

Grey Oaks Buyer's Guide (2026 Edition)

A Practical Guide For
Buyers Purchasing In
Grey Oaks



WHO THIS IS FOR



THE PURPOSE OF THIS GUIDE

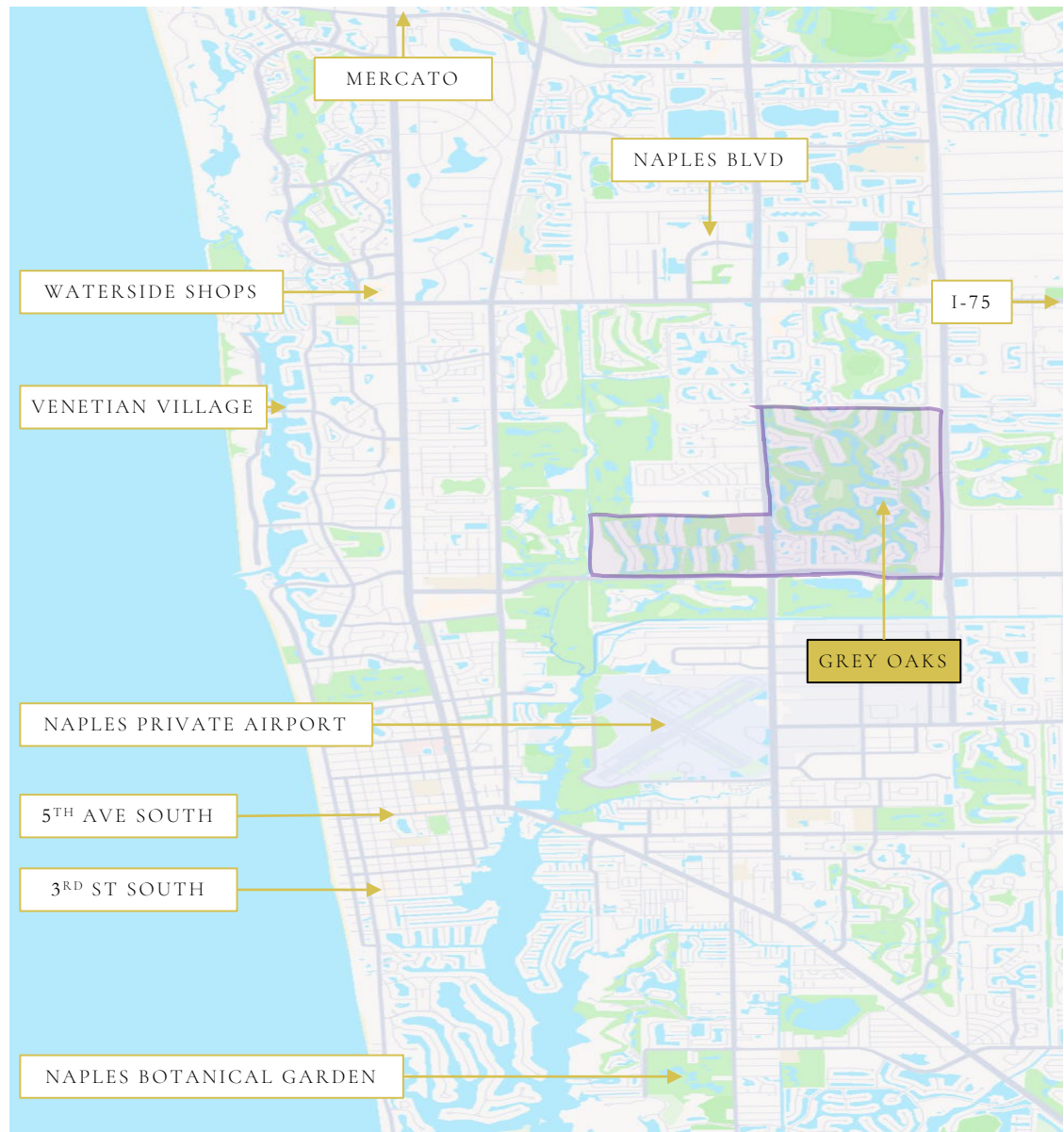
The intention is to provide you with an insightful, transparent overview of Grey Oaks and its distinct neighborhoods.

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

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WHERE IT'S LOCATED



Highlighted areas represent places that seasonal buyers often spend time outside of the gates.

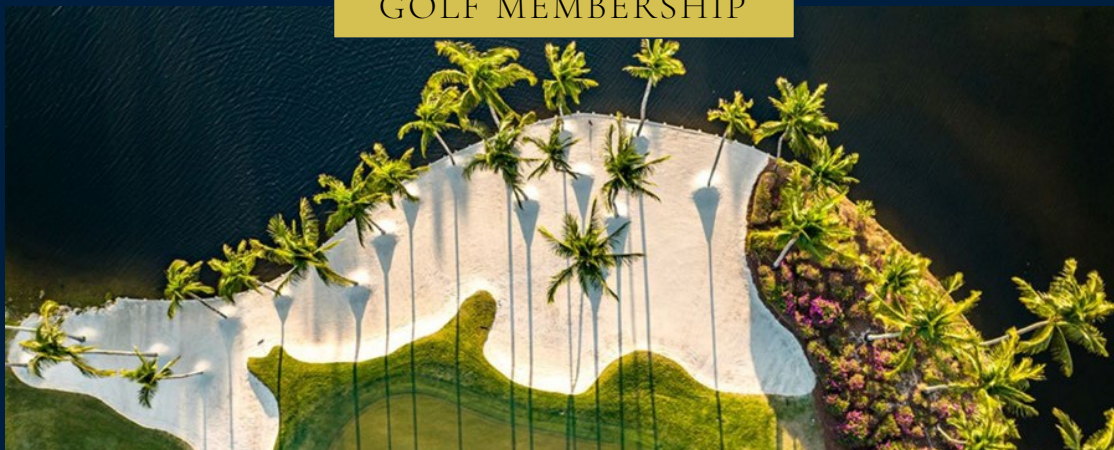
Choose Your Grey Oaks Lifestyle

SPORTS MEMBERSHIP



Active & social lifestyle with access to fitness, tennis, pickleball, bocce ball, aquatics, one driving range, dining, events, and more.

GOLF MEMBERSHIP



Everything included in the Sports Membership plus access to three golf courses, both driving ranges, tournaments, practice facilities and more.

Once your choice is clear, narrowing inventory gets easy — and your purchase becomes smarter.

What Comes With Each Lifestyle

SPORTS MEMBERSHIP

- \$150,000 initiation fee (as of 10/1/26)
- The sports membership has no waitlist
- All buyers who purchase a home in Grey Oaks must pay the current initiation fee to join the club
- Sports members can sell their Grey Oaks home and remain members

MANDATORY WITH PURCHASE OF A HOME

GOLF MEMBERSHIP

- \$400,000 initiation fee (as of 10/1/26)
- Golf membership waitlist varies but for residents is estimated at 3 years
- Buyers who want to skip the waitlist can purchase a home with an immediate golf membership available (separate from purchase price)
- Golf members can sell their Grey Oaks home and remain members

OPTIONAL – CURRENTLY AT CAPACITY

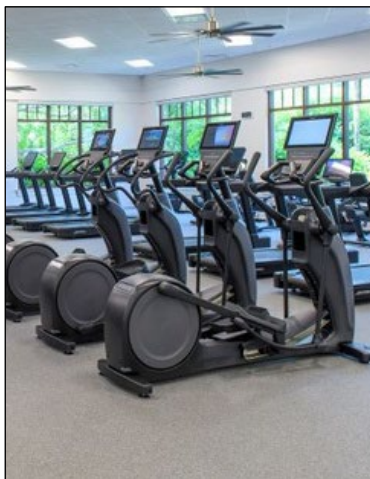
Once your choice is clear, narrowing inventory gets easy — and your purchase becomes smarter.

AMENITIES

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

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



02 Wellness & Fitness

- 30,000 sq. ft. Wellness Center: A state-of-the-art facility featuring modern equipment, classes, and personal training
- Spa Services: Offering a range of treatments including massages, facials, and therapies for 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 maintained courts provide a fun social activity for residents.
- Pickleball Courts: 8 courts dedicated to this 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.
- Pool Café: Casual dining with a relaxed atmosphere, perfect for drinks by the pool.

06 Social & Community

- Events & Gatherings: Regularly scheduled social events, including themed parties, wine tastings, and cultural outings, foster a strong sense of community.



01 AVILA



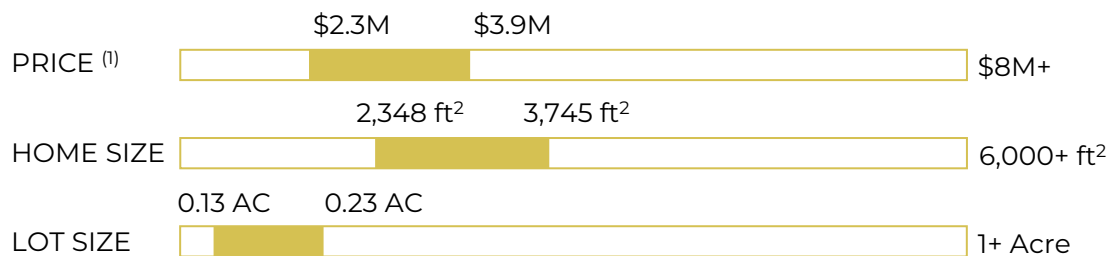
Avila is a Mediterranean-style neighborhood of 53 single-family villas, one and 2-level, built between 1997 and 2001. The community is characterized by elegant architectural details, private courtyards, and views that include overlooking serene lakes, the Palm golf course and resident's pools/inner courtyard.

Mediterranean Charm

Private Courtyards

Golf & Lake Views

Market Positioning



⁽¹⁾ Price range represents CY 2025.

Boyd Insight

What buyers love about Avila: small, lock-n-leave, villa lifestyle that is very close to the 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.

02 BANYAN ISLAND



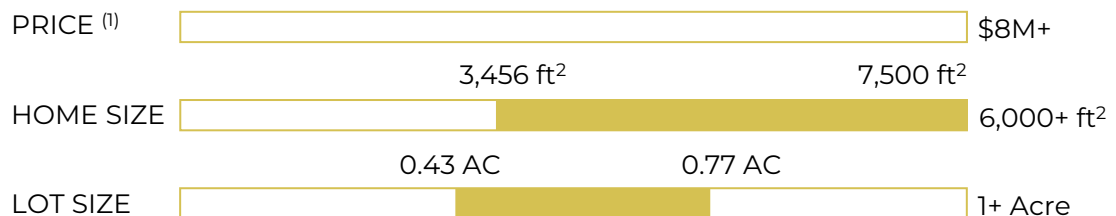
Banyan Island consists of 26 estate homes surrounded by panoramic lakes and Palm Course golf views. Distinguished by spacious lots (.43 - .77 acres) and expansive homes, the community offers tranquility, scenic beauty, and excellent privacy.

Oversized Estates

Panoramic Lake Views

Tranquil Ambiance

Market Positioning



⁽¹⁾ No sales reported during CY 2025.

Boyd 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.

03 CAPISTRANO



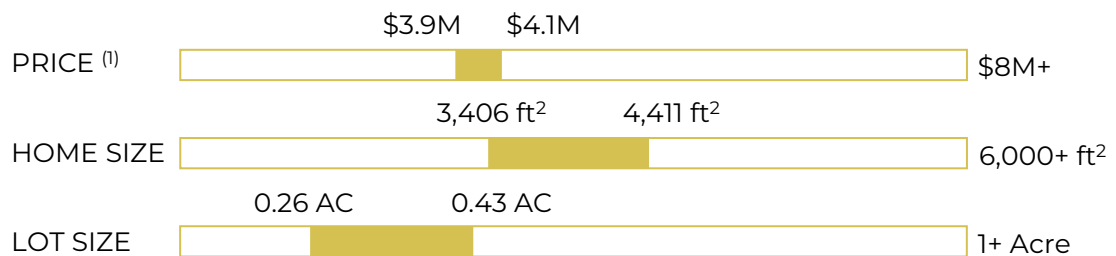
Capistrano is an intimate community of 21 Mediterranean-style villas known for lakefront and golf course living and quiet elegance. The neighborhood is conveniently located close to Livingston entrance, for ease of getting in and out of Grey Oaks.

Low-Maintenance Luxury

Private Pool Areas

Serene Lakefront

Market Positioning



⁽¹⁾ Price range represents CY 2025.

Boyd Insight

Capistrano is a charming community, with 4 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.

04 THE ESTATES



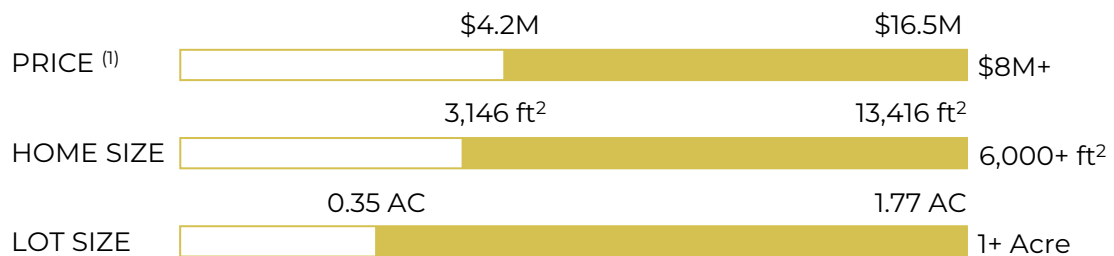
The Estates include 164 custom homes surrounding the Pine course, known for flexibility in home design and expansive golf and lake views. The first homes in Grey Oaks were built in the Estates and there are many homes that have been completely remodeled or even new homes built in place of older ones.

Custom-Built Residences

Flexible Remodeling

Largest Lots in Grey Oaks

Market Positioning



⁽¹⁾ Price range represents CY 2025.

Boyd 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.

05 THE ESTUARY



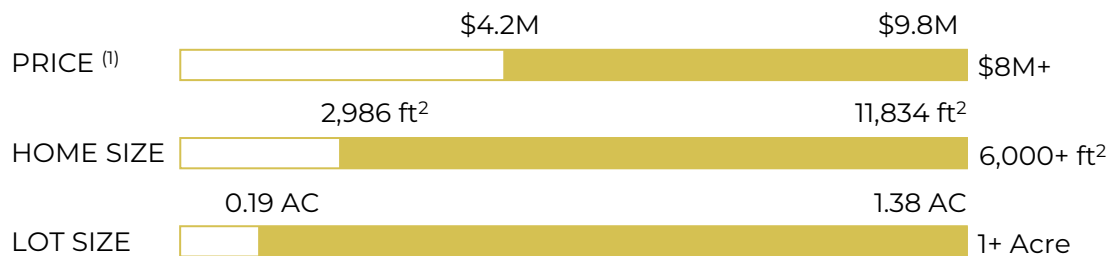
Estuary is an exclusive enclave of 176 luxury villas and estate homes, renowned for its private 18-hole golf course and refined natural surroundings. Building began in 2001, residents enjoy stunning landscaping, gorgeous lake and golf views, and impressive, near-by Estuary Club amenities.

Exclusive Golf Access

Luxurious Privacy

Natural Gas Community

Market Positioning



⁽¹⁾ Price range represents CY 2025.

Boyd Insight

The Estuary is a 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 its fine dining, refined ambience and incredible views on the Veranda while dining.

06 ISLA VISTA



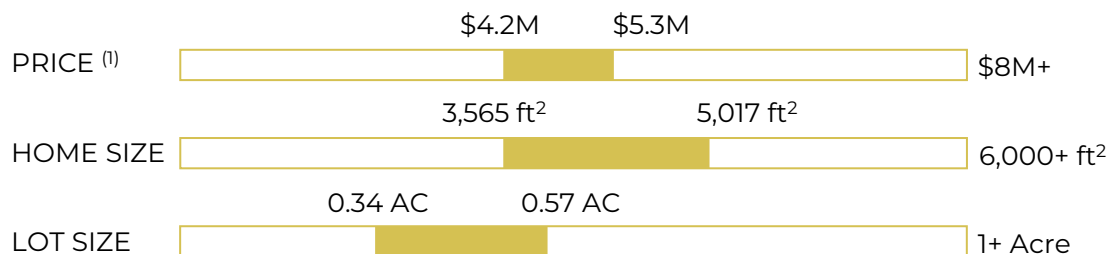
Isla Vista consists of 25 elegant, single-family homes known for Mediterranean-inspired architecture, golf course views, and lush landscaping. As an interior neighborhood not near any major roads, it offers a serene and private environment, built between 2001-2003.

Mediterranean Design

Lush Landscaping

Golf Course & Lake Vistas

Market Positioning



⁽¹⁾ Price range represents CY 2025.

Boyd 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.

07 ISLE ROYALE



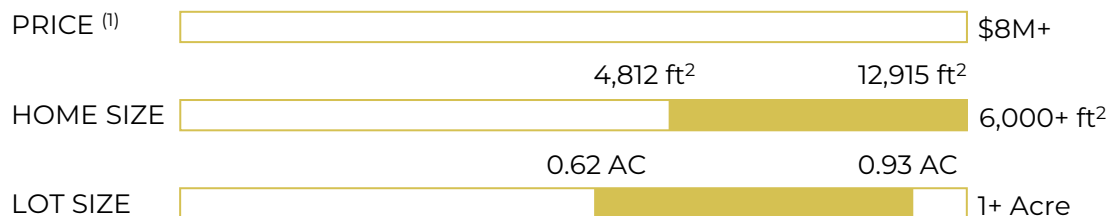
Isle Royale offers 20 luxurious estate residences on generously sized lots. Known for its exceptional lakefront and golf views, it provides unmatched seclusion and exclusivity. It is located inside of the loop away from all major roads that surround Grey Oaks and close to the Halstatt gate.

Prestigious Address

Exceptional Privacy

Expansive Views

Market Positioning



⁽¹⁾ No sales reported during CY 2025.

Boyd 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.

08 ISLE TOSCANO



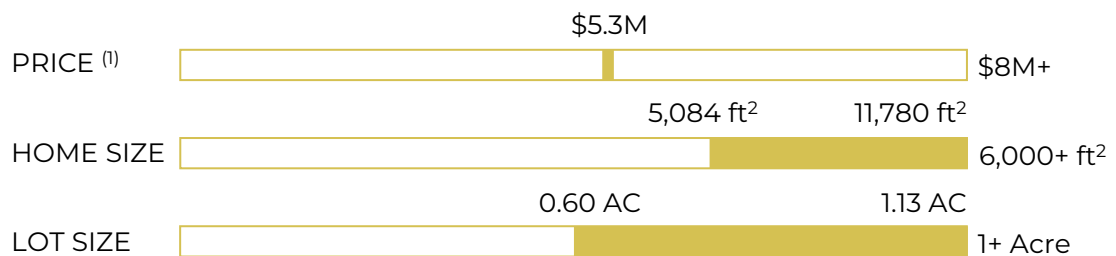
Isle Toscano is an interior, quiet neighborhood of 18 luxury estate homes featuring stunning lake and Palm Course golf views. Mediterranean elegance and privacy define this exclusive enclave, which have homes ranging from 5,000 sq. ft – 11,780 sq.ft. and on .60 – 1.13 acre lots.

Mediterranean Elegance

Exclusive Privacy

Lakefront and Golf Views

Market Positioning



⁽¹⁾ Only one sale reported during CY 2025.

Boyd 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.

09 L'ERMITAGE



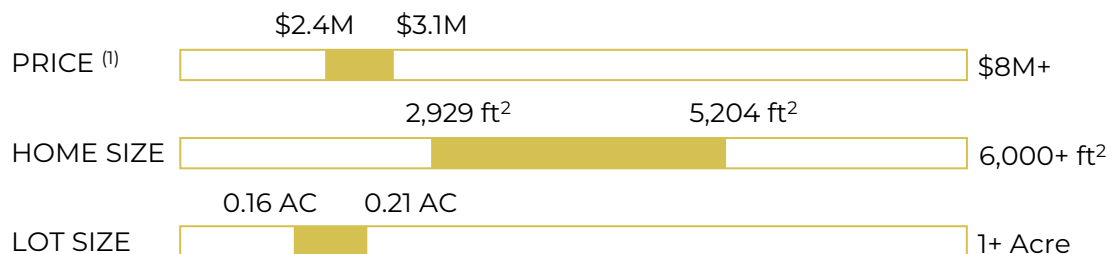
L'Ermitage consists of 16 condos and 11 villas. It is located on the interior side of Grey Oaks Drive and faces the main clubhouse. The condo units have expansive lake, golf course, and reserve views, and the majority of the villas located on either side of the condos have beautiful views.

16 Condos & 11 Villas

Panoramic Views

Exclusive Amenities

Market Positioning



⁽¹⁾ Price range represents CY 2025.

Boyd 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's 11 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.

10 MAJESTIC ISLE



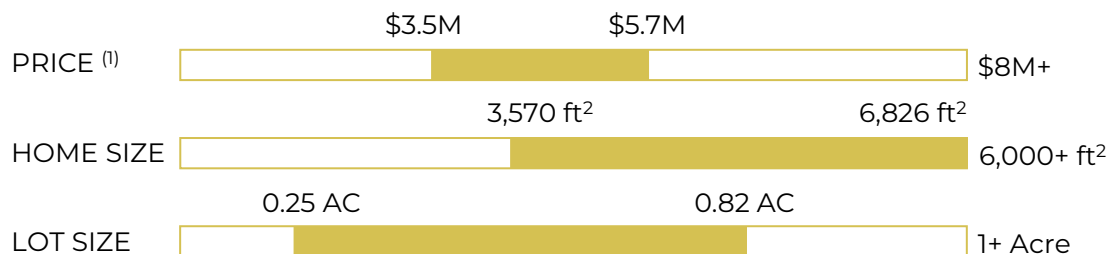
Majestic Isle includes 18 estate homes surrounded by water and golf views, known for their tranquility and exclusivity. It provides upscale living with impressive natural beauty and is located on the interior of Grey Oaks Drive. It is close to both the Livingston and Halstatt Gates.

Interior Exclusivity

Lake and Golf Views

Upscale Tranquility

Market Positioning



⁽¹⁾ Price range represents CY 2025.

Boyd 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.

11 THE MEWS



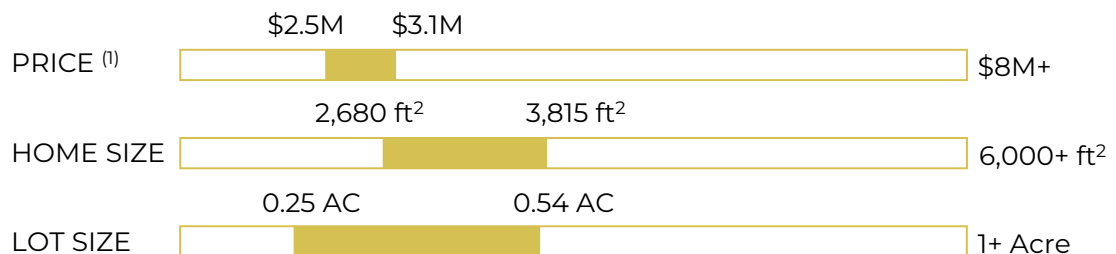
The Mews comprises 28 Mediterranean villas with elegant designs and excellent golf course views. Known for its small-community charm, it provides both beauty and privacy, and great floorplans. It is located on the Pine Course on the east side of Grey Oaks near the Livingston Gate.

Elegant Villas

Golf Course Setting

Intimate Community

Market Positioning



⁽¹⁾ Price range represents CY 2025.

Boyd 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.

12 MIRAMONTE



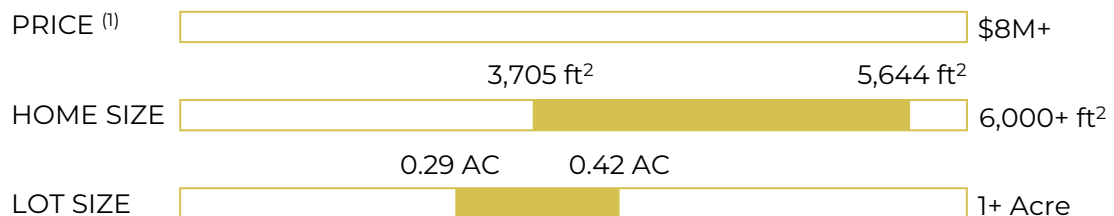
Miramonte features 36 Mediterranean-style homes offering lake vistas. The neighborhood is known for luxurious finishes and a peaceful ambiance, although it is not located on a golf course. It is located on the south side of Grey oaks and is very close to the Halstatt Gate off Airport-Pulling Road.

Natural Gas Community

Mediterranean Luxury

Mostly Lake Views

Market Positioning



⁽¹⁾ No sales reported during CY 2025.

Boyd 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.

13 PALM ISLAND



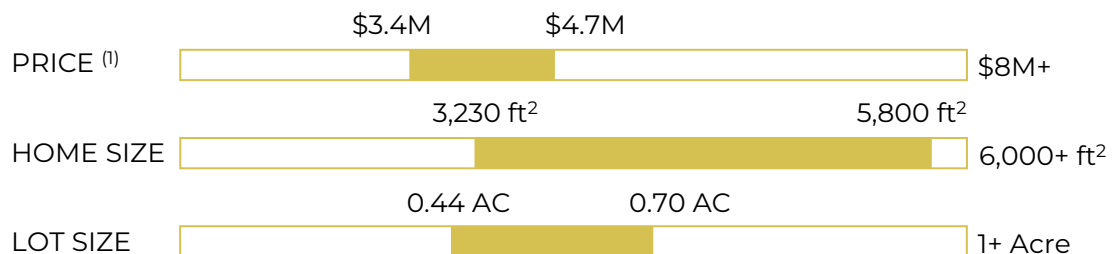
Palm Island contains 22 luxury residences, known for exceptional lake and golf course views. The community offers both tranquility because of being an interior neighborhood and close proximity to the Club amenities. It is conveniently located between the Main Gate and the Halstatt Gate.

Idyllic Location

Luxurious Ambiance

Stunning Vistas

Market Positioning



⁽¹⁾ Price range represents CY 2025.

Boyd 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.

14 SAN TIVA



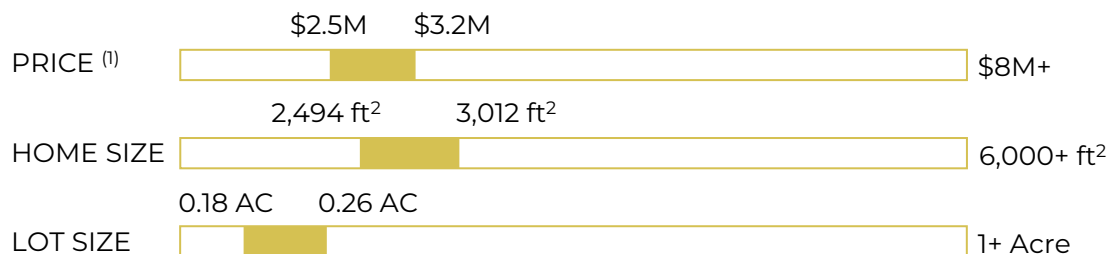
San Tiva includes 24 single-family homes known for their picturesque golf and lake views. It provides privacy, serenity, and convenient clubhouse access. It is located between the Main Gate and Halstatt Gate and residents can walk to the clubhouse in under 10 minutes.

Convenient Location

Close to Clubhouse

Lake & Golf Course Views

Market Positioning



⁽¹⁾ Price range represents CY 2025.

Boyd Insight

San Tiva has great 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 were painted a Natural Linen color during Summer 2025, with a choice of back and front door colors.

15 TERRA VERDE



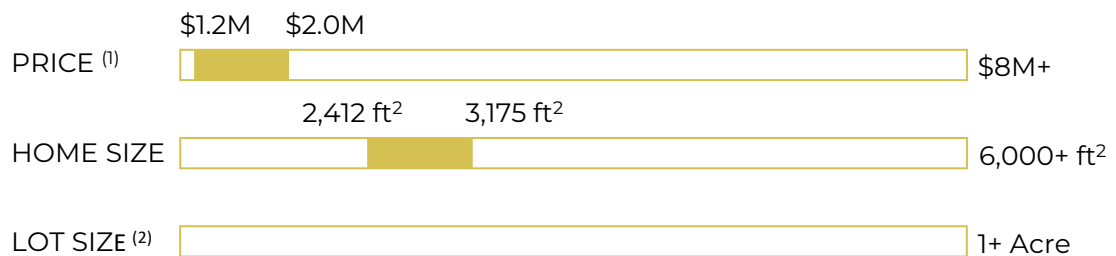
Terra Verde is a community of 48 condominiums and offers 16 poolside cabanas that come with some of the condos, with a large, community pool and hot tub. It provides low-maintenance luxury living with beautiful views. Right across the street from Palm Island, residents are a short walk to the main clubhouse.

Condo Community

16 Poolside Cabanas

Low-Maintenance Living

Market Positioning



⁽¹⁾ Price range represents CY 2025.

⁽²⁾ Lot size not applicable (condos).

Boyd 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.

16 TORINO



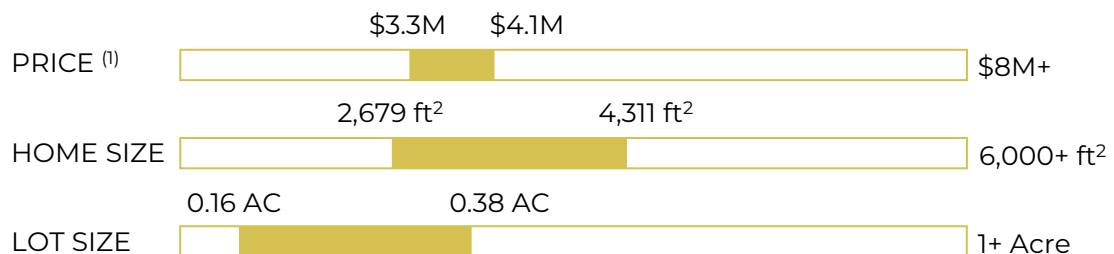
Torino is a wonderful neighborhood of 54 villas, built 2007 - 2017 and characterized by their timeless design and peaceful lake and garden views. Floor plans range from one level and 2-level and 2,800 sq.ft. to 4,300 sq.ft. Torino is located south of Grey Oaks Drive near the Halstatt Gate.

Natural Gas Community

Lake & Garden Views

Serene Environment

Market Positioning



⁽¹⁾ Price range represents CY 2025.

Boyd 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.

17 TRADITIONS



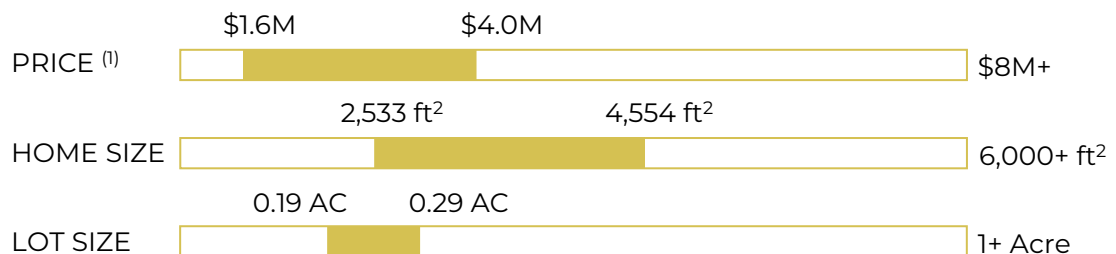
Traditions includes 122 residences offering 60 coach homes and 62 villas. Known for its vibrant community life and convenient, low-maintenance luxury, and it is also a natural gas community. As one of the newest grey oaks neighborhoods, it is located immediately adjacent to the Halstatt Gate off of Airport-Pulling Road.

Natural Gas Community

Mixed Home Styles

Maintenance-Free Living

Market Positioning



⁽¹⁾ Price range represents CY 2025.

Boyd 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. The villas all have private pools and range from 2,642 sq.ft. to 4,554 sq.ft, with varying views.

18 VENEZIA



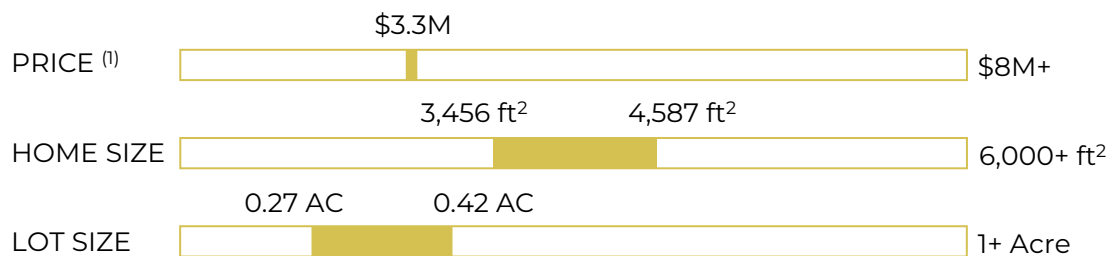
Venezia is a community of 27 single-family estates with distinctive Mediterranean architecture, with every home offering lake and golf views. Its serene setting due to being an interior neighborhood looking over several holes of the Palm Course. It is located near the Livingston Gate off of Grey Oaks Drive.

Mediterranean Estates

Serene Setting

Lake and Golf Views

Market Positioning



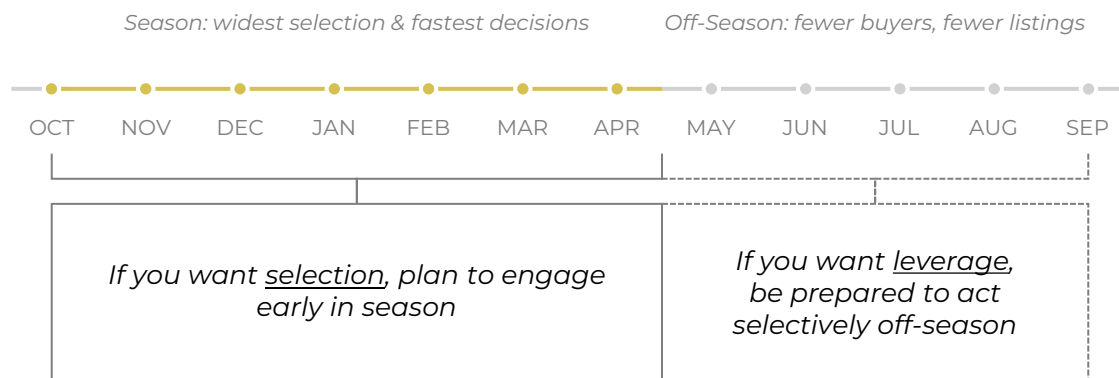
⁽¹⁾ Only one sale reported during CY 2025.

Boyd 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.

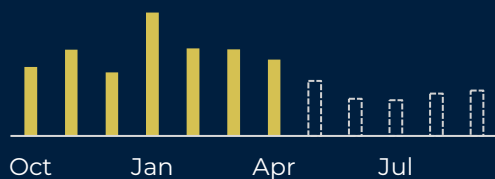
Seasonal Timing Strategy

In Naples, timing affects not just price—but selection, leverage, and how decisively you need to act.



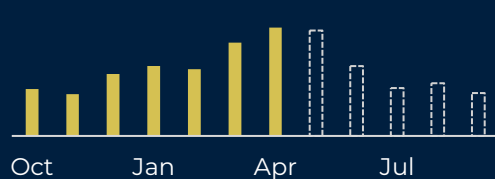
73%

Of new \$2M+ listings launch during season



61%

Of \$2M+ listings are sold during season



The best strategy depends on whether you value selection or leverage.

Choosing the Right Type of Home



New Construction

Ideal for buyers who want modern layouts, current building standards, and minimal post-closing work. These purchases prioritize simplicity and predictability, often with fewer surprises.



Updated Resale

Best for buyers who want an established location with updates already completed. These homes offer speed and convenience, but most decisions on layout, finishes, and materials have already been made.



Remodel / Rebuild

Appeals to buyers who prioritize location and long-term upside over immediate convenience. These purchases may involve significant renovation or rebuilding and require early confirmation of feasibility and timelines.

Why This Matters in Grey Oaks

Each home type comes with different timelines, flexibility, and constraints—especially in a HOA-governed community.

Aligning expectations helps avoid delays, surprises, and compromises.

Important Mistakes to Avoid

01 **Misreading Location**
Inside the loop is quieter; outside is typically within reach of road noise.

02 **Ignoring Noise Factors**
Tee boxes bring early-morning golfer/cart noise, and Grey Oaks Drive can have steady daytime traffic.

03 **Skipping Insurance Verification**
Florida insurance changes fast—verify coverage and cost early to avoid surprises at contract.

04 **Avoiding Professional Inspections**
Seller reports can inform, but they shouldn't replace your own due diligence—especially on tight timelines.

05 **Not Fully Exploring Club Amenities**
A complete club tour clarifies amenities, culture, and long-term value.

06 **Poor Market Timing**
Oct–Apr: more competition, less negotiating. Summer: fewer listings, more buyer leverage.

Avoid the Preventable Surprises

In Grey Oaks, the smoothest purchases happen when the key variables are verified before you commit.

Confirm the six essentials upfront—location, noise, insurance, inspections, amenities, and timing.

SEARCH SMARTER IN GREY OAKS

Define Your Criteria

1. Choose your lifestyle: condo/coach-home, entry-level single family, large estate
2. Set 3 non-negotiables (views, membership access, pet rules, etc.)
3. Decide early: move-in ready now vs. right location with a future renovation plan
4. Evaluate neighborhoods based on how you'll live day-to-day (proximity to the club, walkability, etc.), not just the home itself

What Online Listings Rarely Clarify

- Golf membership access and timing can change the true value of a home
- HOA rules (pets, rentals, etc.) can change viability after a home feels perfect
- Reserves, assessments, and insurance can materially shape long-term ownership.
- Two streets apart can deliver very different experiences—noise levels, privacy, traffic, and walkability

How a Local Expert Can Save You Months of Searching

A brief conversation is helpful if any of these apply:

You need golf membership certainty

You want off-market opportunities

You are torn between two homes and can't feel the difference online

You are buying in-season and want to move decisively when the fit appears

OUR BUYER PROCESS

- 01** **Grey Oaks Match Quiz**
Define the criteria that help us align your goals with the perfect home.
- 02** **Curated Match**
Best on-market options and private opportunities from our network
- 03** **Efficient Tours**
We tour selectively—virtually or in person—while advising on lifestyle fit and true ownership costs.
- 04** **Offer & Negotiation**
We structure clean, competitive offers that protect your priorities and reduce friction.
- 05** **Concierge Close**
You sign while we manage details through closing and beyond.

What Our Buyers Value Most

Access to Discreet Opportunities

Off-market and privately shared listings

Local Judgment

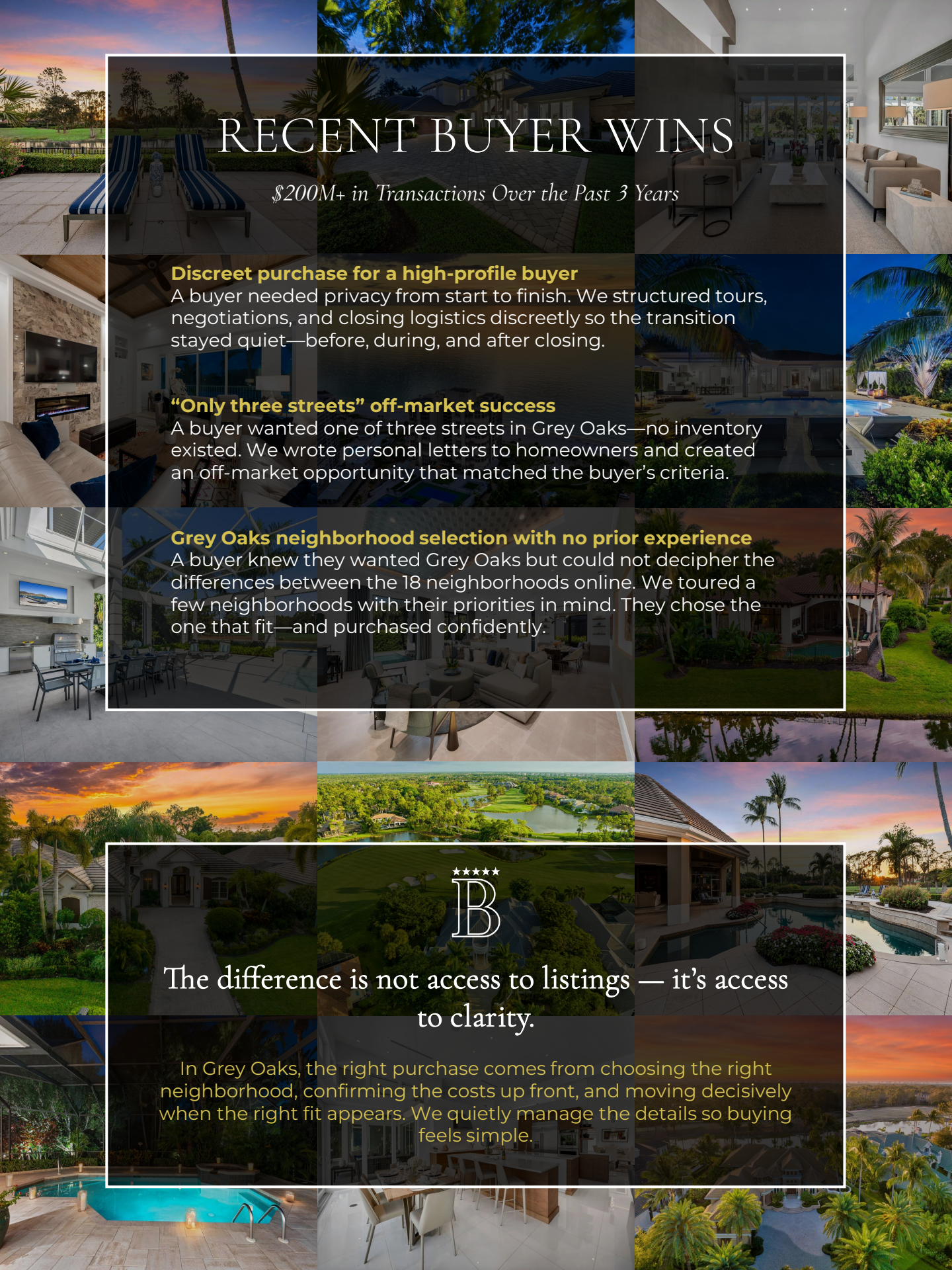
Clear guidance on pricing, rules, and tradeoffs

Efficiency & Certainty

Focused tours, clean offers, fewer surprises

Support Beyond Closing

Trusted vendors for remodeling, home watch, and more



RECENT BUYER WINS

\$200M+ in Transactions Over the Past 3 Years

Discreet purchase for a high-profile buyer

A buyer needed privacy from start to finish. We structured tours, negotiations, and closing logistics discreetly so the transition stayed quiet—before, during, and after closing.

"Only three streets" off-market success

A buyer wanted one of three streets in Grey Oaks—no inventory existed. We wrote personal letters to homeowners and created an off-market opportunity that matched the buyer's criteria.

Grey Oaks neighborhood selection with no prior experience

A buyer knew they wanted Grey Oaks but could not decipher the differences between the 18 neighborhoods online. We toured a few neighborhoods with their priorities in mind. They chose the one that fit—and purchased confidently.



The difference is not access to listings — it's access to clarity.

In Grey Oaks, the right purchase comes from choosing the right neighborhood, confirming the costs up front, and moving decisively when the right fit appears. We quietly manage the details so buying feels simple.