

FROM LONDON TO INDONESIA: THE GLOBAL ISSUE

UNIQUE HOMES

WORLDWIDE APPEAL

Canada, California & The Caribbean

ON THE COVER
The Pinnacle of Luxury
in Los Cabos

Montage Welcomes Guests Home

By Sarah Binder

Kapalua Bay
Maui, Hawaii

COMFORTABLE ELEGANCE. PERSONALIZED SERVICE. GENUINE FAMILY VALUES. While Montage Hotels & Resorts currently is a small portfolio, the ultra-luxury hotel and resort management company executes an ambitious hospitality philosophy at each of its six properties. The Southern California-based brand is expanding its hotel and residential offerings this year and beyond, with new developments in Palmetto Bluff, South Carolina; Los Cabos, Mexico; and San Diego.

"Palmetto Bluff, our latest and greatest offering, is truly magnificent and will open a little less than a year away," said Montage Founder and CEO Alan Fuerstman at a recent event in New York City to celebrate the ongoing success of the brand. The classic, low-country resort will feature 50 residential cottages and 200 rooms on a 20,000-acre property. From South Carolina and Utah to California and Mexico, Montage prides itself on carefully selecting distinguished locations for its resorts.

"When we're considering new markets, we're looking for an appeal to affluent travelers at key gateway destinations with a true sense of place that can't be replicated," says Tina Necrason, vice president of Residential. "We're currently in active residential sales in Deer Valley and Kapalua Bay. We also have our two new launches (Palmetto Bluff and Los Cabos), while two of our existing properties (Beverly Hills and Laguna Beach) have notable resale activity." Deer Valley had a record season (14 residences sold last ski season) and is becoming a year-round destination, according to Fuerstman. "Summers there are magical," he says.

At each location, Montage's staff shares a passion for helping families create magical memories, and making each guest feel as though they are right at home. These values are producing positive

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ALL PHOTOS COURTESY MONTAGE HOTELS AND RESORTS

Palmetto Bluff
South Carolina



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sales trends — hotel guests are becoming homeowners, and buyers are purchasing larger-than-usual homes. “One of the biggest trends that we’re seeing is this whole notion of multiple-generation living. In Hawaii, most of our buyers are purchasing larger villas so that all generations of their families can come and congregate here,” says Necrason. “People want to know that everything is taken care of so they can maximize their time in creating memories. Our personal relationships with our owners allow us to anticipate so many of their needs and requests.”

Large and small families alike will enjoy the numerous residential and recreational options coming soon at Montage’s Palmetto Bluff and Los Cabos properties. “Our most exciting news is that Montage Residences Palmetto Bluff is just a few weeks away from launching presales. We have 35 single-family homes being built adjacent to the hotel’s 150-room expansion that will all offer turnkey, effortless living. We’ve just started to break ground on these two- to five-bedroom homes, four of which will be waterfront,” says Necrason.

Coming in late 2017, Montage’s first international destination, Los Cabos, will boast 122 rooms and suites, as well as a swimmable white-sand beach on Santa Maria Bay. The premier beach, which will allow walk-in access to snorkeling and diving, is a rare commodity for the region, notes Necrason.

Many of Montage’s residential owners travel to all of its properties, enjoying benefits such as special room rates, preferred access to premier culinary and spa experiences, and a staff at each location dedicated solely to the needs of home owners. “A lot of guests who stay at our hotels fall in love with the location and the Montage experience and are ready to move forward [with a home purchase],” says Necrason. “Our combination of comfortable elegance, personalized service, and sense of place really is a magic formula. The depth of our philosophy, and how well we execute, is unbelievable for such a small portfolio of ultra-luxury hotels.” **U+I**

PENDRY: A Marriage of Service, Lifestyle and Design

“With the recent launch of the Pendry luxury lifestyle brand, Montage is expanding to new markets with boutique hotels that marry service and culture with design,” says Fuerstman. Pendry aims to turn the traditional hotel stay upside down by offering distinguished service at stylish properties reflecting a distinctive sense of place.

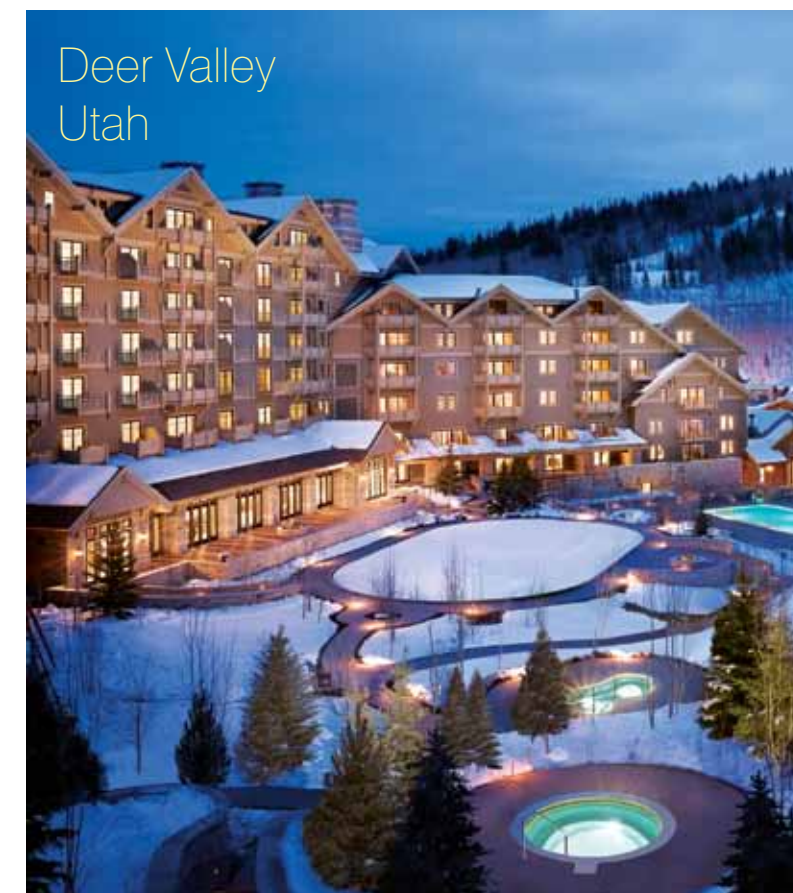
Pendry’s initial 317-room property with five unique bar and restaurant concepts, including a rooftop pool bar and lounge and a beer hall, is expected to open in late 2016. Discerning guests will appreciate the unparalleled location in San Diego’s hot, historic Gas Lamp District, just two blocks to Petco Park and three blocks to the Convention Center.

“The Gas Lamp District is ideal. It has a true sense of that city life with entertainment and culinary experiences nearby,” says Necrason. “For a pairing of art and culture with this lifestyle brand, we felt this location was a homerun and a perfect way to kick off the brand.”

Montage expects to announce two additional Pendry locations in the upcoming months.



Laguna Beach
California



Deer Valley
Utah

BY THE NUMBERS: Montage Residences

Beverly Hills, California

- 20 residences above the hotel

Deer Valley, Utah

- 81 residences above the hotel; 20 remaining

Kapalua Bay, Maui, Hawaii

- 56 villas; 16 sold

Laguna Beach, California

- 14 beach villas and 13 custom ocean estates

Coming soon: The Inn at Palmetto Bluff, South Carolina

- 50 guest cottages and 30 village homes

Coming soon: Los Cabos, Mexico

- 52 residences within the resort