

Oakstead Real Estate Tips

Newsletter Issue I - 2005

Courtesy of Frank J. Estrada

Dear Oakstead neighbors,

I hope you enjoy this publication of Oakstead Real Estate Tips. My name is Frank Estrada and I live in Keswick. I'm a REALTOR and a Notary Public and I offer FREE Notary services every Thursday evening at the Clubhouse. I look forward to meeting you someday.



Frank J. Estrada
REALTOR
FREE Notary
FIRST in Real Estate

FOR SALE BY OWNER

Are you planning on selling your home? You have two choices: sell it yourself, or have a professional help you sell it. The main reason many choose to sell it themselves is because they don't want to pay a professional, but that doesn't necessarily mean they will save money. Actually they may even lose money! Factor in the inconvenience, possible delays, liability risks, aggravation, worries and headaches, and it may not be worth the trouble at all. That's why 3 out of 4 home owners who try to sell their homes themselves eventually go with a professional. However, you still may be lucky enough to sell it yourself and save money and not suffer any inconveniences or aggravation. To be successful, remember three of the simple keys to success: preparation, preparation and preparation. Ask yourself the following questions:

1. Have I determined the correct market value of my house?
2. What is my marketing strategy and how much will it cost me?
3. Have I prepared my house to appeal to buyers? Do I know how?
4. How do I determine if a buyer is qualified to buy my house?
5. Will I be available to show my house to prospective buyers at their convenience?
6. Can I negotiate a real estate contract successfully?
7. Can I fill out a legal real estate contract and do I know if or how I can add or make changes to it?
8. Do I know the legalities of selling a house and the consequences for mistakes? Is the risk worth the reward?
9. Do I have a company to close my real estate transaction?
10. Can I remain impartial throughout the whole ordeal and not feel hurt, offended or insulted? "Yuk, these walls gotta go, first thing we gotta do is paint everything over!"
11. Do I know what fees I have to pay and what I will actually net from selling my house?
12. How long am I willing to wait until I get a professional to help me?

UP, UP, and AWAY!!!

We're all aware of the rising prices of homes everywhere these days, but the property values in Oakstead, in particular, have sky-rocketed this year! If you were planning on selling your home or getting an equity line of credit, well good for you, the time is now!

Here's an interesting statistic: The average price per square foot for an Oakstead home sold last year from May to July was \$106.42. For the same period this year, it's \$132.54! That's an increase of 24.5%!!!

If you feel confident after answering these questions, you may seriously consider doing it yourself. However, if you have some doubts but would still like to sell your home yourself, feel free to contact me and we can arrange to meet at your home or at the Clubhouse. If you prefer to have professional help in selling your house, then all you have to do is get a REALTOR.

How do you find a REALTOR? >>>

Oakstead Real Estate Tips - Page 2

Some Recent Oakstead Sales

<u>Address</u>	<u>Sold Price</u>	<u>Sold Date</u>
19434 EVERTON PLACE	191,000	6/6/2005
3221 KESWICK CT	267,500	6/7/2005
2746 Tanglewylde Drive	219,000	6/13/2005
3326 STONEMAN LOOP	349,000	6/17/2005
3747 JUDSON DR	230,000	6/22/2005
3728 LOCKRIDGE DR	256,000	6/22/2005
4510 BEAUMARIS DR	216,900	6/24/2005
4438 HAVELOCKE DRIVE	286,500	6/24/2005
19146 WEYMOUTH DRIVE	212,500	6/29/2005
4520 BEAUMARIS DR	270,651	6/30/2005
19826 Bellehurst Loop	243,000	7/5/2005
3511 BALLASTONE DR	454,990	7/5/2005
19824 ELLENDALE DR	276,000	7/6/2005
19355 HASKELL PL	215,000	7/8/2005
3303 KESWICK CT	231,900	7/11/2005
19433 WEYMOUTH DR	206,000	7/15/2005
3852 JUDSON DR	260,000	7/18/2005
3908 JUDSON DR	255,100	7/19/2005
4116 MARCHMONT BL	206,900	7/21/2005
4534 HAVELOCKE DR	314,900	7/21/2005
3301 STONEMAN LP	281,500	7/22/2005
3402 BRENFORN PL	295,900	7/27/2005
19415 EVERTON PL	219,900	7/28/2005
3321 ASHMONTE DR	545,000	7/28/2005
19133 WEYMOUTH DR	225,000	7/29/2005
19349 WEYMOUTH DRIVE	218,000	7/29/2005

HOW DO I FIND A REALTOR?

There are REALTORS all over the place! But are they all the same? Of course not. There are some that prefer to help sellers and others that prefer to help buyers. Others that prefer to work with residential properties and others with commercial. Then, as with any other profession, there are the good ones, the better ones and the best ones. The ones that sing and dance for you and are more show than substance. The ones that are hard-working, serious and effective, as opposed to just spinning wheels. The ones that are easy to contact when you need them as opposed to the ones that just have answering machines and call you back hours later. If one is recommended to you by an acquaintance, is that good enough? If one is a relative or a neighbor, is that good enough? **Your home is very valuable and the process of selling it is quite serious and not something that should be taken lightly.** There may well be a REALTOR living within 100 yards of you; start there. Call him/her for an appointment. A REALTOR that's close by can be a great advantage if he/she is qualified. I sold my neighbor's house recently and it was always presentable. If it rained hard, I would be out there afterwards sweeping the mulch off the driveway and sidewalk. When I was spraying my lawn for bugs, I'd go and spray my neighbor's lawn too. Whenever I saw another REALTOR bring a prospective buyer to see the house, I'd go to help with the showing and to answer any questions. If a prospect wanted to see the house early in the morning or later in the evening when the electronic key boxes aren't working, I'd be there to open the door for them (this house was vacant). A REALTOR that lives close by can really help, if he/she is qualified! We have many REALTORS that live in Oakstead. If you want to sell your house, you shouldn't have to look far for a REALTOR. Call me, call another, and compare. Decide who will sincerely be looking out for you.

In the next issue, I will give you tips on how to find and buy a home! If you can't wait for the next publication, please contact me. Here's a quick tip: When buying a home, whether new or old, it probably won't cost you a cent to have professional representation! It's a no-brainer!



Need something notarized? Bring your documents and drivers license to the Clubhouse on Thursdays between 7:30 and 8:00 PM. Can't wait or make it at that time? Call me. Your Oakstead Notary, Frank

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