



REAL ESTATE PROFILES

Promotion

REAL ESTATE Success, Redefined

With over 22 years of experience, Sara Ludmir has become a respected name in South Florida's real estate industry. A seasoned professional at Coldwell Banker Realty in Aventura, she is known for exceptional service, deep market expertise, and unwavering integrity. Her entire career has been with Coldwell Banker, reflecting a commitment to consistency and results.

Originally from Lima, Peru, Sara launched her real estate career with a top firm before moving to South Florida. Fluent in English and Spanish, she brings a global perspective, cultural insight, and a keen understanding of diverse client needs.

Sara's dedication and drive have earned her top-tier recognition. She was named one of the top 100 residential real estate agents in Florida and ranking in the top 2 percent of Coldwell Banker agents worldwide. These honors stem from a powerful combination of work ethic, client advocacy, and forward-thinking strategies. "I make sure to stay on top of the latest tools and market insights to offer the best possible service to my clients," she says.

In a digital world, where 100 percent of buyers use the internet at some point during their home search, Sara embraces cutting-edge tools to stay ahead. By leveraging AI-driven platforms, data analytics, and targeted digital marketing, she ensures listings gain maximum exposure and clients receive timely, informed guidance. "When the best real estate company, the best technology, the best people, and expert digital strategies come together, exceptional results follow," she says.

With an academic background in economics, Sara brings strong business acumen to every deal. She offers her clients accurate pricing strategies, detailed market evaluations, and confident negotiation support. Whether she represents a buyer or seller, Sara approaches every transaction with transparency and professionalism.

Sara is known for her market expertise, responsiveness, and strong negotiation skills. Clients describe her as knowledgeable and trustworthy, with

much of her business coming from referrals and repeat clients—a reflection of the lasting relationships she builds and the results she delivers. "My journey with Sara began 12 years ago when she helped me buy my condo," a client recounts. "From the start, Sara offered options that fit my budget and handled everything with professionalism and organization. Incredibly grateful for the support and guidance Sara provided over the years. If you're looking to buy or sell, call Sara—she's truly the best in town!"

Sara's expertise is especially valuable in South Florida's complex condo market. Following the Champlain Towers South tragedy, the region has seen significant regulatory updates, including rigorous building safety requirements, higher reserve funding mandates, and increased insurance costs. These changes have introduced new hurdles for both buyers and sellers, including stricter lending standards, rising maintenance fees and assessments tied to recertification. "It's no longer just about location and views—it's about a building's financial health, assessments, and how well it's maintained," Sara explains.

Staying up to date on all regulatory changes and industry shifts, Sara equips her clients with the knowledge and confidence they need to navigate a more complex environment. Her proactive, solutions-focused approach helps clients evaluate both risks and opportunities in today's condo market.

Passionate about helping people achieve their real estate goals, Sara brings the same dedication to every client, whether they're a first-time homebuyer, seasoned investor, or relocating from abroad. She believes in long-term relationships built on trust, integrity, and consistent results.

With a strong ethical foundation and a proven track record of success, Sara continues to set the standard for real estate excellence in Aventura and across South Florida.

SARA LUDMIR / COLDWELL BANKER REALTY

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