

WEST VILLAGES

FLORIDA



For Immediate Release

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West Villages Florida Ranks In Top 5 U.S. Master-Planned Communities by RCLCO

West Villages, FL — West Villages Florida, a 15,000-acre master-planned community in Sarasota County, Florida has again been named among the fastest selling Master-Planned Communities in the United States.

For 24 years, RCLCO Real Estate Advisors, a leading quantitative analytics firm for real estate developers, investors and the public sector, has conducted a national survey identifying the top-selling Master-Planned Communities. RCLCO has listed West Villages as the 5th fastest selling community for the first half of 2018 with 649 homes sold at the midway point, which marks a 23 percent jump from the first six months of 2017. The ranking of top communities is based on total home sales as reported by each individual community.

New home sales in West Villages Florida in June marked the sixth consecutive month of record-breaking numbers. The seven neighborhoods within West Villages sold a combined 303 homes in the second quarter, marking a 25 percent increase over the same period last year. Part of the sales jump can be attributed to the three new communities in West Villages that have opened since August of last year: Renaissance by Mattamy Homes, The Preserve by D.R. Horton and Oasis by M/I Homes. These three new communities have sold more than 115 homes already since January 1.

“Sales in West Villages remain strong due to continued demand for new homes from both local Florida buyers and those from outside the market, including the Midwest and Northeast. We are seeing high numbers of visits to the community and they are converting to sales when they see the construction quality and the location. Also, we have opened three new neighborhoods since last year at this time, giving home buyers more options for neighborhoods, home styles and prices,” said West Villages President Paul Erhardt.

West Villages’ future commercial and retail offerings, including grocery anchored West Villages Marketplace, Atlanta Braves Spring Training facility, and the town center district make it a highly desirable place to live. Proximity to arts and entertainment, award winning schools, local beaches, shopping, and dining provides an ideal location for active retirees, busy families and working professionals.

West Villages Office Park, 19503 S. West Villages Parkway, Suite 14, Venice, FL 34293

“In less than a year, strong sales at Renaissance already have shown us that it is time to begin the community's second phase,” said Jim Birkholz, Division President for Mattamy Homes in Tampa, Sarasota and Naples. “People are drawn to the lifestyle in West Villages and Mattamy's 11 floorplans in Renaissance show buyers a lot of possibilities.”

There are a wide variety of home design options offered by the eight nationally respected homebuilders in West Villages, with prices from the \$200,000s to the \$600,000s and up. The product variety in this growing area is helping the country's fifth fastest selling master-planned community keep its pace in this strong market.

“West Villages is performing very well, capturing nearly half of new home sales in Sarasota County, demonstrating the power of the Master-Planned Community model,” said RCLCO Managing Director Todd LaRue. “MPCs continue to be attractive locations for consumers to invest in new homes. They are perceived and proven to preserve value over the long term and offer lifestyle elements unmatched by smaller subdivisions. They are multi-generational communities that have a variety of products and concepts that have broad appeal.”

About West Villages Florida

The more than 15,000 acres that comprise West Villages Florida (www.MyWestVillages.com) are located adjacent to the Tamiami Trail corridor in South Sarasota County between the urban centers of the City of Venice and the City of North Port. The community is being developed by a partnership that includes Mattamy Homes (www.MattamyHomes.com), the largest privately owned home builder in North America, and Vanguard Land, one of the region's premier and well-respected land developers.

About RCLCO Real Estate Advisors

Since 1967, RCLCO has been the “first call” for real estate developers, investors, the public sector, and non-real estate companies and organizations seeking strategic and tactical advice regarding property investment, planning, and development. RCLCO leverages quantitative analytics and a strategic planning framework to provide end-to-end business planning and implementation solutions at an entity, portfolio, or project level. With the insights and experience gained over 50 years and thousands of projects – touching over \$5B of real estate activity each year – RCLCO brings success to all product types across the United States and around the world. Learn more about RCLCO at www.rclco.com.