



BUY BOX PDF

NORTHERN ARIZONA

Northern Arizona Investment Criteria

CONDITION

Value Add and Turnkey both okay.

Value add is easier to make the numbers work.

Turnkey is easier to launch fast.

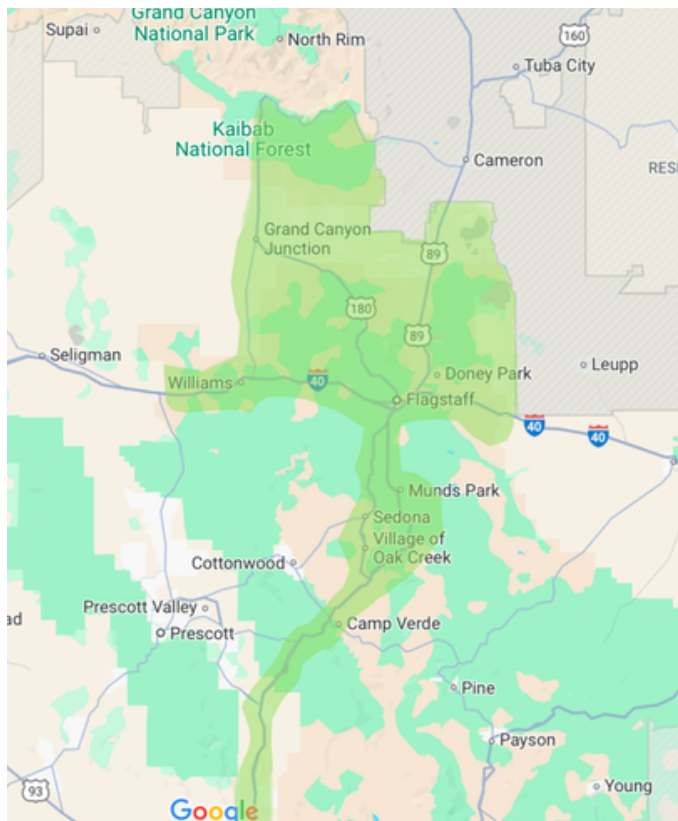
LOCATION

GOOD:

- Sedona
- Flagstaff
- Camp Verde
- Grand Canyon Village
- Williams

BAD:

- Village of Oak Creek HOAs
- West Sedona HOAs





BUY BOX PDF

SCOTTSDALE VALLEY

Scottsdale Valley Investment Criteria

CONDITION

Value Add and Turnkey both okay.

Value add is easier to make the numbers work.

Turnkey is easier to launch fast.

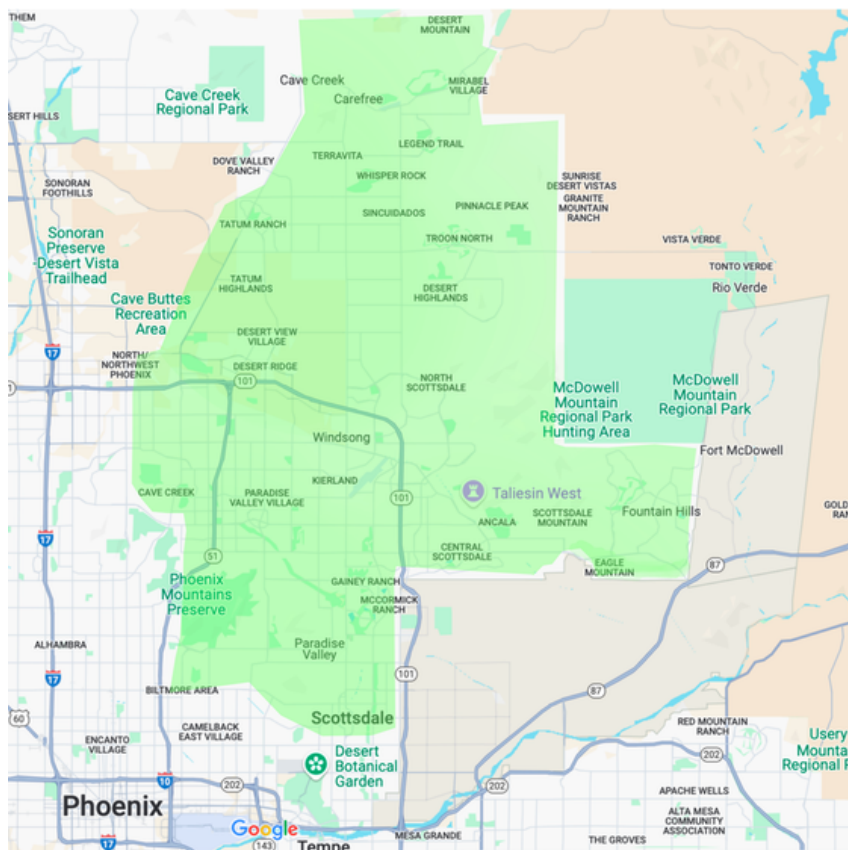
LOCATION

GOOD:

- Phoenix
- Paradise Valley
- Scottsdale
- Troon
- Greyhawk
- Desert Ridge
- Cave Creek

BAD:

- South of Camelback Rd
- West of 44th St





BUY BOX PDF

ARIZONA STR INVESTORS

IDEAL ENTRY PRICE

Your sweet spot is 1.1m to 1.5m* with an underutilized backyard that we can improve with amenities.

The goal is 10-15% Gross ROI (Revenue to Purchase Price), and 20% cash-on-cash (Cash Invested to NOI).

Minimum entry price is around \$850,000, but could be lower if you have the appetite for value add.

Maximum is around \$3m, at which point returns may be closer to 8-10% Gross ROI (revenue to purchase price), which becomes a lifestyle asset.

Irreplaceable views or exceptionally unique amenities add to the experience and the revenue.

Example: https://www.zillow.com/homedetails/40102-N-Old-Stage-Rd-Cave-Creek-AZ-85331/7978112_zpid/

- UNIQUE AMENITIES:
 - 360-degree mountain views
 - Golf built into the side of the mountain
 - Golf simulator in garage

*Recommendations are always contingent on returns, tax strategies, and financial performance metrics.



BUY BOX PDF

ARIZONA STR INVESTORS

FLOOR PLAN Preferences

Good

- 3 bed, minimum 2+ bath, minimum 2100 sqft
- 4 bed, minimum 3+ bath, minimum 2400 sqft
- 5 bed, minimum 3+ bath, minimum 2800 sqft
- 6+ bed, minimum 4 bath, ideally matches the bedroom count
- 5000sqft+ is ideal, but not required depending on the play
- 3+ car garage is ideal
 - Garage conversions are to be expected. Golf simulator, game room, karaoke/DJ stage, etc.
- Casitas and ADUs are great to have, and easy to add ourselves
- Open concept
- Large dining
- Pool
- Mountain Views**** (you can buy amenities, but you can't buy views)
- Good acreage to develop golf greens

Bad

- Less than 2 bed
- Weak backyard
- No water feature
- HOA



BUY BOX PDF

ARIZONA STR INVESTORS

AMENITIES

Must have space to upgrade, if not turnkey

Amenity Menu

- Pickleball
- Putting green
- Geodome
- Rooftop Deck
- Gym/Wellness area/Sauna
- Speakeasy/Karaoke in garage
- Outdoor movie theater screen
- Outdoor mesh netting for golf driving range and tee ball
- 2-4 Cabana style double lounge chairs
- 2-4 additional resort style lounge chairs
- Outdoor dining
- Outdoor seating
- Firepit
- Indoor golf simulator (\$15,000 in garage)
- Garage game room, gym, dry bar, maybe one car parking if necessary
 - Ping pong, foosball, air hockey, arcade games

Have questions? Schedule a meeting with Mike Stone [HERE](#)

***Plus a few local secrets that we reserve exclusively for our clients**