

The Iconic Agent Damon Greene Shares Isla Mirada Update as VIP Lagoon Lots Sell Out and Demand Surges for New Tampa Townhomes

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The corner Bimini floorplan residences backing up to the lagoon are already sold out. The model home is temporarily closed due to demand. And The Iconic Agent, Damon Greene, is back with his fourth construction update from Isla Mirada , formerly known as Townes at Mirada, spotlighting rapid progress and shifting market momentum in this sought-after gated community of new Tampa townhomes.

In his latest video, Greene walks viewers through construction updates, including the sold-out end units in Building 1 & Building 3, active site development, and progress across remaining units. The standout Bimini corner models, backing directly to the 15.5-acre lagoon, have sold out faster than expected, closing access to the physical model home for now.

?The Aruba townhome model is still available and has its own advantages,? Greene said. ?It?s flooded with large windows and natural light, has perfect views of the lagoon from the kitchen, living room, and primary

bedroom, and a layout where you can literally see through the front door to the water. That?s the kind of view most people only dream about waking up to.?

Lagoon-backing or not, all homes share the same premium amenities. Amenities include high-speed internet and cable included in HOA, paddleboarding, dog parks, and a true lock-and-leave lifestyle in a gated, low-maintenance community. Greene emphasizes the community is ideal for frequent travelers, seasonal residents, or anyone craving resort-style convenience and waterfront access year-round (without the maintenance and upkeep of a home).

Homes start in the mid?$300,000s. Buyers who opt for upgraded finishes typically add between $25,000 and $60,000 depending on selections, and now there?s even more incentive to personalize. DRB Homes is currently offering up to $25,000 in Flex Cash, which can be used to lower interest rates, cover closing costs, or towards design packages. In August they have decided to throw in 2 years of CDD fees paid.

?Most buyers and even many agents don?t realize the value here,? Greene explained. ?You can apply that $25K to buy your interest rate down, or use it to lower closing costs. That?s a financial advantage you just won?t get with a resale.?

According to Redfin, Florida remains the top destination for new movers nationally, and Pasco County has seen 10% annual appreciation over the past decade, making early-phase purchases at Isla Mirada an opportunity for instant equity growth. Plus, with the upcoming Double Branch live-work-play development breaking ground nearby, demand in the area is poised to keep rising as well as property values.

Building 21, which includes two pond backed Bimini floorplans with conservation views and larger yards, is now available for buyers who missed out on lagoon backed lots. Lagoon-backing Aruba units also remain ? and offer the same backyard water views and access to amenities.

?This is a rare moment in the market,? Greene said. ?Prices have softened slightly since last year, but builder incentives are at their peak. That means you can secure a luxury townhome in one of the most unique lagoon communities in the state ? for less than you would?ve paid 12 months ago.?

In fact, a recent Investopedia report confirms new construction is outpacing resale home sales nationally ? driven by incentives and modern layouts. Greene echoed this in a recent deal: ?One of my buyers compared a $255,000 15-year-old resale townhome with a new roof to a brand-new four-bedroom single family home with a yard at $367,000. Payments and down were nearly identical ,but the difference in space, design, and value was over $100K. Due to builder incentives the monthly payment was the same for both properties. Most realtors, and buyers waiting on the fence for deals and interest rates to drop have no clue they don?t need to wait anymore?

Greene is an independent advisor with Real Brokerage and a nationally recognized new construction expert. Known as ?The Iconic Agent,? he?s helped generate over $400 million in new construction sales and trained hundreds of agents on how to attract today?s savvy new homebuyers.

His next update will feature video walkthroughs of the finished Aruba model and interior views. The future of the model home, which many buyers are asking to purchase, remains undecided due to its popularity. Stay tuned.

Buyers interested in VIP appointments, available inventory, or securing a luxury new construction townhome in Wesley Chapel, Tampa or St Pete? before prices rise again can visit https://townesatmirada.newtampatownhomes.com to learn more or schedule a direct call with Damon Greene. Buyers interested in Tampa Bay and St Pete New Construction Townhome Tours Can View the Latest Tours at https://www.youtube.com/@TampaBayTownhomes

About Damon Greene
Damon Greene is an independent real estate advisor with REAL Brokerage, known as The Luxury New Construction Townhome Guy and The Iconic Agent. Specializing in new construction homes across Tampa Bay and St. Petersburg, Damon helps busy professionals and families find properties that match their lifestyle and investment goals. His insider access to developments, builder relationships, and off-market opportunities offers clients a competitive edge in Florida?s fast-moving real estate landscape. For video tours, neighborhood guides, and expert insights, follow Damon at https://newtampatownhomes.com.
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Luxury New Construction Townhomes

Damon Greene?REAL Broker advisor, real estate marketing coach, and ?Luxury New Construction Townhome Guy??guides Tampa Bay & St. Pete buyers to townhomes that fit their life & investment goals, leveraging builder ties & off-market access for an edge.

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