

# Cascade Sotheby's expands operations in Sisters

By **Jim Cornelius**  
Editor in Chief

Cascade Sotheby's International Realty is a big presence in the Sisters real estate community, having recently acquired Sisters real estate pillar Metolius Property Sales and its 11 brokers. Cascade Sotheby's estimates that it now has secured more than 22 percent of the Sisters real estate market.

The brokers will celebrate with the community at an open house grand opening celebration during Fourth Friday Art Stroll on Friday, March 23.

Longtime Sisters resident Phil Arends has been tapped to lead the expanded operation as manager of the Sisters branch office. Arends specializes in resort and vacation home real estate at Black Butte Ranch and throughout Central Oregon with more than \$25.7 million in annual production in 2017.

"Phil Arends is one of the most respected and successful brokers in the Sisters and Black Butte communities. To welcome his level of talent and respect to Cascade Sotheby's is a huge asset to our recent

expansion in Sisters and the region," said Deb Tebbs, founder and CEO, Cascade Sotheby's International Realty. "We are building a growing footprint of listings in Central Oregon and his knowledge and expertise in vacation home and resort sales will help us accelerate our momentum and propel us to our next level of growth in the region."

Arends says that his focus will be on helping Cascade Sotheby's brokers succeed — an effort that is enhanced by the tools and marketing reach available through Cascade Sotheby's International Realty.

"They've got great systems in place to help brokers," he said. "It's got a strong and good reputation."

And, he says, "a seller can benefit from the strength and outreach a company like Cascade Sotheby's can offer."

Moving into the role as a branch manager is a big step, but it feels natural to Arends. After all, he's no stranger in the relatively small Sisters-area real estate community.

"The good thing is, I know everybody," he said.

Arends won't just be a

manager — he'll continue to do the work he has done at a high level for the past eight years.

"My primary function is going to be what it's been — to be a listing and selling broker in Sisters and Black Butte Ranch."

As it moves to expand its position in Sisters, Cascade Sotheby's International Realty has been tapped as the exclusive listing agent for the new luxury home development Grand Peaks at Sisters, being developed by Hunter Renaissance Development LLC.

The development lies on the west side of Camp Polk Road, across from Sisters Eagle Airport.

"We were looking for a strong, cohesive and highly experienced team that knows how to market what we think is a very distinct and special property — the Cascade Sotheby's reputation and team rose to the top as an elite group of real estate professionals we want to work with," said Jeanmarie Kapp, chief operating officer of The Renaissance Companies and partner in Hunter Renaissance

Development LLC. "The Sotheby's brand offers the prestige and cache that we believe best represents our unique communities and homes."

According to a statement from Cascade Sotheby's, development and lot sales are currently underway with the first model under construction. Developers plan for first home occupancy this summer 2018. A grand opening of the community is being planned for this summer.

Kimberly Gorayeb, Cascade Sotheby's new development manager in Sisters and lead listing agent for Grand Peaks, said, "This development is indeed unique — the location, the amenities, the sweeping mountain views and access to all of the recreation and lifestyle advantages of the area make it an ideal community."

Gorayeb had been a principal broker and a lead producer at Metolius Properties. She is excited about the transition.

"I've always admired and appreciated the Sotheby's brand, so I was excited to work under the Sotheby's brand," she told *The Nugget*.



PHOTO PROVIDED

**Phil Arends is leading the Sisters office of Cascade Sotheby's.**

"The community's growing, the community's changing. The Sotheby's office offers a farther reach because they are international. I think that is what's going to be really good for all of us at the office."

Though Cascade Sotheby's is an international company, Arends noted that the company tries hard to source its needs from local vendors and service providers. He observed that the grand opening celebration features almost all locally sourced food and drink.

"There's definitely that community interest in mind, from what I've seen," he said.

The grand opening will be held at 290 E. Cascade Ave. from 4 to 7 p.m. on Friday, March 23. All are welcome.



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