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AUGUST 2021

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RHJ RENTAL HOUSING JOURNAL
INSIGHT FOR RENTAL HOUSING PROFESSIONALS

ARIZONA

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Circulated Monthly To Thousands Of Apartment Owners, Property Managers, On-Site & Maintenance Personnel

HUD Charges Landlord for Eviction Over Assistance Animal

Rental Housing Journal

A landlord who denied a tenant's request to keep an assistance animal due to her disability, and then retaliated by evicting her, has been charged with a Fair Housing Act violation.

The U.S. Department of Housing and Urban Development (HUD) said in a release that it is charging a landlord in Niagara Falls, New York, with violating the Fair Housing Act by denying a tenant's reasonable-accommodation request to keep an assistance animal in a no-pet building.

According to the details, HUD's charge alleges that the apartment-complex owner "refused to allow a woman with mental health disabilities to keep an assistance animal even though she provided him with a physician's letter attesting to her need for the accommodation. The charge alleges further that the owner refused to allow the woman to live with the animal and subsequently evicted her, claiming that the dog had displayed aggressive behavior and was not a legitimate assistance animal."

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Multifamily Rent Growth Reaching Unprecedented Levels

Rental Housing Journal

People moving around due to the pandemic and job changes or losses, government stimulus, and a hot housing market have all contributed to unprecedented levels of multifamily rent growth, Yardi Matrix says in its latest report.

"A slew of factors has pushed asking-rent growth across the country to levels not seen in decades," Yardi Matrix says in the multifamily report.

"Rent growth will not be able to continue at these levels indefinitely, but conditions for above-average growth are likely to persist for months," the report says.

Highlights of the multifamily rent-growth report include:

- Multifamily asking rents increased by 6.3 percent on a year-over-year basis in June. "This is the largest year-over-year national increase in the history of our data set," the report says.
- Rents grew an amazing $23 in June to $1,482—another record-breaking increase. Lifestyle rents are growing at a faster pace than Renter-by-Necessity rents, "something we have not seen since 2011 and another sign of a hot

See 'Migration' on Page 4

Crazy Landlord Times; Are We Near the End?

By David Pickron

Like many of you, I was blessed to experience the '80s as a teenager. The hair, the movies, and most of all the music, were iconic. One of my favorite bands was Journey, and I knew all their lyrics (and air-guitar solos) by heart. Just hearing Steve Perry hit the notes that only he could reach brings the memories flooding back. Unfortunately, he left the band in 1987 and through changes and challenges, things were never really the same for the band.

Similarly, our own industry was riding high in 2019, when we all looked like rock-star investors with a solid, proven rental base. Then COVID-19 hit (a real low note) and things just haven't been the same.

Hoping to return to form, here is what we have seen over the last month:

- The CDC extended the eviction moratorium to July 31, 2021 and alluded to the fact that there was no intention to renew it.
- A few days later the Supreme Court refused to take a case involving the moratorium, stating it would be expiring within 30 days and therefore

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Sponsored Content

The Case Study of a 1031 DST Specialist

By Steve Haskell
Vice President at Kay Properties and Investments

There are various strategies when using DSTs (Delaware Statutory Trusts) in a 1031 exchange. Some investments are as easy as a simple exchange from one property into a single DST. Other times DST's are used to invest leftover equity from an exchange so the investor is not taxed on leftover funds, called "boot". Investors will routinely use DSTs as a backup ID in case their target replacement property doesn't work out. And occasionally, Kay Properties will assist an exchanger to utilize all said strategies in one sophisticated effort to mitigate risk and defer as much tax as possible. Read on for the experience of a highly skilled 1031 DST specialist.

A real estate investor sold an investment property for approximately $2M. Roughly 25% of his property was leveraged. Therefore, $1.5M was sitting in his qualified intermediary account. He then contacted Kay Properties to pursue a partial 1031 DST exchange. The exchanger wanted to purchase a property on his own, but something smaller and easier to manage than the property he recently sold. He wanted to put part of his exchange into a completely passive DST option that would require no management on his part. The DST part was relatively easy. However, he was having a hard time finding a replacement property to own outright, and the 45-day clock was ticking. Kay Properties created a multifaceted strategy that supported the investor from a variety of angles.

First, the exchanger used the debt built into the DST to replace his mortgage. The Kay Properties representative created a DST portfolio for the investor with a loan-to-value of approximately 50% to match the exact debt required to satisfy the 1031 exchange regulation. The debt was non-recourse, meaning the investor did not need to apply or sign for the loan, nor did it show up on his personal balance sheet. This freed him up to purchase a smaller property to own outright without taking out a mortgage, which increased his probability of closing.

Next, the exchanger used a DST as a backup ID in case the target property did not work out. The due diligence period on the replacement property extended past the 45-day period. If inspections exposed an issue that compromised the deal, the exchanger would be vulnerable to over hundreds of thousands of dollars in taxes. However, since the Kay Properties representative advised the client to use a DST as a backup ID, the exchangers risk of a failed exchange was significantly mitigated.

Finally, Kay Properties assisted the investor to ensure there was no leftover equity by using the DST to invest the leftover boot. After the exchanger and the seller agreed on a price, he realized there was approximately $50,300 of exchange funds left over. Kay Properties found a DST to invest that exact amount to finish up the exchange.

When one has the knowledge and the assistance of a skilled DST 1031 specialist, an investor can mitigate risk and protect themselves from a failed exchange in a variety of ways. Through the assistance and guidance of Kay Properties, the exchanger in this case split funds into both DSTs and his own property, replaced his debt with a non-recourse loan, protected his exchange with a backup ID, and took care of the leftover boot. These high level DST skills often are not available to investors who choose to work with unaware financial planners with little-to-no understanding of real estate, 1031 exchange strategies and DST investments. Fortunately, the client was working with Kay Properties. If you are interested in learning more on how to use a DST to mitigate risk and defer taxes in your 1031 exchange, contact Kay Properties by registering at www.kpi1031.com.

About Kay Properties and www.kpi1031.com

Kay Properties is a national Delaware Statutory Trust (DST) investment firm. The www.kpi1031.com platform provides access to the marketplace of DSTs from over 25 different sponsor companies, custom DSTs only available to Kay clients, independent advice on DST sponsor companies, full due diligence and vetting on each DST (typically 20-40 DSTs) and a DST secondary market. Kay Properties team members collectively have over 115 years of real estate experience, are licensed in all 50 states, and have participated in over $21 Billion of DST 1031 investments.

This material does not constitute an offer to sell nor a solicitation of an offer to buy any security. Such offers can be made only by the confidential Private Placement Memorandum (the "Memorandum"). Please read the entire Memorandum paying special attention to the risk section prior investing. IRC Section 1031, IRC Section 1033 and IRC Section 721 are complex tax codes therefore you should consult your tax or legal professional for details regarding your situation. There are material risks associated with investing in real estate securities including illiquidity, vacancies, general market conditions and competition, lack of operating history, interest rate risks, general risks of owning/operating commercial and multifamily properties, financing risks, potential adverse tax consequences, general economic risks, development risks and long hold periods. There is a risk of loss of the entire investment principal. Past performance is not a guarantee of future results. Potential cash flow, potential returns and potential appreciation are not guaranteed.

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Better Times Ahead? Don't Stop Believin'

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there was no need to rule.

- The Consumer Financial Protection Bureau let all the credit-reporting agencies know that they better report evictions and delinquencies correctly or they will get sued. This was seen as a "shot across the bow" letting us know they will be watching closely; a scare tactic often used by Fair Housing and other government agencies.
- Several states passed legislation saying companies like ours cannot report evictions through 2022.
- Recently a congressional House panel went after four large corporate-housing providers, asking them to produce documentation on how they were able to evict 5,000 residents while there was an active eviction moratorium.

While we may be seeing the light at the end of the tunnel for the eviction moratorium, we are far from "business as usual." Our industry, and landlords specifically, will continue to be a target as this so called "housing crisis" is figured out. Notice I intentionally did not say until COVID is figured out. It's no longer about COVID-19, it's about a bigger problem that is not going away anytime soon.

Within this ever-changing landscape, every landlord can and must protect themselves by utilizing these five critical resources:

1. Turn to and trust professional attorneys for any issues between you and your tenants.

As investors we like to save money and handle situations by ourselves. While that is fine most of the time, in today's environment an attorney could save you money, time and aggravation. Their knowledge of federal, state, and local laws is something we can't possibly keep up with. City councils and state legislatures are passing laws to protect the tenant at breakneck speeds. For example, in Chicago, you cannot ask about criminal history until you have made a conditional offer of approval. Asking about criminal history on the initial application is a violation of a Cook County law and could cost you thousands of dollars. Your local landlord attorney will help you navigate these types of changes and save you money.

2. Take a fair-housing class.

The industry has seen more protected classes added this year around the country than any other year in the past. Know what you can and can't say in your online ads, over the phone, and in person. Make sure you understand the importance of a detailed written criteria and how to properly use an adverse-action letter. (We can provide you a sample if you email info@rentperfect.com). Some states now protect "source of income," so landlords now are required to take Section 8 housing and inherit the government as a business partner whether they like it or not.

3. Join a local REIA to learn about changes in law.

Most Real Estate Investment Associations (REIA) have attorneys and professionals that educate the association to ensure its members are up to date in their practices. If you do not have a local REIA in your area, search for investing or property-management podcasts. There are many professionals around the country who publish something weekly to help keep landlords up to date. Our Rent Perfect podcast drops every Tuesday and covers topics from top attorneys, tricks of the trade, solutions to current problems, and general management topics. You can find us wherever you get your podcasts.

4. Review your onboarding processes.

Are you getting the information you need to identify the tenant who will stay there for the next five years or longer?

- With so few evictions last year, consider requiring your potential tenants to provide 12 months' worth of bank statements to prove rent was paid to the current landlord, and look for deposits that match the check stubs and income amounts on the application.
- Always talk to the previous landlord (or two if possible). Sadly, some current landlords will lie to get a bad tenant out, so talking to another prior landlord is beneficial.
- Review your move-in procedure and ensure that it allows you to document the condition of the property at time of possession so you can prove whether damage was already existing or was caused by your tenant.
- Determine if it is time to accept rent online and have it deposited directly into your bank account. No more waiting for a check in the mail or partial payments.
- Explore new industry technology to see if you can eliminate any of those time-consuming tasks.

5. Take care of your current tenants who have paid you over the last year; they are worth keeping.

The tenant pool after the eviction moratorium ends will be teeming with risks you would rather avoid. A big game of musical chairs, or better yet, musical homes, is about to start. Retaining good tenants might mean upgrading your rental with new countertops or discounting the rent for a year. In the end, this strategy will pay for itself. Congratulations on having that great tenant, not everyone had that luxury.

Every investor is asking this question right now: Will we ever get back to normal?

In those immortal lyrics from Journey, "Don't Stop Believin'." Believe that it might be a while. Believe that we might need to create and accept a "new" normal. Believe that even with new COVID variants you will survive. Believe that you are still working in the greatest business in the world and controlling your destiny. Believe and focus on what you have and what you know. Believe that there will be more surprises through 2021 and moving forward. Most of all, believe that together we can weather any storm.

David Pickron is president of Rent Perfect, a private investigator, and fellow landlord who manages several short- and long-term rentals. Subscribe to his weekly Rent Perfect podcast (available on YouTube, Spotify, and Apple) to stay up to date on the latest industry news and for expert tips on how to manage your properties.

Migration, Stimulus and Hot Market All Driving Growth

Continued from Page 1

- year-over-year pace.
- "To be clear, the increases represent growth in what landlords are asking for (in) unleased apartments. Increases are smaller for tenants that are rolling over existing leases."

Three big factors are pushing rent growth:

1. Migration

Job loss during the pandemic plus the ability to work from home meant lots of people moving around. Rents are growing rapidly in both the Southwest and Southeast. Phoenix is up 17 percent, Tampa and the Inland Empire in California are up 15.1 percent. Not far behind are Las Vegas at 14.6 percent and Atlanta at 13.3 percent. "These metros were lower cost compared to larger gateway metros, but with double-digit rent increases the affordability of these metros has begun to decline," Yardi Matrix said in the report.

2. Government stimulus

Government stimulus checks, enhanced unemployment benefits and more than $45 billion of direct renter payments have all helped to prop up the multifamily industry. "All of this stimulus led to consistent levels of collections across the country," the report says.

3. Hot housing market

The S&P Case-Shiller Index shows home prices are up 14 percent year-over-year through June. "Many potential home buyers have been forced out of the market, and in turn, decided to rent an apartment for another year. Another pressure on the cost of housing is the lack of new supply. The United States is on track to build 1.5 million units in 2021, according to the Census Bureau, but that will not be enough to satisfy the demand for housing," Yardi Matrix said in the report.

Yardi Matrix researches and reports on multifamily, office and self-storage properties across the United States, serving the needs of a variety of industry professionals. Yardi Matrix Multifamily provides accurate data on 18+ million units, covering more than 90 percent of the U.S. population. Contact the company at (480) 663-1149.

Investments Growing in Single-Family Homes Built for Rental

Rental Housing Journal

Many investment groups are getting into the growing single-family rental market with build-to-rent communities, a segment rejuvenated due to COVID-19, Yardi Matrix reports in a special bulletin.

"Increasingly, the way institutions are growing their presence is to build their own communities. Some 12 percent of new single-family construction in 2021 is being done for rentals," according to John Burns Real Estate Consulting.

"With so much capital looking to invest in the sector and the demand for rentals rising, we would expect build-to-rents to increase rapidly for at least the next several years," the report says.

The trend of build-to-rent by large institutional investors started after the housing bubble and crash in the early 2000s. The pandemic has revived this niche segment, as homebuilders are now working to develop the single-family homes-to-rent market.

The pandemic created this growing niche, the report says, because "Families wanted more space and the privacy of a detached home, but without the inherent limitations of a mortgage and homeownership."

Yardi Matrix says this desire by families for more space and privacy without a mortgage "has prompted many institutional players to jump into the niche, with more than $10 billion allocated to the sector by institutions over the last few years, according to corporate announcements and news reports."

While there are challenges to build-to-rent, such as finding enough available land to put together a large group of homes, there are also advantages, such as:

- Ease of managing properties close together
- Renters preferring a new home and willing to pay more for it
- Control of the construction and quality of homes

Yardi Matrix says this niche of build-to-rent "does offer a more stable environment in which to grow. Although much can still go wrong and space to build remains limited, there are advantages.

"It enables investors to control the product from start to finish, to create a 'brand' as opposed to a random pool of assets, to concentrate a larger number of holdings in fewer locations, and possibly to improve liquidity by adding to the potential number of market participants.

"As such, build-to-rent is likely to flourish in the next economic cycle," write Paul Fiorilla, director of research, and Casey Cobb, senior analyst, with Yardi Matrix.

Build-To-Rent Community Coming to South Mountain

Rental Housing Journal

A build-to-rent developer is now pre-leasing 72 single-family homes designed as rentals near South Mountain in Phoenix with attached two-car garages and fenced back yards.

The new community built by Curve Development, called Cyrene at South Mountain, is located just west of 16th Street and north of Baseline Road. The development is part of 3,500 rental homes the company has in the developmental pipeline, spread across 26 communities in multiple states, according to a release.

The community is estimated to be complete by the first quarter of 2022.

Cyrene at South Mountain will offer three- or four-bedroom design plans featuring multiple modern farmhouse-style elevations. Inside a gated community, each home has an attached two-car garage and a fully fenced private back yard. The three-bedroom homes start at $2,400 a month rent, the four-bedrooms start at $2,665 a month rent. Two plans have one unit still available; the other three plans are waitlisted.

Community amenities include a private dog park, a ramada with barbecue, a multi-purpose event lawn, outdoor seating with fireplace and more.

The homes feature SMART home technology and covered patios with views of South Mountain. Each single-family detached home is pet-friendly with a dog door.

For more information about Cyrene at South Mountain, visit https://cyreneatsouthmountain.com/.

Curve Development is a national developer/builder based in Arizona developing single-family rental projects coast to coast. It is funded by JEN Partners, LLC, a New York-based private equity fund.

Corporate Landlords Must Explain Evictions During Moratorium

Rental Housing Journal

A House panel studying evictions during the COVID-19 moratorium has asked four large corporate landlords to explain and provide documentation on 5,000 evictions they filed, according to *The Washington Post*.

Invitation Homes, Pretium Partners, Ventron Management, and the Siegel Group were all asked to provide documentation on evictions filed while the federal eviction moratorium was place, in letters sent from Rep. James E. Clyburn (D-S.C.), the Select Subcommittee on Coronavirus Crisis panel's chairman to the landlords.

Some of these companies "refused to accept rental-assistance funds" as an alternative to eviction, the letters stated, while others have accepted funds and moved to evict families anyway. As a result, such practices have had a "substantial negative impact" on struggling American families, the letters said, according to The Washington Post.

The Federal Trade Commission (FTC) and Consumer Financial Protection Bureau (CFPB) on March 29 announced they would investigate evictions by "private equity firms" and "major multistate landlords," amid "reports that major multistate landlords are forcing people out of their homes despite the government prohibitions or before tenants are aware of their rights."

The Las Vegas Review–Journal in June reported on The Siegel Group. *The Review-Journal* investigation found The Siegel Group had evicted hundreds of tenants at its Siegel Suites and Siegel Select during the pandemic last year. The Siegel Group declined comment. The House panel cited the newspaper's reporting in letters from Clyburn to company CEO Stephen Siegel, informing him of the inquiry.

The Private Equity Stakeholder Project (PESP) published a report in April detailing how Progress Residential and Front Yard Residential, owned by the private equity firm Pretium Partners, have filed to evict more than 1,300 residents during the COVID-19 pandemic, with the companies filing most evictions after the Centers for Disease Control and Prevention (CDC) Eviction Moratorium went into effect in September 2020.

In "Pandemic Evictor: Don Mullen's Pretium Partners Files to Evict Black Renters, Collects Billions From Investors," PESP writes that despite the CDC Eviction Moratorium that took effect on September 4, 2020 and was later extended, Progress Residential and Front Yard Residential have filed to evict growing numbers of residents. Pretium Partners is the top evictor since the beginning of the year within the seven states that the Private Equity Stakeholder Project has been tracking.

The companies filed more than 500 eviction actions in the first 10 weeks of 2021. Almost half (246) of these filings were in two Georgia counties – DeKalb and Clayton – which have majority Black populations.

Also, Sen. Sherrod Brown (D-OH) has asked for answers from a corporate landlord according to an NPR report after the report by PESP found the firm has been filing for eviction much more often in predominantly Black neighborhoods during the pandemic.

"While evictions can have long-lasting, damaging effects on renters in normal times, they are especially troubling during a pandemic where safe, stable housing can literally mean the difference between life and death," Brown wrote in his letter to Don Mullen, a former Goldman Sachs partner and founder and CEO of Pretium Partners, NPR reported.

In response to Brown's letter, a spokesperson for Pretium Partners said in a statement that the company can "unequivocally confirm that no individual covered by a valid CDC declaration has been evicted from our properties."

Average National Monthly Rent Tops $1,500 for 1st Time

Rental Housing Journal

The average monthly rent hit $1,513, topping the $1,500 mark for the first time in 150 metros that were reviewed, according to the National Apartment Association (NAA).

In addition to rents, occupancy and demand are also at all-time highs.

"According to separate reports from RealPage, all three have surged forward to levels last recorded in at least the early 2000s," the NAA says in the report.

"I think we're going to see increases for the next 12 to 18 months," said Robert Pinnegar, president of the National Apartment Association, in an interview with *The Washington Post*.

"We've never had three generations in the rental housing space, at least not in the numbers we're seeing now," Pinnegar said.

Here is what is going on with those three indicators:

- NAA reported that nationally, asking rents increased 2 percent in June and are up 6.3 percent year over year—the largest 12-month growth since 2001.
- Occupancy is at 96.5 percent, the highest it has been since the later part of 2000.
- Demand also skyrocketed in the second quarter from the same time last year, with the biggest quarterly jump in RealPage's database dating back to the early 1990s.

The RealPage report says of the 150 largest metros reviewed, 113 saw an annual rent growth increase of least 5 percent. Larger locations with at least 100,000 apartment homes—Phoenix, Las Vegas and Atlanta, among others—witnessed double-digit annual rent growth.

New apartment construction continues in many parts of the country. It is unclear what the impact of new apartments coming online will be on demand in the future.

Greg Willett, RealPage economist, said in the report that annual growth in effective asking rents comes in at more than 10 percent in 53 of the country's 150 largest metros, including 13 spots where year-over-year price increases are at 15 percent or more.

Willett said Boise, Idaho posts the most aggressive annual rent growth in that 150-metro group of markets, with pricing there up 21.2 percent. In larger cities with at least 100,000 apartment units, Phoenix registers 19.2 percent annual rent growth, and Las Vegas rents are up 16.7 percent. Other big markets recording yearly price increases that top 15 percent are West Palm Beach, Riverside/San Bernardino and Tampa.

Sponsored Content

Three Reasons Investors Target Real Estate

By Evan Polaski
Investor Relations Manager / Ashcroft Capital

Two common forms of investment strategies that smart investors use to grow their wealth with passive income include creating a diversified portfolio of stocks and investing in real estate. While investing in the stock market is beneficial for numerous reasons, investing in private market properties like multifamily provides several advantages. Here are three important reasons why some investors prefer multifamily private placement investments over stock market investments.

No. 1 - Lower Volatility

Stocks can have a volatility that's not found with most private placement offerings. Real estate provides a long-term cash flow provides passive income and the promise of appreciation[1].

The stock market is particularly vulnerable to several different forms of risk, which include economic, inflationary, and market risks. This volatility can occur because of company-specific or geopolitical events. The real estate market across the U.S. has been strong for more than a decade. Since 2010, the national housing market added $11.3 trillion in value – a more than 50% increase[2].

No. 2 - Your Gains Can Be Deferred

If you sell a property that you've invested in and put the proceeds towards purchasing a similar property, your capital gains taxes can be deferred to a later date, which is called a 1031 tax-deferred exchange[3]. During this process, a qualified intermediary will hold the proceeds from the sale until the money can be transferred to the other property's seller. Engaging in a 1031 allows you to avoid the 15-20% long term capital gains tax rate[4].

No. 3 - Can Be Used As Hedge Against Inflation

Over time, the value of a dollar increases as a result of inflation. While the value of currency will invariably increase over time, the rate of inflation isn't always consistent. As inflation rises, the cost of everything goes up, including real estate[5]. When property values increase, the property owner can charge more for rent, which ensures a higher revenue stream. By keeping pace with inflation, you gain an advantage that is difficult to obtain with stock market investments.

It's never too early to start generating passive income. Placing some of your money into multifamily private placements could help you balance your portfolio and reduce the potential for losses. To assist you on this journey, download this free 20-page guide to Understanding Real Estate Private Placements.

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For more information, contact Evan@AshcroftCapital.com or visit the website at www.AshcroftCapital.com/nreia.

1 Investopedia. "Reasons to Invest in Real Estate vs. Stocks"
2 Zillow. "Recovery Added $11.3 Trillion to U.S. Housing Value in the 2010s."
3 Internal Revenue Service. "IRS 1031 Exchange."
4 Investopedia. "1031 Exchange Rules: What You Need to Know."
5 Forbes. "How Buying a House Can Hedge Against Inflation.

Landlord Charged for Eviction Over Assistance Animal

Continued from Page 1

During a hearing, according to the HUD complaint, an attorney for the tenant presented a new assistance-animal letter from a mental health professional that stated the tenant was a "person who suffers from a psychological impairment which substantially limits her ability to concentrate … and her dog currently provides emotional support by improving motivation through emotional bonding which successfully ameliorates the effects of her disability."

The letter went on to say the mental health professional prescribed that the tenant "be permitted to live with an emotional-support animal in her dwelling, despite any rules, policies, procedures or regulations restricting or limiting animals, and be provided any other reasonable accommodations in housing."

The charge alleges that as a result of the landlord's actions and the eviction the tenant "suffered actual damages, including eviction, loss of housing opportunity, out-of-pocket expenses, emotional and physical distress, as well as embarrassment and humiliation."

The Fair Housing Act prohibits housing providers from discriminating against individuals with disabilities, including refusing to make reasonable accommodations in policies or practices when such accommodations may be necessary to provide such individuals an equal opportunity to use or enjoy a dwelling. This includes permitting persons with disabilities to have service or assistance animals. It also means that a housing provider that has a no-pets policy must waive it for a resident or prospective resident who needs an assistance animal because of a disability.

"Assistance animals provide invaluable support for persons with disabilities, including allowing them to fully utilize and enjoy the place they call home," said Jeanine Worden, HUD's Acting Assistant Secretary for Fair Housing and Equal Opportunity, in the release, adding the action "sends a loud and clear message to housing providers that HUD remains committed to ensuring that they meet their obligation to comply with the nation's fair-housing laws."

Monthly Meeting Schedule for the Arizona Real Estate Investors Association

PHOENIX MEETING
MONDAY, AUG. 9, 2021
5:45 P.M.

CELEBRITY THEATRE
440 N 32ND STREET
PHOENIX, ARIZONA 85008

The Phoenix meeting is held on the second Monday of the month. These meetings are full of education, information, and networking.
Open Networking: The perfect time to get checked in to the event and chat with other local real estate investors in attendance.
Market Trends and Outlook: Your up-to-date analysis on the trends in national, regional, and local areas. Come find out where the market is heading – valuable information no real estate investor should do without.
Association Update: Find out about what's happening at AZREIA, how to best leverage your membership benefits, and get the best prices on upcoming events!
Trade Show, Networking and Guest Orientation: Spend time meeting AZREIA business associates and other investors and build your team. (Live meetings)
Market Update for Fix ands Flip and Rentals: Full analysis of fix & flip and rental markets. Plus, the latest market news affecting your business.
Main Presentation: This presentation features a national or local panel of experts on general topics such as fix and flip, buying notes, private money lending, marketing strategies, buying land or commercial/multi-family property. These are "you can't afford to miss" meetings.

TUCSON MEETING
TUESDAY, AUG. 10, 2021
5:45 P.M.

TUCSON ASSOCIATION OF REALTORS®
2445 N. TUCSON BLVD, ARIZONA 85716

The Tucson meeting is held the Tuesday after the Phoenix monthly meeting each month. These meetings are full of education, information, and networking.
Investor-to-Investor
Networking and Dynamic Haves and Wants are an important part of the Tucson AZREIA meeting. This is your chance to meet local investors, ask for what you need, and share what you have. **Deal of the Month** is your chance to find out what your local investors are doing and how they are doing it. Don't miss this opportunity!
Open Networking: The perfect time to get checked in to the event and chat with other local real estate investors in attendance. (Live meetings)
Local Market Update: The latest in trend analysis for the U.S., Arizona and Greater Tucson area, including existing homes, new homes, foreclosures, REO, short sales and traditional sales. What investment strategies are working and why? This is must-know information for the serious real estate investor.
Main Presentation: This presentation features a national or local panel of experts on general topics such as fix and flip, buying notes, private money lending, marketing strategies, buying land or commercial/multi-family property. These are "you can't afford to miss" meetings.

The cost for meetings is $10 for AZREIA Members and $20 for guests. PLUS members can attend free of charge.
Please refer to the website www.azreia.org closer to the meeting time for up-to-date information on meeting place/format and agenda.

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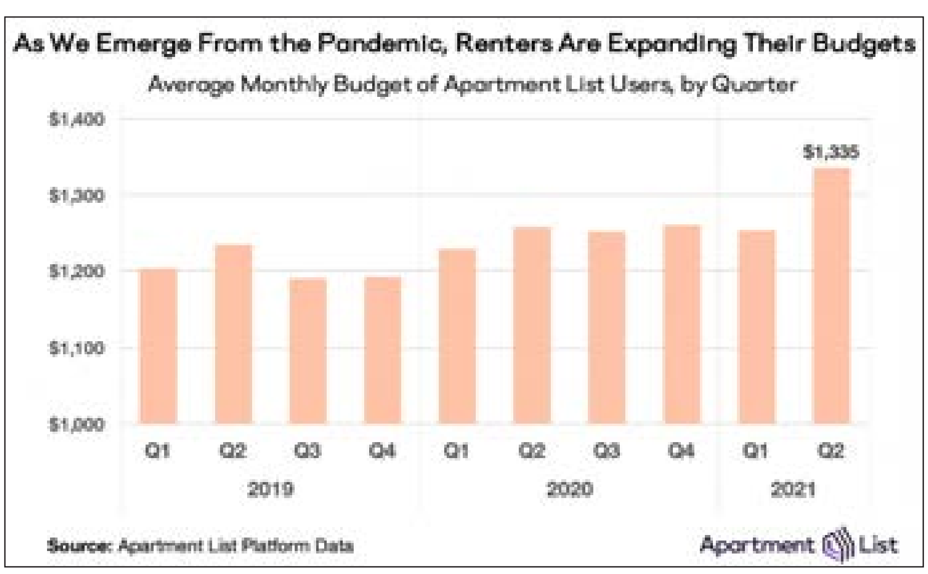

Out-of-Towners Outbidding Local Renters in Phoenix

Rental Housing Journal

So many out-of-town people are moving to and searching for apartments in Phoenix that they are putting pressure on rent prices for local people, according to a report from Apartment List.

"This migration flow is putting pressure on local rent prices because these movers have budgets that are 10 percent higher than the existing residents who are also searching for a new apartment," Apartment List says in the report.

On average, Phoenix residents looking for a new home have a monthly budget of $1,213, while renters searching from a different metro have a budget of $1,332.

"Our newest Quarterly Migration Report finds that not only are more people moving, but movers today have higher incomes and higher budgets than ever before. This is putting added pressure on already-competitive markets and contributing to rising rent prices across the country," the report says.

Rents in Phoenix have increased by $200 overall in the last year.

In Yardi Matrix's latest multifamily report, the company says "many people moving into Phoenix are coming from higher-cost locations, where they are accustomed to higher rents. But for longtime residents of Phoenix, the swift price increases are driving them to downsize or find a lower-cost location to live."

This migration to Phoenix is coming largely from higher-cost California, the report says.

The single-family housing market is performing equally as strong as the rental housing market, with prices up almost 22 percent on a year-over-year basis, according to the S&P Case Shiller Index.

Limited new supply in Phoenix is one factor contributing to the spike in rental and home prices. As of June, 3.2 percent of stock had been delivered in the last 12 months. "Even though this falls in the top 10 of our 30 largest metros, it is not enough to keep up with the demand," Yardi Matrix said in its report.


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