

# Lake Front Property

## Preparing your Lake Front Property For Sale

When preparing to sell your Florida Lake Front Property in the current sluggish real estate market, some basic considerations and improvements could make a big difference. The professionals at R & S Realty Group are here to assist you with your real estate needs, considerations and improvements in the Lake County Florida Real Estate Market.

Everyone from sellers, buyers, agents and advisors has a different take on the state of the real estate market. Some experts say that the prices will drop more, some say that they will flatten, while others say they'll increase slightly this year.

Because real estate prices and rates are determined on a local level, it's quite possible for all three scenarios to take place to be taking place on a national level at the same time.

According to the September 2006 report by the National Association of Realtors, The Housing Bubble and Its Implications for the Economy, "The inventory of unsold homes on the market is at an all-time high of 3.9 million, which is a 40 percent rise from a year ago."

Florida lake front property sellers in Lake County Florida need to become savvier and more strategic in order to sell their home within a shorter time period and at a good price.

Potential new lake front property sellers will need to consider the following four points when selling your home in Lake County Florida.

### 1. Know What Your Home is Worth

Don't rely on real estate websites alone for home valuations. While instant home valuations are fun to use, they are based on past home sales and use computer formulae that do not necessarily reflect current market trends in the Lake County Real Estate Market area. Your best bet is to get a Comparative Market Analysis (CMA), a professional assessment of your property's value, from your professional real estate agent at R & S Realty Group. With a CMA in hand, you are prepared to set your list price.

Once you've settled on a list price, have your R & S Realty Group Agent reevaluate it every couple of weeks to stay current. If you don't get any interest or offers within the first three weeks for your lake front property, your asking price might be unrealistic and should be adjusted.

## 2. Condition Counts

Quirky fixer uppers have become a thing of the past. Today's lake front property homebuyer in Lake County Florida is all about instant gratification, and the last thing he or she wants to do is move into a house that requires immediate cleaning or repair. The best thing you can do as a seller of Florida Lakefront Property is to present your home to potential buyers in the very best possible light.

To present your home at its best, repaint tired and dirty walls, thoroughly clean all carpets, flooring and windows, and update front landscaping. Organize and update kitchens and bathrooms, the most problematic areas of a home. Make sure all kitchen and bath appliances and plumbing are in good working order.

A Florida Lake Front Property home in a less-than-sparkling condition can suggest a desperate seller and may yield a smaller profit. The professional agents at R & S Realty Group can provide sources and suggestions to prepare your lake front property for resale.

## 3. Cover Part of the Buyer's Costs

A generous overture can make your lake front property more attractive to potential buyers. Offering to pay some of the buyer's closing costs, funding a portion of the buyer's financing, or paying for inspections or repairs that reduce the buyer's out-of-pocket expenses can help distinguish you and your lake front property from the competition in Lake County Florida.

#### 4. Enlist Expert Help

Go pro on your home sale by hiring a qualified Lake County Florida real estate agent from R & S Realty Group to do the job. One of our experienced, Lake County real estate agents will be your best resource in helping you to meet your real estate goals in this unpredictable housing market.

When paired with the results of your own research, information provided by your professional Lake County Florida real estate agent can help you decide if selling your lakefront property now is the right thing to do.

The professionals at R & S Realty Group invite you to compare and interview several other experienced, licensed real estate agents that specialize in the sale of lake front property in the Central Florida market area. We ask that you request recent success stories from us in the Lake County Florida area. Please, feel free to contact and interview our previous customer's in Central Florida. We are successful in selling Florida Lake Front Property in the Lake County Real Estate Market. Please ask and compare our experience, marketing approach, commission rate, personality and business manner in order to best suit your own personal style when preparing to sell your lake front property in Lake County Florida.