


Top 20 Second-Home Resorts

RULES OF THE GAME: Our partner, RealtyTrac (realtytrac.com), compiles local deed and loan data, allowing us to keep a consistent methodology across all our destinations. In all locales, we selected the ZIP Codes with the highest concentrations of second homes. RealtyTrac then filters its database for all nondistressed, single-family homes that sold above \$1 million, across all our destinations. Regional differences in reporting required us to source data from local brokers in Austin, Jackson Hole, Lake Geneva, Mount Desert Island, and Sun Valley. We did so using the same parameters and methodology. —*Sonia Talati*

Ranking	Median Sales Price	% Change Median Sales Price	Property	Market Intelligence	
1.	Austin, Texas	\$1,334,718	-5%	 8533 Calera Dr., Austin Price: \$1.88 million Broker: Eve Kush, Coldwell Banker United, Realtors	The priciest property on the market is a \$25 million equestrian ranch; market generally is soft above \$2 million. Inventory was 20% higher in 2015, with 568 homes sold at prices of over \$1 million, compared with 485 the year before. It took an average of 93 days to sell a property.
2.	Lake Geneva, Wis.	\$2,037,500	10%	 W 3155 Snake Rd., Lake Geneva Price: \$5.25 million Broker: Mark Larkin, Keefe Real Estate	A breakout year in Lake Geneva. Sales up 30% in 2015 with high demand for upper-end properties. Inventory on the lake is tight; about two dozen lakefront homes are available from \$1 million to \$12 million. Teardowns, renovations upward of \$5 million. One condo in a 50-room manor on the market for \$6 million.
3.	Park City, Utah	\$1,463,000	1%	 6415 Silver Lake Dr., Park City Price: \$4.7 million Broker: Craig Reece, Berkshire Hathaway HomeService Utah Properties	Buyers are back in the driver's seat, shunning rustic style for contemporary. Prices stand around 15% lower than peak prerecession days; 31 Deer Valley homes sold in 2015, a 46% increase over the previous year. Retired MLB player Rheal Cormier listed his home for \$3.5 million.
4.	Hamptons, N.Y.	\$2,220,113	-17%	 80 Meadowmere Ln., Southampton Price: \$42.5 million Broker: Geoff Hull, Corcoran Group	Private-equity exec Gary Garrabrant's Southampton home on the market for \$42.5 million. Financial-market volatility hit East End housing hard, but picked up last quarter. Southampton and Shelter Island reported higher sales volume. Actor Richard Gere's waterfront estate is available for \$47.5 million.
5.	Kiawah Island, S.C.	\$1,580,000	8%	 49 River Marsh Ln., Kiawah Island Price: \$3.5 million Broker: Kiawah Island Real Estate	Kiawah Development Partners II finally won the rights to build homes on a hotly contested, 150-acre vacant strip. The island had its best year since 2007, with 287 properties sold. Building permits up 27%. High-end buyers flying in mostly from New York and London.
6.	Martha's Vineyard, Mass.	\$1,550,000	31%	 22 Lelands Path, Edgartown Price: \$20 million Brokers: Alyssa Dubin and Thomas C. Wallace, Wallace & Co. Sotheby's International Realty	President Obama's Chilmark vacation rental is for sale at \$19.1 million. Edgartown staged a comeback. The island's sales volume shot up 17% last year. There are just five high-end properties with homes currently on the market, ranging from \$10.5 million to \$22.5 million.
7.	Vail, Colo.	\$2,116,667	-8%	 2476 Garmisch Dr., Vail Price: \$2.7 million Brokers: Tye Stockton and Tom Dunn, Stockton Group of Ascent Sotheby's International Realty	Latin Americans drifted away; filling the void were newcomers from Texas, New York, Michigan, California, and Florida, plus strong demand from Denver and Boulder residents. High demand near \$1 million mark pulled down median sales price. American Airlines boss Scott Kirby bought a \$9.4 million chalet near Beaver Creek.
8.	North Lake Tahoe, Calif.	\$1,670,000	-4%	 628 Olympic Dr., Tahoe City Price: \$4.3 million Broker: Bill Dietz, Tahoe Luxury Properties	Howard Hughes' former bluff-top home is back on the market at \$19.5 million. While California's income-tax hike in 2013 pushed buyers to the Nevada side, the housing price spread between the two states created the countertrend. Sales volume in pricier Nevada fell 5%; California was up 7%.
9.	Wailea, Hawaii	\$1,572,000	2%	 4358 W. Waiola St., Wailea Price: \$3.85 million Broker: Tom Tezak, Wailea Realty	A drop in the Canadian dollar curtailed snowbird migration, but U.S. buyers returning created a net neutral effect. High-end inventory is larger than it has been for a while. Beach-access homes cost more than \$10 million. The highest sale in Wailea-Makena was \$41.8 million for non-oceanfront property, breaking all records.

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10.	Palm Springs, Calif.	\$1,447,643	2%	 41915 Tonopah Rd., Rancho Mirage Price: \$4.5 million Broker: John Nelson, Coldwell Banker Residential Brokerage	TV star David Janssen's former desert hangout went up for sale at \$7.3 million. Houses are falling out of escrow; prices reduced. Rancho Mirage's high-end home inventory is large and hanging over Palm Springs. Buyers are mostly from California, Nevada, Chicago, and Canada, with New Yorkers taking a newly available nonstop flight.
11.	San Juan Islands, Wash.	\$1,442,750	9%	 1961 Mitchell Bay Rd., San Juan Island Price: \$5.85 million Broker: Bill Giesy, Windermere Real Estate	Actor Gene Hackman's old property is back on the market at \$3.9 million. Prices 30% below the peak of 2007. Homes took a year on average to sell. Sales volume is down 20%. Currently, 25 properties valued over \$1.5 million are available.
12.	Sea Island, Ga.	\$1,850,000	19%	 225 Aledru Way, St. Simons Island Price: \$5.15 million Broker: Lewis Glenn, Sea Island Properties	The \$5.2 million property shown here belongs to PGA golfer Davis Love III. While primary-residence interest is dropping, second-home draw is increasing. Prices up to \$12 million. Inventory remains high. Businessman Del Masters' private island enters the market at \$17.8 million.
13.	Mount Desert Island, Maine	\$2,975,000	31%	 2 Wheelwright Way, Northeast Harbor Price: \$6.25 million Broker: Story Litchfield, Landvest	High demand and low inventory spiked prices. Houses with water views are rarely available; currently, only three with docks are for sale. Some houses sell privately without ever officially entering the market. David Rockefeller donated more than 1,000 acres to the nonprofit Land and Garden Preserve.
14.	Pebble Beach, Calif.	\$1,562,750	-14%	 1075 Marcheta Ln., Pebble Beach Price: \$5 million Broker: Tim Allen, Coldwell Banker-Del Monte Realty	Venture capitalist Andrew M. Paul purchased a \$27 million property. Homes fronting the ocean or a golf course average close to \$20 million; second homes generally range between \$1.5 million and \$35 million. Over 30% of high-end buyers came from England, France, Monaco, and China last year.
15.	Scottsdale, Ariz.	\$1,418,333	-5%	 10945 E. Whistling Wind Way #1910, Scottsdale Price: \$6.4 million Broker: Lisa Wadey, Russ Lyon/ Sotheby's International Realty	Pro golfer Kirk Triplett's Spanish-style Scottsdale home remains on the market, the price cut 15%, to \$2.3 million. The market remains slow but is improving, with slightly more \$1-million-plus homes selling this year than in 2014.
16.	Sun Valley, Idaho	\$1,600,000	-3%	 102 Sutton Pl., Ketchum Price: \$4 million Broker: Sun Valley Sotheby's International Realty	Bruce Willis keeps slashing the price of his Sun Valley home, now at \$7.1 million. The market was fairly flat in 2015. Houses took 233 days to sell, up from 210 days. Demand is at the low end; listings above \$1 million are hard to sell.
17.	Jackson Hole, Wyo.	\$1,782,500	20%	 695 W. Ne-Yate Rd., Jackson Hole Price: \$11.2 million Broker: Brandon Spackman, Spackmans & Assoc./JH Sotheby's International Realty	The CEOs continue to jet in. Major shift toward the high end of the market, with sales of \$5-million-plus homes rising 200%, lifting the median sales price. Overall, sales volume rose 28% in 2015, nearly matching that of the 2007 peak. Belgian financier Baudouin Croonenberghs' retreat is on the market for \$11.8 million.
18.	Aspen, Colo.	\$3,858,750	19%	 200 Eagle Pines Dr., Aspen Price: \$13 million Broker: Craig Morris, Aspen Snowmass Sotheby's International Realty	More than a dozen single-family homes worth over \$15 million traded hands last year. Buyers are largely from New York, California, Texas, and Florida; 15% are foreigners. Many buyers purchase outdated homes and renovate them. Champion golfer Justin Leonard bought a mansion for \$9 million.
19.	Hanalei, Hawaii	\$2,916,250	102%	 3565 Kaweonui Rd., Princeville Price: \$4 million Broker: Michael Schmidt, Coldwell Banker Bali Hai Realty	Following Mark Zuckerberg's \$100 million purchase, techies are buying second homes. Beachfront properties start at \$10 million, mostly bought by West Coasters who can catch a direct flight. Oakley apparel founder James Jannard purchased a clutch of properties for \$43.5 million. Sales volume almost doubled last year.
20.	Palm Beach, Fla.	\$3,787,500	20%	 500 Regent Park, Palm Beach Price: \$12.95 million Brokers: Isaias Franco and Brandon Tate, Coldwell Banker Residential Brokerage	Wall Street heavy Paul Tudor Jones II purchased a \$71.2 million pad, joining the hedge fund industry's migration to tax-friendly Palm Beach. Strong demand, tight inventory; 123 homes over \$4 million came on to the market in 2015.
AVERAGE 2015		\$2,009,274	11%		