

BILTMORE URBAN LIVING

The Biltmore architecture and lifestyle has been changing over the past three years. The trends point toward a more sleek, hip and urban "work and live" lifestyle. Much of this change has been fueled by new high-rise housing developments such as:

- Optima Camelback
- Biltmore Jewel
- 2 Biltmore Estates
- 2211 Camelback
- Esplanade

The rush of developers to devour Biltmore proper and Camelback corridor land is propelling prices and demand for existing homes in the Biltmore.

The "Biltmore Look" is trending towards a more urban and hip look. The sleek new high-rise housing structures that line the 24th St. and Camelback intersection are having a great impact on the redevelopment efforts of existing Biltmore homes in a couple of ways. First, a "modern" look in remodeling is taking place in existing homes. The high-price tags on these Camelback condos and lofts are actually making Biltmore homes seem more affordable and an attractive alternative to "high-rise", "high-priced" living.

So, what does this mean for you, the homeowner in the Biltmore? It means your home is a very attractive solution for Camelback home buyers.

ABOUT "BILTMORE BETTE"

Valuing the expectations of my affluent clients during a real estate transaction, both commercial and residential, I identify with what's important to you when choosing a REALTOR®. I provide discreet real estate services combined with custom representation and marketing plans.

When contemplating the purchase or sale of a new home, investment or commercial property, I would be honored if you would consider applying my expertise integrated with the backing of the Nation's #1 real estate company, Century 21, and the nation's fifth largest Century 21 broker, Metro Alliance.

If you desire a REALTOR® with integrity, class, knowledge and experience, I'm your gal. Feel free to Google "Biltmore Bette" (Bette Zerba) to see all that I have to offer you today.

"I know the price of success: dedication, hard work, and unremitting devotion to the things you want to see happen."

— Frank Lloyd Wright

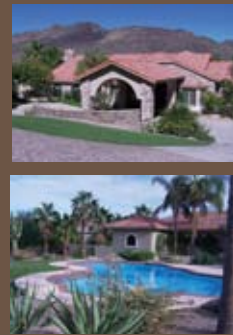
BETTE ZERBA, REALTOR®

Century 21 Fine Homes & Estates Certified Agent

Century 21 Metro Alliance

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www.BiltmoreBette.com



FEATURED PROPERTY:

Saddle View Estates / Happy Valley and 47th Ave
6 Bed / 4.5 Baths / 5,028 Sq. Ft. / \$1,595,000

Elegant Tuscan home. Mountain preserve with stunning views, private cul-de-sac, circular driveway, stone façade, formal sunken living room, formal dining room, family room with rock-faced gas fireplace, double French doors to patio, master suite with sitting room and rock-faced fireplace, gourmet kitchen counters, upgraded appliances, huge heated diving pool and spa, built-in BBQ, firepit, lush desert landscaping, five car garage, two RV gates. Bring your motor home and boat. No HOA.

REAL ESTATE ACTIVITY IN

the Biltmore

CURRENTLY FOR SALE:

Features	Sq. Ft. / Bed / Bath	List Price
2 Masters, Fam Room, Formal Dining, Fireplace, Spa, 2 Car Garage	1913 / 2 / 2	\$679,000
Fam Room, Formal Dining, Fireplace, Pool, 2 Car Garage	2065 / 3 / 2	\$760,000
Fam Room, Formal Dining, 2 Fireplace, Hrd Lap Pool, 2 Car Garage	3116 / 3 / 3	\$1,400,000
2 Masters, Fam Room, Den, Dining, Fireplace, Pool/Spa, 2 Car Garage	3070 / 3 / 3.5	\$1,490,000
Guest Qrt, Fam Room, Library, Dining, Sm Gym, Fireplace, Pool/Spa, 3 Car Garage	5190 / 5 / 4.5	\$2,500,000
2 Masters, Guest Qrt, Fam/Grt Room, Library, Den, Media Rm, 3+ Car Garage	4960 / 5 / 4	\$2,950,000
Guest Qrt, Fam Room, Library, Wine Cellar, Sprt Crt, 3 Fireplace, Pool/Spa, 4 Car Garage	8421 / 5 / 5	\$4,300,000
Guest Qrt, Fam Room, Library, Wine Cellar, Media, Exercise Room, 3+ Fireplace, Pool/Spa, 4+ Car Garage	9006 / 7 / 6.5	\$8,250,000
Guest Qrt, Fam Room, Dining, Library, Work Shop, Garden, 3 Fireplace, Pool/Spa, 3 Car Garage	10000 / 7 / 8	\$8,900,000

SOLD:

Address	Sq. Ft. / Bed / Bath	Sale Price	Date Sold
3052 E. Stella Ln.	1546 / 2 Bed / 2 Bath	\$620,000	4/09/07
2531 E. Denton Ln.	2187 / 2 Bed / 3 Bath	\$730,000	4/11/07
3125 E. Claremont Ave.	2971 / 3 Bed / 3 Bath	\$950,000	2/12/07
3027 E Sierra Vista Dr.	2114 / 2 Bed / 2.5 Bath	\$980,000	3/14/07
3165 E. Stella Ln.	2747 / 4 Bed / 3.5 Bath	\$980,000	4/13/07
6428 N. 30th Pl.	3166 / 4 Bed / 3 Bath	\$1,050,000	4/11/07
2544 E. Denton Ln.	2595 / 4 Bed / 2.5 Bath	\$1,100,000	1/29/07
6241 N. 31st Pl.	2745 / 3 Bed / 3.5 Bath	\$1,125,000	3/09/07
3138 E. San Juan Ave.	3310 / 3 Bed / 3.5 Bath	\$1,220,000	4/13/07
54 Biltmore Estates Dr.	5104 / 5 Bed / 6 Bath	\$2,500,000	1/04/07
30 Biltmore Estates Dr.	11000 / 6 Bed / 6.5 Bath	\$5,860,000	2/16/07

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Biltmore

Lifestyle

June 2007

Summertime Selections

The Right Wines For Hot Weather

Sophisticated Hors d'Oeuvres

Vu's Calamari With Caviar

How Do You Own Your Real Estate?

Ways To Take Title

**The Biltmore's
Hot Real Estate Listings!**



*Biltmore
Bette*



If your home is currently listed, this is not a solicitation for that listing.

Choosing a summer wine can be compared to choosing the right novel for lazy days at the pool. You want something light and engaging rather than something so deep and heavy that it fails to keep your interest.

If you are a lover of big, bold wines, you may find that they just aren't going down as easily now that our temperatures are soaring. Many wine drinkers are known as "C & C Devotees". They are loyal to the tried and true Cabernet and Chardonnay and often don't branch out to anything else. However, summertime is the right time to change it up a little!

Wendy Nadler, Cellar Master at AJ's Fine Foods, gives some suggestions for choosing the perfect hot weather wine. "Wines that are lighter and refreshing are a good choice in summer. Look for a wine with a lower alcohol content - around 12.5% to 13.5% - so that it is more drinkable. If you usually enjoy a heavier wine such as a Cabernet or Zinfandel, step down to a lighter Rosé version of either." She quips, "Nothing tastes better on a hot day than a cool Rosé!"

The rich, buttery and oaky flavors of a Chardonnay may be too overpowering in the heat. A drier, crisp and refreshing white wine such as Sauvignon Blanc, Chenin Blanc or Pinot Gris would be better. Wendy recommends drinking a wine that has more fruit, as the fruit tends to make the wine more refreshing.

Wendy also recommends that you drink your red wines at the ideal temperature of 55 to 60 degrees. A hot summer evening is not the time to drink tepid, room temperature wine. "Plus, there are no rules when it comes to drinking wine", she says. "There's nothing wrong with putting a simple Beaujolais or Pinot Noir in the refrigerator to cool down even further if you'd like." Be careful though with over-chilling. Any wine that is too cold will close up and the flavors and nuances will be lost.

In choosing a varietal to pair with typical summer menu items, keep the following suggestions in mind: grilled entrées such as beef, chicken and pork tend to pair well with a light Zinfandel, Rosé or lighter-style Cabernet. Wendy recommends a Pinot Gris for salads, Rosé for shellfish and a crisp, light Chenin Blanc for fruit and cheese platters. Sparkling wines pair wonderfully with grilled fish or sushi.

When asked what her ideal choice on a hot summer day would be, Wendy noted a high-acid, crisp and dry Italian Sauvignon Blanc. She also loves the Kabinett-style Rieslings because they are less sweet and very drinkable.

Summer is the time for lighter eating and lighter clothing. So be sure to adjust your wine choices to coincide with your all around lighter summertime living!



wonderful
wines
FOR SUMMER

CALAMARI WITH CREAM CHEESE, CAVIAR & KUMQUATS



in good taste!

Method for Tempura Batter

In a chilled mixing bowl, add eggs and sifted flour. Whisk together with salt, cornstarch and soda water. Let chill for 10 minutes. Set aside one half (or 1/2 lb.) of the calamari. In a sauté pan, add butter, the remaining half of calamari (or 1/2 lb.), salt, 1/2 cup lemon juice and 2 tablespoons white wine. Sauté over medium heat for one and a half minutes. In a frying pan, add oil and heat to 350 degrees. Dip the remaining calamari in tempura batter and fry until golden brown.

For Kumquats

Slice kumquats into thirds. Remove pits. Place sliced kumquats in a medium sauce pot. Add remaining white wine, sugar, a pinch of salt and simmer. Reduce by half. Finish with rice wine vinegar. Kumquats will be tender in a syrup consistency.

For Cream Cheese

In a chilled bowl, fold in cream cheese, lemon juice to taste and heavy cream. Fold until a creamy consistency. Add salt to taste.

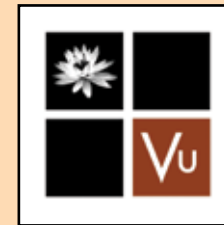
4 Cups Kumquats
4 Cups White Wine
1 Cup Rice Wine Vinegar
1 Cup Sugar
1 Tbs. Salt
3 Cups Cream Cheese

1/2 Cup Lemon Juice
2 Cups Heavy Cream
2 Eggs
1 1/2 Cups Flour
1 1/2 Cups Soda Water
3 Tbs. Cornstarch

1 oz. Caviar
1/2 Cup Chives
1 Pound Calamari
To Taste Salt and Pepper

To Serve

In the middle of the serving plate, place fried and sautéed calamari. Place kumquat jam evenly throughout the calamari. Finish by sprinkling chives on top of calamari. In a side dish, place cream cheese and top with caviar.



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taking title ON REAL ESTATE

When acquiring a new property, you become the title owner of record. Although it may seem like a simple issue, how you hold title can be critical. How you're classified as an owner can impact many legal and tax issues. It is very important to understand how you are holding title on current property as it can affect decisions on selling the property, willing the property or how it may or may not be protected from liens and judgments.

Because the choice you make on how to hold title can affect so many important legal issues, it is strongly recommended that you consult an attorney or CPA for advice. They can analyze your situation and discuss the pros and cons of the various options available to you.

Magnus Title Agency, with offices valleywide, has compiled a concise synopsis of each title option here in Arizona. Remember, Arizona is a community property state and there is a statutory presumption that all property acquired by husband and wife is community property.

COMMUNITY PROPERTY: Community property is a method of co-ownership for married persons only. Upon the death of one of the spouses, the deceased spouse's interest will pass by either a will or interstate succession.

COMMUNITY PROPERTY WITH RIGHT OF SURVIVORSHIP: A community property with right of survivorship estate can be held by a husband and wife when created by express language in the vesting document. Upon the death of a spouse, the estate is vested in the surviving spouse and an affidavit terminating right of survivorship, together with a certified copy of the death certificate, are recorded.

JOINT TENANCY WITH RIGHT OF SURVIVORSHIP: Joint tenancy is a method of co-ownership that gives title to the real property to the last survivor. Title to real property can be acquired by two or more individuals. If a married couple acquires title as joint tenants with right of survivorship, they must specifically accept the joint tenancy to avoid the presumption of community property.

TENANCY IN COMMON: A method of co-ownership when parties do not have survivorship rights and each owns a specific undivided interest in the entire title. Each co-owner has a separate title to his/her interest and can transfer his/her interest without the other co-owners.

SOLE AND SEPARATE: Real property owned by a spouse before marriage or any acquired after marriage by gift, devise, descent, or specific intent. If a married person acquires title as sole and separate property, his or her spouse must execute a disclaimer deed.

CORPORATION: Title may be taken in the name of a corporation provided that the corporation is duly formed and in good standing in the state of its incorporation.

GENERAL PARTNERSHIP: Title may be taken in the name of a general partnership duly formed under the laws of the state of the formation of the partnership. A partnership is defined as a voluntary association of two or more persons as co-owners in a business for profit.

LIMITED PARTNERSHIP: A partnership formed by two or more persons under laws of Arizona or another state and having one or more limited partners. A certificate of limited partnership must be filed in the office of the Secretary of State.

LIMITED LIABILITY COMPANY: A limited liability company formed by two or more persons under the law of Arizona or another state. A limited liability company operates similar to a partnership with protection which is similar to a corporation. An Arizona limited liability company must be filed with the State of Arizona.

Bernadette Espinosa of Magnus Title Agency shares some information on titles. "If you are unsure of how you are holding title on your currently-owned property, you should be able to find the information on the recorded deed to the property. If you

are not able to find your recording documents, the information may be accessed through the county recorder's website — www.maricopa.gov for Maricopa County."

If you determine that you would like to revise the way you are holding title, it may be changed. Of course, all of the parties on the title must be in agreement with the desired modification. Bernadette explains the process. "Recording a new deed is a rather simple procedure that a title company can perform. It must be witnessed and signed by a notary. Updating the deed is common for parties getting divorced or married. Other circumstances include property going into or coming out of a trust or perhaps altering ownership from a personal investment to a corporation's investment."

For more information visit www.magnustitle.com.



real estate corner

event calendar

JUNE 2007

Kidsfaire

University of Phoenix Stadium, June 2nd – 3rd
866.283.8600 or www.thekidsfaire.com

Follow the Kidsfaire rainbow to the indoor, totally air-conditioned University of Phoenix Stadium. Transformed into a kid's dream land, it's a place designed especially for kids and their families. Enjoy 15 acres filled with non-stop family entertainment, interactive exhibits, stage shows and children's pavilions. Kidsfaire features educational resources, clothing and gear, home and garden products along with other resources and services designed to enrich the lives of babies, children and families.

Chandler ArtWalk

Downtown Chandler, June 6th
480.206.5895 or www.chandlerartguild.com

The Chandler Art Guild's "1st Wednesday ArtWalk" occurs monthly in the historic downtown section of Chandler on the covered sidewalks of San Marcos Place and Boston Street. The ArtWalk is free of charge and offers an excellent selection of fine art and crafts from Guild member artists. The evening event includes wine tasting events, sidewalk cafes, art displays, spots for people watching, restaurant specials and unique shops with the local color and charm of the historic downtown district.

Keith Urban

US Airways Center, June 8th
602.379.2000 or www.usairwayscenter.com

Keith Urban's *Love, Pain, and the Whole Crazy World* tour comes to Phoenix. Nearly a decade and a half after he first came to America from Australia, Keith Urban has arrived in a major way as a global musical force. This accomplished singer-songwriter and multi-instrumentalist has slowly but surely established himself as one of the most consistent and exciting talents in country music.

World Premiere

Ballet Arizona, June 8th – 10th
602.381.1096 or www.balletaz.org

Be among the first to witness the unveiling of a brand-new ballet by renowned Artistic Director Ib Andersen. This full-length ballet, complete with original choreography, costume and set design will showcase the strength and scope of Ballet Arizona's highly-skilled dancers and the pure musicality and passion of Ib Andersen. As the last performance of the season, it's an excellent opportunity to experience Ballet Arizona until the fall.

Cinderella's Glass Slipper

Mesa Arts Center, June 14th – 24th
480.756.3828 or www.evct.org

East Valley Children's Theater presents this classic tale of dreams coming true. A few new characters and wonderful music accompany this popular story to make it a terrific production for all ages. EVCT has grown from one production and one workshop to an award-winning children's theater, bringing exceptional theater to children and their families.

Grand Canyon State Games

Locations vary, June 22nd – 24th
480.517.9700 or www.gcsq.org

Sanctioned by the US Olympic Committee, the Grand Canyon State Games is a multi-sport Olympic Festival for Arizona amateur athletes of all ages and abilities. Competitive sporting events include dodgeball, tennis, baton twirling, bowling, gymnastics, judo, track & field, swimming, diving and many more. Register online as an individual athlete or as a team.