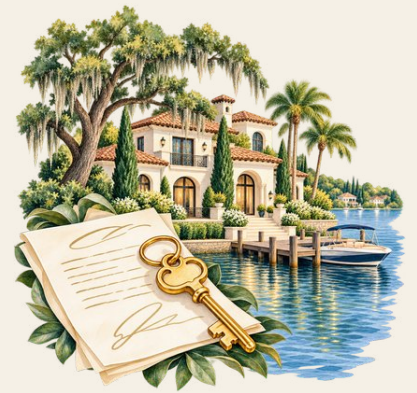




THE BUYING & SELLING GUIDE

Windermere, done *right*.

A visual guide to buying and selling
in one of Central Florida's lakeside markets.



Know the market



Plan your move



Get the keys

A feel for the market.

A competitive market. Your community and waterfront position make the difference.



\$1.20M

Median sale price

+6.1% reported YoY



\$365

Median \$ / sq ft

Town of Windermere



25 days

On market

Three-month snapshot



94.6%

Sale-to-list

Sale price / list price



IF YOU'RE BUYING

Room to negotiate

Use relevant sales to shape an offer. Be ready for scarce lakefront homes.



IF YOU'RE SELLING

Price and presentation

Set a realistic price. Show the lake, golf, and outdoor-living appeal.

03 BUY

Your six-step path

04 SELL

Prepare, launch, close

05 PLAN

Timing + costs

Three months ending July 2026. Redfin & Zillow, as cited in the source report. Town figures differ from the broader 34786 ZIP. Small samples; 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

Pick your community

Choose your budget and target areas: Isleworth, Keene's Pointe, lakefront, or town.



3

Tour with intent

Compare lake, golf, and interior settings, condition, privacy, and community rules.



4

Offer strategically

Balance price, contingencies, and timing against competition for that specific home.



5

Check the details

Review inspection, survey, title, HOA terms, flood factors, and any dock or seawall.



6

Get the keys

Finalize financing, appraisal, and title. Plan roughly 30-45 days from contract to close.

YOUR LOCAL LENS



Isleworth



Keene's Pointe



Butler Chain

Community, lake access, and the property itself shape the right move.

A smarter way to sell.

A thoughtful plan, from preparation to sold.



1

Find your specialist

Choose experience in your community and price range before planning the launch.



2

Price with purpose

Use relevant comparable sales and current competition to set a realistic asking price.



3

Prep the lifestyle

Handle repairs, let light in, and stage around lake views and indoor-outdoor living.



4

Make it stand out

Use professional photography, aerials, video, and a coordinated marketing plan.



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 1-4
- **Offer + contract**
Week 4+
- **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



Inspection + diligence

Inspection and survey, plus dock, seawall, and waterfront checks when relevant.

SELLER



Fees + concessions

Brokerage fees and any negotiated buyer credits.

SELLER



Preparation + media

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

These are general planning ranges, not a quote. Set your budget and timeline with your lender, specialist, and closing team; property details and contract terms determine the final figures.

Your next move starts with the right person.



Find your local specialist.

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

listmyluxe.com

(352) 988-7648

Hand-selected / Free matching / No obligation



SCAN TO CONNECT



Your community

A fit for your lifestyle.



Your timeline

A plan for your move.



Your specialist

A personal introduction.