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ARIZONA REAL ESTATE INVESTORS ASSOCIATION NEWSLETTER

"AZ Real as it Gets"

OCTOBER 2022

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Invest in a Market Downturn with Creative Deal Structuring

by Mike Del Prete, Executive Director

As real estate investors, we are in the business of doing deals. Sometimes, to get the deal done, you have to work outside the traditional structure and find a more creative solution that makes all those involved happy. This way you're not leaving a good deal, and money, on the table.

If you haven't learned the basics of creative deal structuring, now is a good time to start learning and using these strategies. If the market slows down and deals are harder to come by you don't want to leave anything on the table. This is where the real opportunity comes in. By knowing how to structure a deal creatively, you can snag the deals other investors don't know how to make work. This is how you come out on top, no matter if the market is white hot or in a deep recession.

To further explain, I will take you through a few of the common creative structuring techniques:

Subject To

This is a great strategy if you have a homeowner lead who is behind on their mortgage payments or is already in foreclosure. This strategy involves you, the investor, taking title to the property while the existing loan on the home stays in the name of the seller.

How this is good for the investor:

- Buyers can purchase the property without traditional financing and fees
- No limits on Subject To deals since the loans are not in the buyer's name

How this is good for the homeowner:

- Avoid foreclosure and losing their home
- Avoid damaging credit scores that can prevent homeownership in the future

Though, there is a risk associated with this kind of transaction. If the homeowner files for bankruptcy, even though you own the home and its equity, the original lien holder can foreclose on the property. You can however put the

Subject To transaction in the name of a trust and selling the beneficial interest of the trust in order to avoid triggering any due-on-sale clauses. This is a great way to quickly build an income-producing portfolio of properties and build your wealth rapidly.

Lease Option

Many people also know the lease option as rent-to-own, which is where the investor leases their property for normal monthly rental payments with an option for the renters to buy (at

a pre-determined price) at any time during the agreement. The rental payments can be used as a negotiation tactic, too, as they can be agreed to be credited back to the renter once they exercise their option to buy the property from the investor.

How this is good for the investor:

- You can charge higher-than-market rents
- On-Time payment clauses allow you to incentivize the renter into paying rent by a certain date each month or that month's payment does not get credited back upon purchase
- You set the terms of the sale you can build in expected appreciation and have a guaranteed sales price
- Tenants will treat the property better since they expect to buy it

How this is good for the renter/prospective buyer:

- Get their dream home even if they can't afford to buy it outright yet
- Agree on the price of the home so they

Continued on page 7



Litigating Your Dispute – Lost Money or Not?



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by
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Litigation – a word almost nobody likes to hear aside from a small pocket of lawyers who like to be unhappy. If we are being honest, when any investor hears that L-word, they see money going away that they will never get back. Litigation is expensive, time-consuming, and exhausting for a business-minded person. But, sometimes, litigation is also unavoidable.

First of all, I'll give you a quick and dirty definition of litigation so that we are all on the same page. Litigation is the process of taking a dispute between two or more parties to the courts. Litigation, if it plays all the way out, typically ends with a judge or a jury getting to decide who the 'winner' is and who ends up being the 'loser.' In between those two steps, there is a lot of lawyer work, including discovery (each side exchanging with the other all the information they have on the dispute), motions (asking the court to make a decision in your favor based on law and some fact), and preparation. All of that lawyer time costs you, the investor or business owner, a lot of money in legal fees.

So why even litigate a dispute if it is so expensive and time-consuming? Well, sometimes, despite your best efforts to reach a voluntary resolution that works for everyone, the other party just won't be

reasonable. If that is the case, the cost of going through a lawsuit may be far less than what you would stand to lose by just giving up. If you are in a property line dispute on an investment property and giving up would mean losing a 150' long strip of property that is 5' wide, that 750 square feet of land may justify expending a fair amount of time and money on a lawsuit to seek a resolution of the issue in your favor.

When advising clients on whether to file suit or not, I try to redirect all analysis to whether or not litigation makes *business* sense. If a client is going to file suit based primarily on pride or emotion, I will often advise against doing so, unless filing suit is also advisable from a financial and logical perspective.

If you go through the whole analysis and still find yourself having to file suit, all is not lost. Many issues that you as a business owner or investor will encounter are issues 'arising out of contract,' meaning that they are issues that involve a business or legal agreement between parties. Fortunately, within the Arizona Revised Statutes, specifically section 341.01, the prevailing party in a dispute arising out of contract is entitled to an award of their attorneys' fees. That means that,

if you win your lawsuit, you can also request that the judge include in the judgment that you have the right to pursue the losing party(ies) for the amount you spent in attorneys' fees in litigating the matter. As long as your attorney charged you a 'reasonable' fee, the judge will almost always award you the entirety of what you spent. While there is no guarantee that you'll be able to collect that award from the losing party, there are a lot of avenues available to get your money back from them, especially if you're willing to be patient.

I consider litigation an inconvenient necessity. If you can avoid it by reaching a reasonable voluntary resolution, I recommend that. However, if you find yourself in a situation where litigation is the only outcome, having a diligent, capable, and efficient attorney leading the charge will give you the best chance at success.

Phocus Law has a team of experienced, powerful, and cost-effective litigators. If you're considering filing a lawsuit and would like to discuss that prospect, please don't hesitate to reach out to me. I can be reached by email at Mick@PhocusCompanies.com or by phone at 602-457-2191.



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What's Going On?



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Higher mortgage rates are throwing a bucket of ice water on the super-heated housing market. Home prices in August were down about 6% from their peak in June, the biggest 2-month drop in prices in nearly a decade. The pace of home sales slowed for the seventh straight month.

The Federal Reserve has been raising interest rates to fight inflation. Mortgage rates anticipate future moves by the fed and bond markets more broadly, so they rose very sharply earlier this year — from around 3% to up above 6%.

That's not to say we're in a housing crash. Just about all economists agree this is different than in 2008 when the bottom fell out of the housing market.

Right now, the nation is in the midst of a severe housing shortage. For a decade following the 2008 crash, builders didn't build enough homes. Today homes are still getting snapped up by buyers and put under agreement in near-record time — just 16 days on average.

Home prices nationally are still up about 8% from a year ago according to the realtor's group. Low supply and strong demand should continue to buoy up prices. Also, Congress changed the rules for mortgages after the housing bubble when subprime lenders put millions of Americans into loans they couldn't afford. Today, homebuyers have to demonstrate that they can afford their loans.

Furthermore, home prices will likely continue to drop. That's because super-low interest rates combined with super-heated demand during the pandemic pushed prices up so dramatically so quickly — up about 30-40% in just the past 2 years. You know what they say, the time to invest is in the dip!

Mark Zandy with Moody's Analytics predicts home prices across the nation will fall about 10 percent from their peak. Areas that experienced the most dramatic price increases could see even bigger drops, he says. "The previously most juiced-up markets, like a Phoenix or Orlando, will see peak-to-trough declines of closer to 20%," Zandi estimates.

"It's All About the People!"



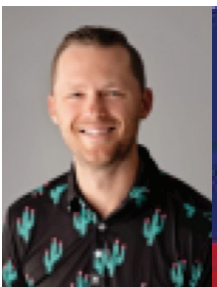
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Is That a Light at the End of the Tunnel or Just a Train?



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Many people are reporting (breathlessly) that the real estate market is about to crash. The main things that get blamed are rising interest rates, a cooling economy, and prices that have risen 'too far too fast.' However, there's also the impact of inflation, wages, an insufficient supply of homes, crazy zoning policies, rents, and demographics to consider. With all of these variables, what's to be done? Let's take a minute and consider two things: first, a bit of context, and second, the direction, magnitude, and timing of any decline.

First, a bit of context. Markets moved around, and they swung too far in favor of sellers this past spring. Blame seasonality, COVID (or the response), or

whatever, but the market strongly favored sellers. Clearly some of the silliness in the spring - like forcing buyers to waive inspections and bidding wars that resulted in a final sales price 20% above asking - is not sustainable, so should we be overly concerned when the market returns to normal? There are still some issues in the market, and not everyone can afford the house they'd like, but really the market is in a much more rational and balanced position now.

Buyers got pretty excited in the spring as well, and we saw some pretty creative justifications for paying higher prices. Buying and rehabbing homes to put into a short-term rental pool, scrapes, short-term holds, etc. were discussed. Now, we are seeing much less of that. David Nielson, head of Boomerang lending, observes: "We are getting a lot more requests now for 'regular' financings. Borrowers that plan on taking a mid-priced older home and updating it and selling it in line with the market. And we are having a much easier time being on the same page with the after-rehab value. Our borrowers have been through

the cycles and it's just returning to normal. The good news is they are having an easier time finding projects that pencil now and no more crazy waits for cabinets and cement."

Given that the market was not sustainable at the elevated levels, should we expect some pullback in prices? That certainly seems reasonable. But the direction, magnitude, and timing still matter. If the direction of house prices is likely lower, how far will they fall? And how fast? The consensus seems to be in the neighborhood of a 10% pullback, which hardly fits the definition of a 'crash'. The last major pullback, which does seem to qualify as a crash, prices declined by over 25%, but that took more than 5 years. And how fast matters. During that last time (on a national level) there were no 6-month periods during which the prices declined by more than 10%. An average developer (our borrowers really add value, not just 'flip') makes about 25% on their investment, which means there will still be profit in the event of the type of declines we saw last time.

¹ See for example:

<https://fortune.com/2022/09/13/210-housing-markets-at-risk-of-15-to-20-home-price-declines-says-moodys-housing-crash/>

² <https://fred.stlouisfed.org/series/CSUSHPISA>





All Hail the Roth IRA!



by
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In 1998, I was a brand-new Financial Advisor starting my career after graduating from The University of Arizona. That same year Congress introduced the Roth IRA to the American people. It has been 25 years since this powerful retirement savings vehicle was created, and yet I do not feel it gets the respect and attention it deserves. According to the [Investment Company Institute](http://InvestmentCompanyInstitute.com), Roth IRAs have only been able to attract \$1.3 trillion; a mere 21% of all the money currently held in IRA accounts. Considering that withdrawing money from a Roth IRA is completely tax-free and does not disrupt social security benefits or Medicare premiums, you would assume that everyone would be rushing to figure out how they can open, fund, and build their Roth IRA balances. Ironically, it is just not so.

Being bullish on making Roth IRA contributions does require a behavioral trait not commonly found in investors – accepting short-term pain (no current tax deduction) in return for long-term gain (tax-free distributions). People have become so accustomed to getting instant gratification in life, that strategies requiring patience and time to benefit from are rarely preferred. Another hurdle is the income limitations that can make high-income earners ineligible to make Roth IRA contributions.

To qualify in 2022, your modified adjusted gross income cannot be more than \$144,000 (filing single) or above \$214,000 (married filing jointly). To add insult to injury, the maximum contribution limit for investors under the age of fifty is a mere \$6,000 and only slightly more, \$7,000, if you are over the age of fifty. The ability to contribute larger amounts into employer-based qualified plans, like a 401(k), is yet another

reason why so many Americans opt to participate in those over the Roth IRA. Since most people have not created saving habits early enough in life, they need to “catch up” and often seek out accounts that make it easier to contribute larger amounts. If you are interested in getting the best of both worlds, larger contribution limits, and tax-free growth, it is important to note that according to the Plan Sponsor Council of America, 60% of workplace 401(k) plans allow employees to initiate after-tax or Roth-style salary deferrals (i.e. Roth 401k plans).

Three Conversion Strategies to Supercharge a Roth IRA

I have spent enough time sharing some of the reasons why the Roth IRA has not lived up to its potential. Now it is time to provide a few ways that can help you be purposeful about embracing the power these tax-efficient vehicles offer and load them up with as much of your retirement savings as possible.

- 1. Roth conversion via valuation discounting:** One of the biggest windfalls for the Roth IRA occurred in 2010 when the government passed legislation to eliminate the \$100,000 income restriction. Even though prudent tax planning is required prior to implementing a Roth conversion, Self-Directed IRA holders are better positioned to take advantage of this advanced tax minimizing strategy. This is because the Fair Market Value (FMV) of alternative assets can be decreased by as much as 40% through IRS-allowed discounting. At Vantage, we call these “Valuation Victories,” and our knowledgeable IRA Specialists are happy to educate you on how this advanced tax minimizing strategy.
- 2. Mega-backdoor Roth conversion via maximum pre-tax contributions:** Unlike the conversion mentioned above, this strategy allows employees to possibly convert larger sums into a Roth IRA after contributing the maximum amount to a conventional 401(k). In total, the IRS allows workers to put away up to \$61,000 a year in pre-tax, after-tax, and employer contributions – or

\$67,500 if you are fifty or older. This also includes contributions into a SEP IRA, which along with Solo 401(k) plans, are viable retirement plans to consider for this strategy. Even though the rules vary between 401(k) plans and the SEP IRA, the concept still applies to either type of plan. Essentially, you take advantage of their higher contribution limits, and then turn around and convert the pre-tax account into a Roth IRA.

- 3. Backdoor Roth Conversion via rollover:** Keep in mind that a large portion of workplace 401(k) plans allow employees that have reached the age of fifty-nine ½ to roll over their balances into a Traditional IRA, which can then be converted to a Roth IRA. Some plans even allow younger employees that have made after-tax contributions the ability to withdraw solely their after-tax money, pay tax on the earnings, and convert the withdrawal amount into a Roth IRA. This helps younger savers begin to grow their tax-free retirement portfolio much earlier

In case you haven't realized, I love the Roth IRA. Implementing the above-referenced strategies has enabled me to grow a healthy six-figure balance in Self-Directed Roth IRA accounts for my family. I strategically direct my Roth IRA funds into real estate and a diverse array of other alternative assets I feel will appreciate greatly. So, when I decide to live off some of my retirement money, I can withdraw my income from various tax-efficient buckets helping me minimize my tax exposure during retirement. If you are not utilizing a Roth IRA in your retirement planning, I hope this article motivates you to take a closer look at how they may benefit you now and in the future.

For more information about Real Estate Roth IRAs, please visit:

www.VantagelIRAs.com





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Bridget Pruss

As a new investor, Derek took the time to ensure I understood the process and provided me with key learnings/ considerations that I didn't have to ask. I value this since "I don't know what I don't know." I consider Derek/Gila to be my go-forward partner.

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LEGALLY SPEAKING

Q: I received a citation regarding my rental property due to weeds growing in the front and my tenant leaving bulk trash outside on a regular basis. I don't live in an HOA. Is this real? What can I do?

A: You likely received a citation from the neighborhood services department of your city. Even if your property isn't in an HOA, the city can fine you if there is an ongoing problem with your real property, such as a nuisance or blight. There are numerous things that need to be done. First, you need to get the problem fixed ASAP – regardless of whether you fix the problem, or the tenant

does. The city will look to consider whether you complied before they decide to prosecute. Second, you need to send your tenant a 10-day notice of noncompliance regarding the citation, because if the problem persists you will need to evict your tenant. When these issues happen, there is an argument that the homeowner is not the responsible party if the homeowner is taking the steps to enforce the lease. Ultimately, in a court of law, the issue is whether there was a violation on the date and time of the first incident. However, whether you are enforcing your lease against the tenant and whether the matter has been cured, will be relevant to any court, or may even stop the matter before it gets to court.

– Mark B. Zinman, Attorney, Zona Law Group, P.C.

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Invest in a Market Downturn with Creative Deal Structuring Continued from page 1

- know what to save
- Rent goes towards owning the home, and goes 'right back into their pockets

This is a great option for investors who want an available 'out' of their buy-and-hold strategy. This way you can make a steady cash flow and sell the property for more than you purchased it for, leaving you getting significantly more out of the property than it cost.

Owner Carry (Owner Financing)

Traditional financing can be unavailable to some buyers, so you, the investor, will finance the deal. This provides buyers with an opportunity for an alternative form of credit. This is a short-term loan with a balloon payment (typically) at the end where the buyer will likely refinance with a traditional lender with improved credit and will have equity in the home.

How this is good for the investor:

- The loan period is typically a shorter timeframe than traditional mortgages
- Set your own interest rates, down payment, and schedules
- Closing costs are significantly lower
- Can increase the sales price

How this is good for the buyer:

- Can purchase a home without traditional lending
- Gives them time to improve credit before refinancing

This is a helpful option in an uncertain real estate market for both buyers and sellers. It allows the investor for cash flow on a home, avoids closing costs for both parties, and provides more

flexible financing option terms to make the seller and buyer happy.

Wraps

'Wraps' are short for 'wraparound mortgages.' If you're an investor looking to buy a rental property, but securing traditional financing is difficult due to things like your debt-to-income ratio or credit score. A wrap can help you get a second mortgage (or junior loan) taken out directly with the seller of the property.

How this is good for the investor:

- Can purchase with poor credit or high debt-to-income ratio
- No traditional financing needed
- Down payment can be less than 20%

How this is good for the seller:

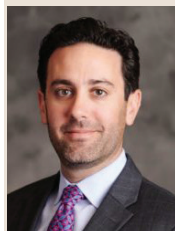
- Can set interest rates
- Can make cash flow

The most important part of determining if a wrap is the right way to structure the purchase of a rental property is to analyze the estimated future income derive from the rental property. Because the seller is financing the loan, they can set higher interest rates, which means higher payments. You want to do your due diligence to make sure the rentals' cash flow will make for a lucrative investment.

Smarter Investing,
Mike Del Prete, Executive Director



Tragedy in Tucson



by
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Our readers may recall that last month, September 2022, we wrote an article analyzing the media attention around evictions and landlord-tenant relationships in general. In that article, we wrote, "There has been a significant change in the way landlord-tenant matters are covered. Each story you read perpetuates the hostility of us vs. them mentality, which perpetuates a hostile environment." We could not have foreseen the haunting accuracy of these words.

On Thursday, August 25, 2022, tragedy struck in Tucson when a constable, a manager, and another resident were killed by a tenant who was being evicted. Before the shooting, a justice of the peace had found that the tenant materially and irreparably breached his lease by making threats to neighbors and management. When the constable went to execute the writ with management, the resident shot the constable and the manager, and police later found another resident murdered as well. This is a horrible tragedy that should have never occurred.

This shooting highlights the severity and reality of what managers and owners deal with on a

daily basis. When dealing with residents, a manager or owner does not always know what they are getting themselves involved in and they do not have some guarantee that they will be safe. They put themselves at risk in every such interaction. It's imperative that managers and owners take steps to ensure their safety, including but not limited to, calling the police for civil standbys when having in-person interactions with a hostile resident. Do not simply assume that because you have dealt with situations before and not been hurt, that it will always be that way.

Since this shooting, there have been numerous proposed suggestions and thoughts on how writs of restitution should be handled moving forward, from not having managers attend, having the sheriff's office handle them, or changing the education and safety for constables. What is critical is that the eviction process,

and writ of restitution, not be delayed by whatever changes are made. A person that made numerous threats against the life of other residents and then acted on it by killing three people, should not be given additional time to remain on a property. It is important that these people, who lost an eviction for making such threats, be removed at the earliest time possible for the safety of all persons involved, including other residents.

This is a horrible tragedy. Like all others in our industry, we are deeply saddened by this horrendous loss of life. This disaster is a reminder of the seriousness of the jobs for both managers and constables. There is a GoFundMe account that has been set up by the manager/victim's stepdaughter (make sure you get the correct account if donating).



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by
Olivia McGraw

When did we as a society lose our patience? Was it with the invention of the microwave? Fast food chains? The iPhone? When did we forget how long it actually takes to grow something, whether it be a garden, a human, or an investment? Success with a fix-and-flip might be one win, but it's not enough to quit our day job and sit back. The modern lifestyle illusion is that success is and should be quick and if we don't like something the first time we try — then move on. Unfortunately, this is a mindset many must overcome when learning how to implement the Infinite Banking Concept.

Banking is a necessary function of our lives, especially for real estate investors. Depositing, withdrawing, and borrowing. But we rarely consider what life could look like if we replaced the traditional bank with a pool of money we created ourselves. Why? Because we believe the lie that it takes too long or costs too much.

Think back to the fall of 2012. Where were you? What were you earning? Did you save? Did you live for the day or think long-term? What if, at that time you started slowly reserving a small portion of your earnings in a system that grew with compounding interest so that today you had \$200,000 at your disposal? Now imagine using that pool of money today to replace your need to borrow

from an external source. How much faster could you move? What if you treated your pool of money with the same respect you do to any other lender and paid yourself back with interest? What rate would you charge yourself? How would you use the money?

The beauty of starting the Infinite Banking Concept is that you do not need to wait ten years for money to grow. You can use your money the moment it is deployed into the system, much like a bank account. However, unlike a bank account, the money when structured and used properly, will grow as if it never left your account. This is not magic, it's simply math. Utilizing the Infinite Banking Concept is like taking out a line of credit on a home. You're not actually selling bricks from your house to get capital. You're borrowing against the value of your home. Meanwhile, the home value continues to increase.

The Infinite Banking Concept is not for everyone. It's not for those who simply want to get rich quickly. It's not going to solve a chronic debt problem. But it can help. It requires

discipline and patience — two words often lost in an *ins-ta*-society. Those who take the time to learn the concept today, and properly implement the tools with their current strategy, will be miles ahead of their comrades ten years from now. In addition, your conversations will be more around current and future opportunities rather than wishful reflections and regrets.

If you're not familiar with, or have yet to see how, the Infinite Banking Concept will work with your real estate investment goals, don't let another year slip away before you begin your education. Your future self will thank you!

To schedule a free consultation, email us at:

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Jack Carlson: jcarlson@unbridledwealth.com



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Uninsured Deed



by
Jill
Bright

Jill Bright
AVP/Sr. Sales Executive

Chicago Title
Maricopa County

Phone (602) 525-0790
BrightJ@ctt.com
www.ChicagoTitleArizona.com

Uninsured deeds are always a cause for concern. Recently one of our commercial escrow officers was working on the sale of vacant land. The buyer was purchasing the property to develop into multifamily housing. The sale was more than \$1,000,000. Title at the Commitment Date was vested in Parker Carr and Heirs and Beneficiaries of the Estate of Kitty Carr, deceased, as Tenants in Common

Although Kitty Carr had passed away many years prior, probate for her estate was just opened. Then right before closing, a fully executed deed transferring title was presented to title. That deed was not part of the insured transaction at hand, but the title was being asked to update the Commitment for Title insurance reflecting the grantee and record the deed as accommodation before the sale closed.

Brooke, Escrow Officer for Chicago Title Company in Tampa, Florida, immediately contacted the seller's attorney for more information. Although this deed was not yet recorded, it fell within the scope of an uninsured deed. She reviewed the signature on the deed against other documents executed by the seller, as evidence the grantor executed the deed properly.

Brooke also reviewed the notarial certificate and was unable to verify that the notary was approved by

the Company. She then asked the seller's attorney for a copy of Parker Carr's identification. A copy of an expired passport and driver's license were provided, but the signatures did not match.

The Company agreed to record the deed if Carr executed a new one in front of a Company approved notary. He would also need to provide valid identification or a credible witness acknowledgment. Carr's attorney explained he was currently out of the country.

With that in mind, Brooke provided the attorney with instructions for his client to schedule an appointment with the U.S. Consulate in a foreign country. The attorney refused to pass the information on to his client. Instead, the attorney called another underwriter in the Company in an effort to pressure the Company to accept the previously executed deed. It did not work.

In the end, the deal was moved to a competitor, who agreed to record the deed as accommodation and close the sale. We do not know why

Carr could not execute a new deed, but we do know that our risk mitigation policies are in place to protect our insured.

Brooke examined the deed against the signatures and identification that were provided to her, and it was unclear whether the deed was executed by Carr. She consulted with the Underwriting Counsel, who agreed on the signing requirements she demanded must be met in order to ensure the sale and protect the integrity of the chain of title.

It is our very own front-line workers, escrow officers such as Brooke, who assist in protecting the ownership rights to real property in America. For this, she is being rewarded \$1,500. Way to go Brooke!

Article provided by contributing author:

Diana Hoffman, Corporate Escrow Administrator

FNTG/National Escrow Administration



Ask Chicago Title About...

Chicago Title's Investor Division handles Assignments, Agreements for Sale, Double Closings, Wraps, Subject To & Seller Carryback Transactions. In addition to these special types of transactions, we also close "normal" residential/commercial files every day.

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- 24/7 Online Sales Comps/Transaction History
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CHICAGO TITLE AGENCY

Jill Bright | AVP/Sr Sales Executive | Cell: (602) 525-0790 and BrightJ@ctt.com

AZREIA ADVANTAGE: MONTHLY MEETINGS

AZREIA Phoenix Meeting

Monday, October 10
In-Person 5:45 pm
Venue 8600
8600 E Anderson Dr

AZREIA Tucson Meeting

Tuesday, October 11
In-Person 5:45 pm
Tucson Association of Realtors
2445 N Tucson Blvd

Phoenix Real Estate Club

Tuesday, October 25
In-Person 6 pm
AZREIA Office
4527 N 16th St #105

We are excited about our monthly meetings every month, and hope you are too! This month we have multiple market experts joining us to discuss the strategies and tools you need as an investor to survive any kind of recession and Tina Tamboer from the Cromford Report to present a market update. Our main session will help you understand what you need to do to go into any real estate market well-informed and opportunistic. As always, the Market Update and Market News will be current and important to your investing. Timely, market-driven information and education make these meetings must see. Don't miss it!

Phoenix – Market Trends & Outlook with Tina Tamboer

What does the Cromford Report have to say about the current market? We are joined by Tina Tamboer from the Cromford Report to give us detailed market insight as to what we've seen change throughout the year and what we can expect from Q4. Tina is one of the top market analysts in the state and will give you information you can't get anywhere else!

Phoenix Main Meeting – Surviving the Real Estate Transition Expert Panel

The numbers are changing. The formulas are changing. The buyers are changing. The problems you need to watch out for are changing.

It's our job at AZREIA to keep you plugged into what's working RIGHT NOW so you can "come out on top" as the market shifts. Join us as we pick the brains of the most successful investors in the Phoenix market. They'll show you the NEW RULES they are using to succeed in today's real estate market.

Our panelists will be Steve Trang, founder of the Real Estate Disruptors podcast and real estate entrepreneur with the goal to teach other investors to create 100 millionaires, and Zachary Kepes from Zak Ventures, who got his start during to '07 recession and now he emerged extremely successful with his real estate investing, and Andrew Augustyniak from People's Mortgage and one of the highest producing loan originators in the country, and Brian Kingdeski of Trinity Vacation Rentals who started with creative investing and worked his way to flipping over 1000 homes. This group of highly successful investors is joining us to tell you what they experienced the last time there were uncertain times in the market, how things are different this time, and how you can come out on top like each of them. They will be able to provide perspective from their different real estate investing strategies and experiences. This is a wealth of information that you don't want to miss!

Tucson Monthly Meeting

We will be joining in person for all the great networking sessions including Haves & Wants and a Market Update for the Tucson area, and a presentation from successful Tucson investors about Surviving the Real Estate Transition.

See Phoenix Main Meeting

Phoenix Real Estate Club

This is some of the best real estate networking anywhere! Meet face-to-face with other investors to find what your real estate investing business needs! Haves & Wants, structured networking activities, market discussion, and Member Deals. It all still happens!

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



AZREIA ADVANTAGE: CALENDAR OF EVENTS

Check www.azreia.org for the current schedule.

OCTOBER MEETINGS		
AZREIA – Phoenix – In-Person <i>Monday, October 10</i>	AZREIA – Tucson – In-Person <i>Tuesday, October 11</i>	Phoenix Real Estate Club – In-Person <i>Tuesday, October 25</i>
OCTOBER SUBGROUPS – Join like-minded investors, share ideas, network, and learn in small group settings.		
<ul style="list-style-type: none"> Cashflow 101 Boardgame <i>Saturday, October 1</i> South East Real Estate Club – In-Person & Online <i>Saturday, October 1</i> AZREIA Prescott Subgroup <i>Monday, October 3</i> 	<ul style="list-style-type: none"> AZ Women in Real Estate (AZWIRE) <i>Monday, October 4</i> Income Property Owners (Buy & Hold) <i>Thursday, October 6</i> Raising Capital & Options – In-Person & Online <i>Tuesday, October 11</i> 	<ul style="list-style-type: none"> Beginning Investors <i>Thursday, October 13</i> Multi-Family Subgroup <i>Thursday, October 17</i> Notes Subgroup <i>Thursday, October 20</i> Fix & Flip Subgroup <i>Wednesday, October 26</i>
<p align="center">Creative Real Estate Live with Brandon Simmons <i>Saturday, October 15, 2022 9:00 am – 1:00 pm Available In-Person</i></p> <p>Be a professional, like a doctor, who diagnoses a seller's situation that prescribes the best win-win solutions. Learn simple negotiating techniques and paperwork that work. This is not a class that uses complicated business calculators, but this is a class on how to use tried-and-true techniques to help sellers and buyers get what they want without banks, credit reports, or large down payments. You will receive the same paperwork Brandon Simmons used to close hundreds of creative deals. We will discuss seller carrybacks, wraps, lease options, and more as well as go over the paperwork you need for each!</p>		
<p align="center">Launch Pad Group Session <i>Saturday, October 29, 2022 9:00 am – 1:30 pm Available In-Person</i></p> <p>The Launch Pad Group Session is for AZREIA Members and future members new to real estate investing who want to dramatically increase their probability of success and shorten the time to complete real estate investment deals to reach their financial objectives. Launch Pad is designed to take months off your development cycle and get you focused where you need to be focused! AZREIA is here to help you get started the correct way and help you design your personal pathway to achieving your goals and changing your life. Want to get started today? You can take the Entrepreneurial Self-Assessment for free right now! Visit azreia.org/entrepreneurial-self-assessment/</p>		
<p align="center">Membership Discovery Session <i>Friday, October 28, 2022 12:00 pm – 1:00 pm Available Online</i></p> <p>New to AZREIA? These discovery calls are for you, our members, to ask us anything about your membership. From accessing your exclusive national benefits to finding the right Business Associate to help you, with any questions about upcoming classes or events. Need help learning how to network? Do you have questions on what to bring to the meetings? Ask us! Whatever you need to ask AZREIA, we will be here to help you because we want you to be able to get the most out of your membership with us!</p>		
<p align="center">CORE SKILLS CLASSES ARE BACK IN-PERSON!</p>	<ul style="list-style-type: none"> Comping & Estimating Repairs <i>Wednesday, October 5th, 6pm-8pm</i> Negotiations <i>Wednesday, October 12th, 6pm-8pm</i> 	<ul style="list-style-type: none"> Contracts <i>Wednesday, October 19th, 6pm-8pm</i> Where's the Money? <i>Thursday, October 27th, 6pm-8pm</i>
<p align="center">UPDATED INFORMATION & REGISTRATION ONLINE AT WWW.AZREIA.ORG</p>		



THE AZREIA SHOW

HOSTED BY MARCUS MALONEY & MICHAEL DEL PRETE

REAL ESTATE INVESTING STORIES, INSIGHTS & STRATEGIES FROM THOSE WHO'VE BEEN THERE

FOLLOW US ON SOCIAL MEDIA & WHEREVER YOU LISTEN TO PODCASTS



VISIT AZREIA.ORG/SHOW TO SEE OUR LATEST PODCASTS & TO SIGN UP FOR UPDATES!

Deal Finders Club

Real Estate dreams on hold?

With work, kids, and everything else going on, time is limited. You might feel like you've got the world on your shoulders and not to mention *you have a bad back.*

If you just had someone to lean on and push you in the right direction, you know things would happen much faster!

Then you might consider checking out the Deal Finders Club, a community of investors eager to sign more contracts, close more deals and get ahead in life. The DFC provides weekly coaching, a thriving online community, and all the education you need to be confident.

DFC is your fastest path to closing your first deal.

To learn more head over to azdfc.com

AZREIA MONTHLY MEETINGS AT A GLANCE

October 10th Phoenix Meeting

- **Market Trends and Outlook with Tina Tamboer** What does the Cromford Report have to say about the current market? We are joined by Tina Tamboer from the Cromford Report to give us detailed market insight as to what we've seen change throughout the year and what we can expect from Q4. Tina is one of the top market analysts in the state and will give you the information you can't get anywhere else!
- **Phoenix Main Meeting: Surviving the Real Estate Transition Expert Panel** The numbers are changing. The formulas are changing. The buyers are changing. The problems you need to watch out for are changing. It's our job at AZREIA to keep you plugged into what's working RIGHT NOW so you can "come out on top" as the market shifts. Join us as we pick the brains of the most successful investors in the Phoenix market. They'll show you the NEW RULES they are using to succeed in today's real estate market.
- **Tradeshow & Networking** Don't miss the opportunity to meet other investors and investor-friendly businesses that can help you make your real estate investing journey easier and more successful.

October 11th Tucson Meeting

- **Tucson Market Update:** The latest sales volume, pricing, supply, and demand numbers for both the Phoenix and Tucson markets.
- **Tucson Main Meeting: Surviving the Real Estate Transition Expert Panel** The numbers are changing. The formulas are changing. The buyers are changing. The problems you need to watch out for are changing. It's our job at AZREIA to keep you plugged into what's working RIGHT NOW so you can "come out on top" as the market shifts. Join us as we pick the brains of the most successful investors in the Tucson market. They'll show you the NEW RULES they are using to succeed in today's real estate market.
- **Haves & Wants, Power Networking, and Deal Sharing:** Come prepared to listen, learn and share.

October 25th Phoenix Real Estate Club

- This is some of the best real estate networking anywhere! Meet face-to-face with other investors to find out what your real estate investing business needs! Haves & Wants, structured networking activities, market discussion, and Member Deals. It all still happens!

Don't Forget to Use AZREIA's Premier Business Associates!



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AZREIA has many Business Associates to provide your needed products and services in areas such as:

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\$100 / YEAR Pay as you go for your own personalized AZREIA experience	\$239 / YEAR \$309 PLUS Family Option: Add one family member to your membership	\$0
<p>Monthly Events</p> <ul style="list-style-type: none"> ✓ AZREIA Chapter Meeting (\$10/Meeting) ✓ Phoenix Real Estate Clubs (\$10/Meeting) ✓ Subgroup Meetings (\$5/Meeting) <p>The Home Depot Discounts</p> <ul style="list-style-type: none"> ✓ The Home Depot Rebate ✓ The Home Depot Paint Discount ✓ The Home Depot Cabinet Discount ✓ The Home Depot Appliance Discount <p>Education & Seminars</p> <ul style="list-style-type: none"> ✓ Significant Member Only Discounts ✓ \$30 Launch Pad <p>Additional Features</p> <ul style="list-style-type: none"> ✓ Discounts from AZREIA Business Associates ✓ Access to Market Updates & News Charts ✓ AZREIA Newsletter & Blog 	<p>Monthly Events</p> <ul style="list-style-type: none"> ✓ AZREIA Chapter Meetings FREE ✓ Phoenix Real Estate Club FREE ✓ Subgroup Meetings FREE <p>The Home Depot Discounts</p> <ul style="list-style-type: none"> ✓ The Home Depot Rebate ✓ The Home Depot Paint Discount ✓ The Home Depot Cabinet Discount ✓ The Home Depot Appliance Discount <p>Education & Seminars</p> <ul style="list-style-type: none"> ✓ Significant Member Only Discounts ✓ \$30 Launch Pad <p>Additional Features</p> <ul style="list-style-type: none"> ✓ Discounts from AZREIA Business Associates ✓ Access to Market Updates & News Charts ✓ AZREIA Newsletter & Blog 	<p>Monthly Events</p> <ul style="list-style-type: none"> ✓ AZREIA Chapter Meeting (\$20/Meeting) ✓ Phoenix Real Estate Clubs (\$20/Meeting) ✓ Subgroup Meetings (\$20/Meeting) <p>The Home Depot Discounts</p> <ul style="list-style-type: none"> X The Home Depot Rebate X The Home Depot Paint Discount X The Home Depot Cabinet Discount X The Home Depot Appliance Discount <p>Education & Seminars</p> <ul style="list-style-type: none"> ✓ Guest Pricing ✓ \$100 Launch Pad <p>Additional Features</p> <ul style="list-style-type: none"> X Discounts from AZREIA Business Associates X Access to Market Updates & News Charts ✓ AZREIA Newsletter & Blog

OUR NEW ONLINE OFFERINGS!



AZREIA

AZREIA members now have the opportunity to get a 'thank you' credit from us when a new member uses your referral link! You can earn \$10 for Standard referrals & \$20 Plus referrals.

REFERRAL PROGRAM

Dashboard

Hello Molly Matthews (not Molly Matthews? Log out)

From your account dashboard you can view your recent orders, manage your billing address, account details.

Molly Matthews

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- Account Details
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- Affiliates**
- Logout

1. Go to your account
2. Click Affiliates
3. Enter your name & email
4. Start Earning!

Affiliate Area

Overview

Visits	Referrals	Earnings
1	15	USD 0

Links

Paste a URL on <https://azreia.org> here

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Topics

Topic	Posts	Last Post
Investing for Beginners	7	15
Landlording & Rental Properties	14	22
Property Postings	4	15
Real Estate Creative Strategies	0	0
Rehabbing and House Flipping	1	1

Network with Other Investors Online

Glendale Condo

OFF MARKET Glendale Condo

Dom Martinez

September 19, 2022 at 9:46 am

This condo is just North of Apollo High School off of 47th Ave and Olive. 1BR 1BA Indoor Laundry, 1 Car Garage, Tenant in place until Nov 30th at \$995 per month. Tenant is willing to stay until May but rental comps for a 1/1 in this area are 1200-1300 per month. PERFECT OPP TO INCREASE RENTS Unit is on second floor and in Village Square in Glendale Townhome Complex. HOA is \$170 per month and covers water, sewer, trash, and roof repair and replacement. Prof Prop Management in Place, but can cancel with 30 day notice if desired. \$135,000

Post Your Properties

Meeting Haves and Wants

PREC Meeting Haves and Wants

Rosa Mariquez

August 26, 2022 at 11:03 am

I have: Have plastic down draft cooler costs 1500 SF home

Name: Neil Frederickson

Phone: 480-949-5534

I want: Learn about Financing, Finding deals for land term rentals multiFamily

Do Your Real Estate Deals



Get Networking Today!

CONTACT US IF YOU NEED HELP GETTING STARTED >>



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