COME TOUR WITH RAY

THE ULTIMATE RALEIGH AND SURROUNDING CITIES

55+ ACTIVE ADULT COMMUNITY GUIDE

A Comprehensive Directory & Homebuying Blueprint for Smart Buyers

Maximize Value, Avoid Costly Mistakes, & Unlock Free Representation



Presented by Ray Dockery | LPT Realty

New Construction Expert & 55+ Lifestyle Specialist

COME TOUR WITH RAY

Your Dedicated Advocate in Active Adult Living



PERSONAL DOSSIER & CREDENTIALS

- **Father & Husband** of 25+ Years
- **Retired U.S. Army Veteran** (Proudly Serving Our Nation)
- **Licensed Realtor® & Expert** Since 2008
- **Active Investor** in Real Estate (Buy-and-Hold Specialist)
- **Software Designer** of Backend Systems for Brokers Nationwide

I started my real estate career in 2008 while serving on active duty in the U.S. Army, beginning as an investor buying, holding, and renting properties. My military background completely shaped my business philosophy. I believe in the term of **"breaking everything down Barney Style"**—meaning to the absolute simplest understanding. I have worked on this philosophy so thoroughly that if I cannot explain a complex real estate process to my 10-year-old daughter, my process is not good enough. I keep working it until she understands it. Today, she does.

Now that our two children are grown adults, my home has become exceptionally quiet. My wife and I are going through this exact same new chapter in our lives together. **I know exactly what it feels like to make this transition.** This personal experience is why I choose to specialize in 55+ and active lifestyle communities. I understand the emotional and physical logistics that come with right-sizing.

The Five Pillars of the 55+ Transition

- **Maintenance Fatigue**: Escaping the constant burden of mowing, gutters, and major roof/system repairs.
- **Right-sizing with Care**: Sorting through decades of accumulated family memories with sensitivity and respect.
- **Future-Proof Accessibility**: Transitioning into wider halls, zero-threshold showers, and single-level main floor layouts.
- **Financial Equity Optimization**: Safely extracting and restructuring home equity from their current property.
- **Social Re-connection**: Finding vibrant neighborhoods filled with walking clubs, pickleball partners, and active clubhouses.

> **THE BACK-END POWERHOUSE WORKING FOR YOU**
> I am exceptionally organized. In fact, I am so organized that I design custom business systems and backend software used by realtors and brokerages across the country. I run my own real estate practice on these exact same high-efficiency, automated proprietary systems. Backed by my team of three dedicated, full-time client care specialists, I guarantee that your transaction will be flawlessly tracked, completely stress-free, and executed with absolute military precision.

THE TRUTH ABOUT BUYER REPRESENTATION

Fiduciary Fables: Debunking Real Estate Commission Myths

One of the biggest financial mistakes home buyers make is avoiding professional buyer representation because they believe it saves them money out of pocket. The hard reality is that **98% of my clients never pay me a single dime.** Let's bust the myths and set the record straight:

MYTH: What You May Hear	FACT: The Hard Reality & Your Protection
"Going directly to the builder's sales rep saves me money because they don't have to pay an agent commission."	**FALSE.** Builders have pre-determined marketing and sales budgets. The commission is built into the home's price whether you use an agent or not. If you go unrepresented, the builder simply pockets the extra money. It does not lower your purchase price.
"The friendly sales representative inside the community model home is looking out for my best interests."	**FALSE.** The on-site representative is a direct employee of the builder. Their legal and fiduciary duty is to secure the highest price and most builder-friendly terms possible. They are not authorized to advocate for your price cuts, catch construction errors, or warn you against problematic home lots.
"If I buy a resale home without an agent, the listing agent will represent me for free and write my contract."	**FALSE.** Listing agents represent the seller. If they write your offer, they are in dual agency (where they cannot legally advocate for you) or representing the seller's interests first. The seller has already agreed to pay the full listing fee, which is split with a buyer's agent. Going unrepresented means the listing agent gets a double payday, while you lose your fiduciary advocate.
"I will have to pay my buyer agent out of my own pocket if the seller or builder refuses to pay."	**FALSE.** In the rare 2% of cases where a seller or builder does not offer a cooperative commission, I utilize proprietary, structured purchase contract clauses that require the builder or seller to cover my services as a term of the purchase contract. You are completely protected.

> **Fiduciary Representation Guarantee**: Bypassing your own buyer's agent does not save you a dime. It simply leaves you entirely unrepresented in the largest transaction of your life. Let a retired military veteran protect your interests, negotiate your contract terms, and defend your equity—at no cost to you.

THE VETERAN NEW CONSTRUCTION BLUEPRINT

My 9-Step Flawless Homebuying Process

I make home buying a breeze. While there is a massive amount of complexity happening in the background, my job is to ensure you don't feel a single bump. Here is my battle-tested 9-step blueprint:

Step 1: The 5-to-10 Minute Goal Strategy Call

We sit down for a quick call to learn your lifestyle goals, budget, target locations, timeline, and the critical logistics to make your move completely successful.

Step 2: Community & Portfolio Selection

We work together to cross-reference our localized database and narrow down a curated list of active adult and low-maintenance neighborhoods that fit your criteria.

Step 3: Private Van Touring Experience

I coordinate and host private community tours. We travel in style and luxury inside our custom-branded Mercedes Benz passenger van, touring builders and experiencing the lifestyle firsthand.

Step 4: Continuous Inventory & Incentive Monitoring

Once we find a community or home you love, we continuously monitor all quick move-ins and new builder incentives. Builders adjust pricing frequently, and we identify the perfect moment to save you the most money.

Step 5: Professional, Multi-Point Negotiation

When the time is right, I write a structured offer and submit it to the builder or seller. I negotiate not just the purchase price, but structural upgrades, closing cost credits, and custom terms.

Step 6: Contract Execution & Independent Home Inspection

We do not rely on the builder's local municipal inspections. I organize a trusted, independent, third-party licensed inspector to inspect your home. Even brand-new homes have structural and system defects, and we catch them!

Step 7: Resolution & Oversight

I present the independent inspection report directly to the builder's project superintendent. I personally oversee and verify that every single defect, mechanical issue, or cosmetic flaw is completely corrected.

Step 8: The Comprehensive Final Inspection Walkthrough

Immediately prior to closing, we conduct a detailed final walkthrough. We verify that all negotiated repairs are complete, systems are fully functional, and finishes meet veteran-level quality standards.

Step 9: Professional Representation at Closing

We head to the closing table together. I review all HUD-1/closing documentation to ensure every rate lock, credit, and builder incentive is accurately represented. I place the keys in your hand and celebrate your success!

RALEIGH-DURHAM 55+ COMMUNITY DIRECTORY

A Comprehensive Directory Organized by City

Below is the complete, source-grounded directory of active adult, 55+ age-restricted, and maintenance-free neighborhoods across my primary service areas.

Triangle Active Adult Directory: Cary & Apex

CARY, NC

• Everstead — Toll Brothers

A newly constructed attached/townhome neighborhood featuring massive 4-to-5 bedroom layouts ranging from 3,129 to 3,235 square feet. There are no age restrictions, and prices start in the high $700ks. Ideally located near walking trails and RDU airport. [22, 444, 454]

• The Courtyards at West Cary — Epcon Communities

A highly-regarded age-restricted 55+ gated community consisting of 108 modern single-family ranch homes. Built starting in 2022, prices start in the mid $600ks and feature private, customizable central courtyards. [36, 847, 850]

• Corbinton at Kildaire Farm — Blue Heel Communities

An intimate 55+ development of 60 single-family and attached homes built starting in 2020. Prices range from the high $400ks to mid $600ks, situated around scenic lakes and ponds near Kildaire Farm Road. [17, 273, 275]

APEX, NC

• Brookside — Stanley Martin Homes

An attached townhome 55+ neighborhood built starting in 2024 with a planned total of 75 homes. Prices start in the low $500ks with the average price sitting at approximately $542,190. Home models, like the Eva townhome, offer 2,221 square feet, 3 bedrooms, and first-floor primary suites. [11, 152, 165]

• Retreat at Cedar Crossing — Toll Brothers

A boutique 55+ neighborhood built starting in 2021 featuring 87 single-family homes. Prices range from the mid $500ks to the low $900ks. It includes 10 floor plans (ranging from 1,432 to 2,378 sq. ft.) and exceptional outdoor amenities including pickleball/bocce courts, fire pits, and a gazebo. [34, 791, 794]

Triangle Active Adult Directory: Durham & Raleigh

DURHAM, NC

• Falls Village — Stanley Martin Homes

A master-planned 55+ golf course community planned for 1,050 single-family homes. Prices go up to the mid $600ks. It boasts resort-class amenities, including a premium clubhouse, fitness center, yoga studio, billiards, outdoor pool, and sports courts. [23, 468, 473]

• Ovation at Sweetbrier — Mungo Homes

A substantial active lifestyle 55+ community featuring 662 single-family homes and attached townhomes built starting in 2025. Prices range from the low $400ks to low $500ks, with monthly HOA fees of $250 to $270 which handle all exterior maintenance and lawn upkeep. [28, 606, 609]

• The Courtyards at Oak Grove — Epcon JV, LLC

A fresh, upcoming neighborhood built starting in 2025 with plans for 166 single-family and attached homes. Prices range from the mid $400ks to mid $800ks with no age restrictions, offering a low-maintenance lifestyle and a planned outdoor pool, community garden, and walking paths. [7, 819, 821]

RALEIGH, NC

• Regency at Auburn Station — Toll Brothers

A premium 55+ community built starting in 2024 featuring 174 single-family homes. Prices range from the low $400ks to low $800ks. It offers luxury one-story living across three collections, backed by Toll Brothers quality, a gorgeous pool, and first-class pickleball courts. [29, 634, 635]

• Regency at Olde Towne — Toll Brothers

A major resort-style 55+ community consisting of 592 single-family homes built starting in 2023. Prices range from the low $400ks to low $600ks with HOA dues between $295 and $343/mo. Features include an indoor pool, poolside cabanas, putting green, tennis/pickleball courts, and a grand clubhouse. [32, 729, 731]

Triangle Active Adult Directory: Clayton & Garner

CLAYTON, NC

• Carolina Overlook — Del Webb

A massive, gated 55+ resort community planned for 800 single-family homes. Prices range from the high $300ks to mid $700ks with an average price of approximately $560,270. It features top-tier amenities including indoor and outdoor pools, fitness center, walking paths, and cooperative on-site lifestyle staff. [12, 181, 183]

• Evergreen at Flowers Plantation — McKee Builders & Epcon JV

A gated, low-maintenance neighborhood of 118 single-family homes built starting in 2015. With average prices around $432,884, there are no age restrictions. Residents enjoy private pools, a grandkids' playground, a tennis court, a day spa/salon, and local athletic leagues. [20, 363, 365]

• The Walk at East Village — McKee Homes & Holden Barnett

A scenic, highly-rated 55+ community of 265 single-family homes built starting in 2016. Prices range from the low $400ks to high $500ks. It is famous for its unique 'pocket neighborhood' layout that groups homes front-porch-to-front-porch with shared open greenspaces and no street in the middle. [38, 912, 920]

GARNER, NC

• Auburn Village — Lennar Homes

An up-and-coming active adult community of 400 single-family homes built starting in 2018. With average prices around $532,818, it is situated less than 20 minutes from downtown Raleigh. Amenities include a private clubhouse, saltwater pool, and pickleball/bocce courts. [9, 92, 93]

Triangle Active Adult Directory: Fuquay-Varina & Youngsville

FUQUAY-VARINA, NC

• Del Webb Carolina Gardens — Del Webb

A premier 55+ neighborhood of 800 single-family homes built starting in 2020. Prices range from the mid $400ks to high $800ks with HOA dues between $233 and $291/mo. It features a dedicated full-time activities director, sports courts (tennis, bocce, pickleball), group outings, and high-end construction packages. [18, 307, 311]

• Altis at Serenity — Tri Pointe Homes

A modern 55+ gated pocket of 425 homes built starting in 2025 within the Serenity master plan. Prices start in the low $400ks with HOA fees of $85 to $245/mo. Amenities include a community courtyard, a retreat garden with pergolas, a dog park, and three miles of scenic walking trails. [7, 38, 40]

• Adalyn Place — Dan Ryan Builders & Elevate Homes

A maintenance-free 55+ community consisting of 92 single-family homes built starting in 2019. Prices range from the high $300ks to mid $400ks, with a full-time activity director, a fitness center, bocce ball courts, and a pet park. [6, 8, 14]

• Hidden Valley — Centex

A family-friendly, up-and-coming development of 500 single-family homes built starting in 2019. Average home prices are around $499,970 with no age restrictions, offering spacious multi-story and ranch plans, a pool, a community clubhouse, and athletic fields. [25, 526, 530]

• HighRidge — McKee Homes & Epcon JV

An intimate collection of 78 single-family ranch homes built starting in 2021. Prices range from the mid $400ks to mid $700ks with no age restrictions, featuring Epcon's classic open layouts, a private pet park, and highly active local social clubs (mahjong, poker, book clubs). [26, 553, 559]

YOUNGSVILLE, NC

• The Enclave at Hidden Lake — Eastwood Homes

A gated, lakeside 55+ neighborhood built starting in 2018 planned for 138 single-family homes. Prices start in the mid $400ks with an average price of $533,495. It offers a 4,500 sq. ft. clubhouse, fitness center, a pool, pickleball, and direct boating/dock access to the scenic 75-acre lake. [37, 878, 882]

Triangle Active Adult Directory: Pittsboro & Surrounding Areas

PITTSBORO, NC

• Asteria™ — DMB Development (Disney Storyliving)

A groundbreaking development built starting in 2026 planned for 4,000 homes. Reflecting themes and characters from Disney Imagineers, it will feature dedicated adults-only 55+ active adult neighborhoods paired with family-friendly multi-generational living, the Second Star Club, and the two-story Marquet Hall restaurant. [8, 67, 68]

• Encore at Chatham Park — David Weekley Homes

A beautiful 55+ community of 425 single-family and attached homes built starting in 2024. Prices range from the low $400ks to mid $500ks with active social clubs, pickleball, concerts, and close proximity to the Chatham Park retail hub. [19, 336, 337]

• Fearrington Village — Fitch Creations Inc.

An iconic, large-scale community consisting of 1,400 attached and single-family homes built starting in 1975. Prices range from the high $300ks to low $1Ms with no age restrictions, built around a famous, historic English-style village with gourmet dining, boutique shopping, and a premier fitness center/pool. [24, 495, 497]

ADDITIONAL COVERED TOWNS

• Spring Lake — Carriage Glen at Anderson Creek Club

A gated 55+ enclave of 91 single-family homes built starting in 2016. Prices range from the low to high $300ks, featuring access to the premier resort-style golf course and community amenities. [13, 216, 218]

• Carthage — Laurel Ridge

A relaxed neighborhood of 80 single-family homes built starting in 2020 by Rusaw Homes and Caviness & Cates. Prices range from the mid $300ks to mid $400ks, with very low HOA dues of $17 to $25/mo. [27, 580, 581]

• Holly Springs — Regency at Holly Springs

A luxury 55+ neighborhood of 246 single-family homes built by Toll Brothers between 2023 and 2024. Prices range from the mid $500ks to low $1Ms with a magnificent fitness center and pool. [31, 697, 698]

• Custom Search: Zebulon, Rolesville, Smithfield, Wilson, Rocky Mount

While there are no active age-restricted developments currently in these specific pockets, Ray Dockery represents buyers in all new construction custom estates, modern ranch subdivisions, and traditional acreage properties across these fast-growing towns. [3, 5]

READY TO BEGIN YOUR TOUR?

Your VIP Experience Awaits

Remember: Bypassing professional buyer representation does not save you money. **In 98% of cases, it is completely free to let me represent you.** Bypassing representation when buying a new construction home means you are left alone with the builder's sales representative, who legal is bound to look out for the builder's best interests—never yours.

With a resale home, going unrepresented means you either enter dual agency (where the seller's listing agent represents both parties, meaning they cannot negotiate on your behalf to protect your interests) or you are left unrepresented. In most cases, they still charge the same transaction fee. It makes complete sense to secure the protection and expert guidance of a dedicated buyer's agent.

Scan the QR code below or click the link to save my professional contact pass instantly to your phone. It contains my direct cell, email, and live schedule. Let's make your homebuying transition a complete breeze!

COME TOUR WITH RAY

SAVE MY CONTACT PASS INSTANTLY

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- **Digital Card Link**: blinq.me/Fz00MKEodHXA?bs=db

Scan the gold code to save my card to your phone instantly!