

The AZREIA Advantage

Arizona Real Estate Investors Association Newsletter

“AZ Real as it Gets”

November 2018

Contents

Executive Director's	
Message	2
Lending Expert.....	3
Insurance Resource.....	4
Real Estate Investment	
Specialists	5
Title Expert.....	7
Legal Expert	8
Monthly Meetings	9
Calendar of Events	10
Legally Speaking.....	10
Property Listings	11
Meetings at a Glance	
.....	12



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“Hey! It’s Me Again...” & “I Just Wanted to Reach Out...”

by Jason Roberts

The other day I was talking to a good friend of mine about the changing market and what strategies he found worked best. We were sharing our various tweaks we had made to our own marketing plans and how successful they were or were not. It’s a conversation we often have. But what struck me this time, and I am not sure why it hasn’t struck me before, was that the one strategy we always put in the success column is Follow Up. Consistently following up with a lead always works!

If One is Good, More is Better. I have always been a person who thinks in terms of if one is good, more must be better. I figure that if I send one letter, 10 would be better. If I make 1 phone call, 6 would be even better. If I sent 1 email, 100 would be better! Okay that may be pushing it, but you get the gist. Sending just one piece of marketing is good but more is better! I think that is why the idea of Follow Up has been something I have always used.

When I explain this strategy’s benefits to my coaching students, I always use the example of shopping in a store at the mall. If you are like me, you walk into the store with a single purpose...to get the item you are looking for as quickly as possible and get the heck out of there! But if you are also like me, the store is a foreign place where you have no idea where the one thing you need is located. So inevitably you walk around the store searching. Eventually a friendly employee walks up and says, “Hi! Can I help you find anything?” And what do you say? Be honest! You say, “No thank you. I am just looking.” Then you scream in your head for the next five minutes as you continue to search, “Why didn’t I ask them where it was?!!!!!!” Eventually, said employee takes pity on you again and asks if they can help and you graciously accept. I can see you all cringing, thinking about how many times you have done this.

But why do we do this? Why do we refuse help when we know that we need it? Because we are trained to give a no answer when offered help. So, what do you think most people’s response is going to be when they see your letter, email, postcard, message offering them help?

Just Wanted to Check in Again. If you stopped at one, they are going to say no. Now in my example above, it usually only takes one more time for me to finally accept total defeat and let them help me, but other people’s thresholds are different. Sometimes it takes 2 times, 3 times, even 20 times of following up with that one person to get a yes. But how do you get to that yes until you go through all the noes?

Back to my conversation I had with my friend the other day. When we got to the part again about how follow up was his most successful strategy, he told about this deal he

just closed. He was saying how he had first called this guy about his house a year ago. That day, they walked the property and discussed some numbers, but the guy was meeting with some other investors and agents and wanted to see what they had to offer. My friend said that he must have, “talked to that guy every month over the last year. I thought he was never going to accept, but I just closed that deal and made a 22K wholesale fee off of it.” Just a once a month phone call led to a 22k paycheck. Not to bad for just wanting to check in again.

“I Just Wanted to Reach Out...”

I think one of the most important lessons I have ever learned in business, heck even in life, was to Get Comfortable with Being Uncomfortable. I am sure that most of you have seen this written somewhere. Usually it pops up on my news feed on Facebook a couple times a year or I see it on one of those inspirational posters in the doctor’s office with a cute kitten hanging from a tree or something. You may even be thinking while reading this, “Well of course you do, that is the only way you can grow!” But how many of you have actually implemented it in your business?

Do I Need to Make Outbound Calls? I would venture to guess that that most of you haven’t. I am sure that there are parts of your business that you have dipped the tip of your pinky toe across the uncomfortable line. Maybe it is writing that first offer or telling the drywaller that you want the outlet moved 2 inches to the left, but I would venture to say that most of you are not willing to get uncomfortable with one of the key marketing strategies

AZREIA’s 16th Anniversary Meeting
November 12th – Phoenix
Investor Social & Food Drive
Fun & Prizes
Special Presentation: Marketing Blueprint!
November 13th – Tucson
Structured Networking
Special Presentation: Marketing Blueprint!

Continued on page 2



Executive Director's Message

Innovation

Throughout the years I have been asked many times something along the lines of, "What attributes do our most successful investors possess?" Well, that is a very difficult question with a lot of different answers all of which would be correct. So, let's restate the question to, "Which attribute is consistent among AZREIA's most successful of the successful?" In other words, the best of the best. That is much easier to answer.

The answer is innovation. Think about it. Innovation separates the very best of the best in every industry not just real estate investing. People and companies stay ahead of the competition through innovation. They make it difficult for others to keep up. In the process, they are able to be first to market and realize the results of their innovation through higher margins and greater market share. People and companies who innovate tend to always be innovating. It is part of their culture. Their customers expect it.

A primary example is Apple. Now, I'm an Android guy, so a case in the Android world could be made for Samsung, as well, but let's focus our example on Apple. Apple is known for their innovation. It is their innovation that actually saved the company from going out of business not once, but twice. From the iPod to the iPhone and in between they are constantly innovating. Their customers seem to happily pay a very high price and have pretty much grown into a cult-type following. In their industry, they have set the bar and others have followed.

Notice that I said they have set the bar. Others in their industry have pushed the envelope and, in some areas, taken the innovation mantle away from Apple. Apple has been relegated to follower in some key areas and it has cost them market share. This helps to make the point that innovation needs to be constant.

How does any of this relate to real estate investing? We have been in the fastest period of change in my lifetime. We have seen iBuyers; companies acquiring a portfolio of thousands of single-family

rental properties across the country; and new developments made up entirely of small detached rental properties. These are not small innovations. These are huge market disrupters. One of the newest innovations is investing in real estate through crowdfunding. All of this and much more has transpired in less than a decade!

Your competition has changed. Your margins have changed. The speed of the market has changed. Your business model has changed. So, you need to innovate, too.

I have seen lots of innovation by AZREIA members like investing in markets in other states; unique partnerships; expanding into or transitioning into the notes world; improving the quality of their rehabs; managing rental property; and adopting new technology to improve margins and increase their speed in finding leads, communicating with customers and team members. You have improved your marketing and your sourcing of materials. You have expanded your investing strategies to participate in multiple market segments utilizing your developed skills across a broader spectrum.

One of your major improvements has been in tenant screening thereby increasing your margins and reducing cost. Let the uninformed and uneducated rent to unqualified tenants and suffer the cost of doing so.

I do not see a change in the rate and pace of change in our industry. You will need to stay focused on your business and continue to respond to market innovation by innovating yourself. I plan on continuing to innovate AZREIA to be responsive to market changes. AZREIA has constantly innovated in the REIA world and has been recognized for that leadership on many occasions. We are making a major investment in our offerings and structure to continue to lead. Exciting times!

Smarter investing,
Alan Langston



"Hey! It's Me Again..." & "I Just Wanted to Reach Out..."

continued from page 1

you must use in your business! I am talking about Outbound Calling.

The reason I know most of you aren't is because it is inevitably the first job that people ask me how to delegate off. My students are always asking for an ad or what criteria they should be looking for in an assistant, a VA or a call center. And I will tell you the same thing I tell them. That is the absolute last job you will ever delegate off in your business!

What Are You Afraid of? What is it about making these calls that makes you so uncomfortable? Are you afraid of getting yelled at? Are you afraid of imposing? Are you afraid that they are going to look up where you live and TP your house?

I can honestly say, I have never really been uncomfortable with making that phone call in my real estate business. I think that it has to do with the fact that fresh out of high school I worked as a collection agent in one of the largest debt collection firms in the country. Trust me, there is no worse phone call you can make then the one where you are trying to collect money! (BTW Joe in Boston, thanks for explaining in detail where I could stick it. I didn't even know that was humanly possible! No one wants that call! I have been hung up on, cussed at, you name it, but after everyone of those calls, I had to pick up the phone again and make the next call.

The 10th Call is The Money Call. As we all know, marketing is a numbers game. You have to send out a certain amount of marketing to get

a certain number of deals to yield a certain profit. What would you do if I told you had to make 10 calls to get one 40K deal. Would you be willing to make the other 9 calls? Even if everyone of them yelled at you and hung up? Of course, you would? What if the number was 20 calls or 50 calls? You definitely would!!!

That is why it is so important to make that shift to pushing past your uncomfortableness. You never know if the 1st call or the 26th call is going to bring you in a 50K profit check. You just have to pick up the phone and make the call.

So, if you are ready to start learning how to get comfortable with being uncomfortable, then join us November 12th or 13th at the AZREIA meeting.





AZREIA Advantage: Lending Expert

What Exactly Are Closing Costs?



by
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“What are my closing costs going to be?”

“Closing costs” is a term defined differently by each lender. The reason I say this is because closing costs may be explained by one lender as lending fees, title fees, appraisal fee insurance, prepaid insurance, taxes, and interest; while the lender next door may only consider closing costs as actual fees and not anything prepaid or reserves. Closing costs outside of industry professionals is also perceived differently. Many real estate agents I speak with are under the impression that closing costs on average equals 3% of the purchase price; which is just not true. It’s extremely important to understand that no matter how you define closing costs, there are variable costs and fixed costs involved. The percentage of closing costs in relation to purchase price will be a higher percentage on lower purchase prices and generally lower on higher purchase prices because of those fixed costs. Below is a breakdown of the most common types of costs involved to purchase a home with financing.

Loan Processing	Escrow Fee	Insurance Premium
Loan Underwriting	Title Insurance	Prepaid Interest
Wire Fee	Recording Fee	Taxes
Appraisal	CPL	HOA Dues
Doc Prep	Notary Fee	HOA Transfers
Credit Report	Courier Fee	Home Warranty
Flood Certification	Discount Pts	Prepaid Insurance

Remember, everyone has a different financial profile and will be viewed in separate ways. If you would like to run your situation by us to see which programs you are eligible, don’t hesitate to reach out.

QUICK TIPS:

1. Don’t open new debts while in contract
2. Don’t quit your job
3. Don’t deposit substantial amounts of cash into your bank account.
4. Disclose all debts



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AZREIA Advantage: Insurance Resource

“Checking Off” (X) Insurance on your “To Do” List – More than just a YES / NO box to check.



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by
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As a rental property investor, you need to have a working knowledge of many different subjects. You may not have to become an expert, but it is good to have a basic understanding when it comes to roofing, landscaping, plumbing, electrical, HVAC, taxes, insurance, and of course, the Arizona Landlord-Tenant Act. While a really great property manager can be helpful, most experienced investors pride themselves in understanding the basics. When your property manager asks you to make a decision on something, they will expect for you to know and understand the information that will help you make the best decision.

One topic that is a constant challenge for both investor-owners and property managers is insurance. Most investors and property managers have some knowledge and can make certain decisions based on basic information. But unfortunately, too many investors and property managers are only interested in “checking off” insurance on their YES / NO to-do list. They are totally satisfied when they can say “Yes, we’ve got that!” They never look further and do not check on coverage amounts or features. Then, when something bad happens, they blame someone else because an important coverage was never purchased or the coverage amount was too little.

These are the same investors

and property managers who look at a competitive proposal for insurance from a new company, and simply say “My current insurance costs less than that. I’m not interested!” Cost is the only factor that they consider.

My objective here is not to make you an insurance expert by reading a few simple paragraphs, but here is a short list of things to check on when you are evaluating your own insurance policy or just comparing it to a proposal from a different insurance resource.

- Liability Limits – Lawsuits are trending up, not down. Your policy should provide a minimum of \$1 million *per occurrence* - \$2 million *per occurrence*, if available. Do not be misled by “aggregate limit” numbers. This sets a maximum limit on how much your insurance company will pay out for multiple claims during a policy year.
- Building Coverage - This number has nothing to do with purchase price or market value. This should be the cost for a licensed contractor to repair or rebuild the entire building. Wild fires and hurricanes have caused an abrupt spike in the cost of construction

materials, meaning it suddenly costs more to rebuild your rental property. This is an excellent time to ask your insurance agent to double check the building coverage amount on your insurance policies.

- Does your policy have:
 - ✓ Building Code Coverage – without this, *you* must pay for changes required by law
 - ✓ Replacement Cost – eliminates depreciation when a claim is paid
 - ✓ EXTRA Replacement Cost – “bonus” building coverage to cover a larger claim
 - ✓ Actual Cash Value (ACV) – not what it seems; this means depreciation is applied to a claim settlement; you **do not** want this!!
 - ✓ Automatic extension of coverage to your property manager

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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AZREIA Advantage: The Real Estate Investment Specialists

Buy & Hold Overspending



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Are you wasting time and money on your buy and hold investment properties? Perhaps I should ask this question in a different way. Are you spending a lot of time seeking out that perfect rental house, and then treating it as a fix and flip project?

What I mean to say is that you may be overspending on unnecessary repairs, or perhaps completely remodeling kitchens and bathrooms, when a simple facelift will produce the same results, and by "results," I mean getting the place rented or leased out as quickly as possible to avoid carrying costs.

We all know and have heard the phrase, "In real estate, money is made on the purchase." Which means you must locate and purchase a property with a high ARV and plenty of equity to cover any necessary repairs. If you're a fix-n-flipper, that equity spread is obviously your profit. And of course, the more work that has to be done on the place, the more these repairs will eat into those profits.

But if you're a buy and hold investor, you may be spending a lot more time, money and effort than is actually necessary. I am in no way suggesting that a landlord should skimp on repairs. I'm merely saying that there are certain things that will need to be repaired or replaced on a flip that may not be necessary right away on a rental.

The reason being is that renters aren't as picky as buyers. They don't think of a house they rent as theirs. In short, they aren't as concerned with the age of the air conditioning system, the roof or the finish details because it is not their house.

For example, in a fix and flip scenario we will almost always update, if not replace the cabinetry, install granite counter tops, do a

primo paint job, and replace all the fixtures, because buyers want their new home to be perfect.

Renters are typically very nonchalant about light fixtures, paint colors and counter tops, as long as they only display signs of normal wear and tear. The only thing they care about is that everything is in working order when they move in. Because they also know that if something breaks, the landlord will fix it, or at least they should.

Now I want to take this a step further and question why anyone would want to waste so much time and money by purchasing a complete fixer upper if your intent is to rent it out anyway. That is, of course, unless you find a really great deal you simply can't pass up. And if this is this case, I understand.

But here at The Equity Finders, we have seen time and again many would be investors biting off more than they can chew just to find out it was completely unnecessary.

As I stated at the beginning of this article, you may be overspending on unnecessary

repairs, or perhaps completely remodeling kitchens and bathrooms, when a simple facelift will produce the same results.

What I mean is this. Why bother buying a fix-n-rent property in the first place, just to use the entire spread for repairs when there are plenty of "ready to rent" properties available right now, many of which still have plenty of equity built in?

In other words, why pay \$150k on a rental property with an ARV of \$200k if it's going to take 3 months and \$35k in repairs to get the place into rentable condition?

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AZREIA Advantage: Title Expert

Now Dissecting a Title Commitment – Part 3



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In this month's article we will go over the "Schedule A" section of the Title Commitment. For the purposes of this article we will use a Title Commitment issued by Chicago Title Agency, Inc. for reference. If you're looking for excitement in a Title Commitment "Schedule A" can sometimes be the center of lots of excitement and drama, almost as much as the requirement section. You may be asking yourself "Really"? It is the smallest section of the Title Commitment, how could it possibly be exciting or the source of drama? Let's dissect it and find out.

Our Title Commitment form here at Chicago Title was updated recently to be more user friendly for the consumer. It received a face lift if you will. We have added a whole new disclosure section at the top of Schedule A to show the consumer what company is issuing the Title Commitment, what office at Chicago Title you are working with (the Glendale office is my personal favorite), who your escrow officer and title officer are, the loan number if applicable, your escrow file number, the property address that is being searched and which revision of the Title Commitment you are viewing. Each time title amends the Title Commitment it is tracked, as well as the date the last amendment was completed, and is listed as Amendment No. 1 and so forth.

The next section of "Schedule A" is the Commitment Date. Most assume this is the date the original commitment was completed. This date is actually the date that the Title Plant's current records are updated through, as of the date the chain of title was examined. Title Plants records are not up to date with the current date, at least not in Arizona. There is usually a lag between the current date and the recording date on the uploaded documents into the Title Plant. A Title Plant is a system or database that allows Title Companies to search and examine a specific chain of title for all recorded documents. In Arizona, Maricopa The AZREIA Advantage

County is usually the most current up to date County in Title Plant, some smaller Counties take time to post recorded documents so they are further behind the current date. If you recall in last month's article we discussed the term "Bring to date", the Commitment date can be updated at any time by requesting a "Bring to date" to be completed. This allows Title to add or remove recorded documents that may not have been of public record at the title the original Title Commitment was completed.

The section following the commitment date lists the type of policies that are being requested and the proposed insured for each policy. See my article in the November 2017 AZREIA newsletter for more on types of policies. The proposed insured is normally the Buyer and/or the Lender in the transaction.

The next section containing "the interest in land" will contain one of three options: Fee simple, easement or leasehold. **Fee simple** is, according to dictionary.com, "*a permanent and absolute tenure of an estate in land with freedom to dispose of it at will, especially in full fee simple absolute a freehold tenure, which is the main type of land ownership.*" Basically, you own it and it's yours to do with as you please, within the law. An **easement** is a piece of property that is owned by you, that you allow someone else to use legally with an agreement for a specific purpose. Example, the neighbor needs to drive across a portion of your land to access their land. Utility companies need to run power lines, sewers or drains and need access to those things. An easement allows the use of your land for that purpose, while ownership still belongs to you. **Leasehold** is where there is a lease in place, for both the land and the structure for an extended period of time. Leasehold is seen typically in the commercial arena but can be residential as well.

The next section (number 4 on Chicago's commitment) is the current vested owner in the property. As an investor you will always want to check this section. This section is where most of the excitement and drama happens. Is the current vested owner the person that signed your purchase contract? If not it could be the difference between a legally binding contract and a non-legally binding contract. Does the person that signed your purchase contract have the right to sign on behalf of the current vested owner? If so, by what authority? Have you reviewed the paperwork that grants the authority? You will also want to pay attention to the actual vesting listed after the owner's name.

See my article in the August 2018 AZREIA newsletter "Will the Real Property Owner Please Stand Up?" If one of the current owners is deceased there is always a possibility probate may need to be done on the decedent's estate. If the current owners are divorced but both are still on title, they will most likely both need to sign the purchase contract. If you are unsure who owns the property or have questions about the current vesting contact your escrow officer to request a vesting and lien search to be completed on the property. It is fast, simple and FREE.

The Last section is number 5 on our title commitment. Section 5 contains the legal description to the property. This section as well has been the source of many a dramatic escrow file. Be sure to review the legal description to make sure you are purchasing the correct property. Once in a while, there is more or less property than you had original agreed to purchase described in the legal description. In one escrow the property had been probated, however, the separate parcel for the alley was missed in the probate proceedings. Another file, the survey may not have been conducted properly and a deed was recorded leaving an abandoned strip of land behind the parcel. Was the lot number correct on the last deed? These are all important items that are examined and researched by Title to ensure you're know exactly what you are purchasing.

Hopefully after dissecting tiny "Schedule A" you will agree, it may be small but it is very important. The next time you receive a copy of the Title Commitment take a look to see what is disclosed about your potential new property. Next month we will dissect "Schedule B Part I" aka the requirements section. Should you have any questions in regards to the Title Commitment, please contact your favorite title company and escrow officer. If you don't have a favorite title company please contact Jill Bright (brightj@ctt.com) to find out more about working with Chicago Title. If you don't have a favorite escrow officer please contact me at amy.layton@ctt.com or 480-675-4984. We would be happy to assist.

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AZREIA Advantage: Legal Expert

Problems with Section 8 are Coming



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by
**Mark
Zinman**

Landlords often participate in Section 8 or other subsidized rent programs. They figure that jumping through the extra red tape and government regulations, is worth getting their funds guaranteed on the first of the month. We generally don't take a position on whether clients should participate in Section 8, or other such subsidized rent programs. However, based upon a recent ruling, participation in these programs just became more difficult. In two recent cases, an appellate court made a ruling that can drastically affect subsidized rent.

Arizona law says that if a landlord accepts a partial payment of rent, the landlord cannot

evict the tenant that month unless a partial payment agreement is signed. In recent cases, two other law firms prosecuted evictions after Section 8 had paid the subsidized rent. While the landlords won at trial in the justice court, on appeal in the Maricopa County Superior Court, the judge found that because the landlord had accepted the Section 8 payment, it constituted a partial payment. The appellate court therefore held that the landlord couldn't evict the tenant because the landlord had already accepted the subsidized portion of the rent. In one of the cases, the court even refused to allow an immediate eviction for criminal conduct, because the landlord had accepted the subsidized rent.

If this ruling is not reversed, it could have devastating impact on landlords in court and upon the entire Section 8 program. Generally, the subsidized portion of rent is deposited directly into a landlords account, before the landlord knows whether or not a tenant will pay rent for that month.

Therefore, if this ruling is upheld, in most cases a landlord will not be able to evict a Section 8 tenant, because they will have already received the subsidized rent. If this were to happen, the landlord would then have to wait until the next month, and reject the subsidized payment as a partial payment. Further, even in the next month, it is unclear how the landlord would reject the subsidized payment as it is directly deposited with other tenant's payments.

We suspect that if this stays the law, many landlords will start dropping out of the Section 8 programs entirely. They will not want to lose evictions against non-compliant tenants, merely because the housing provider paid the subsidized rent. This is obviously a very serious concern for landlords who participate in subsidized rental programs. We are looking at ways to address these rulings, either through the courts or the legislature. We will keep you updated as this issue unfolds.



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

TAILGATING CELEBRATING YOUR TEAM

AZREIA Phoenix Meeting
Monday, November 12
Celebrity Theatre

AZREIA Tucson Meeting
Tuesday, November 13
Tucson Assn. of Realtors

AZREIA Prescott Meeting
Tuesday, November 6
Yavapai Title

Phoenix Real Estate Club
Tuesday, November 27
24th St. Conference Ctr.

This month we celebrate our 16th Anniversary and the start of our 17th year. The theme for our celebration is **Tailgating**. Real Estate investing is a team sport. Tailgating is a way to have a lot of fun while recognizing your team. Take it one step further and it is easy for you to see that AZREIA is part of your team and you are part of AZREIA's. So, come celebrate! Be sure you come early to enjoy the **Investor Social**. You better get plenty of **raffle tickets** because the winners will get to play for valuable prizes. It wouldn't be an AZREIA meeting without doing the business of real estate investing, so we won't skimp on the **Market Update** or **Market News** and our special featured speaker, **Jason Roberts**, will educate you on the most important topic in a market like ours, **Marketing Like the Pros**".

Investor Social

Always a great time and perfect for networking. Fill up on some fabulous tailgating type food and sweets. Collect your raffle tickets. Visit our tradeshow. Get settled in for a super night of food, fun, prizes, information, education and entertainment! A major part of our Investor Social is the Food Drive. Once again, we are collecting non-perishable food for a local food bank. This is our opportunity to give back to our community, not only by providing quality, affordable housing but by putting food on the table, too. So, bring lots of food and get lots of raffle tickets. Non-members can get in FREE for just 6 cans of food. Bring more and get more raffle tickets.

Market Update & Market News with Alan Langston

The market doesn't stop or care that we are celebrating, so we will be sure you have all the latest information! You will receive the latest in trend analysis and important news for the US, Arizona and Greater Phoenix real estate investment market. This is must know information for the serious real estate investor.

Fun & Prizes – AZREIA's Way for Members & Guests to Have Fun & Win

Your raffle tickets could be your entry into this fun and valuable game. Do you have the skill it takes to win? Don't worry, it's easy. Lots of valuable prizes. The more raffle tickets you have the better your shot to win! Each year we've had over \$10,000 in prizes given away!

Phoenix & Tucson Main Meetings – Secret Strategies of America's Top Real Estate Investors with Jason Roberts

You always heard that modeling success is the quickest way to riches. But who wants to go through the tedious task of making mistakes until you stumble on the right path? Why not copy a marketing blueprint from America's Top Real Estate Investors and skip all that! Jason

Roberts will be providing you a step by step marketing blueprint on how to blow your business up and make the phone ring off the hook with sellers who actually want to sell! He will be showing you:

- 4 unique ways to reach sellers that no one else is doing
- 30 days to \$30k – the fastest & easiest strategy to implement
- The strategy that produces more \$100k profits than any other in today's market
- Increase your closings by 60%!! By properly implementing this one strategy
 - How to buy hidden inventory from local banks that no one else knows about

Prescott Main Meeting – Fix & Flip Case Studies

William J. O'Leary, attorney with O'Leary, Eaton, P.L.L.C. will describe when a real estate license is required and fix-and-flip considerations for the investor. The purpose of this session is to help the investor stay within legal limits while wholesaling, fix-and-flipping, and buy-hold investing. Mr. O'Leary is an attorney, real estate agent, and an investor, who brings a pragmatic view to helping investors operate successfully in

these challenging times.

Phoenix Agenda – SPECIAL

4:30 – Investor Social
5:15 – Market Update
6:00 – Investor Social
6:40 – Prizes
7:30 – Featured Presentation – Jason Roberts
9:00 – Adjourn

Tucson Agenda

5:15 – Open Networking
5:45 – Networking: Investor-to-Investor, I Have – I Want, Tucson Market Discussion
7:10 – Tucson Market Update & Main Presentation
9:00 – Adjourn

Prescott Agenda

5:30 – Networking, "Haves and Wants" & Market Overview
6:00 – Main Meeting
7:15 – Adjourn

Phoenix Real Estate Club



5:30 – Open Networking
6:00 – Networking: Investor-to-Investor, Haves & Wants, Market Discussion
8:00 – Adjourn





AZREIA Calendar of Events

Check www.azreia.org for the current schedule.

MONTHLY MEETINGS	SUBGROUPS		REI Blueprint
<ul style="list-style-type: none"> • AZREIA – Prescott Tuesday, November 6 • AZREIA – Phoenix Monday, November 12 • AZREIA – Tucson Tuesday, November 13 • Phoenix Real Estate Club Tuesday, November 27 	<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>		<p>Jason Roberts and Rachel Schneider</p>
	<ul style="list-style-type: none"> • Income Property Owners Thursday, November 1 • Burley Tuesday, November 13 • Beginning/New Investor Tuesday, November 15 • Notes Thursday, November 15 • Fix & Flip tbd 	<ul style="list-style-type: none"> • Tucson: New Investor Tuesday, November 6 • Tucson: Happy Hour Thursday, November 8 • Tucson: Wholesaling Tuesday, November 20 • Tucson: Advanced Investor Tuesday, November 27 	<p>Saturday 11/17 9am-4pm Learn to Market Like the Pros</p> <hr/> <p>Bonus Drill Down Session Wednesday 11/14 6pm-8pm How to Really Flip Houses While Working a Full-Time Job</p>
	<p>HAPPY 16TH ANNIVERSARY, AZREIA</p> <p>JOIN OUR TAILGATE PARTY AND CELEBRATE YOUR TEAM!</p> <p>IT WILL BE A FUN-FILLED EVENT WITH LOTS OF AMAZING PRIZES DONATED BY AZREIA BUSINESS ASSOCIATES, GREAT EDUCATION FROM OUR GUEST SPEAKER JASON ROBERTS AND OUR ANNUAL CANNED FOOD DRIVE!</p> <p>INFORMATION & REGISTRATION ONLINE AT WWW.AZREIA.ORG</p>		

LEGALLY SPEAKING

Q: My lease automatically goes month-to-month when it expires, unless the tenant or I give notice. If I want to increase the rent, what do I have to do?

A: An increase in the rent, is basically you terminating the old lease, and starting a new one, using all the old terms except for increasing the rent. Therefore, you have to give at least a 30-day notice, prior to expiration date and the periodic rental period. That is basically you telling the tenant that their old lease rate is expiring, and if they stay in the property, they are liable to pay

the new rental rate. If the tenant doesn't want to pay the new rate, they could simply turn around and give you a 30-day notice to terminate their lease and vacate the property. The reason for this is that you shouldn't be able to give your tenant a notice of rent increase, without them having the opportunity to terminate before that increase takes place. Also, remember, if you are sending your notices via certified mail, you must add 5 days for mailing.

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	105 Meadow Lark Lane	Sedona	\$449,900	3 / 2	Casi Harris	928-985-0256
Wholesale / FSBO	6819 E. Ludlow Dr	Scottsdale	\$445,000	4 / 3	Brandon Simmons	602-918-4663
Wholesale/Owner/Agent	5313 N. 78th Way	Scottsdale	\$364,900	3 / 2	Thomas Lee	602-428-9049
Wholesale / FSBO	5414 W. McNeil St	Laveen Village	\$352,000	3 / 2	Brandon Simmons	602-918-4663
Wholesale / FSBO	1061 East Magdalena Drive	Tempe	\$328,000	4 / 3	Recia Davis	602-358-6370
Wholesale / FSBO	1109 W. Georgia St	Phoenix	\$319,000	3 / 2	Brandon Simmons	602-918-4663
Wholesale / FSBO	502 E. Heame Way	Gilbert	\$299,000	4 / 2	Brandon Simmons	602-918-4663
Wholesale / FSBO	9845 N. Buzzing Bee Trail	Marana	\$294,747	3 / 2	Denise Rutland	520-261-6558
Wholesale / FSBO	3418 E. Paradise Dr	Phoenix	\$285,000	3 / 2	Brandon Simmons	602-918-4663
Wholesale/Owner/Agent	11748 W. Electra Ln	Sun City	\$265,000	4 / 3	Thomas Lee	602-428-9049
Wholesale / FSBO	1639 E. Whitton Ave	Phoenix	\$260,000	3 / 2	Brandon Simmons	602-918-4663
Wholesale / FSBO	901 W. Montecito Ave	Phoenix	\$255,000	3 / 1	Brandon Simmons	602-918-4663
Wholesale / FSBO	2207 E. Monterey Way	Phoenix	\$249,000	3 / 2	Brandon Simmons	602-918-4663
Wholesale/Owner/Agent	18403 W. Arcadia Dr	Surprise	\$234,000	4 / 3	Thomas Lee	602-428-9049
Wholesale/Owner/Agent	2607 N. 125th Dr	Avondale	\$216,000	4 / 3	Bryan Payne	785-213-7043
Wholesale / FSBO	5210 W. Sandra Ter	Glendale	\$209,000	3 / 2	Perry Lowe	480-489-4297
Wholesale/Owner/Agent	4813 E. Brill St	Phoenix	\$203,000	2 / 2	Thomas Lee	602-428-9049
Wholesale/Owner/Agent	315 S. Beck Ave	Tempe	\$195,000	3 / 2	Jose Jimenez	480-704-4200
Wholesale/Realtor	4026 N. 9th St	Phoenix	\$188,000	2 / 1	Luke Basler	480-798-9522
Wholesale/Owner/Agent	2930 W. Villa Maria Dr	Phoenix	\$185,000	3 / 2	Daniel Prieto	623-505-5604
Wholesale/Owner/Agent	938 W. 10th St	Mesa	\$179,900	3 / 2	Thomas Lee	602-428-9049
Wholesale/Owner/Agent	238 N. 58th St	Mesa	\$179,900	2 / 2	Thomas Lee	602-428-9049
Wholesale/Owner/Agent	3802 N. 80th Ave	Phoenix	\$169,900	4 / 2	Thomas Lee	602-428-9049
Wholesale/Owner/Agent	3736 E. Keim Dr	Phoenix	\$164,900	3 / 2	Thomas Lee	602-428-9049
Wholesale/Owner/Agent	554 Campbell St	Prescott	\$153,000	2 / 1	Matthew Stonebraker	928-793-2903
Wholesale/Owner/Agent	4140 W. Wilshire Dr	Phoenix	\$130,000	3 / 1	Ricardo Llamas	602-882-4840
Wholesale / FSBO	4478 E. Mustang Dr	Eloy	\$129,000	4 / 2	Brandon Simmons	602-918-4663
Wholesale/Owner/Agent	3115 W. Calle Toronja	Tucson	\$122,000	3 / 2	Thomas Lee	602-428-9049
Wholesale/Owner/Agent	10163 W. Devonshire Dr	Arizona City	\$119,900	3 / 2	Thomas Lee	602-428-9049
Wholesale/Owner/Agent	1757 W. Sunland Ave	Phoenix	\$114,900	6 / 6	Thomas Lee	602-428-9049
Wholesale/Owner/Agent	407 E. Centre Ave	Buckeye	\$105,000	2 / 1	Mike Del Prete	602-501-2426
Retail / FSBO	122 Talisman St	Lake Jackson	\$102,000	3 / 2	Stuart Gethner	480-443-4500
Wholesale/Owner/Agent	480 E. Grand Canyon Rd	Paulden	\$90,000	3 / 2	Matthew Stonebraker	928-793-2903
Retail / Owner / Agent	350 E. Arroyo St	Ajo	\$75,000	3 / 1	Tom Gee	602-677-8154
Wholesale/Owner/Agent	7958 W. Fairmount Ave	Phoenix	\$50,000	4 / 2	Ken Maynard	480-767-1430

Mobile Home with/Land

Wholesale/Realtor	7419 E. Inverness Ave	Mesa	\$119,900	3 / 2	Bill Ianuzi	480-787-9988
Wholesale/Owner/Agent	13575 E. Paloma Trl	Mayer	\$99,000	3 / 2	Matthew Stonebraker	928-793-2903

Land

Wholesale	Woodland Valley Ranch Lot IV-545C	St Johns	\$15,000	20 Acres	Eric Boone	480-688-6383
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Condo / Townhouse

Retail / Realtor	4157 N. 78th Pl	Scottsdale	\$395,000	2 / 2	Luke Basler	480-798-9522
Wholesale/Owner/Agent	7848 E. Sage Dr	Scottsdale	\$369,900	3 / 2	Thomas Lee	602-428-9049
Wholesale/Owner/Agent	1044 E. Desert Cove Ave	Phoenix	\$285,000	3 / 2	Thomas Lee	602-428-9049
Retail / Realtor	5632 S. Doubloon Ct Unit C	Tempe	\$204,500	2 / 3	Jeff Hierath	602-881-7397
Wholesale/Owner/Agent	3635 E. Turney Ave Apt 5	Phoenix	\$149,900	1 / 1	Thomas Lee	602-428-9049
Wholesale/Owner/Agent	1682 W. Campbell Ave	Phoenix	\$134,900	2 / 3	Thomas Lee	602-428-9049
Wholesale/Owner/Agent	3416 W. El Caminito Dr	Phoenix	\$79,000	2 / 2	Thomas Lee	602-428-9049

Multi-Housing

Retail	3119 N. Greg	Prescott Valley	\$250,000	Duplex	Stuart Gethner	480-443-4500
Retail	2843 E. Monte Cristo Ave	Phoenix	\$260,000	4-Plex	Irena Juras	480-420-7124

Retail

Retail	7116 N. 7th St	Phoenix	\$393,000	2 Bldgs	Patricia Lynch	602-618-8149
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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

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Meeting November 12, 4:30-9 p.m.

www.azreia.org



AZREIA Monthly Meetings at a Glance



Special 16th Anniversary Meeting

Investor Social

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Prescott Main Meeting: Fix and Flip Case Studies

Discussion of fix-and-flip via case studies.