

# La Cienega

## Real Estate/Classified

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# LaCienega lots have breathing room

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For nearly two years, Richard Felker worked with Bud and Louise Adams to get approval for the development of LaCienega, a community of 33 custom lots, on their land at 96th Street and Cactus Road in northeast Scottsdale.

Once all of the approvals were secured, the lots were sold in less than six weeks.

"The lots sold quickly because we had the right product in the right place at the right time," said Felker, president of Los Altos Hills Realty. "Most of our lots are one-half acre, and 20 of the lots are on cul-de-sacs. The majority of the purchases were made by builders who build the types of homes that would look better on a larger lot."

Joan Bell, vice president of Bell Land Investment, which marketed the property, said "during the process of zoning there was a lot of input from neighbors who lived near the property. We worked diligently to satisfy any concerns they had."

Homes in LaCienega will be priced in the \$400,000 plus range. The community is surrounded by a wall with wrought iron accents. A remote control guard gate eliminates casual traffic in LaCienega.

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While the development is not a "horse community" in the traditional sense, LaCienega has a multipurpose trail that can be used by horses, bicyclists or hikers. All of the lots in the community face north and south, and many have exceptional views of the nearby McDowell mountains.

"One of the reasons we've had so much interest in LaCienega has been the excellent schools," Bell said. "Mountainside Middle School and Aztec Elementary are well known for their innovative approach to education. The majority of our buyers have been families with children. They are usually moving up to a larger home."

"The feedback we get from our builders is that they have had a lot of

activity and several homes have already presold," Felker said.

The streets, gutters, sewer lines and paved roads will be completed by the end of August. The community will have cable television hookups, and gas will be available.

"The architectural committee ensures that each home built will adhere to a high standard of quality in design. We have a secure enclave and one of the most elite communities in northeast Scottsdale," said Bill Kostriwas, president of ZDI Inc., who did the site development for the community's utilities, water, sewer and streets.

The community is close to shopping, schools and churches. Because of the numerous cul-de-sacs and the gated entrance, children can safely play in the neighborhood without worrying about traffic.

This month, ground has been broken for seven houses. Among the builders who have bought lots in the community are Mangine Construction, L&G Homes, DeAcetis-Francis Custom Homes, M&N Enterprises, Phil Bird Custom Homes, Casa Buena Construction, North American Development, M.S. Dudley Homes and Zoe Development.



STEPHEN MOUNTEER/Scottsdale Progress Tribune

Richard Felker of Los Altos Hills Realty leads a group of investors, which includes, from left, Bill Kostriwas of ZDI Inc., Louise Adams of Adams Arabians and Joan Bell of Bell Land Investment, in developing LaCienega on the corner of 96th Street and Cactus Road.



The right place, at the right time - that's the reason for success of La Cienega. The Empire Group had the foresight to take what was once part of a popular Scottsdale horse farm, and develop it into a premier gated custom home community. After more than two years of work planning, designing and rezoning the community, its 33 lots sold-out in less than six weeks.