

# OVATION

M A G A Z I N E

FALL 2019

PREMIERE ISSUE

## Miranda Lambert

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# Where to Buy in Baja

The living may be easy in Los Cabos, but the real estate options can be overwhelming. Here, a tear-it-out-and-take-it-with-you primer on the top spots at the bottom of the Baja peninsula. BY SAMANTHA BROOKS

## Palmilla

When Don Abelardo Rodríguez, the son of Mexico's then-president, built this low-key beach resort with a private airstrip in 1956, it became an instant Hollywood hangout, drawing everyone from Lucille Ball to John Wayne. More than 60 years later, the development that started it all is still one of Cabo's most impressive, comprising 1,000 acres with seven different neighborhoods, a Jack Nicklaus golf course, and two private clubs.

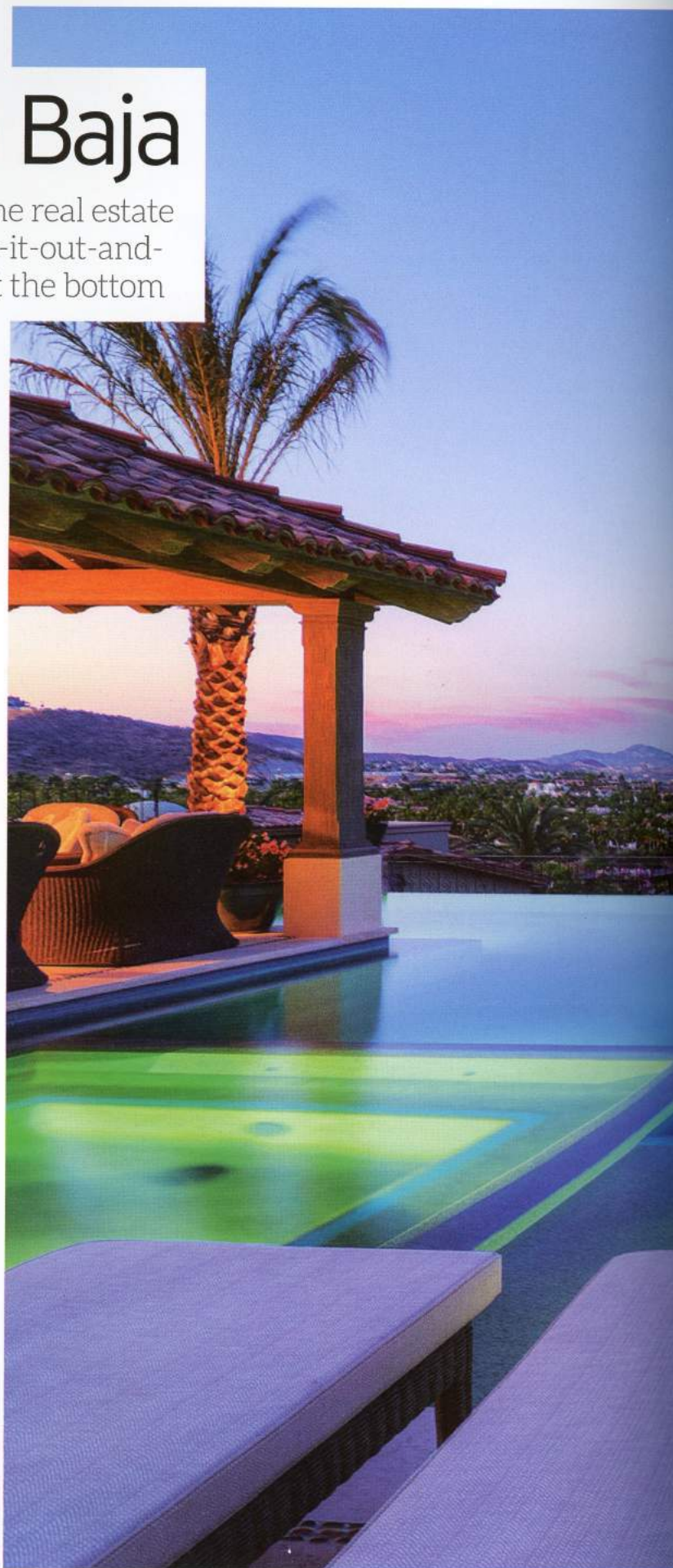
**WHAT TO KNOW** Homeowners have it all at Palmilla: private chefs, butlers, housekeeping—even the purest drinking water in Cabo (it's triple-filtered). This tight-knit and very private community is also one of Baja's most reliable investments. Case in point: When Hurricane Odile hit in 2014, insurance through the prestigious Lloyd's of London ensured all damaged homes were immediately repaired, with 100 percent of the claims met (and no premiums raised).

**WHAT ELSE** It's all about location at Palmilla, which sits on one of

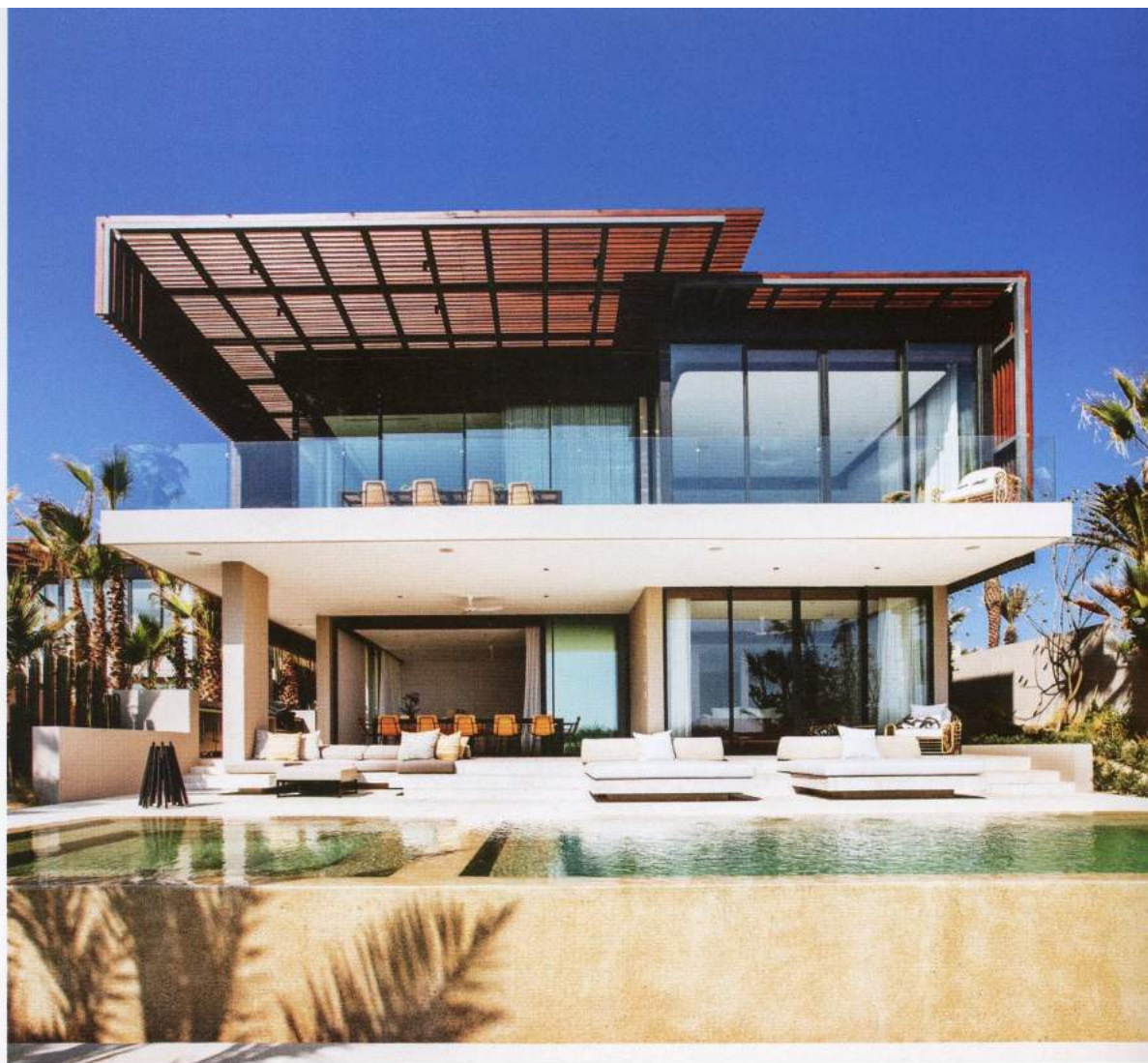
Cabo's most swimmable beaches, not far from the airport. Homeowners get around mostly by golf cart, easily zipping to the nearby Shoppes at Palmilla and dozens of on-property dining options. Still, with just one hotel—the exclusive One&Only Palmilla—and high-end real estate comprising the entire community, the development maintains a truly elevated status.

**REAL ESTATE** The top-tier Villas Del Mar neighborhood has released its last wave of residences with La Montaña, a mountaintop enclave of 49 homes and homesites priced from \$3.5 million to \$20 million. Elsewhere in Palmilla, homes range from \$2 million to \$30 million, with average prices at about \$5.5 million. All residences are fully owned, but a handful—many of which come with private yachts and sheltered beachfronts—will be available for rent through Del Mar Destinations.

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## Costa Palmas

Costa Palmas is not in Los Cabos—and that’s exactly why it’s the region’s most significant new development in decades. The only retreat of its kind on Baja’s remote East Cape—about 40 minutes northeast of the Cabo airport—the multifaceted resort community is bolstered by some of the biggest names in luxury travel. First up is a Four Seasons resort, which opens this November. The ultra-exclusive Aman brand will open the next resort at Costa Palmas, which will also include a Robert Trent Jones II signature 18-hole golf course and a 200-slip marina that will accommodate yachts as large as 250 feet.

**WHAT TO KNOW** Costa Palmas is far removed from the well-trodden Golden Corridor, but that’s part of its appeal. This is not the place for spring-breakers and bachelorette parties, but if you’re in the market for a remote, entirely exclusive retreat that’s easy to get to from just about any major city in the U.S., look no further.

**WHAT ELSE** Costa Palmas’ first two resorts might just be the most luxurious duo Baja has ever seen. The Four Seasons Resort Los Cabos at Costa Palmas will sit on two miles of white-sand beach and feature 141 guest rooms and 45 residences. Amanvari, meanwhile,

brings the cult-favorite Aman brand to Latin America for the first time, with its own residences in a suitably chic and modern design.

**REAL ESTATE** Currently in phase one, the 45 Four Seasons Residences start at \$2.25 million. Amanvari’s 24 residences will range from 13,000 square feet to 20,000 square feet, with pricing for homesites from \$5 million to \$26 million. Buyers can work with Aman architect John Heath to design a custom home.

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# Market Fresh

Five of Baja's hottest listings.

## Costa Palmas \$40 million

Designed by architect Todd-Avery Lenahan, this 10,000-square-foot, six-bedroom villa in the East Cape is one of the most distinct offerings in Baja. In the front yard is the swimmable Sea of Cortez; in the back, a 100-foot private dock comes with its own captain's quarters. There are multiple outdoor living spaces—including several pools and a gourmet al fresco kitchen—but the amenity that will clinch this villa for its next buyer might just be the private yacht that comes along with it.

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## Casa Hidalgo \$37.9 million

When Prince Alfonso of Spain first arrived in Cabo in the 1950s, he fell in love with its beauty—so much so that he bought a beachfront parcel of land for himself and, soon after, convinced his American friend, serial entrepreneur Jerry Neilson, to buy the property next door. Years later, both homes were acquired and combined, and today the compound comprises 111,000 square feet that include 23 bedrooms, five kitchens, a fitness center, and a spa with a sauna. Outside there's a tennis court, a tennis pavilion, parking for 20, five swimming pools, and a beach garage with toys for water activities.

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## La Montaña 8 \$14.5 million

In his 20 years as the in-house architect for Villas Del Mar, Robert Jones has designed more than 220 homes within the enclave—but never one like this. Lot 8 at La Montaña features a transitional design, with fractured granite and rammed earth forming the walls, which intersect as a series of rectangular planes. While the indoors are a modern oasis with solar panels and the latest in technology for lighting, music, and temperature control, the outdoors emphasize the natural surroundings with expanses of water features and outdoor rooms. The six-bedroom home features 7,700 square feet of air-conditioned indoor space, with an additional 6,000 square feet of outdoor rooms with areas for lounging, cooking, and dining.

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## Casa Oliver \$9.8 million

Designed to be a mini resort within the Puerto Los Cabos development, this 12,000-square-foot retreat with six bedrooms includes a home theater, an in-house spa treatment room, a fitness room, a yoga deck, indoor and outdoor lounging areas, and a beach garage for water toys. The home—which has been making good money as an exclusive-use rental—is a celebrity favorite for its privacy screens. Though it was constructed in 2009, the residence's modern design remains current today.

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## Viceroy Penthouse \$5.68 million

With its sleek white architecture, the Viceroy Los Cabos feels like a dose of South Beach nestled into Baja. Still under construction and slated for completion next year, the property's first five-bedroom penthouse is perhaps the ultimate turnkey, worry-free party pad, featuring a rooftop garden with a private pool and 6,600 square feet of entertainment space.

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Costa Palmas



Casa Hidalgo



Casa Oliver



Viceroy Penthouse