

ACCOUNTING

real estate market update

1. Community Overview

- **Total Build-Out: 3,293 homes**
- **Current Status: 3,206 homes completed**
- **Model Homes: 3 remaining**

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3. Resale Market Trends

- 2024 Resales (Jan–Feb): 25 homes
- 2025 Resales (Jan–Feb): 38 homes → 52% increase YOY
- March 2025:
 - Closed Resales: 8 homes
 - Pending Sales: 10 homes

4. Market Outlook & Realtor Opportunity

- **Positive Trend:** Resales are up significantly compared to last year, showing strong demand.
- **Inventory & Demand:** With a mix of new builds and resale homes available, buyers have options at competitive prices.
- **Your Role:** Realtors play a key part in maintaining momentum—buyers need guidance in navigating the market confidently.



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5. Final Thoughts

- **Despite economic uncertainty, both new home sales and resales are trending upward.**
- **Opportunities for realtors:**
 - **Leverage the strong demand to connect buyers with the right homes.**
 - **Stay informed on community offerings to enhance client experience.**
 - **Capitalize on increasing resale activity to close more deals.**

