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**MEET THE TEAM**

Crystal Mountain Realty takes pride in being the expert on everything “Crystal.” We are the exclusive on-site brokerage for Crystal Mountain, and we also specialize in recreational and waterfront real estate in the surrounding areas. We welcome the opportunity to help you find your perfect up-north place.

Visit our office in the Inn at the Mountain to learn more. You can also view our listings and the entire regional Multiple Listing Service by visiting [crystallmountainrealty.com](http://crystallmountainrealty.com).



THE CRYSTAL MOUNTAIN REALTY TEAM: JEFF & KARYN

**WHAT'S INSIDE?**

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**FAQS ABOUT BEING A  
CRYSTAL MOUNTAIN OWNER**

Did you know that the vast majority of Crystal Mountain’s lodging is privately owned by individuals and up-north-loving families? Even the hotel rooms are privately owned. This means you have many options to choose from when it comes to owning a place up north. What’s more, the ability to place your unit on Crystal Mountain’s rental management program means that you have the potential to offset your ownership expenses. Sound intriguing? Here are some of the more frequently asked questions we hear in the real estate office, to give you a head start in your exploration.

**Really, I can own a hotel room?** Yes – in fact, our hotel rooms boast some of the highest occupancy rates of all of Crystal’s lodging.

**Is fractional ownership the same as a time share?** No. The main difference between fractional ownership and a timeshare is that in a fractional ownership arrangement, you have a deeded interest in the property. If the property goes up in value, the fractional owner’s share also becomes more valuable. With a timeshare, ownership is not distributed. The owner purchases only “time slots” at a property, and these weeks or months do not rise and fall in value with the value of the property. The title is still owned by the principal owner.



**What amenities come with ownership?** Participation in Crystal Mountain’s rental management program as well as membership in Crystal’s Four Seasons Club provides discounted access to resort amenities. Varying levels of Four Seasons Club membership and benefits are available to owners when they purchase their unit.

**If I rent my unit, what kind of income can I expect?** The ability to rent your place when you’re not enjoying it yourself provides an opportunity to offset expenses associated with owning a second home. Factors such as how often and when an owner uses their unit themselves will affect its money-making capabilities. Crystal Mountain Realty has examples of income and expense histories for our listings – stop by and we’d be happy to go through the details.

**As owners, can our pet join us in our unit?** Yes – and we hope Fido or Whiskers does! They are part of the family, too, after all.



# YOUR GUIDE TO CONDO OWNERSHIP AT CRYSTAL

The choices are many when it comes to owning a place at Crystal Mountain. If the low-maintenance mode operation of a condominium or townhome suits your fancy, you'll find the following options quite appealing:

## FRACTIONAL OWNERSHIP

Fractional ownership provides the joys of fully-deeded property ownership at Crystal, but at a fraction of the cost. You get the benefits of owning an attractive up-north condo or cottage without putting up the cash to purchase the whole property outright. This also means that you only have a fraction of the ownership expenses, too.

**(1) Bungalows at Crystal Glen:** 3- & 4BR. Large, arts-and-crafts style bungalows at the base of the slopes and within steps of the shops, restaurants, spa and pools. Eighth ownership.

**(2) Inn Residences:** 2- & 3BR. High-end, contemporary finishes, floor-to-ceiling windows, a heart-of-the-resort location and flexible floor plans are the highlights of the Inn Residences. Eighth ownership.

**(3) Cottages at Water's Edge:** 2- & 3BR. Reminiscent of early 1900s-era cottages and overlooking lush gardens and a trickling creek. Three floor plans from which to choose. Quarter ownership.

**(4) Kinlochen:** 1-, 2- & 3BR. Featuring high ceilings, warm interiors, full kitchens and a superb location at the base of the Buck slope and above the golf pro shop. Quarter ownership.

## WHOLE OWNERSHIP

As a whole owner, you have the flexibility to enjoy your place whenever you want, and you alone benefit from the net revenue generated should you select to place your unit on rental. You also take on the responsibilities for all expenses, including any needed maintenance and updates.

**(5 & 6) Colony & Hamlet:** Hotel-condos boast the resort's highest occupancy levels and exceptional locations. Hamlet and Colony rooms have recently been renovated.

**(7) Inn at the Mountain:** 1BR suites. Featuring a separate bedroom and living area with kitchenette, spa-inspired bathrooms that is right at the heart of the resort. All suites have been renovated as of spring 2019.

**(8) WinterGreen:** 1-, 2- & 3BR condos. Walk-to-everything convenience with full kitchens and private decks overlooking the Betsie Valley golf course.

**(9) Pinehurst:** 1- & 2BR condos, most feature a lock-off studio. Featuring an up-north rustic charm and a flexible floor plan that is within walking distance to all the fun.

**(10) Pinehurst Green:** 3- & 4BR townhomes. Larger units with a walkable location to the Kinlochen pro shop and Buck chair.

**(11) MountainSide:** 4- & 5BR townhomes. There's room for everyone in these multi-level townhomes. The only condo ownership option to come with a garage for all those up-north toys.

**(12) MountainTop:** 3BR townhomes. Majestic, top-of-the-mountain townhomes offering amazing views and a private pool for MountainTop owners and guests.



## MAKE CRYSTAL HOME

### THE FOUR NEIGHBORHOODS OF CRYSTAL MOUNTAIN

Folks looking for something larger or a little more permanent will take delight in any of Crystal Mountain's four residential neighborhoods, the Club, Village, Trailside and MountainWoods. Whether you buy an existing home or build your own, you'll enjoy calling Crystal "home".



#### THE CLUB

Drive through the Club and you'll find an assortment of homes and up-north cabins. Homeowners here enjoy the walkability of the Club to all of Crystal's amenities. There's a good blend of year-round residents and second homeowners in this wonderfully social community. Short-term rentals are allowed within the Club.



#### THE VILLAGE

Composed of 30 homes and homesites tucked, in most part, within cul de sacs along the 7th, 8th and 9th holes of the Betsie Valley golf course, the Village neighborhood has much in common with the neighboring Club community. Village homeowners enjoy easy access to Crystal's core area, with short-term rentals allowed as well.



#### TRAILSIDE

As the name implies, homeowners within Trailside enjoy trailside living, with biking, hiking, cross-country skiing and snowshoe trails nearby. Golf your thing? Trailside has that covered, too, with many homesites nestled along holes 6 through 10 of the popular Mountain Ridge course. Lot purchases in Trailside come with your choice of four architectural plans.



#### MOUNTAINWOODS

Residents here enjoy being a part of the active lifestyle that resort living provides, yet a location just far enough away from the resort center to offer a tranquil retreat amidst MountainWoods' rolling terrain and mature hardwoods. Lots range from one-half to a full acre, many with golf course frontage along the Mountain Ridge course. MountainWoods is located adjacent to the Michigan Legacy Art Park.

## CRYSTAL SCHOLARSHIP FOUNDATION

DONATIONS WELCOME  
VISIT [CRYSTMOUNTAIN.COM/CSF](http://CRYSTMOUNTAIN.COM/CSF)



CRYSTAL MOUNTAIN REALTY PROUDLY CONTRIBUTES A PORTION OF EVERY SALES COMMISSION TO THE CRYSTAL SCHOLARSHIP FOUNDATION

The Crystal Scholarship Foundation (501c3) was created to provide scholarship opportunities for Crystal Mountain employees and their dependent children. Scholarships worth up to \$5,000 toward a university, college or trade school certification program are awarded annually.

The Crystal Scholarship Foundation searches out candidates through an application and panel interview process who exemplify solid character; strong work ethic; community service and academic proficiency.

If you would like to make a donation toward the scholarship or for information, visit: [crystalmountain.com/csf](http://crystalmountain.com/csf)



## FILL YOUR FRIDGE

Crystal Mountain is offering a 'Fill Your Fridge' grocery delivery option from the Mountain Market directly into your lodging unit prior to your arrival. Place your order online at least 48 hours before your arrival and let us take out the stress of making sure your fridge and pantry are stocked with all of your favorite items. Staff will sanitize after delivery for peace of mind.

Online orders will be accepted up until 48 hours prior to arrival. Orders placed after that are not able to be delivered but can be prepared for guest to pick-up in the Market.

Learn more here: [crystalmountain.com/fridge](http://crystalmountain.com/fridge)

## EXPLORE [CRYSTMOUNTAINREALTY.COM](http://CRYSTMOUNTAINREALTY.COM) FROM ANYWHERE

Want to keep up on the latest listings at Crystal or nearby? Crystal Mountain Realty's website has everything you need to help you in your search for properties for sale, whether at Crystal Mountain, or in our nearby communities. While on the site, be sure to sign up for **New Listing Email Notifications**, and stay informed of new listings as they hit the market!





# FEATURED PROPERTIES AT CRYSTAL MOUNTAIN

VISIT [CRYSTMOUNTAINREALTY.COM](http://CRYSTMOUNTAINREALTY.COM) FOR CURRENT LISTINGS AND PRICING



**Resort Homes**  
Variety of styles & views



**Resort Homesites**  
Golf course & forest views



**MountainWoods Homesite #40**  
0.76 Acres  
\$79,900



**MountainWoods Homesite #13**  
0.68 Acres  
\$69,900



**MountainTop Townhomes**  
3br/2.5-3ba | Whole Ownership



**MountainSide Townhomes**  
4-5br/4ba + Garage | Whole Ownership



**Pinehurst Green Townhomes**  
4br/3ba | Whole Ownership



**WinterGreen Condos**  
1-3br/1-2ba | Whole Ownership



**Pinehurst Condos**  
1 & 2br/1 & 2ba | Whole Ownership



**Inn at the Mountain Suites**  
1br/1ba | Whole Ownership



**Colony Hotel-Style Condos**  
Studio/1ba | Whole Ownership



**Hamlet Hotel-Style Condos**  
Studio/1ba | Whole Ownership



**Cottages at Water's Edge**  
2 & 3br/2ba | Quarter Ownership



**Kinloch Residences**  
1-3br/1-2ba | Quarter Ownership



**Bungalows at Crystal Glen**  
3 & 4br/2 & 3ba | Eighth Ownership



**Inn Residences**  
2 & 3br/2 & 3ba | Eighth Ownership

## FEATURED PROPERTIES NEARBY



**15984 Betsie River Drive**  
2br/1ba | Thompsonville  
\$299,500



**15147 Springdale Road**  
3br/2ba + Garage | Thompsonville  
\$219,900



As a Crystal Mountain property owner or frequent guest at one of the Midwest's premier all-season family resorts, a Four Seasons Club membership gives you access to many resort amenities. Whether you're here to golf, ski, or just relax, there's a club membership perfectly suited to you! Ask for details!

Contact Crystal Mountain Realty  
at 800.968.2911 or  
[properties@crystalmountainrealty.com](mailto:properties@crystalmountainrealty.com)



Your resort, recreation & waterfront specialists.

[CRYSTMOUNTAINREALTY.COM](http://CRYSTMOUNTAINREALTY.COM)

for easy, anytime access to resort or regional real estate listings

