

# Expensive digs grow in popularity, prices

By Peter Corbett

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Custom-motorcycle builder Roger Bourget says he isn't having any second thoughts about paying \$3 million for his condominium overlooking the hottest corner at Kierland Commons.

The recent sale of the 2-year-old condo is believed to be the highest price paid per square foot for a Valley condo.

The 2,800-square-foot corner loft sits atop the Bebe clothing shop and looks out toward the sidewalk cafe of Zinc Bistro, where wine flows and patrons watch fashionable passers-by.

"It's a little spendy," said Bourget, 49, owner of Bourget's Bike Works, "but I believe that in the long run this stuff is going to go up in price."

The sale at Kierland Lofts raised eyebrows, but the unit is not even among the most expensive of 10 condos in the Valley that sold for more than \$2 million in the past 13 months.

That distinction goes to a 4,500-square-foot penthouse in Landmark at Kierland, which sold last week for \$3.17 million, said Shaun McCutcheon, an analyst for the Sullivan Group Real Estate Advisors in Scottsdale.

An additional 49 condos, from \$1 million to \$2 million, sold during that time, McCutcheon said. That is more than \$80 million in sales from just 60 condos.

McCutcheon said that 40 other condos priced at more than \$2 million — and a few at more than \$3 million — are expected to close escrow in the next few months in downtown Scottsdale as Scottsdale Waterfront and Optima Camelview complete their top-floor units.

"We're probably going to see more aggressive prices funnel in," he said.

The next benchmark to fall could be \$4 million as Waterfront sells its penthouses.

What's driving the steeper prices?

Some buyers are downsizing from those big homes on estate lots. Some like the energy and entertainment options at Kierland, downtown Scottsdale and at the Biltmore.

And for some, a luxury condo is a second home within the Valley.