

Who are we?

BuyLowAZ is a bidding service in Maricopa, Pinal, and Yavapai Counties in the state of Arizona. We have been in business for nearly a decade and our goal is to offer the best bidding and information services for our investors. We provide real estate foreclosure information for investors and bid on their behalf at the live auctions occurring daily Monday-Friday. Currently we purchase over a hundred properties a month for our clients. We are one of the top bidding services in Phoenix and the most trusted by investors.



Our Services

- Auction Lists
- Drive Reports
- Bidding
- Live Auction Results
- Title Checks

BuyLowAZ provides investors with a daily list of properties going to Auction. The daily list includes opening bids, estimated values, year built, subdivision, sq. ft., links to tax information and status updates if a sale has been postponed or canceled. In addition to the daily list we also provide a secondary list of auction homes that have opening bid amounts below 70% of the market value called our "Pick List". That list includes a detailed market analysis with maps. The completed list is then emailed to investors at their request. Investors place bids via texting, calling or emailing the information in to the bidders.

Our staff of experienced and proven professionals works closely with investors to assist them in making wise and prudent investment decisions. The ultimate decision to buy a property is always up to the investor but our staff is here to help.

About the Auctions

Auctions occur at 9:30 am, 10:00 am, 11:00 am, 11:30 am, 12:00 pm and 2:00 pm. Morning auctions typically happen at various trustee or attorney offices and afternoon auctions occur outside on the Maricopa County Courthouse steps. The number of properties going to auction varies from 20 to 60 homes on any given day. Many properties will be postponed or will not be good buys, the experts at BuyLowAZ will help you to find the right properties for your strategy!

How to become a bidder & fees

To get complete access to our website, please visit: www.buylowaz.com and click on get started to register. Or call: Spencer Caldwell: 480-283-4425 or Jacob Ash: 480-437-4835, and we will get your account setup for you.



Foreclosure Research

Before placing a bid we request that our investors do as much investigation on the property as they can. Listed below are our recommendations of additional due diligence that will help to ensure you get the best possible deal.

Drive the property

- Find out whether the home is occupied or not
- Look at the condition of the home from the outside, look in the backyard if you can
- If you have access to view the home from inside, do so

BuyLowAZ confirms back taxes and will do a title search on properties that have bids placed to ensure that the deed of trust that is going to sale is in first position. We recommend that investors verify information before placing a bid. Below are the recommended steps:

Confirm Taxes in Arrears (Back taxes)

- Visit the Maricopa county Treasurer's Office
- <http://treasurer.maricopa.gov/parcel/default.aspx>
- Type in the 8 digit tax parcel associated with the home
- View tax information

Also confirm Federal IRS Tax Liens

- <http://recorder.maricopa.gov/recdocdata/GetRecDataSelect2.aspx>

Title Search

We do not offer full title report. If investors would like to order a full title report, Please contact:

Fidelity National Title

Julie Redmond

Direct: 480-214-4568

Julie.redmond@fnf.com

Fidelity National Title offers discounts to BuyLowAZ clients on all title services

Placing a Bid

After careful research on properties of interest, investors can then submit a bid. BuyLowAZ provides several means for placing a bid. Below are two of the methods for submitting bids.

Via Email

Maricopa County Bids- Spencercaldwell@gentryaz.com

Pinal County Bids- Jacob@gentryaz.com

Via text

Send text to the following phone numbers below.

Maricopa County – Spencer Caldwell 480-283-4425

Pinal County – Jacob Ash 480-437-4835

With both methods you will need to provide the following information

- Property Address
- Vesting name
- Your Name
- Best phone number
- Maximum bid amount
- Details and Notes
- Include a note if hard money is required

Winning a Bid

Receipts

If you are a successful bidder at the auction, a deposit of \$10,000 is required. The auctioneer then provides the bidder with a receipt. Receipts typically do not include the property address and only include the trustee information associated with the sale. We will email you the receipt and breakdown of payment to Trustee. Full balance is due to Trustee by 1 pm in our office the following business day so we can drive to Trustee and pay for property. If wiring the funds, the wire must be sent no later than 10 am and the office must be notified.

Deeding

At the time of placing a bid, vesting information will need to be provided. The vesting information is how you will take title on the deed. Examples of vesting:

- John Smith, a single man
- Company, LLC
- John Smith and Jane Smith, joint tenants with right of survivorship

The trustee will issue deed one to two weeks after the sale. The procedure in our office is to receive the deeds and electronically record them online through Maricopa County. The recorded deeds are then mailed to the investors.

If you have questions on your deed please contact

Blake Larson 480-282-3800

Hard Money

BuyLowAZ uses six Phoenix based hard money lenders. Lending criteria does vary from lender to lender; however, we do ask borrowers to plan for the following:

- Up to 70-80% LTV (Winning bid amount)
- 20% to 30% of purchase price down payment
- Lending Fees up to \$1000
- 18% per annum (APR)
- Three to six month notes
- Monthly interest payments
- Capital requirement of at least \$100,000
- Some previous knowledge and experience with investment real estate

As stated under the Place a Bid section, include in the notes whether hard money is required. If your bid is successful, our office will contact the lenders and provide them with the following information:

- Information regarding the property purchase
- Property address
- Purchase price
- Trustee
- Trustee sale number
- Lot legal
- Tax parcel
- Buyer Information
- Vesting
- Buyer address
- Buyer phone
- Buyer email
- Any LLC documents if vesting in a company name
- EIN or Social Security number

Investor Process

The process after the property is acquired at auction is a very important part of investing, it is not just about “buying right” but about managing the property correctly once purchased. We take a very hands-on approach, each Realtor meets with the rehab crew at the property and completes a walk thru to identify what needs to be done. The Realtor communicates with the owner to assist in such details as picking out colors, tile and carpet selection, landscaping ideas and other details of the rehab. Our crews are licensed and are highly regarded craftsmen who understand the need to work quickly and efficiently in order to maximize profit and get the property “inspection ready”.

Gentry Real Estate Group is our brokerage and is a full service brokerage and has developed a proven track record with REO, short sale and MLS listings. We take great pride in providing the services we do for our clients and look forward to a long and prosperous relationship!

Gentry Real Estate Group

Gentry Real Estate Group is a full service Real Estate Brokerage. Our Realtors have the knowledge and background to provide services for any client, whether an individual buying their first home or a seasoned investor.

Gentry Real Estate Group offers a full service brokerage for investors that is unique in the industry. Investors can have our team that creates recommended daily buys, direct “comps” from the agents, drive and condition reports, a full service rehab crew & the ability to relist the property for resale. Our rehabbers are flexible and can provide as little or as much assistance as an investor needs. Each investor is treated to a service package that is customized to your needs and goals.

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