

# THE AZREIA ADVANTAGE

ARIZONA REAL ESTATE INVESTORS ASSOCIATION NEWSLETTER

“AZ Real as it Gets”

JULY 2026

## Contents

Executive Director . . . . .	2
Lending Expert . . . . .	3
Asset Protection & Estate Planning Expert . . . . .	4
Financing Professional . . . . .	5
Insurance Expert . . . . .	6
Title and Escrow Specialist . . . . .	7
Legal Expert . . . . .	8
Capital Investment Fund Professionals . . . . .	9
Title Experts . . . . .	10
Monthly Meetings . . . . .	13
Calendar of Events . . . . .	14
Legally Speaking . . . . .	14
Meetings at a Glance . . . . .	15

## Data Centers in Arizona: Opportunity, Challenge, and What It Means for your Deals

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

Billion-dollar data center projects are changing the Arizona real estate landscape faster than most investors realize.

Whether you're buying land in Buckeye, rentals in Mesa, industrial property in Goodyear, or simply trying to understand where Arizona's growth is heading, data centers are becoming a major factor in property values, zoning decisions, utility planning, and economic development.

That's why we're excited to welcome longtime AZREIA member Mark Lewis as our featured guest at our virtual monthly meeting on Monday, July 13.

Mark is a former member of the SRP Council and former director of the Central Arizona Water Conservation District, the agency behind the Central Arizona Project. He has worked alongside city and state leaders across Arizona and understands firsthand how the power, water, and policy decisions behind data centers are made and how those decisions impact investors.

During this presentation, Mark will cover:

### The Land Story

Hyperscalers and developers are acquiring large parcels and resetting land values across entire corridors

in Chandler, Mesa, Goodyear, Buckeye, and Pinal County. Understanding where growth is headed can help investors identify opportunities before the

broader market catches on.

### The Zoning Patchwork

Every city is approaching data centers differently. Some are actively encouraging development, while others have tightened regulations or changed zoning policies altogether. Knowing the rules and where they may change can create both opportunities and risks.

### Power and Water as Deal Risk

Arizona's demand for electricity continues to rise, and utility providers are becoming increasingly selective about project approvals. Access to power and water is becoming a critical factor in determining a property's future value and development potential.

### ONLINE ALL CHAPTERS MEETING Monday, July 13 Streaming - 6:00pm

- Association Update
- Phoenix and Tucson Market Update & Outlook
- Data Center Boom: What It Means for Arizona Real Estate



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Continued on page 2



## What Your Membership Is Really For

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

Every so often a member asks me, "What am I really paying for?"

It's a fair question. And the answer isn't what most people think.

It's not the discounts. It's not access to a class. It's not even the monthly meeting, as much as I love watching that room fill up. Those things are real, but they're the wrapper, not the gift.

What you're really getting is proximity to people who have already done the deal you're about to do.

Somewhere in this association is a member who has closed the exact transaction that's keeping you up at night. Someone who has run a subject-to deal, exited a wrap, walked away from a bad seller, or survived the mistake you're one decision away from making. In most parts of life, you'd never find that person. At AZREIA, they might be sitting two seats down, answering a question in one of our subgroups, or hanging back after a meeting because they remember being where you are.

I've watched members find private lenders at a meeting, form partnerships through a subgroup, solve title issues with a quick phone call, and avoid expensive mistakes simply because they knew someone in the community who had been there before.

Information has become a commodity. You can

find strategies, contracts, podcasts, and training videos almost anywhere. What's rare is judgment. What's rare is having someone look at your deal and say, "I've done this before, and here's what I'd watch out for."

That's the part you can't buy on the internet.

A video won't tell you the deal in front of you smells wrong. Someone who's been burned will.

It's also why we work hard to put real expertise in front of you. When members started asking about data centers, we didn't hand you a blog post we brought in someone who has sat at the table where those decisions get made. That's the standard.

Here's the truth: you get out of this association what you put into it. Treat AZREIA like a vending machine and you'll get the least out of it. Plug into a subgroup, attend events, ask questions out loud, share your wins and losses, and build relationships. Those relationships have a way of compounding for years.

The most valuable deals, partnerships, opportunities, and lessons I've seen over the years didn't come from a website. They came from relationships.

That's what your membership is really for.

The value was never in the membership card. It was always in the people standing next to you.

Until Next Time,  
Michael Del Prete



### **Data Centers in Arizona: Opportunity, Challenge, and What It Means for your Deals** \_\_\_\_\_ *Continued from pg 1*

#### **Adjacency Matters**

A data center isn't always a neutral neighbor. Noise, scale, traffic patterns, and inactive streetscapes can influence nearby residential, retail, and mixed-use properties. Understanding these impacts can help investors make better acquisition decisions.

This won't be a hype session or a doom-and-gloom discussion. It's a practical look at one of Arizona's fastest-growing sectors from someone

who has been involved in the conversations shaping its future.

The investors who understand these shifts early will see opportunities others miss.

Bring your questions. Mark has agreed to leave plenty of time for Q&A.

We'll see you Monday, July 13. Watch your email for the virtual meeting link.





## How to Get Started in Real Estate With No Background



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by  
**Andrew  
Augustyniak**

*A straightforward guide to first-time investors in Arizona*

You do not need a finance degree, a real estate license, or a wealthy family to buy your first investment property. What you need is a basic understanding of how the process works and a willingness to ask the right questions. Here is where to start.

### Step 1: Understand What You Are Buying

Not all investment properties work the same way. Before you look at a single listing, get clear on which strategy fits your goals.

- Long-term rentals: You buy, tenant pays rent monthly, you build equity over time.
- Short-term rentals (STR): Higher income potential, more management, requires STR-friendly zoning.
- House hacking: Live in one unit, rent the others.

Great first move for new investors.

### Step 2: Know Your Numbers Before You Shop

- The biggest mistake new investors make is falling in love with a property before running the math. Focus on three numbers first:
- Gross rent: What the market says this property will rent for.
- Monthly expenses: Mortgage, insurance, taxes, property management, and vacancy reserve.
- Cash flow: What is left after all expenses. Even breakeven can work if appreciation is strong.

### Step 3: Get Your Financing Sorted First

Financing an investment property is different from buying a primary home. Most investment properties require 20 to 25 percent down, and your loan options depend on how you plan to qualify.

- Conventional investment loans: Use your personal income to qualify. Good starting point for most buyers.

- DSCR loans: Qualify based on the property's rental income, not yours. Ideal when you are self-employed or own multiple properties.

Talk to a lender who works with investors specifically. A mortgage broker who only does primary homes will not give you the full picture on what is available.

### Step 4: Build a Short List of People You Trust

You do not need a massive team on deal one. You need three people:

- An investor-focused realtor who knows how to analyze deals, not just show homes.
- A lender who specializes in investment loans and can walk you through your options clearly.
- A property manager if you are not planning to self-manage. Know this cost before you buy.

### Questions about financing your first investment property?

**Reach out directly.  
Andrew Augustyniak  
Neighborhood Loans**





## If You Want to Be the Bank, Act Like One



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by  
*Michael J.  
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A lot of AZREIA members are talking right now about predictable monthly income without tenant calls, rehab surprises, or another plumbing issue at 9:30 p.m. I understand the appeal. Private lending, seller carrybacks, and note investing can be great tools. But if you want to be the bank, you need to act like one. That means less “I know the guy” and more process, paperwork, and discipline.

Too many investors treat lending like a casual side deal. They spend weeks analyzing a flip, but wire out lending money based on a few text messages, a friendly referral, and optimism. That is not note investing. That is just unsecured enthusiasm wearing a deed-of-trust costume.

The first question is not whether the rate looks good. The first question is whether the **borrower** and the **collateral** make sense. Can the borrower actually perform? What is the exit? Is this person experienced, organized, and realistic, or just confident? Confidence is not underwriting. Neither is a good personality.

Then look hard at the property. What is it really worth in its

current condition? What is senior to you? Are there taxes due, HOA issues, title problems, deferred maintenance, or other surprises hiding in the file? A lender who skips diligence is not being efficient. That lender is volunteering to learn the file later under much worse circumstances.

And of course, the documents matter. A proper promissory note is important, but the note alone is not the whole story. If the deal is secured by Arizona real property, your security instrument needs to be clean, properly drafted, and properly recorded. Your loan documents should clearly address the basics: payment terms, maturity date, default triggers, late fees if any, notice provisions, cure rights, and remedies. If everybody says, “We’ll work it out if something happens,” that usually means nobody has actually decided what happens.

I also strongly encourage investors to think through default before the loan is made. If the borrower stops paying, what is the actual path forward? Who sends the notice? Who tracks deadlines? Is there a guaranty? Are you foreclosing, negotiating, extending, or taking back collateral? This is where casual lenders suddenly discover they do not have a lending business. They have a legal problem.

One issue that gets overlooked a lot is entity and trust alignment. Who is actually making the loan? You personally? Your LLC? A retirement account? A trust? Those are not interchangeable.

The name on the note, the deed of trust, the servicing setup, and your internal ownership structure all need to match reality. If they do not, enforcement, payoff, assignment, and estate planning all become harder than they need to be.

The investors who do this well usually have a team, not just a deal. They know who handles title, who reviews documents, who services payments, who watches compliance issues, and who steps in when something goes sideways. That is one reason AZREIA is valuable. Education matters, but so does building an investor-friendly team that can help you repeat good decisions instead of repeating preventable mistakes.

The bottom line is simple: private lending, seller financing, and note investing can be excellent parts of an Arizona investor’s toolbox. But if you want steady income, cleaner operations, and fewer unpleasant surprises, treat lending like a real business. Underwrite carefully. Document clearly. Secure properly. Monitor consistently. And build your process before you build your volume.

If you would like help reviewing or building your lending documents, note procedures, entity alignment, or default process, Phocus Law is here as AZREIA’s legal resource for real estate, business, and estate planning matters. Feel free to contact us at 602-457-2191 or MMAdmin@PhocusCompanies.com.





## The Difference Between Creating Value and Predicting Preferences



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

One of the more interesting questions in real estate investing is, what is actually important to potential home buyers? Usually measured by what creates value. Starting with the end in mind clears much of this up. Think about the end buyer and what motivates them: is it actually a fancy house? Or is it a house that is move-in ready? Answering this question first will answer many other questions along the way.

Spend enough time around real estate investment projects and you'll hear a lot of discussion about kitchens, flooring, fixtures, paint colors, countertops, and landscaping. Walk through enough open houses, and it is easy to understand why. Buyers notice those things immediately. They create emotional reactions. They photograph well. They are easy to see. Those are fancy.

But I have increasingly come to suspect that many investors spend too much time thinking about what buyers will like and not enough time thinking about what buyer's fear.

Investors are not building custom homes. There is no buyer in tow. Nobody has handed over a list of desired features. The future buyer has not yet appeared. Instead, the investor is making a series of educated guesses about what that future buyer will value. Investors face constraints. Every project has a budget and needs to fit within an already established neighborhood, which means comparable sales. Every dollar spent in one place cannot be spent somewhere else. Therefore, investors will need to choose between allocating time and money to the fancy or to the functional.

This does not mean cosmetic improvements are bad investments. Buyers want homes that feel updated and cared for. But they need a house they can move into.

A house with a sound roof, updated mechanical systems, functioning HVAC, and minimal deferred maintenance creates a different reaction. The buyer may not notice most of those improvements, but that is precisely the point. The house

is safe, predictable and move-in ready. And reduced uncertainty creates value throughout the transaction, for all parties.

That may explain why some of the most profitable improvements are often the least glamorous. The roof that does not leak. The air conditioner that works. The plumbing that passes inspection. The electrical system that nobody notices because it simply works. These improvements rarely make the listing photos. They certainly do not make television shows. What they do is remove reasons for a buyer to walk away.

Think in terms of what can wait. Someday, the future buyer can choose their own paint colors, replace the countertops, or redesign the landscaping. But today they need a house that works. That confidence is not always visible, and it is not particularly glamorous. Yet it may be one of the most valuable things an investor can provide. The difference between creating value and predicting preferences is that value tends to be universal, while preferences are personal. The most successful investors understand the difference. A functional house *will* sell. A fancy house *may* sell.





## Why Your Insurance Agent Needs to Think Like an Investor



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by  
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tenant-occupied homes. It's exactly why lenders for rehab projects ask so many questions. Not all insurance agents are created equally, and choosing the wrong one is a costly mistake.

### The Investor-Savvy Agent Difference

An agent who understands real estate investing speaks your language. They know the difference between a fix-and-flip needing a builder's risk policy and a long-term rental requiring landlord liability coverage. They understand PadSplit, mid-term rentals, and subject-to transactions. They understand vacancy clauses — critical when a property sits between tenants — and won't leave you exposed during a rehab because you assumed your standard policy covered it.

They also structure coverage around your actual risk. Replacement cost versus actual cash value isn't just terminology — on a roof claim, that distinction can mean a \$15,000 difference in your payout. An investor-focused agent ensures your coverage aligns with your exit strategy, whether that's a

quick flip, a BRRRR hold, or a short-term rental.

### The Independent Advantage

Gila Insurance Group LLC is an independent insurance agency. Unlike captive agents who represent a single carrier, an independent agent works with dozens of companies — giving you real options instead of a take-it-or-leave-it quote. Independent agents use comparative rating platforms that run your property details across multiple carriers simultaneously, delivering competitive quotes in minutes rather than days. For an investor with a growing portfolio, that means less time on hold and more time focused on your next deal. We monitor the rate annually, allowing you to focus on what only you can do in executing your strategy.

Partner with an agent who invests in understanding your world, and make market comparisons a regular part of your investment team.

**Learn more at:**  
[www.GilaInsurance.com/azreia](http://www.GilaInsurance.com/azreia)

As a real estate investor, you've learned that the right team makes or breaks your portfolio. Your CPA understands depreciation schedules. Your contractor knows investment-grade renovations from cosmetic flips. Your lender or hard money company understands what you are trying to accomplish and has the products you need. Your title company protects the transaction and gets the process completed. Your property manager handles the tenants. But what about your insurance agent?

One major mistake investors consistently make is treating insurance as a commodity — something anyone can handle. The result? Mismatched policies that leave investors exposed. Homeowners policies on





## Hold Open, Or Not to Hold Open



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by  
*DiAnna  
Jackman*

With the market flattening out and fix and flip becoming more prevalent over wholesale deals it's time to do the math on hold open policies.

Let's start with, what is a hold open policy.

When you purchase a property, the seller will typically buy the owner's policy for the buyer. (this is of course negotiable, but I am using the rule not the exceptions for this example)

If you let your title company know you would like to hold that policy open, which means the policy will not be issued until you identify a new buyer, and you close on the sale. Don't worry, your coverage is still there if you need it before you sell and the hold open lasts for 2 years. Should you not identify a buyer before the two-year time frame, the policy will simply be issued to you at the expiration of the time frame in which you have to identify your end buyer.

When you request a hold open

policy you will pay 25% of the basic rate of the standard owner's policy.

Example if your sales price is \$500,000.00 your standard policy would cost \$2,100.00 (typically paid for by the seller)

25% of \$2,100.00 would cost you \$525.00 for the hold open premium (typically charged to the buyer, you)

Now let's do the math to see if the policy is worth it.

If you re-sell the property to an investor who will not be living on the property and will only need the same level of coverage as you did when you bought the property, let's say a standard form of policy. Then typically the hold open is almost always a benefit.

Example: Purchase price \$500,000.00 Sales Price \$600,000.00 the difference in the liability amounts is what you would pay the premium on. \$844.00 would be the charge on the sale file instead of \$2,379.00 but remember you paid a premium upfront of \$525.00 so the total you paid out of pocket is \$1,369.00 which is a savings of \$1,010.00. I would say that makes great sense to do a hold open.

Here is when it may not make sense.

You are selling to an end buyer that plans to use the property as their primary residence and wants an extended or homeowner's policy.

Example: Purchase price \$500,000.00 your seller paid \$2,379.00 for a standard form of policy. You are selling to an end buyer for \$700,000.00 who needs a homeowner's policy. You will need to bring the base policy up to that level. That amount is \$840.00 plus the premium on the first leg of \$525.00. You then have to pay the difference in the liability or sales price of \$700,000.00 to get them full coverage for the total liability. \$2,844.00 is the difference. That makes your out-of-pocket expense \$4,209.00 had you not done a hold open you would have paid \$3,983.00 and no premium of \$525 on the first leg so your total savings had you not done the hold open would be \$226.00. Still worth it? I wouldn't do it.

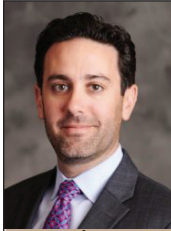
The wider the gap or spread in the sales prices the less savings you would have if any. Be sure to ask your escrow officer to do the math for you before you just assume you will be saving money. The red flags to look for is a large spread and going from a standard form of policy to a more expanded form like a homeowner's policy.

In this market every dollar counts.





## HUD Gives New Guidance on ESAs – This Doesn't Necessarily Change Your Operations



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by  
**Mark  
Zinman**

Despite the headlines, our advice to property managers is straightforward: do not change your accommodation process. This memo only changes HUD's interpretation of the law and doesn't change the law. Residents can still file suit themselves under the FHA as its written and and this memo doesn't change the Arizona FHA or how the AG will interpret it.

The memo is enforcement guidance, not a regulatory amendment. The underlying FHA regulation at 24 C.F.R. § 100.204 remains in place pending future rulemaking. Substantial federal case law from multiple circuits continues to extend FHA reasonable accommodation protections to untrained ESAs, and those decisions have not been overruled. Tenants retain a private right of action in federal and state court for two years after the alleged discriminatory act, and the Arizona Attorney General's Civil Rights Division

enforces parallel state fair housing law independent of HUD's priorities. Plaintiffs' fair housing organizations can—and will—continue to file suit.

We suspect that the AZ Attorney General will not change how they prosecute these cases. We are hoping that the AG will come out with guidance on this (though this is speculative at this time). It is very possible this is the beginning of a split between enforcement of the state FHA and the federal FHA.

In short, the risk profile for HUD-initiated complaints has improved. The risk profile for private litigation and AG enforcement has not. Continue the interactive process, evaluate requests on a case-by-case basis, document carefully, and treat each accommodation request as you have been.

Contact Zona Law Group with questions about specific accommodation requests.

On May 22, 2026, HUD's Office of Fair Housing and Equal Opportunity (FHEO) signed an enforcement guidance memorandum that reshapes the federal enforcement landscape for assistance animal accommodation requests. The memo formalizes the rescission of FHEO Notice 2020-01—the longstanding guidance that drew a sharp line between “pets” and “assistance animals” and effectively prohibited pet fees for emotional support animals (ESAs).

Going forward, HUD will find reasonable cause and recommend charges ONLY in cases involving animals that have been “individually trained to do work or perform tasks directly related to the complainant's disability.” This means HUD is stating that under the FHA ESA letters will not be enough unless the animal is actually trained. Requests to waive pet policies for trained assistance animals remain presumptively reasonable. Requests for untrained ESAs are not. The memo attaches *Henderson v. Five Properties LLC*, 2025 WL 1951763 (E.D. La. July 16, 2025), in which the court found HUD's 2020 Notice “unpersuasive” and upheld an animal fee charged against an ESA owner.

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across performing and pipeline positions

- Approximately \$10,102 per month in contractual borrower payments
- 8 performing fund positions
- 2 active note originations in underwriting
- Approximately \$1M+ additional performing note inventory within the broader portfolio
- Continued focus on affordable housing and first-lien private credit

in unpaid principal balances.

Highlights include:

- First-lien positions
- Existing payment history
- Arizona affordable housing collateral
- Long-duration amortization schedules
- Contractual monthly cash flow

Most seasoned note positions are available at unpaid principal balance plus a standard assignment fee.

As we move through 2026, I wanted to provide a brief update on what we're seeing across Arizona affordable housing, private credit, seller financing, and our current portfolio activity at Silvercrest Opportunity Fund and Win Mobile Homes.

Many of the relationships that have contributed to our growth originated through organizations like AZREIA, investor networking groups, lenders, contractors, entrepreneurs, and business professionals throughout Arizona. Those relationships continue to create opportunities in a market where affordable housing remains one of the most underserved sectors of the real estate industry.

### ARIZONA MARKET UPDATE

Arizona continues to experience strong demand for affordable housing despite elevated interest rates and affordability pressures.

We're seeing:

- Limited affordable inventory
- Continued demand from owner-occupants
- Mortgage qualification challenges
- Growing interest in alternative financing structures
- Increased investor interest in private credit

Manufactured housing remains one of the most affordable pathways to homeownership available in Arizona and continues to serve as the foundation of our strategy.

### JUNE 2026 EXECUTIVE SUMMARY

- Approximately \$806,870 represented

### PERFORMING FUND POSITIONS

Current performing inventory includes:

- Tempe Lot 347  
\$100,000 UPB | \$1,000/mo
- Sunny Crest Lot 18  
\$55,270 UPB | \$727.79/mo
- Glendale Cascade Lot 41  
\$78,270 UPB | \$1,237.38/mo
- La Montana Del Sur Lot 129  
\$96,500 UPB | \$1,200/mo
- Pueblo Mesa Lot 20  
109,069 UPB | \$1,361.66/mo
- Chaparral Village Lot 69  
102,260 UPB | \$1,274.61/mo
- Moon Valley Lot 76  
\$87,705 UPB | \$1,105.49/mo
- San Estrella Lot 116  
\$70,000 UPB | \$870.46/mo

### ACTIVE PIPELINE

Grand Missouri Lot 205

- UPB: \$100,500
  - Payment: \$1,249.74/mo
- Seyenna Vistas Lot 330
- UPB: \$95,000
  - Payment: \$1,181.34/mo

Both positions are currently progressing through community approval and Dodd-Frank origination.

### SEASONED NOTE OPPORTUNITIES

Silvercrest currently maintains a portfolio of performing seller-financed notes that may be available for acquisition by qualified investors.

Current seasoned note inventory ranges from approximately \$55,000 to \$109,000

### THE BIGGER PICTURE

Many investors focus on buying real estate.

Our platform focuses on creating and acquiring the paper secured by the real estate.

Through Win Mobile Homes, Mobile Mailbox Money, and Silvercrest Opportunity Fund, we continue building a vertically integrated platform centered around:

- Affordable housing
- Seller financing
- First-lien note origination
- Private credit
- Contractual cash flow
- Investor education

Organizations like AZREIA help create the relationships and education.

Our goal is to help investors understand how those relationships can evolve into long-term wealth-building opportunities through private credit and note investing.

We appreciate your continued support and look forward to sharing additional opportunities and updates in the months ahead.

If you'd like information regarding current note opportunities, fund participation, mastermind events, or seller-financed note investing, feel free to reach out.

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## Temperatures and Opportunities in Arizona are on the RISE!

Temperatures are rising in Arizona. Investors, this is the time to raise your thermostat and embrace the opportunities awaiting you. When you encounter transactions that have many title issues, and other challenges in the transaction, you need a trusted team to help navigate through a successful close of escrow. In spite of the heat, there are few transactions we cannot tackle, and we have all the Marketing resources to meet your needs!

We are all striving for overall success. Let us partner with you and share in your success.

Please do not hesitate to schedule your Marketing/Escrow meeting with Janet and Maria at your earliest opportunity.



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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!**

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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!

## 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



## 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.

**BOOK A CALL W/ DIRECTED IRA**

**OPEN AN ACCOUNT**

**SCAN &  
SAVE  
\$150**

(AZREIA MEMBERS ONLY)

**USE CODE AZREIA150**



\*Directed IRA is a Tradename of Directed Trust Company. Directed Trust Company performs the duties of a directed custodian, and as such does not provide due diligence to third parties on prospective investments, platforms, sponsors or service providers and does not sell investments or provide investment, legal, or tax advice. [Learn More @ directedira.com](https://www.directedira.com)

## All Chapters Online Meeting

Monday, July 13

6:00 pm

**Online ONLY**

Join us this month for AZREIA's Annual All Chapters Online Meeting, bringing together investors from across Arizona for an evening of market insights, education, and networking. This month's featured presentation will explore the growing impact of data centers on Arizona real estate and what investors should be watching as the state continues to emerge as a major technology hub. From land values and industrial development to housing demand and infrastructure needs, you'll gain practical insight into the opportunities and challenges this trend creates for real estate investors. Whether you're a new investor or an experienced professional, this meeting will help you stay informed and better prepared for the changing market ahead.

### Market Update & Outlook

Attention real estate investors! Want the most accurate pulse on Arizona's market? Tina Tamboer from The Cromford Report will deliver AZREIA's Phoenix Market Update, providing trusted, data-driven insights into current market conditions and emerging trends. Patrick Allen will provide AZREIA's Tucson Market Update, sharing local market activity, investment opportunities, and key developments affecting Southern Arizona investors. Together, these updates will give you the clarity and confidence needed to make informed investment decisions in today's evolving market.

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

### ONLINE All Chapters Meeting – Data Center Boom: What It Means for Arizona Real Estate

Join AZREIA for a timely presentation exploring one of the biggest economic development trends shaping Arizona's future. As major technology companies continue investing billions into data center projects across the state, real estate investors have an opportunity to better understand how these developments may impact land values, industrial growth, housing demand, infrastructure, and local markets. This presentation will examine both the opportunities and challenges created by Arizona's emergence as a technology hub and provide valuable insight into what investors should be watching in the years ahead. Investing can create more consistent income with less day-to-day management.

#### You'll walk away with:

- A better understanding of how data centers impact Arizona real estate markets
- The relationship between technology growth, housing demand, and development
- Key infrastructure considerations including power, water, and industrial expansion
- Potential opportunities and risks for real estate investors
- Insight into long-term trends shaping Arizona's economic future

### Phoenix Real Estate Club

As part of AZREIA's annual July schedule, there will be no Phoenix Real Estate Club or subgroup meetings this month. We encourage members to join us for the All Chapters Online Meeting and one of our Investor Lounge Tour networking events taking place across Arizona throughout July.

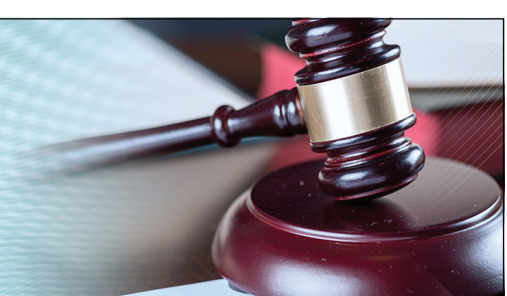


# AZREIA ADVANTAGE: CALENDAR OF EVENTS

Check [www.azreia.org](http://www.azreia.org) for the current schedule.

JULY MEETINGS	
<b>ALL CHAPTERS MEETING – ONLINE ONLY</b> Monday July 13 6:00PM	<b>Phoenix Real Estate Club</b> No Meeting in July
<b>JULY SUBGROUPS – NO SUBGROUPS WILL BE MEETING IN JULY! JOIN THE INVESTOR LOUNGE TOUR!!</b>	
<ul style="list-style-type: none"> <li>• AZREIA Investor Lounge Tour – Sedona Wed July 8 Redwall Lounge 6:00PM 2130 Shelby Dr Unit 1 Sedona AZ 86336</li> <li>• AZREIA Lounge Tour Tucson Wed July 15 Culinary Drop Out 6:00PM 2543 E Grand Rd Tucson, AZ 85716</li> </ul>	<ul style="list-style-type: none"> <li>• AZREIA Investor Lounge Tour – Prescott Thurs July 23 Founding Fathers 4:00PM 218 N Granite Street Prescott AZ 86301</li> <li>• AZREIA Investor Lounge Tour – Phoenix Thurs July 30 Magnums Cigar Lounge 6:00PM 731 E Union Hills Dr #B10 Phoenix, AZ 85024</li> </ul>
JULY SPECIAL EVENTS	
<b>INVESTOR TOUR LOUNGE</b>	
<p>Join AZREIA owners and real estate investors Michael &amp; Dominique DelPrete for the AZREIA Investor Lounge Tour, a relaxed summer networking series across Arizona. This July, we're stepping away from traditional meetings and bringing investors together in a more casual environment to connect, collaborate, and enjoy the summer while keeping momentum moving forward. Whether you're new to real estate or actively investing, come network with like-minded investors in Tucson, Phoenix, Prescott, and Sedona.</p>	
<b>UPDATED INFORMATION &amp; REGISTRATION ONLINE AT <a href="http://WWW.AZREIA.ORG/CALENDAR">WWW.AZREIA.ORG/CALENDAR</a></b>	

## LEGALLY SPEAKING



**Q:** My resident passed away. The resident's daughter came to the office, showing a power of attorney and asking that she be allowed to go in the unit and take all of the resident's belongings. Can I give her access?

**A:** The short answer is "no". A power of attorney automatically expires when a person dies. Therefore, the POA is no longer valid and you cannot rely on it. When a person dies, the only people you can work with to get the resident's

personal items are: (1) a person that is named as the emergency contact in the lease (assuming it is a residential tenancy and not an mobile home tenancy); and (2) a person that has gone to court and been named a personal representative. The only other person that you can potentially deal with, is a person that signs an affidavit of death, but that cannot apply until at least 30 days after death. You should always contact counsel when this issue arises.

– 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

## July 13, ONLINE All Chapters Meeting

- **Phoenix Market Update & Market Trends with Tina Tamboer** 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.
- \* **Tucson Market Update with Patrick Allen** Tucson Market Update, sharing current market trends, investment opportunities, and local insights from the Tucson real estate market. Investors will gain valuable perspective on market conditions, emerging opportunities, and factors impacting Southern Arizona real estate.
- \* **All Chapters Meeting ONLINE ONLY!!!** Main Presentation: Data Center Boom – What It Means for Arizona Real Estate Arizona is quickly becoming one of the nation's leading technology hubs, with billions of dollars being invested in data centers across the state. Join us for a discussion on the economic impact of these developments and the opportunities and challenges they create for real estate investors. From land values and industrial development to housing demand, infrastructure needs, and long-term growth trends, you'll gain practical insight into how data centers are shaping Arizona's future and what investors should be watching as these projects continue to expand across the state.



HOSTED BY MARCUS MALONEY & MICHAEL DEL PRETE

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

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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

**Contribute. Volunteer. Stay Connected**