

# BUYING IN ARIZONA



## What you need to know

Engel & Völkers has participated in billions of dollars of transactions around the globe. Our team of real estate advisors, our administrative team and network of real estate professionals are experts in all around property ownership in Arizona. Read on to learn more about our process to purchasing property in Arizona and the simple steps involved. For non-residents of Arizona interested in purchasing / investing real estate:

**Step 1:** We will connect you with our preferred legal partner and our Cross Border mortgage specialists to put the necessary financing pieces in place. There are various scenarios our team will run through for your particular situation. For some of you, this is your very first cross border purchase, and for others, this is a global expansion of multiple properties. Our team of legal experts will help you decide whether the property purchase should go into your personal name, a trust, or a corporation/holding company.

**Step 2:** Once pre- approved by our Cross Border Financial Experts, our Arizona team, and private office advisors of Engel Volkers Scottsdale, will connect with you and begin evaluating properties and financial data with you to begin getting a sense of the Arizona market and how the process will look like moving forward. What are the best hotspots to invest for cashflow & ROI, and why?

**Step 3:** Property hunting, it's time for you to review the top investment opportunities with our team and begin submitting offers to get your next deal under contract. We have options for long term cashflow properties, short term Airbnb/VRBO properties, first access pre- construction opportunities, multi family, and rehab projects also known as the BRRR strategy. We will discuss which of these options is best for you depending on your real estate goals and timeline. What happens once you have an accepted contract in hand?

**Step 4:** Within 24 hours of an accepted contract, you will wire your earnest money to the designated title company. Your mortgage underwriter will send complete mortgage documents to the title company. The title company is in communication with your lender. We also suggest ensuring your appraisal is arranged well ahead of closing to avoid any scheduling conflicts in a busy market.

**Step 5:** Hands off property management allowing you to relax and visit only when you want to. As we hone in on the final details preparing for close, our team will supply all the necessary contacts needed to prepare your home for day 1 of possession. We have secured an exclusive partnership with the best, most reliable property management so you feel comfortable with your cross border investment and can reap the rewards with a professional caretaker & cleaning crew, and simple breakdown of monthly revenue with expense tracking that will keep you organized yet earning plentiful cash flow.

Cheers to global investing !