

# Phoenix Rental & Cash Flow Properties

Receive great returns of your investment dollars

## ***A BUYING OPPORTUNITY OF A LIFETIME***



During the first half of the previous decade, easy credit and speculative excitement worked to make houses increasingly expensive in Phoenix, Arizona. However the subsequent Real Estate Crash in home prices has tipped thousands into foreclosure— helping to restore affordability to this once inflated market. In fact, there hasn't been a better time to buy real estate in Phoenix since the market crisis in the late 1980s. For many would-be home buyers, this historic boom and bust has been a blessing in disguise.

This home Sold in 2006 for \$280,000. We purchased it for **\$137,000**. It **Rents for \$1,195** & we receive **\$848 Positive Monthly Cash-** that's **7.22% ROI monthly**.

Because of our strong dollar, Canadians have a winning hand and can profit even more from the current market downturn; however, the window of opportunity may not last long as many of the compelling factors are already beginning to fade. In fact, recent data has shown that there has been a lot of competition & current prices steady. In the last 8 months, the listing inventory for the Metro Phoenix area has dropped 37% & the sales are up 55%. As well, foreclosures are slowly decreasing. There are still many undervalued properties available on the market, but the buying opportunity is here & the time to act is NOW. We are continuing to acquiring awesome deals that pay a great return on a monthly basis. **My team in Phoenix is available to help you acquire these great deals & they will manage them for you.**

## **Top 5 Reasons Why Canadians Should Buy Now:**

**1** **Phoenix, AZ is on Sale!** Home prices are at a huge discount compared to peak levels. The average sales price for a single family home in Phoenix is \$114,038 or a 59% decrease over last few years at \$281,306. (Primarily due to over supply of homes, tight lending, economic recession and high rate of foreclosures) In many cases, it is even possible to purchase a property for less than its replacement cost. More importantly, the drop in prices has helped make housing affordable again for many buyers & investors who are taking advantage stand to make a killing. From the fourth quarter of 2005 to the third quarter of 2009, the price-to-income ratio –a key measure of housing affordability– was cut in half.

**2** **Strong Canadian dollar:** The Canadian dollar has significantly appreciated versus the U.S. dollar in the past 12 months (up 25%) and is now trading at close to par. This means that in relative terms, a house in Phoenix that cost you \$300,000 Canadian in early 2009 would only cost you \$240,000 Canadian today! That's just due to the exchange rate & doesn't factor in the price drop in housing from the other factors highlighted above. Now is a great time to consider converting over funds while the Canadian dollar is strong.





**3 Positive Cash Flow:** Yes, the numbers make sense in Phoenix. For example: A home we acquired was purchased July 15, 2010 for \$137,000 & now rents for \$1,195/mo. That's serious "Cash Flow". In other words, it is very possible to achieve monthly rates of return between 6-9% & above. Yes it is an amazing market to invest in to build or diversify your real estate portfolio.

**Speak to us TODAY on how we can help you!**

**4 Long-term Capital Appreciation:** It is known that real estate markets are local in nature and that prices tend to go up in cities that attract new residents. Phoenix has had one of the largest **population migrations** in the U.S. since the year 2000 and substantial growth is projected to continue for the next several decades. In fact, nearly 100,000 new residents move to Phoenix, Arizona every year! With the **retiring "Baby Boomer" generation**, which represents about **1/3 of the country's population**, Phoenix will likely become more and more popular in the years to come as it is among the most **desired locations for Americans** & Canadians to migrate to upon retirement.

**5 Low Cost of Living and Beautiful Weather:** There are two main reasons attracting people to Phoenix: affordability and weather. A couple of distinct advantages Arizona has over the Florida and California markets are lower average prices, and the big one, much lower taxes. Arizona has by far the lowest tax rate on the purchase, carry, and sale of real estate assets. Additionally, Florida has extremely high homeowner's insurance rates when compared to Arizona. With one of the lowest costs of living compared to other major cities, and all of the amenities one would expect in a modern metro area, Phoenix Arizona is an excellent location for business and residents to make home. As far as the weather is concerned, Phoenix Arizona averages over 300 days of sunshine per year and attracts a large snowbird (Canadians) contingent as well. In a recent survey of U.S. cities, Phoenix Arizona ranked 5th highest in overall resident happiness!

**Don't wait to buy Real Estate! Buy Real Estate and wait!**

There is no way to know for sure when absolute bottom is reached nor is it important. As long as you get on the ride NEAR the bottom. We may be in that phase right now. It seems like 2009 saw the low end of the market begin to turn around & a loose bottom seems to have been reached for properties in certain parts of The Valley & in certain price levels. Supply is now rapidly declining at the low end of the market. So take advantage NOW, while the real estate market is floundering near the bottom. Don't get caught up in the elusive game of trying to time the bottom because it's almost impossible!

## How do I invest in the Phoenix market?

Many Canadians are apprehensive about investing in a market they don't understand, in a city thousands of miles away. This is not a problem. **THE PEOPLE I WORK WITH DO EVERYTHING FOR YOU INCLUDING MANAGING THE PROPERTY if that's what you choose!**

**How does this work?:** Feel free to contact me and I can explain what I am personally doing to acquire wealth with Phoenix Real Estate.

**For more information please contact:** Terry Marion at: 604-644-7237

*Please seek professional independent legal advice before proceeding in any investment opportunities you may want to take part in. We are not lawyers or accountants. Real Estate is like any investment and is risky with no guarantee that your investment will rise in value. Take your time and investigate everything to your satisfaction before you invest your money. Please be advised that these documents remain the Property of Passport Property Investments LP and may not be used for your personal use or reproduced without our written and expressed permission.*