

# The AZREIA Advantage

Arizona Real Estate Investors Association Newsletter

"AZ Real as it Gets"

September 2019

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## REAL ESTATE HYPNOSIS: Diagnosing the Three Biggest Lies of Real Estate Investing

by *Chris McClatchey*

**hyp-no-sis** (hp-nss) *n. pl. hyp-no-ses* (-sz) 1. An artificially induced altered state of consciousness. Real Estate Hypnosis is the artificial induction of believing the "rules" of real estate don't change - that well established principles of real estate must be followed or you risk failure. Real Estate Hypnosis is an industry wide belief that success can only come by doing what other successful investors have done in the past. In other words, Real Estate Hypnosis is teaching all investors to do the same thing. It's setting forth artificial guidelines that must be followed and therefore, we as investors lose the very essence of what makes investing in real estate so great. Creativity!

Throughout the course of history, the people that are remembered, are the people that did things differently. They bucked the trend. They did things society or industries told them couldn't be done. They sang songs and played music the "public" didn't approve of. In other words, they diagnosed the hypnosis society was imposing upon them and did things their way, despite the potential backlash.

Do you often wonder why you haven't done a real estate deal. Do you want more deals? Are you frustrated because there is so much competition? How would you like to find deals other investors don't know about? If you answered "yes" to any of these questions, you have to get rid of your Real Estate Hypnosis and start doing things differently.

Don't know where to start? Well, let's start from the beginning. Have you heard other investors tell these "Lies"? 1) "You make money when you buy"; 2) "You need money to make money"; 3) It's all in the numbers. Let's dismantle these Lies.

Lie #1: "You make money when you buy" - I can't tell you how often I hear this outdated cliché. When I first started investing, every "guru" I heard was teaching

techniques on how to get the seller down on his price. "Beat the Seller Up", "Low Ball the Seller" and/or "Make the Seller give you their price first". They even teach the "Offer Formula". You know the one where they tell you to offer the seller 65% of the ARV (after repair value)

minus the repairs. I hate this formula and I hated "beating up" the sellers on their asking price. Frankly, the reason most of you aren't doing more deals is because you are following this archaic formula.

Truth #1: "Price is irrelevant" - What if I told you that you could pay full asking price and still be massively profitable. What if I told you

that you could offer MORE than asking price and still be massively profitable. Most people look at price and the single most important item when deciding to buy or sell a home. I could care less about the price. I want the seller focused on the price, so that I can focus on what I want. Terms!

Lie #2: "You need money to make money" - This is the most powerful hypnotic lie for most investors. For most of my students this is the biggest barrier they need to break down. This is the single most powerful belief preventing your success. I know. I believed it for a very long time myself. I thought, if I don't have money to invest, how am I going to buy a house or rental property. However, I am living proof that you don't need money to make money. I had no money when I first started. When I say no money, I mean no money. In fact, my very first deal I didn't have the \$4,000 in closing costs needed to close the deal. I took out a cash advance credit card loan to pay for it. Yet today, I am a well established millionaire. You can be too. You just have to disregard the belief that you need money to invest.

Truth #2: "The money is the easy part" - I tell all my students "If the deal is good enough, the money will find you." It's true. There is so much money out there. Just because you don't have money, doesn't mean the guy next you doesn't either. In fact, most of my students are amazed at how quickly the money comes to them when

**Phoenix Meeting  
Monday, September 9th  
Renters Exposed, Market Update &  
Build Your Deal Structuring Arsenal**

**Tucson Meeting  
Tuesday, September 10th  
Structured Networking, Market Update  
& Build Your Deal Structuring Arsenal**

*Continued on page 2*



# Executive Director's Message

## Even "The Greatest" had a Cornerman!

by Troy Miller

Muhammed Ali is widely considered to be the greatest heavyweight boxer of all time. During his career, he compiled a record of 56 wins, including 37 knockouts (KOs), and five losses. But, aside from his success – like the 1975 "Thrilla in Manila," when he knocked out Joe Frazier, most of his success came from not only the training, but by having the right people in his corner. Little has been said about Ali's cornerman, who served in the role with the exception TWO of Ali's career fights.

Angelo Dundee traveled around the world with Ali, and the young Cassius Clay, as Ali was then known, in most of his early bouts, including those with Archie Moore (who had trained Clay before his partnering with Dundee) and Sonny Liston, where Clay won the Heavyweight title. Dundee continued to train Ali in all his fights until his exile from boxing. Upon Ali's return to the sport, Dundee trained him in almost all of his matches. After Ali retired, Dundee also worked with 15 other world boxing champions, including Sugar Ray Leonard and George Foreman.

Think about, not only how close Dundee became with Ali, but the depth and breadth of knowledge and experience he brought to the ring as a trainer. As a trainer, he was able to assess each opponent his boxers faced in the ring. As a trainer, he was able to understand and guide his "kid," as he frequently referred to Ali. Dundee knew the boxing styles and training styles every of opponent that Ali stepped into the ring. But the key here was that he not only knew the opponent but more importantly, he knew Ali's strengths and weaknesses to maximize strikes and minimize the effort to achieve the win.

So, my question for you, who is your cornerman? Who knows you? Who's in your corner at the end of every round to assess how the "last round went?" Who is there to make sure you stay on track, learn proper and efficient techniques to maximize impact while limiting the use of resources or energy?

Many of you have heard of AZREIA's Launch Pad Entrepreneurial Assessment that is available on the AZREIA website ([www.azreia.org/launchpad](http://www.azreia.org/launchpad).) But I wanted to spend a little time talking more so about the "WHY" of Launch Pad. There is a joke in the office that Alan (Langston) likes to oversimplify things, but in this case, he is right in doing so. In this instance, he identified the three areas that every real estate business owner needs to focus on. The process of exercise is a series of questions

to help you take personal inventory, and while this is primarily geared at those new to the industry or about to do their first deal, this exercise can be applied for any point when you might feel that you have hit a hurdle or have even plateaued.

In doing this exercise, you come to a crossroad where you create your plan in three areas:

- 1: **Education Plan** (Either to learn how to invest in real estate, or how to expand your portfolio or adapt to changing market conditions.)
- 2: **Networking Plan** (How are you going to meet, connect and build your "social equity" to achieve to results you desire?)
- 3: **Team Building or Resource Plan** (Specifically, who's going to help you accomplish it through partnering, funding, or rounding out the skills and services you need?)

And I'm going to stop for just a moment to put some emphasis on one word here... probably something many of us either don't take the time to do, don't maintain accountability for themselves, or get "shiny object syndrome" that ultimately leads you down a path, all the while wondering why everything you try doesn't work. I know you know the quote, say it with me, **"Failing to plan is..."**

So, back to our friend Angelo Dundee, let me ask you who is your cornerman? If it is taking you a minute to answer, let me give you a shortcut and say that AZREIA is your cornerman! And what better cornerman could you ask for? To start, your AZREIA staff that has a combination of over 50 years of experience, we see first-hand what other investors are doing, possibly failing at, or better yet succeeding at in the marketplace. Not only are we observing what is happening in the marketplace, but we monitor the marketplace to keep a keen eye on your "potential opponents" and their "trainers." Just like Dundee, we have helped, trained, and shared in the success of many "Heavy Weight Champions."

So, we're using the rest of the year as part of a series on three areas of an investors career to not only plan for but continue to go back to and use a guide map to help you maximize on your efforts all while limiting energy and resources. Stay tuned in the next three months as we focus on the importance of your education, networking, and team-building plan, and all the resources AZREIA has to be your proper "cornerman."



## REAL ESTATE HYPNOSIS

*continued from page one*

they send it out. You see, if you are analyzing your deals the right way. If you are writing your offers the right way and the deal works, the money is the easy part. I know that may be hard for some of you to believe, but I want you to really work on believing that that money will find you, once you have a good deal.

Lie #3: "It's all in the numbers" – Don't mis-read this! The numbers are very important. If your numbers are off, you can turn a good deal into a bad deal very quickly. The reason this is a real estate lie, because "experts" teach you to: a) Find Leads; b) analyze the numbers; and

c) write your offers. Again, these 3 steps are important steps, however they are missing the biggest piece. The communication piece. How are we negotiating. How are we overcoming the seller's objections. How are we getting them to a "yes" state. The numbers are important. Yet, if you are focusing on the numbers, it's the reasons you are not doing more deals. Truth #3: "Communication is the key to success" – Every word you use. Every phrase you speak has an impact. That impact can be negative or positive. The words you use, the way you dress, how you hold your body language and the tone of your voice, will determine how many deals you do.

You see, seller's want you to be the expert. They want you to be their problem solver. They called you to help them. To be the expert, you have to act like an expert. This may be challenging for someone who is new to the business or may not have a lot of experience. That is why we teach you how to walk, talk and dress. You need to know how to write contracts that deflect objections. You need to know the words that bypass the conscious filters. You need to know how to develop rapport with a seller. If you do these things, you will be a master communicator and master communicators are the investors doing the most deals.





## "Knob Tube Wiring," Screw-In Fuses and Other Stuff Your Insurance Company May not Like



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**'Knob-tube Wiring'** – This type of electrical wiring in residential homes was introduced in the late 1800's and phased out in the 1940's. Bare copper wire is stretched between porcelain insulators, and then long tubes that look like plastic straws with a slit down them, are snapped over the bare wires for safety (before wiring came with a rubber/plastic coating). Due to age, a lot of the 'tube' material is now brittle and falls off. Two other major concerns are that when new attic insulation is blown-in, the old wiring retains heat and may over-heat and, the fact that there is no third "ground" wire for added safety. In Arizona, homes built before 1930 are suspect if they have not been re-wired. A good home inspector will usually alert you. Virtually all insurance companies will decline to insure a home that still has *active* knob-tube circuits in use...and there are many homes that do.

**'Screw-In Fuses'** – Before homes were built with 'circuit breakers', there was the fuse box. This is a metal box with screw-in fuses to protect the various electrical circuits in the house. The fuse contains a special metal alloy that will melt or 'blow' if the electrical current moving across the alloy is greater than a specific amount. Three disadvantages are (1) when the metal alloy melts or 'blows', you must have a supply of spares on hand to restore service. (They cannot be re-used.) and (2) there is live electrical current in the fuse box and touching the wrong piece of metal can be dangerous...even fatal, and (3) people would sometimes replace a 15 amp fuse with a larger

capacity fuse, like 20 amps, and by so doing, defeat the protection against overheating the home's wiring. It was simply too easy to create a serious problem.

Also, most service panels with screw-in fuses had 60 Amp capacity...very low by today's standards of electrical usage. Insurance companies today want homes to have circuit breaker panels because they are safer, more reliable, and cannot be easily defeated. Fuse boxes were used in some areas until the 1960's. Most insurance companies will decline to insure a home with screw-in fuse boxes or with electrical service capacity below 100 amps.

**Burglar Bars On Windows** – If you have 'burglar bars' on the windows of the home *where you live*, your insurance company doesn't care. The reason is "you can't sue yourself!" But there are countless cases where a tenant was injured or died in a house fire because burglar bars prevented their safe escape. For this reason, most insurance companies do not allow burglar bars on any windows of a home that is tenant occupied. Some will make an exception for special bars that are hinged and have an interior "quick-release" for easy exit. Insurance companies have their agents or an outside inspection company, look at the

houses they insure, to screen out burglar bar homes.

**Dangerous Dogs** – The law in most states says that if a dog bites someone, the dog is automatically guilty. Even if provoked or teased, the dog is always guilty. With ground rules like that, it's easy to understand how one large insurance company paid over \$60 million to settle dog bite claims in a single year. Not too many years ago, insurance companies kept a list of 'dangerous breeds' of dogs that they would not allow. But due to the current controversy over assistive and therapy animals, most (if not all) insurance companies have quit screening dogs by breed or type. However, they can and do ask about specific dogs that have a history of biting.

\*\*\*\*\*

CLARK SANCHEZ has been an Arizona insurance agent for over 39 years and has been a Vendor-Affiliate with AZREIA for over 16 years. You can contact Clark if you have any insurance related questions at

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A-G



## Does the Statute of Frauds Apply?



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by  
**Mark  
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Investors may not care about a lot of legal terms (legalese), but most investors know the term “statute of frauds” – that when there is no written contract for real estate, no contract exists; in other words, a court can’t enforce an oral contract for real estate. It is from this understanding that when an investor gets sued by a partner for an interest in real property, they are quick to argue that there was no written contract and therefore the other party is barred from any relief. While the statute of frauds could apply, that is not the end of the discussion. As lawyers all know, there are exceptions to every rule.

The statute of frauds is an old legal doctrine that a contract for real property cannot be enforced against a party unless that person signed an agreement in writing. Now a signature can take many forms, including merely initials, and a written agreement can be anything from notes on a napkin to a 30-page contract. However, the gist is that there must be a written document that sets forth the important terms, and that document must be acknowledged or agreed to by the party to be bound.

In a typical real estate sale, this happens every time. A buyer submits a formal written contract to the seller and then the seller signs the contract. The contract sets forth what property is being sold, the purchase price as well as the date of close of escrow. Those are the most important terms. The contract will also contain other terms, such as disclosures and contingencies. Now, think for a second about the situation where

a buyer and a seller are negotiating. Even if they have agreed to all of the material terms, unless they put that agreement into writing and sign it, neither party is bound. A seller could still sell the property to someone else or the buyer could elect not to do anything. Neither party could enforce the contract against the other – because there was no written contract for real property. The statute of frauds has very logical underpinnings – it would be impossible for a court to enforce terms that were only discussed orally, and also parties need a clear demarcation when they have passed negotiations and actually entered into a binding contract.

In a related, but different circumstance, we regularly see business partners sue each other over real estate. Maybe one partner had title in their name and the other wants to be put on title. Maybe one partner wants to force a sale or get their equity, but they aren’t on title. When the party that is not on title sues the titleholder, things get messy. We have been on both sides of this litigation and the short story is that it’s a complicated mess.

The partner who is on title always points to the statute of frauds and argues that there is no written agreement and thus the other partner can’t file suit. They basically claim

that although they did work together, there was nothing in writing and thus the other party is prohibited from any recovery. While the statute of frauds would appear to bar this type of lawsuit, there are exceptions to the rule based upon constructive trust, equitable principles and partnerships. A court may impose a constructive trust whenever title to property has been obtained through “fraud, misrepresentation, concealment, undue influence, duress or through any other means which render it unconscionable” for the holder of legal title to continue to retain and enjoy its beneficial interest. This gives the court great latitude to give relief to the person who is not on title. Further, if partners are in the business of sharing profits from the purchase and sale of lands, the statute of frauds wouldn’t bar lawsuits between partners. This is because the lawsuit wouldn’t be over a specific property, but rather one partner would be suing for his alleged interest in the “partnership.” Please note that this is an oversimplification and there are complicated nuances to these arguments.

The lesson here is: (1) document relationships between parties; and (2) even if you think a rule applies, it may not. In the legal world, exceptions are the law.



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# AZREIA Advantage: Title Expert

## Creative Financing – Carrying Back a Second? You Need a Lender's Title Policy



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by  
**Jill Bright**

**Creative financing:** You've heard of it, and, as a seller, the idea sounds pretty attractive. But, do you know everything you need to know about carrying back a second; essentially, about becoming a lender? You better know the same things that financial institutions know - you better know about lender's title insurance.

It's time to sell your \$650,000 home, a home that you have owned for fifteen years, a home in which you have substantial equity. The loan terms call for a \$130,000 down payment from your buyer, a new \$450,000 loan from a local savings and loan, and for you, the seller, to carry back a note for the remaining \$70,000.

**Will you, THE SELLER, need title insurance?**  
Yes, you will. Everyone who retains an interest

in the property needs title insurance. When you took on the role of lender, you retained a record title interest which you will want to protect for the term of the loan.

But, why would you need lender's title insurance when the repayment of your loan is assured by a lien in the form of a recorded deed of trust against the property? What could possibly go wrong?

You must insure yourself for the same reason that financial institutions obtain title insurance - for the protection of your investment. You must be assured that your lien on the property cannot be defeated by a prior lien or other interest in the property, which, if exercised, would wipe out your security.

Anything that involves the new buyer's ownership rights to the property is of direct interest to you because you are holding the second mortgage. If such ownership rights are in question or defective, you may have trouble collecting your monthly mortgage payments. But, you say, there is nothing in your property's history that could cause problems: no problems with easements, no problems with boundaries, no problems with rights-of-way.

Contrary to what may be popular belief, these

matters are not the only source of title problems; a large proportion of title problems arise out of man's interaction with man. The fact of a marriage, a divorce, a death, a forgery, a judgement for money damages, a failure to pay state or federal taxes - these occurrences can and usually will affect your rights as a mortgage lender.

As an example of what can befall the lender, did you know that a federal tax lien recorded against your "buyer" before the loan transaction is concluded may result in the loss of security in "your" home? Sophisticated mortgage lenders are aware of this possibility as well as many others which could jeopardize their loan security and seek the protection afforded by a lender's title insurance policy.

If you are considering carrying back a second, be sure to get all the facts regarding the benefits of lender's title insurance. Your local title insurance company will be happy to provide the information you need.

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# AZREIA Advantage: Lending Expert

## Updates from Andy the Mortgage Guy



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by  
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Happy August! I hope everyone's summer has been filled with swimming, vacations, and successful real estate transactions. The refinance market has been kicked up to another level with interest rates falling near a 3-year low. Everyone who has bought over the past two years should check if they can cut their payments on any properties and increase cash flow! Below are some updates in the lending world to take note of.

### The Fed Cuts Rates

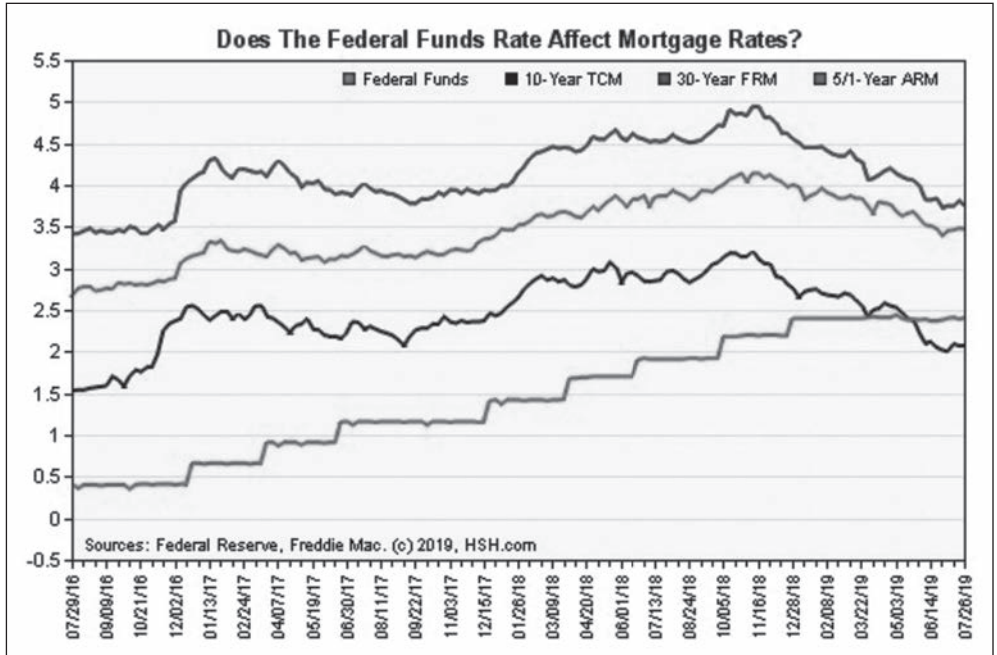
Many of our clients and Realtors are asking about the Fed decision to lower the Federal Funds Rate by .25%.

- Does this directly correlate to lower mortgage rates? No! (explanation below)
- Yes, this is the first time this has happened since 2008.
- Why? The move was called an "insurance cut," one that central bankers are making to keep growth moving along.

"The ultra-short-term Federal Funds rate -- an overnight lending rate between banks -- has little direct influence on longer-term rates, such as those found on mortgage loans." You can see since October of 2018 the Fed rate has increased but mortgage rates have decreased. All that said, mortgage rates are near 3-year lows now, so it's a great time to purchase or refinance!

### Fannie and Freddie Change their income Limits on some Programs

As some may or may not know, both Fannie and Freddie have programs called Home Ready and Home Possible that are geared toward the low to middle income bracket. Their particular loans allow for discounted



mortgage products and lower down payment requirements if the borrower fits a certain income limit compared to the area median income. At the end of July, Fannie and Freddie both altered their income limits across the map. If you would like to check if you qualify for one of these programs, we

are always happy to check for you and it is accessible on Fannie and Freddie's website.

I hope everyone's summer has been successful thus far, please let me know if you have any questions relating to interest rates. We hope to see you at the next AZREIA meeting!



### THE AUGUSTYNIAKTEAM



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# AZREIA Advantage: The Real Estate Investment Specialists

## Investing in Real Estate the Smart Way – Part Two



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by  
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### Fix n Flip vs. Buy & Hold (cont'd)

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

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

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

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

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

**So, who has more positive cash flow?**

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

Granted, this isn't likely to happen, but to keep the math simple, let's just say both properties go up in value by 10% or \$20k, in the first year. **What is the rate of return in year one for each of us?**

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

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

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

And I will have made \$200k. BUT you could, and probably would, have bought five houses by leveraging that same \$200k, which would produce a combined value of \$1 Million or more.

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

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

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

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# Monthly Meetings

## AZREIA Phoenix Meeting

Monday, September 9  
Celebrity Theatre

## AZREIA Prescott Meeting

NO MEETING

## AZREIA Tucson Meeting

Tuesday, September 10  
Tucson Assoc. of Realtors

## Phoenix Real Estate Club

Tuesday, September 24  
24th Street Conference Ctr.

September is about understanding who is renting your income property, finding more deals and unique ways to expand your deal structuring and negotiation strategy. David Pickron will share the results of an in-depth study on the characteristics and make-up of renters in Arizona. It's time you know who you're renting to. Chris McClatchey joins us to discuss ways to target different sources of supply and how to negotiate unique and creative ways so that you get the deal. Yet another timely and information filled meeting just for you – the real estate investor. See details below.

## Phoenix Workshop – Renters Exposed!

This month we take an in-depth look at Arizona renters. Do you know the unique characteristics of Arizona rental residents? Knowing the trends and attitudes of Arizonans can help you make decisions on investment properties here in the state. Come learn how many renters vs homeowners there are in the valley and their average credit scores, debt load, criminal history statistics and eviction rates. Knowing this data will help you find the right renter the first time and know when to pass on those who might not be able to live up to their obligations. Our presenter is David Pickron. David is a private investigator who specializes in people's behavior and helps landlords across the country vet the right tenant who will be in your property for 5 to 10 years.

## 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 – Build Your Deal Structuring Arsenal with Chris McClatchey

You know how tight supply is. You heard Alan Langston ask the question during the August Market Update, "Where is the supply going to come from?" In our Main Meeting, Chris McClatchey will show you an entirely forgotten source of supply, how to source this supply, how to contact the owner and unique ways of structuring deals specifically for this source of investment housing. So, are you tired of a lack of inventory; tired of using the same marketing as everyone else; tired of being in multiple-offer situations; tired of not getting any deals then be sure to learn from Chris. Chris will show you:

- How you can find deals with "No Money Down."
- How you will buy Multi-Family and multi-properties portfolios from tired landlords.
- How you will find leads other investors can't.
- The strategies that will get you properties FREE & CLEAR in a few years.
- How you can communicate with sellers, so they give you all the

financing.

- The skills you need to influence sellers to sell their property to you at 0% interest.
- How you can double and triple the number of deals you are doing now.
- Giving the seller what they NEED, so you can get what you WANT.

Chris prides himself on the ability to educate investors on how to build multi-million dollar real estate portfolios using creative financing techniques, private lenders, partnerships and retirement accounts. He has developed a *systematic approach to investing*, which allows individuals to build wealth 3-5 times the pace of traditional investors. Through Chris' systematic approach, you can leverage both your time and your money. Chris will cover:

- The Power of Zero: Negotiating 0% Seller Financing and Finding No Money Down Deals
- Simple Real Estate - The four (4) simple steps new investors can take to ensure their success.
- Automation Techniques for Real Estate Investors
- How to Automate your Investment Business
- Quickturn for the Longterm - How to use quickturn techniques to get cash now, while retaining long term assets

## Prescott Main Meeting – No September Meeting

The September meeting of our Prescott Chapter has been canceled because of the proximity to the Labor Day holiday. This meeting will resume in October.

## Phoenix Real Estate Club

The Best Real Estate Investing Networking Anywhere! Haves & Wants, Structured Networking activities and the Market Discussion all combine to make the Club an integral part of any active investor's month.

## Phoenix Agenda

5:15 – Workshop

6:00 – Trade Show & Guest Orientation

6:45 – Main Meeting – Market Update & Featured Presentation

9:00 – Adjourn

## Tucson Agenda

5:15 – Open Networking

5:45 – Networking: Investor-to-Investor, I Have – I Want, Tucson Market Discussion

7:15 – Main Meeting

8:30 – Adjourn

## Phoenix Real Estate Club

5:30 – Open Networking

6:00 – Networking: Investor-to-Investor, Haves & Wants, Market Discussion

7:30 – Main Meeting

8:30 – Adjourn





# AZREIA Calendar of Events

Check [www.azreia.org](http://www.azreia.org) for the current schedule.

SEPTEMBER MONTHLY MEETINGS	SUBGROUPS An important benefit of AZREIA Plus Membership	
<ul style="list-style-type: none"><li>• <b>AZREIA – Prescott</b> <i>No meeting in September</i></li><li>• <b>AZREIA – Phoenix</b> <i>Monday, September 9</i></li><li>• <b>AZREIA – Tucson</b> <i>Tuesday, September 10</i></li><li>• <b>Phoenix Real Estate Club</b> <i>Tuesday, September 29</i></li></ul>	<ul style="list-style-type: none"><li>• <b>Income Property Owners</b> <i>tbd</i></li><li>• <b>Burley</b> <i>Tuesday, September 13</i></li><li>• <b>35 Under Young Professionals</b> <i>Tuesday, September 13</i></li><li>• <b>Beginners</b> <i>Thursday, September 19</i></li><li>• <b>Notes</b> <i>Thursday, September 19</i></li></ul>	<ul style="list-style-type: none"><li>• <b>Fix &amp; Flip</b> <i>Wednesday, September 25</i></li><li>• <b>Tucson New Investors</b> <i>Tuesday, September 3</i></li><li>• <b>Tucson Wholesaling</b> <i>Tuesday, September 19</i></li><li>• <b>Tucson Mastermind</b> <i>Tuesday, September 24</i></li></ul>
Launch Pad Core Skills Training		
<ul style="list-style-type: none"><li>• <b>Negotiations with Maria Giordano</b>   Wednesday, September 18, 6:00 pm – 8:00 pm</li><li>• <b>Creative Real Estate Investing with Mike Del Prete</b>   Saturday, September 21, 9:00 am – 1:00 pm</li><li>• <b>Raising Private Money with Mike Del Prete</b>   Wednesday, October 2, 6:00 pm – 8:00 pm</li></ul>		
<b>Chris McClatchey returns on Wed 9/11 for a special drill down session &amp; Sat 9/14 for a full-day session</b>	<b>Crash Pads Drill Down   Wednesday, 9/11 6pm – 8pm</b> <b>Creative Multi-family &amp; Multi-property Portfolio</b> <b>Sat 9/14 9:00 am – 4:00 pm</b>	
<b>Bus Tour   Buying and Owning Profitable Rental Properties Saturday, 9/7</b>		
<b>INFORMATION &amp; REGISTRATION ONLINE AT <a href="http://WWW.AZREIA.ORG">WWW.AZREIA.ORG</a></b>		

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**Dawn Kirkpatrick,**  
SFR, CLHMS, CNE

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

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



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**Bo Seamands**  
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The information in this ad is for real estate professionals only. Adequate disclosures for home buyers are not provided. Rates and terms are subject to change without notice and are subject to underwriting and qualification.

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[www.azreia.org](http://www.azreia.org)

The AZREIA Advantage



# Property Listings

Complete listings online:  
www.azreia.org

Single Family Detached	Address	City	Price	Beds / Baths	Contact	Telephone
Retail/Realtor	7638 E. Aster Drive	Scottsdale	\$619,000	4 / 2	Jeffreys Daniels	602-820-8688
Wholesale/Owner/Agent	1488 Creekview	Prescott	\$599,000	3 / 3	Thomas Lee	602-428-9049
Wholesale/Realtor	3226 E. Glenrosa Ave	Phoenix	\$545,000	3 / 2	Michael Garren	480-284-3069
Wholesale/Owner/Agent	14250 N. 9th St	Phoenix	\$395,000	3 / 2	Andrew Zavage	602-223-0053
Wholesale/Owner/Agent	3639 E. Clarendon Ave	Phoenix	\$387,000	3 / 2	Andrew Zavage	602-223-0053
Wholesale/FSBO	1021 W. Starward Ct	Gilbert	\$375,000	5 / 3	Tina Christensen	928-514-8121
Wholesale/Owner/Agent	8142 E. Palm Ln	Scottsdale	\$360,000	4 / 3	Luke Basler	480-798-9522
Wholesale/Realtor	4214 N. 36th St	Phoenix	\$335,000	1 / 1	Michael Garren	480-284-3069
Wholesale/Owner/Agent	1115 W. San Miguel	Phoenix	\$321,000	3 / 2	Ralph Massetti	480-227-0630
Retail/Owner/Agent	4402 W. Misty Willow Ln	Glendale	\$304,829	3 / 2	Elizabeth Bathory	602-600-8324
Wholesale/Realtor	5628 N. 12th Ave	Phoenix	\$277,000	3 / 2	Luke Basler	480-798-9522
Wholesale/Owner/Agent	1809 E. Concorda Dr	Tempe	\$250,000	4 / 2	Brandon Simmons	602-888-9817
Wholesale/Owner/Agent	8696 E. Apache Dr	Prescott Valley	\$234,950	4 / 3	Thomas Lee	602-428-9049
Wholesale/Owner/Agent	2709 E. Impala Ave	Mesa	\$219,000	3 / 2	Brandon Simmons	602-888-9817
Wholesale/Owner/Agent	16610 N. Orchard Hills Dr	Sun City	\$196,950	2 / 2	Thomas Lee	602-428-9049
Wholesale/FSBO	9615 N. 52nd Ln	Glendale	\$190,900	3 / 2	Brandon Simmons	602-888-9817
Wholesale/Owner/Agent	3936 W. El Camino Dr	Phoenix	\$182,950	4 / 2	Thomas Lee	602-428-9049
Wholesale/Owner/Agent	5615 W. Virginia Ave	Phoenix	\$174,950	3 / 2	Thomas Lee	602-428-9049
Retail/FSBO	9317 N. 12th St	Phoenix	\$169,900	3 / 2	Pat Lynch	602-618-8149
Wholesale/Owner/Agent	10405 W. Andover Ave	Sun City	\$154,950	2 / 2	Thomas Lee	602-428-9049
Wholesale/Owner/Agent	2529 N. 40th Ave	Phoenix	\$144,900	3 / 1	Andrew Zavage	602-223-0053
Wholesale/Owner/Agent	621 S. 7th St	Avondale	\$139,900	3 / 3	Andrew Zavage	602-223-0053
Wholesale/Owner/Agent	3729 W. Latham St	Phoenix	\$139,900	3 / 1	Andrew Zavage	602-223-0053
Wholesale/Owner/Agent	3631 W. Chambers St	Phoenix	\$139,900	2 / 2	Andrew Zavage	602-223-0053
Wholesale/Owner/Agent	3322 W. Monte Vista Rd	Phoenix	\$139,900	2 / 1	Andrew Zavage	602-223-0053
Wholesale/Owner/Agent	3022 W. Holly St	Phoenix	\$139,900	3 / 1	Andrew Zavage	602-223-0053
Wholesale/Owner/Agent	16039 N. Church St	Surprise	\$139,900	3 / 1	Andrew Zavage	602-223-0053
Wholesale/Owner/Agent	14010 N. Poppy St	El Mirage	\$139,900	3 / 2	Andrew Zavage	602-223-0053
Wholesale/Owner/Agent	13601 N. El Frio St	El Mirage	\$139,900	3 / 2	Andrew Zavage	602-223-0053
Wholesale/Owner/Agent	11925 W. Ash St	El Mirage	\$139,900	2 / 1	Andrew Zavage	602-223-0053
Wholesale/Owner/Agent	428 S. Oregon St	Chandler	\$139,000	2 / 3	Mike Del Prete	602-501-2426
Wholesale/Owner/Agent	897 W. Diamond Rim Dr	Casa Grande	\$135,900	4 / 2	Thomas Lee	602-428-9049
Wholesale/Owner/Agent	2118 W. Elm St	Phoenix	\$122,500	2 / 1	Brandon Simmons	602-888-9817
Wholesale/Owner/Agent	5737 N. 69th Ave	Glendale	\$114,900	3 / 2	Andrew Zavage	602-223-0053
Wholesale/Owner/Agent	4698 E. Cochise Dr	Rimrock	\$94,950	3 / 2	Thomas Lee	602-428-9049
Wholesale/FSBO	384 W. Cocopah St	Phoenix	\$65,000	2 / 1	George Vinson	602-738-6608
Wholesale/FSBO	836 W. Spray St	Superior	\$35,000	2 / 1	Recia Davis	602-358-6370

Land	Address	City	Price	Acres	Contact	Telephone
Wholesale	S. Wagner Rd.	Casa Grande	\$17,200	4.27 acres	Katherine Apsley	520-222-6368

Condo / Townhouse	Address	City	Price	Beds / Baths	Contact	Telephone
Wholesale/FSBO	3312 E. Camelback	Phoenix	\$260,000	2 / 2	Bobbilynn Berry	480-440-0917

Multi-Housing	Address	City	Price	Units	Contact	Telephone
Wholesale	1305 E. Durango	Phoenix	\$205,000	Tri-Plex	Daniela Muhammad	480-469-1240
Wholesale	2116 N. Bell Ave	Tucson	\$125,000	Duplex	Andrew Zavage	602-223-0053

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](http://www.azreia.org) for complete notice on fair housing and for additional information on each property listed.



**Q:** I have a tenant that I have repeatedly had problems with. I offered for them to leave in the middle of their lease, and I would release them from further liability. They agreed and turned in a notice to vacate, setting a date when they would be gone, which was about four weeks away. Two weeks before they were to vacate, they contacted me. They said that they couldn't find a place as nice as mine near the same price range and now want to stay. What do I have to do?

**A:** Fortunately for you, if your tenant gave you written notice that they are vacating, you can hold them to it. Once a notice

has been served, the party serving the notice doesn't have a unilateral right to rescind it. This has logical underpinnings because usually the other side immediately takes steps to change their situation based upon the notice. For example, once a tenant gives his/her landlord a notice that they are leaving, the landlord immediately starts making plans to re-rent the unit. The tenant doesn't retain control to change his/her mind and stay. They are stuck with their decision, and if they do not vacate by the date specified in the notice, the landlord can file an eviction to have them removed.

*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 September 9, 5:15-9:00 p.m.

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## AZREIA Monthly Meetings at a Glance

### **Phoenix Workshop – *Renters Exposed!***

This month we take an in-depth look at Arizona renters. Do you know the unique characteristics of Arizona rental residents? Knowing the trends and attitudes of Arizonans can help you make decisions on investment properties here in the state.

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