

Residents look to cash in on Super Bowl

By Kelly Carr.

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Blaine Wiggins had to persuade his wife to rent out their Avondale home for the Super Bowl. To make his argument sound, he started doing research.

He wondered what the demand for rental homes might be in the Southwest Valley and how fast hotels would sell out for the Feb. 3 game.

What he found prompted him not only to rent out his home, but also to start his own business.

Popular rental sites

Here's a roundup of popular sites to find Super Bowl home rentals:

- www.bowlgame rentals.com
- craigslist.org
- eventhome rentals.com
- www.homeaway.com
- www.superbrentals.com
- www.vacationhomerentals.com
- www.vrbo.com

Wiggins, whose day job is director of enrollment for the University of Phoenix, recently launched www.bigeventrentals.com.

It's a site that links its visitors to Valley homes for rent during the big

game at the University of Phoenix Stadium in Glendale.

Homeowners can feature their home on the site for free, but if the home is rented, Wiggins makes a commission.

The Web site lists about 24 homes so far, including Wiggins' 3,700-square-foot home with a heated pool. The going rate for his house for one week — \$15,000.

"I saw there were a lot of people looking to rent their homes out," Wiggins said. "It was my ammunition to show my wife why we should rent our home."

"Then I thought, maybe I would put my house up and make a little Web site. I saw there were a few sites where you didn't have to pay upfront to list your house."

Wiggins has found many Southwest Valley residents who want to capitalize on having the Super Bowl in their backyard.

And as hotels begin to fill up, he believes the demand for ren-



PHOTOS BY MICHAEL SCHENNUM/THE REPUBLIC

Blaine Wiggins and Cambry, 3, Easton, 4, and Teesha and Colton, two months, plan to rent out their Avondale home for the Super Bowl. Wiggins recently launched www.bigeventrentals.com. It's a site that links its visitors to Valley homes for rent during the big game.



The Wiggins family has its game plan in place for the Super Bowl — renting out the family home for one week for \$15,000.

tal homes will only increase.

The Hilton Garden Inn and the Homewood Suites by Hilton in Avondale already are sold out and Tolleson's Comfort Suites has a handful of rooms left for the first week of February.

"It just brings so many people," he said. "Housing will continue to be more limited. They are trying to build more

hotels, but many are already booked."

Saeed Mafi agrees with Wiggins' strategy.

His friends recently persuaded him to rent out his Avondale house for the game. After all, one of his buddies who owns a condo near the stadium rented his house for about \$45,000 for one week.

So Mafi posted an advertise-

Tips to consider before you rent

- Make sure your homeowner's insurance covers damage when the home is not owner-occupied. Most policies do not, but coverage can be obtained.
- Get adequate liability insurance in case a guest is injured.
- Run a credit check on the guest.
- The guest should pay upfront.
- The law does not require a contract, but draw one up. Hit on topics like the time frame for the rental and the amount to be paid.
- Do not call yourself a landlord,

because that gives tenants certain rights. The contract should emphasize this is not a landlord-tenant agreement but a hospitality contract with a guest.

■ Don't leave personal valuables at the home.

■ Consider renting your home through a property-management company that knows the regulatory ins and outs.

Sources: Margie O'Campo de Castillo, broker, and real-estate attorney Raya Tahan with Tahan Law Office in Phoenix.

ment online for his 2,500-square-foot home near 137th Avenue and Indian School Road.

He's willing to rent his fully furnished pad for five days for \$10,000.

Mafi is sure that as the football season progresses and the big game gets closer, people will be interested in his and other properties in the Southwest Valley.

The proximity to the sta-

dium and the comfort of staying in a home are sure to lure people to rentals in places like Avondale and Goodyear, Mafi said.

"I didn't even realize it was such a big market and some of my friends were saying, 'you should rent out your house.' I just figured it would be a good opportunity," Mafi said. "Plus I don't think a hotel can offer what you can have staying at a big house like this."