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John Elwell

I hope you will find the information here useful. It will be a pleasure to help you sell your current home and/or find your next residence in East Pasco County and the surrounding areas. Do not hesitate to contact me at 813-783-4444 at any time! CENTURY 21 Bill Nye Realty, Inc. Also visit my webpage at: www.jelwell.century21bnr.com and check out my Florida Real Estate Blog and my Zephyrhills 55+ Bulletin Board buttons!



This 2 bedroom/1.5 bath double-wide is now available in Florida Trailer Estates for just \$44,900! Call me for more information at 813-783-4444

“Do” it Right

Real estate is a cyclical business. Market conditions change over time creating a selling environment that sometimes favors the seller and at other times the buyer.



Most of the country today is experiencing a buyer's market. This means there are affordable interest rates and the inventory of properties

is high. In other words, buyers are getting more for their money and have lots of homes to choose from.

Faced with that type of market, what can sellers do to make sure their home sale experience is a successful one? The answer: plenty. Here are just four things you can do to increase your odds of a profitable sale.

Do hire a real estate professional to represent your property. His or her expertise can be invaluable when it comes to assessing the marketplace, crafting an asking price, staging the home for sale, screening buyers and negotiating the offer. In a buyer's market you need a leg up on the competition.

Do understand the market conditions and the different factors at play. Learn as much as you can about the buying and selling process. The more informed you are the better.

Do everything you can to make your property look its best. This may include upgrading the landscaping, painting, making repairs and replacing outdated features. If there are larger projects you are not willing to undertake before you move, such as a new roof or asbestos remediation, make sure you understand how this may affect your negotiations and ultimately your sales price.

Do price it right. This is probably the most important factor in helping your home sell. Price it too low and you won't make the most on your investment. Price it too high and buyers won't be bothered. In fact, your property could end up languishing on the market. Instead use a Competitive Market Analysis and your real estate professional's expertise to help your listing move.

All Locked Up

There are many variables at play during a real estate purchase; so when you have the chance to control one of those factors, it can be very appealing. That may be one of the reasons most buyers choose to “lock in” their mortgage rate.



As part of your home search process, you likely examined your own finances and then researched the different loan products

available. Your preparation probably included analyzing varying rates and terms and talking with mortgage brokers, lenders and your real estate professional. After all that leg work you have finally identified a mortgage provider and a product that meets your needs. The next big question is when to lock in or secure that interest rate.

By locking your rate you are guaranteed that if the percentages rise by the time of your closing, you will pay the lower rate. The idea is to lock your rate while the numbers are falling, gaining the protection before they begin to rise.

It is important to note that there may be a cost for this security, as well as associated risk. For instance, locking your rate 30 days in advance may cost you one half of a point. A point is one percent of the mortgage loan amount. So that means on a \$500,000 loan locking in 30 days before would cost \$2,500. This fee is paid at your closing. **In addition, if you lock in your rate and the rate drops below the locked-in rate, you may be stuck with a higher rate.** The value of securing a low interest rate, however, even if it's not the lowest interest rate, gives buyers peace of mind.

Zephyrhills 55+ Bulletin Board Improved

In case you did not know, my **Zephyrhills 55+ Bulletin Board** on the internet has been changed to make it more useful to all of our residents, even those under the age of 55 year. To get there the first time, just go to my webpage at: www.jelwell.century21bnr.com

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