

THE **LUXE**
TEAM

AXEN REALTY

NEXA LENDING

NMLS ID 2653998

**NEW
CONSTRUCTION
DONE**

Right.

**THE KING OF KINGSTON
PLAYBOOK**

Builders + Realtors. Working Together for You.

Christine Pecoraro 239-910-1180 | Greg Prengaman 412-996-2241

Information current as of October 5, 2026



01 / BEFORE YOU WALK INTO A MODEL

The first visit can matter.

Kingston's grand opening is Saturday, October 17. Connect with us before your first visit.

Builder teams and Realtors work together every day. Connecting before your first visit helps everyone understand how you will be represented and how the process will work.

01 REGISTRATION TIMING

Many builders require your agent to be identified at or before the first visit. Waiting until after you register can limit whether your agent can step in. Contact The LUXE Team before you visit or register online so we can confirm the applicable builder policy.

02 BUILDER-TO-BUILDER COMPARISON

Kingston gives buyers real choice: different builders, collections, homesites, included features, timelines and financing programs. We help you compare those paths around how you want to live.

03 THE MODEL VS. THE ACTUAL PURCHASE

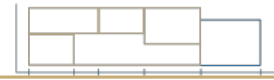
Model homes are designed to inspire. We separate standard features, structural options, design-center choices and decorative staging so the home you tour and the home you buy are understood clearly.

04 TOTAL-DEAL ANALYSIS

A large incentive is not automatically the best deal. We compare price, lot premium, upgrades, closing costs, rate programs and resale considerations together.

The goal is to know which homes deserve your attention.

Representation rules and builder policies vary. Contact us before your first visit so we can confirm the current process.



02 / HOW THE LUXE TEAM ELEVATES THE EXPERIENCE

Another layer of guidance and strategy.

Builder teams know their homes, offerings and construction process. The LUXE Team adds another layer of guidance and strategy across builders, communities, homesites, options, financing, timing and lifestyle fit.

01 BUILDER AND LIFESTYLE FIT

Which builder, community and collection best match your budget, daily routines, amenities, customization preferences and timeline?

02 HOMESITE

Sun exposure, pool orientation, privacy, view, future development, road position and lot premium.

03 OPTIONS

What is standard, structural, design-center or decorative - and which choices can be changed later?

04 FINANCING

Builder lender incentives and outside financing, rate buydowns, credits, points, cash-to-close and long-term cost.

05 CONTRACT AND TIMING

Deadlines, deposits, contingencies, change orders, delivery windows, inspections and walk-through expectations.

06 RESALE

Future competing inventory, lot quality, floor-plan demand, upgrade recoverability and how your choice may age.

Builder teams and Realtors work together every day, and many builders cover the buyer-agent commission as part of the transaction. Confirm the applicable compensation and representation arrangements for your purchase.



03 / KINGSTON AT A GLANCE

Four builder paths. One big decision.

Kingston is opening in phases, and the numbers are moving. Our buyer list is built around current updates rather than a one-time brochure.

BUILDER / COMMUNITY	BUYING PATH	SOURCE STARTING POINT
Lennar Kingston South	Villas + 3 single-family collections	From \$329,999
Pulte Homes Kingston	Scenic + Executive + Echelon	From upper \$300s
Neal Communities Kingston South	Villa + single-family series	From \$367,990
Taylor Morrison Esplanade at Kingston	Garden Villas + 47' / 52' / 62' collections	Garden Villas from \$369,900

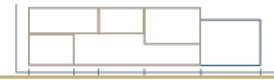
Compare the complete buying path

Read the plan tables on pages 5-8 alongside included features, homesite choices, option flexibility, delivery windows, financing programs and recurring costs. A community starting price cannot tell you the cost of the exact home you want.

The live shortlist is where the value is.

We track releases, quick move-ins, lot openings, lender specials, closing-cost programs, rate buydowns, design promotions, model openings and other lawful buyer incentives as they change.

Lennar, Pulte and Neal starting points retain Christine’s October 5, 2026 snapshot. Taylor Morrison founding prices come from the sheets supplied October 7. Confirm current figures and availability with each builder.



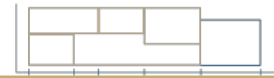
04 / BUILDER AND MODEL STARTING POINTS

Lennar at Kingston South

Current published starting points from the October 5 source guide. Base prices are before homesite premiums, options, pool/spa packages and other costs.

COLLECTION	PLAN	SQ FT	BEDS / BATHS
Villas	Pelican	1,462	3/2
Villas	Osprey	1,564	2+den/2
Executive	Amelia	1,635	3/2
Executive	Cedar Key	1,933	4/3
Executive	Destin	2,198	4/3
Executive	Jupiter	2,391	4/3
Executive	Lido Key	2,520	4/2.5
Executive	Miramar	2,919	6/4
Manor	Delray	2,165	4/3
Manor	Key Largo	2,587	5/3
Manor	Palm Bay	2,836	4/3.5
Manor	Sand Key	3,020	5/4
Manor	Weston	3,392	5/4.5
Estate	Oakmont II	2,361	4/2.5
Estate	Sunset	2,650	3/3
Estate	Agostino	2,796	3/4.5
Estate	National	3,473	5/3
Estate	Wynwood	3,945	5/3.5

*National has appeared with differing elevation pricing in current public sources; confirm the live builder sheet before relying on any figure.



05 / BUILDER AND MODEL STARTING POINTS

Pulte Homes at Kingston

Pulte's source guide lists many plans by price band rather than a single hard base price.

SERIES	PLAN	SQ FT	BEDS / BATHS
Scenic	Flagstone	1,518+	2-3/2-2.5
Scenic	Drayton	1,580	4/2
Scenic	Morris	2,203	4/3
Scenic	Trailside	2,615	5/3
Executive	Highgate	1,850	4/2
Executive	Mystique	1,889+	2-4/2-3
Executive	Concord	2,397	4/3
Executive	Mystique Grande	2,870+	3-5/3-4
Executive	Serena	3,567+	5/3-4
Echelon	Ashby	2,298+	3-4
Echelon	Easley	2,685+	3-4/2-4
Echelon	Easley Grande	4,194+	5-6/3-5

Pulte's community is advertised in the source guide from the upper \$300s. Price bands and plan availability are subject to change. The source lists Ashby as "3-4" in the beds/baths field without a bath count; confirm the current plan specifications.

Why we compare beyond the "from" price

The smallest plan on the least expensive homesite is only the starting line. The decision changes when lot premiums, elevation choices, structural options, incentives and financing are added.



06 / BUILDER AND MODEL STARTING POINTS

Neal Communities at Kingston South

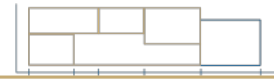
Neal's source guide publishes specific base prices for these Kingston South plans.

TYPE	PLAN	SQ FT	BEDS / BATHS
Villa	Tidewater 2	1,530	2/2
Single Family	Patriot	1,682	3/2
Single Family	Fresh Spring	1,812	3/2
Single Family	Brilliance	2,079	3/2.5
Single Family	Triumph	2,332	4/3
Single Family	Sea Mist	2,427	3/2.5
Single Family	Lighthouse	2,601	4/3
Single Family	Ocean Front	3,156	4/3.5
Single Family	Captiva	2,698	3/3
Single Family	Bright Meadow 2	2,309	3/2
Single Family	Festival	3,393	5/4
Single Family	Santa Catalina	3,677	5/4

Neal states that base price does not include homesite premium or design options.

Same community. Different buying paths.

Compare the plan you need, the lot that suits your daily life and the finished-home cost. Keep the included-features sheet beside the pricing sheet so differences stay visible.



07 / BUILDER AND MODEL STARTING POINTS

Taylor Morrison

Esplanade at Kingston

Founding base prices from the Esplanade at Kingston sheets supplied October 7, 2026. Homesite premiums are additional; compare options and other transaction costs separately.

COLLECTION	PLAN	SQ FT	BEDS / BATHS
Garden Villa	Tobago	1,329	2/2
Garden Villa	Caicos	1,515	2/2
47'	Fontanna	1,580	2/2
47'	Rocca	1,736	2/2-2.5
47'	Stella	1,863	3/2-3
52'	Monte	1,843	2/2-2.5
52'	Marino	2,085	3/3
52'	Lavello	2,306	3-4/3.5
52'	Florence	2,628	3-4/3-4
52'	Genoa	2,903	3-4/3.5-4.5
62'	Cresta	2,475	3/3
62'	Cascata	2,573	3/3.5
62'	Palermo	2,833	3-4/3.5
62'	Colina	2,861	3/3.5-4.5
62'	Argenta	3,729	4/4.5-5.5
62'	Ravenna	4,590	5-6/5.5-7

The supplied founding sheets do not show an effective date. Plan bed/bath details retain the original guide; Argenta and Ravenna square footage follows the new sheets. The original guide separately lists condos from the mid \$300s and Barca at 1,455 sq. ft.; condo pricing is not updated by these sheets. Confirm current homesite premiums, plan compatibility and availability directly with the builder.



08 / THE MODEL-HOME TEST

What do I actually get?

That one question changes the way you compare every model home. Ask the builder team for the written included-features sheet for the exact plan and collection you are considering.

01 STANDARD

What is included without an extra selection?

02 STRUCTURAL

Which choices are difficult or impossible to change after construction?

03 DESIGN

Cabinetry, counters, flooring, lighting, appliances and finish selections.

04 DECORATIVE

Furniture, window treatments, styling and staging that may not convey.

05 OUTDOOR

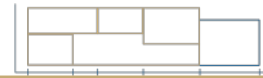
Pool, spa, cage, lanai extension, outdoor kitchen and lot fit.

06 CARRYING COST

HOA, CDD/special assessments, taxes, insurance and financing assumptions.

Separate the inspiration from the purchase.

Mark each feature as included, optional or decorative. Then compare the actual selection sheet and finished-home cost across your shortlist.



09 / HOMESITE STRATEGY

Choose the lot with the home.

You can build the floor plan again. You cannot recreate the lot.

01 SUN AND OUTDOOR LIVING

Walk the homesite with the builder team. Consider the position of the lanai, pool and main living spaces, and how morning and afternoon light fit your routines.

02 VIEW AND PRIVACY

Compare water or preserve views, neighboring homes, setbacks and sightlines. Ask what is planned for adjacent land and future phases; verify the current site plan.

03 ROAD POSITION AND DAILY LIFE

Look at nearby roads, entrances, common areas and construction access. Consider the route you will use every day and how the surroundings may change as the community grows.

04 PLAN AND LOT COMPATIBILITY

Confirm the chosen plan, elevation, structural options and outdoor package can be built on that specific homesite. Ask about easements, setbacks and any restrictions that affect the layout.

05 PREMIUM AND LONG-TERM FIT

Compare the lot premium within the total deal. A desirable homesite may matter more to your enjoyment and future resale than an upgrade you can add later; neither appreciation nor upgrade recovery is guaranteed.

Before reserving a homesite

Request the current lot map, lot-specific premium, proposed home placement and available site information. Review open questions with the builder team before committing.



10 / FINANCING, INCENTIVES AND TIMING

Start with a comfortable number.

Start with a solid preapproval and a budget that feels comfortable. Your lender can help you find that number before we start comparing builders and homes.

Compare the same financing scenario

Ask the builder’s lender and an outside lender for comparable written Loan Estimates using the same loan amount, loan type and down-payment assumptions. Review the payment, upfront lender costs, points, credits and estimated cash to close together.

Compare the total deal

HOME AND TRANSACTION	FINANCING AND OWNERSHIP
Base price + homesite premium	Loan terms + points + lender fees
Structural + design selections	Builder / lender credits and conditions
Pool / spa + outdoor living	Estimated cash to close
Closing costs and deposits	Taxes + insurance + HOA + CDD / assessments

Match the incentive to your timeline

Ask what the incentive covers, whether a specific lender is required, and which contract or closing deadlines apply. Have the lender explain temporary versus permanent buydowns and the payment after any temporary subsidy ends.

Keep the construction and financing clocks together

Confirm the expected delivery window, rate-lock period and extension terms with the builder and lender. Compare the finished-home cost and ongoing payment before choosing a headline promotion.

Financing comparison reference: Consumer Financial Protection Bureau, “Compare and negotiate your loan offers” and “Loan estimate explainer.” Lending programs remain subject to lender terms and approval.



Stay on our Kingston update list.

The best opportunity can move before the brochure does. We work with builder teams to keep your comparison current as releases, programs and delivery windows change.

01 INVENTORY

New releases, quick move-ins, fall-throughs and homes that become available.

02 HOMESITES

Premium changes, water/preserve releases, orientation, privacy and lot-specific opportunity.

03 INCENTIVES

Closing-cost contributions, rate buydowns, lender credits, design-center offers and temporary promotions.

04 FINANCING

Builder lender vs. outside lender, points, temporary vs. permanent buydowns and actual monthly cost.

05 TIMING

Model openings, build timelines, delivery targets, release phases and contract deadlines.

06 TOTAL-DEAL OPPORTUNITIES

Where the builder team may have flexibility to improve the total deal, and how a headline discount compares with the full cost and fit of the home.

Our list is designed to keep you current.

Before acting on a saved screenshot or earlier quote, confirm the exact plan, homesite, inventory status and program conditions with the builder team.



12 / YOUR KINGSTON BUYER CHECKLIST

Before you register or tour.

- ☐ 01 Contact The LUXE Team before your first builder visit so we can confirm registration requirements.
- ☐ 02 Start with a solid preapproval and a budget that feels comfortable. Your lender can help establish that number before we compare builders and homes.
- ☐ 03 Rank what matters most: lot/view, home size, single-story vs. two-story, customization, timeline, amenities and resale.
- ☐ 04 Let us build a cross-builder shortlist around your priorities.
- ☐ 05 Compare the total deal: base + lot + structural + design + outdoor living + financing + recurring fees.
- ☐ 06 Ask for a written included-features sheet for the exact plan/collection you are considering.
- ☐ 07 Run the incentive through the financing math with your lender. A credit is valuable when it improves your true cost.
- ☐ 08 Use inspections and walkthroughs appropriate to the contract and construction stage.
- ☐ 09 Before signing, understand deposits, deadlines, change-order limits, closing windows and what happens if plans change.
- ☐ 10 Keep us involved through construction-to-close so the details are tracked all the way to delivery.

Before a Grand Opening or builder sales-center visit**TEXT “KINGSTON”****Christine 239-910-1180 | Greg 412-996-2241**



13 / YOUR NEXT STEP

Want the current Kingston shortlist?

Tell us how you want to live. We'll narrow the builders, floor plans, homesites and current opportunities that deserve your attention, then keep you updated as pricing, incentives and releases change.



JJ Macauley | Greg Prengaman | Christine Pecoraro | Gianna MacDonald

STAY ON OUR KINGSTON UPDATE LIST

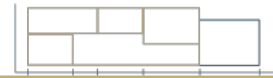
Text “KINGSTON” to get started.

Christine Pecoraro • 239-910-1180

Greg Prengaman • 412-996-2241

TheLUXETeam.AXENRealty.com

Builders + Realtors. Working Together for You.



Disclosures

Equal Housing Opportunity. This publication is for general informational and marketing purposes only and is not a representation or warranty by any builder or developer. Builder offerings, inventory, homesites, pricing, incentives, financing programs, specifications, features, amenities and timelines are subject to change without notice. Verify current information directly with the applicable builder/developer. The LUXE Team is affiliated with AXEN Realty, LLC. Brokerage relationships are determined by applicable Florida law and required disclosures for the specific transaction. Promotions, credits and incentives are subject to builder/lender terms and applicable law. No unlawful referral fees or kickbacks are offered or implied.