LAKEWOOD RANCH GOLF COMMUNITY INTELLIGENCE

Monthly Strategic Brief
May 2026 Edition

Prepared by Brent Leathwood



EXECUTIVE SUMMARY

Buyer leverage remains visible across select Lakewood Ranch golf communities, but the May data confirms that conditions are highly segmented rather than uniformly weak.

Pricing pressure is concentrated in communities with elevated days on market or softer prior-year comparisons, while well-positioned homes and newer bundled-golf inventory continue to attract demand.

Market timing must now be evaluated community by community. The best opportunities are likely to come from disciplined offer strategy, builder incentive analysis, and careful comparison of resale versus new construction.
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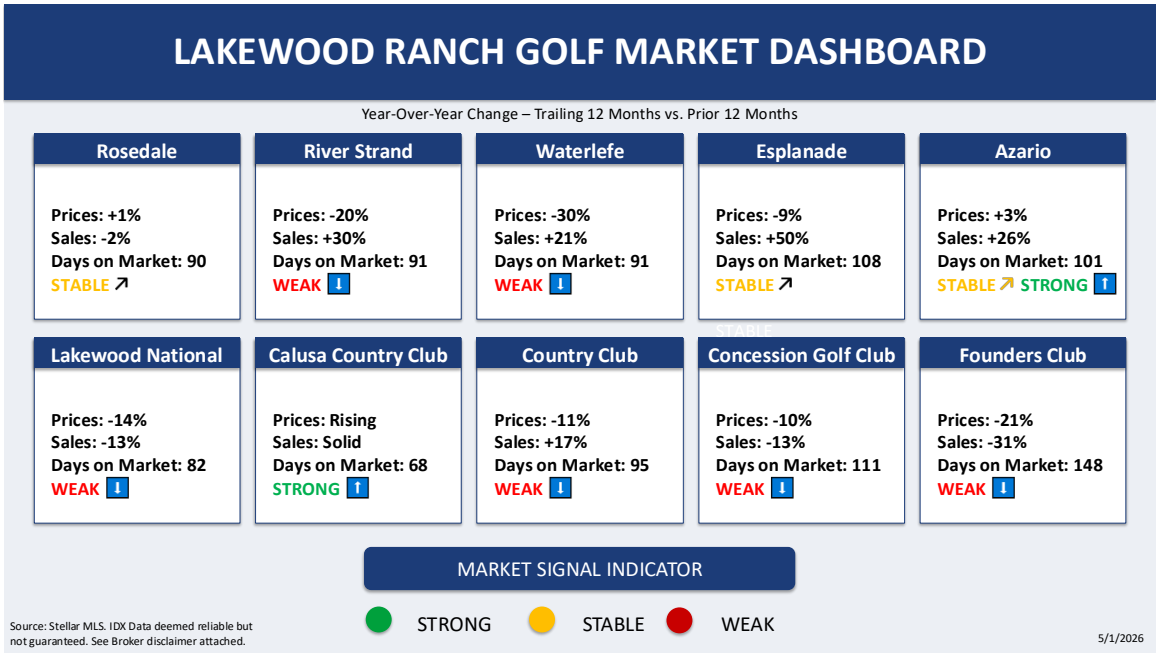
LAKEWOOD RANCH GOLF MARKET DASHBOARD



Broker Disclaimer

General:
This report is for informational purposes only and is not intended as a solicitation or representation of market conditions. All information is deemed reliable but not guaranteed.

Data Source & Methodology:
Data derived from Stellar MLS for the applicable reporting period as stated. Metrics reflect closed sales unless otherwise noted. Property types, geographic boundaries, and timeframes are defined based on MLS criteria. Rolling 12-month calculations may be used where indicated.

Data Limitations:
Days on Market (DOM) may include builder-entered listings, which can report zero days and may impact averages and related metrics.

Proprietary Analysis:
Market Signal Indicators are proprietary interpretations developed by the broker and are not affiliated with or endorsed by Stellar MLS.

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BUILDER INCENTIVE LANDSCAPE

Builders are prioritizing financial engineering over price reductions. Rate buy-downs are the primary tool to enhance affordability while preserving comparable values.

Standing inventory - particularly homes exceeding 60-90 days - offers the strongest negotiation opportunities, often reflecting trade-offs such as lot positioning.

Incentives vary materially by community and product type, requiring granular market knowledge to maximize outcomes.



GOLF COMMUNITY MICRO-MARKET ANALYSIS

Inventory growth is uneven across price bands, with mid-tier expansion and continued strength in entry-level bundled golf.

Days on market are expanding selectively, particularly above $1.2M, where pricing discipline is essential.

New construction continues to influence resale pricing through incentive-driven competition.



COST OF OWNERSHIP MODEL

Insurance remains the most volatile ownership variable, requiring forward-looking modeling.

HOA financial strength is a key differentiator between communities.

Total cost of ownership - including taxes, insurance, HOA, and opportunity cost - drives true ROI.



DECISION MATRIX

The buy-now versus wait decision is fundamentally a leverage question.

New construction offers flexibility and incentives; resale offers pricing efficiency with fewer concessions.

Final decisions should align with lifestyle objectives and long-term positioning.



ABOUT BRENT LEATHWOOD

Brent Leathwood is an independent Florida real estate broker specializing in Lakewood Ranch golf communities.

With over two decades of risk management experience advising senior executives, he applies an institutional decision-making framework to residential real estate decision-making.

His fiduciary approach integrates lifestyle alignment with financial analysis, providing a structured and disciplined advisory process.

