

REAL ESTATE RUMORS

■ **Pulte Homes**, one of Arizona's largest homebuilders, will build even stronger communities with the help of **Spike's Super Crew**. Pulte is now the presenting sponsor of Spike's Super Crew of volunteers for the upcoming Super Bowl.

■ **Bob and Patti Nakawatase** recently moved into **Windgate Ranch** as its first residents. The Nakawatases are southern California transplants who were frequent travelers to North Scottsdale before finally making the move.

■ **Where's your rumor?** You can have your real estate rumor posted here. Simply send it to rumors@timespublications.com. Then pick up your copy of *The Scottsdale Times* at one of more than 1,000 locations in the Scottsdale area. What are these companies paying for this exposure? **Nothing. It's free!**

■ **Phoenician Properties Realty** recently announced the appointment of Scottsdale resident **Michael Susic** to the position of managing broker.

■ **Rowland Companies Construction Group** recently announced the addition of **Wayne Oxberger** and **Patrick McGowan** as project superintendents in their Scottsdale office.

■ **Frank W. Busch III**, 32, started his boutique company, **Thomas Title & Escrow**, just a year ago and has done more than \$150 million in transactions, specializing in commercial real estate. The company recently launched a residential unit and has also taken its expertise into Mexico real estate development.

■ **Don Brigham**, executive vice president and designated broker for **Coldwell Banker Commercial NRT**, has announced that **Marcela Houser** has been promoted to senior sales associate and will focus her efforts in the area of office and retail properties. ■

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Scottsdale

REAL ESTATE

Closet Clutter Be Gone

Double Closet Storage and Reduce Stress with These Simple Tips

If you had a skeleton in your bedroom closet, would you be able to find it? Maybe it's your spouse or child's closet that seems to be overflowing with clutter. With the Arizona heat here to stay, it's a great time to focus on interior home improvements. Installing closet organizers will not only increase the value of your home, it will also save hours of searching for clothes and simplify your daily life.

"Before you start buying organizers, begin with a simple list," says organization professional Tim McCarthy, who's been working in the home improvement business for 35 years. "Plan ahead to customize your closet by making an inventory of your personal belongings," he adds.

McCarthy's "smartteam" at VIP Smart Storage helps Valley residents make their closet dreams come true. Some of us have more in our closets than we realize. Last month, a VIP Smart Storage consultant was taking inventory at a rock star's Phoenix home. "We counted, and he had 153 pairs of jeans," McCarthy



COURTESY VIP SMART STORAGE

says. While you may not have as many jeans, chances are you feel your clothes are ruling your closet.

"On average, women have about 50 pairs of shoes," McCarthy says. "In many Valley homes, the wife has the entire master closet, and the husband's clothes are down the hall."

McCarthy says the battle of the closets need not be lost to the clothes. From slotted purse organizers to dual clothing rods, a master bedroom closet can be maximized to suit both spouses.

One simple step in particular allows you to double the amount of clothes in your closet. Here's how. If your closet only has one

rod, simply install a second. "You need 42 inches from the floor to the lower double rod," McCarthy says. "The upper rod should be 84 inches off the floor, depending on the height of the ceiling," he adds.

Upgrade Your Fashion with Smart Organization

Double rods allow for twice as many shirts and pants in the closet, and they also help with visually matching outfits. Once you

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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.



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REAL ESTATE

Closet Clutter

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have your inventory list of pants, shirts, jackets, belts and shoes, translate that list into the number of hanging rods, drawers, shelves and hooks.

Adding vertical dividers and cubicles creates separate compartments for purses, lining them up in a less-cluttered manner. Organizing clothes and accessories allows for quicker outfit planning and color coordination. Locks on custom drawers can make safe places for jewelry or even for those presents the kids seem to find on the top shelf.

“In many Valley homes, the wife has the entire master closet, and the husband’s clothes are down the hall.”

Once you’ve identified your closet needs, call VIP Smart Storage, and they will manufacture and install your custom closet. “We use only the finest materials, and we have a cutting edge, computerized wood manufacturing shop,” says McCarthy.

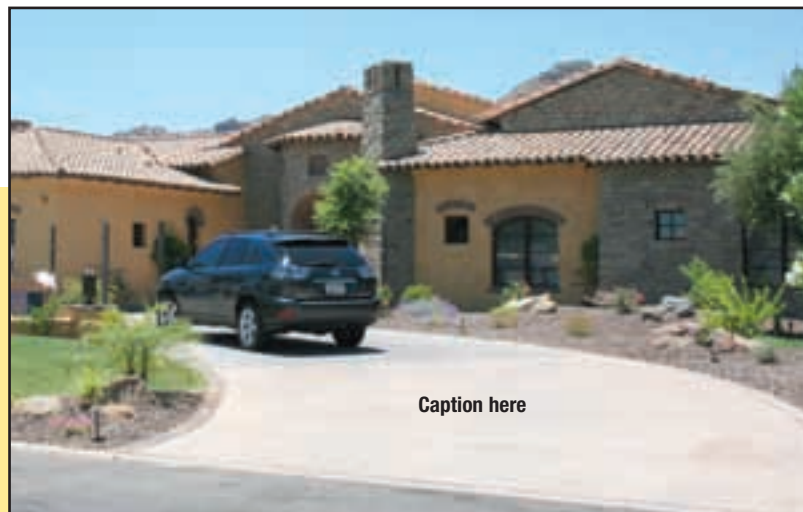
Professional Organizing Consultants

If you’re not sure where to start, VIP Smart Storage even offers professional organizing consultants to take over the process. A professional consultant can analyze your existing belongings, design the ideal compartments to suit your needs and implement the design into your home. They’ll even hang your ties and belts.

For more information about professional organizers, visit www.don-taganize-organize.com.

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The Valley’s Most Expensive Real Estate



Caption here



Sold for \$4,695,000
7834 N. 65th Street - Paradise Valley

The William Harter Trust recently purchased this replica of a 17th-century Italian farmhouse. Mr. Harter is the CEO of Sandvick Equipment and Supply Company in Phoenix. The home features an underground movie theatre. There are also seven flat-screen built-in televisions. Outside, rubble stone walls and a long cobblestone driveway give the home an authentic feel. The home was listed by Realty Executives.



Sold for \$4,058,750
4701 E. White Drive - Paradise Valley

Woodrow Williams recently sold this Paradise Valley home, which has more than 6,300 square feet of living space. The home was purchased by Luis-Elena, LLC, a Delaware limited liability company. Property taxes on the home were \$11,787 in 2005. The home is located in the Sunset Hills subdivision. The property offers panoramic views of the entire East Valley. The master suite has a fireplace and large his and hers water closets. Very large windows provide views from most rooms of the home. Outside, there is a negative-edge pool and a large deck. The home was listed by Coldwell Banker Residential Brokerage.



Sold for \$3,400,000
6701 E. Sunnyvale Road - Paradise Valley

This new home was recently sold by Sunnyvale Development, LLC, which lists Eric and Kathy Konik of Mequon, Wisconsin as its directors. The home is a new Tuscan-style custom with a large 12-foot wrought iron entry and 18-foot domed ceilings. The home has stone flooring throughout, including 24” travertine. The gourmet kitchen has a large island and an oversized commercial gas range. The home features a wine cellar with an 850-bottle capacity, a theater and a library. The home was listed by ReMax Fine Properties.

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Scottsdale

AREA HOME SALES

The past month’s home sales by zip code listed with address, price sold, home square footage and days on the market.

This feature brought to you by:
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See their ad on page 5

85250

ADDRESS	PRICE	SIZE	MARKET
7225 E. Montebello Av	\$430,000	2,446	76
8544 E. McDonald Dr	\$200,000	1,584	47
8232 E. Rovey Av	\$250,000	1,352	44
5847 N. 83rd St	\$235,000	1,696	21
7941 E. Vista Dr	\$390,000	1,651	6
8719 E. Vista Dr	\$315,000	1,690	86
7430 E. Chaparral Rd	\$195,000	1,002	163
7910 E. Arlington Rd	\$312,000	1,673	78
5077 N. Granite Reef Rd	\$275,000	1,656	203

85251

ADDRESS	PRICE	SIZE	MARKET
3308 N. 63rd St	\$472,500	1,720	67
7840 E. Camelback Rd	\$204,000	1,369	63
3216 N. 82nd Pl	\$410,000	2,000	61
7502 E. Earll Dr	\$410,000	1,620	52
7830 E. Camelback Rd	\$178,000	1,200	48
3501 N. 64th St	\$160,000	990	215
6925 E. 4th St	\$209,000	1,029	21
2935 N. 68th St	\$179,000	1,124	32
4143 N. 64th St	\$725,000	2,424	22

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How to Paint Like a Pro

You're standing in the aisle at your local paint dealer or hardware store trying to decide which brand of paint to buy for your living room remodel. Naturally, you want to save money, so you gravitate toward the less costly product.

What could possibly be the difference between the cheaper paint and the more expensive brand? Paint is paint, right? Wrong. Before you cut corners with your paint, as well as painting tools, you might want to think twice. Trying to save a few dollars in this area could prove to be a costly mistake.

Painting is one of the least expensive and most popular ways to change the look of almost any room in your home. For less than \$200 and a few hours, you can easily transform a kitchen, bathroom or bedroom from drab to dramatic. So why scrimp on what you're going to be looking at for years to come?

Economy paints and painting tools may have an attractive price, but higher quality paints and products are formulated and manufactured to produce the best results. Even though superior paints may cost a few more dollars, the benefits they provide over budget paints can be numerous. For starters, compared with ordinary paints, top-quality finishes are much easier to work with and offer superior long-term performances.

Not All Paints Are Created Equal

Before you begin your project, how can you determine if paint is

premium, other than by its price? All paints, oil based and latex, are made of four main components: water, binder, pigment and additives. When purchasing paint, it's important to look at these key ingredients to determine if you are getting your money's worth.

As far as top-quality paints are concerned, less is more when it comes to liquid. A can of quality paint should contain a high volume of solids (pigment and binder), approximately 35 to 45 percent, and less liquid than ordinary paint. Economy paints are usually made up of only 25 percent solids. Paints with less water and a higher solid content are more durable and resist stains and dirt much better than those that contain fewer solids. And, even if they do get spotted or stained, walls can be washed off without damaging the finish. That means you'll have to repaint less frequently, which will ultimately save you money.

Is That Deal, Really A Deal?

If you're still hesitant to spend a few extra dollars on a higher quality paint, consider the following: A superior paint may cost \$25, or more, per gallon while an economy brand is priced under \$20. However, by using a better quality paint, you'll need far less to complete a job. For example, you may have to use as many as three gallons of an economy paint to achieve the same results you would receive using just one or two gallons of high-quality paint. The cheaper paint actually could end-up costing you more.

In addition to cost, by using economy paint, you'll spend an average of two additional hours on your painting project. Since you have to apply more coats of the cheaper paint, it will take more time. And if you're using a contractor, that means you'll have to pay him for the additional time. ■

Storage

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The Kid's Clutter

Next up, the closets that never seem organized, they usually belong to the youngest members of the family. For kids, built-in organizers offer a labeled home for every toy, game, book and project.

"Kids treasure trophies, collections, coins and artwork, things that express them," McCarthy says. "You want to store and display these things in a safe way."

For starters, use bookshelves and see-through plastic tubs. Keep games and toys from roaming the floor with built-in organizers. "You can build in

kids' closet organizers with adjustable shelves to grow with the kid," McCarthy says. "Kids love to show off memorabilia and special items. They also need an ergonomically designed area for doing their homework and using their computer," he says.

To obtain assistance with closet organization, office storage, garage cabinetry or concrete coatings, visit VIP Smart Storage online at www.VIPSmartStorage.com or call (480) 632-1600 to visit their Valley showroom in person. The showroom is located at 700 N. Neely in Gilbert, Arizona 85233. VIP Smart Storage has flawless records with both the Arizona Register of Contractors and the Better Business Bureau. ■



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