

BERKSHIRE HATHAWAY HOMESERVICES

PRESTIGE



Luxury Market
Outlook 2022

Kentucky's
Bourbon Trail

Tropical Living
in The Bahamas

Skincare Goes
High End



BERKSHIRE HATHAWAY
HomeServices

LUXURY
COLLECTION



ON THE COVER

Sea and Serenity, a Cape Cod Estate

Presiding over Nantucket Sound with 280 feet of private beach is this stunning coastal offering. Its prime waterfront setting, breathtaking views and 15,500 square feet of well-appointed space just begin the list of features.

Osterville, MA

See pages 8 and 9
for more details

PRESTIGE

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From the desk of Gino Blefari and Christy Budnick

We are proud to begin the new year by revealing Berkshire Hathaway HomeServices *Prestige* magazine's new look. Our global magazine has been a trusted luxury lifestyle guide for eight years. With its elevated appearance, the new *Prestige* will bring fresh perspectives and a knowledgeable voice to the trends and topics that matter most to our readers. 2022 has invigorated a zest for all the simple luxuries that were placed on hold during the pandemic—travel, exploration, reunions and celebrations. We are delighted to explore these topics and more in the pages that follow.

To begin our Spring issue, Berkshire Hathaway HomeServices network members provide their thoughts on the real estate market for the year ahead. As we witnessed these past few years, home became the center of our universe. It was a place where, for the first time, many of us worked, played, studied and lived. People needed larger spaces and were able to freely move cities or even countries thanks to remote working. Needless to say, the market was extremely busy. Housing demand remains high while inventory remains low, but we see a shift on the horizon with the real estate market sprint falling back to a steady trot.

That nod to the equestrian spirit brings us to Kentucky. While known for the world-famous Kentucky Derby, the region also boasts some of the most luxurious libations in the bourbon family. Roger Grody takes us on an unforgettable journey through the pages of *Prestige* in Happy Trails.

With travel on our minds, we take to the skies to explore the wonder of The Bahamas. As one of the newest members of our global network, Berkshire Hathaway HomeServices Bahamas Real Estate president and broker, Jim Bernard takes us on a sun-drenched journey, replete with crystal clear waters, sumptuous dining, and of course, unparalleled real estate.

Wherever your travels may take you, we have taken great lengths to ensure you are sporting the latest in luxe luggage and looking your very best upon arrival with a guide to trending high-end skincare. Lara Becker takes us on a ride in the fast lane in Luggage Fit For Your Luxury Pursuits, seamlessly pairing hot wheels with suitcases to make first-class travel a stylish event. Wine aficionados, get ready to carry your favorite bottle of red, white, or bubbles home with ease in luggage designed especially for you. We'll cheers to that. In these new suitcases, you will surely want to pack some of the skincare spotlighted in Harnessing Time.

We hope you enjoy the new *Prestige*.



Gino Blefari

Gino Blefari

Chairman

Berkshire Hathaway HomeServices



Christy Budnick

Christy Budnick

CEO

Berkshire Hathaway HomeServices



LUXURY MARKET Outlook 2022

By Camilla McLaughlin

To look at what's in store for the real estate market in 2022, we spoke with top agents from locations around the world.

Usually, data — prices, sales, days on market — is employed to assess real estate and frame annual outlooks. But the story in any given year is shaped in local markets, and few can pinpoint changes and emerging trends better than agents.

“When people started realizing COVID wasn't going anywhere, they pulled out their checkbooks,” says Paul Antonas, a broker and appraiser with Berkshire Hathaway HomeServices Bahamas Real Estate, describing the influx of buyers in the Bahamas.

As 2020 drew to a close, it seemed the demand for homes couldn't get any stronger or sales more intense, yet they did. And that is the story of 2021. According to NAR, properties sold at a pace not

seen since 1999. Sales of existing homes increased another 8.5%, the highest annual number since 2006.

“At any given moment, our inventory numbers showed record lows, but the movement in the market was astronomical,” observes Elizabeth Hudgins with Berkshire Hathaway HomeServices Florida Network Realty in Ponte Vedra Beach, underscoring the dichotomy that shaped real estate in 2021 — unprecedented sales and equally unprecedented low inventory of homes to sell.

Expectations are that too few homes for too many buyers will continue to shape real estate in 2022. But many believe this mismatch between supply and demand will be one of several factors that will offset the rise in interest rates. “For our market,

inventory has become even tighter, and if that trend continues, then regardless of the interest rates creeping up over 4%, it will remain a seller's market," says Judie Parks, owner of Berkshire Hathaway HomeServices Parks & Weisberg, Realtors® in Louisville, Kentucky.

"Buyers are hedging their liquid assets into real estate as a hedge against inflation," observed Cristal Clarke with Berkshire Hathaway HomeServices California Properties in Santa Barbara, California, where sales activity was the highest since 2012. Clarke anticipates consumer demand to be even "more important moving forward, and, as such, will continue to drive real estate prices upward. I expect a surge in buyer activity in early 2022, inventory notwithstanding."

The market in northeast Florida mirrors what is happening all over the country. "Overall, 2021 saw record sales in a high-velocity market with record low days on market and many sales occurring pre-market. Multiple offers were the norm with buyers offering as much as 20% over asking price and/or post-occupancies to sellers to give them time to find a home for themselves," shared Hudgins.

Year over year, median prices nationally grew 15.8% in December, capping 118 straight months of increases. NAR says it's the longest-running streak of monthly gains on record.

More of the Same in 2022?

"I don't think we'll see any real material change in buyer demand, and pricing will still be strong by the sellers," says Craig Denton, managing broker at Berkshire Hathaway HomeServices Colorado Properties in Vail, Colorado. He expects multiple buyer scenarios to continue, particularly in the first part of the year. In January, two properties in the \$1 million range received 10 to 14 offers as soon as they were listed and available for showings. But, like agents in many locations, he expects the lack of inventory to tamp down the number of transactions in 2022.

"So far, 2022 isn't showing signs of letting up too much. We are seeing a slight decrease in bidding wars, but it is still a sellers' market and should continue as such until the pent-up demand created in the last few years is satisfied," says Brian Church, broker associate with Berkshire Hathaway HomeServices Fox & Roach, REALTORS® in

Spring Lake, New Jersey.

"I do not see any difference between what I am noticing this year and what I experienced last year," says Larry Young, luxury properties director at Berkshire Hathaway HomeServices California Properties. "I started 2022 participating in many multiple offer situations with both my own listings and representing various buyers. Even as asking prices approach the double-digit category, multiple offers are still the norm versus the exception as long as the property is appealing and priced correctly. Demand remains very high. Almost every agent I know is finding it very difficult to find homes for the many buyers they represent."

Luxury Jumps Ahead

Price gains were even greater for luxury, particularly in the hottest locales. In the Park City area, Berkshire Hathaway HomeServices Utah Properties reports increases of nearly 30% for single-family homes and condominiums. Noting a shift not only toward luxury, but also ultra-luxury on Cape Cod, Paul Grover, a co-founder of Berkshire Hathaway HomeServices Robert Paul Properties, says, "This was the strongest year on record for the Cape Cod luxury market and unlike anything I have seen in over 35 years as a real estate broker here. We saw more home sales above \$10 million than any other year."

Robert Kinlin, also a co-founder of Robert Paul Properties, points to a recent transaction in which an estate listed just shy of \$13 million sold in less than a month. What makes the price and speed even more remarkable is the main house and the guest house will be demolished and replaced with new construction. "This sale set a new value for land prices in the area," he shares.

Similar trends are playing out even in places not traditionally associated with the ultra-high end. "Very large homes typically took six to nine months to sell; now we see that becoming a week to a month," says Olyvia Salyer with Berkshire Hathaway HomeServices Towne Realty in Williamsburg, Virginia.

Flipping Traditional Trends

Young families and couples looking to establish a new primary residence have flipped demographics in this market. "They want someplace where they can live comfortably and still have plenty of access to



Sales over \$10 million hit a record pace in many markets, including Cape Cod, where one transaction established a new benchmark for land prices.

music, restaurants and museums," she says. In the last year, Salyer has had multiple sales, well over \$1 million, to buyers from locations as diverse as California and Texas.

Historically, San Miguel De Allende, Mexico, has been a retirement destination for an older, wealthier, more educated demographic who, Greg Gunter, owner of Berkshire Hathaway HomeServices Colonial Homes San Miguel, says, "cannot envision themselves living in a retirement community in the U.S." The pandemic has brought younger buyers with similar wealth and educational backgrounds. "Some can live and work here virtually, while others still have a corporate existence in the U.S. but seek a close-to-the-U.S. destination that is culturally and historically more enriching than a beach holiday," he says.

"The year 2021 was unlike any other year in our West Texas market, which is known for slow, steady growth. Even during a worldwide pandemic, we saw an increase in sales volume that we haven't seen to date. Property values increased at a record pace, but so did demand," says Steve Stovall, CEO and owner of Berkshire Hathaway HomeServices Stovall, REALTORS® in Abilene. "During the summer, we saw houses on the market less than a day, and multiple-offer situations were the norm. We've seen an



overall increase in our home values, but in particular, our luxury market is starting to grow and evolve from what it was before.” Still, he says, “real estate in the Abilene area is a steal compared to other parts of the country.”

“All our local communities from Goleta to Carpinteria have seen increases in sales volume and sales prices, but this is especially true in the luxury real estate market in Montecito, Hope Ranch and Santa Barbara,” adds Clarke.

Cities are Back

In 2020, pundits predicted cities would continue to lose cachet (and residents). But in 2021, cities were back. “Everyone had us counted out in 2020,” says Diane Ramirez, chief strategy officer for Berkshire Hathaway HomeServices New York Properties. “We had three months of literally no showings in 2020. So, we were very concerned. But, as usual, New York City proved very resilient. We had our most active market ever in 2021. Buyers returned in droves, which proved their renewed confidence in the city.”

Another plus, she says, “we were one of the markets that still had realistic pricing. It wasn’t a giveaway, but it was realistic value pricing, and everyone seemed to have

very strong liquidity. So, we had one of the strongest selling markets since 2015, which was the last height of our market.”

Chicago is the third-largest city in the U.S., and Michael Rosenblum of Berkshire Hathaway HomeServices Chicago, says, “the overall Chicago metropolitan market, the suburban housing market, will continue to do well, especially as COVID dissipates. It is also an optimal time to buy downtown high-rises. COVID has dramatically changed how people will work.” The revamped West Loop generates a great deal of interest from young millennials, who are buying \$2 million to \$4 million properties.

“The appetite for city living is high; people want a little excitement in their lives,” but they are also looking for options, says Ramirez. “It’s no longer either/or. Depending on whatever the pocketbook allows, those options could be two big places or something smaller and a larger property in another location. Drive-to places are in demand,” she explains. “So, our whole Northeast has proven to offer great options, and that’s what people want.”

In Atlanta, Lori Lane of Berkshire Hathaway HomeServices Georgia Properties, says, “One big trend we’ve been tracking is pre-sales in new construction. With inventory levels still historically low,

many luxury buyers who lost out on offers for existing homes due to steep competition and bidding wars, are looking to new construction as an option. We are seeing luxury construction new homes selling as soon as the builder starts the home and, unlike in the past, more buyers are satisfied with the finishes already selected by the builder as most understand the supply chain issue and just want to move into their new home as soon as possible.”

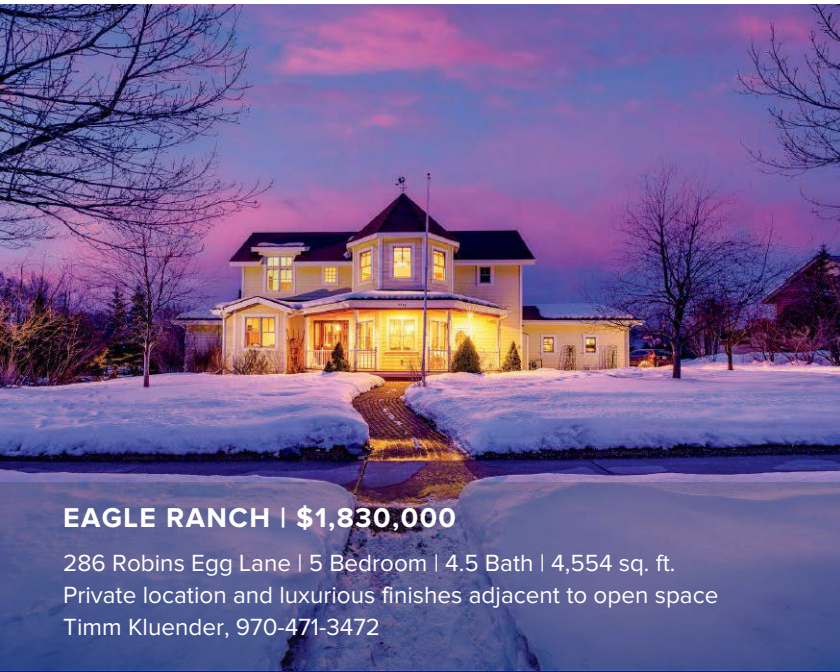
2021 was such a busy year for just about everyone in real estate, observes Church. “But,” he says, “there is no question that the market favored those with more experience. Homes generally sold quickly — often at more than their asking prices — but the unprecedented market provided many new challenges to get those transactions through negotiations into contract ... and then from contract to close,” he says, underscoring the challenge presented to agents. “Working with buyers required a flawless understanding of what was available, what the real values were, and how to present clients in the most favorable light. There were no easy sales, and even the most seasoned agents needed to be very persistent.”

2022 should see some normalizing of the market as the year progresses. And in the end, persistence will still pay off.



THE SUMMIT AT CORDILLERA | \$10,000,000

889 Granite Springs Trail | 5 Bedroom | 5 Full/3 Half Bath | 11,059 sq. ft.
Authentic mountain retreat with expansive views
Kevin Denton, 970-306-9330
Craig Denton, 970-376-0087



EAGLE RANCH | \$1,830,000

286 Robins Egg Lane | 5 Bedroom | 4.5 Bath | 4,554 sq. ft.
Private location and luxurious finishes adjacent to open space
Timm Kluender, 970-471-3472



THE RANCH AT CORDILLERA | \$4,200,000

297 Aspen Meadows Road | 5 Bedroom | 5.5 Bath | 5,457 sq. ft.
Expansive views of the Mountain Course and beyond
Jeffrey Cloonan, 970-445-8388



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BELLYACHE | \$5,000,000

288 Travis Road | 5 Bedroom | 6 Full/2 Half Bath | 7,213 sq. ft.
Pristine custom-built mountain home with privacy and views
Adam Bartlett, 970-401-2100



WEST VAIL | \$4,199,000

2924 Snowberry Drive B | 4 Bedroom | 4.5 Bath | 3,185 sq. ft.
Mountain modern home with expansive views
Hope Nickeson, 720-275-3186



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\$6,995,000 to \$14,900,000
ELEVATION Residences | 3 Residences Remaining | 3 & 4 Bedrooms | Penthouse
Craig Denton, 970-376-0087 | Kyle Denton, 970-393-2154 | Steve Michonski, 970-331-4539



Vail Village | Lionshead Village | Beaver Creek | Edwards | Eagle | Gypsum | Breckenridge
970.329.2482 | *bhhscoloradoproperties.com*



Discover Sea and Serenity at a Landmark Cape Cod Estate

Perfectly positioned with commanding views over Nantucket Sound and an unprecedented 280 feet of private sandy beach, a once-in-a-lifetime coastal oasis awaits. Set on Osterville's exclusive Sea View Avenue, this grand estate boasts every lifestyle amenity across 15,500 square feet of living space, including 7 en suite bedrooms, a 5,000-bottle wine cellar, golf simulator, gym, massage room, and 7 heated garage spaces. Designed in perfect harmony



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Berkshire Hathaway HomeServices

Robert Paul Properties



with its surroundings, virtually every room has ocean views and direct access to the outdoors, with a thoughtful layout dividing the residence into a main house and attached guesthouse. Prominently positioned on 3.66 acres, this world-class offering benefits from total privacy and includes a separate staff house discreetly tucked into the landscaping on the far side of the property. Offered at \$30,000,000



Barnstable, MA

This one-of-a-kind-property off the village of Barnstable boasts an exquisite residence with sweeping lawns, impeccable landscaping, and a sophisticated entry courtyard. \$6,900,000. Cindy Houlihan



Mashpee, MA

Enjoy your private dock on Hamblin Pond with direct boat access to Nantucket Sound. Spectacular sunsets and water views await from the expansive deck or from most rooms. \$2,700,000. Jamie Regan



Provincetown, MA

Located in the West End of Provincetown is this newly updated, spacious home. Set on a large lot with ample outdoor living spaces, decks, and parking. \$2,195,000. Pam Puffer Anthony



Chatham, MA

Thoughtfully designed, this remarkable home on coveted Cross Street will impress with its attention to detail throughout and custom, thoughtful touches. \$2,300,000. Lori Gilmore

**Berkshire Hathaway HomeServices
Robert Paul Properties**

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186 Windswept Way Osterville, MA

This magnificent waterfront estate, in the private, gated golf community of Oyster Harbors, is perched on an elevated 4-acre lot overlooking Cotuit Bay with 437 feet of water frontage, an in-ground pool, boathouse at water's edge with a fireplace, and a substantial deep-water dock. New Price - \$16,800,000



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52 & 34 Caillouet Lane
Osterville, MA

Stunning waterfront property with 3.09 acres and 200 feet of water frontage featuring a 5-bedroom main house with a 3-bedroom guesthouse. Overlooking the beautiful waters of East Bay, this property features an in-ground pool with a pool house and southeastern exposure. New Price - \$13,500,000



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16 Exeter Street, Unit 1 Boston, MA

This impeccably updated townhouse offers 4 bedrooms, 4 baths and a tastefully designed interior floor plan displaying exquisite appointments and multiple fireplaces. This residence defines architectural elegance and style and provides easy access to everything the Back Bay has to offer.
\$5,450,000



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320 Parker Road Osterville, MA

This shingle-style home showcases stunning architectural details and scenic views over Wianno Golf Course and Parker Pond. Exquisite craftsmanship is on full display, from a spacious covered porch to a gourmet kitchen. \$4,125,000



28 Bay Shore Road Hyannis, MA

Set on picturesque Hyannis Harbor, this 5-bedroom home offers magnificent water views, a sandy beach, and a substantial, private deep-water dock. \$3,750,000



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50 Liberty Drive, Unit 11F Boston, MA

This extraordinary residence has it all with an open layout showcasing panoramic harbor and city views through floor-to-ceiling glass walls. The sun-splashed home offers every desirable amenity to enjoy the best of city living. \$4,850,000



121 Grandview Avenue Marshfield, MA

This turnkey home is a magnificent coastal paradise, perched high above the waterfront on 1.2 acres with lush landscaping, expansive patio space, and a rolling lawn that leads to private water access. \$3,495,000



Belmont, MA

Step into an elegant and sophisticated Georgian Colonial located in the desirable Belmont Hill neighborhood. This home features a 2-story foyer and a luxurious primary bedroom suite. \$4,800,000



East Falmouth, MA

Live and play from this waterfront Pinsonneault home. Nestled on the shore of Green Pond Harbor, this property is all about connecting with the amazing waterfront proximity and views. \$3,200,000



Dover, MA

This gorgeous shingle-style country home showcases many desirable features, including a sun-filled breakfast room, spacious bedrooms, a cozy family room, and a 25-minute drive to Boston. \$2,695,000



Needham, MA

This Colonial offers charm, unparalleled attention to detail, and the highest-quality finishes. Enjoy the renovated kitchen, custom brick patio, and new luxurious primary bedroom suite. \$2,199,000



Needham, MA

Impeccably built with exquisite style and craftsmanship, this Colonial is a true haven with its 9-foot ceilings, detailed molding, inviting living room, and an open-concept chef's kitchen. \$2,075,000



Medfield, MA

Sought-after amenities included in this exquisite new construction are an open floor plan, hardwood floors, 9-foot ceilings, gorgeous baths, and fine millwork and finishes. \$1,049,900

**Berkshire Hathaway HomeServices
Commonwealth Real Estate**

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12 Huron Drive, Natick, MA 01760



1233 Meadowbank Road
Villanova, PA

This Walter Durham English country estate home on 6.7 acres is located in the heart of Villanova, Pennsylvania. The interior has been meticulously refurbished by a reputable Main Line builder. Easy access to Philadelphia. International airport less than 30 minutes. \$5,895,000



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Fox & Roach, REALTORS®



1121 Sasco Hill Road, Fairfield, CT

This amazing estate has a beautiful, 8,660-square-foot house, built in 1938 and renovated in 2010. It is set on 2.32 lush acres overlooking Long Island Sound. \$4,950,000. Melanie Smith, 203.521.2126



8 Stony Lane, Norwalk, CT

This enchanting Chateau is nestled on a private lane, less than 60 minutes to NYC. It features a 1st-floor primary suite, 9-plus-foot ceilings and custom details. \$1,895,000. Dori Seamans, 203.858.5107



327 Valley Road, Greenwich, CT

This stunning 5-bedroom, 5.1-bath modern farmhouse, custom designed and built by F n R Luxury builders, is located directly on the Mianus River. \$3,395,000. Peter Janis, 203.249.1013



222 Riverside Avenue, Greenwich, CT

This 6-bedroom, 5.2-bath home is located in the heart of Riverside. It offers a perfect setting along with an easy commute to NYC, schools and shopping. \$4,825,000. Ann Simpson, 203.940.0779



333 Stanwich Road, Greenwich, CT

Exquisite Cotswold-style, 5-bedroom, 6.1-bath mid-country compound is on 2.3 park-like acres with a heated pool and stone cottage guesthouse. \$5,995,000. Giselle Gibbs, 203.536.2723



257 Central Park West, 10FG, New York, NY

Newly renovated 5-bedroom, 4.5-bath co-op with a downtown lofty feel in a Beaux-Arts, Central Park West Building. \$4,950,000. Reba Miller, 646.210.3177



765 Park Avenue, 1/2A, New York, NY

Extraordinary Duplex Maisonette located in prestigious Rosario Candela Building in Park Avenue. \$17,900,000. Christine Fields & Marilyn Wexler, C. 646.345.1201 M. 917.453.2967



891 Park Avenue, 14th Floor, New York, NY

In desirable Park Avenue, this gracious prewar is flooded with natural sunlight through all 4 exposures. \$1,795,000. Lorenzo Avati, 917.873.7858



8 East 92nd Street, #4, New York, NY

Sophisticated townhouse apartment located in one of the most desirable mansions, blocks just off Fifth Avenue's Museum Mile. \$1,700,000. Suzanne Werson, 917.213.8914



1 Irving Place, V22AB, New York, NY

Boasting stunning NYC views, this corner 3-bedroom, 3-bath home is located in the historical Union Square. \$3,495,000. Marilyn Wexler, 917.453.2967



104 Willow Street, Brooklyn, NY

This beautiful, single-family home in Brooklyn Heights, built in 1826, retains intricate historical details. \$13,750,000. John Murtha, 631.219.2510



400 East 54th Street, 28F, New York, NY

Incredible city and river views! A 2-bedroom, 2-bath home in The Revere, an elegant, full-service condominium. \$1,695,000. Reba Miller, 646.210.3177

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3 Pen Mor Drive, Muttontown, NY

Retreat from the city to this exceptional, young brick Colonial privately situated on 3.66 acres of lush property. Complete modern renovation done in 2020 with no expense spared and every attention to detail. Luxurious amenities abound throughout, including a grand, 2-story entrance with a custom, handcrafted wrought iron staircase, designer gourmet eat-in kitchen with Wolf and Sub-Zero appliances, and more. \$4,489,000



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Delano Family Estate, Newburgh, NY

This 9,007-square-foot mansion, available for the first time in 60 years, features 6 bedrooms, each with a fireplace and bath, a 43-foot library, and stunning views of the Hudson River. \$2,900,000

Long Island, NY

Nestled on 2.5 acres and a private road, this bespoke home was built with the finest materials. There is no detail overlooked or left to the imagination.



Michele Rios & John Ruggieri

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3 Quaker Lane Old Westbury, NY

This exquisite estate features luxurious amenities on manicured grounds with a private elevator to all 3 levels. Luxuriate in your sauna and take a splash in your indoor pool with waterfalls and a retractable roof. Bottom right photo: 34-foot Cabin Cruiser Twin Engine fully-loaded boat included at full price of home.



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**1500 Handys Meadow
Salisbury, MD**

Welcome home to this extraordinary, luxury contemporary, located in Salisbury. It features 7 bedrooms, 4 full baths, 3 half baths and a 3.5-car garage. Great location near PRMC and 40 minutes from beaches!

Celeste Dodson

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**13000 Marina View Lane
Salisbury, MD**

These luxury resort townhomes offer 3,069 square feet of living space, 3 bedrooms, 4 full baths, 35-foot boat slips, a private elevator, 2-car garage, and outdoor living space on every level. \$955,000



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1819 Davis Branch Road
Woodstock, MD

Nestled on a 1.07-acre lot, this refined and luxurious 4-bedroom, 3.5-bath Colonial, built in 2021, has an oversized 3-car garage and rich hardwoods throughout. The perfect balance of beauty and function. \$1,949,000



Cindy Riley

Sales Associate

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Berkshire Hathaway HomeServices
PenFed Realty

4800 Wards Chapel Road
Owings Mills, MD

Gracious early 19th-century stone home on 19-plus acres. Beautiful, private setting surrounded by parkland. It features a new roof, updated mechanicals, electric and kitchen. Ready for your final design touches. \$1,140,000



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Berkshire Hathaway HomeServices
Towne Realty



8 Prestwick
Williamsburg, VA

Meticulously landscaped, all-brick traditional home in the award-winning, gated community of Fords Colony. Stunning golf/water views throughout the updated kitchen and 14-foot palladian windows in the living room and sunroom. \$1,425,000



209 Castlerock
Williamsburg, VA

This beautiful, all-brick Georgian home is nestled in the coveted Western Gailes neighborhood of the award-winning Ford's Colony, with a wonderful floor plan and lovely updated, white kitchen featuring chef's-grade appliances! \$950,000



Susan Pender

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Berkshire Hathaway HomeServices
Towne Realty

4545 Commerce Street Virginia Beach, VA

Entertain your guests in this stunning 5,000-square-foot luxury penthouse with a chef's kitchen, grand parlor, dining room and wraparound balcony, and soak in the skyline views of the city and bay. \$2,950,000



1601 Spring House Trail Virginia Beach, VA

Welcome to your own personal 10-acre retreat perched high on a breathtaking point overlooking the Lynnhaven River, with an additional buildable lot with deep-watered docks, 2 floating docks and a covered dock house. \$6,795,000



Sold for \$7,200,000 in Boone, NC

In 2021, Team Vincent sold this luxury estate, which at \$7.2 million, marked the highest residential sale for the High Country MLS. The property featured over 545 acres with views, waterfalls, and more.



Sold for \$5,500,000 in Deep Gap, NC

Road infrastructure, development potential, views, water, building sites, and wildlife are just some extraordinary features of this 1,682-plus-acre tract.



Sold for \$4,695,000 in Valle Crucis, NC

This iconic High Country horse farm features 28 acres with a home, barns and pastures, and over 2,000 feet of Watauga River frontage.



Sold for \$3,285,000 in Valle Crucis, NC

This working Inn rests on over 4 acres and possesses a simple elegance throughout. A 7-bedroom, 7.5-bath main building plus carriage house are nestled in a park-like setting.



Under Contract \$6,999,000 in Linville, NC

Discover a private sanctuary on 27-plus acres at the base of Grandfather Mountain and within the prestigious Grandfather Golf & Country Club.



Under Contract \$5,500,000 in Boone, NC

Hidden amongst the Blue Ridge Mountains, this 522-acre playground offers sprawling meadows, creeks and trails, great development potential, and more.



Under Contract \$2,000,000 in Todd, NC

You get all the modern conveniences tucked away on 56-plus private, serene acres with an 8-stall barn, layered views and sunsets, woods, pasture, water, and more.



Listed at \$3,990,000 in Sugar Grove, NC

This majestic 5-bedroom estate on 178-plus acres boasts over a mile of Watauga River frontage, a 2-stall Morton horse barn, multi-purpose building, horse pasture, and trails with gorgeous views.



Team Vincent
Jay Vincent
Chad Vincent
Melissa Boone

O: 828.295.0700
 bhhsvp.com
 chad@bhhsvp.com

Berkshire Hathaway HomeServices
Vincent Properties



Gray Horse Farms Upper Brookville, NY

Rare opportunity to own this magnificent, iconic estate on desirable Piping Rock Road in Upper Brookville. This grand residence is situated on 9 flat acres and offers 17,500 square feet of grand living with recently renovated apartments, an exquisite pool and pool house plus stable, paddocks, barn, tennis and sports court. The impressive scale of the home is enhanced by vintage millwork, hand-



Dee Dee Brix

Associate Broker
Luxury Specialist

C: 516.551.5241
O: 516.200.5700
deedeebrix@bhhsaffey.com

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Painted antique wallpaper, and priceless Samuel Yellin front gates from the JP Morgan estate. Built in 1924 and designed by architect James W. O'Connor and landscape architect Robert Ludlow Fowler, this enchanting brick Georgian Colonial epitomizes old-world charm and grace. Classic architectural details combine beautifully with a modern lifestyle and exceptional entertaining. \$8,999,000



Saint Helena Island, SC

Surround yourself with stunning views of Saint Helena Sound and the Atlantic Ocean from this custom-designed home, which offers direct oceanfront. \$1,249,000. Terri Eller, 203.494.3073



Beaufort, SC

A spectacular Southern Living design selected for a spacious lot in the Woodlands section of Coosaw Point. \$908,000. Todd McDaniel & Christian Sherbert, T: 843.263.1906 & C: 843.575.5667



Seabrook, SC

Stunning, 3-bedroom, Lowcountry home on .72 of an acre on tidal marsh overlooking Huspah Creek in the beautiful, gated Bull Point Plantation. \$950,000. Harriett Bosiack, 843.290.1641



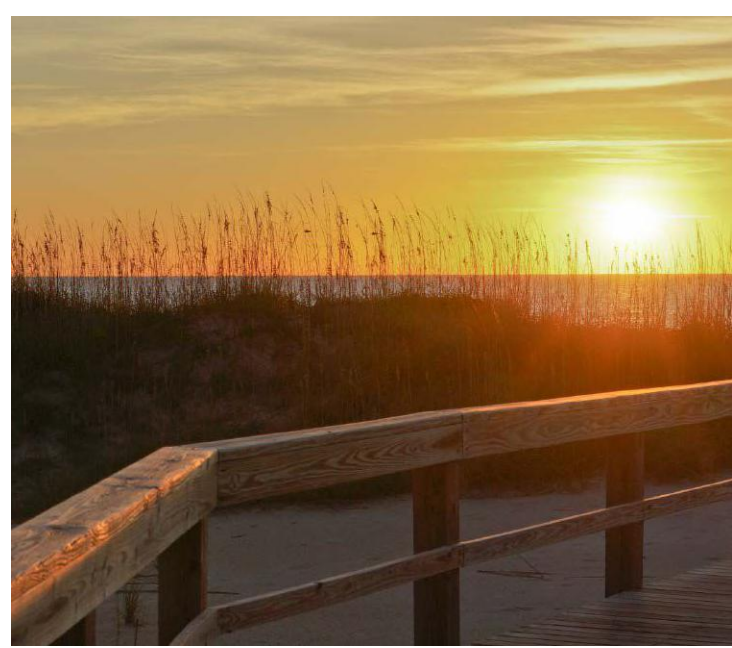
Fripp Island, SC

This newly renovated, 3-bedroom, 3-bath villa boasts a long deck area that is quiet, with a view of the inlet. \$574,900. Todd McDaniel & Marjory Mitchell, T: 843.263.1906 & M: 843.263.9893

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3084 George Williams Drive, Monroe, GA

A unique 150-acre estate that offers a magnificent European-inspired main house, a log cabin guesthouse, and secondary rustic cabin. \$19,800,000. Call Chuck MacPhee, 404.234.7286



712 Waterfall Drive, Clayton, GA

A masterpiece showcased on a North Georgia mountaintop overlooking Lake Burton, the Blue Ridge Mountains and Waterfall Golf Course. \$4,750,000. Call Britney Brown, 706.490.5629



2355 Saddle Springs, Milton, GA

Breathtaking 12,900-square-foot waterfront/equestrian estate located on 12.19± acres with an additional 6.11± acres available. Eight-stall barn. \$3,699,000. Call Todd Kroupa, 770.910.4860



3777 Paces Ferry, Atlanta, GA

Known as the "Boxwood Estate," the main house was originally owned by Atlanta legend Lewis Grizzard. Updated with pool and putting green. \$3,595,000. Call Kimberley Ayers, 404.281.9301



Homestead at Milton, Milton, GA

The Homestead at Milton is a once-in-a-generation opportunity to build in Milton on 4- to 10-acre homesites. \$3,500,000 - \$10,000,000. Go to TheHomesteadatMilton.com, 678.787.7949



250 Pine Valley Road, Marietta, GA

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6610 Stringer Road, Clermont, GA

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1400 Tiger Pass Drive, Tiger, GA

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3342 Kilby Place, Atlanta, GA

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113 McKnight, Senoia, GA

Historic-area brownstone featuring 4 stories with a private elevator and rooftop outdoor area overlooking downtown Senoia. \$1,100,000. Call Becky Crawford, 678.480.4387



3739 Wavespray Court, Gainesville, GA

A custom-built private estate with breathtaking views of Lake Lanier. A covered, single boat slip also available for purchase. \$1,050,000. Call Core Properties, 470.228.0846



Hillandale, Roswell, GA

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Elizabeth Hudgins & Sarah Alexander

From Cottages to Castles

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elizabeth@

elizabethhudgins.com

sarah@sarahalexander.net

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Intracoastal Waterway Jacksonville, FL

The 11,000-square-foot masterpiece was built by the current owner in 2003 with grand waterfront living in mind. The endless custom-design elements in this home offer a rarefied space for indoor/outdoor, year-round living. \$8,995,000

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Lakefront Estate West Bloomfield, MI

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Palm Desert, CA

Exceptional turnkey, 2-story home in The LINKS in Desert Falls. Situated on a cul-de-sac on an elevated lot overlooking chocolate mountains. Call Laura Rodriguez-Garcia at 760.808.7577. \$999,000



Palm Springs, CA

One-of-a-kind 1.32-acre estate, reimagined yet true to its glamorous "Rat Pack" celebrity past. Breathtaking views and modern amenities. Call the Louise Hampton Team at 760.320.4586. \$11,800,000



Henderson, NV

This secluded Italian-inspired estate is one of only 2 homes that have both lake and golf course frontage. Enter the 3 levels to be greeted by pure luxury. Call Mitch Fulfer at 702.496.9302. \$5,600,000



Palm Springs, CA

Welcome to Casa Encanto, a Spanish-style cottage in the heart of Old Las Palmas. First time being offered since 1985, it's charming in every way. Call Louise Hampton at 760.320.4586. \$2,995,000



Temecula, CA

Take a step into this luxury Temecula wine country estate with endless views. The main house features 5 bedrooms, 5 baths, and the guesthouse includes 2 bedrooms with 1 bath. Exquisite craftsmanship can be seen throughout the 4.1 acres, the infinity pool/spa and barn. Call Veronica Whittaker at 951.587.2577 or Gayle Higgins at 951.553.9052. \$3,200,000



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John Sofro

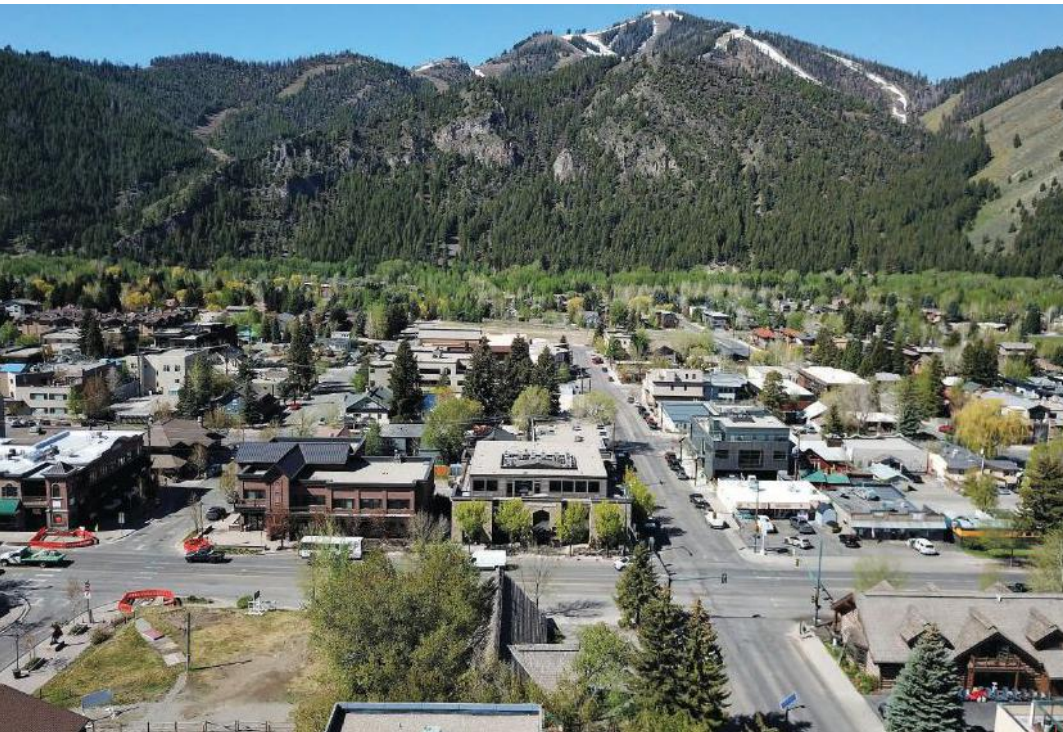
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C: 208.720.5776

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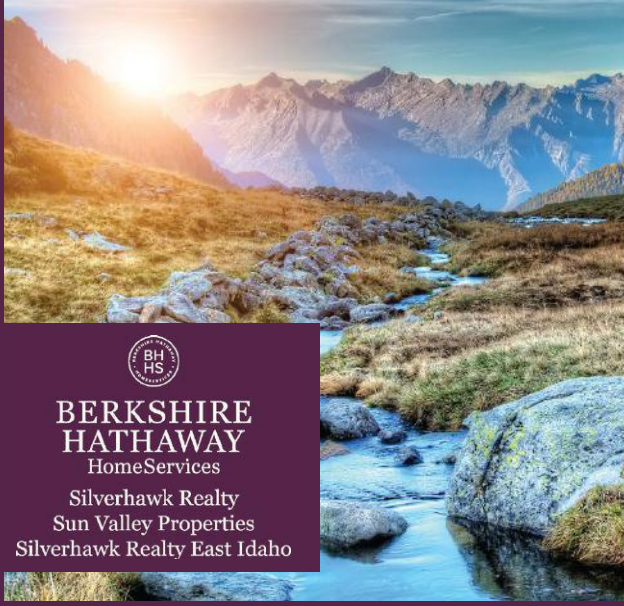
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This to-be-built 3rd-floor penthouse in the heart of downtown Ketchum features 4 bedrooms, 4.5 baths plus a family/flex room. The ultimate in design, finishes and workmanship. Now taking reservations for Winter 2023/Spring 2024 completion. \$7,161,000

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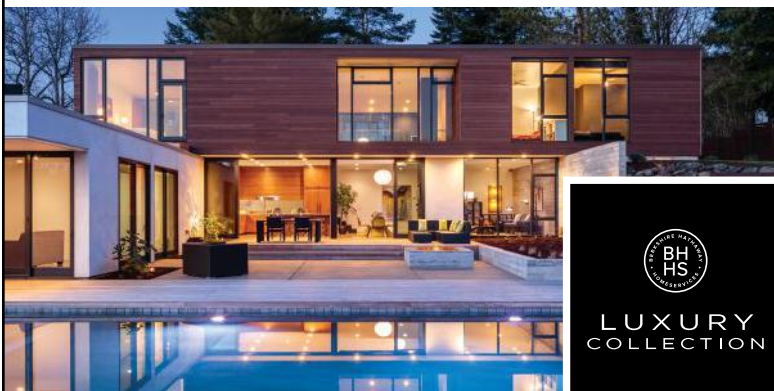
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Jennifer Reichert

Associate Broker, Owner,
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2450 Fish Creek Road
Wilson, WY

Nestled among ranches, this 4-bedroom home on 3 acres provides the perfect setting for your mountain lifestyle or mountain retreat, with flyfishing, cycling, mountain biking, 2 golf courses, skiing at Jackson Hole, and the restaurants and shops of downtown Jackson nearby. \$6,995,000



2998 Makalei Place, Honolulu, HI

This home is beautifully updated, with 4 bedrooms, 3.5 baths and expansive lanais. It features views of the ocean and Diamond Head, and you can even watch whales from the rooftop lanai! \$4,795,000



Caroline Faringer, Suzy Hemmings & Liz Perry

C: 808.753.6988 / S: 808.342.0077

L: 808.384.7623

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149 Poipu Drive, Honolulu, HI

Barely lived in, this executive home has been impeccably maintained and is available turnkey. It offers 5 bedrooms plus a bonus recreation room, eat-in kitchen, and a 3-plus-car garage. \$3,950,000



Rachel Bradley & Amanda McCann

R: 808.358.7056

A: 808.780.4771

R: HI RE Lic. # RB-22807

A: HI RE Lic. # RS-81135

Berkshire Hathaway HomeServices Hawai'i Realty

A Vacation That Never Ends

By Ritika Jain

Approximately 760 miles off the coast of Florida sits The Bahamas, which encompasses 700 islands of raw beauty, turquoise waters, white sand and vibrant cays.

There is so much to do and see on the vast strip of land that is The Bahamas, which is why it's not only perfect for a sun-drenched vacation, but also a wonderful and convenient place to live. Berkshire Hathaway HomeServices recently expanded its network to The Bahamas, and president and broker Jim Bernard says the luxury market there is booming.

"Joining Berkshire Hathaway HomeServices has allowed us to effectively compete against the other big brands for listing inventory. We have seen an increase in the property listings we have been able to secure after joining the network," says Bernard.

There are many factors that draw buyers to purchase a home in this tropical paradise, including year-round warm weather, five-star restaurants,

golf courses, exceptional water sports, and proximity to the United States, according to Bernard. Luxury living is further enhanced by consistent warm weather and a landscape of unlimited beauty, offering visitors and residents an abundance of activities.

Berkshire Hathaway HomeServices Bahamas Real Estate sells in several luxury communities — Lyford Cay, Old Fort Bay, Albany, Ocean Club Estates, Harbour Island and the Exumas — each with their own unique charm and set of features. The availability of beaches, exclusive resorts, luxury amenities, and majestic views offered in these areas are unparalleled.

“Lyford Cay offers an excellent golf course, beautiful beach club with a swimming pool, tennis courts, a large, full-service marina with intricate canal system and several 5-star restaurants,” begins Bernard. “Old Fort offers a charming clubhouse that was restored from a historic fortified residence built in the 1700s, set on the nicest beach in New Providence, an excellent restaurant, beach bar, and several other amenities.” According to the broker, those looking for the finest amenities should head over to Albany, which features a championship golf course, modern mega-yacht marina, adult and family pools, a range of restaurants, a spa and fitness center, water sports, an equestrian center, and a world-class recording studio.

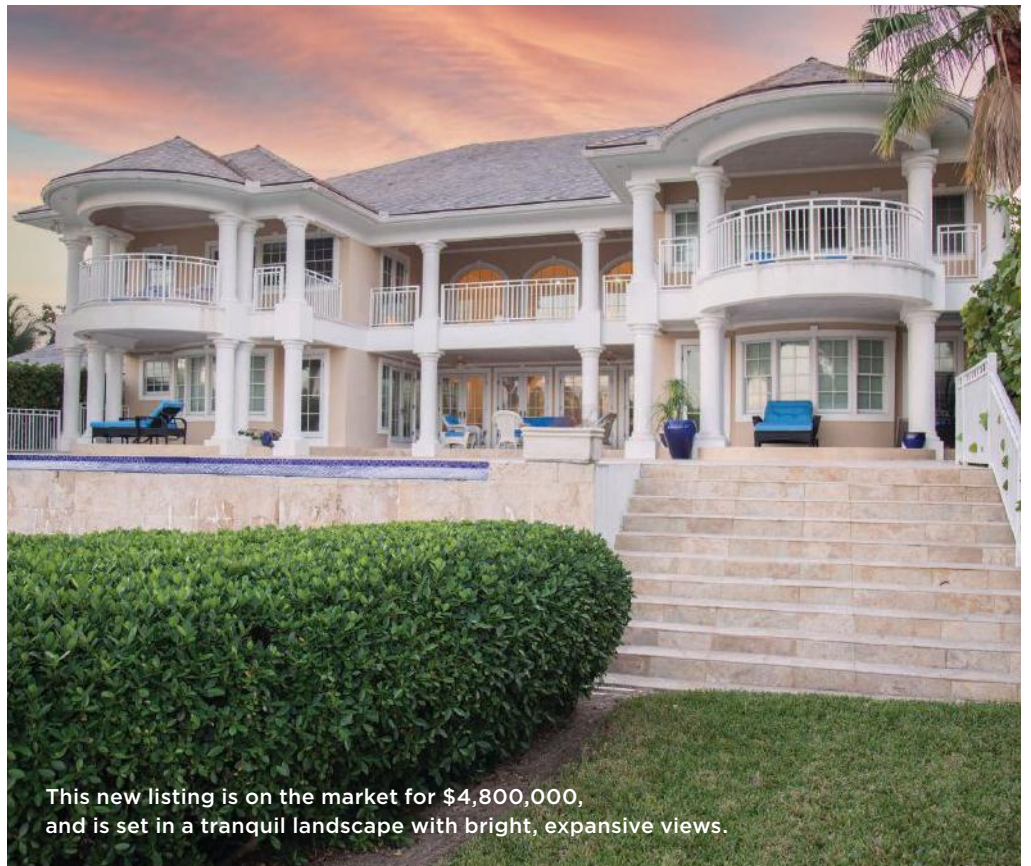
Rated the “Crown Jewel of the Caribbean” by *Forbes*, Harbour Island evokes a dreamy landscape with the infamous, three-mile pink sand beach and original Georgian architecture noted in the pastel-colored buildings, white picket fences, and bougainvillea-draped door frames. The island also boasts Dunmore Town, the original capital of The Bahamas, a charming, oceanfront area that is a bit calmer than other attractive hotspots.

The first thing you notice about the Exumas is its dazzling turquoise waters, but it doesn't end there. “Footprint-free beaches, ultra-exclusive resorts, and tropical islands fit for kings make this paradise an absolute gem. Here, nature outnumbers man, coastlines remain flawless and private homes play host to some of the world's most famous stars,” says Bernard. Visitors can dive and snorkel at Thunderball Grotto or in the pristine waters of Exuma Cays Land and Sea Park, experience world-class fishing, and even swim with pigs. If one wishes



A spectacular view of Ocean Club Estates, selling for \$5,499,000. Some perks of this unit sale include a 45-foot boat slip, 3 golf carts, Suzuki car and Ocean Club golf membership.

PHOTO COURTESY OF OCEAN CLUB ESTATES



This new listing is on the market for \$4,800,000, and is set in a tranquil landscape with bright, expansive views.

PHOTO BY LAURENT GLOOR; COURTESY OF ASCOT HOUSE

to tour the Exuma Cays, Bernard recommends taking a private boat that will allow you to bask in the beauty of the 125-mile-long chain of islands.

The Bahamas have a variety of options to offer homebuyers, and the company president and his team work closely with their clients to facilitate the process of finding the perfect home. "It all starts with accurately assessing the client's wants and needs. We have a lot of different options to offer and each client is unique in what they are looking for. Once we understand the lifestyle the client is looking for, we can use our knowledge and expertise of The Bahamas Real Estate market to find a property that perfectly fits the client's lifestyle."

The appeal of the Bahamas market extends far past its borders. Luckily, foreigners who wish to purchase property in the Bahamas aren't subject to any rules or regulations. However, those who wish to purchase a second home will need to seek Investment Board Approval to acquire the property, according to Bernard. Foreigners also have the option of applying for permanent residency in The Bahamas, which requires an investment of at least \$750,000.

Alongside the booming housing market is the luxury resort market, hosting vacation-goers from colder, bustling climates in search of a heavenly, tropical escape. Resort life in The Bahamas is limitless. Grand resorts like Baha Mar and Atlantis both feature multiple of pools, beautiful beaches, waterparks, a variety of excellent restaurants, large casinos, massive aquariums, spas and no shortage of nightlife, says Bernard. There are also smaller, boutique resorts like Kamalame Cay in Andros and The Cove in Eleuthera, which offer a slower pace along with luxury amenities and services.

The Bahamas isn't just any tropical destination. It boasts 5,000 square miles of beautiful beaches, exposed sand bars, and crystal clear waters. The country is built around a marine lifestyle where watersports are unrivaled and underwater experiences are like no other. It is also easily accessible to the U.S. and Canada, which provides a unique convenience for second-home owners.

"The ease of travel to and from The Bahamas means that second-home owners enjoy their vacation homes more than they would in other destinations that may not be so easy to travel to," remarks Bernard.



This fully furnished, expansive double unit is a rare find in Ocean Club Estates Marina Residences, boasting over 6,500 square feet of interior living space with high-end finishes.



Built in 2021, this beautiful, modern new home sits on the most spectacular, wide open canal-front lot in Port New Providence, with over over 7,250 square feet of living area.

Happy Trails

By Roger Grody





Kentucky’s heritage and spirit are well represented by the state’s local whiskeys, and the Bourbon Trail provides an ideal introduction.

Bourbon, America’s storied caramel-colored whiskey, is as closely associated with Kentucky as bluegrass music or horse racing. The production and consumption of the distilled corn spirit is a \$9 billion industry for the state, and thanks to the soaring popularity of American whiskeys, momentum could not be stronger. More than 10 million barrels of Kentucky bourbon are aging at this time, awaiting patient connoisseurs.

The Kentucky Bourbon Trail is not a single route, but a comprehensive program established in 1999 by the Kentucky Distillers’ Association (KDA) to showcase the state’s renowned spirit. The Kentucky Bourbon Trail Craft Tour was launched in 2012 and, overall, there are currently 41 participating distilleries, with several notable labels produced within the Louisville city limits.

In addition to the industry’s economic impact, bourbon is an essential component of the state’s persona, says Adam Johnson, Senior Director of Kentucky Bourbon Trail

Experiences. “Not many people would argue that bourbon and Kentucky are practically synonymous — my boss likes to say that ‘Kentucky Bourbon’ is a single word — so in terms of history and heritage, it’s a monster,” says the KDA executive.

“A lot of people come for the Kentucky Bourbon Trail, then explore the culinary scenes in Louisville or Lexington, maybe visit the Louisville Slugger Museum,” says Johnson. Referencing the state’s celebrated hospitality, he adds, “It’s a great way to experience our history and learn why Kentucky is such a great place to visit.” Additional spirits, such as rye whiskey and gin, are produced by some Kentucky distilleries, and Johnson notes the presence of wineries a short drive from downtown Louisville. Many oenophiles are surprised to learn that the nation’s first commercial winery was established in Kentucky.

Kybourbontrail.com, the Bourbon Trail website, offers a wealth of information



PHOTO COURTESY OF MAKER'S MARK AND KDA

Maker's Mark, an iconic brand, is famous for its red wax-dipped bottles.



for visitors, including a passport — it can be stamped at participating distilleries — that entitles holders to special experiences, tastings or bottles. The site also provides itineraries that lead tourists to the finest bourbon makers while encountering some of the most enchanting towns in the South.

Many iconic names in American whiskey are found on the Kentucky Bourbon Trail, including Maker's Mark, Jim Beam, Woodford Reserve, and Four Roses — the latter recently opened an impressive new visitor center. "It's an exciting time at Four Roses and we're proud to take this next step in our effort to provide an enhanced experience to our visitors," says Kelli Wright, Guest Experience Manager at Four Roses.

For many connoisseurs, discovering the products of under-the-radar craft distilleries — tasting small-batch spirits from innovative, passionate distillers — can be as exciting as experiencing the legacy brands. Within an easy drive of Louisville are Boundary Oak, Limestone Branch and Willett, while inside the city limits are Kentucky Peerless and Copper & Kings.

A popular stop on the Kentucky Bourbon Trail is the distillery of Angel's Envy, located in Louisville's burgeoning Whiskey Row. Angel's Envy may be owned by a beverage conglomerate (Bacardi), but still subscribes to small-batch craft practices. According to Brand Home Manager Dee Ford, it was one of the first to bring secondary finishing, a technique long used in

“Each of the brand’s award-winning whiskeys are finished in hand-selected barrels to add a distinct layer of flavor and complexity,” says Ford.

Scotch production, to the bourbon industry.

“Each of the brand’s award-winning whiskeys are finished in hand-selected barrels to add a distinct layer of flavor and complexity,” says Ford, explaining that Angel’s Envy Kentucky Straight Bourbon Whiskey is finished in port wine barrels and its rye whiskey in Caribbean rum casks. Noting the three- to six-month finishing process for the Kentucky Straight Bourbon contributes both sweetness and balance, Ford says, “Each of our offerings gains unique tasting notes and flavor nuances from its finishing barrels.”

Ford reports the Louisville distillery is undergoing an \$8.2 million expansion, which will benefit bourbon aficionados. In addition to adding five new tasting rooms, the investment will double guest capacity — allowing for 64,000 additional people to visit each year — when completed this spring.

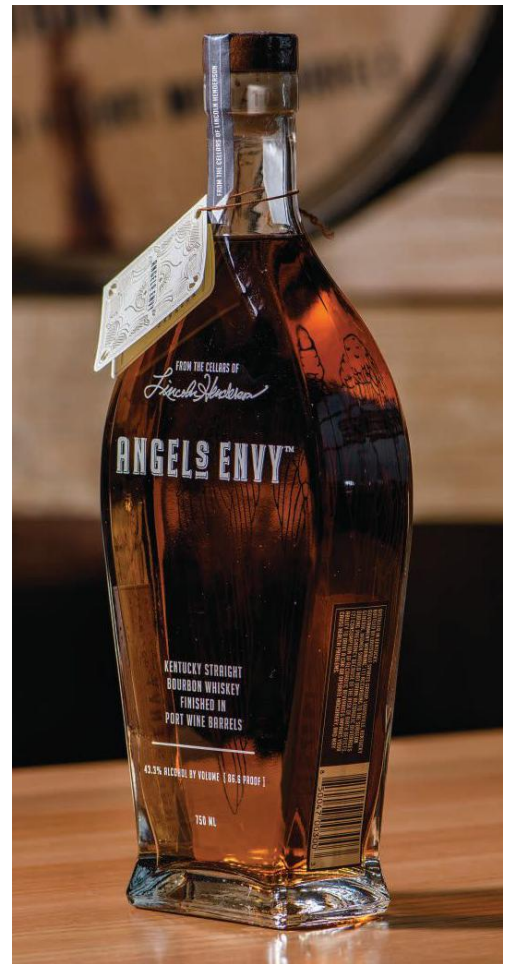
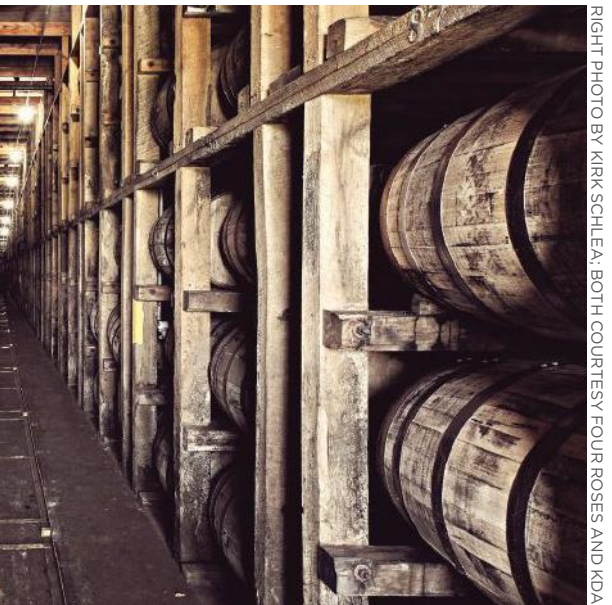


PHOTO BY MARVIN YOUNG; COURTESY OF ANGEL'S ENVY

Angel's Envy, whose distillery is located on Louisville's Whiskey Row, was among the first to introduce the aging technique of secondary finishing.



RIGHT PHOTO BY KIRK SCHLEA; BOTH COURTESY FOUR ROSES AND K&A

Bourbon ages in charred oak.



Products from Four Roses, which recently opened a new visitor center.

Also located in Louisville is Copper & Kings, a craft distillery known for award-winning brandy aged in bourbon or Spanish sherry barrels. In addition, the versatile facility produces gin, absinthe and a line of Destillaré liqueurs offered in orange Curaçao, chocolate, coffee, and pomegranate flavors. Head Distiller Brandon O’Daniel says Copper & Kings employs various aging techniques, using both previously used and new charred oak barrels. “In our Butchertown Reserve Brandy, for example, you’ll find traditional brandy notes complemented and amplified

by traditional bourbon notes like vanilla and caramel.”

Noting Copper & Kings is influenced as much by music as bourbon culture, he states, “What you won’t find elsewhere on the Bourbon Trail is the sonic aging we employ. We play music 24/7 in our cellar through a specially designed sound system.” O’Daniel explains this causes the alcohol to move and collide with the barrel wall, creating a “distillate wave” inside the barrel that results in enhanced maturation.

Although his distillery ranks high for sustainability, O’Daniel is grateful Kentucky spirits are not subject to the labyrinth of regulations imposed on Cognac, the celebrated French brandy. “At Copper & Kings, limitations are the last things on our minds when we make brandy,” adding, “We take what’s good about Cognac and make everything bolder and better.”

Food and spirits writer Steve Coomes is an authority on the Louisville dining scene and has authored books on Kentucky’s bourbon industry. He reports that bourbon and bourbon-centric cocktails are an essential component to the Derby City’s vibrant food culture, but that it

was not always that way. “Bourbon used to be viewed as what your grandparents would drink, and was kind of tolerated, even in Kentucky,” explains Coomes. The journalist explains, “Chefs were using bourbon in food long before it had any impact at the bar.” Coomes adds, “When it came back on the scene in the ‘80s, it was younger enthusiasts that discovered it.... They wanted a spirit with a story, and the bourbon industry is rich in great stories.”

Unlike wine and beer, where tiny boutique producers frequently achieve extraordinary results, Coomes suggests whiskey making is more challenging. “The science of distilling is pretty simple, but aging is a whole different thing and the big legacy producers have perfected it,” he says. Coomes insists Louisvillians are not provincial about their spirits, stating, “As much as you’d think we’d be bourbon-present, we’re also whiskey-aware.”

The writer cites Bourbons Bistro, Proof on Main and Doc’s Bourbon Room (whose whiskey selection exceeds 2,000 varieties) as local restaurants with impressive bourbon credentials. Coomes lauds the presence of high-quality distilleries within the city limits — he personally favors Kentucky Peerless and Angel’s Envy — and recommends that tourists visit Louisville’s ever-evolving Whiskey Row.



PHOTO COURTESY OF COPPER & KINGS

Copper & Kings’ environmentally sustainable distillery is in Louisville, specializing in brandy aged in bourbon or sherry wine barrels.

Harnessing Time

By Kristen Ordonez

Today's consumers of high-end skincare products are less impressed with marketing, and more focused on performance.

The world of skincare is never-ending and complex, with thousands of products promising to be the perfect cure for one's needs. Though it's a confusing road to travel, there are true leaders making breakthrough strides in the luxury skincare industry that set their products apart from the rest, from formulas that emphasize the power of nature to those that utilize the strength of one's cells.

Though homegrown remedies have not always been cultivated for beauty purposes, the use of base natural ingredients has been known to lead to miraculous treatments. French manufacturer Guerlain established Orchidarium, a research center with a mission to study and explore the potential of orchids and their beneficial properties in cosmetics. For example, the Black Orchid, native to the Peruvian Andes, is an ebony-colored wild orchid that flowers once a year with unique qualities that allow it to adapt to its changing environment. In the face of dangers to the flower, such as excess sun or a lack of light, the plant "intelligently conserves its energy and optimizes its longevity, embodying a real talisman against time," according to Guerlain research.

Guerlain has been able to harness the powers of this protected orchid and others to create products like the Orchidée Impériale and Orchidée Impériale Black product range. The three-step process is iconic, known by Guerlain as the "ultimate trilogy of youth." The idea here is that from the first application of products like The Cream, priced at \$1,380, the signs of aging are minimized with wrinkles and fine lines smoothed and skin texture refined. These

products and others by Guerlain are backed by science and a commitment to preserving biodiversity and conservation. This brand is among other luxury names who create high caliber products that highlight the qualities of natural ingredients.

In the pristine waters off Vancouver Island, giant sea kelp is hand-harvested to formulate Miracle Broth, a cell-renewing elixir that is essential to many of Crème de la Mer's iconic products. According to the brand, 12 years of searching and experimenting led to its development — an epiphany of a lifetime in the form of fermentation. Crème de la Mer's signature fermentation process takes 3 to 4 months and uses light and sound energy to enhance the activity of sea kelp, vitamins, minerals and other pure ingredients, creating something much greater than the sum of its parts.

It is focus and attention to detail like this that has led to many successful products in the brand's lifetime. This moisturizing cream, priced at \$360, includes Miracle Broth and an antioxidant Lime Tea, all of which delivers healing moisture, daily protection, and energized natural repair. And like Guerlain, Crème de la Mer is committed to helping protect marine habitats across the globe, in hopes to ensure future flourishing seas for generations to come. Through charitable donations by the La Mer Blue Heart Oceans Fund, the brand "strives to create ripples of good that leads to waves of change."

On the picturesque shores of Switzerland's Lac Lemman, La Prairie was founded with a single purpose: to offer a path to rejuvenation to give the promise of time. The brand became intrigued



Orchidée Impériale



Dr. Barbara Sturm



Augustinus Bader

with platinum's potential as an anti-aging element, convinced that this precious, rare ingredient of the highest purity and quality could be transformed into a rejuvenating skincare ingredient. Based on 21st century skin biology, La Prairie created Platinum Rare Haute-Rejuvenation Protocol, an intensive treatment that visibly rejuvenates the skin, helping to compensate for the loss



Crème de la Mer



La Prairie

and degradation that comes with age.

Priced at \$4,525 for the set and contained in three vials to be used over the course of a month, the opalescent formula claims to permeate the skin surface to begin its transformative work, addressing key rejuvenation processes in skin layers to attenuate the appearance of all signs of aging. It also helps defend against external stress factors and irritants to help maintain a youthful, rejuvenated skin appearance.

Dr. Barbara Sturm began her medical career in orthopedics as part of the team that developed cutting-edge treatments for inflammatory conditions like osteoarthritis. Termed the “Kobe Procedure” after the late NBA basketball star Kobe Bryant, the treatment utilizes the patient’s blood cells to produce proteins that reduce inflammation and stimulate the healing process. Since transitioning to fields of aesthetics, Sturm’s self-titled skincare line represents the credibility of innovation without the use of toxic, harmful or aggressive ingredients. The brand’s philosophy of skin healing is to avoid substances and ingredients that are both unnecessary for the skin and may promote inflammation, including artificial fragrance, color, microplastics and preservatives.

The Hyaluronic Serum, priced at \$110, is the most fundamental creation in Dr. Barbara Sturm’s skincare line. When used as part of your daily skincare routine, the serum claims to improve the skin matrix and act as a super-hydrator, improving skin health and reducing the formation of wrinkles caused by dehydration. It’s also the perfect travel companion after exposure to the sun, as one of its main ingredients Purslane, an anti-aging powerhouse, reduces the appearance of the visible signs of irritation. The Dr. Barbara Sturm philosophy of healing the skin has challenged both aggressive approaches and conventional wisdom. “We are exiting the era of marketing-based skincare and entering the era of performance-based skincare. Skincare needs to embrace the individuality and diverse skincare needs of every consumer.”

Luggage Fit for Luxury Pursuits

By Lara Becker

Have you ever considered pairing your travel bag with a bottle of wine? How about matching it to your car?

Whether it's at baggage claim or on your private jet, you want luggage that stands the test of time. Durability, longevity and style are equally important aspects of travel sets. From weekender bags to totes or stand-alone suitcases, a good bag can make or break your travel experience. Luxury brands FlyWithWine, McLaren Automotive, and Bugatti have plenty of options when it comes to unique luggage sets that will ensure you have everything you need to set foot on your next journey.

CEO of FlyWithWine Ron Scharman knows the problem all too well: you purchased the most amazing bottles of wine from your destination vacation, and want to transport it home with you in a safe, cost-effective way. As opposed to shipping the wine overseas or wrapping it up in your clothes, causing potential damages, Scharman wanted to create a better way to bring home these prized possessions.

The company's solution, the VinGardeValise, includes a specialized insert to protect the glass bottles, which are sold in 3 sizes and colors (black, burgundy, and silver), 5-, 8-, and 12-bottle sizes, and sell over 1,000 pieces a month.

"The wine bottle inserts in the suitcase can be easily removed to pack personal effects as with any suitcase," Scharman describes. "It's highly versatile and rugged luggage that includes a TSA-approved lock and a 10-year manufacturer's warranty."

With convenience and ease on your beverages of choice, there's no question that FlyWithWine bags solve a common problem for travelers.



McLaren's luggage options include popular favorites such as the Aero International Expandable 4-Wheel Carry On and the Halo Backpack, shown above.

PHOTO COURTESY OF
MCLAREN AUTOMOTIVE



Bugatti offers a weekender bag and two soft garment bags. The travel bags undergo an artisanal, hand-crafted process, which utilizes the same leather and stitching that comprise every Bugatti car.

“The most frequent comment we get from consumers is ‘I didn’t know a product like this existed, what a great idea,’” Scharman notes. “We have a very loyal following because the wine suitcase solves a problem most wine country travelers have. How do I take my wine home with me?”

And while you’re on the way home, turn to luxury car brands for your next luggage selection.

The “Bugatti by Schedoni” luggage set “is carefully shaped to use all the volumes available on board of these supercars,” says Simone Schedoni, the creator of the line.

Featured in this set is a weekender bag, which fits perfectly in the front trunk, as well as two soft garment bags, which can hang easily behind each seat in the car. The material of the luggage is hand-crafted with the very same leather used for the upholstery in every Bugatti car — even down to the same stitching and coloring, Schedoni notes.

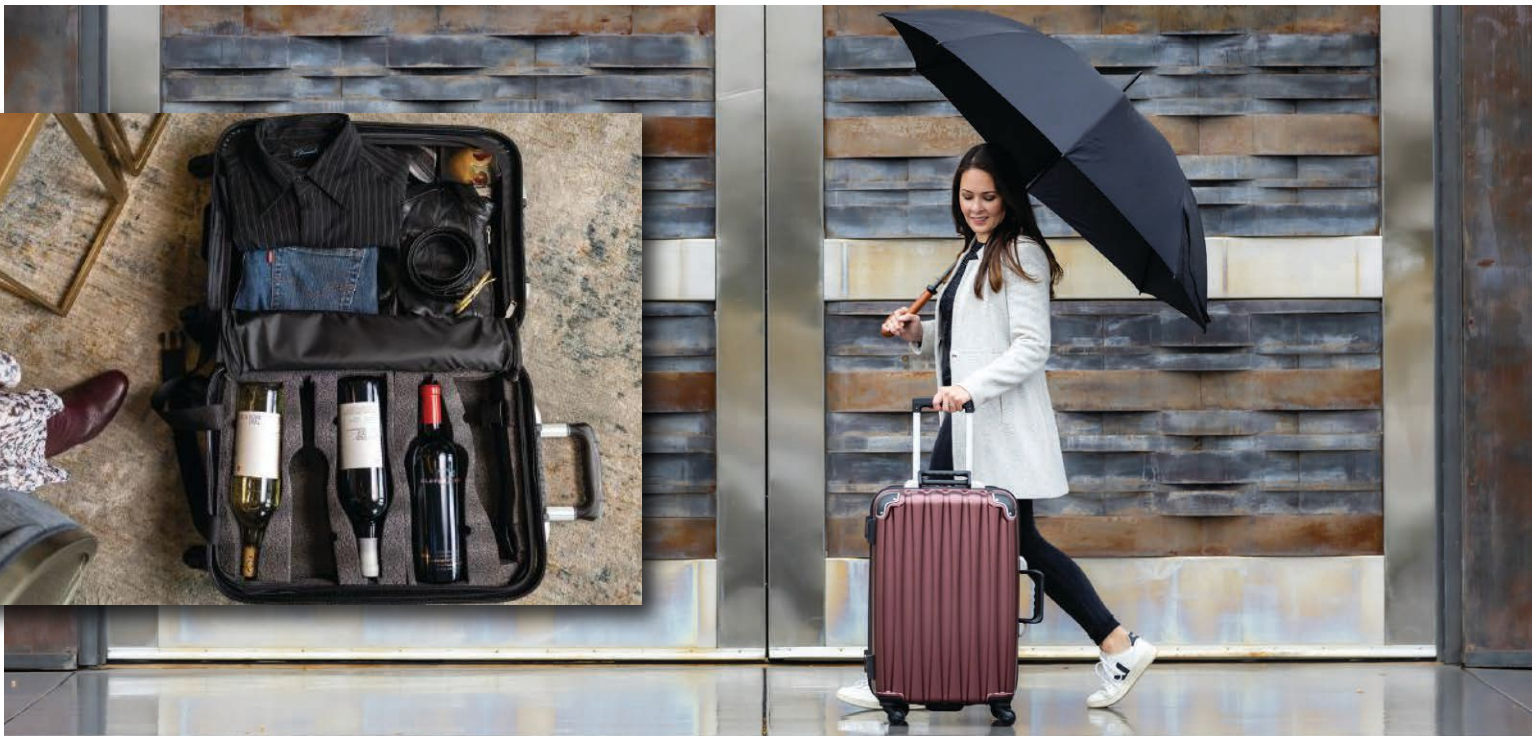
The collaboration between Schedoni, a family-run craftsman brand with a 50-year history of producing bespoke items alongside car companies, and Bugatti, a globally known and well-made car giant, fosters a classical Italian and homemade feel.

“The right ‘ingredient’ is craftsmanship at its best. To produce the 3-piece set of luggage takes over 110 hours of work, performed by our skilled artisans here at the ‘Laboratorio Schedoni,’” Schedoni says. “Every single step is carefully performed: from the selection of leather to the finished luggage — with over 140 years of experience combined with an amazing passion for what we do.”

In order to keep the Bugatti/Schedoni luggage set available for an exclusive clientele, they are actually not available to the general public. They are offered to consumers as an extension to their purchase of a Bugatti car. Ironically enough, Schedoni



PHOTOS COURTESY OF SCHEDONI ARCHIVES



PHOTOS COURTESY OF FLYWITHWINE

The VinGardeValise by FlyWithWine solves a common traveling complication: the issue of transporting wine bottles home with you. Gone are the days of wrapping wine bottles in clothes or shoving them in carry-ons.

notes that customers treasure the luggage just as much as the car, if not more.

“Our luggage is handed over from generation to generation,” he says. “Clients might sell the car, but most of the time they would keep the luggage.”

Another top-dollar automotive brand, McLaren also offers luxury cars with a side of elegant suitcases.

In a collaboration with TUMI, an international manufacturer of suitcases and bags, McLaren’s line of luggage has plenty of options for travelers: the Aero International Expandable 4-Wheel Carry-On, the Velocity Backpack, the Quantum Duffel, the M-Tech Soft Satchel, the Remex Accessory Kit and much more.

“We wanted to combine TUMI’s extensive knowledge of the travel industry and renowned durable design with aspects of McLaren’s supercar technology and pioneering design,” says Rob Melville, McLaren Automotive Design Director. “This led us to the creation of exciting features and materials ... to produce a truly unique, high-end product unlike anything currently available on the market.”

Victor Sanz, TUMI Creative Director, notes one of his favorites from the collection

as the Velocity Backpack, and particularly enjoys its style, which he says is in line with the high-end quality of McLaren cars.

“I’m always surprised at how much I can carry and how organized I can stay with such a compact silhouette,” Sanz from TUMI says. “There is a precision and balance to the bag that reminds me of the McLaren 720S with its arrow body lines that remain timeless.”

Sanz notes that the McLaren/ TUMI luggage can instill confidence in consumers to begin traveling again: they can trust that their carry-on is safe with the thermoplastic composites straight from racecar technology, can appreciate modern add-ons such as USB ports, and can find that the design is durable yet chic.

“We are continually pushing the limits of what is possible through material science, design, and functionality, with the driving goal to perfect our customers’ journeys and to meet all of their needs throughout their ever-changing lives,” Sanz says.



PHOTO COURTESY OF MCLAREN AUTOMOTIVE

McLaren and Bugatti suitcases can be acquired through the purchase of one of their luxury cars, and can last a lifetime.



Quinta Do Lago, Portugal

Location, design and build quality make this brand-new, 6-bedroom bespoke villa one of the most exceptional properties in the whole of the Algarve. €14,750,000



Lagos, Portugal

Ultra-modern 5-bedroom villa set high on a clifftop location above the famous Rocha Negra cliff overlooking Praia da Luz beach. Features a luxury kitchen and 5 en suite bedrooms. €8,500,000



Monção, Portugal

Situated in Pinheiros, county of Monção, this manor house is surrounded by high walls with lush vegetation, and features gardens, vineyards, a chapel, and ancient cellar. €25,000,000



Porto, Portugal

This stunning villa, with a staggering 1,600 square meters of living space, is only for the most discerning client looking to renovate a glorious piece of historic architecture from 1900. €1,950,000



Cascais, Portugal

Built in 1873 and classified in 2012 as a building of public interest, this unique mansion is a historic property of Cascais, with unique features, 4 floors, and panoramic views. €30,000,000



Lisbon, Portugal

Situated on a plateau in the countryside, the building stands as an imposing architectural example, full of art history as well as the marks left by its residents over the years. €6,000,000

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