



THE BUYING & SELLING GUIDE

Lake Nona, done *right*.

A visual guide to buying and selling
in a community built around modern living.



Know the market



Plan your move



Get the keys

A feel for the market.

A more balanced market. Your community, home, and price tier still matter.



ILLUSTRATED LOCATOR / NOT TO SCALE



\$680K

Median sale price

-12.6% reported YoY



\$273

Median \$ / sq ft

-9.0% reported YoY



62 days

On market

Three-month snapshot



97.6%

Sale-to-list

Sale price / list price



IF YOU'RE BUYING

More room to negotiate

Compare recent sales and builder incentives. Balance price, terms, and timing.



IF YOU'RE SELLING

Price for today

Use current competition. Make your home stand out against new construction.

03 BUY

Your six-step path

04 SELL

Prepare, launch, close

05 PLAN

Timing + costs

Three months ending August 2026. Source: Redfin housing-market data (32827). ZIP-level figures blend new construction and gated-golf homes; directional, not an appraisal.

The path to the right home.

Six steps from ready to keys.



1

Get ready

Secure mortgage pre-approval or documented proof of funds before you tour.



2

Find your community

Set your budget. Compare Laureate Park, Eagle Creek, Isles, and gated-golf living.



3

Compare your options

Weigh resale against new construction: incentives, upgrades, warranties, and timing.



4

Offer strategically

Use recent sales and competition to balance price, contingencies, and closing date.



5

Check the details

Review inspection, title, HOA rules, CDD assessments, and the full monthly cost.



6

Get the keys

Finalize financing, appraisal, and title. Plan roughly 30-45 days after contract.

YOUR LOCAL LENS



Golf + estates



Laureate Park



Eagle Creek + Isles

Compare community fees, build age, amenities, and the total cost of ownership.

A smarter way to sell.

Stand out in a market with plenty of new-home choices.



1

Find your specialist

Choose someone who knows your community, price tier, and builder competition.



2

Price with purpose

Use today's comparable sales and active listings to set a realistic asking price.



3

Prep the lifestyle

Handle repairs and stage bright living spaces, a home office, and outdoor areas.



4

Make it stand out

Show the home with professional photography, aerials, video, and a clear campaign.



5

Launch ready

Have pricing, presentation, and media in place before the listing goes live.



6

Choose the right offer

Weigh financing, contingencies, credits, and timing alongside the price.

THE LIST MY LUXE EDGE

Luxury media expertise. A specialist chosen for your community.
We make the introduction so you can plan your next move with the right person.

Plan the time. Plan the costs.

Useful starting points for your lender, specialist, and closing team.

BUYER TIMELINE



Pre-approval to keys

- **Get ready**
Week 1
- **Search + tour**
Weeks 1-6
- **Offer + contract**
Week 6+
- **Diligence + close**
30-45 days after contract

SELLER TIMELINE



Preparation to sold

- **Prep + media**
Weeks 1-3
- **Launch**
Around week 3
- **Showings + offers**
Timing varies by property
- **Diligence + close**
30-45 days after contract

FOUR COSTS TO PLAN FOR

BUYER



Closing costs

Lender fees, title, taxes, and recording. Often a few percent of price.

BUYER



HOA + CDD costs

Confirm community dues, district assessments, and what each covers.

SELLER



Fees + concessions

Brokerage fees and any negotiated buyer credits.

SELLER



Preparation + media

Repairs, staging, photography, aerials, video, and marketing.

These are planning ranges, not a quote. Construction schedules, property details, and contract terms can change the timeline. Confirm all costs and any CDD (community development district) assessments.

Your next move starts with the right person.



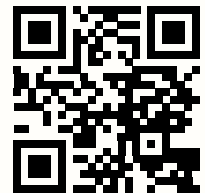
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Tell us where, when, and what you're planning.
We'll make a personal introduction.

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SCAN TO CONNECT



Your community

A fit for your lifestyle.



Your timeline

A plan for your move.



Your specialist

A personal introduction.