



LEGACY 01

RESIDENTIAL & COMMERCIAL
DEVELOPERS

THE LEGACY BLUEPRINT

MONTHLY NEWSLETTER - VOLUME 6

Inside every issue

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PROJECT HIGHLIGHT

Wrapping up 3 Sanford Properties



MARKET PULSE

Central Florida’s housing market continues to rebalance. Inventory remains elevated, buyer activity has slowed seasonally, and pricing has flattened across much of the Orlando area. Homes are spending longer on market, giving buyers leverage while sellers must price competitively to secure contracts before year-end. [Realtor.com](https://www.realtor.com)

BUILD SMARTER

- Builders and sellers should **align pricing with current absorption rates**, not peak-market comps.
- **Focus on efficient floor plans, energy-smart upgrades, and clean scopes of work.** Pre-construction planning and accurate budgets matter more in slower markets, where margins tighten and buyer scrutiny increases. [ORRA](#)


INVESTOR Q&A

Q: Is December a smart time to buy in Central Florida?

A: Yes, for disciplined investors. Reduced competition, motivated sellers, and longer days on market create negotiation opportunities. Success depends on conservative underwriting, realistic rents, and patience. Focus on properties with strong fundamentals, not speculative appreciation. [Realtor.com](https://www.realtor.com)

All three Sanford homes have completed slabs and block work, with roofing nearing completion. Sheathing and dry-in inspections have passed for all units. Pro-Tek termite (Boracare) treatment is scheduled next, followed by final roof inspections and rough-in plumbing, HVAC, and electrical inspections early next week.

LEGACY 01 UPDATES

- We have just launched a new Instagram page. Make sure to follow us (click on IG icon): 
- We’ll also be launching a new Ameristar Facebook and Instagram page, so stay tuned!

QUICK WINS

- Price using recent comps, not spring expectations.
- Builders must lock scopes and pricing early.
- Use the seasonal slowdown to negotiate incentives, repairs, or closing credits in your favor.
- Today’s market rewards preparation, transparency, and realistic timelines over aggressive assumptions. [Redfin](#)

Send us your questions or topic ideas – we’ll feature one next month.
Forward to colleagues looking to build smarter.

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