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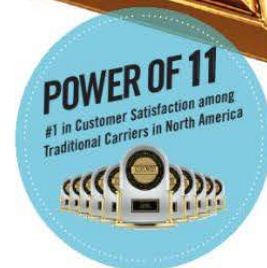
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MODERN MARVEL

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Dream Homes

Second-property owners invest
in future memories

BY RENEE BRINCKS



FROM LEFT: POPPI PHOTOGRAPHY / SEABROOK; PAUL DYER

Warm, sun-splashed desert days first drew Seattle-area residents Robert and Sandy to vacation properties in and around Palm Springs, California. Over the years, as they visited friends and explored the region's real estate options, they were drawn to Toscana Country Club. Olive trees and Tuscan-inspired architecture distinguish this 640-acre Indian Wells community that has two Jack Nicklaus-designed golf courses, a spa and sports club, three restaurants, and a full slate of wellness, culinary and social events.

Robert and Sandy purchased a four-bedroom house

at Toscana in 2012. They now spend about five months a year in their desert home, which has a backyard swimming pool and a separate casita that accommodates visiting children and grandchildren. The couple plays pickleball and golf with their friends at the resort, and they hike and cycle on nearby trails in the scenic Coachella Valley.

"I almost think the home is secondary to the atmosphere and the people here," says Robert. "This place seemed to have an instant claim on us, because the people we met were so enthusiastic, so upbeat and so

Second-home owners enjoy games with their families, such as shuffleboard at Seabrook, facing page, and socializing with friends and neighbors at resorts such as Toscana Country Club.



engaged in what they're doing with their lives.”

Robert and Sandy have found what many are seeking—a second property that feels like home. Experts say that by carefully considering factors such as how much room they need, which visitors they expect, what services they'd like offered, and what activities they and their guests enjoy, buyers can usually find the second home of their dreams.

ROOM FOR YOUR FAMILY

Toscana homes range from 2,600 to 5,400 square feet, and many owners purchase their property as a go-to family-vacation spot that they can enjoy for years to come, says Julie Bloom, vice president of marketing for Sunrise Company, the developer of Toscana. To determine whether a particular floor plan or community is a fit, Bloom encourages families to visit several properties. At Toscana, tours are available, and the resort is happy to introduce prospective buyers to current owners. Robert and Sandy were able to sample the culinary, recreational and cultural experiences of Toscana while visiting friends who already lived there.

At sites such as Seabrook, a coastal Washington community southwest of Seattle, families can rent a

vacation beach house and test things out before committing to a purchase.

“First and foremost, buy in a place where you love to spend time,” says Seabrook founder Casey Roloff. “A place that’s really lovable and timeless is the kind of place you want to be over the long term.”

Roloff and his team designed the community as a sustainability-conscious, pedestrian-friendly destination where downtown restaurants and shops are a short walk from 425 surrounding homes. Paths link each residence to playgrounds, basketball courts, bocce courts, a heated indoor pool, fire pits and other amenities that appeal to owners and guests of all ages.

“When homeowners see their kids and grandkids interacting at Seabrook, they see how much fun multiple generations can have in one place,” Roloff says. “They realize that family members will want to visit this place more regularly. That really sells people.”

Dean Jones, owner and chief executive officer of Realogics Sotheby’s International Realty in Seattle, cites the Danzante Bay community in Loreto, Mexico, as one example of this dynamic. Luxury villas at this destination near the Sea of Cortés and the Sierra de la Giganta mountains offer convenient access to a

A family embarks on a stand-up paddleboard adventure near Danzante Bay in Mexico.

Second homes vary in size and style—from condos in urban settings, such as Seattle’s Nexus, far right, to villas with ocean views at Montage Residences Kapalua Bay in Hawai’i.



CLOCKWISE FROM TOP: DANZANTE BAY; ARTIST RENDERING NEXUS; MONTAGE RESIDENCES KAPALUA BAY



Whitetail Club's rustic-style homes overlook gorgeous lake and mountain views.

par-72 Rees Jones-designed TPC golf course plus a wealth of water sports and wildlife-watching tours.

"Grandma and Grandpa can live in Loreto, where there are many things to do—from ecotourism adventures to sailing to fishing to swimming to cultural activities," Jones says. "These will all attract families to visit, and now Grandma and Grandpa get to spend more time with their kids and grandkids."

Some empty nesters fund vacation retreats by

downsizing to a condominium. Trading a larger suburban residence for a smaller downtown dwelling can help minimize home-maintenance costs and burdens, cut commute times, and save resources.

Properties such as Nexus, an urban Seattle tower with a 41st-floor terrace and bar, shared social spaces, and dedicated concierge services, can create flexibility.

"A condo is an exciting leap for folks, and it comes with a new sense of freedom,"

Jones says. "When residents want to

travel, they can just lock the door, hand the keys to the concierge and continue on their way."

HOMES THAT SERVE YOUR NEEDS

Buyers searching for a second home might consider services that will shape their arrival experience. Crews at the Montage Residences Kapalua Bay can receive and unpack luggage, stock kitchens, make dinner reservations and complete housekeeping before own-

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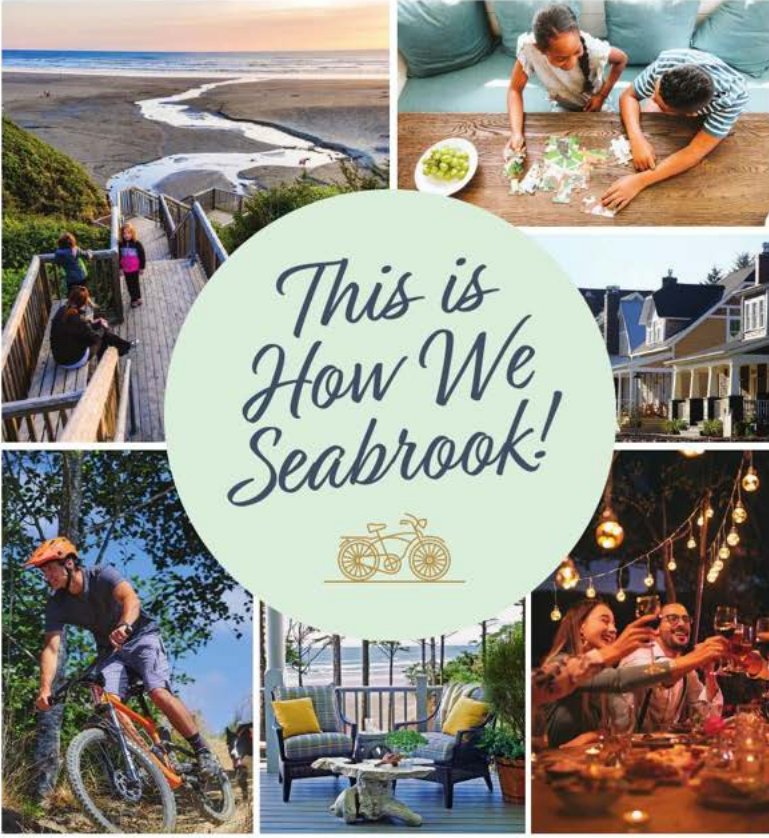
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ers even land on Maui in Hawai'i.

In addition to concierge services, the three- and four-bedroom homes at Kapalua Bay feature elevator access, modern kitchens, and living rooms that open to large patios with views of the Pacific Ocean. Families can use the spa, pool, fitness and dining facilities at the Montage Kapalua Bay resort, and they can take 'ukulele and lei-making classes with the resort's cultural ambassador. "These are the special times that you want to invest in," says Tina Necrason, senior vice president of residential for Montage International. "If you're looking for a second home, consider the long-term lifestyle experience for your family."

Dan Scott, Whitetail Club's president and general manager, sees the homeowners at his Idaho community motivated by similar goals. "People want to make lifelong memories and spend that quality time with family and friends," says Scott.



RECREATION OPPORTUNITIES

Located about 110 miles north of Boise in the Salmon River Mountains, Whitetail Club offers a variety of year-round recreation. "This is a great place to access four seasons of incredible activities," says Scott, whose team creates programs to



The Lookout at Lake Chelan offers amenities such as pickleball courts and artful landscaping.

entertain multigenerational guests with interests as varied as golfing, mountain biking, four-wheeling and skiing. Between adventures, families relax in custom homes and cottages tucked along the property's fairways, lake-view ridgetops and wooded lanes.

At the Pronghorn Resort in Bend, Oregon, four-season adventures range from skiing and snowshoeing at Mount Bachelor to rock climbing at Smith Rock State Park to paddling the Deschutes River. This part of Central Oregon also has a buzzing brewery and distillery scene, plus varied shopping and entertainment


options in places such as Bend's Old Mill District.

The region's many activities, plus additional recreation available on the Pronghorn Resort grounds, make it a popular choice for buyers looking toward retirement, explains marketing coordinator Rebecca Zook. Residents can play Jack Nicklaus- and Tom Fazio-designed golf courses, dine at resort restaurants, and participate in fitness, spa and clubhouse offerings.

"We're a mixed-use residential resort that provides a stunning setting surrounded by the Cascades, as well as close proximity to the larger cities of Redmond and Bend," Zook says.

Location, recreation and quality of life also draw pre-retirement buyers to The Lookout at Lake Chelan, a sunny, slow-paced north-central Washington community on the shores of a 50-plus-mile-long lake. "Many folks who own homes here plan to retire in three to five years," says Laura C. Harris, director of sales at The Lookout. "They can use the property now as a second home, and they can rent it—maybe even pay down their mortgage—between visits. Then, when they

THE LOOKOUT AT LAKE CHELAN



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David W. Newell, M.D. is a private neurosurgical practitioner. His office is located in Bellevue, across from Overlake Hospital. He performs surgeries at both Overlake and Swedish Hospital. Dr. Newell has more than 25 years of experience treating a variety of neurosurgical disorders. He has special expertise treating conditions affecting the blood vessels and nerves in the neck, brain and spine.

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retire, they can be here full time.”

Homes at The Lookout have open floor plans, large windows, and optional features such as vaulted ceilings, wraparound porches and bunk rooms to accommodate groups.

Seattle-area residents Don and Cynthia had gathered their blended family for a north-central Washington vacation nearly two years ago. Since they were in the area, they drove up for a tour at The Lookout.

“We were pretty captivated,” says Don, ticking through attributes such as a pool, a private beach and thoughtful landscaping, and hiking trails, area golf courses and about 30 wineries located near the lake.

“Our first grandchild is on the way, and we wanted a place that all four of our kids would want to visit,” Cynthia says. “It’s been a huge hit. The second we say that we’re going to the lake, everybody’s up for it.”

Since purchasing their home at The Lookout, Don and Cynthia have visited nearly every month. They’ve celebrated family birthdays there. They’ve found a favorite bakery in downtown Chelan. They kicked off 2019 with new neighbors, and they joke that even their dog has made friends.

On-site property managers oversee vacation-rental arrangements when Don and Cynthia are away, which helps their investment pay for itself. And, when they return for a weekend getaway, the house is clean and the hot tub ready for use.

“When we come over the top of the hill and see the lake, we’re instantly relaxed,” Cynthia says. “We’re so happy there.” ✕

Renee Brincks writes from the San Francisco Bay Area.