

The AZREIA Advantage

Arizona Real Estate Investors Association Newsletter

"AZ Real as it Gets"

December 2019

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Arizona Real Estate Investors Association

1841 North 24th Street
Suite 10
Phoenix, AZ 85008
480.990.7092
fax 480.990.7017
www.azreia.org

Three Stupidly Simple Strategies to Become a Better Negotiator

by Maria Giordano

One of the most common questions I get asked is, "What skills do I need in order to become a successful real estate investor?"

After thinking about this question and discussing it with other experienced, successful real estate investors, there are three main themes that continued to pop up over and over again. Most investors attribute their success to marketing for deals, knowing how to be an effective negotiator, and their ability to think creatively.

However, the one skill most investors needed to hone the most was their negotiations. Unlike marketing and creative deal structuring, negotiations seem to be the one skill that most people liked the least. The thing is, it doesn't need to be like that at all!

This may surprise you, but everyone is a born negotiator. Yes, you read that correctly. Even you are a born negotiator. The problem is most of us, somewhere along the way, stopped negotiating.

From the time we are born we are negotiating. As an infant you screamed for food when you were hungry. As a child you simply screamed when you didn't get what you wanted, all the way up to those teenage years. Just ask any parent out there with a teenager what happens when their newly licensed teenager wants the car and they say "NO." Does that teenager go away or does that teenager "double down" and go all in as if their life depends on getting the car Friday night.

Yet, somewhere along the line, usually in our late teens to early twenties, we decide we don't like to negotiate and would prefer to avoid it if at all possible. It is at this point that we begin to think of negotiations as more of a confrontation than our ability to communicate with our counterpart. In the case of real estate investing, our counterpart is typically the seller.

What if I could give you three simple strategies to change all that? As I said, there are very few people who actually like to negotiate. If you are anything like me, I hated negotiations. In fact, at one time I saw negotiations as more of a task to be avoided or completed as quickly as possible or even worse, handed over to someone else. It wasn't until I understood that negotiation had more to do with communication and

less to do with confrontation or competition.

Once I figured out that all negotiation skills are communication skills it changed everything. Whether you are a timid negotiator or a competent skilled negotiator there are three very basic skills you need to know in order to become a skilled and more confident negotiator.

Phoenix Meeting – Monday Dec 9
Marketing, Negotiations,
& Deal Structuring:
"Investing with NO Limits"
Market Update & News

Tucson Meeting – Tuesday, Dec 10
Marketing, Negotiations,
& Deal Structuring:
"Investing with NO Limits"
Market Update
Structured Networking

Listening to understand

Since a negotiation is all about communications it's no wonder that listening is the first thing you need to master. However, this doesn't mean that listening is the easiest skill for you to learn. You need to listen to understand which is quite different from what most of us do, which is listening to respond.

Instead, learn to shut off that inner voice going off in your head. If we are too focused on trying to come up with a reply for what the seller is saying, we will miss valuable bits and pieces of information. It is in these hidden nuggets that we get a better understanding of what our seller's needs are. Once, we understand our seller we can work with them and even help them to create an offer that best suites our and their needs. Giving the seller the relief they really seek.

Zip It

"Zip It!" isn't just a clever phrase an exasperated parent or teacher told us as a child. Tied right along with listening to understand, is silence. The majority of people out there are uncomfortable with silence. This is probably more true today than ever before. Yet, it is through silence that the magic in negotiations is possible.

Continued on page 2



Executive Director's Message

When You Educate Yourself, You Remove the Fear, and Then You Can Make an Informed Decision!

Change is a reflective song, written and sung by the late David Bowie, about defying your critics and stepping out on your own. It also touches on Bowie's penchant for artistic reinvention. Bowie wrote this when he was going through a lot of personal change. Bowie's wife, Angela, was pregnant with the couple's first child, Duncan. Bowie got along very well with his father and was very excited to have a child of his own. This optimism shines through in "Changes."

And AZREIA is certain that, after 17 years, it was time for a little artistic reinvention. We have been examining two of our strongest events, the Phoenix Monthly Meeting Event and the Phoenix Real Estate Club. Each has so many strengths and perhaps a few weaknesses, and the one we honed-in on was that the monthly meeting has been creeping up towards, and sometimes beyond, the four-hour mark. And with PREC, there is some opportunity for education beyond the continuation of the market update from the monthly meeting.

The biggest thing we noticed was that our members have been struggling to get to the meeting on time for the start of the workshop and have at times been a bit gassed out walking out the door to go home. So, we feel that we've come up with a

solution that will allow you time to leave work and get something to eat so you are ready to soak up all the information and education we will continue to present to you each and every month. Hopefully this will allow you to arrive on time, network, learn, and be out the door and home before 9 pm.

AZREIA NEW Phoenix Monthly Meeting Agenda

5:15 – 5:45 pm | Open Networking & Tradeshow
 5:45 – 6:30 pm | Market Update: Trends, Outlook & Association News
 6:30 – 7:00 pm | Networking & Tradeshow
 7:00 – 7:30 pm | Market Update for Fix & Flips Rentals & Market News
 7:30 – 8:45 pm | Educational or Informational Topic

Starting in December, AZREIA has a new monthly meeting event format. Arrive early and you will have more time to connect, network, and meet with AZREIA's business associates in the tradeshow.

THE MEETING WILL BEGIN PROMPTLY AT 5:45 PM

So, as we "Turn and face the strange," we think Bowie would be proud of our version of artistic reinvention! We've already received some feedback at our anniversary meeting, and the audience was literally cheering this past month when Alan announced it. We're looking forward to seeing and experiencing this new agenda with you, but more importantly, let us know what you think! If you love it, let us know! If there is room for improvement or tweaking, let us know! But most importantly, ***see you Monday, December 9th at 5:45 pm!***

Troy Miller, Associate Executive Director



Three Stupidly Simple Strategies to Become a Better Negotiator continued from page one

I'll be honest, silence is uncomfortable, especially when sitting face-to-face or across from a seller. Use that uncomfortable silence to your advantage. If I were to tell you, you can save yourself an extra \$50,000 on that property or even an extra \$5,000 from that contractor simply by asking a question and remaining silent, would you do it? Of course you would.

That seller or contractor doesn't like silence anymore than you do. So what do you think happens when you're silent? The person you are negotiating with will start to fill in that silence for you. If you really struggle with that uncomfortable silence like I did, just count to ten very slowly. What I learned is you will almost never get past five before the other party starts to chime in.

Get comfortable with "NO"

The third most important thing you must do is get comfortable with "NO." The problem with most negotiations is we begin each negotiations fearing the word "no." However, how many of us experienced investors have had a seller tell us "yes," but once we leave we can't reach them, or worse, we have a signed contract and the seller calls title and demands escrow be cancelled. In other words what we thought was a "Yes," was really a counterfeit "yes."

When you give the seller permission to say "no" you are getting past trivial issues to the real issues. You and the seller are able to have decision-based negotiations. What is left to negotiate when you get a "yes"? Nothing, the

seller has agreed, but when you don't first uncover all of the seller's objections and give them permission to say "no" you end up with a counterfeit "yes" instead of the "heck yes" you really want. It is the no's that lead up to the "heck yes" and your ultimate payday.

Negotiation is a skill all of us were born with. Negotiations don't require any special talent, just a willingness to practice and get better at it. In your next negotiation remember to listen to understand, use silence (don't fill in the quiet with unnecessary chatter), and give your counterpart (seller) permission to say "no." I guarantee this will be a game changer, not just for your real estate business, but when you buy your next car or even when dealing with family, friends, and colleagues.





AZREIA Advantage: Self-Directed IRA Expert

Three Ways to Purchase Real Estate with an IRA



J.P. Dahdah
Chief Executive Officer

Vantage Self-Directed
Retirement Plans

www.VantageIRAs.com/AZREIA
20860 N. Tatum Blvd. #240
Phoenix, AZ 85050

by
J.P. Dahdah

Phone (480) 306-8404
Fax (480) 306-8408

Did you know you can purchase real estate investments with an IRA? Well, you can!

Contrary to what your accountant, attorney or financial planner may have told you, stocks, bonds and mutual funds are not the only allowable investment choices within your retirement account. If you have become increasingly dissatisfied with your stock-market based retirement plan portfolio, now is the time to shift your diversification strategy and begin to buy real estate within your IRA tax-free! The solution? Establish a Vantage Self-Directed IRA.

Thought you didn't have the money to take advantage of today's real estate market? You probably do, but just didn't know it!

If you have money saved in a retirement account, you can begin to implement all the wealth building real estate techniques you know today or are learning at AZREIA! Self-Directed IRAs have become increasingly popular as more and more Americans desire increased control over their retirement investments and are learning the truth about the alternative investment choices available beyond the stock market. In many instances, the attributes of investing in real estate with an IRA are clear -- greater profit potential, no rental income taxes, tax-deferred or tax-free growth, added diversification, and decreased volatility. It is no wonder why Self-Directed IRAs have gained so much press nationally by recognized publications.

How does a Self-Directed IRA work?

The reality is that it is quite simple. The first step is to establish a Vantage Self-Directed IRA. As an AZREIA member, you receive a 50% discount off the account set-up fee! Once the account is established, you have to complete a few forms to initiate the process of transferring the money you are wishing to use to buy real estate from your current custodian who is limiting your investment choices to stock market based options only. Remember, your custodian may be telling you that their products are your only choice, but the truth is that the federal government allows IRA account holders to invest in virtually an unlimited list of asset strategies, including any type of real estate asset category. Once your money has been successfully transferred into your Self-Directed IRA, you are ready to begin directing your tax-favored retirement savings into the real estate deals of your choosing.

A Self-Directed IRA can acquire real estate in three ways: Cash, partnerships and with a mortgage.

Each purchasing strategy outlined below has distinctive features and benefits. The good news is that you are in complete control of how you can structure your real estate transaction within your Self-Directed IRA to best fit your overall investment objectives.

1. Cash

- IRA pays 100% of the purchase price of the property
- IRA owes 100% of all expenses
- IRA collects 100% of all the income – tax free!
- Great advantage in the current market to beat other bids from competing investors that need financing to purchase the investment property

2. Partnership

- Accomplished through the use of entities, such as, Limited Liability

Companies (LLCs) and Limited Partnerships (LPs)

- IRA purchases a fractional interest of the entity alongside other investors by pooling monies to buy more properties or bigger deals your IRA can't afford on its own
 - The other investors can use their personal money or their IRA funds to partner with your IRA
- IRA owes pro-rata interest for all expenses within the entity
- IRA collects pro-rata interest for all investment income – tax free!

3. Mortgage

- Buy real estate in IRA with a mortgage
 - IRA mortgage must be non-recourse (no personal guarantees)
 - The IRA is the borrower, not the IRA account holder (personal credit score not used to determine the IRA loan approval and underwriting)
 - Typical down payment for an IRA non-recourse loan is 30%-50%
 - Property must have rental income to pay mortgage
- IRA will own 100% of the property subject to the mortgage
- IRA collects 100% of all income
- IRA pays 100% of expenses including mortgage
- Your IRA savings can be leveraged to buy more real estate deals in the current buyer's market!

Didn't think you could use your retirement savings to buy real estate? Well, now you know you can and what steps you can take today to get started!

For more information on Real Estate IRAs, please visit www.VantageIRAs.com/AZREIA to learn more about Real Estate IRAs, please visit: www.VantageIRAs.com/AZREIA



AZREIA Advantage: Title Expert

Exchange Funds



Jill Bright
AVP/Sr. Sales Executive

Chicago Title
Maricopa County

Phone (602) 525-0790

by
Jill Bright

BrightJ@ctt.com
www.ChicagoTitleArizona.com

Let's run through a real life scenario to explain why it is important to encrypt emails pertaining to a closing...

On July 24, 2019, an exchange company sent a final disbursement of remaining proceeds to a real estate exchange company after they completed the purchase of their final identified property. At the written direction of the exchanger, the funds were to be sent by wire transfer. The exchange company representative verified the bank wire information with the exchanger using a known, trusted telephone number. The remaining funds were then successfully sent to the exchanger's account in the amount of \$649,696.69.

A day after receiving the remaining proceeds into her account, the exchanger called the exchange company's exchange coordinator. According to the exchanger, on July 25, 2019, a person went into a local branch of her bank with a fake identification card. She described it as a driver's license reflecting her name — with someone else's picture.

The fraudster attempted a bank

heist by trying to withdraw \$649,696.69. The bank teller did not allow the withdrawal and the bank notified the exchanger immediately. The exchanger, at the advice of the bank teller, called the police and reported the incident.

The purpose of the call to the exchange coordinator was to let the exchange company know about the incident and to be on alert. The police officer suggested to the exchanger that someone tipped off the fraudster to the fact a large sum of money was recently deposited to the account.

The exchanger thanked the exchange company for the extra effort it went through to ensure the wired funds were safely transferred to her account. She wanted the exchange company to know about the attempted theft, because she knew it takes security seriously.

The exchange coordinator explained there was a chance the fraudster was monitoring the exchanger's emails and through email messages discovered funds were being wired to the account. The exchange coordinator thanked her for sharing the scary incident

with them. Then the coordinator advised the exchanger to change her email password, change bank accounts and hire a security professional to further review the incident.

MORAL OF THE STORY

You never know if someone you are conducting business with has had his or her email account compromised. The use of unencrypted email to communicate sensitive information can alert a fraudster to important events, such as when a wire transfer of funds will be disbursed or the amount of the funds to be transferred.

Even scheduling signing appointments using email can tip off a fraudster monitoring emails that the closing is imminent. These are scary times for the real estate industry and we all need to be alert and aware of the potential ways fraudsters use email to gain information.

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by
Andrew Augustyniak

2055 E Centennial Cir
Tempe, AZ 85284

The good news is that the real estate market is making a healthy comeback; home values are rising, and interest rates are dropping. The bad news is, people still believe many misconceptions when it comes to mortgage financing. Homeownership is still considered the "Great American Dream," but after the nightmare so many people experienced during the financial crisis a decade ago, there is still much hesitation. This hesitation mixed with a plethora of misinformation are the main ingredients that make up the lack of understanding that comes with homebuying.

Myths and misconceptions create some of the greatest barriers among would-be homeowners. One of the largest misconceptions that deter people from purchasing real estate is the idea that you need 20% down to purchase a home. Obviously to many, this is a very daunting number as many people (especially first-time buyers) don't have quite

that large of a savings. But the reality is that, in most cases, the minimum required down payment for a primary residence is only 3%-5%! In addition, there are many programs designed to assist with down payment; the problem is that most homebuyers are not aware of them. These programs make funds available to buyers to cover all or part of the required down payment, and you don't have to be a first-time homebuyer to utilize them!

When it comes to investment properties, the requirements are a little more stringent. However, the good news is that you still don't need 20% down to purchase an investment property. 15% is the minimum required down payment on a non-owner-occupied property. Another deal-saving aspect that many investment buyers may not know about, is that the lender can use potential rental income on the property as qualifying income. Even though the

property may not currently be leased, lending institutions will use the market rent, determined by an appraiser, as income to help the buyer qualify for the loan, thus lowering the buyer's overall debt to income ratio.

As you can see, there are many different niche programs available to all types of homebuyers. Because so many people in the homebuying market have limited information and are inundated with myths and half-truths, it's imperative to speak with a mortgage consultant that can help guide you in the right direction and tailor financing to your specific needs and goals. Setting yourself up for success is the most important thing when making one of the biggest investment decisions of your life, and that all starts with due diligence and finding the right professional to point you in the right direction.



THE AUGUSTYNIAKTEAM



Andrew Augustyniak
Branch Manager/Loan Officer

NMLS # 911628
Call or Text: 480.735.4095



aa@peoplesmortgage.com



2055 East Centennial Circle
Tempe, AZ 85284
peoplesmortgage.com

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UT MB 5491797



AZREIA Advantage: The Real Estate Investment Specialists

Is It Time to Rethink Your Real Estate Investment Strategy?



Laura Leatherdale

The Equity Finders/
eXp Realty

Cell (602) 384-0744

Office (480) 699-3400

2141 E. Broadway, Ste 101

Tempe, AZ 85282

TheEquityFinders.com

by
**Laura
Leatherdale**

Have you noticed an increased period of holding time on your fix and flip project? In other words, is it taking longer for you to see that big pile of cash you were expecting by quickly selling that home you just spent the past few months remodeling? If so, there's probably a very good reason for that. And as such, you may want to take another look at your real estate investing strategy.

In a recent study, RentCafe, a nation-wide apartment search website, analyzed the largest 100 cities by population and compared the number of people living in renter and owner-occupied units in 2006 and 2016. The population data used in this research was provided by the U.S. Census Bureau's public databases.

According to data from the report, the number of families across the country who own their home has decreased by nearly 3.6 million. And the Phoenix metro area has seen a 42 percent increase in families with children renting during the past decade.

The report also shows the number of families that owned homes in Phoenix dropped by 12 percent during that same period. According to the Census Bureau, the current economic climate, declining birthrate and the high cost of raising children have been detrimental to families wishing to become homeowners.

Included in the top 10 cities nationwide where the renter ratio has increased the most are The AZREIA Advantage

Gilbert, Mesa and Glendale. The study also showed that from 2013 to 2015, the median price of a single-family home in Phoenix increased by 45 percent while the average rent grew by 39 percent.

So, it's not surprising to find that fix and flippers here in the Phoenix area may have to sit on their property for longer than expected periods of time. It basically boils down to supply and demand.

This may seem like bad news for some. But for those who have taken the buy and hold path of real estate wealth creation, it appears to be a golden opportunity. It's also yet another indication that those who become truly wealthy in real estate are in it for the long term.

Many would be investors we speak to understand the many benefits of buy and hold real estate investing, but at the same time have expressed their challenges with us. Namely, they don't have the cash to purchase a rental property, nor can they secure a traditional

mortgage due to personal income verification requirements.

The good news is that that many banks, credit unions and mortgage lenders have begun to re-introduce limited and reduced income documentation mortgages. Please see my full article in the August 2018 AZREIA Newsletter. Or find the full article on the web at TheEquityFinders.com/blog.

Here at The Equity Finders we work with realtors who work with investors. Our smart map comping system not only helps our clients to locate properties with equity, it also calculates After Repair Value (ARV) and Return On Investment (ROI). In addition, Smart Map Systems also provides "accurate" rental data for buy and rent investors.

In closing, I would like to encourage you to visit our website at TheEquityFinders.com to learn more. While you're there, be sure to sign up to receive our complimentary video series called, "How To Become Wealthy In Real Estate The Smart Way."



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AZREIA Advantage: Legal Expert

Short Term Rentals



Mark B. Zinman,
Attorney

**Williams, Zinman
& Parham P.C.**

(480) 994-4732

www.wzplegal.com

by
**Mark
Zinman**

There has been much publicity recently regarding Governor Ducey announcing that the legislature will review a law regarding short term rentals. A state law was passed in 2016 provided that local governments (think counties, cities and towns) were unable to prohibit short term rentals. Due to significant push back from cities (specifically Sedona), this law will likely be amended in 2020 and may impact those investors in the short-term rental game.

In 2016, the law was passed that stopped local governments from restricting short term rentals. The thought was that people own their homes and they should have the right to rent out such homes if they want. It is important to note that the law did not take away any rights of a homeowner's association. Thus, while cities couldn't ban short term rentals, it became very popular for HOAs to do so. As a result, many investors started buying properties that were not in HOAs with the intent of renting them out as vacation rentals via AIRBNB, VRBO and other similar websites. Needless to say, it became a big business quickly. Think about how many people visit Scottsdale in the winter – if an investor owns a single family home near downtown Scottsdale, they can charge high rents for such a property on a short term basis.

Cities and towns have since pushed back on the law saying that it changes the nature of

their cities. For example, the city manager in Sedona claims that 20% of the entire housing inventory is now operating as short term rentals. They allege that this turns neighborhoods into party places and improperly increases the real estate prices pushing out locals. There are also claims that apartment communities are operating like hotels, by engaging in short term rentals.

It is expected that when the legislative session starts in January, there will be numerous bills proposed, which will seek to change to strike the previous law. We have not seen the language in any such bill and therefore do not know the scope of what will be changed. However, if you are an investor that has bought homes for the sole purpose of engaging in short term rentals, you need to watch this legislation carefully. A once profitable business can be significantly damaged by a simple change in the law.



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Monthly Meetings

AZREIA Phoenix Meeting
Monday, December 9
Celebrity Theatre

AZREIA Tucson Meeting
Tuesday, December 10
Tucson Assoc. of Realtors

AZREIA Prescott Meeting
Tuesday, December 3
Yavapai Title

Phoenix Real Estate Club
NO MEETING

We are in a time where there is a great deal of speculation of just exactly what is going on with the real estate market. Are we in a bubble? No, the proof is in the numbers of the real estate market, demand, and job growth. Will prices continue to climb? Yes, but at what rate? Will Inventory continue to be in demand? There is still inventory out there, and the most successful investor is out there watching the market, making key strategic decisions investing without limits using three skills in unison. Those are Marketing, Negotiations, and Creative Deal Structuring. Our Main Meeting in Phoenix and Tucson covers it in detail.

Market Update & Market News with Alan Langston

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

Phoenix & Tucson Main Meetings – Marketing, Negotiations & Deal Structuring: “Investing with No Limits”

Maria Giordano, AZREIA Member, created and uses this exact blueprint to quit her job in less than 6 months. Her approach works for buy and holds, wholesaling, fix and flip and more. It is paramount that you know the real estate investing secrets of elite investors that set her on a trajectory beyond her comprehension. They understand the power of using little to no money of their own to invest in real estate, using affective negotiating skills that helps creative terms that land her deal after deal. Join us for the

December monthly meeting to know how you can effectively structure deals to build long-term wealth and stop working for someone else. Start building your business and grow your wealth.

Prescott Main Meeting – Landlord Tenant Act

William J. O’Leary, attorney with O’Leary Eaton, P.L.L.C. will discuss the Arizona Landlord Tenant Act, and provide an insightful discussion of common mistakes made by landlords, and changes in laws and interpretations. In addition, Mr. O’Leary will cover special clauses that should be in your rental agreements.

Phoenix Agenda

5:15 – Open Networking & Trade Show
5:45 – Market Update: Trends, Outlook & Association News
6:30 – Networking & Tradeshow
7:00 – Market Update for Fix & Flips, Rentals & Market News
7:30 – Educational or Informational Topic
8:45 – Adjourn

New Agenda & Times

Tucson Agenda

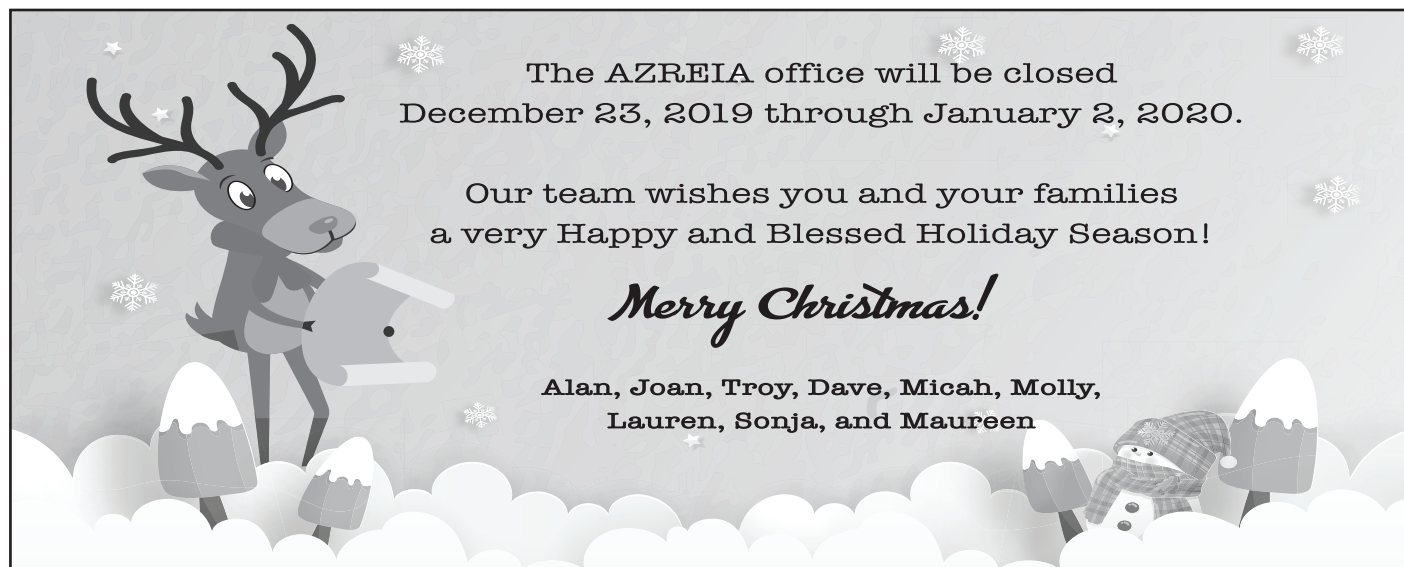
5:15 – Open Networking
5:45 – Networking: Investor-to-Investor, I Have – I Want, Tucson Market Discussion
7:15 – Main Meeting
8:30 – Adjourn

Prescott Agenda

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

Phoenix Real Estate Club

~ No December Meeting ~
Will Return in January





AZREIA Calendar of Events

Check www.azreia.org for the current schedule.

DECEMBER MONTHLY MEETINGS	SUBGROUPS		
<ul style="list-style-type: none"> • AZREIA – Prescott <i>Tuesday, December 3</i> • AZREIA – Phoenix <i>Monday, December 9</i> • AZREIA – Tucson <i>Tuesday, December 10</i> • Phoenix Real Estate Club <i>No Meeting in December See you in January!</i> 	<p>Subgroups are an important benefit of AZREIA PLUS membership. Join like-minded investors, share ideas, network, and learn.</p> <table> <tr> <td> <ul style="list-style-type: none"> • Income Property Owners <i>Thursday, December 5</i> • Burley <i>Tuesday, December 9</i> • Beginners <i>Thursday, December 19</i> • Notes <i>Thursday, December 19</i> </td><td> <ul style="list-style-type: none"> • Fix & Flip <i>Wednesday, December 4</i> • Tucson New Investors <i>Monday, December 2</i> • Tucson Wholesaling <i>Tuesday, December 17</i> </td></tr> </table>	<ul style="list-style-type: none"> • Income Property Owners <i>Thursday, December 5</i> • Burley <i>Tuesday, December 9</i> • Beginners <i>Thursday, December 19</i> • Notes <i>Thursday, December 19</i> 	<ul style="list-style-type: none"> • Fix & Flip <i>Wednesday, December 4</i> • Tucson New Investors <i>Monday, December 2</i> • Tucson Wholesaling <i>Tuesday, December 17</i>
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Saturday, December 7	Launch Pad Group Session – Is Real Estate Investing Right for You? FREE to members/\$100 for guests		
Saturday, December 7	Tucson – Rehabbing Real Estate Bus Tour \$49 Members/\$75 for Guests		
Saturday, December 14	Intensive Real Estate Skills Immersion Workshop You will be exposed to investment strategies that you can implement immediately and have a skillset that will be the building block to your successful real estate investing future.		
INFORMATION & REGISTRATION ONLINE AT WWW.AZREIA.ORG			

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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



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



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Property Listings

Complete listings online:
www.azreia.org

Single Family Detached	Address	City	Price	Beds / Baths	Contact	Telephone
Retail / Realtor	2693 E. Page	Gilbert	\$750,000	5 / 3	Jaylene Garrett	480-242-1645
Wholesale/Realtor	5222 East Tierra Buena Lane	Scottsdale	\$375,000	4 / 3	Kelly Strand	602-803-0192
Wholesale/FSBO	1522 E. Loma Vista	Gilbert	\$339,000	5 / 3	Brandon Simmons	602-888-9817
Wholesale/Owner/Agent	4830 N. 74th Place	Scottsdale	\$325,000	3 / 2	Courtney Glenn-Starr	480-486-9757
Wholesale/FSBO	16614 N. 35th Ln	Phoenix	\$322,500	5 / 3	Brandon Simmons	602-888-9817
Wholesale/FSBO	2015 E. Earl Dr	Phoenix	\$275,000	3 / 2	Brandon Simmons	602-888-9817
Wholesale/Owner/Agent	4551 W. Shaw Butte Drive	Glendale	\$252,950	4 / 2	Thomas Lee	602-428-9049
Wholesale/Owner/Agent	5726 S. 33rd Dr	Phoenix	\$249,900	4 / 3	Stuart Altstadter	480-628-4823
Wholesale/FSBO	11248 E. Rutledge	Mesa	\$245,000	3 / 2	Brandon Simmons	602-888-9817
Wholesale/Realtor	918 N. Grand	Mesa	\$215,000	3 / 2	Luke Basler	480-798-9522
Wholesale/FSBO	2034 E. Paso Fino Dr	San Tan Valley	\$205,000	4 / 2	Brandon Simmons	602-888-9817
Wholesale/Owner/Agent	30227 N. Oak Dr	Florence	\$197,950	3 / 2	Thomas Lee	602-428-9049
Wholesale/Owner/Agent	14978 W. Morning Glory Ct	Surprise	\$194,950	3 / 2	Thomas Lee	602-428-9049
Wholesale/Owner/Agent	1113 E. Diamond St	Phoenix	\$161,000	3 / 1	Thomas Lee	602-428-9049
Wholesale/FSBO	3385 E. Rimrock Dr	Rimrock	\$130,000	3 / 2	Brandon Simmons	602-888-9817

Land

Wholesale	3008 N. 61st Pl	Scottsdale	\$375,000	.25 acre	Michael Garren	480-284-3069
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Condo / Townhouse

Wholesale/Owner/Agent	10423 W. Peoria Ave	Sun City	\$89,950	1 / 1	Thomas Lee	602-428-9049
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Multi-Housing

Wholesale	4440 N. 13th Place	Phoenix	\$300,000	Triplex	Heather Vargo	928-848-8814
Wholesale	1923 E. Yale St	Phoenix	\$237,000	Triplex	Luke Basler	480-798-9522
Wholesale	1305 E. Durango St	Phoenix	\$190,000	Triplex	Brandon Simmons	602-888-9817
Retail	722 W. Mahoney Street	Winslow	\$172,000	Duplex	Caroline McCormick	928-714-9105

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.



Q: Last month, in the legal article, it was written that a buyer takes title subject to any rights the occupant has. Doesn't my title policy protect against that?

A: No. Title insurance protects you from third party claims that actually show up as a matter of record. This does not protect you against claims of people whose rights are not recorded in the county recorder and who are occupying the property. The

law provides that you have constructive notice of a person's claim if you buy a property with them in it. If you fail to determine what rights they have (or claim) you do so at your own risk. Title insurance will not likely defend you against claims of the occupant.

Mark B. Zinman, Williams, Zinman & Parham P.C.

Information contained in this article is for informational purposes only and should not be considered legal advice. You should always contact an attorney for legal advice and not rely on information published here.

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Meeting December 9, 5:15-8:45 p.m.

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AZREIA Monthly Meetings at a Glance

Market Update & Market News with Alan Langston

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

Phoenix & Tucson Main Meetings – Marketing, Negotiations & Deal Structuring: “Investing with NO Limits”

Maria Giordano, AZREIA Member, created and uses this exact blueprint to quit her job in less than 6 months. Her approach works for buy and holds, wholesaling, fix and flip and more. It is paramount that you know the real estate investing secrets of elite investors that set her on a trajectory beyond her comprehension. They understand the power of using little to no money of their own to invest in real estate, using affective negotiating skills that helps creative terms that land her deal after deal.

Prescott Main Meeting – Landlord Tenant Act

William J. O’Leary, attorney with O’Leary Eaton, P.L.L.C. will discuss the Arizona Landlord Tenant Act, and provide an insightful discussion of common mistakes made by landlords, and changes in laws and interpretations.