

New versus Pre-Owned

Unlike most residential areas, pre-owned homes cost more than new homes. This is predominately driven by after-market improvements such as landscaping, pools, spas, etc. On the following page is a list of some of the after-market improvements and a range of costs. Granted, you might not choose these improvements, but it gives an idea of why the cost differences.

New homes will have a higher BOND, CDD and CLOSING COSTS than pre-owned homes over a year old. AND...

Sales Representatives are paid MORE and incentivized to sell NEW homes, so their main objective is SELL NEW.

I hope this helps you understand our market here so you can make an informed decision as to new or pre-owned.

and Cost Impact

See Next Pages for Comparison

Upgrade	From	To
Blinds / Plantation Shutters	\$500	\$3,500
Window Treatments	\$500	\$4,000
Central Security Systems	\$100	\$1,000
Ceiling Fans Upgraded	\$150	\$1,000
Changing Out Builder Provided Light Fixtures	\$50	\$2,000
Crown Molding, Chair Rails, Box Outs, Wainscoting, etc	6 @ Foot	8 @ Foot
Digital Smart Thermostat	\$30	\$150
Hardwood / Laminate Floors	\$1,000	\$10,000
Interior Painting	\$300	\$2,500
Solar Roof Ventilators, Whole-House Fans	\$250	\$1,000
Solar Tubes	\$600	\$1,800
Tile In All Living & Wet Areas	\$5/Sq Ft	\$10/Sq Ft
Upgrade Lights/Fans	\$50	\$900
Water Treatment (Softeners, Filters, Reverse Osmosis Units, Etc)	\$300	\$3,500
Sound Systems	\$500	\$1,500
Countertops Upgrades - Marble, Granite or Corian	\$3,500	\$12,000
Kitchen - Bathroom Cabinet Hardware	\$500	\$1,000
Kitchen Appliance Upgrades	\$1,200	\$5,000
Kitchen Faucet / Sink Upgrade	\$150	\$600
Pull-Outs And Racks For The Kitchen Pantry And Cabinets	\$100	\$1,000
Kitchen Backsplash	\$300	\$1,500
Kitchen Pendant Lighting	\$100	\$500
Summer Kitchen	\$3,500	\$10,000
Under/Over Kitchen Cabinet Lighting	\$100	\$500
Leaded Glass Front Door	\$300	\$1,200

Upgrade	From	To
Storm / Screen Front Door	\$125	\$400
Upgrade Interior Doors	\$100	\$1,000
Attic Fans/Garage Vents	\$300	\$750
Garage Cabinets, Benches, Storage	\$100	\$3,500
Garage Door Motorized or Manual Screen Door	\$900	\$4,000
Garage Floor, Sidewalk & Lanai Coating	\$600	\$2,000
Garage Life Inserts	\$125	\$200
Pull Down Attic Stairs & Attic Flooring	\$200	\$375
Additional Shelving / Cabinets In Laundry	\$100	\$500
Laundry Appliance Upgrades	\$1,000	\$3,000
Pavers	\$3,000	\$8,000
Gutters	\$2 @ Ft	
Landscape Curbing	\$2 @ Ft	\$4 @ Ft
Landscape Lighting	\$150	\$750
Landscaping Enhanced	\$2,000	\$15,000
Rock or Mulch	\$150	\$2,000
Florida Room	\$15,000	\$30,000
Bird Cage / Slab	\$25 @ Sq Ft	
Enclose Lanai	\$3,500	\$10,000
Pools / Spa	\$2,000	\$60,000
Tile or Coating on Lanai	\$350	\$1,000
California Closets or Closet organizers	\$350	\$4,000
Comfort Height Toilets	\$250	\$500

Average Bond & CDD Over Time

