

Chance showing sells ultra-modern home near Disney parks

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The home on Pocket Lane is on a canal with access to Pocket Lake, part of the Butler Chain of Lakes. There is a dock for a small boat or personal watercraft. (Photo by Lotus Estates)

Usually, listing agents know exactly what their clients want. Sometimes, they take a chance and show them something outside of their client's comfort zone.

In the case of a [home on Pocket Lane](#), the risk paid off.

"I think it was just perfect timing. The house called to them," said listing agent Mark Anthony Buot of [Roi Avenue](#), about the house he showed a client when they happened to be nearby looking at other properties.

"It was like, 'hey, just for fun, do you want to go check out this other one? It might not be your price point, or it might not be something that's right for you guys, but since we're in the area anyway, why don't we go pass by?'"

It was the right move.

"We went there and by some happenstance, they actually loved it."

ROI Development built the house on spec and [listed it](#) about a year ago for \$7.895 million.

From the time the five bedroom and six bathroom home was initially listed before it was completed to the time the buyers saw it, it had gone through several price reductions and was also listed for rent. The most recent listing price was \$7.449 million.

"Even though it was for rent, we were still marketing where we would sell the property. It was kind of like whichever one comes first."

It just closed at \$6.65 million.

"There have been drastic changes in the market over the last few months and so this was the number that was agreed on, and the developers and the buyers were happy with that."

Buot told GrowthSpotter selling the place turned out to be a bit difficult. When the 7,086-square-foot ultra-modern house initially went on the market, it wasn't totally finished, but the developer wanted to test the waters a bit.

"When that happens, it takes time because whenever you have a client that comes in, sometimes they can't really feel the place and sometimes it feels kind of cold since not everything is there. It doesn't have the warmth yet, it doesn't have the staging and all that kind of stuff," Buot explained, adding men seemed to like the modern and edgy "rock star" feeling, but their female partners did not.

"For some weird reason, whenever the significant other, usually a wife or maybe their fiance or something, they felt it was too cold, it was too manly or something like that," he said with a laugh.

The home has soaring 27-foot ceilings, imported flooring, and automated features including lighting, music, and even toilets.

Staging helped take it over the top.

"About a year ago, it was very stark, very calm and had that contrast where everything felt white. When we got it staged, it had more feeling and made it more palatable," Buot said. "People can picture it and it feels more warm. It definitely helped."

Everything was completed in the home, and it was staged in mid-August, which is when Buot just happened to be in the neighborhood and stopped by on a whim.

"This particular client, they were looking for something modern, something unique, something different that no one else has and they had some boxes they had to check," he said. "They needed something where it had enough space for the family, enough space to entertain and they wanted something that also was a little bit nearer towards Disney."

The four-car garage also appealed to the car enthusiast buyers as did the home's access to a canal that is connected to the Chain of Lakes.

"They were looking for something where it had access to other activities too other than just being in a community with just a house."

They put in an offer shortly after they saw it.

While Buot says he is very happy for the buyers and hopes they "are going to have years and years of enjoyment in this house," he is a bit sad to see this one go since he has been involved with it since it was just drawings.

"[Recently] I was walking through the halls and we're finally getting to the part where the staging is being removed and they're cleaning up the home and it's like letting go of a baby," he said. "The sun was coming down, I was outside by the pool kind of like reminiscing about the journey, and felt kind of like, wow, we're letting this one go."