

REAL ESTATE RUMORS

■ **Randall Martin Home** recently appointed **Perjeah Dhevun** as director of sales and marketing. A 20-year veteran in the homebuilding industry, Dhevun comes most recently from Ryland Homes' San Diego division, where she was vice president of sales and marketing and broker of record.

■ The numbers are in, and despite a slowdown in the real estate market, **Phoenician Properties Realty** continued to meet record-setting sales numbers in 2006. Year-end results for the Scottsdale-based real estate firm last year show a \$120 million increase in gross sales revenue compared to 2005.

■ For the fourth time this year, **Mark-Taylor** has been awarded the management contract for a Valley apartment community. This time it is **Chazal Scottsdale**, located near Miller and McDowell Roads. The 188-unit garden-style property was recently acquired by **BlackRock Realty** of San Francisco, which has retained Mark-Taylor to run the day-to-day operations.

■ In a market where buyers are demanding more than a great home in a great location, **Sandra Wilken Luxury Properties** is taking a unique approach to buying and selling luxury real estate, serving not only as a broker of real estate, but a broker of information. Offering full services at a concierge level, the firm's white-glove service includes everything from hosting a new homebuyer's first dinner party and making recommendations on top vacation destinations to connecting buyers to the best services in their community.

■ Sales of the **Villas at InterContinental Montelucia Resort & Spa** continue to gain momentum with only eight of the 34 private, luxury residences still available at the Paradise Valley property. This limited opportunity to live at a year-round resort and spa is attracting buyers with an extensive array of amenities and services that are signatures of Montelucia's concierge lifestyle.

■ The nation's leading builder of luxury homes is celebrating its 40th anniversary. Over the past four decades, **Toll Brothers** has earned a presence in the upscale home market and is well-regarded for its savvy in selecting great locations, in providing a rich array of community amenities and for anticipating and creating the luxury features to which discerning home buyers aspire. ■

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Scottsdale

REAL ESTATE

Organizing Does Not Have to be Agonizing

Reduce Stress and Increase Your Home's Value With These Simple Tips

With the heat rising outside, it's a great time of the year to organize the inside of your home. If your garage parking space has turned into a storage unit, or if your home office has grown into a heap of file boxes, you may not only be coping with the inconvenience, but also affecting the value of your home.

"The garage is the junk drawer of the house," says Tim McCarthy, owner of VIP Smart Storage. "We all have inherent packrat characteristics, but when your house is clean, you just feel better," he adds.

As the former owner of Neil's Garage Cabinets in the East Valley, McCarthy was frequently asked about other storage options. Now his company, VIP Smart Storage, offers storage products for nearly every room and closet in the

house, from pantry and laundry room organizers to home offices and garage cabinets.

In addition to peace of mind, an organized home allows homeowners to spend more time doing the things they love and less time looking for the things they need. "From getting dressed in the morning, to paying bills in the afternoon, to putting away groceries or finding water skis, organization eliminates time and frustration," McCarthy says.

Quality built-in organizers also increase the value of your home. You've heard the common advice that updating your kitchen and bathroom adds the most



Visit them online to see a full list of services at www.VIPSmartStorage.com or call (480) 632-1600. Visit their showroom at 700 N. Neely Gilbert, Arizona 85233.

value to your home. In a more competitive selling market, new kitchens and bathrooms aren't always enough. Garage cabinets and concrete coatings can



Tim McCarthy, owner of VIP Smart Storage in Gilbert says the garage doesn't have to be the junk drawer of the house.

well appreciated practical value in a home for sale," McCarthy says. "It will certainly sell faster than the same home without organization units."

Dollars invested in home improvements often go the furthest in this seemingly

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