

AUBERGE RESORTS UNVEILS NEW PRIVATE RESIDENCES AT ESPERANZA
The First Whole-Ownership Offering at the Award-Winning Los Cabos Resort

CABO SAN LUCAS, MEXICO (October 23, 2008) – Auberge Resorts, operator of the award-winning Esperanza Resort in Cabo San Lucas, Mexico, (www.esperanzaresort.com) unveiled today its first whole-ownership opportunity at the exclusive Punta Ballena community. Limited to 36 whole-ownership ocean-view homes, The Private Residences at Esperanza feature fully furnished three and four-bedroom homes starting at \$2 million.

Located in the exclusive Punta Ballena community, the private residences provide homeowners with the best of both worlds: nearby access to the attractions of Cabo San Lucas and a tranquil sanctuary offering Esperanza's signature service and amenities, which continue to earn top accolades from *Travel + Leisure*, *Condé Nast Traveler*, *Robb Report*, *Andrew Harpers Hideaway Report* and others. Homeowner amenities include a private Owner's Club exclusively for The Private Residences at Esperanza, lushly landscaped with terraced seating, several pools and poolside service from Esperanza, private golf cart per home and a membership to the Punta Ballena Beach Club, with private cabanas, beach access, restaurant and ocean side pool.

The new residences offer between 3,000 and 4,000 square feet of indoor and outdoor living space with pocket doors that open to private terraces; spacious bathrooms with showers built for two and gourmet kitchens. Well-known residential interior design firm, J Banks Design Group, interprets Esperanza's signature style of barefoot sophistication through a contemporary interpretation of traditional Mexican design using stone and polished plaster work, handcrafted furnishings and local art to complement the relaxed beachside community.

Exclusive homeowner benefits include:

- Private Owner's Club with poolside service, private wine storage and fitness and movement studio
- Membership to the Punta Ballena Beach Club with private beach access, restaurant and bar
- Priority reservations at Esperanza's number-one-ranked spa and restaurants, including the dramatic waterfront *El Restaurante*
- VIP status at Auberge Resorts' other award-winning properties: Auberge du Soleil, Napa Valley; Calistoga Ranch, Napa Valley; The Inn at Palmetto Bluff, Bluffton, S.C.; Encantado, Santa Fe, N.M. and Rancho Valencia, Rancho Santa Fe, Calif.
- Participation in Esperanza rental management program
- Complete management services handled by Auberge Resorts

Recently ranked number two among the top 20 international resorts in *Andrew Harper's Hideaway Report's* 2008 "Readers' Choice" awards, Esperanza is sister to the famed Auberge du Soleil in Napa Valley, Calif. and Auberge Resorts' first international property.

The Private Residences at Esperanza are completed and available for purchase. For more information call 1-888-463-2816 or visit www.esperanzaresidences.com.

ABOUT ESPERANZA RESORT

Esperanza encompasses a 57-room resort, 60 Residence Club villas, a full-service spa and a signature restaurant, all on 17 lushly landscaped acres on the bluffs overlooking two private coves at Punta Ballena near Cabo San Lucas. Esperanza is a member of the *Leading Hotels of the World*®. For reservations or more information, please call toll-free 866-311-2226 or visit www.esperanzaresort.com.

ABOUT AUBERGE RESORTS

Auberge Resorts is a collection of exceptional hotels, resorts and private clubs, each with a unique personality that assures a memorable guest experience. Among the distinctive properties are Auberge du Soleil, Napa Valley; Esperanza, Cabo San Lucas; Calistoga Ranch, Napa Valley; The Inn at Palmetto Bluff, Bluffton, S.C.; Encantado, Santa Fe, N.M. and Rancho Valencia, Rancho Santa Fe, Calif., with several others in development. While Auberge Resorts nurtures the individuality of each establishment, all are characterized by a set of communal elements: intimate, understated elegance; captivating locations that inspire exceptional cuisine and spa experiences; and gracious yet unobtrusive service. For more information about Auberge Resorts, please visit www.aubergeresorts.com.

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EDITOR'S NOTE: Color photography is available upon request.

ESPERANZA ANNOUNCES NEW FOUR-BEDROOM VILLAS

Enjoy a Private Vacation Retreat with All the Comforts of Home.

CABO SAN LUCAS, MEXICO —

Esperanza, an Auberge Resort located in Cabo San Lucas, Mexico has announced the completion of eight new luxurious four-bedroom villas, now available for guest's rental. The four-bedroom villas honor the traditional Mexican design with a Baja beach house feel. Each villa has handcrafted rugs, stone tile flooring and local art, without sacrificing



the service and amenities guests expect from Auberge Resorts. Amenities include large living areas with pocket doors that create a dramatic indoor-outdoor living space; flat screen televisions in each bedroom; complimentary hi-speed wireless internet access; fully equipped gourmet kitchens with Viking appliances; daily housekeeping service; and pre-arrival grocery shopping service. Lower level villas have patios with private infinity swimming pools and all villas have large Jacuzzi spa hot tubs. Adjacent to the new four bedroom villas an expansive pool was added with a swim up bar, kids area and La Terraza Americana restaurant serving lunch daily.

The two, three and four bedroom villas at Esperanza, which range from 1,800 to 4,000 square feet of indoor and outdoor living space, are designed for guests who are looking for a private vacation retreat with all the luxuries of home. Guests who reserve the villas also have access to all the resort's amenities including its world-class spa and yoga studio, three restaurants with sweeping ocean views, and 24-hour concierge service.

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THE RESIDENCES AT ESPERANZA

An Oceanside Residence Club Offering World-Class Service and Amenities

CABO SAN LUCAS, MEXICO – Imagine owning a piece of paradise and embracing the amenities and services at one of the finest resorts in Mexico, the Esperanza Resort, without enduring home-ownership hassles. For members with less vacation time, The Residences at Esperanza are now offering a 1/24 share, two-week increment, starting at \$150,000. While continuing to offer a 1/8 and 1/6 share, The Residences at Esperanza wanted to satisfy the demand for a smaller fractional ownership opportunity.

Perched upon rocky bluffs overlooking two secluded coves on the Sea of Cortez, The Residences at Esperanza exemplify the ultimate vacation-home lifestyle and truly represent a home away from home. Members of the private residence club arrive to a personalized villa stocked with their favorite foods, crisp linens on the beds, soothing Latin music wafting throughout their villa and golf clubs polished with a tee time secured. Members also have access to all the luxuries of the exclusive Esperanza Resort, including a world-class spa, three exquisite restaurants and four pools.

The Residences

The Residences at Esperanza feature 60 two, three and four-bedroom luxury villas, ranging in size from 2,400 to 4,000 square feet, with spectacular ocean views. Designed by celebrated architects Backen & Gillam, the villas cleverly incorporate the dramatic coastal setting, while still maintaining the utmost privacy for each resident. Each villa has its own private courtyard entrance, terraces and living room walls that disappear to bring the outdoors in. The villas also feature casually elegant, handcrafted furnishings, original artwork and all the luxuries of a fine home including: Italian Frette linens, washers and dryers, large walk-in showers, jetted soaking tubs and Yukatan granite vanities. All bedrooms are master suites, with full bathrooms and ground floor villas have private plunge pools.

Financial Details

Residence club memberships are real estate transactions similar to buying other kinds of property and can be resold at anytime. The Residences are priced starting at \$150,000 for a 1/24 share, a two-week increment. They are also available in a 1/8 share, six-week increment, starting at \$350,000 for two or three-bedroom villas or \$660,000 for four-bedrooms. A 1/6 share, eight-week increment, is available for three-bedroom oceanfront hotel villas, starting at \$1.4 million.

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Membership at Esperanza offers utmost flexibility and simplicity in use. Three kinds of Residence availability are offered to members. First, members are guaranteed three full weeks booked for the year ahead. Second, a week may be reserved at any given time: as soon as this is used, the member may book another week subject to availability. Third, members can schedule short notice use up to seven days prior to arrival, including same day. Unlimited usage is based on availability.

Amenities

True to the Auberge promise, service for Residence Club members is attentive to every detail. Members endure the luxury of owning a home, while experiencing all the amenities and services offered at an exclusive, world-class resort, including:

The Spa at Esperanza: Incorporating the elements of water, light, desert and sea, the award-winning spa offers a wide variety of pampering, restorative and wellness treatments featuring indigenous ingredients and healing techniques. Guests can relax in a steam cave, soaking tubs or outdoor showers, as well as unwind by lounging in the spa's tranquility garden.

Yoga Studio and Fitness Center: Complimentary yoga classes are offered daily in the resort's 1,000 square-foot yoga studio and the resort's full-service fitness facility has state-of-the-art equipment, including cardiovascular machines, elliptical cross-trainers, stationary bikes, free weights and more. Fitness specialists are also available for personal training and private consultation.

Members Club Room and Club House: The Club Room features wine storage, a tykes play room, refreshment bar, wireless laptops, a big screen television and a membership photo gallery, while the Club House showcases pool tables, fuse ball and other games for children and teens. Children of members can also enjoy an array of activities, such as piñata making, pottery painting and thematic treasure hunts.

Golf: Owners can take advantage of the four top-ranked golf courses near Esperanza, including the highly acclaimed Cabo del Sol, 18-hole course designed by Jack Nicklaus next door to the resort. A full-time golf concierge will also recommend courses, provide insider tips and arrange transportation and tee times.

Carnavalisimo: An authentic Mexican Beach BBQ featuring live music and salsa dancing is available every Tuesday night.

Mexicanisimo: An oceanside evening of Mexican music, food, drinks and handcrafts under the stars takes place at the resort every Wednesday night. A Mariachi entertains and the evening culminates in a barrage of fireworks.

Mexican Wine Journey: Guests learn about the Mexican grape varieties and rich history of Mexican winemakers while sampling wine pairings.

Tequila Tasting Class: A popular class with Alejandro Enriquez, the resort's master tequilero, that introduces students to the flavors of white, semi-aged and aged Tequilas.

"Cocina del Sol" Cooking Class: Students Join Executive Chef Flynt Payne and the rest of the Esperanza culinary team in the main kitchen for an interactive and personalized session filled with cooking techniques, tips and secret recipes. Enjoy cooking side-by-side Chef Payne while learning how to prepare fresh, simple and flavorful dishes using regional ingredients.

Area Activities: Everything from cultural tours, whale-watching expeditions, hiking, sport fishing and scuba diving to surfing, sailing, sea kayaking and shopping can be arranged for members to experience.

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