



2025

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# Grey Oaks Buyer's Guide

by Ursula Boyd

URSULABOYD.COM

# Hello & *Welcome*



## Meet Ursula Boyd

- ✓ 60+ Grey Oaks Transactions
- ✓ 20+ Years as a Member
- ✓ Exclusive Off-Market Network

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## The Purpose of This Buyer's Guide

The intention behind this buyer's guide is to provide you with an insightful, transparent overview of Grey Oaks and its distinct neighborhoods. As a Grey Oaks resident for over 20 years and top-producing real estate professional, I firmly believe that an informed homebuyer is empowered to make confident decisions.

Whether you're discovering Grey Oaks for the first time or already familiar with its exceptional lifestyle, this guide is crafted to answer your questions, streamline your home-buying experience, and ensure every interaction you have is seamless and valuable.



An aerial photograph of a lush golf course. In the foreground, a large, dark green pond is bordered by palm trees and a path. The middle ground shows a well-maintained golf course with green fairways and sand traps. In the background, a line of modern, multi-story buildings is visible under a blue sky with scattered white clouds.

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# Amenities

## Introduction

Grey Oaks Country Club offers an unparalleled array of amenities that cater to a luxurious and active lifestyle. From world-class golf courses to state-of-the-art wellness facilities, residents enjoy a community designed for comfort, recreation, and social engagement.

### 01. Golf Excellence

- Three Championship Golf Courses: The Pine, Palm, and Estuary courses provide 54 holes of diverse and challenging play, each with unique landscapes and designs
- Golf Performance Center: Equipped with advanced technology and staffed by PGA professionals, this center offers personalized instruction and training.
- Practice Facilities: Two driving ranges and dedicated short game areas allow for comprehensive practice opportunities.



### 02. Wellness & Fitness

- 30,000 sq. ft. Wellness Center: A state-of-the-art facility featuring modern fitness equipment, group classes, and personal training services
- Spa Services: Offering a range of treatments including massages, facials, and holistic therapies to promote relaxation and well-being.
- Group Fitness Classes: Over 60 classes weekly, including yoga, Pilates, spin, and aqua aerobics, catering to all fitness levels



### 03. Aquatics & Recreation

- Resort-Style Pool: A luxurious pool area with lap lanes, lounge seating, and poolside food and beverage service.
- Bocce Ball Courts: 4 well-maintained courts provide a fun and social activity for residents.
- Pickleball Courts: 8 courts dedicated to this fast-growing sport, suitable for all skill levels.

### 04. Tennis Facilities

- 10 Tennis Courts: Professional-grade courts available for casual play, lessons, and tournaments, accommodating players of all ages and abilities.



### 05. Dining & Social Venues

- Main Clubhouse: An elegant venue hosting social events, fine dining, and featuring a curated wine selection.
- Estuary Clubhouse: A more intimate setting offering refined dining experiences and private event spaces.
- Pool Café: Casual dining with a relaxed atmosphere, perfect for enjoying meals and drinks by the pool.

### 06. Social & Community Activities

- Events & Gatherings: Regularly scheduled social events, including themed parties, wine tastings, and cultural outings, foster a strong sense of community.
- Clubs & Interest Groups: Opportunities to join various clubs and groups that align with personal interests and hobbies.



# 01 Avila

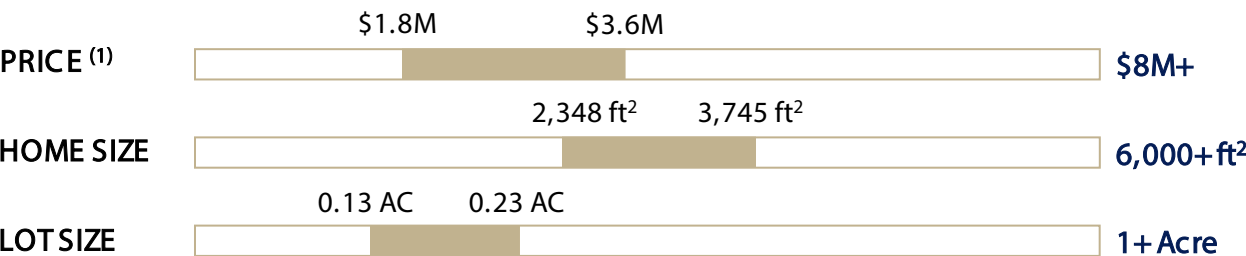
## Summary

Avila is a Mediterranean-style neighborhood of 53 single-family villas, one and 2-level, built between 1997 and 2001. The community is characterized by elegant architectural details, private courtyards, and views that include overlooking serene lakes, the Palm golf course and resident’s pools/inner courtyard.



Mediterranean Charm	Private Courtyards	Golf & Lake Views
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## Market Positioning



<sup>(1)</sup> Price range represents CY 2024.

## Ursula’s Insight

What buyers love about Avila: small, lock-n-leave, villa lifestyle that is very close to the C Club amenities. Charming, most have a small pool and are very private, only 24 have lake/golf course views, which are a wanted commodity. Interior neighborhood, no street noise. Landmark was the builder with high ceilings and generous moldings.

## Most Recent Sales <sup>(1)</sup>



**2626 Trillium Way**  
\$1,975,000  
3 Bedrooms | 3 Bathrooms  
3,215 ft<sup>2</sup>



**2645 Sorrel Way**  
\$2,300,000  
3 Bedrooms | 3.5 Bathrooms  
2,695 ft<sup>2</sup>



**2655 Caladium Way**  
\$1,785,000  
3 Bedrooms | 3 Bathrooms  
2,461 ft<sup>2</sup>

<sup>(1)</sup> Sales as of December 2024.



# 02 Banyan Island

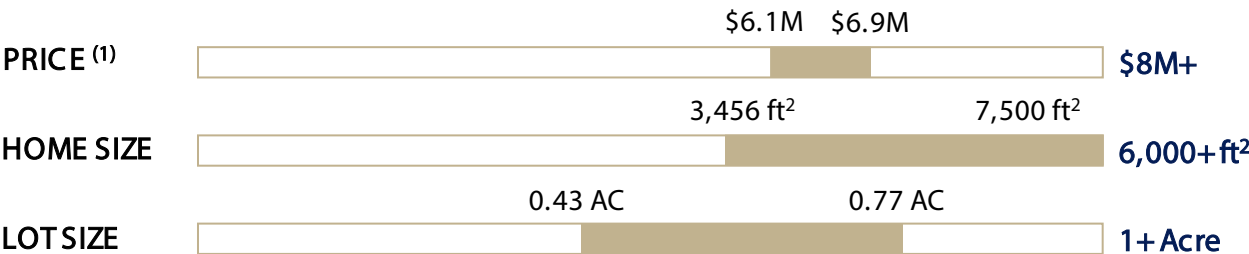
## Summary

Banyan Island consists of 26 estate homes surrounded by panoramic lakes and Palm Course golf views. Distinguished by spacious lots (.43 - .77 acres) and expansive homes, the community offers tranquility, scenic beauty, and excellent privacy.



Oversized Estates	Panoramic Lake Views	Tranquil Ambiance
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## Market Positioning



<sup>(1)</sup> Price range represents CY 2024.

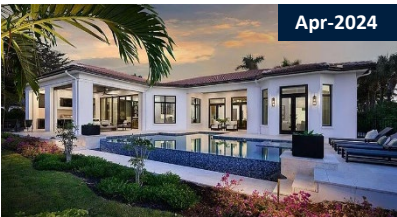
## Ursula’s Insight

Banyan Island has lots with some of the most breathtaking water and golf views in Grey Oaks. Some of the homes have views of the Bird Sanctuary, prized for our varied bird species and Florida animal life. Very serene neighborhood, especially appealing to buyers who prioritize a quiet, interior neighborhood, with larger lots.

## Most Recent Sales <sup>(1)</sup>



**1622 Chinaberry Way**  
\$6,895,000  
4 Bedrooms | 4.5 Bathrooms  
5,368 ft<sup>2</sup>



**1613 Chinaberry Way**  
\$6,100,000  
3 Bedrooms | 3.5 Bathrooms  
3,958 ft<sup>2</sup>



**1654 Chinaberry Ct**  
\$4,025,000  
4 Bedrooms | 5 Bathrooms  
4,747 ft<sup>2</sup>

<sup>(1)</sup> Sales as of December 2024.

# 03 Capistrano

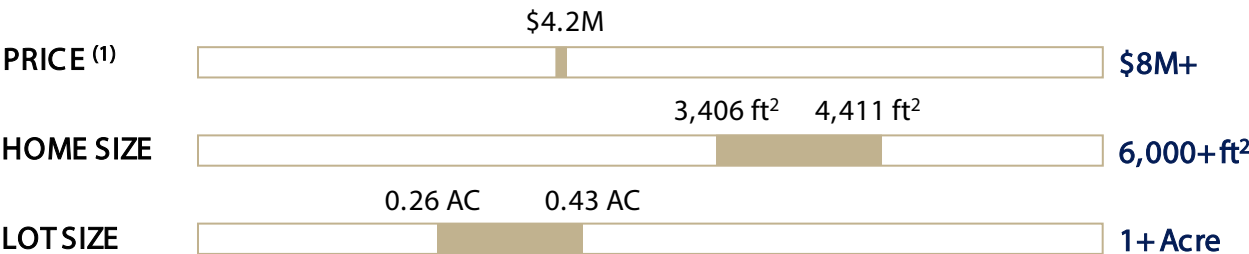
## Summary

Capistrano is an intimate community of 21 Mediterranean-style villas known for lakefront and golf course living and quiet elegance. The neighborhood is conveniently located close to Livingston entrance, for ease of getting into town.



Low-Maintenance Luxury	Private Pool Areas	Serene Lakefront
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## Market Positioning



<sup>(1)</sup> Only one sale reported during CY 2024.

## Ursula’s Insight

Capistrano is a charming community, with four residences inclusive of their own lake/landscape/fountain views, and 17 homes that face the 17th fairway of the Palm Course and lakes. Availability here is rare, making properties quite sought-after.

## Most Recent Sales <sup>(1)</sup>



**2813 Capistrano Way**  
\$4,200,000  
3 Bedrooms | 3.5 Bathrooms  
3,496 ft<sup>2</sup>



**2822 Capistrano Way**  
\$2,100,000  
3 Bedrooms | 3.5 Bathrooms  
3,504 ft<sup>2</sup>



**2841 Capistrano Way**  
\$2,240,000  
4 Bedrooms | 4.5 Bathrooms  
4,156 ft<sup>2</sup>

<sup>(1)</sup> Sales as of December 2024.



# 04 The Estates

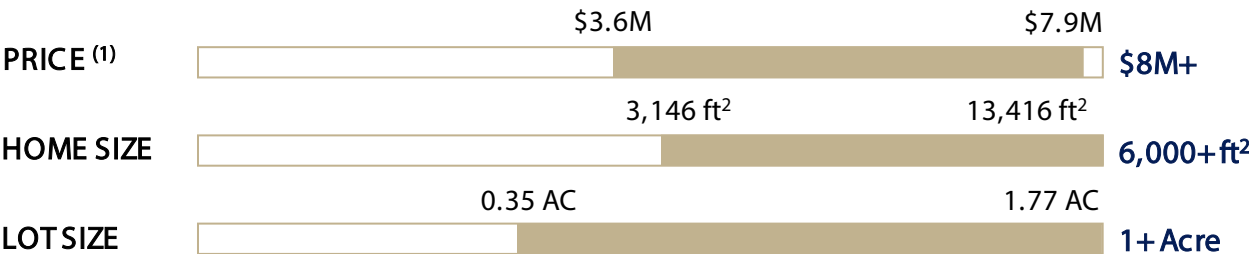
## Summary

The Estates include 164 custom homes surrounding the Pine course, known for flexibility in home design and expansive golf and lake views. The first homes in Grey Oaks were built in the Estates and there are many homes that have been completely remodeled or even new homes built in place of older ones.



Custom-Built Residences	Flexible Remodeling	Largest Lots in Grey Oaks
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## Market Positioning



<sup>(1)</sup> Price range represents CY 2024.

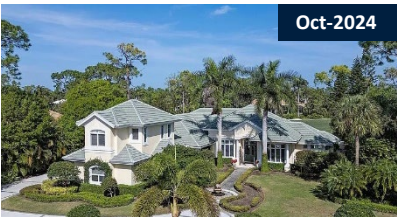
## Ursula’s Insight

The Estates neighborhood provides unparalleled freedom in home design and landscaping. Many of the streets are close to the Club amenities, and we are in the phase of homes being razed, with new construction becoming more of a commonplace.

## Most Recent Sales <sup>(1)</sup>



**3142 Dahlia Way**  
\$6,250,000  
4 Bedrooms | 5.5 Bathrooms  
5,853 ft<sup>2</sup>



**2517 Spicebush Ln**  
\$3,900,000  
4 Bedrooms | 4.5 Bathrooms  
4,116 ft<sup>2</sup>



**2512 Spicebush Ln**  
\$3,900,000  
3 Bedrooms | 4 Bathrooms  
4,124 ft<sup>2</sup>

<sup>(1)</sup> Sales as of December 2024.

# 05 The Estuary

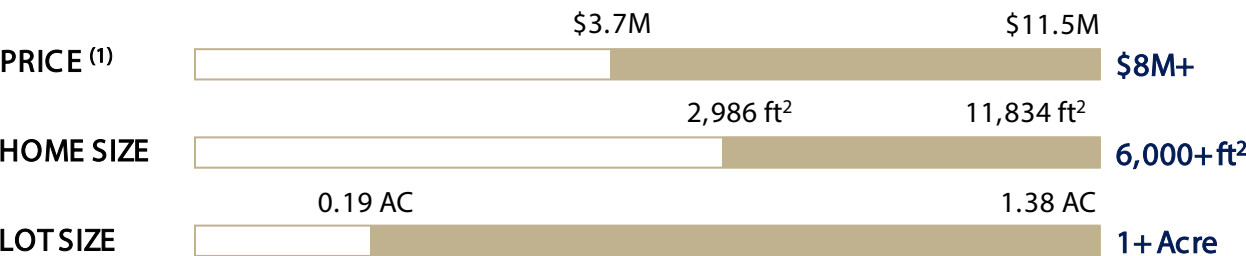
## Summary

Estuary is an exclusive enclave of 176 luxury villas and estate homes, renowned for its private 18-hole golf course and refined natural surroundings. Building began in 2001, residents enjoy stunning landscaping, gorgeous lake and golf views, and impressive, near-by Estuary Club amenities.



Exclusive Golf Access	Luxurious Privacy	Natural Gas Community
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## Market Positioning



<sup>(1)</sup> Price range represents CY 2024.

## Ursula’s Insight

The Estuary is the newer part of Grey Oaks, and each street/neighborhood has monthly get-togethers and a tight-knit community feel. Buyers often seek this neighborhood for its own golf course, sophisticated tranquility, and very close proximity to the Estuary Clubhouse, known for it’s fine dining, refined ambience and incredible views on the Veranda while dining.

## Most Recent Sales <sup>(1)</sup>



**1461 Anhinga Pt**  
\$5,700,000  
5 Bedrooms | 5.5 Bathrooms  
5,075 ft<sup>2</sup>



**1306 Noble Heron Way**  
\$4,225,000  
3 Bedrooms | 3.5 Bathrooms  
4,046 ft<sup>2</sup>



**1389 Great Egret Trl**  
\$9,650,000  
5 Bedrooms | 6.5 Bathrooms  
7,659 ft<sup>2</sup>

<sup>(1)</sup> Sales as of December 2024.



# 06 Isla Vista

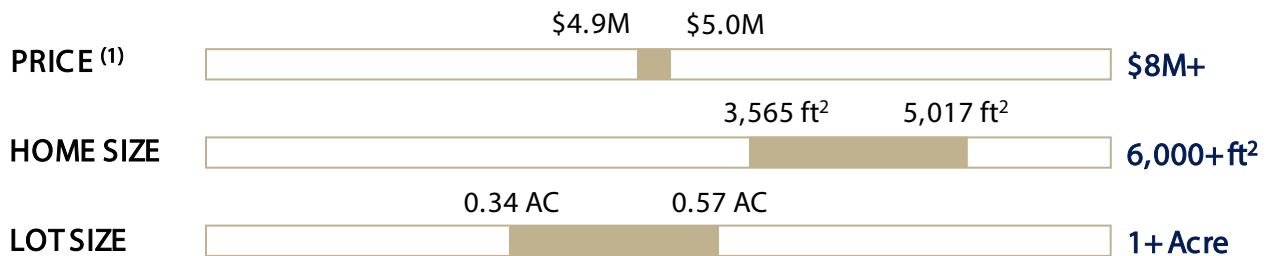
## Summary

Isla Vista consists of 25 elegant, single-family homes known for Mediterranean-inspired architecture, golf course views, and lush landscaping. As an interior neighborhood, it offers a serene and private environment, built between 2001-2003.



Mediterranean Design	Lush Landscaping	Golf Course & Lake Vistas
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## Market Positioning



<sup>(1)</sup> Price range represents CY 2024.

## Ursula's Insight

Isla Vista attracts buyers who desire an interior neighborhood. The community's architectural charm and beautiful views consistently impress. Landmark was the builder of these homes, which have high ceilings, very generous moldings, and well-liked floor plans, with sizes ranging from 3,365 – 5,000 sq.ft.

## Most Recent Sales <sup>(1)</sup>

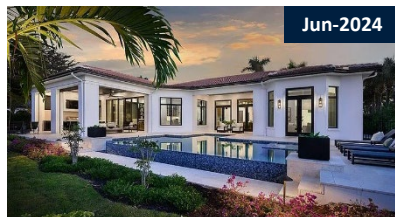


2004 Isla Vista Ln

\$5,000,000

3 Bedrooms | 3.5 Bathrooms

3,821 ft<sup>2</sup>



2064 Isla Vista Ln

\$4,875,000

3 Bedrooms | 3.5 Bathrooms

3,700 ft<sup>2</sup>



2037 Isla Vista Ln

\$5,250,000

4 Bedrooms | 4 Bathrooms

3,733 ft<sup>2</sup>

<sup>(1)</sup> Sales as of December 2024.

# 07 Isle Royale

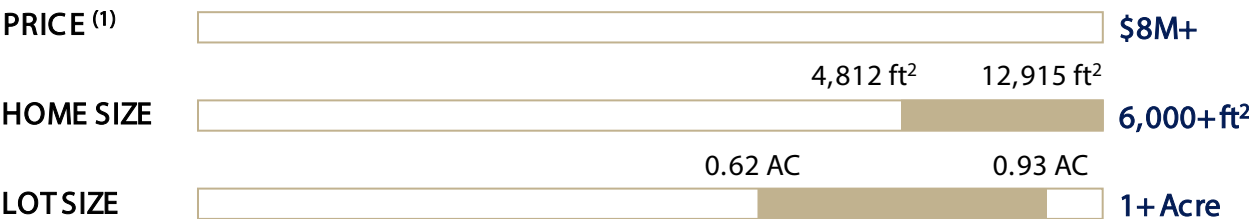
## Summary

Isle Royale offers 20 luxurious estate residences on generously sized lots. Known for its exceptional lakefront and golf views, it provides unmatched seclusion and exclusivity.



Prestigious Address	Exceptional Privacy	Expansive Views
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## Market Positioning

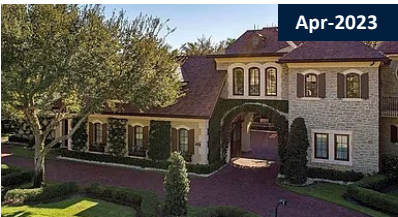


<sup>(1)</sup> No sales reported during CY 2024.

## Ursula’s Insight

Isle Royale is among the most coveted addresses in Grey Oaks, offering grandeur and privacy. Homes here rarely become available, underscoring their exclusivity, with floor plans ranging from 5,000 sq.ft. – 12,900 sq.ft. The views are incredible and as it is an interior neighborhood, it is far from any major street.

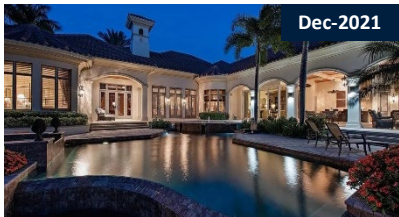
## Most Recent Sales <sup>(1)</sup>



**2140 Canna Way**  
\$9,000,000  
6 Bedrooms | 8.5 Bathrooms  
11,826 ft<sup>2</sup>



**2124 Canna Way**  
\$6,075,000  
4 Bedrooms | 5.5 Bathrooms  
5,066 ft<sup>2</sup>



**2148 Canna Way**  
\$5,700,000  
4 Bedrooms | 4.5 Bathrooms  
5,927 ft<sup>2</sup>

<sup>(1)</sup> Sales as of December 2024.



# 08 Isle Toscano

## Summary

Isle Toscano is an interior, quiet neighborhood of 18 luxury estate homes featuring stunning lake and Palm Course golf views. Mediterranean elegance and privacy define this exclusive enclave, which have homes ranging from 5,000 sq. ft – 11,780 sq.ft. and on .60 – 1.13 acre lots.



Mediterranean Elegance	Exclusive Privacy	Lakefront and Golf Views
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## Market Positioning

PRICE <sup>(1)</sup>		\$8M+
	5,084 ft <sup>2</sup>	11,780 ft <sup>2</sup>
HOME SIZE		6,000+ft <sup>2</sup>
	0.60 AC	1.13 AC
LOT SIZE		1+ Acre

<sup>(1)</sup> No sales reported during CY 2024.

## Ursula’s Insight

Isle Toscano is a very sought-after, quiet, interior neighborhood, with views of lakes and the 15th and 16th Fairway of the Palm Course. It’s perfect for discerning buyers seeking privacy, larger homes, and amazing views.

## Most Recent Sales <sup>(1)</sup>



**1837 Plumbago Ln**  
\$5,900,000  
6 Bedrooms | 7.5 Bathrooms  
7,141 ft<sup>2</sup>



**1821 Plumbago Way**  
\$6,025,000  
4 Bedrooms | 4.5 Bathrooms  
6,322 ft<sup>2</sup>



**1857 Plumbago Way**  
\$6,550,000  
5 Bedrooms | 5.5 Bathrooms  
9,488 ft<sup>2</sup>

<sup>(1)</sup> Sales as of December 2024.

# 09 L'Ermitage

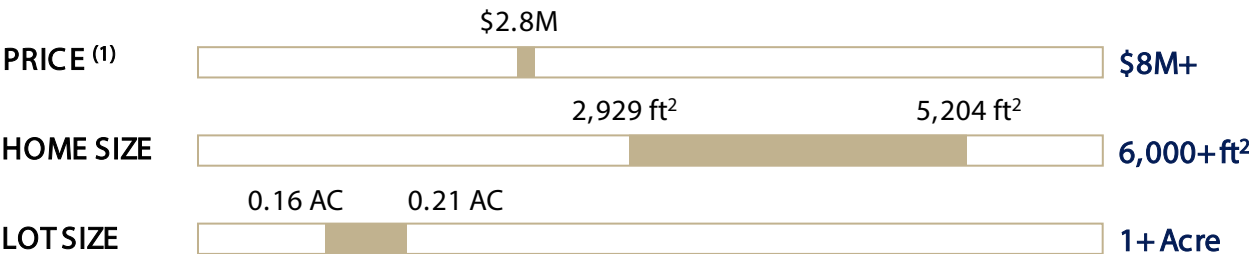
## Summary

L'Ermitage condos have an on-site manager, who takes care of anything needed. The 16 condos have their own pool, grills, and poolside cabanas, in which guests may sleep overnight. La Residence, are eleven villas that offer their own pools and spa and are all 2-level residences. Four are very private, with a courtyard pool and landscaping, while the other seven have vistas over lake, golf, and Clubhouse views.



16 Condos & 11 Villas	Panoramic Views	Exclusive Amenities
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## Market Positioning



<sup>(1)</sup> Price range represents CY 2024.

## Ursula's Insight

L'Ermitage condos have an on-site manager, who takes care of anything needed. The 16 condos have their own pool, grills, and poolside cabanas, which guests can stay at. La Residence, are eleven villas that offer their own pools, spa and are 2-level residences. Four are very private, with a courtyard pool, while the other seven have vistas over lake, golf, and Clubhouse views.

## Most Recent Sales <sup>(1)</sup>



**2598 L'Ermitage Ln**  
\$2,800,000  
3 Bedrooms | 3.5 Bathrooms  
2,932 ft<sup>2</sup>



**2640 Grey Oaks Dr N #B -25**  
\$2,750,000  
3 Bedrooms | 3.5 Bathrooms  
3,304 ft<sup>2</sup>



**2614 L'Ermitage Ln**  
\$3,000,000  
3 Bedrooms | 3.5 Bathrooms  
3,383 ft<sup>2</sup>

<sup>(1)</sup> Sales as of December 2024.



# 10 Majestic Isle

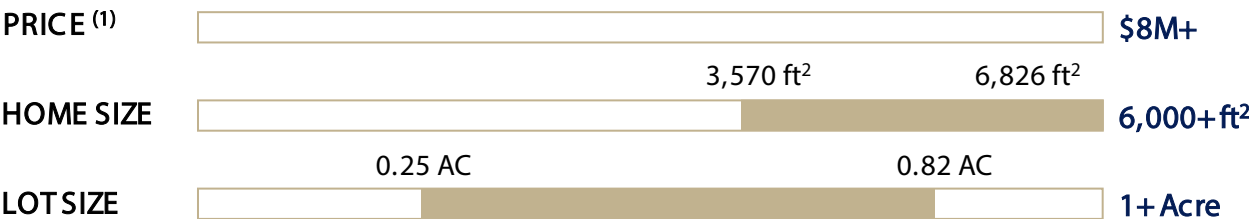
## Summary

Majestic Isle includes 18 estate homes surrounded by water and golf views, known for their tranquility and exclusivity. It provides upscale living with impressive natural beauty.



Gated Exclusivity	Lake and Golf Views	Upscale Tranquility
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## Market Positioning



<sup>(1)</sup> No sales reported duringCY 2024.

## Ursula’s Insight

Majestic Isle is very tight-knit neighborhood, with regular get togethers, quiet, interior views, and one and 2-story residences. Lots range from .25 - .82 acres lots and floor plans ranging 3,570 sq.ft to 6,800 sq.ft. These residences do not come on the market often.

## Most Recent Sales <sup>(1)</sup>



**1927 Cocoplum Way**  
\$5,900,000  
4 Bedrooms | 5.5 Bathrooms  
5,600 ft<sup>2</sup>



**1927 Cocoplum Way**  
\$3,500,000  
4 Bedrooms | 5.5 Bathrooms  
5,596 ft<sup>2</sup>



**1918 Cocoplum Way**  
\$1,900,000  
4 Bedrooms | 4.5 Bathrooms  
4,115 ft<sup>2</sup>

<sup>(1)</sup> Sales as of December 2024.

# 11 The Mews

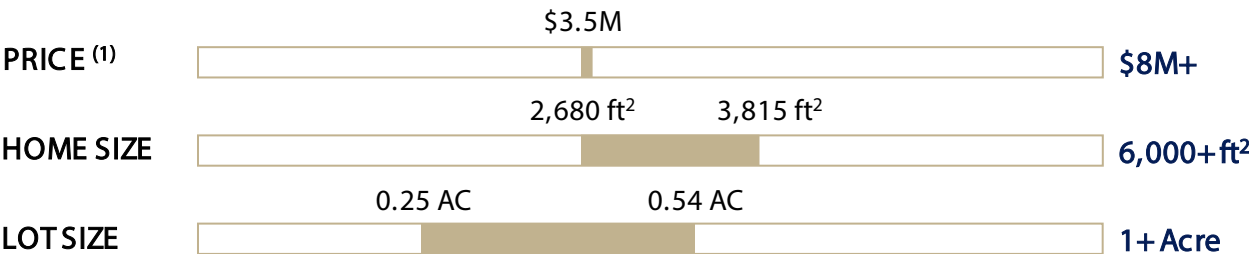
## Summary

The Mews comprises 28 Mediterranean villas with elegant designs and excellent golf course views. Known for its small-community charm, it provides both beauty and privacy, and great floorplans.



Elegant Villas	Golf Course Setting	Intimate Community
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## Market Positioning



<sup>(1)</sup> Only one sale reported during CY 2024.

## Ursula’s Insight

The Mews offers buyers an intimate and elegant lifestyle. Its small size fosters a welcoming, close-knit community feeling. Most homes are 3 bedrooms plus office, although there are some that have four bedrooms plus two offices. Floor plans range from 2,600 sq.ft. to 3,800 sq.ft., and there are two residences that are courtyard homes.

## Most Recent Sales <sup>(1)</sup>



**3111 Indigobush Way**  
\$3,450,000  
3 Bedrooms | 3.5 Bathrooms  
3,087 ft<sup>2</sup>



**3222 Sedge Pl**  
\$2,900,000  
3 Bedrooms | 3.5 Bathrooms  
3,194 ft<sup>2</sup>



**3270 Sedge Pl**  
\$3,050,000  
3 Bedrooms | 3.5 Bathrooms  
3,162 ft<sup>2</sup>

<sup>(1)</sup> Sales as of December 2024.



# 12 Miramonte

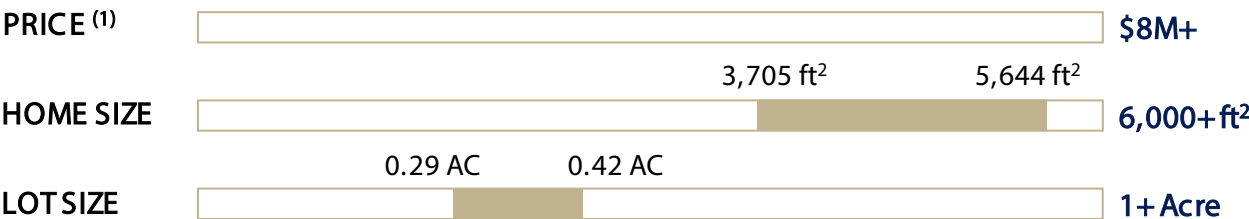
## Summary

Miramonte features 36 Mediterranean-style homes offering lake vistas. The neighborhood is known for luxurious finishes and a peaceful ambiance, although it is not located on a golf course.



Natural Gas Community	Mediterranean Luxury	Mostly Lake Views
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## Market Positioning



<sup>(1)</sup> No sales reported duringCY 2024.

## Ursula’s Insight

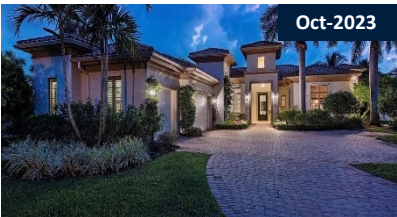
Miramonte’s homes often appeal to buyers looking for quiet luxury. Its Mediterranean style and stunning views are among the community’s most admired features. The floorplans are one level and 2-level and range from 3,700 sq.ft to 5,650 sq.ft. Residents love the natural gas in this community.

## Most Recent Sales <sup>(1)</sup>



2228 Miramonte Ct

\$3,950,000  
4 Bedrooms | 4.5 Bathrooms  
3,724 ft<sup>2</sup>



2209 Miramonte Ct

\$5,500,000  
3 Bedrooms | 3.5 Bathrooms  
3,762 ft<sup>2</sup>



2202 Miramonte Way

\$4,592,500  
4 Bedrooms | 5 Bathrooms  
3,724 ft<sup>2</sup>

<sup>(1)</sup> Sales as of December 2024.

# 13 Palm Island

## Summary

Palm Island contains 22 luxury residences, known for exceptional lake and golf course views. The community offers both tranquility and close proximity to the Club amenities.

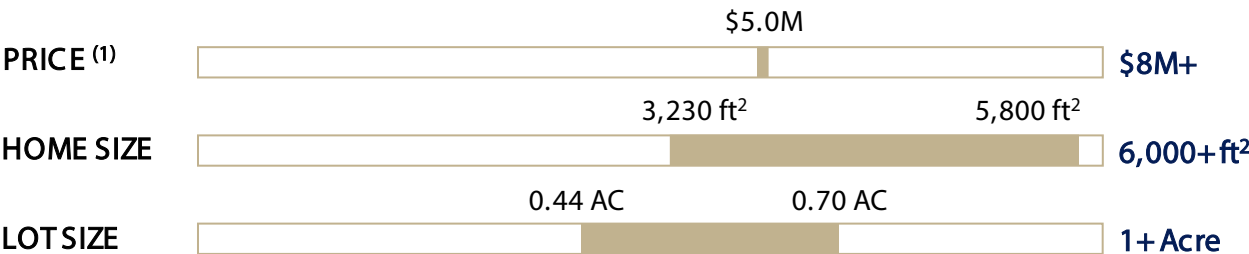


Idyllic Location

Luxurious Ambiance

Stunning Vistas

## Market Positioning



<sup>(1)</sup> Only one sale reported during CY 2024.

## Ursula’s Insight

Palm Island attracts buyers seeking privacy with close proximity to the Club amenities. Its panoramic views are truly among the best in the community, and home sizes range from 3,200 sq.ft. to 5,800 sq. ft. This is a tight-knit community, and residents love living in their interior neighborhood.

## Most Recent Sales <sup>(1)</sup>



**2351 Alexander Palm Dr**  
\$4,950,000  
4 Bedrooms | 4.5 Bathrooms  
5,302 ft<sup>2</sup>



**2340 Alexander Palm Dr**  
\$7,180,000  
4 Bedrooms | 4.5 Bathrooms  
5,800 ft<sup>2</sup>



**2375 Alexander Palm Dr**  
\$2,886,000  
4 Bedrooms | 3.5 Bathrooms  
4,010 ft<sup>2</sup>

<sup>(1)</sup> Sales as of December 2024.

# 14 San Tiva

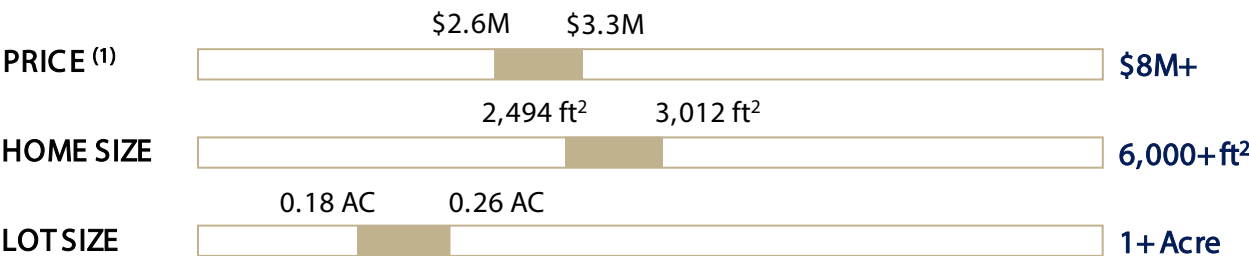
## Summary

San Tiva includes 24 single-family homes known for their picturesque golf and lake views. It provides privacy, serenity, and convenient clubhouse access.



Convenient Location	Picturesque Views	All Facing Lake & Golf Course
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## Market Positioning

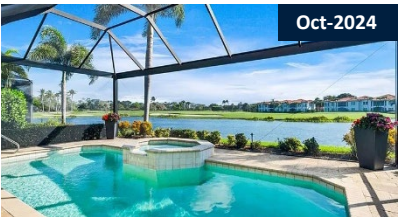


<sup>(1)</sup> Price range represents CY 2024.

## Ursula’s Insight

San Tiva perfectly blends tranquility with convenience with proximity to the main amenities. Interior floor plans vary, as many have removed walls, or made more bedrooms, but typically range from 2,500 -3,000 sq. ft. All have a 2-car garage, with only one residence that has a separate golf cart garage. All residences will be painted a Natural Linen color during Summer 2025, with a choice of back and front door colors.

## Most Recent Sales <sup>(1)</sup>



**2278 Silver Palm Pl**  
\$2,700,000  
3 Bedrooms | 3 Bathrooms  
2,767 ft<sup>2</sup>



**2306 Silver Palm Pl**  
\$3,250,000  
4 Bedrooms | 3.5 Bathrooms  
2,874 ft<sup>2</sup>



**2270 Silver Palm Pl**  
\$2,650,000  
3 Bedrooms | 3.5 Bathrooms  
2,767 ft<sup>2</sup>

<sup>(1)</sup> Sales as of December 2024.



# 15 Terra Verde

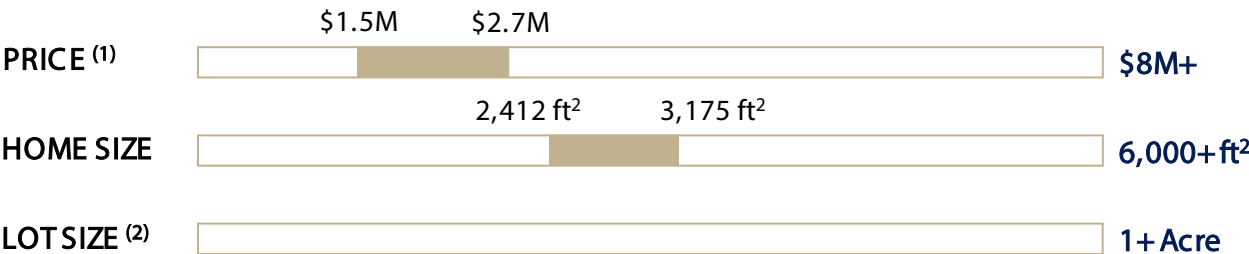
## Summary

Terra Verde is a community of 48 condominiums and offers 16 poolside cabanas that come with some of the condos, with a large, community pool and hot tub. It provides low-maintenance luxury living with beautiful views.



Condominium Community	16 Poolside Cabanas	Low-Maintenance Living
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## Market Positioning



<sup>(1)</sup> Price range represents CY 2024. <sup>(2)</sup> Lot size not applicable (condos).

## Ursula's Insight

Terra Verde stands out due to its wonderful amenities and relaxed lifestyle, as well as being close proximity to the Club amenities. It is a very social, close-knit community, with weekly gatherings by the pool for conversation and fun. There are only 16 cabanas, used for an office or a place to cool off during your day at the pool (no overnight stays). Pets are welcome: one dog up to 25 pounds or two cats.

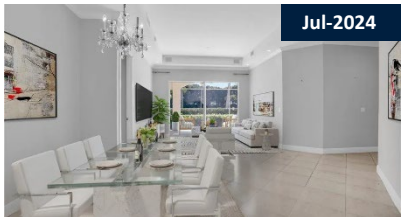
## Most Recent Sales <sup>(1)</sup>



**2392 Terra Verde Ln #2392**  
\$2,725,000  
3 Bedrooms | 3.5 Bathrooms  
3,090 ft²



**2405 Terra Verde Ln #2405**  
\$2,150,000  
3 Bedrooms | 3 Bathrooms  
2,699 ft²



**2374 Terra Verde Ln #2374**  
\$1,475,000  
3 Bedrooms | 3 Bathrooms  
2,434 ft²

<sup>(1)</sup> Sales as of December 2024.

# 16 Torino

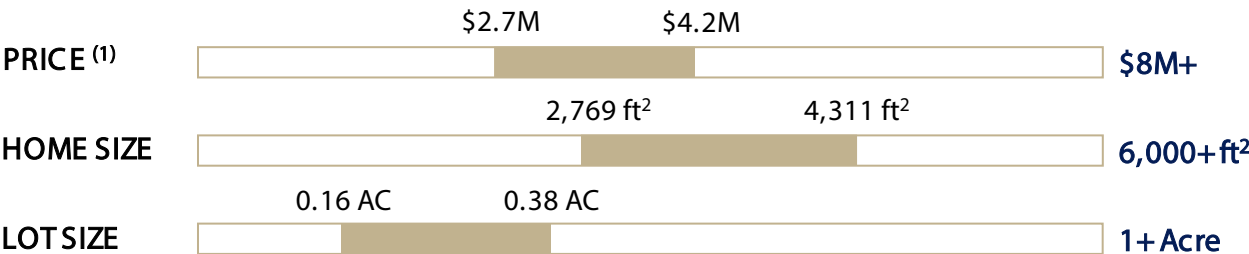
## Summary

Torino is a wonderful neighborhood of 54 villas, built 2007 - 2017 and characterized by their timeless design and peaceful lake and garden views. Floor plans range from one level and 2-level and 2,800 sq.ft. to 4,300 sq.ft.



Natural Gas Community	Lake & Garden Views	Serene Environment
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## Market Positioning



<sup>(1)</sup> Price range represents CY 2024.

## Ursula’s Insight

Torino is ideal for buyers seeking a fun and easy lifestyle. The community is becoming younger and more intertwined, with many golf cart socials by fountains or designated areas. This is also a natural gas community. All homes have 2-car garages, but some also have a golf cart garage.

## Most Recent Sales <sup>(1)</sup>



**2095 Rivoli Ct**  
\$2,700,000  
3 Bedrooms | 3.5 Bathrooms  
3,117 ft<sup>2</sup>



**2125 Modena Ct**  
\$4,200,000  
4 Bedrooms | 4.5 Bathrooms  
3,922 ft<sup>2</sup>



**2149 Asti Ct**  
\$3,208,000  
3 Bedrooms | 3.5 Bathrooms  
3,076 ft<sup>2</sup>

<sup>(1)</sup> Sales as of December 2024.

# 17 Traditions

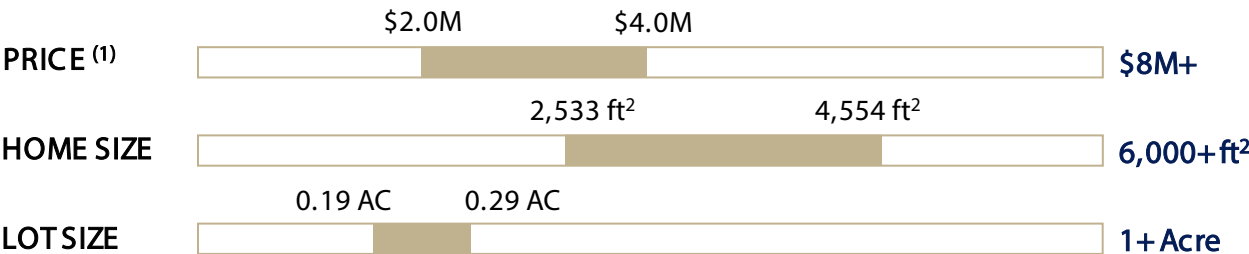
## Summary

Traditions includes 122 residences offering 60 coach homes and 62 villas. Known for its vibrant community life and convenient, low-maintenance luxury, and it is also a natural gas community.



Natural Gas Community	Mixed Home Styles	Maintenance-Free Living
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## Market Positioning



<sup>(1)</sup> Price range represents CY 2024.

## Ursula’s Insight

Traditions is popular among buyers who value community and convenience. Its diverse home styles cater to a wide range of lifestyles. Pets are permitted: two dogs up to 40 pounds each or cats. The coach homes have two community pools and spas, and range one level to 2-level homes, from 2,550 sq.ft. to 4,400 sq.ft. The villas all have private pools and range from 2,642 sq.ft. to 4,554 sq.ft, with varying views.

## Most Recent Sales <sup>(1)</sup>



2315 Tradition Way #202

\$2,350,000  
3 Bedrooms | 3.5 Bathrooms  
3,059 ft<sup>2</sup>



2195 Residence Cir

\$2,850,000  
3 Bedrooms | 3.5 Bathrooms  
3,101 ft<sup>2</sup>



2313 Residence Cir #101

\$1,950,000  
3 Bedrooms | 3.5 Bathrooms  
2,562 ft<sup>2</sup>

<sup>(1)</sup> Sales as of December 2024.



# 18 Venezia

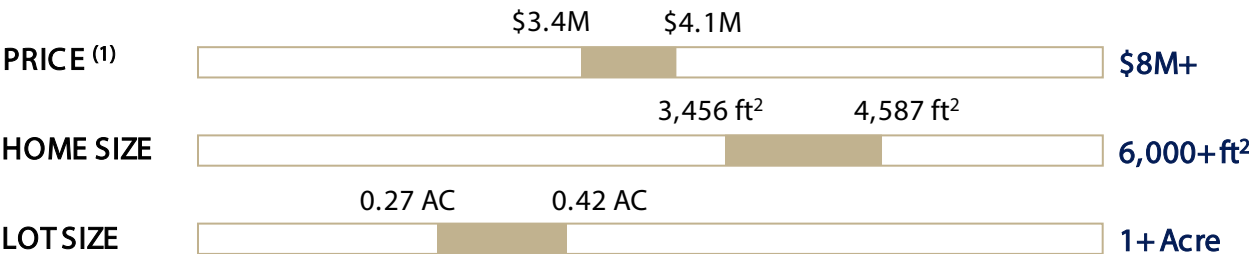
## Summary

Venezia is a community of 27 single-family estates with distinctive Mediterranean architecture, offering lake and golf views. Its serene setting is complemented by architectural beauty.



Mediterranean Estates	Serene Setting	Lake & Golf Views
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## Market Positioning



<sup>(1)</sup> Price range represents CY 2024.

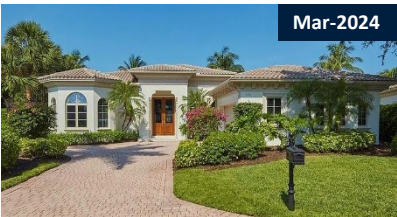
## Ursula’s Insight

Venezia offers luxury, serenity, and distinct architectural elegance. It is an interior neighborhood, with quiet lake and golf course views. Buyers who value peaceful environments are consistently drawn here. Floor plans are one level and 2-level and range from 3,450 sq. ft. to 4,600 sq.ft. The community was built by Landmark, known for high ceilings and generous moldings.

## Most Recent Sales <sup>(1)</sup>



**1751 Venezia Ct**  
\$3,610,000  
3 Bedrooms | 3.5 Bathrooms  
3,587 ft<sup>2</sup>



**1735 Venezia Way**  
\$4,050,000  
4 Bedrooms | 4.5 Bathrooms  
3,674 ft<sup>2</sup>



**1759 Venezia Ct**  
\$3,425,000  
3 Bedrooms | 3.5 Bathrooms  
3,494 ft<sup>2</sup>

<sup>(1)</sup> Sales as of December 2024.

# The Buying *Process*

## In Grey Oaks

At the heart of every successful home purchase is a well-crafted strategy. My approach to real estate isn't just transactional; it's about deeply understanding your needs, streamlining your journey, and ensuring you feel confident at every step. With personalized guidance and proven negotiation skills, my goal is to deliver a seamless and enjoyable experience when buying your home in Grey Oaks.

### A Brief Overview of My Process

#### Discovery & Consultation

Every home search begins by clearly defining your vision. Through personalized consultation, I learn about your lifestyle, needs, and preferences, ensuring that your home search aligns precisely with your unique goals.

#### Strategic Negotiation

Once you've identified the perfect home, I leverage my extensive market knowledge and negotiation expertise to advocate effectively on your behalf, securing optimal pricing and terms.

01.

02.

03.

04.



#### Tailored Home Selection

Using my deep local expertise and extensive network, I present carefully selected homes—including exclusive off-market properties—that closely match your criteria, streamlining your search process and saving you valuable time.

#### Closing & Beyond

As your advisor, I coordinate every detail of the closing process, ensuring it's smooth and stress-free. Even after the keys are in your hands, I remain available to assist with recommendations, guidance, and support.

# Common Mistakes

## Of Grey Oaks Buyers



### Misunderstanding Location

Inside vs. Outside the Loop: Properties inside the main loop offer closer clubhouse access but may have less privacy. Outside properties provide larger lots and quiet but require longer commutes to amenities.



### Ignoring Noise Factors

Tee Box Proximity: Homes facing tee boxes experience early morning noise from golfers and cart traffic during golf season.

Loop Road Traffic: First and second homes along Grey Oaks Drive encounter service vehicle noise throughout the day.



### Skipping Insurance Verification

Contact your insurance carrier before making an offer to confirm property insurability. Florida's changing insurance market can derail purchases if not addressed early.



### Avoiding Professional Inspections

Always order your own inspection, even in competitive markets. For quick closings, request seller's inspection reports (if any) as preliminary information only.



### Not Fully Exploring Club Amenities

Schedule a complete Grey Oaks tour before purchasing. Understanding available amenities helps you evaluate true lifestyle value and long-term property worth.



### Poor Market Timing

Season (October-April): Higher competition, faster sales, less negotiating power.

Summer Months: Fewer listings but more buyer leverage, better negotiating opportunities, and motivated sellers.



# FAQ

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01. How do I choose the right Grey Oaks neighborhood for my lifestyle?

Each neighborhood has its own distinct personality and benefits. This guide provides detailed insights to help you match your preferences and lifestyle with the ideal Grey Oaks neighborhood.

02. Can you provide access to off-market or upcoming listings?

Yes, as a top producer and resident of Grey Oaks for over 20 years, I often have exclusive access to off-market properties and pre-listing opportunities within my network that allow my buyers to get the first look before the houses hit the market.

03. Are there specific community fees associated with homes in Grey Oaks?

Yes, fees vary by neighborhood. Please reach out to me if you have specific questions on a community within Grey Oaks for specific details.

04. Is Grey Oaks suitable for families with children or younger residents?

Absolutely! Grey Oaks has evolved significantly in recent years, welcoming more younger families and professionals. The average age of Grey Oaks residents is 62.

05. What sets you apart from other real estate professionals in Grey Oaks?

My discretion, local residency, staging expertise, and strong negotiation skills have made me Grey Oaks' top-producing individual real estate professional since 2020. I deliver personalized guidance and a competitive edge in home purchasing.

# Testimonials



Ursula Boyd was our agent for both the sale of our home & the purchase of our new home. She is an exceptional realtor in all aspects. It would be difficult to find anyone more dedicated to your home than Ursula. She's calm, knowledgeable & most of all kind & genuine. These are all things that truly make a real estate transaction as stress free as possible. She has remained a friend since meeting her on the business side of home buying & selling. Ursula comes with the highest of recommendations from our family!

Dr. & Mrs. Millard C. Brooks, Jr

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It has been a pleasure working with Ursula Boyd on the recent sale and purchase of our homes in Naples, Florida. Having worked with many Realtors in the past both buying and selling, we can unequivocally say that Ursula was the example of a true professional in her field. She worked tirelessly through both transactions and left no stone unturned. She was respectful of our home during the sale which occurred during the height of COVID. Her extensive knowledge of real estate is second to none.

Nicholas & Ellen Hunter

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It is with immense pleasure that we recommend Ursula Boyd as an outstanding Realtor for anyone who is buying or selling in the Naples area. We dreamed of owning a second home in Naples, but the process appeared overwhelming, because we live over 1,200 miles away. We are certain we would not have made this purchase without Ursula Boyd. Ursula is a professional that is attentive to the customer and who goes above and beyond expectations navigating the process with ease. She is meticulous with the details and extremely knowledgeable of the area.

Sarah & Bill Harris



# Ready to Live in *Grey Oaks?*

Please reach out to me at (239) 675-1800 with any questions you may have about purchasing a home.

Find all available Grey Oaks listings at  
[URSULABOYD.COM](https://URSULABOYD.COM)

If you're still in the exploration phase or have more questions, no worries at all.

Send any questions you have to:



[ursula.boyd@icloud.com](mailto:ursula.boyd@icloud.com)