LAKE COUNTY

Community Guide

ERA REAL ESTATE GRIZZARD REAL ESTATE





Your guide to making your move seamlessly and settling in like a local!

Brought to you by:

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Welcome to life in LAKE COUNTY

Buying a home somewhere new is more than just changing your address—it's about finding a place to feel at home, getting familiar with the community, and navigating all the details that come with a big move.

Whether you're just starting to explore the area or seriously considering making the leap, *this guide is here to support you.*

Inside, you'll find practical tips to help you prepare for a smooth transition, plus helpful insights into what life is like here—from everyday living to local highlights. It's designed to give you a feel for the community while also answering some of the most common questions that come up when planning a move.

Wherever you are in the process, this guide is a starting point to *help you plan with confidence and feel more at home before you even arrive.*

As your local expert, I'm here to help you every step of the way. I look forward to welcoming you to your new community!

Brian Smith



What it's Like to Live in
LAKE COUNTY

Nestled in the heart of Central Florida, Lake County offers a peaceful blend of scenic landscapes, historic towns, and a relaxed pace of life. With over 1,000 named lakes and rolling hills unlike anywhere else in Florida, the area is perfect for outdoor enthusiasts who enjoy boating, fishing, hiking, and exploring local parks. Whether you're strolling the lakefront in Mount Dora or biking the trails in Clermont, nature is always just steps away.

Lake County is also known for its charming communities, each with its own personality. Mount Dora offers a vibrant arts scene and regular festivals, while Tavares—the "Seaplane City"—brings unique waterfront experiences. Clermont, one of the fastest-growing cities in Central Florida, combines family-friendly neighborhoods with modern amenities, great schools, and a growing food and wine scene. Despite the area's growth, it still retains a strong sense of community and Southern hospitality.

For those seeking a lifestyle that balances convenience with calm, Lake County is a hidden gem. It's close enough to Orlando for commuting or day trips to theme parks and shopping, yet far enough to enjoy quiet evenings, starry skies, and the simple pleasures of small-town living. With affordable housing options, rich culture, and unmatched natural beauty, Lake County continues to attract new residents looking for the best of both worlds.



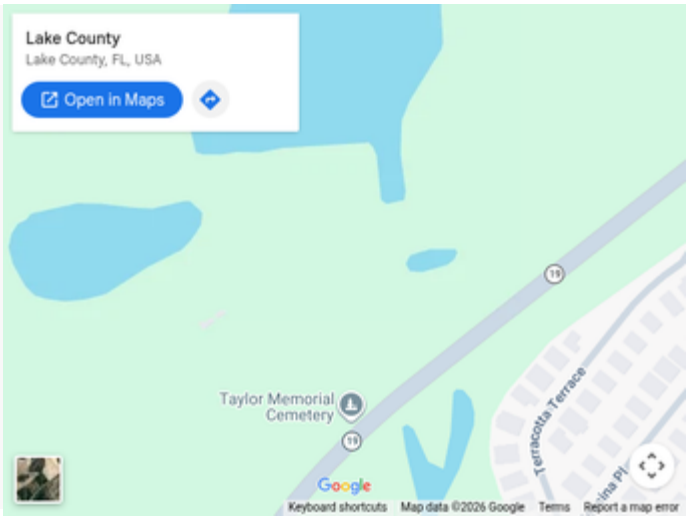
LOCAL TIP

"Lake County is the kind of place where you still wave to your neighbors, watch the sunset over the water, and enjoy a slower pace without sacrificing convenience."

Getting to Know
LAKE COUNTY



Getting to know the area is one of the most exciting parts of planning a move. Whether you're already a little familiar or just starting to explore, it helps to get a feel for the key details–



LOCATION & REGIONAL OVERVIEW

Lake County, Florida is located in Central Florida, just northwest of Orlando, and is part of the Greater Orlando metropolitan area. Known for its distinctive rolling hills and over 1,000 lakes, the county spans both rural and suburban landscapes, offering a mix of natural beauty and growing development. Major communities like Clermont, Mount Dora, Tavares, Leesburg, and Eustis serve as cultural and commercial hubs, while easy access to highways like US-27, State Road 50, and the Florida Turnpike connects residents to Orlando, the theme parks, and beyond.

HISTORY & BACKGROUND

Lake County, Florida was officially established in 1887, formed from portions of Sumter and Orange counties. It was named for the area's abundant lakes, which have long defined its geography and way of life. In the late 19th and early 20th centuries, Lake County flourished as a center for citrus farming, attracting settlers and seasonal residents with its fertile soil and warm climate. The arrival of railroads and steamboats along Lake Dora and Lake Eustis helped the region develop into a series of bustling small towns. Though the citrus industry faced major setbacks from freezes in the 1980s, Lake County reinvented itself as a destination for tourism, retirement, and outdoor recreation. Today, its rich history is preserved in the architecture, museums, and historic districts scattered throughout the county's towns.

WHAT THE AREA IS KNOWN FOR

Lake County is known for its scenic lakes, rolling hills, and outdoor recreation opportunities—offering a rare topography in Florida that appeals to nature lovers and adventure seekers alike. It's a popular destination for boating, fishing, hiking, and cycling, particularly along the Clermont Chain of Lakes and the South Lake Trail. The area also has a reputation for its charming small towns like Mount Dora, known for its art festivals, antique shops, and historic character. Additionally, Lake County is recognized for its strong sense of community, affordable housing, and appeal to retirees, families, and those seeking a quieter lifestyle just outside the hustle of Orlando.



Navigating the LAKE COUNTY *Real Estate Market*

Understanding the local real estate market and becoming prepared as a buyer are key steps to successfully closing on the right home for you!

HERE ARE A FEW TIPS TO KEEP IN MIND WHEN BUYING A HOME IN THE AREA:

- Get pre-approved so you're ready when the right home comes along
- Know your top priorities—like location, layout, and features that matter most
- Explore the different options you have on where to live and what the benefits are to each area

Every move is different, and so is every market. That's why I'm here for you! From reviewing local market data and identifying areas that align with your needs, to coordinating showings and negotiating your offer, you'll have a local real estate expert on your side every step of the way when we work together.



EXPERT TIP

"Let's break this all down over coffee in my signature Home Buyers Consultation. Reach out to schedule and learn more about the local marketing and homebuying process."



MARKET SNAPSHOT

- **Homes sold** for a median price of **$394,990** in first quarter of 2025
- **The average days a home** was on the market was **54** days
- **Inventory levels are up** by 48% compared to first quarter of 2024
- **Home values have** in Lake County have decreased by 1.7% since the first quarter of 2024, with the current average estimated at **$394,990**.

Market information pulled from Florida Realtors® SunStats for Single-Family Homes. Q1 2025









Local Favorites
TO TRY & VISIT

Exploring what the area has to offer is one of the best ways to start feeling at home. Here's a look at what locals love and where you might find a few new favorites of your own -

RESTAURANTS

- **Goblin Market** (Mount Dora)- Eclectic bistro offers an elevated menu from around the world in quaint digs with a courtyard
- **Salt Shack on the Lake** (Clermont)- Casual lakefront restaurant dishing up seafood, small plates, beer, and wine.
- **Turners Kitchen + Bar** (Leesburg)- New American concept with a hint of the South Carolina "Lowcountry".

COFFEE & TREATS

- **Serendipity brews** (Mount Dora) - Really cool vibe, friendly staff and a solid coffee and beer selection.
- **Foxtail Coffee Co.** (Several locations) - It's a perfect spot for both locals and visitors
- **The Coffee Snob Roaster** (Leesburg) - Small-batch coffee roaster serving single-origin brews and teas in a comfy setting.

PARKS & OUTDOOR SPACES

- **Palm Island Park** (Mount Dora) - Dog-friendly 8-acre nature preserve with picnic shelters & trails, plus a boardwalk & fishing pier
- **Lake Louisa State Park** (Clermont) - A stunning park offering over 4,500 acres of lakes, rolling hills, hiking and biking trails, horseback riding, camping, and kayaking.
- **Hickory Point Park** (Tavares) - A 68-acre park on Lake Harris featuring a boat ramp, fishing piers, beach volleyball courts, picnic shelters, and a scenic boardwalk through natural wetland areas.

ATTRACTIONS, ARTS & CULTURE

- **Clermont – Florida Citrus Tower** - One of Florida's original tourist attractions, the Florida Citrus Tower stands 226 feet tall and offers panoramic views of the surrounding hills, lakes, and orange groves.
- **Leesburg – Leesburg Bikefest**-Leesburg Bikefest is one of the largest motorcycle events in the country, transforming the city into a high-energy gathering spot each spring
- **Festivals** - Mount Dora is known for it's festivals through out the year

Sources: Tripadvisor, Yelp
https://www.leesburgflorida.gov/news_detail_T6_R555.php
https://ci.mount-dora.fl.us/905/Festivals-and-Events









Local Favorites
TO TRY & VISIT

WEEKEND FAVORITES

- **Sunrise Paddle on the Clermont Chain of Lakes**-Start your weekend with a peaceful kayak or paddleboard session from Waterfront Park in Clermont.
- **Renninger's** (Mount Dora) - Flea Market & Antique Center
- **Catch a Show at Melon Patch Theatre** (Leesburg) -Cap off the weekend with a local play or musical at this historic community theater that's been entertaining Lake County since 1951.

FARMERS MARKETS & FRESH FINDS

- **Mount Dora Farmers Market**-super-popular Sunday morning event in downtown Mount Dora features local vendors
- **Clermont Farmers Market**- year-round market features over 40 vendors offering local produce, meats, seafood, honey, baked goods, artisanal crafts, and more.
- **Leesburg Saturday Morning Market**- Located in the historic downtown district, this market offers a variety of goods from local farmers and artisans, including fresh produce and handmade crafts

LOCALLY LOVED SHOPS

- **Everything Local Company** (Clermont)- wide variety of locally made items, including food, crafts, home decor, and more.
- **Papilio** (Mount Dora) - Nature Inspired Art, Home Decor, Gifts & Plant Shop
- **Linda's Soap Box** (Leesburg) - Hand made natural soaps and more

FAMILY-FRIENDLY ACTIVITIES

- **Southern Hill Farms** (Clermont)- A working farm that hosts seasonal events like blueberry picking, a kid-friendly corn maze, amd a giant jumping pillow.
- **Venetian Gardens** (Leesburg)-A 110-acre park featuring a public swimming pool, splash, picnic areas and walking trails along Lake Harris
- **Trimble Park** (Mount Dora) - Waterfront park for picnic and camping areas, playground, trails and docks

LOCAL TIP



"My top recommendation to try first is Mount Dora Farmer's Market on Sunday for an array of locally grown and made goods"



Popular Places TO CALL HOME

You have plenty of options when it comes to finding the right place to call home! To help you get started, here's a look at some of the most popular areas among local buyers-

LEESBURG

- Leesburg
- Leesburg is known for its scenic lakeside parks and lively events like the annual Bikefest, creating a strong sense of community.

TAVARES

- Tavares
- Scenic lakeside setting, vibrant downtown, and its unique identity as "America's Seaplane City,"

MOUNT DORA

- Mount Dora
- Known for its historic charm and walkable streets, with easy access to shops and dining.

HOWEY-IN-THE-HILLS

- Howey-in-the-Hills
- Tranquil rural ambiance, scenic lake views, and proximity to Orlando

CLERMONT

- Clermont
- Residents appreciate Clermont for its rolling hills, scenic lakes, and active lifestyle, earning it the nickname "Choice of Champions."

EUSTIS

- Eustis
- Eustis has that perfect blend of small-town warmth and natural Florida beauty

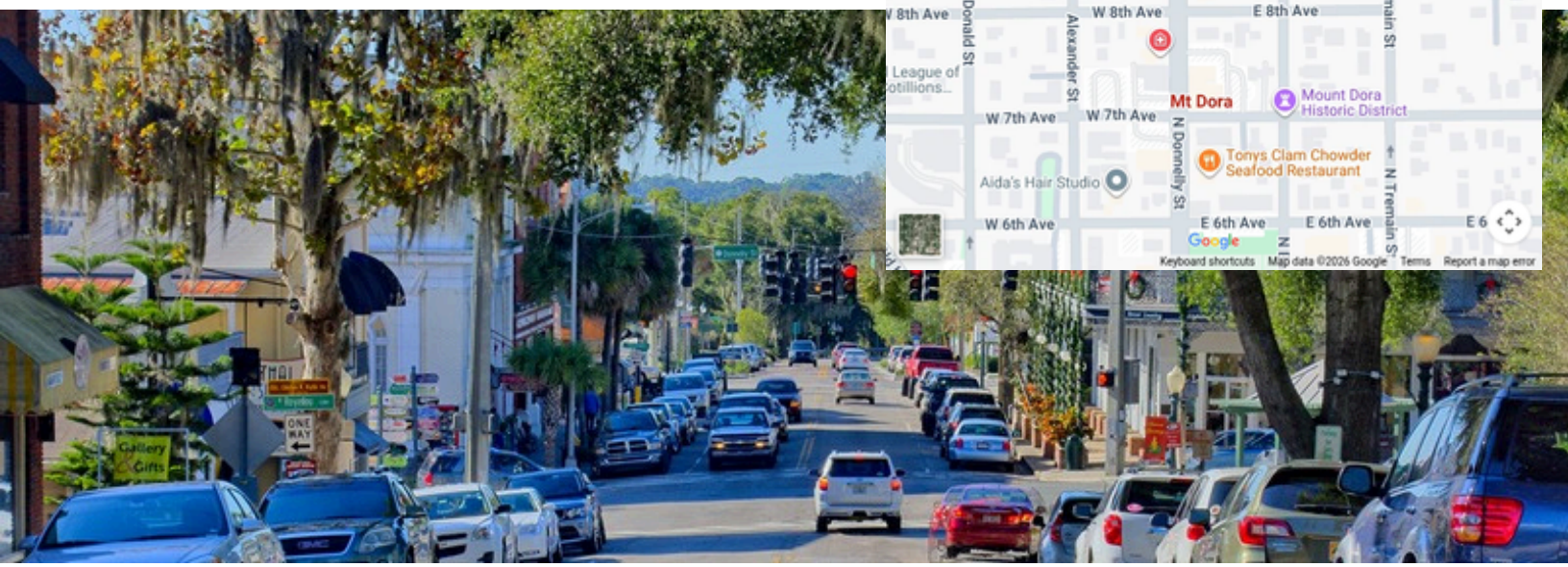
SORRENTO

- Sorrento, FL
- A quieter, more rural setting with easy access to the nearby cities and nature reserves

MINNEOLA

- Minneola
- Minneola is known for its Rolling hills, beautiful lake views just minutes from Clermont and Orlando.

A Closer Look At
MOUNT DORA



WHY LOCALS LOVE THE AREA

Living in Mount Dora, Florida, feels like stepping into a charming small-town postcard. Nestled in Central Florida, this lakeside gem is loved for its historic downtown, cozy shops, and year-round festivals. Whether you're sipping coffee by the lake or enjoying a sunset cruise, life here moves at a more relaxed, intentional pace.

Locals cherish the friendly vibe and close-knit community. It's a place where neighbors know each other, and there's always something to do—from art walks and live music to boating and nature trails. Plus, with Orlando just a short drive away, you get the peace of small-town living without giving up big-city perks.

For homebuyers, Mount Dora offers a mix of charming bungalows and beautiful lakefront homes. Its walkable downtown, strong community spirit, and top-rated schools make it a favorite for families, retirees, and anyone looking to enjoy a slower, more connected lifestyle.

LOCATION:

- 32757
- 30 minutes to Orlando & 35-45 minutes from Mount Dora to Orlando

REAL ESTATE OVERVIEW:

- Home Styles - Craftsman Bungalows, Victorian, Cottage-Style, Lakefront, and Modern New Builds
- Mount Dora has many HOA and non-HOA communities, walkability, festivals, and community events, as well as golf and recreation

EDUCATION:

- Mount Dora High School
- Mount Dora Middle School
- Round Lake Charter School
- Triangle Elementary School

Private Schools:

- Mount Dora Christian Academy
- Hampden DuBose Academy
- Gateway Christian School
- Solid Rock Christian School

NEARBY AMENITIES:

- Parks & Recreation
- Lakes & Boating
- Golf Courses
- Shopping & Dining
- Health & Wellness
- Community Centers

A Closer Look At
LEESBURG



WHY LOCALS LOVE THE AREA

Living in Leesburg, Florida, offers a relaxed, small-town atmosphere with all the charm of historic streets and beautiful lakes. Located in Lake County, this friendly town is known for its welcoming community, scenic parks, and outdoor recreation, making it a perfect place for those seeking a slower pace of life with plenty to enjoy.

The lifestyle in Leesburg is laid-back yet active, with boating, fishing, and nature walks at your doorstep. The downtown area offers unique boutiques, lakeside dining, and lively festivals, keeping residents connected and entertained throughout the year. It's a place where you can take your time and enjoy the simple pleasures.

For homebuyers, Leesburg offers a variety of affordable options, from historic homes downtown to spacious properties on large lots. Its blend of small-town charm, modern amenities, and accessibility to major highways makes it an appealing choice for families and retirees alike. Whether you're looking for a peaceful retreat or a place to settle down, Leesburg feels like home.

LOCATION:

- 34748, 34749
- 15 mi to The Villages & 25 minutes

REAL ESTATE OVERVIEW:

- Home Styles - Historic, Ranch, Traditional and Colonial, and Modern New Builds
- Leesburg offers both HOA and non-HOA neighborhoods

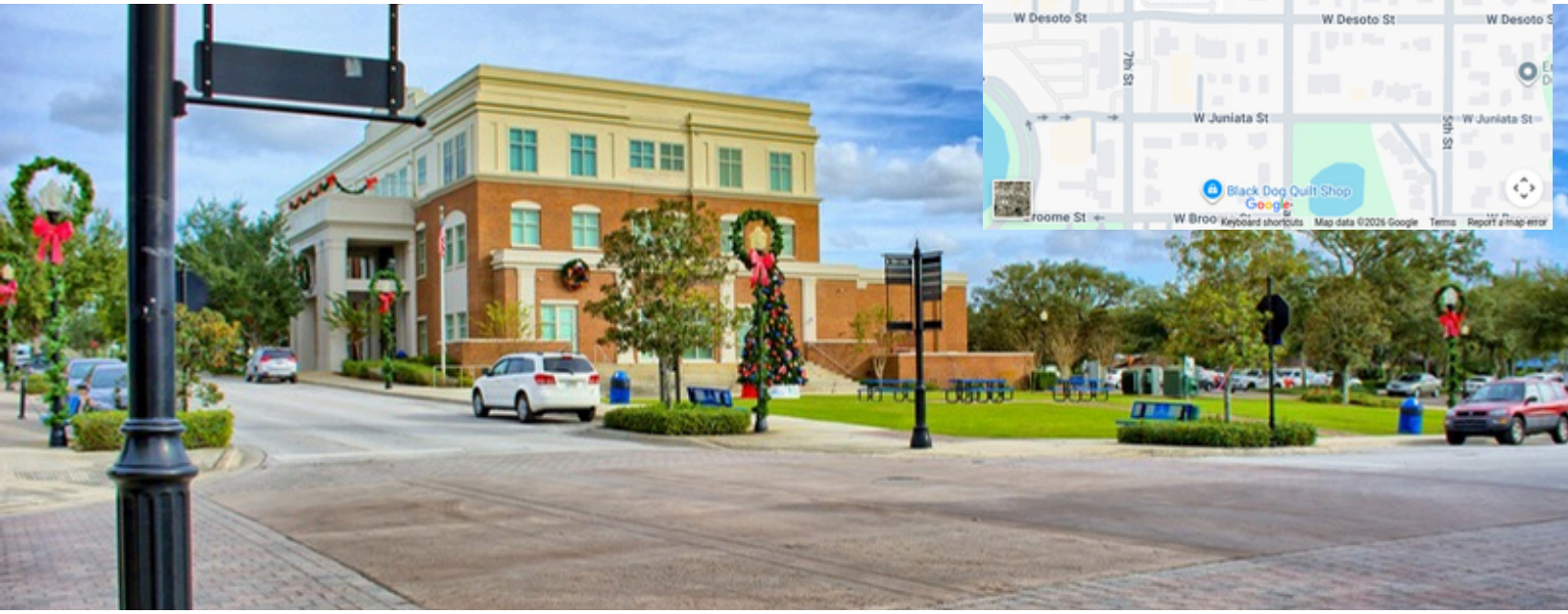
EDUCATION:

- Leesburg High School
- Oak Park Middle School
- Leesburg Elementary School
- Fruitland Park Elementary School
- Beverly Shores Elementary School
- Clearwater Preparatory School
- Private Schools:
- First Baptist Christian Academy
- St. Paul's Catholic School

NEARBY AMENITIES:

- Golf & Recreation
- Healthcare & Services
- Shopping & Dining
- Community Events

A Closer Look At
CLERMONT



WHY LOCALS LOVE THE AREA

Living in Clermont, Florida, offers a perfect mix of natural beauty, outdoor recreation, and small-town charm. Known for its rolling hills and stunning lake views, Clermont is a haven for boating, fishing, and hiking. With easy access to the Harris Chain of Lakes, residents enjoy a variety of outdoor activities year-round.

The lifestyle here is relaxed and community-focused, with a friendly atmosphere that appeals to families, retirees, and professionals alike. The town's downtown area has a historic vibe, filled with local shops, cafes, and restaurants, while offering a peaceful pace of life that's just a short drive from Orlando's hustle and bustle.

For homebuyers, Clermont offers a range of affordable housing options, from historic homes to modern developments. The area's excellent schools, parks, and lakeside living make it an attractive choice for families and retirees looking for both tranquility and convenience.

LOCATION:

- 34711, 34712, 34713, AND 34714
- 22 miles (30 minutes) to Orlando

REAL ESTATE OVERVIEW:

- Home Styles - Ranch, Mediterranean Revival, Lakefront, Contemporary, and Modern

Communities:

- Heritage Hills: A 55+ active adult community with resort-style amenities.
- The Sanctuary II: A gated community offering modern homes and community facilities.
- The Legends: A prestigious, gated community in Clermont with a championship golf course and resort-style amenities.

EDUCATION:

- East Ridge High School
- South Lake High School

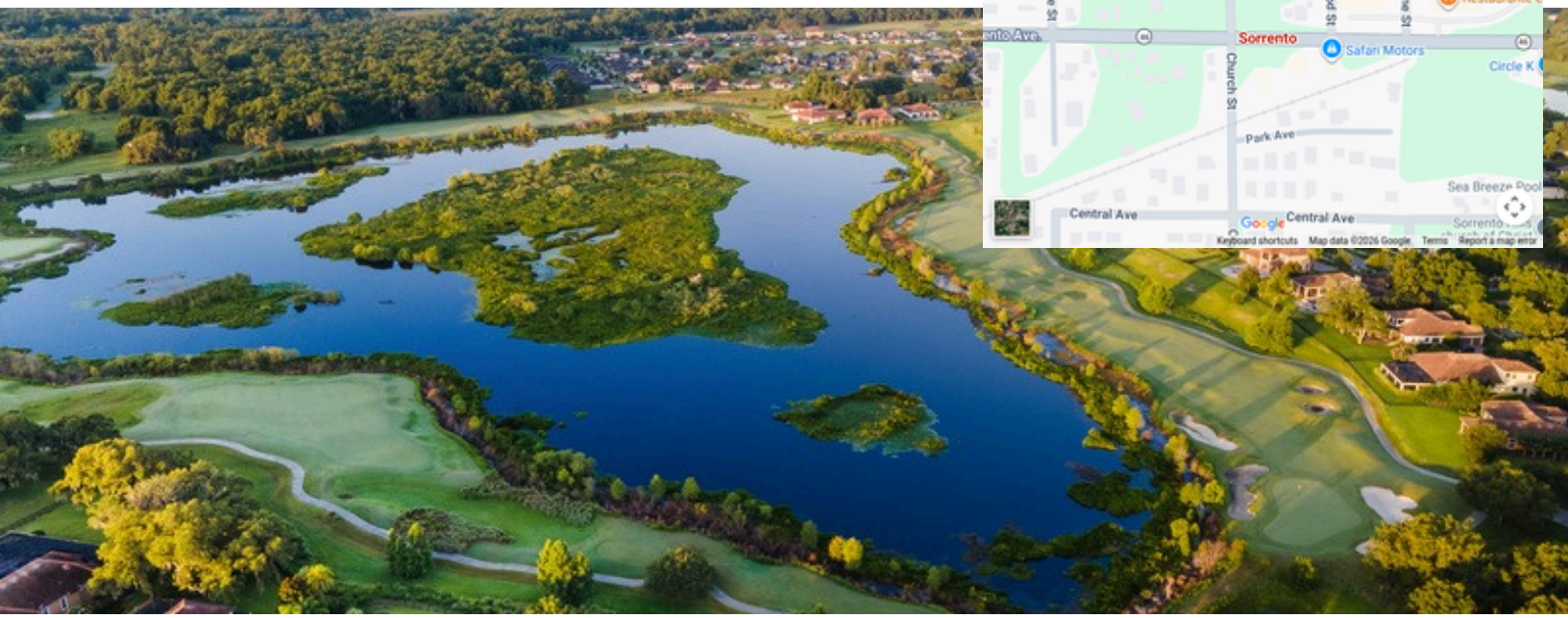
Private Schools:

- Real Life Christian Academy
- Montverde Academy
- First Academy

NEARBY AMENITIES:

- Lake Louisa State Park
- West Orange Trail
- Citrus Tower
- Lakeridge Winery
- Downtown Clermont: Shopping and Restaurants

A Closer Look At SORRENTO



WHY LOCALS LOVE THE AREA

Locals love Sorrento, FL for its peaceful, rural charm and wide-open spaces. It's the kind of place where you can enjoy a slower pace of life while still being close to everything — just a short drive from Mount Dora, Lake Mary, and the Orlando area.

The community is tight-knit and welcoming, with local farms, markets, and family-owned businesses adding to its hometown feel. Residents take pride in their land, their neighbors, and the strong sense of connection that's harder to find in bigger cities.

Nature lovers are drawn to Sorrento for its scenic beauty and outdoor recreation. With nearby Rock Springs Run, Wekiva River, and equestrian trails, it's a haven for hiking, kayaking, and horseback riding — perfect for anyone who loves fresh air and Florida sunshine.

LOCATION:

- 32776
- 29 miles (40 minutes) to Orlando

REAL ESTATE OVERVIEW:

- Home Styles - Ranch, Mediterranean, Farmhouse, Contemporary, and Modern

COMMUNITIES:

- Sorrento Springs: gated golf course community nestled within the rolling hills of the Eagle Dunes Golf Course
- Sorrento Pines: a newer development featuring single-family homes built by Stanley Martin Homes and D.R. Horton
- Red Tail: A gated community known for its championship 18-hole golf course, resort-style amenities including a clubhouse, pool, tennis courts, and fitness center, offering custom-made homes with spacious layouts.

EDUCATION:

- Sorrento Elementary School

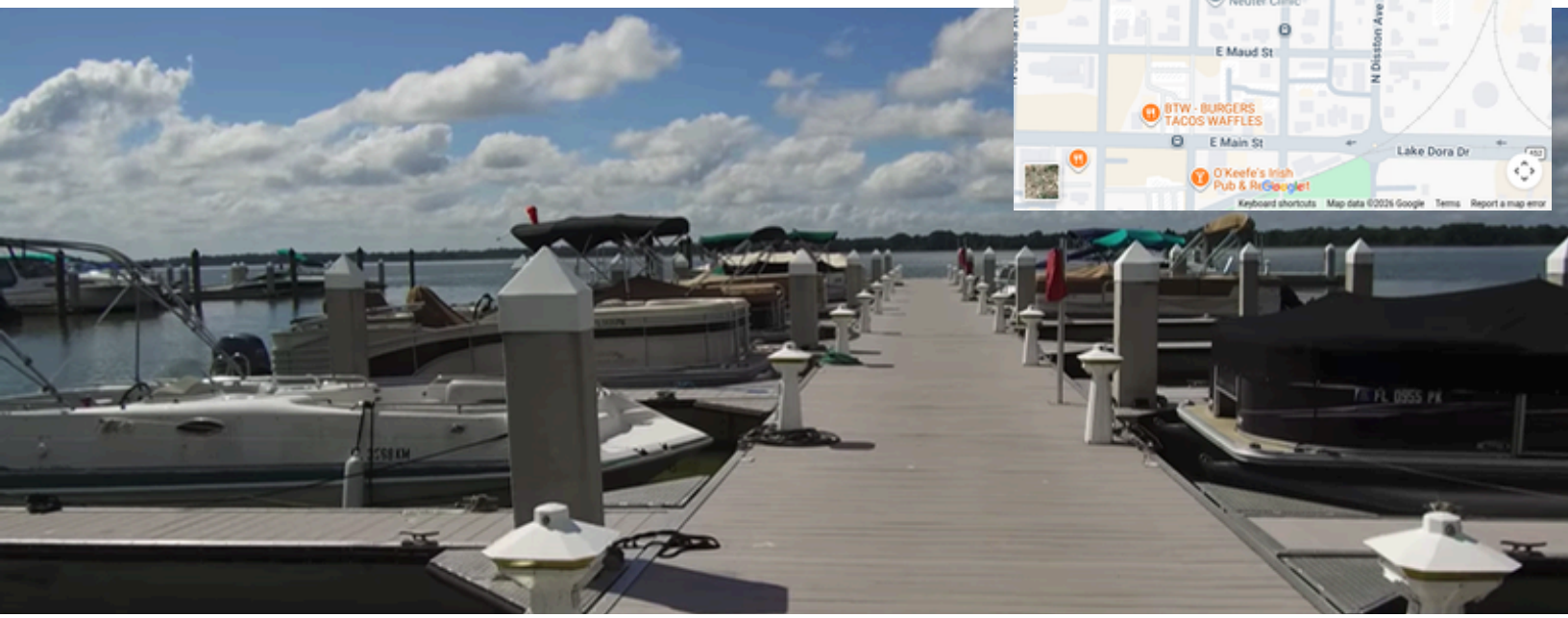
NEARBY SCHOOLS:

- Round Lake Charter School
- Mount Dora High School
- Mount Dora Middle School

NEARBY AMENITIES:

- Sorrento Park
- East Lake Sports & Community Complex
- Oak Haven Farms
- Rock Springs Run State Reserve

A Closer Look At
TAVARES



WHY LOCALS LOVE THE AREA

Locals love Tavares, FL for its charming downtown on Lake Dora, where seaplanes, waterfront dining, and community events create a lively, small-town feel.

The city is perfect for outdoor lovers, offering boating, fishing, and parks like Wooton and Gilbert. Annual festivals and events keep the community connected and vibrant.

With well-rated schools and a central location near Orlando, Tavares blends natural beauty, convenience, and a welcoming, family-friendly atmosphere.

LOCATION:

- 32778
- 35 miles (50 minutes) to Orlando

REAL ESTATE OVERVIEW:

- Home Styles - Ranch, Craftsman, Bungalow, Lakefront, Modern

COMMUNITIES:

- Royal Harbor: A gated 55+ community on Little Lake Harris with resort-style amenities.
- Etowah: A gated community featuring a community pool, tennis courts, a playground, and access to Lake Eustis.
- Lake Harris Shores: Offers canal-front homes with direct lake access—a dream for boaters.

EDUCATION:

- Tavares Elementary School
- Tavares Middle School
- Tavares High School
- Lake Technical College Institute of Public Safety

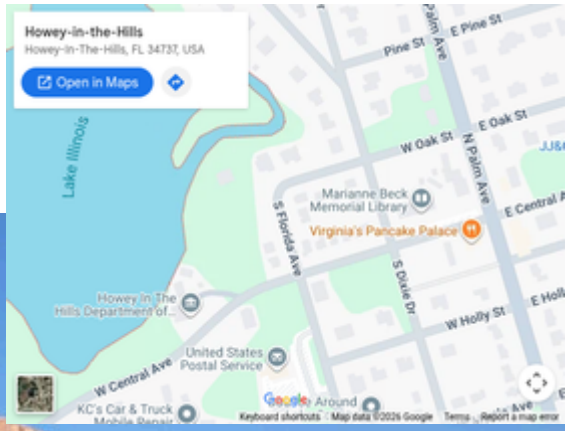
Private Schools:

- Pinecrest Academy Charter
- Liberty Christian Preparatory School

NEARBY AMENITIES:

- Lake Louisa State Park
- West Orange Trail

A Closer Look At
HOWEY-IN-THE-HILLS



WHY LOCALS LOVE THE AREA

Locals love Howey-in-the-Hills, FL for its peaceful setting, scenic hills, and lake views. The historic charm of the town, including landmarks like the Howey Mansion, adds a unique character that draws people in.

Outdoor lovers enjoy golf at Mission Inn Resort, nature walks, and waterfront activities on Little Lake Harris. The quiet atmosphere combined with beautiful landscapes makes it a relaxing place to live.

The community spirit is strong, with events like Founder's Day and holiday festivals bringing neighbors together. It's a small town where people know each other and enjoy a slower, more connected way of life.

LOCATION:

- 34737
- 35 miles (45 minutes) to Orlando

REAL ESTATE OVERVIEW:

- Home Styles - Mediterranean Revival, Lakefront estates, Contemporary

COMMUNITIES:

- Venezia: A newer townhome community by D.R. Horton, Venezia offers modern designs with open-concept layouts
- Talichet: Developed by Dream Finders Homes, Talichet features spacious single-family homes with customizable options
- Las Colinas: Situated within the Mission Inn Resort, Las Colinas boasts luxury homes with golf course views

EDUCATION:

- Lake Hills School
- Lake Success Academy

NEARBY AMENITIES:

- Little Lake Harris
- Mission Inn Resort & Club with golf, tennis, spa, and event venues
- Local shops, dining, and grocery stores

A Closer Look At EUSTIS



WHY LOCALS LOVE THE AREA

People love living in Eustis for its charming small-town vibe combined with convenient access to modern amenities. Nestled on the shores of Lake Eustis, the city offers beautiful waterfront views, a welcoming community atmosphere, and plenty of parks and outdoor spaces where families and friends can gather and enjoy nature.

The downtown area is a big draw, featuring historic buildings, quaint shops, local restaurants, and regular community events like farmers markets and festivals. This vibrant hub creates a strong sense of connection among residents and gives Eustis a unique character that blends history with a lively, friendly environment.

Residents also appreciate Eustis for its central location in Lake County, providing easy access to nearby cities like Orlando and Mount Dora. Whether it's good schools, recreational opportunities, or a tight-knit community feel, Eustis offers a balanced lifestyle that appeals to people of all ages.

LOCATION:

- 32726, 32736
- 37 miles (50 minutes) to Orlando

REAL ESTATE OVERVIEW:

- Home Styles - Ranch, Mediterranean Revival, Lakefront, Contemporary, and Modern

COMMUNITIES:

- Lake Lincoln: A charming community featuring 121 homesites, a blend of rural tranquility and city convenience.
- Eleven Oaks: Offering modern 2- and 3-bedroom rental homes, a tranquil escape from the hustle and bustle of Orlando
- 44 Gables: peaceful and well-maintained neighborhood in Eustis, offering a welcoming community atmosphere

EDUCATION:

- Eustis Elementary School
- Eustis Middle School
- Eustis High School

Private Schools:

- Faith Lutheran School
- Rafiki Classical Academy

NEARBY AMENITIES:

- Ferran Park
- Trout Lake Nature Center
- Lake County Museum of Art
- East Village Market
- Downtown Eustis

A Closer Look At
MINNEOLA



WHY LOCALS LOVE THE AREA

People love Minneola, FL, for its charming small-town feel and friendly community atmosphere. With rolling hills and scenic views, it's a refreshing contrast to the flat landscapes typical of Florida. Many families and retirees appreciate the safe, laid-back vibe and the excellent local schools.

Another reason people are drawn to Minneola is its proximity to everything! Nestled just minutes from Clermont and major highways, residents can easily reach Orlando's theme parks, shopping, and nightlife without sacrificing the peace and quiet of suburban living. You're close enough to the excitement, but far enough to enjoy your own space.

Outdoor lovers rave about the natural beauty and recreational opportunities in Minneola. The area boasts lovely parks, lakes, and the South Lake Trail for biking, jogging, or just taking in the Florida sunshine. Whether you're boating on Lake Minneola or hiking in the nearby Green Mountain Scenic Overlook, there's always an adventure waiting just outside your door!

LOCATION:

- 34715, 34755, 34756
- 25 miles (35 minutes) to Orlando

REAL ESTATE OVERVIEW:

- Home Styles - Traditional, Craftsman, Mediterranean, Townhomes, and Villas

COMMUNITIES:

- Ardmore Reserve – Known for its parks and community pool. Homes have modern finishes and open floor plans.
- Highland Oaks - A gated community with a focus on luxury living. Custom homes with larger lots and beautiful landscaping.
- Reserve at Minneola – Offers newer construction homes and great amenities like pools, playgrounds, and green spaces.

EDUCATION:

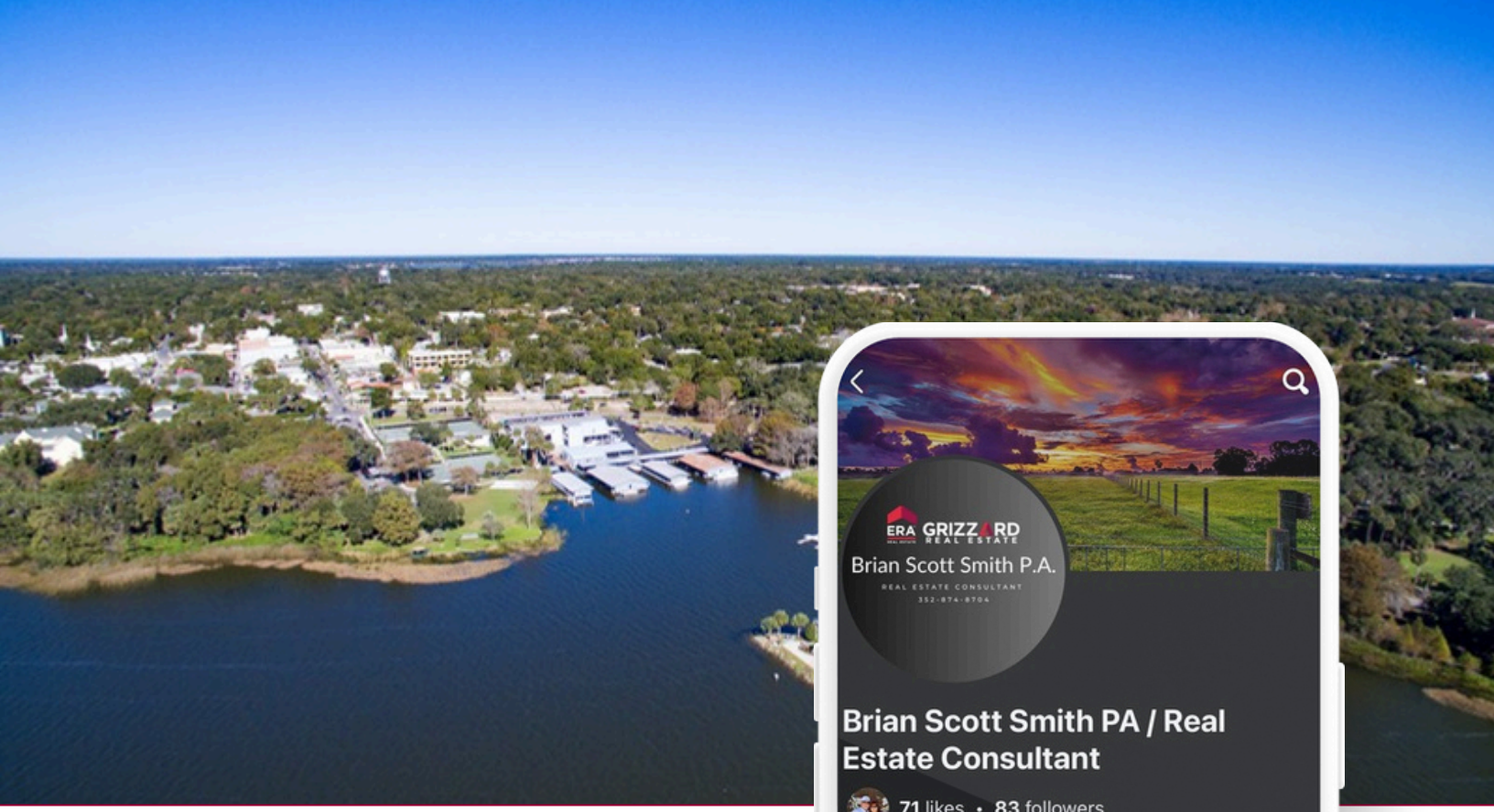
- Grassy Lake Elementary School
- Lake Minneola High School

Private Schools:

- Pinecrest Lakes Academy
- Minneola Conversion Charter School

NEARBY AMENITIES:

- Trailhead Park
- Lake Louisa State Park
- Citrus Tower
- Downtown Clermont: Shopping and Restaurants



Keep Exploring
LAKE COUNTY

FOLLOW ME ON SOCIAL

Want a closer look at life in the area? I share local content, behind-the-scenes peeks, community spotlights, helpful real estate tips, and even a few fun reels. It's a great way to explore the area + get to know me better!

GET MY LOCAL EMAIL NEWSLETTER

My newsletter gives you insider access to all things local—from real estate insight to what's new around town, plus home inspiration and seasonal tips. It's editorial-style, like getting a mix of a personal letter and a local magazine from a friend each month. And best of all? It's actually worth reading—and not deleting.

Send me an email to bsmith@eragrizzard.com with the subject line "Local Newsletter" to get added to the next edition in your inbox !



Meet Your Local Expert
& REAL ESTATE GUIDE

I know that moving to a new area comes with a lot of questions—and it's not just about finding a house, it's about finding your place. That's why I'm passionate about helping people feel confident and supported as they make a move!

If we haven't met yet, here's a little more about me:
Before launching my real estate career, I spent over a decade in the construction industry, working hands-on with builders throughout Central Florida. That experience gave me a deep understanding of the homebuilding process—insight I now bring to my real estate clients, offering a level of expertise that sets me apart from most agents.

I've consistently ranked among the area's top producers. My success is built on attention to detail, deep market knowledge, and a true commitment to client service. I stay current with the latest real estate technology and pride myself on creating a smooth, informed experience for every buyer and seller.
I've had the privilege of helping countless retirees transition to and from Florida, and I take particular pride in assisting veterans and seniors through major life changes.
In 2015, I was honored to be named REALTOR® of the Year at ERA Grizzard Real Estate. Today, I continue to list and sell millions of dollars in residential real estate annually and am expanding into commercial properties to serve an even broader range of client needs.

As a fifth-generation Floridian, I was born and raised right here in Central Florida. My local knowledge runs deep—something my clients truly appreciate when navigating the real estate market.
Outside of work, my greatest pride is being a dad. I love fishing with my son and watching my daughter grow into her own unique spirit.
If you're thinking about making a move, I'm a full-time REALTOR® ready to bring hard work, experience, and local expertise to your next real estate transaction.



Brian Smith,
REALTOR®

ERA REAL ESTATE GRIZZARD REAL ESTATE

Let's Connect

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Connect with me!

What it's Like to Work with Me
WHEN BUYING IN LAKE COUNTY



"Brian did an outstanding job and should be selected for top sales person of the year. He was very helpful in all aspects of the sale, and advised us of all and any problems or questions we had. Excellent sales person. Would recommend him to anybody very highly. "
- Billie Douglas

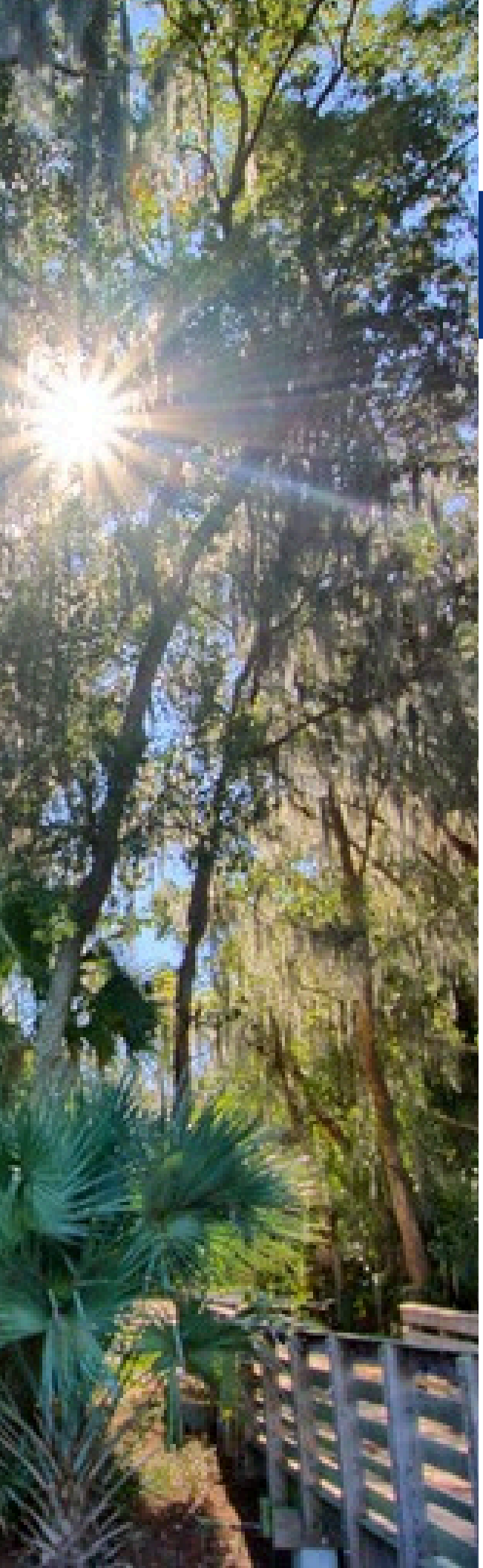
"I can't say enough good things about Brian. From the start he set us at ease by clearly presenting how ERA was going to sell our house and what it would cost. He foresaw issues and handled them for us before they became a problem for me. He made good recommendations for preparing the house for sale, hiring a cleaning service and who to use to resolve an A/C issue. He kept us updated regularly and got back w/ me quickly when I had questions. I appreciated his patients and that he did everything at our pace. Most of all I liked his friendly approach to doing business. I give him an A+"
-Brad & Lori Westphal

"Awesome Agent, Great person,& a true professional. He made the process quick and easy! "
- David Black

"Brian Smith was an excellent real estate agent. Responded promptly to all my emails, text messages and phone calls. I am very pleased with the new home Brian found for me."
- Helen Burke

"Brian was by far the best agent, we have ever had. He was always there when we needed him, I would and have recommended him. It was great thanks to Brian"
-Robert & Joan Leeswing

"Dear Brian,
You recently acted as our real estate agent in the purchase of a house in Royal Highlands.
You proved to be very competent and professional, and every problem we encountered was handled with care. We felt we were in the hands of a friend.
You went beyond your job to guide us through a very complicated and stressful experience. We will whole-heartedly recommend you and your agency to anyone selling or purchasing a home."
- Bill & Fran Peplinski



I can't wait to welcome you home!

Thank you for taking the time to explore this guide. Whether you're planning a move or simply getting to know the area better, I hope it's helped you see just how special the area is—and why so many people are proud to call it home.

As someone who knows and loves this community, it's a true privilege to help others find their place here. I believe real estate is about more than just buying or selling a home—it's about settling into a lifestyle, discovering what matters most to you, and feeling confident in every step of the journey.

From navigating the local market to sharing trusted recommendations and insight, I'm here to make the process easier, more enjoyable, and genuinely meaningful. Whether you're just beginning to explore your options or you're ready to take the next step, I'd love to help you make this area home.

I truly believe you'll enjoy the area just as much as I do, and I can't wait to help you start that next chapter!

Brian Smith

Real Estate Consultant

ERA REAL ESTATE GRIZZARD REAL ESTATE

THE LAKE COUNTY

Community Guide

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