

THE AZREIA ADVANTAGE

ARIZONA REAL ESTATE INVESTORS ASSOCIATION NEWSLETTER

"AZ Real as it Gets"

MAY 2023

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INVESTORS ASSOCIATION

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Due Diligence: The Basics

by Michael J. "Mick" McGirr, Esq.
Phocus Law

As you are all well aware, real estate investing can be a lucrative, exciting way to build wealth and generate passive income. However, it's important for investors to do their due diligence before making an offer on a property. Failing to conduct thorough research can result in costly mistakes and missed opportunities. It is my intention in this article to cover some essential due diligence considerations for real estate investors, which you can use as a starting point for your own due diligence checklist. Some of these items are less 'legal' and more 'general information,' but you should be taking a holistic approach to your investing.

1. Property condition and potential repairs: Before making an offer, it's important to thoroughly inspect the property to identify any necessary repairs or upgrades. This can include everything from roofing and HVAC systems to plumbing and electrical work. Be sure to get quotes from contractors to accurately estimate the cost of repairs and factor that into your offer price.

2. Property location and neighborhood: The location of the property can have a significant impact on its

value and rental income potential. Consider factors like proximity to public transportation, schools, shopping, and other amenities. Additionally, research the neighborhood to ensure it's a safe and desirable area for renters or for

the type of people you believe to be your target end-purchaser.

3. Market trends and comps: Look at recent sales and rental data in the area to get a sense of the local real estate market. This can help you determine whether the property is priced appropriately and what you can expect in terms of rental

income, resale value, or property appreciation.

4. Title and ownership: Before your offer goes hard, ensure that the title is clear and that there are no ownership disputes or liens on the property. Title policies are a great place to start with this review.

5. Legal and zoning considerations: Check local zoning regulations and ensure that the property is zoned for its intended use. Additionally, research any pending legal or regulatory actions that could impact the property's value or potential profitability.

Phoenix Monthly Meeting

Monday, May 8 - 5:15 pm

- Market Update and Trends
- Proactive Asset Protection for Real Estate Investors
- Networking and Trade Show

Tucson Monthly Meeting

Tuesday, May 9 - 5:45 pm

- Market Update & Market News
- Proactive Asset Protection for Real Estate Investors
- Haves and Wants

Continued on page 15

Fearless Investing



You know, as real estate investors, we're always striving to achieve our goals and dreams. But let me ask: Are you doing enough to protect those dreams? I'm talking about proactive asset protection, my friends. How can we make sure our investments are safe and sound?

Picture this: you've just put your hard-earned money into an amazing property. It's an exciting moment, isn't it? But what if something goes wrong? Accidents, lawsuits, or other unfortunate events could jeopardize that investment. And that's not what we want, is it?

So, how do we go about protecting our assets? Well, let's start by tossing those doubts and fears out the window. We need confidence and certainty in our approach. Embrace your inner real estate superhero and say, "I've got this!"

Now let's break it down. First, think about insurance. It's essential to have the right coverage for your property. You want to sleep soundly at night, knowing you're protected if anything happens. Therefore, don't be shy about shopping around and asking questions to find the best policy for your needs.

Next, let's talk about legal structures. Are you using

the right ones to safeguard your investments? Consider the benefits of forming an LLC, for example. It can help limit your personal liability and create a solid barrier between your assets and any potential legal issues. But, hey, I'm not an attorney, so make sure to consult with one to get the best advice for your situation.

Lastly, build a strong team with the help of our amazing AZREIA Business Associates; it's like having a fortress around your investments. These professionals are our go-to experts in various fields, offering invaluable support and guidance. They're here to help you make informed decisions and protect your assets. Our Business Associates include knowledgeable attorneys, CPAs, insurance agents, lenders, property managers, and more - all committed to helping you succeed in real estate investing.

So, there you have it! Let's take charge and safeguard our investments, so we can keep moving forward to achieve our goals and dreams. Stay confident and fearless, and let's make it happen!

Smarter Investing,
Michael Del Prete, Executive Director



LEGALLY SPEAKING



Q: I understand from your previous newsletter that Phoenix passed a law that makes "Source of Income" a protected class, and I have to accept Section 8 residents. However, Section 8 rents are lower than my current rent. What do I have to do?

A: You don't have to do anything. Under the new City of Phoenix ordinance, you are required to accept a person regardless of the source of their income, if lawful. You are not required to change your screening criteria or your rental rate. Therefore, if the rent on your unit is higher

than what the city will pay, you simply do not need to participate in the program. We always tell clients that if someone calls and asks, that owners and managers say, "We accept anyone who qualifies. Please apply." Do not pre-qualify an applicant by telling them that your rents are too high. Simply, you should give your standards and rental rates to applicants. Let them decide for themselves, but you should encourage them to apply. In your case, the city will simply notify you that your rent is too high, and the applicant won't qualify. You don't need to reduce your rent.

– Mark B. Zinman, Attorney, Zona Law Group, 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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Umbrella Insurance Policy? The Wrong Answer



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A Personal Umbrella Policy can provide extra lawsuit protection for your household, but it may not be the right solution for extra protection for your investment property. Here are some reasons why:

1. Most insurance companies will not add anyone or any other legal entity to an Umbrella Policy. This means you cannot add a business partner and, in some cases, cannot add an LLC. But the most common limitation is that you cannot add your property manager. Virtually all property management contracts require that you add your property manager to your investment property insurance, and many contracts establish a minimum level of liability protection. When you cannot add your property manager to your Umbrella Policy, your property manager is only protected up to the limits on the investment property policy and no more. On the subject of LLCs, it is important to note that there are still some insurance companies out there that will not issue an insurance policy of any type in the name of an LLC.
2. Most insurance companies set a maximum number of "rental units" for their Umbrella Policies. For most insurance companies, that limit is four units. Note that these are not 'properties' or 'buildings.' These are rental units. This means that you are

at the maximum if you own one four-plex or two duplexes. And, if you do have more than four units, you cannot use your existing Umbrella Policy to cover those four units at all. You must purchase another type of insurance policy to cover all of the units that you own (including the first 4). Another expense and another complication.

3. While Umbrella Policies are known for their broad coverage, it is also possible that an Umbrella Policy might not have coverage that addresses certain perils that are unique to investment rental properties. A good example would be 'wrongful eviction.'

What is the solution to these issues? The answer is that there are insurance providers that will include higher liability limits on the individual investment property policy itself. And these companies also have no limitations on providing insurance in the name of an LLC or a partnership.

Yes, you can obtain one insurance policy that ensures your investment

property and also provides higher liability limits for both you and anyone who assists in the care and management of your property. Your insurance agent may tell you that this does not exist (because he/she does not have an insurance provider offering this option) but that is not correct. You can obtain one policy that both insures your property and also provides up to \$5 million of liability protection. Best of all, this is very affordable and, in some cases, may actually cost less with the high liability included than you are currently paying for with a low-liability policy. Your current agent may be skeptical and may even tell you that those higher numbers are an "aggregate limit." Wrong! Those higher numbers are what you want: the 'per-occurrence' limit.

Clark Sanchez is a 40+ year licensed Arizona insurance agent with a focus on investment property insurance. He is a 20+ year Affiliate Sponsor member of AZREIA and can be reached at rental@clarksanchez.com or at (602) 803-2179.



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A-C



Real Estate Scams – Vacant Properties



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The U.S. Secret Service has recently observed a sharp increase in reports of real estate fraud associated with vacant and unencumbered property. Criminals are impersonating real property owners and negotiating the sale of properties that are vacant or lien free.

Specifically, the criminals are using Business Email Compromise (BEC) schemes. Visit the Secret Service website for [guides on BECs and other cyber-enabled financial crimes](#).

How the real estate scheme works. A criminal:

- Searches public records to identify real estate that is free of mortgage or other liens and identifies the property owner. These properties often include vacant lots or rental properties.
- Poses as the property owner, then contacts the real estate agent to list the targeted property for sale and requests it to be listed below the current market value to generate immediate interest.
- Demonstrates preference for a cash

buyer and quickly accepts an offer.

- Refuses to sign closing documents in person and requests a remote notary signing.
- Impersonates the notary and provides falsified documents to the title company or closing attorney.
- Receives closing proceeds that the title company or closing attorney has unwittingly transferred to the criminal.
- Communicates electronically, not in person.

The fraud is often discovered when recording the transfer of documents with the relevant county. This scheme has particularly affected elderly and foreign real property owners, but it is not limited to these groups because there are no means to automatically notify the legitimate

owners. Therefore, the burden of verification is on the real estate and title companies.

How to prevent a vacant land/non-owner-occupied scheme:

- Independently search for the identity and a recent picture of the property seller.
- Request an in-person or virtual meeting.
- Request to see their government-issued identification.
- Be alert when a seller accepts an offer below market value in exchange for receiving the payment in cash and/or closing quickly.
- Never allow a seller to arrange their own notary closing.
- Use a trusted title company and/or attorney for the exchange of closing documents and funds.



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Hedge Funds, What to Take Away from Them...



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I hope everyone's first quarter has turned out to be an accomplishment. As this market continues to evolve, I am seeing more and more deals being made. As the saying goes, with adversity comes opportunity. Blackstone, one of the world's largest alternative asset managers, recently announced its plans to raise \$30 billion for its latest real estate fund. The move signals an interesting amount of confidence in the real estate market, which has

been booming despite the recent slowdown.

Blackstone's real estate portfolio already includes a wide range of properties, and with this new fund, it sounds like the company aims to expand its footprint in the residential sector and pursue opportunities in emerging markets. According to the CEO, the fund will focus on acquiring high-quality assets in key markets around the world. He had this to say, which all investors should take note of, "We see significant opportunities ahead to invest in resilient assets at attractive valuations, and these funds will allow us to do so on a scale." As always, other "experts," whoever they are, have raised concerns about the potential risks of investing such a large sum of money in

real estate, but obviously, Blackstone is on a totally different wavelength.

How does this pertain to Arizona? Overall, the Arizona market is highly dynamic and a competitive environment compared to states further east. Buyers and investors should be prepared to act quickly on an opportunity as they come. While affordability may be a concern for some, the overall strength of the state's economy and housing market suggests that Arizona will remain a solid investment for years to come.

If you have any questions pertaining to your buying power, investor loans, asset-based loans, and everything else. Please let us know, as we are happy to help!



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Gee Gee

Excellent Service! I highly recommend Gila Insurance Group as they are the best at what they do. I've entrusted my insurance needs for my properties with Gila Insurance and have not had a worry since. Great customer service, friendly and professional.



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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Purchasing enough income-producing properties to support your lifestyle while sipping margaritas on the beach is what many consider the dream. Getting there takes a long time, and short-sightedness goes unrewarded. There are many intricacies to owning property and doors, and one area that can be detrimental to your cash flow is zoning laws and building codes. Every property with a building on it has some underlying zoning regulations that affect what you can build, along with building codes that restrict what you can and cannot do within the building. Understanding these details can help you build lasting wealth. Investigating a building or property's zoning and building permit history should be completed prior to purchase. A quick investigation can be done during the due diligence period if you purchase the property using conventional methods. Alternatively, you can do this on your own before making an offer that you would pay using cash.

Zoning and building codes apply equally to a buy-and-hold investor or a fix-and-flipper. Buying a property zoned incorrectly or not getting the proper permits can have costly results. For instance, purchasing a duplex that already has cash flow in Phoenix may sound great, but if the property is zoned as a single-family, you might run into issues if you need permits for a remodel or addition. In Phoenix, in a single-family zoned property, you cannot have more than one major cooking appliance (usually a range/cooktop) in the connected portion of the home. Since the duplex usually has two entrances and two kitchens, once you try to make significant updates or if you want to add square footage to the building, you will likely run into issues at the planning level. A city planner, known as the person in the City/County who looks for compliance with the Zoning Ordinance, will view the building as a multi-family dwelling that cannot be built in a single-family area. In this case, the property owner might need to ask for a Variance, use permit, or ask to rezone the property – these processes are lengthy and not guaranteed to be approved.

Further, at the fix and flip and building code level, your profits can be quickly eradicated if you

complete work without a permit that poses safety issues for the inhabitants. In an extreme real-life example, a home flipper completely renovated the interior of a home, including moving plumbing fixtures, and re-stuccoed the exterior. The work was complete, the flipper sold the property, and then two months later, the buyers noticed a few water-related issues. It turns out plumbing fixtures were not installed correctly, and water-proofing was not done properly for the stucco – the entire house had to be gutted to the point where only studs and concrete floor remained. Once framing opened up, other electrical and framing problems became evident. The end effect is about \$400,000 in repairs on this modestly sized single-family home. Without knowing the profit amount at the time of sale, it seems safe to say that this was a net-negative deal, not ideal. Understanding building codes and zoning regulations can help you make intelligent decisions when purchasing and rehabbing a property.

In your quest for financial freedom, it pays to know a little more about zoning and building codes. With that in mind, contact the jurisdiction for the property you want to purchase to learn more about the particulars of your property.



Housing Market Hangover



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**By Kendra Holman, Senior VP of Lending
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In October 2022, we shared an article entitled “Bottoms Up,” discussing our belief that the housing market was returning to normal. The conclusion/TLDR was: “The ‘top-down’ (macro or big picture or overall averages) indicates a market that is continuing to cool after a very hot period. It is expected to come off 10% or so over the next three years. The ‘bottoms up’ (what our investors are seeing) remains optimistic and busy with plenty of opportunities.”

We didn’t crash. Although prices have cooled and will probably cool a bit more, we’ve never been in the ‘crash’ camp – and still aren’t, or we wouldn’t have been lending money at the valuations we were or do now. While the peak is probably behind us for a while, it is nice to no longer have to put up with the talking heads on the news trying to outdo each other, calling for an imminent housing crash.

So where are we? We are seeing lower volumes at prices that have only modestly declined, precisely what the economics of supply and demand would tell us. And if prices stabilize around these admittedly elevated levels, plus or minus a bit, how does this resolve? The answer is with TIME – it’s just going to take a while. And as anyone will tell you: there is no magic potion for beating hangovers – only time can help.

Let’s call this a housing market hangover. So how bad will it be? Well, we must see how we got here.

First, if you recall from a few years ago, conditions were rife for an expansion: easy money, lots of Millennials and demand for a first house, people resettling out of states they were no longer happy with, and the explosion of work-from-home, etc. All that demand butts up against a supply that just can’t keep up, and prices go up. And up. And then FOMO kicks in, and suddenly everyone is doing it, including people who shouldn’t.

Second, inevitably the party ends, and it tends to end quickly. Thinking of the lights getting turned on at the end of the party – everyone knew it was getting a bit late and silly, but now that the lights are on, everything looks quite different. What seemed like an excellent idea just a few minutes ago now seems much less attractive. And your head is starting to hurt. Indeed, you can crash and burn, which may be the most likely scenario if you have really overdone it. Or maybe you can go about your business a bit more tenderly for a while, shake it off, and get back in the game. So, which is it this time?

This time, the current state of the market looks much more like just a nasty hangover. As many have pointed out, loans were much easier to get last time. In fact, too easy as you didn’t even need a job or any assets; prices ripped much faster on a percentage basis; people did not have much equity; incomes were lower; and much supply came online, etc. So a crash and burn seemed to make sense last time.

But this moment is different. Yes, mortgage rates have increased, and that’s a negative, so we can take easy money out of the drivers of demand. But what of the other drivers: demand for a first house, migration from more populated states, work from home, etc.? Those still exist. And the point is not that there is no slowdown; there is, and prices are definitely starting to come down. Now we should be asking how bad it is going to be. And how long does this slowdown last? It will be much less severe, but no one enjoys hangovers.

The concerning part of this slowdown forecast is turnover, possibly even more so than prices. We continue to expect a few more years of this type of lower turnover market. Our real estate investors need homes to become available – investments that they can then improve the value of, and then they need to sell those now nicer homes for a profit. That is all turnover. Certainly, turnover is a related function of price, but our investors add about 15-20% value to the houses they work on, whether overall market prices are high or low. Interestingly, the amount of work and time required to do that type of work has remained unchanged, as reflected in relatively stable budget percentages and loan times.

However, turnover seems to be returning, albeit to more normal levels, like we saw pre-pandemic. Looking at the National Association of Realtors (NAR) Pending Home Sales Index and looking at the ‘West’ region, February has recovered by about 10% off the November lows.

NAR also makes forward predictions. While they do not break out their Existing Home Sales by region, they are forecasting further improvements, with existing single-family sales (on a national level) expected to be about 20% higher by 1Q24.

And this is consistent with what I’m seeing with the loan applications coming across my desk. I continue to find new applications from our tried-and-true borrowers because opportunities are popping up. Additionally, the number of applications from new investors is climbing. These are all signs that the housing market hangover is waning, thank goodness! Our investors are shaking it off and stepping up to capitalize on all the opportunities that are still out there.

TLDR: “The ‘bottoms up’ (what our investors are seeing) remains optimistic and busy with plenty of opportunities.”



¹ https://cdn.nar.realtor/sites/default/files/documents/phs-02-2023-pending-home-sales-03-29-2023_0.pdf

² <https://www.mortgagenewsdaily.com/data/pending-home-sales>

³ <https://cdn.nar.realtor/sites/default/files/documents/forecast-q1-2023-us-economic-outlook-02-27-2023.pdf>



WARNING: It's a rookie move if your Agent doesn't personally invest in real estate. This action alone can be a costly mistake.

For the last 10 years investors locally and across the country have trusted me to buy and sell their investment properties.

Here's WHY they chose me over the other 100,000 licensed agents in the state of Arizona besides the fact that **I answer my phone.**

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- Fluent in investor lingo: ROI, ARV, NOI, 1031, Cap rate
- Market knowledge including micro markets
- Push through tough negotiations
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REACH OUT TO ME TODAY, I'D LOVE TO CHAT!

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AZREIA ADVANTAGE: SPECIALIZED PROPERTY MANAGEMENT EXPERT

Go From Single-Family Rental to Co-Living Property



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Given how expensive the housing market is for many low-to-middle-income renters, it's no wonder many are turning to co-living opportunities. And it's not just about the money. According to IKEA's Life at Home Report, 67% of people living in a communal space experienced a positive impact on their mental well-being due to strong community connections.

A winning strategy for renters and property owners.

Another group that can benefit from co-living is real estate investors. At PadSplit, we help rental property owners convert existing single-family homes into co-living spaces. This strategy can boost earnings and provide a steadier income stream for property owners. It can also unlock a new target market: 14 million one- and two-person

households earning less than \$35,000 per year.

PadSplit makes it easy.

Owning a co-living space doesn't have to be more work than owning a single-family property – but it often is if you go it alone. Instead, consider becoming a PadSplit host. With us, you'll always have a team to answer your questions and assist in the management and upkeep of your property.

From listing and promoting your rooms to screening applicants, PadSplit has a dedicated team to manage/monitor your property and the people living in it with professionalism and efficiency.

Marketing Materials.

As you prep your property to go on the market, you'll receive a dedicated guide to get your home in front of the right audiences, including paid marketing ads on Google and social listing services. We'll also ensure your property is well-photographed, enticing, and tasteful to attract more individuals to your listing.

Member Screening.

Once applicants start flooding in, we will step in again to screen members, and complete background checks, credit checks, and work verifications. Rather than having to hunt down the right members for your property, PadSplit takes this tedious paperwork process off your plate.

Property Management.

During your time as a host, you'll always have a team of PadSplit professionals helping you with daily tasks and complications that will sometimes arise. Whether it's managing members, settling in-home disputes, assisting with move-in/move-out days, and payment collections, we help take away a lot of your burdens as a host. All this allows you to enjoy the benefits of a reliable passive income and the knowledge that your property is helping lower-income community members who are in need of a good home.

Learn more about PadSplit and how you can earn more by converting your single-family rentals into co-living properties at padsplit.com.





Why is the Infinite Banking Concept (IBC) So Polarizing?



Jack Carlson
Wealth Strategist
Unbridled Wealth

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At the April AZREIA meeting in Phoenix, I heard these two very different comments within 5 minutes.

"I've been learning about IBC for the past month. Definitely want to implement this strategy and use it right away for funding syndication opportunities."

"Is this that thing that uses whole life insurance? This is a scam. I don't want to hear about it."

Why such a crazy spectrum of thought on this strategy?

Most people, including myself (until 3.5 years ago), have primarily heard that whole life insurance is:

1. A terrible place to store money because of high fees and a cheaper death benefit available through term life insurance.
2. Has a low rate of return compared to the stock market.

The problem is that Infinite Banking isn't related to either of those statements.

The strategy does utilize whole life insurance. But most insurance

agents are not trained to structure policies for Infinite Banking properly. Properly structured policies happen to reduce agent commissions by ~5x compared to a standard structure Whole Life policy, as it were. The goal of an Infinite Banking style policy, in general, is to create as little death benefit as possible for the greatest amount of premium possible – a totally different and foreign idea for the majority of Americans.

And though the rate of return feels like the most important thing when building wealth, especially in the stock market, it's actually insignificant in this conversation because IBC is about controlling the banking function in your life. Meaning it's about creating a system that allows your dollars to grow positively your whole life with no interruption while remaining accessible to fund real estate investments or major purchases when they come your way.

The growth of your original dollars never gets interrupted because we're never using

your own dollars for these other investments. We're borrowing against them and utilizing the life insurance carriers' dollars, which enables your one dollar to do multiple jobs.

And the power of a multi-tasking dollar is huge.

Have you ever heard of the Infinite Banking Concept?

If you have, where do you land on the spectrum of thought around it?

Please shoot us an email or grab a time to chat. We'd love to unpack this strategy more with you.

~ Jack Carlson

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<https://calendly.com/jacarlson/meet-with-jack>



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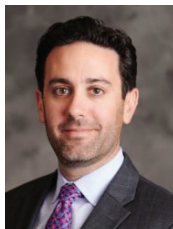


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HUD Publishes Open Letter Calling Charges “Junk Fees”



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by
**Mark
Zinman**

We have repeatedly written about the increased scrutiny that the rental industry is facing. President Biden published a Blueprint for renter's rights earlier this year, and Freddie Mac posted a report analyzing resident rights throughout the fifty states. We speculated that the different issues they focused on were an indication of the types of policies that the Biden administration wishes to see changed.

It didn't take long for more information to be published along these lines.

In March, Department of Housing and Urban Development Secretary Marcia Fudge published an open letter calling itemized fees and charges “junk fees” and called on operators as well as local governments to get rid of such fees.

It was written: “Many renters today face fees that are hidden, duplicative, or unnecessary as part of the housing search and leasing process. (...) President Biden has urged federal agencies to do everything they can to crack down on “junk fees” across the economy, from banking services to cable and internet bills to airline and concert tickets. Building on this critical initiative, today we are calling on housing providers and state and local governments to adopt policies that promote fairness and transparency of fees faced by renters.”

The letter first talks about application fees that residents are required to pay and states that background checks may not be accurate. It's clear that the

White House wants to change the application process and only charge tenants the actual cost of a background check and not profit from it, despite the administrative time and expense that goes into processing such matters.

Also, more importantly, HUD Secretary wrote:

“Even after renters secure housing, their monthly cost may exceed the listed price of the unit due to hidden and unnecessary fees. These hidden fees may include move-in fees, late fees, high-risk fees or security bonds, convenience fees for online payments, and others. The Biden-Harris Administration's Blueprint for a Renter Bill of Rights calls for clear and fair leases without hidden or illegal fees.”

It is clear the administration does not want owners to line-item charges that are not included in the base monthly rent and would prefer a flat monthly rate to be included in a lease. They also want such monthly charges to be better disclosed prior to the tenancy.

Here are the summary points they provided:

- Eliminate rental application fees or limit application fees to only those necessary to cover actual

and legitimate costs for services.

- Allow a single application fee to cover multiple applications on the same platform or across multiple properties owned by one housing provider or managed by one company across providers.
- Eliminate duplicative, excessive, and undisclosed fees at all stages of the leasing process, such as administrative fees and other processing fees in addition to rental application fees; and
- Clearly identify bottom-line amounts that tenants will pay for move-in and monthly rent in advertisements of rental property and in lease documents, including all recurring monthly costs and their purpose.

Remember that this Letter, like many things published by the White House, does not create law.

However, it does indicate what policies the executive branch agencies will investigate and try to take action based on current federal law. There are no state laws on itemized charges, though it has previously been proposed and failed in the AZ legislature.



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AZREIA ADVANTAGE: DECONSTRUCTION AND REUSE EXPERTS



Stardust Offers a Sustainable Option to Divert Materials from the Landfill



by
**Chuck
Warshaver**

Chuck Warshaver

Stardust Building Supplies

1720 W. Broadway Rd., Ste. 101
Mesa, AZ 85202

Phone (602) 525-0790

cwarshaver@stardustbuilding.org
<https://stardustbuilding.org>

According to the Environmental Protection Agency, over 600 million tons of construction materials go to waste in landfills each year. However, much of what is discarded is in usable condition. That waste could have been reused to remodel existing structures, repurposed to create new building materials, reduce the content of landfills, and support sustainability in the community.

Stardust is the only locally-based building material reuse nonprofit organization in Metro Phoenix, working to divert waste from landfills by salvaging new and gently-used materials from residential and commercial properties through its affordable deconstruction service. Since its inception in 1997, Stardust has diverted over 80 million pounds of usable building materials from landfills.

In an effort to facilitate reuse, Stardust provides deconstruction services to encourage reducing the overall environmental impact and diverting reusable materials from landfills. Deconstruction is an environmentally conscious

alternative to conventional demolition and recycling. While Stardust charges a nominal fee, deconstruction services are more economically feasible than traditional demolition processes. In addition, home and business owners who utilize Stardust deconstruction services receive a detailed receipt itemizing materials donated that may be used for tax purposes.

For properties that may not need deconstruction services but would still have usable materials, Stardust offers free home pickup anywhere in Maricopa County. Materials eligible for donation pickup must be gently-used or new in condition to give reuse customers the best selections possible. Donations are tax-deductible. Customers may shop at Stardust's Mesa and Glendale reuse centers for a wide variety of restored items at 50 to 80 percent off the regular retail price, including cabinets, fencing, gates, doors, windows, appliances, and furniture.

Proceeds generated by Stardust Reuse Centers are used to support our Gifts In Kind program. Gifts In Kind, operated in partnership with Valley of the Sun United Way, annually distributes over \$25 million in usable materials donated by retailers such as Wal-Mart and Amazon to nonprofit organizations for use by their clients or to support their operations. Stardust's Gifts

In Kind program supports over 400 non-profit agencies in Maricopa County and touches the lives of over 200,000 individuals and their families every year. Through these community service programs and partnerships, Stardust can serve a wide range of individuals, from young to elderly, all living at or below the poverty level.

For more information, please visit stardustbuilding.org/ or contact Chuck Warshaver, Director of Business Development and Marketing, at cwarshaver@stardustbuilding.org or 617-803-0890.

About Stardust

Founded in 1997, Stardust is a non-profit organization that operates two reuse centers for home improvement that sell gently used, salvaged, and surplus building materials at affordable prices. Stardust encourages reuse and re-purposing in the community through innovation, education, and partnerships. In 26 years, they have diverted over 80 million pounds of usable building materials from the landfill, served over one million customers, and through their Gifts In Kind program, have provided nearly \$92 million of household items to hundreds of nonprofit organizations.



AZREIA ADVANTAGE: MONTHLY MEETINGS

AZREIA Phoenix Meeting

Monday, May 8
In-Person 5:15 pm
Venue 8600
8600 E Anderson Dr

AZREIA Tucson Meeting

Tuesday, May 9
In-Person 5:45 pm
Tucson Association of Realtors
2445 N Tucson Blvd

Phoenix Real Estate Club

Tuesday, May 23
In-Person 6 pm
AZREIA Office
4527 N 16th St #105

As the weather heats up, so is the market! The question of a market crash is starting to fade from conversation as we see the Arizona market remain stable. Tina Tamboer will be joining us at our Phoenix Monthly Meeting this month to go into more detail about what we've seen and what we can expect. Then, Mick McGirr and Sam Richardson from Phocus Law will teach you the BEST way to KEEP your money from your investing instead of losing it because you didn't have the proper protection in place! Timely, market-driven information and education make these meetings a must-see. Don't miss it!

Phoenix – 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 into what we've seen change throughout the past few months and what we can expect from the second half of 2023. 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 – Proactive Asset Protection for Real Estate Investors

Ready to take your real estate investing to the next level? Asset protection is crucial for safeguarding your hard-earned investments against unforeseen risks and ensuring your long-term financial success. Don't leave your investments vulnerable; be proactive!

Join us as expert attorneys Mick McGirr and Sam Richardson from Phocus Law will share their expertise on proactive asset protection strategies tailored for investors like you. They will give you their insights on how you can safeguard your hard-earned wealth from potential threats like creditors,

banks, and litigious individuals.

Uncover the secrets behind using LLCs, contracts, and trusts to shield your investments and ensure long-term success. Don't miss this rare opportunity to learn from the best and gain crucial insights on:

- Maximizing the benefits of LLCs for comprehensive asset protection.
- Crafting rock-solid contracts to secure your deals and minimize disputes.
- Harnessing the power of trusts to preserve your wealth and plan for the future.

Remember, timing is everything! Act now and create a defense plan before it's too late. Mick McGirr always says, "An ounce of prevention is worth a pound of cure!" Asset protection techniques aren't effective retroactively, so don't wait for a lawsuit or judgment to strike.

You're in real estate investing because you want to gain financial freedom, so why not protect your hard-earned assets? Join us at the monthly meeting to ensure you are taking steps to control your financial future.

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 an educational presentation to advance your real estate investing strategies.

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!



AZREIA ADVANTAGE: CALENDAR OF EVENTS

Check www.azreia.org for the current schedule.

| MAY MEETINGS | | |
|--|---|---|
| AZREIA – Phoenix Monday, May 8 | AZREIA – Tucson Tuesday, May 9 | Phoenix Real Estate Club Tuesday, May 23 |
| APRIL SUBGROUPS – Join like-minded investors, share ideas, network, and learn in small group settings. | | |
| <ul style="list-style-type: none"> • Tucson New Investors – In-Person & Online Monday, May 1 • Prescott Subgroup Monday, May 1 • AZ Women in Real Estate (AZWIRE) Tuesday, May 2 • Income Property Owners (Buy & Hold) Thursday, May 4 • Cashflow 101 Board Game Saturday, May 6 | <ul style="list-style-type: none"> • South East Real Estate Club – In-Person & Online Saturday, May 6 • Burley's Raising Capital – In-Person & Online Tuesday, May 9 • Beginning Investors Thursday, May 11 • Burley's Tucson Raising Capital Wednesday, May 11 | <ul style="list-style-type: none"> • Tucson Cashflow 101 Board Game Saturday, May 13 • Multi-Family Subgroup Monday, May 15 • Experienced Real Estate Investor Happy Hour Wednesday, May 17 • Notes Subgroup Monday, May 18 • Fix & Flip Subgroup Wednesday, May 31 |
| Webinar: How To Build A Winning Real Estate Wholesaling Business In Any Market With These 5 Skills Wednesday, May 10, 2023 6:00 pm – 8:00 pm ONLINE VIA ZOOM Join us for a special wholesaling webinar where you will learn how to gather market research and run analysis on the market, how to effectively network and build relationships, what you need to know to do confident deal evaluation and property analysis, different marketing strategies and tips that are proven to be successful, and what Iron-Clad contracts and legal documentation you need to protect yourself and your assets. This webinar is FREE, so don't miss a chance to learn from professionals on how to boost your wholesaling business the right way! | | |
| Build Your Wholesale Business Step-By-Step Saturday, May 20, 2023 9:00 am – 5:00 pm & Sunday, May 21, 2023 9:00 am – 2:00 pm You've probably heard by now the best way to make money in real estate without a real estate license, or previous experience is through Wholesaling. In this class, we'll break down everything you need to know in order to build your wholesaling business. We'll show how to find Motivated Sellers, how to talk to these motivated sellers, and execute a purchase contract. You will also learn how to find Cash Buyers for your properties and execute an assignment contract to ensure you lock in your assignment fee. After this class, you will have a full understanding of the wholesaling process and how to build a profitable wholesale business and close a deal from start to finish. | | |
| Profit From Real Estate Without the Cost of Ownership or the Burden of Being a Landlord Saturday, May 27, 2023 9:00 am – 12:00 pm Are you looking for a way to profit from real estate without the cost of ownership or the burden of being a landlord? Look no further than our upcoming half-day seminar on note investing taught by AZREIA expert Tom Chase. Discover the exciting world of note investing and learn how you can make lucrative returns by investing in real estate notes. Join us for a comprehensive and informative session that will give you the knowledge and tools to succeed in this exciting investment strategy. Don't miss out on this opportunity to learn from the expert and take your real estate investing to the next level. You will learn about why you should invest in notes, performing vs. non-performing, where to find them, and the risks. | | |

Due Diligence: The Basics

Continued from page 1

6. Environmental concerns: To the extent you believe there may be some environmental concerns, conduct an environmental assessment of the property to identify any potential hazards or contamination that could pose a liability or impact the property's value.

By conducting thorough due

diligence, real estate investors can avoid costly mistakes and make informed decisions. While it can be time-consuming and require some upfront costs, the payoff in terms of increased profitability and reduced risk is well worth it. It is advisable to always consult with a qualified real estate attorney to guide you through the process and ensure that you're protecting your interests.

The Phocus Law team has performed due diligence on real estate and other business transactions ranging in size from very small to nine figures. If we can assist you with your due diligence needs, please don't hesitate to reach out. I can be reached by email at Mick@PhocusCompanies.com or by phone at 602-457-2191.



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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

May 8th Phoenix Meeting

- **Market Update & 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 into what we've seen change throughout the past few months and what we can expect from the second half of 2023.
- **Phoenix Main Meeting: Proactive Asset Protection for Real Estate Investors** Ready to take your real estate investing to the next level? Asset protection is crucial for safeguarding your hard-earned investments against unforeseen risks and ensuring your long-term financial success. Don't leave your investments vulnerable; be proactive! Join us as expert attorneys Mick McGirr and Sam Richardson from Phocus Law will share their expertise on proactive asset protection strategies tailored for investors like you. Uncover the secrets behind using LLCs, contracts, and trusts to shield your investments and ensure long-term success. Don't miss this rare opportunity to learn from the best and gain crucial insights on Maximizing the benefits of LLCs for comprehensive asset protection, Crafting rock-solid contracts to secure your deals and minimize disputes, and Harnessing the power of trusts to preserve your wealth and plan for the future. Remember, timing is everything! Join us at the monthly meeting to ensure you are taking steps to control your financial future.
- **Networking & Trade Show** Join for investor-to-investor networking and an expo of our local investor-friendly Business Associates to help build your team and do more deals!

May 9th Tucson Meeting

- **Tucson Market Update:** The latest sales volume, pricing, supply, and demand numbers for both the Tucson market.
- **Tucson Main Meeting: Educational Investing Strategy Education** Have you been investing in the Tucson area for a while? Are you new to investing in the Tucson area? Perhaps you have considered investing outside of the Tucson area? If you answered YES to any of these questions, then be sure to join us for our main presentation, which is guaranteed to educate you on a strategy you may not have considered or perhaps one you've ruled out in the past! It's never too late to learn something new, so join us for the main presentation, and you will walk away with new information!
- **Haves & Wants, Power Networking, and Deal Sharing:** Come prepared to listen, learn and share.

May 23rd 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!



Heather Johnson
Heather@RentPerfect.com



Clark Sanchez (Agent)
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Molly Matthews

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- Addresses
- Orders
- Downloads
- Membership Benefits
- Subscriptions
- Family Account
- 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 |

Overview

2

1

0

Jul 2022 Aug 2022 Sep 2022

Hits **Visits** **Referrals** **USD**

Last 90 Days From mm/dd/yyyy Until mm/dd/yyyy Campaign All Campaigns

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Topics

| Topic | Posts | Last Post |
|-------------------------------------|-------|----------------------|
| Introductions, Off Topic, Buying | 7 | 1 day, 20 hours ago |
| Tucson meetings. Post what you have | 14 | 5 days, 19 hours ago |
| Investing for Beginners | 4 | 1 day, 21 hours ago |
| Landlording & Rental Properties | 0 | No Topics |
| Property Postings | 16 | 2 days, 1 hour ago |
| Real Estate Creative Strategies | 0 | No Topics |
| Rehabbing and House Flipping | 1 | 4 days, 17 hours ago |

Network with Other Investors Online

Glendale Condo

OFF MARKET Glendale Condo

was last updated 2 days, 1 hour ago by 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

Author **Posts**

Dom Martinez
Reply To: OFF MARKET Glendale Condo

Post Your Properties

Meeting Haves and Wants

was last updated 3 weeks, 5 days ago by Rosa Mariquez.

August 26, 2022 at 11:03 am

Author **Posts**

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

Author **Posts**

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

Do Your Real Estate Deals



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www.azreia.org



Our Associations Play a Vital Role Keeping the Industry Strong

In today's environment for investors, there is good news and bad. The good news is you've got more choices than ever. Try this strategy or that one? Quit a full-time job to invest or attempt to handle investing as a second income? Take on a partner, or do it all yourself? How about staff?

The explosion of choice is one of the unanticipated, unavoidable outgrowths of the convergence of technology, previously abundant capital that is now becoming uncertain, economic growth and then anticipated slowdown, and a generally changing market—the new world of business in which all of us work and live.

The bad news is you have more challenging decisions than ever. Every choice involves higher stakes. The margin for error shrinks. The variables get more complex. The new news is that no matter what you decide, you can't really predict the outcome—much less control it.

That makes research, support, information, education, and networking so very important to real estate investors today. The same challenges and opportunities you are struggling with are similar to those that your fellow investors face as well. That is why it is essential for us to have thriving associations with many resources and a lot of support for the investors of today and tomorrow.

Our associations play a vital role in keeping our industry strong and our members successful. As our economy and industry change, we will be even more important resources for the needed support.

Associations are facing challenges too. That is why the National REIA board and staff are constantly looking for ways to bring your association leaders more and better ways to provide service to you, our members.

Join us at your local REIA groups to talk with other investors about their successes and challenges and to learn about the benefits and services that National REIA and your local REIA bring to you. You will also want to make sure that you sit in on the legislative sessions to better understand how laws are changing and how to be prepared to deal with those changes.

As always, don't forget to join us on the REIA Updates Zoom call each month for the Legislative updates from the National level and check out RealEstateInvestingToday.com for daily updates on legislative activity, industry trends, and general info you need to know to succeed in your business.

National REIA and our local associations are here to support you in your business as a real estate investor. Take advantage of all your benefits of membership to give you an inside track on the road to success!



Rebecca McLean
NREIA Executive Director

BENEFITS UPDATE



Give Your Retirement a Boost by Unlocking More Funds for Your Real Estate Investments!

Equity Trust has made available an exclusive offer for members of National REIA that contains big savings while unlocking more funds for their real estate investments:

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SELF-DIRECTED IRA ADVANTAGES TO CREATING FINANCIAL FREEDOM

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LEGISLATIVE UPDATE



"No man's life, liberty, or property are safe while the legislature is in session." Mark Twain



Model Legislation? As beauty is in the eye of the beholder, so too is the perfection of so-called model legislation. National REIA's public statement about the Administration's roll out of the federal Renter's Bill of Rights that can be found on www.RealEstateInvestingToday.com. The roll out is just the beginning of a push by low-income housing advocates to nationalize housing through the regulatory process. The effort puts forth five principles that are guiding this federal take-over of rental housing.

Since the founding of the country housing has been a state & local issue. HUD and FHA have increasingly added federal flavor and impact, however, the five facets put forward go way beyond even the 10th Amendment:

1. Safe, Quality, Accessible, and Affordable Housing: Renters should have access to housing that is safe, decent, and affordable.
2. Clear and Fair Leases: Renters should have a clear and fair lease that has defined rental terms, rights, and responsibilities.
3. Education, Enforcement, and Enhancement of Renter Rights: Federal, state, and local governments should do all they can to ensure renters know their rights and to protect renters from unlawful discrimination and exclusion.
4. The Right to Organize: Renters should have the freedom to organize without obstruction or harassment from their housing provider or property manager.
5. Eviction Prevention, Diversion, and Relief: Renters should be able to access resources that help them avoid eviction, ensure the legal process during an eviction proceeding is fair, and avoid future housing instability.

On these issues there could be some common ground – especially regarding safe, quality housing – but government typically impacts the affordability more than any other single item. From restricting development to adding taxes, costs, fees, and unnecessary “services”. Leases should be clear, and in the language of the law the land utilizes – even while be available in various languages. As for “education of rights”, there isn't a problem resident that doesn't know every building inspector, health department and media phone number – yet cannot seem to call the housing provider to communicate a concern.

And when it comes to evictions, as the saying goes, be careful what you ask for: you may get it. No-one likes evictions: they are costly, time consuming, emotionally draining and completely unprofitable. Working with (local) communities to develop best practices to avoid evictions is fine. However, adding layers of lawyers solves nothing and only increases delays and costs. Residents in need, like so many Americans that have trouble putting their hands on an emergency \$1,000 – need better wages, incomes, and help when the inevitable car issue, medical concern, or job loss impact the paycheck-to-paycheck rat-race. Working with local, state and the National REIA groups could provide so much more insight.

Advocate March 28-29th Washington DC: As we have for the past several years (excepting Covid) key legislative leaders from across chapters of National REIA have joined with the National Apartment Association and the National Multifamily Housing Council to share with their Congressmen a focused message. This year, with barriers down, and congressional halls once again opened for travel, we are looking forward to partnering on this messaging effort. If you are interested in participating, please email Lori at lori@nationalreia.org. From rent regulations to support animals and building code mandates, there will be plenty to learn and communicate to preserve our industry.

www.NationalREIA.org/advocacy