

**HOME GAMES:** Nostalgic returns to the courses that raised us | P10

**CARLSBAD COSMETOLOGY:** Ex-Revlon chief sparks upswing at Callaway Golf | P74



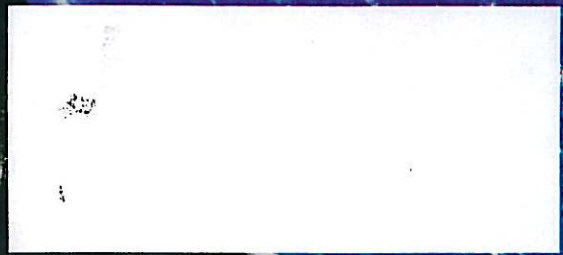
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but don't necessarily want to leave the community. Bay Harbor property owners have shown an inclination to trade up; 27 percent of residents own two properties in the community.

"If we never have another new buyer, we would sell out just from the people coming up in the community," Johnson said.

Housing options run the gamut from relatively secluded wooded lots to homesites with sweeping lake views. Near the Village at Bay Harbor, a small collection of shops and restaurants, the Inn at Bay Harbor, a condominium hotel managed by resort operator Boyne USA, is preparing to add about 48 units and expand its spa. Not far away is the showcase Peninsula neighborhood, where many of the lots are bracketed by Bay Harbor Lake on one side and Little Traverse Bay on the other. Peninsula properties command prices in the mid-eight figures.

"When there are 30 total units available in The Peninsula and you're down to five lots left, they grow disproportionately in value," Johnson said.

The meltdown of domestic car makers has made Detroit, 270 miles southeast of Petoskey, a less fertile recruiting ground for prospective buyers. "It's definitely the elephant in the room," said Kathy Boyer, Bay Harbor's membership director. So Bay Harbor's sales staff is reaching out to more far-flung markets, including Sunbelt states such as Texas and Florida, for new buyers.

Bay Harbor memberships are \$65,000 for property owners, and members have access to eight golf courses through an alliance with Boyne, whose nearby properties include Boyne Highlands and Boyne Mountain. All of the courses open May 1, and the last one closes around Oct. 20.

The three regulation nine-hole courses onsite hardly could be more different in character, though each was designed by Arthur Hills. The best of Bay Harbor's nines is the Links, which

## Bay Harbor homes



### Coastal Cliffs 12

- >> 4,700 square feet
- >> 4 bedrooms/3½ baths
- >> 3-car garage
- >> Lake and golf course views
- >> \$2.5 million



### Quarry Bluffs 28

- >> 4,900 square feet
- >> 3 bedrooms/3½ baths
- >> 2-car garage
- >> Theater room
- >> \$1.25 million



### Lakeside Cottages

- >> 1,790 square feet
- >> 3 bedrooms/2½ baths
- >> Lake views
- >> Gas fireplace
- >> \$639,000



### Penthouse at Inn at Bay Harbor

- >> 3,400 square feet
- >> 4 bedrooms/4 baths
- >> 5th floor, lake views
- >> Gas fireplace
- >> \$1.99 million

opens with four northward holes affording dramatic views of Little Traverse Bay, which comes within 100 yards of the fourth green. Much of the Quarry name, the name suggests, is routed through and around the quarry. At times, the routing on the Links and Quarry courses is unwieldy; still, that combination of nines is ranked No. 5 on Golfweek's Best list of public-access courses in Michigan. The final nine is the tree-lined Preserve.

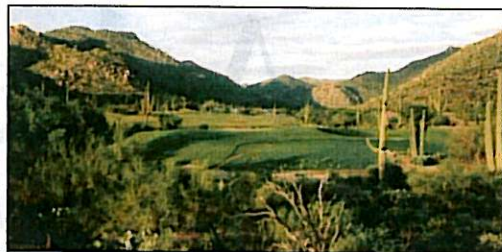
Golf, however, is just a small part of Bay Harbor's sales pitch.

The 23,000-square-foot yacht club and marina serve as an anchor for the community and provide access to Lake Michigan for recreational boaters. Bay Harbor Lake, formed by mining 1 million cubic yards of rock out of the quarry, can accommodate yachts exceeding 200 feet. Nearby, in the village, there's a swim and fitness club.

Johnson also indulged one of his personal proclivities. An avid horseman, he built an equestrian center with an indoor arena and two outdoor riding areas despite a survey showing that only one resident — himself — owned a horse. Soon after the center opened, Johnson recently recalled, a Detroit-based writer predicted he'd close it down within a year. It's still open, he notes with a hint of vindication in his voice, and now houses other homeowners' horses.

That emphasis on amenities illustrates Johnson's willingness to trust his instincts. It also reflects a lesson he learned from his daughter.

"You could build the world's greatest house," Johnson said, "but if the kids didn't want to go there, the parents weren't going to be able to spend as much time there."



COURTESY OF RITZ-CARLTON

## Links land

**Marana, Ariz.:** Ritz-Carlton announced plans to build a resort at Dove Mountain, a 6,200-acre master-planned community. The reported \$500 million resort, which will include a 250-room hotel and spa and will occupy 850 acres, is being billed as the company's largest project in the continental United States. Two Jack Nicklaus courses (above) are under development: The first 27 holes should be open by late 2008, with the final nine to open in 2010. A double-ended practice facility and 50,000-square-foot clubhouse also are planned. The Accenture Match Play Championship, held at the Gallery Golf Club at Dove Mountain, will move to the Nicklaus course in 2009. Visit [www.dovemountain.com](http://www.dovemountain.com).

**Canmore, Alberta:** East West Partners, an Avon, Colo., real estate development firm, and Morgan Stanley Real Estate have teamed to buy Three Sisters Mountain Village, an 1,800-acre resort community. Three Sisters is home to one course, Stewart Creek, and a second is expected to open in spring 2009, according to Terry Minger, chairman of Three Sisters. Minger said about 700 of the planned 4,000 lodging units have been completed, adding that the new owners plan to build a high-end condominium hotel offering fractional ownership opportunities. Visit [www.stewartcreekgolf.com](http://www.stewartcreekgolf.com).

**Campeche, Mexico:** Jack Nicklaus' ubiquitous brand extends beyond his new course at the Campeche Playa Golf, Marina & Spa Resort to the property's 2,000 residential units, which will be called the Golden Bear Residences. The oceanfront complex, located near the Mayan ruins, resulted from a partnership between Nicklaus Real Estate Licensing LLC and a subsidiary of Spanish-based firm Grupo Mall. Visit [www.campecheplayaresort.com](http://www.campecheplayaresort.com).



COURTESY OF PROVIDENCE

**Davenport, Fla.:** Providence Golf Club (left), a semiprivate course near Walt Disney World, recently opened. The Michael Dasher

design is part of a Polk County development that will span 2,200 acres, more than half will be part of the conservation and green area. The development includes an 8,000-square-foot clubhouse, two swimming pools, a fitness center and lighted tennis courts. Visit [www.providencegolf.com](http://www.providencegolf.com).