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Harbor View Hotel releases 18 Captain's Cottage Suites for sale

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For those with childhood memories of carefree summers on Martha's Vineyard. For those for whom the thought of time-off conjures the feeling of an ocean breeze and the smell of salt air. For those drawn time and again "down island" to explore the charming streets and waterfront of Edgartown. And for those for whom the tourist experience is no longer enough, the Captain's Cottages at Harbor View now afford a rare opening to own the island's most coveted address.

The Harbor View Hotel, occupying the island's most enviable location for more than a century, has released a limited collection of 18 fully-serviced cottage suites that offer all of the rewards of island ownership without the hassles. Distinguishing this offer is full, deeded ownership that allows owners year-round access to their one, two, or three bedroom suite, with the opportunity to participate in the hotel's expertly managed rental program, also year-round, when they are not in residence.

With its steps-away proximity to island beaches and historic Edgartown Lighthouse, the Captain's Cottages at Harbor View serve as a compound for owners who, with the assistance of an expert on-site management team, can expand enjoyment of their suite while in residence. This includes arranging, for friends and extended family, accommodations, private dining and owner-entitled preferred access to all of the features and services of the Harbor View Hotel, voted one of the Top 50 U.S. Resorts 2012 by Travel + Leisure.

The 18 exclusive suites are housed in five cottages - each named for a 19th-century Martha's Vineyard whaling captain - tucked throughout the grounds and steps from the hotel veranda with its view of Edgartown Harbor. Ranging from one to three bedrooms, they are priced from \$566,500 for a first-level suite in the Captain Huxford to \$2,467,500 for a Captain Collins penthouse with a deck and water views.

The Legacy: The Harbor View Hotel is stewarded by a small group of individual owners with strong ties to the island community. Several are Edgartown home owners themselves, who live in the same neighborhood and vacation with their families on the island year after year. Their common bond, which the Captain's Cottages buyer will share, is a deep appreciation for the island and an enduring commitment to protect its spirit.

"The buyer drawn to the Captain's Cottages will be someone who fully appreciates the breadth of experiences available on the Vineyard and at Harbor View Hotel, and who is equally cognizant that, while the island's appeals are endless, this opportunity is not," said Masood Bhatti, managing member of the group that owns the Harbor View Hotel. "For a fortunate few, these 18 suites are an invitation to cross the threshold from indulging in the Vineyard lifestyle to owning it; from visiting the island to belonging here and becoming part of its fabric."

The Suites: Each of the 18 suites in the Captain's Cottages collection has its own unique floor plan. For all, designer Linda Woodrum of HGTV "Dream Homes" and Coastal Living Idea Houses has

created interiors that evoke classic Vineyard style and a breezy seaside ambience. Walls with v-grooved paneling are painted a fresh summer white, contrasting with solid black walnut floors and creating a clean and airy backdrop for a variety of color schemes, including seashore teal blue; soft beiges, brown and white; and coral red, beige and brown. Adding to the island feel are wicker and upholstered furnishings, bamboo draw shades and plantation shutters.

All suites feature one to three bedrooms and one or two baths, with central air conditioning, heat and gas fireplaces. Queen pull-out sofas in the living rooms accommodate extra guests, while flat-screen TVs, iPod stations, stereo and wireless internet provide the latest in entertainment technology. Bedrooms are furnished with a queen or king bed. There are kitchenettes equipped with small refrigerators, microwaves, dishwashers, coffee machines and kitchenware, and washers and dryers for each suite. Baths are marble or mini-ceramic tiled, with glass-walled showers and separate tubs. Most suites have porches and/or decks with rocking chairs, and several have private outside showers.

Owners have personal storage space in the cottage basements.

There are seven one-bedroom, one-bath suites ranging from 435 to 892 square feet and priced from \$566,500 to \$1,249,000. Nine two-bedroom, two-bath suites range from 678 to 1,473 square feet and are priced from \$661,000 to \$2,467,500. They include two bi-level suites. Of the three-bedroom suites, one is 1,195 square feet with two baths and is priced at \$1,648,000; the other is a bi-level suite spanning 1,061 square feet with three baths, priced at \$1,364,500.

The Advantages

The Captain's Cottage owners will enjoy significant benefits, including expert management by the hotel staff and recognition as "Stewards" of Harbor View - a select group of people committed to the legacy of the hotel. They can enjoy vacations in a home that does not require seasonal openings and closings or on-going upkeep hassles. The year-round aspect of the rental program, which in essence adds the suite to the hotel room inventory when the owner is not in residence, offers a distinct advantage over traditional island home ownership, which typically is limited to seasonal-only rentals. All owners will be given the opportunity to be part of a rental program. Other benefits include:

- * All the professionally managed services of the hotel, from landscaping and housekeeping to regular maintenance
- * Access to all hotel services and amenities, including the saline swimming pool, private dining, wine and artisanal cheese tastings, cruises, "Live the Location" tours of the island, harbor access, yoga, and shuttle service
- * A dedicated owner concierge to handle pre-arrival needs and arrange everything from in-suite dining to reservations at Harbor View's own renowned Water Street or any of Edgartown's fine restaurants, from island golf to horseback riding, sailing, harbor cruises, deep-sea fishing, windsurfing, kayak and jeep rentals, and more
- * Additional room nights at the hotel booked directly with exclusive seasonal discounts and specials
- * Entree to VIP events and activities hosted at Harbor View throughout the summer
- * An annual, complimentary half-day cruise on Stardust, Harbor View's 39-foot all-wooden picnic yacht, or Scout, a 31-foot, fishing and adventure boat
- * Customized water sports programming each year for family members, from sailing school to certification programs
- * Recognition in the main hotel and a plaque with the names of all Stewards displayed

* Discounts on Harbor View merchandise

The Next Step

The Captain's Cottage at Harbor View sales gallery is located in the Osborne Cottage, Suite 51. It is open 9 a.m. to 6 p.m. Monday to Saturday, with complimentary wine and cheese served from 4:30 to 6 p.m. Prospective owners can call Leslie Floyd, director of sales, at 508-627-7404 or 508-221-4643 to schedule a private preview or reserve a spot for a scheduled suite selection weekend. For more information, visit www.ownharborview.com.

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