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## More homebuilders close land deals in Waterlin and Crossprairie, while county scoops up nearby land



BTI Partners

The Crossprairie community is approved for 5,200 homes, townhomes and apartments, 1 million square feet of commercial space, 1.9 million square feet of office space and 600 hotel rooms. (BTI Partners)



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UPDATED: December 3, 2024 at 5:24 PM EST

Two more homebuilders closed deals just before Thanksgiving for new subdivisions near Osceola's Lake Tohopekaliga in Crossprairie and Waterlin, while the county made its own land buy for a future industrial site.

**Brookfield Properties** paid \$12.93 million for the ED-3 neighborhood in Crossprairie in a land banking arrangement for **Starlight Homes**. The site is just west of a future high school campus and includes 426 homesites: 173 townhome lots, 105 bungalows (34-foot lots) and 148 front-loaded 50-foot lots.

The seller was **BTI Partners**, the master developer of Crossprairie and the neighboring Edgewater West community.

Starlight, a subsidiary of Ashton Woods, is expected to deliver its first homes in 2026. Ashton Woods is also under contract for 418 lots in the adjacent ED-7 subdivision and is expected to close in the first quarter of 2025, according to a CDD bond offering memorandum.

They will be the seventh and eighth homebuilders active in the 14,000-acre community within the county's East of Lake Toho mixed-use district. The Starlight deal closed less than a week after BTI Partners sold 241 lots in ED-6 to [David Weekley Homes](#).

Other builders active in the community include Meritage, Jones Homes and M/I Homes. Earlier this year, BTI sold neighborhoods to [Lennar](#) (ED-2) and [Beazer](#) (ED-5).

With the Starlight/Ashton deals, BTI will have sold all of Crossprairie except for the northernmost ED-1 pod and the Urban Center, where hotels, offices, apartments and shopping centers will line the Cross Prairie Parkway. The Urban Center is approved for 1,200 dwelling units, 1 million square feet of commercial space, 1.9 million square feet of office space, 60,000 square feet of civic space and 600 hotel rooms. BTI Partners is also prepping another 1,375 acres on Lake Toho for development. County commissioners voted last month to approve eight separate preliminary subdivision plans for Edgewater West that create a total of 3,678 homesites.

Osceola Commissioners voted Monday to pay D.R. Horton \$17.3 million for 323 acres immediately north of the Urban Center. Osceola County Manager Don Fisher told GrowthSpotter the county wanted to preserve the land as a potential industrial site and prevent it from becoming another residential neighborhood or apartment complex. A year ago the county paid \$15 million for 61 acres between U.S. 192 and Neptune Road. Both parcels are in the St. Cloud city limits.

"So our economic development approach is investing in properties and infrastructure versus trying to pay a company a big check to come here," Fisher said.

He said the property is needed to extend the 4-lane Cross Prairie Parkway and Southbury Drive framework road from Tohoqua to Crossprairie. "We're working with some of the builders, and we're looking at putting some money in to get it started as well," Fisher said. "It's a high priority road to get done because provides another means to get out of the Turnpike."



Osceola County Commissioners voted this week to pay \$17.3 million for the 323 acres between Tohoqua and Crossprairie. The land is needed for stormwater retention and road right-of-way. (Source: Osceola County Property Appraiser)

Further south, [Gentry Land Co.](#) and [Wheelock Communities](#) closed their third sale in Waterlin, a 6,000-acre master-planned community formerly known as Green Island Ranch.

The developers told GrowthSpotter they sold 276 lots to [Dream Finders Homes](#). The \$9.52 million sale includes a mix of townhome and single-family detached lots in Founder's Corner, the initial neighborhood of the community. Dream Finders [joins Lennar & Perry Homes](#) as the first builders announced. They plan to break ground in early 2025.

Gentry President Reed Berlinsky said they see all three builders as long-term partners for the sprawling community in the county's South Lake Toho mixed-use district.

“Dream Finders and Lennar are two great Florida-based homebuilding companies that build to market. That’s what we’re looking for,” Berlinsky said. “And you couldn’t be more excited to have Perry because they bring a little different view of ideas from a product standpoint, that I think will make this community special.”

The Founder’s Corner neighborhood just off Canoe Creek Road will have 847 homes, including 213 townhomes, along with a Neighborhood Center with a community pool and cabana, a dog park, a playground, picnic pavilions, a large lawn area, and pickleball courts.

Located just off the Florida Turnpike, the Waterlin Master Plan allows for multiple neighborhoods, village centers, parks and schools all interconnected with an extensive trail network. Entitlements include 16,000 single and multifamily dwellings, 5.3 million square feet of office and commercial, 700,000 square feet of industrial, and 400,000 square feet of civic use.

*Have a tip about Central Florida development? Contact me at [lkinsler@GrowthSpotter.com](mailto:lkinsler@GrowthSpotter.com) or (407) 420-6261. Follow GrowthSpotter on [Facebook](#) and [LinkedIn](#).*

*Originally Published: December 3, 2024 at 4:32 PM EST*

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