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### THE PERFORMANCE ISSUE

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*Magnificent*  
MEXICO

IT BEGAN IN 1994 as a chance to get away—two old friends on a golfing vacation to the Baja Peninsula. But when land developer Ron Hatfield and his business partner, Ken Schnitzer, first visited Los Cabos, what they found was a vision for the future. Abandoning their vacation plans, the two men instead purchased a stunning dreamscape of land from the historical Palmilla Hotel development. Their goal: to build a community that would set the standard for luxury living in Mexico.

Twelve years later, Del Mar Development offers the most sought-after properties in Los Cabos. When complete, the acclaimed Villas Del Mar will consist of more than 185 private oceanfront, beachfront, and mountainside homes overlooking the Sea of Cortez. Exquisite craftsmanship, outstanding service, and a vibrant community spirit set Villas Del Mar apart as a destination for the world's most sophisticated travelers.

Whether you own a home within Villas Del Mar, or take advantage of the outstanding rental program, this is luxury living at its best. Each rental villa provides you with a private infinity-edge pool with whirlpool, spacious indoor/outdoor living areas, gourmet kitchens, and a private chef and butler so you can enjoy a luxury getaway in privacy and comfort.

As his dream grows, Hatfield remains focused on his original goal. "We started small and paid strict attention to exactly what our homeowners wanted. We knew the most important thing we

## VILLAS DEL MAR

The Jewel in the  
Crown of Los Cabos

could do was build a quality project based on the absolute highest U.S. standards," says Hatfield. "And we wanted to create a worry-free community, a place where people could come and devote all their quality time to relaxation. Consequently, when you buy a house from us, everything is taken care of, from setting up local bank accounts to paying your bills, to getting the license plate for your car."

Now Villas Del Mar, the region's most exclusive residential community is expanding, with two new neighborhoods that are scheduled for completion in 2007.

Las Haciendas is a masterpiece of indoor and outdoor living—an enclave of 14 gracious residences perched on a sloping mountainside with expansive views of the Sea of Cortez. Each home boasts 5,300 square feet of indoor air-conditioned space as well as 6,500 square feet of outdoor living space for lavish entertaining and luxury lifestyle purposes. The homes pair



detailed craftsmanship with colonial Mexican architecture for a rustic yet elegant feel. Among the amenities are private courtyards, living rooms with 16-foot beamed ceilings and fireplace, indoor/outdoor dining areas, free-form heated infinity pools, rock fire pits and professional-grade kitchens. Homes are priced from \$7 million.

"This new phase of development within Villas Del Mar will feature our trademark luxury amenities and services tailored specifically to each guest," says Hatfield. "We aim to provide new homeowners with the exciting opportunity to share in the beauty and refinement of the Villas Del Mar lifestyle."

The Las Entradas neighborhood is an intimate enclave of 8 single-story cottages perched on a ridge overlooking the 6th and 7th holes of Palmilla's famous championship Jack Nicklaus golf course. Each four-bedroom, four-and-a-half-bath home boasts ocean and golf course views. These cozy, elegant bungalows feature more than 2,800 square feet of indoor living space plus expansive pool patio areas complete with outdoor kitchen. The neighborhood of Las Entradas is within walking distance to Club Ninety Six, Del Mar Development's private beach club exclusively for homeowners and guests. Homes are priced from \$2.5 million.

## OASIS PALMILLA:

### THE ULTIMATE IN PRIVACY AND LUXURY

DEL MAR DEVELOPMENT continues to raise its standards with the introduction of Oasis Palmilla, the first gated golf course community in the area to offer expansive homesites of up to one acre or larger.

Situated on a roughly 240-acre slope overlooking a world-class 27-hole championship Nicklaus golf course, Oasis Palmilla is home to 40 estate homesites. Preserving the serene feel of the mountain desert by integrating each site within the natural land-

scape was essential. This meticulous landscape design blends with the spacious sites to create a unique environment for the ultimate in privacy and luxury.

"Oasis represents something entirely different from anything that's been done before in this area. The thought in Los Cabos has always been that homes have to be on the water, that you have to squeeze as many units onto a parcel as possible. But Oasis Palmilla is a real departure from that," says Hatfield. "Here we're going up on the golf course and developing large lots with plenty of vegetation. We're giving people a desert environment that is serene and private."

Oasis Palmilla will showcase Del Mar Development's signature expertise in craftsmanship with single-story, ranch-style haciendas of up to 6,500 square feet of air-conditioned space. Architectural Guidelines will ensure that each homesite offers unobstructed ocean, golf, or mountain views and lavish outdoor living space for private pools, outdoor cooking and entertaining facilities, and a two-car garage.

Throughout the creation of Oasis Palmilla, Del Mar Development has shown an unyielding commitment to preserving the natural landscape. When the first roads were being built through the community, the developers discovered that a 300-year-old Cardon cactus lay in the proposed route. Further study showed that other notable cacti would also be destroyed. Rather than pushing ahead, the developers logged GPS coordinates for the cacti and instructed the land planners to go back to the drawing board and redirect the roads so these stunning specimens of the natural vegetation could be preserved.

Oasis Palmilla balances abundant space and privacy for residents with communal areas such as parks for picnicking and trails for hiking, walking, jogging, or mountain biking. Waterfalls, man-made lakes, and a variety of wildlife further add to the natural beauty of the location.

"This site is remarkable and truly unique," says Gage Davis of Gage Davis Associates, an internationally acclaimed land-planning firm overseeing the plan for Oasis Palmilla. "In stark contrast to the traditional landscape of other coastal resort properties, Oasis Palmilla will exhibit natural vegetation native to the Sonoran desert, meticulously enhanced by lush landscaping. What we hope to create here is an oasis of extraordinary homes within an astonishing setting."

Oasis Palmilla debuted in summer 2006 with the release of 40 homesites. Although one half of these home sites have been sold, there are a limited number of sites available to reserve.

Oasis Palmilla homeowners will enjoy an unprecedented level of personalized service and security, one of many benefits as a part of the Del Mar Development family. The company currently has more than 175 employees already trained in the Del Mar school of service and hospitality, over 145 satisfied homeowners, and \$150 million of development capital already invested in the 1,000 acre master-planned community of Palmilla.

In addition, homeowners will have the opportunity to become members of Club Ninety Six, the private beach club exclusively for Del Mar Development homeowners, the renowned Palmilla Golf Club, whose membership is restricted to Palmilla landowners, and the Social Club of the One & Only Palmilla Hotel.

## CLUB NINETY-SIX:

### A STYLISH, PRIVATE REFUGE

GLIMMERING IN THE pristine Palmilla Cove is Club Ninety Six, Mexico's premier private club offering a haven of relaxation and amenities—exclusively for Villas Del Mar and Oasis Palmilla homeowners and guests.

Built at the cost of \$8 million, "the beach club is part of an ongoing effort to provide the finest facilities to the Villas Del Mar community," says Hatfield. "The club will enable us to bring Villas guests and residents together in a warm, welcoming and

luxurious social environment."

Club Ninety Six is situated on an immaculate stretch of white-sand beach overlooking the sparkling Sea of Cortez. The Villas Del Mar philosophy of refined living and discerning attention to detail is on display throughout this custom-designed property. Among the Club's amenities are a 22-meter lap pool, state-of-the-art fitness club, heated spa, pool attendants and hand-carved wood furniture from artisans in historic San Miguel de Allende. A new addition is the Lagoon 500, a 55-foot catamaran for the exclusive use of Del Mar Development's homeowners, who can enjoy it for sunset sails or private parties.

Club Ninety Six also features the world class, locally inspired cuisine of father-son chef team Luis Herrera Blanc and Luis Herrera Thatcher. The duo is renowned in and around Los Cabos for their mastery of seafood and regional Mexican specialties. The stunning region of south Baja provides quality ingredients like produce from local organic farmers and fish from regional waters for our culinary artists. Club members can also take advantage of a private wine cellar, ensuring pairings of favorite wines with meals—or simply select from a New World-focused wine list.

Del Mar Development will continue to grow in its excellence. Every new project to break ground enhances the lifestyle of the community's residents and increases the value of a homeowner's investment. Hatfield declares, "We will continue as the premier developers in Los Cabos. We are in it for the long haul."

So whether it's relaxing poolside with a margarita in hand, entertaining guests on the lagoon catamaran, or swimming in the crystal waters of the Sea of Cortez, Villas Del Mar and Oasis Palmilla residents and guests can be sure of one thing: They are enjoying luxury living at its finest.

*For more information about Villas Del Mar and Oasis Palmilla, please call toll-free 877.847.1662 or, in Mexico, 144.5470/80. You may also visit [www.villasdelmar.com](http://www.villasdelmar.com) or [www.oasispalmilla.com](http://www.oasispalmilla.com).*

