

Spring is here and we have a spring in our step!



NEW APPROACH TO VILLAGE HOME SALES SIMPLIFIES PROCESS

If you haven't been to the model home or connected with our New Home Consultant, Christy Fulmer, lately then you may be unaware of changes to our purchasing process for the Village section of Cedar Ridge. These changes make purchasing in the Village easier than ever before.

Previously, the Village and Estates shared an approach where the purchaser closed on the lot of choice and then financed the construction of the home with draws paid through a construction loan

or cash. Although the process remains unchanged in the Estates, Village home sales are now approached as pre-sold specs with the full purchase price paid upon completion of the home.

This means our cash purchasers can continue to earn interest on their purchasing funds during construction, and those choosing to finance can enjoy a one-time close just like any other home

purchase—potentially at a lower interest rate than with a two-time close. It also opens the door for VA loans and FHA financing. (Note that FHA has a \$384,100 lending cap.)

The benefits don't stop there. Now the responsibility of carrying costs previously incurred during construction such as loan interest, covering site electricity and lot owner insurance, are absorbed into the purchase

price rather than being paid by the purchaser during the construction process.

In addition to these simplifications, we've developed a list of common upgrades to eliminate the wait times and pricing uncertainty previously incurred as we sought quotes from our vendors. These upgrades include heated tile bath floors, hardwood and luxury vinyl flooring, custom paint colors, gas appliances, and more.

Contact Christy Fulmer to select your lot and go!

Purchasing in
the Village is
easier than
ever before.

The Great Outdoors . . . Inside?



One of the signature features of Anderson Homes home plans is the Outdoor Room—a covered deck or patio that allows owners to enjoy outdoor living with enhanced protection from nature's crankier days.

Creating a third wall enclosure of sorts is ideal for these spaces, and a favorite method is the inclusion of a

floor to ceiling fireplace—either as a partial wall or as a full expanse. Not only does this augment the feeling of a true room and its privacy, it also avails the opportunity to enjoy the outdoors during many more months of the year.



When the room is framed with an expanse of windows and sliding glass doors it can feel like an addition to the interior living spaces.

The marketplace offers abundant options for luxurious outdoor furnishings including rugs that withstand the elements so one can appoint the “room” as they would any other living space. How fun is that?

Back on Market

When viewing our sales map, you'll see a notation on lots indicating a sales status of Pending or Sold. What does that mean exactly?

The Sold marking indicates we've officially transferred ownership of the land to the purchaser, but a Pending status means there's much to be accomplished before that can occur.

With our new approach to Village sales (see article first page) you'll notice a pending status lasting for as much as a year while we complete construction of the home. In the Estates that time frame is more likely a matter of months since the purchaser closes on the lot when the final price and construction schedule have been established.

Anything can happen during either of these time frames that could cause a sale cancellation. So if you've been eyeing a lot that goes pending, stay in

touch with Christy as one never knows if it might return to market.

For example, Lots 117 and 126 recently returned to market unexpectedly. These are beautiful



view lots with sought-after southern exposure in the quiet corner of Water View Dr.

Lot 117 offers a flat building terrain ideal for a single level while

the sloping terrain of Lot 126 opens possibilities for a larger home using main level living and overflow spaces below. Its greenbelt location also offers exceptional privacy with expansive views of the mountains and a potential water view,

Now don't let us mislead you. Sales are still robust. One should never sit waiting for a lot to return to market. But we just want you to know that stranger things have happened.

COMMUNITY CORNER

We love to hear our purchasers tell stories of the lives they're leaving to journey into a new and exciting new season at Cedar Ridge. We know that most of our purchasers are transplants from areas outside the Peninsula, but we thought it would be fun to quantify the various cities and states of origin to see where patterns of commonality occur.

It was interesting to see that geographically we have 14 states represented at Cedar Ridge—even as far away as Virginia. About 60% of our customers ventured here from various areas of Washington. What was surprising to see was that about 30% of those Washington residents simply moved around the corner from homes in Sequim and Port Angeles, oftentimes motivated by the call to a simpler, and lower maintenance lifestyle than what the large homesites common to the area require.

We have some young blood in the hood whose youthful vitality sends us reminiscing fondly of that season in our own lives, but more often than not our purchasers' move is centered around retirement. Retirees are drawn to Sequim because of its moderate climate, dramatic beauty and atmosphere that won Sequim USA Today's “Best Northwest Small Town 2017”.

Transplanting themselves into an area of strangers means seeking out new relationships for a new lifestyle. (It takes courage to move where you don't know a soul. Kudos to all of you!)

We hope to hear a joyful noise coming from the lovely Clubhouse Fireside Room and party deck as our residents transition from being strangers to newfound friends.