



## Hammock Dunes Interesting Facts

### Bulletin 008

#### DID YOU KNOW...

Several of you have asked if there is a pattern or preference concerning the type of residence chosen by individuals, retired vs employed, or by geographic region of the purchaser. Our 2014 resident survey highlighted several interesting findings. This bulletin will examine comparisons between retired/employed and US region purchasers as to their neighborhood selection. Hammock Dunes has 16 neighborhoods developed to accommodate a variety of living preferences. For the purpose of conveying this information the neighborhoods have been consolidated into three categories - condominiums, villas and single family homes.

At the time of original purchase 54% of residents were employed while 46% were retired. Of the employed individuals 45% purchased a condominium, 19% a villa and 36% a single family home. Of the retired purchasers, 37% acquired a condominium, 16% a villa and 47% a single family home. The skewing of condominium purchases between employed and retired individuals is probably influenced by the fact that 20% of the residents are from Florida where many retain another residence and are employed, frequently with business interests elsewhere in the state. 71% of Florida purchasers acquired condominiums.

The following table 1 summarizes the type of residence purchased by geographic origination of the purchaser, while table 2 displays the type of unit in which employed and retired individuals reside currently and also at the time of their initial purchase.

TABLE 1

-----Geographic Region-----

<u>Type of unit purchased</u>	<u>Northeast</u>	<u>Southeast</u>	<u>Midwest</u>	<u>West</u>	<u>Int'l</u>
Condominium	35%	51%	49%	39%	41%
Villa	23%	14%	12%	12%	12%
Single Family Home	42%	35%	39%	49%	47%

-----TABLE 2-----

<u>Type of unit purchased</u>	<u>Employed</u>		<u>Retired</u>	
	<u>Currently</u>	<u>At Purchase</u>	<u>Currently</u>	<u>At Purchase</u>
Condominium	51%	45%	38%	37%
Villa	16%	19%	17%	16%
Single Family Home	33%	36%	45%	47%

It is important to note that many residents in Hammock Dunes have moved from one type of residence to another. Reasons for these changes may be the result of initially acquiring a part time vacation home, then making Hammock Dunes their primary residence and later determining if they want the maintenance free living of a condominium environment.

We hope this information helps you in assisting prospective purchasers on their selection options in Hammock Dunes. For more descriptive information on the various condominiums, villa and single family neighborhoods see Bulletin 005 of this communication. You may also want to visit, or have your client visit, the new Hammock Dunes website at [www.hammockdunes.com](http://www.hammockdunes.com).

Sincerely,

Hammock Dunes Owners' Association

\*\*For a copy of prior emails contact Travis Houk at THouk@ssmgroupinc.com.