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 Mary Gullixson
 Alain Pinel Realtors — 866.468.0111 ID: APA9



LOS ALTOS HILLS, CALIFORNIA | \$15,000,000
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 Alain Pinel Realtors — 866.468.0111 ID: XHV9



SOUTHAMPTON VILLAGE, NEW YORK | \$15,000,000
 3 acres, 8 bedrooms and baths, and game room/media room. Hot tub, pool, pool house/gym, and 2 tennis courts.
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 Allan Schneider Associates — 631.283.7300 ID: ZBX9

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SAGONACK, NEW YORK | \$10,500,000
 4,500 sq. ft. 1898 Victorian on 2.36 acres. Shingle exterior, 6 bedrooms, 3 baths, 2 fireplaces, and ocean view.
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EAST HAMPTON, NEW YORK | \$6,750,000
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BRIDGEHAMPTON, NEW YORK | \$12,000,000

10,000 sq. ft., 5 bedrooms, 7 baths, library, wine cellar, formal dining, 10 fireplaces, pool, and 3 acres.

Lewis Apito

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CARMEL, CALIFORNIA | \$10,900,000

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LONGBOAT KEY, FLORIDA | \$5,950,000

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Klaus Lang and Jim Hanrahan

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Spectacular private 7-acre estate. Unbelievable interior, huge waterfall pool.

Cindy Burns

Martha Turner Properties — 713.558.3204

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Klaus Lang

Michael Saunders & Company — 941.320.1223

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HOUSTON, TEXAS | PRICE UPON REQUEST

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Karen Harberg

Martha Turner Properties — 713.558.3203

ID: TLN9



BRIDGEHAMPTON, NEW YORK | \$3,500,000

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Nancy Mizrahi

Allan Schneider Associates — 631.283.7300, ext. 26

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SARASOTA, FLORIDA | \$1,995,000

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Klaus Lang

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Anni Mosely

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HOUSTON, TEXAS | \$3,295,000

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FebruaryMarch

UNIQUE HOMES



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Banker Tim Kruger says creative financing methods can save a deal that appears impossible.

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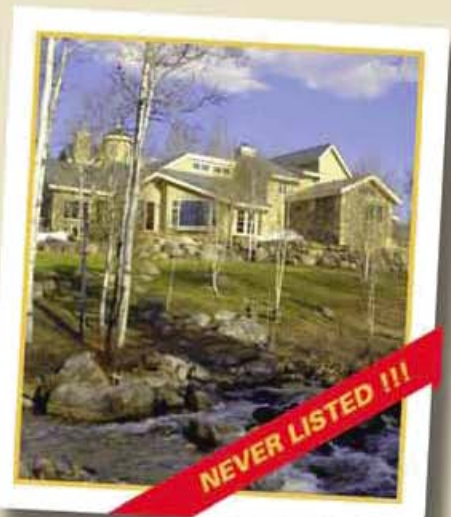
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■ Editor's Letter

HOW IMPORTANT IS YOUR LUXURY AGENT, HOW ARE TODAY'S high-end buyers financing their purchases (you may be surprised), and what specifics should you be aware of when thinking about making an offer, are just a few of the items found in Camilla McLaughlin's story, "**The 35 Things You Should Know Before Buying a Luxury Home.**" This article, the second installment in our special anniversary series (page 46), covers some of the key factors buyers should consider when shopping in the upper-tier, including being well-educated on the market and making sure you effectively communicate with your agent exactly what you are looking for.

Those buyers shopping for a residence in the sky already may know that **one of the biggest trends in high-rise living is a comprehensive focus on fine design**—both inside and outside. More and more developers of today's condominiums seem committed not only to creating great buildings, but to creating works of art. Artistic interiors (such as gallery-like lobbies), and dramatic exteriors (including ones with curving facades or full-glass towers), are central to some of the country's newest projects, from Chicago and Cincinnati to Miami and Manhattan. And in some cases, art is a central theme tying the building and its residents together. In New York City, for example, Cielo is a 28-story building with its own art concierge offering owners the latest info on the city's exhibitions and events. Each resident also gets a complimentary one-year membership to the Whitney Museum. For more on such trends, please see our article on page 86.

In addition to these special features, there are also stories on top luxury locales in **New Jersey** (page 93), a review of **Philadelphia's** ever-growing upscale market (page 106), some of the best spots on **Florida's East Coast** (page 181), what's new in **Turks & Caicos** (page 212), and **Hawaii's** island allure (page 219).



Until next time...

Kathleen Carlin-Russell



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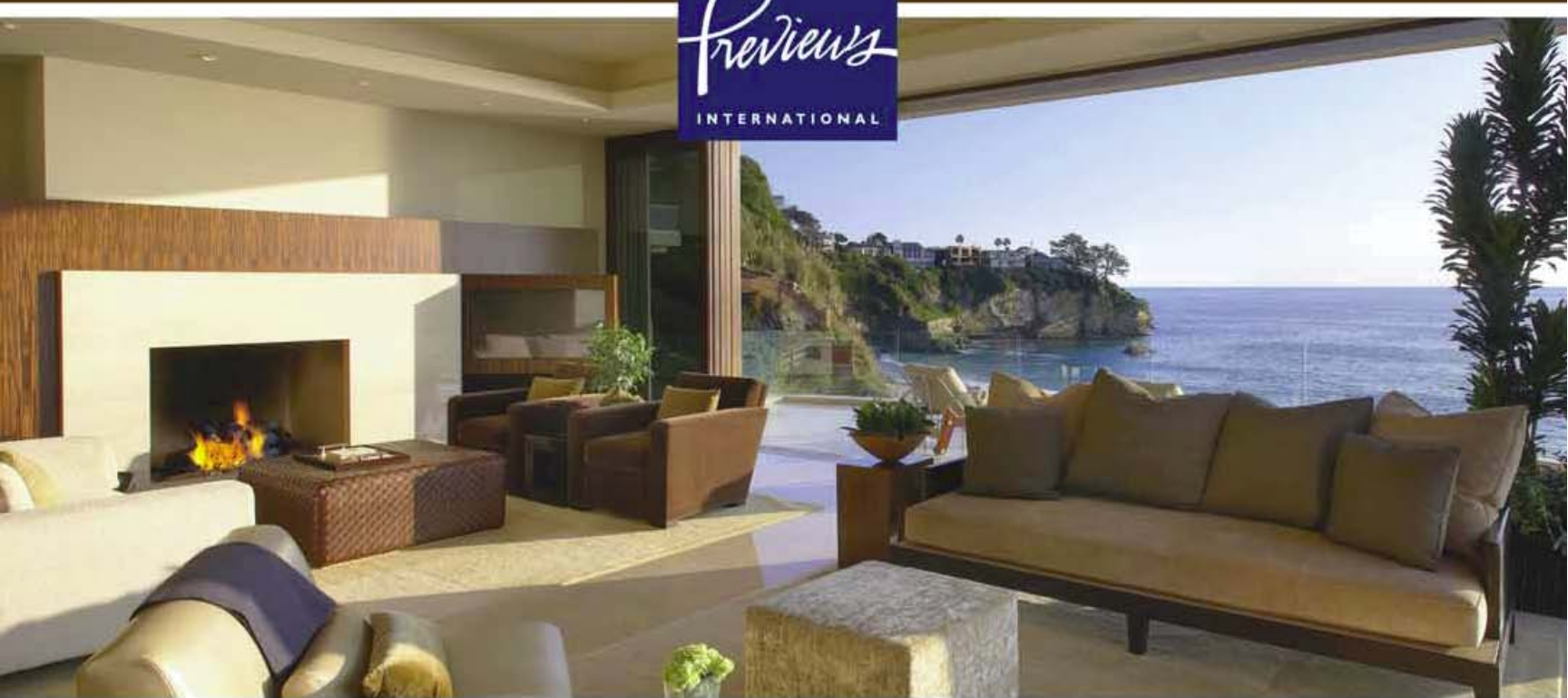
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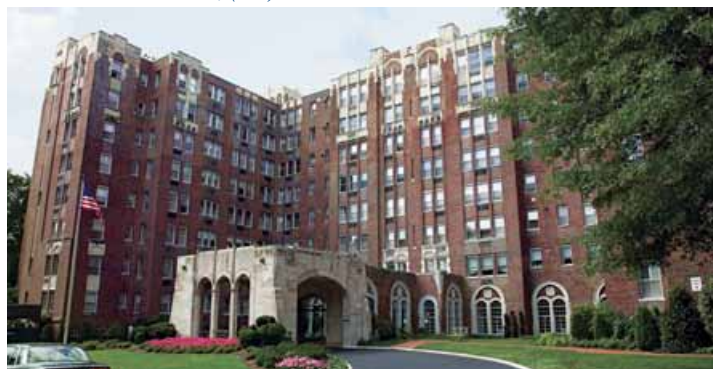
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Laurel Penthouse, San Diego, California—Spectacular Park Laurel Penthouse, San Diego's Central Park Address. Spectacular views of the dynamic skyline and waterfront from this 4,715 square feet of unparalleled living space offering four bedrooms, four and one-half baths. This sophisticated urban residence features Brazilian hardwood floors, private interior elevator, wrought iron detailing, two double hearth fireplaces, and two terraces with far reaching coastal views. \$4,450,000. *Ruth Ann Fisher, Willis Allen Real Estate, (619) 733-4100, rfisher@willisallen.com, Santiago Garza, Urban Real Estate Services, (619) 261-7047.*



Cathedral Heights, Washington, D.C.—Situated on more than 10 acres of beautiful park-like grounds, The Westchester is among the outstanding apartment residences featured in "Best Addresses" by James M. Goode. Currently a gracious three-bedroom, three-bath-plus library in a rarely available tier is listed for \$965,000. *Kathleen Battista, (202) 857-4382 Randall Hagner LTD., www.hagner.com.*



Madison, Wisconsin—A Fabulous 6,000 sq. ft. brick & stone French country home on 45 acres a pleasant 30 minute ride to Madison. This home offers his & her master suites, custom cherry cabinetry thru-out, fabulous chef's kitchen, a giant 24 by 53 family room, 2 gas fireplaces, native fish stocked pond, antique barn, breathtaking panoramic country views and, yes, you can have horses. Offered at \$1,600,000. *Offered exclusively by Tom Tarrolly, Madison's Premier Lake, Estate & Historic Homes Realtor. TOLL-FREE 1.877.235.8555 or E-mail: tarrolly@restainobunbury.com.*



San Diego, California—Enjoy gorgeous views of San Diego Bay, downtown skyline, the pool, park and Coronado bridge from this spacious and light fourth-floor condo. Beautifully appointed with soaring ceilings and mirrored walls to capture the views in every direction, this condo offers two underground parking spots, two bedrooms and two baths. Offered at \$1,850,000 to \$2,100,000. *Fran Palmer, Willis Allen Real Estate, (619) 994-7140.*

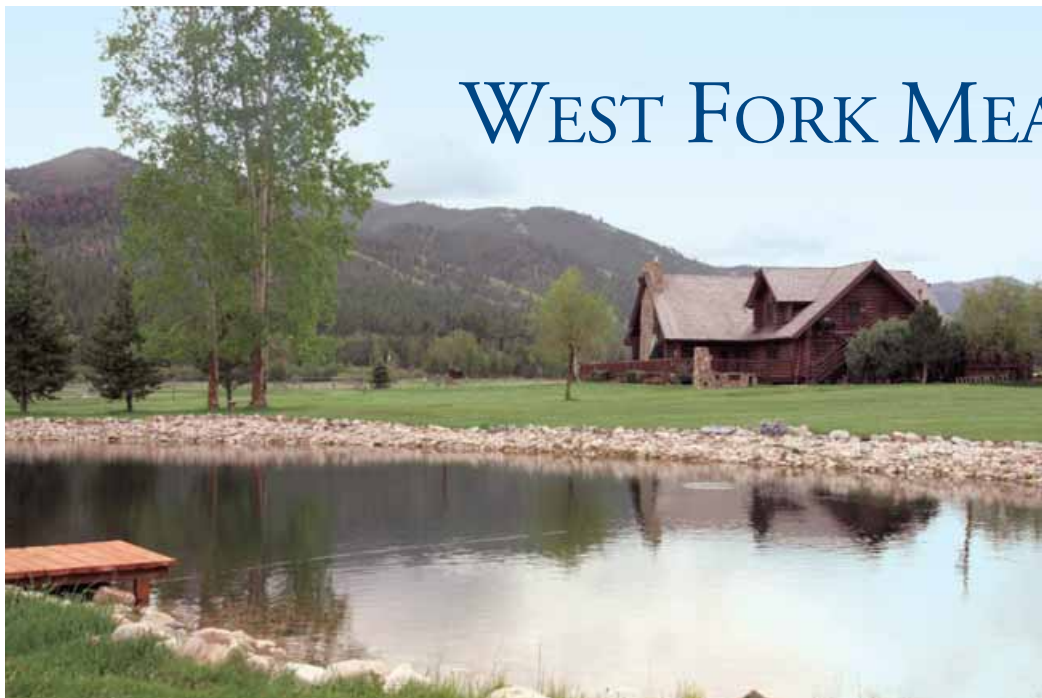


Newport, Rhode Island—"Swanhurst Theater" – Unique historic 5,400-plus square-foot property originally part of the Swanhurst Estate. The grand interior includes the original theater balcony. Elegant throughout with gardens, pool and manicured lawns for gracious entertaining plus tennis court on abutting 1.3 acre lot. \$5,900,000. *Gustave White Sotheby's International Realty, 37 Bellevue Avenue, Newport, RI, (401) 849-3000, www.GustaveWhite.com; gustavewhite@gustavewhite.com.*



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BITTERROOT VALLEY, MONTANA

Introducing a fabulous 190+/- acre ranch with the West Fork of the Bitterroot River meandering through it! Exceptionally gorgeous, this property lies in its own valley with pristine mountains and lush meadows wherever the eye travels. Bordering both Federal and State lands, the recreational possibilities are endless.

The main home, constructed of log, has been recently updated and includes an extraordinary full commercial kitchen. A comfortable, cozy lodge atmosphere welcomes you as you enter the dining and living rooms. A sun room is centered around a stone fireplace and beckons you to step out onto one of the large decks surrounding the home. Comprising the entire upper level is the spacious master suite. Seven individual guest cabins provide the ultimate in privacy and entertaining options.

A perfect setting for horses! Be prepared...your horses may have to adjust to sharing their pastures with the native elk herd that inhabits the ranch. The fields are productive with good irrigation and water rights throughout the entire season and produce enough hay to carry your horses throughout the winter.

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Magnificent 25-Acre Lakefront Estate, Orlando Area — Resort setting – private family or corporate retreat! 14-acre Mediterranean estate to suit your needs. Custom built in 2002 and framed by estate fencing with gated entry. This 13,000-square-foot estate is finely crafted with marble staircases, soaring ceilings framed by elaborate woodwork, gleaming stone and hardwood floors. The professionally designed interior features five oversized bedroom suites (two masters), elegant formal, home theater with state-of-the-art sound, fitness center with sauna, day spa, game room with entertainment bar, and wine cellar. French doors open to a 37-foot veranda with a view of the heated lakeside pool and spa. Exterior amenities include a three-hole golf course, putting green, aviary, sandy beach, boat dock with hoist, and sports court. Permitted for a six-stall horse barn. Estate is being sold fully furnished to include boat and two oversized Yamaha jet skis. Price Reduced! \$6,500,000. – Accepting offers! Must sell quickly! Web # 53594.



Sweetwater Country Club Estate, Orlando Area — Nestled among beautiful oaks on a very quiet circle is this beautiful home in a country club setting. The meticulously maintained 5,021-square-foot home includes four large bedrooms, a 24-foot family room and a 21-foot bonus room, and large formal rooms for entertaining enhanced by mirrored walls. One of the most delightful features of this spacious home is the master-bedroom retreat with soaring, beamed ceiling, adjoining spa room and a private staircase leading to a fabulous loft/study room. Glass doors in the master bedroom open to a large, private sun deck! Glass sliding wall/doors span the rear of the home and open to a large screen-enclosed area, which includes a large terrace embracing an oversized heated pool. Private tennis court and viewing gazebo. Three-car garage. Web # 555136.



2-Acre Lakefront Estate, Orlando Area — Magnificent plantation-style estate, built in 1998, combines the charm of the “olde South” with all of today’s conveniences and finishes of granite, stainless-steel appliances, hardwood and marble floors. Finely crafted 8,000 square feet with high ceilings detailed with exquisite molding throughout. Interior features an impressive staircase with open balcony, formal rooms, kitchen with cherry-wood cabinets and gleaming black granite tops, media/game room and handsome study/home office. The master suite boasts a fireplace and French doors opening to a balcony and wide verandas that embrace the rear and overlook a lakefront setting, terraced gardens and a heated pool. 1,000 feet of waterfront on famed Lake Butler! Large boat house and dock! Private guest apartment too! Web # 76388

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NEWS & NOTES

Famed Architect's Last Work Under Way

IN THE WAKE OF AMERICAN-RENOWNED architect Philip Johnson's death in January 2005, construction has begun on his last residential masterpiece—the Urban Glass House, co-designed by Alan Ritchie of Philip Johnson/Alan Ritchie Architects, New York. Located at 330 Spring Street in Manhattan, this 12-story building is constructed with glass and steel and is set to contain 40 residences ranging in price from a one-bedroom home for \$1.6 million to a \$10 million grand penthouse.

Completing the interior architecture of the building is Annabelle Selldorf of Selldorf Architects, LLC, New York. "We made sure to pay attention and make the building relevant to people's lives today," says Selldorf. She believes the Urban Glass House will stand out in New York City for its elegance, privacy and attention to detail with well-proportioned spaces that give off an enormous amount of light. "In terms of details and materials, the level of quality is very high," says Selldorf. "We've had the full support [from] great developers who were interested in creating special apartments."



The Urban Glass House is set to be complete in July, around what would have been Johnson's 100th birthday. The concept for the Urban Glass House was derived from a small, personal Connecticut home Johnson once created for himself that he dubbed the Glass House. It is admired for its levels of structural clarity and now stands as a National Historic Landmark.

Johnson first presented his work through exhibitions at the Museum of Modern Art in the 1930s, and later went on to create several other important buildings across the country including the New York State Theater at Lincoln Center in New York City and the Crystal Cathedral in California. He is celebrated for his pursuit of new directions in architecture and bringing to light the evolution of Modernist luxury.

—Cherilyn Sajorda

Former Soap Star Pens Advice Book

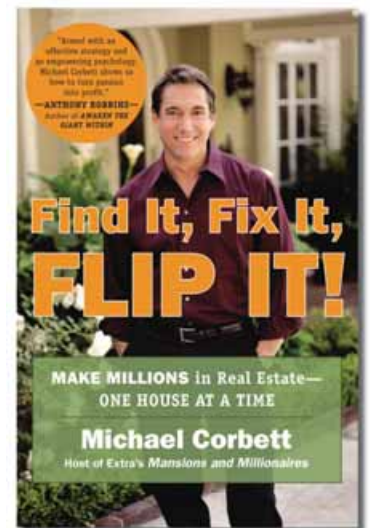
Remember the infamous block in Hollywood where actor Hugh Grant was arrested for his illegal tryst? Well, thanks to Michael Corbett, author of "Find It, Fix It, Flip It!" the block no longer resembles its old self. After buying and renovating a home in this neighborhood, Corbett inspired his neighbors to improve their properties. By planting 140 trees within eight blocks, building more police stations and creating a homeowner's association, this area has become "one of the most beautiful blocks in Hollywood," says Corbett.

Corbett, who rose to TV stardom on "The Young and The Restless," now is the host of the "Mansions and Millionaires" segment on TV's "Extra."

"Find It, Fix It, Flip It!" is his guide to investing in real estate, fixing up property and eventually selling it for a profit. There are three different types of fixers, Corbett explains. First there is the "cosmetic" one. Corbett recommends not flipping this type of home because these homes usually only need some paint. The other type is a "teardown." This type of home has all the wrong things wrong with it—from foundation stress to geological or environmental damage. However, the "downright ugly home" is the best type of home to flip. This home has the right things wrong with it, says Corbett, such as an overgrown yard, little light and tight spaces. With some landscaping, adding more windows and creating open spaces, this "ugly home" becomes the perfect home to put back on the market.

A Realtor is also another great source of help when deciding to flip a home, Corbett says. He has worked with his own real estate team for about 10 years. "They call me and say, 'We got one for you. Bring your checkbook.'" It's important to look for Realtors who previously have handled clients who have flipped their homes.

—Alison DiPaolo



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NEWS & NOTES

FROM THE TOP

HONOLULU, HAWAII

\$16,500,000

Located on the most prime 1.66-acre lot on a private drive overlooking the Pacific Ocean and Waikiki is Pualeilani, an amazing 4-year-old estate. Sitting high on park-like grounds, the 18,000-square-foot, six-bedroom, eight-full- and one-half-bath residence includes a family kitchen, catering



HONOLULU, HAWAII

kitchen, family and formal dining rooms, and family parking for 25 cars. The master suite spans the entire second floor and boasts extraordinary views.

Source: Patricia Choi, Choi International, Honolulu, Hawaii

PACIFIC PALISADES, CALIFORNIA

\$15,000,000

Formerly owned by the Doheny family as its private beach getaway, this spectacular 3-acre bluff down a private drive boasts Queen's Necklace views from Palos Verdes to Malibu. The approximately 1.5-acre level lot offers total privacy and a four-bedroom home of 3,200-plus square feet. Expand or remodel



PACIFIC PALISADES, CALIFORNIA

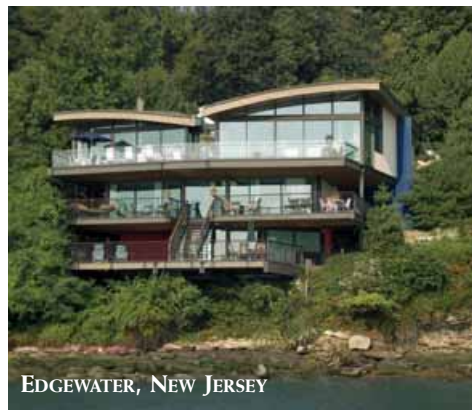
to create the ultimate, secluded, ocean-view estate. There are rolling lawns and space for a tennis court.

Source: Rodrigo Iglesias, Sotheby's International Realty, Brentwood, Calif.

EDGEWATER, NEW JERSEY

\$10,000,000

Located in one of the most prestigious areas of Bergen County, this home has unobstructed views of New York City and the George Washington Bridge from every room and deck. Built on the banks of the Hudson River in a secluded waterfront community just minutes from Manhattan, this masterpiece was custom-built and decorated by a world-renowned designer and architect. Its exquisite floor plan has every conceivable amenity, including a majestic entrance foyer, soaring ceilings, walls of glass and a grand wood deck with glass railings overlooking the Hudson River and New York City skyline. A dual-sided fireplace divides the formal living and dining rooms; the state-of-the-art kitchen has custom cabinetry, granite counters and a center island; and the main-level master suite offers



EDGEWATER, NEW JERSEY

walls of glass, a dual-sided fireplace, Jacuzzi tub and walk-in closet. The second level hosts a glass staircase that leads to an inviting sitting area and a glass-enclosed, custom-built wine cellar. Two guest suites overlook the Hudson River. Also included is an exercise room with a deck overlooking the views, and an office/den with expansion possibilities.

Source: Cynthia Scott & Phil Delbos, Prominent Properties - Sotheby's International Realty, Alpine, N.J.

—Joanna N. Seidler-Farber

* PRICES AT PRESS TIME

CELEBRITY ESTATES

Model CHRISTIE BRINKLEY'S

Bridgehampton, N.Y., home is listed at \$30 million. Originally built in 1898 and renovated in 1998, the home resides on 20 acres, 200 feet above sea level. The residence offers dazzling views from the 50-foot observation tower, 11 bedrooms, nine baths, a guest house with greenhouse conservatory, and a barn artist's studio with gym. The remarkable grounds boast walking paths, gardens and a remote tennis retreat with a basketball court and a playground.

Source: Lori Barbara, Prudential Douglas Elliman Real Estate, Bridgehampton, N.Y.



Brinkley residence

The former Los Angeles residence of actor **JOHN BARRYMORE**, currently owned by furniture designer Charles Fradin, has been placed on the market for \$5.195 million. The home, located above Sunset Strip, includes six bedrooms, six baths, two media rooms, the original wet bar and period details. The corner lot offers a rare grassy yard and a new pool and spa.

Source: Michael Eisenberg, Coldwell Banker Previews International, Beverly Hills, Calif.

NFL superstar **TERRELL OWENS** has listed his Moorestown, N.J., home for \$4.399 million. The wide receiver's home boasts a cigar room, media/screening room and a cabana with Jacuzzi and second kitchen, which leads to a pool and patio. The 15,000 square feet encompass five bedrooms, including a lower-level nanny suite, an incredible office, a great room and a three-car garage. The house rests on a 2.3-acre double lot and overlooks a creek.

Source: Erica Lacey, Blue Chip Realty, Camden, N.J.

—Jamie Grill



All properties in this collection have a minimum price of \$5 million and are represented by some of the industry's most prominent Realtors.

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COVER STORY:

Mediterranean Magnificence

By Camilla McLaughlin

Perched on a promontory with sensational city (downtown Los Angeles) and Pacific Ocean views, this prestigious Nimes Road address is a vision of grandeur, and one of Bel Air's most elegant estate homes—a triumph of architecture, interior design, and landscaping working together, each complementing the other.

"Southern California is known for its grand mansions, but this estate is something special—located near the Bel Air East Gate, it's always been one of the choice properties in the area," says Joyce Rey, executive director of the Estates Division for Coldwell Banker Previews International in Beverly Hills.

Bel Air is a star-studded area—Elizabeth Taylor, for example, lives on Nimes Road—but the 3.4-acre property also lies smack in the center of one of the hottest real estate markets in the country, Los Angeles' West Side, where home prices have appreciated at stunning rates for the past few years. "So, it's a great investment, even at an asking price of \$53 million," Rey says.

The Nimes Road estate is the quintessential expression of architect Bob Ray Offenhauser's acclaimed artistry, creating residences so elegant that they seem reborn from another time.

The house was originally built by a wealthy international businessman in 1985, and then expanded and modernized by the current owners in the 1990s. In 2006, here's what you get for that \$53 million: a magnificent mansion with 34 bedrooms, 41 baths, two separate kitchens (one a large commercial kitchen), five extensive separate guest accommodations, and five main master suites, each with a bidet and a spa tub. The bathrooms are replete with unique marble; many of the walls in the house are upholstered, hand-painted and gilded.

If you're in the mood to relax and play, there is a large swimming pool (with pool house and a media room with wall TVs) and sunken tennis courts on the grounds. Plus, the estate offers privacy and security.

There are extensive guest accommodations, but ultimately it's the main house that garners the most attention. Elegant in detail with high ceilings, exquisite molding and onyx marble inlaid floors, the entire living space is extraordinarily opulent. With a beautiful entry hall (complete with fountains), there is an expanse that literally goes from one end of the mansion

to the other, opening to an outdoor entertainment area, which includes a large pool made of mosaic tiles, plus a spa.

The main house has five main master suites, two guest suites, and two staff apartments. The master suites are comprised of very large bedrooms with their own marble baths, large dressing areas and sitting rooms. There are also three living rooms and five fireplaces.

"Bottom line, this is a great place to live," Rey says. "You can't beat the lifestyle...this is luxury living reminiscent of an earlier, more gracious era."

For more on this property, please see the following two pages.



Mediterranean Magnificence



EXCEPTIONAL ARCHITECTURE. One-of-a-kind trophy estate beautifully placed on a 3.5-acre view-site in one of Bel Air's most prestigious locations. Enjoy elegant detail, high ceilings, exquisite moldings, hand-painted walls, extraordinary inlaid onyx marble, three living rooms, rolling lawns, mature landscaping, a sunken tennis court, five extensive separate guest accommodations, five main master suites plus guest suites, multiple kitchens, wonderful terraces, and a 10-car garage. A fabulous opportunity to acquire the finest. Total privacy and security. Price upon request.





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Historic Estate in Piedmont, California



THIS INCOMPARABLE French Renaissance Revival chateau, designed in 1927 by renowned architect Albert Farr, is one of Piedmont's premier properties. The historic estate home encompasses 10,500 square feet on more than 1.6 acres with spectacular San Francisco Bay and city views. Abundant and opulent architectural detailing harkens back to an era of grand elegance and luxury. The ultra-modern kitchen was designed in 1999 by San Francisco architect Dan Phipps. Piedmont offers one of the best school districts in California, and is a convenient drive to San Francisco, Silicon Valley and the wine country.

Price available upon request. Shown by appointment only.
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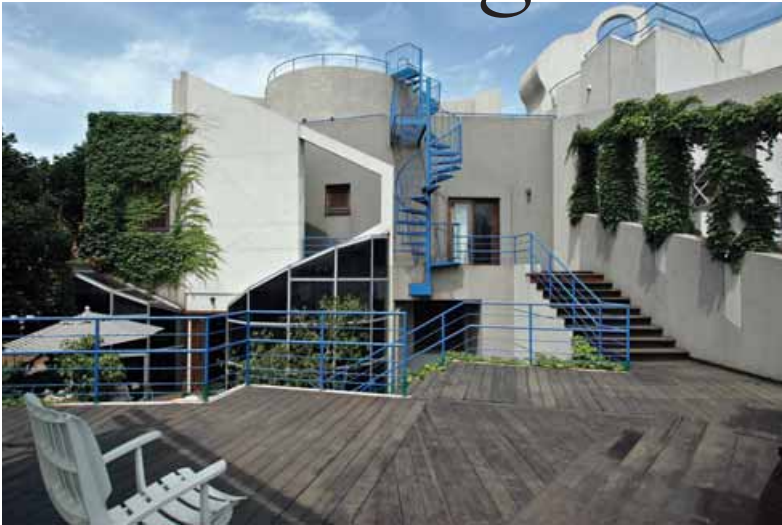


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Chicago Contemporary



PHOTOGRAPHY BY ROBERT HARSHMAN



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THIS MAGNIFICENT CALIFORNIA CONTEMPORARY is located in the heart of Chicago's Lincoln Park. The home features 7,200 square feet of dramatic interior space and 3,000 square feet of outdoor decks with stunning skyline views.

The custom home is superbly constructed of steel, concrete and the finest wood and marble. The majestic living room has 20-foot ceilings, floor-to-ceiling windows, a steel fireplace, a spectacular suspended stairway and walls perfect for displaying your art treasures. There is a large dining room and a restaurant-style chef's kitchen adjoining a gazebo-shaped breakfast room and family room.

The second floor features a glass block bridge and balcony. There are two master suites with spa baths and two additional bedrooms and a bath. All bedrooms adjoin decks. The lower level has a library, media room, wine room and servant's quarters. Also included is a three-car garage. \$3,900,000.

Uncompromising Luxury



CUSTOM-BUILT HOME WITH UNMATCHED AMENITIES on Lake Travis. Seven bedrooms, eight and one-half baths, many living areas and 12,800-plus square feet. Evident meticulous attention to detail, from the hand-hewn maple doors, mesquite and Travertine flooring and custom iron work throughout to the mahogany study and 1,600-bottle, temperature-controlled wine room and bar. This Old World masterpiece features a huge covered terrace with a breathtaking panorama of Lake Travis, private boat dock and two-tiered heated negative-edge pool/spa with cabana and fire pit. An extra-large kitchen with granite countertops, a state-of-the-art Texas-style theater room and three living areas are designed for entertaining. Four kids' rooms, have a study area above each, loft style. The large master bedroom features a lake view, spa bath, outdoor shower, an enormous walk-in closet and a separate cedar closet. It features a privacy-gated entry and more than \$750,000 in custom audio/video/networking/lighting/security throughout the house. Exceptional. Offered by Cindy Greenwood at \$6,500,000.

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A PRIVATE ROAD LEADS to this one-of-a-kind masterpiece home, a triumph of dramatic design with panoramic, picture-perfect views of the Manhattan skyline and its three bridges. Stunning modern architecture encompasses 14,000 square

feet of living space. Quality-crafted construction and exquisite interiors showcase all the public and private spaces. Splendid Long Island Sound and New York City views can be seen from almost every room. There are six bedrooms and eight baths. Granite and limestone flooring, hand-painted canvas-sheathed walls, a welcoming fireplace, a formal dining room with a two-story greenhouse window, a custom-equipped kitchen and much more enhance this pristine residence. This incomparable lifestyle is just 30 minutes from New York City. The prestigiously located 1.5-acre property boasts 196 feet of waterfront with its own deep-water dock. Indoor and outdoor pools, two cabanas, a guest cottage, four-car garage and media room are just some of its extraordinary features. This remarkable estate stands in a class by itself, a rare Kings Point treasure. \$16,000,000.



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—With more than 8,000 square feet, this incredible penthouse unit offers 360-degree views of the yacht harbor, city skyline and Sarasota Bay. Only the finest of finishes were used in this glamorous, art-deco home, including granite inlaid flooring, wood paneling and custom built-ins throughout. This three-bedroom, five-bath residence features tray ceilings, granite and marble counters, French doors, a wet bar and more. There is an advanced home theater, a piano bar and a full office with full bath. There are more than 2,000 square feet of terrace that capture the views in every direction, and an oversized rooftop hot tub. Price available upon request.



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A Rare Jewel



SITUATED ON ONE OF THE HIGHEST POINTS in Tokeneke, this spectacular McKim Mead and White Georgian Revival offers the elegance of another era with every amenity of today. Recently gracing the pages of House Beautiful, this 1908 estate on 2.8 acres has endless front-to-back views, 13-piece original crown molding, oversized fireplaces with marble surrounds, and incredible flow throughout with each room more dazzling with color and style than the next.

Highlights on the first floor include a dramatic reception hall with hand-stenciled faux marquetry floors, a grand staircase, a formal dining room with hand-painted Gracie wallpaper and a chic library office. A sun-filled living room leads to a magical library/family room with an oversized fireplace and a cathedral ceiling conservatory with the original marble potting area. A chef's dream kitchen with premier appliances opens to a great breakfast room with views of the stone wraparound terrace, lush green lawns, brick herringbone patio and formal pool with hot tub. There are seven bedrooms, with a dramatic master suite featuring a mirrored dressing room and Carrera marble bath with spa tub and steam shower. Downstairs, a playroom with a theater stage, storage and a wine cellar completes the main house. A two-bedroom carriage house boasts a 10-foot-ceiling family room and a three-car garage. In keeping with the museum quality interior, the specimen plantings, herb garden, pergolas and rolling lawns offer formal landscaping worthy of such a jewel. Price upon request.

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Villa Roma



AN EXQUISITELY CONSTRUCTED MEDITERRANEAN VILLA, this magnificent home with 18,000-plus square feet is located in prestigious Orange, California on a hill, just minutes northeast of the South Coast Plaza and John Wayne Airport. This amazing villa was designed for entertaining and relaxation, and offers a wonderful array of amenities that one can only expect from a luxury home. The multiple, oversized garages offer spaces for 13 automobiles, plus one stretch limousine—it is the absolute car collector's dream! This architectural masterpiece, featuring rare Austrian crystal chandeliers throughout, has large rooms, high ceilings and even a casino room and bar with an additional tower room. The oversized pool is masterfully crafted with a fabulous swim-up bar and huge terraces. The 40 fruit and citrus trees, gardens and rare flora complete this beautiful villa and lend it the aura of an exotic resort. Just listed for sale at \$12,000,000.





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Lake Texoma Estate



THIS BEAUTIFUL RESORT-LIKE ESTATE sits on 117 lush acres and is contiguous to a golf course, country club, resort, marina and an 89,000-acre recreational lake. It is just minutes from an airport with a 9,000-by-150-foot runway able to support a Boeing 747. Completed in 2000, the three-story mansion boasts more than 14,000 square feet, six bedrooms, nine baths, six living rooms, four separate kitchens, three completely equipped utility rooms, a dining hall, media center and two separate offices. The 1,200-square-foot guest suite has a fully equipped kitchen, office, living room and private bedroom and bath. The playroom ties the house to the natatorium with a 55,000-gallon heated pool, complete with waterfall, spa and exercise room. It includes a heating/cooling system that keeps the humidity at 55 percent and the pool heated to 80 degrees. No expense was spared to build this incredible estate. It offers top-of-the-line appliances, energy efficiency, the latest in security, wireless broadband and multiple phone lines, an elevator to all three floors, imported materials, custom tile work, sculpted carpet, hand-painted murals, incredible construction, a private water well with reverse osmosis treatment and a floor plan that lends to formal and private entertaining. Offered for sale at \$5,500,000.



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SW Aerial View



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Penthouses on the Park

Three distinctive penthouses, each with breathtaking views of the city skylines in Houston, Texas.

The top tier penthouses are located on the 32nd floor and are both available, providing a rare opportunity of 360° panoramic views of the skylines and parks. Each duplex penthouse boasts 4,000 plus square feet of living space, vaulted ceilings and great rooms. Offered at \$1,850,000 and \$2,000,000.



The townhouse located on the 30th floor has more than 3,900 square feet of living space and features views from three sides of the tower. The design includes formal living and dining rooms, a study, three large bedrooms and four full baths. Offered at \$1,800,000.

Building amenities include twenty-four hour concierge, full spa, wine cellar, private theater, and an infinity pool. Guests of residents enjoy the use of private suites and resort living.

For more information, call Luke Romero at 713-880-4321.

Resort Home and Guest Cottages in Belize

Almost forgotten by time, this resort home has been designed and built in harmony with the natural habitat. A paradise setting on 200 acres of tropical jungle.

The Round House is complete with four bedrooms and three baths. The property includes two guest houses with two bedrooms each and additional cottages for seclusion and relaxation.

Amenities include a Japanese hot tub, two pools, horse stable and a multi-bay garage.

Offered at \$5,400,000.



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Exquisite French Masterpiece



EXPERIENCE THIS PALATIAL gated and walled French chateau with unparalleled European craftsmanship and authentic French Renaissance pieces, located in the exclusive Birnam Wood Golf Club. Features six bedrooms, nine and one-half baths, including a luxurious master suite with enormous his-and-her closets and his-and-her sumptuous onyx baths. Includes a striking formal dining room, a massive media room, wet bar, magnificent cherry-wood library, temperature-controlled wine cellar and a separate guest apartment. This estate is graced with stunning mountain and ocean views and a direct gate entry to the private golf courses. www.magnificentmontecitoestate.com.

Offered at \$20,000,000

Magnificent Montecito View Estate



THIS EXTRAORDINARY neoclassical showplace is set behind Versace-design gates on approximately 2 acres. This estate boasts panoramic ocean and island views, soaring ceilings, walls of glass, Italian marble floors and exquisite custom details. Additional highlights include three baths, a gourmet kitchen with views, an elegant formal dining room, a wet bar, lovely family room, office and lavish living room. The gorgeous grounds include fragrant rose gardens, plentiful fruit trees, a horse stable and room for four horses. With breathtaking artwork and furnishings included, this estate is the ultimate for privacy, beauty and serenity. www.montecitoviewestate.com.

Offered at \$15,888,000

Architectural Dream Estate



SPECTACULAR, PRIVATE, ONE-OF-A-KIND trophy compound set behind gates sited on nearly 4 acres. This estate boasts unequalled quality design and custom finishes, soaring beamed ceilings and walls of glass. Features five bedrooms, five baths and two powder rooms, including a fabulous master suite.

The grand scale living room has a fantastic built-in cherry bookcase and abundant natural light. A true entertainer's delight with a chef's kitchen, elegant formal dining room, breakfast room and incredible flow to a Zen-like patio, pool, spa and yard. Special features include a spacious art studio, wine cellar, championship tennis court with viewing pavilion and park-like grounds. www.noelineestate.com.

Offered at \$11,900,000

Beverly Park Masterpiece



THIS MAGNIFICENT FRENCH VILLA, located in Beverly Hills, CA was designed by renowned architect Richard Landry, sited on a 3.12-acre peninsula of lush grounds, fountains and sweeping lawns in exclusive Beverly Park. Approximately 11,000 square feet, with a newly finished, enormous infinity pool with gym and sauna,

plus a bedroom below, an attached guest house with fireplace and kitchen, beautiful bedroom en suite and library. Appointments include six bedrooms, eight bathrooms, chef's kitchen, media room and expanded lavish living room. An unparalleled level of luxury is evident throughout this grand estate. www.beverlyparkestate.com.

Offered at \$13,450,000

Fabulous Contemporary View Estate



SPECTACULAR PANORAMIC VIEWS! This beautifully remodeled, gated contemporary estate is sited on approximately 6 acres with expansive lawns. Skylights, soaring ceilings and hardwood floors highlight this fabulous estate. Features six bedrooms, five and one-half baths, a tranquil meditation

room, a chef's kitchen, formal dining room and striking living room with fireplace and view deck. The master bedroom suite is complete with a sitting area, fireplace and fantastic views. This incredible property includes a sparkling private pool, sauna and lighted tennis court. www.carbonmesaestate.com

Offered at \$8,900,000

Spectacular Oceanfront Estate

STUNNING CONTEMPORARY ESTATE with unparalleled panoramic ocean vista and 170 feet of bluff frontage. Features four bedrooms and three baths, including a private master suite with two fabulous decks. Offers a flexible floor plan, divisible as two units, soaring ceilings and ocean views from every room. The magnificent estate has an incredible oceanfront location and is situated at the end of a cul-de-sac. With a large grassy yard, beautiful gardens and easy beach access, this estate is an entertainer's dream setting. www.delmarviewestate.com.



Offered at \$5,950,000



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LAS VEGAS LUXURY HIGH RISE LIVING



Park Towers Luxury High Rise Living – Spacious Customized "D" unit on the 16th floor in the most desired south tower. Enjoy stunning views of the Las Vegas Strip, three bedrooms, two full and one-half baths, 3,515 square feet and a third bedroom used as an exercise room. Amenities include marble floors, Poggenpohl cabinets, elegant lighting, sophisticated décor, three balconies and a master suite with two walk-in closets and a dressing area. Community features include a spa health club, swimming pool, tennis courts, screening room, wine cellar, concierge and valet service, business and conference room, library and party room. Offered at \$3,250,000.



Turnberry Place High Rise Luxury Living penthouse overlooking the Las Vegas Strip. Occupying the top two floors (37th & 38th) this tower suite with breathtaking views offers three bedrooms, four and one-half baths, 6,421-plus square feet two fireplaces, 4,000-square-foot terrace that offers a pool and spa, two fireplaces and a misting system. The top floor can be game/exercise/media room. This is the only unit with a three-car fully enclosed garage. Features raised ceilings, a fireplace in master suite, remodeled interior to maximize strip views, upgraded granite and marble. Community amenities include concierge service, Stirling Club, indoor pool, exercise and day spas. Offered at \$6,250,000.



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Tropical Paradise in Las Vegas



Spanish Trail 24 Hour Guard Gated Golf & Country Club – This tropical paradise in Spanish Trail on the golf course features a stunning 11,354-square-foot mansion on a prime .5-acre lot.



Features include dramatic 29-foot ceilings with great detail, six bedrooms, two full baths, four three-quarter baths and two half baths. The massive living room offers two fireplaces. Enjoy floor-to-ceiling windows, an elevator, two master suites (one upstairs and one downstairs), a loft, balconies, a total of four fireplaces and an island kitchen with custom cabinets, marble counters and a breakfast nook.



The impressive water features in the backyard contribute to a tropical feel. There is an outdoor kitchen in the gazebo, 3,000 square feet of covered decks with misting system and a pool and spa. There is a water feature in front. The four car garages (two separate two-car garages with a side entry). Tremendous views of the golf course and mountains. 10 minutes from the Las Vegas Strip and the airport. Nevada has no income tax. Offered at \$7,000,000.

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LAS VEGAS LUXURY ESTATE HOMES



Spanish Trail Custom Estate on the Golf Course – Located in separately gated Cul-de-sac lot, enjoy three bedrooms, four and one-half baths, 6,871-plus square feet, granite floors and counters, two master suites and four wet bars. The upstairs master suite offers a sitting room, a three-sided fireplace, wet bar, balcony, steam shower and two walk-in closets. The gorgeous grounds include a large pool/spa and a barbeque. Offered at \$2,920,000.



Custom Home on 1-plus Acre in Southwest Las Vegas – This fully fenced and gated home offers five bedrooms, six and one-half baths, 6,476-plus square feet and impressive marble flooring. The island kitchen features granite counters, custom cabinets and marble floors. Master suite includes walk-in closets, a spa tub and a separate shower. Gorgeous grounds include a pool, covered patio and a tennis court. Las Vegas Strip views. Offered at \$2,895,000.



Summerlin Tournament Hills 24-hour Guard-gated Community – Gorgeous updated custom home on prime interior golf course lot. Enjoy three bedrooms, four baths and 5,000 square feet. Gourmet kitchen offers a breakfast nook and granite counters. The master suite downstairs features sitting area with fireplace. Gorgeous grounds include a pool and spa, covered patio and a built-in barbeque. Will sell furnished. Offered at \$2,575,000.



Sophisticated European-style Single-story Custom Home – Offers three bedrooms, two and one-half baths, 4,912 square feet and 14-foot ceilings. The island kitchen offers Viking/Jenn-Aire appliances, custom cabinets and a breakfast nook. Gorgeous landscaping includes an intimate courtyard. Enjoy a separate studio/casita and a custom pool. Resort-style living. Designer's own home, built in 2004. Will sell furnished. Offered at \$1,999,000.



Spanish Trail Custom Estate in Gated Cul-de-sac – Elegant four bedrooms, three full and one-half baths, 4,377 square feet, an impressive stone fireplace in living room, island kitchen with granite counters and a breakfast nook, three bedrooms downstairs, and an upstairs master suite with a sitting area with fireplace and balcony. Well landscaped grounds include a new pool and spa, flagstone decking and a three-car garage. Offered at \$1,285,000.



Sophisticated Contemporary Custom Home in Southwest Las Vegas – This recently updated four-bedroom, three and one-half bath home offers 4,278-plus square feet, two-story volume ceilings, a glass enclosed studio/office and two family rooms. The downstairs master suite offers a slate fireplace, open shower ceiling and a pour on bathtub. Gorgeous mountain and sunset views. Attractive backyard landscaping. A design work of art. Offered at \$1,249,000.

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The Avenue

Las Vegas Five Unit Luxury High Rise

Introducing The Avenue just off the Las Vegas Strip, gated and secured luxury living. Indulgent amenities include a residential lobby, lounge with pool table, fireplace and kitchen. Fitness center and conference room. The Avenue is for you and just four others! Imagine live stories of contemporary deco-style architecture with five uplifting loft-style residences that will take your breath away. From 2,155 to 5,288 square feet. This well-appointed building features Viking and Asko appliances. Granite and limestone. Franke, Hans Grohe fixtures, eight-foot doors. Each unit features a separate two-car garage. Located just minutes away from the best that Las Vegas has to offer. Completion late 2006. Visit www.theavenuelv.com. Offered at \$1,299,000 to \$2,500,000.



In an effort to constantly improve, the developer reserves the right to change price, building design, architectural renderings, models, plans, amenities, service, and features. All dimensions are approximately only, and any rendering, plan or depiction may not be to scale. All renderings, photos, depictions and descriptions, including any oral representations. May not be relied upon. This does not constitute a solicitation or an offer for sale in any state in which such a solicitation or offer is unlawful or prohibited. Warning: The California department of Real Estate has not inspected, examined, or qualified this offering. Rainbow Capital Services Corp. 2005



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THE 35 THINGS YOU SHOULD KNOW



**BEFORE BUYING
A LUXURY
HOME**

BY CAMILLA McLAUGHLIN

When *UNIQUE HOMES* was introduced in 1971, buying and selling a home was quite a different proposition than it is today. Perhaps every city had its own pricey area, but the term luxury really only applied to a few tony places such as Beverly Hills or Kenilworth, Ill., to enclaves such as Philadelphia's Main Line or to estate areas such as the backcountry of Greenwich, Conn.

Financing was a long process, with few options other than a 15- or 30-year fixed rate mortgage. A stack of closing documents barely registered on a ruler; today they are measured in feet. All a real estate agent needed was a phone, a car and a nice suit or dress. Today, a full complement of Bluetooth devices and assistants, both real and virtual, are standard practice. Still, priorities for luxury buyers remain the same—privacy, value, ambiance and lifestyle. Thirty-five years ago, Unique Homes was introduced to help buyers realize these goals. Today, we are equally committed, and the second of our Celebrating 35 Years series is dedicated to helping our readers realize their vision of luxury living.

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ILLUSTRATION BY STEPHANIE CARTER

Hilton Head Island

South Carolina



Located oceanfront in prestigious Sea Pines Plantation on Hilton Head Island, this gracious home encompasses approximately 6,000 square feet with five bedrooms, five full and two half baths. Other features include an elevator, two full kitchens, pool with spa, exercise room overlooking the Atlantic, rooftop observatory, mahogany ceilings, walls and trim, heart of pine flooring, extensive use of Italian marble, custom built-ins and much more. Please call Wayne McDonald at 843.681.8765 for more information or for a private tour of this exclusive oceanfront estate.

\$7,499,000 Oceanfront Residence
\$5,499,000 Adjacent Oceanfront Lot



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THE **35** THINGS YOU SHOULD KNOW BEFORE BUYING A LUXURY HOME

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- 1** Luxury buyers don't necessarily pay cash. What appears as cash at closing is often funds that buyers have sourced using assets or is the result of financing that leaves cash reserves and portfolios intact. Look for lenders who cater to the affluent.
- 2** The Internet is real estate's most versatile tool. From ascertaining an agent's specialty to learning about areas and scoping out properties, there is no better resource. But remember, the best virtual tour is no substitute for the real thing.
- 3** Shop as hard for your broker as you do for the property. Look for an agent, who is as much a pro in her field as you are in yours. Ask for references and follow-up on them. Ask about education, special training and how long they have been in business. Ask what they did before real estate. Ask how many upper-tier properties (and in what price range) the agent has sold in the last year.
- 4** Calling on a listing? Ask for the listing agent; take advantage of a personal or mobile number if it is advertised. Often buyers who call about a home wind up working with whoever answers the phone. Frequently, that is a new agent.
- 5** An expert in one market might not be an expert in another. Great agents are great agents, but if they don't work specifically in your target price range in your target location they will not be as valuable a resource as someone who does.
- 6** Special properties necessitate specific expertise. Ranches, waterfront, equestrian estates, all require specialized knowledge. You, and an agent who doesn't normally work in this arena, might not be aware of what such a property entails, including legal requirements and potential liabilities, but agents who specialize make that their business.
- 7** How homes are bought or sold varies by state, county and region. Attorneys might handle the sale in some states and not at all in others. Sellers must vacate before closing in some, and a day or two after in others.
- 8** Ask about transfer taxes, how much and who pays?
- 9** Review the purchase and sale documents before you hit the road. Familiarizing yourself early on puts you in the driver's seat when it comes time to write an offer.
- 10** Good agents educate you about the market. "You can't make an intelligent decision about buying unless you understand the market. You need to know what properties have been selling for, what they will sell for in the future and what will be built," says Colorado Realtor Mac Hodge.
- 11** Prices and comparisons don't tell the whole story. Catch the flavor of different areas by spending time with your agent just driving around learning about neighborhoods and properties. Go back on your own as well at different times of day, particularly if you have children.
- 12** Look beyond your target price. You might be looking in the \$5 million bracket but to understand value and be confident with your offer you have to know what \$3 million, \$7 million or even \$10 million buys.
- 13** Location, location, location still determines value with waterfront, views and prestige areas close to city centers topping the charts. Ask about future hot locations and be prepared to pay a premium for a platinum address.
- 14** Realtors are not good mind readers. Even though top agents are pros at matching buyers and homes, they rely on a foundation of good communication with sellers.
- 15** Clarify wants and needs. Some agents have buyers make lists of "must haves" versus "optional" and "would be nice" preferences. A measure of self knowledge is a good compass.
- 16** Trust that your agent understands what you want and will steer you to properties that are a good match. If every home is a mismatch or if the chemistry just isn't there, jettison that agent.
- 17** Be prepared to demonstrate your ability to purchase, unless you are well known. Shari Chase of Chase International says this is usually done "banker to banker to verify that buyers have funds available to close and to also source the origination of those funds."
- 18** Don't forget resale. It might not be on the top of your list but one day you will be selling this property.
- 19** Top agents are ringmasters. Whether it is ensuring that you have a good title company, the right engineer or locating missing documents, a good agent should facilitate every aspect of the sale.
- 20** Price grabs the spotlight, but an offer is a bundle of conditions and terms including closing dates and financing. Price should reflect all of these as well as the home's condition.

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Cape Cod, Massachusetts

Osterville-Wonderful proximity to downtown on Eel River Rd., beaches, local marina and yacht club, and the Wianno Golf Course. The back of this house has panoramic views of Wianno Golf Course's 8th hole, 5 bedrooms, 4.5 baths, master suite on the first floor, cherry study, guest suite above the three car garage, spacious back deck with screened porch section, formal living and dining room with soaring ceilings, and large open kitchen to family room. \$3,495,000

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Cherry Hill, New Jersey

A reflection of your success, this brick and stucco showplace unfolds 20,000 square feet for impressive entertaining and uncompromising living. Grandly scaled rooms and endless amenities adorn this masterpiece. Nearly 2 impeccably landscaped acres with in-ground pool frame the 7 bedroom, 7.5 bath home that includes a second kitchen, media room and conservatory.

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Sweetwater Estates, Texas

Stunning custom home located on the 17th hole of Sugar Lands premiere golf community. Minutes from downtown Houston and the Medical Center. Over 5,000 square feet of living area offers 4 bedrooms, 4.5 baths + Gameroom! Breathtaking views from all windows and balcony! Amenities include outdoor kitchen overlooking sparkling pool with waterfall! Elegant master down with exquisite master bath, 3-car garage, + porte cochere! Beautiful, private, oversized lot! Relaxed living \$1,145,000

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Gulf Shores, Alabama

Welcome to Grande View on Little Lagoon, a luxurious oasis nestled in Gulf Shores, Alabama where nature is the greatest amenity. An exclusive resort by design, Grande View offers a sanctuary of relaxation where you can unwind by the water, lose yourself in southern hospitality and tickle your senses along the lush nature trails. With 46 residential units and 8 floorplans to choose from, Grande View's gated community has something for everyone. Quaintly sitting on 600 ft. on Little Lagoon, Grande View offers coastal landscaping, an elite health club, media room, 2 outdoor swimming pools and multiple nature trails. Lot prices from \$290,000 to \$495,000 with available floor plans from 2600 to 3000 square feet. www.GrandeViewGulfShores.com

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CANNES, FRANCE

L'Aigle—This magnificent property is located in the prestigious residential sector known as Super Cannes. Featuring two gorgeous villas, the 4,306-square-foot main residence offers five bedrooms and four baths. The second villa offers three bedrooms and three baths with approximately 2,153 square feet of living space. \$8,000,000.



COTE D'AZUR, FRANCE

Notre Dame des Fleurs is a beautiful old stone house on a sought-after hillside with panoramic views. Lovingly restored, the six-bedroom, four-bath dream home boasts superb décor featuring a Mark Wilkinson burr oak Provence-style kitchen, limestone and wooden floors, 400-year-old church doors, a stone fireplace and stone arches. Poised on 4,300 square feet of gardens with 38 olive trees, various apricot, plum, orange, lemon and pomegranate trees, this masterpiece also includes expansive terraces. \$2,000,000.



CAP MARTIN, FRANCE

La Brise—French Riviera—Situated just east of Monte Carlo, overlooking a sought-after village dating back to the 10th century, this mountainside masterpiece of Mediterranean design boasts outstanding sea views. It is the perfect place to visit the various historic landmarks of the region, as well as nearby Monte Carlo, Nice and San Remo. \$6,000,000.



CAP MARTIN, FRANCE

La Falaise—The former estate of the Duchess of Leeds, this stunning circa-1935 residence faces south across the bay from Monte Carlo in view of Villa Maria Irina. Built on several levels, amenities include a terrace with sea and mountain views, 300 species of mature trees and a self-contained two-bedroom apartment. \$12,000,000.



SAINT TROPEZ, FRANCE

Villa Picine—This exquisite “la provence”-style villa situated on 14,326 square feet offers three bedrooms, two baths, a spacious living room, a salon with a fireplace, a swimming pool, a garage and much more. The villa faces south with gorgeous views on the bay at Saint Tropez. Near Cannes. \$1,600,000.



HIGHLAND BEACH, FLORIDA

Experience the very best in luxury oceanside living in this one-of-a-kind Highland Beach jewel. Sun-warmed sands caressed by the rolling waves of the Atlantic Ocean create a serene, private paradise for a vacation get-away or a year-round retreat. This fabulous six-bedroom, eight-full- and two-half-bath masterpiece boasts amazing ocean views, inviting a sense of unrivaled elegance and tranquility. With 8,548 square feet of living area, this residence is ideal for entertaining on a grand scale. \$10,500,000.



COTE D'AZUR, FRANCE

Villa Bella Rocca on the Cote d'Azur has been outfitted using the latest technology with video surveillance, alarm/phone system and computerized outdoor lighting. Surrounded by 3,335 square feet of terraces, the villa offers superb views. \$15,000,000.



TUSCANY, ITALY

This exquisitely appointed Tuscan villa on 24.71 acres boasts 13,993 square feet, a large swimming pool, two automatic entrance gates, and a multitude of amenities that make living the Tuscan dream a luxurious reality. \$3,500,000.



TUSCANY, ITALY

Villa in Cortona—Experience the romance of “Under the Tuscan Sun” shot on location in Cortona, one of the most beautiful towns in the Tuscan country. The special 400-year-old villa is approximately 2,583 square feet and has a unique 3,229-square-foot garden, one of the few in town. The villa was formerly the home of Mario Garbuglia, production designer of famed Italian film director Luchino Visconti. \$1,000,000.



TAHITI, FRENCH POLYNESIA

Eden Roc in Punaauia, an exclusive, private residence on 2.5 acres, offers 7,000 square feet, six bedrooms with ensuite baths, an office suite, gym, staff quarters, a magnificent terrace with infinity-edge pool and much more. Sold furnished. \$10,000,000.



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A limited number (by design) of nineteen condominium homes are nestled on a high bluff overlooking one of the ten most beautiful beaches in the world. Two hundred feet of private beach provides owners an exquisite

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\$5,750,000



Welcome to Stuart! You will feel at home in this inviting riverfront residence located in the heart of Stuart's historic downtown neighborhood with its stately oaks and charm of a bygone era. With a tropical ambiance, landscaped walks and courtyards, this four bedroom, four bath home plus a guest apartment offers a casual yet elegant setting with interior amenities such as a gourmet kitchen with granite countertops and stainless appliances, hardwood floors, beamed ceilings and an overall feeling of quality and charm. Come enjoy the peaceful gardens and wide river views from this special home.

\$2,495,000



Located in Sailfish Point, one of South Florida's renowned country clubs, this three bedroom, three bath condominium residence offers breathtaking views of the Atlantic Ocean. With a sophisticated style, it was designed to take full advantage of the views combined with beautiful cherry wood flooring, gourmet kitchen, fireplace and custom cabinetry. Community amenities include a parking garage, on-site building manager, and access to beach club, marina, golf, tennis, fitness center, spa and clubhouse with oceanfront dining, all catering to you. Come enjoy oceanfront living at its finest.

\$2,400,000



For additional information please contact: Debra Duvall
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Tampa . Florida

This stately traditional waterfront residence with glorious open bay views, offers a lifestyle of timeless elegance and classic design. Built in 1939, this exceptional home boasts gracious formal areas, six bedrooms, an exquisite master suite, a sunroom, a gourmet kitchen, large porches, a heated pool and dock. For the setting, the address and the home others only dream of, call today for your private showing. Proudly offered at \$3,575,000.



Tampa . Florida

Magnificent European-inspired waterfront showplace with protected concrete dockage for significant yachts up to 100 feet. Majestically situated on the panoramic point of the Grand Canal of Culbreath Isles, Tampa's top guarded and gated community. Lavished with fine finishes and luxury details, this landmark estate offers the ultimate in waterfront luxury. Proudly offered at \$3,250,000.

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STUNNING ESTATE

Santa Fe . New Mexico

The grand home boasts 7,000 square feet with four bedrooms and two master suites. Exquisite quality can be seen through the great room, living and dining rooms, and a small den off the gourmet kitchen featuring lead glass upper cabinets, granite countertops and wood floors. Features three outdoor fireplaces and five indoor fireplaces. Sitting on 3 acres, this home boasts 360-degree views from the inside and offers a well for outside water that is transferable, four water heaters, fenced acreage and an automatic gate that can be opened from the inside. A three-car garage with a brick paver floor completes this home. Offered at \$3,600,000.



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\$424,900

Española Way's European inspired architecture, Bohemian outdoor cafes, art galleries and authentic cuisine are just steps away from this beautifully renovated one bedroom one bath villa. Lush tropical courtyard entry, gleaming hardwood floors and gated parking make this the perfect South Beach get away!



South Beach Living - Miami Beach

\$569,000

Enjoy beautiful ocean sunrises from this one bedroom, one bath condo on the 24th floor of The Yacht Club at Portofino. The living room and bedroom feature floor to ceiling glass windows for maximum views of the Atlantic Ocean and exotic South Beach! The Yacht Club at Portofino provides a fabulous waterfront pool & gym, and valet service. An on-site rental program is perfect for the investor!



North Hutchinson Island Oceanfront Property

\$2,300,000

Build your own peaceful retreat on this estate size parcel 116' x 712' oceanfront property zoned single family. Only minutes from Vero Beach, the commercial and cultural center of Indian River County, with golfing, boating, polo matches, a host of museums, theaters, restaurants, night spots & shopping areas. Only two hours North of Miami and one hour North of Palm Beach.



Historic St. Anastasia School - Ft. Pierce, FL

\$499,000

St. Lucie County's historic St. Anastasia Catholic School was originally built in 1914 on property donated by Senator Jame P. McNichol. Located in Ft. Pierce, Florida, this structure is only 5 blocks from the future site of a new \$37 million dollar Federal courthouse. Mixed use zoning allows for office, retail & residential development. The building is 14,000 sq ft and being sold as a shell only due to hurricane damage. Lot is 30,753 sq ft.

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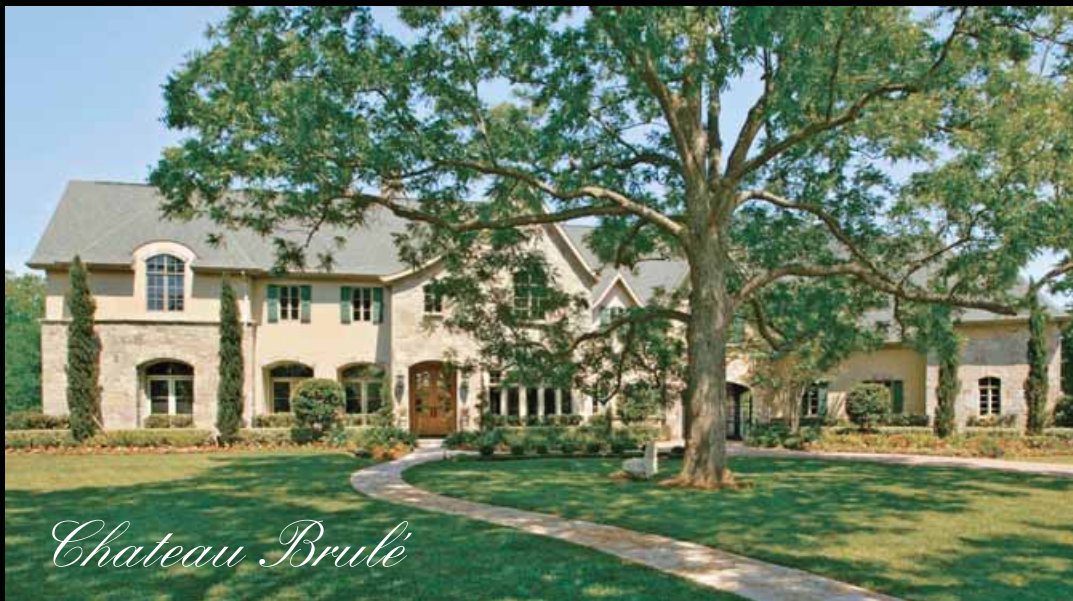
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Sweetwater, Houston, Tx



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Memorial, Houston, Tx



851 Friar Tuck: Updated 1-story on Village Acre in heart of Memorial; \$1,335,000.



843 Friar Tuck: Adjoining .8 acre wooded lot available at \$975,000.



7 Carlton Park: Wooded cul-de-sac lot with water views on Village Acre in Memorial. \$875,000.





GLAMOROUS NEW CONSTRUCTION NEAR BEACH

La Jolla, California

This spectacular enclave of eight modern/contemporary homes is truly an architectural sight to see. Three of these homes are available now and all of the homes in this brand new development are ocean-view, single-family, fully detached beach houses with no HOA. They are just one block from the sand of Windansea Beach, with 3,856 square feet to 4,879 square feet of living space. All structural and finish details are of the highest quality starting with the steel framing and concrete block construction. Homes offer four bedrooms and four and one-half to five and one-half baths, with upgraded amenities that include Sub-Zero, Wolf and Asko appliances, elevators (most models), natural stone and wood flooring, plus Smart Home wiring. Enjoy views of the ocean from each house! Offered from \$2,600,000 to \$3,849,876.

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Located 240 miles from Miami, Fla., in Eleuthera, a remote island in the Bahamas, is **French Leave**, a new luxury development. Slated for completion in winter 2009, French Leave



will offer oceanfront home sites, 60 luxurious condominium hotel residences overlooking the ocean with beach and marina views. The boutique hotel will feature fully furnished exquisite residences and penthouses, a pool area, two restaurants and a spa. Residents and owners of marina slips will enjoy full membership privileges throughout the French Leave Resort. Oceanfront home sites range in price from \$1.25 million to \$2.075 million, condo-hotel

units are priced from \$500,000 to \$1.32 million, and penthouse units can be purchased from \$1.95 million to \$3.25 million. Marina slips are available at \$5,000 to \$7,500 per foot.

Platinum on the Bay, a 56-story residential development in downtown Miami, Fla., is set to be complete in June 2007. Three hundred and twenty luxury condominium residences will offer views of downtown Miami, Miami Beach and the bay. Other amenities include a five-level parking garage for approximately 500 cars, indoor racquetball courts, a business center, screening room and a sky lobby that offers 60,000 feet of park and resort pool areas, a running track, pool cabanas, children's play area and more. Known as a "green" building, Platinum on the Bay is built with a concerted effort to improve environmental performance. Each condo will offer technologies, products and techniques that will be environmentally healthy as well as cost-effective.

—Shari Barbanel

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PRICE POINTS

A look at how prices compare in various high-end communities. Below are homes within high-rise buildings.

Development: Highgrove
Location: Stamford, Connecticut

\$3,025,000 - This three-bedroom, four and one-half-bath condominium residence features nearly 4,000 square feet of well-designed space with two large terraces off the kitchen/dining room and a den/library.



The master bedroom suite offers a dressing room with two walk-in closets and his-and-her baths. The residence features en-suite master baths of imported marble and a kitchen that boasts hardwood flooring, granite or marble countertops, custom cabinetry and gourmet appliances. Highgrove's amenities include 24-hour valet parking and doorman, concierge, health club, sauna/steam room, pool with spa and a great room for entertaining.



Development: Bryant Park Tower
Location: New York, New York

\$2,350,000 - Rising 44 floors above the heart of Manhattan, this two-bedroom, two-bath penthouse marries sophisticated design with first-class amenities. A 540-square-foot private roof deck with built-in hot tub offers dazzling river-to-river views stretching to the Statue of Liberty and beyond. The 1,055-square-foot

interior is finished with elegant touches such as Italian glass doors, honey bamboo floors, stainless-steel appliances, oversized windows and polished white marble countertops. The spa-like baths feature custom white oak and marble vanities, heated wall-to-wall mirrors, Italian tile and square Neptune Zen tubs.

—Shari Barbanel

Snapshot: Arizona

Mountains, golf and small-town atmospheres abound

When the word "luxury" is mentioned, we're programmed to think solely of high-end homes, finishes and amenities. Time away from the daily grind of work and technology are easily forgotten as significant luxuries. Premier Arizona communities are combining the two exclusively, and are rapidly attracting vacationers and second homeowners alike.

Hidden Meadow Ranch, on 150 acres with 2 million surrounding acres of National Forest in the heart of the White Mountains, bestows pure relaxation while incorporating gourmet mountain cuisine, exceptional service and ranch activities. According to Kathryn C. Bolinger, principal at Greenbrier Southwest Corporation, "Hidden Meadow Ranch is the only Arizona community deed-restricted to hand-peeled log homes." Charter lots of 1 acre or more run from \$350,000 to \$550,000, plus the cost of a custom log home, while 3,600-square-foot Club Cabins offer one-sixth fractional ownership.

The Rocks Residence Club in North Scottsdale is taking golf into full swing with its golf-themed

fractional development, allowing members access to many local courses.

"We've combined the best elements of a private golf club with the amenities of an intimate luxury resort," states Landry Fuller, vice president of travel for Murphy O'Brien Public Relations. "The result is a perfect lifestyle option for successful people who want to enjoy the best of Scottsdale without the responsibilities or cost of a traditional vacation home."

One-seventh memberships have sold between \$360,000 and \$560,000, and only seven of its 40 villas, including 49 fractional ownerships, are still available for purchase.

Verrado, located 25 miles west of downtown Phoenix, is a new-construction community, but breathes the charm of America's great neighborhoods. The development offers rental lofts and single-family homes, as well as spacious custom home sites with mountain views priced up to \$1.5 million.



Hidden Meadow Ranch, Arizona's luxury guest ranch and newest second-home community, provides an escape from urban life with gourmet cuisine and upscale amenities.

Both phases since the community's opening in 2005 have sold out immediately upon release, according to Michelle Wedlake of Denise Resnik and Associates. An award-winning Raven Golf Course, 20 parks, more than 3 miles of walking paths and planned activities establish its friendly neighborhood ambiance.

—Erica Sapio

DEVELOPMENT TREND

In the Big Apple, sometimes smaller is better

In the midst of New York City's most desired locations, developers are renovating buildings to offer fewer residences with a great deal more exclusivity.

Dawn Tsien, President of the New Development Division at Coldwell Banker Hunt Kennedy, explains that recent trends seem to include smaller buildings, "for people who prefer that they have much more privacy."

Empire Lofts at 13 East 30th street offers 6 full-floor loft-type condos in midtown for \$1.295 million. The 15,000-square-foot residences include two bedrooms and two baths and feature key-lock elevator access that delivers residents into their own living room.

In the heart of Greenwich Village, in the old Circle in the Square theater building, 159

Bleecker just opened with 16 modern units. The one-to-three-bedrooms range from 630-1,400 square feet. Prices start at \$795,000 and go up to \$2.25 million.

The Stanhope Hotel on Fifth Avenue, located across from the Metropolitan Museum of Art and originally designed by Rosario Candela, is offering a maximum of 26 residences. Extell Development Company commissioned John Simpson, an architect for the Queen of England, to redesign the private residential cooperative, which has "all the flexibility of a condominium," says Sharon E. Baum, senior vice president of the Corcoran Group.

The half-floor and full-floor homes are unique because residents will be able to customize their homes. The half-floor, four-to-five-



bedroom units start at \$10 million for 4,118 square feet. Three full-floor units each feature eight bedrooms, 10 and one-half baths and more than 8,000 square feet. Starting at \$30.5 million, they are only surpassed by the penthouse, available for \$47 million. Encompassing the 17th and 18th floors, the penthouse boasts approximately 5,000 square feet of outdoor space.

"This is the last opportunity to own a home like this on Fifth Avenue," says Baum.

—Jamie Grill

*We're always made to feel like we're
guests. Perhaps it's the way Veronica, the concierge,
knows the children devour ceviche so she has the chef
add extra shrimp to their orders. Or how she always
makes sure there's a car to take my Carolina
to the shops to meet her friends.
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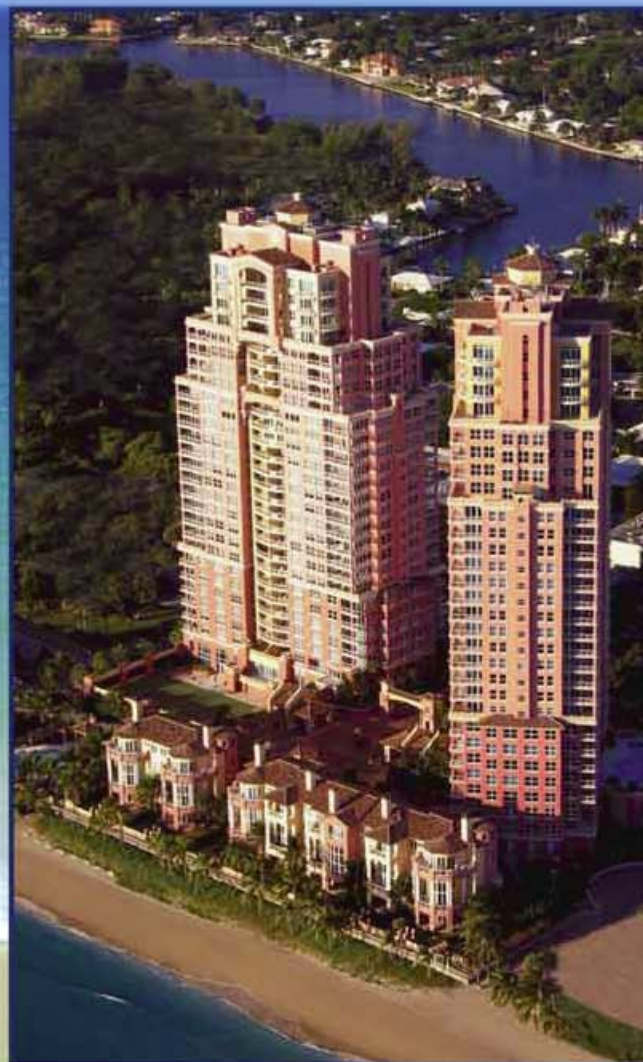
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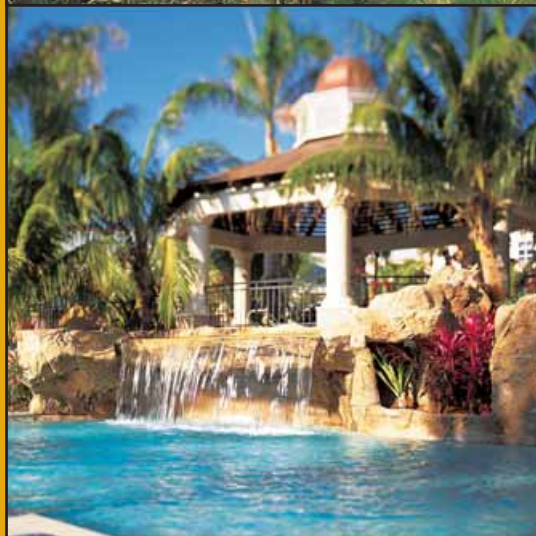
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Development number 073-1



This French-style home features five bedrooms, a spectacular kitchen and family room with views of Lake Louise. Situated on a secluded, wooded lot, the home includes a terraced, heated pool, three-plus car garage and an open, two-story living room with French doors that lead to a screened lanai. Offered at \$3,300,000.

Development number 073-2



This fantastic, custom, lakefront home offers dramatic vistas from the shores of Lake Louise on the Butler Chain of Lakes year round. Five incredibly distinct bedrooms, a state-of-the-art media center, a large library and a walk-in wine cellar make this estate perfect for entertaining. Offered at \$6,800,000.

Development number 073-3



This authentic, Spanish, Mediterranean charmer is an escape for relaxing poolside or entertaining friends and family. The Mizner-style of this five-bedroom home is seen throughout its architectural features and details. The custom kitchen has granite counter tops and top-of-the-line appliances. Offered at \$3,300,000.

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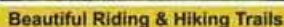
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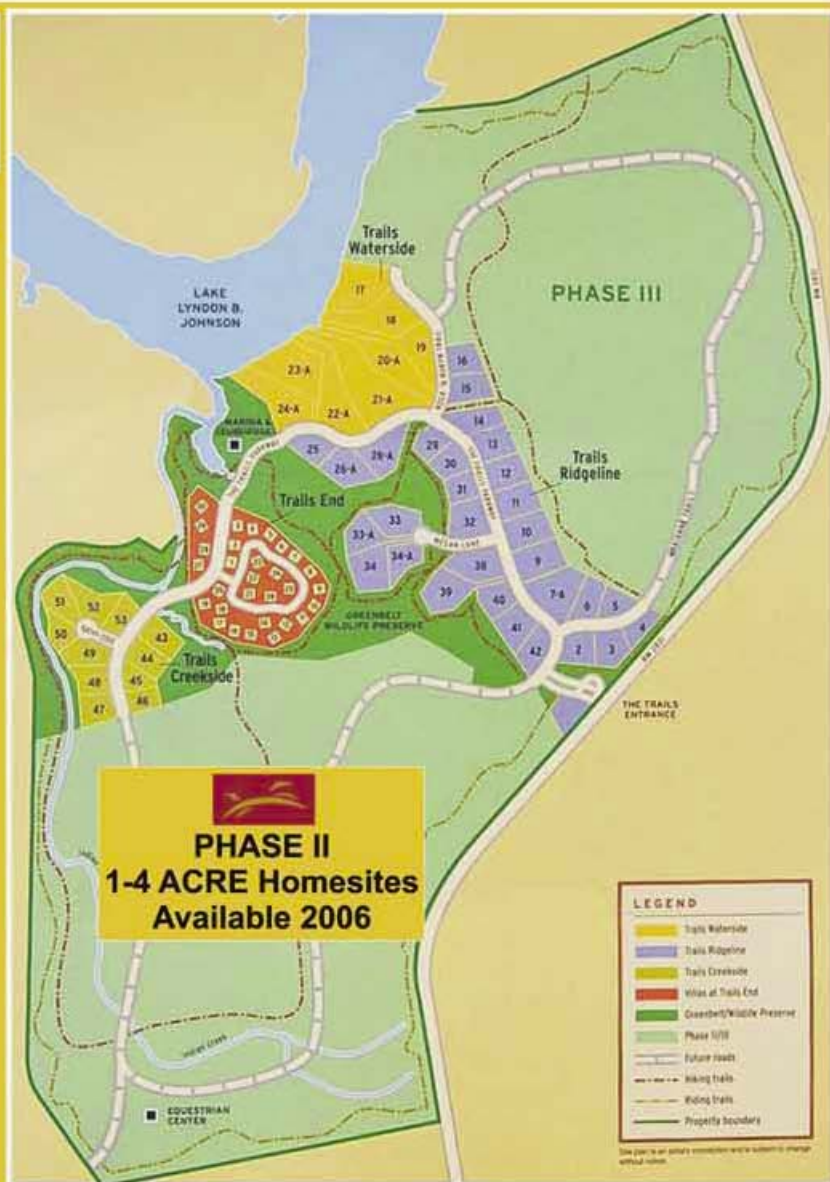
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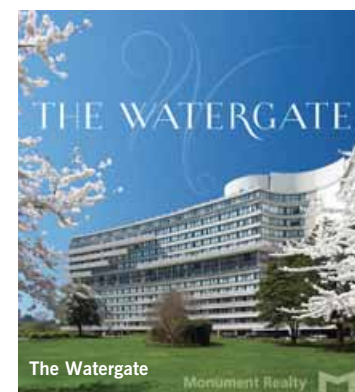
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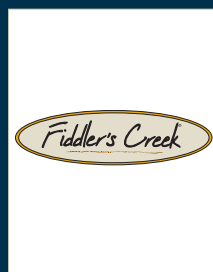
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NEW YORK

John Young

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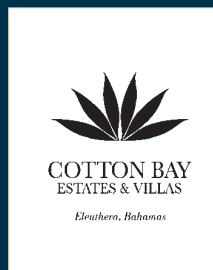
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TURKS & CAICOS

Dreaming Turks and Caicos

www.DreamingTurksAndCaicos.com
Page 213

Designed to Please

Architects are bringing an artistic flair to today's luxury high-rises.



PHOTO COURTESY OF SHANGRI-LA HOTELS AND RESORTS

By JENNIFER MARTIN

In the 1960s and '70s, apartment buildings took on a blocky, utilitarian appearance considered modern and futuristic-looking at the time. Today, those styles are vanishing. As new condos mushroom in major cities nationwide, it's clear that modern developers—and buyers—have a keen eye for interior design and an almost reverent appreciation for graceful architecture.

From New York to Las Vegas, luxury high-rises have begun resembling works of art, with gently curving façades, fluted windows and soaring interior

lobbies with breathtaking sculptures and glittering fountains. Tasteful paintings, tapestries and flora accent lounges and common rooms. For architects and designers, this is a robust era when their vision can blossom in endlessly creative ways. "Even first-time buyers are becoming more selective about aesthetics," says Chicago designer John Robert Wiltgen. "With all the shelter magazines out there these days, TV shows on interior design and information on

continued on page 88

The Broker is Sharon Baum...

There's one reason why Sharon Baum's sales of exceptional residential real estate have exceeded one billion dollars. It's the unmatched professional service and expertise that she and her talented team bring to the table.

A legend in the Manhattan residential real estate industry, Sharon was one of the first women to graduate from Harvard Business School. Widely recognized as the city's top co-op broker, Sharon is the only agent to have won the Real Estate Board of New York's Deal of the Year Award twice. Her expert opinion on the city's real estate market has been sought in literally hundreds of media reports; Sharon was named one of the city's most influential power brokers by *New York Magazine*, and was featured in *The Wall Street Journal*.

Sharon's team works like a well-oiled machine. It all starts with a traveling office Rolls-Royce frequently seen on the streets of Manhattan with Abdul Jaffeer at the wheel. Back at their Madison Avenue headquarters, Angie Thompson Ruiz steers the business of marketing, board packages, closings and day-to-day operations, while Sharon, her partner and brother David Enloe, and Katja Shamburger work directly with clients in the field.

An international group, Team Baum's members speak five languages and have over 50 years of combined real estate experience. They have also worked in such diverse industries as banking, advertising, retail and travel. Their educational backgrounds include Randolph-Macon Woman's College, Isalmii School (Finland), Baruch College, University of Stockholm, Kelaniya Maha Vidyalyaya (Sri Lanka) and Williams College, as well as graduate degrees at Harvard Business School and Columbia Business School.

When you embark on your journey through Manhattan real estate, let Team Baum be your chauffeur.

...The Car is Sold 1

Sharon E. Baum

Senior Vice President
Director Exclusive Properties Division

212-836-1036

seb@corcoran.com

From left:
Abdul Jaffeer, David H. Enloe, Sharon E. Baum,
SOLD 1, Angelica Thompson Ruiz, Katja Shamburger



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Designed to Please

continued from page 86

Residents at the Cielo will have an art concierge and a complimentary membership to an art museum.



Interior designs by John Robert Wiltgen Design Inc. illustrate the elegance condo buyers expect today.

the Web, people have plenty of exposure to great ideas."

In Manhattan, a condo complex with a gentle, multi-angled glass façade will break ground in Chelsea in February. Designed by famed architect Audrey Matlock, the 12-story building will feature horizontal faceted glass "ribbons" designed to be experienced differently from every angle. The building's 47 apartments have been designed in a range of configurations as a result of the undulating curtain wall.

To broaden the artistic appeal, the building will feature ground units with below-street artists' galleries. Skylights that form an extension of the sidewalk will illuminate the galleries, and translucent glass will allow for privacy.

"Chelsea has become the largest nexus of contemporary art in the U.S.," says Robert Gladstone, owner of Madison Equities, which is developing the 47-unit building. "With the ground-floor units, we're trying to enliven the lower level so that it's where the residents can work and display, and the upper level is where they live and display. There's a distinction of uses."

JD Carlisle Development Corp.'s latest creation, Cielo, also carries a striking artistic focus. Residents of the 28-story building in New York will enjoy their own art concierge who offers the city's latest exhibition and event information, a complimentary one-year membership to the Whitney Museum of American Art, and a children's playroom adorned with youngsters' artistic creations. A Richard Haas trompe l'oeil mural will enhance the building façade across the street to greet residents walking out of the lobby.

"We earmark 3 to 5 percent of the cost of our new buildings for works of art," says Jules Demchick, president of JD Carlisle. "We don't believe in the neutrality of art and don't use it as a decoration. Instead, art becomes part of the lifestyle."

But New York isn't the only market for artistically inclined condo buyers. More and more, developers have hired visionary architects to build condos in cities across the country. In St. Petersburg, Ralph Johnson, the architect behind Boeing's world headquarters, is designing Signature Place, a \$125 million mixed-use complex of residences, offices and retail space. The glass tower will mimic a giant, rippling sail, and a landscaped park will lie atop its attached parking garage. A pool will create the illusion of a waterfall cascading down one side of the garage.

In Miami, Midtown Group's new tower Three Midtown, set for completion in 2007, will gently twist off axis and away from its neighbors, creating lovely views of Biscayne Bay. Developer Joe Cayre, chairman of Midtown Group, calls the Chad Oppenheim-designed building "a combination of exaggerated angles and sharp

geometry." Yet within the modern design will be rooftop pools, lush gardens, loggias, verandas and other ways of bringing nature into the condominium.

In Chicago, the new Waterview Tower condominiums set for completion in January 2009 will rise over a Shangri-La Hotel with sumptuously designed lobbies and lounges. Architect Thomas Hoepf says the developers have been careful to keep the building in harmony with the city's famed skyline. "The building is a super-tall tower, and you have to be careful where you drop those things," he says. "It presents unique challenges regarding composition, materials and other factors."

Developers chose a gap along the Chicago River to break ground, then closely studied the architecture of the buildings on either side, which are glass and limestone. Working to harmonize with the solid-and-air mix, Hoepf and the developers combined a glass façade with granite at the corners, then alternated levels of denser and more spacious construction. "The center of the building turns almost entirely to glass," Hoepf says.

Cincinnati also will see a new elegant sky-condo in the near future. Celebrated architect Daniel Libeskind, who designed the Jewish Museum in Berlin and the new World Trade Center site in New York, is building a 21-story, mirrored glass condo building called the Ascent. The crescent-shaped building will appear to curl above Cincinnati's skyline.

Even Philadelphia, known for its earthy brick row homes and somber colonial style, is attracting posh new condos to its downtown. One of the most celebrated is the planned Mandeville Place, a soaring, slim spire that one local architectural critic called "a vertical mille-feuille of concrete and glass." Designed by Michael Palladino of Richard Meier & Partners Architects, the architects behind the Getty Center in Los Angeles, the 41-story tower will rise above the Schuylkill River Park.

It's said that Mother Nature is the best artist, so it's not surprising that some developers use natural surroundings to enhance the visual appeal of condo buildings. The Landmark tower in North Scottsdale, Ariz., is a good example. It offers its occupants colorful panoramic views of the surrounding desert, mountains, golf course and city lights. Violet-and-ginger sunrises contrast with jagged mountain peaks, and a community full of intricately designed architecture spreads out below. A second tower just broke ground in September.

"Scottsdale is known for its art galleries, and this particular community we're in—Kierland—has a lot of the Frank Lloyd Wright influence in its architecture," says Jaime Marquez, vice president of sales and marketing for The Landmark. "Buyers at this level are very particular. We wanted to make The Landmark feel as warm, residential and elegant in as many ways as we could." **UH**

RENDERING COURTESY OF JD CARLISLE DEVELOPMENT CORP.

PHOTOS COURTESY OF JOHN ROBERT WILTGEN DESIGN, INC.



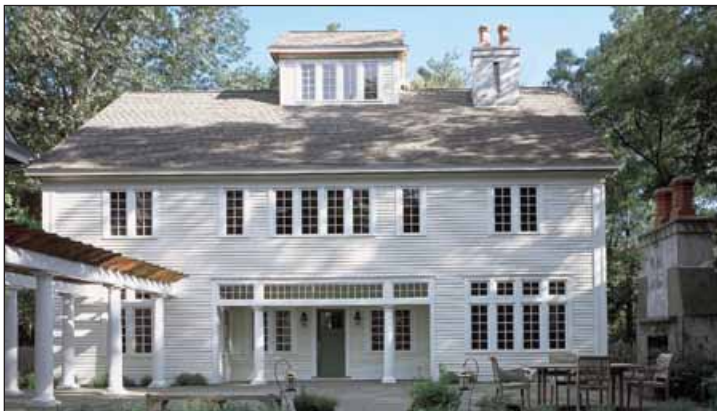
Armonk . New York

WINDY RIDGE - This privately sited 8,700-square-foot, five-bedroom, five-full-and two half-bath home is on 2.94 acres. Completely updated, this home features an indoor pool, sauna and a one-bedroom guest cottage. Enjoy panoramic sunsets from all main rooms. \$4,500,000. Armonk office, 914.273.9505.



Pound Ridge . New York

REFLECTIONS - Architectural masterpiece of modern design on 6.5 acres. Exquisite use of glass, stone and wood. Open, airy interiors offer 7,800 square feet, six bedrooms, a library, media screening room, family room with stone fireplace, professional kitchen, gym and office suite. \$3,600,000. Pound Ridge office, 914.764.5762.



Chappaqua . New York

HILLCREST - This hilltop oasis offers 12 unspoiled acres atop one of area's highest points. Architect-designed Colonial, built in 1999 to the highest standards of aesthetics and craftsmanship, this home offers a guest house, terrace and an outdoor fireplace. \$2,895,000. Briarcliff Manor office, 914.762.7200.

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Bedford . New York

BELLA VISTA - Beautifully sited on 7 acres in prime Bedford estate area, this French country manor offers five bedrooms, five and one-half baths and a 900-bottle wine cellar. Enjoy incomparable views with a dining gazebo, pergola and a stone pool with waterfall. \$4,395,000. Katonah office, 914.232.5007.



Armonk . New York

COBAMONG POND - This private, lakefront modern on 4 acres with sweeping water views offers walls of glass, a wraparound deck, stone terrace and a floating dock. Enjoy two fireplaces, a gourmet kitchen, luxurious baths and a beautiful master suite plus three additional bedrooms. \$3,200,000. Bedford office, 914.234.9099.



Scarsdale . New York

GREENACRES - This circa-1915 stone and stucco Tudor, atop Greenacres Hill, offers 3,847 square feet with six bedrooms, three and one-half baths, a living room with fireplace and barrel-vaulted ceiling, large cook's kitchen with butler's pantry, and a studio above a two-car garage. \$1,950,000. Scarsdale office, 914.723.8877.



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The Amstar Mortgage Team



WATERFRONT MASTERPIECE

Sands Point . Long Island . New York

One of the inspirations for The Great Gatsby, this magnificent 25-plus-room mansion sits on more than 13 premiere acres with incredible views from every principal room. The home boasts 10 fireplaces, 15 bedrooms, 11 full and three half baths. It offers a sandy beach, pool/pool house, a seven-car garage with staff quarters and a guest cottage. Sub-division potential. Call for further information.



CONTEMPORARY GEM

Sands Point . Long Island . New York

Custom-built, seven-bedroom, five-full- and two half-bath home sits on 3.5 spectacular professionally landscaped acres with water views and private beach. The home offers soaring ceilings, a media room, guest and staff quarters, a natural heated pool with waterfalls, a clay tennis court and skylights. Much, much, more! Your own resort! \$5,600,000.



SANDS POINT

Long Island . New York

This fabulous, 5,000-square-foot home is designed for comfortable living and dramatic entertaining. Completely updated with every luxury appointment, this six-bedroom, five-full- and one-half-bath home has it all. It offers a living room with fireplace, a formal dining room with fireplace, a gourmet EIK with top-of-the-line appliances, and a 4,000-square-foot finished basement. Enjoy 1-plus acre with new landscaping and two waterfall ponds. \$3,400,000.



FLOWER HILL

Long Island . New York

Newly constructed, this traditional Center Hall brick Colonial sits on more than one-third acre and offers approximately 4,100 square feet of luxury. With four bedrooms and three full and one-half baths, the home features a living room, formal dining room, gourmet EIK opening to the family room with fireplace, 10-foot ceilings on the first floor and nine-foot ceilings on the second floor. This residence boasts cherry wood floors throughout and two gas fireplaces. Many superb extras! \$2,199,000.

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Ash Ridge

Briarcliff Manor, New York

Majestic Hudson River views set the stage for this remarkable Westchester County estate, once the home of aristocrat Mrs. Giles Whiting. The seven bedroom, six bath residence boasts the finest architectural details of the 1800s and features eight fireplaces with decorative mantles, lustrous hardwood floors, antique paneling, hand-painted wallpaper, and French doors leading to a wrap-around slate porch. Once an occasional retreat for President Hoover, a Federal style guest cottage sits serenely nestled atop a hill a stone's throw away from the main house. Three other unique dwellings grace the landscape to add to this artist's palette. Surrounded by over 20 acres of



rolling lawns, mature trees, stone walls, and a tranquil pond, the estate is reminiscent of the classic southern mansions of New Orleans. MLS # 2528734, \$10,950,000, Briarcliff Manor office, (914) 762-1020



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The Shore & More

From the New Jersey Shore
to the suburbs of New York City
and Philadelphia,
the Garden State's luxury
real estate is bountiful.

BY WILLIAM WICHERT

In New Jersey's luxury real estate market, the bulldozer is your best friend. As the population surges in this built-out Garden State and available property vanishes with each passing second, buyers and sellers are chasing after the region's most valuable asset: land. From the suburbs to the shore, older houses and businesses are being knocked down and replaced with luxury homes that are flooding the market at prices between \$5 million and \$10 million.

"In this market, the numbers are a little out of whack," says Dean Smith of Coldwell Banker Riviera Realty. "The demand in the marketplace has been tremendous." The market has become so competitive that \$1 million will only get you a fixer-upper in a very attractive neighborhood—an investment based not on your own home, but on your neighbors', says Pat Hoferkamp of Burgdorff ERA. "The value of your home is dictated by surrounding value," says Hoferkamp.

AT A GLANCE:

- In general, the luxury price range in New Jersey is \$1 million to \$10 million.
- In Monmouth and Ocean counties, 401 listings are between \$2 million and \$10 million—31 of those are more than \$5 million.
- One of the most expensive properties for sale is Eddie Murphy's former 12-acre estate in Englewood. It is listed for \$27 million.
- The value of land can be seen in Spring Lake, where a \$3 million home was knocked down to build a more expensive property.



This \$3.9 million estate in Waretown rests on 5 acres and fronts on Barnegat Bay. Below, a designer-decorated home two blocks from the beach in Spring Lake is fetching almost \$5 million.



luxury because of the varying values in the communities we serve in the two counties (Monmouth and Ocean). In some towns, \$1 million buys a truly wonderful home; in others (mostly the northern coastal communities) the land itself is worth a million or more."

According to Vetovick, there are 610 listings in Monmouth County for more than \$1 million and another 207 in Ocean County. The rise of a luxury market along the shore and elsewhere all goes back to that famous buzz phrase, "location, location, location," says Hoferkamp.

Oceanfront properties almost always attract buyers, but it's the state's easy commute to nearby cities that is luring them to other communities, she says. These buyers are either native New Jerseyans looking to move on to a more luxurious home or city dwellers in search of a suburban enclave that is not too far away from their jobs in New York and Philadelphia, Hoferkamp adds.

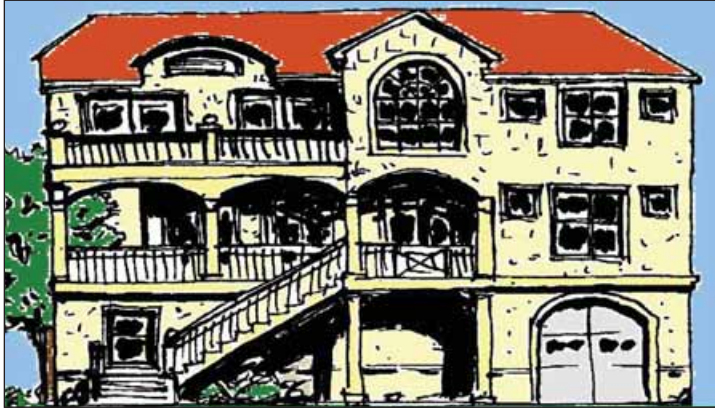
This commute was one of the reasons behind Money Magazine's selection of Moorestown in Burlington County as the "best place to live" in 2005, but Dave Lewis of B.T. Edgar & Son Realty says there is something deeper breathing life into the town's luxury market. Moorestown, which has about 25 homes listed at more than \$1 million, is becoming known for its tree-lined Main Street, good schools and homes dating back to the 1600s, Lewis says.

In the end, luxury living in New Jersey may be just about feeling at home. "There is a new love for home and hearth," reflects Hoferkamp. "It's just families coming together and the space to do it." **UH**

What's driving these sales are the possibilities that buyers find in the land itself. In the high-end landscape of Bergen County, for instance, a 1.5-acre stretch of vacant land recently sold for \$1.1 million, and when a home is added to the property, the entire package could be worth as much as \$3 million, Hoferkamp says. Such vision has been gradually transforming entire neighborhoods across the state over the last five years. 1950s-era houses are being turned into mansions in towns such as Chatham and Madison in Morris County, and former nightclubs and arcades along the Jersey Shore are now multimillion-dollar homes.

"There's a lot of quiet elegance at the Jersey Shore," says Cheryl Vetovick of Diane Turton Realtors. "I think the whole Jersey Shore has a rebirth going on."

Although some may not consider a \$1 million home to be a luxury in New Jersey, Vetovick says that price level can be impressive. "We continue to use \$1 million as our beginning price point for



Longport . New Jersey

Spectacular water views and world-class sunsets from every room! Dreams await you from this new-construction home uniquely situated directly across from the open bay. Every upgrade imaginable has been well-planned into this six-bedroom, three-bath with gourmet kitchen and sophisticated master suite! \$2,600,000.



Margate . New Jersey

Exceptional quality and design define this 4700+ square-foot custom new-construction on huge street-to-street lot steps to the beach. Includes seven bedrooms, six bathrooms, beautiful ocean views, a gourmet kitchen with granite, hardwood floors, tumbled marble throughout and two fireplaces. Pre-construction \$2,200,000.



New Gretna . New Jersey

This 53-acre private one-of-a-kind mansion minutes from Atlantic City features courtyard entry to main house, carriage house, workshop/garage, helicopter pad, stables and riding trails, tennis courts, waterfall tower, in-ground pool, club house and private golf course! Convenient to AC airport and Bass River Marina. \$6,000,000.



Ventnor . New Jersey

Watch the ocean waves from your deck or Jacuzzi in this stunning beach-block home. Everything is new from the top-of-the-line media room to the gorgeous kitchen with granite counters. Offers five bedrooms, five baths, custom bar to entertain, tile and hardwood floors, fireplace and steam shower. \$1,790,000.



Ventnor . New Jersey

Live the dream lifestyle of coveted oceanfront living! Designed to the highest standards, this Robert Johnson five-plus-bedroom, five-plus-bath home offers a luxurious master suite, dining room, great room, custom hardwood and tile flooring, multiple fireplaces, garage, parking and breathtaking ocean views. \$3,800,000.



Ventnor . New Jersey

Rare oceanfront property located on a triple lot! Features four-bedroom, four-full- and one-half-bath home with oceanfront wraparound decks, Atlantic City skyline views, two fireplaces, elevator, walk-in closets, lovely master suite and an indoor heated swimming pool with spa and dressing room! Entertain or build on your additional lot!



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OLD WORLD ELEGANCE

Spring Lake . New Jersey

Landmark ocean-side corner property with ocean views, directly across from the beautiful Spring Lake beach and boardwalk. A fantastic blend of Old World elements and modern systems and design, this wonderful home offers eight bedrooms and seven full and two half baths (most with ocean views), a 28-foot great room, a sun room, formal living and dining rooms, wide decks, porches and balconies. \$7,999,000. Patricia "Paddy" Hamilton, Spring Lake office, 732.449.4441.



EXQUISITE MANSION

Spring Lake . New Jersey

Located just two blocks to the beach and a short walk to town, this magnificent home is ideal for those seeking gracious living and entertaining. Enjoy a fabulous wraparound porch overlooking private and beautiful mature gardens, six bedrooms, four full and two half baths. This property will satisfy the most discriminating buyer. \$4,999,900. Barbara Furdyna or Nita Rose, Spring Lake office, 732.449.4441.



MIRAGE ON THE BAY

Waretown . New Jersey

The ultimate private bayfront estate set on approximately 5 acres. This contemporary home offers 7,400 square feet, spanning 13 rooms with endless water views. Built on three levels, enjoy six bedrooms, four baths and a pool. The white decor throughout the house enhances the drama of the ever-changing waterscape from the floor-to-ceiling windows. \$3,900,000. Jessica Brinegar, Beach Haven office, 609.492.7000.



NEO-VICTORIAN MANOR

Manahawkin . New Jersey

This exquisite gated Neo-Victorian manor home on 12.9 gated scenic acres features sweeping oak staircases, molding, 8,200 square feet, six bedrooms, three and a half baths, a main-floor master suite with sitting room and an attached porch. The large country kitchen features a river stone fireplace. \$2,600,000. Patricia Eppolito or Angelo Eppolito, Manahawkin office, 609.489.0750.

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LUXURY WATERFRONT LIVING

Margate . New Jersey

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Moorestown . New Jersey

Just 20 minutes from Philadelphia, this home offers a stunning two story foyer, private first-floor study and a generous family room with fireplace. The second floor features a rear staircase and four ample bedrooms including a princess suite with a private bath. The master bedroom suite incorporates a sitting area with a large custom-design walk-in closet and a marble master bath with separate shower, dual vanities and a Roman tub. So much to see! \$779,900.



CHARMING UPDATED VICTORIAN

Moorestown . New Jersey

This fantastic, spacious five-to-six bedroom, two- and one-half-bath home is just a short distance to the historic town center. Features include a recent addition of a wonderful kitchen that will delight the gourmet cook, a family room with a fireplace and a sumptuous master suite including a dramatic bath. Outside, the deck and rear grounds are enhanced by professional landscaping. Soon, you will be able to relax on the wraparound porch. \$749,000.



CLASSIC COLONIAL

Moorestown . New Jersey

Situated on a beautiful lot in prestigious Northwest Estates, this four-bedroom, two-full- and two-half-bath home is offered by the original owner. Features include a large eat-in kitchen, hardwood floors, special molding, a family room with a step-down library and a sun-splashed room with glass French doors and a tiled floor for a perfect retreat. A new heating system recently was installed. Call today to arrange your private tour. \$758,500.



PICTURE PERFECT

Moorestown . New Jersey

Situated on a cul-de-sac, this impeccably maintained four-bedroom, two- and one-half-bath Colonial home offers many desirable amenities. There is a newer, state-of-the-art eat-in kitchen with a center island, a stone fireplace in the family room, a magnificent Florida sun room, a library off the living room and an updated master bath (2004). The furnace was replaced in 2005. Arrange to see it all. A quick settlement could be possible. \$775,000.

DAVID LEWIS

B.T. Edgar & Son, Realtor

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QUALITY COLONIAL

Short Hills . New Jersey

Quality features, abundant amenities and streaming sunlight are bountiful in this custom 7,000-plus-square-foot Colonial, featuring five bedrooms, five and one-half baths and a versatile space suitable as a sixth bedroom, media room or playroom. You will relish the thoughtful space, shining oversized windows and special detailing. All this in one of Short Hills' finest neighborhoods. Offered at \$5,000,000. Short Hills office, 973.376.5200.



STATELY EUROPEAN MANOR

Upper Saddle River . New Jersey

Stately European Center Hall Manor being built with approximately 5,600 square feet of living space. Features include six bedrooms, five full and one-half baths, a dramatic two-story entry foyer with grand staircase, a library with high ceilings and fireplace and a custom-designed gourmet kitchen with breakfast area and a large center island. Master-bedroom suite with huge walk-in closet, balcony and a luxurious bath. Offered at \$2,345,000. Hillsdale/Woodcliff Lake office, 201.664.7700.



SPECTACULAR VIEWS

Green Brook . New Jersey

Tucked away on nearly 1 acre at the top of a quiet cul-de-sac sits a one-of-a-kind residence with spectacular views of the Watchung Hills. Built in 2004, this brick Colonial home boasts four bedrooms, four full baths and offers sophisticated appointments such as warm maple flooring, elegant molding, rich solid cherry cabinetry, French doors and more. Offered at \$1,289,000. Erica Hirsch, Warren office, 908.754.8249.



BEECHCREST FARM

Saddle River . New Jersey

Magnificent "Beechcrest Farm" is 6.67 gorgeous acres situated on a majestic hilltop, offering total privacy but also perfect for entertaining! Electric gates open to this 18-room, custom-designed home, featuring a lagoon pool, full-sized tennis and basketball courts, a working greenhouse, stocked pond, guest house and garages that can fit up to nine vehicles. This stunning estate is truly a masterpiece. Price upon request. Kathryn "Kathy" Platt, 201.722.4861.



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PURE CASTLE MAJESTY Stamford . Connecticut

Pure castle majesty in a magical fairytale setting. This island estate, surrounded by the Rippowam River on more than 7 acres, is, in a word, "exquisite," with every one-of-a-kind view imaginable...from rushing river to ponds, woods to gently rolling lawn to two golf greens and six tees. Just extraordinary! The separate exercise studio/cottage is picture perfect and offers much privacy from the main house. Inside is an entry-in-the-round, a sweeping curved stairway and the finest architectural amenities and craftsmanship. The estate is technically outfitted for the future. Features include a glorious great room with a cathedral ceiling, exposed beams, a fireplace, charming pub room and a true three-room master suite wing of stunning proportions with a luxury bath and a year-round greenhouse. It offers two more bedroom suites, an incredible professional theater, a connoisseur wine cellar, full guest suite and a huge media/recreation room. A spectacular stone terrace entertaining deck overlooks a dramatic in-ground pool and lake beyond. Handsome, thick stone walls border the estate. Rarely seen impeccable condition inside and out. \$8,400,000.



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Country Living Presents...



New Canaan, Connecticut

Spectacular new Colonial on four acres has many luxury features. This traditional home sits high on a knoll affording great privacy. The two-story front-to-back entry hall opens to a porch overlooking a stone terrace.

\$6,499,000

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Westport, Connecticut

A unique and classic new Federal Colonial offers almost 7,000 square feet with fabulous quality and detailing throughout. Set on an acre of property, this home has 13 rooms and a heated pool. Greens Farms area.

\$3,349,000

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New Canaan, Connecticut

Magnificent country estate designed and built by Alex Kaali-Nagy, architect and builder, as his private residence. Situated on 6.4 stunning hilltop acres with breathtaking western views and uncompromising quality.

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“MACHAMUX” Greens Farms . Connecticut

This glorious antique located on prestigious Beachside Avenue on the Gold Coast in Greens Farms presents a rare opportunity for those who appreciate the truly extraordinary. The home has been perfectly restored with impeccable quality and detail, and designed with a layout for today's living. This private setting on 3.28 acres also is within walking distance to the beach and train, and less than an hour from Manhattan. The history of this home is captivating. "Machamux" is an incomparable estate combined with an irreplaceable setting, exceptional architecture and fascinating history. \$3,175,000.



COMPO BEACH Westport . Connecticut

Located on popular Compo Hill in Westport, this exciting new home is being built. Absolutely beautiful seasonal water views and a short walk to famous Compo Beach. This home features four bedrooms and three full baths, tremendous curb appeal and quality construction—including a private setting on a dead-end street with a lovely backyard. Excellent design, details and finishes throughout. A house like this is hard to find! \$1,695,000.



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Eileen B. Hanford

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Eileen found her home in Darien almost 25 years ago. Since then, she has raised a family, established lasting relationships with friends and clients, and has become an expert on the town. As a third-generation Realtor with 25 years of experience, her success doesn't come as a surprise; she has been ranked as a top producer for Kelly Associates for the past 15 years. She remains by her client's side throughout the buying process and beyond. "After the transaction, I'm still there working—helping to refer a contractor, make introductions and make things run smoothly," says Eileen. Page 33



NEW YORK Sharon E. Baum

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Sharon E. Baum is Senior Vice President and Director of Exclusive Properties Division of The Corcoran Group, Inc., one of New York's largest and most prestigious residential real estate firms. A specialist in high-end properties, Ms. Baum has brokered the sale of more than a billion dollars worth of luxury townhouses and apartments in some of Manhattan's most exclusive buildings. With a Harvard M.B.A., Ms. Baum is the only broker to be honored twice by the Real Estate Board of New York as the recipient of the "Deal of the Year" award. Page 87



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Dana Ramsey works with buyers and sellers throughout lower Fairfield County and is determined in ensuring her clients get the results they want to achieve. Dana maintains membership in Prudential's exclusive Leading Edge Society, has Honor Circle awards and received the coveted "Rookie of the Year" achievement by generating the highest sales volume among all Prudential Connecticut Realtors in its 63 offices statewide. Page 101



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Eugenia Foxworth is a unique Previews Property Specialist "without borders." She specializes in exceptional properties in New York City and internationally. She has acquired a reputation with buyers and sellers as someone who can make a deal happen through her tenacity, market knowledge, professionalism and personality. She is licensed with the Real Estate Board of New York and is a member of the Manhattan Association of Realtors, the National Association of Realtors and is President of the Greater New York Local Council, FIABCI-USA. She is a Coldwell Banker Certified Previews Broker and a Certified International Property Specialist. Page 169 (CB 57)



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Marianne and Steve Gaynes, William Alexander, Rebecca Bird and Anna De Cristofaro are part of the unique team of luxury real estate professionals with Coldwell Banker Elite Realtors. Collectively, Coldwell Banker Elite Realtors represents some of the finest upscale listings in New Jersey's Gloucester, Salem, Burlington and Camden counties. Page 165 (CB 53)



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Dawn Tsien, President of Coldwell Banker Hunt Kennedy's New Development Division, has 20 years of experience in all aspects of development marketing and sales. Prior to Coldwell Banker Hunt Kennedy, she was a Director of the Development Marketing Group at Prudential Douglas Elliman and had been Vice President for The Sunshine Group. The major developers she has worked for include Elad Properties, BFC Partners, Rosen Partners, the Zeckendorf Organization, Worldwide Holdings and many others. Page 79



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Marcene Hedayati is the Director of Fine Homes for Prudential Rand Realty, the fastest-growing real estate company in Westchester County. The company strives for superior training, cutting-edge technology and unique marketing. Their mission is to provide a higher quality of service to homeowners to help secure their financial future. Page 92



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Claire Vegliante, an associate broker, is a professional Realtor who consistently offers personalized service and prides herself on continued success from past clients and referrals. As a Previews Specialist, she specializes in waterfront and luxury real estate. Experienced in residential and commercial real estate, Claire has been recognized for her work ethic by the New York State Board of Realtors and the National Association of Realtors. She is dedicated to making your dream a reality. Page 170 (CB 58)



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As an innovative, dynamic professional in real estate sales and management, Otto has become one of the most productive agents on Long Island. He managed and organized the opening of the first RE/MAX in Nassau County. By June of 1998, Otto had successfully opened his second office, which prompted the opening of multiple RE/MAX offices throughout Long Island. Otto's philosophy is to always be prepared, prompt and to be innovative, and to set new trends in the marketplace. Through his strength of character and determination, he is well on his way to reaching his goal of becoming the most productive Broker on Long Island. Page 226



Carolyn Weber

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Carolyn has an extensive background of 30-plus years in real estate. Relocation is one of her specialties, and she has commanded large corporate moves. Thoroughly familiar with all markets throughout New York State, Carolyn can assist in determining appropriate agent selection to ensure trouble-free moves. Page 227



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Founded in 1946 and now in its third generation, Coldwell Banker Riviera provides exceptional service to its luxury homebuyers and sellers through its Previews Division, which sells more million-dollar properties nationally than any other company. They have six offices and are the largest affiliate in Ocean County, NJ. Page 167 (CB 55)



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B.T. Edgar & Son has been serving southern New Jersey since 1923. They specialize in residential real estate, and most of their business comes from generations of satisfied residents. Over the years, this has paid off in a strong network of local connections, giving them an inside track in the local real estate market. Page 97



Paula Hartman

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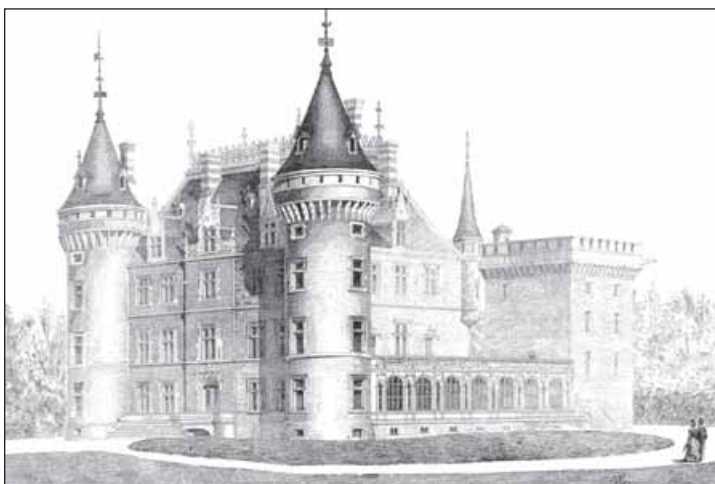
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Diane Turton

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After achieving remarkable success as a real estate agent in the 1970s, Diane S. Turton earned her broker's license in 1974. Based on her successful track record, Diane had the confidence and courage to open her first Diane Turton, Realtors office in Bay Head, NJ in 1986. Today, Diane Turton, Realtors is a full-service real estate company with 22 offices, including 20 throughout Monmouth and Ocean Counties, and two in Florida serving Palm Beach and Martin Counties, in addition to a corporate center in Point Pleasant Beach, NJ that opened in December 2003. The company is staffed with more than 350 sales associates, along with a full-time management/support staff. Page 95



SUPERB CHATEAU

Jura . France

Located near Geneva, this chateau from the 14th century was restored in the 19th century. The chateau boasts splendid interior architecture and details that were added by well-known artists of the 19th century. Updated with modern amenities in 2002, you can completely furnish the rooms in their original style. The home includes a tennis court, a royal stable and an indoor riding school. Price upon request.

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*M*aster builder is a designation William G. Smith has earned as a result of his dedication, over a 35 year career, to the art of crafting exclusive residential estate properties. His homes represent a commitment to stunning design, beautiful refined details and flawless execution. All in the pursuit of an incomparable lifestyle experience.



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The Pursuit of Happiness

The birthplace of our nation is experiencing a rebirth of its own.

By Ken Weingartner

Any discussion of Philadelphia invariably must make reference to W.C. Fields' barbs toward his hometown (Fields' proposed epitaph: "On the whole, I'd rather be in Philadelphia") and its famously callous sports fans, who are known for having booed Santa Claus.

Those allusions, however, reflect the Philadelphia of the past, not the present City of Brotherly Love, which thanks to commercial and residential construction booms and a cultural renaissance over the past decade have made Philly a desirable place to live. It may never rival the grandeur of New York City, just some 90 miles to the north, but the Philadelphia-metro region has made great strides, as indicated by the luxury home market.



"Fairlawn," the Main Line residence of noted Philadelphia architect John Torrey Windrim (1866-1934), is listed for \$4.25 million. Windrim's designs include the Franklin Institute and Academy of Natural Sciences.

"It's a healthy marketplace and I expect it to continue to be a healthy marketplace," says Marguerita Downes of Prudential Fox & Roach Realtors' Gladwyne office, located a dozen miles from Center City Philadelphia. "We have an influx of people with money, very affluent young people in their late 30s or early 40s. It's

a great place for business. A lot of investors are coming here to build. Philadelphia is no longer a ghost town compared to New York. It's not New York, don't get me wrong, but we're not the weak sister anymore. We're the younger sister."

In Pennsylvania, the Philadelphia market is made up of Philadelphia County, which includes Center City and the surrounding counties of Bucks, Chester, Delaware and Montgomery. As of December, there were 609 properties listed for more than \$1 million, topping out at \$10 million. According to The Philadelphia Inquirer, the region has seen sales of million-dollar properties quadruple over the last six years.

"It's the best of all worlds," says Halli Eckhoff of Coldwell Banker Hearthside Realtors, which offers services in Bucks County. "It's a thriving market with easy access to the I-95 corridor, which has brought a great deal of wealth to the area and brought businesses closer to home. There are beautiful country areas with a diverse mix of real estate, from newly developed estates to spectacular old farmsteads down winding tree lanes. It's a terrific mix of lifestyle and convenience."

Diversity can be found within the city, as well. Rittenhouse Square features luxury condominiums. Society Hill, the city's oldest area along the Delaware River waterfront, has historic town homes. Chestnut Hill offers older estates built in the late 1800s or early to mid 1900s.

The most renowned section of the region, though, is the Main Line, which extends west of the city and encompasses parts of Montgomery, Delaware and Chester counties. Named after the Main Line of the Pennsylvania Railroad, which connects the towns, the area gained prominence as many of the region's

wealthy residents constructed summer estates there. Average property values are more than \$1 million and the Main Line is home to colleges and universities such as St. Joseph's, Haverford, Bryn Mawr and Villanova.

Although the city is best known for the Liberty Bell and Independence Hall, newer attractions such as the National Constitution Center and Kimmel Center for the Performing Arts have helped fuel its rebirth.

"Philadelphia has undergone a tremendous commercial and cultural renaissance," says Steve DiFrancesco of Hunter, Reed and Company in Haverford. "There is a lot of new business and corporate development. Our stadiums are world-class facilities. Philadelphia will never compete with New York in sheer size, but the city has a different dynamic quality now. There was a time when people were leaving the city, but I think that's reversed. We're seeing a lot of young professionals in addition to people who have traditionally lived in the suburbs that want to be closer to the cultural resources. There's a lot to do here." **UH**

AT A GLANCE:

- Two \$10 million properties top the real estate listings. One is a suburban 8,900-square-foot Georgian revival and the other is a 3,000-square-foot Center City town house.
- Edmund Bacon, who died in October, was the city's chief planning director for two decades following World War II and was considered the father of modern-day Philadelphia. He was also the father of actor Kevin Bacon.
- Fairmount Park, the nation's largest city park, is home to the Philadelphia Zoo—the oldest zoo in the country—and the Philadelphia Museum of Art, among other attractions.



PHOTO COURTESY OF PRUDENTIAL FOX & ROACH REALTORS

PHOTO COURTESY OF HUNTER, REED AND COMPANY INC.

THE FEDERAL 1781 | Walkersville . Maryland



Located minutes from historic downtown Frederick and 40 miles north of Washington, D.C., this historic property is ideal for both country living and investment. Situated within the city limits of Walkersville, Md., the 224-acre estate has 5,950 feet of road frontage, public water, sewer and gas to the property. With gently rolling hills, the property offers mountain vistas and frontage along Israel Creek. Area amenities include 18 golf courses, historic battlefields, museums, parks, skiing, restaurants, and MARC train access to Amtrak and the Washington, D.C., Metro.

Originally constructed in the mid 1700s, this home has been fully renovated, featuring seven fireplaces, a spacious Colonial



kitchen, wine cellar, radio-controlled lighting, fiber optics, an internal and external stereo system, and commercial-grade communications and security systems. A large front porch, 80-foot-long stone patio and 32-foot-long gazebo make this home ideal for entertaining inside or out. The master suite offers a spacious sitting room, walk-through closet, a modern bathroom with a Jacuzzi tub and over-

sized multi-headed steam shower, a vaulted ceiling and private outside deck. As customary in the 1700s, this Federal residence also features a smokehouse, outdoor beehive oven, root cellar, terraced gardens and three barns.

Offered at \$12,500,000.

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LUXURY LINKS

A look at what's happening in the world of high-end golf.

Chipping Away at Naples

New developments in Sarasota are competing with the Naples golf market.

BY SCOTT KAUFFMAN

On the West Coast of Florida, the Naples-Bonita Springs area always has reigned supreme when it comes to high-end private golf course communities. In fact, Naples boasts of having more millionaires and golf courses than any other city in America.

In the past year, however, the Sarasota area, equally as swanky and luxurious, has quickly made a name for itself as a serious option for upscale golf course living. Two clubs in particular have put Sarasota on the golf map: the Founders Club in Sarasota County and The Concession Golf Club and Residences located on the border of Sarasota and Bradenton.

The Founders Club, a traditional golf club developed by U.S. Assets Group and The Starling Group, is a 700-acre low-density community that features just 262 homes and a par-72, 7,094-yard championship course designed by renowned architect Robert Trent Jones II. The private equity club, which opened February 2005, is already more than half sold out with 152 of the 275 total memberships committed.

As of December, the Founders Club had just 20 of its 108 estate lots left, ranging in price from \$535,000 to \$850,000 for .5-acre to 1-acre sites. Meanwhile, six of Sarasota's leading builders were marketing 3,200-square-foot-plus homes starting at \$1.8 million. In November, the Founders Club opened a new 24,000-square-foot clubhouse or Golf Hall, completing the community's project.

At the Concession, developer Kevin Daves is just getting started. The golf course was slated to officially open Jan. 23 with co-designers Jack Nicklaus and former British Open champion Tony Jacklin in attendance for the festivities. Much like the Founders Club, the Concession is an exclusive low-density development, comprising just 255 single-family homes on the 1,232-acre development. Cost of entry for this \$600 million gated enclave is \$100,000 for a full golf membership and \$2 million to \$15 million for the homes.



For golf purists, the par-72 course designed by Nicklaus and Jacklin is core golf with no homes on the 540-acre layout. Additionally, the Concession features a first-class 23-acre practice facility with two practice putting greens, a short-range area with a chipping green and three bunkers and a hitting area with seven target greens. Other major amenities are exceptional dining facilities, spacious verandas, luxurious locker rooms, card and billiard rooms at the main clubhouse, and a separate sports clubhouse that will offer well-appointed fitness facilities and treatment rooms, a resort-style pool with poolside eatery and Har-Tru tennis courts.



These renderings depict Nicklaus Manor, a luxury neighborhood to be built within The Concession Golf Club and Residences.

The scope of luxury trappings is no different at the Ritz-Carlton's newly opened private Tom Fazio-designed Members Golf Club that costs \$100,000 to join. A core golf course that spreads across 315 acres about 20 minutes from downtown

Sarasota, this walkable layout is yet another prime example of how far Sarasota golf has come. Among the club's signature amenities is the Ritz-Carlton's caddie-concierge program, which encompasses everything from conducting traditional caddie duties to making dinner reservations and providing ice-cold oshibori towels soaked in rum and lime juice.

Founders Club general manager Ian Fetigan says it has been a "long time coming," but Sarasota is finally able to directly compete with its ritzy neighbor to the south, Naples.

"That's the market we're all after," adds Fetigan. "For the last 40-50 years, Naples was where everybody went because that's where the demand was satisfied. With the Founders Club, we're now able to attract that type of high-end member.... Sarasota has always been a great cultural city. Now, it's such a vibrant town and there's so much going on."

And high-end private golf is leading the way.

PHOTOS COURTESY OF THE LANDMARK DEVELOPMENT GROUP

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PREVIEWS

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PORTFOLIO OF EXCEPTIONAL HOMES



Volume 2, 2006

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Nantucket Estate in Montecito



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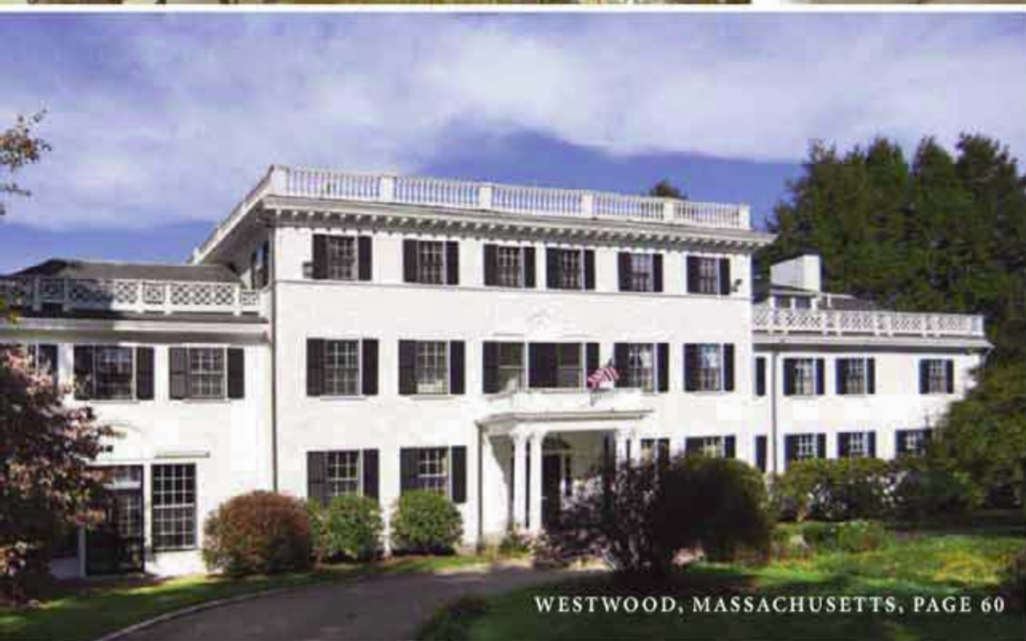
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PHILADELPHIA—The City of Brotherly Love has changed.

“It used to be that people said, ‘I’ll work in Philly, but I’d never live there,’” says Doug Kriebel of Coldwell Banker Realty Corp. in Lansdale, Pa. “Now it’s, ‘I work in Philly and look how convenient it is to live here.’”

With a renaissance of art and culture and politics, Philadelphia has become a hot commodity, Kriebel says. In the last six years, Philly, particularly Center City around Rittenhouse Square and the cradle of American democracy, has flourished.

In terms of the luxury market, it has meant a “rock-solid” and steady appreciation for city condos, which now range from \$1 million to \$3 million. Historic town houses and brownstones? Try \$2 million to \$4 million.

The catalyst behind Philadelphia’s market boom, Kriebel says, is younger buyers looking to secure a little luxury in a cosmopolitan setting. But just because youth is the driving force, he says, doesn’t mean it’s the only force to be reckoned with in Center City.

“They come from everywhere,” Kriebel says of Philly’s newest round



This five-bedroom, four-bath house on 4.5 acres in Montgomery County, Pa., lists for about \$1.1 million and offers approximately 5,600 square feet of space.

of luxury home buyers. “We’ve got empty-nesters coming home and new people moving in. Philly’s just a really hot city right now.”

LIFTOFF INTO THE WORLD OF LUXURY

COCOA BEACH, Fla.—Oceanfront views? Check. Small-town atmosphere? Check. Rocket ships to outer space? You better believe it.

There are lots of views in Cocoa Beach, Fla., from the Atlantic Ocean out the front window to space shuttle launches from Cape Canaveral up north and the canals that wend their way through the barrier islands out back—and these, along with the small-town feel, says Lisa Moore of Coldwell Banker Cocoa Beach Realty, are undoubtedly the reasons Cocoa Beach is a thriving, growing luxury market.

“We have very few first-time buyers,” Moore says. “And the buyers are not local residents.” Who the buyers are, she says, are people moving out of the Keys or up from Miami, Northeasterners looking for warmer climates and Europeans looking for luxury condos that aren’t quite so pricey as those in southern Florida.

“True luxury here ranges from about \$750,000 to about \$2.5 million,” Moore says. “Some are up to \$4 million, but those are few and far between.”

The luxury market, which is predominantly condos, she says, is incredibly strong, with appreciation rates of 100 percent. And the future could be getting brighter. In five years, the cruise ship industry is expected to complete a mega-yacht marina; and around Cocoa Beach, land is fast turning from vacant space to...well, everything.

“It’s amazing,” she says. “We’re seeing every little bit of land transformed into something here.”

LIGHTING THE WAY



Luxury apartments start at \$2.4 million in Paris, while mansions generally list for up to \$17.9 million.

PARIS—Jill Devriendt, director of Previews International for Coldwell Banker France, puts it in simple terms: “Americans tend to want to be near monuments, historical monuments or neighborhoods in protected/listed buildings,” she says. And they’re finding their wishes in the City of Lights.

On the rebound after a cool post-9/11 period, Paris, with its singular whip of the historic and the contemporary, is again on the rise. “The majority of luxury-market American buyers in Paris are from the East Coast and are senior international business execs looking for a secondary home or base from Paris.” Or not. Often enough, buyers are not jet-setting Americans at all, but investors with a different reason for being there. “Perhaps they just love Paris,” Devriendt says.

What you get, of course, depends on where you are. “In the 16th and 8th arrondissements (districts), the highest of high-end are brownstone-style mansions” known as *hôtels particuliers*, Devriendt says. “In the very sought-after 6th arrondissement it is mostly apartments. The best of the best are top-floor penthouses offering terraces. And yes, it is common that many of these apartment buildings house shops on the street level.”

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HAWAII—Luxury is on Oahu, in Ko Olina and on the North Shore. It is on the Big Island's Kona coast. On Maui, where Canadian investors are cashing in on favorable exchange rates. On the Kohala Coast, where power players from all over the world come to live and play near world-class resorts.

In short, so far as the luxury market in Hawaii—especially on the Big Island—life is a beach. And getting better. “The market trend is definitely up,” says Steve Williams of Coldwell Banker Pacific Properties in Waikiki. “The year-to-date median sale price of single-family homes in East Oahu is up 24 percent from last year, and on the North Shore it's up 57 percent, according to our local MLS.”

Margaret Murchie of Coldwell Banker Pacific Properties in Kahala agrees. “Things are booming on Oahu,” she says. Condos, especially, are hot, she says, thanks partly to a plethora of hotel construction and partly to smart investors. “Buyers planning on retiring here, who want to get into the market now, are buying condos as the maintenance is easier to manage,” she says.

While some luxury investors are first-time buyers, most are second- and third-home buyers from around the Pacific Rim—and American mainlanders looking for a calm port away from world political turmoil, says Anne Hogan Perry of Coldwell Banker Pacific Properties in Kahala. “They love the fact we are paradise yet in the United States versus the pros and cons of buying in foreign countries.”

They also come because—let's face it—it's Hawaii, and people want to enjoy it. “Younger buyers seemed very focused on quality of life enjoyment,” she says.



The luxury price range on the Big Island of Hawaii is from \$2 million to \$27 million.

PHOTO COURTESY OF COLDWELL BANKER PACIFIC PROPERTIES

CONTAGIOUS CONDOS

MIAMI—It isn't the sunbeams that make Miami hot. It's the condos. At least that's how Isaac Feldman of Coldwell Banker All Nations Realty sees it. In fact, Feldman says, Miami's luxury condo market is so influential, its reach stretches across the Sunshine State.

“The condos of Miami, in my opinion, are responsible for the entire Florida real estate market boom,” he says. The city, he says, has attracted big developers, including Donald Trump, who developed his first three buildings directly across from Feldman's office on Collins Avenue.

From an almost non-existent market in the 1980s, Feldman says, Miami's luxury condo sales have grown exponentially. Where once whole plots of land sold for \$5,000 and developers had to pay the airfare of potential buyers just to get someone to notice, he says, today, 2 acres of oceanfront condo property are soaring past \$30 million. Houses themselves have leapt from 2000 luxury prices of about \$450,000 to more than \$1.3 million.

The buyers have changed too. “When I moved to Miami from New York in 1991,” Feldman says, “there were a lot of houses that were for the 55 and over community. Today you can barely find any of these properties.”

Today, he says, Miami is flush with younger families looking for a more permanent home and investors looking to cash in on a luxury market that stays as hot as the Florida summer. “Miami and the rest of Florida,” he says, “still have a great growth potential. Having more first- or second-home owners and less investors will continue keeping our market hot and stable for years to come.”



This nine-bedroom, seven-full-bath estate on 1 acre in Miami Beach with 126 feet of water frontage is selling for \$10 million.

PHOTO COURTESY OF COLDWELL BANKER ALL NATIONS REALTY



EL DORADO HILLS, CALIFORNIA

This magnificent Serrano Villa captures the timeless beauty and romantic style of architecture found in the north of Spain incorporating both the breathtaking hilltop site and key elements of the Spanish style with natural plaster walls, arched windows, wrought iron and tile accents, solid wood doors, floors and cabinetry; and a large, walled courtyard entry. This exceptional residence offers five fireplaces, three suites, a guest room with quarter bath, a media/bonus room, spacious formal and informal living areas, and an expansive loggia overlooking the golf course and lushly landscaped rear yard with gorgeous gardens, a custom pool with beach entry, a sheltered spa and outdoor kitchen. \$2,425,000.

EL DORADO HILLS, CALIFORNIA

Commanding a spectacular location overlooking the Serrano Golf Course, every detail has been planned to perfection in this custom-built, four-bedroom, four-bath Mediterranean-style residence reminiscent of a grand European Villa. An uncompromising level of luxury is evident throughout this residence from the impressive gated courtyard entry to the outstanding rear loggia with fireplace and outdoor kitchen overlooking the pool, spa and golf course. Enjoy four fireplaces and a four-car garage. \$2,300,000.



EL DORADO HILLS, CALIFORNIA

Enjoy 360-degree views encompassing the Serrano Country Club Golf Course, the snow-capped Sierra Mountains and beautiful Folsom Lake. Constructed with imagination and style, this fabulous residence offers walls of glass, beautiful woodwork, designer lighting and exquisite finish work throughout, with three bedrooms, a media room, a den, an office and a wonderful guest house. \$3,200,000.



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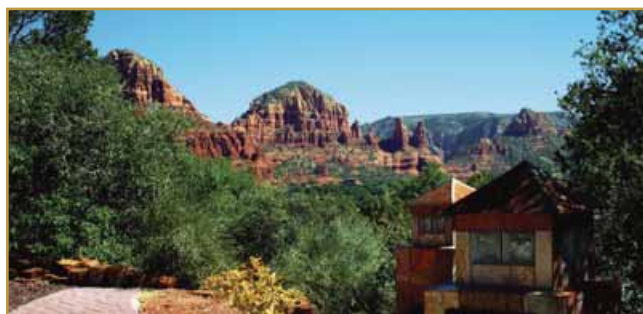
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720.373.2669 dannyandjen@hotmail.com www.dannyandjen.com



CASTLE ROCK, COLORADO

Located in a gated community in Castlewood Canyon on 71 acres with mountain views next to 2,300 acres of open space, this 8,480-square-foot walk-out ranch boasts 2,000 square feet of patios with wonderful views, a state-of-the-art kitchen, a four-car garage and separate building for barn or additional car storage. The lower level features a full-home THX theater with complete sound proofing. The home was constructed with sandstone, flagstone, mahogany, redwood, stucco and a tile roof with copper. Offered at \$3,900,000.

NORMA ADAIR, COLDWELL BANKER RESIDENTIAL REAL ESTATE, INC.

8490 East Crescent Parkway #100, Englewood, CO 80111

720.291.3300 303.409.6114 norma.adair@coloradohomes.com www.NormaAdair.com



BROOMFIELD, COLORADO

This elegantly designed four-bedroom, three- and one-half-bath masterpiece offers imported Italian marble and Brazilian cherry wood flooring. The main floor boasts an entryway with 25-foot ceilings and a stunning crystal chandelier. It has floor-to-ceiling windows in the family room, a gourmet kitchen and a personal wine cellar. \$940,000.

TEAM HERNANDEZ, COLDWELL BANKER RESIDENTIAL

720.685.1441 fax: 720.685.9037

Monica@MonicaHernandez.com www.MonicaHernandez.com



LONE TREE, COLORADO

Walk into this impressive home through the two-story foyer and into the formal living room. Other features include a large gourmet kitchen, a main-floor master retreat, finished walk-out basement, billiards room, wet bar, home theater and gym. For an audio tour of this home please call 1.800.510.6852, Ext. 1497. \$910,000.

JASON BARKI, BROKER/ASSOCIATE

COLDWELL BANKER RESIDENTIAL BROKERAGE

303.475.3857 www.TeamBarki.com

HAWAII
The Best On Hawaii Loa Ridge



HONOLULU, HAWAII

Enjoy convenience and security just a short way up the hill on this panoramic-view estate lot, where you can nearly reach out and touch the ocean. This estate has wide frontage allowing for a dramatic, private home above the road. Elegant Mediterranean-style building plans by AIA Architect Roy Yamamoto have already been approved, with a circular driveway, porte-cochere, spacious rooms and gorgeous landscaping. One of the best and only estate lots remaining on Hawaii Loa Ridge, this property is pure enchantment. Offered at \$1,990,000.



HONOLULU, HAWAII

This perimeter property awaits you on the Diamond Head side of beautiful, tree-lined Moaniala Street. Offering dramatic ocean views from one of the best and only estate lots remaining on Hawaii Loa Ridge with more than .5 of an acre of space. Experience the ultimate in security and privacy in the gated Pointe within the gated Hawaii Loa Ridge. Superb amenities at the Pointe include a private clubhouse with a large pool and tennis court just a stroll from this spectacular property. Offered at \$2,888,000.

DOUGLAS SHANEFIELD (R.A.)
COLDWELL BANKER PACIFIC PROPERTIES, LTD.
1314 South King Street, Second Floor, Honolulu, HI 96814
808.593.6475 fax: 808.593.2944 DougS@cbpacific.com www.cbpacific.com/dougs



HONOLULU, HAWAII
Diamond Head Apartments, LTD



Enjoy the privilege of space in this elegant residence, an entire wing in one of Diamond Head's premier buildings, spanning from your direct ocean frontage to your spectacular mountain lanai. Beautiful bamboo floors welcome you through this generous home of more than 2,200 interior square feet. The oceanfront gourmet kitchen features granite countertops, top-of-the-line stainless steel appliances, Sub-Zero refrigerator drawers and wonderful storage. Two master suites face ocean and mountain, with luxurious marble baths, a steam shower and a spa tub. The heated pool at the water's edge recently was renovated with a welcoming stone terrace and lovely garden. This rare offering includes two secured, covered parking stalls. Offered at \$3,900,000.

DOUGLAS SHANEFIELD (R.A.) & FRANKIE ANDERSON (R)
COLDWELL BANKER PACIFIC PROPERTIES, LTD.

1314 South King Street, Second Floor, Honolulu, HI 96814

Doug: 808.593.6475 Frankie: 808.597.5554 fax: 808.593.2944

DougS@cbpacific.com www.cbpacific.com/dougs

HONOLULU, HAWAII
Kailua's Most Prominent Beachfront Estate



Located on a double lot of nearly 60,000 square feet of world-famous Kailua sandy beachfront, this exquisite estate features more than 255 linear feet of beach frontage. This architectural masterpiece has been designed by award-winning architect, James McPeak A.I.A., and includes two luxury island residences complete with exotic hardwoods, incredible craftsmanship and attention to detail like no other. A stunning main home with luxurious living spaces and soaring ceilings is complete with its own staff quarters and a tropical pool and spa. In addition, a magnificent second home is complete with a gym, sauna, tennis court and more. With expansive landscaped grounds and combined living areas exceeding 15,000 square feet, this island compound is one that you surely will not want to miss. Offered at \$27,000,000 or individually at \$16,000,000 and \$14,000,000.

**TRACY PFLUEGER, RA, VICE-PRESIDENT, PREVIEWS PROPERTY SPECIALIST
COLDWELL BANKER PACIFIC PROPERTIES**

1314 South King Street, 2nd Floor, Honolulu, HI 96814

808.593.6415 fax: 808.593.2944 tracy@cbpacific.com www.cbpacific.com/tracy



HONOLULU, HAWAII

Island Living At Its Best



HONOLULU, HAWAII

Imagine the best of everything presented in one singular setting. It's your personal oasis—a place to escape and rekindle, anywhere, anytime. Mature tropical landscaping welcomes you to this remarkable residence as well as views of the blue Pacific and Kahala coastline. Offering six bedrooms, if you need them, or a study and exercise room if that fits your personal lifestyle. Enjoy a wonderful upstairs game room or fold this space into your master suite. Exceptional features include a three-car garage, security system, huge master suite lanai, spacious downstairs family room, large pool, spa, waterfall and a generous yard for pets and children. Every feature and detail has been designed to transport you to an unbelievable world of beauty and perfection. It's the home that you have been waiting for, where everyday living continues in grand fashion. \$5,700,000 FS.



HONOLULU, HAWAII

Located just one block from the beach and across the street from Fort Reuger Park, this exquisitely designed compound offers beautiful ocean views from almost every room of the more than 5,000-square-foot residence, as well as Diamond Head views from the upstairs observation deck. Containing spacious entertaining areas with a generous pool and deck, the downstairs two-story atrium is perfect for a game room, concert piano or an artist who wants a wonderful area for painting. Enjoy traditional island-style living with the finest interior touches, including Koala Koa wood floors in the master suites, theater and office, limestone/granite in the bathrooms and custom-built cabinetry made of exotic woods. The separate studio is a wonderful place for a caretaker, au pair, visiting guests or even an art studio. Offered at \$4,900,000 FS.

BETH CHANG, COLDWELL BANKER PACIFIC PROPERTIES

1314 South King Street, Second Floor, Honolulu, HI 96817

808.593.6449 cell: 808.478.7800 fax: 808.593.2944 bchangvp1@aol.com



SANTA FE, NEW MEXICO

Escape to another world in this beautifully designed and appointed home. Situated among the ponderosa pines, this property exudes elegance and class with two master suites, open living areas, and attached guest quarters consisting of one bedroom, a full bath and a kitchen/dining area. The interior is appointed with stained concrete floors and hand-painted details. Situated on 5 acres with fabulous views and a seasonal stream just 15 minutes from the heart of Santa Fe. \$1,495,000.

MICHAEL BRAMUCCI & JONNALYN GROVER
COLDWELL BANKER TRAILS WEST REALTY, LTD.
 2000 Old Pecos Trail, Santa Fe, NM 87505
 800.775.5550 505.988.7285 www.cbsantafe.com

ABIQUIU, NEW MEXICO

This magnificent and rare 40-acre horse property is nestled in the heart of Georgia O'Keefe's Copper Canyon with incredible mountain and river views. The two-story, 5,000-square-foot home features a lifetime pro-panel roof, five bedrooms, three and one-half baths with a sauna and hot-tub spa. There are 38 acres of irrigated farmland that produce oats, various grasses and some wild asparagus. \$1,850,000.

JOHN DIXON
COLDWELL BANKER TRAILS WEST REALTY, LTD.
 2000 Old Pecos Trail, Santa Fe, NM 87505
 800.775.5550 505.988.7285 www.cbsantafe.com



SANTA FE, NEW MEXICO

Stroll to the Plaza from this newly constructed contemporary house and guest house. The main house offers beautiful floor treatments, high-end fixtures and stunning plaster walls. Intimate living spaces and a kitchen comprise the lower level. View downtown and the surrounding hills from the upper-level portal and bedrooms. The large guest house includes two bedrooms, two baths, a cozy living room and a full kitchen. \$1,195,000.

SUZANNE BRANDT
COLDWELL BANKER TRAILS WEST REALTY, LTD.
 220 North Guadalupe, Santa Fe, NM 87501
 800.775.5550 505.983.0385 www.cbsantafe.com



EUGENE, OREGON Northwest Elegance



EUGENE, OREGON

This stunning five-bedroom, five- and one-half-bath, 8,844-square-foot northwest Contemporary sits on 8.75 acres in a natural wooded setting. Features include extensive use of reclaimed timber beams and high ceilings, five geo-thermal heat pumps, an 883-square-foot finished shop/studio, and a large number of mature and old growth fir, oaks and pines. \$1,950,000.



EUGENE, OREGON

Elegant, four-bedroom, three-bath estate on 5 private wooded acres just outside city limits. Hardwood flooring, formal living and dining, gourmet kitchen, wine cellar, shop and outstanding views! \$1,495,000.



EUGENE, OREGON

Stunning six-plus-bedroom, six- and one-half-bath, 6,800-square-foot home with breathtaking views! Imported travertine, 24-foot ceilings, indoor pool/spa, shop, apartment, patios, 5 acres, more! \$1,295,000.



EUGENE, OREGON

Spacious home on 5.54 sloping and level acres with trees, creek, covered front porch and wraparound deck. Lovely four bedrooms, three baths with hardwood floors, high ceilings and great room. \$739,000.



CRESWELL, OREGON

Charming three-bedroom plus office, two-full- and two-half-bath, 2,400-square-foot home on 4.28 acres features a four-car garage, huge shop, machine shed, formal living/dining with great room. \$525,000.

KATHIE ROBIDOU, COLDWELL BANKER CURTIS IRVING REALTY

560 Country Club Parkway #200, Eugene, OR 97401

541.484.2625 fax: 541.338.3324 kathie@kathiesells.com



BEND, OREGON

Don't miss this rare opportunity to own this exceptional estate property at the top of Awbrey Butte. Enjoy unsurpassed Cascade Mountain views, spectacular rock outcroppings and the ultimate in privacy. There's nothing else like it in Bend. Call Norma for more information or a private tour of this exquisite parcel. 5 acres for \$3,500,000 or sold individually—1.686 acres for \$1,600,000; 3.297 acres for \$2,200,000.



BEND, OREGON

This one-of-a-kind Deschutes-River-front setting offers easy access to the river with awesome views. There is the possibility of splitting off a separate 1-acre lot subject to city approval and city services. The home features a large country kitchen with slab granite countertops, great separation of space, including a cozy family room and a large game room. Private gated entrance, security system and more. \$2,200,000.



BEND, OREGON

Fall in love with the uniqueness of this bright and airy new home in Awbrey Park. Enjoy a great room plan with a floor-to-ceiling fireplace and an exceptional kitchen with hardwood floors and granite counters. French doors lead out to the back cobblestone patio. Enhanced with Southern style, this four-bedroom, three- and one-half-bath home has character and charm with unsurpassed quality. \$924,000.



BEND, OREGON

This outstanding, top-quality, single-level contemporary home is tucked in the trees on the 3rd hole of the exclusive gated golf community of Broken Top. Freshly painted inside and out, this three-bedroom, three- and one-half-bath home features an open great room floor plan, a wine refrigerator, gourmet kitchen with island, solid slab granite countertops, surround sound and two gas fireplaces. \$850,000.

NORMA DUBOIS, COLDWELL BANKER MORRIS REAL ESTATE

486 SW Bluff Drive, Bend, OR 97702

800.800.1799 541.383.4348 fax: 541.382.7835 norma@normadubois.com www.NormaDuBois.com



FALL CITY, WASHINGTON
Provence Countryside Inspiration



Expertly designed and authentically crafted, this home's vintage European character romances a Pacific Northwest lifestyle and is located 30 minutes east of downtown Seattle. A 1,500-square-foot great room and the embracing warmth of burnished walnut floors, parchment plaster walls and a center fireplace reaching 24-foot beamed ceilings are just some of the qualities of this 6,500-square-foot mansion. Chandeliers and beamed cathedral ceilings appoint the four bedrooms, and the main-level master wing



has two fireplaces and his-and-her lavish baths. In addition to a state-of-art home theater media center, new-technology systems complement comfort and management throughout. The piece 'de resistance, a 3,500-square-foot second garage/shop, offers flexible space for a car collection, sound studio or fleet of

world-class champion power boats, as it is presently used. The estate walls open to patios, a pool and spa and 9 emerald acres. For a photo gallery virtual tour visit www.ElinorSmith.com. Offered at \$2,950,000.

ELINOR SMITH, COLDWELL BANKER BAIN

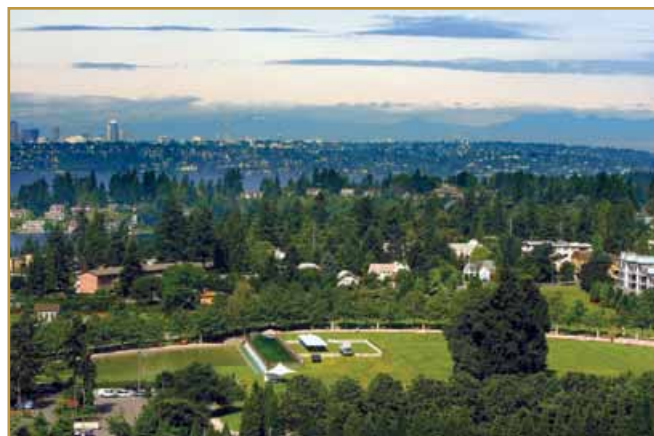
150 Bellevue Way SE, Bellevue, WA 98004

425.444.7355 elinorsmith@coldwellbankerbain.com www.ElinorSmith.com



SEATTLE, WASHINGTON

Washington Park, just a five-minute drive from downtown Seattle and walking distance to a delightful community of charming shops and restaurants, is one of the Northwest's most coveted neighborhoods. Here, on Hillside Drive overlooking Lake Washington, is this elegant home. The gated entry is just the beginning, leading you through the unique arched antique front door into the two-story foyer. Hardwood floors, 11-foot ceilings, and 8-foot doors grace the main living areas. A spectacularly extravagant master suite occupies its own floor and even has his-and-her baths! Sparkling views of Lake Washington and downtown Bellevue can be seen from nearly every window in the home. Offered at \$3,750,000.



BELLEVUE, WASHINGTON

Just minutes from Seattle, in the heart of vibrant downtown Bellevue atop the stunning art deco Bellevue Pacific Tower, is this sophisticated penthouse. Window walls frame the Seattle skyline, Lake Washington and the neighboring communities. The oversized lanai with its Western exposure is perfect for gardening in the sky. Decorated by a well-known designer with exquisite finishes, the day rooms include formal living, dining and separate family rooms adjacent to the kitchen. The grand entry, enormous master suite, secondary bedroom/office, 24-hour doorman, two parking spaces, pool and amenities complete this perfect condominium home. Offered at \$1,998,000.

PATRICIA WALLACE, COLDWELL BANKER BAIN

150 Bellevue Way, Bellevue, WA 98004

206.947.2209 fax: 425.455.9659 wawft@aol.com



COLUMBUS, INDIANA

“Castalia” is an enchanting estate situated on a peninsula surrounded by two man-made lakes. Boasting 15-plus acres, this home offers a garden room between the formal living and dining rooms and two bedrooms plus a master suite. \$2,500,000.

LEAH CONRAD & JON KAIN
COLDWELL BANKER SOUTH CENTRAL REALTY
 800.294.2615, Ext. 124 / Ext. 119
leahconrad@coldwellbanker.com jonkain1@comcast.net



HARBOR SPRINGS, MICHIGAN

Rustic elegance best describes this custom-built home. A Knotty Pine great room defines the open living space of this three-bedroom three- and one-half-bath retreat. The home is nestled on a hillside among a 10-acre hardwood forest. \$749,000.

RICH ROCHETTE & GEORGE MENZI
COLDWELL BANKER SCHMIDT
 6789 S. Lakeshore Drive, Harbor Springs, MI 49740
 231.526.1100 www.richrochette.com



BROWN'S POINT, WASHINGTON

Magnificent 180-degree Puget Sound views and 78 feet of prime waterfront accent the value of this unique home. A private gate opens to a medium bank north-sloping lot. Possibilities abound in this five-bedroom, five-bath home, which also includes a small beach house. Located just minutes from Tacoma. Offered at \$1,500,000.

BYRON HILLER
COLDWELL BANKER DANFORTH & ASSOCIATES
 206.212.2244 800.260.0522 bhiller@coldwellbanker.com



ASTORIA, OREGON

This well-appointed home on more than 1,200 feet of Cullaby Lake frontage is gloriously nestled on 32 trailed acres of NW forest. Boasting extensive use of wood, slate and tile, this home welcomes you with a master bedroom with spa tub, three bedrooms, three baths, a second floor loft, a third floor turret library/office and a gourmet kitchen. Sale price includes a pontoon boat for access to the home. \$1,500,000.

PAM ACKLEY, COLDWELL BANKER KENT PRICE
 800.829.0419 packley@kentpricerealty.com www.PamAckley.com



GUN LAKE, SOUTHWEST MICHIGAN

Steeped in history with lavish updates, this Gun Lake estate boasts 125 feet of all-sport's frontage. Built in the early 1900s, originally known as "Badger's Boat House," this 5,000-square-foot retreat was designed both indoor and outdoor as a great entertainer! Features: gourmet kitchen, guest cabana, custom millwork, imported accoutrements, pool hall/lounge, covered porches and a six-stall heated garage with workshop-office. Located in southwest Michigan between Detroit and Chicago. \$1,250,000.

MARY ANN GEHRKE, COLDWELL BANKER SCHMIDT REALTORS

3744 28th Street, Grand Rapids, MI 49512

616.893.9884 maryann.gehrke@grar.com www.MASellshomes.com



MUSKEGO, WISCONSIN

This 5-acre, three-level, 7,800-square-foot, custom brick country estate offers 480 feet of prime lake frontage, private entry, a pool, and an eight-car garage filled with all the toys. The exquisite chateau offers a gourmet kitchen, dining for 12 overlooking the lake and an over-the-top master retreat. Just 60 minutes from O'Hare International. \$2,200,000.



MUSKEGO, WISCONSIN

This private, lakefront, brick custom 2002 Contemporary offers six bedrooms, a 20-foot wall of windows showcasing the lake, a gourmet kitchen, master suite with private deck out to the lake, and cobblestone patios and landscaping, making this property a magical world all of its own. Just 60 minutes from O'Hare International. \$1,350,000.

LYNNE & JIM KNURR, COLDWELL BANKER RESIDENTIAL BROKERAGE

20350 Watertown Boulevard, Brookfield, WI 53045

262.780.9317 fax: 262.679.6859 Lynne.Knurr@cbexchange.com www.Knurrteam.com



GEORGIA
The Offerings of Choice



ALPHARETTA, GEORGIA

2-Acre Palatial Estate—The Dinsmore House, by Robert Holt III, features a marble foyer, grand salon, banquet dining room and gourmet kitchen with stone flooring and fireside keeping room. \$1,890,000.



SANDY SPRINGS, GEORGIA

Connoisseur's Choice—This three-level estate on a very private, wooded lot on Cherokee's 13th fairway features seven bedrooms, seven and one-half baths, baronial-sized rooms, towering ceilings. \$1,690,000.



SANDY SPRINGS, GEORGIA

European Showplace—This open floor plan boasting a luxurious master suite, formal living and dining rooms, and a European-inspired gourmet kitchen with top-of-the-line appliances. \$1,195,000.



ROSWELL, GEORGIA

Serene vistas are yours from this five-bedroom, three- and one-half-bath, European luxury home offering picture-book views of the Chattahoochee River, National Forest Park and Woodlands. \$1,190,000.



SANDY SPRINGS, GEORGIA

Magnificent window walls appear to bring the great outdoors into this riverfront seven-bedroom, five- and two-half-bath estate home. Features include a kitchen/keeping room, main-level master suite, living, dining and family rooms and a terrace level with gym. \$919,000.



SANDY SPRINGS, GEORGIA

The Ultra in Executive Homes—Private, cul-de-sac lot on Cherokee Golf Course. Lavish in design and scale with master suite on the main level, two-story great room, three bedrooms, three baths, plus bonus room. Superb detailing, open and light floor plan. \$849,000.

KATIE BRINKMAN, COLDWELL BANKER RESIDENTIAL BROKERAGE-DUNWOODY

404.372.9252 770.804.6217 katie.brinkman@coldwellbankeratlanta.com www.katiebrinkman.com



HILTON HEAD, SOUTH CAROLINA

Oceanfront home in Palmetto Dunes comes furnished with 6 bedrooms, 4.5 baths, living/dining room with fireplace, family room and eat-in-kitchen. Fantastic ocean views. Heated pool and spa. \$4,600,000.

THE PHYLLIS & MAUREEN TEAM - 843.816.3787



SAVANNAH, GEORGIA

The main house has 4 bedrooms, 2.5 baths, new kitchen, sunroom, 2-bedroom carriage house, courtyard with fountains, heated pool and spa, 11 fireplaces and a 1-bedroom-garden apartment. \$2,390,000.

DEE DEE COVINGTON - 912.398.0822



TYBEE ISLAND, GEORGIA

This 270 feet of water frontage, 5-bedroom, 3-bath house has decks and porches for waterfront views. Covered and floating docks a few steps from the house. Space for entertaining. \$2,150,000.

LEE ANN MICHEALS - 912.631.1032



HISTORIC ST. MARYS, GEORGIA

Marsh front 5-bedroom, 4.5-bath home with boat dock. Guest suite with screen porches and decks overlooking expansive marsh and water. Gated community with golf, swimming pool and tennis. \$1,399,000.

NANCY AVERY - 912.223.3094



WILMINGTON ISLAND, GEORGIA

Breathtaking views from the balcony of this 6th floor condo, secure building with elevator and pool. Assigned covered parking lot, granite counters, stainless appliances. \$735,000.

LYN MCCUEN - 912.224.0927



ST. SIMONS ISLAND, GEORGIA

Will be complete soon! Luxury townhouses overlooking the Hampton Club Golf Course. Private elevators and screen porch for each home, 2 bedrooms and 2.5 baths. \$549,000.

DON VARNADOE - 912.222.2969

COLDWELL BANKER PLATINUM PARTNERS

6349 Abercorn Street, Savannah, Georgia 31405



BEAUFORT, SOUTH CAROLINA

This is a beautiful architectural statement on deep water with a private dock and a boat lift. Immaculate inside and out, this home offers fantastic views and first-class amenities including an elevator. \$1,950,000.



BEAUFORT, SOUTH CAROLINA

Enjoy spectacular views of the Intracoastal Waterway from this exceptional home. The grounds are beautifully landscaped and the pier head of the private dock and barbeque area are covered. \$1,400,000.



BEAUFORT, SOUTH CAROLINA

Located in Newport, this exquisite home rests on a deep-water lot. In addition to many fine features one would expect to find in a home of this quality, there is a guest apartment over the garage. \$1,350,000.



BEAUFORT, SOUTH CAROLINA

Located on beautiful Callawassie Island, this is a lovely marsh-view home on a tidal creek with a private dock and boat lift. There are his-and-her master baths and sitting areas in the guest rooms. \$875,000.



BEAUFORT, SOUTH CAROLINA

Beautiful all-brick Traditional home on a large corner lot in desirable Spanish Point. In addition to many fine features, there is a covered patio/barbeque area and a 1,100-square-foot in-law suite. \$775,000.



BEAUFORT, SOUTH CAROLINA

This lowcountry-style deep water home (6 feet of water at low tide) on Whale Branch with a covered, private dock and boat lift features heart pine flooring, large porches, a deck and a screened porch. \$725,000.

BILLY KEYSERLING, COLDWELL BANKER KEYSERLING

1211 Boundary Street, Beaufort, SC 29902

843.986.2444 fax: 843.522.3107 billyk@coldwellbanker.com

TENNESSEE
Great Opportunities!



LEBANON, TENNESSEE

This country estate affords convenience and comfort with four bedrooms, four and one-half baths and 35 acres. \$1,349,000. Linda Chancey, 615.513.1231, E-mail: LChancey@realtracs.com.



NASHVILLE, TENNESSEE

This home is located in a gated community with a park-front view and a private lake. Four bedrooms, four full and two half baths. \$1,249,000. Norma Drake, 615.851.4517, E-mail: draken@realtracs.com.



LEBANON, TENNESSEE

Belle Isle—Circa 1796, National Register of Historic Places. 400-plus acres, 1 mile of water frontage on Old Hickory Lake. MLS #673487. \$9,500,000. Visit: www.WeSellNashville.com. Nancy and Bill Oakes at 615.822.2779.



MURFREESBORO, TENNESSEE

This four-bedroom, four- and one-half-bath, three-car garage home is on 7.17 acres. Walk-in closets in every bedroom. \$949,900. Von Mitchell Dotson, 615.969.0820, E-mail: VMitchelld@comcast.net.



GOODLETTSVILLE, TENNESSEE

This builder's personal European residence sits on the 5th fairway of a gated, private community. Amenities include Old World mill work and a gourmet kitchen. \$1,300,000. Betty Reynolds, 615.347.6272.



GOODLETTSVILLE, TENNESSEE

Secluded two-story, custom-built brick home with pool and barn. Approximately 68 acres, 5,740 square feet with 4 bedrooms, 3.2 baths. \$925,000. Joe Carter, 615.207.2091, E-mail: Cartej@realtracs.com.

COLDWELL BANKER BARNES

5400 Maryland Way, Brentwood, TN 37027
800.264.7401 615.371.5411 www.ColdwellBankerBarnes.com



FRANKLIN, TENNESSEE
Amazing Opportunity to Own the Best!



FRANKLIN, TENNESSEE

Unique 11,000-square-foot Mediterranean home on 15 acres. Beautifully crafted with spectacular views of Leipers Fork, 20 minutes to Nashville. The home features five bedrooms, five and one-half baths, a theater, elevator and back porch with a masonry fireplace and remote-controlled screens. \$2,999,999. David Barnes, 615.533.6449, www.3104BoxleyViewLane.com.



FRANKLIN, TENNESSEE

Designed to take advantage of an uncommon Williamson County lake view, you'll think you've arrived at a prestigious resort. From an oversized outdoor room, the view spans a magnificent pool set against a panoramic backdrop of rolling hills and a private lake complete with its own dock. This property is filled with amazing amenities and finished with attention to detail. The three-car garage is accompanied by an additional four-car detached garage offering unlimited potential for expansion. Offered for \$1,299,000. Stan Gunselman, 615.373.4399, E-mail: stan@gunselman.com.



FRANKLIN, TENNESSEE

Storybook living found in the pure charm of this cottage in the woods. Built in 2000, this four-bedroom, four- and one-half-bath home sits perfectly on 7 beautiful acres in historic Leipers Fork. \$1,200,000. Tom and Linda Pierce, 615.221.2120, www.ACottageInTheWoods.com.

COLDWELL BANKER BARNES

5400 Maryland Way, Brentwood, TN 37027
800.264.7401 615.371.5411 www.ColdwellBankerBarnes.com



BOONE, NORTH CAROLINA

This gorgeous 8,778-square-foot Blue Ridge Mountain estate home on 13 private acres with spectacular views exudes quality, beauty and tranquility. Designed by renowned architect Bobby McAlpine, the main house has six bedrooms, six and one-half baths and features ash floors and cabinetry, 12-foot cypress ceilings and a gourmet kitchen with limestone counters and a Viking commercial range. In addition to hiking, skiing, golf, biking and fishing nearby, this secluded estate has a large pool with a natural stone deck and cabana. \$3,850,000.



SANDRA MCDONALD, COLDWELL BANKER UNITED, REALTORS

704.576.3377 fax: 704.364.1092

Sandra@coldwellbankerunited.com www.BlueRidgeMountainEstate.com



WILMINGTON, NORTH CAROLINA

This elegantly restored mansion nestled in the heart of historic downtown Wilmington and just three blocks from the Cape Fear River features nine bedrooms, nine baths, four levels and more than 6,700 square feet of luxury living. Built in 1848 and meticulously maintained, this lovely estate boasts nine fireplaces, a commercial-grade kitchen, original woodwork, white oak and ceramic tile flooring, a carriage house with a 400-square-foot studio apartment and a two-car garage. This stately home is currently licensed as a six-bedroom bed-and-breakfast with a separate three-bedroom, three-bath owner's quarters. Offered at \$1,375,000 or furnished at \$1,495,000.

CYNTHIA & SHERWOOD STRICKLAND, COLDWELL BANKER SEA COAST REALTY

5710 Oleander Drive, Wilmington, NC 28403

910.202.2569 cell: 910.367.9131 sherwood@cynthiastrickland.com www.teamstrickland.com



COROLLA, NORTH CAROLINA

This spectacular Monterey Shores home embodies elegance and warmth. It is situated on a large double lot overlooking a lovely pond with sound views. Features six bedrooms, four full and two half baths and 4,398 square feet of living space. A recently finished lower level, remodeled state-of-the-art kitchen, dining room, bamboo and cork flooring and an elevator add to the charm of this home. \$1,495,000.



KILL DEVIL HILLS, NORTH CAROLINA

This magnificent home will please even the most sophisticated buyer. Boasting more than 8,000 square feet, this completely furnished home has 14 master bedrooms, two hot tubs, a gorgeous heated pool with waterfall and gazebo, stunning décor, a large theater room and game room. Situated on more than an acre of elevated oceanfront property, it has a rental income of more than \$260,000 per year. \$4,990,000.



NAGS HEAD, NORTH CAROLINA

This six-bedroom, with a seventh bedroom option, five-full- and two-half-bath oceanfront investment home has unparalleled ocean and nature preserve views. From the outdoor pool and hot tub, to the game room, renters will be able to sit back, relax and enjoy their vacation. If the ocean is not enough, this house is conveniently located to Roanoke Island and the Outlet Mall. Offered at \$1,895,000.



COROLLA, NORTH CAROLINA

You will treasure this architectural gem located in the prestigious Currituck Club golf community. Overlooking the 17th green and the Currituck Sound, this five-bedroom, four- and one-half-bath home offers a year-round peaceful setting. Sit on your deck and watch the golf game, relax in the outdoor pool or take a trolley to the ocean. Find everything you need in this fully furnished home. \$1,575,409.

PAMELA KULSA, COLDWELL BANKER SEASIDE REALTY

4900 N Croatan Highway, Kitty Hawk, NC 27949

866.562.0008 fax: 252.261.0369 pam@seasiderealty.com www.ColdwellBankerOBX.com



LILLIAN, ALABAMA

This magnificent single story Mediterranean style home, located on Perdido Bay is surrounded by 3.3 acres of pampered seclusion and breathtaking views. With three bedrooms, three baths and three fireplaces, this mini estate includes a pier, boathouse and a professionally landscaped yard, as well as imported tile and marble-columned entryway and custom kitchen. \$1,800,000.



GULF SHORES, ALABAMA

All the allure of southern living comes bursting through in this bayou front home. From the sun porch to the spacious kitchen, this three-bedroom, two-bath, single-story, cottage-style home is 3,000 square feet of southern charm. This treasure boasts hardwood floors, a study, a two-car garage with bonus workshop, large boathouse, and 1.5-bayou-front acres filled with tall pines and glorious gardens. \$810,000.

CAROL O'BRIEN, COLDWELL BANKER JME REALTY

800.844.3913 cell: 251.978.4555 carol.o@gulftel.com www.carol-obrien.com



HILLSBOROUGH, NORTH CAROLINA

Located in the desirable Triangle area, this fully fenced 85-acre property features seven-bedroom, five- and one-half-bath main house with balcony, patios, gourmet kitchen, in-ground pool and three-car garage. Second house has three bedrooms, two full and one-half baths. Six-horse stall is included in the 6,900-square-foot barn. \$1,895,000.

AMY POMERANTZ, BROKER, CRS

COLDWELL BANKER HOWARD PERRY AND WALSTON
919.401.7653 800.216.8275 Amy@AmyPomerantz.com



ST. PETERSBURG, FLORIDA

In Historic Roser Park, minutes from Downtown. This 1918 Colonial Revival, 13-room, three-story brick home of historic significance and architectural merit, has been restored to its original glory, with six bedrooms and five baths. There is a garage apartment and basement still boasting the original Spanish themed mural. Price on request.

FRANK FAGE

COLDWELL BANKER RESIDENTIAL REAL ESTATE, INC.
727.442.7000 FrankFage@realtor.com www.FrankFage.com



DELRAY BEACH, FLORIDA

Reside in this luxurious award-winning Carrington model in prestigious Mizner Country Club. Stroll to the signature Arnold Palmer Golf Club and the world-class tennis and fitness center. This magnificent home boasts a grand two-story entry with a sweeping staircase, formal living and dining rooms adorned with Corinthian columns with an arched header, crown molding and custom chandeliers and window treatments. Also featured are a spacious study with dry bar, a first-floor master suite with his-and-her baths featuring a lavish whirlpool tub and a gourmet kitchen that flows into the family room. Enjoy a tropical pool with east exposure. \$1,500,000.

TIMOTHY M. KINZLER, REALTOR, CIPS, CRS, COLDWELL BANKER RESIDENTIAL REAL ESTATE, INC.

1185 East Atlantic Avenue, Delray Beach, FL 33483
561.573.0557 www.16014LaurelCreekDrive.com



JUPITER ISLAND, FLORIDA

Jupiter Island Ocean View Estate—This distinguished two-story, four-bedroom, five-bath estate is just steps from the beach and is surrounded by a protected nature preserve. The formal home is masterfully designed and boasts three exquisite and unique fireplaces, a heated pool and spa, mahogany-paneled library with built-in bookcases, marble flooring and crystal chandeliers throughout. The large master bath is completed by marble floors and walls, a built-in steam room and cedar closets. Offered at \$3,950,000.

ERNA FRIEDEL, COLDWELL BANKER RESIDENTIAL REAL ESTATE, INC.

11960 U.S. Highway One, Hobe Sound, FL 33455
800.488.5425 772.546.5295 fax: 772.546.5336 erna@ernaf.com www.floridamoves.com/erna.friedel

FORT LAUDERDALE
FLORIDA
Two Amazing Properties!



Cool Contemporary with Old World charm in this one-off-the-point 2004 residence (top and middle photos). Enjoy the ultimate South Florida lifestyle where the sky and the Intracoastal meet. Five bedrooms, six and one-half baths, a media room plus upstairs family room with wet bar comprise this flawless floor plan. Featuring banks of oversized tinted hurricane-impact glass, high ceilings, a two-story living room with cast stone fireplace flanked with Corinthian columns, balconies graced with arches, a 100-foot dock, a Viking outdoor kitchen, resort-style pool and spa accented with fabulous fiber optics. Offered at \$2,999,900.



CHERYL KANE
COLDWELL BANKER RESIDENTIAL
REAL ESTATE, INC.
2400 East Commercial Boulevard
Fort Lauderdale, FL 33308
954.579.5263 fax: 954.772.3012
CherylKaneRE@aol.com



The restoration of this home blends stately European architectural detail and exciting South Florida lifestyle. Only the original walls remain—everything else is brand-new within the last few years. Five bedrooms and five full baths in a two-story triple-split floor plan give maximum privacy. A double-height living area with lots of glass drinks in the views from the sunny south side of this wide deep-water canal. Enjoy an 80-foot dock for the yacht and Intracoastal views from the cool pool. Located on a quiet cul-de-sac in a guard-house community within walking distance to fabulous Fort Lauderdale beach. Offered at \$1,999,900.



INDIAN ROCKS BEACH, FLORIDA

Located just steps from the Gulf, this 2001, four-bedroom, four- and one-half-bath, Key West-style home provides luxury amenities for all. Indulge in the exquisite custom details, including two custom entertainment centers and office area, a walk-in wine cellar, gourmet kitchen, Gulf views from two terraces, a game room and spectacular details. Offered for \$2,395,000.



BELLEAIR, FLORIDA

A dramatic, new waterfront residence in Belleair, this custom home provides exquisite living, gracious entertaining and ample retreats from the cares of the day. Featuring more than 5,200 square feet, formal and informal areas, hardwood floors, a fireplace, a pool, spa, dock, an elevator, granite countertops and many custom details, this home will delight the most discriminate buyer. Offered for \$2,399,000.



BELLEAIR BEACH, FLORIDA

This family friendly, four-bedroom, three- and one-half-bath Gulf-front townhouse features its own pool and spa and includes a unique suite ideal as a bedroom/playroom/office above the detached garage. Enjoy the open island kitchen offering wood cabinets, new granite counters and new stainless-steel appliances, while watching the spectacular Gulf-front sunsets. Offered for \$2,295,000.



BELLEAIR BEACH, FLORIDA

Enjoy the waterfront views from this Belleair Beach home, located at the end of a quiet cul-de-sac. Use the lift on the protected Trek dock or the double jet ski lifts for greater boating pleasure. Amenities include an open pool, vaulted ceilings and oversized garage workshop. Offered for \$1,899,000.

MARTHA THORN, COLDWELL BANKER RESIDENTIAL REAL ESTATE, INC.

2811 West Bay Drive, Belleair Bluff, FL 33770

727.432.9019 Fax: 727.586.3414 marthathorn@verizon.net

KEY LARGO, FLORIDA
Ciudad Mar
Waterfront Luxury Residences



A destination of endless possibilities begins at Key Largo. "Ciudad Mar" in Key Largo offers 19 exceptional Southern coastal-style single-family homes within a private waterfront enclave. These tri-level residences are designed to provide the ultimate living experience as well as fabulous views. Every residence will be exquisitely finished with all the utmost care for elegance and detail in mind and all will feature: elevator, Viking, Thermador and Sub-Zero appliances. Additional community features include an elegant clubhouse, pool area and gazebo pavilion, as well as 24/7 security. Boat slips, ramp and boat parking area also will be available. Pre-construction prices ranging from \$2,100,000-plus.

LIZZIE M. PADRO, COLDWELL BANKER RESIDENTIAL REAL ESTATE, INC.

12155 South Dixie Highway, Miami, FL 33156

305.772.2033 fax: 305.253.0054 lizzie.padro@floridamoves.com



FLORIDA
Sunshine At Its Best!



REDINGTON, FLORIDA

Luxurious gulf-front furnished condo. The finest beachfront residence with 3-bedroom, 2-bath, 1,813-square-foot corner location and beach views. Includes private beach cabana. Richly appointed. \$1,495,000.



PASADENA YACHT/COUNTRY CLUB

An exquisite gated estate. Glamour to the last detail. Lot size is 100 feet by 200 feet. Boasting more than 5,500 square feet, 4 bedrooms/office, billiards room, 5 full and 2 half baths. Endless amenities. \$1,950,000.



REDINGTON BEACH, FLORIDA

Gorgeous two-story gulf front home. Beautiful sunsets! Be mesmerized by the views. Four bedrooms/office/4 baths, grand living room and master suite, more than 5,500 square feet. \$4,250,000.



SPOTTIS WOOD, FLORIDA

A waterfront compound within a gated enclave. Three floors with 10,750 square feet, 7 bedrooms, 7-plus baths/media room/office/game room, 2 kitchens, elevator, 2 pools, tennis court, dock. \$6,850,000.



ST. PETE BEACH, FLORIDA

Absolutely spectacular custom home. Indoor pool, elevator, caterer's dream kitchen. Featuring 5,400 square feet, 4 or 5 bedrooms, 4 baths, granite, Viking stainless steel stove. Amazing water views. \$2,575,000.



ST. PETE BEACH, FLORIDA

Large yacht wanted! Two docks. The ultimate in waterfront living. Amazing 5-bedroom, 6-bath home with 20 rooms, 5,399 square feet, 4-car-garage, 56-foot pool and 140 feet of deep waterfront. \$2,300,000.

BARBARA ZACCARIA, COLDWELL BANKER RESIDENTIAL REAL ESTATE, INC.

4615 Gulf Boulevard, Suite 118, St. Pete Beach, FL 33706

cell: 727.709.0577 toll-free: 888.255.2958 barbzaccaria@mindspring.com www.barbarazaccaria.com



PONTE VEDRA BEACH, FLORIDA

Escape to the elegantly casual oceanfront retreat surrounded by 700-plus feet of ocean, Intracoastal and preserve views. This three-bedroom, four-full- and two half-bath architect's home boasts an elevator, Saturnia and two two-car garages. Connie Mabry, 904.285.5000, Cmamby@coldwellbanker.com. \$3,900,000.



PONTE VEDRA BEACH, FLORIDA

Come enjoy a bit of serenity on your own beach paradise. The home was completely rebuilt in 1995. It offers three floors, a first-floor separate in-law quarters and an entire third-floor master bedroom suite with tray ceiling and breathtaking views. Cheri Jobin, 904.886.2270, Cheri.Jobin@coldwellbanker.com. \$2,450,000.

COLDWELL BANKER WALTER WILLIAMS REALTY, INC.

5 Sawgrass Village, Ponte Vedra Beach, FL 32082 / 10450 San Jose Blvd., Jacksonville, FL 32257
www.northfloridahomes.com



SARASOTA/OSPREY, FLORIDA

Minutes from Palmer Ranch along the ICW lies an upscale, custom, pool home with marina. Amenities include a gourmet kitchen opening to family and breakfast areas, and formal living and dining rooms. \$1,100,000. www.485YachtHarbor.com.

JOHN CHRISTOFFEL, JAY QUIGLEY COLDWELL BANKER RESIDENTIAL REAL ESTATE, INC.

John: 941.544.8789 John@941Realtor.com
Jay: 941.966.6363 Jay@JayQuigley.com



AMELIA ISLAND, FLORIDA

Renovated on 2004/2005, this oceanfront home at The Sanctuary features four bedroom suites, a caretaker's apartment and remodeled kitchen in more than 6,400 square feet as well as an ocean-side pool/spa. Located close to the airport. Virtual tour at www.judir.com. \$5,500,000.

JUDI RACZYNSKI COLDWELL BANKER JASINSKY & ASSOCIATES

904.261.0347 800.262.0347 judi@ColdwellBanker.com



NAPLES/BONITA SPRINGS
FLORIDA
An Opportunity to Own the Best!



NAPLES/BONITA SPRINGS, FLORIDA
Stunning four-bedroom beachfront home. Features include an elevator, gorgeous tile, a gourmet kitchen with granite counters and an incredible master suite with office. Designer finishes. Furniture negotiable. \$4,490,000.



NAPLES/BONITA SPRINGS, FLORIDA
Enjoy incredible gulf views from this gorgeous beachfront residence on a double lot. Amenities of note are four bedrooms plus den, a gourmet kitchen and luxurious master suite. Boat dock included. \$3,950,000.



NAPLES/BONITA SPRINGS, FLORIDA
Stunning and spacious five-bedroom home. With almost 7,000 square feet, this beautifully appointed residence features a gorgeous pool with spa, four fireplaces, an oversized elevator, dumb waiter, handicap capability, large deck for entertaining, and boat dock with lift. Gated with steps to the beach. \$3,495,000.



NAPLES/BONITA SPRINGS, FLORIDA
Charming beachfront cottage. Situated on second position southwest lot featuring three bedrooms, den plus office, hardwood floors and fabulous views of the beach and pool. Steps to the sand from this immaculate, tastefully furnished home. Furnishings negotiable. Boat dock available for purchase. \$2,995,000.

DOUG GRANT, COLDWELL BANKER RESIDENTIAL REAL ESTATE, INC.

4450 Bonita Beach Road, Bonita Springs, FL 34134
239.948.4450 fax: 239.948.4788 DGrantRE@aol.com



SEBASTIAN, FLORIDA

Split-level offers three bedrooms, three and one-half baths, a glass solarium, huge great room and enclosed pool area with coquina rock and a waterfall. \$2,900,000. Rick Bertel, 321.722.2838.



VERO BEACH, FLORIDA

Commercial/residential property boasts an open floor plan, 252-foot dock and 23 parking spaces. Enjoy the marina, shops, office or restaurant. \$1,999,000. Margo Sudnykovich, 772.360.6671.



VERO BEACH, FLORIDA

Beautiful 2,700-square-foot condo in Grand Harbor! Six units in building, private elevator and pool. Custom decorated. May be sold furnished. \$1,499,000. Laurie Blakelock, 772.532.2706.



VERO BEACH, FLORIDA

More than 5,000 square feet of luxury. Four bedroom suites, two baths and concert hall living room with 130 feet of deep water dock. Minutes to ocean. \$1,495,000. Bob Burn, 772.342.1602.



VERO BEACH, FLORIDA

New oceanfront condominium complex. Spectacular views! Marble, granite, crown molding and many extras. \$1,299,000. Sergei Goukasov, 772.216.7126 or Belinda Boyd, 772.216.7156.



VERO BEACH, FLORIDA

Offers 173 feet on the deep water to park your yacht. Stunning new residence with four bedrooms and three and one-half baths and oversized garage. \$1,295,000. Bob Burn, 772.342.1602.

COLDWELL BANKER ED SCHLITT REALTORS

3240 Cardinal Drive, Suite 203, Vero Beach, FL 32963
772.231.4880 fax: 772.231.3704 www.IndianRiverHome.com



FLORIDA
The Place To Be!



SARASOTA, FLORIDA

Have it all—A Ritz Carlton resident lifestyle with sweeping Gulf of Mexico and Sarasota Bay views from every room of this “new” three-bedroom-plus gathering room residence with quality finishes, marble floors, baths and finest cabinetry. Enjoy 24-hour Ritz Carlton hotel services. Offered at \$2,250,000.

BARBARA ACKERMAN, COLDWELL BANKER RESIDENTIAL REAL ESTATE, INC.

941.387.1820

bsasrq@aol.com www.barbaraackerman.com



NICEVILLE, FLORIDA

Great home with deep water and storm protection. This home with an extremely private location has just been reduced in price. This is a boater's paradise with two deep-water slips and a boat lift. Shaded by huge oaks and blooming magnolias, the home boasts magnificent water views. Inside find four bedrooms, three full baths, a large great room with authentic Mexican tile floors, a formal dining room, a built-in wet bar and a gas wood-burning fire-place. The expansive gourmet kitchen features many details. \$2,190,000.

LARRY DREADEN, COLDWELL BANKER JME REALTY

107 Shell Drive, Crestview, FL 32536

800.729.1070 cell: 850.865.2593

larrydreaden@cox.net



FLORIDA
Amazing Offerings!



PUNTA GORDA, FLORIDA

A truly outstanding four-bedroom home on a superb sailboat property overlooking a 400-foot-wide saltwater basin. The breathtaking views can be seen from numerous rooms. You will love the 20-minute ride from the 45-foot dock to open water and the short ride to the Gulf of Mexico. \$849,000. John Elmore, 866.332.0394.



PORT CHARLOTTE, FLORIDA

This estate home features four bedrooms, three and one-half baths, a three-car garage and a gorgeous pool with spa. Prestigiously located on 4 acres in gated Bridgebrook Shores. Sailboat canal frontage allows access to Charlotte Harbor and the Gulf of Mexico. Built by Rutenberg in 2002. Jeff Richards, please visit: www.FloridaSunshineForSale.com.



PUNTA GORDA ISLES, FLORIDA

Exquisite brand new condo with great water views and your own boat slip. Enjoy top-of-the-line everything with 1,800 square feet, three bedrooms plus media room, granite surfaces, tile flooring, and an elevator from the two-car lower-level covered parking. Perfection. Pat Walker, 866.332.7162.



PUNTA GORDA, FLORIDA

This is a truly unique custom-built, sailboat, waterfront home with more than 3,000 square feet, three bedrooms, two full and one-half baths, cathedral ceilings and a sparkling pool. Panoramic water views. \$685,000. Gene Albrecht, 800.634.8512, E-mail: homegene@comcast.net for a virtual tour.



PUNTA GORDA, FLORIDA

Picture 5 acres fully grassed with sprinklers and an impressive front security gate with circular drive, which leads to the stately country brick walkway of this home. In the rear is a massive paved lanai area with an infinity pool and waterfall. The fully equipped kitchen includes a built-in GE microwave, a convection oven and granite countertops and island. The great room has cathedral ceilings with knotty pine beams and Mannington-distressed oak flooring. \$1,085,000. Cynthia Logan, 800.249.0410. Kay Winters, 800.858.2022. E-mail: loganc@sunstarrealty.com.



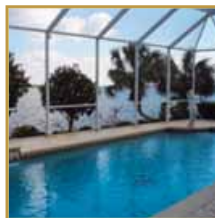
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941.613.3000



PORT CHARLOTTE, FLORIDA
The Property of Choice



This exquisite 4,600-square-foot, custom-built waterfront estate is located on the Myakka River. Sitting on an oversized tip lot, it boasts magnificent views and more than 3,900 square feet of living space. The home offers a gourmet kitchen, formal dining and living rooms, and a spacious family room with two-story Palladian windows overlooking the river. The home



office is located near the elegant master-bedroom suite, which has a spacious Roman bath. Electronic hurricane shutters throughout offer ultimate protection. Some of the deluxe amenities include a sparkling 50-foot diving pool with spa, and a boat dock with a lift for the owners' boating and fishing pleasure. The side-entry three-car garage offers ample storage space. \$1,925,000.

BECKY BORCI, COLDWELL BANKER SUNSTAR-MORRIS, INC.

1980 Kings Highway, Port Charlotte, FL 33981

941.627.8123 borcib@sunstarrealty.com To view a virtual tour of these homes, please visit: www.beckyborci.com

FLORIDA
The Place To Be!



ENGLEWOOD, FLORIDA

The sparkling waters of Lemon Bay are the backdrop for this five-bedroom, five- and one-half-bath estate home complete with a dock and lift, covered boat house for a 40-foot boat, a bayside pool and lighthouse. More than 140 feet of seawall surround this property. Professionally decorated and remodeled, this property includes two 0.44-acre adjacent lots, which create the palm tree-lined drive to your private enclave. \$2,899,000.



ENGLEWOOD, FLORIDA

The enchanting barrier island of Manasota Key is the featured location for this lushly landscaped, Key West-style home. Enjoy boating from your deep-water dock with 14,000-pound boatlift or stroll along the Gulf of Mexico beach via your deeded easement. Grand water views abound from this luxurious home site with a heated pool and spa, 10-foot ceilings, a high-end music system throughout and 4,568 square feet. \$2,695,000.



OSPREY, FLORIDA

Embark from this waterfront gem on your 50-foot motor yacht or set sail, via the Intracoastal Waterway, to the Gulf of Mexico. Panoramic views abound in this natural setting on this more than .52-acre point lot, having in excess of 400 feet of waterfront. This boater's paradise features a 58-foot dock, 10,000-pound boatlift and 50-amp shore power on a protected inlet just off the Waterway. Enjoy privacy in this four-bedroom home with a fireplace, granite countertops and three-car garage, or relax poolside with views of South Creek. Close to dining and shopping. \$2,250,000.

PEGGY S. LEWIS AND H. KENT LEWIS, COLDWELL BANKER RESIDENTIAL REAL ESTATE, INC.

Peggy: 941.544.8400 lewispeggy@comcast.net Kent: 941.468.8401 hkentlewis@comcast.net

NAPLES, FLORIDA
The Home to Be!



NAPLES, FLORIDA

Fabulous tee-to-green views from your lanai in this three-bedroom home with heated pool and spa and two-car attached garage. Professionally decorated with furniture available. Many upgrades including plantation shutters, coffered ceilings, crown molding, tile on the diagonal, wet bar, stereo system, recessed lighting and bay windows. Home warranty and social membership available. Offered at \$774,000.

NAPLES, FLORIDA

This elegantly decorated three-bedroom villa offers a tranquil private setting. The free-form heated pool/spa and outdoor summer kitchen are yours to enjoy in complete privacy. With 2,200 square feet under air, this home features many outstanding upgrades including built-ins in the living room, crown molding, surround sound, an alarm system, a wet bar in formal dining area, a breakfast room in kitchen and a two-car attached garage. Can be occupied this season. Offered at \$779,000.



NAPLES, FLORIDA

Expanded Montreux III floor plan. Watch the sunsets over your lagoon-style pool on your very private lanai. With 2,156 square feet under air, this home features an outdoor kitchen, a cozy breakfast room, built-ins in the den and living room, a formal dining room, crown molding, honey maple cabinets, a private guest suite, a large master bedroom with an adjoining master bath and Jacuzzi tub, a two-car garage and much more. Offered at \$749,000.

JUDY RINALDI

COLDWELL BANKER

RESIDENTIAL REAL ESTATE, INC.

800.298.1968 jrinaldi@mindspring.com



MIAMI BEACH, FLORIDA

This waterfront residence of an award-winning interior designer, renovated in 1999, has five bedrooms, four and one half baths. Featuring cross cut travertine floors, a media room, home office, central hall and large pool and dock. Water views from the custom kitchen, great room and the 800-square-foot master suite, whose French doors open to a 23-foot balcony. Located just moments from the downtown business district, glamorous South Beach, and Miami's new Performing Arts Center. \$4,795,000.

MONICA TRACY, COLDWELL BANKER RESIDENTIAL REAL ESTATE, INC.

3905 Alton Road, Miami Beach, FL 33140

305.672.0442 cell: 305.606.8117

mhtracy@bellsouth.net



SARASOTA, FLORIDA

A boater's paradise. This gated home on the north end of Siesta Key overlooking Roberts Bay with breathtaking open water views, boasts high ceilings, granite counter-tops, five bedrooms, a home theater, office, and a large family room with a wet bar and wine cooler. For water lovers, amenities of this estate include a pool and spa, deep sail-boat water, a 64-foot dock with two boat lifts and a jet ski lift. This home is completely protected by electric storm shutters. Island living at its best. Offered at \$3,150,000.

MARY ANN & DAVID DABNEY

COLDWELL BANKER RESIDENTIAL REAL ESTATE, INC.

100 North Tamiami Trail, Sarasota, FL 34236

941.350.9806 fax: 941.365.9073 ddabney324@aol.com





FLORIDA
The Opportunity To Own The Best!



SIESTA KEY, FLORIDA

Seclusion and privacy are yours from this gulf-front family compound with two houses, on almost 1 acre of enchanting tropical grounds, with a heated pool and spa. The main house boasts spectacular gulf views, four bedrooms, billiards room, Mexican tile floors, cathedral ceilings, a great room with fireplace and an amazing chef's kitchen. Separate five-bedroom guest house and a five-car garage. MLS#274128. \$4,750,000.



BRADENTON, FLORIDA

This new custom built Key West home is located in the fabulous, gated Hawks Harbor. The 30-acre boating community with a dock includes a 10,000 pound lift and an 8 foot deep sailboat water canal. The wonderful custom designed home boasts four bedrooms, three baths, spectacular lake views and beautiful partial bay views. All the best amenities are included. MLS#275977. \$1,879,000.



SIESTA KEY, FLORIDA

A fantastic long canal view makes this home special and four bedrooms, four baths with cradles for three Jet Skis on good boating water make it outstanding. You will love the charm of the Mexican tile floors and the tiled adobe fireplace. Newly landscaped with beautiful palms. Come and enjoy the awesome view! MLS#289994. \$1,595,000.



SIESTA KEY, FLORIDA

This gorgeous house sits high on the bluff overlooking famed Point of Rocks. This is a casual, comfortable, cedar home with luxury features and spectacular gulf views. Enjoy four bedrooms, three baths, an updated kitchen with granite, beautiful Brazilian walnut decks and lush tropical landscaping. MLS#270409. \$3,950,000.

BETSY DE MANIO, GRI, COLDWELL BANKER RESIDENTIAL REAL ESTATE, INC.

5145 Ocean Boulevard, Sarasota, FL 34242

941.914.5540 fax: 941.349.7122 Betsy@BetsydeManio.com www.BetsydeManio.com



SARASOTA, FLORIDA

With more than 7,500 square feet of living space, "The Weckesser" features eight bedrooms and six full baths. This gracious home is located in the prestigious gated community of Silver Oak on Palmer Ranch. It provides luxurious yet comfortable living with every amenity imaginable. Just some of the numerous outstanding features include a gourmet kitchen with double granite counters, raised-panel cherry cabinets, bamboo floors, 12- to 16-foot-high ceilings throughout, crown molding, an elegant tumbled-stone fireplace and much more. Experience fantastic outdoor living Florida style with the shell-paver pool deck, outdoor kitchen and grill and cedar cabana bar including refrigerator. This residence offers all the amenities needed for grand-scale entertaining. Offered at \$2,599,000.

KEVIN VALE, COLDWELL BANKER RESIDENTIAL REAL ESTATE, INC.

100 North Tamiami Trail, Sarasota, FL 34238

941.366.8070 fax: 941.364.8740 kevinvale@comcast.net www.kevinvale.com



DESTIN, FLORIDA

Spectacular panoramic gulf views are yours from this gorgeous, "Footprints in the Sand," gulf-front home in the desirable Dunes of Destin. This gulf-front residence boasts four bedrooms, three full and one-half baths, a gulf-front master, an elevator, game room, bonus room and the convenience of a lakeside community pool. \$4,500,000.

JOHN COOK

COLDWELL BANKER PREVIEWS INTERNATIONAL

850.582.0874



SOUTHAMPTON COUNTY, VIRGINIA

This impeccably restored, circa-1810 Greek Revival mansion is listed on the National Register of Historic Properties. Located on 7-plus acres, the property includes a guest cottage, outbuildings, a pool, formal gardens, rolling lawns, a barn and fenced pasture for horses. \$895,000.

JOHN WILSON

COLDWELL BANKER PROFESSIONAL, REALTORS

312-A Lightfoot Road, Williamsburg, VA 23688 800.611.6097

jwilson@cbwilliamsburg.com www.cbwilliamsburg.com



EASTON, MARYLAND

Enjoy ever-changing panoramic views from this brick estate with an elevator, state-of-the-art gourmet kitchen, four fireplaces and a putting green. \$5,750,000. Skipper Marquess, 410.924.3212, 410.822.9000.



WASHINGTON, D.C.

This classic neo-Georgian residence has just undergone extensive restoration and features five bedrooms, five full and two half baths and a circular driveway. \$5,650,000. Mark McFadden, 703.216.1333.



ANNAPOLIS, MARYLAND

This spectacular 6-acre waterfront estate offers walls of glass, four bedrooms, four full and one-half baths, a gourmet kitchen and a guest house. \$5,500,000. Florence Calvert and Ralph Calvert, 410.263.8686.



CENTREVILLE, MARYLAND

This 34-acre estate includes a beautifully renovated 1922 manor house, a guest house, tenant house, pool, dock with lift, greenhouse and a barn. \$4,750,000. Randy Staats, 410.924.5990, 410.822.9000.



ST. MICHAELS, MARYLAND

This 20-acre waterfront estate features six bedrooms, four full and one half baths, a pool, dock and extensive water frontage on Broad Creek. \$4,250,000. Robert Snyder, 410.714.1755.



BETHANY BEACH, DELAWARE

This oceanside six-bedroom, six-bath home offers an elevator, a gourmet kitchen, Florida room, living room, decks and screened porches. \$4,250,000 Furnished. Lauren Alberti, 302.542.4305, 800.933.8959.

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ANNAPOLIS, MARYLAND

This refined 1940s home offers open rooms, a four-season glass porch, separate au pair suite, waterside pool and 270-degree water views. \$3,900,000. Barbara Tower and Alex Tower Sears, 410.263.8686.



EDGEWATER, MARYLAND

Nantucket-style custom home with expansive South River views. Enjoy five bedrooms, a billiards room, a private pier, dock and boat-house. \$2,899,000. Susan Kreamer, 410.279.4088, 410.224.2200.



ST. MICHAELS, MARYLAND

Located on 3-plus acres, this waterfront home offers a master bedroom suite with a sitting room on the first floor; a guest apartment and a deep-water dock. \$2,850,000. Charlotte Valliant, 410.822.0794.



ROYAL OAK, MARYLAND

This custom brick house on 6 acres offers hardwood floors, a gourmet kitchen and nine-foot ceilings. Enjoy a 10,000-pound boat lift and four feet MLW. \$1,950,000. Skipper Marquess, 410.924.3212.



ANNAPOLIS, MARYLAND

This beautiful home features French limestone floors, a theater room, glassed porch, wine cellar and a divine master suite with a Kohler tub. \$1,850,000. Barbara Tower and Alex Tower Sears, 410.263.8686.



EDGEWATER, MARYLAND

Enjoy stated elegance with a chef's kitchen, media room, three fireplaces, four bedrooms, an elevator, an exquisite master bedroom suite and river views. \$1,785,000. Connie Cadwell, 410.263.8686.

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ANNAPOLIS, MARYLAND

This rare waterfront Cape Cod offers three fireplaces, a modern kitchen, a 220-foot waterfront bulk headed with three slips and 5 feet MLW. \$1,299,913. Scott Neff, 410.919.2507 and Trista Neff, 410.224.2200.



ANNAPOLIS, MARYLAND

Enjoy panoramic views of the Severn River from this six-bedroom, three-bath home. Includes 100 feet of water frontage, two fireplaces and more. \$1,300,000. Charles Cockrill, 443.956.6913, 410.691.1111.



CENTREVILLE, MARYLAND

This circa-1799 classic Georgian brick manor rests on 2.72 acres on a tree-lined drive. Enjoy 10-foot ceilings, six fireplaces and an in-ground pool. \$1,200,000. Skipper Marquess, 410.924.3212, 410.822.9000.



EASTON, MARYLAND

Large waterfront home with pool and private pier on Glebe Creek features Corian countertops, fireplaces in the family room and master suite and a sun room. \$1,249,000. Skipper Marquess, 410.924.3212.



EASTON, MARYLAND

This Nantucket-style home offers a state-of-the-art kitchen, great room with fireplace, first-floor master suite and plantation-style shutters throughout. \$1,193,500. Donna Swartz, 443.786.2436, 410.822.9000.



ANNAPOLIS, MARYLAND

This custom waterfront home with views of Podickery Creek offers four bedrooms, two and one-half baths and a 10,000-pound boat lift. \$1,150,000. Miriam Stem, 410.919.2544, 410.224.2200.

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MALVERN, PENNSYLVANIA

This home offers opulent sophisticated elegance, married with intense attention to detail. Features includes a sumptuous master suite, four bedrooms with baths, a professional gym, gaming area and a gourmet kitchen with granite countertops. Outdoors enjoy the pool and spa area, outdoor kitchen and built-in stone fireplace. Price upon request. Cyndy Young, 484.590.5943 or Olivia Boswell, 610.331.7671.



BLUE BELL, PENNSYLVANIA

Classic Colonial style with a touch of Tuscany offers a gourmet kitchen, paneled library on 2 acres with an in-ground pool. \$3,200,000. Kat VanBlarcom, 215.919.9616 or Nanny Gifford, 215.896.8858.



BLUE BELL, PENNSYLVANIA

Build the home of your dreams! Features of this 6,400-square-foot home include 10-foot ceilings, a gourmet kitchen, butler's pantry and a study. \$2,600,000. Sherry Lane, 866.592.5263 or Anna Slatowski, 267.465.5997.



LOWER GWYNEDD, PENNSYLVANIA

This magnificent home, reminiscent of the sprawling country estate homes throughout Europe, combines intimate interior spaces with modern amenities. Barbara Jones, 610.952.2491 or Mary Lou Longo, 215.803.4267.

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BUCKS COUNTY, PENNSYLVANIA

Tucked away on 10 wooded acres near the site where General Washington crossed the Delaware River, this custom-built estate home features large rooms ideal for entertaining, a generous kitchen fitted with commercial appliances and hardwood floors and an elegant main bedroom suite with a private sitting area and a Jacuzzi tub. Outside, a two-tiered deck with a private dining gazebo offers tranquil views of the surrounding property while providing an excellent place for outdoor parties. There is also a finished daylight basement that offers plenty of additional room. The location offers easy commutes to New York and Washington via high speed train service less than 20 minutes away. \$1,289,000.

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BUCKS COUNTY, PENNSYLVANIA

This spacious Colonial is designed with exquisite European flair. Large rooms feature granite and stainless steel accents, and light fills the living areas through large windows. A sun-filled breakfast room off the kitchen looks out over the flagstone patio and mature landscaping to the swimming pool area. \$1,249,000.

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BUCKS COUNTY, PENNSYLVANIA

Dating to the mid 19th Century, this gorgeous Bucks County bank barn is one of the focal points of Penny Pot Farm, a 25-acre gentleman's farmstead near New Hope. The main house has spacious rooms, numerous built-ins and large windows that offer spectacular views of the surrounding countryside. \$1,999,000.

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SAUGERTIES, NEW YORK

Located on 15 acres, this large renovated post-and-beam barn home features stunning mountain views, a big three-bay garage with an unfinished, spacious and bright studio above. The 1800s barn was moved to this spot and tastefully renovated in the 1970s. \$1,200,000.

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WESTON, CONNECTICUT

This Georgian mansion on 7-plus acres offers 13,231 square feet of living space, seven bedroom suites, a grand living room, and a gourmet kitchen with a gathering area. Protected by 16 acres of open space, the professionally landscaped grounds include a heated in-ground with spa, marked at its corners by specimen Japanese maples. \$4,495,000.

BARBARA BROSS & ALEXANDER CHINGAS COLDWELL BANKER RIVERSIDE SHAVELL

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PHILADELPHIA, PENNSYLVANIA

Western Union Building — Offered at \$1,280,000, this 2,200-plus square-foot, corner, three-bedroom, two-bath condominium offers multiple terraces. Also available are penthouse floor plans offering private balconies with skyline views. This full-service building offers valet garage parking. 10-year tax abatement.

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JERSEY CITY, NEW JERSEY

Located just minutes to NYC, this spectacular 3,700-square-foot, four-bedroom, four-bath, luxury 19th-century brownstone offers three custom kitchens, five hand-carved marble mantels, a formal dining room, crown molding, a private garden and a covered roof deck. \$1,830,000.

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PILESGROVE, NEW JERSEY

This magnificent 6,000-square-foot Colonial home set on 126 rolling acres offers six bedrooms, four and one-half baths, four fireplaces and a generously sized great room with vaulted ceilings. Total privacy and seclusion await you in this outstanding home that overlooks a lovely pond, rolling meadows and wooded areas. \$3,500,000.



MULLICA HILL, NEW JERSEY

This impressive contemporary home is situated on a wooded 1-plus-acre lot and offers a luxurious master suite, a state-of-the-art kitchen and a large family room with soaring ceilings. The 2,700-square-foot basement includes a billiards room, exercise room, 12-seat bar and a catering kitchen that is perfect for entertaining. \$1,400,000.

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MULLICA HILL, NEW JERSEY

This magnificent 4,800-square-foot Center Hall Colonial features Brazilian hardwood floors, a first-floor owners suite, a gourmet kitchen with custom cabinets and granite countertops, an open-bridge-style walkway overlooking the great room with its two-and-one-half-story wall of palladium windows. \$1,099,000.

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EVESHAM, NEW JERSEY

Located in the Preserve at Little Mill, one of the most prestigious and desirable golf communities in Evesham, N.J., this exquisite contemporary home offers all that the most demanding buyer would want. Enjoy 5,468 square feet of comfortable living space on a semi-wooded, 1-plus-acre lot backing to the golf course. \$950,000.

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FRANKLIN PARK, NEW JERSEY

This 4-plus-acre estate offers five bedrooms, three and one-half baths, an octagonal kitchen area, a custom circular staircase, formal living and dining rooms, a library, a first-floor master bedroom with two walk-in closets and a Jacuzzi-style tub, and 4,800 square feet of finished space.

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BERNARDSVILLE, NEW JERSEY

This exceptional 30-acre estate offers a historic mansion, two USGA-designed par-three golf holes, a tennis court, walking trails, horseback riding, and a bass-stocked pond. Enjoy a three-bedroom cottage, a pool and cabana, fountains, magnificent gardens and more. \$11,700,000.

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HOLMDEL, NEW JERSEY

Hop Brook Estates is a unique enclave of truly one-of-a-kind luxury homes to be built on 2.5 to 4-plus acres in Holmdel. Every aspect of each home will be designed and guided by the buyer's taste. Prices from \$2.4 million include 7,000 square feet of exquisite craftsmanship.

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TEWKSBUURY, NEW JERSEY

This gracious seven-bedroom Victorian is located at the end of a long, gated tree-lined drive on 75 acres. Panoramic views of this meticulous property can be seen from the multi-level stone patio. Enjoy a free-form pool, tennis court, pond and equestrian facility. \$5,200,000.

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Roxanne: cell: 908.507.0037 roxanne.formisano@cbmoves.com



PLUMSTED TOWNSHIP, NEW JERSEY

Situated on 90-plus acres in Central Jersey farm country, this exceptional equine facility offers opportunity on many levels. Operate the state-of-the-art facility as it exists or subdivide in part or total (5-acre zoning). Includes a barn with 21 stalls, two tack rooms, mare hotel, a 9,000-square-foot indoor arena, plus a five-bedroom, three- and one-half-bath main house with three fireplaces. Price upon request. Pat Tallman, cell: 732.407.8567.



BRICK, NEW JERSEY

This private, gated riverfront estate on almost 1.5 acres is nestled in a picturesque cove on the Metedeconk River. Discover this spectacular 8,700-square-foot, 3.5-story home that features five bedrooms and six full and three half baths, including maid's quarters. Also features a gourmet oak kitchen, an expansive family room with wet bar and a fireplace that leads to an outdoor deck, pool and 45-foot dock. \$2,300,000. Pt. Pleasant Office.



BRICK, NEW JERSEY

Discover the world of the majestic Barnegat Bay. This exceptional, seashore Colonial offers breathtaking views in all directions. It features a great room, five bedrooms and baths, elevator, library, professional kitchen, formal dining room, home theater, multiple decks, a three-car garage and in-ground heated pool. A deep, quiet lagoon provides safe harbor for your 65-foot boat. Gisela Duvigneau Cell: 732.604.9512.



POINT PLEASANT, NEW JERSEY

Enjoy life at home with spectacular views of the open water cove and intercoastal waterway. This fabulous waterfront home has a 50-foot dock for boaters or watercraft. Swim in your own backyard or travel five minutes to Atlantic Ocean beaches and a boardwalk. This five-year-young home offers soaring ceilings, a fireplace and an open floor plan. Train service to nearby Manhattan is available. Pt. Pleasant office.

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KINGS POINT, NEW YORK

Luxury living at its finest—This stately and grand Gold Coast Fieldstone mansion is offered on a private cul de sac in prestigious Kings Point. Roasting 10,000 square feet of luxurious living space, this home offers 14 bedrooms, nine baths, huge entertaining rooms and two full kitchens with updated appliances and granite. The home also features an indoor pool, water views, beautiful 1.25 acres of manicured grounds, a card room, paneled den, impressive stairway to the second floor, a sun room, a private barber shop and an elevator to all four floors of total living space. A house of this grandeur comes on the market once in a lifetime. Price upon request.

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SCARSDALE, NEW YORK

"The Locusts," circa 1789, is an elegant manor built by Major Popham and visited by Aaron Burr, Alexander Hamilton and John Jay. This impressive home with all amenities offers 6,500 square feet, a 1,600-square-foot guest quarters and rests on 1.7 lush private acres. Just minutes to village and schools. Price upon request.



SCARSDALE, NEW YORK

This young Colonial offers traditional flow and impressive appointments including detailed molding, high ceilings and a marble entrance. Uniquely private, this home offers .6 of an acre, allowing room for a pool and gardens. Walk to the village. Quick commute to Manhattan. Turn key luxury offered at \$4,350,000.

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WARREN COUNTY, NEW JERSEY
Exceptional Living



Brookhill is a 33-acre, secluded and gated estate. As a multi-structural complex, this exceptional leisure property is perfect for someone with discriminating taste or as a corporate retreat. With total privacy and security, the residence is located on a mountain with more than 20 cascading waterfalls, pre-Cambrian gorges and walking trails. The main house has two bedrooms ensuite, a kitchen, a solarium, cathedral ceilings, floor-to-ceiling windows and a living room with a fireplace. The grounds feature a pool with a slide, a waterfall, a separate hot tub, a Har Tru tennis court that converts into an ice skating rink and a dining gazebo with a full chef's kitchen. There is also a guest house with two bedrooms, a kitchen, living room, full bath, laundry and a deck, a vineyard, a bungalow house with two bedrooms and a gym, an exercise center, a sauna and a barn with a five-car garage with a second level that also can be used as an apartment. Security system and telephones can be found throughout this gated estate. \$7,500,000.

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PORT JEFFERSON, NEW YORK
Belle Terre



Belle Terre—This spectacular builder's home boasts unique and thoughtful design. Offered on almost 2 acres, the landscaped paradise features a built-in barbecue, entertaining deck, secluded pool, screened pool house, outdoor stereo and landscaped lighting. For the car collector, there are five garages with room for seven cars. For the family, possible mother/daughter. The home features a grand foyer, formal living and dining rooms, kitchen and breakfast rooms and a den with a cathedral ceiling and a fireplace. Also, it boasts a spacious master bedroom with a master bath, possible office/maid's quarters, two bedrooms, two baths, a laundry room and numerous huge closets. The upper level has a loft plus two additional bedrooms and a bath. The lower level has a separate entrance and an exercise room. This is a fine home in a lovely North Shore community. Walk to the sound and private beach, minutes to the ferry to Bridgeport, Conn. Enjoy the area's great school district. \$1,850,000.

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WEST DOVER, VERMONT Exceptional Mountain Living



WEST DOVER, VERMONT

Awe-inspiring Residence—This six-bedroom, 7,000-plus-square-foot, castle in the sky is located in the much-sought-after development of "The Peaks" at Mount Snow. Quality is never an accident, it is the result of high intention, sincere effort, intelligent direction, and skillful execution in this home designed by one of the best architects in the country. No expense has been spared from the stone floors to the soaring fireplace and a master suite fit for a king. Share a bottle of wine with friends from the custom-built wine cellar while enjoying the breathtaking views of the slopes and surrounding mountains. Artists' rendition and subject to change. \$2,800,000.

WEST DOVER, VERMONT

Supreme Living—Set a new standard of living in this state-of-art home, which is masterfully designed with all the luxury and comfort you could ask for. Enjoy the 5th Fairway of Mount Snow Golf Course from your large living room with a fireplace. This 5,000-square-foot home offers a country kitchen with breakfast nook, stainless-steel appliances, granite countertops and a butler's pantry. Walk-in closets, a formal entry foyer and a formal dining room with many windows and professional audio/video wiring. This showcase house must be seen to be appreciated. \$1,095,000.



WEST DOVER, VERMONT

Warm and Welcoming—This top-drawer home offers an excellent location just around the corner from the slopes. This home features a floor plan with pleasantly appointed bedrooms, vaulted ceilings and an open concept with lots of windows for sun lovers. Easy to entertain with two kitchens, two dining areas and two living rooms. Take a break from a long day of skiing in your own mini spa room with a sauna/large hot tub. \$649,000.



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WESTWOOD, MASSACHUSETTS

The Hawthorne Estate, circa 1903, encompasses 30 glorious acres and features a magnificent Federal Revival mansion offering 11,000 square feet and elegant architectural detail in its spectacular rooms. The property includes two horse barns, an eight-car brick carriage house and tennis court. It has subdivision approval for eight lots. \$17,900,000. Joni Shore and Carole Milott, Wellesley, Mass. office, 781.237.9090.



DOVER, MASSACHUSETTS

Traditional elegance is the hallmark of this meticulously maintained, regally beautiful residence. Majestically sited on more than 5 acres of professionally landscaped grounds, this magnificent country manor offers more than 13,000 square feet of sophisticated living space highlighted by soaring ceilings and sunlight-filled rooms. \$5,395,000. Jennifer Blake, Wellesley, Mass. office, 781.237.9090.



WESTON, MASSACHUSETTS

Beautiful setting, traditional design, and fine craftsmanship in one of Weston's desirable neighborhoods combine to make this new home an outstanding property. Nearing completion by a quality Weston builder, the 6,000-square-foot sophisticated residence encompasses an additional 4,000 square feet of unfinished area suitable for finishing. \$4,200,000. Carole Milott, Weston, Mass. office, 781.894.5555.



WESTON, MASSACHUSETTS

This 6,000 square foot Colonial is situated on more than an acre of land in a cul-de-sac neighborhood. Newly constructed, the home features a sun-filled kitchen with skylights, a family room with a fireplace, a beautiful cherry library, oak floors and custom designed cabinetry. \$2,899,000. Carole Milott, Weston, Mass. office, 781.894.5555.

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DUXBURY, MASSACHUSETTS

This Standish Shore antique, circa 1760, is located on sought-after Eagle's Nest Point and offers beautiful bay views, sweeping marsh views and a private dock. The waterfront residence includes five bedrooms and four fireplaces. Beautifully landscaped grounds surround the home and feature a Gunite pool and rustic stonewalls. \$2,850,000. Marcy Richardson, Duxbury, Mass. office, 781.934.6995.



MILTON, MASSACHUSETTS

An exclusive setting and breathtaking design create a spectacular Georgian Revival residence. Exquisite architectural detail is evident in its 15 spacious rooms including formal entertaining rooms, a gourmet kitchen, five bedrooms, an au pair quarters and an executive suite. \$2,600,000. Regina McCrann, Milton, Mass. office, 617.696.4430.



WELLESLEY, MASSACHUSETTS

Overlooking a small pond and surrounded by conservation land, this charming home offers soaring ceilings, light-filled rooms, fine craftsmanship and exquisite details. Perfectly sited on nearly 1 acre of sanctuary-like grounds, the property is tranquil and private and located in the heart of the Charles River estate area. \$2,185,000. Christine Mayer, Wellesley, Mass. office, 781.237-9090.



BOSTON, MASSACHUSETTS

Magnificent 2,600-square-foot, new-construction condominium overlooking Jamaica Pond. Features include grand proportions, dramatic water views, a dream kitchen, a lavish master suite, double fireplace, artisan-crafted woods and two decks with unsurpassed water views. An Urban Eden, just 10 minutes to downtown. \$1,550,000. Constance Cervone and Janet Deegan, Jamaica Plain, Mass. office, 617.522.4600.

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WELLS, MAINE

This year-round oceanfront home located on private Moody Beach boasts six bedrooms, four baths, large open rooms, a first-floor in-law apartment and decks overlooking the private beach and ocean beyond. \$2,250,000.



OGUNQUIT, MAINE

Once-in-a-lifetime opportunity to own this premier building location at the mouth of Perkins Cove in the exclusive Adams Island gated community. The 13,000-plus-square-foot property and summer cottage have ocean and cove views. \$1,996,000.

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LAKE SUNAPEE, NEW HAMPSHIRE

One of the most private locations on the lake, this multi-level contemporary, five-bedroom, seven-bath home features a protective cove with deep-water access, more than 700 feet of frontage and broad lake views. Enjoy views from most rooms, breathtaking sunsets and memorable vacations. \$3,300,000.



LAKE SUNAPEE AREA, NEW HAMPSHIRE

This 10,000-square-foot home on 12-plus acres enjoys spectacular 180-degree views of Lake Sunapee and the mountains beyond. Beautifully designed and carefully crafted, with 16-plus rooms on three levels, five fireplaces, three bedrooms, additional guest suites and six full and two half baths. \$2,450,000.

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CHESTER, NOVA SCOTIA

This home is an idyllic property. The finest finishes and materials have gone into creating a practical and appealing layout with a warm feel. Ocean views from every window. \$1,895,000 CDN.



CHESTER, NOVA SCOTIA

This truly remarkable 9,000-square-foot home on a private 2-acre lot is a short walk from the golf course and close to amenities in the village. A picture perfect home. \$1,750,000 CDN.



FALL RIVER, NOVA SCOTIA

This custom-built lakefront home offers more than 7,000 square feet of finished living area. It is less than 30 minutes to downtown Halifax or the Halifax International Airport. \$1,350,000 CDN.



HALIFAX, NOVA SCOTIA

Entertaining is part of the real joy of owning this 'Smart' home in Halifax's South End with more than 4,000 square feet of living. Enjoy the marvelous harbor views. \$929,900 CDN.



LAKE OF THE WOODS, NOVA SCOTIA

This home is ideal for the extended family. Minutes from downtown Halifax, you will find this quality-built passive solar home situated on a 2.73-acre park-like lot. \$899,900 CDN.



HALIFAX, NOVA SCOTIA

Enjoy the life of luxury in this executive waterfront home with more than 3,900 square feet of living area nestled in the prestigious golf community of Glen Arbour. \$549,000 CDN.

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MAHONE BAY, NOVA SCOTIA

This grand estate sits on the shore of Mahone Bay, a prestigious Atlantic Canada coastal region. Direct flights to the Halifax International Airport are only an hour drive from the estate. Floor-to-ceiling panoramic ocean views await you from inside Wigmore Hall, overlooking a 5-acre park-like setting of landscaped sculptured gardens. This five-bedroom grand mansion is designed for elevator access and features spacious primary rooms, solid oak and hand-cut slate floors, solid oak grand staircases, five custom-built fireplaces for incredible ambiance. The sailing bay is complete with several moorings off the 330 feet of oceanfront property. \$4,900,000 CDN.

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GREENVILLE, SOUTH CAROLINA

This custom, all-brick home offers five bedrooms, five full and two half baths. There is a keeping room off the gourmet kitchen, which features cherry cabinetry and granite countertops. Also included are a main floor deluxe master suite, home theater, bonus room, office, screened porch, deck and gazebo. A four-car garage completes this home on a 1.7-acre cul-de-sac lot with fabulous lake views. \$949,900.

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TUSCANY, ITALY

This contemporary chalet is located in the village of Schignano, just 45 minutes to Northern Florence or Forte dei Marmi. This luxurious, gated 5,000-square-foot home with modern amenities offers a brick pizza oven, wine cellar and a three-car garage. The main level boasts fabulous open space, a music room and grand master suite. \$1,900,000.

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WATERFRONT WATCH

The Latest on upscale waterfront properties and lifestyles.

Seaside Heights

Luxury residential ships are bringing new meaning to life on the waterfront.

BY KEN WEINGARTNER

Imagine being able to travel the world while never leaving home. It might sound like some type of virtual experience made possible by surfing the Internet, but it's not. It is making waves, though. That's because luxury residential living is no longer restricted to terra firma. One of the hottest emerging markets is on the high seas.

Travelers who want to maintain the comforts of home life are turning to a growing number of companies offering residential units on ships circumnavigating the globe. These vessels generally feature 165 to 200 residences ranging in size from 350-square-foot studios to 4,000-square-foot multi-bedroom apartments and in price from \$1 million to \$15 million.

"The atmosphere it creates mimics a large private yacht—spacious, refined and completely upscale," says Nikki Upshaw, the senior vice president of sales and marketing for *The World*, which was completed in 2002 and was the first residential ship of its kind. "It's a vacation home that brings you to the world's best ports—not an environment that aims to compete with destinations. It's meant to complement the lifestyle of truly refined luxury travelers who are passionate about seeing the globe. For those who are among that group, this vacation home experience is really unrivaled and remains truly unique."

Life aboard *The World*, or any of the planned newcomers to the market—such as *The Magellan*, *The Orphalese* and *The Four Seasons* (yes, of the hotel chain)—is designed to cater to travelers who want a more exclusive experience than that found on a traditional cruise ship. *The World* has a capacity of 657 residents, but averages 175 to 200 at any one time. The average age is 52 and many residents are self-made entrepreneurs.

Amenities aboard *The World* include housekeeping, catering, laundry services, dry cleaning, on-call doctors and nurses, a business and conference center, library, casino, health spa and fitness center, beauty salon, four major restaurants, a deli, a tearoom, a variety of lounges and bars, two swimming pools, a full-sized tennis court, golf facilities with a simulator, a jogging track and a retractable marina for water sports.

"The vessel is purposely devoid of the cruise industry environment," Upshaw says. "Instead, relaxation and exploration take the lead. The



The World, managed by ResidenSea, is currently the only private community at sea, although three other luxury residential ships are in the works.



vessel was designed to be the first private resort community at sea. Instead of a conventional cruise ship, she is a place where residents live among a group of like-minded individuals who are passionate about travel and the lifestyle aboard *The World*."

Most of the ships that plan to be launched in the future—*The Four Seasons* in 2006 and *The Orphalese* and *The Magellan* sometime around 2008—will have amenities similar to *The World*. *The Magellan*, as one of its prime features, will include two Bell Jet helicopters and an all-weather heliport to provide access to the vessel at any time. It also will have an observatory with a full-time astronomer.

"A lot of people ask how this is different from a destination club," says Kevin Miller, the director of sales and marketing for *The Magellan*. "What makes it ultimately different is that it's a full equity investment. You buy in now and the price will go up. When you sell, you get 100 percent of the current value. This is a hybrid between traditional homeownership and the ultimate vacation experience. It's a great way to educate yourself and your children, to experience the diversity the world has to offer from your own home."



EXQUISITE WATERFRONT HOME

West Tisbury . Massachusetts

Located on the Great Pond, this fabulous home features more than 3,600 square feet of living space, four bedrooms, three full baths, cathedral ceilings and a fireplace. Enjoy 500 feet of private, sandy beach at your doorstep, unbelievable views of the pond to the barrier beach and Atlantic Ocean, and fantastic privacy. \$7,950,000.



MEADOWGATE FARM

West Tisbury . Martha's Vineyard . Massachusetts

Enjoy old Martha's Vineyard charm! Located on 13 acres of equestrian property, this property offers complete privacy while being close to the heart of West Tisbury. The farm has open fields, paddocks, a riding ring and a main house that features five bedrooms, three baths and was built to duplicate an early island home. \$3,995,000.

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FOSTER'S COVE

Charlestown . Rhode Island

Serenely sited overlooking the pristine beauty of Foster Cove and the Ninigret Wildlife Refuge, this 3,300-square-foot, three-bedroom Contemporary has breathtaking sunrise and sunset views, a mooring, small dock and access to ocean beaches, Ninigret Pond and Block Island Sound. Framed by wildflowers, this private retreat has a sun room, great room and second-floor entertainment area, each with fireplaces, and a lower-level family room opening to the lawn and water. \$2,795,000.

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OCEANFRONT TREASURES

Nova Scotia . Canada

Two beautiful, completely refurbished beach homes offer expansive ocean views of the rugged cliffs and restless waters of the Bay of Fundy. Both are fully furnished—one offers three fully equipped rental units and the other is a self-contained three-bedroom home. Located in the quiet village of Margaretsville. \$395,000 CDN. For more details and photos on this and other oceanfront properties: www.kevinstacey.ca.

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WHEELER REAL ESTATE



Prime Waterfront on Long Neck Point • Darien, Connecticut

This fabulous estate, with panoramic views of Long Island Sound, is situated at the tip of the majestic promontory of Long Neck Point on 1.2 acres of tranquility. Once the student dormitory of a girls' private boarding school, thorough renovations turned the building into a contemporary-style residence. Features include 7,000-plus square feet, an elevator, spacious rooms, grand staircase, five bedrooms, five full and two half baths, waterside swimming pool and gazebo. The property also boasts a deep-water mooring and a private association dock with views of the New York City skyline. \$9,200,000.



Wilson Cove Waterfront • Rowayton, Connecticut

Just completed, this unique and sophisticated waterfront home has been tastefully renovated and expanded. Sited high above Wilson Cove on 1.2 acres of beautifully landscaped property, there are breathtaking and dramatic views. The 277 feet of shoreline are grounded by an eight-foot dock and boathouse. Originally built in 1947 and now brought up to the standards of the 21st century, you must see the interior to fully appreciate the experience. From a cozy library to the dramatic kitchen and Great Room, no detail has been overlooked. \$5,950,000.



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Lincolnton, Maine

THE WELLIVER FARM

In 1976 the renowned artist Neil Welliver created a homestead of historic buildings on 104± private acres. The main house, an original restored circa-1800, post-and-beam Cape, is bordered by large parcels of protected land and includes a large attached barn/studio, additional outbuildings, rolling fields, old-growth woods and several farm ponds. \$1,500,000. **Terry Sortwell, (207) 236-3543.**



Lincolnton, Maine

LITTLE HOUSE FARM

Originally part of artist Neil Welliver's homestead, this idyllic 139± acre private estate is at the end of a country road and bordered by large parcels of conservation land. The property encompasses old-growth woods, an orchard, a pond and a 3-bedroom, circa-1800, post-and-beam Cape. \$875,000. **Terry Sortwell, (207) 236-3543.**



St. George, Maine

WHEELER BAY

Private 4-bedroom contemporary home enjoys views of Wheeler Bay and its active working harbor. The house has been beautifully updated by the current owner and features sun-drenched spacious rooms, a brick fireplace, and custom woodwork. Property offers 310 feet of flat granite shoreline including a sand beach and a deepwater mooring. Close proximity to Rockland and the Knox County Airport. \$1,500,000. **Terry Sortwell, (207) 236-3543.**



Northeast Harbor, Maine

SOUND EDGE

A stately waterfront cottage on dramatic Somes Sound, was exquisitely renovated while retaining its rich architectural heritage. The residence offers formal living, dining and sitting rooms, a gourmet kitchen, 8 bedrooms with 8 full baths and an expansive porch. Colorful gardens surround this unprecedented offering. \$10,000,000.

Story Litchfield, (207) 276-3840.



Tremont, Maine

WEST LIGHT

This spacious waterfront residence was modeled after the traditional Maine shingle-style cottage. Extensive granite work and superlative craftsmanship are hallmarks of this elegant 4-bedroom residence located on 26 private acres with westerly views of Blue Hill Bay. Included are a 2-bedroom guest apartment, a 3-car garage, a tennis court, deep-water dock and mooring. \$4,800,000. **Story Litchfield, (207) 276-3840.**



Hill, New Hampshire

WINDY PEAKS FARM

Reproduction Cape on 76.30 acres with exceptional 270-degree views of nearby ski resorts, mountain ranges and Newfound Lake. Wonderfully detailed 6,000-square-foot residence with 2 master bedroom suites, a guest bedroom, 5 baths, a game room, wine cellar, potting shed and spacious 3-level barn. Outstanding estate property. \$2,350,000. **John Hayes, (603) 227-2416.**

Paradise Found

Among all the top luxury locales, it's still hard to beat Florida's east coast.

BY RICK DANDES

It's no secret that Florida's top east coast oceanfront communities—from Jacksonville, south to Vero Beach, Jupiter, Palm Beach, Boca Raton, Fort Lauderdale, Miami and the Keys—offer an enchanting and relaxing lifestyle amid unparalleled luxury and beautiful tropical surroundings available nowhere else in North America, possibly the world.

"Perhaps that's why there is no shortage of people who want to buy luxury homes on the water—even when prices run well into the millions," says Beth Beauchamp, president of Intercoastal Realty in Fort Lauderdale.

In ultra-exclusive resort communities and estates-in-the-sky condominiums on Florida's east coast, residents also are enjoying this benefit: real estate continues to be a superb investment, as prices rise dramatically, with no slowdown in sight.

continued on next page

TRUE NORTH

Jacksonville, an energetic city of about 1.1 million people, is one of the most vibrant luxury real estate markets in the state, "and that's likely to continue for some time, because the interest in northern Florida is very strong" says Anita Millar, broker/associate with Sam Folds Inc. Realtors. This year, 282 million dollar homes have sold (so far) in the Jacksonville area, compared to 175 in 2004. "This is an extremely active market with many people being transferred to the area or buying second homes here. There are a wide variety of properties, which is what our luxury home buyers want."

Besides million dollar waterfront homes and condos available in historical downtown areas, luxury homes have been built on both the Atlantic Ocean and the Intercoastal Waterway. And, just 20 miles southeast of the city is the charming seaside village of Ponte Vedra Beach, one of the most visually stunning communities in the state.

Also popular in Jacksonville is Palenci. "It's a unique community because it is designed to be a replica of St. Augustine, with a downtown work-and-play area," Millar says. "They have lofts that overlook gorgeous nature areas and there are estate-sized lots as well on the intercoastal." Prices range to more than \$3 million for single-family homes.

ISLAND LIFE

About 210 miles south of Jacksonville lies Vero Beach, "still one of the best kept secrets" in Florida, says Bob Gibb, chairman of John's Island Real Estate in Vero Beach. "Despite this relative anonymity, homebuyers have discovered us in recent years," Gibb noted. "In particular the 55-plus group, which feeds us."

Vero's small-town persona helps drive the market. "We're a low profile, low density area with no high rises—and yet we have fabulous, first-rate luxury estate communities like John's Island that command attention, with three championship golf courses and a rebuilt golf club and beach club, for example. We're also a great investment. Our home prices haven't fluctuated much lately. We have slow, steady growth. Indeed, I see a very good year ahead, with a 10-to-20 percent appreciation rate."

Gem Island is popular as well. "Builders are coming into this market and building \$12-million-to-\$14-million spec homes," Gibb observed.

A PROMISE OF PRIVACY

Seventeen-mile long Jupiter Island, the southernmost of Florida's Treasure Coast's three barrier islands, is simply irresistible to the rich and famous, because of the island's exquisite beauty and promise of privacy. What's most attractive, notes Kathleen Palmer, a real estate agent based in Jupiter, is how the town has "preserved its natural beauty probably better than any other populated barrier



This \$8.75 million property offers 360-degree views of John's Island, six bedrooms and seven and one-half baths. The main rooms are located on the second floor to take advantage of the views.



island in existence. No high rises or multiple family residences are allowed."

As for 2006, homes on the Island and the mainland have appreciated at stunning rates over the past year, Palmer confirmed. "There may be some slowdown, but at this level of buying, if they like it, they buy it. For that reason, we are relatively bullet-proof in terms of any real estate bubble burst."

Palmer said that mainland properties in Jupiter also are selling well. "An undiscovered gem is Ranch Colony with homes that start in the \$600,000s up to more than \$15 million. "These are large lots sur-

A Port Antigua bayfront mansion in Islamorada with three bedrooms and three baths is listed for \$5.5 million. The master bedroom suite occupies the entire top floor.

rounded by nature preserves. You don't find that much anymore in South Florida."

WILD PALMS

"What I'm seeing in Palm Beach at the moment is the larger \$20 million to \$30 million estates that have been on the market for a year starting to sell,"

PHOTO COURTESY OF JOHN'S ISLAND REAL ESTATE

PHOTOS COURTESY OF COLDWELL BANKER SCHMITT REALTY CO.

says Laura Coyner, senior vice president at The Corcoran Group in Palm Beach. Why is that so? "Given the passage of time," Coyner says, "the market has caught up to these prices and people are seeing that Palm Beach is still a good value."

Palm Beach always has been known as an international draw—a private retreat for second or third homes of oil sheiks, Europeans, and business entrepreneurs—so although the community is not immune to domestic economic factors, the Palm Beach area does seem to be less effected by them.

"There's no slowdown here. Appreciation rates are quite strong," Coyner says, "upwards of 20 percent. We're looking forward to another good year," she continues. A \$125 million spec home is slated to be built in 2006. But, Palm Beach Island is not the only area seeing growth in Palm Beach County. "Anywhere along the waterfront...prices have just exploded," Coyner says, naming Manalapan, West Palm Beach, and Lake Worth. Waterfront condominium high rises are also hot.

IT'S BETTER IN BOCA

Condominium high-rise estates on Ocean Boulevard (A1A) are all the rage in Boca Raton, says Cynthia Kock, an estate agent with World Class Estates in Boca Raton. "Hottest of the hot is Luxuria Boca Raton Condos, which hasn't even broken ground—and yet over half of the residences are already sold" The condominiums offered include three two-story penthouses, and 19 estate residences. Due to their sheer enormity and private setting, these condominium-estates liken to single-family homes—with the panoramic views of the Atlantic from 60 feet above. Price range: \$4.5 million to \$25 million. "People who are moving here, who have had large homes and are transitioning into a condo, want footage. They're not looking for a place for things they want to keep from their prior home."

Kock does not see any slowdown on the sunny horizon. "We're a strong market because we're a desirable place to live."

LAUDERDALE LUXURY

Niki Higgins, broker/owner of Seaside Properties Group, Inc., says the biggest trend she's noticed are "fabulous sky estates. There is a huge migration to South Florida, buyers who are seeking a certain quality of luxury life that this area is able to provide. So far as asking price is concerned, there is no real estate slowdown here. Nothing on the water has dropped in price." Higgins specializes in million dollar oceanfront properties from Palm Beach south to Fisher Island.

Beauchamp of Intercoastal Realty also has a



Homes in the Keys display a distinct style—and distinct wealth. More than 800 homes are listed for at least \$1 million.

bullish outlook on 2006 real estate in Fort Lauderdale and vicinity. "I've seen appreciation rates of 25-to-40 percent over the past year. One segment of buyers, yachtsmen, are helping to drive very high-end properties. In areas that are close to the inlet, like Harbor Beach, where there are multi-million dollar homes (up to \$15.5 million, at the moment) with a good place to dock a boat, the pool of buyers is very active."

RETURN OF THE AMERICAN BUYER

In terms of pure comfort—balmy weather, palm trees, a huge bay filled with islands, miles of oceanfront beaches, exciting nightlife and a diverse culture—few cities are as attractive as Miami. From the beaches to the nightclubs to the performing arts, Miami offers all the benefits of a resort lifestyle in a cosmopolitan, urban setting.

No wonder the metro Miami area is growing so explosively. "Everyone on the planet knows we're a great place to live," says Ron Shuffield, president of Esslinger, Wooten, Maxwell. "But what most people don't realize is that when you leave the beach and travel west, it's only 20 miles to the Everglades, and we're building right up against that. This is why we're experiencing a condominium boom. There is no land left. So we have to build up."

Condominium sales currently represent 58 percent of all real estate sales in Miami-Dade County. "And we anticipate that in another five years it will represent 70 percent of sales," Shuffield says.

He reports that sales to Americans are on the rise. "We still have foreign buyers, but the real story has been the return of the American buyer to South Florida. Maybe that's because of the increasing home values. Most every property here has doubled over the past four years, and some, even faster than that. We expect no slowdown in appreciation in 2006; in fact we expect it to be one of our best years ever."

KEYS TO PARADISE

The Florida Keys stretch over a hundred miles off the southernmost tip of Florida, starting with Key Largo in the north, and extending all the way out to Key West in the south. They are world-famous for their natural beauty, which can be found both on the land and in the water.

"The desirability of life in the Keys is reflected in the average sales price last year, which was about \$875,000, up considerably from the year before," says Brian Schmitt, president-broker of Coldwell Banker Schmitt Realty Co.

Because of limited land availability, the Keys are today considered one of the most prominent real estate hot spots in the state. "There are now more luxury properties available today than last year, and some fewer sales. But our overall sales price is up a stunning 51 percent, comparing 2005 to 2004. Any weakness in the market is going to be in terms of the number of deals that we'll see this year versus last year." Some sought-after communities in the Keys include Islamorada, Duck Key, Sufar Loaf, Shark Key, and Key Haven. **UH**

AT A GLANCE:

JACKSONVILLE

Number of homes listed for more than \$1 million: **437**
(62 are under contract).

PALM BEACH COUNTY

Highest-priced home: **\$125 million**.
An estate on North County Road in Palm Beach has 475 feet of ocean frontage and a 40-by-100-foot pool. It was bought by Donald Trump for \$41.35 million and extensively renovated.

THE KEYS

Highest-priced home: **\$15 million**.
A beautiful 1.25-acre island paradise built on a coral reef off Marathon Key features a three-bedroom main house of 5,000 square feet, a 1,000-square-foot guest house, a helicopter pad and a pool.

MIAMI-DADE

Number of single-family homes on the market for more than \$1 million: **1,042**
Condos: **1,175**
More than \$10 million: **34 single family homes; 5 condos**



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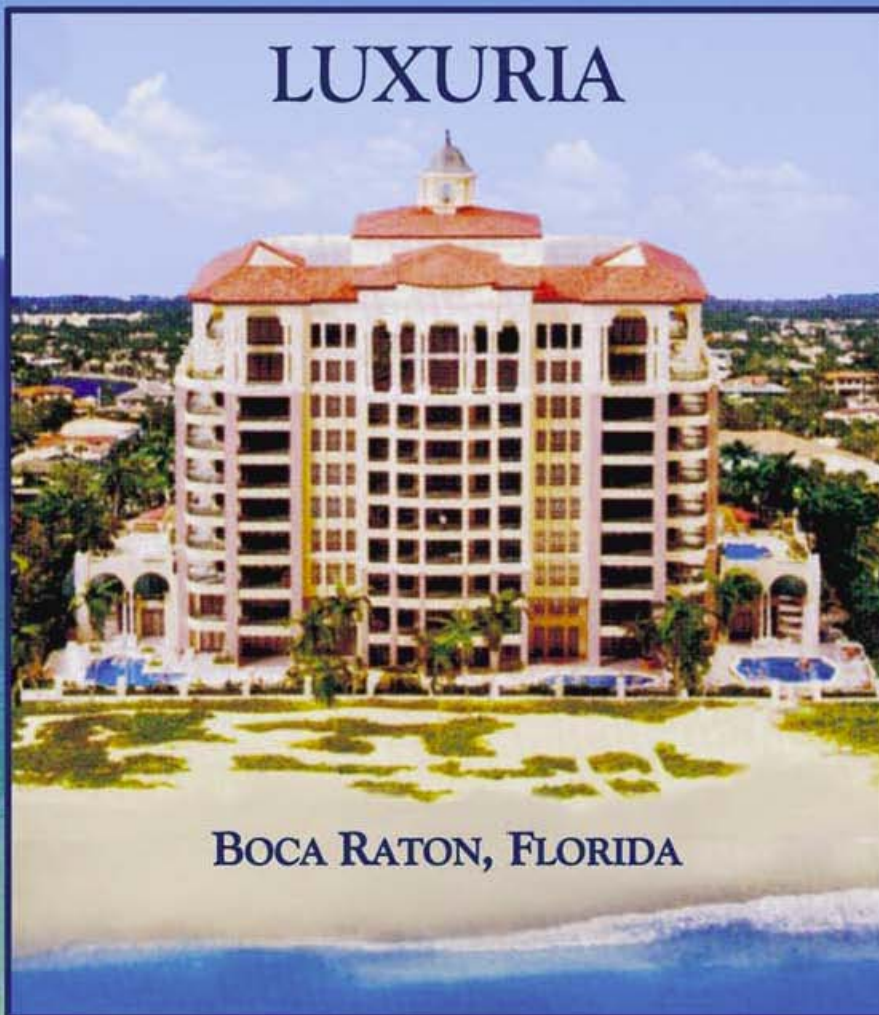
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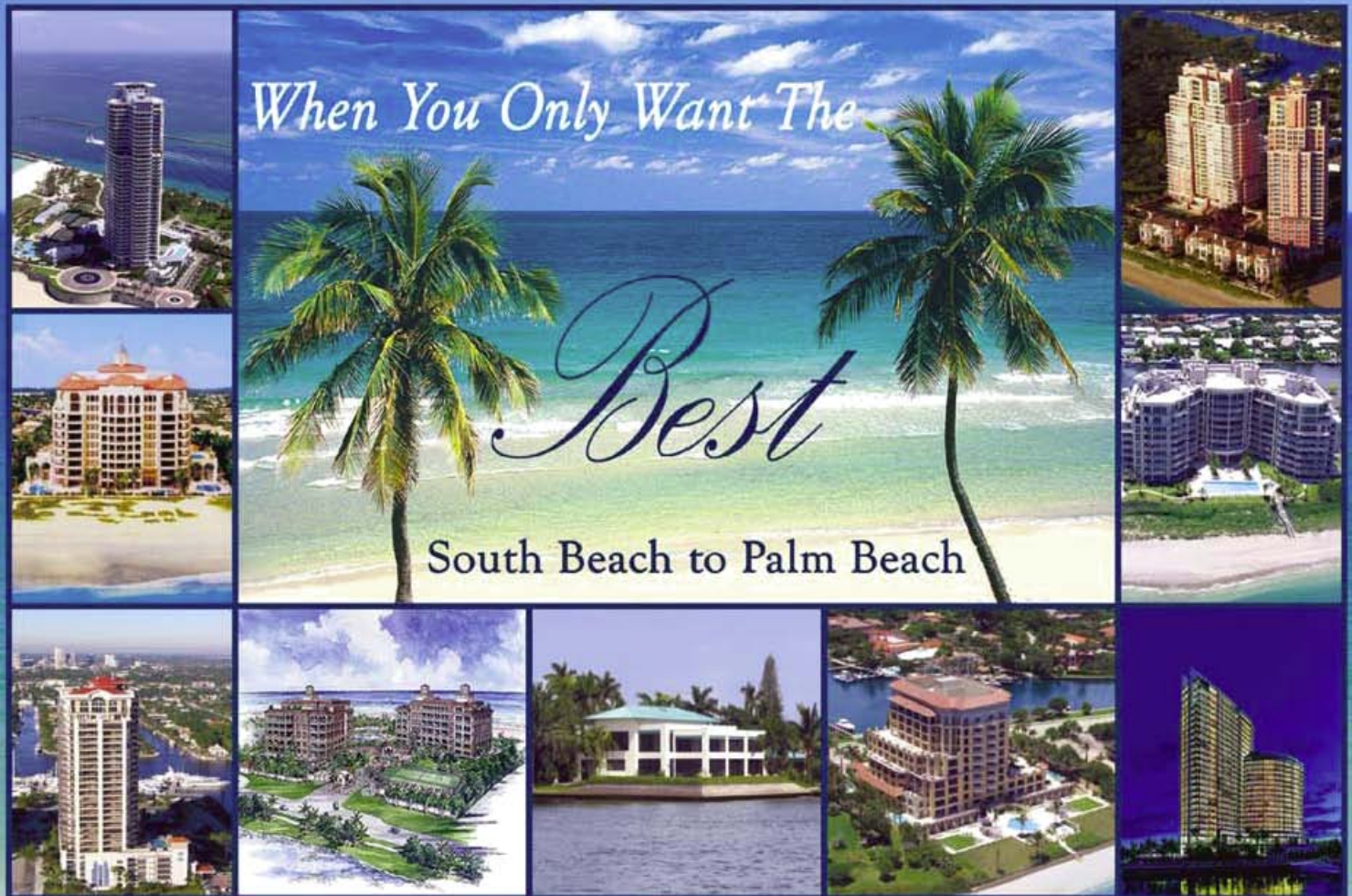
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TUSCAN PALACE

Miami Beach . Florida

This multiple award-winning, custom-built, bayfront mansion was built in 2003 with five bedrooms plus a library, separate guest quarters and seven full and one-half baths, all finished with marble wainscoting, for a total of 10,000 square feet of pure luxury. This magnificent property sits on .5 of an acre with panoramic views of Biscayne Bay. It has 133 feet of water frontage to dock your yacht. Exterior features include an infinity-edge pool and spa, electric boat lift and double Jet Ski lifts, CCTV security monitors, an outdoor stainless steel grill and detailed stonework throughout. \$10,900,000.



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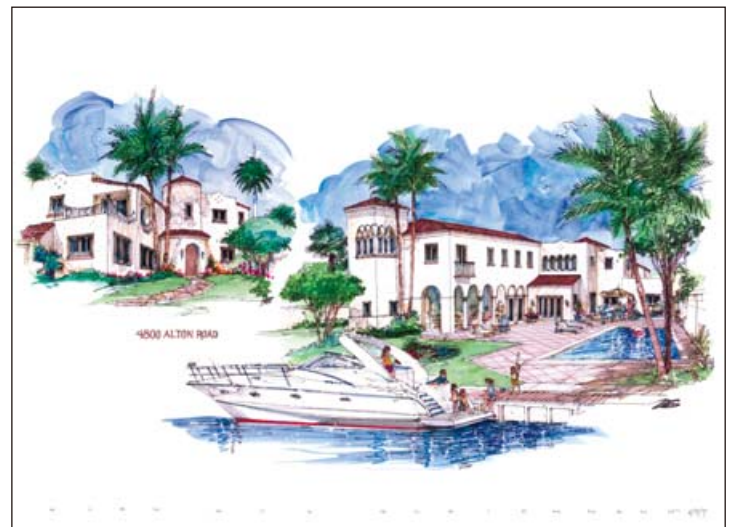
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OLD SPANISH REVIVAL

Miami Beach . Florida

This Old Spanish revival is being completely renovated from the ground up with a whole new addition. It offers five bedrooms, five and one-half baths plus an office for a total of 6,200 square feet on .5 of an acre. It has 100 feet of water frontage without any bridges to the ocean. Finishes will include Jerusalem stone, Brazilian cherry wood, marble baths, mahogany carpentry with granite and top-of-the-line appliances. Impact-resistant glass/doors, pool, garage, and lush landscaping. \$5,500,000.



Vero Beach . Florida

Set on a deep-water protected cove in the "Anchor," this island plantation estate will feature more than 8,100 square feet. The gracious design includes a grand living room overlooking a lagoon pool, a spacious 12-person dining room, water-front library, private media room and more. \$4,375,000.



Vero Beach . Florida

Elegant, comfortable and inviting best describe this exquisite waterfront home. Built with the finest of quality, the open kitchen and family rooms are a natural "gathering spot." All major rooms open to the pool and patio with wonderful vistas of the river. Offers a split-bedroom plan and three bedrooms, all with private baths. \$2,695,000.



Vero Beach . Florida

This gracious three-bedroom home is located in the guard-gated community of the "Anchor" and features deep-water bulkhead and protected dockage. This lovely home boasts a large living and entertaining area, two fireplaces, butler's pantry, a wet bar, pool and so much more! Great waterfront opportunity. \$1,450,000.



Vero Beach . Florida

This elegant home boasts spectacular views of the Indian River, three guest bedrooms, four and one-half baths, Travertine marble, custom millwork and an elevator. The master suite offers a study, as well as a second-floor lounge. Outdoor features include a gazebo, pool and deep-water dockage. \$2,850,000.



Vero Beach . Florida

Absolutely charming—absolutely perfect! This cozy three-bedroom waterfront has been completely renovated and is in immaculate condition. The outstanding floor plan offers a state-of-the-art kitchen that opens to the family room, gorgeous wood floors and water views from all major rooms. \$1,575,000.



Vero Beach . Florida

This one-of-a-kind property offers 312 feet of deep-water bulkhead and panoramic water views. Dockage on the protected south side of the lot allows you to enjoy views from all rooms. Beautifully maintained, the Florida-style home boasts three bedrooms, plus a cabana suite and so much more! \$2,980,000.

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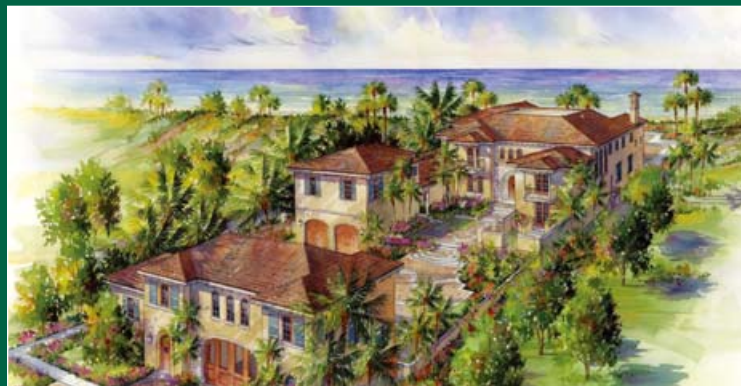
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OCEAN LANE

Direct Oceanfront private gated estate in Indian River Shores. Oceanfront master suite, plus 7 separate guest suites, 9 full baths, 2 powder rooms, 4-car garage and 2 laundry rooms. Offers 10,463 square feet (a/c) and 13,514 square feet under roof. Endless possibilities for live-in staff, media room, additional gathering rooms. Custom design for your lifestyle. \$10,400,000.



THE MOORINGS

Direct riverfront. Expansive river and intracoastal views. This Mediterranean home offers 4 bedrooms, formal living and dining. Family room opens to state-of-the-art kitchen. Second-story master has upstairs sitting room and covered balcony. Offers 65-foot dock and 70-foot covered riverfront porch with pool. \$3,895,000.



CARLTON

Oceanside 5-bedroom estate home w/ ocean views by McDonald Properties. Private heated pool w/screened lanai & summer kitchen. Quality throughout this developer's personal home. Electronics and TV package included. New built-in generator. Exceptional! \$2,275,000.



MARSH ISLAND

This Riverfront home is a newly constructed 4BR, 5.5BA southern coastal home with breathtaking views of the Indian River Lagoon. Features include Travertine marble, terraces, expansive windows and French doors, 40-foot boat slip in protected marina and 2nd story "river room" with veranda. CBS construction in boater's paradise. \$3,995,000.



GRACEWOOD LANE

East of A1A! Spectacular courtyard villa home near the ocean. 3BR/3.5BA w/ pool. Large Master suite & sitting room, with a spacious screened lanai. Wood floor entry with lovely living room with fireplace & dining room. Gourmet kitchen & guest cabana. \$2,900,000.



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VILLA DI TRANQUILITA

VILLA TRANQUILITA

Majestic 9,600-square-foot, oceanfront Spanish-Revival estate combines Old World craftsmanship with state-of-the-art construction. Exceptional European design elements, exquisite architectural finishes, 6 bedrooms, 8.5 baths, an epicurean kitchen, wine-tasting cellar, separate guest suite with elevator, covered loggias, lagoon pool and spa. Located on Ocean Drive. Completion 2006. \$7,800,000.



OLD RIOMAR

Spectacular ocean and golf course views from this newly constructed 6,000-square-foot estate. Magnificently appointed 3-bedroom, 4 full- and 2-half bath residence, plus a 3-room guest house. Grand living room with pecky cypress fireplace, formal dining room and family room open to covered veranda offering dramatic indoor/outdoor living. First-floor master, library, gourmet kitchen, pool and spa. \$5,750,000.



THE ANCHOR

Direct Intracoastal Waterway residence, crafted with attention to every detail. The first floor features 3 bedrooms, 3.5 baths, a large dining room, dramatic living room with 33-foot ceilings and marble fireplace. The second-floor master suite offers breathtaking river views. Exterior details include a 75-foot Olympic lap pool, a bulk-headed dock with electric, water and lift. Furnished at \$3,495,000.



CARLTON

Extraordinary Oceanfront 3 Bedroom/5.5 Bath + Office, Penthouse with SE exposure. Grand living room with fireplace opens to wrap around balcony w/ summer kitchen overlooking the ocean. Perfect for entertaining guests or extended family. Approximately 4300 sq ft of luxurious living space + 2 furnished pool-side cabanas, 3-car a/c garage & concierge service. \$3,395,000.



OLD RIOMAR

This classic Bermudian-style 4-bedroom, 4.5-bath residence has it all! Chef's kitchen with top-of-the-line appliances, Brazilian walnut ipe floors, spectacular gallery entrance, home office, coffered ceilings, pool and plenty of privacy. An entertainer's delight, minutes from the beach, shops and Quail Valley Club. Near completion. \$2,795,000.



SEAGROVE

Fabulous Direct Riverfront 4BR/3.5BA custom home features htd pool, dock & lift. Perfect for entertaining this 4,300 + sq. ft. home offers dramatic living room w/ fpl & pecan flrs, spacious family room & chef's kitchen w/ bird's eye maple. Beautifully hand painted walls make this home a unique masterpiece. Endless river views, true resort-style living. \$2,695,000.

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Rare oceanfront opportunity under \$2,000,000! Mediterranean-style residence with 4 bedrooms and ocean-to-river views. \$1,875,000.



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Half-acre situated in a prestigious enclave of 31 estate homes east of A1A with deeded beach access. Four-bedroom, 3.5-bath home with high ceilings, tile floors and a pool with 2 waterfalls. \$1,275,000.



EXECUTIVE RETREAT

200 feet of ocean frontage and almost one and three quarters of an acre, this extraordinary Florida Keys-style estate with 2 homes, is nestled in a private, tropical oasis with a lagoon pool and waterfall. The main house offers unmatched details and finishes with beachside cottage features 2 bedrooms and baths. \$6,900,000.



ISLAND CLUB-RIVERSIDE

With an Antiqua II plan, this home offers a great room with a custom built-in entertainment center, high ceilings, an open floor plan, 3 bedrooms plus den and an open eat-in kitchen. The master suite includes a sitting area. A large lanai overlooks the pool and spa. Screened-south exposure. \$699,000.



INDIAN BAY

Two adjoining home sites equaling approximately 9/10 of an acre may be sold separately. Situated at the end of an oak canopied lane and conveniently located close to shopping, restaurants, the river, parks, and just blocks to Vero's pristine south beach. \$599,000 each.



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166' direct oceanfront, European-inspired 4,600 SF estate, 4 BR, 5.5 baths, & guest house. Completely renovated in 2005, hurricane impact windows, concrete tile roof, intricate finishes, oceanfront terrace & courtyard pool. Cindy O'Dare 772-713-5899 Andrea Lombardi 561-262-5986 **\$4,250,000**



WINDSOR ESTATE

Magnificent views of the polo field from this 5 BR 7.5 bath estate in the heart of Windsor, encompassing 2 lots. Private courtyards & gardens, 2 outdoor fireplaces, pool, golf cart and 2 detached guest houses. Cindy O'Dare 772-713-5899 or Allison Livingston 772-321-7235 **\$4,500,000**



CASTAWAY COVE OCEANFRONT

This 6,000 SF estate home, built in 2000, is on Vero's best beach. Smart House lighting & sound, media room, propane generator, oceanfront pool, dune walk & gazebo. Clark French 772-231-7525 or Cindy O'Dare 772-713-5899 **\$4,500,000**



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MARSH ISLAND ESTATE

New 4 BR, 5 bath riverfront home, beautifully designer furnished with exquisite details & time honored craftsmanship. Chef's kitchen, library, private guest house, riverside pool, expansive loggias, and dock all with stunning river views. Clark French 772-231-7525 or Cindy O'Dare 772-713-5899 **\$4,200,000**



MARSH ISLAND MARINA

New designer furnished marina residence. Direct waterfront, stunning views and deeded dock. The highest quality finishes and construction details are in this beautiful courtyard home by RCL Development. Clark French 772-231-7525 or Cindy O'Dare 772-713-5899 **\$2,350,000**



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Longboat Key, Florida—A gated beachfront estate on approximately 2 acres! Overlook sunset views from this 5,596-square-foot residence with 150 feet of ocean frontage boasting 20-foot ceilings, an elevator, tennis court, a pool and a six-car garage! Offered at \$7,599,000.



Sarasota, Florida—Mesmerizing water views captivate your senses! A 3,284-square-foot downtown residence offering versatility with granite, Sub-Zero, Miele, Thermador and two luxurious master suites located in a gated building with amenities! Offered at \$1,595,000.



Sarasota, Florida—Nestled gracefully on more than 6 acres! Architecture reminiscent of the Victorian era characterizes this residence of 3,694 square feet offering Italian marble, oak and mahogany, a resort-style pool plus a barn minutes from I-75! Offered at \$875,000.



Sarasota, Florida—Elegantly renovated to accentuate entrancing views! Downtown sophistication marks this 1,575-square-foot residence featuring bay views and city lights in every room, Italian marble, handcrafted details and custom molding! Offered at \$769,000.



Bird Key, Florida—Superior boating water sets the stage! An immaculate 2,904-square-foot residence includes deep-water dockage, striking tile floors, furniture-quality cabinets and a pool close to downtown Sarasota, St. Armand's Circle and Lido beach! Offered at \$1,995,000.

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OCEAN ESTATE 6 bedroom, 7 and 4-1/2 bath.
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GOLF COURSE ESTATE 5 bedroom, 6 and 3-1/2 bath.
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GOLF COURSE ESTATE 4 bedroom, 5 and 1/2 bath.
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TENNIS COTTAGE 3 bedroom, 3 and 1/2 bath.
Offered at \$1,850,000.



Windsor is an exclusive sea-side village nestled between the Atlantic Ocean and the Indian River. Narrow

tree-lined lanes and award-winning Anglo-Caribbean architecture recall the charming conventions of such places as Charleston, Savannah, and intimate European Villages. Residents enjoy a thriving spirit of community along with the premier amenities of a private sporting club highlighted by golf, tennis, equestrian, croquet, fitness centre, gun club, and beach club. Houses from \$1.8 million to \$16.5 million; Homesites from \$495,000 to \$4.5 million.



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Sailfish Point, Stuart, Florida

This home occupies a perimeter oceanfront location where the St. Lucie Inlet meets the Atlantic Ocean. The estate in luxurious Sailfish Point boasts four bedrooms with a study, six and one-half baths and an elevator off the master suite. A pool, spa, barbecue and cabana bath are spotlighted on the property. Other features include a computerized lighting system and phone/intercom system, Saturnia stone floors, Cypress ceiling, Rain Curtain shower and a gas fireplace. Community amenities include an 18-hole Jack Nicklaus golf course, championship tennis courts, a health spa, multiple restaurants and a marina. Seller will consider all offers between \$3,999,900 and \$4,350,000.



Brand-New Wide Waterfront Home

With convenient ocean access, this home offers more than 6,000 square feet and spotlights four bedrooms, five full and two half baths, an office/den, media room, plus top-of-the-line flooring, appliances, a fireplace and your own white sandy beach with a private boat dock in one of South Florida's most coveted and beautiful locations. \$2,799,000.



Amazing Wide-Water Views

Discover wide-water views and extremely deep dockage to accommodate two 50-foot boats and two lifts—one for a powerboat and another for jet skis! Offering more than 8,000 total square feet, the home features a gourmet kitchen with a Sub-Zero stainless-steel refrigerator and two ranges, an enormous 20-by-23-foot master bedroom with an elegant master bath, three fireplaces, four-zone air-conditioning and a heated spa and pool! \$1,950,000.



Mariner Cay

Discover seven feet at low tide with the ability to safely harbor two boats. One slip is 60 by 22 feet and the second measures 75 by 25 feet! This Key West-style home has panoramic views of Manatee Pocket with easy access to the inlet. This is probably the only property in the area that possess the ability to handle two large yachts, provide fantastic views and easy access to the inlet! \$1,799,500.



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Joe's Point

More than 4,000 reasons to buy! This home boasts wide-water views and great dockage! The home offers more than 4,000 square feet, five bedrooms with two master suites, three and one-half baths and a brand-new barrel tile roof! You will love Joe's Point—a gated community with tennis courts, R/V and boat storage, private beach access and low quarterly association fees. \$1,595,000.



Discover Tranquility

Waterfront perfection on this acreage "Estate," zoned for horses. Offers a deep-water dock with approximately 147 feet of water frontage! With 2 acres of peace, quiet and southeast exposure, this is a custom-built home able to withstand 180-mph winds. Details include granite custom tile, and it is a perfect place for a home office. Other amenities include a 30,000 KW generator, a 250-gallon propane tank on the grounds and Thermo-pane windows. \$1,295,000.



Waterfront Key West-Style Home

Extremely deep water with 2 acres zoned for horses! This home offers four bedrooms, three baths, more than 4,000 square feet and a two-car garage! Built with concrete Hardi Plank siding, 2-by-6 construction, 12 seer A/C's and 10-foot ceilings. Disappearing sliders in living room and bedroom! \$1,250,000.



Bingo—This Home Has It All

With a superb location, park-like setting, a 5-acre lot, ocean access with dock and room for horses, this is the perfect place to call home. The home offers three bedrooms, two baths, a two-car garage, a guest house, a heated pool, CBS construction, fully irrigated new roofs and much more. Seller is licensed real estate agent. \$1,275,000.

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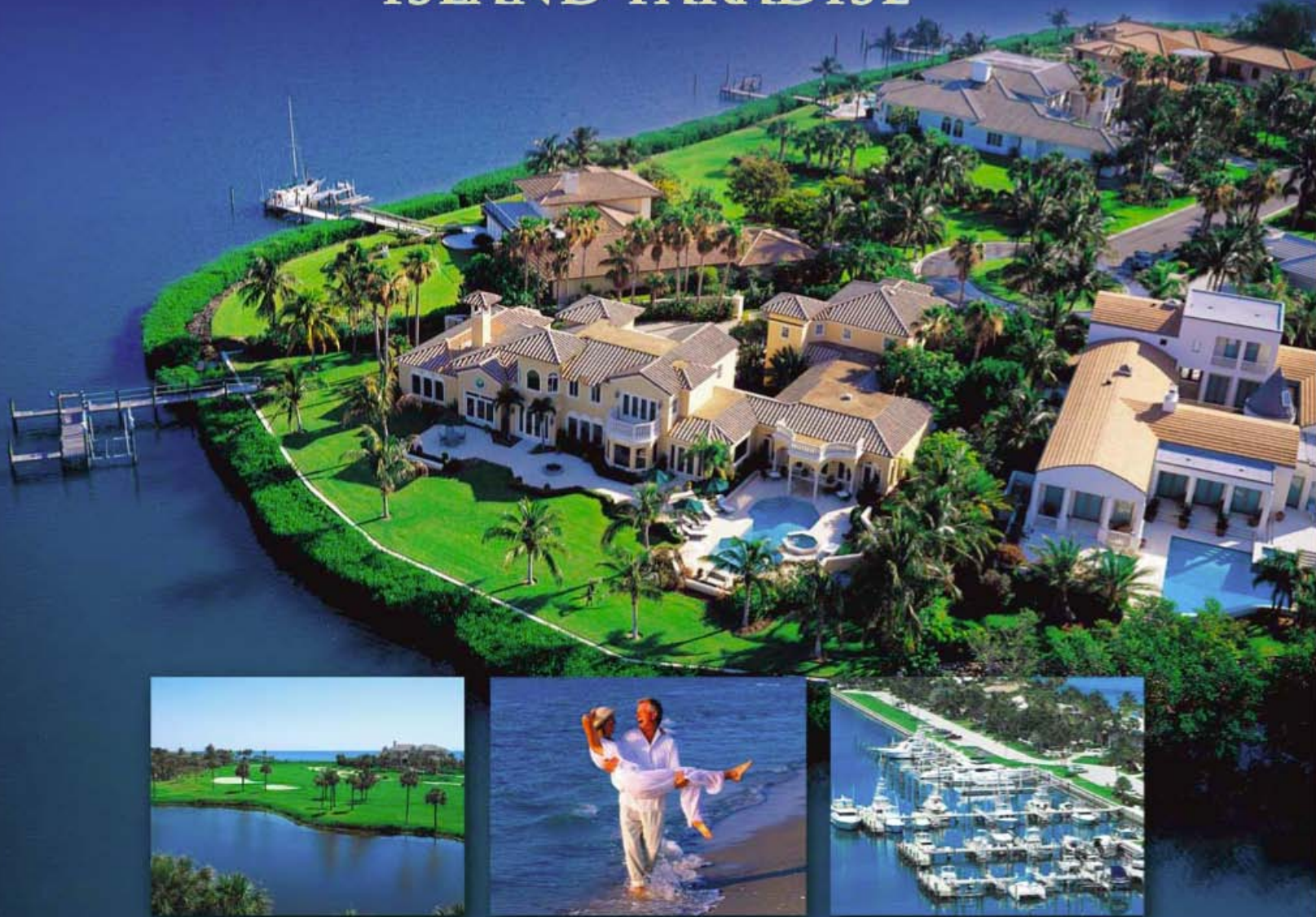
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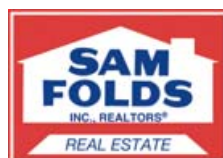
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Orlando . Florida

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Cape Coral . Florida

This luxury waterfront is located just minutes to the Gulf of Mexico and a short distance to fine dining on the water. The 110-foot boat dock has all the marina features including marina lighting and power, boat lift, cleaning station and more. The home is inviting and will welcome your family or guest with its 8,131 square feet of living areas with six bedrooms and seven baths. Shown by appointment only. \$3,200,000.



GULF ACCESS WATERFRONT BEAUTY

Cape Coral . Florida

Completion of this home will be in early 2006. Nearly 2,700 square feet of living area will include three bedrooms, three baths and a three-car garage. The home is in the popular Southwest Cape Coral area. The Mediterranean exterior colors show off the home, which is completed with a paved drive and tile roof. This property will feature granite and stainless in the kitchen. The oversized master suite will show off views of the pool, spa and canal! Call for floor plans and details. \$1,095,000.

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BEACHSIDE ESTATE

Ocean Ridge . Florida

This 24,000-square-foot estate lot is east of A1A and just steps to your own private deeded beach. Surrounded by towering trees and lush tropical landscaping, you can hear the waves as you sit by the pool in your garden. This expansive 4,300-square-foot one-story home offers the best in coastal living by bringing the outside in. Every room leads to its own outdoor sanctuary, with a variety of pergolas and patios for dining, relaxing or playing. This is a perfect property for the beachside lifestyle. Offered at \$2,350,000.



YACHTSMAN'S DREAM HOME

Ocean Ridge . Florida

This estate home offers 180 feet of deep-water frontage with wide Intracoastal views from all major rooms, soaring ceilings, a gourmet kitchen and an 800-bottle wine cellar. This property can accommodate a 120-foot yacht. It is within walking distance to private, deeded beach access. Offered at \$3,200,000.



ONE BLOCK TO PRIVATE BEACH

Ocean Ridge . Florida

This traditional three-bedroom, three-bath, single-story home has undergone a facelift. Situated on almost one third of an acre, this home boasts volume ceilings in the living room, dining room and kitchen; Saturnia floors; a wood-paneled office/den; and a resort-style pool/spa. Offered at \$1,725,000.



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NORTH CASEY KEY GULF-TO-BAY. Set on over two acres, this secluded four-bedroom-plus-den features spacious rooms, a large screened lanai, pool, guest cottage and dock on good boating water, all situated amid lush botanical gardens. \$6,695,000. Nancy Moore, 941-966-8000 or 941-966-1200. #282966



SANDERLING CLUB - SIESTA KEY. Total privacy and fabulous garden/water views can be enjoyed from this immaculate three-bedroom-plus-den home. Features 163' of Siesta Key waterfront on over one half-acre with a breathtaking pool area and a garden reminiscent of Marie Selby's. \$1,500,000. Lawrence Gourlay & Barb Williams, 941-349-3444 or 941-927-1942. #278257



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ESTATE HOME IN OAKS BAYSIDE. Discover a piece of paradise of style and excellence in South Sarasota's most prestigious country club community. On one +/- acre in a captivating and enchanting setting. Features a separate two-story guesthouse. \$2,899,000. Betty Mullinnix, 941-349-3444 or 941-928-3441. #290722



EXTRAORDINARY GATED ESTATE directly on the Manatee River with privacy and lush tropical landscape. Many fine features abound in this 4,400 square foot home, including built-ins, fireplace, large master suite and separate guest house. \$3,050,000. Saint Cacchiotti & Gail Wittig, 941-383-7591 or 941-387-0533. #288428



VENETIAN GOLF & RIVER CLUB. Stunning four-bedroom estate built in 2004 on a golf course lot tucked away in a gated community in the quiet town of Venice, Florida. Designer faux finishes, silk drapes, wood blinds and an oversized pool/spa with waterfall. Owner/Agent. \$949,000. Pam Fjeld-Hansen, 941-473-7750 or 941-416-4154. #491506



Magnificently set on nearly 1 acre with panoramic water and golf vistas, this two-story custom estate home features six-to-seven bedrooms, eight full and three half baths and 13,000-plus square feet of living area. Gracing the approach is a gas-lighted, circular drive and motor court. Entry to the home is through custom-designed 12-foot mahogany doors, which lead into a grand entrance foyer overlooking the elegant living room. The Tuscan-style country kitchen boasts antique flooring from Paris and the master suite opens to a lakeside loggia and a resort-style infinity pool with views of the lake and golf course. \$8,500,000.

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unchartered WATERS

New developments on the islands of Turks and Caicos hope to attract luxury buyers.

by Donna Lifshotz-Estulin



JUST 75 MINUTES SOUTHEAST of Miami, the Turks and Caicos islands are best known for their exceptional beauty, which is exhibited in the third largest coral reef system and a perfect year-round climate. Celebrities and investors alike are looking to make a home in this paradise.

"Throw in favorable offshore tax treatment [and U.S. currency] and you'll see why luxury oceanfront properties are being scooped up at a record pace," says Jennifer Nesci, public relations account executive with Wight Cotton. "While early owners have enjoyed significant increases in value, there's still plenty of upside for savvy buyers to capitalize on well-appointed condos or single-family homes."

Luxury residential resort condos such as Mandalay Resort and Residences and The Tuscany, both on Grace Bay Beach, north of Providenciales, are seeing an enormous influx of investors. With 610 feet of pure Grace Bay Beach frontage and more than 17 acres, Mandalay Resort and Residences is the first "Caribbean" resort. It takes the beautiful Caribbean location and adds contemporary Asian style and design, based on the Zen attributes of energy, peace and wisdom.

The resort has an estimated completion date of early 2009 and will include 126 luxury condominium suites in two oceanfront buildings and two ocean-view buildings. Condos range from \$1.425 million to \$9 million, and a dozen 4,152-square-foot private villas are offered for \$2.6 million apiece.

The Tuscany is located on the prime crescent of 12-mile Grace Bay Beach directly across from Provo Golf Club with 30 exclusive beachfront villas set on 4.92 acres of tropical landscaping. Condos are priced from \$875,000 to \$1.025 million. Construction is four months ahead and is now due for completion around July 2006.

"The Tuscany will be the first condo development on the island that will have a manager-administered rental program," says Lyle Schmidek, managing director of Grace Bay Realty. It effectively eliminates a management fee paid to a management company, which can run as high as 50 percent. "Rather than the typical 60/40 or 50/50 split, the condo owner at the Tuscany will keep all revenue less the related pooled costs of renting with other owners," explains Schmidek.

A typical buyer is a 35-to-60-year-old who resides in the U.S., U.K., Canada or Europe. Net worth exceeds \$1 million and he/she has multiple real estate holdings. They are seeking luxury, seclusion, authenticity, natural beauty and travel ease, says Nesci.

"We have what all Caribbean countries wish they had in one



spot," says Graham Canham, sales associate for Coldwell Banker Turks and Caicos, headquartered in Provo. "We have a stable government who is open and encouraging to foreign investment, dramatic property value appreciation, low number of tourists, a safe environment and the most beautiful and secluded beaches in the world. Is it even a wonder that our prices are rising and real estate is selling well?" **UH**

AT A GLANCE:

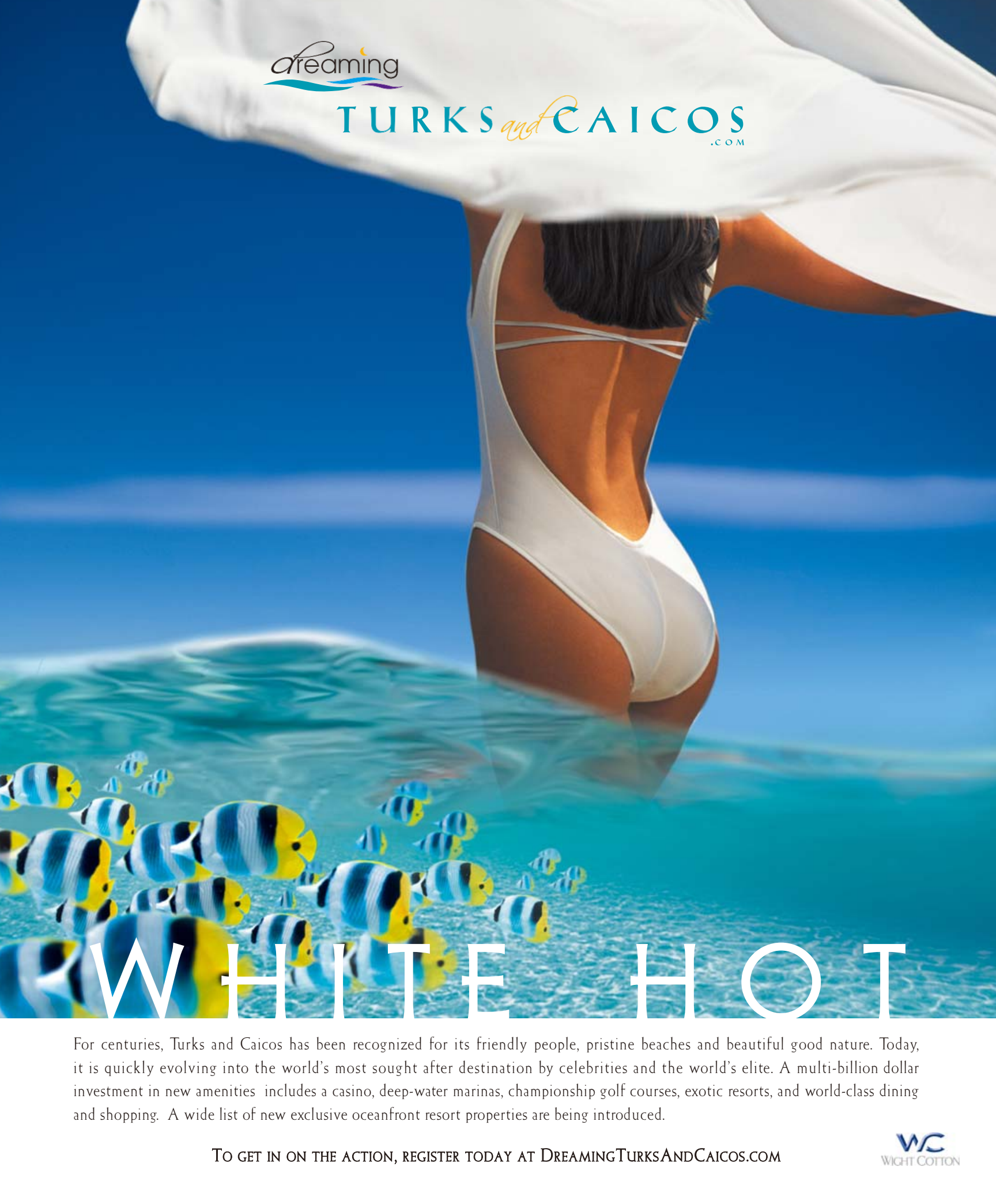
- "Provo," Condé Nast's "Best Beach," covers 38 miles and is the most developed of the Turks and Caicos Islands.
- Through the Registered Land System, title is guaranteed by the Crown—there is no need for title insurance. This involves a central land registry where details of ownership, title, mortgages and interest must, by law, be recorded in a public register, which simplifies land transactions.
- Stamp duty is payable on real estate transfers. In the case of luxury condominiums, the current stamp duty rate would be 9.75 percent. Stamp Duty on raw land and developed property ranges from 0 to 9.75 percent of the market value of the property depending on the property value and location.
- The islands have no income, capital gains, gift, withholding or inheritance taxes.



Condominiums at The Tuscany should be ready this summer.



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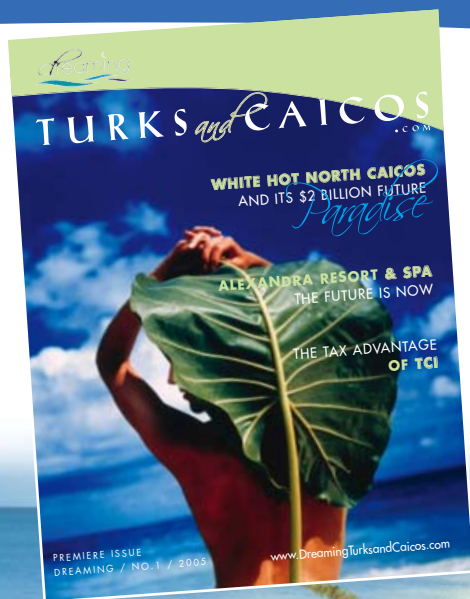
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VILLA MAITLAND St. Thomas

Villa Maitland is located at Pelican Point, on the East End of St. Thomas. This waterfront home is truly one-of-a-kind with an unsurpassed 300 feet of shoreline on more than 1 acre of land. It boasts breathtaking views of the U.S. and British Virgin Islands. The main house and guest cottage have combined six bedrooms, eight baths, covered garage for two cars, a laundry room, maids' quarters, bar area, two kitchens and three living rooms. This estate home was built sparing no cost with hand-carved South American doors, tiles from Italy and Spain and more! Other amenities include a game room, fountains, fish ponds, covered balconies, decks, patios, a striking large pool, gazebo, beach area and mature plantings. Offered at \$5,900,000. Call Jeyan Stout.

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The Bay Islands, Roatan, Honduras

FLYING OVER THE WESTERN CARIBBEAN your mind becomes a thesaurus—blue, sky blue, ice blue, indigo, cobalt, ultramarine, cerulean, azure. Amid this blueness, Roatan floats before you, a giant iguana lazing in the sun, the green hilltops its ridged backbone. Located less than three hours from Houston and just one hour to Miami.

Welcome to Roatan. This island estate is located within the guarded and gated community of Lost Isle Ranch. This lovely three-bedroom, two-bath oceanfront home sits on 5 acres with 400 feet of oceanfront.

Built with quality concrete construction, the two-story home boasts 3,000 square feet of living space with an attached oversized two-car garage and detached servant's quarters. The interior is spacious and open with vaulted beamed ceilings and extensive beautiful Honduran mahogany cabinets and doors throughout. A large open kitchen opens to the great room that leads to a 3,000-square-foot Italian-tiled view deck. This estate property with an adjacent .5-mile of white sand beach is perfect for horses, a family or an exclusive island hideaway.



The site is sub-dividable and there is the possibility to create two additional oceanfront lots as well as several ocean view lots to the rear of the property. Offered at \$1,200,000.



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SUGAR LOAF CAY, ABACO: 'Parrot Point' - Unique 4.96 acre property. Private marina with 278 lineal feet of dock space. Five water cisterns, electricity, telephone, furnished main house and guest cottage. US\$4,000,000. #2817 George Damianos, 242.362.4211



TREASURE CAY, ABACO: Beachfront - 'Castle Rock', four bed four bath home nestled amid palm trees and tropical foliage with heated fresh water swimming pool. World famous beach. Great rental history. US\$1,550,000. #3029 Stan Sawyer: 242.477.5821



OLD FORT BAY, NASSAU: Exceptional community just east of Lyford Cay. Colonial 4 bedroom 5.5 bath home with tall ceilings, spacious rooms, verandahs and lush private garden. Pool, beach and private dock. US\$1,950,000. #3055 Richard Sawyer: 242.359.0367



ELEUTHERA: Waterfront - Well designed 2 bed 2 bath home sits on spacious property with 300 feet of dramatic water frontage in Eleuthera Island Shores. Spacious main house, separate studio/guest room. US\$550,000. #3081 Jonathan Morris, 242.557.7917



BIMINI BAY, BIMINI: Beachfront and brand new three bedroom two bath designer furnished home in resort community. Luxury details and high end appliances. Includes 60' private dock slip. US\$1,890,000. #3086 Virginia Damianos, 242.359.0145



OCEAN CLUB ESTATES: Beautiful beachfront lot, one of the few available. This private gated community features a world class golf course, Club House, Beach Club. Residents enjoy Atlantis & Ocean Club Resort facilities. US\$3,750,000. Ridley Carroll, 242.477.7928

THE BAHAMA ISLANDS

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Anchor House, Harbour Island

Enclosed waterfront estate comprising a main residence, guest cottage, garage and dock. The 2 bedroom main house affords a family room, large kitchen and covered porches. The property can accommodate a 70 ft. vessel and includes two generators. **\$1,900,000. Internet Ref. #H120**



Cabbage Cay, Eleuthera

Unique 35 acre private island offering a blend of privacy, convenience and Out Island charm. Excellent bonefishing area. Near Harbour Island with all conveniences. Ideal for a private estate, community of houses, condo development, or boutique hotel. **\$2,500,000. Internet Ref. #3395**



Sea Lily, Windermere Island, Eleuthera

Luxury, 3 acre, designer estate extending from sea to sea on one of the Bahamas' most unique private islands with single bridge access. Accented by luxury appointments, a large marble terrace, an Infinity pool overlooking the Atlantic and a beach pavilion. **\$4.9 million. Internet Ref. #4581**



Scotland Cay, Abaco

Fully equipped oceanfront home set on 0.5+ acres in a "Fly-in" community with a 3,000 foot runway. With 1,470 square feet of air-conditioned space, this 3 bedroom, 2 bath home offers covered and open patios and deck, plus two golf carts. **\$1,100,000. Internet Ref. #AB161**



Elbow Cay, Abaco

Well equipped home with unobstructed views of the Atlantic Ocean. The 2,500 square foot main residence includes 3 bedrooms and endless wrap around decks. Highlighted by a guest house, swimming pool and open pit barbecue. Excellent rental history. **\$1,750,000. Internet Ref. #AB112**



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The Hawaiian spirit, cultural diversity and extraordinary weather are leading to greater demand than supply of luxury homes in the 50th state.

BY FRANCES MAGUIRE PAIST

Properties, Inc., "Our Aloha Spirit along with wide-open spaces, a clean environment, controlled growth, great resorts and recreational activities make the Big Island choice." Specializing in luxury real estate in North Hawaii and on the Kona-Kohala Coast and the Waimea region, Hurwitz says sales are strong and the market solid with good inventory. Island-style design with split pitch roofs and large outdoor lanais typify the architecture. For \$2 million to \$20 million, one can purchase a home on .75 to 1 acre in the resort areas and on up to 10 acres outside.

Hurwitz says many of his sales begin as second homes but become primary as buyers succumb to the island's allure.

Next to Hawaii is Maui. Once an important whaling port, the so-called "Valley Isle" has been voted the world's best island for more than a decade. As testimony to its attractiveness, Rick Martin of Whalers Realty, Inc. says Kaanapali residential home prices were 39 percent higher this year than last, and 78 percent higher in Kapalua for the same period. For Martin, many factors enhance Maui's appeal—whales jumping from clear blue water, the dramatic beauty of the volcanoes, the sweet nature of the residents and the fabulous year-round climate. He says, "Why we're successful is really Real Estate 101—Maui is one of the world's most beautiful places, and very little of it is for sale. Add the world's wealth and the result is huge demand with very little supply." Historic Lahaina Town features real estate many choose to restore, and Kaanapali offers .25-, .5- and 1-acre home sites ranging from

\$600,000 to \$1.7 million. Says Martin, "A typical new construction, 4/4, ocean-view home on .5 acre with 4,000 interior square feet sells for \$4 million."

Oahu is small in size but large on life. Home to Honolulu, Waikiki Beach and Pearl Harbor, it also boasts Kailua, one of the world's top beaches. Patricia Choi of Choi International Realty says East Honolulu's Kahala and Diamond Head are Oahu's most prestigious oceanfront neighborhoods. Even though luxury real estate prices escalated 50 percent from 2003 to 2005, she advises Oahu is undervalued



With more than 300 feet of ocean frontage on the Big Island, this four-bedroom Mauna Lani Resort home on 1.48 acres is offered for \$15.25 million.

PHOTO COURTESY OF C&H PROPERTIES

Like glistening nuggets of black coral, the Hawaiian Islands stretch 1,500 miles across the Pacific. Created by volcanoes, there are eight major and 124 minor islands, reefs and shoals. The movement of the Hawaiian royal family from the Big Island to Maui and then Oahu partly explains present population concentrations.

On the Big Island, uniquely blended Hawaiian, Portuguese and Mexican cultures help seed the Aloha Spirit, a friendly acceptance for which Hawaiians are known. Says Steve Hurwitz, President of C&H

AT A GLANCE:

Oahu: The most expensive listing is a Kailua estate on 1.37 acres with more than 255 linear feet of beach frontage. The 15,000-square-foot home with nine bedrooms and eight bathrooms lists for \$27 million.

The Big Island: Four of the five major world-wide climactic zones can be found on this island (ice, temperate, desert and tropical). The 4,000-square-mile island, about four times the size of Rhode Island, has only 160,000 residents.

Maui: About 60,000 tourists visit Maui's beaches, volcanic mountains, restaurants, shops, art galleries, and resorts every day.

when compared to Maui and the Big Island and says, "Clean air and water, as well as unsurpassed living standards and multicultural diversity draw luxury buyers from all over." Many come from California and Japan and recognize Honolulu as one of the healthiest and safest places to live. Says Choi, "Ours has been a sellers' market for the last decade—one reason being a worldwide demand for about 30 beach- or oceanfront properties along a 2-to-3-mile stretch of Kahala Avenue. Quite simply, demand outstrips supply. Whether prices will slow or stabilize in this hot market is still an unknown." **UH**



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April/May 2006

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Lake Lanier . Georgia

This refreshingly unique masterpiece sits on 10 or 32 acres. Enjoy stunning lake views from most rooms and 11,000-plus square feet of exquisite construction. Separate office/sound-proof studio and two-slip dock. Just 1.3 miles to shopping and restaurants in Gainesville. 10 acres, \$4,250,000 or 32 acres, \$5,000,000.



Duluth . Georgia

Set on 150 feet of river frontage, this 11,000-square-foot home evokes the grandeur of old world mansions. Exquisite details are found throughout, including 6-foot corridors and 12-foot ceilings. The terrace level has an in-law suite, kitchen, family and rec room, plus theater. Set on a cul-de-sac lot in a gated community. \$1,995,000.



Alpharetta . Georgia

The 9,000 finished square feet of this quality home have six bedrooms with two large master suites. All six full baths have either steam or whirlpool. The terrace level has a spa, sauna, steam room, hot tub, pub, billiards and a media room. Gated neighborhood with lake, golf, tennis, pool and clubhouse. \$1,800,000.

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Alpharetta . Georgia

This traditional Colonial estate sits on 9.7 private, level, gated acres. The 8,500-square-foot home features five bedrooms, five full and three half baths, a custom sports bar and a grand theater with a 122-inch television screen. The heated pool and hot tub sit amidst English gardens. Pasture with room for a barn. \$2,300,000.



Buckhead . Georgia

Exciting architectural design presents an open interior and \$1 million in upgrades. A finished terrace level has an in-law suite, catering kitchen, media and exercise rooms. The home has a state-of-the-art audio, visual and communication systems. Set on 1-plus acres, the lot is private and meticulously groomed. \$1,875,000.

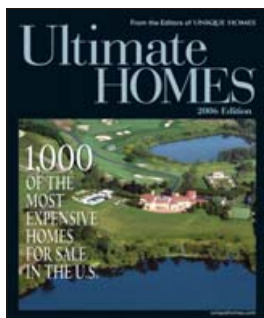


Wildercliff . Georgia

Steve Fuller Greek Revival with 12,000-plus finished square feet on three levels. A \$1 million terrace level with Oregon timber walls, entertainment room, wine cellar/tasting room, dance floor and mirrored exercise area with private massage room. Grand marble foyer with double curved staircases. Pool, spa and tennis court. \$3,500,000.

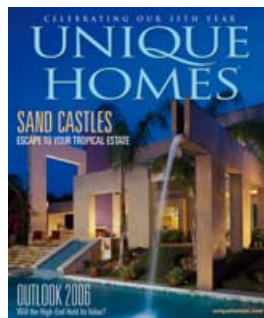
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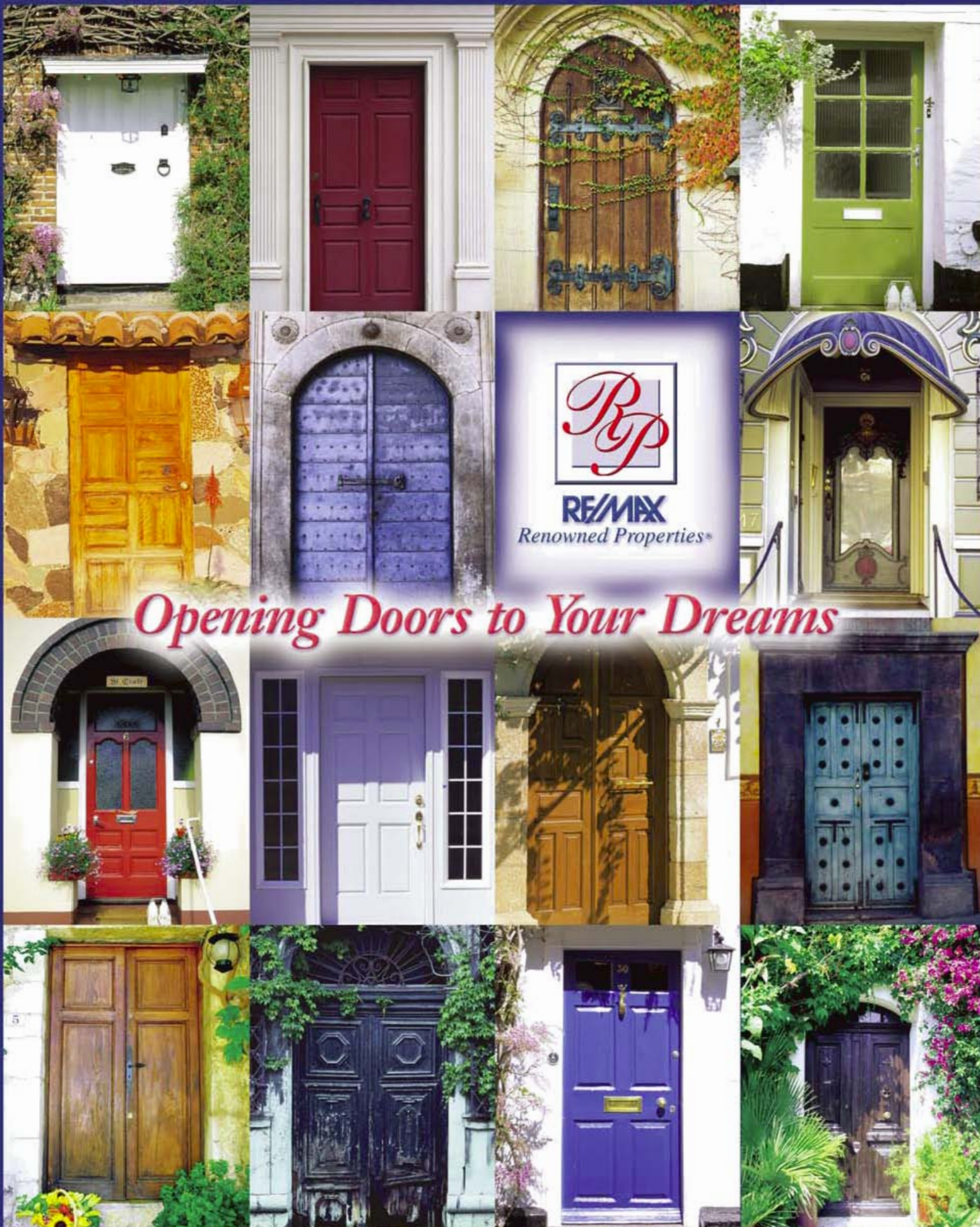
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Grace, Elegance and Style **BRYN MAWR PENNSYLVANIA**

Stone Manor home, impeccably restored and filled with original architectural elements, including high ceilings, fireplaces and garaging for six-plus cars, plus a barn with spectacular guest accommodations. Enjoy terraces, walled gardens, a pool and a total of 32 acres of magnificent, gently rolling open land, surrounded by mature woodlands. Price upon request.

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Gorgeous European Design **SIMSBURY CONNECTICUT**

Perched on the hillside with scenic views, this luxurious property offers superior craftsmanship and the finest qualities throughout. Located within an exclusive area of fine homes, this estate features a cobblestone circular driveway, a grand foyer with a divided curved staircase, approximately 7,000 square feet and seven bedrooms. Price upon request.

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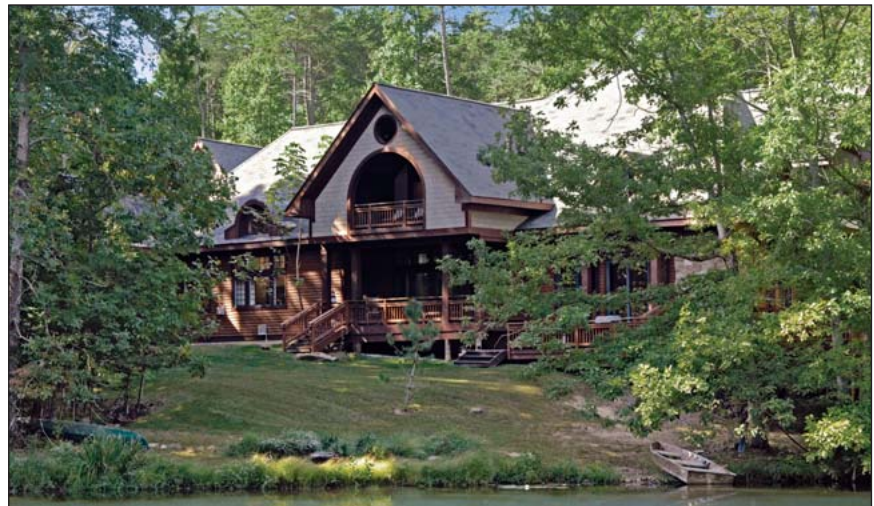
Brigadoon VI **CLIFTON VIRGINIA**

One of the best values on the market, built for \$5.28 million three years ago, the Brigadoon VI has been featured in magazines as an "architecturally" designed and decorated showplace. Enjoy four-side hand-sculpted stone with Hardiplank and copper gutters. This 13,800-plus-square-foot home includes seven bedrooms and seven baths. The luxury and detail taken in the professional design of this home begins the moment you step through the entrance. The interior features include 12-foot ceilings, a chef's kitchen, and a second kitchen in the finished lower level. The master bedroom includes a breakfast bar and sitting room. Extensive custom plaster and wood molding are featured throughout the home. \$4,500,000.



Craftsman-Style Home **CLIFTON VIRGINIA**

The Craftsman-style home is nestled between two ponds on 5 acres with wildlife abounding. The large stone and cyprus plank home with a contemporary flair and a grand manor roof features an interior that has been constructed with nothing but the highest quality materials. Enjoy natural beamed ceilings, wide plank Brazilian cherry hardwood floors, hand-carved transoms, walls of glass, beamed cathedral ceilings, a wine cellar, catering kitchen, indoor lap pool, hand-quarried stone patios and a Koi pond. The gourmet kitchen boasts granite counters, cherry cabinets and upgraded appliances. The three-car garage features an apartment with a kitchen on the upper level. Enjoy the peaceful, rustic views from each porch that surround the home. \$2,750,000.



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Grand Estate Homes **GREAT FALLS VIRGINIA**

M & A Custom Homes, one of the finest custom home builders of McLean and Great Falls, is now offering seven new homes. This premier community will offer the finest in grand estate homes. Twelve-foot ceilings, plaster molding, and four-car garages are just some of the standard features of these all brick and cast stone homes. Other features include marble foyers, Sub-Zero refrigerators and Viking ranges, Marvin Architectural Series windows and steam showers with body sprayers. The houses offer 10,000 to 15,000 finished square feet on three levels with a media room on the lower level with a bar, exercise room, bedroom and two baths. Enjoy five bedrooms with five baths on the upper levels and appointments that are elegant and tasteful throughout. From the low \$3 million-range.



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The Schmidlapp-Humes Estate **MILL NECK NEW YORK**

On nearly 43 lush, majestic landscaped acres, the Schmidlapp-Humes Estate is home to some of the oldest trees on Long Island. The property plays a gracious host to two main houses, four private homes, two carriage homes, 14 garages (in five locations), a four-horse stable house, one tennis court, two pools, a 2,300-square-foot pool house, two cabanas and an 800-square-foot wine cellar. The 8,400-square-foot Colonial located on the property once was home to the former U.S. Ambassador to Austria, John Portner Humes Sr., and his wife Dr. Jean Schmidlapp-Humes. Built in the 1770s, a 22-room mansion known as Rumpus house features an 800-square-foot living room, a banquet-sized dining room, seven bedrooms, seven full baths, six fireplaces, maids' quarters and exquisite views of a private pond. The English garden at Rumpus House features a stone fountain and ornamental statues. The second main house of 6,100 square feet offers a spacious living room, formal dining room, a study, two master suites, four bedrooms, five and one-half baths and two fireplaces. The Rose Cottage, built in 1963, sits nearest to Rumpus House, and its 1,900 square feet consist of a living room with fireplace, a kitchen, two master bedrooms, two baths, a lower level and a private guest studio with bath. Built during the 1900s, the stable house offers 5,500 square feet, including a living room, loft area, kitchen and three bedrooms. The 3,600-square-foot garage house has two separate apartments, each with its own living room, kitchen, six bedrooms, and two two-car garages. Price available upon request.

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Gracious Colonial **LLOYD HARBOR NEW YORK**

This spacious and charming center hall colonial features six bedrooms, four and one-half baths, two fireplaces, front and back staircases, an oversized living room, eat-in-kitchen and a family room with walls of glass overlooking a patio and very private backyard. Situated on 2-plus lush acres in School District #2 and only minutes to the Cold Spring Harbor Railroad. Private beach and mooring. Country living at its best! \$1,550,000. RE/MAX North Shore, call Antoinette Steo, 631.549.2600, Ext. 812.



Beautiful Lake Home **KEUKA LAKE NEW YORK**

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Breathtaking Views **SYRACUSE NEW YORK**

Panoramic 360-degree breathtaking views from this quality-built 6,200-square-foot home in the beautiful Syracuse area of upstate New York. This home has all the bells and whistles, plus five bedrooms, four full and one-half baths, two family rooms, two kitchens, a work-out room and much more. You can be the "King of the Hill" in the subdivision on more than 2.7 acres. Only \$775,000. RE/MAX Masters, Peter Babbles, broker/associate, 315.487.1234 or peterbabbles@realtor.com.



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1926 Oceanview Villa VENTURA CALIFORNIA

One of the first homes built in Ventura's Hobson Heights, this home offers approximately 5,163 square feet, including a separate two-story guest house. The main house has four bedrooms, three baths, a library, den and elevator. Lush grounds include approximately 17,685 square feet on a corner lot with a pool, spa and sauna. Virtual tour on Web site. \$2,800,000.



Exclusive Hobson Heights VENTURA CALIFORNIA

This custom home with panoramic ocean and island views has more than 4,000 square feet with three bedrooms and three full and one-half baths. There are two fireplaces, two family rooms (one with a pool table area), a media area, and a full wet bar located close to the pool and spa. There is a large master suite with a viewing deck and a three-car garage. \$1,995,000.

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Gorgeous Views GREEN BROOK NEW JERSEY

This charming custom-built home on almost 4 acres offers gorgeous views from every window. Enjoy five large bedrooms, three and one-half baths, a kitchen with Corian countertops, master suite with walk-in closet, marble bath with Jacuzzi tub and a walk-out balcony. This home also features a circular paver driveway with an oversized three-car garage. \$1,100,000.

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HUMBER VILLAGE NEWFOUNDLAND

Nestled on a 2.7-acre riverfront lot, this estate property represents the finest Humber Valley has to offer. This 4,200-square-foot home is architecturally designed with casual and formal living spaces throughout and features soaring ceilings, quality interior finishes and extensive upgrades and 333 feet of waterfront. Experience a resort area that is home to world-class skiing, salmon fishing, golfing, snowmobiling and other year-round outdoor activities. An opportunity to own a turn-key home or resort property. \$995,000 CDN.

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Santa Barbara Lifestyle

SANTA BARBARA CALIFORNIA

Located in beautiful Santa Barbara, this 5.33-acre parcel is the last of 11 that make up this private neighborhood. All others have been developed into private 5,000- and 6,000-square-foot custom homes surrounded by citrus and avocado orchards. Formerly the Calvetto avocado ranch, this gated, ranch-style neighborhood has unobstructed ocean, foothill and mountain views and is just minutes from downtown Santa Barbara and our own commercial airport. Build your own custom home with space for a pool, tennis court, accessory building and still have room for your own fruit-bearing orchard. This location is truly one-of-a-kind in a serene and rural upscale private neighborhood. Offered at \$2,600,000.

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Upper East Beauty SANTA BARBARA CALIFORNIA

This graceful home is located in the Upper East, one of Santa Barbara's most desirable neighborhoods—private, yet close to downtown. A 2002 remodel included a brand new two-car garage, a 40-year roof, and new stucco, interior and exterior paint. There are new baths including all high-quality fixtures, new hardwood floors, windows and a security system. This three-bedroom, two- and one-half-bath home is an excellent value at \$1,629,000.





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Distinctive Home in Bonnie Brae **DENVER COLORADO**

Highly sought-after Bonnie Brae location. The 3,876-square-foot floor plan boasts architectural finesse offering spacious, open and sunlit rooms, perfect for hosting parties. The five-bedroom, four-bath home includes a master suite with a fireplace and coffee bar, a study, finished basement with beverage bar and family room. Relax on the covered patio. \$799,000.



Golf Course and Mountain Views **CASTLE ROCK COLORADO**

Brand-new construction in a gated community situated on the 8th green with sweeping mountain views, this home offers luxury finishes including all-natural stone, tile and granite. It has 4,767 square feet, five bedrooms and four baths surrounded by 12,324 acres of open preserve, yet is conveniently located near Denver Tech Center and downtown Denver. \$1,349,000.

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Columbia River Retreat **ST. HELENS OREGON**

This spectacular waterfront home offers a private 50-foot boat dock. Enjoy the luxury resort feeling of this property nestled in the trees with stunning 180-degree panoramic views of the Columbia River, mountains, Sand Island and a nearby marina. Located just 30 minutes to Portland and within walking distance to Old Town for shopping and tourism. Price upon request.

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Exceptional Oceanfront **BRITISH COLUMBIA CANADA**

This property features super-spectacular low-bank oceanfront acreage with year-round dock and exceptional ocean views! This elegant country home is a true joy with many unique features including six bedrooms, six baths and a separate ocean-side guest cottage. Beautiful and totally private, this property also offers an orchard, forest trails, a studio/workshop and easy-care landscaping. Experience all-day sun with S/SW/W exposures. \$5,270,000 CDN.



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Contemporary Jewel **BRITISH COLUMBIA CANADA**

This spectacular oceanfront property in two titles offers a wonderful beach and a beautiful West Coast contemporary jewel. The four- or five-bedroom, five-bath home offers ocean-side living and dining, a country kitchen, guest wing, studio/office, and a lovely en suite master bedroom with superb views. Also features an exceptional separate studio, "boat house," boat ramp, Japanese garden and a double garage. An artist's dream, your reality! \$3,500,000 CDN.



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Outer Banks Oceanfront Retreat DUCK NORTH CAROLINA

With the Atlantic Ocean as a backyard, this exquisite home is located just steps from the Currituck Sound on the scenic northern Banks and in the prestigious neighborhood of Sanderling. Enjoy unparalleled views of the ocean and sound from every room of this spacious home. An open-living floor plan with five bedrooms and a den offer ample room. Direct ocean and sound access, boating, community pool and tennis and walking trails are all included. \$2,100,000.



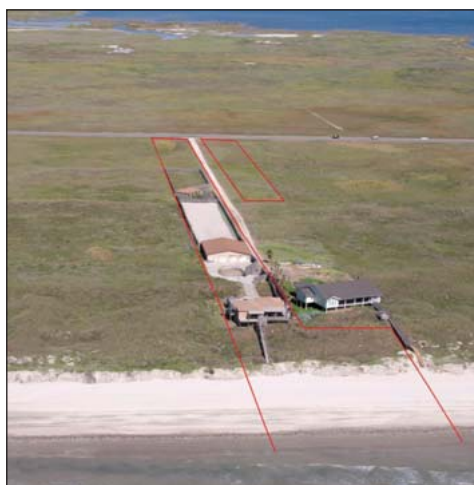
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Elegant Oceanfront Penthouse JACKSONVILLE BEACH FLORIDA

Outstanding design and breathtaking views are just a few features this extraordinary four-bedroom, three and one-half bath oceanfront penthouse has to offer. The home boasts more than 3,740 square feet of spacious, custom luxury and is located on the top floor of one of the First Coast's newest and most prestigious high-rise condominiums. \$2,500,000.

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Panoramic Beach and Water Views **SARASOTA** FLORIDA

Enjoy the gentle gulf breezes and beach and water views from this custom home designed for entertaining and Florida lifestyles on deep sandy beach. Great-room open plan with 3, 4 or 5 bedrooms depending on your needs or use one for office/library and exercise room. Gulf front lanai with pool and spa. Nick Herron, 800.789.6580 or www.nickherron.com. \$3,970,000.



Magnificent Bay and City Views **SARASOTA** FLORIDA

Mediterranean home with bay and city views in gated community. Amenities include a terrace overlooking the pool and lush landscaping, limestone floors, imported Italian tile, an elevator, indoor/outdoor speaker system, a library, art studio, updated kitchen, pavers on the drive and pool area. Minutes from downtown. Bridget Spiess, 941.954.5454. \$2,575,000.



Sarasota 10-Acre Estate **SARASOTA** FLORIDA

High tech meets nature! This custom-Mediterranean in an equestrian community has 4 bedroom suites, 2 offices, 4 garages, a guest house, a heated courtyard pool, romantic three-story tower, a fountain, a rose garden and high-speed internet in all rooms. Live and work in paradise! Jean Brewer, 800.450.4375. \$1,975,000.

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ULTIMATE HOMES ON THE RANGE

A guide to premier farm and ranch living.

No Horsing Around

Despite development pressures, horse farms are still serious business in Kentucky.

BY FRANCES MAGUIRE PAIST

A acres of lush greenery and miles of white fences show an equestrian elegance belying the reality that horse farming is a complex business carrying great risk. Getting from speculation to success can cost millions and exact a high toll. Called the "horse capital of the world," Lexington, Ky. wears those words well.

Indeed, it's the very rural nature, says Bill Bell of Justice Real Estate, which makes the city so special. "Horse farms are everywhere, as close as five to 10 minutes outside the city." Adds Bill Justice, owner of Justice Real Estate, "Lexington is becoming more and more desirable to people in the horse business as well as to those who want to be in the horse business, and it has acquired a worldwide reputation for excellence."

Located in central Kentucky's Bluegrass Region known for its thoroughbreds, Lexington is a city where they are bred, foaled, trained, bought, sold, raced and retired. But such distinction doesn't mean the city hasn't fought the fight of residential development. In place to protect the hundreds of acres of horse farms are several legislative efforts such as the 1958 establishment of an urban services boundary that has kept most residential development close to downtown and the 1999 minimum lot size

increase for homes built outside the boundary from 10 to 40 acres. In 2000, Fayette County began its Purchase of Development Rights Program in which farmers are paid the incremental difference between the agricultural-use and market values of their land and in return give up land development rights in perpetuity, an agreement that lives on even if there is a deed transfer. And in mid-2005, the World Monument Fund placed the inner Bluegrass Region's 1.2 million

acres on its list of most endangered sites.

Such legislation certainly protects the land, in this case, it also works to preserve a lifestyle, but not without controversy. "There are those who think of horse farm owners only as wealthy dilettantes," says Arnold Kirkpatrick of Kirkpatrick & Company, "and that's simply not true. Horse farm-



In Lexington, Ky., the Hipp Farm's principal residence has a 100-year-old Greek Revival core with additions of two single-story wings, a gym and a garage.

Most Expensive Estate Farm on the Market:

Black Diamond Farm

This 63-acre estate features a 31,000-plus-square-foot manor house with six bedrooms, a 20-stall barn and a gourmet New York-style kitchen. \$14 million.

Luxury Price Range:

It is customary to price farms by the acre. Typical prices for a working horse farm of 100 to 300 acres would be \$15,000 to \$25,000 per acre. Although generally not evaluated by the acre, if done so, estate farms would start at \$50,000 per acre and go to well in excess of \$100,000 per acre.

ing is serious business, and the naysayers don't know what it takes to maintain a horse farm adequately."

Says Kirkpatrick, "There are essentially two types of horse farms in and around Lexington, the actual working farms and the estate properties." The latter falls into the category of a "gentleman's farm," and properties like Hipp Farm (93 acres listed for \$7 million) offer magnificent houses and nice stables that work well for private use. He says working farms should emphasize good fencing and land, clean water and safe barns that are well-built and properly ventilated.

Regardless of property type, all the Realtors interviewed say the equestrian market in and around Lexington is thriving. Says Kirkpatrick, "After 9/11 and corporate debacles like Enron, I was concerned that perhaps there would be trouble in the real estate market with a resulting hesitancy to invest. Conversely, though, those very occurrences seem to have encouraged people to invest in something of substance."

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National Bicentennial Farm! The land was acquired by Jonathan Eastman in 1767 and remained in the family for 7 generations totaling 233 years until the millennium. The most recent steward of the property has accomplished an exceptional renovation to the 1820 homestead in the Mettowee Valley just 3 miles north of the Dorset Green. Private half-mile frontage on the Mettowee River; Hagar Brook waterfall, 100 open acres, substantial outbuildings. *Exclusive \$2,200,000*



Dorset Green Peak Orchard

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This Dorset antique cape retains its original pre-Civil War grace, charm and fine architectural details while stepping up to today's comforts and lifestyle. The spacious foyer introduces open, airy, sunny rooms that walk out onto lovely screened porches, terraces and walkways revealing striking mountain views. Welcome friends or relatives to the separate in-law/guest wing. Historic Dorset Village is within walking distance; near Dorset Field Club. *Exclusive \$889,000*

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IVY ESTATE

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Beautifully detailed contemporary home offers many great architectural features including spacious living areas and large windows with panoramic Blue Ridge Mountain view! Large living room with fireplace, formal dining room, efficient kitchen, study, family room, screened porch. \$1,250,000.



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Superb 4,936 sf solid stone residence, circa 1929, on 1.2 acres expertly landscaped site, spacious rooms with large master suite, wood paneled family room, spacious eat-in kitchen, large terrace, screened porch, separate 2 bedroom guest home. \$3,495,000.



EAGLE HILL

202 Acre estate only 7 miles NW of Charlottesville. Elegant European style manor home with double-tiered gallery, privately situated on commanding high ground with magnificent panoramic views of the Blue Ridge Mountains. Complete equestrian facilities (over 40 stalls), indoor arena, office, guest house, manager's house, pool and poolhouse.



BELMONT

Historic circa 1735 manor home on 23 acres in the heart of Keswick Hunt Country, 6 miles from Charlottesville & UVa. Four bedroom residence has many upgrades (new kitchen, master suite, copper roof) yet retains its traditional charm with heart pine floors, spacious rooms, high ceilings. Guest cottage, panoramic views of the Southwest Mountains and Monticello. \$2,950,000.



MAXFIELD

37+ Acre estate in the renowned Keswick Hunt Country. Circa 1764 renovated manor home with 3,247 square feet, handsome interior woodwork, hardwood floors, 5 fireplaces. Dependencies include a tenant house, stable, kennels, bank barn, gently rolling land is fenced and cross-fenced, creek, pond, access to excellent riding trails. \$1,595,000.



EASTERN VIEW

Circa 1856 manor home and outbuildings on 275 acres in the Green Springs Historic District. 3,000 Square feet, 3 bedrooms, 3 baths, 6 fireplaces, high ceilings, spacious rooms, heart pine floors. Lush pastures, 2 barns, abundance of water, mile+ of state road frontage, pastoral and Blue Ridge views. Only 20 minutes from Charlottesville and 40 minutes to Richmond. \$2,950,000.



PRESQUE ISLE

Circa 1813 early Republican style home with 4-over-4 plan, fireplace in each primary room, original heart pine floors, high ceilings. Original brick slave quarters, blacksmith's shop, tenant houses, barns & outbuildings, all on 135+ private acres. Less than 1.5 hours from Washington DC. \$2,950,000.

For color brochures on these and other fine Virginia properties, contact:

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3.65-ACRE MASTERPIECE

McLean . Virginia

UNIQUE, ONE-OF-A-KIND OFFERING—Built in 1986, on 3.65 wooded acres by Chick Cullinane, this beautiful all-brick traditional Colonial home is nestled minutes from Washington, D.C. This stately home offers four bedrooms, four full and one-half baths, five fireplaces, a large dining room, exquisite living room and a cozy library with built-ins. Enjoy magnificent hardwood floors throughout the upper two levels and unmatched woodwork throughout. The master suite boasts a fireplace, hidden walk-in closets and a spectacular bath. Walk-out basement includes plenty of room for entertaining, a “pub style” full wet bar, mirrored exercise room and more. Quaint slate patios and an elegant pool complement nature’s beauty outside. This lovely home has it all; spacious rooms, perfect location, beauty and elegance! Offered at \$3,399,000.



10.65 ACRES WITH GORGEOUS WATER VIEWS

Great Falls . Virginia

UNIQUE, ONE-OF-A-KIND OFFERING—Gorgeous water views from this spectacular wooded 10.65-acre lot in Great Falls. Enjoy sweeping views up and down the Potomac River! Located in the perfect place to build your ultimate “Unique Home,” it can be subdivided into two separate lots. This amazing 10.65-acre lot is offered at \$4,600,000.

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REIDMONT FARM

The Blue Ridge Mountains unfold in splendor from this 72-acre farm in Free Union. The home, set amongst old oaks, is beautifully maintained and well appointed with a large living room, dining room, eat-in kitchen and 3 large bedrooms plus a home office; all of which enjoy the great views. The patio overlooks a lovely back yard with views of Buck Mountain. A nice 8-stall barn, equipment shed, and many fenced pastures complete the improvements. The high meadow with great views offers room for another home. \$2,750,000.



4610 PELHAM

Built with the choicest materials and attention to detail, this handsome, new construction home exudes comfort and elegance. A floating curved staircase welcomes you to this French chateau-style home which rests on 5 acres with magnificent views. Gorgeous 1st floor master, superb kitchen, bold 5" crown moldings, and French doors with transoms opening to brick patios can only begin to describe this superb property. \$1,085,000.



LANGELEIGH FARM

This 52-acre horse farm occupies an incredible setting at the foot of the Blue Ridge. The breezy, light filled home features a flexible floor plan and a charming log cabin overlooking a lake with white sand beach. A 4-stall center aisle barn, riding ring, equipment shed, workshop and board fenced pastures complete this equine facility. \$2,250,000.



COBHAM PARK

980 acre estate comprised of lush meadows and deep hardwood forest in the heart of Keswick Hunt. Described by the Virginia Historic Landmarks Commission as "one of the best preserved and most beautifully sited ante-bellum estates in Virginia." Elegant Georgian Revival brick manor, ca. 1856, with 6200 sq. ft.; 12 large and beautifully proportioned rooms with exquisite detailing, 10 fireplaces. Miles of trails, barns, conservatory, secondary homes, lake and formal gardens.



WINDHOLME

235 acre estate and horse farm that for many years was the private domain of one of the nation's most noted art collectors. Completely renovated, exquisite 18th c. manor with charming cottages, manager's house, office and superb horse facilities. Set amidst beautifully rolling meadows with panel fencing and magnificent hardwood forests. North of Charlottesville in an area of exquisite country estates.



FREE UNION FARM

This Virginia farmhouse was designed with features such as a wraparound front porch, high ceilings, and wood floors throughout. The bright kitchen with its own covered porch adjoins the family room and the home is surrounded by Blue Ridge views, mature boxwoods and flowerbeds. And a "carriage house" garage is included. \$1,285,000.

For a closer look at the above properties and for our Buyer's Guide to Fine Charlottesville area real estate please contact:

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OAK GROVE, c. 1854 - Historic brick mansion, fully restored with 10' ceilings and heart pine floors. The home is situated on 143 park-like acres 30 minutes from Charlottesville. About 45 acres are fenced and in open pasture. Includes a pool, shop/equipment shed and barn. \$2,500,000



MILL HILL - On the North River off Mobjack Bay in historic Gloucester County. Restored early 18c. home on 2+ landscaped acres with 610' of waterfront. Dependencies include a pier, guest cottage and boat house. \$1,495,000



LONE OAK FARM - 1392 acres of rolling, partially open land in southern Albemarle Co. Private building sites with panoramic Blue Ridge Mountain views, 3 ponds and several strong streams. Several cottages are available for tenants or staff. \$8,500,000



CHELSEA, c. 1900 - 2000 s.f. huntbox in the Somerset area of Orange Co. north of Charlottesville on 14 acres. Private setting with in-ground pool, gazebo, barn w/ 1200 s.f. apartment, paddocks and shed. \$759,500.



SEVEN OAKS STABLES - A 36-acre turnkey horse farm near Charlottesville, VA. This state-of-the-art property features complete equestrian facilities. Includes a beautiful building site with mountain views for a future manor home. \$995,000

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Elkton . Virginia

This successful equine operation is located on 254 private acres adjacent to Shenandoah National Park. It is a true working ranch featuring a 22-stall breeding barn, 11-stall trail barn and many other farm improvements. \$3,700,000.



Fredericksburg . Virginia

This manor house on 9.6 private acres is only 15 miles from downtown Fredericksburg. The 4,130-square-foot house has four bedrooms, four and one-half baths, a family room with a fireplace and a two-bedroom guest house. \$1,200,000.



Charlottesville . Virginia

Enjoy gracious city living in a handsome three-bedroom Georgian residence designed by renowned architect Milton Grigg. The stately 1941 home includes a guest house with a bedroom, bath, kitchen, den and garage. Convenient to unique shops, restaurants and UVa. \$1,195,000.

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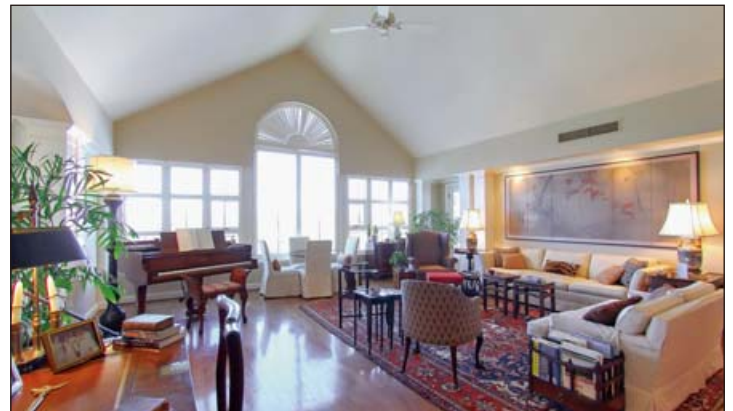
Afton . Virginia

This lovely 26-plus-acre property features a large farmhouse, two studios, a pool with a spa and a pool house, large five-stall barn, an old furnace house, a pond, two streams and frontage on Stockton Creek. \$1,990,000.



Arrington . Virginia

Fly fish, canoe, or kayak on the Tye River at the perfect weekend retreat on 32 acres. Features include a two-bedroom log cottage with a loft, a wraparound deck with a hot tub, a covered porch, private boat launch and 900 feet of river frontage. \$875,000.



Charlottesville . Virginia

This 2,528-square-foot penthouse includes two bedrooms, a living room, three full baths, a dining room, a study with fireplace and laundry. Enjoy full-service amenities, including a restaurant, pool, fitness center and chauffeur service. It has additional storage room and underground parking. \$890,000. Under Contract.

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Mulberry

Middleburg, Virginia

True Middleburg location, minutes from town, surrounded by large estates. Stately brick Georgian Circa 1965, completely updated and enlarged by current owners. 4 bedrooms, large studio, 6 full baths, 7 fireplaces, paneled library, spectacular entrance hall, exquisite detail throughout, high ceilings, lovely molding. Improvements include 22x50 inground pool, new pool house with kitchenette, spa, and entertainment area, 3 stall barn, brick tenant house. 75 gently rolling acres, with 35 acres of potential pasture, landscaped lawns with sweeping views of the Blue Ridge Mountains. \$4,200,000.



Morven

Markham, Virginia

Morven is a meticulously restored neoclassical house, stucco over stone begun in 1819. A two-story addition includes a kitchen with fireplace and seating area. Situated on 62 acres of open pasture and paddocks. Improvements include 4-stall barn with heated tack room, laundry, and wash stall. The original brick kitchen has been turned into a comfortable guest house. Close to many hunt territories. Listed on the National Register of Historic Places. Additional land available. \$2,800,000.

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Longfield

Middleburg, Virginia

Built in 1986, stone house with slate and metal roof, 4 bedrooms, 4 1/2 baths, 3 fireplaces, hardwood and onyx floors, and rear flagstone terrace. 96.73 gently rolling, mostly open acres with mountain views. Improvements include a 5-car garage, inground pool and spa, and cattle barn. \$4,400,000.



Brookside

Millwood, Virginia

Beautifully restored Georgian style house built circa 1780. A substantial clapboard dwelling on 5 sheltered and quiet acres, Brookside is the oldest house in historic Millwood. 4 bedrooms, 5 baths, 7 fireplaces, central A/C. Creek on property. Additional 1700 sq. ft. building can be used as office or shop. \$899,000.



Tallwoods

Delaplane, Virginia

Charming stucco home in wooded setting in Delaplane on 11 very private acres. High ceilings, and large windows fill the house with natural light. Living areas and master suite are located on the main level with generous room sizes and lovely millwork. \$990,000.



For additional information on this exclusive property, please contact

Cyndi Merritt

and Enjoy the Experience!

Direct 804 237 8558 / Toll Free 877 282 5901

Email: ask4cyndi@kw.com

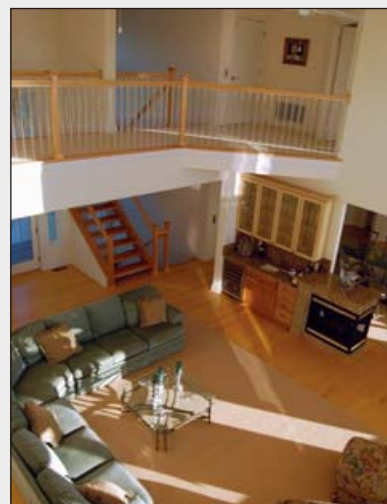


Westfield on the Bay **Price Upon Request**

Incredibly rare opportunity to acquire this private luxury estate located on the secluded Eastern Shore of Virginia. This Contemporary Lindal home is an ideal investment for your family compound, a corporate retreat, or weekend hideaway. Stunningly beautiful views of the Chesapeake Bay are indisputable from one of your many verandas or 300 feet of beachfront nestled in the 5 acres surrounding this gorgeous sanctuary. Indulge yourself in the finest amenities abounding throughout



the 6,000+ square feet of gracious living space. An elevator will lift you and your spirits to the 3rd level master retreat where you can sit by the fireplace and watch the ships pass by, soak in your Jacuzzi by candlelight, or hit the steam shower after a long walk on the shore. Your guests will enjoy their own private spaces following an evening of entertainment in the billiard room, the poker room or dining on a gourmet meal served from a kitchen that any chef would appreciate.



For additional information on this exclusive property,
please contact Cyndi Merritt and Enjoy the Experience!



STONE MEADOW FARM Floyd . Virginia

This 26.47-acre farm is in the mountains at the Blue Ridge Parkway. It is less than one hour to Virginia Tech, Roanoke, Smith Mountain Lake and Winston-Salem. Privacy enhances this ideal location for horses. Features include six fenced acres of pastures, two ponds, a brook, two barns, stable and an equipment shop. The 12-room main house offers 4,347 square feet, a spacious master suite, three full and one-half baths, a great room, large kitchen, dining room and a family room. The floors are gleaming hardwood and ceramic tile downstairs with Berber carpet and hardwood upstairs. Enjoy three gas fireplaces, a cozy sitting room with a wood burning stove, central heat and air, a deck and screened porch that adjoins a private patio, and an immaculate 1,296-square-foot ranch-style guesthouse. Maintenance services available. \$850,000.

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GRACIOUS HISTORIC HOME Greenville . Georgia

Entertaining is part of the real joy of owning this home with oversized rooms, a garden-side swimming pool and 20 lush acres to ride horses. Award-winning architect, Jim Strickland designed this five-bedroom, four- and one-half-bath home of incredible beauty. Rooms of note include a picture perfect sunroom, an inviting parlor and formal dining room. There is also a stable with five stalls. \$1,200,000.

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Location, location, location—Just steps to the water's edge, this one-of-a-kind contemporary home boasts a permanent view of the Gulf of Mexico. Gratify a crew with two master suites, guest bedroom, bunk room and four baths to comfortably accommodate 16. Outdoor ocean-side living abounds on the wraparound veranda, covered poolside patio and rooftop deck with wet bar. Totally remodeled in 2004, Dos Suenos' design includes first-class amenities and furnishings for perfect coastal living. Incredible rental. www.tgreo.com/DosSuenos. \$1,200,000.

ISLA, RICA WOMEN AND OWNER'S HOME

Come to paradise to own and operate two successful retail stores and live in the adjacent owner/artist's delightful three-bedroom, three-bath home. Isla and Rica Women, located on uptown Padre Boulevard, has successfully satisfied customers for 18 years with their unique, out-of-the-ordinary combination of "fun-n-funky" trademarked, and upscale clothing, shoes, accessories and gifts. The owner's home showcases a comfortably clever design and an authentic sense of style complete with rare vintage appointments. www.tgreo.com/IslaRicaHome. \$2,700,000.



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Lake Travis . Texas

This spectacular gated waterfront estate on 1.62 acres is located in desirable Barton Creek Lakeside. This stunning home features a fabulous indoor pool, four bedrooms plus separate staff/nanny quarters, a spacious game room, study, formal and informal dining plus alfresco dining and a three-car garage. Outdoor living is heavenly with terraced grounds leading to the shores of Lake Travis. The main-level patio enjoys lush landscaping, mature trees and a tranquil pond. Steps lead down to a covered deck with hot tub and boat dock. Residents enjoy 24-hour gated security and a lakeside marina in addition to golf on one of the most scenic courses in Texas. \$1,750,000.



Austin . Texas

Experience majestic sunset views overlooking the 11th green and 12th tee of the championship Hills of Lakeway golf course from this exquisite home. Quality appointments and painstaking attention to detail throughout this showplace include granite, extensive tile flooring and hardwoods, a gourmet kitchen with top-of-the-line appliances, an elevator, a spacious game room, luxurious owner's suite, exercise room, three-car garage and spectacular outdoor living areas. Residents in this prestigious community enjoy 24-hour gated security, two championship Jack Nicklaus-designed golf courses, tennis, an exercise facility, pools, a community park and beautiful Lake Travis nearby. \$1,095,000.



Austin . Texas

This exquisite home with incredible details and quality finish-out offers a fabulous floor plan with approximately 6,000 square feet that features a spacious game room with a wet bar, gourmet kitchen, granite, natural stone, hardwoods, travertine, wrought iron and so much more. Outdoor living is terrific with alfresco dining, a heated pool, waterfall and spa plus incredible hill country views. \$1,289,000.



Lake Travis . Texas

This fabulous new home in an exclusive gated community along the shores of Lake Travis is situated on two building sites to protect the view. Features a great floor plan with three bedrooms, a spacious game room, great room with fireplace, luxurious owner's suite on the main level, gourmet kitchen, granite, upper and lower viewing decks and exquisite finish-out. \$749,500.

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Austin's Barton Creek Resort and Club

CUSTOM-BUILT AND SITUATED on five lots, this approximately 4.5-acre property is located on the famed Crenshaw golf course in the hills of Austin, Texas. Complete with grand Hill Country views, this home has extraordinary quality with custom-crafted flooring, metal work, cabinetry, windows and finishes, as well as a dream kitchen equipped with state-of-the-art appliances for the serious cook. Caterers will appreciate the second caterer's kitchen. In addition, there is a banquet-sized dining room, library and his-and-her offices with built-ins. The rooms are grand-sized with volume ceilings. Many of the living areas have cozy reading rooms and

Rumsford fireplaces, and there are state-of-the-art computer and music systems wired throughout. The home includes a 1,500-bottle controlled temperature wine cellar and a two-bedroom guest apartment. A seven-car garage contains a full shop for the car enthusiast. The estate is an entertainer's paradise with a large game room, manicured grounds, outdoor living areas with a fireplace, covered porches across the back, an outdoor kitchen for barbeques and cookouts, and a resort-style pool. The pool has a beach entry, a deep diving well and a cabana with a snack bar area. This is truly a one-of-a-kind home in an exclusive gated community. Price upon request.



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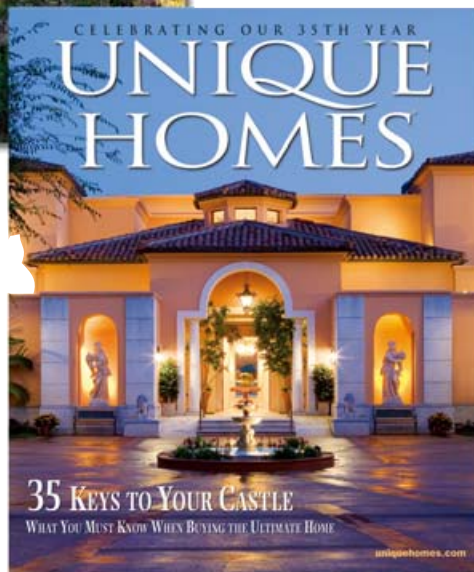
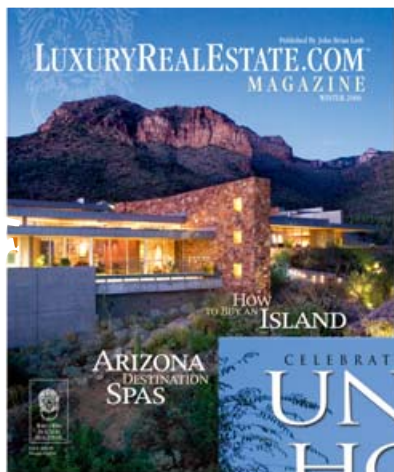
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HILL COUNTRY ESTATE NEAR LAKE TRAVIS

Austin . Texas

This one-of-a-kind, extraordinary, gated 35-acre private estate is conveniently located a short drive from the city of Austin, overlooks the new Flintrock Falls Golf Course and Lakeway and is part of the acclaimed Lake Travis ISD.

Built in 2002 on one of the highest points, this single-story builder's personal home features exquisite interior and exterior stonework, antique longleaf pine floors and trim, a separate fitness center with sauna, a five-car garage, expansive covered porches and outdoor living areas overlooking a large negative-edge pool with spa. A separate guest house down the hill from the main residence includes a large office, six custom horse stalls, tack room and riding arena. Creeks run throughout the property, forming beautiful water holes and grottos, enhancing the wildlife habitat.

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Will consider ranch trade or will sell 23 acres (approx.) with guest house, horse barn, arena, equipment barn, trinity water well and caretaker's quarters. AG/Wildlife tax exemption. Offered at \$2,200,000.


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Vanessa was born and raised in Beverly Hills as the daughter of film producer Kurt Neumann and best-selling author Lynn V. Andrews. During her nearly 10 years in the Dallas/Fort Worth area, Vanessa has developed an intimate and unique knowledge of the Texas luxury market. She specializes in marketing and locating magnificent properties for buyers and sellers. Her success has been based on integrity, service and results! Pages 34-36



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Doug & Mary Land are brokers and owners of Land-Bishop Sotheby's International Realty and were recognized as one of the top 50 Realtors by the Austin Business Journal. They specialize in luxury homesites in Austin and the surrounding lake areas. Page 246



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Page 28



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Current president of AvenueOne Properties, a boutique firm specializing in executive properties in the Austin area. Carol has worked in Austin real estate for 25 years. She enjoys introducing newcomers to the finer residential neighborhoods, along with marketing them. She is a member of Christie's Great Estates and Leading Real Estate Companies of the World. Page 247



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Mary has lived in Austin for 25 years. After selling a well-established business, she joined Keller Williams Realty as a broker associate in 2000. In just five years, she has achieved the prestigious Austin Elite 25 status for 2004 and 2005. She has been named one of Austin Business Journal's Top 25 in Austin Real Estate for 2004. Page 243



Karen White

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karenwhite@kw.com
Karen has been licensed in Real Estate for more than 20 years and is a consistent multimillion-dollar producer. She is a member of the Institute of Luxury Homes and currently serves on the Agent Leadership Council board for Keller Williams Metropolitan. Specializing in prestigious properties in Houston and surrounding areas, Karen's years of experience, dedication, sales and marketing excellence in every transaction are the keys to her client satisfaction. "I look forward to working with YOU!" Page 249



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Marilyn Hoffman has sold some of the world's finest estates and ranches, including a \$30 million Texas ranch, the most beautiful home in Kentucky and the Circle C Ranch in Marin County, Calif. She was awarded the Superstar Award for setting a world record in real estate. Her Dallas sales include the Lee Trevino estate, the Mary Kay estate, the Don Meredith estate, the Hugh Prather estate, the Troy Post estate and a 15,000-square-foot Park Cities estate. Pages 34-36



Angie Yarbrough

Hoffman International Properties
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AngieYarbrough@aol.com
www.AngieYarbrough.com
Angie is the director of the new East Texas office of Hoffman International Properties. Hoffman International is the only real estate company in the world to promote its listings at the world's top events, such as the Thailians Ball in Los Angeles, the March of Dimes in Palm Beach and the Cattle Barons Ball, where a purebred Arabian mare donated by Hoffman International topped the auction at \$15,800. Angie has sold some of the finest homes and ranches in Texas and is currently offering the Swann Ranch in East Texas. Pages 34-36

THE 35 THINGS YOU SHOULD KNOW

continued from page 48



**BEFORE BUYING
A LUXURY
HOME**

- 21** Don't make personal property part of the contract. Create a separate agreement. Too many deals fall through because of an armoire or chandelier. Make sure you understand what remains and what doesn't and that it is written into the purchase and sale agreement.
- 22** Take the time to review all disclosures and have your agent explain them. This is not as easy as it sounds. California has 43 required disclosure documents.
- 23** Making an offer? Decide how much you (and your partner) are committed to owning that house and understand your tolerance for risk. It is much easier to compromise when you know that you absolutely want the home.
- 24** Most luxury owners do not absolutely have to sell.
- 25** The seller, the seller's agent and your agent don't come with the home. Keep personalities out of the transaction and out of the negotiations.
- 26** Don't discuss potential renovations with the seller or his agent. There is a chance you might alienate the seller if he gets wind of your intentions to replace his new kitchen or beloved screened porch, and coming to a meeting of the minds will be more difficult.
- 27** Have a new survey done if one hasn't been done in the last couple of years.
- 28** Have separate inspections for security and fire systems; outdoor sprinkler systems; the home itself; and pool, well, septic, sea walls. Check sewer lines for roots if huge trees are a concern.
- 29** Request that all area rugs be rolled up so you can see the floors during a home inspection.
- 30** The goal is to buy the house and only you can decide if losing the sale is worth a \$2,000 inspection item or any other disputed issue.
- 31** Make sure you receive a copy of homeowner association and condo documents. Ask if any special assessments are in the offing as well as about cash reserves. Will you receive any special assessment as a new owner?
- 32** Problems with title clarity can and do occur. Titles often are written in antiquated language; even a typo decades ago can create a cloud. Water and mineral rights, historic roads and paths, utilities and confused boundaries all affect ownership. Have an attorney review the title and explain any easements or encroachments.
- 33** Protect your interest with title insurance as comprehensive as needed for that type of property. If a lender is involved, they will have title insurance but that covers their interest—not yours.
- 34** If a membership is to transfer with the property, make sure the sellers are in good standing and that they will sponsor the buyers.
- 35** Ask about how an agent will represent you and discuss the ways agents work in transactions. Some say a buyer agent is best; others contend a good agent in any capacity will do their utmost. But be wary: some buyer agents do not know the luxury market or the territory, which will work against your interest in the long run. Hiring a buyer agent is a contractual agreement, so be absolutely sure that an agent is the best for you before committing. The exception: Some top Realtors include buyer agents on their team.

EDITOR'S NOTE: *UNIQUE HOMES* would like to thank the following people for their participation in this story: Kathi McLean of RE/MAX Olson, Westlake Village, Calif.; Shari Chase, owner of Chase International Real Estate, Lake Tahoe, Nev.; Anne Riley of Alain Pinel Realtors, Hillsborough, Calif.; Annette Ayers of Michael Saunders Real Estate, Sarasota, Fla.; Mark Nash, author of "1001 Tips for Buying and Selling a Home"; Tim Kruger of the Private Mortgage Banking Group of Metrocities Mortgage; George Harvey of Telluride Properties, Telluride, Colo.; and Frank Malowany of Smith & Associates, St. Petersburg, Fla.



LITTLE ORCHARD

Tryon . North Carolina

This beautiful estate offers a four-bedroom, three- and one-half-bath main house with slate and wood floors, cathedral ceilings, stacked-stone fireplaces and a formal dining room. There's a guest house, butler's quarters and an in-ground pool. The 10-stall barn with apartment and riding ring have immediate access to the FETA trail system. Located on 36-plus secluded acres with expansive mountain vistas. \$2,400,000.



RONDO RIDGE

Tryon . North Carolina

This upscale contemporary home features a spacious living room with cathedral ceilings, exposed beams and a formal dining room. There's a second-level guest suite and a lower-level office area. It is privately set on 13-plus acres with approximately 4 acres of established grass and exquisite landscaping, mature plantings and sweeping mountain views. This property adjoins the FETA trail system. \$895,000.

LILLIE BROWN RE/MAX Advantage Realty

800.815.4389 / Evening: 864.457.3130

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WATERFRONT LUXURY- CHARLOTTE, NORTH CAROLINA

Magnificent furnished lakeside home just 30 minutes from uptown Charlotte. Nearly 10,000 square feet of dramatic, custom-crafted appointments on a grand scale with large rooms and soaring ceilings—even the elegant, custom furniture is oversized! The romantic master suite features an impressive fireplace, gorgeous water views and a 15-by-22-foot closet with lots of built-ins! Three secondary bedrooms all have lake views and private baths, and the fifth bedroom is a staff suite. Built for a basketball superstar, this home will delight sports enthusiasts. It has a gym, indoor basketball court, sauna and large game room! Fabulous curved stairway with a spectacular crystal chandelier! Garages for five cars!

Offered at \$2,850,000

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EXCLUSIVE STAR HILL FARMS

Greenville . North Carolina

This exquisite estate is situated on 2.3 acres and surrounded by a wrought iron and stone fence. The home features six bedrooms and six full and two half baths. A sunken living and media room, game room, octagonal formal dining room, gourmet kitchen, breakfast room, full-efficiency pool/guest house and an in-ground pool overlook the Greenville Golf and Country Club. This home has it all with 8,534 heated square feet. A virtual tour of the property is available at www.arlingtonpropertiesinc.com. Offered at \$3,000,000.



CHARMING ESTATE

Greenville . North Carolina

This beautiful home features 11,500 square feet and offers six bedrooms and six full and three half baths on 1.8 acres. There is a gourmet kitchen, library, theater room, pub, formal living and dining room as well as a recreation and breakfast room. The in-law suite and guest house are also just a few of the special features of this exquisite home. See a virtual tour of the property at www.arlingtonpropertiesinc.com. Offered at \$1,989,900.



COUNTRY CLUB LIVING

Greenville . North Carolina

Situated on the 18th fairway of the beautiful Ironwood Golf and Country Club, this home offers four bedrooms, three and one-half baths with more than 5,048 square feet of space. A large open kitchen, breakfast room, sunroom, master bedroom and two-story living room overlook the fairway and lake. This home also features a study and two bonus rooms. A virtual tour is available at www.arlingtonpropertiesinc.com. Offered at \$859,000.

LIZ MATIS

Arlington Properties, Inc.

3639 NC Highway 43 North, Greenville, NC 27834

252.412.1788 / E-mail: lizmatis@cox.net / www.arlingtonpropertiesinc.com

Cloud Hidden

Asheville, NC



Sheelah Clarkson
AGENCY
uncommon ideas in real estate

The perfection of form and function. Cloud Hidden, Asheville's most architecturally significant contemporary home, has been featured in *Fine Homebuilding* magazine, filmed for PBS, and showcased on *Home & Garden Television* and *The Travel Channel* series "World's Best." *Contracting Business* honored this residence with the 2003 Quality Home Comfort Award. From its computerized lighting system and super insulation to radiant floor heating and geothermal heat pump, this breathtaking home merges artistic vision with extraordinary engineering. The space offers a wealth of luxury features including blue pearl granite tile, floating mahogany library shelves, a 3-story dumbwaiter, and tongue-and-groove natural bamboo flooring. Located on 1.72 acres at the crest of prestigious Upper Sondley Estates, the home adjoins The Blue Ridge Parkway and offers unparalleled long-range mountain views. Experience the realm of inspired living in Asheville, North Carolina. \$1,900,000.

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Mills Creek Point - Toxaway Mountain 161

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Features include: Custom equipped kitchen, bluestone patio with waterfall and stocked mountain pond, wine cellar, loft with privacy porch, wet bar, automatic 20 KW Kohler generator, private office off patio, greenhouse, whirlpool soaking tub, covered deck with fireplace, 2 car garage, fire & security system and more.

Offered for \$2,195,000

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Spring Creek Preserve

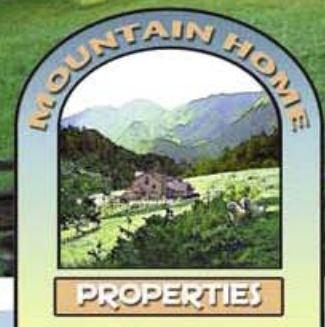
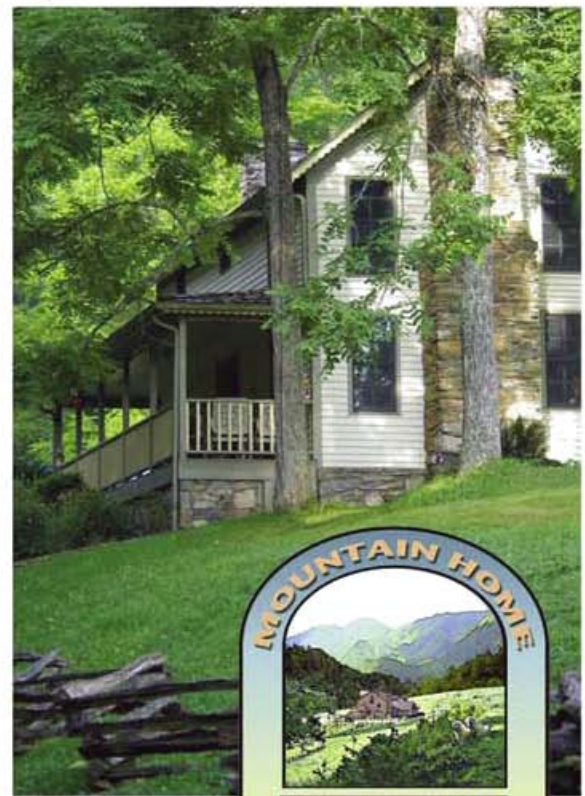
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Chicago's Distinctive Properties

Photography by Robert Harshman



The Gold Coast
CHICAGO . ILLINOIS

This historic residence is located on a prestigious street with upper-bracket homes and retains many of its original architectural details. Landmark eligible.



Lincoln Park
CHICAGO . ILLINOIS

Picture-perfect three-bedroom townhome flooded with sunlight. The home features a new kitchen, baths, oak floors, fireplace, patio, garage in a gorgeous park setting.



The Gold Coast
CHICAGO . ILLINOIS

Gorgeous Michigan Avenue condo with unobstructed lake and city views overlooking Chicago's famous Water Tower and Magnificent Mile. Three bedrooms, three and one-half baths, 32-by-19-foot living room. Full-amenity building with concierge, pool and garage.



The Gold Coast
CHICAGO . ILLINOIS

Stunning John Wellborn Root-designed landmark mansion with elegant new interior. Offers 7,000 square feet with six fireplaces, spa baths, 12-foot ceilings and parking for four cars. Located steps from famous restaurants, shops and Oak Street Beach.

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Bloomfield Hills . Michigan

Ambassadors, dignitaries and business leaders have been entertained in this amazing estate situated on 5 prime acres of magnificent property. Fully renovated, this home offers six bedrooms plus a staff suite, a state-of-the-art theater, fully equipped exercise room and a wine and humidor cellar. Ask for Mitch Wolf. \$5,250,000.



Bloomfield Hills . Michigan

Unique Contemporary graces the shores of Island Lake. Brand-new top-of-the-line kitchen with atrium breakfast area, stunning living room with two-story vaulted ceiling and glass walls offer panoramic views from most rooms overlooking landscaped grounds and lake. David H. Gutow, 248.626.8700, Ext. 209. \$2,550,000.



Bloomfield Hills . Michigan

No expense spared! From the gourmet kitchen, dining suite with butler's pantry and wine niche, and atrium family room overlooking the ravine and pond (with fountain) to the master suite, this home has it all. A real masterpiece with uncommon elegance. David H. Gutow, 248.626.8700, Ext. 209. \$2,290,000.



Franklin . Michigan

Elegant new custom-built home on almost 1 acre. Attention to every detail. Marble, granite, hardwood and state-of-the-art technology on all three levels of almost 10,000 square feet. Gourmet kitchen, first-floor master suite plus three additional bedroom suites. Must see to appreciate! Lani Sussman. 248.496.9333. \$2,972,000.



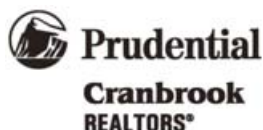
Bloomfield Hills . Michigan

This contemporary masterpiece offers four bedrooms, four full and two half baths and premium amenities. Details include travertine floors, bleached oak in the kitchen, two-story atrium skylights and floor-to-ceiling windows that add to the open spacious ambience. David H. Gutow, 248.626.8700, Ext. 209. \$2,395,000.



Rochester Hills . Michigan

This English Tudor estate combines many architectural treasures that have been fully restored on more than 3.5 acres. Welcomed by a brick paver driveway, this gated and private estate offers a Roman garden stone sun porch, a glass conservatory with hot tub and an oversized master suite. Ask for Mitch Wolf. \$1,999,900.



Prudential Cranbrook Realtors

32440 Franklin Road, Franklin, MI 48025

248.626.8700 / www.PrudentialCranbrookRealtors.com



STUNNING DESIGNER HOME Medford . Oregon

Prepare to be dazzled in this incredibly detailed custom home. With more than 4,500 square feet, this four-bedroom, three-and one-half-bath home has in-laid marble, slab granite counters and extensive custom woodwork with built-ins throughout. Features two in-home offices, five fireplaces, exciting entertainment areas, detached guest quarters/media room, in-ground pool with spa and waterfall, three-car garage and city light views. \$1,095,000. www.johnlscott.com/53827.

JUDITH FOLTZ, John L. Scott

871 Medford Center, Medford, OR 97504

541.774.5613 / Fax: 541.774.5672

E-mail: judithfoltz@johnlscott.com



QUINTA AURORA Cuernavaca . Mexico

This 8,557-square-foot, fully furnished, eight-bedroom, 10-bath estate is a beautiful sanctuary. Quinta Aurora was designed with a modern style, yet it includes solid elements of the Mexican culture, making it unique in its culture. This is both a solid and convenient investment. Fall in love with the land and the life of Cuernavaca and enjoy the best experience that nature can offer. \$1,500,000.

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MAJESTIC Lake Geneva . Wisconsin

The next most prestigious address, Majestic, Lake Geneva, Wisconsin. Only 17 homesites and eight town homes will enjoy this Majestic View overlooking beautiful Lake Geneva. Brochures are available.

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La Conner . Washington

When one of the Northwest's leading builders decided to build his waterfront retirement home, he wanted a location where the grandkids could fish, crab, kayak and hike, yet be only 90 minutes from Seattle and Vancouver, B.C., and close to historic La Conner. Australian cypress floors, slab granite and slate are some of the materials used that fit the criteria of durable, beautiful and low maintenance. The staircase is finished like fine furniture and is a work of art. Approximately .8 of an acre provides privacy and serenity. This turn-key property provides instant paradise! Offered at \$2,190,000.



Guemes Island . Washington

Luxurious Seclusion—Entertain your guests with all of the amenities of a five-star resort. This 20-plus-acre gated waterfront estate offers approximately 800 feet of sandy beach, a pool, tennis court, private hiking trails, two ponds, a large hot tub and four fireplaces. Entertain guests in the two attached guest suites, four bedrooms plus bunkroom, two complete kitchens, and several patios, terraces and decks for entertaining. Only the finest materials were used for this private island retreat accessible by a seven-minute ferry ride on the county ferry or by float plane. Located just two hours to Seattle. Offered at \$7,500,000.



Samish Island . Washington

Understated elegance best describes this architecturally stunning waterfront estate. The approximately 7,100-square-foot, one-level home is positioned on approximately 8.9 acres with 450 feet of low-bank waterfront, lavish gardens, fountains, a portion of a filbert farm, natural vegetation, covered parking for 10 cars, caretaker's quarters, a greenhouse, shop and large barn with horse stalls. The home boasts both excellent craftsmanship as well as the latest state-of-art technology and is fenced and gated for secure privacy. Located within 90 minutes of Seattle or Vancouver, B.C. Offered at \$4,500,000.



JEAN GROESBECK, Associate Broker, MBA, ASP, e-Pro
Windermere Real Estate / Anacortes Properties

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Li Read is your Salt Spring Island and southern Gulf Islands connection! A top-selling Realtor for the past seven years, Li Read offers unparalleled market knowledge. A waterfront and islands specialist, Li is your source for successful solutions. Page 231



Patricia Wallace

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Patricia A. Wallace, Certified Residential Specialist, Previews Property Specialist, Exceptional Properties International and graduate of Harvard Law School's "Program on Negotiations for Senior Managers," has been serving the luxury market in the Seattle metro area since 1992. She has garnered more than 13 years of experience facilitating the marketing and acquisition of luxury and waterfront homes for local and out-of-state clients. She offers exemplary personalized customer service, community knowledge, confidentiality and innovative marketing strategies. Page 132 (CB 20)

WASHINGTON

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tcox@remax.net / www.usa-relocate.com

Terrie Cox has been a dynamic industry leader for more than 25 years. In addition to being in the top 1 percent in the nation for production, her 2004 accomplishments as a RE/MAX agent include Chairman's Club (highest RE/MAX award), the Hall of Fame, the No. 2 Individual Agent State of Washington, and the No. 3 Individual Agent Pacific Northwest (OR, WA, MT and ID). Page 230



OREGON

Norma DuBois

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norma@normadubois.com
www.normadubois.com

Norma DuBois has been successfully selling real estate in Bend, Ore., since 1990. Specializing in luxury homes, golf-course communities and view properties, Norma is ranked in the top 1 percent internationally with Coldwell Banker. In order to provide exceptional service, she employs a team of five brokers to assist her in marketing and selling fine homes. Page 130 (CB 18)

Jean Groesbeck

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www.JeanGroesbeck.com

Jean Groesbeck is a third-generation Washingtonian. She attended the University of Washington and received her M.B.A. from Seattle University with marketing as her area of concentration. Her real estate designations include e-Pro (specializing in Internet marketing), ASP (Accredited Staging Professional), and advanced training specific to marketing and showing luxury homes. Page 260



Kathie Robidou

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A lifetime Eugene resident, Kathie holds the CRS, GRI and ABR designations. A member of Coldwell Banker's International President's Elite, she is also a Certified Relocation Specialist, Certified Luxury Homes Specialist and a multimillion-dollar Top Producer since 1987. Her energy and enthusiasm for helping people have propelled her to the top (No. 1 listing agent for 2003). Her expert marketing and promotional techniques are second to none, and her knowledge in all aspects of real estate sales has made her one of the most successful and respected agents in the Eugene/Springfield areas. Page 129 (CB 17)

Elinor Smith

Coldwell Banker Bain Associates
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elinorsmith@msn.com / www.ElinorSmith.com

"Exceptional properties deserve exemplary service," defines Elinor Smith's commitment to buyers and sellers in the greater Seattle luxury home marketplace. A member of Coldwell Banker International President's Elite, entering her 28th year in the business, Elinor brings a seasoned perspective and wealth of knowledge to benefit her clients as they discover, personalize and celebrate Pacific Northwest lifestyles. Page 131 (CB 19)





7 ACRE RESORT ESTATE

Tempe, Arizona

7 Bedrooms and 10 Baths in 13,938 Square Feet

You will quickly appreciate the undeniable uniqueness of this 7-acre estate. A golf enthusiast's dream home with room to build your own par 3! This home exemplifies timeless, single level architecture, this exceptionally designed floor-plan boasts 11,344 square feet, with a 6 car garage, plus a separate two-story 2594 square foot guesthouse with a 4 car garage, providing a backdrop for grand entertaining, and glorious living. The awe-inspiring outdoor living in this home rivals most resorts. Complete with massive covered patios for glorious entertaining, 80 ft swimming pool, lighted tennis court, putting green and huge lake.

Offered at \$8,500,000

For your private showing of this property call:

Vicki Hope-Stockwell

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Architecturally Exquisite Contemporary

Treat yourself to a perfectly framed view of the Phoenix city skyline from this architecturally exquisite contemporary masterpiece. From the polished Italian porcelain floors, to the sleek use of textured stainless steel, fine woods, stone and glass, this home exemplifies the melding of natural and man-made materials into a work of art. The residence and detached guest suite define a fabulous outdoor living area with award-winning negative edge pool, water features and breathtaking views. 4 bedrooms and 5 baths in 6,156 sq.ft.

Offered at \$3,379,000

Contact Nancy Nashban at 602-778-7100



Crimson Canyon

Perfection is the understatement for this exquisite nearly new home. The owner is a talented interior designer. The smart open floor plan is perfect for entertaining, with a cozy library and downstairs studio/game room. There are full guest quarters and all main living areas on one level. Views are above and across golf course to Red Mountain and valley city lights. The home is on the Scottsdale/Fountain Hills border, just past Mayo Clinic. Priced below appraisal. 5 bedrooms and 5 baths in 7,371 sq.ft.

Offered at \$3,250,000

Call Sandra Baldwin at 602-778-7111



Camino del Contento

The most charming and unique property in all of Paradise Valley. The adobe home was originally constructed in 1928 and authentically restored. The home consists of 3 cozy structures surrounding a romantic courtyard. Landscape is lush specimen desert plants highlighted by a botanical walking path. The pool sits surrounded by a large green lawn. 5 bedrooms and 5 baths in 3,521 sq.ft.

Offered at \$2,995,000

Call Sandra Baldwin at 602-778-7111



DC Ranch

This contemporary estate on 1.1 acres overlooking the 10th hole of The Country Club at DC Ranch golf course is a must see. The private concrete stamped driveway leads you to the home flanked by an auto court and guesthouse. The home features views of the golf course and city lights. This home boasts a home theatre, a two-room guesthouse, two powder rooms, a home theatre, office, private balconies with fantastic views and much more. 6 bedrooms and 5 baths in 5,295 sq.ft.

Offered at \$3,300,000

Contact Wendee Saunders or Lori Murphy at 480-502-3500





Tucson . Arizona

Gracious estate with mountain views on 2 acres in the prestigious community of The Canyons. Enjoy 7500-plus square feet with four bedrooms, a gourmet kitchen, marble floors, a luxurious master suite, pool, spa and a waterfall. MLS#2514776. \$3,900,000.



Tucson . Arizona

Elegant masonry home with incredible vistas of city lights and mountains from high up in Cobblestone. Features a gourmet kitchen with a granite island, a luxurious master suite, an exercise/media room with sauna and an outdoor pool and spa. MLS#2524326. \$2,375,000.



Tucson . Arizona

Beautiful four-bedroom custom home on a large, private lot in Esperero Canyon. It includes a loft, library, studio, greenhouse and a four-car garage. The inviting backyard offers a ramada, kitchen, fireplace, fountain, koi pond, pool and spa. MLS#2513216. \$1,995,000.



Tucson . Arizona

One of Tucson's most charming Joesler estates with fountains, gardens, a ramada for entertaining, a guest house and an exercise room. The main house was built in 1932 with adobe construction, arched doorways and hand-carved doors. MLS#2526387. \$2,600,000.



Tucson . Arizona

Stone Canyon—Tucson's newest and most prestigious private golf course. Enjoy five fabulous lots with stunning vistas of a golf course, mountains and city lights. Priced to sell! Prices range from \$725,000 to \$1,250,000.



Tucson . Arizona

High up in the Skyline Country Club, this fabulous contemporary three-bedroom home cantilevers over the desert and borders the national forest. Enjoy floor-to-ceiling windows, granite counters and a pool that leads to the guest house. MLS#2531764. \$1,695,000.



JANELL JELLISON, Long Realty

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Welcome to Las Vegas



Regency Towers Seventh Floor:

This state of the art condo is located inside the Las Vegas Country Club at Regency Towers and is designed for your ease and pleasure. With a breathtaking display of the most beautiful views Las Vegas has to offer, you will find elegance, style and sophistication.

Relaxing color scheme, top of the line appliances, stainless steel, walk-in pantry, granite counter tops, open floor plan, his and her master baths, wrap around balcony, custom cabinetry and lighting lace through this 2,406 square foot home, adding just the right amount of comfort and luxury. Featured at \$1,275,000.

Regency Towers Fourth Floor:

Entertaining in this private condo inside the Las Vegas Country Club would be a pleasure. Located in the heart of Las Vegas, five minutes from the Las Vegas Airport this is the perfect place to live for those who could live anywhere.

Being an elite getaway of an internationally renowned designer this 2,208 square foot condo will arouse your senses. It is sleek, modern and innovative with stainless steel flooring, top of the line appliances, wine vault, intercom, audio/video built-in sound system, a wrap around balcony, dressing room, home office, custom lighting and furnishings with views of the Las Vegas Strip and Las Vegas Country Club Golf Course. Featured at \$1,200,000.



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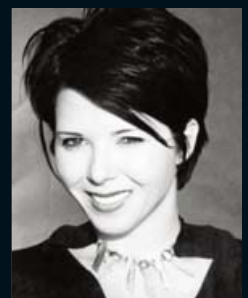
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Cristine Lefkowitz



At left, right and below right: The \$14.995-million Villa de Leon is a 12,000-square-foot estate with more than 35 rooms and Old World craftsmanship.



PACIFIC PARADISE

One of L.A.'s most exclusive enclaves, **Pacific Palisades** combines spectacular ocean views with a village-like ambiance.

BY ROGER GRODY

Occupying a series of canyons and bluffs between Santa Monica and Malibu, Pacific Palisades is increasingly coveted by celebrities and entertainment industry moguls for its spectacular ocean views. The community, one of the few coastal villages in Southern California not yet swallowed up by an insatiable megalopolis, even offers a charming downtown whose "Main Street" is a tame stretch of Sunset Boulevard. As Coldwell Banker's Beverly Gold suggests, "The Palisades is as close to living in a small town as you can find in L.A."

Although it is officially part of the overcrowded, often-chaotic City of Los Angeles, L.A. could not feel farther away, which is why Pacific Palisades always has been in demand, including by families seeking a utopian, coastal version of suburbia in the '50s. As that generation of buyers passes away or moves closer to grandchildren, their relatively modest homes become sought after by buyers with the resources to maximize the potential of those view lots.

At press time, 88 properties were listed above the entry-level mark of \$1 million, while 42 percent of those were priced over \$3 million and about 20 percent listed north of \$5 million. Inventories have increased significantly from a year ago, but according to Gold, "a \$1.5 million to \$2 million home that sold on the first day a year ago is still selling, but now it may take a few weeks." A recent listing—a 3,200-square-foot, four-bedroom, three-bath home on a 3-acre bluff with awe-inspiring views—was, believe it



or not, marketed as a fixer-upper despite a \$15 million price tag. The current highest-priced listing, at \$14.995 million, is Villa de Leon, a glamorous 12,000-square-foot landmark with more than 35 rooms and incredible craftsmanship.

Gold remains confident about the Palisades market, suggesting "prices may not appreciate like they did in 2005, but I don't expect a significant slowing in 2006." Her Coldwell Banker colleague, Michael Edlen, cautiously agrees based on his own in-depth statistical analysis. He notes that the Palisades' current median sale price of \$1.95 million is up 11 percent over a year ago, but pales in comparison to the 20 percent annualized increases during the previous four years. Tracking inventories and the length of time houses stay on the market—properties more than \$4 million now average about 30 weeks to sell—Edlen suggests "a future slowing of the market, including either a plateau or lowering of prices" for those extremely high-end properties, but anticipates continued strength in the under-\$2 million market.

There is considerable temptation for well-heeled buyers to bulldoze existing modest structures and rebuild with grand estates worthy of the stunning vistas, which virtually all speculators do (non-owner-occupants represent one out of four Palisades buyers). Bill Kerbox, of Miramar Coastal Properties, believes about half of the current houses are candidates for reconstruction, resulting in homes currently valued less than \$1.5 million converted into \$2.6 million to \$3.5 million properties. Underscoring the point, he says, "We have a 30-year supply of older homes that can be torn down and brought into the 21st century."

Fortunately, a combination of deed restrictions, zoning regulations and architectural review committees protects most existing views from intrusions by future construction. Current listings reveal plenty of tasteful new development, such as a gated Mediterranean estate on a 1-acre view lot, listed for approximately \$6.4 million. Gold welcomes the construction, reminding us, "The Palisades will always sell, and people love new houses." **UH**



Above left: Offered at \$6.395 million, this new Mediterranean estate features 7,200 luxurious square feet and an extravagant pool on an acre lot with spectacular views.

AT A GLANCE:

Luxury Home Range:
\$1,189,000 to \$14,995,000
Number of \$1 Million+ Homes on the Market:
88
Number of \$3 Million+ Homes on the Market:
37
Residents include Steven Spielberg,
Gov. Arnold Schwarzenegger and Tom Hanks.

PHOTOS COURTESY OF PRUDENTIAL CALIFORNIA REALTY AND COLDWELL BANKER ESTATES INTERNATIONAL



Stately Elegance

Completed in 2003, this 4,852-square-foot, two-story home is located in the much sought-after gated "Cedars," within minutes of historic Grass Valley/Nevada City in the Sierra Nevada foothills in northern California. The manicured grounds include an in-ground swimming pool, sport court, patio kitchen for entertaining and a children's play area on 1.50+/- acres. **\$1,799,000.** Kathy Papola, 800.331.9888 / Direct: 530.271.3815.



945 Feet Of River Frontage

A 2003 collaboration of John Stewart Designs of San Francisco and Tony Rosas & Assoc., this secluded 4.83-acre Bear River estate is just below the snowline and minutes from winter skiing and the picturesque towns of Grass Valley and Nevada City, Calif. The custom interior includes multi-leveled entertaining spaces with a chef's kitchen, walk-in wine cellar, library, music room and attached guest apartment. **\$2,390,000.** Kathy Papola, 800.331.9888 / Direct: 530.271.3815.



Natural Beauty & Comfortable Ambiance

This 24.63+/- gated property offers views, a 1-acre lake and mature, terraced landscaping that features numerous natural rock water features with waterfalls and bridges. Enjoy 3,447+/- square feet, four bedrooms, three full and one-half baths in this home, plus a guest unit, four-stall barn and N.I.D. **\$1,750,000.** Kathy Papola, 800.331.9888 / Direct: 530.271.3815.



South Nevada County

Beautiful 10 acres with two ponds and room for horses. Enjoy snow-cap views from every room. Features of this two-story home include 3,500+/- square feet, four bedrooms, three baths, a wraparound covered porch and a 1,500-square-foot barn with loft area. Lush landscaping surrounds the beautiful gated home. **\$1,150,000.** Kathy Papola, 800.331.9888 / Direct: 530.271.3815.



Historic Nevada City, CA

Enjoy incredible privacy on 1.90+/- acres. Features include two master suites, an office, a formal dining room and den/library with three full and one-half baths, and a room for a separate guest unit. Elements blend through soaring ceilings and creative appointments of glass, steel and stone. **\$1,250,000.** Kathy Papola, 800.331.9888 / Direct: 530.271.3815.



Buck Mountain Estates

This new, luxurious 3,560-square-foot home on 1.87 acres offers a grand marble entrance, high ceilings, and a gourmet kitchen with Bosch appliances, granite island and upscale cabinetry. Enjoy a private master suite, two bedrooms plus an office and exercise room. **\$1,100,000.** Jeanette Royal, 530.271.3844 / www.jeanetteroyal.com.

Santa Barbara • Montecito

AND SURROUNDING AREAS



CARPINTERIA ►

A top-of-the-world, beautifully remodeled "rustic" home on approximately 4.27 oak-studded acres, with glorious coastline views! The three-bedroom main house has slate floors, French doors and large windows to showcase the magnificent views. There's a two-bedroom, two-bath guest house, which also enjoys the lovely views. Surrounded by irrigated acreage with mature landscaping and horse corrals, this comfortable home is located at the end of a picturesque private road. Offered at \$2,875,000.



◀ MONTECITO

Pictures cannot capture the charm and warmth of this four-bedroom cottage! Tucked away at the end of a quiet Montecito lane, it is tastefully remodeled with delightful architectural features including gleaming hardwood and brick floors, vaulted and sculpted ceilings, archways and alcoves and lots of French doors. It exudes a cozy, Old World European feel, but offers all the modern amenities. Located near restaurants and shopping and just a short distance to the beach. Offered at \$1,795,000.



◀ RINCON HEIGHTS

Enjoy amazing coastline, ocean, sunset and mountain views from this pristine remodeled multi-level home! Set amidst lush tropical landscaping, it offers a lifestyle of ease and comfort on a 1-acre compound, including a guest house, cottage, custom pool, waterfall, cabana and six-person Jacuzzi, and spacious decks for entertaining and enjoying Pacific Ocean vistas. Offered at \$3,195,000.



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SILVER PEAK ESTATE

Squaw Valley . California

Silver Peak Estate, named after the mountaintop just above, is located in the world-renowned ski community of Squaw Valley, Calif., and is situated in one of the valley's private communities, Squaw Summit. This one-of-a-kind, completely gated estate is composed of three parcels (building sites), with the main residence sitting on the middle one. Impressive grounds include mature landscaping, stone patios, a mountain gazebo and complete outdoor entertaining facilities. Open space behind the property offers direct access to hiking and backcountry skiing, while southern exposure to the front allows for passive solar heating and rapid snow melt. The tasteful interior showcases

clear vertical grain fir walls, maple hardwood floors, granite fireplaces, hydronic in-floor heating, and state-of-the-art technology, including a custom-designed lighting system with unlimited programming and two 50-inch plasma televisions with surround sound. The open floor plan of the great room features amazing views,



a gourmet-style kitchen, a full-support pantry, dining area and a cozy living room. In addition, you'll find the family room, library, office, artist's nook and exercise room all enjoy vistas of the outdoor beauty. Six bedrooms and six and one-half baths provide ample space for you and your guests to relax after a day on the slopes or golf course. \$12,500,000.

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Lake Havasu City Arizona



Pueblo architecture meets the drama of rugged desert terrain. This 6.5 acre mountainside estate is located in Lake Havasu City, Arizona—nestled amidst desert peaks of the Colorado River bordering California and Arizona—Home to the world famous London Bridge, this is a water lover's paradise and a desert lover's dream with a rare segment of tranquil, jawdropping desert scenery.

The entrance to this 6.5 acre estate is through a fort-style iron-forged security gate at the beginning of the 2/10 of a mile private earth colored concrete driveway winding among the boulder strewn desert terrain; this home evokes the timeworn charm of a century old Mexican Hacienda. Constructed into a mountainside the property is perched above the city taking full

benefit of the tremendous lake, island and stunning Colorado River views.

The home includes more than 10,000 square feet of indoor and outdoor living area and the detached Casita/guest house is 1,110 square feet. The entrance is through a hand crafted 300 year old double entry door that welcomes you into the foyer with 12 foot high ceilings and hand carved Spanish stone columns that flow into the gathering room with a hand carved cantera fireplace, dramatic 30 foot circular ceiling and views of the entire city and lake. True to Old World style the kitchen includes all custom built Peno cabinets imported from Guadalajara, Mexico, eat in food prep table just like a century ago, butler's pantry, mosaic bar, imported wood crafted windows and modern

conveniences such as SubZero and Viking appliances. The main home also includes a morning room, formal 12 seat dining room, study, library, two bedroom suites, elevated master bedroom with a private veranda and outstanding views.

The Casita is a smaller version of the main home, featuring a large master bedroom, living room, dining room, and Old World kitchen. The Casita could be used as a corporate retreat for guests or double as a mother in-law suite or maids quarters. The views are just as breathtaking as the main home.

The interior is decorated wonderfully with hand crafted and custom made furnishings imported from Tlaquepaque, Mexico. This 6.5 acre estate including furnishings is offered at \$2,999,000.

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Dean Baker (928) 486 3368



Vail Valley, Colorado



Bachelor Gulch

3389 DAYBREAK RIDGE

Perfectly placed atop Beaver Creek Resort, this amazing home is true ski-in/ski-out to both Beaver Creek and Bachelor Gulch Villages. Extraordinary gourmet kitchen. Glorious mountain views to the east. Eight bedrooms and 9 baths. \$11,500,000 Mac Hodge, 970-331-3278

Vail Village

TYROLEAN CHALET

New construction — mountain chalet on Gore Creek! Short walk to all Vail amenities! Four bedrooms, 5.5 baths, 3-car garage, family room, exercise room and wine room! \$7,800,000 Larry Agneberg, 970-376-7100



Beaver Creek

201 BORDERS ROAD

New log home with built-in antiques, views and waterfalls. Gorgeous! 10,000 sq. ft. 7 bedrooms, 8.5 baths, a home theatre, wine cellar, gym and elevator. \$6,950,000 Jackie Northrop, 970-390-2315

Vail Valley

477 PILGRIM DRIVE

This is the quintessential Vail Valley mountain home! Set on 15 beautiful acres filled with towering pines, quaking aspens, a cool mountain stream and views to snow covered mountain ranges. This private retreat is a Colorado paradise. \$4,295,000 Doug Ketchum, 970-471-3317



Bachelor Gulch

HORIZON PASS NO. 304

Just completed and never been lived in! Breathtaking location atop Bachelor Gulch. Huge views to the east or west from each room. Loft. Den. Gorgeous finishes. Ski-in/ski-out, pool, hot tub, ski locker room, fitness room and a beautiful lobby. \$4,185,000 Mac Hodge, 970-331-3278



West Vail

WILLOW CREEK AT VAIL

Stunning angler's estate on Gore Creek built with quality materials, fine craftsmanship and attention to detail including top of the line finishes in a pristine setting with world-class skiing, shopping and dining. \$1,850,000 Tracy Bossow, 970-471-5641



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970-476-2482

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WORLD CLASS MOUNTAIN VIEWS

Vail . Colorado

This remarkable remodel of a landmark home is located in the world-class resort of Vail, Colo. The home sits on a knoll overlooking 80 feet of Gore Creek frontage in the beautiful alpine setting of East Vail. The view is framed by the Gore Range of the Rocky Mountains. Gracious accommodations are afforded by the six bedrooms with formal and informal dining, a gourmet kitchen and separate guest quarters. \$4,995,000.

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PICTURESQUE RIVERFRONT HOMESTEAD

Steamboat Springs . Colorado

Enjoy all aspects of living on the water at this private 35-acre property along both sides of the Elk River. This dynamite property offers nearly 8,000 square feet in a western, ranch-style home with warm mountain textures. A six-stall barn with heated tack room, indoor and outdoor riding arenas and a plethora of outbuildings are an equine lover's dream. You have it all here at this gorgeous homestead along the Elk River. Offered at \$4,990,000.



TWIN CREEKS RANCH

Steamboat Springs . Colorado

This amazing 100-acre western ranch is located just 15 minutes from world-class skiing. The 5,561-square-foot home set in timber and stone also includes a 3,000-square-foot guesthouse and a complete barn with large workshop. Enjoy beautiful landscaping and hay meadows. Twin Creeks Ranch is enveloped by Day and Smith creeks on either side of the property. This is the perfect luxury Colorado getaway. Offered at \$4,485,000.

PAM VANATTA Prudential Steamboat Realty

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FLORISSANT, COLORADO

Experience Sunrise Ranch—The ultimate compound in a spectacular Rocky Mountain setting! The magnificent 10,000-plus-square-foot main house offers 10 fireplaces and top-of-the-line finishes, three guest houses, greenhouse, root cellar and workshop, all situated around a beautiful 1.5-acre lake on 247 acres of pristine land with breathtaking vistas. Perfect for family or corporate retreat. \$7,800,000. Contact Chris Vecchiarello, 970.379.9595 or Annie Baalmann, 970.319.7955.



VAIL, COLORADO

Situated on 1 waterfront acre, this one-of-a-kind, beautifully renovated, custom-built log lodge on Gore Creek features immense character. Offering front door access to Gold Medal fishing and a fabulous mountain lifestyle, this gem has many potential uses such as a spectacular single-family home, a posh corporate retreat, a luxurious vacation club property or an exclusive fishing lodge. Offers convenient location, tremendous value and an incredible opportunity. \$6,750,000. Contact Annie Baalmann, 970.319.7955.



CONIFER, COLORADO

Located approximately 45 minutes from Denver, the Foxton Ranch Estate, offers 40 pristine acres with breathtaking views of Pike's Peak and the majestic Rocky Mountains. Built with the highest standards and detailed craftsmanship in 2001, with additional improvements made in 2005, the architectural emphasis depicts an Old-World French Country Lodge. Boasting more than 10,000 square feet, six bedrooms, five full and one-half baths, a pool, whirlpool spa, and a three-car garage with space for a caretaker's apartment. Luxurious comfort in God's country. \$2,900,000. Additional 40 acres for \$475,0000. Contact Annie Baalmann, 970.319.7955 or Chris Bentley, 970.319.9200.



MT. CRESTED BUTTE, COLORADO

Consider an alternative to Aspen or Vail. Consider Mt. Crested Butte. Consider the luxurious new residences at West Wall Lodge. Only 44 privileged homeowners will enjoy the slopeside benefits of this extraordinary new ski-in property with ski valet, concierge, heated underground parking, a fitness center, pool, hot tub and club lounge. The most spacious and elaborate condo in Crested Butte, Penthouse B401 features four bedrooms (two master suites), four full and one-half baths and Residence A104 offers two bedrooms and two full and two half baths. Price upon request. Contact Annie Baalmann, 970.319.7955.



GLENWOOD SPRINGS, COLORADO

This magnificent Oasis Creek residence is truly a masterpiece. Located high atop Traver Trail, the most breathtaking views of Mount Sopris, the valley and surrounding mountains can be enjoyed from nearly every room in the house. Recently expanded and completely renovated with the most upscale features, this six-level home features four bedrooms, four baths, an office and a media room. A dynamite new kitchen opens to the living/dining room and to a library with wet bar and huge picture windows. Both the living room and the luxurious master suite feature fireplaces and floor-to-ceiling windows with 290-degree panoramic views. There's more here than can possibly be described. Price upon request. Contact Annie Baalmann, 970.319.7955.



CONEJOS COUNTY, COLORADO

Nestled among the Ponderosa pines just steps from the rushing Conejos River, a magnificent riverfront escape has been crafted. Tucked away in a pristine gold medal fishing enclave we proudly offer 8,300 square feet of stacked stone, log and golden wood beam. Stone, log and beam seamlessly couple with copper, glass and space to offer the finest in riverfront living. "Every so often, art is created with stone and mortar." \$1,800,000. Contact Chris Vecchiarello, 970.379.9595.



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Pamela L. Turner is the owner of Pamela Turner Real Estate, Inc. and a member of the Institute of Luxury Home Marketing. Carrying extensive knowledge of the Austin area, Pamela has saved her clients time, money and effort as a certified new home specialist and an accredited buyer representative. She believes your home is a special place—an expression and extension of you and your family. Specializing in recreation, resort, new and resale homes in various lake-area communities, she has helped sell homes in places such as Lake Travis, Lake LBJ and Horseshoe Bay. Her wealth of experience will assist you in finding the home of your dreams. Contact Pamela today for the personal attention you deserve.



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Making the World Go 'Round

A prominent lender says it is possible to overcome seemingly insurmountable financing obstacles.

it's

been said that a big project has three stages: birth of the vision, death of the vision and resurrection of the vision through a miracle. Sometimes, a creative banking firm can be the genie in the picture. Tim Kruger can testify to the fact. As a banker with an aggressive lending firm, the Private Mortgage Banking Group, he's seen more than one luxury home purchase saved by expert financing.

Kruger remembers one buyer trying to purchase a major "fixer-upper" property on Long Island. Even though the buyer was the managing director of a Wall Street firm, and his credit was excellent, he ran into difficulties when trying to obtain a home loan. "The property needed a new roof, new bathrooms, new flooring, new paint...it suffered from very significant deferred maintenance," said Kruger, senior vice president of PMBG, in Sherman Oaks, Calif. "To complicate matters, the owners started to renovate the property themselves, but stopped in the middle of the project. The place had no kitchen when it was for sale."

The buyer, who lacked the time to obtain construction financing, went to several lenders for a loan, all without success. In desperation, he came to PMBG.

"We got creative and negotiated a deal with one of our investors," Kruger said. "They were willing to accept the property in its current condition as long as the closing agent held back sufficient funds to put in a kitchen." The agent held back \$150,000, and the loan for \$1.5 million came through. When the buyer is finished re-building the property, it likely will be worth considerably more than he paid.

Another client of Kruger's faced financing problems with a Lake Tahoe property he wanted to purchase. The borrower needed roughly \$7 million for an \$11 million purchase, and even though he was a successful businessman, he couldn't document sufficient income to qualify. "The property was actually affordable for him, but a lot of entrepreneurs have very sophisticated ways of documenting their income and can't always prove it on paper," Kruger said.

PMBG found an investor who was willing to take on the loan at competitive market rates after a detailed agreement was structured. "We were able to present a convincing case to the investor based on the borrower's financial situation, his track record, the amount of liquidity he had been able to accumulate, and the attributes of the property itself," Kruger said. "We closed the loan within 2 and a half weeks."

The lesson is simple—don't give up without a fight. Instead, look for a knowledgeable mortgage professional, the way you would seek out a good attorney. It's the mortgage professional's job to assemble all the facts and act as your advocate, even if it means assembling an unusual financing package.

"Not all lenders are created equal," Kruger said. "But borrowers shouldn't assume they can't get what they need. It's just challenging to find the right sources sometimes. If there's a property that you really want and there are obstacles in the way, don't assume they can't be overcome." **UH**

The lesson is simple—don't give up without a fight.

Instead, look for a knowledgeable mortgage professional, the way you would seek out a good attorney.



Tim Kruger is the senior vice president of the Private Mortgage Banking Group of Metrocities Mortgage.



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