

The AZREIA Advantage

Arizona Real Estate Investors Association Newsletter

"AZ Real as it Gets"

MARCH 2021

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It's NOT the Price, It's the Return!

By John R. Burley

Right now, today, I hear so many people complaining about how they cannot find any good deals. Some of them go out of their way to tell everyone and find more data on how it cannot be done, all the deals are gone. Some of them have been saying this for the last few years (imagine if they had bought those deals a couple of years ago)!

The reality is that we are on an up cycle right now.

Prices are higher, demand is higher, availability is lower. That is how it is. However, it does not mean there are not deals out there. There are always great deals out there for the well-trained investor. Reality Check – the deals are there; you just have to know where to find them and understand return vs price. Our students have been buying deals and making great returns, right now, today.

The first thing to do is to understand that it is NOT the price, it is the return. I see so many people stuck in a paradigm, a limited view of the market that they can not see the great deals right in front of them. When we and our students invest (NOW), we understand what less than 2% of investors understand: We look at the return, not the price. We do not focus on the beginning process, prices being higher, rather we focus on the end process, Great Returns. And that is what we are getting right now in 2021!

Yes, we pay more for properties than we did a year or two ago, however, the rents (Income) have literally exploded in the last few years. This along with historically low interest rates mean that there are many, many good deals (even on MLS) that will give us the result, a great return, regardless of the price. I learned decades ago from one of the great Private Equity Managers of history, "It is not the price, it is the return". Over several

decades I have learned that most investors do not truly understand this most fundamental investment principle. Sadly, most people run around complaining about the price and do not even see the returns available.

Second, value is "in the eye of the beholder". I see so many "local" people who just see the bad: it is too expensive, there are too many people buying, I cannot find a good deal, etc., etc. What they fail to see is that they are limiting themselves greatly. Because while prices seem high to a limited "AZ only" point of

view, to other people (especially those moving here in record numbers) our prices are super low, our rents are super low, interest rates are super low, and there is a phenomenal buying opportunity with lots of upside.

Lots of people from AZ are looking to smaller, historically lower priced (thus low appreciation) areas as a cheaper place to invest. Throughout my career I have invested in over a dozen different states, so I

am very familiar with this process. And while yes, I could get solid cash flow numbers, there was very little growth. Remember, cheap housing values are in large part cheap because they do not go up!

The fact is, more people from outside of AZ see us as cheap and a great deal (that does go up), than people from AZ who go to the Midwest or the South where it is cheap and does not go up(much).

The key is to stop looking at things from (only) your point of view, but rather to look at them from the people who are moving the markets. That viewpoint is the one that matters. That viewpoint is, "I want to buy or rent AZ Real Estate NOW, compared to where I am. The prices are super cheap and I am willing to pay top price for it."

MLS still offers value if you know the criteria that

continued on page 2



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Rent Perfect is the solution rental property owners & managers have needed. Their Online Lease Agreement allows you to send your tenant(s) a customized lease agreement, electronically & securely. They offer the most accurate & thorough credit & background screening available. AZREIA members receive a discounted \$0.95 set up fee.



Arcana offers AZREIA members multiple insurance products designed for investors & their tenants. Features include no underwriting or inspections, 24/7 desktop & smartphone certificate delivery system, outstanding claims management service, and a very knowledgeable staff to handle your insurance needs.



Office Depot / Office Max offers a tremendous savings and the ability to shop, in store or online, with 25% off your annual office supply purchases and 15-55% off pricing on over 1,500 items. One of their best offers for AZREIA members is up to 40% off finishing, printing & copies.



Foreclosure.com offers the best discounted & off-market distressed property deals in the U.S. AZREIA members receive 25% off the monthly subscription fee, securing exclusive behind-the-scenes access to a nationwide database of profit-rich foreclosure, preforeclosure, bankruptcy, short sale & wholesale investment opportunities.



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BuildASign.com is the world's largest online sign retailer. AZREIA members receive up to 20% off all purchases of Retractable Banners, Yard Signs and accessories, Vinyl Banners and more. Upload your artwork or use their design tool to make your own custom signs delivered right to your doorstep.



CallFire offers one of the world's most trusted communications platforms for voice and text messaging. Use CallFire to compose and send SMS text and voice broadcasts in minutes. AZREIA members will receive special rates for Voice Broadcast and Text Messages.



ClearVue Technologies' revolutionary bed bug traps not only detect bed bugs but captures them via a specially designed trap that is pet-safe, people friendly and provides the most effective detection & protection against the growing threat of bed bugs on the market today. AZREIA members receive 10% off all purchases.



Constant Contact's Toolkit offers AZREIA members one tool, for all their marketing. Customers get real results through marketing campaigns like email newsletters, surveys, events, Facebook promotions, online listings and more.



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This is just a few of the available offerings. Others include HammerZen, Podio, idiCORE, Avis/Budget, REIPro and more.

It's NOT the Price, It's the Return!

continued from page one

will add value, although, many do not meet snuff. The rest we are finding are off market deals, either at a discount or with creative financing – Subject 2, Mirror Wrap, Owner Financing. The great thing is that as we find our deals, we literally have waiting lists of fully qualified residents willing to pay top of market for them!

I look to markets that offer the following: Value Today, Positive Cash Flow, Potential for Growth. And we certainly have that in abundance here in AZ.

The lesson is, there is way more to a market than just the “local opinion.” Lots of factors move markets and one of the biggest ones

right now in AZ is the “non-local opinion.” People are moving in at unprecedented numbers from places like CA, OR and WA, with lots of money that want a home now and are willing to pay for it. There are lots of opportunities to sell, owner finance or rent for great returns, you just have to “see” it. And remember, “It's NOT the Price, It's the Return!”

At the upcoming AZREIA meetings we will be focusing on how to “see” the value, how to find the deals, and how to get the money to do even more deals. Plus, we will share some recent deals to show you how the numbers stack up today. I look forward to seeing you soon.



AZREIA Advantage: Private Banking Systems Expert

How to Prepare for the Next Market Downturn Using Infinite Banking



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Part I

The US economy will recover from the COVID-19 pandemic. It will recover from a bear market and it will recover from any ensuing real estate downturns. I'm not here to tell you when, but I know it will happen. I also know that in the next ten years, we are highly likely to see it drop again, possibly sooner than later. Whether it's caused by another pandemic, killer hornets, or innovations that make oil obsolete, the economy and markets will ebb and flow. The question is, how will you position yourself *now* to take advantage of the inevitable drops?

We all know to buy investments low and sell them high. However, most people actually make emotional purchases when the markets, or real estate, are high, then panic and sell when they're low. That's fine if you're young and able to risk your investments, but for those who are looking at retirement, seeing a significant life's savings suddenly evaporate can be devastating. There isn't time to ride out a downturn and recover.

"I'm safe because I invest in real estate," you might say. Awesome! But what if you make a bad investment or find yourself upside down on a property because of a quick turn – or a pandemic? These unexpected shifts aren't so bad if you're a bank and can set the terms of your loan.

"Well, that's a grand idea, but I don't have millions, let alone hundreds of thousands, to start that process." You may be surprised to find it doesn't take much to start, and we'd love to show you how it works.

The AZREIA Advantage

The beauty of compound interest is that it's not about how much – it's about how long. You may have heard the riddle about whether it's better to have \$1M up front or a penny that doubles every day for a month. The person who selects the penny will have \$5,368,709.12 at the end of the month. We apply this principle when we teach people how to become their own banks using a properly structured dividend-paying whole life insurance policy.

Oh dear. I used the "I" word... insurance. But don't stop reading! The misconceptions and misinformation flooding the internet have prevented too many people from protecting their wealth for too long.

We use insurance for banking purposes by teaching clients how to have discipline to pay themselves back, with interest, using a whole life policy. In doing so, their money doesn't just grow, it compounds. Unlike indexed universal life, it's not tied to the stock market and is insulated from market drops. Additionally, the money stored in the policy is readily accessible for any purpose. Want to flip a home? Awesome – use part of your policy to pay for it and pay yourself back when the house sells. Want to take advantage of an airline stock dropping 70%? Great! Pull the cash from your policy, invest in the market, and pay yourself

back when it grows and you sell.

By starting your own banking system inside a policy, you will be positioned to have quick access to cash when opportunities arise. One of our clients was able to take advantage of a public auction to purchase a historic hotel by using his policy. He had the loan ready within days, not weeks, and capitalized on the opportunity for a significant real estate investment.

Even better, it does not take years to grow your money. The policies we set up are designed to be cash flow-positive within 2-3 years and typically break even around year seven. All the while, any portion of the money can be used for other investment opportunities or to finance the necessities of life. Not only that, but you can preserve your legacy by teaching the next generation to do the same thing. Infinite banking truly can be infinite when you pass on your wisdom and help future generations apply the principles that have sustained the wealthiest families in America for decades.

In next month's article, we'll go into greater detail about how and why infinite banking works.



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Standing Out or Blending In?



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There are two trains of thought when it comes to rehabbing a house, and there are successful real estate investors on both sides.

So, here is the first side: Be creative, use your imagination, be free, try new ideas. "Help the rehab capture a story that the pictures can tell." Do not be afraid to question what other have done before you.

Here is the other side: Copy, Paste, Copy, Paste. What have others done that has sold and copy it. Do not reinvent the wheel. Memorize this line **"Barely as nice as"** the house that just sold.

I asked a long-time flipper, where do you fall, which side do you choose? His response, "Every home I buy I ask myself this simple question: Do I want to fit in, or do I want to stand out? How can I get the most money possible in the quickest time possible? I look over the house and the neighborhood, do I want to fit in or stand out? Most of the time I am fitting in, why? Because I have never regretted fitting in with beige/grey walls and a bland but new kitchen. I have regretted the blue kitchen I did once, I did regret the treehouse I built to try and stand out, I did regret the mural I paid a local artist to paint in a family room."

Fitting in is a bigger market than standing out. And you can always leave room for the new buyer to 'make it their own' rather than imposing your view or trying to guess what they want or where the winds and whims of fashion will blow. The buyer can always change or add something to make the home pop in their own way.

For example, when a homeowner tours a model home in a new development, they get to choose a, b, or c on the finishes. Those finishes are neutral and allow the builder to re-sale the house if financing falls through. Many buyers choose the lowest/cheapest grade materials in areas where they want something to stand out, because they plan to tear it back out after purchase and put in what they want. But it is not the developer's job to make their house stand out, his job is to build a quality home, as cheap as possible, that is marketable and sellable.

Custom homes take longer, cost more, and most importantly are difficult to scale. It is easy to scale a product that works with the same cabinets, same countertops, same flooring, same paint color, etc.... It's hard for the contractor to mess up when all they are doing is copy and paste!



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Liability Insurance: How Much is Enough?



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by
Clark Sanchez

The liability limits on the owner's/ landlord's insurance policy are perhaps the most important part of the overall insurance package. This is where you do not want to just 'check a box' and say, "Liability Insurance – Yes I've Got That!" This is where everyone needs to look at the policy limit and decide if that is enough protection, or if perhaps this is where you ask your insurance agent how much it would cost to purchase stronger protection limits.

Suppose you currently have liability limits of \$ 300,000 on your rental property. (That's relatively LOW for a rental.) And suppose you could more than triple that amount to \$1 million for about \$2.00 a month? Most owners or property managers would vote in favor of the \$1 million. But wait ... there's more ! What if you found out that you could increase the protection level to \$2 million for a very small additional amount? There are thousands of Arizona investors who have \$2 million of lawsuit protection on every one of their rental houses.

It is important to note that we're talking about the base liability limits on the rental property insurance policy itself, not the total with help from an umbrella policy. Somehow, Umbrella Policies have the reputation for being

an inexpensive cure-all for almost every malady. Nothing could be further from the truth. Umbrellas have crept up in cost, and everything they extend to adds to the cost of the policy. And, many insurance companies will only extend coverage from a personal umbrella to a maximum of 4 rental units. Plus, many companies have limitations on extending an umbrella in your personal name to include properties held in an LLC. Of course, no-one can say that even \$2 million (or any specific amount for that matter) is enough protection, but \$2 million is certainly better than \$1 million.

Some people look at their insurance policy, check the liability limit, and see a large number. But many times they are looking at the "aggregate limit." That is **not** what we have been talking about. The 'aggregate limit' is the maximum number of dollars your insurance company will pay for all liability claims during a policy year. It is NOT the maximum amount your insurance company will pay for a single, specific claim. This entire article is about the

"per occurrence" limit or the maximum number of dollars your insurance company will pay for one claim.

Two more important things to be aware of: (1) most insurance companies do not charge a deductible for claims that only involve liability, and (2) most insurance companies pay all legal defense costs from their corporate budget, so lawyer and court costs do not reduce your policy liability limits.

Does it sound like you may have heard some of this before? I discussed liability in a July 2017 article. But this continues to be the most important insurance subject for rental property owners and managers, even over 3½ years later.

Clark Sanchez is a 40+ year Arizona insurance agent and longtime member of AZREIA. He answers all questions at rental@clarksanchez.com



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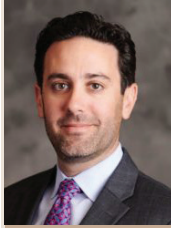
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A-C



CDC Order and Partial Payments



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by
**Mark
Zinman**

It has now been one full year of different eviction moratoriums being in place. We also suspect that more moratoriums will be enacted. While its possible the next moratorium will be different than the CDC order, it is expected to follow the same process – a resident signs a declaration and attests to 5 factors. One of those factors is that they are making partial payments to the best of their ability. This has thrown a significant wrench into the legal world for property owners because Arizona has a statute that specifically prohibits them from accepting partial payments, or they waive their right to proceed with an eviction. Therefore, the question is, what should property owners and managers be doing right now?

Amongst other requirements, the CDC eviction moratorium allows a resident to prevent an eviction, provided “the individual is using best efforts to make timely partial payments that are as close to the full payment as the individual’s circumstances may permit, taking into account other nondiscretionary expenses.” On the other hand, A.R.S. § 33-1371 says a landlord can only accept a partial payment of rent and proceed with an eviction, if the resident signs a contemporaneous document, setting forth when the balance will be paid. If a partial payment agreement is not signed, and the partial payment is accepted, the

landlord cannot proceed with the eviction that month. These different laws, put owners in a strange position – should they accept partial payments?

Remember, if the resident has not signed the CDC declaration, then the CDC order does not apply and the owner should never accept a partial payment without getting a partial payment agreement signed. Many clients get confused and assume that the moratorium applies to their eviction, not realizing the CDC only applies when invoked by the resident. The owner should proceed with business as usual and follow their regular policies and procedures.

Things change, however, once the resident signs the CDC declaration. At that point, the owner may not be able to proceed with the eviction or may be able to get a judgment but not obtain the writ of restitution. The Maricopa County Justices of the Peace (“Maricopa JP’s”) recognize the problem that is created by the CDC order and its interplay with the prohibition on partial payments in Arizona. The Maricopa JP’s published a Best Practices memorandum saying that if a resident signs the CDC declaration, then that declaration constitutes the partial payment agreement. In other

words, the landlord can proceed with an eviction and accept partial payments once a resident has signed the CDC declaration. We applaud the Maricopa JPs for realizing the problem owners face with these conflicting laws. The problem, of course, is that this “Best Practice Memorandum” is not binding law and is up to the discretion of the judge hearing the case. Also, there is nothing in writing about this issue from other counties.

As always, our suggestion is to work with residents and accept partial payments. To the best owner’s abilities, they should try to get written payment plans, but accept partial payments if a CDC declaration has been signed. In this environment, when evictions are being stopped, an owner should do what they can to cover their expenses, and then worry about proceeding with evictions later. Owners should continue to communicate with residents and, to the extent possible, gather information from your residents as to their circumstances if they become delinquent. The more information you have, the better, in the event you need to file a challenge.



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- 3 Access your account profile (top right hand corner in the dropdown box next to your name), scroll to the Agreement code section, add NREIA in the box, check the box that says apply to current and future credit cards then click save.
- 4 Access your cards & accounts page (top right hand corner in the dropdown box next to your name).
- 5 Select "add a card" and register all credit/debit cards used when shopping at Home Depot, click add credit card after each entry.
- 6 Contact your local association or Karen at National REIA (karen@nationalreia.org) to upgrade your account to Gold Status to receive the 20% paint discount.



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Will Hybrid Appraisals Become the New Normal?



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The Federal Housing Finance Agency (FHFA) is considering implementing hybrid appraisals that enlist a third-party – typically an appraiser trainee, home inspector or real estate agent – to collect the data for a lender and certified appraiser once past the automated underwriting system. Doing so would help increase appraisal coverage for rural areas as well as high volume areas.

Hybrid appraisals are generally completed faster and cheaper than

standard appraisals, however there are additional complications that can arise as a third party would be subject to uniform standards set at the state and federal levels for appraisers. Due to this complication, the FHFA has provided a 'Request for Input' (RFI) from industry stakeholders through February 26, 2021. The RFI is asking for input on the benefits and pitfalls of hybrid appraisals, updating the Uniform Appraisal Dataset (UAD) and an increased use of appraisal waivers.

The FHFA suggests in its RFI that increased use of appraisal waivers could help lenders shave time off the loan manufacturing process, but waivers can also increase the risk of higher-than-expected prepayment speeds on mortgage securities, inaccuracies of input data and potential gaming by

lenders. The FHFA is also requesting comment on further updating the UAD, a process that began in 2018 to redesign its appraisal reports so they would be streamlined to other Enterprise data forms.

During the onset of the pandemic, FHFA eased appraisal standards and encouraged lenders to accept appraisal waivers when the loan was eligible for one. Due to the relaxed standards, there was a 14% increase in appraisal waiver use during that period which led to a large increase in refinance volume across the industry that was aided by extremely low interest rates.

Let me know if you have any questions or would like any estimates! Stay healthy!



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AZREIA Advantage: Title Expert

Title Fraud



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In a recent transaction, the seller accepted the buyer's offer but almost immediately the deal started falling apart. The Buyer's address noted on the offer was located outside the United States. When the buyer's earnest money deposit was due, he had every excuse as to why it was taking so long to send it.

The escrow officer sent wire instructions to the buyer multiple times to deposit the earnest money. In the end, the buyer sent a third-party cashier's check that was in the amount of the full sales price.

Shortly after the escrow officer received and deposited the check, the buyer sent emails explaining why he could not go through with the purchase. The email addressed to the real estate agents and the escrow officer said:

I suppose it is still early morning over there, did you receive my previous email? Due to the devastating news of my failed travel plans, my wife and kids noticed that I was moody all day, hence the need to open up to them about the property purchase deal which was meant to be a surprise. Though she commended my drive towards investment plans, she however frowned at the fact that she was not carried along from the onset. Furthermore the travel agent explained how slim the chances of appealing the visa denial is, hence we gave up on the idea. At this time my wife and I have decided to put on hold/suspend the property purchase deal due to the fact that I was denied a visa and also as it concerns the ravaging global pandemic. The corona virus outbreak has created lots of fears and worries, such that even create lots of limitation regarding traveling. We have resolved to give a shot again at having a property in the USA by mid-next year, hoping that obtaining travel visas for my wife and I will be hitch-free. I sincerely hope the USA relaxes on her stiff immigration laws for prospective investors, even as we envisage a total eradication of the ongoing pandemic.

I have decided to stick to my wife's counsel, to this end we have resolved that the earnest mon-

ey payment funds be returned back to us in a bid to have it reinvested back home. If there are any fees/bills incurred by me during the process of putting up an offer do state it out and I will advise that it be deducted immediately. I will furnish you with wire transfer details on where the monies should be sent to.

I await your prompt update on this.

Regards,
Billy Buyer

The real estate agents responded letting him know no funds would be returned without the execution of a termination agreement authorizing a release of the earnest money to the seller. The buyer responded:

Hello,
I received your emails and the contents are well noted. I am unaware that the earnest monies is non-refundable, I have just gone through the PSA now! From the ongoing ordeal relating to my backing out of the property buy deal, like you already know my wife and I have decided to reinvest these funds into other businesses over here in Hong Kong. It is 1:26 AM Thursday 15 October and we are yet to go to bed due to the heated argument over this house buy issues.

The bottom line is that we are not buying this property and no longer interested owning a property in the U.S at this time. To this end I will advise you to remit a portion of the funds via wire transfer as it is been needed immediately to finance part of our reinvestment deal. For clarity purpose I will provide you the details of the beneficiary (business associate's agent) in a separate email. You are to make a wire transfer of \$86,830.00 (Eighty-Six Thousand, Eight Hundred and Thirty United States Dollars) with details as shown in my next email. I hope the wire transfer can be done today (Wednesday your time).

I know there will be a balance of funds in your coffers after this wire transfer for \$86,830.00 is done. It is worthy to mention that you are hereby authorize to deduct any cost associated to this backing out phase of this property buy deal. Fees such as cancellation fee (if any), non-refundable earnest money fee (if any), commission and other expenses should be deducted from this balance left. I will expect you provide a receipt/notification for whatever deduction that will be made. Also I understand that the wire transfer fee will be taken from this balance funds. When this done I will expect

you update me on a final balance amount.

Due to the uncertainty associated with the ongoing pandemic, wherein one can no longer walk into the banking hall without a prior booking/appointment I will suggest that you can do an online bank to bank wire transfer from your office, and immediately follow up with a call across to your bank for them to ensure the transfer is effected immediately, is this possible?

What do you think of my idea?

I will expect that you furnish me with a scanned copy of the wire transfer slip for record keeping purposes. I hope this goes fine as my wife and I have been involved in some heated argument these last few hours thus bringing about some mental and emotional stress for me.

Kindly acknowledge this email.

Regards,
Billy Buyer

Two days after receiving the second email from the buyer, the bank returned the check to the settlement agent as invalid.

The settlement agent was grateful he had not refunded the money as the fraudster asked. The settlement agent resigned as escrow holder and the real estate agents agreed the purchaser was not a serious buyer. The seller put the house back on the market. This buyer was clearly trying to take advantage of the time it takes the issuing bank to return an invalid counterfeit check and defraud the settlement agent.

In previous articles, we have identified when checks presented are not local, it's buying the fraudsters more time. In some cases, they attempt to present a check from a third-party company, thus buying the fraudsters more time. The scammers regularly present checks from a foreign bank, buying the fraudsters more time.

All these tricks ensure the foreign or third-party checks take longer to get returned to the settlement agents' trust accounts, indicating it is invalid.

With our real estate market constantly shifting and changing, make sure you are aware of any scenario that raises any red flags.

Article provided by contributing author:

Diana Hoffman
Corporate Escrow Administrator
FNTG/National Escrow Administration



Monthly Meetings

AZREIA Phoenix Meeting

Monday, March 8

Zoom 5:45 pm

AZREIA Tucson Meeting

Tuesday, March 9

Zoom 5:45 pm

Phoenix Real Estate Club

Tuesday, March 23

Zoom 5:45 pm

We are continuing our Phoenix, Tucson, and Phoenix Real Estate Club meetings online this month. We will be joined by John Burley this month to teach us how he is finding deals and even making more money than usual on them in today's market. Timely, market-driven information and education makes this meeting must see. Don't miss it!

Phoenix – Current Market Trends & Activity

Experts representing Market Data Analysis, Legal and the Rental Market provide the absolute latest information essential to your real estate investing business.

Phoenix & Tucson Main Meetings How to Make More Money and Do More Deals with John Burley

We are continuing our Phoenix, Tucson, and Phoenix Real Estate Club meetings online this month. We will be joined by John Burley this month to teach us how he is finding deals and even making more money than usual on them in today's market. Timely, market-driven information and education makes this meeting must see. Don't miss it!

Market Update & Market News with Alan Langston

The latest Fix & Flip and rental data along with further analysis of our Seller's market. Plus, current events and news important to your investing.

Tucson Monthly Meeting How to Make More Money and Do More Deals with John Burley

See above. Plus, all the great networking sessions including Haves & Wants and the Tucson Market Update.

Phoenix Real Estate Club

Even in a virtual environment, this is some of the best real estate networking anywhere! Haves & Wants continue. Structured networking activities in breakout rooms. Market Discussion. Member Deals. It all still happens!

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AZREIA Calendar of Events

Check www.azreia.org for the current schedule.

MARCH MEETINGS		
AZREIA – Phoenix – Virtual <i>Monday, March 8</i>	AZREIA – Tucson – Virtual <i>Tuesday, March 9</i>	Phoenix Real Estate Club – Virtual <i>Tuesday, March 23</i>
MARCH SUBGROUPS – Join like-minded investors, share ideas, network, and learn in small group settings.		
<ul style="list-style-type: none"> Tucson New Investors – Online & In-Person <i>Monday, March 1</i> AZREIA Prescott – Online <i>Tuesday, March 2</i> Income Property Owners – Online <i>Thursday, March 4</i> 	<ul style="list-style-type: none"> Burley – Online <i>Tuesday, March 9</i> Residential Assisted Living - Online <i>Wednesday, March 10</i> Beginning Investors – Online <i>Thursday, March 18</i> 	<ul style="list-style-type: none"> Notes – Online <i>Thursday, March 18</i> Fix & Flip - Online <i>Wednesday, March 31</i>
<p align="center">How to Make More Money and Do More Deals</p> <p align="center"><i>Saturday, March 13, 2021 9:00 am – 4:00 pm Available Online & In-Person (Limited In-Person Seating)</i></p> <p>John Burley is coming to AZREIA to teach you: how to get paid \$10,000 per deal UPFRONT, the one big fatal flaw in real estate investing...and how to overcome it quickly and easily, how to get the best deals in 2021, how to buy wholesale right now, why private money is key to Real Estate Investing, how to make even more money in today's rising market, CASH FLOW - His absolute favorite of all: The key to financial freedom, best practices for getting the rent paid on time, every time, how to prevent non-payment and evictions in the COVID environment, the ONLY way to get private money investors both big and small, Subject To, mirror wraps, owner financing and lease options, no more "theory" or "concepts" - factual, proven, how-to "meat and potatoes" content. Just what you need right now!</p>		
UPDATED INFORMATION & REGISTRATION ONLINE AT WWW.AZREIA.ORG		

LEGALLY SPEAKING



Q: You previously wrote about challenging a CDC declaration signed by a resident. What does that process entail?

A: To challenge a CDC declaration, an owner has to show that there are false statements in the declaration signed by the tenant. There are 5 factors that are in the CDC declaration, but there are only two that generally can be challenged: (1) that they are not making partial payments to the best of their ability and/or (2) that they are not seeking rental

assistance. To challenge a declaration, the owner has to file a motion and have a hearing. We suggest owners create a paper trail showing that they tried to get a payment plan with the resident, and asking the resident for information regarding: their employment; their other bills; and any steps that they have taken to get rental assistance. Remember, burden to challenge a declaration is on the owner/managers so they must act affirmatively to work with their residents.

Mark B. Zinman, Attorney

*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.*

Atlas Agents Are Full-Time Employees (not 1099 Agents)

Here's why that's 'Good for You, Good for Me, Good for Everything'



Michael Bennett
Investment Specialist
Atlas AZ

Michael.bennett@realatlas.com

Atlas is thrilled to be a new business associate at AZREIA. Going forward, you should expect our articles to be informative topics regarding the market trends that provide value to you as a real estate investor.

But, for one of our first articles, we want to introduce our brokerage service and explain how we differ from others in our space. We know you have many options when choosing an agent, but we believe that it is what makes us different, that truly provides the most value.

When the brokerage division of our company was formed, our team took a deep look at the industry and quickly realized that the traditional brokerage model was broken. Agents are often viewed as un-trustworthy and transaction oriented. In most cases it's sales, at it's worst. Instead of continuing with a broken model, we developed our own. In place of independent contractors, Atlas agents are full-time salaried employees, provided training, coaching and leads. Here's why that's good for you.

Our values are aligned.

At Atlas, agent compensation does not fluctuate based on the deal size. As buyer's agents, there is no incentive for us to suggest you purchase a home or investment at a higher price than a comparable property. Whether the property is \$300k or \$600k our compensation remains the same. This means our only focus is to help you find a deal that meets your goals.

As seller's agents we have a variety of options for you no matter the condition of your home. Our network of buyers includes, buy and hold investors, house flippers, institutional investors, and traditional retail buyers. We also offer lower listing rates especially for AZREIA members.

We have a deep understanding of the market.

The average realtor in the US transacts 12 deals per year. The average Atlas agent transacts 36. We are experts in the market, because we have witnessed every scenario. That earned expertise, means that we can provide expert counsel, have an enhanced understanding of how to negotiate the best deal possible, and know how to add better protections to your contract.

We are investors.

Our investment specialists invest personally in the markets they sell in. We always say that the most important question you can ask a prospective agent is, "How many houses do you own personally in this market?" If they are willing to invest your money, but not their own that is a huge red flag.

While everyone's goals are different, we can comfortably say, we won't sell you a deal that we wouldn't buy ourselves.

We work full-time.

Because Atlas agents are full time employees, you can be sure that we are working on your deal around the clock, not part-time. And because we're on a salary, you can be sure our own personal motives never interfere or put you in a bad situation. You have the benefit of an entire team of experts that have your best interest in mind.

Our team believes in this model, precisely because it is 'good for you, good for me, good for everyone'. It's good for Atlas employees, it provides a heightened expertise and a better experience to our clients. And it's good for everything, because it also helps provide safe, affordable housing options to renters.

If you have a question about Atlas brokerage services or need help finding your next deal, let's talk.

Email me at Michael.bennett@realatlas.com



AZREIA Monthly Meetings at a Glance

March 8th Phoenix Meeting

- **Current Market Trends and Activity** Experts representing Market Data Analysis, Legal, and the Rental Market provide the absolute latest information essential to your real estate investing business.
- **Phoenix Main Meeting: *How to Make More Money and Do More Deals with John Burley*** John Burley will be focusing on how to “see” the value, how to find the deals, and how to get the money to do even more deals. Plus, he will share some recent deals to show you how the numbers stack up today. John will be sharing what he has learned over the past year, and how he adapted to help his real estate investing during a pandemic!
- **Market Update & Market News *with Alan Langston*** The latest Fix & Flip and rental data along with further analysis of our Seller’s Market. Plus, current events and news important to your investing.

March 9th Tucson Meeting

- **Tucson Main Meeting: *How to Make More Money and Do More Deals with John Burley*** John Burley will be focusing on how to “see” the value, how to find the deals, and how to get the money to do even more deals. Plus, he will share some recent deals to show you how the numbers stack up today. John will be sharing what he has learned over the past year, and how he adapted to help his real estate investing during a pandemic!
- **Tucson Market Update:** The latest sales volume, pricing, supply and demand numbers.
- **Haves & Wants, Power Networking and Deal Sharing:** Come prepared to listen, learn and share.

March 23rd Phoenix Real Estate Club

- Even in a virtual environment, this is some of the best real estate networking anywhere! Haves & Wants continue. Structured networking activities in breakout rooms. Market Discussion. Member Deals. It all still happens!