



8 closet CASE

Nowadays, outfitting luxury homes with high-end finishes is pretty much standard. In recent years, a quest to stand apart in design has introduced the bespoke factor to even the most utilitarian of spaces and pieces. For example, it only makes sense that the door to one's dressing room should be as stylish as the designer contents of the closet itself. Hand-carved from smooth maple with an intricate pyramid etching detail and inlaid distressed mirrors, this custom door from Biaki New York is sure to impress even the most discriminating buyers. [biakiny.com](#)

9 HOT 'HOODS

WE ASKED FIVE TOP REAL ESTATE AGENTS TO SHARE THE TRENDS THEY ARE SEEING ON THEIR HOME TURF.



CHICAGO, ILLINOIS
Where do new buyers want to be? I'm noticing a fairly even split between city and suburb. Many families struggle with the process of finding schools, and they see an easier path in the suburbs, but there are many families (like my own) that choose to stay in the city and take part in everything the urban environment has to offer.
What neighborhood is on the rise? I see Humboldt Park trending as the next hot place.
Nancy Tassone, Jameson Sotheby's International Realty; sothebysrealty.com



ORANGE COUNTY, CALIFORNIA
What do buyers want more of? People are mostly looking for additional square footage.
Choice location: Over the past few years, I have seen more families choosing to raise their kids in the village of Corona del Mar, which is a departure from the more suburban environment of the hill in Newport Coast. In fact, the average price per foot has nearly doubled, and this will go up depending on the location and view. Gated communities remain strong: People are taking advantage of large

estate lots and building 8,000-square-foot custom homes. The average cost of a teardown is approximately \$3 million for the land alone. *Jason Bradshaw, Bradshaw Residential; bradshawresidential.com*



AUSTIN, TEXAS
What's the hype with downtown? Proximity to downtown is one of the biggest assets a home can have, and with our city's traffic issues, living close and cutting down on commuting time becomes a quality-of-life decision.
Emerging neighborhoods: I'm seeing more growth with Allandale and the areas around North/Central Austin. Mueller is also an awesome community that feels like a city within a city. I believe buying there is a great investment. *Laura Gottesman, Gottesman Residential Real Estate; gottesmanresidential.com*



SCOTTSDALE, ARIZONA
Downsizing vs. upsizing: Even across the luxury demographic, home buyers are seeking smaller spaces, less yard and more of a

community feel in their neighborhoods. **In-demand locale:** Arcadia has been trendy for several years, but we are now seeing an alternative for the next generation of home buyers in Arcadia Lite. Located in the middle of Scottsdale and the Biltmore district, this area couldn't be more walkable and convenient. **How about the suburbs?** Younger buyers are happier with smaller spaces in the city with upscale finishes. *Raul Siqueiros, The Agency; theagencyre.com*



LOS ANGELES, CALIFORNIA
What area is popular with your clients? They're usually looking to buy a second, third or fourth home in Santa Barbara's luxury market, which has been a haven for some of America's wealthiest families for nearly 130 years—movers and shakers have vacationed there since the 1880s. **Preferred architectural style:** Buyers are looking for more contemporary designs with bigger windows and open rooms. **In-demand locales:** The Toro Canyon Road and Toro Canyon Park Road neighborhoods are taking off right now. Because the areas are close to town but the parcels are larger, they have a more rural feeling, and the views are incredible. *Suzanne Perkins, Sotheby's International Realty; sothebyshomes.com*

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10 MOUNTAIN MAJESTY

Up where the air is cleaner and cooler, vacation homes once boasted a luxury log cabin vibe that was the norm, but as buyers of high-elevation country homes shift in eco-consciousness and security needs, so, too, does the style of the place they call home. When Vail, Colorado-based architect Kyle Webb first started in the industry 28 years ago, minimalist designs were just 30 percent of his workload; today, nine out of 10 projects he helms are contemporary, he says. Here, his take on the increasing popularity of modern mountain architecture. [khwebb.com](#)

Describe your clientele. Most of my clients are self-made and independently minded. They want cleaner, simpler,

less-cluttered homes, and they don't have any interest in copying their parents' style. **What are some key design materials?** Modern doesn't mean we've stopped using wood and stone; we're just doing it in a new way—say, stone paneling. **Bells and whistles:** We're building super high-tech homes, but our clients care as much about convenience as they do security. People are savvier and want just one light switch on the wall and one device that controls everything. **On the horizon:** We're now seeing materials like brass and copper reappear. I think a lot of design became too stark and minimal. Now, it's about bringing back character and warmth. We're reanalyzing what's modern and what isn't.