



VWBS REAL ESTATE 2025 YEAR END REVIEW – GARDEN SERIES

Garden Series Summary - 173 Total Homes *(Pine Spring, Gray Myst)*

Sales Activity

- **Total Transactions = 8**
- **Total Closed Sales: 6 (75%)**
 - Price Range: \$440,000 – \$570,000
 - Average Sale Price: \$502,917
 - Average Price Reduction: \$48,100, ~8% below list
 - Average Price per SqFt: \$350
 - Average Days on Market: 65 days
- **Pending Listings = 0**
- **Active Listings = 1**
- **Terminated/Expired/Withdrawn Listings = 1**

MARKET TRENDS — GARDEN SERIES



Last 12 Months (Full 2025 Activity)

What Stood Out

- Garden homes achieved the highest \$/sq ft of any attached product so far
- Performance varied dramatically based on initial pricing
- Correctly priced homes sold very quickly, while overpriced listings sat for months



Last 6 Months (Clear Market Divide)

Market Behavior

- Two very different outcomes emerged:
 - Well-priced listings: sold in 0–40 days
 - Overpriced listings: lingered 120–214 days
- Buyers clearly understood value and waited for corrections when pricing was aggressive
- Discounts ranged widely:
 - 0–5% for correctly priced homes

- 11–27% for homes that started too high
- Turnkey and pool homes commanded a premium, but only when priced realistically

Buyer Profile

- Buyers were confident and decisive
- Garden homes attracted buyers seeking:
 - Single-level living
 - Strong resale value
 - A step up from villas without moving to a larger home



Last 3 Months (Most Recent Trend)

Momentum Improvement

- Recent Garden sales show excellent pricing discipline
- Examples:
 - \$449,900 → \$440,000 in 2 days
 - \$525,000 sold at full price
- Indicates buyers are still active and responsive when value is clear
- Garden homes are not immune to negotiation, but they are less forgiving of overpricing
- When priced right, buyers move quickly and confidently



Key Takeaway for Garden Homeowners

The Garden Series delivered strong value in 2025, with the highest price per square foot among attached homes. Buyers showed little patience for overpricing, but well-positioned listings sold quickly and with minimal negotiation. Heading into 2026, success for Garden homeowners will depend heavily on accurate pricing from day one rather than testing the market.



To receive a current **fair market evaluation** of your home based on comparables and recent transactions: Simply **reply “YES”** to this email.

No pressure, no obligation - just helpful information from a neighbor who truly loves this community. Whether you're thinking of selling in the next year, making updates, or simply staying informed, I'm always happy to be a resource.

Linda Campbell

Realtor® | KW Naples

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703-853-2349



lindacampbe11@kw.com