



Analysis of Lennar Homes Quick Move-In Inventory Homes Q1 2026

Lennar Homes, one of the nation's largest homebuilders and a consistent top-two player by volume (delivering tens of thousands of homes annually and holding significant market share in key metros), focuses on a diverse portfolio including entry-level, move-up, and multigenerational designs. Based on a survey of their Quick Move-In (QMI) inventory across 8 states in the first quarter of 2026, the data highlights insights into home sizes, pricing, and lot allocations. A total of 4,522 QMI homes were tracked, with an average building square footage (BSF) of 2,038 sq ft, an average front footage (FF) of 45 feet, and an average asking price of \$400,532. This translates to an average price per BSF of \$193.79.

Q1 2026 Lennar Quick Move In Analysis (STATE LEVEL)								
Data						Residual Lot Analysis		
State	Count	Avg BSF	Avg FF	Avg Asking Price	Avg Price/BSF	Rural Lot	Trans. Lot	Infill Lot
AL	321	1,553	48	\$249,053	\$162.71	\$42,339	\$54,792	\$67,244
AZ	596	2,031	46	\$475,425	\$239.51	\$80,822	\$104,593	\$128,365
FL	1,193	2,166	45	\$474,417	\$212.45	\$80,651	\$104,372	\$128,093
GA	212	2,139	44	\$408,179	\$192.65	\$69,391	\$89,799	\$110,208
NC	257	2,182	40	\$411,147	\$192.32	\$69,895	\$90,452	\$111,010
NV	320	2,485	47	\$622,198	\$253.37	\$105,774	\$136,883	\$167,993
TN	201	2,165	43	\$459,929	\$214.80	\$78,188	\$101,184	\$124,181
TX	1,422	1,883	46	\$280,014	\$150.05	\$47,602	\$61,603	\$75,604
Grand Total	4,522	2,038	45	\$400,532	\$193.79	\$68,090	\$88,117	\$108,144

Notably, the majority of these homes feature lot widths below the traditional 50-foot benchmark (state averages ranging from 40' in NC to 48' in AL), indicating a strategic shift toward compact, efficient designs that enhance density, control costs, and improve affordability in a market with elevated land and construction pressures. This approach aligns with industry trends favoring optimization in transitioning and infill developments, appealing to first-time buyers, families, and those seeking quicker occupancy.

Lot value allocations were applied consistently using a ratio of 17% for rural areas, 22% for transitioning areas, and 27% for infill areas. These reflect estimated land contributions to the total home price and illustrate location-driven valuation differences. Rural lots averaged \$68,090, transitioning lots \$88,117, and infill lots \$108,144 across the dataset—higher than some peers due to Lennar's positioning in stronger-demand segments and larger average home sizes.

Q1 2026 Lennar Quick Move In Analysis (ALABAMA)									
		Data					Residual Lot Analysis		
State	CBSA	Count	Avg BSF	Avg FF	Avg Asking Price	Avg Price/BSF	Rural Lot	Trans. Lot	Infill Lot
AL	Anniston-Oxford, AL-Metro	30	1,435	50	\$218,702	\$156.60	\$37,179	\$48,114	\$59,049
AL	Birmingham, AL-Metro	79	1,496	47	\$236,398	\$162.42	\$40,188	\$52,007	\$63,827
AL	Cullman, AL-Micro	20	1,488	45	\$224,535	\$153.38	\$38,171	\$49,398	\$60,624
AL	Daphne-Fairhope-Foley, AL-Metro	67	1,766	50	\$319,691	\$181.80	\$54,348	\$70,332	\$86,317
AL	Decatur, AL-Metro	35	1,518	44	\$231,646	\$155.04	\$39,380	\$50,962	\$62,544
AL	Talladega-Sylacauga, AL-Micro	70	1,499	45	\$220,147	\$150.15	\$37,425	\$48,432	\$59,440
AL	Tuscaloosa, AL-Metro	20	1,553	60	\$264,086	\$175.83	\$44,895	\$58,099	\$71,303
AL Total		321	1,553	48	\$249,053	\$162.71	\$42,339	\$54,792	\$67,244

Alabama QMI Overview (Q1 2026)

Lennar Homes' Alabama QMI inventory totals 321 homes, averaging a compact 1,553 sq ft (smaller than many national peers), with a 48-foot front footage and \$249,053 asking price (\$162.71/BSF)—positioning Alabama as one of Lennar's most affordable markets in the surveyed states. Lot allocations (17% rural, 22% transitioning, 27% infill) estimate developed lot values at \$42,339 rural, \$54,792 transitioning, and \$67,244 infill statewide. These lower lot values compared to higher-premium states reflect Alabama's more accessible land costs and Lennar's focus on entry-level and value-oriented product in this region.

Top Markets Snapshot

Birmingham-Hoover leads volume (79 homes) with 1,496 sq ft on 47-foot FF at \$236,398 (\$162.42/BSF)—solid, affordable inventory in the state's largest metro, with infill allocations reaching \$63,827. Daphne-Fairhope-Foley follows as the premium coastal market (67 homes), featuring larger 1,766 sq ft homes on 50-foot FF and the highest pricing (\$319,691, \$181.80/BSF) and lot values (\$54,348 rural to \$86,317 infill), driven by Gulf Coast desirability and lifestyle demand. Talladega-Sylacauga (70 homes) offers strong volume at lower pricing (\$220,147, \$150.15/BSF) on 45-foot lots, appealing to budget-conscious buyers in exurban areas. Anniston-Oxford (30 homes) and Decatur (35 homes) deliver entry-level options around \$218,000–\$232,000 with moderate lot allocations, while Tuscaloosa (20 homes) stands out for wider 60-foot FF and higher PSF (\$175.83) at \$264,086, reflecting college-town stability. Overall, Lennar in Alabama prioritizes compact, value-driven homes on near-traditional lot widths (mostly 45–50 feet), balancing volume in Birmingham with premium coastal pockets where infill allocations approach \$85,000+.

Q1 2026 Lennar Quick Move In Analysis (FLORIDA)									
Data							Residual Lot Analysis		
State	CBSA	Count	Avg BSF	Avg FF	Avg Asking Price	Avg Price/BSF	Rural Lot	Trans. Lot	Infill Lot
FL	Cape Coral-Fort Myers, FL-Metro	100	2,028	52	\$353,964	\$174.53	\$60,174	\$77,872	\$95,570
FL	Crestview-Fort Walton Beach-Destin, FL-Metro	3	2,095	50	\$317,657	\$151.41	\$54,002	\$69,884	\$85,767
FL	Deltona-Daytona Beach-Ormond Beach, FL-Metro	9	2,193	42	\$404,824	\$185.55	\$68,820	\$89,061	\$109,302
FL	Gainesville, FL-Metro	9	1,970	43	\$330,512	\$167.68	\$56,187	\$72,713	\$89,238
FL	Jacksonville, FL-Metro	32	2,119	40	\$399,293	\$192.86	\$67,880	\$87,845	\$107,809
FL	Lakeland-Winter Haven, FL-Metro	78	2,107	46	\$328,445	\$157.43	\$55,836	\$72,258	\$88,680
FL	Miami-Fort Lauderdale-West Palm Beach, FL-Metro	150	2,529	39	\$996,455	\$366.26	\$169,397	\$219,220	\$269,043
FL	Naples-Marco Island, FL-Metro	22	1,990	56	\$462,762	\$226.18	\$78,669	\$101,808	\$124,946
FL	North Port-Bradenton-Sarasota, FL-Metro	146	2,104	46	\$446,242	\$215.74	\$75,861	\$98,173	\$120,485
FL	Ocala, FL-Metro	44	1,897	47	\$303,955	\$162.68	\$51,672	\$66,870	\$82,068
FL	Orlando-Kissimmee-Sanford, FL-Metro	112	2,284	41	\$460,250	\$203.71	\$78,243	\$101,255	\$124,268
FL	Palm Bay-Melbourne-Titusville, FL-Metro	50	2,037	44	\$375,311	\$186.65	\$63,803	\$82,568	\$101,334
FL	Pensacola-Ferry Pass-Brent, FL-Metro	17	1,797	46	\$326,460	\$183.66	\$55,498	\$71,821	\$88,144
FL	Port St. Lucie, FL-Metro	60	2,126	45	\$453,347	\$215.71	\$77,069	\$99,736	\$122,404
FL	Punta Gorda, FL-Metro	135	2,055	50	\$409,447	\$197.72	\$69,606	\$90,078	\$110,551
FL	Sebastian-Vero Beach-West Vero Corridor, FL-Metro	1	1,468	40	\$324,999	\$221.39	\$55,250	\$71,500	\$87,750
FL	Tampa-St. Petersburg-Clearwater, FL-Metro	225	2,210	42	\$390,123	\$178.76	\$66,321	\$85,827	\$105,333
FL Total		1,193	2,166	45	\$474,417	\$212.45	\$80,651	\$104,372	\$128,093

Florida QMI Overview (Q1 2026)

Florida represents Lennar Homes' second-largest QMI market in the survey with 1,193 homes, averaging a spacious 2,166 sq ft (among the larger state averages), a 45-foot front footage (consistently sub-50'), and \$474,417 asking price (\$212.45/BSF)—reflecting premium positioning in one of the nation's hottest housing markets. Lot allocations (17% rural, 22% transitioning, 27% infill) estimate developed lot values at \$80,651 rural, \$104,372 transitioning, and \$128,093 infill statewide—significantly higher than many Southeastern peers due to coastal demand, land constraints, and amenity-rich communities. The narrower lots support higher

density in central and coastal corridors, aligning with Lennar's strategy for move-up and family-oriented product in high-growth areas.

Top Markets Snapshot

Tampa-St. Petersburg-Clearwater leads volume (225 homes, highly relevant to the Tarpon Springs area) with 2,210 sq ft on 42-foot FF at \$390,123 (\$178.76/BSF)—strong, accessible pricing in a major metro with infill allocations reaching \$105,333. North Port-Bradenton-Sarasota follows closely (146 homes) at 2,104 sq ft, 46-foot FF, and higher \$446,242 average (\$215.74/BSF), with lot values scaling to \$75,861 rural–\$120,485 infill, capturing strong Southwest Florida demand. Miami-Fort Lauderdale-West Palm Beach stands out for premium pricing (150 homes, 2,529 sq ft on narrow 39-foot FF, \$996,455 average, \$366.26/BSF—the highest PSF) and elevated lot allocations (\$169,397 rural to \$269,043 infill), driven by urban/coastal intensity. Punta Gorda (135 homes) offers solid volume at \$409,447 (\$197.72/BSF) on wider 50-foot lots, while Orlando-Kissimmee-Sanford (112 homes) delivers larger 2,284 sq ft homes at \$460,250 (\$203.71/BSF) on 41-foot FF, reflecting central Florida's growth. Cape Coral-Fort Myers (100 homes) provides more moderate pricing (\$353,964, \$174.53/BSF) on 52-foot lots, appealing to coastal buyers. Overall, Lennar in Florida emphasizes larger homes on compact lots in high-demand metros and coastal pockets, with infill allocations often exceeding \$120,000 in premium areas to capitalize on location premiums while maintaining density for affordability in transitioning suburbs.

Florida CDD Communities: Lennar Homes' Recent Lot Purchase Activity (Past 6 Months as of Q1 2026)

Lennar Homes continues to expand aggressively in Florida's Community Development District (CDD) communities, particularly in high-growth corridors around Tampa-St. Petersburg-Clearwater, Lakeland-Winter Haven, and Orlando-Kissimmee-Sanford metros—areas with strong demand for quick move-in and family-oriented homes. The tracked data from late 2025 into early 2026 shows Lennar securing positions in several large-scale, master-planned CDD projects, often competing or partnering with builders like D.R. Horton in shared districts. These acquisitions reflect Lennar's strategy of buying entitled lots in bulk from land bankers or developers, typically with base prices per lot or front footage plus true-up/escalator payments at home closing, enabling faster inventory delivery while managing land costs in a premium market.

Key highlights from the recent activity include a mix of townhome/villa, 40'-60' single-family, and larger-lot product types, with pricing varying by location, lot width, and product (e.g., \$55,000–\$80,000 range for many 40'-50' lots, higher for 60' or premium phases). Pasco County (Tampa North) dominates with multiple large entitlements, while Polk and Lake counties show activity in

central Florida's expanding suburbs. Below is a focused summary of the most notable communities:

- **Highland Trails (Dade City, Pasco County – Tampa Metro):** 243 gross acres entitled for 682 units. Lennar is purchasing 342 lots in Assessment Area 2 (80 × 40' lots at \$68,000/lot and 179 × 50' lots at \$85,000/lot), plus \$8,000/lot true-up at home closing. Shared with D.R. Horton (352 lots), this long-established district (land acquired 2021 for \$7.2M) supports high-volume suburban growth east of US 98.
- **Connerton East (Land O Lakes, Pasco County – Tampa Metro):** Massive 1,274.61-acre district within the larger Connerton master plan, entitled for 2,215 units in this phase. As developer/builder, Lennar is acquiring a broad mix: \$45,185/villa, \$46,318/40', \$62,177/50', \$73,304/60', and \$36,608/TH lots. Original land acquisitions in 2018–2019 totaled ~\$27.6M; this positions Lennar for significant scale in the fast-growing US 41/SR 52 corridor.
- **New Port Corners (New Port Richey, Pasco County – Tampa Metro):** 258 acres entitled for 690 units. Lennar is buying a diverse product lineup: \$58,346/25' TH, \$64,734/28' villa, \$71,008/40', \$80,364/50', and \$96,642/60' lots. Land acquired in 2023 for \$12.2M; this supports mixed-density development along Little Road in northern Pasco.
- **McKendree Pointe (Wesley Chapel, Pasco County – Tampa Metro):** 70.35 acres entitled for 478 units (mix of BTR/For-Sale TH and 26 × 50' lots). Lennar under contract for TH lots at \$65,000/lot and 50' lots at \$124,000/lot. Located east of I-75, this smaller, newer entitlement (land acquired 2022 for \$8M) targets quick-build opportunities near Wesley Chapel's booming suburbs.
- **Pinery (Howey-in-the-Hills, Lake County – Orlando Metro):** Large 1,071-acre project entitled for 3,000 units. Lennar purchasing 300 × 50' lots at \$2,200/FF (with 5% annual escalator). Land acquired in 2024 for \$59M; positioned between US 19 and US 98, this signals Lennar's push into Lake County's rural-to-transitioning growth areas.
- **Southcreek (Punta Gorda, Charlotte County):** 136.5 acres entitled for 448 units. Lennar acquiring 50' lots at \$124,000 and TH lots at \$65,000 in Assessment Area 3 (122 units). Focus on Charlotte County's quieter, coastal-adjacent market with value-oriented pricing.
- **Hunt Club Grove (Lake Wales, Polk County – Lakeland Metro):** 235 acres entitled for 1,137 units. Land bank agreement for additional 351 lots at ~\$70,644–\$72,645 (40'/50' mix). Land acquired for \$6M; supports central Florida's inland expansion south of SR 60.
- **Groves at Lake Marion (Haines City, Polk County – Lakeland Metro):** 132.68 acres entitled for 425 units. Lennar under contract for 425 lots across phases (141/94/190) at \$55,254/lot base + 9% true-up. Land acquisition \$8.5M; positioned for affordable growth near Haines City's lake and highway access.

Lennar's recent CDD activity emphasizes Pasco County's northern Tampa suburbs (Highland Trails, Connerton East, New Port Corners, McKendree Pointe) for high-volume, mixed-product entitlements, often at \$60,000–\$85,000 per 40'/50' lot base—competitive yet reflecting rising land costs in the I-75 corridor. Larger master plans like Connerton East and Pinery position Lennar as master developer/builder for scale, while Polk and Lake County entries (Hunt Club Grove, Groves at Lake Marion, Pinery) target more transitional/inland areas with slightly lower base pricing (\$55,000–\$72,000 range). True-up/escalator structures (e.g., \$8,000–\$9,000 or percentage add-ons) are common to align incentives at closing.

Q1 2026 Lennar Quick Move In Analysis (GEORGIA)									
Data							Residual Lot Analysis		
State	CBSA	Count	Avg BSF	Avg FF	Avg Asking Price	Avg Price/BSF	Rural Lot	Trans. Lot	Infill Lot
GA	Athens-Clarke County, GA-Metro	8	2,662	60	\$590,363	\$224.79	\$100,362	\$129,880	\$159,398
GA	Atlanta-Sandy Springs-Roswell, GA-Metro	87	2,344	43	\$468,161	\$203.79	\$79,587	\$102,995	\$126,403
GA	Chattanooga, TN-GA-Metro	7	1,849	50	\$296,043	\$162.83	\$50,327	\$65,129	\$79,932
GA	Gainesville, GA-Metro	8	1,939	50	\$445,458	\$230.67	\$75,728	\$98,001	\$120,274
GA	Jefferson, GA-Micro	7	2,463	40	\$429,261	\$177.28	\$72,974	\$94,438	\$115,901
GA	LaGrange, GA-AL-Micro	9	1,605	45	\$286,502	\$180.90	\$48,705	\$63,030	\$77,356
GA	Milledgeville, GA-Micro	4	1,601	20	\$276,829	\$174.62	\$47,061	\$60,902	\$74,744
GA	Savannah, GA-Metro	30	2,139	46	\$384,636	\$183.64	\$65,388	\$84,620	\$103,852
GA	Warner Robins, GA-Metro	52	1,874	42	\$331,066	\$177.92	\$56,281	\$72,834	\$89,388
GA Total		212	2,139	44	\$408,179	\$192.65	\$69,391	\$89,799	\$110,208

Georgia QMI Overview (Q1 2026)

Georgia contributes 212 Quick Move-In homes to Lennar's surveyed inventory, averaging 2,139 sq ft (solid mid-range size), a 44-foot front footage (narrower than traditional 50 feet), and \$408,179 asking price (\$192.65/BSF)—positioning it as a balanced, growth-oriented market with moderate premiums compared to Florida or Arizona. Lot allocations (17% rural, 22% transitioning, 27% infill) estimate developed lot values at \$69,391 rural, \$89,799 transitioning, and \$110,208 infill statewide. These figures reflect Lennar's focus on efficient, denser designs in suburban and exurban expansions, particularly around Atlanta, where land costs rise with proximity to urban amenities and employment centers.

Top Markets Snapshot

Atlanta-Sandy Springs-Roswell leads volume by a wide margin (87 homes, over 40% of Georgia's total) with larger 2,344 sq ft homes on narrow 43-foot FF at \$468,161 (\$203.79/BSF)—premium pricing in the state's economic powerhouse, with infill allocations reaching \$126,403 to capture metro demand. Warner Robins follows with strong activity (52 homes) at more accessible \$331,066 average (\$177.92/BSF) on 42-foot lots, offering value in the Macon-area military and logistics corridor (lot values \$56,281 rural to \$89,388 infill).

Savannah (30 homes) delivers coastal appeal with 2,139 sq ft homes at \$384,636 (\$183.64/BSF) on 46-foot FF, and lot allocations scaling to \$103,852 infill—benefiting from tourism and port-driven growth. Athens-Clarke County (8 homes) stands out for the highest pricing/PSF (\$590,363, \$224.79/BSF) on wider 60-foot lots, tied to university and lifestyle premiums, while Gainesville (8 homes) shows elevated PSF (\$230.67) at \$445,458 on 50-foot lots. Smaller markets like LaGrange and Milledgeville provide entry-level options around \$276,000–\$287,000 with narrower or very compact lots (e.g., Milledgeville's 20-foot FF). Overall, Lennar in Georgia concentrates volume in Atlanta's suburbs with larger homes on sub-50' lots for density, while premium pockets like Athens and Savannah command higher lot values (infill often \$100,000+) to leverage location-driven demand in transitioning and urban-fringe areas.

Q1 2026 Lennar Quick Move In Analysis (Nevada)									
Data							Residual Lot Analysis		
State	CBSA	Count	Avg BSF	Avg FF	Avg Asking Price	Avg Price/BSF	Rural Lot	Trans. Lot	Infill Lot
NV	Carson City, NV-Metro	8	1,867	50	\$581,232	\$315.35	\$98,809	\$127,871	\$156,933
NV	Gardnerville Ranchos, NV-CA-Micro	8	1,867	50	\$595,452	\$321.39	\$101,227	\$130,999	\$160,772
NV	Las Vegas-Henderson-North Las Vegas, NV-Metro	268	2,543	47	\$631,909	\$250.30	\$107,425	\$139,020	\$170,615
NV	Reno, NV-Metro	36	2,323	49	\$564,947	\$247.27	\$96,041	\$124,288	\$152,536
NV Total		320	2,485	47	\$622,198	\$253.37	\$105,774	\$136,883	\$167,993

Nevada QMI Overview (Q1 2026)

Nevada stands out as Lennar Homes' highest-priced and highest-PSF market in the survey, with 320 Quick Move-In homes averaging a generous 2,485 sq ft (the largest state average), a 47-foot front footage (closer to traditional widths than many states but still sub-50' in the dominant metro), and \$622,198 asking price (\$253.37/BSF)—reflecting strong demand, land scarcity, and premium positioning in the Southwest. Lot allocations (17% rural, 22% transitioning, 27% infill) estimate developed lot values at \$105,774 rural, \$136,883 transitioning, and \$167,993 infill statewide—the highest across surveyed states, driven by desert constraints, tourism/economic growth, and desirability in Las Vegas and Reno corridors. Narrower lots enable density while supporting larger homes tailored to move-up and luxury-oriented buyers.

Top Markets Snapshot

Las Vegas-Henderson-North Las Vegas dominates volume (268 homes, over 83% of the state's total) with spacious 2,543 sq ft homes on 47-foot FF at \$631,909 (\$250.30/BSF)—premium yet accessible pricing for the metro's explosive growth, with infill allocations reaching \$170,615 to capitalize on urban/suburban expansion and entertainment-driven demand. Reno (36 homes) follows with 2,323 sq ft homes at \$564,947 (\$247.27/BSF) on 49-foot lots, offering slightly lower pricing in the Tahoe-adjacent market (lot values \$96,041 rural to \$152,536 infill), appealing to

lifestyle and remote-work buyers. Smaller high-end pockets like Carson City (8 homes) and Gardnerville Ranchos (8 homes) command the highest PSF (\$315.35 and \$321.39) at \$581,232–\$595,452 on standard 50-foot lots, with elevated allocations (infill \$156,933–\$160,772) tied to scenic appeal and limited supply in these micro/mountain-fringe areas. Overall, Lennar in Nevada concentrates heavily in Las Vegas with larger, higher-value homes on near-traditional lot widths, while premium rural/transitional markets like Carson City and Gardnerville show outsized pricing and lot values (often \$150,000+ infill) to leverage location scarcity and desirability in a constrained, high-demand Southwestern landscape.

Q1 2026 Lennar Quick Move In Analysis (NORTH CAROLINA)									
Data							Residual Lot Analysis		
State	CBSA	Count	Avg BSF	Avg FF	Avg Asking Price	Avg Price/BSF	Rural Lot	Trans. Lot	Infill Lot
NC	Burlington, NC-Metro	9	1,959	33	\$311,546	\$159.63	\$52,963	\$68,540	\$84,117
NC	Charlotte-Concord-Gastonia, NC-SC-Metro	184	2,238	41	\$428,404	\$195.19	\$72,829	\$94,249	\$115,669
NC	Hickory-Lenoir-Morganton, NC-Metro	19	2,542	41	\$459,552	\$188.26	\$78,124	\$101,101	\$124,079
NC	Shelby-Kings Mountain, NC-Micro	11	2,121	40	\$325,908	\$160.21	\$55,404	\$71,700	\$87,995
NC	Winston-Salem, NC-Metro	34	1,753	34	\$344,646	\$198.09	\$58,590	\$75,822	\$93,054
NC Total		257	2,182	40	\$411,147	\$192.32	\$69,895	\$90,452	\$111,010

North Carolina QMI Overview (Q1 2026)

North Carolina accounts for 257 Quick Move-In homes in Lennar's surveyed inventory, averaging 2,182 sq ft (one of the larger state averages), a narrow 40-foot front footage (well below the traditional 50 feet), and \$411,147 asking price (\$192.32/BSF)—offering strong value in a fast-growing Southeastern market. Lot allocations (17% rural, 22% transitioning, 27% infill) estimate developed lot values at \$69,895 rural, \$90,452 transitioning, and \$111,010 infill statewide. The pronounced sub-50' lot trend supports higher density in Piedmont and mountain-fringe areas, aligning with Lennar's strategy for family-oriented and move-up homes amid population influx and job growth in key metros.

Top Markets Snapshot

Charlotte-Concord-Gastonia dominates volume (184 homes, over 70% of the state's total) with 2,238 sq ft on 41-foot FF at \$428,404 (\$195.19/BSF)—robust inventory in the state's economic engine, with infill allocations reaching \$115,669 to capture suburban and urban-fringe demand. Winston-Salem (34 homes) provides accessible pricing at \$344,646 (\$198.09/BSF) on very narrow 34-foot lots, appealing to buyers in the Triad with lot values \$58,590 rural to \$93,054 infill. Hickory-Lenoir-Morganton (19 homes) stands out for larger 2,542 sq ft homes at \$459,552 (\$188.26/BSF) on 41-foot FF, reflecting mountain-region premiums and lot allocations up to \$124,079 infill. Smaller markets like Burlington (9 homes) and Shelby-Kings Mountain (11

homes) offer entry-level to mid-range options around \$312,000–\$326,000 on compact 33–40-foot lots, with moderate lot values suited to exurban expansion. Overall, Lennar in North Carolina concentrates heavily in Charlotte's metro area with larger homes on narrow lots for density and affordability, while premium pockets like Hickory show elevated pricing and infill allocations (often \$110,000+) to leverage location advantages in transitioning and growth corridors.

Q1 2026 Lennar Quick Move In Analysis (TENNESSEE)									
Data							Residual Lot Analysis		
State	CBSA	Count	Avg BSF	Avg FF	Avg Asking Price	Avg Price/BSF	Rural Lot	Trans. Lot	Infill Lot
TN	Chattanooga, TN-GA-Metro	7	1,367	20	\$288,739	\$215.34	\$49,086	\$63,522	\$77,959
TN	Clarksville, TN-KY-Metro	36	2,301	53	\$448,076	\$198.19	\$76,173	\$98,577	\$120,981
TN	Cleveland, TN-Metro	14	1,730	39	\$323,799	\$192.12	\$55,046	\$71,236	\$87,426
TN	Lewisburg, TN-Micro	16	1,813	39	\$337,343	\$193.93	\$57,348	\$74,215	\$91,083
TN	Nashville-Davidson--Murfreesboro--Franklin, TN-Metro	128	2,262	43	\$502,837	\$224.53	\$85,482	\$110,624	\$135,766
TN Total		201	2,165	43	\$459,929	\$214.80	\$78,188	\$101,184	\$124,181

Tennessee QMI Overview (Q1 2026)

Tennessee features 201 Quick Move-In homes in Lennar's surveyed inventory, averaging 2,165 sq ft (a strong mid-to-large size), a 43-foot front footage (consistently sub-50'), and \$459,929 asking price (\$214.80/BSF)—reflecting premium positioning in a high-growth Southeastern state driven by migration, music/tech sectors, and affordability relative to coastal markets. Lot allocations (17% rural, 22% transitioning, 27% infill) estimate developed lot values at \$78,188 rural, \$101,184 transitioning, and \$124,181 infill statewide. Narrower lots enable density in urbanizing suburbs and growth corridors, supporting Lennar's mix of family and move-up product amid rapid population gains in Middle Tennessee.

Top Markets Snapshot

Nashville-Davidson--Murfreesboro--Franklin dominates volume (128 homes, nearly two-thirds of the state's total) with spacious 2,262 sq ft homes on 43-foot FF at \$502,837 (\$224.53/BSF)—the highest pricing and PSF in Tennessee, driven by metro economic strength, entertainment appeal, and suburban expansion, with infill allocations reaching \$135,766 to capture premium locations. Clarksville (36 homes) follows with larger 2,301 sq ft homes on wider 53-foot FF at \$448,076 (\$198.19/BSF), offering strong value near Fort Campbell and lot values scaling to \$120,981 infill—appealing to military and commuter buyers. Lewisburg (16 homes) and Cleveland (14 homes) provide mid-range options around \$337,000–\$324,000 with compact 39-foot lots and moderate allocations (\$91,083 and \$87,426 infill), suited to exurban and industrial corridors. Chattanooga (7 homes) stands out for very narrow 20-foot FF and high PSF (\$215.34) at \$288,739, reflecting dense, budget-conscious designs in the cross-state metro.

Overall, Lennar in Tennessee concentrates heavily in Nashville's booming metro with larger homes on narrow lots for density and premium pricing, while secondary markets like Clarksville deliver accessible, slightly wider-lot options in growth areas—highlighting infill allocations often exceeding \$120,000 in high-demand pockets to leverage location-driven demand in transitioning suburbs and urban-fringe developments.

Q1 2026 Lennar Quick Move In Analysis (TEXAS)									
Data							Residual Lot Analysis		
State	CBSA	Count	Avg BSF	Avg FF	Avg Asking Price	Avg Price/BSF	Rural Lot	Trans. Lot	Infill Lot
TX	Bay City, TX-Micro	6	1,596	43	\$213,565	\$135.34	\$36,306	\$46,984	\$57,663
TX	College Station-Bryan, TX-Metro	9	1,925	50	\$287,531	\$149.58	\$48,880	\$63,257	\$77,633
TX	Corpus Christi, TX-Metro	61	1,899	50	\$296,835	\$157.62	\$50,462	\$65,304	\$80,145
TX	Dallas-Fort Worth-Arlington, TX-Metro	355	1,846	47	\$311,536	\$171.59	\$52,961	\$68,538	\$84,115
TX	El Campo, TX-Micro	8	1,473	45	\$183,035	\$124.72	\$31,116	\$40,268	\$49,419
TX	Fredericksburg, TX-Micro	6	1,819	50	\$320,499	\$177.84	\$54,485	\$70,510	\$86,535
TX	Houston-Pasadena-The Woodlands, TX-Metro	477	2,052	47	\$299,817	\$147.08	\$50,969	\$65,960	\$80,951
TX	Kerrville, TX-Micro	1	1,474	50	\$280,999	\$190.64	\$47,770	\$61,820	\$75,870
TX	San Antonio-New Braunfels, TX-Metro	483	1,763	43	\$238,462	\$136.38	\$40,539	\$52,462	\$64,385
TX	Sherman-Denison, TX-Metro	16	1,578	43	\$234,413	\$149.57	\$39,850	\$51,571	\$63,292
TX Total		1,422	1,883	46	\$280,014	\$150.05	\$47,602	\$61,603	\$75,604

Texas QMI Overview (Q1 2026)

Texas leads Lennar Homes' surveyed Quick Move-In inventory with 1,422 homes—the highest volume by state—averaging 1,883 sq ft (compact yet functional), a 46-foot front footage (sub-50' in most major metros), and \$280,014 asking price (\$150.05/BSF)—the most affordable large market in the dataset, underscoring Lennar's strength in delivering entry-level and value-driven homes in the company's home state. Lot allocations (17% rural, 22% transitioning, 27% infill) estimate developed lot values at \$47,602 rural, \$61,603 transitioning, and \$75,604 infill statewide—the lowest among surveyed states, reflecting abundant land supply in many areas offset by high-density strategies in booming metros. Narrower lots support massive scale and rapid delivery amid Texas' explosive population and economic growth.

Top Markets Snapshot

Houston-Pasadena-The Woodlands and San Antonio-New Braunfels tie for top volume (477 and 483 homes respectively), with Houston offering larger 2,052 sq ft homes on 47-foot FF at \$299,817 (\$147.08/BSF) and San Antonio providing more compact 1,763 sq ft on 43-foot FF at \$238,462 (\$136.38/BSF)—both highly accessible in energy and military-driven metros, with infill

allocations reaching \$80,951 and \$64,385. Dallas-Fort Worth-Arlington (355 homes) delivers balanced 1,846 sq ft homes on 47-foot FF at \$311,536 (\$171.59/BSF), the highest PSF among major Texas markets, capturing suburban expansion with lot values up to \$84,115 infill. Corpus Christi (61 homes) provides coastal value at \$296,835 (\$157.62/BSF) on wider 50-foot lots, while smaller markets like College Station-Bryan (9 homes) and Fredericksburg (6 homes) show moderate pricing (\$287,531 and \$320,499) on 50-foot lots tied to university and Hill Country appeal. Overall, Lennar in Texas leverages enormous scale in Houston, San Antonio, and Dallas with narrower lots for density and affordability, keeping lot allocations modest (infill often \$75,000–\$85,000) compared to premium states—enabling competitive pricing in high-growth corridors while secondary markets offer entry-level options in rural/transitional pockets.

Key Takeaways: What QMI Pricing Reveals About Land Values in Lennar Homes' Active Markets

Lennar Homes' Quick Move-In (QMI) inventory across eight high-growth states—Alabama, Arizona, Florida, Georgia, North Carolina, Nevada, Tennessee, and Texas—offers valuable insight into land valuation trends, particularly in Sun Belt markets where Lennar maintains a strong competitive position (often ranking as one of the top two national builders by volume in many metros). With average asking prices ranging from ~\$249,000 (AL) to ~\$622,000 (NV) and lot allocations (17% rural, 22% transitioning, 27% infill) estimating developed lot values of \$68,090 rural, \$88,117 transitioning, and \$108,144 infill (grand total averages), these figures provide a practical benchmark for anticipated land contributions. Applying a standard residual approach—subtracting 20% builder profit/IRR (~\$14,000–\$22,000), \$3,000 soft costs, and typical development costs of \$30,000–\$50,000 per lot—yields approximate raw/entitled land values of roughly \$8,000–\$28,000 rural, \$12,000–\$35,000 transitioning, and \$18,000–\$45,000 infill (using midpoint \$40,000 dev cost for illustration).

As a dominant national builder with significant scale and controlled lot positions, Lennar's QMI data—featuring larger average home sizes (2,038 sq ft) on narrower lots (45' average FF, often sub-50')—creates a dual impact on land values. In premium infill and transitioning zones (e.g., Las Vegas, Miami, Nashville, Orlando/Tampa, Atlanta, Charlotte), high-volume entitlements and competition for desirable parcels can push raw land premiums 10–25% higher as Lennar secures large tracts and outcompetes smaller players. Conversely, their density-focused designs (especially evident in Florida's 45' FF, North Carolina's 40' FF, and Georgia's 44' FF) and operational scale help contain finished lot costs, stabilizing or moderating values in rural and suburban expansions where land is more abundant (e.g., Texas at \$47,602–\$75,604 allocations). Florida and Nevada show the highest lot values (\$80,651–\$128,093 and \$105,774–\$167,993), reflecting intense coastal/urban demand and scarcity, while Texas remains the most affordable (\$47,602–\$75,604) due to land availability and massive volume.

Overall, Lennar's QMI pricing signals strong opportunities for undervalued transitioning land in Sun Belt growth corridors (22% allocation), where scale enables competitive acquisition and

development. At the same time, it highlights upward pressure on raw land in infill-heavy metros (27% allocation) and risks from escalating soft/dev costs or market saturation. For investors, builders, and landowners near high-activity areas like Tampa Bay (relevant to Tarpon Springs), the data underscores Lennar's role in accelerating suburban density and value creation—while cautioning that sustained builder dominance can reshape local land pricing dynamics in a supply-constrained environment.



Who We Are.

LandfinderAI is a national real estate data company that has partnered with Landchecks to create a JOINT PLATFORM to analyze and visualize Rezoning and Construction projects providing insight into future development. Using AI we analyze land listings, single tenant retail listings, and quick move in (inventory) homes listings to better paint the future of land, retail, and new home values, subsequently allowing the user to arrive at current actual land prices. We believe in accurate data and our AI attempts to clean/normalize these national data sets providing a more accurate picture. With our data and platform you can make faster decisions with fewer employees.

Christopher Worley, the president has more than 20 years experience in Real Estate development and valuation methodology. Technology has moved so quickly in the past 36 months that most developers and builders are unaware of how important accurate/vetted data

is. You can have the best tool, but if you have poor unvetted data you get poor unvetted results. Our motto is 'Land is Local. Intelligence is Priceless.'. If you need accurate closed new home, land, or residential lot data we highly encourage you to reach out to SmartRE. Their data is updated monthly and thoroughly vetted allowing users to make better decisions.