

# Blue Sky



## Moderne 5

5 SMART & GREEN HOMES COMING SUMMER 2020!

**STARTING AT \$699,000** 

**3600 N 31ST STREET PHOENIX, AZ 85018** 

All homes will be: 4 bed | 3 bath | ~2700 SF

#### **LOVE WHERE YOU LIVE!**

Blue Sky Homes' newest gated community, Moderne 5, features five 'Smart & Green' Homes near Indian School and 32nd Street. Ride to your favorite local spots with two custom Beach Cruisers gifted at close!

- 50% more efficient than standard new builds\*
- Fully integrated tablet that controls Smart Home Automation features, pre-wired for much more!
- Outdoor entertaining spaces

\*Projected by third party energy auditor







Nick and Adralyn Blue FAMILY OWNED SINCE 2009

> 480.900.7202 info@nickblue.com blueskybuilt.com



\*\*^^\*
OLD REPUBLIC TITLE AGENCY

KOLBI KLEINMAN 602.390.8169 kolbik@ortc.com

- We've helped Americans protect their property rights for over a century.
- Highest overall ratings than any other title insurer since 1992.
- ORI has consolidated assets of approximately \$20 billion (as of June 2019).



#### Arcadia News

3850 E. Indian School Rd. #1 Phoenix AZ 85018  $602-840-6379 \bullet arcadiahd.com$ 

#### Publisher

Greg A. Bruns greg@arcadianews.com

#### Editor

Mallory Gleich mallory@arcadianews.com

#### Design & Layout

Gabe Turner gabe@arcadianews.com

#### Advertising

Roni Mier roni@arcadianews.com



#### **EDITOR'S NOTE**

The Tovrea Castle, a Phoenix Point of Pride, is one of the most well-known homes in the Valley. Built

in 1928, the "wedding-cake" structure was originally meant to be a boutique hotel for those visiting Phoenix. Unfortunately for owner Alessio Carraro, the Great Depression led to its closure shortly after it opened.

It wasn't until the mid-2000s when the Tovrea Carraro Society partnered with the City of Phoenix to allow visitors to tour the building and its surrounding 44 acres. Volunteer-run and docent-led, guests are able to take a peek into the lives of the castle's former owners, Alessio Carraro and E.A. and Della Tovrea.

This month, we're also discussing the newest trends in interior design and purchasing art for your home. Whether you are looking to buy your first piece of art or are ready to update your living space with the latest trends, Arcadia Home & Design has it covered.

Contact me at editor@arcadianews.com with feedback and story ideas. Until next time, thank you for reading Arcadia News and Arcadia Home & Design!











# Contents

### **HOW DOES YOUR GARDEN GROW**

Community gardens are popping up all around the Valley as places where neighbors and residents can come together to learn, grow and nurture the land around us.

#### **INTERIOR DESIGN FOR 2020**

To keep homes well-organized and functional, we've enlisted the help of a local designer to share what's new on the interior design front.

### THE CASTLE ON THE HILL

The Tovrea Castle at Carraro Heights is one of Phoenix's historic Points of Pride. Tours of the landmark and its surrounding acres have been offered since 2012.

### **14** BUYING YOUR FIRST PIECE OF ARTWORK

With a plethora of art studios and galleries in our area, buying artwork can be an intimidating experience. We offer tips to help you get started.



By Melissa Hirschl

chools, community centers and neighborhoods are increasingly embracing community gardens where groups cultivate their own plot of land and harvest an array of vegetables and fruits. These gardens are revitalizing communities and creating lush oases for entire neighborhoods to enjoy. Here are some popular community gardens around the Valley:

#### ${f DIGit.GROWit.SHARE}$ it.

#### 4308 N. 27th St., Phoenix

Local resident Jenna Pierides founded this garden in late July of last year. The 22,000 square-foot garden was originally a large lot of untamed trees and overgrown weeds. Pierides and her team are working hard to transform the land into a thriving community garden.

"It is a community effort, and so far, it's been a miraculous experience," said Pierides. "My desire is to bring people together to foster community and sustainability through growing food."

The garden is a co-op that encourages members to brainstorm "outside-the-box" ideas. Pierides envisions the garden will host events such as yoga classes, movie nights and art classes. For more: dgsgarden.org.



DIGit.GROWit.SHAREit. was started by Jenna Pierides (second from right) in summer 2019

SPRING 2020 HOR & design



Along with Pierson Street and Mountain View Park, Keep Phoenix Beautiful has also partnered with Steele Indian School Park. Above is a beautification project that was hosted during Marine Week in 2015.

PHOTO: LANCE CPL. DANIELLE RODRIGUL

#### **Desert Botanical Gardens**

#### 1201 N. Galvin Pkwy., Phoenix

This 140-acre cornucopia of trees, flowers and cacti from around the world also supports its own garden. David Hill, the director of DBG's community garden, said, "We strive to showcase and share the best practices in desert gardening. We currently have 24-40 co-op gardeners and we welcome more."

Master gardeners are an integral part of the garden's success and provide novice gardeners with expert advice. They also share garden and landscape information at home and garden festivals. Liz Mathis, master gardener at DBG, said, "I enjoy talking with people who have always wanted to plant a garden, but need some encouragement to take that first step."

DBG also offers a master gardening program. The

17-week course takes place at the University of Arizona Cooperative Extension in Phoenix. Students immerse themselves in the studies of botany, cacti supplements, composting, herbs and much more. Graduate ambassadors help educate the public at events, schools, gardens and community gatherings.

For more: dbg.org.

#### Pierson Street Community Garden/ Mountain View Park Community Garden

1822 W. Pierson St., Phoenix 9901 N. 7th Ave., Phoenix

These sister-gardens, run by Keep Phoenix Beautiful, a nonprofit funded by Phoenix Public Works and corporate sponsors, provide ample opportunities for gardening and volunteering. Both offer three-quarter acre raised beds that grow kale, squash, tomatoes, carrots, radishes, beets and lettuce. According to Gail LaTour, master gardener who oversees both gardens, "these plots are ideal for families, scouts, small groups, or nonprofits that serve Vets, the homeless and seniors."

For those yearning for a more authentic farm experience, the Pierson Street Community Garden has chickens for egg harvesting and bees for honey-making. Worms are available for compost creation.

Mountain View Park Community Garden has a partnership with Mountain View Elementary School and area senior centers. Inter-generational bonding experiences such as cooking classes are a prime example of the garden's efforts to strengthen the community. What's more, both of these gardens also donate their unused food to local food banks.

For more: keepphxbeautiful.org.





Representing students of Arizona universities, community colleges and high schools, as well as other emerging Arizona artists since 1993.

480.946.5076 . artonegalleryinc.com . 4130 n marshall way . scottsdale



#### A trusted name in Arcadia Real Estate who will go the extra mile for you.

#### Exquisite Paradise Valley Estate

This timeless property, located on a cul-de-sac is reminiscent of a modern-day version of the La Valencia Hotel in La Jolla. The 4657 sq ft main home features a stunning master suite w/fireplace, lavish BA, exercise room, children's wing w/3 ensuite BRs. Gourmet kitchen, family room w/fireplace, separate living room w/mountain views and an elegant dining room. Cozy library/office w/built-ins. 1250 sq ft 1 BR guest house w/kitchen & great room. Park-like grounds w/pool, ramada & covered patios. Close to great schools, dining, the airport & shopping.



#### Charming Hacienda Ranch on 2.5+ acres

Charming 4 BR, 2.5 BA 4,714 sq ft home on 2.5+ acres in the heart of Paradise Valley. Alluring private, tree-line drive with center courtyard and koi pond. Spacious floorplan with formal and casual dining and living areas, gourmet kitchen with lush mountain views, remodeled water pool and outdoor kitchen. 570 sq ft guest house with kitchen, bed, bath and living area. Offered at \$1,899,000.



#### Santa Barbara-Style Estate

9,188 sq ft. home on 1+ acre with 5 BR, 7.5 BA. Spectacular views of Camelback Mountain, Praying Monk, Phoenix Mountain Preserve and city lights. One-of-a-kind retreat with wine cellar, butler's pantry, home theater, billiard room, media center and attached guest suite. Perfect for families. Offered at \$2,999,000.



Debbie Frazelle | CLHMS | ABR

602.399.8540

debbiefrazelle.com

dfrazelle@cox.net

Past Arcadia PTO VP

Past Hory PTA Presinent

RCADIA RESIDENT FOR OVER **30** YEARS

Top 1% of Coldwell Banker Agents Globally





Real Estate & Business:
ANNUAL INDUSTRY AWARDS



Frank Aazami Lyon's Elite



**Grant Almquist** Lyon's Elite



Cheryl Anderson Lyon's Elite



Shane Ashcraft Lyon's Elite



Joe Bushong Lyon's Elite



Lara Broadrick Lyon's Elite



**Chad Christian** Lyon's Elite



Rebecca Clayton Lyon's Elite



Sheri Douglas Lvon's Elite



Karen DeGeorge Lyon's Elite



Jean-Michel Edery Lyon's Elite



Johnathon De Young Lyon's Elite



Jeff Fields Lyon's Elite



Virgina Gee Lyon's Elite



David Griffin Lyon's Elite



Tim Hundelt Lyon's Elite



Jessica Jablonski Lyon's Elite



Kelly Jones Lvon's Elite



Cionne McCarthy Lyon's Elite



Lyon's Elite



Brian Miller Lyon's Elite



Nancy Mowry Lvon's Elite



Thomas O'Leary Lyon's Elite



Susan Pellegrini Lyon's Elite



Lisa Roberts Lyon's Elite



Lvon's Elite



John Van Duyn Lyon's Elite



Marta Walsh Lyon's Elite



Shawna Warner Lyon's Elite



Dinesh Wilson Lyon's Elite



Cynthia Adair Chairman's Board



Andre Aubut Chairman's Board



Jane Blacker Chairman's Board



Chairman's Board



Jaclyn Brand Chairman's Board





Yvonne Cahill

Chairman's Board





Chairman's Board



Anne Crisp Chairman's Board



Lori Finnerty Chairman's Board



Chairman's Board



**Jeff Gray** 





Chairman's Board Chairman's Board



Carli Hill







Chairman's Board



Chairman's Board



Chairman's Board



Chairman's Board



Chairman's Board



Chairman's Board



Chairman's Board



Chairman's Board



Chairman's Board



Chairman's Board



President's Club



Chairman's Board



Chairman's Board



Chairman's Board



Chairman's Board



Chairman's Board



Lehman Wood Chairman's Board



Chairman's Board



President's Club



President's Club



President's Club



Cremonese Cyr President's Club





President's Club



Estrada-Lucey President's Club

Richard Arambula Chairman's Board photo unavailable



President's Club



President's Club



President's Club



President's Club



President's Club



President's Club



President's Club

These sales associates of the Russ Lyon Sotheby's International Realty Camelback Tower and Fountain Hills offices are being recognized as a top producer for their contribution to a successful 2019.



By Jennifer Marshall | PHOTOS COURTESY OF DENISE MONTI

rcadia is known for many things, including the incredible homes that grace our neighborhoods. As a reflection and extension of the families that occupy those homes, it's important to stay on top of the latest trends in interior design to keep spaces feeling well-designed, functional and organized.

Arcadia News reached out to Scottsdale designer Denise Monti, founder and CEO of D|Monti Interior Design, to talk about what design trends are popular for 2020. Monti has over a decade of experience in high-end residential interiors.

#### What are some unexpected items that people are using to decorate their homes right now?

My clients often bring back items from their travels, like a sculpture or a special painting, and they want to decorate around these treasures. Consequently, we can develop a room's entire theme around a particular piece of art, transforming it into the focal point of the space. And right here in Arizona, we're surrounded by art galleries full of many types and styles of paintings and sculptures.

When it comes to furniture, clients mainly search for high-end pieces that are both unique and captivating.

For example, I may find my clients a sofa that, while it looks purely for decoration, is also comfortable, functional and well designed. Or perhaps there's a floor lamp that looks like a sculpture, yet it bathes the room in soft, usable light.

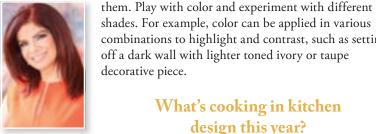
While traditional looks still exist, clients are heading more toward modern style. However, they're eclectic in their tastes, too, so their style could end up being a variation of the traditional and modern. Remember also that less is more, and decor items and furniture that are unique, compelling and serviceable are what people are seeking right now.



People are still enjoying light-colored floors, so with the exception of flooring, we're definitely leaving the grays and the neutral colors behind this year.

Going forward, dark colors, like navy blue, and more warm tones are definitely in right now. Red is a powerful color that's typically used as an accent.

Every color is beautiful; it's all in how you use

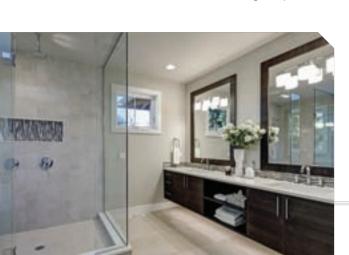


combinations to highlight and contrast, such as setting off a dark wall with lighter toned ivory or taupe decorative piece.

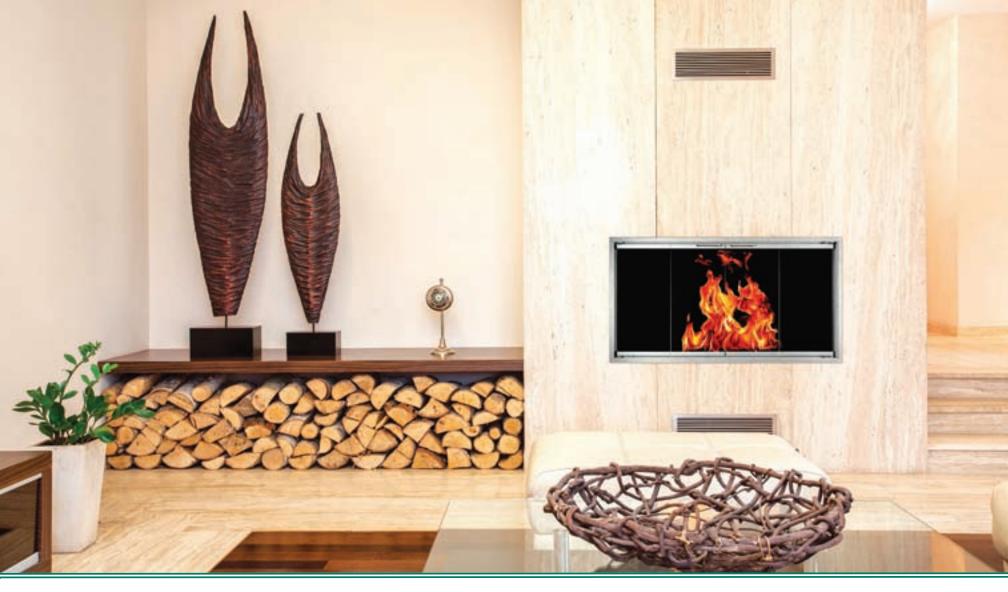
#### What's cooking in kitchen design this year?

While people may not cook as much as they once did, they still spend a great deal of time in the kitchen. They really want a nice and welcoming environment for hosting family and friends.

We aren't using as much white as we have in the past, but it's still there and it's now being mixed with other







colors, like blue. The idea is to achieve a kitchen that's warm and light, not cold and sterile. Shades of yellow and pastels can support this look – adding a wood table gives the area an organic touch.

# Tell us about an unusual on-trend design feature for this year?

Wallpaper is back. We now have so many nicely done wallpapers that people are embracing this decorating trend once again.

# How do you help your clients create homes they will love?

When I talk to my clients, I remind them that their home has to reflect their individual tastes, what they like and what makes them happy because they're the ones who will be calling it home, and they need to feel good about how and where they're living. And a home should always feel comfortable.





Choose Arizona Floors for exceptional service and affordable prices on top-name products to beautify and remodel your home. Our team will help and guide you through the entire

process from product selection to project completion.

Stop by our 4,000 sq. ft. showroom/design center to see our huge selection.

- Flooring Installations Shower Remodeling
  - Quartz & Granite Counter Tops
    - Coming in April: Cabinets

Free Estimates & Design Consultation

Family-owned and operated since 2005

602-230-1222 • arizonafloorsonline.com

1801 E. Indian School Rd., Phoenix AZ 85016

Licensed • Bonded • Insured • ROC- 211002 ROC- 242150





# A PALACE IN THE DESERT



Sylvia Ottoboni and Alessio Carraro married in San Francisco in 1910.

By Mallory Gleich | PHOTOS COURTESY OF TOVREA CARRARO SOCIETY

t's a Phoenix Point of Pride and one of the most unique landmarks in the Valley. It's visible from two freeways, several major streets and myriad window-seat passengers who fly into Phoenix every year. For all those that see the outside from afar, a limited number of visitors are able to experience the Tovrea Castle at Carraro Heights up close and personal. Tours of the 44-acre site and its 5,000 square foot architectural "wedding cake" castle are very limited and sell out quickly.

The first family to settle on the property was the Warners:

#### WARNER FAMILY

In 1907, a couple named Ferdinand (F.L.) and Lizzie Warner established their homestead when they married on 160 acres of land near the Salt River in Phoenix. They built a home on the hill in the center of the property and called it "Warner Heights."



Tourist sign located in the basement of the castle

#### **CARRARO FAMILY**

In 1928, the Warners sold their property to Alessio Carraro for \$68,000. Carraro came to the United States from Italy in 1907. He originally resided in San Francisco,





Alessio Carraro and the touring car he drove during his 1923 visit to his homeland.

At one time, E.A. Tovrea was the general manager of the Sonoran Packing Company, based in Cananea, Sonora, Mexico

California, making his money through a successful sheet metal business. Carraro moved to Arizona in 1928 with the vision of opening a resort and housing development in Phoenix. Taking a cue from the Warner family, he named the property "Carraro Heights."

Carraro and his son oversaw the 14-month project in which the centerpiece of his vision was built. Carraro's plan included luxury home sites that would be placed around the property.

To start, a 40 by 60-foot hole was blasted out of the solid granite to form the basement. From there, workers used pine wood and stucco to create each level of the castle. Only the roof of the cupola, the structure at the top of the castle, is made of sheet metal.

When the Great Depression hit, Carraro's dreams of opening a resort were put to rest. Carraro was forced to put the building and land up for sale in 1931.

#### **TOVREA FAMILY**

Originally from Illinois, Edward Ambrose (E.A.) Tovrea started a successful freight company that transported goods between Colorado, New Mexico and Arizona. He made his way to Phoenix in 1885.

Tovrea started his career in the Valley by opening various butcher shops. Later, he founded the Arizona Packing Company, which would become known as the Tovrea Packing Company, on 400 acres that is now around Washington and 48th Street. The packing company once processed more than 300,000 head of cattle annually, making the Tovrea Stockyards the largest custom feedlot in the world.

Stockyards Steakhouse, which is still open today, was a popular meeting spot for Tovrea's employees and clients.

45-year-old Tovrea met Della when she was just 18 at a shop that she worked at in Bisbee.

After years of living near the Stockyards, the Tovreas watched the castle being built, and when it went up for sale Della put in a sealed bid for \$21,500 for the castle and 44 acres.

E.A. Tovrea passed away a year after moving into the castle. Della stayed until her death in 1969. Afterwards, the castle was owned by the Tovrea Family Estate and was overseen by



caretakers who lived on the property along with members of the Tovrea family until the City of Phoenix bought it in 1993.

#### CITY OF PHOENIX

In 2010, the city completed the renovations to the building, but had no money to open it to the public. The Tovrea Carraro Society was formed the following year as a nonprofit to specifically operate and manage the castle and grounds in a unique partnership with the City of Phoenix. Tours of the castle began in March 2012.

The Tovrea Castle Tour is around 90 minutes long and

starts at the visitor's center. From there, guests are taken through the Carraro Cactus Gardens by tram with a certified docent.

The tour winds through 44 acres, where guests can see the outer buildings amongst more than 100 varieties of over 5,000 cacti.

On the castle grounds, guests can check out the wrought iron gates that Della installed as part of the original entrance Carraro had built from granite. Carraro, as a hotelier, wanted people to come in and visit the area and stay at the castle as a boutique hotel. When the Tovreas moved in, it became a private home, instead.

Guests can also view the "pyramid," a giant structure built in 1993 bearing the names of three generations of Tovrea. The symbol on the pyramid is the Circle Walking L, which was Tovrea's cattle brand.

Carraro installed a number of "activity areas" for his guests - he wanted people to have something to do while they stayed at his hotel. The game court, which is almost 100 years old, was built with bricks and blocks that were made on-site.

He also built a pond to attract the native wildlife. Later on, Della built a reflecting pool on the opposite side of the pond. It was there that guests could take in the views and the massive saguaro. Della also had over 130 peacocks roaming the premises. There still stands a horseshoe court, a patio and an aviary where she kept

Also on the property is a well house, fuel house and a caretaker's house that remain in their original shape though the paint has long-since worn off. The caretaker's house is the oldest building on the property, having been part of the original homestead of the Warner's.

The Carraro cottage was also part of the landscape. For a while, homeless people squatted in the building, and when they were forced out, they set it on fire. It stayed standing for a little longer until a microburst flattened it. Now all that's left is a pile of burnt wood and some pillars. The Tovrea Carraro Society plans on reconstructing the cottage in the near future and is in the process of raising funds.



E.A.s son, Philip Edward Tovrea is pictured here in an undated advertisement in The Cattleman, a beef industry publication.



Workers at Carraro Heights, c. 1929.







Bell from Jerome, a vault in the basement, faux fireplace with hearth.

After touring the grounds, guests enter the 5,000 square-foot castle. Near the entrance is a train bell – a memento E.A. brought with him from Jerome, where he spent some time as the town's mayor.

Inside, guests are instructed to wear booties over their shoes to not disrupt the maple flooring that is over 100 years old. The great room boasts memorabilia of the past, such as a dress that Della wore and a lounge chair from the original castle that has since been reupholstered.

Guests can see the stenciling of pineapples on the walls, which is the international symbol of hospitality – a nod to Carraro's dream of opening a hotel.

There is also a faux fireplace – there was no room for a chimney to be built in the house, so the only source of warmth was through electric heaters placed in each room. The base of the hearth is designed from Terrazzo and models the Arizona flag.

The Dancing Girl Medallion above the fireplace was a thank you gift from the artisans who created the same medallions seen at the Orpheum Theatre. The workers had no place to work on items for the Orpheum, so Carraro let them use his machine shop.

Guests also tour the kitchen, where Della slept when

she got older, as it was too hard for her to get up and down the stairs.

One of the more interesting stories told during the tour is of a break-in at the castle in November 1968. During a storm one night, two men broke into the

house and had a brief struggle with Della. A gunshot went off and hit the ceiling (guests can still clearly see the hole it left). After the melee, the men tied Della up and took \$50,000 worth of silver and jewelry. She was able to get loose and ran to the outside bell, ringing it to get the attention of those at the caretaker's cottage.

When that didn't work, 80-yearold Della made her way to the caretaker's house and was then able to call the police. Because of this incident, she caught pneumonia and died in January 1969. Shortly after her death, the police caught one of the robbers in California, and Della received justice posthumously. Since Della's death, the castle remained part of the Tovrea Family Estate with various caretakers and family members living in it. When the property was purchased by the City of Phoenix, plans for restorations began – although work on the castle didn't start until 2005. Today, the castle is purely volunteer-run, thanks

to the Tovrea Carraro Society.

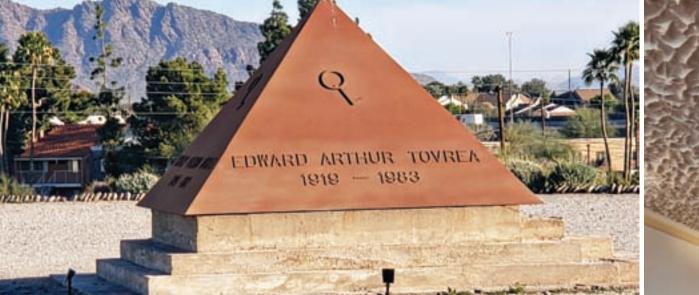
Tours are offered on Fridays, Saturdays and Sundays; group tours on Thursdays and special events on Wednesdays. Tickets need to be bought in advance and are booked through June with no tours given in July and August. In its first year of operations, more than 4,200 guests visited the castle. Now over 20,000 guests tour this site each year.

In a way, Carraro's dream became a reality, and people from all over are able to enjoy the beauty and views of Tovrea Castle at Carraro Heights. For more: tovreacastletours.com.



Tovrea Castle with touches of snow in a greeting card painted by Peter Jordan.

Tovrea monument and the basement ceiling texture.





# Lasting Impressions

4454 East Thomas Road I 602.508.0800 I liwindow.com

ere at Lasting Impressions we realize that you have a choice when it comes to window and door replacement companies. You might ask yourself why you would choose Lasting Impressions for your project. The reason more than 70% of our business comes from repeat or referral business is because we take great pride in taking care of our customers.

Over the past 20 years, we've learned what



ROC #179513

it takes to earn and keep our some 5,500+ customers' business. Our knowledgeable and service-oriented staff, as well as our interactive showroom has proven to be invaluable to the homeowner, remodeling specialist, and contractor.

As a family owned company with an outstanding reputation, you can trust that Lasting Impressions will deliver the superior customer service you should expect; and we will be around long after the job to ensure your complete satisfaction. We have the neighborhood reputation that validates our superior customer service although we consider each customer's own perception as our only measurement.



Arcadia residents and owners, Mark Jacobson and Frank Scarcello have established a window company with a difference, offering high quality products with professional in-house installation at a competitive price.

# Why You Should Invest in Security Locking Mailboxes

1/15/1 Fact Thomas Road 1 602 956 7299

very day, more and more people fall victims to identity theft.

With so much personal information readily available both online and offline, it's easier than ever.

Identity thieves looking for valuable personal information regularly check unlocked mailboxes to steal your bank and utility bills.

They'll grab hold of anything that'll give them access to your personal data. So if you've been missing some of your mail lately, it's time to investigate into the matter.

The best way to prevent this is to get a security locking mailbox. They're a little more expensive than regular mailboxes, but you get a peace of mind and mail safety. If you want to protect your personal information from curious eyes and thieves, invest in a high-quality locking mailbox.

Stagecoach Locksmiths offer a large variety of quality pedestal, wall mount and column type mailboxes to fit your needs and budget. If you have additional questions or would like to purchase a secure mailbox, please stop by our showroom at 4454 E. Thomas Road.







By Rachael Bouley

hopping for your first piece of artwork can be daunting when there are many local art galleries and creations to choose from. So how do you go about finding and buying a piece of art you can love for years to come? Here's what some local art aficionados recommend:

#### Embrace the excitement

One of the main things people should feel when shopping for art is that it excites them. Valerie Hildebrand, manager of On the Edge Gallery, encourages buyers to make sure they really like an art piece before they invest. "The 'right' piece of artwork will always catch your attention when you see it," Hildebrand said. "It may invoke memories of a vacation, a happy event, a calming state of mind or just the excitement it invoked when you found it."

It's helpful to look at a lot of artwork and get permission from the gallery or artist to take photos of the art to review later. Inquiring about the medium, technique, inspiration and artist can give people a better sense of the piece.

"You may even find an artist or two who you want to follow to see how their work develops over time," Hildebrand said. "Don't be overly concerned with a style or whether it goes with your décor. If you love it then it's the right piece."



#### Visit a local gallery

Shoppers should also keep in mind the benefits of visiting local art galleries for their first purchase. Philip Koss, gallery manager of American Fine Art Inc., suggests speaking to an art consultant in person. "Look for a reputable gallery that carries a variety of artwork, different styles, genres, subject matter and prices so that you can see the artwork firsthand, in real life, to select what you like," Koss said. "We suggest that people buy the best they can afford of what they love."

Koss recommends buying online only if it's with a gallery that has a proven track record and a physical location. It's important to get up close and personal with artwork to see if you can imagine living with it day in and day out. "The influence and impact of artwork in a home is immeasurable," Koss added. "It can change the ambience, it can create the feeling of home, it can ignite your passion for life, and it can spark your imagination every day."

#### Appreciate art that grabs your attention

Michael Costello, owner of Costello Gallery, reminds buyers that art is subjective and they should stay true to their own opinions and preferences. While black and white art pieces are trending right now, as well as graphic pieces, it's all up to the buyer and what they think of the artwork - art is intended to evoke a response.

"Buying art isn't a horse race. It's about getting it right, not getting it quick," Costello said. "You're looking to spend money on something which is going to enhance where you live, so you need to spend the time and find a gallery that's willing to work with you."

Educating oneself on art and learning more about the



artists will help people get a better idea of what they want. "Collecting art is fun, but before you collect anything you need a basic understanding of art," Costello said. "It's not a prerequisite that you have a degree in art to buy it."

#### Ask about "on approval" options

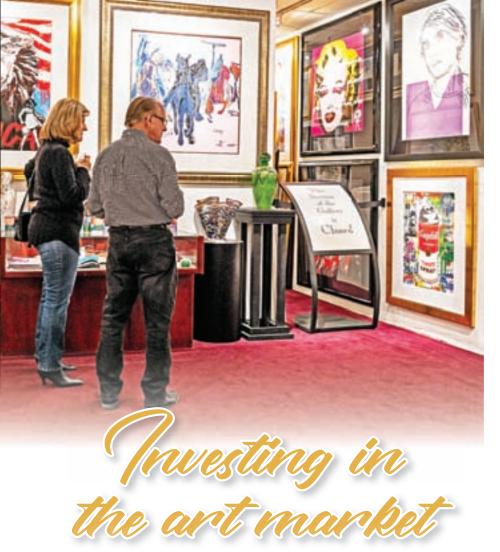
Max Smith, manager of Art One Gallery, advocates that first-time art buyers should ask galleries about their "on approval" options, where shoppers can take a piece home and keep it for a short period of time to test it out.

At Art One, where all of the art comes from students and local artists, they insist that buyers try it out and see if the art fits into their environment. Getting as much information about the art and the artist is worthwhile, too.

No matter where your art shopping adventures take you, Smith suggests you keep in mind the impact art can have on a living space. "I think art has such an importance in your home," Smith said. "It gives you an outside perspective and challenges you to look at things in a different way."



Sal Cosenza's six-foot wide painting entitled "Out of the Darkness, Into the Light."



nvesting in a piece of artwork can offer some different benefits than traditional assets, especially considering expansion, aesthetic appeal and a lower rate of depreciation compared to financial markets, where risk is a primary factor.

According to marketing and stock website benzinga.com, "Market risk is inherent to the stock market and can't be diversified away. No matter how many cheap index funds you buy, you're still going to lose value during a downturn."

The good news is, pieces of art aren't correlated to the whims of Wall Street. By buying art, people can create a value in a nonorthodox financial category. One benefit of investing in a passion category like art is the usage and enjoyment an owner will experience while holding the asset.

Not all art is free of depreciation, and rates of return will vary. Always keep in mind that your investment is only worth what someone else is willing to pay for it and sometimes it could be a complete financial loss. Perhaps then it could become a donation to your favorite charity, and maybe the loss could be offset with a tax deduction (check with your CPA)?

#### Here are a few tips:

- **Invest in art books and do some research** educate yourself on the different types of art and artists.
- Window-shop at galleries and museums check online reviews to learn about gallery reputations.
- Consider calling in the professionals an art consultant could be beneficial in deciding what piece to buy and where to buy it.
- **Don't overspend for a famous artist** if you're not ready to pay full price for a piece from a well-known artist, consider an edition, which is one in a series of the same image.
- Make sure your home or renter's insurance will cover its value you may need to buy additional coverage.
- Be careful where you put your art. If the work might fade, make sure to keep it out of direct sunlight.
- Now, sit back and enjoy your investment!

# 50,000 AFFLUENT READERS ARE WAITING TO DISCOVER YOU.











With the real estate and remodeling business going strong, it's the ideal time to advertise your business to Arcadia homeowners.

- · Special pull-out section in Arcadia News.
- · Featuring home-related content and advertising.
- · A go-to guide for Arcadia's discriminating homeowners.

## 2020 Home & Design Guide

**SPRING • SUMMER • WINTER** 

Release date: May 1

## Don't forget!

The deadline is: Wednesday, April 15, 2020

Contact Roni Mier at roni@arcadianews.com or 602-840-6379.













# MOVING GLASS WALL SYSTEMS

VISIT OUR SHOWROOM 4454 E. Thomas Rd. Phoenix 602.508.0800 | liwindow.com

Mon-Thurs 8:30-5p.m. | Fri 8:30-4p.m. | Sat 9-2p.m. | ROC#179513