue	Phoenix	\$399,900	3 / 3	Thomas Lee	602-428-9049
Wholesale/Owner/Agent	1231 W. Orchid Ln	Phoenix	\$399,000	4 / 3	Jose Jimenez	480-704-4200
Wholesale/Realtor	8108 E. Buena Terra Way	Scottsdale	\$399,000	2 / 3	Michael Garren	480-284-3069
Wholesale / Realtor	537 E. Hayward Ave	Phoenix	\$355,000	4 / 2	Michael Garren	480-284-3069
Wholesale/Owner/Agent	337 E. Elm St	Phoenix	\$339,900	3 / 2	Thomas Lee	602-428-9049
Retail / Realtor	1141 W. Orion Way	Chandler	\$335,000	4 / 3	James Stamps	480-665-1940
Wholesale / Realtor	6940 N. Hubbell St	Scottsdale	\$330,000	3 / 2	Michael Garren	480-284-3069
Wholesale/Realtor	2834 E. Earl 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. Mariette 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	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 / FSBO	11612 N. 40th Way	Phoenix	\$262,000	3 / 2	Stuart Gethner	480-443-4500
Wholesale / Realtor	3023 E. Cheery Lynn Rd	Phoenix	\$258,000	2 / 2	Michael Garren	480-284-3069
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 / 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	6514 S. Riding Dr	Hereford	\$208,000	3 / 4	Michael Garren	480-284-3069
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 / FSBO	406 S. Spur	Mesa	\$189,000	4 / 2	Jason Bonfante	623-866-4627
Wholesale / FSBO	35800 W. Velaquez Dr	Maricopa	\$175,000	4 / 3	Corey Geary	520-235-9187
Wholesale / FSBO	1927 W. Mitchell Dr	Phoenix	\$175,000	2 / 1	Ron Nawrocki	623-249-4792
Wholesale/Owner/Agent	100 W. Geronimo St	Chandler	\$150,000	3 / 1	Randy Rutledge	623-465-5694
Wholesale/Owner/Agent	5640 E. University Dr	Mesa	\$146,000	2 / 3	Ivo Draginov	602-622-0397
Wholesale/Owner/Agent	485 Barnwood Trl	Munds Park	\$126,000	3 / 2	Ivo Draginov	602-622-0397
Wholesale/Owner/Agent	622 S. 4th St	Avondale	\$87,000	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	1213 E. Vogel Ave	Phoenix	\$130,000	.15 acre	Jose Jimenez	480-704-4200
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
Wholesale	13641 W. Marlette Ave	Litchfield Park	\$34,000	.15 acre	Ivo Draginov	602-622-0397

Mobile Home w/Land

Wholesale/Owner/Agent	5735 E. McDowell Rd Lot 200	Mesa	\$94,000	2 / 1	Jose Jimenez	480-704-4200
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Mobile Home without/Land

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

Wholesale/Owner/Agent	8001 E. Camelback Rd #31	Scottsdale	\$459,900	2 / 3	Thomas Lee	602-428-9049
Wholesale	935 N. Granite Reef Rd #109	Scottsdale	\$158,000	2 / 2	Michael Garren	480-284-3069
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

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.

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

RETURN SERVICE REQUESTED

Meeting June 11, 5-9 p.m.

www.azreia.org

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AZREIA Monthly Meetings at a Glance

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