

THE AZREIA ADVANTAGE

ARIZONA REAL ESTATE INVESTORS ASSOCIATION NEWSLETTER

“AZ Real as it Gets”

SEPTEMBER 2023

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ARIZONA REAL ESTATE
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Three Types of Mobile Home Investments

by Adrian Smude | Lifestyle REI

Mobile homes are a forgotten asset class, which is one reason why they still produce great returns. Since it's not often discussed, there's a lot of confusion about investing in mobile homes. But after reading this

short article, you'll understand the three types of mobile home investments: Mobile Home Parks, Mobile Homes on Rented Land, and Mobile Homes with Land.

Mobile Home Parks

Mobile home parks can be two or more mobile homes on the same parcel. If you own a mobile home park, you may own just the land, or the land and

mobile homes. Quick heads up — most municipalities require inspections and special licenses for mobile home park owners.

When the same person owns the home and the land, think of it as a flat apartment complex. The owner is responsible for everything. With the right management, these can be very profitable.

When the landowner doesn't own the homes, think of the mobile home park as a big parking lot. The parking spaces are a little larger, and people pay a monthly fee to park their mobile home. This requires less maintenance because the homeowners are responsible for maintaining their homes.

I believe long-term mobile home park

owners will benefit from seller financing if you're able to educate the seller about their tax burden if they sell for cash. If you decide to use bank financing, you'll likely have the best luck talking to a community bank.

Phoenix Monday, September 11 – 5:15 pm

- Market Updates and Trends
- Droughts and 100-Year Water Supplies in Arizona with the Resource Institute
- Wheels of Fortune: Investing in Mobile Homes with Adrian Smude
- Networking and Trade Show

Tucson

Tuesday, September 12 – 5:45 pm

- Market Update & Market News
- Wheels of Fortune: Investing in Mobile Homes with Adrian Smude
- Haves & Wants

This space has become very competitive with the hedge funds buying mobile home parks typically 100 units or larger. Unfortunately, this has made it difficult to get great returns.

Mobile Home on Rented Land

When you only own the mobile home and NOT the land, you own personal property. In most states, this is governed by the DMV. The owner of the land who allows you to

park the mobile home will charge you a monthly fee commonly called lot rent. The landowner may have set rules about resident age restrictions and subletting. It's important to talk to the landowner/manager of the mobile home park before purchasing a mobile home on rented land to ensure they support your plan. The lot rent, and any fees associated with the home, stay with the home.

Pro Tip: When purchasing a mobile home on rented land, it's important to verify that the seller is current on their payments.

Ideally, when purchasing a mobile home on rented land, I want the rent or monthly purchase payments I will collect to be double the lot rent. This sets me up for success in the event I have months of vacancy.

Continued on page 9

Navigating the Current Real Estate Landscape: Insights and Tips



The 2023 real estate market is in an unusual place with soaring interest rates, elevated purchase prices, and cash flow difficult to find. Such unpredictability might deter novice investors, tempting them to skip this market cycle. However, seasoned investors advise against it.

Recall the age-old wisdom: Don't wait to buy real estate, buy real estate, and wait. This sentiment rings true for the real estate market this year. While the current market demands a more cautious and strategic approach, the consensus is clear: it's better to be engaged than on the sidelines.

We sought insights from seasoned AZREIA members while at our monthly meeting in Scottsdale. Their observations on the current market are as follows:

Persistent Highs: Despite expectations, high interest rates haven't led to a dip in home prices. One seasoned AZREIA member notes, "Many assume there's an inverse relationship between interest rates and price, expecting prices to drop when rates soar. But that's not the trend we're observing."

Scarce Inventory: With a majority of homes either fully paid off or mortgaged at rates below 4%, homeowners are reluctant to sell and take on a 7% mortgage. This limited availability can drive up property values due to increased demand and limited supply. Furthermore, with fewer properties available for purchase, rental rates may also increase as potential buyers might opt to rent in the interim, further tightening the rental market.

Four Strategies for Thriving in the Current Market:

1. Adapt and Overcome: Perfect market conditions are a myth. Every era has its challenges. The key is to adapt and find ways to invest despite the hurdles. Think back to the Great Recession. The market flipped upside down and everyone ran for the hills looking at it as a crash while the savvy real estate investor saw that Arizona was on sale and seized the opportunity.

- 2. Focus on the Future:** While achieving immediate cash flow might be a challenge, seasoned AZREIA members emphasize sticking to the fundamentals. With inflation in mind, they highlight the potential for value appreciation and rising rents over the next 5-10 years.
- 3. Get Creative:** Seasoned AZREIA members have been leveraging off-market deals, especially seller carryback, Subto, and Wraps. This strategy allows for creative financing arrangements, often resulting in lower interest rates than traditional mortgages.
- 4. Conservative Underwriting:** Seasoned AZREIA members emphasize the importance of accurate and conservative underwriting. In the current market, it's advisable to increase both your expense ratio and reserves. By doing so, investors can create a safety net against unforeseen market fluctuations or property-related expenses. For instance, if an unexpected maintenance issue arises or there's a sudden downturn in the market, having a higher reserve can prevent financial strain. Similarly, a more conservative expense ratio ensures that even if property expenses increase, the investment remains viable and profitable.

While the current real estate market presents its challenges, it also offers opportunities for those willing to adapt, strategize, and maintain a long-term perspective. To stay informed and continue benefiting from expert insights, don't miss our upcoming AZREIA monthly meetings. Register now and mark your calendars by visiting azreia.org/calendar. Engage, learn, and thrive with the AZREIA community!

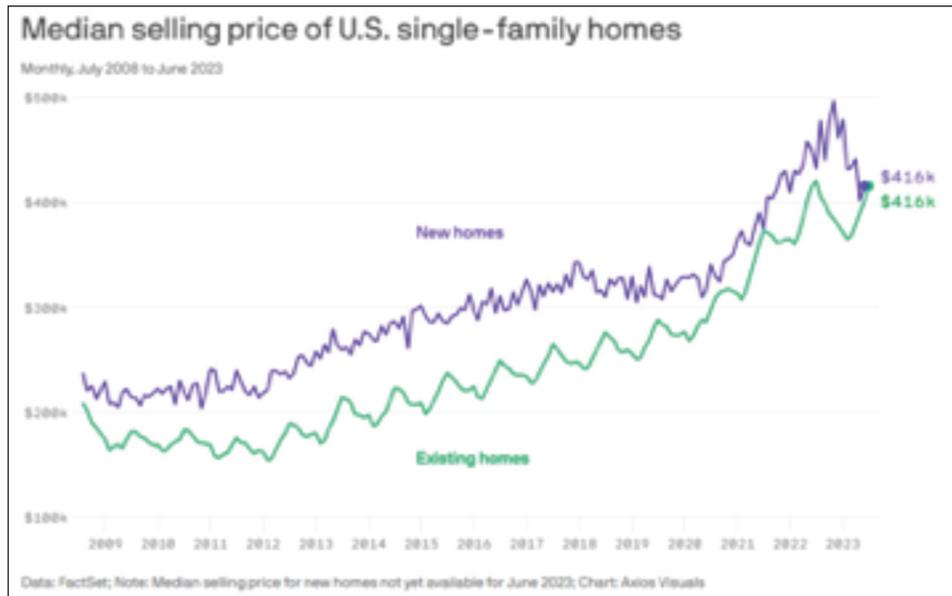
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New Builds are Different Than Existing Homes – or Were



by **Rob Jafek**
Boomerang Capital Partners, LLC

New builds are different than existing homes, no argument there. The obvious differences associated with 'new' builds create a premium that buyers have been willing to pay for over the years. However, that perceived premium has now vanished and nationally the average price of a new build is the same as the average price of an existing home. This is quite notable given that this premium, or gap, has been both large and persistent, averaging about \$60,000 for the last 10 years.

And comparing new builds to existing homes is not exactly an apples-to-apples comparison. The new build market historically offers more of a premium product, with higher square footage, higher quality finishings, and more features. However, that mix is changing, with realtors and

builders now focusing on first-time home buyers, enticing them to buy existing homes with lower price points, and fewer 'premium' features. Home buyers should expect smaller square footage, smaller lots, vinyl countertops, and more carpet/less hardwood floors in this upcoming class of new builds – all of which will cut into the "premium" of premium.

But that doesn't explain everything. Home builders are now finding themselves with too much inventory of that 'old' kind of new – lots of premium features at a premium cost -- and as such they are cutting prices. Their strategy to move inventory doesn't just include a straightforward reduction of price, but also offering incentives such as free upgrades, rate-buydowns, lower commissions, reduced fees, etc.

This is not just a national phenomenon; the dynamics

are playing out here in Phoenix. While new builds remain at a significant premium, when looking just at the price, adjusting for square footage shows new builds selling at very close to the same price as existing homes: \$242 per square foot for a new build versus \$245 for an existing home. New builds at anywhere near the same price as existing homes are not something we've seen in The Valley for quite some time.

The idea that a large premium for a new build will return anytime soon would not be supported by looking at inventory. According to New Home Source, in October of 2022, there were 888 new builds for sale in the Phoenix area, and today there are 2,016.

While investors (aka 'fix and flippers') might feel bad about the fact that they can't offer incentives in the same way that builders can, they should feel very good about the 'apples-to-apples' comparisons. Existing homes have so much going for them in the current market. They sit on larger lots and have feature sets that are still quite rich, such as the hardwood floors going in (and none of those icky vinyl countertops), and mature plantings. Additionally, they are all closer in proximity to places of employment and community amenities than new builds. Investors that we are familiar with are happy to have their finished product compared to new builds and the market seems to have come around to the same conclusion.

1 <https://www.axios.com/2023/07/21/new-existing-home-prices>
 2 <https://www.axios.com/2023/07/21/new-existing-home-prices>
 3 <https://beta.newhomesource.com/homes/az/phoenix-mesa-area/phoenix>
 4 https://www.realtor.com/realestateandhomes-search/Phoenix_AZ/overview
 5 <https://www.newhomesource.com/homes/az/phoenix-mesa-area/phoenix>

October data was retrieved 19 October 2022, July data was retrieved 2 August 2023



Financial Synergy: Arizona's Real Estate Potential and the Infinite Banking Concept



Jason K. Powers
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Arizona, with its sun-kissed deserts and vibrant cities like Tucson and Phoenix, is not only known for its unique landscapes but also its dynamic real estate market. With consistent growth in population and businesses, the state's property sector promises attractive yields. Amid such real estate possibilities, the importance of a sound financial approach cannot be understated. The Infinite Banking Concept (IBC) perfectly fits into the Arizona real estate story.

Fix-and-Flips in The Grand Canyon State

The housing market in Arizona, particularly in areas like Tucson and Phoenix, is marked by its rapid development. This growth triggers an enhanced demand for homes. Cities and their surrounding areas are seeing properties that could benefit from rehabilitation. For the discerning real estate investor, this paves the way for fruitful fix-and-flip endeavors.

Traditional financing often restricts investors with rigid repayment plans, potentially limiting cash flow or causing missed opportunities as funds are reserved for repayments. One underrated advantage of employing the Infinite Banking Concept for such projects is the flexible nature of the loans. When investors borrow against their properly structured whole life insurance policy, they're essentially taking funds from their own reserves. This ensures that repayments can be adaptable, matching the investor's cash flow, a significant advantage in the unpredictable domain of fix-and-flips.

Moreover, typical financing methods for these projects often come with strict conditions, rigid payment plans, and high fees. IBC offers a refreshing alternative. Accessing the cash value of a tailored whole life insurance policy allows investors to access funds rapidly. The absence of credit assessments or waiting for external approvals ensures that investors can make moves promptly, seizing opportunities as they emerge.

Long-term Investments

Arizona's consistent population surge signifies enduring housing needs. Rental properties, especially those near developing infrastructure or major employment centers, can be sources of steady income. The advantages of IBC in this context are dual. Firstly, it can fund the acquisition of rental properties. Secondly, the income generated from the rentals can be channeled back into the whole life policy, amplifying its cash value, and subsequently enhancing the financial pool an investor can draw upon in the future.

With IBC, long-term investments also get an extra layer of security. Properly structured whole life insurance policies not only offer a death benefit but also allow the cash value to grow over the years. This growth, combined with rental returns, can reinforce an investor's financial stance, making following investments or personal expenses easier to manage.

Diversifying Investment Portfolios

Diversifying investments remains a key principle, and Arizona's real estate offers a solid base for it. Whereas stock markets can fluctuate, and bonds might provide limited returns, real estate, particularly in a market as promising as Arizona's, offers stability. The Infinite Banking Concept further strengthens this diversification tactic. The cash value in an asset like properly structured whole-life policies grows at a guaranteed rate, unaffected by market shifts.

By pouring funds from the IBC into Arizona's real estate, investors not only invest in the property sector but also in their own financial assets (via their insurance policy). This two-fold approach provides both the chance for value appreciation (from properties) and the security of assured growth (from the insurance policy).

In Conclusion

Arizona's real estate potential, paired with the flexibility and safety the Infinite Banking Concept provides, sets the stage for inventive investment strategies. Whether it's quick returns from fix-and-flips, consistent income from long-term rentals, or the satisfaction of broadening one's investment horizons, Arizona's property landscape combined with IBC is an investor's dream. For those well-acquainted with the Arizona property scene, introducing the Infinite Banking Concept as a financing method is akin to unveiling a hidden gem. For newcomers in the state's property investments, grasping and harnessing IBC might be the bedrock of their triumph. The synergy between Arizona's real estate prospects and the Infinite Banking Concept transcends just financial alignment – it's a perfect blend of vision, strategy, and flourishing yields.

Jason K Powers is a Multi-Business Owner, Real Estate Investor, and an Authorized IBC Practitioner. In an exclusive partnership with the National Real Estate Investor Association, Jason is the go-to expert for all aspects of Infinite Banking and Life Insurance. Jason works with clients across the country showing them how to achieve their financial goals by taking control of the banking function in their lives and creating financial velocity that can last for generations. Connect with Jason today to explore how the Infinite Banking Concept can empower you to reach your financial goals.





AZ Gets Rid of Rental Tax in 2025



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by
**Mark
Zinman**

Hopefully, this is not news to you, but Arizona is one of only a few states that charges tax on residential rentals. This means that if you have been renting out residential rentals, you should have been charging your residents rental tax, and remitting such tax to the state. Thankfully, starting in 2025, that will be changing.

Governor Hobbs just signed a bill getting rid of residential rental tax in Arizona. However, don't change your policies and procedures just yet, the change doesn't go into effect until January 1, 2025. If you are in a city, such as Tucson, or a county island that doesn't charge a rental tax, this will not impact you.

Here is what you need to know and what you need to do:

The law does not go into effect until January 1, 2025. Therefore, you have at

least one year before you do anything.

On and after January 1, 2025, landlords are prohibited from charging the rental tax. In other words, landlords should actually decrease the amount they are charging residents at that time. The law creates a basis for a tenant to sue over the tax amount if it's still being collected by the landlord.

Remember, it's not just the tax on rent that is decreased. All previous charges that had taxes on them should also be decreased. For example, if late fees were \$5.00 plus \$.09 in tax, that part that is tax should be removed in 2025.

For all new residential leases starting on January 1, 2025, or later, the lease should not include rental taxes.

Starting in late 2024, landlords should plan for the change in not charging rental tax and starting to notify tenants of the reduction in the amount owed.

This ban does not apply to commercial rentals (meaning cities can charge a rental tax).

This ban does not apply to "health care facilities, long-term care facilities or hotel, motel or other transient lodging business." Therefore, it appears cities can tax short-term rentals.

Remember, this just came out and it won't go into effect for a while. Between now and then, we will learn more information and put out more advice to clients about how this impacts specific areas, such as MH and RV, as well as when apartments rent out commercial spaces.



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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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by **Maria Brandenburg & Janet Moe** Great American Title



Maria Brandenburg, your Business Development Manager: "I help my Investors, Fix and Flippers, and Wholesalers with

tools and resources to help you generate leads and ultimately close transactions!"

Maria can help AZREIA members/partners with data lists and target farms. If you need any lists to call, email, mail, or text, we have an entire customer service department dedicated to pulling that information. They can run lists of Foreclosures, Pre-foreclosures, 30-60-90-day Lates, etc. My team also helps with creating and designing marketing pieces to mail to a target area or for social media. In addition, we can help with the design and printing of mailers for you to target your desired community or farm area reaching up to 1,500 homeowners to generate leads of buyers or sellers.

Maria Brandenburg Bio: As a Business Development Manager since 2013 in the Phoenix Metro Area, Maria is committed to her business relationships with realtors and investors, ensuring that clients have the best possible experience with our Great American Escrow Branches in Maricopa County. She has lived in Arizona since 1995 and graduated from Arizona State University in 1997 with a Communications Major. (GO Sun Devils!)

Currently, Maria is a Board Member of VAREP, the Veterans Association of Real Estate Professionals, and a past Board

Member of HAREP (Hispanic Association of Real Estate Professionals). She is a past member of the Exchange Club of Tempe, which built the 9/11 Healing Fields in Tempe year after year.

In her free time, she enjoys hiking, running on trails, pilates, and yoga. Maria has run in several marathons and relay races, including the Chicago Marathon, the Rock and Roll Marathons in Arizona & San Diego, and the Ragnar Relay. She also ran the Warrior Dash and Spartan Race in Arizona. Maria enjoys traveling around the U.S., especially Kauai, as well as to other countries; throughout Europe, Central America, and Mexico.



Meet Janet Moe, your Sr. Escrow Officer/Commercial Residential Specialist/Unit Manager:

Janet Moe, Bio:

- Bachelor of Science from the University of Arizona 1975.
- Licensed Realtor from 1985 to present. Commercial Real Estate Agent – currently inactive.
- Janet has been Certified to teach real estate renewal classes.
- 3 hours of Law – Foreclosures, 3 hours of elective – Escrow and Title procedure early 2000.
- AZREI Business Associate 2002 – Present.
- Arizona Investor 2006 – Present.
- Board Certified as a PLC CLC – Professional Life Coach, Certified Life Coach from 2020 to Present.

A Branch Manager since 1980, Janet is a Sr. Escrow officer, Commercial /Residential Specialist, and formerly a Commercial Real Estate Agent. She has handled every type of transaction. Janet is extremely knowledgeable in creative financing including but not limited to the following:

Wraps, Seller Carrybacks, Title only, A – B / B – C Transaction, Assignment Transactions, Assignment of Beneficial Interest in Deeds of Trust Transactions, Deed in Lieu Transactions, and Short Sale Transactions. Janet also handles Traditional Sale transactions and Refinance transactions.

Janet's escrow acumen has run the gamut of escrow management and has managed branch operations for several title companies throughout her tenure. She is continually sought after and has been a keynote speaker for several investor events in Phoenix and throughout the state. In addition, Janet is proactive in assisting the realtor, investor, and lender community in finding solutions in the ever-changing real estate arena.

As a side note her Grandfather John D. Sandige, started the oldest family-owned real estate company, in the State of Arizona, established in 1920, Sandige Realty. Her father took it over and Sandige Realty became one of the first of seven - Century 21 franchises in the State of Arizona.

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Three Types of Mobile Home Investments

Continued from page 1

Mobile homes on rented land are the lowest cost of the 3 ways to invest in mobile homes. But banks don't like to finance these. The key is to find private money from friends/ investing colleagues or use some cash of your own.

One challenge with not owning the land is you lose control. The landowner makes the rules. I once had the manager contact me on the 5th of the month to let me know by the end of the month, I wasn't allowed to own anything in the park which I did not live in.

Mobile Homes with Land

When you buy the mobile home and the land it sits on, you have a real estate transaction. This has become a forgotten way to invest in mobile homes. This is great because you have less competition, which means more profit for you. I believe this is the best way to invest in mobile homes.

The major reason I purchase mobile homes with land is for the monthly cash flow, but I have the asset of the land in the event something happens to the mobile home. I have found residents stay longer when they have privacy compared to living with a neighbor a few feet away.

I enjoy cash flow, so I buy and rent these aluminum castles, but that doesn't mean you cannot fix-and-flip them. You need to research the qualifications banks require to ensure your end buyer will be able to cash you out.

An experienced title company will have someone in the office who specializes in these closings. Don't forget to do a lien search on the title(s) of the home(s) as well as the land. And remember that the legal description typically includes the mobile home and VIN.

I've found owners of mobile homes

with land are not as timid to talk about seller financing the property to you (the investor). I believe this is because it's more common that the seller purchased the home on seller financing themselves. When making payments to the seller doesn't benefit their life, I give the opportunity to a financial friend to lend on the property. Banks aren't very fond of lending on mobile homes for investment purposes.

Now that you know 3 types of ways to invest in mobile homes, it's time to decide which fits your business goals and take action!

When it comes to rentals, mobile homes with land have given me a wonderful lifestyle. I am receiving 857% more cash flow for the same amount invested in 7 mobile homes with land as I did with one site-built home.

Want more information? Contact Adrian at Lifestyle-REI.com.





Wholesaling Real Estate in Arizona...



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by
Michel J. McGirr

Navigating the Legal Landscape

In the dynamic world of real estate investment, there's always a new strategy around the corner promising lucrative returns. One strategy that has gained traction, especially among those looking to dip their toes without plunging deep into the investment pool, is wholesaling. But here in the Grand Canyon State, what's the legal stance on this strategy? Let's unpack it.

What is Wholesaling?

For those who might be newer to the term, wholesaling involves securing a property under contract and then selling that contract to another investor, without ever taking ownership of the property itself. Think of it as a middleman approach to real estate investment.

The Legality in Arizona

Is wholesaling real estate legal in Arizona? The

answer is both yes and no. Here's what you need to be aware of:

- 1. Licensing Concerns:** So long as you are not representing a buyer or seller in your wholesaling activities, you are not required to obtain a real estate license in Arizona to engage in wholesaling.
- 2. Full Disclosure:** Transparency is the name of the game. When wholesaling, it's paramount to disclose to all involved parties that you're selling your interest in the contract, rather than the property itself. For a more complete rundown of what disclosure is required, visit the Department of Real Estate website, or reach out to Phocus Law.
- 3. Liability to Close:** Realize that in wholesaling, if you are not able to identify a purchaser, and you exceed the timeframe allowed for cancellation of your purchase

contract with the seller, you will be on the hook. Thus, it's important to make sure that the purchase contract you utilize in your wholesaling deals allows you a clean exit, and maybe even an extended time limit, to ensure you don't get stuck purchasing a property that you do not actually wish to have.

To keep your real estate journey smooth and free from unnecessary hiccups, it's always a good move to consult with experts well-acquainted with Arizona's real estate laws, like the good folks at AZREIA. And if you're ever in doubt, just remember: a quick chat with a legal expert can save you from sinking into the shifting sands of regulatory troubles. The Phocus Law team is here to assist with all your investment needs. If we can be of service, please don't hesitate to reach out by email at Mick@PhocusCompanies.com or by phone at (602) 457-2191.



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by
**Andrew
Augustyniak**

A Home Equity Line of Credit (HELOC) presents a strategic avenue for investors seeking to tap into the equity of their property without affecting their existing mortgage. This financial tool enables investors to access a flexible line of credit based on the accrued equity in their property. By leveraging this equity, investors can fund new projects, ventures, or property acquisitions, all while maintaining the integrity of their original mortgage arrangement.

At the crossroads of modern finance and homeownership, a groundbreaking opportunity awaits – our new Home

Equity Line of Credit (HELOC) is completely AI-powered, with no appraisal and limited documentation required that will close in an average of 5 to 7 business days. This new HELOC is available in primary, second, and investment homes. With a commitment to innovation and empowerment, we are excited to introduce this dynamic financial solution that can reshape the way you leverage your home's equity.

This HELOC isn't just about borrowing against your home – it's about making informed financial decisions. The AI-powered HELOC provides you with the flexibility to access funds as needed, coupled with competitive interest rates and potential tax advantages. Whether you're planning a major renovation, consolidating debt, or embarking on a new investment journey, this financial tool empowers you to do so with confidence.

The Digital Advantage

In a fast-paced world, convenience matters. Our AI-powered HELOC's innovative digital platform streamlines the application and approval process, saving you time and effort. Their commitment to security ensures that your sensitive information is safeguarded at every step. With our new AI-powered HELOC, you're not just accessing funds – you're embracing a new era of financial flexibility. This partnership reflects our commitment to providing you with cutting-edge solutions that align with your needs and aspirations. As you navigate the world of homeownership and finance, consider the advantages of our AI-powered HELOC and the transformative potential it holds.

If you have any financing-related questions at all, please don't hesitate to reach out and run a scenario by me! I would be happy to help!

Andrew Augustyniak

Area Sales Manager

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Ellis Tran
PadSplit

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PadSplit.com

by
Ellis Tran

has risen to seventy, and the company has set its sights on the milestone of one hundred units, with an average monthly room rate of \$950/month. With twenty-six of these units currently vacant, the company is working relentlessly to meet the growing demand for affordable housing in Phoenix.

Phoenix's booming population, which stands at 4.86 million, and a workforce of over 2.58 million, underscore the city's dire need for affordable living spaces. The current housing stock falls short by 58,573 units, exacerbating the affordability crisis. This issue is further complicated by the median rental price of \$1,579 in

Phoenix, which is out of reach for many residents given the median income of \$33,573.

PadSplit aims to utilize the existing housing stock more efficiently by converting single-family homes into multi-family units, and through shared housing. This unique strategy is positioning PadSplit as a leader in the shared housing marketplace.

As the company continues to grow in Phoenix, its innovative approach offers hope in the fight against the housing affordability crisis. Learn more at padsplit.com.



PadSplit, the nation's biggest modern affordable housing and room rental startup, is making impressive progress in the Phoenix market, aiming to mitigate the city's escalating housing crisis.

Since launching in Phoenix, the number of active units under PadSplit's management



LEGALLY SPEAKING



Q: My tenant owes me two months' rent and claims they filed for bankruptcy. I know I can't ask him for the money, but can I file an eviction just to get possession back? If not, am I just stuck with a non-paying resident in my home?

A: Unfortunately, you can't do anything without first going into the bankruptcy court ("BK court") and getting a lift stay order which allows you to take action against your resident. When a person has filed for bankruptcy, they are protected from any

action of a creditor – as a landlord, you may not think of yourself as a creditor, but you are. You can't demand that they move or demand that they pay you until you first get permission from the bankruptcy court. Therefore, it's important that you act quickly and get into the BK court to get permission. There are significant penalties for taking action against a person in bankruptcy when you have not first gotten approval from the BK court. It doesn't matter if you want money or possession of your unit, you need BK court approval.

– 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.

Crafting Your Vision into Reality: Custom Homes, Cabinetry, Additions & Renovations



by
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Major Renovations: Our driving force is the pursuit of excellence. Rooted in innovation and a commitment to client satisfaction, we strive to push the boundaries of design and construction. Every project is a testament to our dedication to crafting spaces that stand the test of time.

As we celebrate the artistry of transformation, we extend our gratitude to our clients, partners, and the community for their support. Your trust fuels our aspiration to reach new heights of design and construction.



Welcome to Niksi, where innovation meets craftsmanship to create spaces that truly inspire. From conceptualizing architectural marvels to constructing custom homes, and breathing new life into interiors through renovations, Niksi is your partner in elevating your living experience.

Custom Home Builds: Your home is an embodiment of your identity, and our team of experts at Niksi ensures it resonates with your individuality. Collaborating closely with you, we craft custom homes that encapsulate your vision. Each detail is meticulously crafted to reflect your style.

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Custom
Cabinets
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AZREIA ADVANTAGE: MONTHLY MEETINGS

AZREIA Phoenix Meeting

Monday, September 11

In-Person 5:15 pm

Venue 8600

8600 E Anderson Dr

AZREIA Tucson Meeting

Tuesday, September 12

In-Person 5:45 pm

Tucson Association of Realtors

2445 N Tucson Blvd

Phoenix Real Estate Club

Tuesday, September 26

In-Person 6 pm

AZREIA Office

4527 N 16th St #105

Tina Tamboer from the Cromford Report 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 from the real estate market. We will also have a brief presentation from the Water Resource Institute to give an update on the water status in Arizona. Then, we will be joined by Adrian Smude, who will give you the secrets to investing in Mobile Homes, an incredibly lucrative and underutilized real estate market for investors. Timely, market-driven information and education make these meetings a must-see. Don't miss it!

Phoenix – Market Update & Trends with Tina Tamboer

The Market Update and Trends presentation will 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 past few months and what we can expect from the rest 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 – Droughts and 100-Year Water Supplies in Arizona with the Water Resource Institute

Join this incredibly important update from Mark Lewis, councilman for the Salt River Project water and power board for the past 29 years, and Amanda Monize, Director of the CAP Water Board, as they discuss Arizona's current water supply issues and solutions such as Arizona's Water Management Success, CAP Water: Scottsdale, Tier 2 cutback 9%, and more!

Phoenix Main Meeting – Wheels of Fortune: Investing in Mobile Homes with Adrian Smude

Adrian Smude got his start in real estate in 2002 when he was evicted which led him to become a

landlord. After 11 years of being a hobby landlord, he discovered his passion for real estate investing by attending a real estate investor meeting. He tapped into the untapped gold mine of mobile homes and has been following that path ever since. He is a member of three mastermind groups, including a high-level mastermind which he hosts. He is the author of the bestselling book How to Buy Mobile Homes and he travels the country teaching and sharing his secrets for success. Now, he's coming to AZREIA to teach YOU what you need to know about mobile home investing.

Join us Monday night to learn:

- Why NOW is the time to invest in Mobile Homes
- NO banks needed to finance Mobile Homes
- LOW cost and NO cost marketing for mobile that you can put to work within minutes
- How to work with gracious sellers who love you for helping them
- Busting myths about Mobile Home Investing
- Recession-proof your business
- WHY investing in Mobile Homes is better than all other types of REI
- Three ways to invest in Mobile Homes
- Case Studies, and more

Tucson Monthly Meeting

We will be joining in person for all the great networking sessions including Haves & Wants, a Market Update for the Tucson area, and a presentation from Adrian Smude.

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 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.

SEPTEMBER MEETINGS		
AZREIA – Phoenix <i>Monday, September 11</i>	AZREIA – Tucson <i>Tuesday, September 12</i>	Phoenix Real Estate Club <i>Tuesday, September 26</i>
SEPTEMBER SUBGROUPS – Join like-minded investors, share ideas, network, and learn in small group settings.		
<ul style="list-style-type: none"> ● Cashflow 101 Board Game <i>Saturday, September 2</i> ● South East Real Estate Club <i>Saturday, September 2</i> ● Tucson New Investors – In-Person & Online <i>Monday, September 4</i> ● AZ Women in Real Estate (AZWIRE) <i>Tuesday, September 5</i> ● Income Property Owners (Buy & Hold) - ONLINE <i>Thursday, September 7</i> 	<ul style="list-style-type: none"> ● Tucson Cashflow 101 Board Game <i>Saturday, September 9</i> ● Burley's Raising Capital – In-Person & Online <i>Tuesday, September 12</i> ● Beginning Investors <i>Thursday, September 14</i> ● Burley's Tucson Raising Capital <i>Thursday, September 14</i> 	<ul style="list-style-type: none"> ● Multi-Family Subgroup <i>Monday, September 18</i> ● Financial Independence through Real Estate (F.I.R.E.) - In-Person & Online <i>Tuesday, September 19</i> ● Experienced Real Estate Investor Happy Hour <i>Wednesday, September 20</i> ● Notes Subgroup <i>Wednesday, September 21</i> ● Fix & Flip Subgroup <i>Wednesday, September 27</i>
<p align="center">Trailer to Treasure – Big Money in Small Deals Drill Down <i>Wednesday, September 13, 2023 6:00 pm – 8:00 pm</i></p> <p>One of the fastest and lowest-cost entryways to getting started as a real estate investor or accelerating your investments is investing in mobile homes within a park. Are you seeking a fast and cost-effective avenue to enter the realm of real estate investing or accelerate the growth of your investment portfolio? Your search ends here! Our exclusive drill down on investing in mobile homes within parks provides you with a swift and affordable pathway to real estate success. Plus, this class is FREE if you're registered for Mobile Home Millionaire!</p>		
<p align="center">Mobile Home Millionaire <i>Saturday, September 16, 2023 9:00 am – 5:00 pm</i></p> <p>Join us for a transformative full-day training seminar, Mobile Home Millionaire, led by renowned industry expert Adrian Smude. This exclusive event is designed to equip you with the knowledge and strategies needed to thrive in the world of mobile home investing. During this immersive seminar, you will delve into a wide range of topics that will revolutionize your investment approach. Here's a glimpse of what you can expect to learn the psychology, compelling reasons to buy, seller perspective, marketing strategies, case studies, inspections, title management and more!</p>		
<p align="center">Profit From Real Estate Without the Cost of Ownership or Burden of Being a Landlord <i>Wednesday, September 23, 2023 9:00 am – 12:00 pm</i></p> <p>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.</p>		
<p align="center">UPDATED INFORMATION AND REGISTRATION ONLINE AT WWW.AZREIA.ORG/CALENDAR</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

September 11th Phoenix Meeting

- **Phoenix Market Update & Market Trends 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 past few months and what we can expect from the rest 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: Wheels of Fortune: Investing in Mobile Homes with Adrian Smude** Adrian Smude got his start in real estate in 2002 when he was evicted which led him to become a landlord. After 11 years of being a hobby landlord, he discovered his passion for real estate investing by attending a real estate investor meeting. He tapped into the untapped gold mine of mobile homes and has been following that path ever since. Now he travels the country teaching and sharing his secrets for success. Now, he's coming to AZREIA to teach YOU what you need to know about mobile home investing. Join us Monday night to learn why NOW is the time to invest in Mobile Homes, how NO banks are needed to finance Mobile Homes, the LOW-cost and NO-cost marketing for mobile that you can put to work within minutes, and more.
- **Droughts and 100-Year Water Supplies in Arizona with the Water Resource Institute** Join this incredibly important update from Mark Lewis, councilman for the Salt River Project water and power board for the past 29 years, and Amanda Monize, Director of the CAP Water Board, as they discuss Arizona's current water supply issues and solutions such as Arizona's Water Management Success, CAP Water: Scottsdale, Tier 2 cutback 9%, and more!
- **Networking & Trade Show** Join us for investor-to-investor networking and an expo of our local investor-friendly Business Associates to help build your team and do more deals!

September 12th Tucson Meeting

- **Tucson Market Update:** The latest sales volume, pricing, supply, and demand numbers for both the Tucson market.
- **Tucson Main Meeting: Wheels of Fortune: Investing in Mobile Homes with Adrian Smude** Adrian Smude got his start in real estate in 2002 when he was evicted which led him to become a landlord. After 11 years of being a hobby landlord, he discovered his passion for real estate investing by attending a real estate investor meeting. He tapped into the untapped gold mine of mobile homes and has been following that path ever since. Now he travels the country teaching and sharing his secrets for success. Now, he's coming to AZREIA to teach YOU what you need to know about mobile home investing. Join us Monday night to learn why NOW is the time to invest in Mobile Homes, how NO banks are needed to finance Mobile Homes, the LOW-cost and NO-cost marketing for mobile that you can put to work within minutes, and more.
- **Haves & Wants, Power Networking, and Deal Sharing:** Come prepared to listen, learn, and share.

September 26th 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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| Notes | Property Managers | Self-Directed IRA | Tenant Screening | Title & Escrow | Virtual Assistants | Wholesalers |

Visit our [Business Associate Page](#) for complete list of providers!

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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.

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1. Go to your account
2. Click Affiliates
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<p><u>Monthly Events</u></p> <ul style="list-style-type: none"> ✓ AZREIA Chapter Meeting (\$10/Meeting) ✓ Phoenix Real Estate Clubs (\$10/Meeting) ✓ Subgroup Meetings (\$5/Meeting) <p><u>The Home Depot Discounts</u></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><u>Education & Seminars</u></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><u>Monthly Events</u></p> <ul style="list-style-type: none"> ✓ AZREIA Chapter Meetings FREE ✓ Phoenix Real Estate Club FREE ✓ Subgroup Meetings FREE <p><u>The Home Depot Discounts</u></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><u>Education & Seminars</u></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><u>Monthly Events</u></p> <ul style="list-style-type: none"> ✓ AZREIA Chapter Meeting (\$20/Meeting) ✓ Phoenix Real Estate Clubs (\$20/Meeting) ✓ Subgroup Meetings (\$20/Meeting) <p><u>The Home Depot Discounts</u></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><u>Education & Seminars</u></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