

The AZREIA Advantage

Arizona Real Estate Investors Association Newsletter

"AZ Real as it Gets"

MARCH 2018

Contents

Executive Director's
Message 2

Real Estate Investment
Specialists 3

Legal Expert 4

Landlord Engagement
Campaign 5

Insurance Resource 7

Title Expert 8

Monthly Meetings 9

Calendar of Events
..... 10

Legally Speaking 10

Property Listings 11

Meetings at a Glance
..... 12



Arizona Real Estate
Investors Association

1841 North 24th Street
Suite 10

Phoenix, AZ 85008

480.990.7092

fax 480.990.7017

www.azreia.org

It's Been 15 Years ... Time for a Change

AZREIA is evolving. No other organization has positively impacted the lives and success of real estate investors like AZREIA since 2002. Candidly, I never thought I'd change AZREIA's mission in any dramatic way. Just like everything else, the demands from our members, the changes in the market and the opportunities available to investors have all changed extensively and AZREIA needs to change with them.

AZREIA is adapting to more directly assist our members with implementation. Yes, we will maintain our commitment to education, market information, networking and support. We are going to focus more on you, our member, successfully implementing your individual needs to reach your goals.

We are going to do this in several ways:

1. **Launch Pad:** Officially available beginning last month, this 5-step program takes new investors through a process to develop their Optimal Investing Plan considering their primary objective, aptitude, current skill base, education, available time and resources. Months in development, this is the first comprehensive process we are aware of to focus new investors in a way to significantly improve their opportunity of success and take months off the process to making their first investment. There is a reasonable charge to participate. You may schedule your session by calling the office.
2. **AZREIA Show:** Informational and education bi-monthly shows on an array of different topics delivered on AZREIA's Facebook page and through our YouTube channel. Beginning in

March, expect at least two AZREIA Shows a month on topics for investors just getting started and advanced information, as well.

3. **Mentor Referral Program:** Many new investors believe a mentor is their best and fastest way to learn to be an investor. Based on AZREIA having a working knowledge of the individual's needs through Launch Pad or other means, we will be able to make suggestions on the mentor or coach

the investor should consider. AZREIA has come to know many coaches, trainers and mentors over the years. We will use that knowledge and understanding to make a considered referral. Naturally, you will need to make your own decision considering your own unique needs.

**Phoenix, March 12th
Multifamily Market Update
Multifamily Crowdfunding
Market Perspective
– Tina Tamboer
Tucson, March 13th
Complete Escrow Update
Haves & Wants**

4. **Business Referral Program:** Our Business Associate Program will be changed and expanded to help our members seek out business that can provide services and products the investor has determined to outsource. Through coming changes to the AZREIA website and with a more direct individual approach with our members, we will make it easier for members to find the skills they need.
5. **Trades List:** Members are constantly looking for companies and people in every area that keep or make a property operational. We will continuously survey our members for trades people and companies that provide these services that we can put on this list. Members will need to make their own informed decision about whether to use anyone on the list.
6. **Passive Investing:** We will bring more education and information on passive investing. Beginning this month with a focus on crowdfunding we

Continued on page 2



Executive Director's Message

Crowdfunding

AZREIA is providing our members and guests an opportunity to learn about investing in real estate through crowdfunding. AZREIA took an early position in crowdfunding education and information over two years ago when US Congressman Schweikert presented the concept at an AZREIA meeting soon after the laws were changed to apply to non-accredited investors. Now, crowdfunding in real estate is rapidly becoming a reality and further education and information is needed. We believe crowdfunding is important as it opens up real estate investing to a much larger audience, helps fill the passive investment void and allows investors with a small amount of funds (\$1,000 or so) to participate.

We offered the first opportunity in February on fix and flip residential property and will give our members an opportunity to explore crowdfunding in multifamily this month. Here are the details:

Fix & Flip Residential Crowdfunding: Early Adopter to Crowdfunding Houses

This February session provided AZREIA and its members the opportunity to play a role in the Early Adoption phase of fix and flipping single family houses using crowdfunding. AZREIA has identified a platform that provides all sides of a transaction to relate and communicate with each other and offer its part of the investment. Investors and rehabbers both can use the platform for their own outcomes as the platform connects both sides while staying in the middle to manage the entire process and provide more transparency to all parties. Over 70 members participated in the education and beta use of the platform provided by BlockBuyer.com. Members had the opportunity to create DEMO DEALS, using DEMO DOLLARS and got to provide input to the developers prior to launch of the platform. Remember, while AZREIA may receive a marketing fee from companies that want to get information out to our members on investment opportunities, AZREIA does not

endorse any investment opportunity, so you need to complete your own due diligence before any investment. If you like to get on BlockBuyer's list when opportunities to invest are live on their platform, go to: www.BlockBuyer.com/signup and use Group Code AZREIA. By using this link, you will be eligible for any future incentives they may offer AZREIA members.

March 12th: Crowdfunding in Multi-family

Education on the multi-family market in Greater Phoenix and investing through crowdfunding in multi-family properties is the topic of our Workshop during AZREIA's March 12th Monthly Meeting. Neighborhood Ventures, an Arizona Crowdfunding company will be presenting. Crowdfunding in multi-family projects is currently available for as little as \$1000 for non-accredited investors which opens up an entirely new passive investment opportunity.

AZREIA's March 12th Workshop at the Celebrity Theatre will provide two things:

1. The latest market information on multifamily investing
2. Education on how crowdfunding works in multi-family

March 17th: Venue at Wilson – 12 Unit Crowdfunding Opportunity

Neighborhood Ventures is hosting an investment opportunity session at the 24th Street Conference Center. You will have the opportunity to learn about an actual multi-family crowdfunding investment opportunity in Tempe. Here you will understand all the specifics about a specific property and how crowdfunding works in a real live scenario. This is not an AZREIA event. AZREIA will receive a marketing fee for letting our members know about this session. As you know, AZREIA does not endorse any specific investment and you will need to do your own diligence and consult with your advisors prior to investing in any project.



It's Been 15 Years... Time for a Change

continued from page 1

will be looking for investment types that suit members looking for little to no involvement in the investment. AZREIA will not endorse any specific investment opportunity, but will provide information on the type of investment and bring opportunities for our members to learn about and make their own investment decision.

7. **Education:** We are planning a major expansion of educational components to deliver more education more often. We are looking at more live sessions at the conference center, webinars for shorter topics and expanding the "Drill Down" concept. Much of this is still in the planning stage, but we want to offer education more on your schedule when you need it.

This is an aggressive undertaking to say the least. I feel strongly that every one of these additions will benefit AZREIA members. Look for more details on each program, soon.

Smarter investing,
Alan Langston





AZREIA Advantage: The Real Estate Investment Specialists

Airbnb Part Two



Laura Leatherdale

The Equity Finders/
Realty One Group

Cell (602) 384-0744
Office (480) 699-3400
2141 E. Broadway, Ste 101
Tempe, AZ 85282
TheEquityFinders.com

by
**Laura
Leatherdale**

In part one of this article, I discussed a few of the pros and cons of becoming an Airbnb host. For example, hosting your property on Airbnb is a far less “hands off” business model than simply purchasing a home and hiring a management company to keep it rented. However, if you’re willing to do the “turnover” work between tenants, a short term vacation rental can produce a significantly higher income than a traditional rental property.

I also mentioned that location is the most important factor, as this will have a direct impact on your vacancy rate. Any landlord would agree that there is nothing more costly than vacancy. Fortunately, there are very specific things you can do to maximize your income during peak times to carry you through the year and keep vacancy rates low during the off seasons.

In the case of my VRBO in North Scottsdale, my average nightly rate is \$200. But I also get up to \$350 per night during peak vacation times, sporting, and other events which dictate higher rates in the area. As far as vacancy rates during the scorching summers, I can tell you that I do offer a monthly rate and have been able to book my place out over the summers.

Most people looking for short term, monthly rentals are those relocating to the area and are looking for a permanent place to live. They do not want to deal with property management companies, rental applications, etc. just to stay in a place for The AZREIA Advantage

one month. I also host couples with children and pets who simply need a temporary place to live while remodeling their home. I believe my high occupancy rate comes as a direct result of being flexible and making sure my home is both child and pet friendly. This makes my house stand out from most others for summer bookings.

In part 3 of this article series, I will be talking about Must have amenities, management and turnover tips, that will help you to avoid some costly mistakes I have personally made in the past. In the meantime, I am going to assume that your circumstances are a bit different than mine and that you don’t have an empty home laying around in North Scottsdale. As such, it is important that we discuss how you might go about determining where to purchase a short-term rental property here in the Phoenix area.

We already know that location, especially a home’s proximity to attractions, sporting events and outdoor activities is important. And if you’re familiar with the area, I’m sure you already have a good idea of where to begin. If not, a simple google search of “Popular tourist attractions in Phoenix” is a great place to start. You can then search Airbnb for hosts in those specific areas to see what the average nightly rate looks like. Leaving the booking dates unselected will show the days the property is available. Obviously, a lot of unavailable days is a good indication of a high occupancy rate for a particular property, as well as for the general

area. After you’ve found a good area, it’s time to use our Smart Map Compiling System to locate “ready to rent deal properties” in that area.

Smart Map allows you to see what comparable properties are currently renting for. So, if the data shows 2 bedroom condos in Scottsdale are renting for \$1500 per month, the daily rate would be \$50. But if your Airbnb research showed the average nightly rate for 2 bedroom condos, located in the same area were averaging \$200 per night, would that pique your interest? Of course it would. Because even at a high vacancy rate of 50%, at \$200 per night, you’d be averaging \$3000 per month before expenses.

Obviously, all Phoenix area properties are not cash cows when it comes to Airbnb. In fact, I would say it makes a lot more sense to sign a lease with a long-term tenant in most cases. But there are definitely pocket areas hosting nearly 18.2 million visitors each year that are worth investigating further.



WE FIND THE REAL DEALS & PROVE IT WITH OUR EXCLUSIVE SMARTMAP TECHNOLOGY

**Learn How You Can Get Wealthy
in Real Estate the Smart Way.
Watch Our Free 10min Video & Start
Seeing The Real Deals Today**

@ TheEquityFinders.com

WE ARE A FREE SERVICE TO BUYERS





AZREIA Advantage: Legal Expert

Credit Reporting Changes



**Mark B. Zinman,
Attorney**

Williams, Zinman
& Parham P.C.

(480) 994-4732
www.wzplegal.com

by
Mark Zinman

Some of our clients have noticed that when they run an applicant's credit, eviction judgments do not appear on the credit report, even when the client knows that an eviction judgment exists. For example, an applicant recently visited one of our clients' offices and asked to be considered for residency. The manager took his application and ran his credit and criminal background, but then realized that she recognized him—he had been the subject of an immediate eviction just a few years prior for stealing property from other residents. To the manager's surprise, the eviction judgment (despite the fact that it included a monetary portion) did not appear on the applicant's credit report.

On July 1, 2017, Equifax, Experian, and TransUnion (the three major credit reporting companies) started enforcing stricter rules regarding the public records they collect. They now require that every public record they collect and report include the subject's name, address, and either a Social Security number or

date of birth. Yet, nearly all civil judgments obtained—particularly eviction action judgments—do not include such information. In fact, other laws prohibit judgments and other court pleadings from including Social Security numbers and other personally identifying information. The result is that most eviction judgments no longer appear on applicants' credit reports. Most other types of civil judgments will also not appear.

So, why did these changes happen? A couple of years ago, the attorneys general of 31 states joined forces and began a multi-state investigation of the major credit bureau' reporting practices. That investigation (in which Arizona participated) led to a settlement that required the credit bureaus to pay those states \$6 million, and to take steps to reduce credit reporting errors. Refraining from reporting judgments that cannot be tied to a consumer

through a Social Security number or full date of birth was one of those steps.

How, then, can a housing provider attempting to determine whether an applicant meets its credit criteria verify whether that applicant has civil judgments (including eviction judgments) against him or her? First, check with your screening company to determine what information they are reporting on. It is possible that your company is in contact the courts directly to determine if there are evictions. If they are not, then you as the owner should undertake that process. In Arizona, housing providers can search some Arizona court records. Unfortunately, when an applicant has a common name, it is difficult to tell whether a judgment found on a court website actually pertains to that applicant. Until better answers are found, problems verifying eviction information will be difficult.



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



Landlord Issues

Evictions

Fair Housing Complaints

Defending lawsuits by tenants

Investor Issues

Suits against trustees

Defending suits by former owners

Drafting lease option agreements

(480) 994-4732 - www.wzplegal.com

Landlord Engagement Campaign

CPLC De Colores HAVIN Program, a nonprofit organization, is starting a campaign as a local effort to develop new partnerships with landlords to expand housing options for individuals and families who are homeless. Local and national research has shown that many formerly homeless families and individuals can be successful living in private market housing. We have rental assistance resources, but rental assistance is only effective if people have units to rent; and with low vacancy rates and long waitlists, people who have been homeless are finding it difficult to find landlords willing to rent to them.

What are the benefits to me as a property manager?

- Assistance to help fill vacant units (including helping the family with the initial application process and move-in);
- Payment of security deposits, utility deposits, and move-in fees;
- Rapid re-housing subsidies to pay a portion of the monthly rent;
- Caseworkers who will prescreen and prepare families to be successful renters;
- Regular check-ins between caseworker and property manager;

- Access to loss mitigation funds if damage is done to your unit;
- Caseworkers who are available to assist/mediate with issues or misunderstandings that may arise between manager and tenant.

What are you asking property managers to do? CPLC De Colores Community Team is looking for landlords who are willing to partner with us to rent to households who have experienced homelessness. These individuals and families are obtaining support services from us and will continue receiving services throughout their tenancy with you (up to two years). These individuals have rental assistance through our program, yet are struggling to find housing due to rental barriers such as a past eviction, bad credit, criminal background often due to extenuating circumstances such as illness, divorce, or another unfortunate situation.

Work with us to come up with creative solutions to housing more of our homeless neighbors. We invite you to consider renting one of your units to tenants from our program. If you'd like more information, please contact Ruby Barraza, Housing Advocate, at 602.247.0464 x1851.



AZREIA Subgroups & Supported Groups

Networking is paramount to successful investing. Networking is how you find properties, money partners, handymen, products recommendations, lenders, title & escrow people and virtually all types of service providers.

At AZREIA, we have several subgroups to help you with your networking and general investing knowledge. Currently we have subgroups for beginners, fix and flip, income property, notes and general. We have subgroups in Phoenix and Tucson. We also started letting our members know

about non-AZREIA networking groups we feel offer good value and adhere to some general AZREIA requirements. You can find a complete list in the Member's Area of AZREIA.org.

AZREIA subgroups are a benefit of membership and only available to members. PLUS membership includes all AZREIA subgroups and the Phoenix Real Estate Club. AZREIA Investor members may attend subgroup meetings for a small fee.

If you'd like to start an AZREIA subgroup or know of a networking group outside of AZREIA we should let our members know about, please call the AZREIA office at 480-990-7092 or email mლაუპ@azreia.org

Hard Money Specialists

"When the banks say no or move too slow"™

Single Family 1-4-unit,
Commercial Property, Apartments,
Spec Construction and Lot Loans

Fix & Hold

Fix & Lease

Fix & Wrap

No Point Programs Available
Up to 90% Cost/Max 69% of Value
12 Months to 5 Year Term

Appraisal fee (up to \$350.00) refunded at COE to AZREIA members!



11024 N. 28th Drive #170
Phoenix, AZ 85029
602-375-8951 Office
602-375-0760 Fax
Jack@HiltonCorp.com
NMLS 143636
AZ MB 0928800
UT MB 5491797



Specializing In Insurance For Fix and Flip Investors

Traditional insurance companies limit coverage when the home is vacant or being rehabbed. They often remove important coverage options or simply choose not to insure the home. Gila Insurance Group LLC has several insurance companies that not only will insure your Fix and Flip, but have unique coverage options that protect you and your investment. All this at prices that won't destroy your profit margins.

Start Your Quote Online At
GilaInsurance.com Or Call Us At
1-877-784-6787

"Helping Investors is our Passion" BUY & HOLD SPECIALISTS

Let us help assist you in achieving your Real Estate Goals. We are Realtors® who are real estate investors with experience and who specialize in BANK OWNED, SHORT SALE PROPERTIES, Buy & Hold, and Landlording. Let us help you navigate through the complexities of SHORT SALES & BANK OWNED PROPERTIES from our specialized training and hands on experience.



Dawn Kirkpatrick,
SFR, CLHMS, CNE

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

21040 N. Pima Road
Scottsdale, AZ 85255
Bus: (480) 585-0101

Chris' Cell: (480) 326-2454
chris.kirkpatrick@realtyexecutives.com

Dawn's Cell: (480) 600-0010
dawnkirkpatrick@realtyexecutives.com



Premier Marketing Group
experiences the power of the network

- Diamond Club Award (Top 3%) - 2013, 2012
- Executive Club Award (Top 10%) - 2013, 2012, 2011, 2010
- Silver Team Award - 2012
- Bronze Team Award - 2011
- Scottsdale Association of Realtors Top Producer - 2012
- Top 1% of Agents in MLS - 1st Half 2013



AZ.R.E.I.A., Inc. (the "Association") does not: (1) render legal, tax, economic, or investment advice, (2) investigate its members, or (3) represent or warrant the quality of goods or services provided by its members, the honesty, integrity, reliability, motives and/or resources of its members or their officers, directors, managers, employees, agents, and/or contractors. Consult your legal counsel, accountant, and other advisors as to risks and legal, tax, economic, investment and other matters concerning real estate and other investments. Members will comply with the Code of Ethics of the Association.

90%

Fix & Flip Financing

Do you qualify?

Contact us to find out.

MERCHANTS FUNDING AZ, LLC

License #BK-0918174 NMLS #388757

Mark Steinbeck, VP
480-889-7569
NMLS #180782

Bo Seamands
903-721-5807
NMLS #1191246



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.



AZREIA Advantage: Insurance Resource

Insurance for Condos, Townhomes and Patio Homes



**Clark Sanchez,
Insurance Agent**

1555 E. Glendale Ave.
Phoenix, AZ 85020

(602) 277-2655
clark@clarksanchez.com

by
Clark Sanchez

Many investors focus on condominiums or other homes or units that are located in a homeowners association or condominium association. And from time to time, every investor may have an investment opportunity that involves this type of property. Many times, these properties can offer an excellent investment opportunity. But there are two areas of insurance that every investor needs to be aware of:

The Master Association Insurance Policy -

In the insurance industry, there is no "standardized terminology" for this type of insurance. Terms and policy types used by one insurance company, may not mean the same thing with another insurance company. So, before you buy, find out exactly what the 'master policy' is supposed to cover. This information is best obtained from the insurance agency that services the policy. You may get a variety of different answers if you were to ask the management company for the association, someone on the association board, or an owner in the complex; you will get the most accurate explanation of the policy by talking to the agency that issued the policy. Some policies cover a lot, while others cover next to nothing – an example of the latter is sometimes referred to as a "Bare Walls" policy. While this term is not well defined, in most cases coverage will be at a minimum. The "Bare Walls" policy is actually against the law in The AZREIA Advantage

many states ...recently was outlawed in Utah...but is still legal in Arizona.

Why is this important to know? An investor-owner will need to buy coverage for additional protection which the master policy does not cover. A very low association fee or dues, often correlates with lower insurance coverage, so consider that a 'red flag.'

You should also be aware of the master policy deductible. As the unit-owner, you will usually be responsible for that deductible if you have a claim that originates in your unit. Master policy deductibles are usually higher, like \$5,000, \$10,000, or more.

Investor-Owner Unit Policy - The next important insurance coverage to consider and understand is your own separate owner's policy. The association policy is never enough protection for an owner, and that policy protects only the association, not you as an individual owner. In the event of a lawsuit, the association may be named, but you can also be named as an *individual owner*. For your lawsuit "fire-wall", many investors consider \$2 million per occurrence of liability protection, to be

a minimum.

In the event of a property claim, such as a kitchen grease fire caused by your tenant (typical damages \$35,000 or more), do you want to pay that \$5,000 or \$10,000 deductible (or more) on the association master policy? If you carry a landlord's unit-owner's policy for investors, that policy will pay the entire master deductible for you, less your own policy deductible of (usually) \$1,000. Condo/townhome/patio home owners who think they do not need an insurance policy of their own, are poorly informed and 'skating on thin ice.'

There are great investments contained in a condominium or homeowners association, but like every part of real estate and investing, the most successful investors are the ones that are knowledgeable and informed.

CLARK SANCHEZ is a 38 year Arizona insurance agent who 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.



Clark Sanchez, Agent

Investor Insurance Services since 1980

***We Have a Special Policy for
Rental Condos, Townhomes,
and Patio Homes***

Office Hours

Mon-Fri 8:00 am-5:00 pm
Saturday 9:00 am-1:00 pm



Office: 602.277.2655

Mobile: 602.803.2179

Fax: 602.241.0702

1555 E Glendale Ave.
Phoenix, AZ 85020

clarksanchez.com
clark@clarksanchez.com

B-G



AZREIA Advantage: Title Expert

Loss of Priority



Jill Bright
AVP/Sr. Acc't. Manager
Sales and Marketing

Chicago Title Agency
14200 N. Northsight
Blvd., Suite 100
Scottsdale, AZ 85260

by
Jill Bright

Phone: 480-998-9298
FAX: 480-998-9307

What is a loss of priority package, and when would an investor possibly need one?

A loss of priority package is requested by a title company's underwriter when there has been some type of work, or construction done to a property. That work could possibly risk the priority position of a new Deed, or Deed of Trust on the property.

Let's start to understand the process by defining priority. The order or position of a lien, conveyance document, or other encumbrance document that affects the title to a particular piece of land. The date and time the document was recorded determines its priority. First recorded = first priority. Some unrecorded documents can affect that priority position.

Construction that has been started prior to a deed, lien, other encumbrance document or conveyance document could possibly affect the priority of that document even though a mechanic's lien has not yet been recorded for the current construction. This is where the possible "loss" of that documents priority comes in to play.

The best way to address construction and title

companies is be prepared! Know what you may need ahead of time and ask your contractors and subcontractors for the documents as the work progresses.

Here are some possible documents the title company will ask for:

1. Lien waivers from all material suppliers
2. Lien waivers from all subcontractors
3. Lien wavier from the general contractor
4. Affidavit by the general contractor which lists:
 - a) All the elements involved in the construction such as concrete work, carpentry, etc.
 - b) Who is doing the work on each basic element
 - c) The contract price, how much is paid to date, and payment amount now requested on each element
5. Current financial statement by the party contracting for the construction
6. Indemnity Agreement by the party contracting for the construction indemnifying the Title Insurance Company against any loss it might sus-

tain by reason of the priority over the lien of the insured Mortgage or Deed of Trust, of any lien, or right to a lien for services, labor or material heretofore or hereafter furnished.

7. Certificate of Occupancy

The title company may request a title inspection of the property. The visual title inspection will let the title company know what stage the project is at or near. This lets the company know whether the project is still in the Lien period, or time allowed for the material men to file their lien.

If you have any questions regarding loss of priority, contact your favorite escrow officer to inquire. If you have questions on mechanic's liens and the specific time periods for the lien period contact one of the AZREIA real estate attorneys for more detailed information.

Good luck and happy investing!

Article written by: Amy Frink
AVP/Branch Manager, Chicago Title



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.

We also have the tools you need to be successful!

- 24/7 Online Sales Comps/Transaction History
- Buyer/Seller Net Sheet Software
- Target Market Area Mailing Lists
- Lead Programs for Probate, Divorce, Tax Default
- Elusive Ownership Database to find "Off Market" Property Owners
- Weekly Notice of Default & Auction List
- 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

Monthly Meetings

AZREIA Phoenix Meeting

Monday, March 12
Celebrity Theatre

AZREIA Prescott Meeting

Tuesday, March 6
Yavapai Title

AZREIA Tucson Meeting

Tuesday, March 13
Tucson Assn. of Realtors

Phoenix Real Estate Club

Tuesday, March 27
24th St. Conference Ctr.

March's meeting takes on a brand new topic – Investing in Multifamily through Crowdfunding including an update of the multifamily market around Greater Phoenix. This session will take a look at multifamily investing and the current market in Greater Phoenix and then expand into how crowdfunding will provide an option to non-accredited investors. Our Main Meeting will look at the current market, what is trending as we enter the spring selling season and where are we headed for the rest of the year. Tucson looks at the escrow challenges for creative investing while Prescott takes on self-directed IRAs. Of course, there will be the Market Update and Market News along with the tradeshow. Another meeting not to miss? Yes!

Phoenix Workshop – Multifamily Market Update & Multifamily Investing through Crowdfunding

Understand the latest market information on multifamily around Greater Phoenix and get your first look at crowdfunding in multifamily. In the past, you had to be wealthy to invest in commercial real estate. With the recent passing of crowdfunding legislation, now you can invest in multifamily projects in your community with as little as \$1,000.

- Demographic shifts that we expect will continue to drive up multifamily values. (Millennials and Baby boomers choosing to rent)
- Phoenix Metro 2017 Year end performance
- How Value Add multifamily investing works
- Risks to consider with multifamily investing
- How the 2012 Jobs Act and technology enables crowdfunding commercial real estate
- A walk through the crowdfunding investment process
- Legal structure of a crowdfunding investment
- As a crowdfunding investor, you can be an active participant and learn how to succeed in multifamily investing

John Kobierowski is Co-founder and VP of Real Estate at Neighborhood Ventures. John has over 25 years of commercial real estate experience. During his career he has personally closed over 1,200 multifamily transactions, developed over 800 condominium units and has owned over 1,000 apartment units, homes and condos. He is currently Senior Managing Partner and Co-Founder of ABI Multifamily.

Market Update & 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. This is must know information for the serious real estate investor.

Phoenix Main Meeting – Market Perspective with Tina Tamboer of the Cromford Report

You must know your market. A major part of understanding your market is understanding the numbers and the trends. Our expert is Tina Tamboer of the Cromford Report. She started her career in 1993 analyzing real estate data for a large title company for nearly seven years and then moved into title sales for 10 years before joining Michael Orr and The Cromford Report in 2011 as a senior analyst. She's a regular guest on That Real Estate Show (92.3KTAR), Real Estate Straight Talk on (550KFYI) and Real Estate A to Z (1510KFNN). Her degree in finance from Virginia Tech serves her well to provide investors with a serious look at the market.

Tucson Main Meeting – Complete Title & Escrow Update

So much is going on and changing in the escrow world. Come and find out the latest on Scams, Closing On Time, Assigning Contracts, Double Escrows, Disclosures, Wraps, Subject To, Protecting All Parties and Horror Stories! Plus, get all your questions answered. Barbi Stewart, VP Fidelity National Title Agency, is our expert presenter.

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 – Build Wealth with a Checkbook Control Self-Directed IRA

The following questions will be answered: How do I set up a checkbook control self-directed IRA? What are the benefits and issues, compared to regular investing? How can I buy real estate in my IRA? What special restrictions are there? What are the benefits of a ROTH IRA? Can I use debt in making purchases? (What is UBIT and UDFI?) What are typical mistakes that investors make? Our presenter is Mat Sorensen, an Arizona attorney specializing in self-directed IRAs.

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





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, March 6</i>• AZREIA – Phoenix <i>Monday, March 12</i>• AZREIA – Tucson <i>Tuesday, March 13</i>• Phoenix Real Estate Club <i>Tuesday, March 27</i>	Subgroups are an important benefit of AZREIA <i>PLUS</i> membership. Join like-minded investors, share ideas, network, and learn in a relaxed and comfortable setting		
	<ul style="list-style-type: none">• Income Property Owners <i>Thursday, March 1</i>• Burley <i>Tuesday, March 13</i>• Notes <i>Thursday, March 15</i>	<ul style="list-style-type: none">• Take Aim! <i>Wednesday, March 28</i>• Fix & Flip <i>Wednesday, March 28</i>	
	You Must Know Your Market! Tina Tamboer of the Cromford Report will follow up on her presentation at the AZREIA March meeting with a special presentation on Wednesday evening 3/21/18. A major part of understanding your market is understanding the numbers and trends. Join us as Tina will provide investors a serious look at the market!		
	Multifamily Investing through Crowdfunding: John Kobierowski Senior Managing Partner and Co-Founder of ABI Multifamily will follow up on his presentation at the AZREIA meeting. John will take you through the crowdfunding investment process. Come learn how to be an active participant and learn how to succeed in multifamily investing on Wednesday evening 3/14/18		
INFORMATION & REGISTRATION ONLINE AT WWW.AZREIA.ORG			

LEGALLY SPEAKING

Q: What is the difference between a cosigner and a guarantor?

A: While many people use the terms interchangeably, there is a difference between a cosignor and a guarantor. A cosignor is someone that actually signs the lease while a guarantor is someone who signs a guaranty. Both parties are financially liable for the term of the lease, but the difference is, only one has a right to occupy the property. When a person signs the lease as a cosignor, they are actually a tenant and have the right to occupy the property. On the other hand, a guarantor never

signs the lease and only signs a separate guaranty whereby they agree they are financially liable for all obligations of the lease. This is important because you cannot serve a guarantor in an eviction action by posting and mailing the summons and complaint, because they do not live in the unit. Rather, you would have to file a separate civil action against them to pursue the amounts owed.

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	5339 N. Sahuaro Canyon Ln	Tucson	\$550,000	4 / 3	Andrew Nielson	801-376-3456
Wholesale/Owner/Agent	24028 N. 72nd Place	Scottsdale	\$500,000	4 / 3	Joanne Parkinson	480-689-8223
Wholesale / Realtor	4736 N. 33rd St	Phoenix	\$490,000	3 / 2	Michael Garren	480-284-3069
Wholesale / Realtor	537 E. Hayward Ave	Phoenix	\$355,000	4 / 2	Michael Garren	480-284-3069
Wholesale / Realtor	3720 N. 85th St	Scottsdale	\$340,000	3 / 2	Anette Brown	602-448-7377
Wholesale/Owner/Agent	2536 E. Montecito Ave	Phoenix	\$333,000	3 / 2	Luke Basler	480-798-9522
Wholesale / Realtor	6940 E. Hubbell St	Scottsdale	\$330,000	3 / 2	Michael Garren	480-284-3069
Wholesale/Owner/Agent	207 E. El Caminito Dr	Phoenix	\$309,000	3 / 4	Luke Basler	480-798-9522
Wholesale / Realtor	4218 W. Charlotte Dr	Glendale	\$298,000	5 / 3	Anette Brown	602-448-7377
Wholesale / Realtor	7526 E. Virginia Ave	Scottsdale	\$280,000	3 / 2	Luke Basler	480-798-9522
Wholesale/Owner/Agent	3311 N. 28th St	Phoenix	\$279,000	3 / 2	Luke Basler	480-798-9522
Wholesale / FSBO	3146 N. 6th Ave	Phoenix	\$265,000	3 / 2	Dirk Gesink	602-799-3385
Wholesale / FSBO	11612 N. 40th Way	Phoenix	\$262,000	3 / 2	Stuart Gethner	480-443-4500
Wholesale / FSBO	373 E. Clarendon Ave	Phoenix	\$260,000	4 / 3	Ron Nawrocki	623-249-4792
Wholesale / Realtor	3023 E. Cheery Lynn Rd	Phoenix	\$258,000	2 / 2	Michael Garren	480-284-3069
Wholesale / Realtor	930 W. Lynwood St	Phoenix	\$250,000	3 / 1	Anette Brown	602-448-7377
Retail / Realtor	16095 W. Winslow Dr	Goodyear	\$249,000	4 / 3	Travis Shelton	480-450-1220
Wholesale / Realtor	569 N. Aspen Dr	Chandler	\$230,000	3 / 3	Jeanne Collins	480-650-1771
Wholesale / FSBO	601 E. Clarendon Ave	Phoenix	\$225,000	4 / 3	Ron Nawrocki	623-249-4792
Wholesale/Owner/Agent	1475 E. Dover	Mesa	\$215,000	4 / 3	Robert Fischer	602-410-3641
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	2128 W. Keim Dr	Phoenix	\$208,000	4 / 2	Luke Basler	480-798-9522
Wholesale / Realtor	6514 S. Riding Dr	Hereford	\$208,000	3 / 4	Michael Garren	480-284-3069
Wholesale / Realtor	12221 N. 38th Pl	Phoenix	\$199,900	4 / 2	Anette Brown	602-448-7377
Wholesale / FSBO	4604 N. 9th St	Phoenix	\$199,000	3 / 2	Stuart Gethner	480-443-4500
Wholesale/Owner/Agent	5720 W. Frier Dr	Glendale	\$193,000	3 / 2	Ivo Draginov	602-622-0397
Wholesale / FSBO	406 S. Spur	Mesa	\$189,000	4 / 2	Jason Bonfante	623-866-4627
Wholesale/Owner/Agent	5138 N. 20th Ave	Phoenix	\$179,900	5 / 2	Andrew Ament	480-540-5151
Wholesale/Owner/Agent	10845 N. 44th Ln	Glendale	\$179,000	3 / 2	Andrew Ament	480-540-5151
Wholesale/Owner/Agent	17401 N. 16th Ave	Phoenix	\$177,500	4 / 2	Luke Basler	480-798-9522
Wholesale / FSBO	35800 W. Velazquez 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 / FSBO	3811 N. 8th St	Phoenix	\$172,000	5 / 2	Stuart Gethner	480-443-4500
Wholesale / FSBO	17203 N. Palo Verde Drive	Sun City	\$169,750	2 / 2	Thomas Lee	602-428-9049
Wholesale/Owner/Agent	16802 N. 18th St	Phoenix	\$165,000	4 / 2	Andrew Ament	480-540-5151
Wholesale/Owner/Agent	9435 W. Hatcher Road	Peoria	\$160,000	4 / 2	Mike Roach	602-738-4763
Wholesale/Owner/Agent	1405 N. 41st St	Phoenix	\$159,900	6 / 3	Andrew Ament	480-540-5151
Wholesale/Owner/Agent	922 N. Miller Dr	Tucson	\$154,000	2 / 4	Jim Schneider	520-800-4080
Retail / Realtor	9232 N. 14th St	Phoenix	\$149,900	2 / 1	Margy Zyllder	623-694-6401
Wholesale/Owner/Agent	5640 E. University Dr	Mesa	\$146,000	2 / 3	Ivo Draginov	602-622-0397
Wholesale / FSBO	18 E. Ponderosa Ln	Phoenix	\$137,500	2 / 2	Stuart Gethner	480-443-4500
Wholesale/Owner/Agent	485 Barnwood Trl	Munds Park	\$126,000	3 / 2	Ivo Draginov	602-622-0397
Wholesale / FSBO	4326 E. Monte Vista Dr	Tucson	\$123,900	3 / 2	Wayne Schwab	602-377-0020
Wholesale/Owner/Agent	5037 W. Waite Pl	Glendale	\$119,000	2 / 2	Ivo Draginov	602-622-0397
Wholesale / FSBO	1596 W. Carey Bell Ct	Tucson	\$105,000	3 / 2	Michael Bratton	520-204-7786
Retail / FSBO	812 S. Plummer Ave	Tucson	\$105,000	2 / 1	Lawrence Bates	480-823-7012
Retail / Realtor	104 South Richard Ave	Superior	\$99,500	3 / 2	Steve Shochet	602-954-7715
Wholesale/Owner/Agent	407 W. Richards St	Gila Bend	\$59,000	3 / 1	Ivo Draginov	602-622-0397
Wholesale / FSBO	113 Ash Ave	Newport News	\$29,500	3 / 2	Cornelius Baker	480-788-5606

Retail / Land

Wholesale	4249 N. 34th St	Phoenix	\$399,000	.2 acre	Sam Grooms	480-326-5272
Wholesale	21835 W. Wilson	Wittman	\$46,500	.5 acre	Michael Goodwin	623-695-3567
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
Retail / Realtor	22310 W. Mellow Dr	Wittman	\$65,000	2 / 2	Margy Zyllder	623-694-6401

Condo / Townhouse

Retail / Realtor	18650 N. 91st Ave #3601	Peoria	\$225,000	3 / 2	Rosalind Rogers	480-818-2140
Wholesale	935 N. Granite Reef Rd #109	Scottsdale	\$158,000	2 / 2	Michael Garren	480-284-3069
Wholesale / FSBO	7122 W. Hazelwood St	Phoenix	\$30,000	2 / 1	Corey Geary	520-235-9187

Multi-Housing

Wholesale	710 S. Lawson Dr	Apache Junction	\$1,300,000	39 Units	Jose Jimenez	480-704-4200
Wholesale / FSBO	1630 E. Brill St	Phoenix	\$237,000	Tri-Plex	Stuart Gethner	480-443-4500
Wholesale	2536 W. Morten Ave	Phoenix	\$149,000	Duplex	Stuart Gethner	480-443-4500
Wholesale	2617 W. Augusta Ave	Phoenix	\$139,000	Tri-Plex	Stuart Gethner	480-443-4500

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 March 12, 5-9 p.m.

www.azreia.org

PRESORT STD
US POSTAGE
PAID
Phoenix, AZ
Permit #1240



AZREIA Monthly Meetings at a Glance

Phoenix Workshop – Multifamily Market Update & Multifamily Investing through Crowdfunding

Understand the latest market information on multifamily around Greater Phoenix and get your first look at crowdfunding in multifamily. In the past, you had to be wealthy to invest in commercial real estate. With the recent passing of crowdfunding legislation, now you can invest in multifamily projects in your community with as little as \$1,000.

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. This is must know information for the serious real estate investor.

Phoenix Main Meeting – Market Perspective with Tina Tamboer of the Cromford Report

You must know your market. A major part of understanding your market is understanding the numbers and the trends. Our expert is Tina Tamboer of the Cromford Report. She will provide investors with a serious look at the market.

Tucson Main Meeting – Complete Title & Escrow Update

So much is going on and changing in the escrow world. Come and find out the latest from our expert presenter, Barbi Stewart, VP Fidelity National Title Agency.

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 – Build Wealth with a Checkbook Control Self-Directed IRA

Get the answers to your questions regarding checkbook control self-directed IRAs. Our presenter is Mat Sorensen, an Arizona attorney specializing in self-directed IRAs.