



Anna Maria Sales Team's Real Estate Report

Find your Place in the Sun

May 2016

AMI Real Estate

Monthly Island Sales Stats

For Sale

Hot Pick of the Month

Recently Sold



Fabulous 3bed/2 bath pool home! Only \$649k

Featured for Sale

Monthly Island Sales Info

May 2016



April 2016 Island Sales

Sold Price up 31% since 2015

Single Family Home Sales - 27

\$1,077,677 Avg Sold price

2015 Single Family Home Sales - 35

\$819,541 Avg Sold price

Sold Price up 11% since 2015

Condo Sales - 12

\$481,557 Avg Sold price

2015 Condo Sales- 16

\$435,268 Avg Sold price

Transactions doubled since 2015

Sold Price avg down 48% since 2015

Multi-Family Home Sales - 2

\$634,093 Avg Sold price

Island Highlights **Anna Maria Island...**

How to Sell Your Home for Top Dollar: Insider Tips
The best way to help buyers imagine themselves in your space?
Staging. Here's how room by room.

Staging your house can make you money. Seventy-one percent of sellers' agents believe a well-staged environment increases the dollar value buyers are willing to offer, according to the National Association of REALTORS® "2015 Profile of Home Staging."

Just take this real world tale of two condo listings from Terrylynn Fisher, a REALTOR® with Dudum Real Estate Group in Walnut Creek, Calif., who also stages:

Both units were in the same complex. One hadn't been staged or updated since it was built; the other was staged and had been slightly refreshed (a little paint here and there and one redone bath). Otherwise, both units were the same size and layout. The staged condo sold for about \$30,000 more than the unstaged unit, she says. "People couldn't believe it was the same model."

Before your eyes turn into dollar signs, keep in mind staging isn't guaranteed to get you more money. But it's an important marketing tool to help you compete at the right price, which means you can sell faster. (A study from the Real Estate Staging Association bears this out.)

Helping buyers fall in love with your property takes more than running the vacuum and fluffing the pillows: It's all about decluttering, repairing, updating, and depersonalizing, say real estate agents and stagers.

With help from Fisher and other sources, we've compiled the ultimate home staging checklist.

Living Room

2015 Multi-Family Home Sales - 1

\$1,010,000 Avg Sold price

Sold Properties down since 2015

Vacant Land Sales - n/a

2015 Vacant Land Sales - 3

\$543,333 Avg Sold price

Anna Maria Sales Team's

FOR SALE!



2907 Ave F

4 bed/4 bath

Luxury Gulf Front Home

\$3,595,000



- Neutral decor in a staged living room
- Embrace symmetry when staging your living room. Coordinated sets are pleasing to a buyer's eye.
- When placing anything from accent pillows and table lamps, go for symmetry, which is pleasing to the eye.
- Light it up with lamps. Chic lamps provide both added lighting and appealing decor.
- Make that fireplace glow. Scrub away soot stains and replace the old screen.
- If you're using staging furniture or buying slip covers, choose light colors for an airy, inviting feel.
- Whatever amount of furniture you have in your living room, remove a few pieces to make the room feel spacious.
- Use bright, coordinated accessories like accent pillows and throw blankets for a chic splash of color.
- Help buyers imagine their life in your home. Set the scene by displaying a board game or tea service on the coffee table, and arrange furniture in conversational groups.
- Let a slideshow of beautiful images play on your television like a screensaver.

Here is your opportunity to own a new low maintenance/high performance luxury Gulf front home complete with swimming pool and hot tub on Anna Maria Island. Construction completed in May 2015. This home is custom from the designer cabinetry, granite and marble surfaces...[Learn more...](#)



515 69th Street

**2 bed/ 2 bath
Full of Potential!!**

\$499,000

Come make this 2 bed/ 2 bath canal front home your own! Nicely situated on a beautiful, quiet street this classic Florida home is ready for your custom touches, or start new on this large lot with open water access. Solid block construction offers a great footprint for updating...[read more.](#)

Kitchen



- Clear everything from countertops except one or two decorative items, like a vase of flowers or bowl of fresh fruit.
- Pack up all the dishes except one attractive, matching set. Do the same with glassware, flatware, and cookware, and pare down all other cupboard and drawer items down to the minimum.
- Freshen up and modernize those cabinets with a fresh coat of paint or stain and new hardware.
- Seriously evaluate your appliances. Can they look new again with a good scrubbing? Give it the old college try or consider replacing with new models.
- The Real Estate Staging Association strongly recommends stainless steel.
- Remove those fridge magnets and give the door and handles a good cleaning.
- Scrub dirt, grime, and stains from walls, cabinets, and backsplashes.
- Clean cabinet interiors, especially under the sink.
- Clean and organize the pantry, leaving some empty space to make it look bigger.
- Store items in decorative baskets and display a few jars of fancy jam and other upscale condiments.



505 S Bay

**5 bed/5 bath
Welcome to paradise!**

\$1,850,000 - reduced & ready for you!

Brew your coffee in the chef's kitchen of this spacious 5 bedroom/5 bath waterfront home with new seawall and dock. Step out onto one of your four picturesque porches and take in your view. With gorgeous sunrises over the Bay or relaxing water views down the canal, just steps to the city pier, the shops of Pine Avenue, and the waves of the Bay, this home affords you all the benefits of island living. From its high ceilings and bright, natural lighting, to its ample lounge space, this home has room for everyone...[read more.](#)

**Anna Maria Sales Team's
HOT PICK of the Month!**

Expert picks for great buys in today's market!

- Empty all trash cans and move them out of sight.

For information on more rooms and the complete article, click [HERE](#)

*To purchase your place in the sun,
contact the Anna Maria Sales Team today!*

*The Anna Maria Sales Team
Kathleen White & Erin Joy Heckler
www.AnnMariaSales.com*

Whether buying or selling, the Anna Maria Sales Team is here for all your real estate needs.

Kathleen White

941-773-0165
KWhite35@tampabay.rr.com

Erin Joy Heckler

941-448-5616
Erin@IslandReal.com

FEATURED FOR SALE!

Contact Kathleen & Erin for more info today!

Great Investment-

3/2 elevated pool home, straight shot to the beach!

ONLY \$649,900

Great Value-

3/3 remodeled pool home in Anna Maria only a block to the beach!

ONLY \$849,000

Great Potential-

3/2 sfh across the street from the beach!

ONLY \$449,000

Great Location-

2/2 condo with amazing Gulf views!

ONLY \$579,000

Anna Maria Sales Team's

SOLD!

WE SOLD

315 Hardin Avenue
\$693,000
Canal Front Home

WE SOLD

603 Baronet Lane
\$1,150,519
Unique Waterfront
Location

WE SOLD

640 Estuary Drive
\$229,900
Perico Bay Club



**3 bed/2 bath
Tropical Pool Home
\$649,000**

Welcome to your island oasis! Enjoy the tropical island vibe of this 3 bedroom/2 bath pool home just a short walk to the sugar sand beaches of Anna Maria Island! The split floor plan invites everyone to enjoy their space in their large bedrooms and updated baths. [Learn more...](#)

JUST LISTED FOR SALE!



1 bed/1 bath
Steps to beach!
\$299,900

Imagine being just steps to the gorgeous sugar sand of Anna Maria Island from your own perfect hideaway! This open 1 bedroom/1 bath condo set right off the courtyard, offers you great living space, your own patio, a large pool and all just across a quiet street from the Gulf beaches. [Learn more...](#)

Anna Maria Sales Team

Find Your Place in the Sun



Kathleen White
941-773-0165

KWhite35@tampabay.rr.com



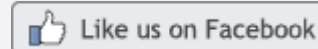
www.AnnMariaSales.com



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Erin@IslandReal.com

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Anna Maria Sales Team, 6101 Marina Dr, Holmes Beach, FL 34217

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