

# Not all buyers of golf course condos swing woods, irons

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"Thirty to 50 percent of our purchases are cash. It's unbelievable," he said.

About half of the buyers are retirees, many of whom probably will head to warmer climates in winter, Goodnight said.

Sharon Bunnell, a saleswoman for America's Homes (Real Estate Interests), said she's sold units to families with children at Country Club Village.

"One had a 2-year-old, one had three children — the oldest 8; another just had a new baby," she said.

Robertson said he doesn't expect to see many children living at The Heathers.

"I HAVE a 22-year-old single woman, an 85-year-old widow and everyone in between," he said. "I have something for everybody. Some may need to get a roommate, but I have something."

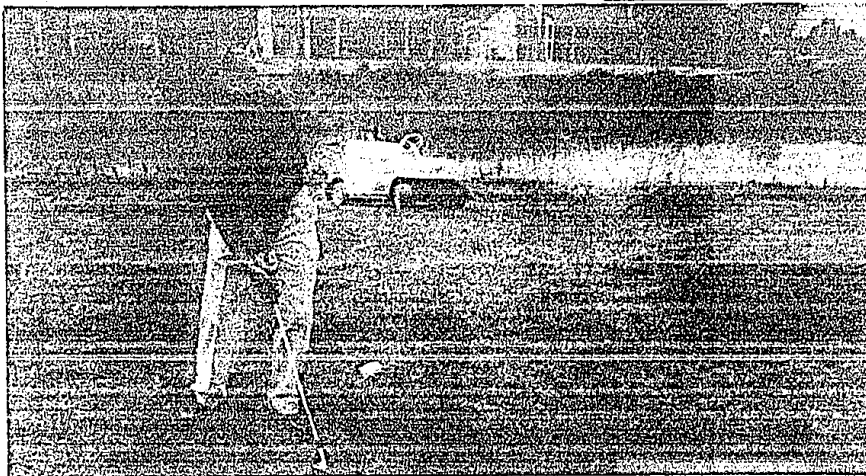
Scappatucci estimated that housing in his development will start at \$375,000 and go all the way up to \$600,000.

One reason that new housing costs so much now is that development costs — especially land — are so high.

Scappatucci said he will spend about \$18 million just to acquire 461 acres, put in water lines, sewers, storm drains and roads and build the golf course and clubhouse.

And that figure doesn't include a single housing unit.

Robertson said he spent \$3.8 million just moving dirt and filling holes at the gravel pit so he could begin developing The Heathers.



Protected wetlands line the par-3, third hole at the Heathers, with condos in the background.

DAN DEAN/staff photographer

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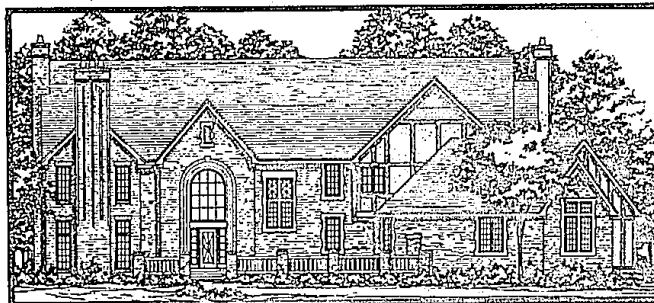
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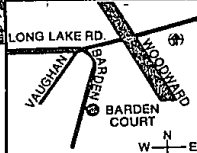
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