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**Montage Residences Collection Reaches \$165 Million in Sales in 2017**

*Record-Breaking Year of Premium Real Estate Transactions*

ORANGE COUNTY, Calif. (February 6, 2018) – Montage Residences, the esteemed collection of residential communities at Montage Hotels & Resorts, captured the attention of discerning buyers in top luxury markets across the United States with a record year of premium real estate transactions. Across its portfolio, Montage Residences achieved a total of \$165 million in sales last year.

The portfolio includes an exclusive collection of Montage Residences at every Montage property, including; Beverly Hills, Deer Valley, Kapalua Bay, Laguna Beach, and Palmetto Bluff. These coveted locations are celebrated in the most sought-after destinations that truly embody the Montage lifestyle. The newest Montage residential offering will be located in Los Cabos, Mexico, the first international resort for the brand, opening in spring 2018. Montage Residences continues to make its mark within each destination, showcasing its influence in the marketplace through its lifestyle experiences and level of personalization available to every resident.

“Montage Residences offer a distinctive lifestyle while reflecting the authenticity of each coveted destination,” said Tina Necrason, senior vice president, residential, Montage International. “Montage’s sales accomplishments can be attributed directly to the fact that luxury home buyers saw value in Montage. The unique blend of sophisticated residences, unmatched service and access to luxury amenities at each of our resorts has been the cornerstone of why buyers have selected Montage Residences as a place to call home.”

Within the Montage \$1.4 billion portfolio of residential real estate, the banner year for Montage Residences can be attributed to the following standout endeavors:

- Montage Residences Kapalua Bay set the bar for residential sales in Maui as the highest-selling resort on the island, with \$54 million in gross sales in 2017 and a recent sale that shattered multiple records in Maui/Kapalua Bay. These sales included a new record price of \$6.475 million for a three-bedroom condo at the resort.
- Montage Residences Beverly Hills closed two back-to-back record-breaking residential resales, each valued at approximately \$4,000 per square foot, for a total of just under \$30 million. These two properties are the highest-recorded condos sold per square foot in the Los Angeles area to date.

- Montage Residences Deer Valley with over \$48 million in sales last year, only a final selection of residences remain.
- Montage Residences Laguna Beach recently sold two resale properties for \$18 million and \$6.6 million.
- Montage Residences Palmetto Bluff continues to build momentum with only a few homes available for sale in phase 1.
- Montage Residences Los Cabos is slated to open in May 2018 within the iconic Twin Dolphin development and are actively pre-selling two- and three-bedroom residences with views of Santa Maria Bay.

Each Montage Residence has been designed and artfully constructed to create a sophisticated yet relaxed sanctuary catering to each resident's personal desires and distinctive tastes. Living spaces reflect distinguishing characteristics captured through an authentic sense of place. Signature services and amenities are infused with the essence of a beloved destination seamlessly delivered to provide the most carefree lifestyle for every resident.

For additional information on residential opportunities, please visit [www.montageresidences.com](http://www.montageresidences.com). To learn more about Montage Hotels & Resorts, please visit [www.montagehotels.com](http://www.montagehotels.com).

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#### **About Montage Hotels & Resorts**

Montage Hotels & Resorts is the ultra-luxury hospitality management company founded by Alan J. Fuerstman. Designed to serve the affluent and discerning traveler and homeowner, the company features an artistic collection of distinctive hotels, resorts and residences in stunning settings. Each Montage property offers comfortable elegance, a unique sense of place and spirit, impeccable hospitality and memorable culinary, spa and lifestyle experiences. The portfolio of hotels, resorts and residences include: Montage Laguna Beach, Montage Beverly Hills, Montage Deer Valley, Montage Kapalua Bay, Montage Palmetto Bluff, Montage Los Cabos, opening in May 2018, and Montage La Quinta opening in late 2019. Montage Hotels & Resorts is a member of Preferred Hotels & Resorts. For more information, follow @montagehotels or visit [www.montagehotels.com](http://www.montagehotels.com).

#### **About Montage International**

Montage International, founded by Alan J. Fuerstman, is a parent company brand featuring a distinctive portfolio of hotels, resorts, residences, golf courses and golf clubs. Montage International encompasses the ultra-luxury brand Montage Hotels & Resorts, the new luxury hotel brand Pendry Hotels, Montage Residences, Pendry Residences and the management of some of the country's premiere golf courses and clubs. Montage Hotels & Resorts, founded in 2002, is an artistic collection of distinctive hotels, resorts and residences in stunning locations including: Montage Laguna Beach, Montage Beverly Hills, Montage Deer Valley, Montage Kapalua Bay, Montage Palmetto Bluff, Montage Los Cabos, opening in May 2018, and Montage La Quinta opening in late 2019. Pendry Hotels, founded in 2014, is a collection of new luxury hotels for the modern-day traveler located in taste making destinations, including Pendry San Diego, Sagamore Pendry Baltimore and Pendry La Quinta opening in late 2019. Montage International also manages and operates Spanish Peaks Mountain Club in Big Sky, Montana and The May River Golf Club in Bluffton, South Carolina. For more information, please visit [www.montage.com](http://www.montage.com).