LUXURY

LUXURY MAGAZINE

SUMMER 2019

WHERE THE LIVING IS EASY

Four Seasons, Costa Rica

EFFORTLESS OWNERSHIP HAS ALWAYS BEEN A MAIN REQUIREMENT FOR ANY SECOND OR THIRD HOME, BUT TODAY'S BUYERS ARE ALSO EXPECTING THE ADDED VALUE OF CAREFULLY CURATED EXPERIENCES. by Irene Rawlings

Hotel companies have been quick to respond to the demand for branded residences by creating mini stays, where homeowners have access to the coveted services in their wheelhouse: daily housekeeping, laundry, in-residence dining, and 24-hour concierge. Additional amenities—fitness centers featuring the latest cardio and strength training equipment, a signature spa with massage and treatment rooms, yoga and Pilates spaces, theater and performance studios, even pet grooming services—sweeten the deal.

"The branded residences sector has been experiencing rapid growth since 2000 and will continue to grow exponentially in the United States, and especially in Asia," says Adelina Wong Ettelson, global head of residences marketing, Mandarin Oriental. "It is a natural extension of a hotel brand, offering luxury lifestyle, assurance of quality, proven operational management, and the cachet of a globally renown and well-respected hotel brand. It gives the owner the comfort and permanence of home but with the full service and amenities of a five-star hotel. With a strong pipeline of Residences in development, we will double our residential units in the next five years."

Four Seasons, one of the pioneers (1985) in resort residences, is also experiencing meteoric growth. "There has been nearly $8 billion in Four Seasons Private Residences sold globally with a five-year pipeline of 30 new projects valued at an estimated $10 billion," says Paul White, president of Four Seasons Residential. It currently operates 41 branded Private Residence properties around the world—including four standalone residential projects in Los Angeles, Marrakech, London's Mayfair, and, most recently, San Francisco's Mission District. Additional openings in 2019 include Bengaluru (India's Silicon Valley), Montreal's Golden Square Mile, and One Dalton (the tallest new building in New England), as well as properties on the beach in Cabo, overlooking the river in Bangkok, among the vines in Napa Valley, and on chic Avenida Nações Unidas in São Paulo.

Here, seven oases from Four Seasons, Rosewood, Mandarin Oriental, and others available now.

Four Seasons Private Residences Prieta Bay at Peninsula Papagayo, ***Costa Rica***
Within a 1,400-acre private resort community, this enclave of 20 wholly owned oceanfront properties adjacent to the Four Seasons resort is nearly complete. For one fee, homeowners and guests may opt in to an all-inclusive program for access to all of the resort's facilities: unlimited spa treatments, rounds of golf, all food and beverages (including a fully stocked in-home bar), and a private butler. "From the second a guest touches down to the moment they take off, their every wish is made a reality," says Chef Concierge Patricia Rodriguez. Residences from $3.9 million; all-inclusive program from $17,000/night; *fourseasons.com*

Baha Mar Residences, ***Bahamas***
Two iconic hotel brands within the $4.2 billion development Baha Mar—Rosewood Baha Mar and SLS Baha Mar—created these ocean-facing, one- to eight-bedroom residences overlooking turquoise Bahamian waters. Owners and guests gain access to signature resort experiences, including complimentary golf at the par-72 Jack Nicklaus Signature course, VIP shopping at international luxury retailers like Cartier and Tiffany, private access to Baha Mar's secluded private island just off beautiful Cable Beach, and access to the resorts' 213-foot superyacht. Rosewood residences from $995,000; SLS residences from $850,000; *bahamar.com*

Andaz Turks & Caicos Residences Grace Bay
Hyatt's first residential resort has kicked off sales. The oceanfront property opening in 2020 spans 5.5 acres, providing an Andaz-level of hospitality for its real estate offerings on the archipelago's famed Grace Bay Beach. From $975,000 (one-bedroom) to $5.2 million (penthouse); *andaz.com*

The Residences Mandarin Oriental Boca Raton, ***Florida***
Now under construction are 92 residences with views of the ocean, golf course, and city. Amenities include a rooftop pool with ocean-view cabanas and membership at Via Mizner Golf & City Club. Cross a sky bridge to access the hotel's spa and restaurants. From $2 million; *moresidencesbocaraton.com*

Six Senses Kaplankaya Residences, ***Bodrum, Turkey***
Bodrum (sandy beaches and vibrant nightlife) is an emerging destination for high-net-worth sunseekers. Located across the bay from Bodrum, environmentally friendly Kaplankaya sits on a hillside overlooking the deep-blue Aegean. Designed to blend into the landscape, three- to seven-bedroom villas give owners access to Six Senses wellness facilities. From $1.8 million; *sixsenses.com*

Tucker's Point, ***Bermuda***
This 240-acre master-planned resort community is anchored by the ultra-luxe Rosewood Bermuda. A driver picks up top-

Rosewood, Baha Mar

The Lodge at Kukui'ula, Kauai

tier members from the airport. Perks on property range from the famous pink-sand beach with full restaurant service to priority tee times at the 18-hole golf course and access to a dedicated concierge. Deeded partial-ownership residences and residential homesites are some of the last undeveloped parcels of land on the island. From $800,000/homesite; *tuckerspoint.com*

TRY BEFORE YOU BUY

FROM OPULENT TENTS TO DESIGNER-FURNISHED HOMES, REAL ESTATE DEVELOPERS CREATE UNIQUE TEMPORARY ACCOMMODATIONS FOR PROSPECTIVE BUYERS TO EXPERIENCE A SENSE OF PLACE BEFORE THEY SIGN ON THE DOTTED LINE.

Montage Residences Palmetto Bluff
Bluffton, South Carolina
Prospective homeowners experience legendary Southern hospitality in two- to five-bedroom residences while taking lagoon cruises, fishing, and enjoying daily housekeeping, bike rides, and a golf cart for use during their stay. From $1.4 million, furnished; *palmettobluff.com*

Montage Residences Palmetto Bluff, South Carolina

Snake River Sporting Club
Jackson Hole, Wyoming
Prospective buyers stay in rustic-chic one-bedroom "tiny" homes, spending their days fishing, playing tennis, taking in a round of golf on the Tom Weiskopf championship course, and horseback riding in the 3.4-million-acre Bridger-Teton National Forest. From $1.4 million; *snakeriversportingclub.com*

The Lodge at Kukui'ula
Kauai, Hawaii
Stay in island-style cottages with complete access to activities: traditional Hawaiian canoeing, hiking the Kalalau Trail, and booking signature treatments in the 18,000-square-foot spa. From $2.4 million (villas) to $4.2 million (ocean-front homesites); *thelodgeatkukuiula.com*

Mountainside at Northstar
Lake Tahoe, California
Architecturally stunning "tiny houses" with panoramic views allow buyers a sneak peek into modern mountain lifestyle and access to all outdoor experiences. From $2.2 million; *mountainsidenorthstar.com*

Four Seasons Caye Chapel
Belize
Equipped with glamping tents, prospective owners can experience the island before anything is actually built (opens in 2021). A full staff creates a complete itinerary for interested buyers to glimpse the lifestyle they would be buying into. The experience includes a private boat captain and chef. Residences from $2 million; *fourseasons.com*

Pendry Residences Park City
Park City, Utah
Prospective buyers are invited for a day of guided skiing, hosted by a member of the US Olympic ski team. Ski-in, lift-out resort and residences opening winter 2021. Studios from $395,000, fully furnished; penthouses $3.65 million, fully furnished; *pendryresidencesparkcity.com* ◆