

Montelucia's Final Villas Reach Unprecedented Affordability

Written by Written by Hayley Mitchell

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A resort community perfect for the full-time resident or the snowbird, the Villas at Montelucia embody both luxurious amenities and pure livability within this well-designed development.



Laid out much like an authentic Andalusian village, the elite Villas community is a richly landscaped enclave (think arbored walkways, private pools and colorful flowers) of just 34 Spanish-style homes ranging from 3,800 to 4,700 square feet. But there are only a dozen left on the market and it's no wonder why: the Villas at Montelucia won 2008 Best Community up to 150 Homes at the Best in American Living Awards and also won Gold Nugget Awards of Merit in 2008 for Best Neighborhood Site Plan and Detached Residential Project of the Year.

The perks of life at Montelucia only begin with the luxurious Villa décor. Exteriors of the homes feature Cantera stone, hand-forged iron work, hand-painted ceramic tile and custom-carved entry door. On the inside, everything from an elevator to natural stone slab countertops has been taken into consideration. Only the finest appliances, flooring and cabinetry have made it into the Villa design, while outdoor courtyards, balconies and great rooms, make entertaining so enjoyable.

But beyond the quality and grandeur of the Villa home themselves, the benefits to living within the InterContinental Montelucia Resort property are all of the amenities that hotel guests come from far and wide to enjoy. The Joya Spa; the incredible pools and dining facilities; room-service; 24/7 concierge service; and landscaping service that keeps your home looking as gorgeous as the resort grounds. These are all part of every day life when you live here. Imagine waking up each day to a vacationlike lifestyle-and to be so close to downtown Scottsdale and Phoenix too. The Paradise Valley location is one of the most sought after addresses in the country, resulting in over \$75 million in Villa sales last year—the highest selling community in town.



There is one more thing that is making these last 12 Villas sell fast: the unprecedented reduction in pricing. Yes, the economic downturn has made many homes more affordable, but not like this. These 12 luxury residences are actually foreclosure properties, making the developer's loss very much the buyer's gain. The developer and builder went so over budget using the finest building material and creating the most opulent amenities that now these incredible homes are being sold off at bargain prices. Once selling at up to \$4.6 million, the stunning homes are now priced at just \$1.95 million—an incredible deal. The resort management and property management are contracted to uphold the luxury as usual, so there is no loss in appeal, only a major financial gain to be one of the lucky 12 buyers to have this unforeseen opportunity.

In addition to the lowered home prices, the Montelucia Villa buyer will also be able to receive an incredible \$100,000 offer, which can be used as \$100,000 in credit at the resort (spa, dining, room-service and more); property management (use it to pay your HOA fees); or take the cash. This type of opportunity makes life at Montelucia even more attractive than ever before.

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