



The Horror
How to support a loved one who buys a historic home. **M5**

MANSION

\$99 Million
Bel-Air estate slashes price from \$180 million. **M3**



Will Covid Save Golf?

Viewed as a 'safe' sport in the pandemic, more people are playing it. Golf community home sales are hot. But will it last?



\$890,000
3 bedroom, golf-course views

Larry Feldman takes a swing on one of the seven golf courses at Desert Mountain in Scottsdale, Ariz., his new home shown behind him. Mr. Feldman is an avid golfer but had never been a golf club member before the pandemic. Larry and Heather Feldman's kitchen, top left, an aerial view of one of the Desert Mountain courses, middle, and one of the clubhouses.

By CANDACE TAYLOR

63%
of potential golf club members want to live inside a gated golf community, up from 51% pre-pandemic.

Last year at this time, Maria Bueno lived with her husband and two children in a small Manhattan apartment. Now, thanks to Covid-19, they are full-time residents of the Quechee Club, a golf club community in Vermont. The family never would have made such a move if it weren't for the pandemic. "I never thought I'd end up with this type of life," she said. "If you asked me two years ago if that was going to be the case, I would have told you you're crazy." After years of slow sales and stagnant prices, homes in residential golf club communities across the country are seeing a surge in demand amid the pandemic. But for many home buyers, golf is only part of the attraction. Buyers like Ms. Bueno say they are drawn to these communities because they offer myriad options for outdoor sports, dining and socializing when Covid has curtailed many other forms of entertainment. Clubs' ability to

20.6%
Increase in the number of golf rounds played in August 2020 compared with August 2019

10 MILLION
More rounds

limit access to their facilities makes residents feel insulated from the virus. "Covid may have affected the consumer outlook on where they want to reside, most likely due to safety and security of the club and being in a controlled environment," said Jason Becker of Golf Life Navigators, a company that helps home buyers find golf clubs. The fact that many private clubs this summer didn't allow guests, for example, was "very attractive to somebody in their 60s who is fearful of Covid." A November Golf Life Navigators survey of people looking to join golf clubs found that 63% of respondents said they wanted to live inside a gated golf community versus outside it, up from 51% pre-pandemic. It remains to be seen if the upsurge in demand for golf homes is temporary, or reflects a permanent shift in buyers' preferences. After overdevelopment in the 1980s and 1990s, golf communities have struggled in recent years as participation in the costly and time-consuming sport declined, *Please turn to page M6*

77
Number of homes at Desert Mountain, in Scottsdale, Ariz., that have gone into contract since Sept., up from 41 in the same period last year.



Rick and Susan Turner bought this 45-foot 2019 Tiffin Zephyr for about \$635,000 after selling their previous motorcoach. Now they need a place to park it.

The Hunt for The Perfect Parking Space

This couple went on a quest to find just the right lot for their new 45-foot motorcoach. Which spot did they pick?

By BETH DECARBO

WITH RETIREMENT SET for Dec. 31, Rick and Susan Turner gave themselves just three weeks to find the perfect spot for their winter getaway—a parking spot, that is. In their massive 45-foot Class A motorcoach, the couple visited three RV resorts in Florida in hopes of buying a lot where they could escape the winter chill of Birmingham, Ala.

With a budget of \$200,000 to \$250,000, the Turners sought much more than a standard concrete pad with hookups for electricity and water. They envisioned an RV lot with plenty of entertaining space with a tiki hut or casita, as well as resort amenities like a golf course, lake, swimming pool and spa. "A lot of places are just trailer parks. We're not looking to move into a *Please turn to page M8*

MANSION

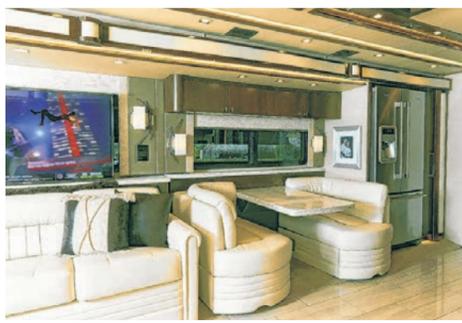
The living and kitchen areas



The Parking Spot Hunt

Continued from page M1
 trailer park,” says Mr. Turner, 67, a senior vice president at Greenbrier Rail Services, a company that makes freight railcars and equipment.
 The Turners were among the couples profiled in a 2018 Mansion article about Class A motorhomes, which at 40- to 45-feet long are among the most lavish models on the market. After that article was published, the couple traded in their 45-foot 2016 Tiffin Zephyr model, purchased for \$525,000, and bought a 2019 Tiffin Zephyr for just over \$635,000.
 They invited us to follow them on their odyssey to find an RV lot where they could enjoy both resort amenities and a friendly community of other RV owners. After visiting three motorcoach resorts in October and early November, they picked—and purchased—their favorite lot. Here’s a breakdown of their journey in chronological order.

The Turners’ motorcoach features a fireplace, and an eat-in kitchen area with a pull-out pantry. They kept a list, right, of pros and cons for each RV lot option.



Comparing the Options

The Turners considered more than money, but here’s how the finances broke down for each

COST ITEM	Port St. Lucie	Naples	Fort Myers
Lot list price	\$145,000	\$290,000	\$179,000
Annual HOA fees	4,000	4,000	1,000
Annual taxes	2,600	2,400	1,000
Annual utilities/ upkeep	1,200	2,400	2,400
Construction costs	100,000	200,000	250,000
TOTAL PRICE with tiki hut or casita	\$252,800	\$498,800	\$433,400

Source: The Turners



Susan and Rick Turner

MARY BETH KOETH FOR THE WALL STREET JOURNAL (5); HERRY HYNDMAN (ILLUSTRATION)

dog·ger·el

/ˈdɒɡərəl/

noun

I’ve never met you, but I love you more
 Than waves love sand upon the shore.
 And so I’ll never stop searching for you,
 That’s why I’m here.
 If you’re ever trapped under rubble,
 I promise to find you there.

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Delta
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 Photographed by Shama Fishman at SDF’s National Training Center.



MANSION

FIRST STOP

Motorcoach Resort St. Lucie West, Port St. Lucie, Fla.

The Turners weren't looking to buy on the eastern side of Florida. "The west side seems more friendly," Mr. Turner says. But they visited the Port St. Lucie resort on the Atlantic coast because dear friends live nearby.

Many of the lots at the resort they visited were already sold, the Turners learned. But one was available that caught their eye: a corner lot with a view of the lake and fountain. The space measured about 4,000 square feet and was listed for \$145,000—far below their budget. This lot lacked a tiki hut, a thatched-roof structure typically built with an outdoor kitchen and entertaining area. Constructing a 400-square-foot tiki hut would take time and money, but the Turners liked the idea that they could build exactly what they wanted.

The resort features live music on Friday nights during the busy season—which starts a little after Thanksgiving and runs through March. What impressed them most, however, was the friendly vibe among the RV owners. "We met four couples," Ms. Turner says, "and we felt acceptance just sitting around at night and having a glass of wine."



SECOND STOP

Golden Palms Luxury Motorcoach Resort, Fort Myers, Fla.

In southwest Florida, the Turners visited a motorcoach resort that is newer than the other places they looked at. As a result, there were ample lots available in the 54-acre community with a lake. Amenities include a clubhouse, saltwater pool, pickleball courts and fitness facility.

Unlike the Port St. Lucie resort, the Fort Myers resort allows owners to build an 840-square-foot, air-conditioned casita on their lots and accessorize them with summer kitchens, fire pits, lush landscaping and a pool or spa. The Turners toured one lot with a model casita that inspired plans for their own casita if they bought a lot there. The lot they liked was listed for \$179,000, but it lacked a casita, which would cost \$250,000 to build, they estimate. On the downside, the resort doesn't have a lot of RV owners yet, and they missed the sense of community among other retirees. "If we were younger and had a plan to live there for 10 years, it would be great," Mr. Turner says.



LOT LIST PRICE
\$179,000

THIRD STOP

Naples Motorcoach Resort & Boat Club, Naples, Fla.

In his heart, Mr. Turner was leaning toward buying a lot in Naples. "Naples is one of my favorite cities in Florida," he says. "It has great restaurants and a downtown—I like to shop with my wife." It is also closer to the Florida Keys, where they like to visit.

The lots they were interested in were by far the most expensive of the three motorcoach resorts, Mr. Turner says. The one that caught their eye was No. 174, which overlooked the lake and fountain and was listed for \$290,000. This resort allows lot owners to build 325-square-foot casitas, but the Turners later learned that No. 174 couldn't have one because of a drainage easement that controls water-runoff within the resort.

As part of their search, the Turners were hoping to meet



other RV owners at the Naples resort, but for whatever reason, it didn't happen. "We met one couple that let us see their casita, but just for a few minutes," Ms. Turner says.

THE WINNER IS...

After leaving the motorcoach resort in Naples, the Turners returned to Port St. Lucie and made an offer on the 4,000-square-foot lot listed for \$145,000. After some negotiations, they purchased it for \$137,500. They are now working with a designer on the custom tiki hut and a landscape architect on a lot design with pavers, walls and

\$137,000
Purchase price of lot at Motorcoach Resort St. Lucie West

plantings. In all, they estimate this will cost \$100,000.

While they are excited about the future, the Turners know it will take some time to adjust to retirement and settle into their new "home" for the winter. "It is a new chapter of our lives," Mr. Turner says. "It is a little challenging because we're not used to this. But we both made the choice and are happy with it."



FROM TOP: BETH KOETH FOR THE WALL STREET JOURNAL; GOLDEN PALMS LUXURY MOTORCOACH RESORT (4); SUN AND RV RESORTS (3); KERRY HUDIMAN (ILLUSTRATION)