

## WATERFRONT LIVING ISSUE



**Big Chill At the Beach**  
Coastal rentals popular in winter  
**M8**

HOMES | MARKETS | PEOPLE | REDOS | SALES

# MANSION

THE WALL STREET JOURNAL.

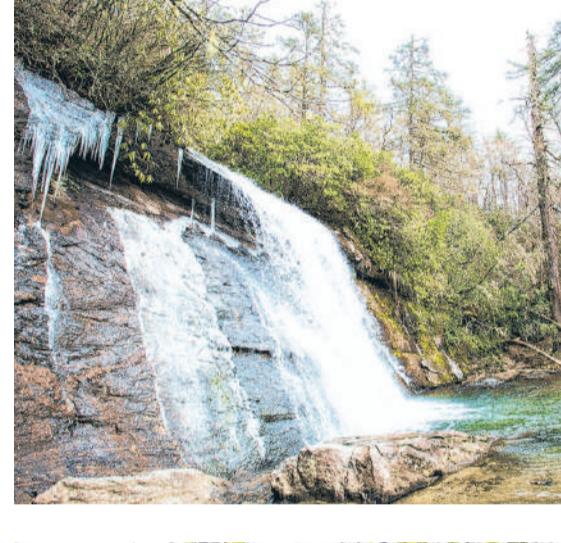
**Tech Moguls Unplugged**  
The real-estate scene in Big Sur, Calif. **M5**

Friday, February 15, 2019 | **M1**

Top, from left to right, a teepee at the Chinquapin development in Glenville, N.C.; Mark and Linda Cheadle's new home at Chinquapin; the Cheadles watch the sunrise from their great room.



## SUMMER CAMP For Grown-ups



With canoeing, archery, fishing, hiking and more, these exclusive clubs in the Blue Ridge Mountains will have wealthy homeowners singing 'Kumbaya' by the campfire.

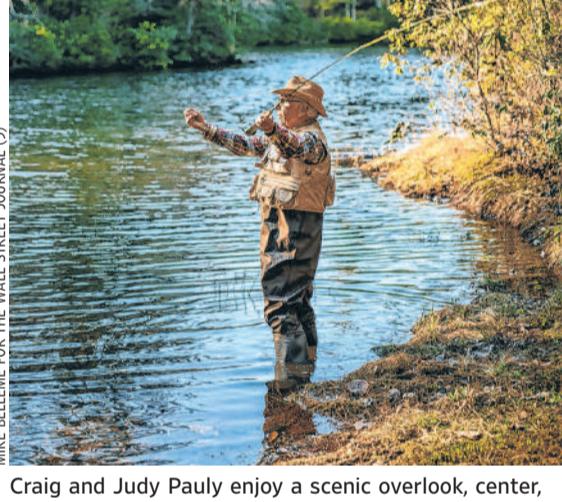
BY BETH DECARBO

**W**hen Marc Walters and 15 of his closest friends converge on Cashiers, N.C., in June, a spirited competition awaits. Eight, two-man teams will compete in 10 events, including Frisbee golf, shuffleboard, darts, croquet, pickleball, ping pong, pool and cornhole. Mr. Walters, a 48-year-old financial planner from Tampa, Fla., is organizing the competition, one he dubbed the Tournament of Champions, complete with a trophy. A more apt characterization, however, is this: Summer Camp for Grown-ups.

Mr. Walters belongs to Mountaintop Golf &amp; Lake Club, a private residential community located in the Blue Ridge Mountains in western North Carolina. While golf is a big part of the lifestyle—Mr. Walters and his 10-year-old son played 42 rounds there last summer—clubs like Mountaintop know that offering a raft of activities for all ages will attract affluent young professionals and their families. In the summertime, Mountaintop could keep even the most energetic scouts awash in merit badges—with kayaking, hiking, horseback riding, fly-fishing and clay pigeon shooting, among other options.

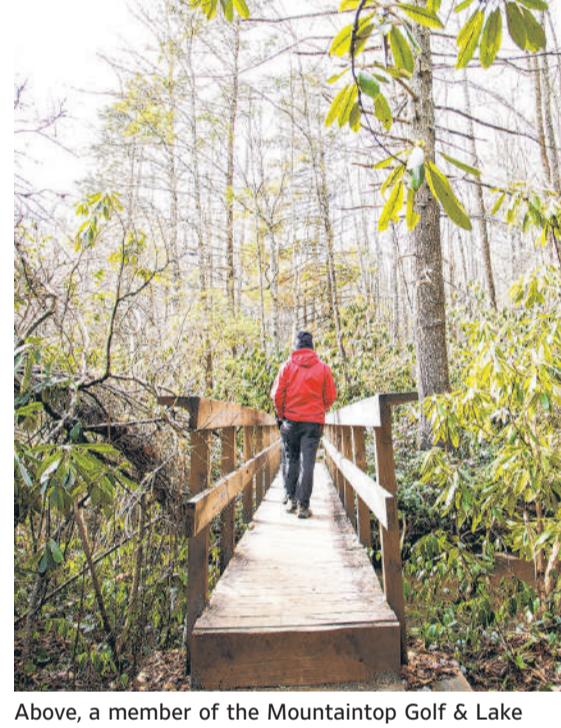
Mountaintop is just one of a dozen or so private clubs located on what's called the plateau of Ca-

Please turn to page M10



Craig and Judy Pauly enjoy a scenic overlook, center, at Stonefly, a development in Cashiers, N.C. Above, Mr. Pauly does some fly-fishing at a nearby pond.

**74**  
homes sold for \$1 million or more last year, up from 55 in 2013, according to Highlands-Cashiers Board of Realtors.



Above, a member of the Mountaintop Golf & Lake Club's outdoor-pursuits team leads the way to Silver Run Falls, center.

DANIELLE PAUL FOR THE WALL STREET JOURNAL (2); MOUNTAINTOP (2); ILLUSTRATIONS BY ANDREW JANIK

## Hallandale Beach Heats Up

The once-scruffy beach town is South Florida's new real-estate hot spot, sprouting luxury homes and fast-rising prices.

BY NANCY KEATES

**DAVIN BARBANELL** loves Miami. He owns a home there. But Dr. Barbanell, a 40-year-old chiropractor, doesn't want to live there anymore. "It's too hectic," he says.

In December, he and his wife, who have two children, spent \$1.5 million on a four-bedroom, four-bathroom, 4,000-square-foot waterfront house with a swimming pool overlooking a wide canal and a boat dock in a small community

The median sales price for homes above \$1 million in Hallandale Beach grew

**19%**

in the fourth quarter of 2018, according to Multiple Listing Service data



Hallandale's waterfront

up the coast called Hallandale Beach. Across the street, in the same gated community, an empty lot about the same size as his property just went on the market for \$1.3 million.

Little known, slightly checkered Hallandale Beach is being billed as South Florida's next oceanfront real-estate hot spot. With waterside land scarce in Miami proper, developers are looking north to this small municipality, which is halfway between Miami Beach and Fort Lauderdale and has easy access to both airports. It's next door to the Aventura shopping mall, just over a bridge from Miami's design district and it backs up to some of the deepest, widest canals in the area.

Long a scruffier cousin to its more glamorous neighbors, Hallandale has had a number of local

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## MANSION | WATERFRONT LIVING ISSUE

## Summer Camp

*Continued from page M1*

shiers-Highlands, N.C. With an elevation of about 4,000 feet above sea level, the plateau is popular among wealthy homeowners escaping the summer heat in Florida, Georgia and Louisiana.

"Tampa is bludgeon hot in July," says Mr. Walters. "We're outdoor people, and in Tampa we would walk to the garage and be dripping wet."

He and his wife, Melissa, chose Mountaintop because it offers tons of amenities for themselves and their five children, who range in age from 15 months old to 14 years old. In 2016, they paid \$675,000 for a  $\frac{3}{4}$ -acre lot with golf-course views and they spent another \$1.5 million to build a five-bedroom home, which was completed in July.

Out of 325 home sites, 135 homes have been built and 14 more are under construction, says Rob Duckett, the general manager and chief executive of Mountaintop. The majority of second-home buyers are working professionals with children, and the community's activities directors ensure there is plenty of programming for everyone. "We have a tremendous amount of creative events—a Fourth of July carnival with games, rides and prizes," Mr. Duckett says. "It's just a place where you can be a kid again."

Last month, Mrs. Walters and eight of her girlfriends enjoyed a weekend getaway at their mountain house, and later this year they're planning a big bash there to celebrate Mrs. Walters' 40th birthday. The couple envisions inviting 90 to 100 friends and family members to Mountaintop, where they'll charter a bus to take them hiking and white-water rafting, and lodge them in 10 to 15 homes rented within the development.

The market for high-end homes in the Cashiers-Highlands area has been particularly strong in recent years, according to the Highlands-Cashiers Board of Realtors. Last year, 74 homes sold for \$1 million or more, up from 55 in 2013. Sales overall are up about 108% over the five-year period, the data show.

The average sale price of a luxury home in the Cashiers-Highlands area is between \$1.2 million and \$1.5 million, says Jody Lovell, a broker with Highlands Sotheby's International Realty. "The most expensive homes sold last year were for \$3 million and \$4 million, and one estate sold last year for \$8 million," she adds.

Mrs. Lovell worked with Craig and Judy Pauly, a retired couple who sold their ranch in Crested Butte, Colo., and recently moved to the plateau. Their budget was \$2 million, but in September 2017 they found one with almost everything they wanted for about \$1 million. Their 5,000-square-foot home is in Stonefly, a development that—like many of the clubs and communities on the plateau—is located along Highway 64 between Cashiers and Highlands.

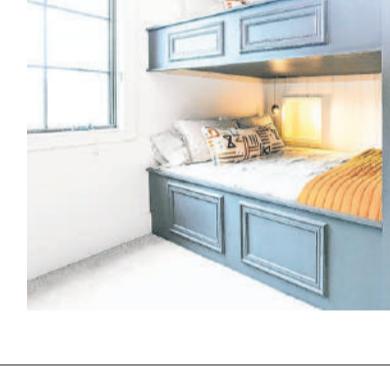
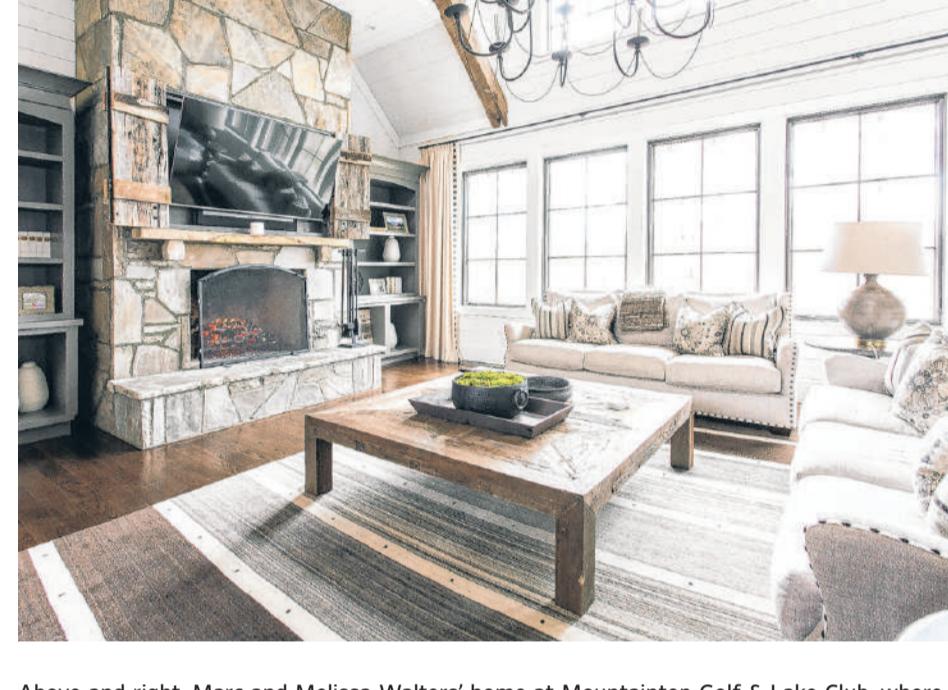
"Hiking, concerts, restaurants are abundant and quite varied, and many are just five minutes away from our house," says Mr. Pauly, a former hedge-fund manager who, like his wife, is 75 years old. "Proximity to an airport was an important thing—we like to travel—and Asheville is just an hour away."

Like many buyers on the plateau, the Pauly's bought their home furnished—including everything in the refrigerator—and even bought the former owners'



**MARC AND  
MELISSA  
WALTERS**  
Mountaintop  
Golf & Lake  
Club

**\$675,000**  
Amount paid  
for a  $\frac{3}{4}$ -acre  
lot with golf-  
course views



Above and right, Marc and Melissa Walters' home at Mountaintop Golf & Lake Club, where they take their five children. From left to right, Isabella, Gabrielle, Jett, Steele and Olivia.

DANIELLE PAUL FOR THE WALL STREET JOURNAL (3); WALTERS FAMILY (PORTRAIT)



Linda and Mark Cheadle, along with their dog Sadie Rose, on their deck, above. The great room, right, has sweeping views of the Blue Ridge Mountains.



**MARK AND  
LINDA  
CHEADLE**  
Chinquapin

**\$250,000**  
Amount  
paid for a  
2-acre lot



**\$1.5  
MILLION**  
Amount spent  
to build a  
4,666-square-  
foot home

Above, left and right: Chinquapin has several wilderness cabins that homeowners can reserve for overnight adventures.

MIKE BELLEME FOR THE WALL STREET JOURNAL (4)

## LISTINGS

Three homes for sale on North Carolina's Cashiers-Highlands Plateau



**\$759,000**  
Glenville, N.C.  
Three bedrooms, 3½ bathrooms

This 1,850-square-foot home sits on about .65 acres in the Chinquapin gated community. The home has two stone fireplaces and granite countertops in the kitchen and bathrooms. The screened-in porch overlooks a landscaped yard, which has easy access to 21 miles of hiking, biking and UTV trails.

Agent: Katie Adams Nicholson, Chinquapin Realty



**\$3.1 million**  
Highlands, N.C.  
Five bedrooms, 6½ bathrooms

Located in the Cullasaja Country Club, this 4,926-square-foot home has long-range mountain views. The master suite is on the main level, along with an office with pull-down Murphy beds. Other amenities include stone fireplaces, a wet bar, bunk room, exercise room, four-seasons room and a wrap-around deck.

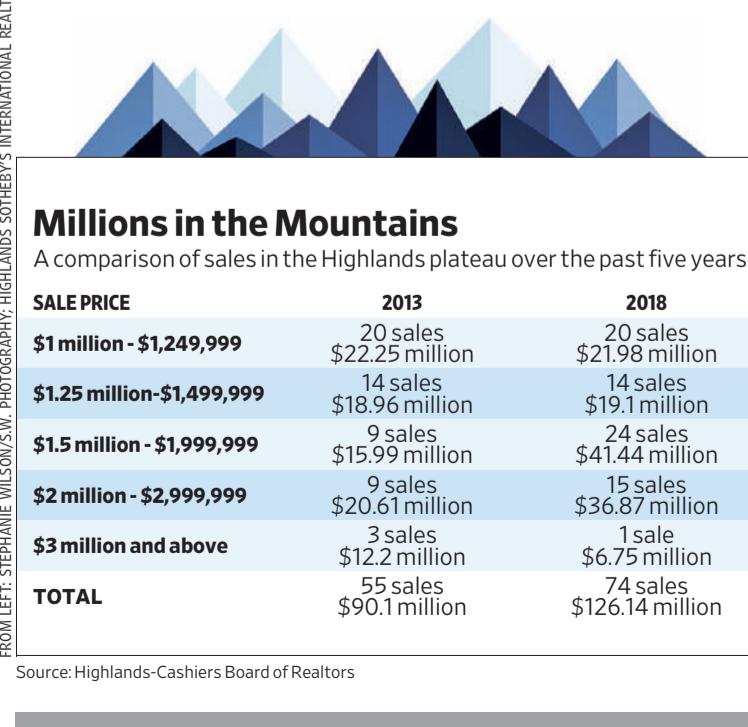
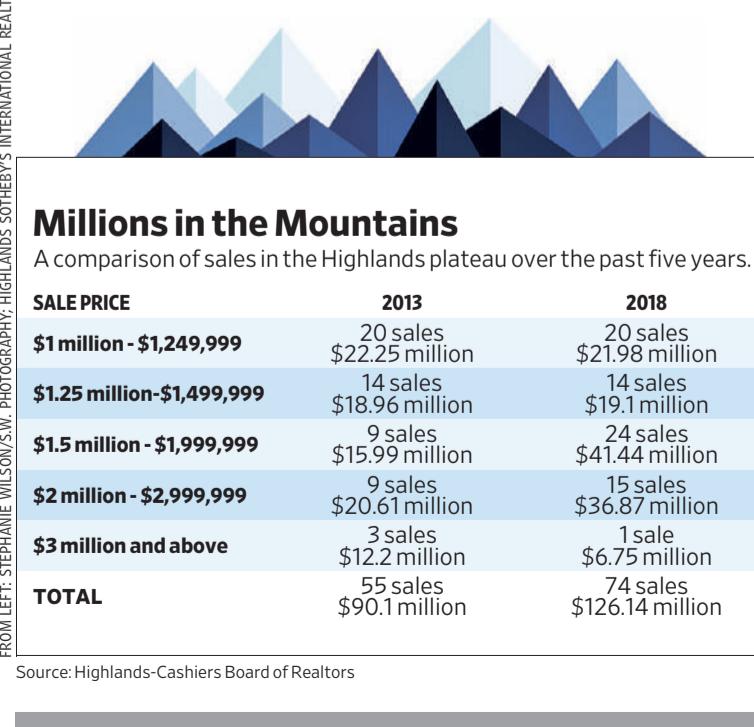
Agent: Jody Lovell, Highlands Sotheby's International Realty



**\$4.399 million**  
Cashiers, N.C.  
Five bedrooms, five full bathrooms, two half-baths

This roughly 6,500-square-foot home sits on just over half an acre in the Mountaintop Golf & Lake Club. The master suite includes a home office and his-and-hers bathrooms. The lower level features a media room, game room, kitchenette and wine room.

Agent: Sam Lupas, Landmark Realty Group



## MANSION | WATERFRONT LIVING ISSUE



JASON LEE (MAP: MIKE BELLINE FOR THE WALL STREET JOURNAL (3))



Craig and Judy Pauly say their new home has a perfect layout for when family and guests stay.



**CRAIG AND JUDY PAULY**  
Stonefly

.....  
**\$1 MILLION**  
Amount paid  
for a furnished,  
5,000-square-  
foot home

car. So far, they have no regrets.

"We have a lot of kids and grandkids," says Mrs. Pauly. "It was hard for them to give up the ranch. They were a little reticent. I told them, 'You're going to love it, trust me.' And they do, they love to come here to fish and to golf. And they've fallen in love, too."

Grandchildren were top of mind for Mark and Linda Cheadle, who moved from Destin, Fla., to escape the heat and tourists and built a 4,666-square-foot home at Chinquapin, a gated development in Glenville, N.C., about 10 miles north of Cashiers.

By building farther out from town, Mr. Cheadle, a retired pilot for Eastern Airlines and FedEx, says they were able to get more house for the money.

They paid \$250,000 for a 2-acre lot with sweeping views of the mountains. Another \$1.5 million was spent to build the house, which has massive mortise-and-tenon ceiling trusses that remind Mrs. Cheadle, a former dental hygienist, of her family home in Switzerland.

Lots at Chinquapin range from \$70,000 to the \$500,000s, and homes range from \$350,000 for a two-bedroom cottage to \$3 million for a custom-built home on up to 8 acres, says developer Mark Adkins of Cornelius, N.C.-

based Waterfront Group.

The Cheadles' location is far from the country-club scene along Highway 64—which was also important to them because at 72 years old they prefer a quieter way of life. It also saves them money because unlike most of the country clubs, Chinquapin doesn't require homeowners to have a membership. To join Mountaintop Golf & Lake Club, for example, there's a \$150,000 membership fee for golfers or a \$75,000 fee for nongolfers.

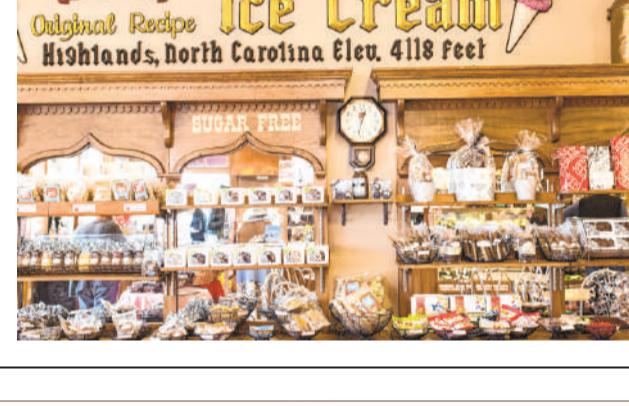
While Chinquapin offers an abundance of amenities, golf isn't among them. The course was disabled a few years ago and replaced with activities geared toward the whole family—canoeing on the pond, trout fishing, trails for all-terrain vehicles, ballfields and even teepees and wilderness cabins that can be reserved for overnight adventures.

Mrs. Cheadle says their daughter can keep her horse at Chinquapin's stables when she visits, and their son and grandson love the golf simulator in the amenities center. But the "great outdoors" that Mrs. Cheadle is most excited about involves adding a garden beside her new home, which was completed in December.

"I can't wait for spring, when I can plant flowers and a garden," she says. "I can't wait to get in the dirt."



HIGHLANDS, N.C.: A BLEND OF NATURE, CULTURE, SHOPPING AND DINING



DANIELLE PAUL FOR THE WALL STREET JOURNAL

The Highlands plateau is beloved for its countless waterfalls, woodland trails and abundant wildlife. Talk to almost any local and you'll hear of a bear encounter—how one nabbed a bag of blueberries from a garage freezer or copped some dog treats out of the cab of a pickup truck.

For shopping or a bite to eat, residents typically head to downtown Highlands, with venerable outposts like McCulley's Scottish Cashmere, Ristorante Paoletti and Kilwin's Chocolates & Ice Cream shop. Tourists are welcome here,

but fast-food restaurants and mass-market chain stores are not.

Highlands is increasingly attracting home buyers who want to live near downtown and enjoy the cultural offerings like the Highlands Playhouse and the Bascom, a center for visual arts, says local real-estate broker Jody Lovell of Highlands Sotheby's International Realty. Options for these buyers include the gated community of Ravelen, where homes range from \$2 million to \$6 million, and Satulah Village, a development of English-style homes created by insur-

ance entrepreneur and resident billionaire Arthur Williams, who also bought the Old Edwards Inn and Spa and spent tens of millions of dollars to restore it. Cottages in Satulah Village average about \$1.4 million, Mrs. Lovell says.

Even those living near downtown have ample outdoor activities, such as treks to Bridal Veil Falls or fishing and canoeing at Lake Sequoyah.

"A lot of people who have worked so hard to live here missed that in their youth," Mrs. Lovell says.

—Beth DeCarbo

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