THE AZREIA ADVANTAGE
ARIZONA REAL ESTATE INVESTORS ASSOCIATION NEWSLETTER
"AZ Real as it Gets"
MARCH 2026

Contents

ARIZONA REAL ESTATE INVESTORS ASSOCIATION

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Become a Banker: How Creative Financing Can Transform Your Real Estate Business

***by Brandon Simmons*, Real Estate Coach/ G.U.T.S.® Sales Specialist**

Have you seen *The Banker* on Apple TV? It's based on the true story of Bernard Garrett and Joe Morris, portrayed by Anthony Mackie and Samuel L. Jackson. In the 1960s, they were shut out of the banking system. Instead of giving up, they became the bank.

That same idea can work for you today.

What if your next deal didn't need a bank at all?

Here's what most investors don't realize: you don't need a bank to do more deals. You need a strategy.

Stop Leaving Deals on the Table

You have leads right now that don't fit the normal buy box.

- The seller owes too much.
- The property won't appraise.
- The bank says no.

Instead of walking away, creative financing gives you the tools to turn those leads into deals. The opportunities sitting in your pipeline may be worth more than you think.

Three Strategies That Change Everything

Seller Financing - The seller becomes your lender. You agree on the price, interest rate, and payment terms. No bank required . This works especially well for sellers who prefer steady monthly income over a lump sum.

Subject-To with Wraps - You take over the seller's existing mortgage. Then you wrap a new mortgage around it at a higher rate. The difference between what you pay and what you collect becomes your monthly profit.

Lease Options - You control a property without owning it. Lock in today's price, collect rent, and decide later whether you want to purchase. It's a lower-risk way to generate cash flow without traditional financing.

The Banker Mindset

Bernard Garrett and Joe Morris didn't wait for the system to let them in. They built their own system.

That's the shift.

Phoenix Monthly Meeting
Monday, March 9
In Person & Streaming - 5:15pm

- Association Update
- Market Update & Outlook
- Expert Panel - No Banks, No Credit, No Cash Powered by Creative Finance

Tucson Monthly Meeting
Tuesday, March 10
In Person - 6:00pm

- Food
- Haves & Wants + Association Update
- Tucson Market Discussion
- How Wholesaling Actually Works in Tucson
- Open Networking

Continued on page 2

Leadership Is the Real Asset

By Michael Del Prete
Executive Director, AZREIA

In a single real estate transaction from direct-to-owner purchase, to wholesale, to renovation, to retail listing as investors we can easily touch 40 service providers.

Title. Escrow. Lenders. Contractors. Inspectors. Agents. Subcontractors. Appraisers. Attorneys.

That's not a side hustle. That's an ecosystem.

And whether we're having a good day or a bad one doesn't matter. The job still requires leadership.

Leadership is influence nothing more, nothing less. In real estate, that influence shows up in how we communicate expectations, how we handle pressure, and how we build trust over time. Every provider we work with chooses how much effort to give us. Minimum compliance or discretionary commitment. That difference is leadership.

We are not just flippers or landlords. We are operators. Coordinators. Culture-setters.

If 40 people touch a deal, then 40 people are impacted by how we show up.

Do we pay on time?
Do we make decisions quickly?
Do we own mistakes?
Do we create clarity or chaos?

Everything rises and falls on leadership. In our world, deals rise and fall on it.

Margins are tight. Timelines are tighter. The only sustainable edge is relationships built on consistency and respect.

The property is temporary. The network is permanent.

If we want long-term success, we must lead like business owners first and investors second.

See you at the next meeting!

Become a Banker: How Creative Financing Can Transform Your Real Estate Business

Continued from pg 1

When you understand creative financing, every conversation with a seller becomes an opportunity. You're no longer dependent on approvals, appraisals, or lending guidelines. You can structure solutions that work for both sides and that's where the money is.

Join Us This March

At our Creative Financing Workshop on Saturday, March 14th and Sunday, March 15th, you'll learn how to talk to sellers, structure creative offers, and close deals most investors walk away from.

These are the deals others miss.

- But not you.
- Stop waiting on banks.
- Start building wealth on your own terms.

Seller Financing & "Subject-To" Deals: Legal Pitfalls and How to De-Risk Them

by Michael J. McGirr

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If you've been to AZREIA lately, you've probably noticed a theme: creative finance is back. Higher rates and tighter underwriting have pushed investors toward tools like seller carrybacks, wraparounds, and "subject-to" acquisitions. These strategies can work, but they come with legal tripwires that can turn a "great deal" into a slow-motion disaster if you don't address them up front. Below are five common Arizona pitfalls and practical steps to reduce risk without killing your deal flow.

1) The Due-on-Sale Clause: A Risk You Must Acknowledge
Most institutional mortgages include a due-on-sale clause that gives the lender the right (not the obligation) to call the loan due if the property is transferred. In many "subject-to" deals, the buyer takes title (often in an LLC) while the existing loan stays in place. Lenders may not react - until something draws attention to the transfer.

De-risking moves:
- Go in with eyes open: you're managing risk, not eliminating it.
- Document and disclose (in writing) that lender action is possible, and identify a realistic contingency plan (refi, sale, partner, etc.).
- Avoid sloppy transfers that create unnecessary flags.

2) Insurance Problems: The Fastest Way to Trigger a Lender (and Liability) Crisis
Common mistakes include failing to update insurance after a "subject-to" transfer, leaving the seller's policy in place after the seller no longer owns the property, or insuring it inconsistently with the actual use (vacant/rehab/rental vs. owner-occupied). If there's a claim, a carrier can deny coverage for misrepresentation or mismatch, leaving you with major out-of-pocket loss. Lender-placed insurance is expensive and protects the lender, not you.

De-risking moves:
- Get a policy that matches the actual occupancy and use (vacant, rehab, rental, etc.).
- Confirm the named insured and any additional insured / mortgagee designations match the deal structure.
- Coordinate insurance with closing to avoid a coverage gap.

3) Title and Documentation: "Simple Paperwork" Is How Litigation Starts
These deals often get documented with "light" paperwork for speed. Speed is fine. Ambiguity is not.

Your documents should clearly answer:
- Who pays taxes, insurance, HOA, and repairs.
- What happens if a payment is late.
- What happens if the underlying loan is called due.
- What happens if a party dies, becomes incapacitated, or files bankruptcy.
- Default and cure rights—and who can enforce them.

If your paperwork doesn't address these basics, the "agreement" becomes competing assumptions.

De-risking moves:
- Treat creative finance like what it is: real money, real liability, real consequences.
- Use a consistent, attorney-reviewed document set (not a patchwork of forms).
- Use a repeatable checklist: title, loan terms, insurance, HOA, taxes, disclosures, and a closing file that can survive scrutiny.

4) Wraps and Installment Sales: "Who Owns What" Confusion
Wraparounds can work well, but they easily create confusion about ownership, payment mechanics, and remedies. When the buyer pays the seller and the seller pays the bank, get clarity on:
- Whether a servicer will collect/process payments.
- What proof the buyer receives that the underlying loan is being paid.
- How escrow items (taxes/insurance) are handled.
- What happens if either party stops performing.

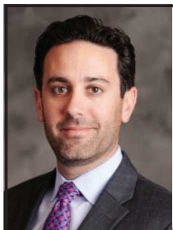
De-risking moves:
- Use third-party servicing for payment handling and records.
- Put the critical mechanics in writing—especially default, notices, and "what happens next."

5) The Human Factor: Expectations and Communication Failures
Many deals fail for non-legal reasons that become legal problems: mismatched refi timelines, silence on updates, or a family member later "discovers" the deal and claims it was unfair. When expectations don't match, the paperwork becomes Exhibit A.

De-risking moves:
- Use plain-English disclosures alongside the legal documents.
- Confirm the seller understands who controls the property, the lender's rights, and your plan (including if/when you expect to refinance).

Bottom Line: Creative Deals Need Traditional Discipline
Creative finance isn't the "wild west," but it requires discipline. In subject-to acquisitions, wraps, and seller carrybacks, you're juggling title, lender terms, insurance, disclosures, and enforcement rights. Investors who do this well don't rely on luck; they rely on repeatable processes and tight documents. For help building a creative finance document package, reviewing a deal structure, or pressure-testing your process before you scale, contact Phocus Law at 602-457-2191 or Mick@PhocusCompanies.com.

FTC Starts Rule Making Process for "Fee Transparency"



by Mark Zinman

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Before even addressing what this story is about, it is important to note that NOTHING has yet changed. We are reporting on potential actions that the FTC is looking to take. There is no final rule yet, and there is a long process for the FTC to go through.

Despite this, it's good for operators to be proactive and make changes now.

On January 30, 2026, the Federal Trade Commission (FTC) announced that the agency will pursue an Advance Notice of Proposed Rulemaking (ANPRM) concerning "fees in the rental housing market." In other words, they are beginning the rule making process to create new rules addressing fees in the rental industry.

As of the writing of this article, no details have been published. However, given previous actions of the FTC, we have a good indication of what the FTC is seeking.

In January, 2025, the FTC filed suit alleging a landlord failed to disclose the full all-in price that landlords were being deceptive by luring people with low rents, and then increasing with additional, peripheral monthly charges. In December, 2025, the FTC sent letters warning 13 property management companies they may be violating the law if they inhibit rental property managers and owners from conveying accurate pricing information when marketing rentals.

THEREFORE, it appears the FTC wants full transparency as to what a person will pay on a monthly rate. This is called the "monthly recurring rent" or "total rent," that a person is expected to pay on a monthly basis. This includes the base rent plus any mandatory monthly charges such as amenity fees, internet fees and any other charge that is not option. This likely does not include utilities that fluctuate based upon usage. However, if its a flat utility, that should be listed.

This amount should be advertised online and in any print advertising and given to the resident BEFORE a resident pays any money, such as the application fee. It is clear the FTC wants a consumer to be able to search and compare prices (apples to apples) and not be misled by a base price that doesn't include all monthly recurring charges. They want consumers to be able to make this comparison and learn the full monthly pricing, before they pay anything. This doesn't mean that your prices can't change, it just means that any advertised rate must set forth the "monthly recurring rent."

Also, it would be a good idea to disclose online all mandatory initial administrative or application fees.

DSCR Loans Investor-Friendly Financing, But Definitely Not "No-Doc"

by Andrew Augustyniak

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One of the most common conversations I have with real estate investors right now sounds something like this:

"I heard DSCR loans are basically no-doc. Super easy, right?"

They are absolutely investor-friendly. They remove a lot of friction traditional financing creates. But "no-doc" is a myth, and believing it can slow deals down fast.

If you understand what these loans actually require, they become one of the most powerful tools for scaling a portfolio efficiently.

Why DSCR Loans Feel Easier

Traditional loans were built around predictable W-2 income. Investors, entrepreneurs, and business owners often show lower taxable income because they reinvest, take legal write-offs, and optimize cash flow.

DSCR loans flip the focus from borrower income to property performance. Instead of analyzing personal tax returns, lenders evaluate whether rental income can support the proposed mortgage payment.

That shift removes one of the biggest barriers investors face. But easier qualification doesn't mean fewer requirements — it simply means different ones.

They Still Require Documentation. Plenty Of It.

These loans eliminate income documentation in most cases, not documentation entirely. Lenders still need to verify:

- Property cash flow and market rents
- Credit profile and liquidity
- Assets for down payment and reserves
- Insurance and property details
- Entity structure when applicable

Some lenders also verify newly incurred debts. Those debts typically don't affect qualifying the same way conventional debt-to-income calculations do, but they still must be disclosed and accounted for. Transparency keeps underwriting clean and prevents closing delays.

Simple rule: DSCR loans are asset-focused, not paperwork-free.

Closing Under an LLC? Non-Negotiable Documentation

One of the biggest advantages of DSCR financing is the ability to close directly in an LLC. Conventional loans typically don't allow this, which is why many investors prefer DSCR when scaling portfolios.

If you're closing in an entity, expect these every time:

- Articles of Incorporation
- EIN confirmation from the IRS
- Certificate of Good Standing
- Corporate Commission website printout
- Signing authority documentation

No exceptions. No shortcuts. Having these ready upfront can shave weeks off a transaction.

Other Realities Investors Should Know

DSCR loans are incredibly useful, but understanding the structure prevents surprises.

Prepayment penalties are common. Many programs assume a 3- to 5-year structure.

Minimum loan sizes often start around $75,000.

Assets and reserves are still required.

They allow investors to bypass the conventional 10-financed-property cap.

They allow entity ownership structures aligned with scaling and liability protection.

None of these are negatives. They're simply part of how investor financing works.

Where Investors Get Tripped Up

Expectation mismatch is the biggest issue.

Investors hear "no income needed" and assume minimal paperwork. Then underwriting requests entity docs, reserves, leases, insurance info, and compliance items. Preparation changes everything.

Organization wins here. Every time.

Why Experienced Investors Lean On DSCR Financing

Once understood properly, these loans become a powerful scaling tool.

- Portfolio growth without personal income bottlenecks
- Support for entity ownership structures
- Liquidity preservation while expanding holdings
- Avoidance of conventional property count limits
- Streamlined qualification for professional investors

Final Perspective

DSCR loans simplify qualifying, not responsibility. Documentation still matters. Entity structure still matters. Transparency still matters.

When handled professionally, they deliver flexibility conventional financing often can't.

For investors serious about building long-term real estate wealth, understanding this loan category isn't optional. It's strategic.

Fundamental Truths About Home Insurance

by Derek Kartchner

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Let's talk straight about homeowners' insurance. Whether you are a homeowner, a landlord, or the owner of a vacant dwelling (Flip), I want to pull back the curtain on how this industry works and share how I handle insurance in my own life.

Why do rates always go up?

One of the most common misconceptions is that if you don't file a claim, your rates should stay the same. Unfortunately, that is rarely the case. At a minimum, insurance rates generally keep pace with inflation. With the Federal Reserve's target inflation rate at 2%, you should expect your premiums to increase by at least that much every year in perpetuity—even in a "perfect" world.

However, rates also depend on how accurately carriers predict the **frequency** and **severity** of claims. According to the Insurance Information Institute, about 5.53% of homeowners (1 in 18) filed a claim in 2023, with an average cost of nearly **$17,000**. The most common culprits are wind, hail, water damage (like a burst pipe), and fire.

If 94.5% of people don't file a claim, why do everyone's rates jump? It's because of how risk is pooled. Carriers place you in a "box" with similar risks.

- **Box A:** Homes built in 2015 with tile roofs, stucco exteriors, and owners with high credit scores.
- **Box B:** 1950s block homes with shingle roofs and original galvanized pipes.

If those galvanized pipes start leaking across the country, the carrier pays out more than expected. To cover those losses, the rate goes up for *everyone* in that box, not just the individual who filed the claim. **Sharing in losses is the fundamental tenet of insurance.**

Why the sudden spike in recent years?

When inflation surged in 2022, it caught carriers off guard. The gap between what they expected to pay and what they actually paid was massive. Some companies were losing 20–25 cents on every dollar.

Arizona was hit particularly hard. Between 2021 and 2024, the typical Arizona homeowner saw their rates increase by more than **$700**. This was driven by a "perfect storm" of inflation, increased wildfire risk, and missed projections. The good news? As inflation levels off, carriers can predict costs more accurately, and we are finally seeing rates stabilize.

What is the average rate in Arizona?

The answer depends on which "box" you fit into. Factors like the age of the home, your claims history, and your credit score (which carriers use as a predictor for future claims) all play a role. Because of these variables, two neighbors can have wildly different premiums.

Current estimates for a $300k home in Arizona vary by source: **Bankrate:** $2,331, **MoneyGeek:** $2,602, and **NerdWallet:** $2,110

Generally, vacant homes cost the most to insure, primary residences the least, and landlord policies fall somewhere in the middle. In my experience, if you have good credit in Phoenix or Tucson, you're likely looking at **$1,500–$1,800**.

What do I do as an insurance agent?

I'll be open with you: I live in a rural part of Arizona (not a high wildfire zone) and pay $1,600 for a $350k home. Here is my personal strategy:

1. **I shop around** every few years.
2. **I manage my deductible.** I currently keep mine at $2,500 to lower the premium.
3. **I mitigate my own losses.** When our water heater leaked recently, I didn't file a claim. We cleaned it, dried it out, and hired a local contractor for the $5,000 repair.
4. **The $7.5k Rule:** I generally will not file a property claim for less than $7,500. I always get a repair estimate *before* calling the insurance company to ensure the damage significantly exceeds my deductible. Liability claims should always be filed immediately.

Is it time to shop?

If you haven't compared rates in a couple of years, now is the time. Carriers are becoming "cautiously aggressive," meaning they are offering competitive rates for the specific risks they want to bring onto their books.

Gila Insurance Group is a broker. We represent five of the top ten homeowners' insurance companies, and we're here to help you find the right "box" at the right price. To get a quote, visit www.GilaInsurance.com/azreia

We can help you with insurance for your auto, home, and investment properties.

AI in Real Estate: Efficiency Is Not the Same as Judgment

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by Rob Jafek, Principal
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There is a growing narrative or concern that artificial intelligence will fundamentally displace real estate professionals, not just brokers, but pretty much everyone. The argument is straightforward. Real estate is described as a data business. Sales comparables, rental trends, demographic shifts, zoning overlays, school rankings, cap rates, credit scores. If those inputs can be aggregated and analyzed more efficiently by machines, then the human intermediary appears expendable. That framing is incomplete and faulty.

Real estate certainly contains a significant data component, and AI tools are already improving the speed and consistency with which that data can be gathered and processed. Comparable sales can be compiled in seconds. Docs can be generated automatically and reviewed efficiently. Marketing copy can be drafted and optimized with minimal effort (or copied from one website to the next). Portfolio-level delinquency risk can be scored across thousands of units. These efficiencies are real, and they will remain. And we love it for that.

However, the economic value in real estate has never resided solely in pattern recognition or data collection. It often resides in judgment applied to circumstances that do not conform neatly to the pattern.

Consider negotiation. Transactions are not merely an optimization exercise around price. It is a negotiation that involves emotion, reputation, timing, and risk tolerance. A model can estimate the price with increasing accuracy, but it cannot read hesitation in a voice, detect when certainty is valued over absolute price, or calibrate tone in a way that preserves dignity and keeps a deal intact. Experienced operators understand that many transactions close not because the spreadsheet was precise, but because someone in the room exercised judgment.

The same is true for **relationship-based deal flow**. In commercial real estate, many of the most attractive opportunities never appear in broadly marketed channels. They move through networks built over years. Developers call lenders who have performed reliably through prior cycles. Brokers present transactions to investors who have closed before and who are known to perform. Artificial intelligence can simulate dialogue and organize contact lists, but it does not accumulate reputational capital. In a business where performance through one cycle influences opportunity in the next, credibility is not a dataset.

There are also structural limits tied to the **physical nature of property**. The value of real estate is inseparable from its physical and local context. Walking a site conveys information that cannot be fully digitized. The condition of surrounding properties, traffic patterns at specific times of day, the presence of deferred maintenance, even the sensory cues of noise or moisture, all inform judgment about value and risk. Digital tools can approximate these inputs, but they cannot fully substitute for physical presence.

More fundamentally, real estate transactions **allocate risk**. Sorry, I'm going to geek out a bit here. Construction risk, lease-up risk, financing risk, regulatory risk, environmental risk. Decisions about who guarantees a loan, who absorbs cost overruns, who carries vacancy exposure, and who signs personally are governance decisions. They require assessments of incentives and character. An algorithm may suggest optimal capital structures based on historical data, but it cannot evaluate integrity or long-term alignment in the way that experienced principals attempt to do. Let alone negotiate it.

Liability also remains human. If an AI-generated rent projection proves optimistic, the resulting loss is borne by investors, lenders, guarantors, and sponsors, not by the model. In a regulated industry where fiduciary duties and personal guarantees carry real consequences, advisory processes that diffuse accountability warrant caution.

Finally, there is the issue of **professional development**. Real estate has traditionally been learned through apprenticeship: walking properties, sitting in negotiations, observing how experienced practitioners handle complexity. If emerging professionals rely primarily on automated summaries and dashboards, the development of practical judgment may erode. An industry built on local knowledge and nuanced risk assessment should be careful not to produce operators who understand software interfaces better than they understand properties.

OK, rant over. Artificial intelligence will remain a valuable tool in real estate. It will continue to improve efficiency, transparency, and data accessibility. But efficiency should not be confused with wisdom. Real estate is not simply an information problem to be optimized. It is a human system for allocating capital and risk within specific communities. In that context, judgment, credibility, connections, and accountability retain enduring value.

Income, Collateral, and Capital Preservation in Today's Market

Alden Guajardo of
Silvercrest Opportunity Fund LLC

Relationships matter — but data drives decisions.

Today's real estate market is defined by higher interest rates, rising construction costs, and increased volatility. As traditional equity strategies compress, private credit backed by real assets has emerged as a defensive, income-focused alternative.

According to Federal Reserve and HUD data, U.S. household formation continues to outpace new housing supply, contributing to a national housing shortage estimated at more than four million units. This structural imbalance continues to support long-term demand for affordable housing across economic cycles.

Manufactured housing plays a critical role in addressing this shortage, serving over 20 million Americans as a primary residence. Since 2020, replacement costs for manufactured homes have increased materially, strengthening the value of existing collateral and reinforcing demand for affordable options.

Silvercrest Opportunity Fund is focused on professionally underwritten, senior-secured, asset-backed private credit tied primarily to this segment of the housing market. Rather than relying on appreciation or market timing, our strategy emphasizes:

- First-lien or senior-secured collateral
- Conservative underwriting with multiple exit strategies
- Predictable income supported by tangible assets
- Capital preservation alongside cash-flow generation

For investors seeking diversification beyond rentals, flips, or syndications, private credit in affordable housing offers a way to prioritize income stability and downside protection.

Current Silvercrest Opportunity Fund target structures (qualified investors only):

- 10% paid monthly – 1-year term
- 12% paid quarterly – 3-year term
- 14% paid monthly – 5-year term

(Reg D 506(c) – Accredited Investors Only)

Learn more about the fund and our underwriting approach: CLICK HERE

Win Mobile Homes (AZ Dealer License #8670)

Mobile Mailbox Money

This material is for educational purposes only and does not constitute an offer to sell or a solicitation to buy securities. Any offering is made solely through official offering documents. All investments involve risk, including loss of principal.

Rethinking the Traditional 1031 Exchange

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Many real estate investors use a 1031 exchange to defer capital gains taxes while moving from one property into another. Traditionally, this means trading an apartment building for a retail center or raw land for an industrial asset. However, some investors are exploring a different path by exchanging into mineral rights. Because certain mineral interests are treated as real property, they can qualify within a properly structured 1031 exchange. This creates an opportunity to remain invested in tangible assets while shifting into a completely different segment of the market.

Diversification Beyond the Surface

Real estate portfolios are often heavily tied to local economic cycles, tenant demand, and financing conditions. Mineral rights offer exposure to subsurface resources such as oil and gas, which are driven by entirely different fundamentals. By allocating a portion of capital into energy related assets, investors can reduce concentration in traditional property markets while still maintaining ownership of a physical resource. This type of diversification is not about replacing real estate but about broadening the base of assets that support long term wealth.

A Different Kind of Ownership Experience

Direct property ownership requires active oversight. Leasing, maintenance, insurance, property taxes, and unexpected repairs can demand significant time and attention. Mineral ownership is structured differently. The operator handles drilling, development, and day-to day operations, while the mineral owner retains the right to receive a share of production revenue. This distinction allows investors to participate in the economic value of the asset without taking on operational responsibilities. For individuals looking to simplify their investment lives, this can represent a meaningful shift.

Income Tied to Production Rather Than Tenancy

Instead of collecting rent checks based on occupancy, mineral owners receive royalties generated from energy production. Revenue is connected to the output of wells rather than lease agreements, which removes many of the variables associated with tenant mover or market vacancies. While production levels can fluctuate over time, the structure offers an alternative income model that behaves differently from traditional real estate cash flow.

Long Term Asset Characteristics

Another appealing feature of mineral rights is their longevity. Buildings age, require reinvestment, and may eventually need redevelopment. Mineral interests, by contrast, can exist in perpetuity. Ownership can extend across generations, making them attractive for investors who think in terms of legacy planning and multi-generational wealth transfer. This permanence aligns with the mindset many investors had when they first began acquiring real estate as a long-term store of value.

Using the 1031 Exchange as a Strategic Transition Tool

A 1031 exchange into mineral rights is not simply a tax strategy. It is a repositioning of capital. By deferring taxes, investors can move their full equity into a new asset class rather than losing a portion to taxation during the transition. That preserved capital continues working, now tied to domestic energy development rather than traditional structures. When approached thoughtfully and with proper guidance, this strategy can complement an existing portfolio while introducing new economic drivers.

The Strategic Play

Start where you started with real estate: education first. **Eckard Enterprises** has 40 years of experience helping accredited investors directly own tangible assets in the US energy industry.

Our team of engineers, geologists, and landmen have the depth of knowledge required to select oil & gas assets that align with our high standards. We focus our energy not only on providing high-quality assets but also providing thorough education so that our clients gain a true understanding and awareness of an industry they may not be familiar with.

If you would like to learn more about opportunities in the oil and gas sector, simply call:

(800) 527-8895.

We look forward to speaking with you.

Various Real Estate Transactions

Whether you are a new investor or a seasoned investor, Real estate remains one of the reliable vehicles for short term and/or long-term wealth creation.

For the investor, real estate agent, JV partners, it is important that your Title company is fully versed on facilitating these transactions.

Your title and escrow partner needs to facilitate any type of transaction,including but not limited to the following types of transactions:

** All-Inclusive Agreement for Sale transaction. The Seller remains responsible for the seller existing underlying encumbrance (lien) subject to the sellers underlying financing).

Equitable title is conveyed when recording an All-Inclusive agreement for sale.

**Wholesale transaction. Buyer will assign their interest in the transaction to another wholesaler or to the end buyer.

**Seller Carryback.

**A-B and B-C transactions known simultaneous or double escrows.

**Fix and Flip transactions.

**LeaseOptions

**Commercial transactions

We look forward to partnering with you.

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DIRECTED | IRA
by Directed Trust Company

BUYING
REAL ESTATE WITH YOUR IRA

Did you know that your IRA or 401(k) can invest in real estate? It's true! There are currently 38 trillion dollars in U.S. retirement accounts—making it one of the most untapped resources of investable wealth to invest in real estate.

IRAs can own rental properties, fund real estate deals, private lend, and so much more. **Schedule a Call with Directed IRA** (based in Phoenix) and we'll walk you through setting up an account and how to get started!

USE YOUR IRA OR 401K TO INVEST IN WHAT YOU KNOW

Real Estate
Use your own IRA funds to purchase real estate, generating rental income and appreciation within your IRA.

Private Lending
Your IRA can lend money to individuals or entities, typically secured by real estate, and earn interest on the loan within your retirement account.

Private Funds
Invest in multifamily syndications and private funds using your retirement account.

AS SEEN ON: NBC NEWS FOX NEWS

What is a Self-Directed IRA?
A self-directed IRA is an IRA that can invest into any investment allowed by law. Real estate is the most common investment for self-directed IRAs. This includes rentals, flips, lending, multifamily, syndications and private funds.

Funding Your First Deal
The Directed IRA team has helped 20,000+ investors set up self-directed IRA accounts with over $1.8B in assets under custody. Everyone has unique goals and circumstances—our experienced team is ready to answer your questions and help you get the ball rolling.

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AZREIA ADVANTAGE: MONTHLY MEETINGS

AZREIA Phoenix Meeting	AZREIA Tucson Meeting	Phoenix Real Estate Club
Monday, March 9 In-Person & On-Line Doors open at 5:15 pm Venue 8600 8600 E Anderson Dr Scottsdale, AZ 85255	Tuesday, March 10 In-Person 6:00 pm Keller Williams Building 1730 E River Rd #200 Tucson, AZ 85718	Tuesday, March 24 In-Person 6:00 pm AZREIA Office 4527 N 16th Street #105 Phoenix, AZ 85016

Join us this March for two powerful AZREIA meetings designed to give Arizona investors both clarity and strategy in today's evolving market. In Phoenix, get the most accurate pulse on the market with Tina Tamboer of the Cromford Report as she delivers a data-driven Market Update & Outlook you can trust-followed by our main presentation, "No Banks, No Credit, No Cash - Powered by Creative Finance," where an expert panel breaks down how to structure deals beyond traditional lending. In Tucson, join us for food, refreshments, and a real-world conversation with Gary Stoe as he pulls back the curtain on wholesaling in the Tucson market-how deals are found, structured, assigned, and where most investors go wrong. Fresh insights, practical strategies, and actionable education make these March meetings a must for serious Arizona investors.

Phoenix – *Phoenix Market Update and Outlook with Tina Tamboer*

The Market Update and Trends presentation features insights from Tina Tamboer, Senior Housing Analyst at The Cromford Report, delivering trusted, data driven analysis of Arizona's real estate market. This timely update provides investors with the clarity and confidence needed to make informed decisions, adapt to changing conditions, and stay competitive in today's market. Don't miss the opportunity to learn from one of Arizona's most respected housing analysts.

Phoenix Meeting

Join AZREIA for a dynamic expert panel featuring experienced creative finance investors who are actively structuring deals in today's market. This no-fluff session breaks down how investors are closing transactions without relying on traditional bank loans, perfect credit, or large amounts of cash. From Subject-To and seller financing to wraps, lease options, and negotiation strategies, our panel will share real-world examples, practical frameworks, and actionable take aways you can use immediately. If you've ever felt stuck by lending restrictions or limited capital, this conversation will open your eyes to what's possible.

You'll walk away with:

- A clear understanding of core creative finance strategies and when to use them
- Insight into structuring Subject-To and seller finance deals correctly
- Practical negotiation techniques that solve seller problems
- Awareness of common creative finance mistakes-and how to avoid them
- Confidence in analyzing and pursuing creative opportunities in Arizona

Whether you're just getting started or looking to scale, this session delivers practical education designed for today's market.

Tucson Monthly Meeting – *Expert Insights from Gary Stoe. Open Q&A, Food, Networking & Market Update*

Join us in Tucson for food, refreshments, and a candid conversation with Gary Stoe as we break down what wholesaling really looks like in the Tucson market right now. This practical session explores how deals are sourced, evaluated, structured, and assigned-and where most investors get it wrong. We'll cover how to properly analyze opportunities, build a legitimate buyers list, avoid common missteps, and understand what separates consistent wholesalers from those constantly chasing deals. Each month brings a fresh voice and real-world insight to help you sharpen your skills, build relationships, and stay connected to Tucson's growing investor community.

Phoenix Real Estate Club

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

AZREIA ADVANTAGE: CALENDAR OF EVENTS

Check www.azreia.org for the current schedule.

MARCH MEETINGS		
AZREIA – Phoenix Monday, March 9	**AZREIA – Tucson** Tuesday, March 10	**Phoenix Real Estate Club** Tuesday, March 24
MARCH SUBGROUPS – Join like-minded investors, share ideas, network, and learn in small group settings.		
• **AZ Women In Real Estate Subgroup (AZWIRE)** Tuesday, March 3 • **Tucson Buy & Hold Subgroup Hybrid** Tuesday March 3 • **Income Property Owners Subgroup (Buy & Hold)- Hybrid** Thursday March 5	• **Beginning Investors Subgroup Phoenix - Hybrid** Thursday March 12 • **Prescott Subgroup** Monday March16 • **Tucson New Investors Subgroup-Hybrid** Monday March 16	• **Multi-Family Subgroup – Hybrid** Monday March 16 • **Call-A-Thon** Wednesday March 18 • **Fix & Flip Subgroup** Wednesday March 25
No Banks, No Credit, No Cash Powered by Creative Finance **Saturday & Sunday March 14- March 15 9:00 am – 5:00 pm** Want to get into real estate but feel stuck because of credit challenges or limited funds? AZREIA's exclusive 2-day Creative Financing Workshop is designed to show you how to overcome those roadblocks and start closing deals. You'll learn practical, real-world strategies to structure creative financing solutions, invest with less capital, and confidently navigate today's market. Whether you're just getting started or ready to sharpen your skills, this workshop will give you the tools and knowledge to take action and move forward. Spots are limited—register today.		
UPDATED INFORMATION & REGISTRATION ONLINE AT WWW.AZREIA.ORG/CALENDAR		

Q: I have a tenant, in a wheelchair, who lives in a single family home I own. He has submitted a request to install a grab bar in the shower and to lower cabinets in the kitchen. I know I have to allow him to install the grab bar, but do I really have to allow him to move around cabinets? That seems like a serious burden for me, as the owner. Also, who pays for all of this?

A: Assuming the Fair Housing Act applies (there are a few very narrow exceptions), then yes you have to allow the resident to make these changes, at their own expense. If you have a disabled resident, and they need to make physical changes to the structure of the unit to let them reasonably use and enjoy the property, you have to allow it. This is called a reasonable modification under the Fair Housing Act. Generally, residents are liable for the cost of such modifications, and if the change would negatively impact future residents (such as having cabinets lowered), you are allowed to ask for a deposit for it to cover it being returned to its original condition. You should definitely consult with an attorney to address such nuances and when they apply.

– 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.

AZREIA MONTHLY MEETINGS AT A GLANCE

March 9, Phoenix Meeting

- **Phoenix Market Update & Market Trends with Tina Tamboer** The Market Update and Trends presentation features insights from Tina Tamboer, Senior Housing Analyst at The Cromford Report, delivering trusted, data-driven analysis of Arizona's real estate market. This timely update provides investors with the clarity and confidence needed to make informed decisions, adapt to changing conditions, and stay competitive in today's market. Don't miss the opportunity to learn from one of Arizona's most respected housing analysts.
- **Phoenix Main Meeting:** Join AZREIA for our upcoming Monthly Meeting featuring an expert panel presentation: "No Banks, No Credit, No Cash – Powered by Creative Finance." If you've been held back by limited funds or credit challenges, this session will show you how investors are closing deals without relying on traditional lending. Hear directly from experienced creative finance experts as they break down subject-to deals, seller financing, wraps, lease options, negotiation strategies, and real-world case studies you can apply immediately. Whether you're just getting started or ready to scale, you'll walk away with practical tools, actionable insights, and the confidence to structure deals in today's market. Seats are limited.
- **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!

March 10, Tucson Meeting

- **Tucson Market Update** The latest sales volume, pricing, supply and demand numbers for the Tucson market.
- **Tucson Main Meeting:** Wholesaling really looks like in the Tucson market. We'll discuss how deals are found, structured, and assigned, and where most people get it wrong. We'll cover evaluating deals correctly, building a real buyers list, avoiding common mistakes, and what separates consistent wholesalers from everyone else. Every month brings a new voice and a fresh perspective to help you sharpen your skills and stay connected to Tucson's investing community.
- **Haves & Wants Power Networking & Deal Sharing:** Come prepared to listen, learn, and share.

March 24, Phoenix Real Estate Club

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

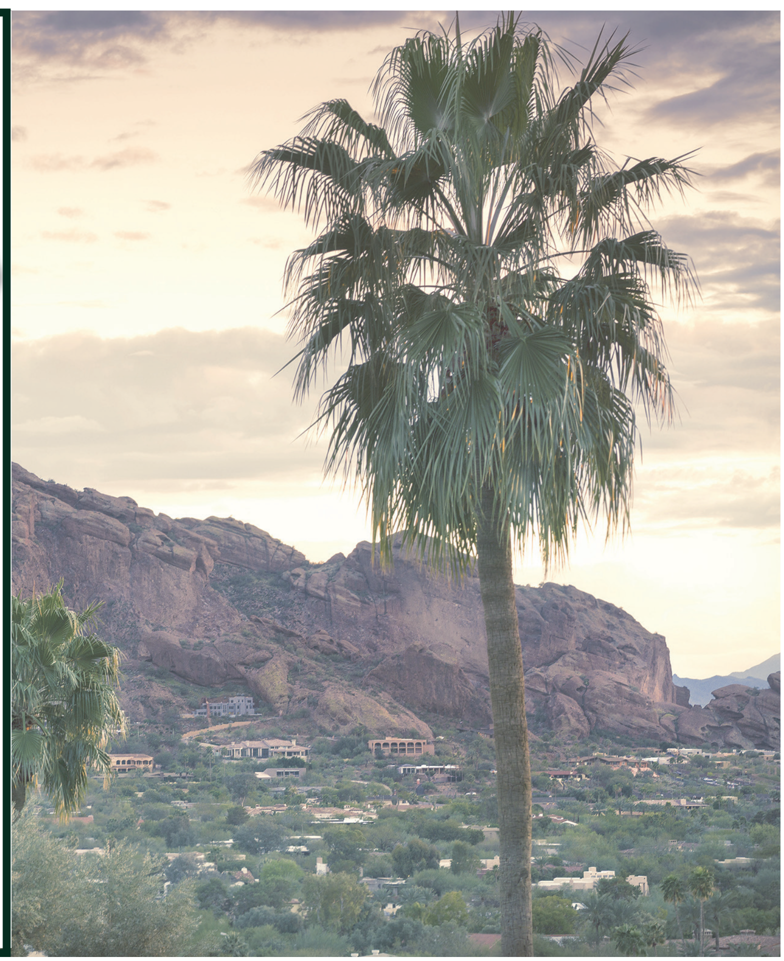
THE AZREIA SHOW

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!



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

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WANT TO SEE YOUR LOGO HERE?
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AZREIA has many Business Associates to provide your needed products and services in areas such as:

| Accounting & Taxes | Community Services | Flooring | Insurance | Janitors | Legal | Market Data | Movers |

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

Visit our Business Associate Page for complete list of providers!

AZREIA Membership Options

Lite Membership

Connect with the community

$0
/month

Sign Up

Includes:

- ✓ **Forum Access:** Post and comment on forums
- ✓ **Networking:** Connect with other investors
- ✓ **Event Registration:** $25 guest entrance fee per event

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Network, Learn, and Invest with Success

$249/year
or $25/month

Sign Up Monthly ($25/mo)

Sign Up Annually ($249/yr)

Includes:

- ✓ **Networking Events:** Free entry to 15 events per month (in-person and virtual)
- ✓ **Home Depot Discounts:** 2% cashback, 20% off paint, and more
- ✓ **Real Estate Service Discounts:** Over 30 vetted providers to build your team
- ✓ **Training Discounts:** Specialized workshops and prerecorded online education
- ✓ **Resident Expert Training:** Discounted pricing
- ✓ **Monthly Meeting Replays:** Access to past meetings
- ✓ **Market Updates:** Phoenix and Tucson real-time market and government affairs updates
- ✓ **Online Community:** Full forum access, direct member interaction, tradeslist, and off-market properties
- ✓ **Monthly Newsletter:** Insights from local experts
- ✓ **LLC Formation Discount:** 50% off with Phocus Law
- ✓ **Real Estate Calculators:** Access to essential tools

AZREIA MEMBER BENEFITS ARE WORTH MORE TO YOU AND YOUR BUSINESS THAN YOU CAN IMAGINE

AZREIA is the only REIA in Arizona that is a certified official chapter of the National Real Estate Investors Association. This means all of our members have access to exclusive national discounts with businesses that will help your and your investing, no matter your experience or strategy. On top of these national discounts, AZREIA members have access to more education and networking opportunities than any other real estate investing group in the state.

Our goal is to bring AZREIA members the most value to their membership as we possibly can. We have served over 50,000 real estate investors across the state in our 20+ years of business and are continually adding more and more to membership offerings. Consider these benefits listed above to see how AZREIA membership can serve you and support your real estate investing business.

Visit azreia.org/join

Are you looking for better vendors?

AZREIA has teamed up with VendorVIP to share our valued vendors, contractors and in-home service providers to our membership. VendorVIP makes it easy to save this list right on your phone and even hire them with just a few clicks.

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- Drive Success: Empower your transactions with trust and confidence, leading to more opportunities and better outcomes.
- Exclusive AZREIA Certification once complete!

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