

The Latest Developments

spotlighting premier
communities and
high-rise projects
from around the world

Snapshot: Scottsdale, Arizona

With the Sonoran Desert and McDowell Mountains as a backdrop, Scottsdale, Ariz., is an ideal spot for golf aficionados. Scottsdale's more than 200 golf courses feature spectacular layouts that reflect the locale's desert environment. And since the sun's rays target the "West's Most Western Town" 330 days a year, Scottsdale offers more than a round of golf to today's luxury buyer.

Residents can take advantage of the city's world-class dining, shopping and spas while living in either of the city's two most prominent developments, Whisper Rock and The Landmark.

Homes in the guard-gated community of Whisper Rock are custom built and boast floor plans of 3,500 to more than 8,000 square feet. The homes cost between \$1.995 million and \$4 million, but prices are expected to rise. Margaret Schnepf of Whisper Rock Properties says, "I believe that it will increase due to the [lack of] availability of buildable lots and the price of the lots. These homes are selling prior to completion or less than six months after completion."

Residents of Whisper Rock can cherish its serene surroundings, including a 3-acre community park, a community trail system, outdoor recreational activities and an invitation-only, 18-hole golf course.

If one seeks a maintenance-free concierge lifestyle, then The Landmark might be a perfect fit. The Landmark encompasses a 730-acre, master-planned community comprising three public championship golf courses, The Westin Resort and Spa, upscale retail shopping and dining, three miles of trails, and two six-story condo towers. Priced to more than \$2 million, floor plans range to nearly 4,000 square feet. About 75 percent of Tower I was already sold at press time; there is a waiting list for a second tower that begins construction this fall.

Scottsdale's prestigious addresses take full advantage of its peaceful panorama and natural ambiance. Shares Jamie Marquez of Butte Properties, "When you live in Arizona, seeing is believing. The saying used to be 'location, location, location,' and now it is location, location, lifestyle."

—Erica Bolinski



Hotel-Quality Living Year-Round

Luxury travelers can now hold onto their hotel keys 365 days a year, thanks to the newest rage in the luxury market: condo/hotels. Exclusive hotels across the country are offering buyers condo units to in live in full or part time, with the option of renting out their residences to guests when they are unoccupied.

Condo/hotels feature the luxury amenities and services any five-star hotel would extend to their guests, without the fees that condominiums charge for amenities like pools and spas, health and fitness clubs, dining, and

housekeeping and room service. "The atmosphere in a condo/hotel is more of a high-end condo with the services of a hotel," says Rosalia Picot, president of Picot & Co. Realty, for the Hilton-managed Q Club Resort and Residences, located in Fort Lauderdale, Fla. The Q Club has floor plans that reach 2,771 square feet for as much as \$2.2 million.

Says Michael Patrizio, project manager at One Bal Harbour in Bonita Springs, Fla., "Our typical buyer for the hotel residences is someone who wants to own a place where they can stay for

recreational purposes, but doesn't want the maintenance required of a typical condo." One Bal Harbour's condos are priced from \$1.25 million to \$10 million for residences of 1,900 to 8,500-plus square feet, while the residences at their condo/hotel project, The Regent Bal Harbour, begin at more than \$1 million for about 1,650 square feet.

With condo/hotels breaking ground across the country, from The Ritz-Carlton in Baltimore, Md., to The Four Seasons Residence Club in Hawaii, there's a location for every selective buyer.

—Erica Bolinski

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