

An abstract painting with a light blue background on the left and a dark, textured vertical band on the right. The dark band features shades of red, purple, and teal, with visible brushstrokes and a sense of depth. The overall composition is split vertically, with the lighter blue occupying the left half and the darker, more complex colors on the right.

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REAL ESTATE

## Sports Hubs

There's a real buy-in for resort communities offering amusement and amenities.

BY IRENE RAWLINGS

**R**eal estate agents are calling this a rural renaissance as buyers seek out second homes to enjoy for more than just weekends away. In highest demand are properties with access to outdoor activities—from kayaking to golfing, surfing to diving. After a year of pandemic fatigue, an escape to the country with the comforts of home *and* the services completely taken care of—as if staying in a five-star hotel—sounds just about right.

### PALMETTO BLUFF

#### Bluffton, South Carolina

The 20,000-acre riverfront development in the heart of Lowcountry saw its strongest year-to-date sales with more than \$257 million in closed transactions in 2020. Sporting life pursuits include equestrian experiences and salt- and freshwater fishing excursions. Palmetto Bluff Shooting Club has a professionally designed sporting clays course (down here, they call this “golf with a gun”). Homesites from \$225,000 to \$2.5 million; homes from \$837,000 to \$5.75 million; [palmettobluff.com](http://palmettobluff.com)



**SUSURROS DEL CORAZÓN**  
**Punta de Mita, Mexico**

On 33 lush acres overlooking the Bay of Banderas, Auberge Resorts Collection's Susurros del Corazón ("whispers of the heart") is surrounded by tropical jungle and pearlescent beaches and offers a rare opportunity to own a beachfront home. The destination has 30 residences (from three-bedroom beach casitas to a six-bedroom presidential suite) alongside four distinct culinary concepts, a 3,000-square-foot fitness center and yoga studio, kids' club, and Auberge Spa, all in a jungle-meets-the-sea location. In 2020, the neighboring Punta Mita resort and real estate development reported an 84-percent increase in home sales over the same period in 2019. "Buyers continue to be interested in Riviera Nayarit, Auberge-branded resorts, and the hassle-free nature of turnkey residences. The pandemic has highlighted the benefit of having a second home to escape to," says Mark Cooley, partner, SV Capital (developer of Susurros del Corazón.). "Ninety percent of our buyers put their homes into Auberge's rental program ... creating income from a second-home asset that would otherwise be sitting empty." From \$1.9 million to \$10.9 million; [susurrosresidences.com](http://susurrosresidences.com)





### PENDRY AND MONTAGE RESIDENCES

"People are reevaluating the way they want to live," says Tina Necrason, executive vice president residential, Montage International. Like Solemar (opposite), the company has entered a partnership with Delos and will introduce DARWIN Premier technology into the private Farm Villas at Pendry Residences Natirar (from \$3 million). The system will

reduce indoor contaminants, filter water, regulate interior temperatures, and provide stress-reducing lighting. Pendry's wellness commitment extends to furnishings and finishes: FSC-certified wood, low- or no-VOC finishes, eco-friendly Saatva mattresses. Moving forward, Pendry- and Montage-branded residences (such as the residences

under development at the newly opened Montage Healdsburg) will offer customizable Delos systems. Residential portfolios under development include: Pendry West Hollywood (a \$450 million project on the Sunset Strip), California; Pendry Park City, Utah; Montage Big Sky, Montana; Montage Cay, Bahamas. [pendry.com/residences](http://pendry.com/residences); [montageresidences.com](http://montageresidences.com) →