

# Oakstead Real Estate Tips

NEWSLETTER Issue II - 2005

Courtesy of Frank J. Estrada

## FINDING AND BUYING A HOME

The first step in this very important venture is to know how much you want to pay for a home. How much can you comfortably afford to spend? How much do you have on hand and how much, if any, will you want to borrow? Your best bet is to check with a trusted accountant, banker or mortgage broker.

Get professional representation, not only because it is highly recommended, but also because it probably won't cost you anything! Get a good Realtor to act as your "Buyer's Agent". With a new home, your Realtor's fees will be paid out of the builder's marketing fund; and with a pre-existing home, your Realtor's fees will be paid by the seller's broker commission.

Do you want a new home from a builder or a pre-existing home? There are advantages and disadvantages to each. Talk it over with your Realtor.

**NEW HOMES:** With a new home, hey, it's NEW! With a builder's warranty too! You may have to wait several months or maybe even a year or two to get it, though, but it may be worth the wait. When visiting a builder's sales office or a model home, you will find some very nice and helpful professionals there ready to answer all of your questions and sell you a house. However, keep in mind that those professionals have real



estate licenses and are agents working for the builder and are paid by commission. In other words, they are real estate agents working in the best interest of the seller. This is another reason you should have a buyer's agent working in YOUR best interest.

**PRE-EXISTING HOMES:** Homes that have been lived in have already been "broken in" and this may be an advantage. If you're looking to live in a specific area that's already developed, a pre-existing home may be your best bet. And of course if you want to buy sooner rather than later, then a pre-existing home is also for you. It's highly recommended to have a "Letter of Pre-Approval" handy from your bank or mortgage broker when shopping for a pre-existing home. If you see a Broker's FOR SALE sign in front of a pre-existing house that you like, you will also notice a name and phone number on that sign. If you call or meet that person, he/she will be very helpful and will answer all your questions. However, keep in mind that he/she is the seller's agent and is working in the seller's best interest, NOT yours. Hence, another reason to have your own buyer's agent looking out FOR YOU!

**SELLERS MARKET:** We are currently in a sellers

market, meaning that there are more buyers than sellers. Remember basic economics 101? The current demand is greater than the supply so the prices are high. Also, this makes it a little tougher for a buyer to find a home because there is competition among buyers! What does this mean? It means that you must make a

sincere effort to go see a home the very moment it goes on the market. If you like it, you cannot afford to dwell on it before making an offer, so make an offer quick. Also, make a reasonable offer if you really want the home! Your Realtor can help you all the way.

by Frank Estrada

## Today's Quote

*"My precept to all who build is, that the owner should be an ornament to the house, and not the house to the owner." - Cicero*

## Some Recent Oakstead Sales

Address	Sold Price	Sold Date
4321 MARCHMONT BLVD	298,000	8/1/2005
3318 RUSSETT PLACE	495,000	8/1/2005
19344 HASKELL PL	212,900	8/12/2005
3148 SHEEHAN DRIVE	569,900	8/15/2005
4609 MARCHMONT BLVD	228,550	8/16/2005
19440 HASKELL PL	225,000	8/19/2005
19343 EVERTON PL	244,000	8/26/2005
3708 SIMONTON CT	224,298	8/30/2005
3241 SHEEHAN DRIVE	478,900	8/31/2005

**NOTARY PUBLIC**  
**FREE**  
For all Oakstead Residents !!!

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 at (813) 810-4960.

Your Oakstead Notary, Frank Estrada

**HURRICANE KATRINA DISASTER RELIEF**  
To help our neighbors and fellow Americans:  
**American Red Cross** [www.redcross.org](http://www.redcross.org)  
**1 800 HELP NOW**

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## Oakstead Home Sales Year-to-Year Comparison

Average Sold Price per Square Foot

August 2004: \$104.96

August 2005: \$144.97

Increase of: 38%



### SELLER'S TIP

In our current sellers market, most homes that are priced at less than \$300,000 fly off the shelves with minimal marketing. However, for higher end homes, your marketing strategy must be well planned and thought out.



Remember that Florida is the number one state where people are moving to so be sure to target the home buyers that are in other states and even in other countries. Also consider all the Floridians in other parts of Florida looking to buy in the Tampa area. The most effective and efficient marketing tool to reach out to these potential buyers is the Internet. Your REALTOR should have your home marketed in high visibility websites. In addition, have your REALTOR order a minimum of 6 professional quality photographs and several Virtual Tours of your home. Virtual Tours are a must these days, especially for higher end homes! A recommended professional real estate photography company is Virtual Home Tours (VHT). Their number is: 1 800 790-8687. Good luck!

### Frank J. Estrada

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## Real Estate Trivia

The floors of buildings are called stories because early European builders used to paint picture stories on the sides of their houses. Each floor had a different story.



## FREE INTERIOR DECORATOR

This COUPON is worth a 2-Hour Consultation with a Professional Interior Decorator when you have Frank Estrada represent you as your REALTOR!

Call Frank at: (813) 810-4960 for more details.

Coupon expires 11/30/2005. One coupon per transaction.



**WANTED:** Oakstead resident mortgage consultant that would like to share mortgage tips and information with us in this newsletter. Please contact me. Frank Estrada

***In the next issue:*** Investing in Residential Real Estate. Did you miss the boat or can you still get in? If you can't wait for the next publication, feel free to contact me. Frank Estrada, 813 810-4960

September 11, 2001

## Never Forget



From NRO by Rod Dreher, Senior Writer:

"A priest I know gave some of them (the firefighters) absolution before they ran into the burning towers. He says you could see in their eyes that they knew they were going to die. But in they went, because that's what men do. That's what New Yorkers do. That's what Americans do. We don't run away."

Visit: [www.frankestrada.com/911](http://www.frankestrada.com/911)