

## **“Newest Growth Area Identified”**

By John V. Kamin

Long time subscribers will recall that we have identified **numerous high growth areas** in the USA, led by Clark County (Las Vegas), Nevada, the fastest growing county in the USA every year. Another favorite is the Orlando Metro area and the Orlando/Tampa corridor growing together. Other areas analyzed were suburban Chicagoland counties (not Cook County), including the Chicago/Aurora/Joliet triangle for fast growth.

Reports also mentioned fast growth areas in smaller cities such as the Lincoln/Omaha, Nebraska corridor, Denver suburbs, South Jersey/Philly suburbs such as Cherry Hill and beyond, and the Baltimore/Washington D.C. corridor, including D.C. suburbs in Virginia, and Atlanta. There were numerous reports over years, including the San Diego suburban, new Gold Coast north of L.A., Oxnard/Ventura, **avoiding** high-priced Santa Barbara (too costly, too far).

My motto is, “Buy by the acre, sell by the square foot”. Go for **blacktop highway frontage** on properties that have commercial zoning potential; preferably with rentable buildings to “carry the paper”. Go for the growth. **Avoid** boondocks, slums, ghettos and redevelopment areas.

### **NEWEST GROWTH AREA IDENTIFIED**

We previously reported on the fast growing Phoenix/Scottsdale area. Clients who took that advice during early 1980s to early 1990s did well, **especially** cheaply when Resolution Trust Corp. properties made the market suddenly very attractive, auctions, etc., during early 1990s. **Two DISTINCT disadvantages have now surfaced in the Phoenix/Scottsdale area.**

1. Growth took place, so Maricopa County became more crowded, as predicted, prices soared and it is no longer as attractive as when we first started predicting and reporting on it.
2. Phoenix/Scottsdale has evolved into a higher living cost/**higher taxed** and higher-priced properties. It is very desirable, but **competition** is much **stiffer** for lucrative property purchases. Therefore, opportunities for **deep discounts** are somewhat **lessened**.

That brings us to our newest identified 2004 coming-growth area, in Pinal County. This is just outside the Phoenix/Scottsdale corridor, along **Highway 60**, between Mesa, Arizona, and Apache Junction. Being even more specific, what you want is **highway frontage** on the North/South **commercial** (exit) roads criss-crossing **Highway 60** after Mesa, Arizona, **across** the Pinal **County line**. That’s where new growth is surging, due to new developments and lower taxes. (E.G. cheap gas is \$2.05 in Phoenix/Scottsdale but is \$1.77 to \$1.79 in Pinal County. Growth is **surging** around **Florence Junction**.)

The County Seat (Tax Assessor’s office, for maps, TLCs, etc.) is in Florence, a **different town**, 20 minutes south of 60. Instead stick to a half mile to 1 mile on the North/South criss-cross roads on Highway 60. If you go East of Apache Junction, you’ve gone **too far** east.

Stick to that thin area between the Pinal County line and Apache Junction. Stick to the **exit roads** where you might convert frontage, current residential zone/agricultural zone to commercial zone in a few years

If I were younger, I’d buy one to 20 acres right now on 2 or 3 of those exits, with north/south highway frontage, for zoning changes.

**WARNING: Do not go south** to Florence, the County Seat, to buy. The area we’re talking about is strictly near Highway 60, a freeway East with about a 30-minute to 45-minute commute west to Phoenix Sky Harbor Airport.

If you get beyond a 45-minute to 1-hour commute, you’re **too far away** for bedroom commuter development, to better jobs in the South Phoenix/Scottsdale Airport area. Got the message? I predict Florence, the County Seat, is too far south, growth will take longer.

### **SIMILARITY TO PAST GROWTH SURGES**

I see many similarities between 1950s-1970s Orange County, California, Orange County in Florida/Orlando, Clark County in Nevada, in decades past, and this developing commuter area between Mesa, Arizona, and Apache Junction, but just over the Pinal County line (for the benefits of lower taxes/cost of living, etc.). Happy hunting.

Personally, I prefer parcels with **rentable buildings** on them, to “carry the paper”. But even potential future commercial zone frontage properties should be good, with or without buildings, if

purchased right. You should have How To Make Money Fast Speculating In Distressed Property and also our Negotiating booklet to learn how to buy and sell property. (See the chapter on "Drawing your map".)

How can I be more specific? No, I'm too busy to discuss your individual deals without charging you a consultation fee. But I have pinpointed this growth area for your hunting pleasure and profit now and over next 1-5 years.

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