BARRÉ

PROPERTIES

RELOCATION GUIDE · 2026

Selling there and buying here, *as one move rather than two.*

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THIRD GENERATION

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THE OPPORTUNITY

Why the move keeps *making sense.*

The movement of residents and capital from California to Arizona is one of the defining trends of the decade. The drivers are not subtle: a flat 2.5% Arizona income tax against California's 13.3% top marginal rate, effective property taxes roughly a third lower, and no estate or inheritance tax in either direction.

For homeowners the striking factor is equity. The proceeds of a California sale stretch dramatically further here — frequently buying substantially more house with materially lower carrying costs.

FACTOR	CALIFORNIA VS ARIZONA
Top income tax	California 13.3% top marginal · Arizona 2.5% flat
Estate / inheritance tax	Neither state levies one
Effective property tax	California ~0.71% · Arizona ~0.47%
Social Security	Taxed by neither state
Overall cost of living	Arizona runs materially lower across housing, fuel and insurance

We are real estate professionals, not tax advisors or attorneys. Everything here is general orientation, rates and statutes change, and every situation differs. Consult a qualified CPA, tax attorney or estate attorney before acting.

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01 — The move

Coordinate it, *do not sequence it.*

The biggest mistake we see is treating the California sale and the Arizona purchase as two separate events. Coordinated, they happen in parallel — cutting stress, carrying costs and timing risk.

1 **Plan the timing**
We map the California sale against the Arizona purchase so they overlap cleanly, avoiding a double move and double carrying costs.

2 **Understand residency**
Establishing Arizona residency and severing California tax ties has real consequences. Bring a qualified CPA in early — before the move, not after.

3 **Define the Arizona target**
Market, neighborhood and property profile follow from lifestyle and budget. A Scottsdale lock-and-leave and a Verde Valley acreage property are different lives.

4 **Execute both sides**
We are licensed in both states, so one brokerage runs the sale and the purchase and there is one person accountable for the calendar.

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LANDING WELL

What surprises Californians *in the first year.*

WHAT CHANGES	WHAT TO DO ABOUT IT
Deposits and notices	Arizona’s deposit cap, return window and notice periods differ from California’s. If you keep a rental behind you, or buy one here, the rules you know do not apply.
Rental registration	Arizona requires residential rental property to be registered with the county assessor, and an owner living out of state must designate a statutory agent who lives here.
Heat, not cold	HVAC, roof, irrigation and pool equipment are the systems that fail expensively here. Budget maintenance around those rather than around winter.
Insurance	Generally lower than California, with different exposures — monsoon, dust and hail rather than wildfire and earthquake.
Water	Assured water supply rules vary by area and matter on new-build and outlying land. Ask before you fall in love with a lot.

WE KEEP MANAGING IT IF YOU KEEP IT

Many relocation clients hold the Arizona property and rent it later — or hold the California one.

We are dual-licensed and manage across more than thirty Arizona markets, so the brokerage that moved you can be the brokerage that manages the property afterwards, at 7% of rent collected, all-inclusive.

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