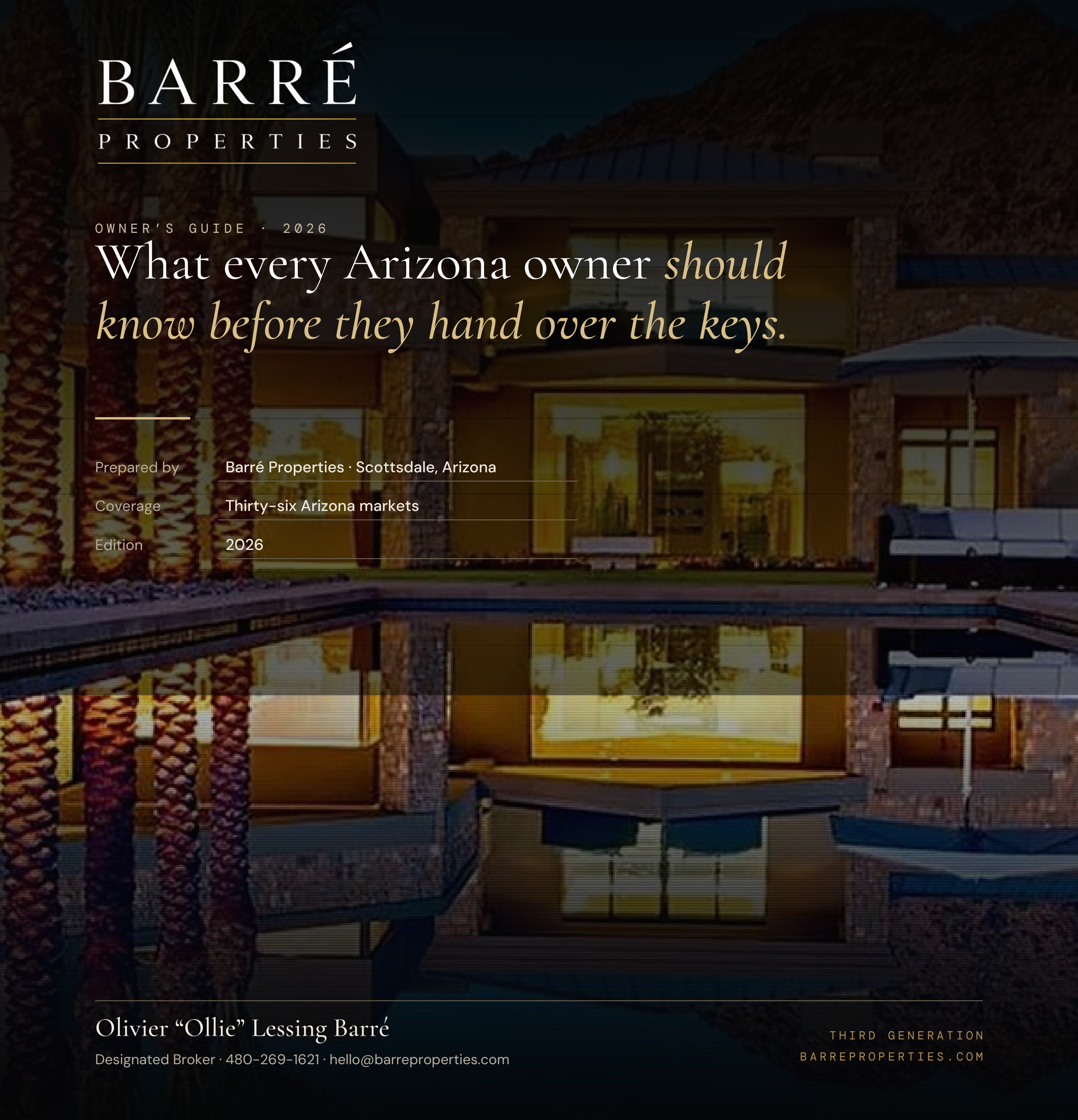

BARRÉ PROPERTIES

OWNER'S GUIDE · 2026

What every Arizona owner *should know before they hand over the keys.*

Prepared by	Barré Properties · Scottsdale, Arizona
Coverage	Thirty-six Arizona markets
Edition	2026

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THIRD GENERATION

BARREPROPERTIES.COM

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A LETTER FROM THE BROKER

Owning here is simple. *Managing it is not.*

Most owner guides are written by a marketing department. This one is not, so I will be direct about what the job actually involves and where owners lose money.

My name is on the license, on the door, and it is the third generation of my family to work in this business. That is not a slogan — it is the reason we behave differently, because when the firm carries your family name every property you touch is a reference you either earn or lose.

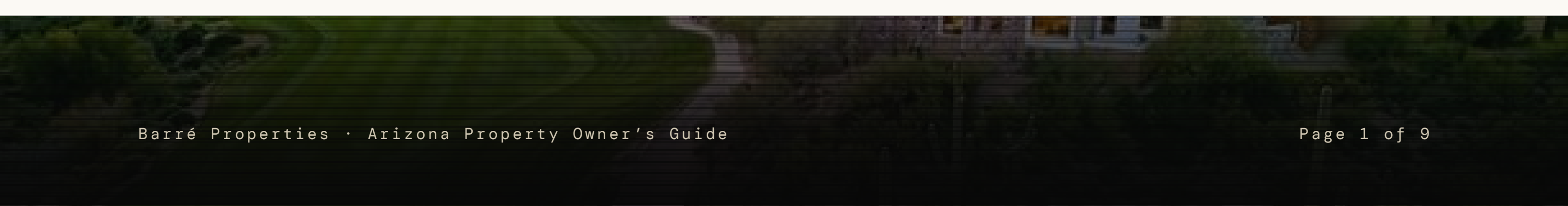
An Arizona rental is not a passive asset. It is a small business with a tenant, a lease, a maintenance budget, a tax filing, a registration requirement and a set of statutory deadlines. Handled well it is one of the most durable things you can own. Handled casually it will find the one week a year you cannot take a phone call.

This guide covers what professional management should deliver, what it should cost, and the specific places Arizona differs from wherever you owned property before.

Ollie Barré

Olivier “Ollie” Lessing Barré · Designated Broker

FOUNDED	GENERATIONS	MANAGEMENT
2007	3	One rate
Licensed and practicing in Arizona real estate since 2007.	A third-generation family brokerage. The name on the door is the name on the license.	All-inclusive, quoted in writing. No setup fee, no vacancy fee, no markup on routine maintenance.



THE REAL ARITHMETIC

Self-managing is cheaper *until the week it is not.*

The case for managing your own rental is always the same: the fee looks like pure margin. It is worth doing that arithmetic properly, because the fee is rarely where the money is won or lost.

WHAT THE FEE BUYS BACK

- Marketing, showings and screening on every turnover.
- Rent collection, late notices and the awkward conversations.
- 24-hour maintenance intake and vendor dispatch.
- Trust accounting, monthly statements and clean year-end reporting.
- Statutory notices served on the correct day, every time.

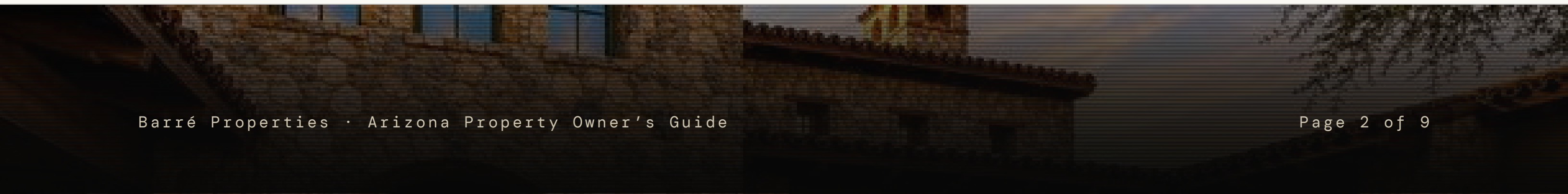
WHERE OWNERS ACTUALLY LOSE IT

- Three extra weeks of vacancy because the listing was six phone photographs.
- One tenant approved on a feeling instead of written criteria.
- A deposit dispute lost for want of dated move-in photographs.
- A repair billed at a marked-up rate because the manager profits from repairs.
- A missed county registration, which an out-of-state owner is required to file.

THE HONEST PART

Something will go wrong. That is not the question.

There will be a month when the rent is late, or a tenant leaves the place worse than they found it, or a repair costs more than either of us wanted. That happens to every property, under every manager, at every price. What you are actually choosing is who is standing next to you when it does.



01 — Leasing

Marketed like a listing, *not a classified ad.*

Most rentals are marketed with six phone photographs and a paragraph. The quality of the presentation decides the quality of the applicant, so a rental should be marketed the way a good brokerage markets a sale.

THE PRESENTATION STANDARD

- Professional photography, shot after the property is staged and cleaned, never before.
- Video walkthrough on every property, so relocating tenants decide before they fly.
- Floor plan, so applicants understand the layout before they arrive.
- Written copy leading with what is genuinely distinctive, not a list of appliances.
- Accurate disclosure of term, deposit, pet policy, utilities and HOA requirements.

WHERE YOUR PROPERTY APPEARS

- Zillow, Trulia and the HotPads network
- Apartments.com, Realtor.com and the major aggregators
- barreproperties.com and our live IDX search
- ARMLS, where broader exposure is warranted
- Our tenant waitlist, agent network and social channels

ON SELF-SHOWING LOCKBOXES

Somebody from this brokerage meets people at your property.

Much of the industry now hands out door codes and lets strangers walk through unaccompanied because it is cheaper. We do not. Every visitor is identified and recorded before entry, and feedback is reported to you, including objections.

LEASING — SCREENING, LEASE AND MOVE-IN

Who we will and will not *put in your property.*

Nearly every expensive problem in this business traces back to a tenant who should not have been approved, and nearly every dispute at the end of a tenancy is decided by documents created at the beginning of it.

WE VERIFY	WHAT WE ARE LOOKING FOR
Income	Verified gross household income, generally at three times the monthly rent, evidenced by pay records, employment confirmation, tax returns or bank statements for the self-employed.
Employment	Direct confirmation with the employer, including position and tenure. Relocating applicants provide an offer letter or transfer documentation.
Credit	Full report reviewed for payment history, collections and housing-related debt — read in context rather than as a single number.
Rental history	Prior landlord references covering payment, care of the property, notice given, and whether they would rent to the applicant again.
Eviction & criminal	Nationwide eviction and civil judgment search, plus a background check applied through written criteria and individually assessed as fair housing guidance requires.
Identity	Government identification confirmed against the application.

Every adult who will live in the property applies and is screened individually. No one moves in as an unnamed occupant, because a person who is not on the lease is a person you have no recourse against. All screening is applied through uniform written criteria in full compliance with federal, state and local fair housing law.

02 — Management

The month-to-month work *nobody sees.*

Placement is the visible part of management. Everything after it is the part that decides what the property is worth in five years.

MONEY

- Rent collected electronically, with late fees charged on the statutory day.
- Client funds held in a designated Arizona broker trust account, never commingled, reconciled monthly to state audit standards.
- Owner disbursement on the same day each month.
- Monthly statements with full reconciliation and a clean year-end package for your accountant.

PROPERTY

- 24-hour maintenance intake, triaged against written rules rather than guesswork.
- Vetted licensed trades who bill their real rate — routine work passes through with the original invoice attached and no markup.
- Periodic interior and exterior inspections with photographs held in your portal.
- Preventive scheduling on the systems that fail expensively in this climate: HVAC, roof, irrigation, pool.

WHY ROUTINE MAINTENANCE AT COST MATTERS

A manager who profits from repairs has the wrong incentives.

When the management company earns a margin on everyday maintenance, every repair becomes a revenue event. Ours does not. Routine work reaches you at the vendor's price with the invoice attached, and you decide what to do about it.

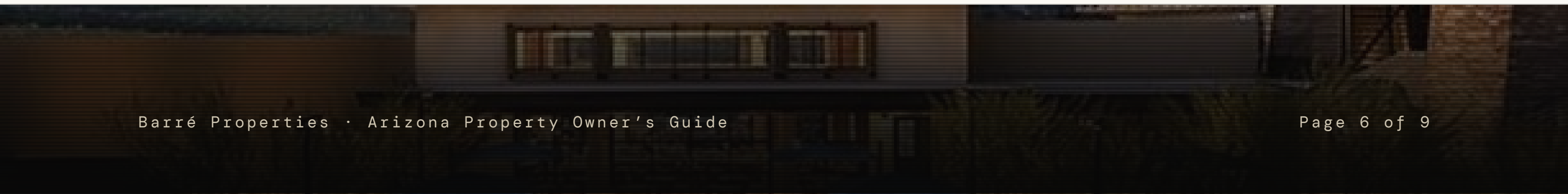
WHAT ARIZONA EXPECTS OF YOU

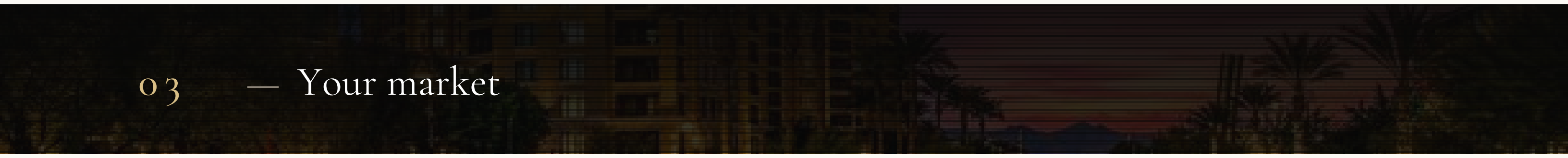
The rules that catch *out-of-state owners.*

Most new Arizona rental owners arrive carrying assumptions from another state — commonly California — about deposits, notice periods and eviction timelines. Those assumptions are simply wrong here, and the differences are not small.

REQUIREMENT	WHAT IT MEANS FOR YOU
County registration	Arizona requires residential rental property to be registered with the county assessor. An owner who lives outside Arizona must also designate a statutory agent who lives in the state. We serve as that agent and file the registration as part of management, at no extra charge.
Security deposits	Arizona caps the security deposit and sets a statutory window for returning it with an itemized statement. Missing that window is one of the few mistakes that can cost an owner more than the deposit itself.
Notices	Arizona's notice periods for non-payment, for lease violations and for health and safety issues each run on their own clock. Serving the wrong notice restarts it.
Transaction privilege tax	Many Arizona cities levy a transaction privilege tax on residential rental income, collected and remitted by the property owner or their agent.
Short-term rentals	Nightly and seasonal rentals carry a separate licensing, tax and, in some municipalities, permitting regime. Sedona and Scottsdale are not the same jurisdiction.
Pool and safety	Pool barrier requirements and pool safety notices apply to rentals and are inspected on turnover.

This page is orientation, not legal advice. Statutes change and municipalities differ. We keep the current requirement for each property we manage and file on your behalf.





03 — Your market

One brokerage, *thirty-six markets.*

A property in Surprise and a property in Sedona sit under one brokerage, one statement, one trust account and one phone number — never subcontracted to a local partner you did not choose. Inspections, showings and walkthroughs happen in person wherever the property is. Distance is our travel problem to solve, not a line on your statement.

REGION	MARKETS WE WORK
Scottsdale & North Valley	Scottsdale, North Scottsdale, Paradise Valley, Cave Creek, Carefree, Fountain Hills, North Phoenix, Desert Ridge, Grayhawk, Kierland, Troon, Anthem
Phoenix & East Valley	Phoenix, Arcadia, Biltmore, Ahwatukee, Tempe, Mesa, Chandler, Gilbert, Queen Creek, Apache Junction, Gold Canyon
West Valley	Glendale, Peoria, Surprise, Goodyear, Buckeye, Avondale, Litchfield Park, Verrado, Waddell, Sun City, Wittmann
Verde Valley & Northern Arizona	Sedona, Village of Oak Creek, Cottonwood, Clarkdale, Jerome, Cornville, Camp Verde, Prescott, Flagstaff, Payson
Pinal, Southern & Western	Casa Grande, Maricopa, Florence, San Tan Valley, Tucson, Oro Valley, Yuma, Lake Havasu City, Kingman

THE LOS ANGELES CONNECTION

Four thousand doors of failure modes we did not have to learn on your property.

Before relocating to Arizona in 2020, Ollie built a property management business in Los Angeles. That company still operates under family ownership and manages more than four thousand doors on the West Side. Every screening criterion, lease clause, maintenance triage rule and accounting control we use here was built and stress-tested across that portfolio.

BEYOND THE LEASE

Second homes, estates *and lock-and-leave.*

Not every property Arizona owners hold is a rental. A large share are second homes standing empty for months, and an empty house in this climate needs more attention than an occupied one, not less.

ESTATE & HOME WATCH

- Scheduled interior and exterior checks — systems run, irrigation verified, pool monitored.
- Arrival preparation: temperature set, systems verified, grounds at standard, deliveries received.
- Renovation and landscape work supervised on your behalf, access controlled and progress documented.
- Vendor coordination, at cost, through providers we already use on managed property.

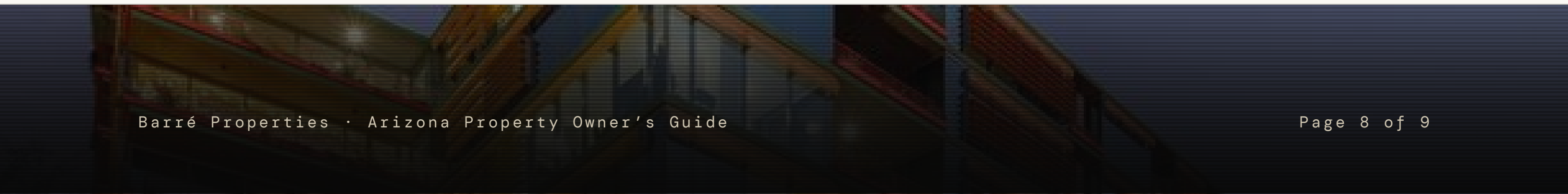
SHORT-TERM & SEASONAL

- Nightly and seasonal programs where the municipality allows them, with the licensing and tax handled.
- Staging and photography built for the platforms, not repurposed from a long-term listing.
- Turnover, linens and restocking through vetted local providers.
- A candid answer about whether nightly beats an annual lease on your specific property — often it does not.

ONE POINT OF CONTACT

The same broker, whichever program the property is on.

Owners frequently move a property between long-term, seasonal and personal use as their circumstances change. Doing that should not mean changing companies, portals or statements.



WHAT IT COSTS, AND WHAT HAPPENS NEXT

One rate. *Everything included.*

One all-inclusive rate covers the whole job, and you receive it in writing before you commit to anything. The things other companies bill separately are simply included: no setup fee, no vacancy fee, no markup on routine maintenance, and no administrative charge for the statutory filings an Arizona owner is required to make.

MANAGEMENT

One rate

All-inclusive, quoted in writing.

SETUP FEE

None

Onboarding, registration and the first inspection are part of the engagement.

MAINTENANCE

At cost

Routine work at the vendor's price, with the original invoice attached.

HOW AN ENGAGEMENT STARTS

- We walk the property and produce a written rental analysis with live comparables, a recommended rent, deposit and term.
- You receive a make-ready scope: what must be done, what is worth doing, and what we would leave alone.
- If the numbers work for you, the management agreement is executed electronically and the county registration is filed.
- Photography, floor plan and video are scheduled after the property is staged and cleaned — never before.
- Marketing goes live, and you see every applicant, every showing and every piece of feedback as it happens.

REQUEST A RENTAL ANALYSIS

Tell us about the property and we will put a number on it.

A written analysis with live comparables, a recommended rent and a make-ready scope, at no cost and with no obligation. 480-269-1621 · hello@barreproperties.com · barreproperties.com

For informational purposes only. Not legal, tax or financial advice. Statutes and municipal requirements change; consult qualified professionals for your situation.