

## NEW LISTING

This elegant country estate is move in ready! It was built in 2006 and is located near Havana. The gourmet kitchen and master bedroom suite will have you feeling like royalty. The covered porch is perfect for backyard entertaining. Hurry this 4/3 will not last long at \$449,000.

We also have two Lakefront Homesites for sale. A ten acre private retreat off Proctor for \$140,000. It is a short sale. Fish or duck hunt on Lake Iamonia Only \$25,000



## EXISTING HOMES SALES HIGHEST SINCE 2006

Sales rose 9.1 percent in 2013 nationally. Locally new pending sales rose to 20.4% in November 2013 and the average sale price was up 10.3%. It is also predicted that inventory will gradually stabilize, more homeowners will return to positive equity and foreclosure activity will slow. Mortgage rates are currently in the 4.3% range but will rise in 2014.

## Six Things You should Know About Buying and Selling a Home

1. Be sure to shop around.
2. The lender will want to know everything about your financial situation.
3. Be realistic about what you can afford.
4. Know what you are signing
5. Do not get emotional
6. Be sure to use a real estate professional

### **Q: Which websites are the best for finding a new home?**

A: Realtor.com, Trulia, Zillow and tbrnet.org.

### **Q: What are some ways that I can increase the odds of selling my home?**

A: Paint, de-clutter, replace carpet and improve curb appeal with landscaping and a new front door.

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*“A pessimist sees the difficulty in every opportunity: an optimist sees the opportunity in every difficulty.” – Winston Churchill*

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## RECENT SALES AND PROSPECTS

Our most recent sales have been in South Wood, Sweetwater Oaks, Lake Yvette and Shannon Forest.

We continue to see golden opportunities in Betton Hills, Waverly Hills and Killlearn Estates.

Spring is right around the corner and there are still some prime coastal retreats at Alligator Point, Ochlochonee Bay, Shell Point and Lanark.



## Contact Us

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