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New Single-Family Home Builds

Residential Construction 2024
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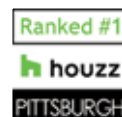


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ARTIFICIAL GREEN WALLS

05 PUBLISHER'S MESSAGE



06 NEW SINGLE-FAMILY HOME BUILDS

We're anticipating 2024 will bring about more consistent growth, as well as more opportunity in this construction sector. But, the economy will remain challenged at least over the next three to six months.



18 NEW RESIDENTIAL CONSTRUCTION UPDATE 2024

The forecast for new home construction in Pittsburgh is more of the same. Conditions are unlikely to create an incentive for developers and builders to dramatically increase the number of homes built. Mortgage rates have come down, but not enough to increase the supply of homes for sale so that there are more move-up buyers for new homes.



28 HOMEOWNERS EMBRACE THE BENEFITS OF OUTDOOR LIVING

The trend toward adding multi-functional outdoor living spaces is alive and well! Blurring the line between indoors and outdoors, crafting an outdoor living space most often includes fire pits or full-size fireplaces, cozy lounge areas and outdoor kitchens featuring much more than a barbeque grill.



36 PROJECT PROFILE: FORWARD TOWNSHIP'S MEADOW RIDGE

Meadow Ridge was one of Forward Township's first residential developments some years ago, and now they are on their last phase, Phase 4, which is being developed by Pitell Homes. With a goal of completion in 2025, Meadow Ridge will feature a total of 107 homes.



41 BUILDER PROFILE: MARONDA HOMES

Created in 1972, this family-owned and operated business is dedicated to building quality homes that fit every budget, whether constructing single-family homes, townhomes, ranch-style homes or paired villas.

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46 PITTSBURGH'S HOMEBUILDERS

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51 NEW CONSTRUCTION LISTINGS

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About the Cover:
Outdoor Living Space with Fireplace. Image courtesy of Eisler Landscapes.

Housing Market 2024

The most recent reports on consumer inflation came in slightly higher than expected, assuring that the Fed will not cut rates until its May or June meetings. Unfortunately, that means no magic pill is coming to fix the housing market. A surprise uptick in home sales and housing starts in January has sparked some optimism, but the headwinds to the market have not changed. The most challenging of the problems remains the short supply of homes for sale. There are several reasons why the supply of existing homes and new construction lags demand so severely, but most of the supply shortage is a result of the spike in mortgage rates. While media reports tend to focus on high mortgage rates dampening buying, it is sellers that have been more discouraged. More than 80% of residential mortgages have rates under 5% (65.3% are under 4%; 28.1% are under 3%). Sellers with such low mortgage rates are looking at an increase of 2-4 percentage points by moving their home. That can be double the rate for 25% or more of the homes in the U.S.

In January, existing home sales hit the 4-million-unit pace. That's down from 6.7 million homes in October 2020 and 6.3 million homes in January 2022. Rate hikes began in March 2022!

Lenders and real estate agents predict that existing homeowners will become sellers once mortgage rates move to 5.5% and below. Based upon where long-times rates are, that is unlikely to occur until well into 2025.

All the best for 2024.

Kevin J. Gordon



New Single-Family Home Builds

Despite the current economic environment, by several accounts, new construction outlooks paint a more positive picture. More specifically, sources are cautiously optimistic that new single-family home builds may gain traction, which began in mid-2023 into 2024 and beyond.



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North Meadow



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The Farnsworth Group, a market research firm with industry expertise in building and construction noted that “the first half of 2023 has seen building confidence increase and return to a slightly positive sentiment. As of June 2023, builder confidence is at 55 out of 100, compared to a recent low of 31 in December 2022. Further, despite a temporary dip in single family housing starts during the first half of 2023, the outlook for the remainder of 2023 and into 2024 remains positive as forecasted by the National Association of Realtors (“2024 and 2025 Outlook for New Single Family Residential Construction”, www.farnsworthgroup.com/blog, February 2024). The blog continued by citing data from the U.S. Census Bureau and HUD

stating that 1,491,000 building permits were issued in May 2023 with 897,000 for single family residential construction, up 4.8 percent from April 2023, but down 13.2 percent from May 2022, with permitting as a leading indicator “to understand the supply of new homes that will be available in the next eight to 12 months. As of April 2023, the U.S. Census Bureau estimates that:

- 83,000 new single-family houses were sold
- 155,000 were permitted, but not started
- 266,000 under construction
- 262,000 were completed

Total permits and starts were forecasted to increase each quarter as we head into 2024. The

National Association of Realtors forecast hit 1,020,000 single family residential starts by the second quarter of 2024.” An article titled “What Market Conditions Should Home Builders Expect Into 2024” by Gillian Levington, Builder magazine (December 8, 2023) described the housing market as “a ‘tale of two markets’ with the new home building market defying the odds against rising interest rates, inflation and supply chain woes” challenging the country’s resale market given the reluctance of owners to sell their current homes. “The tale of two markets is expected to carry into 2024, with the new home market outperforming the resale market,” said Ali Wolf, chief economist for Zonda, a media company providing data and publications relating to

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commercial property and home construction in North America. She continued, however, that demand may not be as strong as in 2023 for either resale or new construction. “Builders will still have the advantage, but price cuts or increased use of incentives will likely be needed given the affordability backdrop.” Affordability, she noted, regardless of home type, will continue to be a challenge into 2024. With inflation as a lingering financial dark cloud, many buyers may put off that new home purchase and Wolf saw that in 2023, it was expected that the housing market would be slower, similar to the end of 2022. “That, however, proved to be too negative of a forecast, especially for the new home market. The way we have to think about 2023

is [indeed] a tale of two housing markets,” she said. The resale market spent the year in gridlock as many existing homeowners were reluctant to sell their homes. Low housing affordability and tight supply kept a lid on resale activity ... in the new home market, builders had a much better than expected year. In fact, one could characterize sales in the new home market as ‘good’ through the first half of the year (2023). Contrary to the resale market, builders had homes to sell and could work with buyers on housing affordability by offering incentives,” Wolf explained.

In a February 27, 2024 article published as a summary of the National Association of Home Builders (NAHB) International Builders’ Show, Las Vegas, Ali

Wolf was tapped to share further insight into single family market builds. “Eighty percent of builders anticipate starting more homes this year and more than half (51 percent) expect that starts will be up more than 10 percent compared to 2023.” Speaking to the issue of new buyers’ wants and demands, Wolf reported that more than 40 percent cited avoiding renovation or other problems as their top reason for purchasing a new build followed by lack of previously owned home inventory and the ability to choose and customize design (both at 25 percent), while energy efficiency and smart homes features (10 percent and 5 percent respectively) brought up the rear. As with other economists at the show, NAHB Chief Economist Robert Deitz believes that the

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NEW SINGLE-FAMILY HOME BUILDS

Federal Reserve is making progress toward reducing interest rates. “While the Fed’s fight against inflation is building progress, the lingering inflation challenge is housing inflation,” he said. “Shelter inflation — rent and home ownership costs — are still rising at a 5.4 percent rate and, for the past year, more than half of the overall inflation in the economy has been shelter inflation. The only way to tame shelter inflation, and get overall inflation lower, is to build more housing.” The NAHB is predicting two or three Fed rate cuts of 25 basic points in the second half of 2024 but “with economic data stronger than expected at the start of the year, mortgage rates increased from about 6.6 percent to 6.9 percent by the end of February per Freddie

Mac, indicating that even with rates expected to moderate in the months ahead, it could be a bumpy path forward.” Dietz expressed that “by the end of the year, NAHB projects’ mortgage rates will be below 6.5 percent and by the end of 2025, we expect rates to be in the high 5 percent range. This is good news for builders, housing demand and housing affordability.” With moderating interest rates, single family home starts are forecast to increase 4.7 percent in 2024 and rise to an added 4.2 percent in 2025. But the article also cautions that with the expansion of single-family home starts comes growing supply side challenges such as higher prices and labor, lots and lumber shortages. Tara Lukasek, managing editor of Window+Door and sister

publication Glass Magazine, points out that “Limited labor availability is expected to persist for the long term according to the U.S. Bureau of Labor Statistics. Her article, “The 2024 Forecast: Top TakeAways” (January 8, 2024), tells us that ongoing shortages and a continued increase in people leaving the industry could result in a slower, overall growth rate in the construction labor force. “The number of people hired has been tailing off. You might think that indicates a declining demand for workers, but I think it indicates how hard it is to find workers to fill those positions,” said Ken Simonson, chief economist, Associated General Contractors of America. “The unemployment rate in construction has come all the way down to the same

*Heurich Homes at
Mallard Pond*



NEW SINGLE-FAMILY



Photos by Dave Bryce Photography / Phillip Wentzel Custom Homes

level as the overall economy, to 4 percent or less, and that's really exceptional." According to the article, there is more positive news. Supply chains improved in 2023, with the Global Supply Chain Pressure Index reaching an historic low in October 2023 and "almost all material divisions seeing stable or improving lead times, showing that supply disruptions are in the rear-view mirror, for now, according to real estate and investment management JLL Capital Markets."

From a regional perspective, builders in Southwestern Pennsylvania have not been immune from the ravages of inflation, ballooning mortgage rates and supply chain challenges but have also seen some relief. Suncrest Homes Inc., a prominent, luxury custom builder headquartered in Murrysville, Westmoreland County, anticipates the launch of its newest build called Heritage Heights, Wilkins Township, in eastern Allegheny County. Further, with home sites available in their four other Westmoreland County communities, Suncrest is receiving numerous calls and inquiries for building both single family and carriage homes in their Apollo, Level Green, Murrysville and Trafford builds. "Prospects have declined over the past nine to 10 months," explained Colleen Ruefle-Haley, Suncrest Homes vice president and a second generation builder. "We have not experienced this bad of a decline since the housing recession of 2008." She added that current interest rates were just not low enough to convince clients whose current mortgage rates were in the 2 to 3 percent range to build. "We

HOME BUILDS

can suggest an ARM (adjustable rate mortgage) to a buyer, but we have found most clients are leery because they don't fully understand how it works." At the start of the pandemic, Suncrest grew very busy and had a backlog of homes and remodeling projects lasting from 2020 through 2023. "During that time period, clients were waiting months for us to start their new home or renovation project," Ruefle-Haley added. Similarly, looking at creative ways to allay some fears about higher mortgage rates proved interesting for Jeff Costa, Costa Homebuilders, a fourth-generation builder of premiere custom and luxury homes, based in Elizabeth, Pennsylvania. "Banks are recommending a five to seven year ARM rate, which can be lower than the normal 30-year rate of about 7 percent," he said. "Many believe that after the ARM rate is done, the mortgage rate will have gone down, but it can be somewhat of a gamble." He quipped, however, that one might abide by his grandfather's adage — Marry the house, date the rate — and then you can refinance the mortgage. He added that a percentage of his clients are making a high down payment to reduce the overall mortgage. Costa also reported that in 2023, as the rates were climbing, he noticed business beginning to freeze. Normally, it is slow between Thanksgiving and Christmas, but in 2024, he also noticed that as rates began to decline, he became extremely busy, particularly into January 2024. As the rates crept upward in February, a slowdown ensued. Building high end homes across the region, Costa found that those who were ready to make a move, moved, and



*Image supplied by
Infinity Custom Homes*



*Image by
Suncrest Homes*

NEW SINGLE-FAMILY

as rates dropped a bit, it created a back log peaking currently. With Costa luxury homes ranging from \$1.2 to \$4 million, buyers have been requesting first floor owner suites, double offices, indoor basketball courts and even indoor golf simulators. “We develop the floor plan and the customer fills it in,” he noted. “Many take inspiration from photos and as we work with them, we help them get exactly what they want.” And oftentimes, what they want are larger lots in the suburbs and beyond in areas such as Penn Township, Murrysville and others. Pittsburgh based Phillip Wentzel Custom Homes, a family owned and operated business founded in 1910, serves the Pittsburgh metro area with most of its work currently in the Fox Chapel area. According

to Dante Fusaro, the firm’s vice president and director, residential, the builder has not seen an impact with the rising mortgage rates. “Our clients that do use financing are split between traditional construction loans and creative measures with their own financial team,” he said. He asserted that while demand has been steady over the last few years, because of Pittsburgh’s dense population, land availability has been a determining factor in the decision to build. “Due to this factor, we find many of our clients either opt for an extensive renovation of an existing home or tearing down an older home to build a new one,” Fusaro added. “This is seen in most neighborhoods surrounding Pittsburgh proper.” With the good fortune of not postponing

projects because of the pandemic and supply chain issues, Phillip Wentzel’s backlog is strong into 2025. “Some of this is attributed to homeowners realizing now is as good a time as any to build and we expect that trend to continue.” Ron Heurich, president, Heurich Homes, a luxury custom home builder headquartered in Wexford, believes that the days of postponing “almost everything” because of the pandemic are over and new home builds are in the planning stages. “The early autumn of 2023 was much slower than average,” he reported. “At the very end of 2023 and moving into 2024, we have seen a spike in activity from new home buyers who are keeping us busy.” He offered that many are viewing the existing speculative models

Image by
Heurich Homes



that are quick move-ins such as those found at their latest build called Mallard Pond, Marshall Township. Here, single family homes in their Phase 3 home/lot packages start at \$1.6 million with lots typically boasting a 120-foot frontage backing into heavily wooded, mature open space. “Also, others have been viewing and reserving a build-ready lot, allowing us to begin the design of their truly custom home.” Stating that customers relocating to Pittsburgh, particularly those in the medical, professional, collegiate sports and tech industries often benefit Heurich Home builds, particularly given that, at the end of the year, relocations are often decided. “Buyers are quick to begin their search for a new home. Specifically, the new and expanding medical facilities in the North Hills area brought interest from relocators as well as move-up buyers. Medical professionals not only want to work here, they also want to live here.” He believes that high quality schools, fitness and sports facilities, clubs and dining along with access to major road arteries have appealed to a variety of buyers. Noting, however, that national home sales in the \$600,000 to \$1 million range have been negatively affected by interest rate hikes and caused a slowdown, he added that “Homes of \$1 million and more have been selling at a steady pace despite the rate hikes in Pittsburgh. The high-end luxury home market that Heurich Homes is delivering to has a thought process of ‘refinance when rates drop.’”

Throughout the pandemic years, supply chain concerns rooted themselves in many industries,

with construction certainly not spared. While many have pointed to the increased demand for skilled workers as well as product acquisition, in post pandemic some are seeing labor/product issues ease as 2024 progresses. Fusaro has seen product availability issues recede but acknowledges that certain industries still show signs of volatility that make pricing a challenge. “Our residential construction staff is strong and stable but as demand continues to rise for high end construction, our labor force on the subcontractor level continues to be stretched thin, causing strains on schedules,” he reported. Colleen Ruefle-Haley concurs that supply chain challenges have eased up. “Pricing, on the other hand, is high and there does not seem to be an end in sight,” she commented. “We are exploring different products to help ease the pricing pain.” Jeff Costa, too, has noted a big difference in supply issues that arose during the pandemic. Observing that those who remodeled during the pandemic using products such as windows and garage doors, for example, placed a strain on supply, “but that has ended in the last several months,” he said. “It took a long time to catch up. Now, there are much fewer supply chain and labor issues but prices for goods aren’t coming down.” He added that some prices may come down or rise but the Pittsburgh market is fairly stable. With supply chain issues causing hesitation throughout the pandemic, Heurich sees those days as over. “The supply chain issues caused a reluctance at first because essential components needed to build and allow occupancy were

sometimes nearly impossible to obtain,” he added. “And, if they were able to be had, the price would be very difficult to justify. We are not experiencing delays in obtaining building materials. With the supply chain back to normal, we see commodities such as lumber pricing reflecting normal pricing fluctuations. This is helpful in making housing more affordable.” He does note that certain components may never decrease in price citing windows as a perfect example. “Even though our windows are made with wood, the drop in lumber prices never lowers the price we pay for windows.” In light of fluctuations, “I do not see a backlog of new homes to be built.”

The discussion about home mortgage interest rates and inflation continues. Many believe that home affordability has regained favor while others project a mild recession ahead, but unlike that of 2008/2009. Housing inventory, too, remains a challenge with the interest in new builds helping. Considering a more positive view, Richard Branch, chief economist for Dodge Construction Network, as cited in Lukasik’s article “The 2024 Forecast: Top Takeaways” tells us “We’re anticipating that 2024 will bring about more consistent growth, as well as more opportunity in the construction sector ... but the economy will remain challenged at least over the next three to six months [of 2024]. Still, we’re remaining confident that the U.S. economy will remain recession-free.” **NH**



New Construction Update

Prices are too high for first-time buyers. Mortgage rates are keeping existing homeowners from selling. There are not enough lots for builders. Banks are not interested in lending to residential developers. This mantra of complaints has been the same for the Pittsburgh new home construction market for several years. Those problems are not likely to go away in 2024, but as often happens, some new faces are bringing new approaches and some new results to the market.



*The River's Edge
of Oakmont*

The most notable “new face” is D. R. Horton, the nation’s largest homebuilder.

Horton began building homes in southwestern PA last year and is expanding quickly in 2024. Its arrival in the Pittsburgh market marks the sharpest challenge to long-time market leader NVR Inc., which has built as many as 40 percent of the new homes started in recent years in Pittsburgh through its Ryan Homes and Heartland Custom Homes brands. Like its other national rivals, Horton does not expect to dabble in a new market. Horton’s entry in Pittsburgh shows confidence in the opportunities for new construction that has not been demonstrated in decades.

D. R. Horton is not the only new entrant to the market. Foxlane Homes, based in suburban Philadelphia, began building homes

in Pittsburgh during the second half of 2021 and has opened new communities in 2022 and 2023. DRB Homes, formerly known as Dan Ryan Builders, regained its footing in 2023 after slowing its new construction activity during the pandemic. And NVR maintained its dominant position in the market by starting more homes in 2023 than in 2022.

The impetus for this increased interest in the Pittsburgh market may have less to do with the characteristics of Western PA and its economy than with the growing recognition that more new construction is the best solution to the problem of housing affordability in the U.S. Builders in Pittsburgh have stayed with the recipe that produced survival and success since the Great Recession. That recipe has yielded fewer houses than there has been

demand for purchase, creating higher prices and better margins for the builders. New entrants and new approaches are bringing changes to the recipe for success in Pittsburgh. Those changes have the potential to unlock home ownership for buyers who have been locked out of the market and to uplift communities that have seen little new development since the Baby Boomers were children.

The Recipe for Success

When it comes to new construction, there is no single recipe for success. There are homebuilders across a broad spectrum of approaches that are successful. But for the most part, builders in metro Pittsburgh have hewed closely to the conventional wisdom that buyers are willing to pay for new construction that is in the best school districts.



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NEW CONSTRUCTION UPDATE

While some of the best Pittsburgh school districts are mostly built out – Mount Lebanon, Upper St. Clair, Fox Chapel, and Hampton Township are examples – those districts that are up and coming reflect that combination of developable land and high rankings. Since 2010, a dozen municipalities have seen more than 1,000 units of new single-family construction. What they have in common is a highly-ranked school district, including North Allegheny, Peters Township, Canon McMillan, Seneca Valley, Mars Area, Pine-Richland, and South Fayette Township school districts. The exception to the rule is the City of Pittsburgh; however, a larger share of buyers in the city do not have children and those that do have demonstrated a much greater propensity to make use of private schools.

This orientation towards school districts is an application of the real estate mantra “location, location, location.” In the case of empty nesters or homeowners without children, that may mean proximity to lifestyle amenities or transportation. But, in the case of young families, location is all about school districts.

One of the bigger problems with the conventional recipe for new construction is that it relies on third-party developers to buy land and prepare lots for sale to builders. One of Pittsburgh’s weaknesses has been the erosion of its developer base over the past 20 years. An unusual share of Pittsburgh’s suburban developers are Baby Boomers. Those owners began retiring or became more risk averse in the mid-2000s, coinciding

with a period when development costs rose sharply. The financial crisis that followed in 2008 brought about lending regulations that made borrowing more difficult and expensive for developers. And other regulations have been piled onto land development during the past decade. The upshot is fewer and fewer lots.

“It’s more difficult to find land than ever. Once land goes on Multi-List, it’s picked over immediately,” says Darlene Hunter, vice president of new construction for Howard Hanna Real Estate Services. “I think that’s especially true for the smaller builders. They don’t need a hundred acres. They need smaller infill sites. These aren’t all small companies either; they are just not production builders. There’s no way to do what we used to do, when a

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- ▶▶ Decorative glass

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piece of the development would go for the production builders and another piece would be for the custom builders.”

The development process Hunter describes was used in many of the communities that were developed over the past 30 years, especially in the higher volume projects that met the demand for new homes in rapidly growing markets, such as Cranberry Township and the far North Hills in the 1990s or in South Fayette Township and northern Washington County in the 2000s. As development costs went higher and financing conditions became tighter, developers could no longer have the patience to wait five years or more for custom builders to take down enough lots to keep the bank happy. Developers shifted their business model towards

production-oriented builders, which were also very successful sales organizations.

The more challenging development economics have also made it more difficult for the developer/builder to find new opportunities.

“The bulk of our business is from purchasing and developing land, and building new homes in those developments,” explains Jason Korna, vice president of residential for Kacin Companies. “I wouldn't say there's more opportunity or less opportunity, but the cost of land in certain areas and the cost of the development work itself makes it more challenging to develop. There are still plenty of opportunities, but it is a matter of making the numbers work.”

Kacin, which is wrapping up Hillstone Village in Murrysville and opening a new phase of North Meadows in Washington Township, is working on a new land development in Hempfield Township. Corna says the market demand in those parts of Westmoreland County justify the investment.

“Customer demand is pretty solid, and I do anticipate that demand will increase as we get into the spring and summer,” he says.

“It's always been difficult to do land development because of the topography that we have, the zoning issues, availability of sewers, mines, and other issues. Now it's harder,” says Paul Scarmazzi, CEO of Scarmazzi Homes. “Every year there is less available land, so it's harder to find

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Top Builders Single-Family Multi-Family Jan-Dec 2023

Top 10 Builders	# SFD	#SFA	Total
Ryan Homes	465	405	870
Maronda Homes	203	27	230
Heartland Homes	130	69	199
Charter Homes	42	117	159
DRB Homes	39	72	111
Infinity Custom Homes	56	22	78
Weaver Homes	44	34	78
Mistick Construction	14	59	73
Scarmazzi Homes	39	28	67
Traditions of America	50	12	62
Total Pittsburgh MSA 2023	1,915	987	2,902
Total Pittsburgh MSA 2022	1,925	900	2,825
% Change	-0.5%	9.7%	2.7%

Source: Pittsburgh Homebuilding Report

good land. But the more relevant problem is that the approval process is so much more difficult.”

Scarmazzi Homes is one of a few builders that primarily develops its own lots. Paul Scarmazzi stresses that the local and state approval processes make some desirable properties financially unfeasible to develop.

“Obtaining final stormwater approval through the Department of Environmental Protection has become a protracted process that will dramatically constrain the availability of lots. We’re not going to see market demand go down, but the availability of opportunities to build homes for people will go down,” he continues. “It takes a long time to entitle lots and, if you take a few large projects offline, that makes a material impact on the inventory. The good news is that people that have lots can make hay, but the people that need housing will find less available.”

New land developments that do make sense financially in 2024 will

also struggle to find financing. Residential development loans are commercial loans. Commercial real estate is at a cyclical low and lenders are worried about the risk of financing and re-financing commercial properties. Even though residential

development results in new homes, rather than new offices or retail shops, those projects are being limited by the same risk aversion.

“We are not shying away from doing development loans for the right person. That person has to have a lending relationship with the bank,” says Ronald Pasic, senior vice president of commercial lending for Nextier Bank. “That’s not just loans, but deposits, wealth management, and the other services that make up a banking relationship.”

Banks are almost universally avoiding new developer customers now. Pasic’s comment about existing relationships is echoed by virtually every banker.

Spicing up the Recipe

The upshot of the time-honored orientation towards a half dozen school districts means that the most desirable land is being developed while less desirable, but more affordable, land is not. It also means that scores of communities

in good school districts throughout Western PA have seen little or no new development. That opens a window of opportunity to build more affordable homes.

The window for a more affordable new construction product is wider now than it was a year ago, according to research done by Redfin, an Internet-based residential brokerage and finance provider. Redfin’s research of all homes sold in 2023 found that the median sales price of a house in Pittsburgh jumped 22 percent year-over-year in February 2024, the largest increase of any U.S. city. The median price increase nationwide was 6.5 percent. Redfin also reported that the median price in Pittsburgh was \$250,000, well below the national median sale price of \$412,000.

Such a steep increase in home values makes new construction, which tends to be higher than the median existing home price, more competitive. The trick to being more competitive will be to be more creative in approaching the market. One of the more creative trends has been an increase in the number of new suburban townhome developments. Townhomes improve the economics by putting more homes on the same amount of land. Where large-scale townhouse development is permitted, the inventory of more affordable homes is increased. Most of the more desirable municipalities have been reluctant to permit higher density on a large scale, so builders are looking at townhomes on random smaller sites.

“We’ve seen builders building 15 townhomes in an infill site,”

says Hunter. "That could be on a main road or tucked behind a neighborhood. Financing on a smaller scale is easier to complete and it's more manageable for a small builder."

"What I'm seeing is that when land becomes available, the developer is targeting townhouse construction more than single family lots. That seems to be the product line that is more popular," agrees Tom Hosack, president/CEO of Berkshire Hathaway Home Services The Preferred Realty.

In the traditional single-family detached home market, the

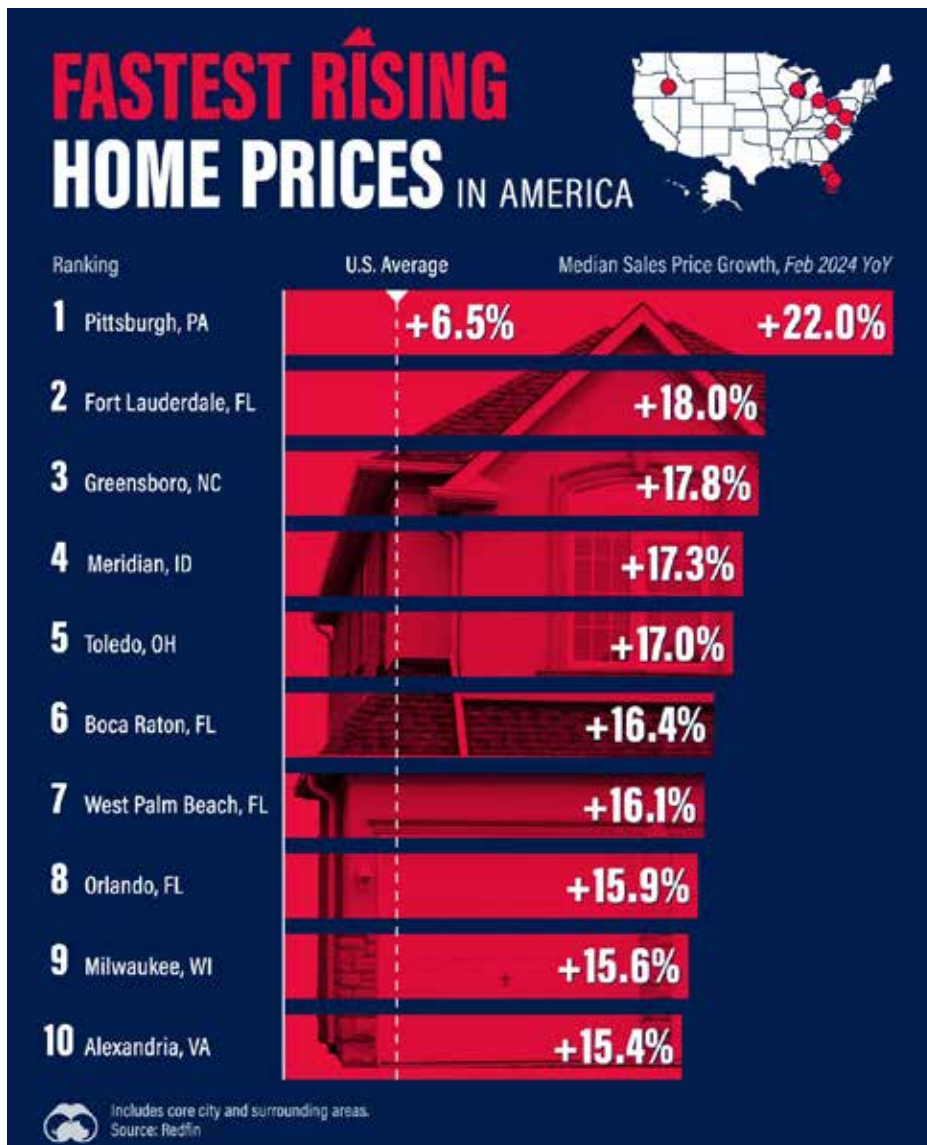
more disruptive change to the recipe might be an ambitious new builder in the market. D.R. Horton has demonstrated the will and capability to be just such a builder. Based upon its history and its early results in Pittsburgh, Horton should have a significant impact on the Pittsburgh market because of the breadth of its offerings and its capacity to assemble buildable lots. In less than two years, Horton has been successful at securing unbuilt lots in numerous communities, including those where its chief regional rivals, Ryan Homes, Maronda Homes, and

DRB Homes, have been building. Horton has also lined up new development opportunities.

D.R. Horton's approach to the market is what will cause the most disruption. The nation's largest homebuilder, Horton builds an inventory of speculative homes, positioning its new construction product as an alternative to existing home inventory as well as other new construction. That is in contrast to most other new construction in metro Pittsburgh.

"Our business model is different from the standard new construction model. In typical new construction, a buyer signs a contract, the builder builds the home, and then closes the sale. We are an inventory builder. We're going to build the home and then people will buy it and close on it," explains David Bruckner, director of sales and marketing for D.R. Horton. "We are adding inventory to the market immediately, which is one of the reasons why you'll see the permits increasing. We're almost competing in the resale market because people can walk into our models and close in 30 to 60 days. There hasn't been an entry in the market with a builder like this since the housing bubble. We are here to stay, and we are here to make a difference."

Horton is getting underway shortly on 54 townhouses at McCandless Square, Sunrise Acres in Adams Township, the 70-townhouse Seneca Hills in Jackson Township, Millstone Village in Jefferson Hills, and its own new developments in Moon Township and Plum. The company has said that its goal is to build at least 500 homes



per year in Western PA. Bruckner declined to reveal the number of lots under agreement in March, but he noted that Horton's land acquisitions have positioned it to meet that challenge.

"Horton has enough lots under agreement that we could successfully meet our business plan with acquiring additional land," he says.

Real estate professionals note that D.R. Horton's models include smaller, more affordable homes that the builder can complete efficiently and offer to first-time buyers. That slice of the marketplace has been underserved for more than a decade. Bruckner says that Horton intends to meet the demand.

"One of our niches is that first-time buyer home, so we're absolutely looking at opportunities to compete with the resale market, but with new construction," he says.

"Horton seems to be filling a need for a lower price point that we haven't seen in a while. That lower price point was once served by the builder with a pickup truck and a ladder that was pushed out of the market by the banking regulations," says Hosack. "That's the big value Horton can bring to the market, in addition to the additional inventory, getting something people can afford."

"It puts a product in the marketplace for families that are looking for something that is more affordable," agrees Hunter. "Horton also puts product in the marketplace that people can buy now. With other builders, homeowners have to have their house sold or move a second time

while the home is being built. That is a risk for homeowners."

The increased competition for buildable lots should be an incentive for developers to take on more projects, since they can feel more secure that there will be more buyers for the lots than just a few years ago. The heightened interest in buildable land should also be a stronger incentive to develop new neighborhoods in communities with school districts that are not at the top of the rankings. That could be a game changer if D.R. Horton's entry into the market drives more development, rather than simply taking market share in a zero-sum game.

It is too early in the year to tell how things will play out, but there is an increase in activity through the first two months of the year. Compared to 2023, construction of new single-family homes was 6.4 percent higher in January and February 2024. During the first two months of this year, builders pulled permits on 414 new homes and 565 new apartment units.

One unexpected trend in new construction is the downturn in business for modular home manufacturing. While the trend in modular, or industrialized, homes has been upward for a decade, there has been a sharp increase in the number of failures among manufacturers. Thus far, this trend has not hit the manufacturing base located in Shippenville, outside Clarion, where there are a cluster of firms that have made Pennsylvania home to the largest number of modular homes made in the U.S.

Manufacturers have succumbed to many of the same problems that have sunk traditional

homebuilders, plus a few that are unique to the modular industry.

Among the latter types of problems are manufacturing technology failures, misalignment of HVAC and plumbing systems, supply chain disruptions, and accepting contracts with margins that are too low to cover costs. The latter is often a problem for traditional homebuilders, but the uniqueness of modular construction is that the motivation to keep the production process moving has overridden the need to lift profit margins. When production efficiency is of greater concern than profit margins, the risk of failure grows. Some of the failed modular companies also expanded too rapidly, incurring debt and expenses that weighed down new operations before new sales had a chance to catch up.

Like traditional builders, modular manufacturers also struggled with poor cost estimating and controls, schedule delays and labor shortages, and problems with customer satisfaction that required extensive field re-work or even re-manufacturing. Those fixes generally consumed more than whatever cost advantages were gained by manufacturing instead of traditional construction.

In metro Pittsburgh, modular homes made up a small share of the market, but it was a share that has been growing. One of the growth drivers has been the increase in modular construction within Pittsburgh's city limits. Modular construction has mostly been employed in the more rural and less affluent areas in the outlying counties surrounding Pittsburgh. As home prices have

soared in recent years, and with land costs at a premium inside the city, smaller modular homes have found favor, both with buyers and with the city's zoning department. Demand for modular homes is likely to continue to increase, given the market conditions, so recovery in modular manufacturing is a necessity. Such a recovery is unlikely to influence the market in 2024.

The recent trend in lower mortgage rates also seems increasingly unlikely to have the impact on the market in 2024 that was hoped for as 2023 ended. Data since the first of the year has renewed concerns about inflation reheating. In its March meeting, the Federal Reserve Bank reiterated its resolve to get inflation back to pre-pandemic

levels and was clearer that any cuts to its Fed Funds rate would not happen until mid-year. Mortgage markets showed no reaction to that news, which is an indication that lenders anticipated little reduction in the prime rates this calendar year.

Mortgage rates have been stable since January 1, remaining under seven percent but floating mostly between 6.8 percent and 6.9 percent. A steeper decline in rates was hoped for to motivate existing homeowners who want to sell, thereby adding inventory to the market. Lenders and real estate agents forecast that existing homeowners will become sellers once mortgage rates move to 5.5 percent and below. Based upon where long-term rates are, that is unlikely to occur until well into 2025.

The forecast for new home construction in Pittsburgh is mainly a boring one. Macroeconomic conditions are unlikely to create an incentive for developers and builders to dramatically increase the number of homes built. Mortgage rates have come down, but not enough to increase the supply of homes for sale so that there are more move-up buyers for new homes. The best chance for market disruption, for a new recipe for success, will come from the new entrant to the residential construction market.

Darlene Hunter says it is too early to tell if D.R. Horton will shake up the Pittsburgh housing market but is confident about one outcome. "It sure gives the other builders some competition," she says. **NH**

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HOMEOWNERS EMBRACE THE BENEFITS

Across the country, homeowners continue to seek ways to expand their living space, but those expansions aren't always about interior additions. In recent years, the trend of home expansion has moved beyond adding a room or two to the home's square footage. Instead, opting for an outside lifestyle at home has led to homeowners requesting designs for multi-functional outdoor living spaces.



Images courtesy of Eisler Landscapes.



One of the nation's leading outdoor living design and installation companies, System Pavers, has promoted the value of outdoor living space since its founding in 1992. Primarily located in the western United States, the company recently conducted a nationwide survey to establish an Outdoor Living Trends Index. The company issued this statement: "To stay current with evolving expectations, attitudes, and behaviors about outdoor living, we will issue our Outdoor Living Trends Index quarterly throughout the year. We look forward to providing our industry peers with data and insights that can help to shape their forecasting and customer offerings in 2024."

In the survey, four renovation options were presented to homeowners age 25 and older with an annual income of more than \$100,000. Respondents received questions via text

message or through the paid survey app, IQ mobile. Of the four renovation options presented, 34% of consumers chose outdoor space as their top priority. Kitchen renovations were second at 33%, bathrooms ranked third at 23% and living rooms were fourth at just 10%.

For questions targeted specifically at creating an outdoor living space, one-third of the survey participants listed adding a firepit as their top priority. Outdoor kitchen dreams were next at 22% while 20% indicated they would replace their outdoor concrete with pavers, and 19% expressed interest in adding a pergola.

Pittsburgh Homeowner Trends Confirm the Desire for Outdoor Living

In Pittsburgh, the trend toward adding multi-functional outdoor living spaces is alive and well. While pools and a backyard deck have

long been a part of outdoor living, current trends stretch beyond these traditional staples. Blurring the line between indoors and outdoors, crafting an outdoor living space most often includes fire pits or full-size fireplaces, cozy and comfortable lounge areas equipped with outdoor entertainment systems, and outdoor kitchens featuring much more than a barbecue grill.

"In the last three to five years, one of the most popular outdoor trends we've seen is outdoor kitchens along with numerous other outdoor amenities including enhanced swimming pools, fireplaces, arbors, and pergolas," says Eric French, PCH, President of Eisler Landscapes, Inc.

Serving the Greater Pittsburgh area for nearly a century, Eisler Landscapes is a women-owned design-build landscape contractor providing both commercial and



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residential landscape construction services. Through the years, the company has noted several trends in the Pittsburgh area.

“Swimming pools were the big focus immediately after COVID,” recalls French. “A whole bunch of people built a whole bunch of pools!” While the swimming pool trend continues, it has become more elaborate incorporating rock waterfalls along with a variety of pool slides into the pool design. “Requests for inground hot tubs and plunge pools have also picked up,” says French. “We’re also seeing homeowners enhance and upgrade their pool decks using composite lumber for sustainability and integral lighting.”

The Lure of the Outdoor Living Space

If COVID taught us anything, it’s that we all need to spend more time outside breathing in fresh air. To maximize space, homeowners are seeking ways to turn the backyard into an area as comfortable as the interior of their homes with the added bonus of fresh air. These intentional spaces typically include a place for lounging on comfortable yet weather-resistant oversized sofas, chairs, and daybeds. Entertainment centers are often incorporated into this space using smart technology which provides additional purposes like controlling irrigation and lighting.

Outdoor living spaces typically include elements of enclosure whether that’s by curtains, glass panels, potted plants, screens, or trellises. Outdoor curtains are particularly helpful additions for

cabanas, patios, and pool houses. Look for water and mildew-resistant fabrics with UV-blocking capacity.

Most outdoor living spaces have overhead protection as well. Pergolas are a popular choice for homeowners desiring filtered light or partial shade. Slightly different than arbors which are typically attached to the home, pergolas are free-standing structures with lattice roofs. While they don’t completely block the sun, they allow air to circulate and offer a low-maintenance attractive addition to patios and yards. Retractable and convertible covers made from fabrics that withstand heat, rain, and sunlight provide a solution for keeping weather elements under control.

While having friends and family over for a barbecue is a longstanding tradition across the country, the current trend of outdoor kitchens provides an elevated entertainment experience. Today’s fully equipped outdoor kitchens include not only grills, but also pizza ovens, stove tops, refrigerators, and sinks. Storage areas are incorporated into the designs as well.

Fire pits and fireplaces serve as the focal point for many outdoor design projects with the promise of warmth on a chilly evening. An in-ground custom fire pit begins with digging a hole in the ground and then lining the pit with walls of stone that aid in blocking the wind. The straightforward design of these fire pits mimics an old-fashioned campfire making it a fun place for toasting marshmallows and making s’mores. Space permitting, classic fireplaces can

be customized to your design tastes through the use of varying types and shapes of stone.

A methodology for designing landscapes and outdoor spaces, biophilic design is an often talked about trend for 2024. Emphasizing the connection between people and nature, biophilic design incorporates natural elements like stone, water features, and wood into the design of the outdoor living space.

The continued focus on outdoor living spaces isn’t limited to single-family homes. “Pittsburgh apartment complexes are requesting major pool rehabilitations and the addition of outdoor grilling areas, seating, heating, and rooftop amenities,” says French. “The trend has also spread to townhome and patio home communities. It’s no longer enough to have a swimming pool and a couple of umbrellas!”

Changes in Landscaping Trends and Traditions

Traditional landscaping practices of lush lawns and endless flowerbeds have somewhat dissipated. “While people are doing more with their outdoor spaces, they are doing less with their lawns,” explains French. “Those glorious gardens of yesteryear have kind of gone away.”

As homeowners become more eco-conscious, the focus has shifted to sustainable landscaping practices opting for environmentally friendly materials, native plants, and water-efficient irrigation systems. Concerning sustainability and native plants, more Pittsburgh homeowners are focusing on plants that are indigenous to the region. The

benefits of native plants include their adaptation to the local climate and the need for less maintenance than non-native varieties. Native plants also provide a habitat for local wildlife.

Gardening hasn't completely disappeared – at least for those with a gardening hobby. “We still see gardening enthusiasts that want to have that manicured yard with big, lush flower borders and hedges,” says French. “We’re seeing fewer ponds with waterfalls, too. If someone wants a waterfall, they typically prefer something with a switch they can turn on and off so that they don’t have to deal with keeping algae out.”

One trend the Eisler Landscapes team has seen lately is that of the at-home putting green. “I’m assuming people prefer to practice in private rather than to mess up in front of their golf buddies,” laughs French. “But I really think it’s about the move toward simplification. People may have money, but they don’t have time. An at-home putting green is accessible, you can practice your swing while your kids play in the pool then enjoy time in your outdoor living space as a family.”

What You Need to Know About the Price and Process of Building Your Outdoor Living Haven

For those considering a comprehensive outdoor living project, there are some things to consider. “What we’re seeing now is people are bundling all of their outdoor living space needs into one project,” explains French. “These things are not inexpensive and often range from \$30,000 to over a million depending on the expansiveness of the project and, of course, the homeowner’s budget.”

Time is also a factor to consider for homeowners embarking on a major outside design project. “A big outdoor project package can take three or four months to complete,” says French. “Most of the work needs to be done in the warmer months, so homeowners can expect to commit to losing the better part of their summer while the work is underway.” While far less intrusive than a kitchen or bathroom renovation, there is a degree of inconvenience.

Affordable Options for Outdoor Living Space Improvements

Bundling a comprehensive outdoor renovation project is understandably not feasible for every budget. For homeowners who prefer easing into the creation of an outdoor living space, there are several smaller affordable options to consider. These minor changes add value to the home and provide a few new amenities.

First on the list is the fire pit previously mentioned. Fire pits are an affordable backyard add-on that can significantly expand the way friends and family enjoy your yard. Whether you choose to build a custom in-ground fire pit or purchase a propane-style fire





pit, the addition to your outdoor space adds an element of comfort – especially on a chilly evening.

The installation of outdoor lighting is another budget-friendly option for enhancement to your outdoors. The night illumination of your outdoor space increases security while adding a touch of ambiance after sunset.

Adding a stone pathway through your lawn or paving a stone entryway is another simple upgrade that adds significant curb appeal to your home while providing your family with an eye-catching welcome home.

Focusing on the trend of simplifying, when it comes to landscaping, some homeowners are keeping things simple by replacing grass with artificial

turf. “A big trend we’re seeing with smaller properties is the homeowner taking the grass out altogether,” shares French. “Artificial turf is becoming popular, especially for dog owners with small yards.” Unlike natural grass, artificial turf does not require regular watering, mowing, trimming, or pesticide treatments. This means less hassle and expense for pet owners and a cleaner environment for pets. These synthetic lawns also help save homeowners money by decreasing the water bill and eliminating the need for lawn equipment.

The Landscaping Company's Role in Creating Outdoor Living Space

Traditionally, landscapers were regarded as the professionals needed to maintain the beauty of gardens, parks, and private

residential lawns. Today's landscaping companies no longer focus exclusively on creating greenspaces. Services are comprehensive, including design and construction for an extensive list of tasks that support the current trends, especially when it comes to creating customized outdoor living spaces. Landscaping is still an important element in the design process for your outdoor space, but hardscaping takes your outdoor space to a new level.

Many of Pittsburgh's landscape companies have highly skilled landscape architects and design teams that provide a customized approach to building your desired outdoor living space. Projects begin with a conversation to discuss your ideas and what goals you'd like to accomplish with your outdoor living area. The designer

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will ask you about the architectural details of your home, your lifestyle and entertainment preferences, how much maintenance you are willing to perform, and your budget. All of these factors are taken into consideration to create the design that works best for you.

Utilizing a blend of landscaping and hardscaping, local landscape architects and design teams offer numerous services including the following:

- Custom water features
- Greenhouse design and construction
- Landscape lighting
- Ornamental plantings
- Outdoor bars and islands
- Outdoor entertainment systems
- Outdoor fireplaces and fire pits
- Paver Patios and Walkways
- Play areas and equipment
- Seating walls
- Sport areas and courts
- Swimming pool deck installation
- Wooden structures such as arbors, covered patio roofs, gazebos and pergolas

Well-designed outdoor living installations not only increase the value of your home, they also provide an oasis for your family and friends. Perhaps that's the reason so many Pittsburgh residents are embracing the benefits of outdoor living. **NH**





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MEADOW RIDGE

PROJECT
PROFILE

Forward Township is perhaps Butler County's best kept secret, but with new housing developments in the works, it is not going to stay under the radar for much longer.

One of those developments is Meadow Ridge, with the first homes having been built in 2004. Currently, Pitell Homes, a 35-year-old, award-winning, semi-custom home building company headquartered in the northern suburbs of Pittsburgh, is in the

process of building a new street within Meadow Ridge, with the goal of completion in 2025. When it is done, Meadow Ridge will feature a total of 107 homes, from all four phases of development

Up until recently, Pitell Homes

built homes on finished lots but, as a small builder, found it harder to compete with the larger construction companies to find finished lots. To that end, the company recently started to develop its own neighborhoods, buying raw land and creating whole

developments. “Scarcity of land in the market was a primary driver; there were not a lot of available lots, especially for a smaller builder like ourselves to compete,” said Shaun Seydor, president of Pitell Homes. “It was hard to find flat land for neighborhood development with reasonable topography. We decided to make a conscious effort to seek out and acquire pieces of ground,” he said.

The Meadow Ridge project is situated perfectly within Pitell’s wheelhouse. Pitell Homes had already developed and completed Ross Park Trails in Ross Township; Hidden Grove in O’Hara; and Liberty Point in Saxonburg. They had also built for years in Leslie Farms, a neighboring community to Meadow Ridge, so they were quite familiar with the market in that area, and Meadow Ridge was particularly appealing.

“A couple of things jumped out. It’s just outside Evans City in Forward Township but within Seneca Valley School District, so right on the edge of it. It’s a desirable school district for the single-family home buyer; school district matters in real estate. That drives our acquisition of the property and our ability to resell the lots once it’s developed,” said Seydor.

**Forward Township:
A Desirable Location**

Though it traditionally has been a rural community, with farmers still living and working there, Forward Township is on the cusp of a growth spurt. Situated along the banks of the Connoquenessing Creek, the township is nestled between Cranberry, Jackson and

Butler, all areas that have been experiencing a surge in residential developments. “We are in the bullseye of the major growth area,” said Mark Wilson, chairman of Forward Township’s board of supervisors. “We have been isolated from that but are now starting to see residential growth. Meadow Ridge was one of the first residential developments some years ago, and now they are on their last phase, Phase 4, which is being developed by Pitell Homes. We are very happy with them; they have been a very good partner, and they have done a good job,” he said.

Though still a bedroom community, Forward Township’s growth is undeniable: the population increased from 2,565 to 3,164 residents between the 2010 and the 2020 census, and Wilson predicts a much higher population by the next census.

And while Forward Township is not built up with amenities, such as retail and restaurants, Seydor said that, uniquely, the township is positioned halfway between Butler and Cranberry, so residents get to live outside the hustle and bustle of those communities in a country setting but with very convenient access to shopping and entertainment.

In addition, it is close to the charming smaller towns of Mars and Zelienople.

The bonus is that Interstate 79 is convenient, whether a resident works in Butler, Cranberry or even the City of Pittsburgh. In addition to I79, U.S. Route 68 is a major east-west route, along with Mars-Evans City Road, which is becoming

a major state road, Wilson pointed out. “Because of the location of the township, lower taxes, and the open ground, we’ve now become a focal point for future developments, mostly residential and commercial as well,” he said.

The township completed a comprehensive plan about a year ago. “We will try to retain the rural, bucolic nature of the town as much as possible but we have to realize more people will come and live here,” Wilson said, adding that people appreciate the inviting atmosphere of this friendly township, which also maintains a nice township park with walking trails and a canoe launch on Connoquenessing Creek.

The Pitell Touch

The 35-year-old company’s two primary products are single-family homes and quad patio homes.

“We are a semi-custom home building company, so we build our floor plans. We have a library of floor plans on our website, but customers can customize those to suit their needs. They also have a full range of design choices for kitchens and bathrooms,” said Seydor.

Seydor added, “We give customers a lot of choices, but we only build our own plans; we don’t hire an architect and designer and build from scratch. This way, we can control the cost and the vendors. Our company is positioned to provide the best value on the market, and most importantly, this value to the customers.”

The company is unique in the market because they are the only home builder that also owns a

concrete poured wall company, enabling them to pour their own foundations. “We vertically integrate construction, which provides significant value to our customer,” said Seydor.

Standard features in any Pitell home are numerous, from name brand appliances and fixtures to cultured marble counters and sinks and ceramic tile flooring in all baths to luxury vinyl plank flooring. In Meadow Ridge, the builders added a new smart thermostat feature: Google Nest.

Although there is a menu of customized options, Pitell will also entertain most custom option requests, such as a finished basement or a request to move walls around or to make bedrooms bigger or smaller or a car charger in the garage.

The Pittsburgh Business Times recently ranked Pitell Homes the #10 builder in the Pittsburgh market.

Meadow Ridge’s New Product

Pitell is coming in as the fourth and final phase of Meadow Ridge. “Our section stands alone; we are just connecting to an existing infrastructure. It was like putting

puzzle pieces together. But our street is a standalone,” he said.

Pitell’s contribution to Meadow Ridge will be an additional 25 houses ranging in price from \$389,900 to \$489,900. The lots range from ¼ to ½ acre. “It’s a private enclave within the community: it’s a private cul de sac, and most of the lots back to the woods. It is within the



Meadow Ridge Floorplan Price List

January 1st, 2024

Floor Plan	Base Price*	Product Series	Base Sq. Ft.	Bedrooms	Baths	Garage
Abigail	\$389,900	Courtyard	1,485	2	2	2
Bella	\$399,900	Courtyard	1,593	3	2	2
Caroline	\$409,900	Courtyard	1,749	3	2	2
Diana	\$469,900	Courtyard	2,116	3	3	2
Natalie	\$419,900	Traditional	1,841	4	2.5	2
Kelly	\$434,900	Traditional	2,270	4	2.5	2
Shelby	\$449,900	Traditional	2,146	4	2.5	2
Jenna	\$489,900	Traditional	2,358	4	2.5	2

*** Base Price Includes Lot**

Lots 401-413- = Courtyard Plans, Slab Only, No Basement
 Lots 414-425 = Any Floorplan (except Diana), Full 9’ Basement Required

neighborhood and walkable but it is pretty private and quainter and more tranquil than the rest of the community,” said Seydor.

The two products that Pitell is building at Meadow Ridge will appeal to two different demographics of buyers.

“The two products at Meadow

Ridge will be traditional, two-story single-family homes, designed for families or first-time buyers or move-up home buyers. The courtyard homes are slab-on-grade, so there is no basement; it is designed for empty nesters or move down buyers,” said Seydor.

Seydor said that his company developed the courtyard style home specifically for Meadow

Ridge. This new series of homes was borne out of the quad patio homes, which has been a successful product for them.

“We’ve seen a significant need in the market of empty nesters or move-down buyers for them to have a low maintenance home, all one level, and there were not a lot in the market. When we had the opportunity, we decided to develop a new product,” said Seydor.

To that end, Pitell developed single-level courtyard homes with four different floor plans in different sizes. The floorplans, named Abigail, Bella, Caroline, or Diana, range from the high \$200s to the high \$300s. Square footage varies from the upper 1,400s to the low 2,000s. Depending on the floor plan selected, buyers can opt for either

Meadow Ridge

Single-Family Homes

STANDARD INCLUDED FEATURES

EXTERIOR FEATURES

- 30-year Architectural Roof Shingles, Alside Odyssey Plus Vinyl Siding
- Silverline Vinyl Windows, Single-Hung, with Low-E Glass & Screens
- Asphalt Driveway, Concrete Front Stoop and Sidewalks
- Two Hose Bib Connections
- Two-Car Attached Garage, including Floor Drain
- Wayne Dalton Insulated Steel Garage Door, Garage Door Remotes, and Exterior Keypad
- Starter Lawn & Landscape Beds and Plantings

INTERIOR FEATURES

- Sherwin-Williams Flat Interior Wall Paint, choice of 3 Standard Colors
- Interior Trim Package, Including 6 Panel Doors
- Design House Exterior Lockset & Interior Lever Sets Package
- 96% High Efficiency Gas Forced Air Heating and Central Air Conditioning
- Google Nest Pro Thermostat
- Moen Plumbing Fixtures Package
- Electric & Gas Rough-Ins for Dryer, Overflow Safety Pan with Wall Drain for Washer
- 200 Amp Electrical Service Panel
- Maxim Interior and Kichler Exterior Lighting Fixtures Package, including Lamp Post and Photocell
- Overhead Lighting and Ceiling Fan Pre-Wire in All Bedrooms
- CAT6 and Coax Cable connections in Great Room and All Bedrooms
- Luxury Vinyl Plank (LVP) Flooring in Entry, First Floor Hall, Kitchen, Eat-In Area, and Laundry
- Ceramic Tile Flooring in All Baths
- Upgraded 8# Pad in all Carpeted Areas

KITCHEN & BATH FEATURES

- Koch Express Oak Kitchen & Vanity Cabinets, choice of 5 colors and 3 different door styles
- Crown included on Wall Cabinets, and choice of over 100 Knob & Pull styles
- Formica Kitchen Counter with undermount Stainless Steel Sink in Kitchen
- Cultured Marble Counter & Sink in all Baths
- LG Stainless Steel Appliances: Dishwasher, Microwave, and Gas Range
- Surface-Mounted LED Lighting, with Hanging Pendants over the Island, in Kitchen
- 1/2 Horsepower Insinkerator Garbage Disposal
- Sliding Glass Shower Door in Master Bath



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a 2BR, 2BA, up to a 3BR, 3BA, and all have two-car garages. The largest even has a second-floor option as well as an option to add a fourth bedroom and fourth bath.

He calls the courtyard homes a hybrid between a quad and a single-family home. "It's essentially a detached version of the quad unit but it serves the need when there's not a quad community in the available area. It's a low maintenance product built at great value and it allows that segment of the market to have an option for new construction," he said.

"All the floorplans feature a large outdoor patio that can be converted into a screened-in porch. It integrates interior and exterior living. So far, we've sold at least one of each of the floorplans. We're really excited to introduce this and include them in future communities," added Seydor.

Meadow Ridge's model home, which will be open this spring, is an example of the new courtyard style home. The interior was designed by Jody Papay Siska, owner of JP Designs, who has worked on other model homes for Pitell before. The model home is a three-bedroom, open floor concept, with a dining room in front and a screened-in porch out back. She designed the home with the move-down buyer/empty nester demographic in mind. "They do build a beautiful home," said Siska. "I can see myself living in this house."

Traditional Family Homes

The other houses in Meadow Ridge will be their 'tried and true' traditional two-story homes, which range from 1,900-2,350 square

feet, which Seydor said is the same product that they built in other communities like Ross Park Trails. And like the new courtyard homes, Pitell will offer four floor plans: Jenna, Kelly, Shelby and Natalie.

Mark Thousand and his wife were the first buyers to purchase a lot in the new section of the Meadow Ridge development and are currently working with Pitell to complete their dream home. The Thousands currently live in Cranberry; they love the area but wanted to get away from the hustle and bustle of urban sprawl while at the same time being in a more rural location that is close to everything that Cranberry has to offer. "It's a happy medium of both; that was one of the biggest appeals," he said.

It was also important for Thousand, who is building a single-family, four-bedroom home on a .3-acre lot, to stay in the Seneca Valley School District. "The biggest thing with Meadow Ridge that we liked was their lot sizes compared to other builders around the area," he said.

As of this writing, Thousand is roughly two months away from moving in to his Shelby home, which he was able to customize by extending the garage to accommodate his full-sized truck. "We also added a morning room to it on the back side of the house, which made the square footage bigger. The floor plan fit exactly what we wanted," he said.

Overall, he said it has been a really good experience and knew that, after interviewing other builders, he wanted to work with Pitell,

especially after seeing friends' homes who have built with the company.

Thousand said that the people he worked with at Pitell were straightforward about costs, did not try to upsell them on anything, and thus far, they have made the process seamless. "The way that Pitell works is once you sign paperwork to build a house, they just go." He said he appreciated being kept in the loop about the progress.

Also, as Thousand is in the HVAC business and has a construction background, he recognizes high-quality work. He and his family are looking forward to moving in, as this is something that they have wanted for more than three years. "Finally, we will be getting our dream home. Everything is pointing in the right direction," he said.

What will make Meadow Ridge stand out, said Seydor, is that it will be a 'mixed' neighborhood. "You will have different potential generations or different types of folks coming together on the same street, which is unique. It's a big enough cul de sac and a nice neighborhood to be integrated into. A private street of our customers that will be part of a greater community with a mix of different builders. I think it will be a unique melting pot," he said. **NH**



MARONDA HOMES

Founded and headquartered in Pittsburgh, PA, Maronda Homes was created in 1972 by Robert J. Wolf, and more than 50 years later, it remains a private, family-owned and operated business. After years of working in the home building industry, Wolf ventured out on his own to build superior new homes that were cost-effective so that more individuals could afford a new construction home. Stringing together parts of his children's names — Marietta, Ronald, and Daniel—Wolf formed the name for his company, "Maronda."



Today, the company operates in eight states across the East Coast: Pennsylvania, Ohio, Kentucky, Virginia, West Virginia, Alabama, Georgia, and Florida. Numerous Maronda Homes can be found throughout the Commonwealth, including several new developments coming this year.

“We are very excited to announce that we have five new communities set to open in 2024,” said Division President Tim Creahan. “They are Hartwood Farms, located in Indiana Twp. and the Fox Chapel School District, Cimarron in Moon Twp., Willow Estates located in North Huntingdon, Pemberley Manor located in Peter’s Twp., and Amherst Village located in Mars.”

According to Creahan, Maronda Homes has options for every type of home buyer in the market.

“During the planning stages, we look at a piece of land and decide what would serve the market best in any given location,” he explained, noting that various factors influence this decision including location, amenities needed, land cost and demographics. The company then designs the community to best accommodate the location.

Whether working with a first-time homebuyer or a family looking to upgrade or downsize, Maronda Homes is dedicated to building quality homes that fit every

budget, whether constructing single-family homes, townhomes, ranch-style homes or paired villas.

The company also offers options for buyers who may not want to build a home from scratch. In select communities, Maronda offers inventory homes, which are homes that are completed or almost completed. In addition, the company offers buyers the option of ‘leaseback’ homes, which is typically used as an investment option.

Also known as a ‘holdover,’ the buyer purchases a unique, pre-built, brand-new model home, and the builder agrees to lease it back for some period of time. At Maronda, this timetable is usually 12 months

BUILDER PROFILE

(with the option to extend month to month), so the property can be used as a model home. According to Creahan, all of the five new communities listed above will have leaseback opportunities.

He adds that there are many reasons to take advantage of a leaseback, including the ability to utilize the property as a long-term investment.

“When purchasing a leaseback, you would own the home but not live in it until the fixed amount of time agreed upon is up. Maronda would be ‘renting out’ your home during this time, paying you a fixed monthly rate to use as a model home,” he explained. “Depending on the financials of your situation, sometimes the mortgage on your model home will be covered by the rental income received from Maronda during the leaseback period. This means the return on your investment would be almost immediate.”

Leaseback buyers are also able to lock in their interest rates when they purchase a model home, and upon the leaseback termination, can choose to move in or to keep the home as a rental property to continue receiving that monthly rental income. These homes are also top-of-the-line, and feature the most modern amenities.

“Model homes showcase everything that’s new and exciting about homeownership: the most elegant floor plans fully equipped with upgraded features, built in the perfect location on the most sought-after homesite, and beautiful staging with trendy, brand new furniture,” said Creahan

of the move-in ready condition. “And we can guarantee that Maronda will maintain your home in pristine condition despite the length of your lease. Model homes are, and always will be, 100 percent move-in ready upon completion of the lease terms.”

Maronda offers leaseback homes across all divisions, and they can be found on the company’s website by clicking on the “model home” menu tab. A green banner in the top left-hand corner of the model homes notes which homes are available for lease.

Customization is Key

The Maronda Homes experience allows customers to personalize their homes. Each customer meets with a sales representative on-site to select the options and home site that best suits their needs, and once they have finalized this piece of the process, they visit Maronda Homes’ selection center for finishing touches, choosing flooring, cabinets, countertops and backsplashes.

“This allows our homeowners to put a personal touch on their homes, aligning their vision with



BUILDER PROFILE



their build,” said Creahan.

Prices for a Maronda Home range from roughly \$290,000 to \$900,000+ depending on floor plan and location. Incentives are offered in various locations, and differ based on the home type and homesite the buyer selects.

Maronda Homes offers various financing options through its-house preferred lender, RMC Home Mortgage, which was created as a joint venture between Maronda Homes and FBC Mortgage, LLC to help simplify and make the mortgage process easier for

buyers. While this partnership allows Maronda Homes to offer exclusive incentives, buyers are not required to use RMC for financing. On-site sales representatives can share more about the incentives available with prospective buyers.

According to Creahan, the company embraces modern technologies and sustainable practices to ensure that each new home is as efficient as it is beautiful. Every home is 100 percent BEE Smart Certified Energy Efficient, meaning that they are designed, produced and installed to meet strict requirements for

energy efficiency. Homes with the BEE Smart certification are actually more energy efficient than ENERGY STAR® certified homes.

“Maronda Homes is dedicated to building homes that meet strict guidelines, which involves the integration of new technologies, functional design and energy efficiency into all the homes we build,” said Creahan. “Our homes use less energy for heating, cooling and electric service to deliver significant savings on annual utility bills. Over the years, a typical Maronda homeowner can save thousands of dollars in energy costs.”

Quality workmanship is the cornerstone of every Maronda home. By controlling more of the construction process than typical home builders, Maronda ensures that each phase meets high standards of efficiency. To ensure that nothing is overlooked, Maronda’s inspection protocol includes comprehensive checklists and periodic walkthroughs that exceed industry standards.

“Each home is inspected as it’s being built to verify it meets our program standards,” said Creahan. “This process of value-engineering protects your investment so it functions as well tomorrow as it does today.”

Maronda Homes takes such pride in its craftsmanship that it stands behind every new home with four different types of warranties. These include a one-year limited warranty against defects in materials and workmanship, and a two-year limited warranty (in partnership with 2-10 Home Buyers

BUILDER PROFILE

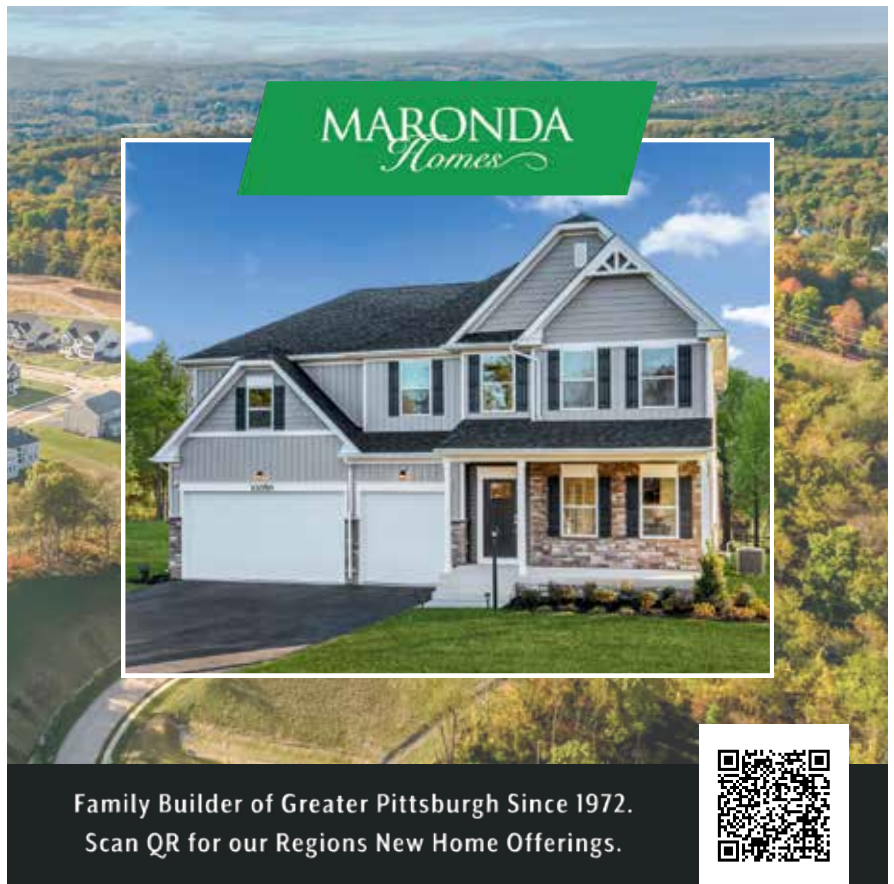
Warranty) to provide two full years of systems surety coverage for items like wiring, piping and ductwork in electrical, plumbing, heating, cooling, ventilating and mechanical systems.

Maronda Homes and 2-10 Home Buyers Warranty also provide 10 years of structural defect coverage for load-bearing components (footers, foundations, etc.) beginning on day one of closing, which is transferable to improve resale value and further protect the buyer's investment. Maronda also partners with top quality manufacturers, suppliers, and installers to provide home owners with additional product guarantees.

Current Maronda homeowners appreciate the craftsmanship that the company provides as witnessed by testimonials on their website.


"After months of looking and researching, we found ourselves back at Maronda Homes," said Kateryn J. "Maronda offered us not only the size of house we were looking for, but also the quality. The choices and options available to us allowed us to personalize our home to suit our family perfectly while maintaining affordability."

"I know that people are normally quick to complain and reluctant to compliment, which is why I wanted to send this email," say homeowners Holly and Greg. "We have been beyond impressed with Maronda and wanted to say thank you for all that you've done for us. We have and will continue to let everyone know our satisfaction with Maronda Homes." **NH**



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See All Star Homes in many desirable communities throughout much of the South and East suburbs, building on your lot or theirs. All Star Homes currently features both custom single-family homes and luxury patio homes in the Willow Estates Plan, North Huntingdon, Villages of Totteridge, Greensburg and Cherry Wood Estates, Mt. Pleasant.



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Anthony Custom Homes, LLC

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Anthony DePretis
AnthonyDePretis1@gmail.com

With over 38 years of experience in nearly every facet of the new home industry, Anthony DePretis blends his wide variety of hands on homebuilding experience with a vast array of big builder experience to offer a unique approach to his luxury custom home and development business.

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Each home includes the luxury features and details expected by today's discriminating homebuyer and Anthony assists each homeowner in placing their personal fingerprint on each design.



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As a premier builder of luxury custom homes for more than 40 years, Scalise Homes has garnered a reputation for uncompromising quality and unparalleled client satisfaction. Now, Scalise Homes is providing homeowners a luxury lifestyle-simplified- with its Villas at The Legends patio home community in North Huntingdon.

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Kelly Snoznik, Sales Manager/New Home Concierge

info@rasnoznik.net

For more than 40 years, Ray Snoznik has been adding to an extensive resume of custom built, single family homes constructed in Armstrong, Allegheny, Butler, Washington and predominantly Westmoreland counties. Featuring "Open Concept Floor Plans with Fresh, Innovative Designs" following the five core components of the exclusive Values That Matter home plan collection of Livability, Aesthetics, Sustainability, Affordability and Functionality.

Ray offers personal service throughout construction to ensure client satisfaction and quality craftsmanship, with the goal of exceeding client expectations and a finely crafted custom home.

Accolades include numerous BAMP Housing Excellence Awards, 15+ years Pittsburgh Business Times Top 20 Home Builders and features in many Pittsburgh building publications..



Suncrest Homes, Inc.

3819 Old William Penn Highway, Suite 500

Murrysville PA 15668

724-327-1844

www.suncresthomespa.com

Founded in 1987

Builder, Remodeler, Developer

Housing Excellence Award Winner

Member of Bamp, PBA, NAHB

Suncrest Homes, founded in 1987, is a boutique home builder, proudly building Custom and Semi-Custom Homes. Suncrest has always been on the leading edge of new and innovative building concepts and designs. Whether open floor plans, carriage homes, Craftsman style homes or traditional living, you can be assured your dreams will be fulfilled by our team of experienced trend setting professionals. Housing Excellence Award winner and members of NAHB, PBA and BAMP. Suncrest Homes builds communities in Westmoreland County and Eastern Allegheny County.

RESIDENTIAL NEW CONSTRUCTION

Custom single-family homes, carriage homes, townhomes, condominiums, new locations and new homesites.

S P O N S O R E D B Y



City of Pittsburgh - 51
Allegheny County - 51
Beaver County - 52
Butler County - 53
Washington County - 53
Westmoreland County - 54

CITY OF PITTSBURGH

Burrows Street Townhomes

Oakland
Townhomes
Priced from: \$599,000
School district: City of Pittsburgh
Agency: Coldwell Banker Realty
412-363-4000
burrowsth.com

Grandview Heights

Mt. Washington
Townhomes
Priced from: \$1,080,000
School district: City of Pittsburgh
Agency: Infinity Custom Homes
724-553-1008
buildinfinitehomes.com

Grove Pointe

Townhomes
Priced from: Upper \$200's
School district: City of Pittsburgh
Agency: Ryan Homes
412-275-4465
ryanhomes.com

Industrial Commons

Lawrenceville
Condominiums
Priced from: \$265,000
School district: City of Pittsburgh
Agency: Howard Hanna Real Estate Services
724-737-4481
newhomes.howardhanna.com

Summerset at Frick Park

City of Pittsburgh/ Squirrel Hill
Traditional Neighborhood Development
Single-family homes, townhomes,
condominiums, and paired homes.
Priced from: \$460,000
School district: City of Pittsburgh
Agency: KACIN Development Associates
724-327-6694
kacin.com

ALLEGHENY COUNTY

The Abbey

Imperial
Single-family homes
Priced from: Mid \$300's
School district: West Allegheny
Agency: Dan Ryan Builders
412-218-2384
DRBHomes.com

Asbury II

Monroeville
Patio homes
Priced from: \$559,000
School District: Gateway
Agency: Berkshire Hathaway HomeServices
724-327-0444
thepreferreddrealty.com

The Bliss

Franklin Park
Single-family homes
School district: North Allegheny
Agency: Howard Hanna Real Estate Services
724-316-8556
newhomes.howardhanna.com

The Cascades

O'Hara Township
School district: Fox Chapel
Agency: Howard Hanna Real Estate Services
1-814-450-4581
newhomes.howardhanna.com

Castors' Farm

Jefferson Hills
Single-family luxury homes
Priced from: High \$800,000
School district: West Jefferson Hills
Agency: Costa Homebuilders
412-384-8170
www.costahomebuilders.com

Chamberlin Ridge

Jefferson Hills
Single-family luxury homes
Priced from: High \$800,000
School district: West Jefferson Hills
Agency: Costa Homebuilders
412-384-8170
www.costahomebuilders.com

Chapel Harbor at the Water

Fox Chapel
Single-family luxury homes
Priced from: High \$900,000
School district: Fox Chapel
Agency: Costa Homebuilders
412-384-8170
costahomebuilders.com

The Courtyards at Hidden Falls

Indiana Township
Single-family courtyard homes
Priced from: 550's
School district: Fox Chapel
Agency: Weaver Homes
724-384-7910
weaverhomes.com

Deer Hollow

Jefferson Hills
Single-family homes
Priced from: Mid \$300s
School district: West Jefferson Hills
Agency: Ryan Homes
412-516-3350
ryanhomes.com

Deerfield Ridge

South Fayette Township
Custom Single Family Homes
\$500,000 and up
South Fayette
Paragon Homes
412 787 8807
www.VisitParagonHomes.com

Emerald Fields

Pine Township
Single-family homes
School district: Pine Richland
Agency: Howard Hanna Real Estate
Services
724-316-8556
newhomes.howardhanna.com

Estates of Lion Ridge

South Fayette
Single-family homes
Priced from: \$750,000
School district: South Fayette
Agency: Coldwell Banker Realty
724-942-1200

Fair Acres

Upper St. Clair
Single-family luxury homes
Priced from: \$1,000,000
School district: Upper St. Clair
Agency: Costa Homebuilders
412-384-8170
costahomebuilders.com

Field Brook Farms

Richland Township
Single-family homes
School district: Pine-Richland
Agency: Howard Hanna Real Estate
Services
724-772-8822
newhomes.howardhanna.com

Freeport Greene

Marshall Township
Townhomes
Priced from: High \$400's
School district: North Allegheny
Agency: Infinity Custom Homes
724-553-1008
Buildinfinitehomes.com

Hastings

South Fayette Township
Single-family, first-floor carriage &
townhomes
Priced from: \$300's
School district: South Fayette
Agency: Charter Homes &
Neighborhoods
LifeAtHastings.com

Imperial Ridge

Imperial
Single-family homes
Priced from: Mid 300's
Agency: Ryan Homes
412-275-4465
ryanhomes.com

Inglefield Estates

Pleasant Hills
Single-family luxury homes
Priced from: High \$800,000
School district: West Jefferson Hills
Agency: Costa Homebuilders
412-384-8170
costahomebuilders.com

Laurel Grove

Pine Township
Single-family homes
Priced from: High \$700's
School district: Pine-Richland
Agency: Infinity Custom Homes
724-553-1008
Buildinfinityhomes.com

Laurel Grove

Pine Township
Priced from: Upper \$300's
School district: Pine-Richland
Agency: Ryan Homes
412-516-3350
Ryanhomes.com

Legacy

Robinson Township
Townhomes
Priced from: Low \$300's
School district: Chartiers Valley
Agency: Dan Ryan Builders
412-218-3284
DRBHomes.com

Mallard Pond

Marshall Township
Single family homes
Priced from: mid \$1,300,000's
School district: North Allegheny
Agency: Howard Hanna Real Estate Services
412-260-5854
newhomes.howardhanna.com

Markman Place

Marshall Township
Single-family homes
Priced from: Upper \$600's
School district: North Allegheny
Agency: Heartland Homes
412-516-3350
HeartlandLuxuryHomes.com

Marshall Crossing

Marshall Township
Townhome community
School District: North Allegheny
Agency: Berkshire Hathaway HomeServices
412-536-4040
thepreferredd Realty.com

Marshall Crossing

Marshall Township
Townhomes
School District: North Allegheny
Agency: Eddy Homes
888-805-3339
EddyHomes.com

The Meadows at Hampton

Hampton Township
Custom single-family and ranches
Priced from: \$575,000
School district: Hampton
Agency: RE/MAX Select Realty
724-933-6300 x657
madiahomes.com

Miramar Landings

O'Hara Township
Luxury townhomes
Priced from: \$690,000
School district: Fox Chapel
Agency: Howard Hanna Real Estate Services
412-427-0654
newhomes.howardhanna.com

Oakmont Place

Oakmont
Single-family homes
Priced from: Low \$1M
School district: Riverview
Agency: Infinity Custom Homes
724-553-1008
Buildinfinityhomes.com

Oakwood Heights

Gibsonia
Single-family homes
Priced from: Mid \$300s
School district: Deer Lakes
Agency: Ryan Homes
412-516-3350
Ryanhomes.com

Parkwood Pointe

Crescent Township
Priced from: \$300,000+
School District: Moon Township
Agency: Berkshire Hathaway HomeServices
724-776-3686
thepreferredd Realty.com

Parkside Meadows

Collier Township
Priced from: \$500,000 and up
School district: Chartiers Valley
Agency: Paragon Homes
412-787-8807
www.VisitParagonHomes.com

Pleasant Grove Ranch Homes

Jefferson Hills
Priced from: Low \$400s
School district: West Jefferson Hills
Agency: Ryan Homes
412-516-3350
ryanhomes.com

Private Acreage

South Fayette
Custom single family homes
\$450,000 and up
South Fayette
Paragon Homes
412 787 8807
www.VisitParagonHomes.com

The Ridge at Wingate

Findlay Township
Priced from: Low \$400s
School district: West Allegheny
Agency: Ryan Homes
412-516-3350
ryanhomes.com

The Rivers Edge at Oakmont

Oakmont
Single-family, duplexes,
condominiums and apartments
Starting at: High \$900,000's
School district: Riverview
Agency: Howard Hanna Real Estate Services
412-427-0654
newhomes.howardhanna.com

Rolling Hills

Moon Township Townhomes
Priced from: Low \$300s
School district: Moon Area
Agency: DRB Homes
412-218-2384
DRBHomes.com

Settlers Pointe

Collier Township
Single-family homes
Priced from: \$600,000
School district: Chartiers Valley
Agency: Howard Hanna Real Estate Services
724-941-8800
newhomes.howardhanna.com

Siena at St. Clair

Upper St. Clair
Townhomes
Priced from: \$729,900
School district: Upper St. Clair
Agency: Howard Hanna Real Estate Services
412-600-5539
newhomes.howardhanna.com

Sonoma Heights

Marshall Township
Single-family homes
Priced from: High \$900's
School district: North Allegheny
Agency: Infinity Custom Homes
724-553-1008
Buildinfinityhomes.com

Spring Way

Marshall Township
Traditional single-family/main-level
owner's suite
School District: North Allegheny
Agency: Eddy Homes
888-805-3339
EddyHomes.com

Spring Way

Marshall Township
Single-family homes
School District: North Allegheny
Agency: Berkshire Hathaway HomeServices
412-536-4040
thepreferredd Realty.com

Stonegate

South Fayette Township
Single-family homes
Priced from: Low \$600s
School District: South Fayette
Agency: Foxlane Homes
412-551-0345
foxlanehomes.com

Trinity Place

Pine Township
Single-family homes
School district: Pine Richland
Agency: Howard Hanna Real Estate Services
412-855-2161
newhomes.howardhanna.com

The Villages at Forest Grove

Robinson Township
Priced from: Low \$400s
School district: Montour
Agency: Ryan Homes
412-516-3350
ryanhomes.com

The Villages at Marketplace

Moon Township
Single-family and townhomes
Priced from: Low \$500's
Townhomes: Low \$300,000
School district: Moon Area
Agency: Heartland Homes
412-516-3350
HeartlandLuxuryHomes.com

Villas at South Park

South Park
Single-family homes
Priced from: Mid \$300s
School district: South Park
Agency: DRB Homes
412-218-2384
DRBHomes.com

Villas of South Park

South Park Township
Luxury Patio Homes
Priced from: \$300,000
School district: South Park
Agency: Scarmazzi Homes
724-223-1844
Scarmazzihomes.com

Woodwind of Hampton

Hampton Township
Single Family Homes
Priced from \$750,000 including lot
School District: Hampton
Agency: Coldwell Banker Realty
412-487-0500

BEAVER COUNTY

Chippewa Trails

Chippewa
Townhomes
Priced from: Low \$200's
School district: Blackhawk
Agency: Ryan Homes
412-275-4465
Ryanhomes.com

Deerfield Preserve

Beaver
Single-family homes
Priced from: Upper \$300s
School district: Beaver Area
Agency: DRB Homes
412-218-2384
DRBHomes.com

Evergreen Heights

Brighton Township
Patio Homes
Priced from: high \$399,900
Agency: Howard Hanna Real Estate Services
724-775-5700
newhomes.howardhanna.com

Goldenrod Meadows

North Sewickley Township
Single-family homes
Priced from: \$500,000
School district: Riverside
Agency: Howard Hanna Real Estate Services
724-775-5700
newhomes.howardhanna.com

Lakeview Farms

Center Township
Ranch style homes
Priced from: Low \$200s
School district: Central Valley
Agency: Ryan Homes
412-275-4465
ryanhomes.com

Pinehurst Village

Ohioville
First floor living villas
Priced from: \$419,500
School district: Beaver
Agency: Howard Hanna Real Estate Services
724-775-5700
newhomes.howardhanna.com

Seven Oaks

Ohiosville
Single-family homes
Priced from: \$750,000
School district: Western Beaver
Agency: Howard Hanna Real Estate Services
724-775-5700
newhomes.howardhanna.com

Villas of Economy

Baden
Priced from: \$250,000
School District: Ambridge
Agency: Berkshire Hathaway
HomeServices
724-776-3686
thepreferredrealty.com

Watermark at The Landings

Economy Borough
55+ Active Adult, Patio Homes
Priced from: Upper \$400s
School District: Ambridge
Agency: Watermark by Foxlane Homes
412-886-4821
foxlanehomes.com

BUTLER COUNTY

Amherst Village

Mars
Single-family homes and townhomes
Priced from: Mid \$300's
School district: Mars Area
Agency: Ryan Homes
412-516-3350
Ryanhomes.com

Arden Wood

Harmony
Ranch style and single family homes
Priced from: Low \$300's
School district: Seneca Valley
Agency: Ryan Homes
412-516-3350
Ryanhomes.com

Townhomes at Blackthorne Estates

Penn Township
Priced from: Low \$300's
School district: Penn Trafford
Agency: Ryan Homes
412-275-4465
Ryanhomes.com

Chatham Court

Adams Township
Luxury paired villas
Priced from: Mid \$700's
School District: Mars Area
Agency: Berkshire Hathaway HomeServices
724-776-3686
thepreferredrealty.com

Creekside Manor

Harmony
Townhomes
Priced from: Low \$300s
School district: Seneca Valley
Agency: DRB Homes
412-218-2384
DRBHomes.com

Eagle Ridge

Cranberry Township
Single-family homes
Priced from: mid \$900,000's
School district: Seneca Valley
Agency: Howard Hanna Real Estate Services
724-316-8556
newhomes.howardhanna.com

Enclave at Highpointe

Seven Fields
Townhomes
Priced from: Low \$500's
School district: Seneca Valley
Agency: Infinity Custom Homes
724-553-1008
Buildinfinitehomes.com

Fieldstone Ridge

Valencia
Single-family homes
Priced from: Mid \$600's
School district: Mars
Agency: Heartland Homes
412-56-3350
HeartlandLuxuryHomes.com

Forest Edge

Cranberry Township
Single-family homes
Priced from: High \$800's
School District: Seneca Valley
Agency: Infinity Custom Homes
724-553-1008
Buildinfinitehomes.com

Hawkins Crest Estates

Valencia
Single-family homes
Priced from: Mid \$600's
School district: Mars
Agency: Heartland Homes
412-516-3350
HeartlandLuxuryHomes.com

Heritage Crossings

Sarver
Patio homes
Priced from: \$420's
School district: Freeport
Agency: Weaver Homes
724-384-7910
weaverhomes.com

Hickory Glen

Adams Township
Single-family homes
Priced from: \$650's
School district: Mars
Agency: Weaver Homes
724-384-7910
weaverhomes.com/hickory-glen

Highfield Trails

Butler
Single-family and ranch homes
Priced from: Upper \$200's
School district: Butler Area
Agency: Ryan Homes
412-516-3350
RyanHomes.com

John Quincy Adams

Adams Township
Single-family homes
Priced from: \$550,000
School District: Mars Area
Agency: Berkshire Hathaway HomeServices
412-367-8000
thepreferredrealty.com

Laurel Pointe

Cranberry Township
Single-family homes
Priced from: High \$700's
Low Maintenance Homes
Priced from: Mid \$800's
School district: Seneca Valley
Agency: Infinity Custom Homes
724-553-1008
Buildinfinitehomes.com

Leslie Farms

Connoquenessing
Single-family homes
Priced from: Mid \$300's
School district: Butler Area
Agency: DRB Homes
412-218-2384
DRBHomes.com

Liberty Point

Jefferson Township
Quad patio homes
Priced from: High \$300's
School district: South Butler
Agency: Pitell Homes
412-364-9411
PitellHomes.com

Meadow Point

Mars Township
Single-family homes
Priced from: Mid \$800's
School district: Mars Area
Agency: Infinity Custom Homes
724-553-1008
Buildinfinitehomes.com

Meadow Ridge

Forward Township
Single-family homes
Priced from: Mid \$300's
School district: Seneca Valley
Agency: Pitell Homes
412-364-9411
PitellHomes.com

Meeder

Cranberry Township
Single-family homes, first-floor carriage and townhomes
Priced from: \$400,000
School district: Seneca Valley
Agency: Charter Homes & Neighborhoods
800-325-3030
lifeatmeeder.com

Meredith Glenn Estates

Adams Township
Priced from: \$800,000
School District: Mars Area
Agency: Berkshire Hathaway HomeServices The Preferred Realty
Kim Maier
Cranberry Regional
724-776-3686
thepreferredrealty.com

Park Meadows

Cranberry Township
Single-family homes
Priced from: Mid \$700's
School District: Seneca Valley
Agency: Infinity Custom Homes
724-553-1008
buildinfinitehomes.com

Park Place

Cranberry Township
Townhomes
Priced from: Mid \$300's
School district: Seneca Valley
Agency: Ryan Homes
412-516-3350
Ryanhomes.com

Seneca Trails

Jackson Township
Single-family homes
Priced from: Low \$400's
School district: Seneca Valley
Agency: Ryan Homes
412-516-3350
Ryanhomes.com

Shannon Mills Estates

Connoquenessing Township
Lots starting at \$34,900
School District: Butler
Agency: Berkshire Hathaway HomeServices
724-282-1313
thepreferredrealty.com

The Village at Camp Trees

Adams Township/Pine Township
Single-family homes
Priced from: \$650's
School district: Mars and Pine Richland
Agency: Weaver Homes
412-609-5261
weaverhomes.com

The Villas at Forest Oaks

Butler
Patio homes
Priced from: \$380's
School district: Butler
Agency: Weaver Homes
724-384-7910
weaverhomes.com

Wakefield Estates

Cranberry Township
Custom single-family homes
Priced from: \$750,000
School District: Seneca Valley
Agency: Berkshire Hathaway HomeServices
724-776-3686
thepreferredrealty.com

Woodland Trace

Adams Township
Custom single-family homes
Priced from: \$750,000
School District: Mars Area
Agency: Berkshire Hathaway HomeServices
724-776-3686
thepreferredrealty.com

WASHINGTON COUNTY

Alto Piano

Cecil Township
Single-family homes
Priced from: \$800,000
School district: Canon-McMillan
Agency: Howard Hanna Real Estate Services
724-417-1772
newhomes.howardhanna.com

Anthony Farms

Peters Township
Single-family homes
Agency: Howard Hanna Real Estate Services
724-941-8800
newhomes.howardhanna.com

Belmont Park

Chartiers Township
Luxury Patio Homes
Priced from: \$400,000
School district: Chartiers Houston
Agency: Scarmazzi Homes
724-223-1844
www.scarmazzihomes.com

Brookwood Brownstones

Peters Township
Townhomes
Priced from: Upper \$300's
School district: Peters Township
Agency: Infinity Custom Homes
724-553-1008
Buildinfinitehomes.com

Burkett Manor

Washington
Ranch style and 2-story homes
Priced from: Upper \$400s
School district: Trinity
Agency: Heartland Homes
412-516-3350
Heartlandluxuryhomes.com

Camden Village

Peters Township
Townhomes
Priced from: Mid \$400,000
School district: Peters Township
Agency: Foxlane Homes
412-500-2590
foxlanehomes.com

Castlewood Fields

Nottingham Township
Ranch homes
Priced from: Upper \$300's
School district: Ringgold
Agency: Ryan Homes
412-516-3350
Ryanhomes.com

Cherry Valley Lakeview Estates

McDonald
Main-level owner's suite
School District: Fort Cherry
Agency: Eddy Homes
888-805-3339
EddyHomes.com

Creskide Meadows

Peters Township
Townhomes
Priced from: Mid \$400,000
School district: Peters Township
Agency: Foxlane Homes
412-500-2590
foxlanehomes.com

Fieldstone

Peters Township
Custom homes
Priced from: \$600,000-\$800,000
School district: Peters Township
Agency: Keller Williams Agency
thekarenmarshallgroup@gmail.com
724-941-9400 X126

Greenwood Village

Canonsburg
Townhomes
Priced from: Low \$300's
School district: Cannon McMillon
Agency: Ryan Homes
412-516-3350
ryanhomes.com

Hamlets at Springdale

Peters Township
Single-family homes
Priced from: Low \$900,s
Agency: Howard Hanna Real Estate Services
724-554-2947
newhomes.howardhanna.com

Highland Village

Union Township
Luxury Patio Homes
Now selling from the \$300's
School district: Ringgold
Agency: Scarmazzi Homes
724-223-1844
Scarmazzihomes.com

Juniper Woods

Peters Township
School district: Peters Township
Agency: Karen Marshall – Keller
Williams Realty
724-941-9400 X126
thekarenmarshallgroup.com

Justabout Farms

Peters Township
Traditional single-family/main-level
owner's suite
School District: Peters Township
Agency: Berkshire Hathaway HomeServices
412-536-4040
Thepreferredrealty.com
Agency: Eddy Homes
888-805-3339
EddyHomes.com

Laurel Landing

North Strabane
Ranch style homes
Priced from: Mid \$400's
School district: Canon McMillan
Agency: Heartland Homes
412-275-4465
HeartlandLuxuryHomes.com

Lutz Farms

Peters Township
Single-family homes
Priced from: Mid \$600's
School district: Peters Township
Agency: Keller Williams
412-551-2124
Thekarenmarshallgroup.com
Participating Builders: Theodore
Taylor and Ted Taylor

Maple Hill

Washington
Ranch homes
Priced from: Low \$300's
School district: McGuffey
Agency: Ryan Homes
412-516-3350
Ryanhomes.com

McConnell Trails

Cecil Township
Single-family homes
Priced from: Low \$400's
School district: Cannon McMillon
Agency: Ryan Homes
412-516-3350
ryanhomes.com

Meadow Ridge

Peters Township
Single-family homes
Priced from: \$655,900
School District: Peters Township
Agency: Berkshire Hathaway HomeServices
412-833-7700
thepreferredrealty.com

Piatt Estates

Houston
Single-family luxury homes/main-level
Owner's suite
School district: Chartiers-Houston
Agency: Eddy Homes
888-805-EDDY (3339)
EddyHomes.com

Ridgewood Heights

Cecil Township
Single-family homes
Priced from: Mid \$600's
School district: Canon McMillan
Agency: Keller Williams Realty
412-551-2124
Thekarenmarshallgroup.com

Scenic Valley

McMurray
Townhomes
Priced from: Low \$300's
School district: Canon McMillan
Agency: Heartland Homes
412-516-3350
HeartlandLuxuryHomes.com

Sherwood Pond

Peters Township
Main-level owner's suite
School District: Peters Township
Agency: Berkshire Hathaway HomeServices
412-536-4040
Thepreferredrealty.com
Agency: Eddy Homes
888-805-3339
EddyHomes.com

Sugarbrooke

Peters Township
Single-family homes
Priced from: Low \$900's
School district: Peters Township
Agency: Infinity Custom Homes
724-553-1008
buildinfinityhomes.com

Sycamore Reserve

North Franklin
Single-family detached
Priced from: \$550,000
School district: Trinity
Agency: MK Homes
724-206-9741
www.buildmkhomes.com

Tuscany

Peters Township
Single-family homes
Priced from: \$1,300,000
Agency: Howard Hanna Real Estate Services
724-554-2947
newhomes.howardhanna.com

Westbury

Peters Township
Ranch homes
Priced from: Low \$400's
School district: Peters Township
Agency: Ryan Homes
412-516-3350
Ryanhomes.com

WESTMORELAND COUNTY

Abby Place

Penn Trafford
Single-family homes
Priced from: \$750,000
School district: Penn Trafford
Agency: Howard Hanna Real Estate Services
724-427-0654
newhomes.howardhanna.com

Allegheny Woodlands

Allegheny Township
Custom single-family
and Detached patios
Priced from: \$400,000
School district: Kiski Area
Agency: Howard Hanna Real Estate Services
412-417-1772
newhomes.howardhanna.com

Augusta

Penn Township
Single-family homes
Priced from: \$550,000
School District: Penn Trafford
Agency: Berkshire Hathaway HomeServices
724-327-0444
thepreferredrealty.com

Blackthorne Estates

Penn Township
Single-family homes
Priced from: Mid \$500's
School district: Penn Township
Agency: Ryan Homes
412-516-3350
Ryanhomes.com

Broadview Estates

Hempfield Township
Single-family homes
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School District: Hempfield Area
Agency: DRB Homes
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Hempfield Township
Single villas
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School district: Hempfield Area
Agency: Pellis Construction
724-961-5531
Pellisconstruction.com

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Unity Township
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R.A. Snoznik Construction, Inc.
www.rasnoznikcustomhomes.com

Glenn Aire

Unity Township
Custom single-family homes
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School District: Greater Latrobe
Agency: Berkshire Hathaway HomeServices
724-838-3660
thepreferredrealty.com

Grandview Estates

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Agency: DRB Homes
412-218-2384
DRBHomes.com

Hillstone Village

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Single family homes and Carriage homes
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Agency: KACIN
724-327-6694
www.KACIN.com

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Agency: Berkshire Hathaway HomeServices
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Palmer Place

Unity Township
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School District: Greater Latrobe
Agency: Berkshire Hathaway HomeServices
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Pellis Construction
724-961-5531
pellisconstruction.com
Inselmini Construction
724-537-4489
jinselmini@iccthebuilder.com

Ravenwood

Greensburg
Single Family luxury homes
School district: Hempfield
Agency: Costa Homebuilders
412-384-8170
Costahomebuilders.com

Regan Ridge

Murrysville
Luxury condominiums
Priced from: \$995,000
School District: Franklin Regional
Agency: Berkshire Hathaway HomeServices
724-327-0444
thepreferredd Realty.com

Siena Ridge

Murrysville
Single-family homes
Priced from : \$850,000
School district: Franklin Regional
Agency: Howard Hanna Real Estate Services
412-417-1772
newhomes.howardhanna.com

Sterling Oaks

Penn Township
Single-Family and carriage homes
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Agency: Howard Hanna Real Estate Services
412-417-1772
newhomes.howardhanna.com

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School district: Penn Trafford
Agency: Ryan Homes
412-516-3350
Ryanhomes.com

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North Huntingdon
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724-433-1987
rbraun@remax.net

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Luxury custom patio homes
Priced from: \$450,000's
School district: Norwin
Agency: All Star Homes
412-877-2112
Allstarhomesinc.com

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Pellisconstruction.com

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Townhomes
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Single-Family Homes
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