

POCKET GUIDE TO ARIZONA REAL ESTATE (GREATER PHOENIX AREA)



YOUR PREMIER TEAM™
ARIZONA REAL ESTATE

RE/MAX
EXCALIBUR

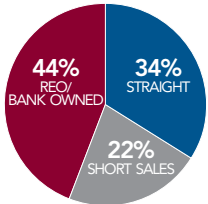
WHY BUY PHOENIX METRO RIGHT NOW?

- Median Sales Price 2010: \$131,000
- Double Digit Cash on Cash Returns for Rental Properties
- Low Property Taxes (ie. 1,900 sq. ft. SFH, 3/2 in prime area = \$1,670 / yr.)
- Low Vacancy Rates
- No Earthquake, No Hurricane Insurance
- No Excise Tax when you sell
- No Supplemental Tax When Purchasing
- 300+ Days of Sunshine per year
- Average Temperature ranges from 63° – 87° F
- Phoenix Cardinals NFL, Phoenix Suns NBA, Phoenix Coyotes MLH, Arizona Diamondbacks, MBL & MLB Spring Training
- 250+ Golf Courses, 100+ Spas, World Class Shopping & Restaurants

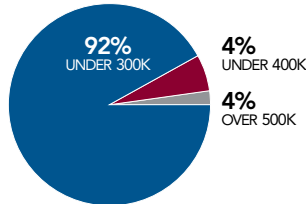
MARKET SNAPSHOT

WHAT'S SELLING?

TYPES OF SALES



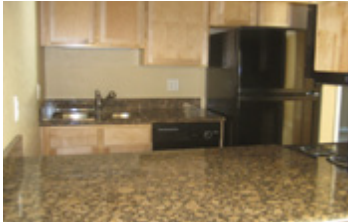
PRICE RANGES



- Month Supply of Inventory: 6.68mo
- 45,353 total residential listings
- Average sales per month: 6,500
- Average list price has fallen \$33,000 per listing from Dec. 2009 – Dec. 2010 due to 66% of market being distressed sales

TIPS FOR CANADIANS BUYING REAL ESTATE IN ARIZONA

- **The importance of having a U.S. Bank account**
 - Open a U.S. Bank Account or have your Canadian Bank with U.S. Subsidiaries establish an account for you (ie. Royal Bank of Canada, Bank of Montreal, TD Canada Trust, ATB Financial). In the U.S. our banks will have you fill out a W8Ben (which will report interest to your Canadian Bank)
- **Establishing credit or getting a U.S. Loan**
 - If you are interested in getting a loan in the U.S., obtain your own credit bureau file in Canada (Equifax Canada 1-800-465-7166; TransUnion 1-800-663-9980). Obtain an Individual Tax Identification Number (Go to www.irs.gov; choose W-7 Non-Resident TIN. The W-7 will require certification from the American Consulate or an IRS Approved Acceptance Agent. Mail W-7 to: IRS-Austin Service Center ITTN Operation, PO Box 149342, Austin, TX 78714-9342
- **Withholding tax - any property that sells above \$300,000**
 - When you sell you are subject to 10% withholding tax of the total sales proceeds which will be remitted to the IRS. The IRS will need your Tax Identification Form. File for 8288B to reduce the level of withholding tax (file by the 20th Day after the sale date.). File 1040NR - due by June 15th the year following the sale. **Note:** both forms found on www.irs.gov This withholding tax can be refunded by your CA/ CPA if it exceeds your tax liability when you file a U.S. income tax return (see above 1040NR).
- **Rental taxation**
 - If your vacation property does not generate net rental income- then you will not need to file with the IRS or state of Arizona
 - If your vacation property does generate net rental income, file form 1040 NR with Schedule E by June 15 of each year and compute gross rents minus your expenses. A state Tax return will also need to be filed. * check with AZ financial planner or CPA for current AZ rental tax.
 - Include your W-7 Form or your Tax Identification Form



PHOENIX

\$95,000 • 1 bed / 1 bath
2007 Build

Guaranteed rent for 1 year at \$650mo.
Seller will pay HOA dues for 1 year.



CAVE CREEK

\$225,000 • 5 bed / 2 bath
2008 Build

Valley Ranch



SURPRISE

\$159,000 • 5 bed / 4 bath
2004 Build

4 car garage.



PHOENIX

\$150,000 • 2 bed / 2 bath
2007 Build

1,178 sq. ft. Guaranteed rent back
\$750mo for 1 year & HOA dues paid for
1 year.



MESA

\$134,000 • 3 bed / 2 bath

- No HOA
- RV Gate



SCOTTSDALE

\$89,000 • 2 bed / 2 bath
1981 Build • Condo

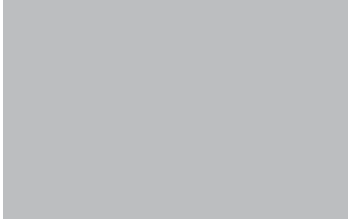
Granite



SCOTTSDALE

\$89,000 • 2 bed / 2 bath
Condo

Close to the Paradise Valley Mall



AVONDALE

\$84,000 • 4 bed / 3 bath
2007 Build

1,178 sq. ft. Great room, bulk sales
luxury, Grayhawk



PARADISE VALLEY

\$1,995,000 • 5 bed / 5 bath
6,500 sq. ft. • 1 acre • 2006 Build

Swimming pool.



PHOENIX

\$1,583,000
15 (1 bed condos) • 1 (2 bed condo)
2007 Rebuild

New plumbing, copper wiring, professionally managed HOA.



GRAYHAWK

\$515,000 • 4 bed / 3 bath
1995 Build

Swimming Pool, south facing, wood floors, Scottsdale key zip code 85255



SCOTTSDALE

\$375,000 • 5 bed / 3 bath
2007 Build

Swimming pool, 3 car garage.



GRAND LAKE, COLORADO

\$1.25M • 4 bed / 2 bath

Can rent for 3-5K per week. Lake front view and access.
3% of total sales price agent referral fee.



POLSON, MONTANA

\$700,000 • 3 bed / 2 bath

Water and mountain views.
3% of total sales price agent referral fee.



SAN DIEGO, CALIFORNIA

\$650,000 • 3 bed / 2 bath
Condo

Located at mission beach, feels like Maui, Hawaii.
25% agent referral fee

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