

A look ahead to 2020 from Divco Custom Homes

January 24, 2020

With 2020 having just begun, it is a good time to look back on 2019. This discussion will be mostly on what we did at Divco. In addition to setting recent records for highest priced homes sold in both Grey Oaks and Miromar Lakes, we also made two commitments to more affordable housing. The summer of 2019 was our entry into Babcock Ranch. This is an extremely large community straddling Lee and Charlotte counties. We will finish our first model there this month and have already sold our first custom home in the community. In December, we finished the negotiations to be an approved builder in the Naples community of Montebello, which is across from Grey Oaks off Airport Road in a great location. Both Montebello and Babcock Ranch are more affordable than many of our current locations.

2019 was also a renewal of our remodeling division. While we are selective in what we take on, we did a major wine room and hurricane shutter addition in Grey Oaks, took on a \$225,000 job in Marco, added a 1,000 bottle wine room ILO a study in Miromar Lakes, and signed a contract to add a large pool and outdoor living area to another Miromar Lakes home.

In 2019 we sold all of our existing model homes. Most of these were leased back to allow us time to replace them. This now gives us the opportunity to add new model homes which we will unveil in 2020. We currently have new models under construction or in the planning stages on Marco Island, Montebello in Naples, Miromar Lakes with an estate home and a villa model. Babcock Ranch will have two models finished shortly as well.

From a personnel standpoint, in this period of low unemployment in Florida and the construction industry in particular, we were fortunate to keep all of our primary employees and to welcome back Denise Wong to our team.

While all of this was going on, we also managed to have our best year for sales since the start of the recession. I like to think this is a result of the efforts of the Divco team of professionals which we have assembled through the years. To continue our sales efforts through 2020, we have added several new people to our sales staff. This year we welcomed Kerry Reed and Adam Owen, both who came to us with extensive new construction experience.

To all the people we added to the Divco family of home owners, we thank you for your trust in us. I also want to thank the Divco Team of employees for allowing us to build the homes we do.

