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Newspaper Clipping



Rendering depicts work space inside a SOHO Scottsdale townhome.

Artist TJ Gardner/1 B Visual

Live/Work condos

A great option for home-based professionals and internet-commuters

By Debra Gelbart

“Dual zoning allows residents to live in their home and have a fully functional business within the same structure,” said Irene Catsibris Clary, principal of Catclar Investments, developer of SOHO Scottsdale, a live/work community at 92nd Street and Bell Road that features 10 lofts and 64 townhomes each zoned for a home-business operation.

SOHO townhomes and lofts range in size from 2,364 to almost 4,000 square-feet and are priced from \$529,900.

Employees of a home-based business are free to come and go without restriction and clients also have access without breaking any laws, codes or regulations — either from the city or their homeowners association, Clary said.

Popular venues

In downtown Phoenix at 1130 N. Second Street between Portland and Moreland Streets, a live/work condominium development with 49 units already is half sold-out.

Called en Hance Park, the community is across the street from the 32-acre Margaret T. Hance Park and adjacent to the arts district known as Roosevelt Row. Seven of the units are designated as live/work, said Alvaro Sande, chief operating officer for the Chilean organization Sencorp, which has made en Hance the company's first project in the U.S.

Only one live/work unit remains unsold in the first phase of en Hance, but the second phase of construction begins in January, Sande said. The second phase will include 130 units, 20 of which will be designated live/work. Two live/work floor plans will be available, Sande

said: a 620-square-foot single-story and a 1,300-square-foot two-story unit. Prices currently start at \$150,000 and \$200,000 for the live/work units. Second-phase pricing will be comparable, Sande said.

Variety of locations

Live/work residences that are zoned both commercial and residential can be found in industrial, commercial, retail and even residential areas, Clary said. In metropolitan Phoenix, typically, “we find the majority of



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these residences located near existing retail or office space,” she noted.

“Businesses with a ground-level storefront exterior that relies on heavy pedestrian traffic are most often located in an urban or suburban retail environment,” Clary said. “Businesses that do not require heavy pedestrian traffic and are primarily professional offices or workplaces can be located anywhere.”

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Courtesy en Hance Park and Headwerk



Courtesy on Hanco Park and Headwork

An entire project does not need to be dual-zoned, Clary [of Catcler Investments] said, but a developer needs to dedicate a portion of the product to offering both commercial and residential zoning to correctly use the term without misleading buyers.

Varied design features

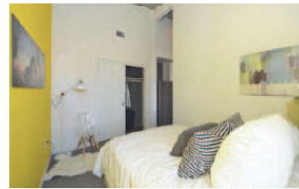
Although the design of the home can be detached, attached, multi-story or single-level, often “we see townhome-style units where the ground-floor is used for the business and the upper stories for the residence,” Clary said.

Some live/work homes offer a storefront exterior as part of the commercial space, she said, but SOHO Scottsdale’s interior townhome units include a retractable Plexiglas loading door for each of their townhomes. At SOHO Scottsdale’s townhomes there is no storefront retail feature for individual units but instead a wall opens to a landscaped courtyard.

Choosing a live/work environment

Condo and townhome buyers who prefer an urban core for their home’s location typically make their decisions based on where they want to live and what they want to surround themselves with, according to David Newcombe, co-founder and associate broker at Launch Real Estate. “If the development isn’t located in a spot easily seen by customers, then a buyer who wants a live/work residence probably will move on to another community,” he said.

A live/work arrangement offers a ‘zero commute,’ Newcombe said. “But even better than that, live/work gives you total control over your shop. You completely own the entrepreneurial experience.”



Courtesy on Hanco Park and Headwork

Dual zoning 101

Whether or not a space is officially granted “dual zoning” status may affect the way a buyer can operate a business in their new condo or townhome.

Some units may have a live/work design and home office adaptability but not necessarily be specifically dual-zoned for both residential space and office space. Others may be situated in a residential community where only a handful of the units have an actual dual zoning designation. Still others may be called “live/work” because there is the ability to work just a few steps from the condo community.

To further complicate matters, it’s not entire neighborhoods that are granted dual zoning (live/work) status but rather individual developments or units.

“A development or unit typically can’t be billed as live/work without the proper zoning,” said David Newcombe, co-founder and associate broker at Launch Real Estate. Zoning laws allow for some units within a development to be identified as live/work while others are identified as residential, he explained.