



## **REPLAY DESTINATIONS ACQUIRES PRIME DEVELOPMENT PARCELS ADJACENT TO THE PHOENICIAN®, A LUXURY COLLECTION RESORT IN SCOTTSDALE, ARIZONA**

### **Limited Collection of Ascent at The Phoenician® Golf Villas Available Now**

**SCOTTSDALE, ARIZONA – October 30, 2020 –** [Replay Destinations](#) ('Replay') announced today that it has acquired real estate development parcels at The Phoenician®, a Luxury Collection Resort in Scottsdale, Arizona. The planned private residential community will sit at the foot of Camelback Mountain, overlooking the Phoenician® Golf Club. Known as [Ascent at The Phoenician®](#), the project will become a true legacy property in one of Arizona's most celebrated locations. Replay has acquired the development parcels from affiliates of Host Hotels & Resorts, Inc. ('Host'), owner of The Phoenician®, a Luxury Collection Resort, which is consistently recognized as one of the world's finest luxury resort destinations.

"Designed as a luxurious desert sanctuary in the heart of Scottsdale, Ascent at The Phoenician® will offer buyers the rare opportunity to live at one of the region's most prestigious addresses. At this time when home is more important than ever, we have incorporated contemporary design, spacious indoor/outdoor living spaces, and private entrances in a world-class location to enjoy the beautiful desert," said Gary Raymond, Managing Director, Replay Destinations.

Ascent at The Phoenician® will consist of approximately 195 properties, including condominiums at the base of Camelback Mountain and Ascent Golf Villas along the first fairway of the Phoenician® Golf Club. A planned private pool and fitness amenity tucked up against Camelback Mountain will be an intimate gathering place for wellness, socializing and relaxation. With views overlooking the new Phoenician® Golf Club and Camelback Mountain along with the city lights of Scottsdale, home designs will feature contemporary architecture integrating warm, natural materials, expansive windows and large outdoor living areas. Residents will also have a limited opportunity to join a Phoenician® Amenity Access Program that provides Ascent real estate owners with access to resort amenities, including the pools and fitness facility, as well as preferred pricing for golf, spa, food and beverage, and other services.

Reservations are now being accepted for the first release of luxury homes within the Ascent community – a limited collection of 30 golf villa homes situated on the first fairway of the new Phoenician® Golf Club and adjacent to the golf clubhouse and new Phoenician® Tavern Restaurant. Ranging from two bedrooms to three bedroom and den/office plans, the homes will offer spacious indoor living transitioning to generous outdoor living. Priced from \$1,785,000, the Ascent Golf Villas offer private two-car garages with additional storage. Generous outdoor living areas include spectacular upper level patio decks opening to views of the golf course and Camelback Mountain. Priority reservations are being accepted via a formal Reservation Agreement along with a \$5,000 refundable deposit. Reservation holders will have the ability to select a home at pre-construction pricing with final purchase contracts being written later this fall.

"Host Hotels and Resorts is thrilled that Replay Destinations is acquiring these real estate development parcels at The Phoenician®, a Luxury Collection Resort for this legacy project," said Linda Laniado, Vice President of Investments at Host. "Replay is known internationally for creating one-of-a-kind projects in storied resort locations across the globe. It was their understanding and design approach to creating the ultimate luxury resort lifestyle that intrigued our team. We strongly align around the vision for this place and look forward to seeing it become a reality."

Replay's development team for Ascent at The Phoenician® is based in Phoenix, and they have assembled an award-winning local design team. The team includes Nelsen Partners, an architecture & planning firm founded in 1990; Vallone Design, a leading, full-service interior design firm specializing in exquisite residential and commercial projects; Floor Associates, a landscape architecture and planning firm; and bulthaup Scottsdale, a globally-recognized company producing premium kitchens custom-made in Germany.

"Scottsdale, Arizona continues to be recognized as one of the most desirable areas in the U.S. to own a home and experience everything Scottsdale and the surrounding Phoenix area offers. We could not be more pleased to be creating a residential community in such a storied location," said Paul Jorgensen, CEO of Replay

Destinations in Vancouver, British Columbia. “The market fits very well with our growing portfolio of destination real estate developments in sought after locations like Hawaii, Sonoma Wine Country, Cabo San Lucas and the Caribbean.”

With more than \$2 billion in real estate projects undergoing planning and development, Replay has properties in some of the world’s most sought-after settings. The team immerses itself in the experiences of each location, delving deep into its stories and uncovering its specific character. Replay values opportunities for learning, building connections, being active and living like locals just as much as a community’s architecture, landscapes and interiors.

“The Phoenician®, a Luxury Collection Resort is one of the premier resort destinations in the United States, and we are honored to work in conjunction with Host in creating a special residential community,” Raymond said. “With The Phoenician®, a Luxury Collection Resort’s recent renovation including new restaurant concepts, a fitness facility, The Phoenician® Spa and the redesigned Phoenician® Golf Club, our residents and their guests will be in the enviable position of having The Phoenician®, A Luxury Collection Resort and its world-class amenities at their doorstep. Ascent at The Phoenician® has already been well received by potential residents who love the location, amenities and the promise of luxury.”

Joe Bushong and Leslie Jenkins of Russ Lyon Sotheby’s International Realty are the listing agents for Ascent at The Phoenician®. For more information on real estate opportunities, call 480-534-4086 and to register for updates visit [ascentatthephoenician.com](http://ascentatthephoenician.com).

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### **Current Projects**

In addition to Ascent at The Phoenician®, Replay’s current development projects include: Half Moon Bay Antigua, an ultra-luxury destination that includes a Rosewood hotel, estate lots and branded residences; Ka‘upulehu in Hawaii, a private residential community on the Kohala Coast; Lift Park City, prime ski-in, ski-out residences at the base of the largest ski destination in the United States; Mar a Cielo, resort condominiums within Cabo del Sol, one of the top destinations in Los Cabos; Mill District Healdsburg, a mixed-use development in the heart of Sonoma wine country that includes a boutique hotel, retail and luxury condominiums; One Ocean Bahamas, a luxury condominium high rise community overlooking Nassau Harbour; and YOTELPAD Park City, a new concept in condominium living at the base of Park City Mountain in Utah.

### **About Replay Destinations**

Replay Destinations is a fully integrated real estate development company headquartered in Vancouver, Canada specializing in the destination home sector. With operations in the continental United States, Hawaii, Mexico, and the Caribbean, Replay’s team of strategists, planners, designers, marketers and builders create authentic and enduring places that become must-visit destinations for guests and potential real estate purchasers alike.

Working with visionary private equity firms, landowners, municipalities, other developers and families with legacy holdings, Replay creates places that the marketplace thinks of first and likes best, which in turn enhances the destination’s economic impact and market awareness. Replay’s outlook is global, long term and broad-based, and is supported by strong, goal-oriented, time- and budget-sensitive business practices. Replay was founded in 2007 and has more than \$2 billion in real estate in planning and development. Visit [www.replaydestinations.com](http://www.replaydestinations.com) for more information.

### **Media Contact**

Michelle McGinty, DRA Collective  
Tel: (310) 704-7834  
[michelle@dracollective.com](mailto:michelle@dracollective.com)