



THE BUYER'S GUIDE • 2026

Buying a Home in *Arizona*

A third-generation broker's guide to purchasing with confidence — from first search to closing day.

Barré & Company Realty

AZ Lic. #LC722056000

CA DRE #01786835

Designated Broker: Olivier L. Barré

Welcome to *Arizona*

Buying a home is one of the most significant decisions you will make — and in a market like Arizona's, having the right guide makes all the difference. This guide walks you through the process from start to finish, so you know what to expect at every step.

Why Arizona

Arizona has become one of the most sought-after destinations in the country, drawing buyers with its combination of lifestyle, climate, and financial advantages. The state offers a flat 2.5% income tax, no estate or inheritance tax, and property tax rates well below the national average — a powerful draw for relocating families and investors alike.

Beyond the numbers, buyers come for the lifestyle: 300-plus days of sunshine, world-class golf and dining in Scottsdale, the red rocks of Sedona, the prestige of Paradise Valley, and the explosive growth of the greater Phoenix metro.

A NOTE FROM OLIVIER

Local Knowledge Is Everything

Every neighborhood in Arizona has its own character, value drivers, and quirks — from guard-gated premiums to view corridors to flood-irrigation rights. As a third-generation, dual-licensed broker, my job is to translate that knowledge into the right home at the right price for you.

How Buying *Works*

Buying a home follows a clear sequence. Knowing the steps in advance removes the stress and helps you move decisively when the right property appears.

1 Get Pre-Approved

Before you shop, speak with a lender to understand your budget and strengthen your offers. In competitive segments, a pre-approval letter is essential. Cash buyers should be ready to show proof of funds.

2 Define Your Search

We'll clarify your must-haves, preferred markets, and lifestyle priorities — then set up a tailored search so you see the right listings first, including off-market opportunities.

3 Tour & Evaluate

We view homes together (in person or virtually), assessing not just the property but the neighborhood, value relative to comparable sales, and long-term resale potential.

4 Make a Strong Offer

I'll prepare a competitive, well-structured offer backed by current market data — balancing price, terms, and contingencies to protect you while standing out to the seller.

From Contract *to Keys*

5 Due Diligence & Inspections

Once under contract, we conduct inspections, review disclosures, and verify everything from the roof to the HOA. This is where deep local knowledge protects you from costly surprises.

6 Appraisal & Financing

Your lender orders an appraisal and finalizes your loan. We manage the timeline and renegotiate if issues arise.

7 Closing

We review the final figures, complete the walkthrough, sign, and you receive the keys. I stay involved through every signature.

Budgeting Beyond the Price

Smart buyers plan for costs beyond the purchase price. These typically include:

- Closing costs (lender fees, title, escrow, recording)
- Property taxes — Arizona's effective rate averages around 0.47%, well below most states
- HOA dues, especially in gated and master-planned communities
- Homeowner's insurance and any move-in improvements

We'll give you a clear, realistic estimate up front so there are no surprises.

Arizona's *Markets*

Arizona is not one market but many. Here is a quick orientation to the areas we serve, so you can begin to picture where you belong.

MARKET	KNOWN FOR
Scottsdale	Luxury, golf, dining
Paradise Valley	Estate privacy, prestige
Sedona	Red rocks, wellness, STR
Phoenix Metro	Value, growth, scale
Verde Valley	Wine country, value

Within each market, individual neighborhoods vary enormously. We maintain detailed guides to communities like Silverleaf, DC Ranch, Troon, Desert Mountain, Arcadia, and many more — all available on our website.

RELOCATING FROM CALIFORNIA?

We Specialize in the Move

As dual-licensed Arizona and California brokers, we coordinate your California sale and Arizona purchase in parallel — ask for our dedicated California-to-Arizona Relocation Guide.



Let's Find *Your Home*

When you're ready — whether that's today or a year from now — I'd be honored to guide you through it.

Reach out for a no-pressure conversation about your goals.

Olivier Lessing Barré · Designated Broker

480-256-9227 · hello@barreproperties.com

barreproperties.com

Barré & Company Realty LLC · AZ Lic. #LC722056000 · CA DRE #01786835

This guide is for general informational purposes only and is not legal, tax, or financial advice. Consult qualified professionals for your situation.