

GOING GLOBAL

ANCHORS AWEIGH: AQUAMINIUM LIVING IN PHUKET

Take the elevator to the ground level of your penthouse. There's no time to stop and relax in your indoor pool/spa; exit through the front door and jump onto your boat that's docked just steps away and make your exit.

No, it's not a scene from an action flick—it's the Aquaminiums at the Royal Phuket Marina of Thailand. Residents of the luxury units can park their boat into a drive-in berth that leads directly into the ground-floor level of the apartments.

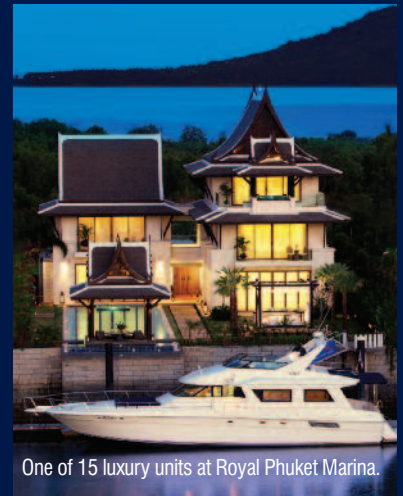
"The Aquaminium [is] a superb investment and lifestyle purchase for the discerning buyer looking for a very special kind of lifestyle," says Gulu Lalvani, the developer of Royal Phuket Marina.

Of the 15 units in the marina, only two are Aquaminiums; however, the remaining have out-

door docks. Surrounded by boutique shops, restaurants and a spa, Royal Phuket is "a world-class marina on par with international resort communities in the Mediterranean, Caribbean and Florida," according to Lalvani.

Lalvani saw tremendous potential in Phuket, Thailand's largest island province, but heavy import duties kept yachts away from the area. In 2001, Lalvani negotiated with Thailand's former Prime Minister to lift the ban, and "the rest was history," he says.

"Today, Royal Phuket Marina is now firmly on the international yachting map, and for luxury homeowners it is known as one of the most exclusive addresses in Asia. We have visitors from all over the world."
—Jessica Decina



One of 15 luxury units at Royal Phuket Marina.

FABULOUS FINDS HITTING THE SLOPES IN OREGON AND MONTANA

The slopes at **Pronghorn** in Oregon and Montana's **Spanish Peaks** both have hundreds of inches of snow per year, dozens of zigzagging trails and breathtaking mountain peaks. But it's more than just the thrill of skiing that draws so many buyers to the areas.

A decade ago, Tom Hix saw the opportunity to "raise the bar" for the central Oregon destination market. The sun-soaked town of Bend was "the Palm Springs of Oregon," he jokes. "All of that rain in Portland hits the Cascades and turns to snow. They get 50 inches of snow a year, 300 days of sunshine."

Today, Pronghorn offers a variety of residences, from 15,000-square-foot plots to million-dollar estates. Hix has also opened the resort to the "stay and play" crowd, which offers a taste of a luxury membership at Pronghorn.



Pronghorn offers more than 3,500 acres of skiable terrain.



Luxury cabins at Spanish Peaks begin at \$1.3 million.

Although the market isn't as strong as it used to be, the allure of Pronghorn hasn't faded. "The days of the speculators have gone," Hix says. "We're seeing a buyer who wants to be part of the community."

It's a similar story in Big Sky, Montana, home of Spanish Peaks. With 5,700 acres and 850 residences, it's one of the premier ski-in, ski-out resorts in the state.

Developer Dean Genges believes it's Montana's "mystique" and its tight-knit community that gave the club one of its best summers, sales-wise, in the last four years. Surrounded by acres of national forest and close to Yellowstone National Park, Big Sky will never become "Manhattan in the mountains," he affirms.

A significant amount of new members are referrals, because, as Genges puts it: "It's a place that families can give to their family. No matter where their lives take them, they can always come back to Spanish Peaks."

—Jessica Decina

Spanish Peaks offers private ski lifts to Big Sky and Moonlight Basin resorts. When combined, the ski terrain is larger than Vail, Colo.

Pronghorn has two golf courses, one each from Jack Nicklaus and Tom Fazio. It's the first resort to bring the two designers together.

For more information on these ski resorts, visit spanish-peaks.com and pronghornclub.com

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