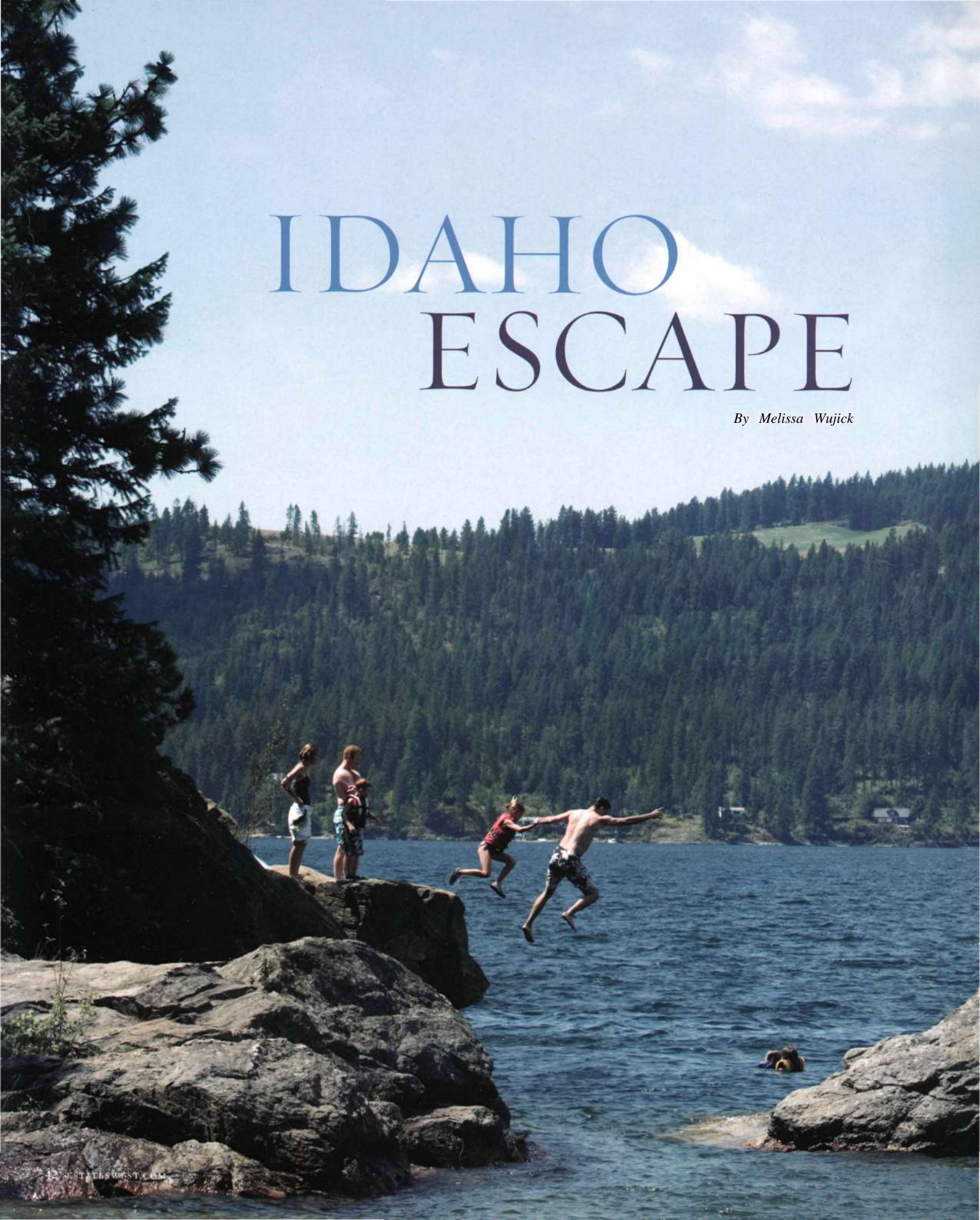


IDAHO ESCAPE

By Melissa Wujick



ALL-AMERICAN AND ALWAYS UNRUFFLED, THIS RELAXED AND RUSTIC RETREAT IS THE IDEAL GETAWAY FOR FAMILIES WANTING TO MAKE LASTING LAKESIDE MEMORIES.

WITH PICTURESQUE VIEWS of Lake Coeur d'Alene and 650 flourishing acres of alpine meadow, Gozzer Ranch Golf & Lake Club illustrates that Idaho is more than a hotbed of potatoes. Nestled in the state's panhandle, this private golf community is surrounded by a natural landscape of dense pine and aspen trees, twinkling azure ponds and ranges of majestic mountains—an environment exquisitely fit for a relaxed ranch community.

The wonder and awe felt upon arrival to Gozzer Ranch is intended to be reminiscent of that felt upon the 19th-century discovery of the vast American wilderness—at least that's the feeling Discovery Land Company (DLC) is hoping to cultivate with each of its projects. The San Francisco-based DLC, which was inspired by and named for Lewis and Clark's historic Corps of Discovery journey in 1804, seeks out untouched land and new opportunities for luxury golf developments throughout North and Central America. The company has erected more than a dozen communities, each of which, like Gozzer Ranch, reveres the surrounding natural splendor while establishing its own distinctive character.

Steve Adelson, partner at DLC, says the Coeur d'Alene hideaway sets itself apart with its rustic good looks. "Gozzer has an Old World homestead feeling—a slice of Americana," he says. "[It reminds me] of the days when you would sit on your porch, get in a tree swing or go for a canoe paddle on the lake."

While each DLC development is one-of-a-kind, the cornerstone for every community is a superlative golf experience. Gozzer Ranch's Tom Fazio-designed greens, which are set for completion in mid-2007, will establish a world-class golf sanctuary laid in harmony with the surrounding woodlands. "It is going to be one of the best golf courses in the Western United States," Adelson says. "It plays through beautiful pine trees, great lake views and elevation changes." The club also attests to the ranch's easy-going, down-home attitude with its course-side "comfort stations," where chefs will dish up energy-filled treats to serve as quick mid-game pick-me-ups.

But Gozzer Ranch will not solely be a seventh heaven for golf enthusiasts. Facilities will also include a championship-caliber tennis garden, modern fitness center, pool with private cabanas, world-class spa and amenity-laden clubhouse (to open in 2008). In a nod to the region's pastoral history, the ranch's homestead, which will be located at the property's center, will contain a reproduction of an old milking farm. At the farm, residents will find Camp Gozzer (where youngsters can enjoy a movie-and-video-game theater, guided hikes and supervised campouts) and the Outdoor Pursuits Program (a lifestyle and recreation concierge curriculum designed to assist members with everything from waterskiing lessons to chimney sweeping).

Then, there's the gorgeous Lake Coeur d'Alene,



Thrice as Nice

From sea to shining sea, Discovery Land Company builds communities that honor the surrounding landscape. Here are a few others that, like Gozzer Ranch, are worth your while.

Kuki'o Golf and Beach Club: This private beachfront property on Hawaii's Big island is a gorgeous getaway for ocean lovers and linksters, who can take a swing at the club's two Tom Fazio-designed golf courses.

Iron Horse Golf Club: Located on Montana's Whitefish Lake, Iron Horse is one of the nation's premier mountain communities, offering its residents back-country excursions and waterfront fun.

The Estancia Club: Known as the master-planned golf community that started it all, this 640-acre luxury site in Scottsdale was named one of the "100 Greatest Courses in the World" by *Golf Magazine*.



which has been named one of the five most beautiful lakes in the world by *National Geographic*. On-the-water activities such as waterskiing, wakeboarding, tubing, fishing and sailing are what make Gozzer Ranch worthy of its title as a golf *and lake* club. "The lake amenities are second to none," Adelson says. Also in the works are marinas that will dock 150-plus boats for those interested in water pursuits.

During the winter months when swimsuits are swapped for ski boots, residents can take the nearby airlift to reach snowcapped territory ideal for cross-country skiing and other cold weather thrills (assuming, that is, they can pull themselves away from the cozy warmth of their living rooms).

Homes at Gozzer Ranch fulfill the desires of the high-end buyer, but they're also sensitive to the surrounding landscape. "We want to make as little impact as we can on the property," Adelson says. "The majority of the site will stay in its natural vegetated state. [Residents can] really feel the upper northwest and smell the pines."

Among the housing opportunities that will be available are 270 estate-size custom homesites, 34 detached lake and golf view cabins, 34 homestead cabins and a 50-plus unit luxury lakeside lodge, all with water, mountain or golf course views and access to miles of streams and trails for fishing and hiking.

California residents Sterling Ball and his wife, Stacey, were among the first families to purchase real estate at Gozzer Ranch. In fact, the pair bought two properties. Sterling, who is the president of guitar manufacturing giant Ernie Ball, decided to buy a 5,200-sq.-ft. lakeview cabin (in addition to a one-acre homesite) because of his positive experience at DLC's Kuki'o Golf and Beach Club in Hawaii. "It was amazing that someone could take care of every detail that was important to me,"

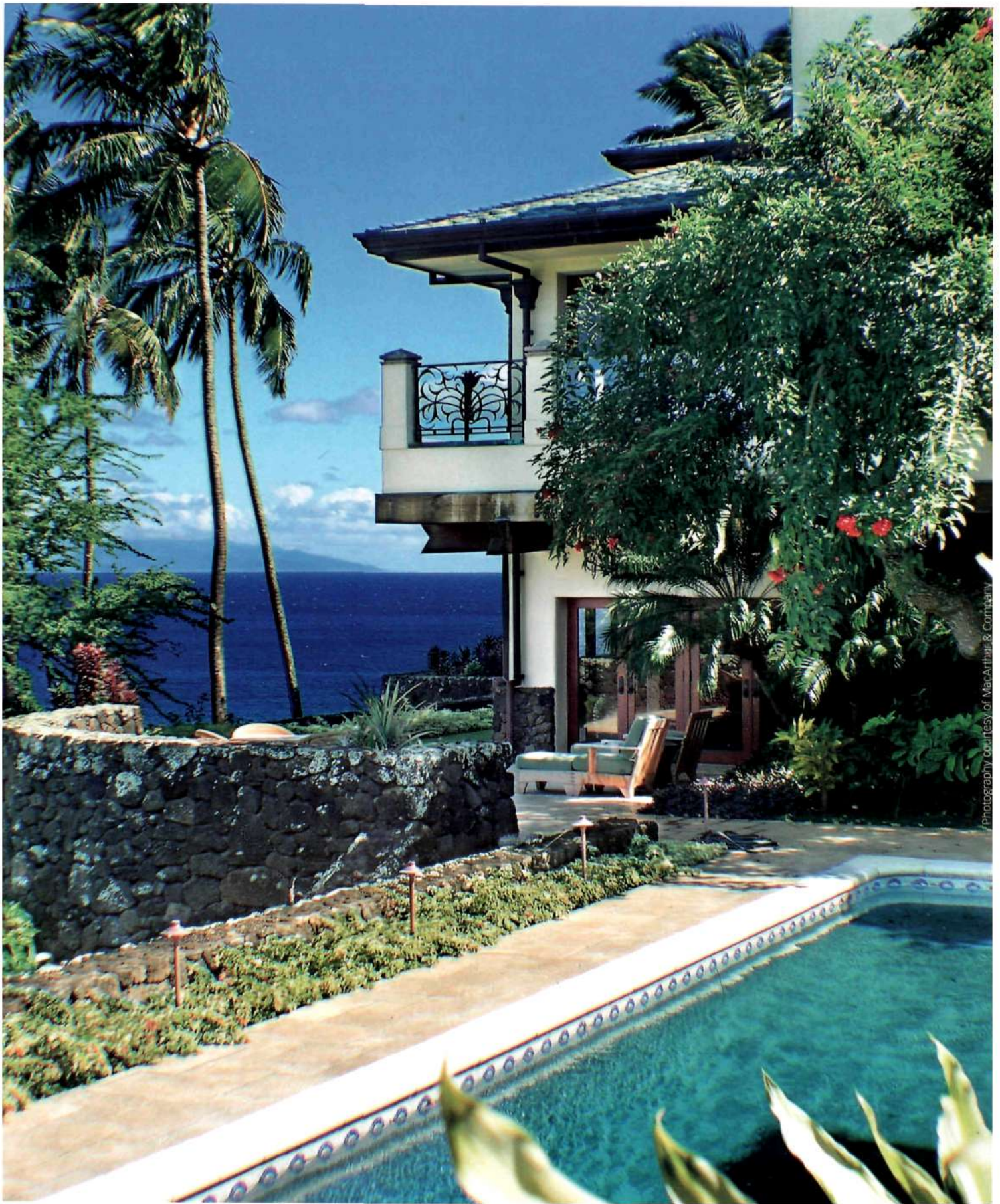
Sterling says, adding that he and Stacey even roped several friends into acquiring their own Gozzer Ranch residences.

But stellar service is not the only reason the Ball family came to live and play at this Idaho outpost: With three sons, the couple also appreciate the community's family-friendly philosophy. "[My sons and their friends] aren't going to some stuffy club that their dad belongs to," Sterling says. "There is nothing pretentious about [Gozzer Ranch]. It is five-star without the attitude."

Fans of the outdoors, the Ball family also plan to make use of the golf greens and waterfront marinas as much as possible. And although his wife may not like it, Sterling looks most forward to his time at the Coeur d'Alene haven because "they let me wear my Hawaiian shirts, and they don't make me tuck them in," he says. Unpretentious, indeed. ✨

TO LEARN MORE

With its first two phases nearly sold out, Gozzer Ranch Golf & Lake Club will open a third phase this summer, in all, the community will host nearly 350 real estate opportunities (with the number of lakeside lodge units still undetermined). Residential options include custom estates (\$250,000 to \$1.6 million), cabins (\$1.3 million to \$2 million) and cottages (pricing not available at press time). For more information about Gozzer Ranch and other Discovery Land Company projects, contact the development firm directly. Discovery Land Company, 415.676.5800, www.discoverylandco.com.



Photography courtesy of MacArthur & Company

Lakeside Luxe

WHETHER YOU ARE A BOATING BUFF, A SLALOM SKIER OR A SUNBATHER, WHO WOULDN'T DELIGHT IN A LAKEFRONT LIFESTYLE? THANKS TO NEW DEVELOPMENTS ON SOME OF THE WEST'S MOST CHARMING LAKES, THERE IS PLENTY OF FRONTAGE TO BE HAD.

LAKE TAHOE: Tahoe is best known for its powder-covered slopes, but this quaint No Cal setting is also brimming with fractional beachfront real estate. Though the Sierra Shores community—a luxury lakefront collection of 16 residences (measuring 1,800 to 3,300 square feet)—was just completed in December, only four quarter shares for three-bedroom units (starting at \$679,000) and 19 quarter shares for four-bedroom units (from \$859,000) remain. Tonopalo, a community of 19 opulent residences along a 270-foot stretch of beach, offers one-seventh shares for about \$379,000 to \$800,000. Sierra Shores, 800.511.6585, www.sierrashores.com; Tonopalo, 866.866.6725, www.storiedplaces-laketahoe.com.

LAKE LAS VEGAS: Lake Las Vegas is an aquatic retreat just 15 minutes away from the bright lights and bustle of Sin City. New on the lake's horizon is Vita Bella, a gated enclave of 79 luxury town homes (with a private boat dock, pool, spa and cabana) ranging from 1,649 to 2,132 square feet, in the nearby SouthShore gated community, Mantova hosts a collection of lakeshore villas (separated from the water only by a road). Starting in the low \$500,000s, the two-, three- and four-bedroom residences are offered with a Silver Membership to The Club at Lake Las Vegas. Fractional ownership at La Scala, a Tuscan-style development comprising two- and three-bedroom residences (starting in the high \$300,000s), will open its sales early in 2006. Among the amenities La Scala residents will enjoy are resort golf, a neighborhood dock with kayaks and canoes and a Gold Membership at The Club at Lake Las Vegas, vita Bella and Mantova, 877.558.5253, www.lakelasvegas.com; La Scala, 866.752.9558, www.storiedplaces-lakelasvegas.com.

LAKE COEUR D'ALENE: Perhaps the most up-and-coming lakefront destination is Coeur d'Alene, Idaho's picturesque resort community and golf haven about 50 miles east of Spokane, Wash. As if the Coeur d'Alene Resort Golf Course isn't challenging enough (it was given a five-star rating by *Golf Digest*, in part for its "floating hole"), the area boasts communities with other big-name links. Soon, a Tom Fazio course will grace the emerging Gozzer Ranch Golf & Lake Club, where the gated lakefront locale will harbor more than 300 real estate offerings (see Dream Development, P. 42). The Club at Black Rock isn't directly on the water, but many of its custom homes and 375 homesites have views of the lake or the Jim Engh-designed golf course. To get up-close and personal with Coeur d'Alene, check out The Terraces, a 30-unit luxury condominium project with only nine residences remaining (\$4.2 to \$4.9 million apiece), each outfitted with 120 feet of glass overlooking the lake. Gozzer Ranch, 310.859.0700, www.discoverylandco.com; The Club at Black Rock, 888.989.7625, www.blackrockidaho.com; The Terraces, 208.667.3431, www.theterracescda.com.

PAYETTE LAKE: While most of McCall, Idaho's Payette Lake properties are taken, there's one opportunity left for living in lakefront luxury. Whitetail, a private club and sporting lodge, is offering 221 custom homesites in addition to the lodge's 77 guest suites. Summers at Whitetail boast access to waverunners, boats and 18 holes of Andy North-designed championship golf. Plus, Old Man Winter cranks out plenty of opportunities for skiing and snowmobiling. Whitetail, 800.657.6464, www.whitetailclub.com.
—Jessica Daynor



IN SEATTLE, HOMES LINING
LAKE WASHINGTON (ON THE
SEATTLE AND BELLEVUE SIDES BOTH)
COMMAND THE HIGHEST PRICES,





DESERT JEWEL

When Mike Meldman set out to develop Kuki'o on the Big Island of Hawaii several years ago, his vision was to create the finest private resort community imaginable, even surpassing that of the adjacent Four Seasons Resort Hualalai he had long been visiting.

Meldman, who runs the San Francisco-based Discovery Land Company, accomplished that goal and then some, which was evident by the quick sellout of 375 custom estate homesites whose average cost exceeded \$5 million per acre. Now, Meldman's real estate firm is looking to duplicate that magic on the mainland with his latest project in La Quinta, Calif.: **THE MADISON CLUB.**

According to The Madison Club sales executive Alan Gambill, the exclusive club is intended to be a flagship community within the Discovery portfolio, much on the same scale as Kuki'o. (Meldman even refers to it as the "Kuki'o of the Desert.")

while the club doesn't quite have Kuki'o's dramatic Kohala Coast as a draw, there will be a number of other attractive similarities between the two communities once Meldman's masterful group completes the West Coast wonder. For example, The Madison Club will be another exclusive low-density enclave, comprising just 193 half-acre custom homesites (ranging from \$1.5 to \$5 million) and approximately 25 Villa Homes crafted by Discovery Land builders. Additionally, the club has plans for a handful of Clubhouse Member Suites that will cater to short-term visitors.

Of course, one of the focal points of development will be another fabulous private golf course (scheduled to open in March) designed by Meldman's favorite architect, Tom Fazio. In addition to towering pines and other flora not typically found in the desert, the course, according to Meldman, "will be punctuated with gorges that drop 40 to 55 feet down to the bottom of the creek bed and heavily landscaped in the Bel Air tradition."

As for the architecture, homes will reflect the distinctive style of California's old-line country clubs, establishing an ambience of quiet sophistication, intimacy and understated luxury. "The quality of architecture on the custom homes is what you'd see in Bel Air," says Gambill, who happens to be one of the limited 225 Madison members. "It could be French Provincial, Italian Provincial...trendy yet traditional." **760.777.9320, WWW.DISCOVERYLANDCO.COM.**

Just Add WATER

By Ellen Paris

FOR THOSE WITH THE MEANS TO INDULGE, WATERFRONT LIVING HAS LONG BEEN A LUXURIOUS CHOICE. AS AN INVESTMENT, WATERFRONT PROPERTY—NO MATTER WHERE—IS A SURE BET, AND AS A LIFESTYLE OPTION, IT'S UNPARALLELED.

WHETHER YOU SEEK A SPOT ON WHICH TO BUILD YOUR DREAM ESTATE OR JUST A SANDCASTLE, *ESTATES WEST MAGAZINE* CLUES YOU IN ON THE MOST SUMPTUOUS COASTLINE, LAKEFRONT AND STREAMSIDE PROPERTIES IN THE REGION.

Hawaii

The Kohala Coast on Hawaii's Big Island boasts several exclusive residential resort developments. Both Mauna Kea and Mauna Lani are within 30 minutes of the Kona International Airport, which accommodates both commercial flights and private aircrafts. "There are lots of luxury living options here both inside and outside the resorts," says Steve Hurwitz, president of C&H Properties in Kamuela. "It really depends on your personality and what kind of living experience you're looking for on the Big Island."

Many oceanfront homes at Mauna Kea and Mauna Lani are actually high above the beach overlooking the big blue. A slice of their shoreline doesn't come cheap: One Mauna Lani estate with more than 300 feet of ocean frontage is listed at about \$15.3 million. Some of these residences do have beach access, but because all of Hawaii's beaches are considered public, you may be sharing your multimillion-

dollar sand patch with tourists and day-trippers.

While several new, exclusive waterfront options await Big Island buyers, Ke Kailani on the southern shore of the Mauna Lani Resort promises to be a splashy address offering beachside and ocean view lots. The development's 39 custom estate lots (one-acre parcels start at \$7.5 million) and 20 villas "are perfect for high-profile individuals who want to get away from it all," says Hurwitz. Ke Kailani's centerpiece will be Hana Pono Park, a five-plus-acre private fitness park surrounded by 13 homesites. Owners will also enjoy membership at Mauna Lani's residents-only beach club with its sheltered, crescent-shape beach and exceptional snorkeling.

Speaking of high profile, Kuki'o, the new ultraexclusive residential resort community located six miles north of the Kona Airport, is reportedly selling oceanfront lots for as high as \$20 million. This private community, complete with its own beach and golf clubs as well as two Tom Fazio-



THE KOHALA COAST ON HAWAII'S BIG ISLAND BOASTS SEVERAL EXCLUSIVE RESIDENTIAL RESORT DEVELOPMENTS.



designed courses, will be home to 375 lucky owners. Talk among locals is that computer mogul Michael Dell and financier Charles Schwab are both building homes there.

When it comes to traditional island living, it's hard to beat the shores of Kahala, the most prestigious oceanfront neighborhood on Oahu. "Much of Kahala Avenue has been through the tear-down phase, and now we're seeing many large new luxury or extensively remodeled properties on expansive beachfront lots," says Judy Kalbrener, co-owner of RE/MAX 808 Realty. Kahala residences, which are close to downtown Honolulu and the elegant Kahala Mandarin Hotel, tend towards island contemporary styling with airy pavilions and large lanais that encourage outdoor lounging. Kalbrener says shoppers would be hard pressed to find prime oceanfront property in Kahala for less than \$8 million.

If a casual lifestyle sounds appealing, then it doesn't get much better than the white sand beach of Lanikai on Oahu's windward side, about 30 minutes from downtown Honolulu. According to Kalbrener, Michelle Pfeiffer's 1930's-style cottage on a half-acre of prime Lanikai Beach is on the market for a cool \$12.9 million.

California

For a diverse selection of architecture, atmospheres and prices, look no further than California's coastline. La Jolla, just 20 minutes from the heart of San Diego, is known as one of Southern California's most sophisticated seaside communities thanks to exclusive shopping, fine dining and the Museum of Contemporary Art San Diego. (La Jolla and neighboring Del Mar are, in fact, so posh that they prohibit posting for sale and open house signs.) Only 57 dwellings dot the La Jolla sand, and these gems start at more than \$5 million apiece. "The large beachfront homes here are rambling Mediterranean [in style] with a few contemporaries mixed in," says Jane Foster of Distinctive Properties RE/MAX.

The prestigious La Jolla Farms sits adjacent to the Scripps Institute on a scenic bluff with beach access. "We're seeing lots of new palatial Spanish Mission-style and contemporary homes replacing the older 1960's ranch-style housing stock," says La Jolla real estate agent Dan Pelletier of RE/MAX Associates' Marina Boulevard office. Underscoring the market's strength, Pelletier cites a recent sale of a six-bedroom, II-bath La Jolla Farms home that collected \$23 million.

Four hours north, the 6,000-acre Hope Ranch nestles inside one of California's best year-round climates—Santa Barbara. The development, born in the 1920's and flanked by palm tree-lined streets and the Pacific, hosts a number of pristine Spanish-style estates designed by leading turn-of-the-century architects. Price tags here range from \$21.5 million for a historic Spanish Revival hacienda to \$11.9 million for a two-acre bluff estate, but not all Hope Ranch homes come with such sticker shock: One address has a current asking price of about \$1.1 million. (Ownership includes access to Hope Ranch's miles of bridle paths, private beach and La Cumbre Country Club.)

Pebble Beach, situated on the Monterey Peninsula's windswept 17-mile drive, has always been a bastion of exclusive oceanfront living with killer golf. With the Del Monte Forest on one side and the Pacific on the other, it's not surprising that some homes sell for more than \$28 million. The large, wooded lots here offer precious privacy, and the variety of architectural styles suggests that owners are able to express their tastes regardless of those of their neighbors.

Currently, there are about 20 waterfront properties on the block, many of which are older dwellings whose spectacular locations make them perfect teardown candidates. Water usage is a hot-button issue in the area, and existing laws determine how many bathrooms, showers and sinks can be installed when replacing old homes with new ones. "Before buying, do check with the Pebble Beach

Company about purchasing additional water credits. [Additional credits] can cost up to \$150,000," cautions Sherri Yahyavi, manager of Prudential California Realty in Carmel.

Just 20 minutes from San Francisco's Golden Gate Bridge, the tiny town of Belvedere lolls on a peninsula with merely 1,026 homes. The peninsula's stellar positioning makes for little fog and thus generally fosters unobstructed views of the San Francisco Bay and the city beyond. A piece of the coast is a hot commodity here (and buyers pay handsomely), but David Kirchhoff of Headlands Realty notes, "If you're not on the water in Belvedere, you [probably] have a great water view."

Belvedere is a tightly knit community, a place where San Francisco's elite once built summer homes, and it showcases a mix of mostly California Craftsman and turn-of-the-century Victorian dwellings. "Even the new homes are often built in a traditional style," says Kirchhoff. However, beautiful residences aren't the only thing this area has to offer: Belvedere is within proximity to downtown San Francisco (only 17 minutes by ferry) and is even closer to optimal boating activities—the San Francisco Yacht Club is in town, and the Corinthian Yacht Club of San Francisco is harbored in neighboring Tiburon.

Washington

Because of the rain, every rooftop in Seattle sort of qualifies as a waterfront property—but the city and its environs offer waterfront living in the truest sense of the term. Homes lining Lake Washington (on the Seattle and Bellevue sides both) command the highest prices, according to John Brian Losh, owner of Ewing & Clark. The 25-mile-long lake has some of the finest waterfront homes in the Northwest, including the 40,000-sq.-ft. mansion of Bill and Melinda Gates. At Huntspoint, Lake Washington's most exclusive community, local residents favor older, architecturally significant estates or large new contemporaries. Prime waterfront properties on Lake Washington can be had for around \$7 to \$8 million, but some garner even

more: Losh recently sold a Huntspoint estate (currently in escrow) for \$19.5 million.

British Columbia

If waterfront opulence combined with the bustle of a charming city sounds like an unbeatable pairing, Victoria is definitely worth a long look. Located on the southern tip of Vancouver Island, Victoria is Western Canada's oldest city and the capital of British Columbia. "Uplands and Oak Bay are our prime residential areas. They're close to the city center and more manicured than areas further out," explains Leslee Farrell of Newport Realty. She adds that Victoria's older homes and climbing land values have sparked a trend of teardowns, with big, brand-new estates (one tops out at 14,000 square feet) taking their places.

According to Farrell, Americans are buying up waterfront properties in North Saanich (about 30 minutes outside Victoria's center) due in part to the exchange rate. A recently renovated oceanfront home on two acres—complete with more than 400 feet of coastline, a private beach and a greenhouse—listed at \$3.5 million Canadian dollars becomes even more tempting when converted to \$2.9 million U.S. dollars. ✨

TO LEARN MORE:

Belvedere, David Kirchhoff, Headlands Realty, www.headlandsrealty.com.

Hope Ranch, Tom Matheson, Tom Matheson & Associates, 805.895.7853, www.santabarabarhomesandland.com.

Huntspoint, Josh Brian Losh, 206.322.2840, www.ewingandclark.com.

Ke Kailani, 808.886.2000, www.kekailani.com.

Kuki'o, 808.325.4040, www.kukio.com.

La Jolla Farms, Jane Foster, Distinctive Properties RE/MAX Associates, 858.349.7614, www.janefoster.com.

Pebble Beach Co., Sherri Yahyavi, Prudential California Realty, 831.622.4922, www.prurealty.com/sherri.yahyavi.