

"ANDALUSIA HAS THE BEST INTERNAL VIEWS [THE GOLF COURSE] AND EXTERNAL VIEWS [THE MOUNTAINS] IN THE DESERT.

The area has a reputation for golf courses with tight fairways and homes lining the holes from tee to green.

At Andalusia, the generous setback of real estate ensures an errant golf ball won't end up in your backyard. It is evident the community was developed by a group of people

who do things right." – REES JONES, COURSE ARCHITECT, WHO

HAS DESIGNED OR RENOVATED SEVEN U.S. OPEN VENUES



## Distinction Rises To An Extraordinary New Level

LA QUINTA, CALIFORNIA: "Your research of private clubs mirrors my analysis of Andalusia before I agreed to join the sales team," said Gary Pepin, sales agent at Andalusia. "I questioned Andalusia's financial strength, the trustworthiness of the developer, and if they were committed over the long term to high standards. I also inquired about debt on the community and if it is a good value in the marketplace. Most importantly, I asked myself, 'does it feel good?'"

"One should consider adding the following to their checklist that may not be top of their mind: What is the practice facility like? Many members spend more time working on their game than playing the course. You want to have a practice facility that is equal or better than the golf experience.

"Another point: How transient is the staff? Andalusia's average tenure is eight years. Why is that significant? When you see a familiar face that greets you by name, you

feel special. I have never experienced this employee tenure in the industry. It speaks directly of the loyalty that the staff has for the developer," said Pepin.

"Or consider: Has the development been designed with single-load streets [homes built on only one side of the road]? The difference can be eye-opening and provides more open space and privacy. At Andalusia, our land plan provides an extra perk, every home in the community has a golf course view.

"Finally, carefully evaluate what is included in the base purchase price of the home. Additional features can add up quickly," said Pepin. "At Andalusia, the pool landscape and hardscape are included in the base price."

### AN ORIGINAL IN THE DESERT

Andalusia offers a modern clubhouse and a Rees Jones-designed golf course. Its 19,000 square-foot Racquet Club & Fitness Center includes dining, a fitness center, eight-

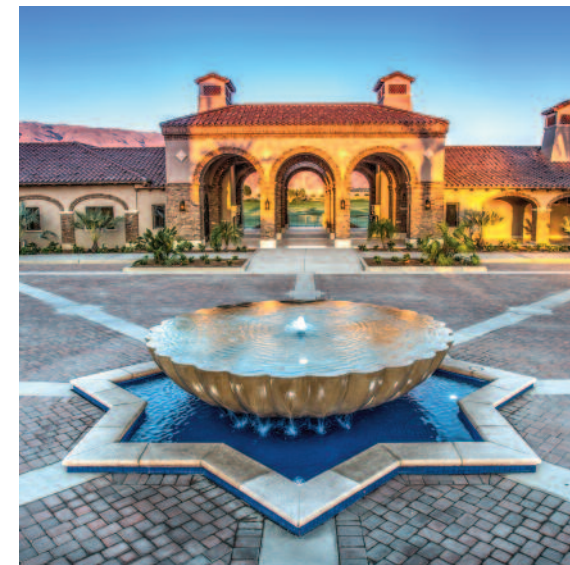
## WHAT ANDALUSIA MEMBERS HAVE TO SAY ...

"THE LIFESTYLE OPTIONS in and around Andalusia are all encompassing. On vacation in Argentina, we took polo lessons to experience something new. We didn't realize we could have done it five minutes from our home." – ANDREA GOODMAN

"ANDALUSIA provides a peaceful retreat from city lights and crowds. We're far enough away from downtown Palm Desert to see the stars, but are still close to all city services." – DAVE LOMAKIN

"INSTEAD of gathering in the snow, the grandkids spent the holiday in the pool. We are so active, we call it 'Camp Doolin.'" – MIKE DOOLIN

"WE VISITED fifteen other communities before choosing Andalusia. We found the people sophisticated, but not snobby. We've lived in other communities, and we've never seen the cohesiveness and camaraderie found here." – KATHY BUELTER



lighted tennis courts, four pickleball courts, a 25-meter lap pool, and spacious sun decks.

"When you consider our existing infrastructure along with our proposed innovative plans for the future, you will recognize that we will be unmatched by our peers. It will be as if we are dueling against an unarmed man," said Pepin.

"During my 35-year career, I have been involved with several of the best private clubs in the West. Andalusia is an exceptional community with home designs offering the best mountain views in the La Quinta area. I consider it a stand-alone in the desert at our price point.

"Our sales team is able to answer all the *big* and *little* questions about Andalusia that will give you confidence in our community," said Pepin.

"I think the timing is right for our newest real estate offering. It is going to be well received. The 2,100 square feet, ultra-low maintenance, turnkey casitas will be located



close to the clubhouse. The HOA will care for all exterior landscaping. Everything from roof repairs to exterior painting is planned to be included. It will be like having your personal maintenance man in your back pocket.

"It's likely that no new development of this scale will be completed in the California desert for a couple of generations. We have studied our competitors and learned to incorporate what today's families seek. It is not a surprise that we have sold more new homes in the Coachella Valley than any other golf community in the past three years." ■

For more information on real estate and membership, call (760) 777-1000 or visit [AndalusiaAtCoralMountain.com](http://AndalusiaAtCoralMountain.com).