

PREPARED FOR YOU · MIAMI, FL

The Coral Plan

A finished home, ready now

The home you toured today, the upgrades the owners added, what the same floor plan costs brand new, recent sales of this plan, and the homes it competes with right now.

123 LANE DRIVE · MIAMI, FL



[Agent Name]

LPT Realty

[email] | [phone]

Why This Home

“The finishes are the easy part to change. The upgrades in this house are the hard part, and they’re already done.”

BUILT TO STAY

The owners built this home planning to stay for years, and it shows in the choices they made: the outdoor kitchen, the expanded kitchen, the whole-home generator and the pool. A job relocation is what brings it to market.

NEW CONSTRUCTION VS. A RESALE

Builders rarely negotiate on new homes, so the models trade at the builder’s price. This home is a resale of the same Coral floor plan, with room to negotiate.

WHAT THE NEXT PAGES SHOW

The before-and-after page changes only the furniture and one painted wall, so you can picture how quickly this home becomes yours.

MORE UPGRADES THAN THE MODELS

The models are upgraded mostly in finishes. This home’s upgrades are built into the house itself, already finished and tested by real life.

Agent tip: write this page in your own voice, from what you heard on the tour. Address the client’s hesitation directly in the opening quote.

Custom Upgrades

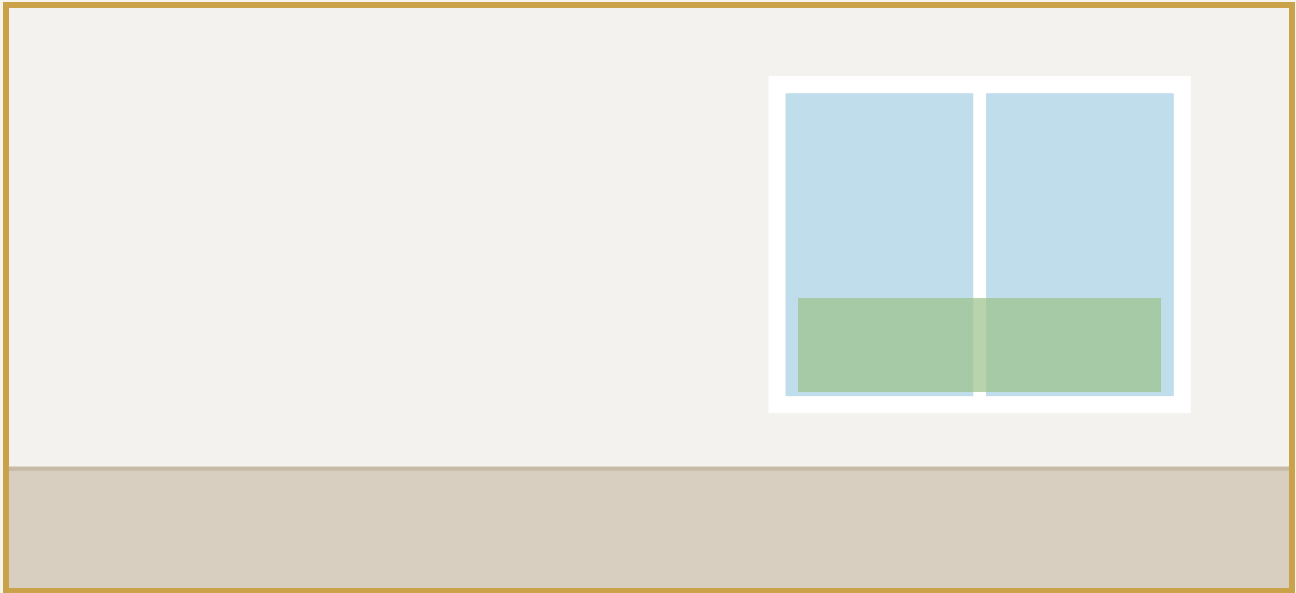
Investments the owners made beyond the builder’s standard package.

Outdoor kitchen & pergola Built-in grill, fridge and bar seating	Three-car garage Air-conditioned, epoxy floors, storage
Saltwater pool & spa Sun shelf and lake view	Whole-home generator Natural gas, automatic transfer
Custom closets Built-out in every bedroom	Smart-home system Lighting, shades, locks and cameras
Kitchen expansion Larger island and walk-in pantry	Wine wall Climate-controlled glass display
Pool bath added Full bath off the lanai	Designer lighting Fixtures throughout
Impact glass Every window and door	Oversized corner lot Extra side yard and privacy

Agent tip: get this list from the seller or listing agent, with costs where known. Dollar amounts make upgrades real for a buyer.

Great Room

BEFORE · listing photo



AFTER · virtually staged



Furniture changed only, plus one painted wall.

Paint is inexpensive, and the furniture will be your own style. This shows what furniture and paint do for the room.

"After" images are virtually staged for illustration. Architecture, flooring, cabinetry and fixtures are unchanged.

Agent tip: repeat this page for four to six rooms. Use the listing photo as "before" and a virtually staged version as "after." Always label staged images.

Resale vs. New Construction

The two closest matches to the home you toured are new construction: the builder’s Coral and Sapphire models in the same community. The home you toured is a resale of the Coral plan.

JUST IN The Sapphire model went under contract this week at \$2,575,000.

\$1.85M

THIS HOME · RESALE

Original purchase price

\$2.45M

CORAL MODEL · NEW

Sold

\$2.575M

SAPPHIRE MODEL · NEW

Under contract

Home	Type	Status	Price	Bd / Ba	A/C sq. ft.	\$ / A/C sq. ft.
Coral model	New	Sold	\$2,450,000	5 / 5.1	4,620	\$530
Sapphire model	New	Under contract	\$2,575,000	5 / 6.1	4,890	\$527
This home	Resale	Original purchase	\$1,850,000	Coral plan	4,620	—

NEW CONSTRUCTION: THE MODELS

- Coral model, \$2.45M, sold
- Sapphire model, \$2.575M, under contract
- Upgraded mainly in finishes and appliances
- Sold designer-decorated

RESALE: THIS HOME’S UPGRADES

- Kitchen expanded beyond the standard plan
- Pool bath added off the lanai
- Air-conditioned three-car garage
- Whole-home generator
- Saltwater pool, outdoor kitchen, pergola
- Oversized corner lot

Recent Sales of This Plan

Coral floor plan resales in the community, last 12 months.

8

CLOSED SALES

\$1.83M

MEDIAN PRICE

\$397

MEDIAN \$ / SQ. FT.

48

MEDIAN DAYS ON MARKET

Address	City	Closed	Sold price	\$/SF	Sq. ft.	DOM
111 Example Street	Miami, FL	10/02/26	\$1,925,000	\$417	4,620	41
222 Sample Court	Miami, FL	09/18/26	\$1,780,000	\$389	4,580	88
333 Model Way	Miami, FL	08/27/26	\$1,850,000	\$400	4,620	22
444 Palm Lane	Miami, FL	07/11/26	\$2,010,000	\$428	4,700	15
555 Lake Terrace	Miami, FL	05/30/26	\$1,725,000	\$377	4,580	132
666 Garden Drive	Miami, FL	04/14/26	\$1,890,000	\$409	4,620	37
777 Harbor Place	Miami, FL	02/20/26	\$1,760,000	\$384	4,580	104
888 Grove Street	Miami, FL	12/05/25	\$1,815,000	\$393	4,620	56

What drives the spread: lake lots, a private pool and post-construction upgrades push sales toward the top of the range. Homes with no pool or lighter upgrades sell at the bottom of it.

PLEASE NOTE

These are more basic versions of the plan, with fewer upgrades than the home you toured.

Comparable Homes For Sale

Similar large floor plans currently offered in the community.

Address	Type	Plan	List price	Bd / Ba	A/C sq. ft.
912 Coral Way	Resale	Sapphire plan	\$2,195,000	5 / 6.1	4,890
145 Bayview Court	Resale	Coral plan UNDER CONTRACT	\$2,099,000	5 / 5.1	4,620
230 Pine Ridge Road	Resale	Pearl plan	\$1,899,000	5 / 5	4,350
78 Sunset Boulevard	Resale	Opal plan	\$1,749,000	4 / 4.1	3,980
Pearl model (new)	New	Pearl	\$2,249,900	4 / 4.1	4,100
Opal model (new)	New	Opal	\$1,989,900	4 / 3.1	3,650

HOW THIS HOME STACKS UP

- The only other Coral plan for sale is already under contract.
- New construction costs more for the same space, at non-negotiable builder pricing.
- The upgrades are done; a new build would wait on construction and pay for them separately.

AGENT TIP

- Pull this list from the MLS the morning you send it.
- Mark anything under contract so the client sees inventory is tight.
- Keep sources off the page; show just the numbers.

I would love to work with your family

I know this market, and I'm here to help you find the home that makes the most sense for you, whether that's this one or the next one we tour together.

[\$__M]

YOUR SALES VOLUME

[Title]

YOUR DESIGNATION

Local

YOUR AREA EXPERTISE

A finished home, ready now: the hardest work is already done.

[Agent Name]

LPT Realty

[email] | [phone]