

Anna Maria Sales Team's Real Estate Report *Find Your Place in the Sun*

February 2018

Recently Sold
Monthly Island Sales Stats
For Sale
Hot Pick of the Month

Featured for Sale



620 Key Royale Dr - 4 bed/ 5 bath ~ \$1,999,000

January 2018

Monthly Island Sales Info



January 2018 Island Sales

January Homes:

Sold Price UP 33% since 2017
2018 Single Family Home Sales - 22
\$1,148,003 Avg Sold Price

2017 Single Family Home Sales - 9
\$863,444 Avg Sold price

Condos:

Sold Price UP 19% since 2017
Condo Sales - 10
\$476,300 Avg Sold price

2017 Condo Sales- 13
\$401,338 Avg Sold price

Multi-Familu:

10 Tips to Increase Your Home's Value

Increasing the value of your home is easier than you think. Follow these tips, and your home will be worth more before you know it.
 From HGTV Design 101

Plan your remodel.

Whether you just bought a house or you have lived there for a while, the fastest way to increase your home's value is by making a plan. You will fare better if upgrades are made intentionally and not on impulse. Home improvement projects cost about 20 to 25 cents on the dollar. The other 75 to 80 cents spent go directly back into the home through increased value.

Start slowly. It's a marathon, not a sprint. If your home is new, get to know it. If you have already been there a while, get started. List the things you want to change and the updates you would like to make. Don't worry about organization, just write it all down. Take a guess on how long you may want to live in the house. If you're planning on selling, talk to your realtor and make a selling plan.

Take the list and categorize by how much it may cost, including your time and money. Be realistic. It's OK to list an outdoor pool with a waterfall, but keep your financial picture in mind.

Once you have a categorized list, take a look and prioritize what is a real "must have" and what is more of a dream. See if you can come away with a reasonable balance.

Once you have made a plan, do research or talk to a realtor to see what sort of return those improvements may bring. Some improvements will add considerably more value to your home than others.

Tackle one room at a time.

How can you harness the energy that comes from new ideas and still be smart when you make those improvements? Make the commitment to tackle one room at a time. Whether it's a simple coat of paint or knocking down a wall, by tackling one room at a time you keep projects achievable. Make a list of all the things you dream about doing, break your list down into categories based on cost and write down how much time each project may take. What this does is help you get results. If you only have a day or

Sold Price

DOWN 7% since 2017

Multi-Family Home Sales - 2

\$612,500 Avg Sold Price

2017 Multi-Family Home Sales - 1

\$660,000 Avg Sold Price

Land:

Sold 1 more property than 2017

Vacant Land Sales - 1

\$250,000 Avg Sold price

2017 Vacant Land Sales - 0

Anna Maria Sales Team's

FOR SALE!



813 S Bay Blvd, Anna Maria

3 bed/3 bath

Large Lot with Peeks of the Bay!

\$899,000

This 3 bed/3 bath beach haven on a huge 13,000sf lot in the city of Anna Maria offers peeks of the bay from its elevated living space and large, welcoming front porch! Enter into this bright, open space and enjoy the high ceilings in the great room. The split bedroom plan gives guests access to their large bedrooms and bath, while affording privacy to the master on the other side. The master's sliders lead to the open front porch.

[...read more here.](#)



215 64th St, Holmes Beach

may take. It helps you get results. If you only have a day or a weekend, choose a project that fits within your timeframe, comfort level and financial commitment.

If you set out to paint a living room wall on Saturday and you know what it will cost in time and money, it gets done. By the end of the day, you have a stylish upgrade that will add value to your home. By strategizing, you will see your dreams take shape as you transform each room before moving on to the next.

Small improvements can really pay off.

Are you torn between improving your home's decor, versus making upgrades you know will increase your home's resale value? Many homeowners are surprised to hear that doing a little bit of both will actually pay off.

Start by making two lists - upgrades for your home value and upgrades just for you. Upgrades for your home may consist of replacing old faucets, permanent lighting and doors. Upgrades for you are furniture, artwork and window treatments. Gone is the dartboard approach to picking projects and wondering if what you are doing is really making a difference. With this plan, you will see real progress.

If you have spent a bundle on making an upgrade you can make small changes for the next couple of months. Upgrade a couple of electric plugs or buy a small lamp. Stick to one upgrade per month and you will be happy with what you see.

Clean your house now for profits later.

If your house is on the market, a bright and sparkly home can attract buyers like a magnet. A house can never be too clean. If you were a buyer, would you choose the house that is slightly dingy or the home down the street that is clean and welcoming?

By making a clean house a priority, you do several things at once. First, you stay on top of maintenance issues, spotting potential problems before they become expensive ones. Secondly, you don't allow dirt and junk to build up over time. Things like mold can become a nuisance if allowed to spread unchecked. Finally, a clean house is healthier for you and your family.

Remember, de-cluttering is a form of cleaning. Just as dirt builds up, so does clutter. Don't waste money moving your junk around. Get rid of it now. When it's time to sell you will feel confident about what you are presenting to the buyer.

Curb appeal counts.

Want a fresh perspective on the value of your home? Walk across the street, turn around and ask yourself, "Does my house have curb appeal?" Does your home look attractive, welcoming and structurally sound at first glance?

Make a list of ways to enhance the positive and eliminate the negative. If you have a nice curvy walkway, accentuate it with flowers or lanterns. If the first thing a visitor sees is your big wide garage, try to guide their eyes into a beautiful front yard, or paint your front door red to guide the eye there. These things add value.

Take a digital photo and look at your home in black and white. When the color is removed, the truth comes out. That is where you see the cracks in the walls and the glaring flaws.

Keep things clean and tidy. Talk to your neighbors because this affects them too. Curb appeal doesn't stop at your property line. Your home will be more valuable if you live in a place where everyone pays attention to appearance.

Host a neighborhood cleanup party. Team up with neighbors to mow lawns and trim hedges. See who wants to go in on a few flats of border flowers. By adding curb appeal to your entire neighborhood, you will all boost your home values.

When you're looking at your curb appeal, don't forget the side and rear views. Buyers walk around and peek over fences.

Upgrade the kitchen.

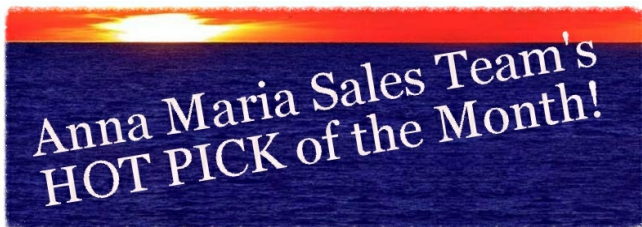
Ask any real estate expert what the No. 1 upgrade with the greatest return is, and the answer will be the kitchen.

- Do a mini-remodel. Change the paint. It sounds simple, but it works. You can also paint a faux-wood finish onto your cabinets. This looks just like cherry.
- Add a splash of color with a new backsplash. New tile is attractive. Home improvement stores teach classes on this.
- Go stainless steel. The cold feel of steel is a hot ticket item for

5 bed/4 bath
Pool home so close to beach!
\$1,579,000

Coral Reef has it all! This beautiful 5 bedroom/4 bath home is steps to the beach with everything you could ever want for a perfect beach vacation. Enjoy your Florida lifestyle with a tiki bar outside at the pool, with ping pong in the downstairs game room and a large garage for your toys and beach goodies. A meticulously maintained elevator home with high ceilings, crown molding, granite counters and large tile flooring, this centrally located property has an excellent rental history.

[...read more here...](#)



Expert picks for great buys in today's market!
Contact Kathleen & Erin & Jason
for more info today!

Top Island Buys!

1. Single family home on a canal!
3/2 ~ \$639,000
2. Updated pool home that allows rentals!
3/3~ \$699,900
3. Single family home in the city of Anna Maria!
2/2~\$599,999



Thinking about selling?
The market has appreciated!
If you bought just a few years ago, your home may be worth more. We can

provide **information on how much your home is worth.** Call or email us, and we can discuss recent sales and pricing possibilities with you.

IRS Clarifies Home Equity Loan Interest Deductibility

Tax Reform
February 22, 2018
By: Evan Liddiard, Ken Wingert

The Internal Revenue Service (IRS) has issued a news release (link is external) clarifying that in many cases, interest paid on home equity loans remains deductible under the new tax reform law. Many questions have arisen on this issue, as many media reports on the new tax law indicated that as of 2018, interest is no longer deductible on home equity loans. The IRS stated that "despite newly-enacted restrictions on home mortgages, taxpayers can often still deduct interest on a home equity loan, home equity line of credit (HELOC) or second mortgage, regardless of how the loan is labelled." The key factor is that the proceeds of such loans must be used to buy, build, or substantially improve the taxpayer's home that secures the loan. Interest on a home equity or other loan used for personal living expenses (e.g. paying off credit card debt, education, or vacation expenses) would not be deductible.

buyers. Transition your appliances as they wear out and go with a similar metallic look in your light switches.

- Make your kitchen rock with a rolling island.
- Hang a pot rack with fresh new pots, pans and a hanging wine bottle holder. With the rolling island, your kitchen will catch every buyer's eye. You can take some of these things with you to your new home.

[CLICK HERE](#) to continue to full article...

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

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

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

Kathleen White	Erin Joy Heckler	Jason Hrnak
941-773-0165	941-448-5616	941-773-6572
KWhite35@tampabay.rr.com	Erin@IslandReal.com	JHrnak@gmail.com

FEATURED FOR SALE!



620 Key Royale Dr ~ Holmes Beach

4 bed/5 bath
Beautiful Views!
\$1,999,000

Water views from every window! This custom built Key Royale home is an island dream! With stunning views straight down the canal and peeks of the Bay, this gorgeous 4 bedroom/ 5 bath pool home's impressive exterior is perfected by the extraordinary interior. Open your grand wood & glass front doors to the tumbled stone floors and full wall of sliders overlooking the pool and straight down the canal. ent rental history. Enjoy all that Anna Maria Island has to offer from the comfort of your private getaway. The mature landscaping adds privacy to the wonderful outside pool and play area.
[...read more here..](#)

Anna Maria Sales Team's
SOLD:



WE SOLD
207 64th St
\$620,000
So close to the beach!

WE SOLD
5400 Gulf Dr 38
\$600,000
Gulf Front Condo!

Anna Maria Sales Team

Find Your Place in the Sun



Kathleen White
941-773-0165

KWhite35@tampabay.rr.com



Erin Joy Heckler
941-448-5616

Erin@IslandReal.com




Jason Hrnak
941-773-6572

JHrnak@gmail.com



www.AnnamariaSales.com

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