





MIRABEL: A DESERT MASTERPIECE

SCOTTSDALE, ARIZONA: Promises are important. But, in today's world, it is a rarity when someone keeps a promise in full. And, it is rarer still when they deliver even more than promised. However, such is the case with Mirabel, the award-winning private country club and community in north Scottsdale, Arizona.

Mirabel was crafted by developer Michael Meldman's Discovery Land Company, creators of such highly acclaimed private golf communities as Estancia in Scottsdale, Arizona; Iron Horse in Whitefish, Montana; Kukio in Kona, Hawaii; The Hideaway in La Quinta, California; and Vaquero near Dallas, Texas. Discovery Land Company is also the developer of the acclaimed golf club CordeValle in San Martin, California; and the newly unveiled Mountaintop Golf & Lake Club, a private country club in Cashiers, North Carolina.

Desert Lodge luxuries are classic from hardwood floors to dining facilities, personal services and modern meeting rooms.... Its clean lines, beamed ceilings, and use of native materials were heavily influenced by Frank Lloyd Wright's concepts.

At Mirabel, Meldman and company pledged themselves to creating the finest desert country club possible. And, without question, they have done that and much more.

Mirabel has all the essential elements. Its location is exceptional, perched at the very pinnacle of Scottsdale with panoramic views in all directions. The club has a breathtaking Tom Fazio-designed golf course and it offers an intimate, family-friendly club environment. Plus, it has Discovery's guiding hand with meticulous attention to detail, quality and personal service.

So good, in fact, were the core elements of Mirabel that it became the highest ranking new golf community in the entire western United States on *Golfweek's* "Top 100 America's Best Golf Course Communities." And, it earned this ranking before the recent completion of Mirabel's Desert Lodge clubhouse or any of the other key community components.



"The *Golfweek* ranking was a pleasant surprise for us," said Meldman. "We knew that our golf course had fared very well on the publication's list of the Top 100 Modern Golf Courses, but we didn't really expect to rank so high in the communities list this early on. Doing so is a testament to the service standards and to the tremendous attention to detail that we have brought to every aspect of Mirabel."

UNEXPECTED TREASURES ABOUND

Rest assured the service at Mirabel is unsurpassed. Never mind the fact members and guests—even first time guests—are greeted by name upon arrival at the clubhouse, and discount entirely the layers upon layers of highly-trained staff members, from golf caddies and personal fitness trainers to wait staff and concierges, available to make your time at the club as comfortable and pleasant as possible. What really sets Mirabel apart are the unexpected treasures that abound at virtually every turn.

Want to warm up before golf? Venture out to the practice tee, and you're likely to find a masseuse waiting for





“The Discovery Land Company has delivered its promised clubhouse and transcended members’ expectations of it. Discovery’s precept is meticulous attention to quality, integrity and personal service. Our Outdoor Pursuits program is another key component designed for the entire family.”

**—MIKE MELDMAN, CHAIRMAN,
DISCOVERY LAND COMPANY**



you next to the pyramids of neatly stacked ProV1s. Stroll with your caddy off No. 7 green and before you reach the 8th tee, you’ll encounter one of Mirabel’s chefs preparing gourmet snacks for your enjoyment right on the golf course. Need a gift for a family member, Mirabel’s retail associates will work as your personal shopper to ensure you find the perfect item. And, if your family is looking for a little fun or adventure away from the club, Mirabel’s Outdoor Pursuits Team, a lifestyle concierge service that is a signature element of all Discovery properties, will be happy to make the arrangements. The club even maintains a 25-foot luxury pontoon boat, christened Mirabella, at nearby Bartlett Lake to provide fun, safe recreation on the lake for members and their guests.



“We’ve had some truly wonderful experiences at Mirabel,” said members Bill Robinson, Executive Vice President of Pacific Life Insurance Company, and his wife Michaelynn. “The golf course and the people are exceptional. The service levels and the manner in which we’ve been treated here are far superior to anything we’ve experienced at other private clubs.”

THE FRANK LLOYD WRIGHT INFLUENCE

As good as all of this is, however, the crown jewel of the club may well prove to be Mirabel’s incomparable Desert Lodge clubhouse. Opened in November 2003, the Desert Lodge is a mixture of contradictions that blend together in impossible harmony. It is grand, yet intimate. Luxurious but rustic. And though the Desert Lodge is brand new, it radiates the warm and inviting ambiance of a structure that has seen generations of members. From the



Rendering of the El Corazon Bright Angel home.



moment you walk through the heavy double doors and onto the aged hardwood floors you feel at home.

The architecture was heavily influenced by Frank Lloyd Wright. The Desert Lodge's clean lines, heavy beamed ceilings, broad roof overhangs and use of native materials exude the essence of Wright's finest desert works and help to blur the boundaries between indoors and out. In the main dining room, the relaxed mood is set with leather wrapped chairs, a cavernous stone fireplace and lovely art-deco inspired lighting fixtures with a warm orange-umber glow. When the weather is nice, as it often is, diners can enjoy the natural beauty from the

patio in addition to their meals. The patio sits on a point overlooking the 18th green and offers breathtaking long-range views into the Valley of the Sun. The sunsets from this vantage are uniquely stunning offering the deep purples of the nearby mountains, the vibrant colors of the desert sky, and the twinkling lights of downtown Scottsdale.

Adjacent to the patio is a large event lawn ideal for spring weddings or fun outdoor social functions. However, when it is not needed for those uses it is often set so members may enjoy a game of bocce or croquet. Also nearby are Mirabel's resort-style swimming facilities. The large rectangular pool is ideal for both exercise





yoga, aerobics or other activities, and personal training services are available on request.

"My favorite thing is when members return from their summer homes for the first time and see what we have in store for them at the Desert Lodge," said Jim Blum, vice president of sales and marketing for Mirabel. "It's still very early in the season, but dozens have returned so far and to a person they have said to me, 'This is way beyond my highest expectation.' And, that's exactly what we want to hear."

and recreation. Private cabanas and poolside refreshment service ensure members' enjoyment both in and out of the water. And, a children's wading pool is nestled around the corner; so families may enjoy the water together without the worry of disturbing others.

Back indoors, the ladies' locker area and lounge occupies the highest point in the three-story Desert Lodge providing exceptional luxury and a commanding view of the property. The men's locker area and lounge, located downstairs, is equally luxurious and provides four individual whirlpool tubs with two flat-screen televisions, so that members may enjoy a relaxing soak after golf. Both male and female members may take advantage of the private day-spa facilities which offer a variety of treatments ranging from massage therapy, facials, body wraps and more. Salon and barber services also are available by appointment.

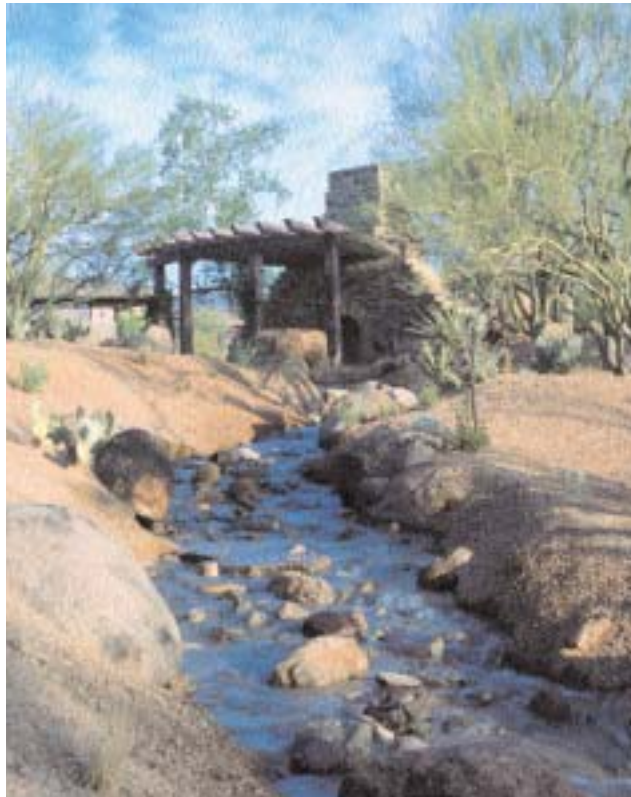
STATE-OF-THE-ART LUXURY

Finally, the Desert Lodge offers an expansive fitness facility with state-of-the-art Cybex equipment. In fact, each of the cardio pieces has its own television monitor so that members can catch up on news, sports or enjoy a favorite program while staying fit. The fitness area also has a fully-equipped movement studio ideal for Pilates,

STRONG REAL ESTATE SALES

With such an outstanding property, it is not surprising that real estate sales at Mirabel have been exceptionally strong. In fact, the club has sold approximately 200 home sites in just two short selling seasons. And, that's even with the twin specters of a sluggish stock market and international strife. According to Blum, many of these buyers have been coming to Mirabel from other high-end private clubs and communities in north Scottsdale.

In addition, the club recently unveiled its El Corazon neighborhood featuring 35 beautiful luxury homes built by Discovery Builders, a subsidiary of Discovery Land Company. These three- and four-bedroom single-family homes, inspired by the works of famed Southwestern architect Mary Colter, are located adjacent to the desert lodge on home sites averaging one-half acre. They range in size from 3,100 to 3,900 square feet and feature top-quality fixtures including solid-wood Southwest doors and windows, masonry fireplaces and Viking appliances as standard features. Prices in El Corazon start at \$1.2 million for a finished home. ♦



To learn more about Mirabel, you may phone (480) 595-2545 or visit www.mirabel.com.