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SMART STRATEGIES



The Valley is among markets leading the nation out of the downturn, suggesting the following strategies:

- **Institutional investors** should pursue well-leased Class A buildings with stable rent rolls in stronger markets.
- **Corporate owners of real estate** should shop for and plan new facilities as well as engaging in sale/leaseback.

Source: Delta Associates, a Transwestern company

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Real Estate 45

Tuscan getaway

Resort-style condominiums move forward at Desert Ridge

BY MIKE PADGETT
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While most Valley builders are offering houses, apartments and office condos made of frame and stucco, M. Garth Mann's designs for his newest community include concrete and steel as well as underground parking for homeowners.

Mann is president and chief executive of Statesman Development, the Canadian company that in April plans to start work on Toscana at Desert Ridge, a Mediterranean-style community in north Phoenix on Deer Valley Drive east of Tatum Boulevard. The property is on the east side of the Deer Valley Drive entrance to the JW Marriott Desert Ridge Resort & Spa.

Toscana will have three phases — the Piazza Signoria Suites, which will have 731 units for full-time residents; the Piazza Vacation Suites, with 647 units designed for part-time residents whose properties can be leased to vacationers; and the Piazza Retirement Complex, an independent residential component for senior citizens.

'It has a feeling of a resort, and yet you have ownership of your home.'

M. Garth Mann
Statesman Corp.

have two-bedroom suites and a full kitchen. It allows people to stay in their homes as long as possible."

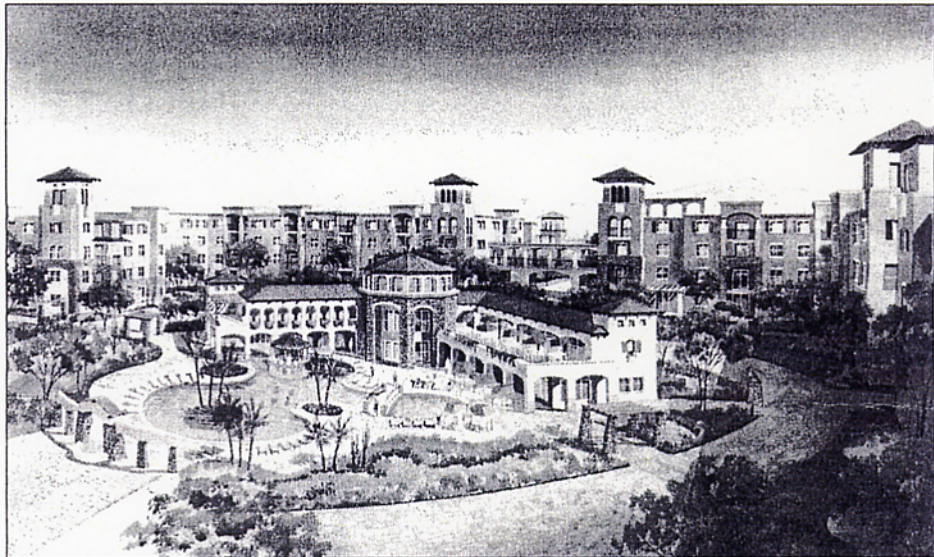
The price range is from about \$190,000 to more than \$400,000, said Georgette Kelly, broker and sales manager.

When the seniors move out or die, the company will buy back the property at 90 percent of the original sales price, Kelly said.

The three- and four-story buildings will be concrete and steel, and the one- and two-story buildings will be frame and stucco.

Toscana will have three gated entrances off of Deer Valley Drive, one with a guard primarily to assist guests leasing the vacation properties.

The property has a Mediterranean theme, with the list of amenities including fitness equipment, aerobics classes, a social center and swimming pools. Other features include courtyards with fountains and firepits and a



RENDERING PROVIDED BY STATESMAN DEVELOPMENT

Toscana at Desert Ridge is a Mediterranean-style community planned next to the JW Marriott Desert Ridge Resort & Spa in northeast Phoenix. Construction is set to start in April. Prices range from about \$190,000 to \$400,000.

miniature golf course.

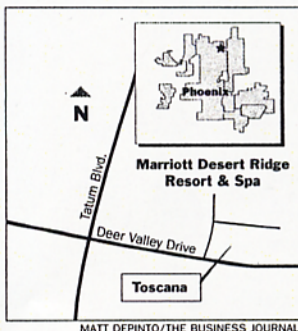
"It has a feeling of a resort, and yet you have ownership of your home," Mann said.

The designs include underground parking garages for each of the residential buildings. Each resident will have assigned underground parking near his or her residence in one of the several condo-like buildings on the property. The buildings are linked to the garage by elevators, Kelly said.

The benefits of the underground parking areas include less wear on the vehicles, no unsightly garage doors lining the streets, and parking the vehicles in a garage accessible only by owners and guests.

"One thing that Statesman is known for is we try to take the vehicle and make it disappear," Mann said. "We have more than 2,000 parking stalls under the buildings. We don't have any parking on the surface, except for guest parking."

The buildings occupy 40 percent of the property, with the remaining 60 percent in landscaping, courtyards and open space. The property abuts the south edge of the



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Wildfire Golf Course. Along Toscana's northern edge are several golf villas, with up to about 2,100 square feet. Unlike the rest of Toscana, the villas will have attached garages.

Mann said his company is the developer,

sales agent and contractor. The architect is David Hamilton, who regularly works with Statesman.

The company is completing its Bella Vista of Scottsdale development, a 400-unit resort property at 14000 N. 94th St. Sales started in early 2001, and only 20 units remain unsold. Bella Vista, like the Toscana design, has underground parking for the multifamily part of the community.

Statesman Development bought the Desert Ridge property from the Arizona State Land Department at auction in June. The price was \$24.2 million, nearly double the state's appraisal of \$12.4 million.

The property's location makes it ideal for a resort-style community, Mann said.

It's next to the Marriott resort and a golf course, across the street from Desert Ridge Marketplace, and a short drive to the Mayo Clinic Hospital and Loop 101.

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