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SPREAD SHEET



IN SEARCH OF SAND AND SNOW

A real-estate site analyzes the country’s top vacation-home destinations based on where out-of-staters are looking online

**THERE ARE TWO** kinds of vacation-home buyers: those who head for the mountains and those who head for the beach.

Spread Sheet asked real-estate website Trulia to determine the areas where vacation-home listings get the most online searches from out of state. The Delaware beaches, which include Lewes and Rehoboth beaches and overlook both the bay and ocean, top the list. In this area, 90% of home-listing searches come from outside of Delaware.

Delaware Beach home shoppers are typically residents of nearby metro areas looking for either a second home in a vacation destination or a primary residence in a more-affordable area, Trulia says. Based on the company’s analysis of visitors’ computer IP addresses, 18.6% of home shoppers came from the Washington area, followed by Philadelphia (17%) and Baltimore (10.8%).

Delaware Beach is also one of the least expensive markets among vacation destinations, with a median asking price of \$350,000. “The cost is more affordable here. That’s what separates us,” says Bruce Plummer, a real-estate agent at Coldwell Banker Resort Realty in Rehoboth Beach, Del. He adds that retirees are

the most common buyers.

Other popular beachy destinations for home buyers include Kauai, Hawaii, where 84% of online searches originate outside of the state, and Captiva/Sanibel Island, Fla., with 79%.

For mountain lovers, both Teton, Wyo., and Aspen, Colo., are top vacation destinations for home buyers. Here, however, they can expect to

pay a lot more. The median home price in Teton, a ski area located about an hour’s drive from upscale Jackson Hole, Wyo., is \$1.16 million. In equally elite Aspen, the median price is just under \$2 million.

“There’s more cachet to the Aspen name than a place like Telluride,” says Ben Roos, a real-estate agent at Aspen Snowmass Sotheby’s International Realty.

Generally, beach areas see the most online traffic during the summer, and skiing areas see the most in the winter, says Jed Kolko, chief economist and head of analytics at Trulia. But Teton gets a lot of online searches in both summer and winter since it’s a gateway to Yellowstone National Park, where there are plenty of warm-weather activities, such as rock climbing, mountain bik-

ing and white-water rafting, says Lisa Delaney, vice president of marketing for Jackson Hole Sotheby’s International Realty.

Most of all, Teton home buyers who come from out of state seem to be looking for privacy. “You can come here and not be seen,” Ms. Delaney says. “We’re a bit secluded, and we like it that way.”

—Sanette Tanaka



**Kauai, Hawaii**

**\$1.95 million**

Five bedrooms, 4¾ bathrooms, 4,090 square feet

Located on two lots totaling more than 6 acres is a two-level home, an office building, yoga room and saltwater pool. Agent: Debra Blachowiak of Sleeping Giant Sotheby’s International Realty

*The Vacation Home Issue*

**House Browsing**

Areas in the U.S. where vacation-home listings get the highest percentage of out-of-state searches:

	% of searches that come from out of state	Median asking price over past 12 months	Change in price per square foot	Peak search seasons
<b>Delaware Beach, Del.</b>	90%	\$350,000	1.3%	Summer
<b>Teton, Wyo.</b>	86%	\$1,160,000	2.5%	Winter, summer
<b>Kauai, Hawaii</b>	84%	\$699,000	3.2%	Winter
<b>Aspen, Colo.</b>	84%	\$1,997,500	-0.6%	Winter
<b>Captiva/Sanibel Island, Fla.</b>	79%	\$649,000	-7.7%	Winter, early spring

Source: Trulia



**Delaware Beach, Del.**

**\$6 million**

Eight bedrooms, 7½ bathrooms, 6,150 square feet

This three-level contemporary-style home in Rehoboth Beach, Del., comes with a screened-in porch, open patio, recreation room and sitting area with a wet bar. Agents: Kathy Douglass and Bill Vernon of Coldwell Banker Resort Realty



**Captiva/Sanibel Island, Fla.**

**\$5.2 million**

Six bedrooms, 7½ bathrooms, 11,327 square feet

This three-level, beachfront home in Captiva, Fla., has multiple lanais and wet bars. The living room has high ceilings and a fireplace. Property also includes a pool, spa and gazebo. Agent: the Burns Family of Royal Shell Real Estate



**Aspen, Colo.**

**\$7.995 million**

Five bedrooms, 5½ bathrooms, 4,789 square feet

This Victorian-style home comes fully furnished. In addition to the great room, there’s an office, family room, media room and wet bar. Outside is a patio with a fire pit. Agent: Craig Morris of Aspen Snowmass Sotheby’s International Realty



**Near Teton, Wyo.**

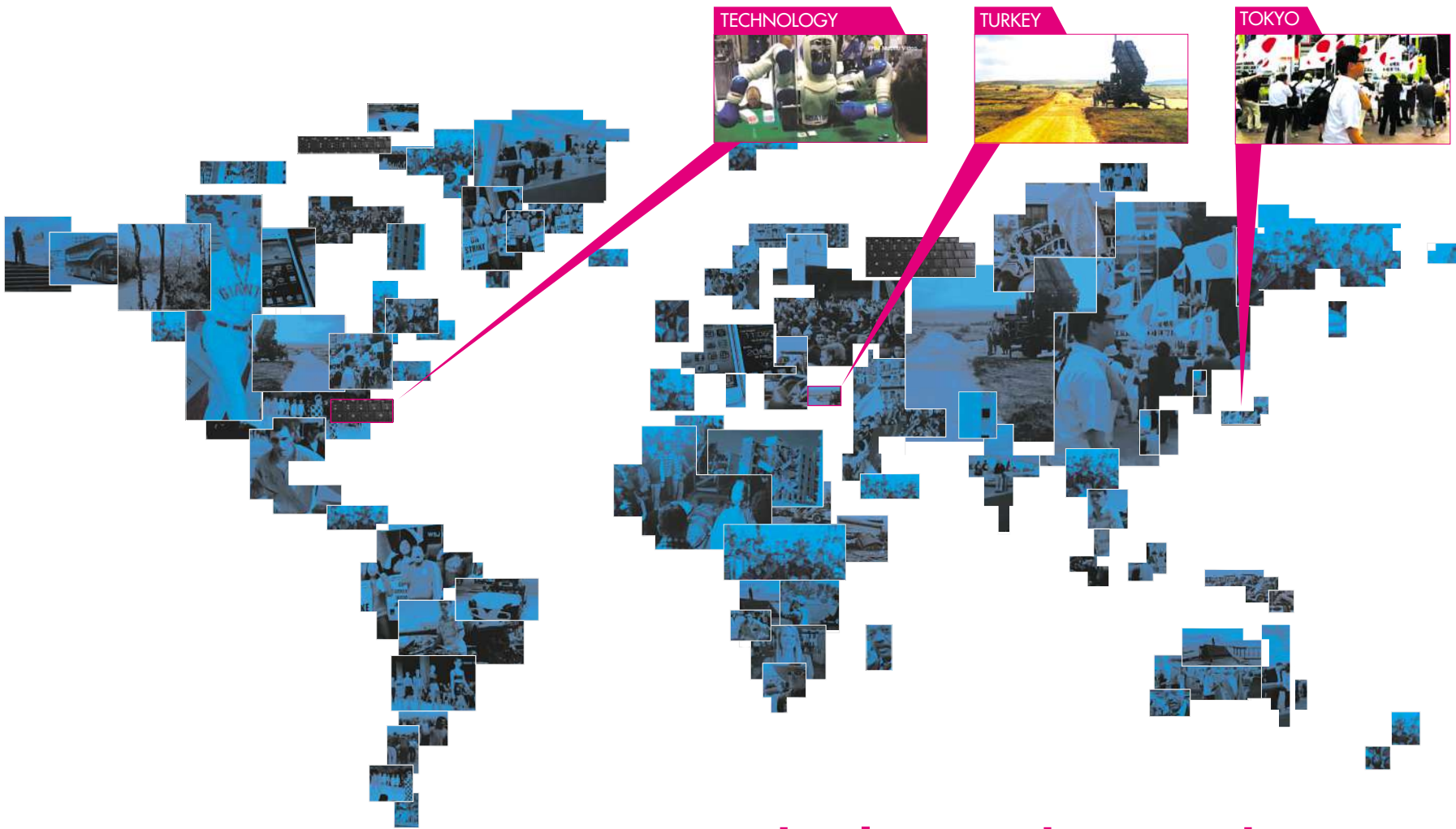
**\$15.9 million**

Six bedrooms, 6½ bathrooms, 17,538 square feet

Set on more than 13 acres, this custom-built log home in Jackson Hole, Wyo., features a rustic great room with cathedral ceilings and a wood-burning fireplace. There’s a game room, in-home theater, exercise room, sauna and wine cellar. Outside is a patio and hot tub. Agent: Tom Evans of Jackson Hole Sotheby’s International Realty

Clockwise from top right: Mouse on House; Sotheby's International Realty; Michael Brands; Royal Shell Real Estate; Spotligh808

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