

THE AZREIA ADVANTAGE

ARIZONA REAL ESTATE INVESTORS ASSOCIATION NEWSLETTER

“AZ Real as it Gets”

APRIL 2026

Contents

Executive Director	2
Asset Protection & Estate Planning Expert	3
Legal Expert	4
Lending Expert	5
Financing Professional	6
Silvercrest	7
Directed IRA	8
Dwell Boldly	9
Monthly Meetings	11
Calendar of Events	12
Legally Speaking	12
Meetings at a Glance	13

Fraud Is Now a Real Risk in Real Estate Investing

Most real estate investors focus on finding deals, raising capital, and managing properties. But one of the fastest-growing threats to investors today isn't the market itself, it's fraud inside the transaction process itself.

Recent industry data shows that 1 in 4 real estate transactions are targeted by some form of fraud attempt, and roughly 1 in 20 deals results in an actual victim. That means fraud is no longer rare — it's a regular part of the risk landscape investors face.

The challenge is that modern fraud often looks legitimate.

The Types of Fraud Investors Are Facing

Today's fraud schemes go far beyond simple scams. Criminals are increasingly sophisticated and often target real estate transactions because of the large sums of money involved.

Common threats include:

- **Wire fraud during closings** where attackers impersonate escrow or title companies
- **Email and identity impersonation** of agents, lenders, or partners
- **Fraudulent payoff demands or contract manipulation**
- **Fake buyers or sellers attempting to redirect funds**
- **Title and deed fraud designed to**

transfer ownership without the owner's knowledge

These attacks frequently occur during the most stressful parts of a deal — when investors are moving quickly to close and multiple parties are communicating at once.

Why Investors Are Prime Targets

Real estate investors often manage multiple properties and transactions at the same time. They communicate with agents, lenders, title companies, contractors, and partners — sometimes across different cities or states.

Fraudsters take advantage of that complexity. A single convincing message that appears to come from the right person can cause

a costly mistake. Unfortunately, by the time many victims realize something is wrong, the funds are already gone.

Why Investor Meetings Matter

One of the most effective ways investors protect themselves is by staying connected to other investors and industry professionals.

Why Investor Meetings Matter

Local investor meetings provide more than just deal discussions — they provide real-time awareness of what is actually happening in the market.

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Phoenix Monthly Meeting
Monday, April 13
In Person & Streaming - 5:15pm

- Association Update
- Market Update & Outlook
- Expert Panel- Power and Property: Arizona Real Estate Lawmakers and Enforcers

Tucson Monthly Meeting
Tuesday, April 14
In Person - 6:00pm

- Food
- Haves & Wants + Association Update
- Tucson Market Discussion
- Market Insights From The Escrow Desk
- Open Networking



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Continued on page 2



The Next Step in Supporting Arizona Investors

By **Michael Del Prete**
Executive Director, AZREIA

Over the past year, I've had the opportunity to connect with hundreds of investors, agents, and business owners across Arizona.

The conversations have been consistent:

Opportunity still exists but the path to success is getting more complex.

Margins are tighter. Costs are higher. Housing availability continues to be a challenge.

But the biggest shift is this:

The real estate market is no longer being shaped by the market alone it's increasingly being shaped by policy, regulation, and local decision-making.

And too often, those decisions are being made without the perspective of the people actually doing the work.

That's why I've made the decision to run for Phoenix City Council.

Not to become a politician but to bring real-world

experience into the room.

Through AZREIA, I've had a front-row seat to what's happening on the ground:

Investors struggling to make deals pencil
Homeowners navigating rising costs
Small business owners trying to stay viable in a changing landscape

These aren't abstract issues, they're everyday realities.

And they deserve representation from someone who understands them firsthand.

AZREIA's mission remains unchanged. We will continue to provide education, resources, and community for investors at every level.

But this is a natural extension of that work.

Because supporting opportunity, protecting property rights, and improving access to housing doesn't stop at education it requires a seat at the table.

That's the step I'm taking.



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Fraud Is Now a Real Risk in Real Estate Investing

Continued from pg 1

When investors share experiences about suspicious emails, attempted scams, or unusual transaction behavior, the entire community becomes better informed. A tactic that targeted one investor this month may show up in another deal next month.

Having relationships with trusted lenders, attorneys, title officers, and other professionals also makes it much easier to verify suspicious requests before taking action.

Simply put, informed investors with strong networks are far harder targets for fraud.

How Home Fraud Defense Helps Investors

Home Fraud Defense was created to help investors recognize fraud risks before they become losses.

We provide education and tools designed to help

investors identify suspicious communications and verify transactions before money or property changes hands.

One of those tools is HFD™ FraudScan, a free tool that allows users to paste a suspicious message or upload a screenshot and receive an analysis of potential fraud indicators.

You can learn more and try the tool at:
<https://homefrauddefense.org>

In an environment where one out of every four real estate transactions may be targeted, awareness, verification, and strong professional networks are some of the best defense's investors have.

Staying informed and connected helps investors protect their capital, their properties, and their deal.





Creative Finance in Arizona: A Few Follow-Up Thoughts



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by
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getting too excited about the upside, investors should be clear on a few practical questions: Who owns the property? Who remains liable on the debt? Who controls the payments? Who carries the insurance? And what happens if the deal goes sideways?

have a creative finance system - you have a future argument.

The other issue I emphasized on the panel is that role clarity matters. Investors are not lawyers. Agents are not legal advisors. Coaches and internet forms are not a substitute for competent counsel. Arizona is a very active investor market, so these issues are not theoretical here. The opportunity is real, but so is the need for professionalism. If the seller cannot explain the deal back in plain English, disclosure probably needs more work.

That last question is where many disputes are born. A subject-to deal, for example, may transfer title to the investor while the seller remains on the original loan. That means the due-on-sale risk is real, even if it is not always enforced. It also means the seller may still be trusting you with their credit, not just their property. In seller carryback and wrap transactions, the seller often becomes a lender whether they think of themselves that way or not, which means the paperwork needs to document the ongoing relationship, not just the sale.

The good news is that creative finance can be a valuable tool when handled correctly. The investors who do this well are usually not the flashiest. They are the ones using boring paperwork, good process, clear disclosures, and realistic expectations. Not glamorous, I know, but much cheaper than litigation.

Just as important, insurance needs to match reality. If ownership changes, occupancy changes, or the property becomes a rental or rehab project, the insurance should reflect that. Title and document clarity matter too. If your file does not clearly explain payment mechanics, default rights, cure periods, taxes, HOA obligations, and who verifies what, then you probably do not

If you would like help reviewing or building creative finance documents, processes, or deal structures, Phocus Law is here as AZREIA's legal resource for real estate, business, and estate planning matters. Feel free to reach out to our team at 602-457-2191 or MMAdmin@PhocusCompanies.com.

I had the opportunity to sit on AZREIA's creative finance panel last month, and it was a great discussion. There was a lot of interest, a lot of practical questions, and thankfully only a reasonable amount of confusion. For those who attended, I wanted to share a few follow-up thoughts in reflection on that panel. And for those who were not able to make it, here is the high-level version from a legal perspective.

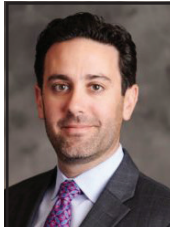
My main takeaway is simple: creative finance is not illegal finance. In Arizona, seller carrybacks, subject-to transactions, lease options, wraps, and similar structures are not inherently improper. The legal problems usually come from poor disclosure, weak documentation, sloppy execution, and confusion about who is doing what.

At a high level, every creative structure is doing the same basic thing: reallocating risk, cash flow, and control. That can be perfectly legitimate. But before





AI-Drafted Demand Letters: Fancier Words, Same Legal Obligations



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by
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Artificial intelligence tools have made it easier than ever for tenants to generate polished, citation-heavy demand letters. If your maintenance inbox has recently started receiving letters that sound like they were drafted by an attorney — complete with statutory references, legal deadlines, and phrases like “material noncompliance”, you are not alone. This is the new reality of property management in Arizona and understanding how to respond correctly is essential.

Tools like ChatGPT and other AI assistants have put legal-sounding language at the fingertips of any tenant with a smartphone. What once required a call to a tenant’s rights organization or a consultation with an attorney can now be produced in minutes. These letters often correctly (or incorrectly) cite the Arizona Residential Landlord and Tenant Act (ARLTA), reference specific statutes, and set out formal deadlines for compliance.

The volume of these letters hitting landlord and property management inboxes has increased dramatically. For many property managers, the instinct is to treat them differently

than an ordinary maintenance request — perhaps escalating to legal counsel or waiting to see if the tenant follows through. That instinct can be costly.

Here is the critical point: the formality of the letter does not change what the law requires of you. Whether a tenant texts “my AC is broken” or sends a three-page AI-generated letter citing A.R.S. § 33-1361 and threatening termination of the rental agreement, your duty under the ARLTA is identical: inspect the issue and make necessary repairs within a reasonable time.

Under A.R.S. § 33-1324, landlords are required to maintain dwelling units in a fit and habitable condition, comply with all applicable building codes materially affecting health and safety, make all repairs necessary to keep the premises in a habitable condition, and maintain in good and safe working order all electrical, plumbing, sanitary, heating, ventilating, air-conditioning, and other facilities. These obligations exist regardless of how the tenant communicates the problem — and regardless of whether the communication looks like it came from an attorney.

Do not let the professional appearance of an AI letter create hesitation or delay. Treat it as you would any maintenance request: acknowledge it promptly, schedule an inspection, and make repairs in a timely manner. Delay or inaction in response to a documented complaint is exactly the kind of

fact pattern that results in tenant remedies under A.R.S. § 33-1361.

A common operational question following a tenant complaint letter is whether management must still serve a separate two-day notice to enter before scheduling repairs. The answer, under Arizona law, is **no**.

A.R.S. § 33-1343(B) is explicit on this point: when a tenant notifies the landlord of a service request or maintenance request, “the notice from the tenant constitutes permission from the tenant for the landlord to enter the dwelling unit... for the sole purpose of acting on the service or maintenance request,” and the tenant “waives receipt of any separate or additional access notice.” The two-day notice requirement under § 33-1343(D) simply does not apply when the landlord is responding to a request the tenant initiated.

Bottom Line: AI demand letters are a permanent feature of the rental landscape. The best response is the same response that has always been required under Arizona law — inspect, communicate, and repair. The sophistication of the letter changes nothing about your obligations, and the tenant’s notice of the problem is all the authorization you need to enter and fix it.

This newsletter is for general informational purposes only and does not constitute legal advice.





The 5 Financing Mistakes That Kill Real Estate Deals (Don't skip the last one)



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by
**Andrew
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A lender's view for real estate investors

Real estate deals rarely die because the property looked bad. More often, they die because financing was not handled with enough strategy up front. Investors who treat lending as a last minute task usually pay for it in delays, denials, or lost leverage. Here are five financing mistakes that kill good deals.

1. Waiting too long to get truly qualified

A quick conversation is not the same as a real preapproval. Before writing offers, investors should already know where they stand on credit, liquidity, reserves, entity structure, and documentation. Once a deal is under contract, every loose

end becomes a time sensitive problem. Sellers lose confidence fast when financing feels shaky.

2. Using the wrong loan product for the strategy

Not every deal should go conventional, and not every deal should go DSCR. A long term hold, short term rental, flip, or portfolio expansion each calls for a different financing conversation. The mistake is picking a loan first and trying to force the deal into it later. Strong investors match the loan structure to the business plan.

3. Underestimating reserves and accessible cash

Many borrowers plan for down payment and closing costs but forget post closing reserves. Others move money around too late or cannot document where funds came from. That creates friction immediately. Liquidity is not just about getting approved. It signals stability and gives lenders confidence that the borrower can carry the property if the plan takes longer than expected.

4. Getting sloppy with documentation

Investor files often need leases,

operating agreements, bank statements, insurance details, deposit sourcing, and title vesting clarity. None of that is glamorous, but all of it impacts execution. When documents are scattered or inconsistent, underwriting slows down and avoidable conditions pile up. The cleanest closings usually come from investors who run their financing like a business.

5. Shopping only for the cheapest quote

Rate matters, but execution matters more. A low quote from a lender who does not understand investor lending can cost far more if they miss a guideline, mishandle rent analysis, or drag out underwriting. Investors should compare pricing, but they should also ask who can actually close the deal cleanly and on time.

The investors who win most consistently are usually not the ones chasing the cheapest paper. They are the ones who prepare early, stay liquid, keep documents tight, and work with lenders who know how to execute. In real estate, financing is not supporting work. It is part of the strategy.



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Institutional Ownership of SFR: Real Numbers



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President Trump's proposed ban on institutional single-family home purchases, formalized in a January 2026 Executive Order, triggered immediate market volatility and a rare bipartisan legislative push. While major rental REITs like Invitation Homes and American Homes 4 Rent saw their stocks tumble, industry groups warned the move could stifle the "build-to-rent" supply needed to ease the housing shortage. In March 2026, the Senate passed the 21st Century ROAD to Housing Act with an 89-10 vote, targeting investors with 350+ homes. However, the policy remains stalled in the House due to a controversial "forced sale" provision that would require institutional owners to divest properties after seven years, a clause critics label as unprecedented government overreach.

In Arizona, the effort to curb corporate home ownership mirrors the national push but has faced significant legislative hurdles. In early 2026, state lawmakers introduced the "Own Something and Be Happy Act" (HB 2325), a bipartisan-supported measure that proposed a 50-home ownership cap for institutional investors and a 60-day "first look" period for individual homebuyers. Despite aligning with President Trump's national policy, the bill was sidelined in March 2026 after the House Commerce Committee chairman declined to grant it

a hearing, citing concerns over government interference in private property rights. Although a final-hour attempt to revive the cap via a floor amendment also failed, the bill's sponsors have vowed to reintroduce the proposal in 2027, characterizing the fight as a necessary "guardrail" to ensure Arizona families aren't squeezed out of the market by Wall Street.

Let's get to real numbers.

According to SFRA at www.sfranalytics.com, there are 2,420 operators that hold 354K single-family rentals in the 100–1,000 unit range nationwide, which is the cutoff suggested in a recent Wall St. Journal article. Using that definition, investors who own 1,000+ properties account for roughly 1% of the nation's single-family housing stock, while in Phoenix, the figure is much higher, at about 2.9%.

It's worth remembering why institutional buyers were attracted in the first place. In 2019, back when the building boom began, the vacancy rate was at a historic low of under 5%, and rents were still over \$1,000, making the math pretty compelling for building a rental portfolio. And indeed, that attracted a lot of investment. And in Phoenix, more than the national average. And while average rents have reached about \$2,200 in 2026, which sounds great until you factor in that 1 in 8 units sit vacant, and there are still about 22,000 units under development.

What's next?

The data suggests that the peak of institutional acquisition is already in the rear-view mirror for Phoenix. Many large operators bought heavily post-GFC but stopped

acquiring as prices rose; in fact, 34% of mid-market operators have not purchased a property in the last two years. And the probability of forced selling is remote and even if implemented, not a short term impact

Further, it doesn't really seem necessary, as the Phoenix market has already undergone a visible "overcorrection" cycle. Moving from the massive construction boom and record-high completions in 2024 of around 24,920 units, which we pointed out in this publication in our April 2024 discussion, the market is now in a "digestion" phase. New starts fell 50% in 2025 as the market began to overcorrect on the downside.

The headlines suggest a major problem. The data suggests something more modest and is already well into resolution mode. Institutional ownership remains a small share of the housing market, even in Phoenix. More importantly, the conditions that drove heavy buying have already reversed. Higher prices, rising vacancies, and excess supply have cooled demand and slowed acquisitions. Politics will do politics, but the market is well into correcting itself. Phoenix is not in crisis, in either direction. It is in a normal, if uncomfortable, adjustment phase.

If we didn't live in Phoenix, we could visualize this as driving a swerving car on an icy street. What is the right thing to do in that situation? Foot off the gas and keep the car pointed down the road, while ignoring the screaming passengers. Sounds like good advice now, too.





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AFFORDABLE HOUSING
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(National Housing Conference)



**BANK CREDIT
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DOWN
52% SINCE 2021**
(Federal Reserve H8)



**PRIVATE CREDIT
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(Apolo Private Credit Report 2024)

For decades, institutional capital has ignored manufactured housing. Today, some of the most sophisticated investors in real estate – private equity firms, family offices, and real estate credit managers – are increasingly allocating capital toward this sector.



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 - Monthly Payment: \$1,200
- ✓ **Lot 192 – Casa De Francisco (Phoenix)**
 - Unpaid Balance: \$95,000
 - Term: 20 Years
 - Monthly Payment: \$1,250.95

Here's why:

Manufactured Housing Sits at the Intersection of:

- ◆ America's Growing Affordable Housing Shortage
- ◆ Declining Availability of Bank Credit
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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!

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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.

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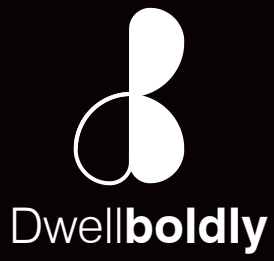
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WARNING: It's a rookie move if your Agent doesn't personally invest in real estate. This action alone can be a costly mistake.

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

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

- I personally flip and hold properties
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- I can do the math! Repair Analysis and Calculations
- Fluent in investor lingo: ROI, ARV, NOI, 1031, Cap rate
- Market knowledge including micro markets
- Push through tough negotiations
- Access to tradesmen, supplies and labor

REACH OUT TO ME TODAY, I'D LOVE TO CHAT!

Dominique Martinez

(602) 501-0689

dom@whhouses.com



AZREIA ADVANTAGE: MONTHLY MEETINGS

AZREIA Phoenix Meeting

Monday, April 13
In-Person & On-Line
Doors open at 5:15 pm
Venue 8600
8600 E Anderson Dr
Scottsdale, AZ 85255

AZREIA Tucson Meeting

Tuesday, April 14
In-Person
6:00 pm
Keller Williams Building
1730 E River Rd #200
Tucson, AZ 85718

Phoenix Real Estate Club

Tuesday, April 28
In-Person
6:00 pm
AZREIA Office
4527 N 16th Street #105
Phoenix, AZ 85016

Join us this month for two impactful AZREIA meetings designed to keep Arizona real estate professionals informed, connected, and ahead of what's happening in today's market. In Phoenix, we're hosting a powerful live conversation with the lawmakers, regulators, and investigators shaping how real estate is governed and enforced across the state—offering critical insight into the rules, risks, and realities that directly affect your business. In Tucson, join us for a behind-the-scenes discussion from the escrow desk with Fidelity Title, where you'll hear what's happening as transactions move toward closing and what investors should be paying attention to right now. Whether you're focused on staying compliant, understanding enforcement, or simply making smarter decisions in today's environment, these meetings deliver real-world perspective you can use immediately.

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 timely and important conversation with the professionals shaping and enforcing real estate policy across Arizona. If you're actively closing deals, this is an opportunity to hear directly from those on the front lines of regulation, investigation, and legislation. From rising deed fraud concerns to ongoing fair housing enforcement and increasing oversight, the rules are evolving—and understanding how they're applied matters. We're bringing together leading voices in Arizona real estate, including Donald Carroll with the Arizona

Attorney General's Office, Mandy Neat with the Arizona Department of Real Estate, John Rowan of Home Fraud Defense, and Arizona Senate President Warren Petersen, for a live, in-room discussion on what's happening now and where things may be headed next.

You'll walk away with:

- Insight into how deed fraud is being investigated and prevented in Arizona
- A clearer understanding of fair housing enforcement and common areas of exposure
- Awareness of what can trigger complaints, audits, and investigations
- Context around legislative changes impacting agents and investors
- Perspective on how enforcement is being applied—and where it's going next

Tucson Monthly Meeting – Expert Insights from Barbi Stewart, Open Q&A, Food, Networking & Market Update

Join us in Tucson for food, networking, and a candid conversation with Barbi Stewart of Fidelity Title, AZREIA's preferred investor-friendly title company. Working on the front lines of transactions every day, Barbi will share what she's seeing in real time—from FinCEN reporting requirements to deed fraud concerns and trends emerging as deals close. This is a great opportunity to get a behind-the-scenes look at the escrow process and better understand what investors should be paying attention to in today's market. If you're actively doing deals—or planning your next one—come connect, learn, and stay in the loop.

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.

APRIL MEETINGS		
AZREIA – Phoenix Monday, April 13	AZREIA – Tucson Tuesday, April 14	Phoenix Real Estate Club Tuesday, April 27
APRIL SUBGROUPS – Join like-minded investors, share ideas, network, and learn in small group settings.		
<ul style="list-style-type: none"> • Income Property Owners Subgroup (Buy & Hold)- Hybrid Thursday April 2 • AZ Women In Real Estate Subgroup (AZWIRE) Tuesday, April 7 • Tucson Buy & Hold Subgroup Hybrid Tuesday April 7 	<ul style="list-style-type: none"> • Call-A-Thon Wednesday April 15 • Beginning Investors Subgroup Phoenix - Hybrid Thursday April 16 • Prescott Subgroup Monday April 20 	<ul style="list-style-type: none"> • Multi-Family Subgroup – Hybrid Monday April 20 • Tucson New Investors Subgroup- Hybrid Monday April 20 • Fix & Flip Subgroup Wednesday March 29
Client Protection Workshop Wednesday April 29th 9:00 am – 4:00 pm		
<p>Join AZREIA for a one-day Client Protection Workshop designed for both licensed real estate agents and investors navigating today's increasingly complex market. As investor activity continues to shape transactions across Arizona, this continuing education event will give you a clearer understanding of how to protect your clients, work effectively with investors, and stay ahead of shifting market dynamics. Led by experienced industry professionals, this workshop delivers practical, real-world insight you can apply immediately in your business while earning CE credit.</p>		
UPDATED INFORMATION & REGISTRATION ONLINE AT WWW.AZREIA.ORG/CALENDAR		

LEGALLY SPEAKING



Q: We have a resident that we are trying to prove has more than the allowed occupancy for our 3 bedrooms. We also know that they have been throwing trash everywhere and have caused other issues. What can get them non-renewed as I know it is a bit stickier to non-renew someone?

A: You can non-renew someone for any reason you want, as long as it's not discriminatory and not

retaliatory. It sounds like here you are trying to non-renew because you have issues with the resident, but not enough proof to evict. A non-renewal is perfect in that situation. The only thing we suggest is that there be a paper trail of some of the issues – emails to them about occupancy or throwing out things improperly. If you non-renew someone out of nowhere, it could raise issues. However, if you have been talking to them about the problems, that justifies it.

– 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

April 13, 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 If you're actively closing deals in Arizona, this is a conversation you need to be in. From rising deed fraud concerns to ongoing fair housing enforcement and increasing regulatory oversight, the landscape is shifting in ways that directly impact your license, liability, and investments. AZREIA is bringing together leading voices at the forefront of real estate regulation, investigation, and policy, including Donald Carroll with the Arizona Attorney General's Office, Mandy Neat with the Arizona Department of Real Estate, John Rowan of Home Fraud Defense, and Arizona Senate President Warren Petersen—for a live, in-room discussion on what's happening now and where things may be headed next. You'll gain insight directly from those shaping and enforcing the rules, along with the opportunity to ask questions and hear how these issues are playing out in real time.
- **Networking & Trade Show** Join for investor-to-investor networking and an expo of our local investor-friendly Business Associates to help build your team and do more deals!

April 14, Tucson Meeting

- **Tucson Market Update** The latest sales volume, pricing, supply and demand numbers for the Tucson market.
- **Tucson Main Meeting:** Join us for food, networking, and a candid conversation with Barbi Stewart of Fidelity Title, AZREIA's preferred investor-friendly title company in Tucson. If you're actively doing deals, this is an opportunity to hear directly from someone working on the front lines of transactions every day. From FinCEN reporting requirements to deed fraud concerns and evolving transaction trends, this discussion offers real-time insight into what's happening as deals move toward closing—and what investors should be paying attention to right now. Come connect, stay informed, and gain perspective you can immediately apply to your next deal.
- **Haves & Wants Power Networking & Deal Sharing:** Come prepared to listen, learn, and share.

April 28, 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.



HOSTED BY MARCUS MALONEY & MICHAEL DEL PRETE

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★ ★ ★
MICHAEL DEL PRETE
PHOENIX CITY COUNCIL D6

SCAN ME



Why This Matters to the Real Estate Community

- Housing supply & affordability
- Property rights & responsible development
- Small business growth
- Public safety & neighborhood quality

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