

LEMONWOOD REAL ESTATE MARKET UPDATE

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COMPLIMENTS OF LORI J. BUSCH
*"SERVING REAL ESTATE NEEDS IN
LEMONWOOD"*

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B BUSCH REALTY



"We're in Your Corner!"

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**MAKE THE
SALE OF
YOUR HOME A
STRESS-FREE
EXPERIENCE**

Having a real estate professional in your corner can eliminate the stress of home-selling, leaving you time to focus on your family, career, and all the other tasks you need to accomplish to prepare for a move.

Why Use an Agent?

Did you know **there are over 230 possible steps** that could take place during every successful real estate transaction? Don't you want someone who has been there before and knows what these actions are to ensure you achieve your end-goal?

Real estate agents breathe the market – day in and day out they are working with buyers, sellers, lenders, financial advisors, etc. They are loaded with knowledge about your local market and can help a homeowner maximize on the return of their home sale. Additionally, they help relieve the stress of homeowners in the process – they manage the selling process from start to finish, including negotiating with potential buyers and managing escrow.

A Real Estate Agent Understands the Importance of Valuing Your Home Accurately.

Many homebuyers want to price their home at a value that is unrealistic, and this can deter potential buyers. If a home is overpriced it can linger on the market and get lost in the shuffle. Listing a home at a competitive, at-market price will bring in buyers and create a competitive advantage for the seller. Pricing a home correctly maximizes demand, and in turn attracts multiple buyers and competition over the sale.

What is Your Home Worth in Today's Market?

There is so much information on the news and on the internet about home sales, prices, and mortgage rates; how do you know what's going on specifically in your area? Who do you turn to in order to competitively and correctly price your home at the beginning of the selling process? My experience in your local market can provide the answers to those questions and help you understand the *true* market-value of your home.

Hiring an agent who has their finger on the pulse of the market will make your buying or selling experience an educated one. **You need someone who is going to tell you the truth, not just what they think you want to hear.**

You Need a Skilled Negotiator.

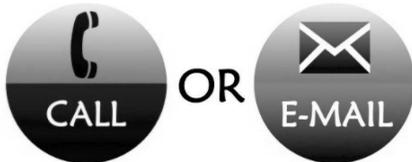
Each step of the way - from the original offer, to the possible renegotiation of that offer after a home inspection, to the possible cancellation of the deal based on a troubled appraisal - you need someone who can keep the deal together until it closes. I know what it takes to manage expectations, navigate the challenges that come with selling a home, and how to close a sale with the most beneficial terms and contingencies benefiting you as my client.

Bottom Line...

Just as you would consult with a doctor about a health issue, homeowners should always consult with a real estate agent about their housing needs. Today's real estate market is highly competitive. Having a professional who's been there before to guide you through the process is a simple step that will give you a huge advantage! Whether you're ready to sell your home or not, if you have questions about anything real estate, I'm only a phone call away and would love to hear from you.

Best Wishes,

Lori J. Busch



CALL OR E-MAIL

TODAY TO RECEIVE YOUR COMPLIMENTARY
REPORT: THE FIVE ESSENTIAL STEPS
TO SELLING YOUR HOME



PRICES ARE STILL
GOING UP,
TIME ON MARKET IS
GOING DOWN!

FIND OUT HOW MUCH YOUR HOME IS
REALLY WORTH TODAY!
CALL FOR A CONFIDENTIAL CONSULTATION

| | |

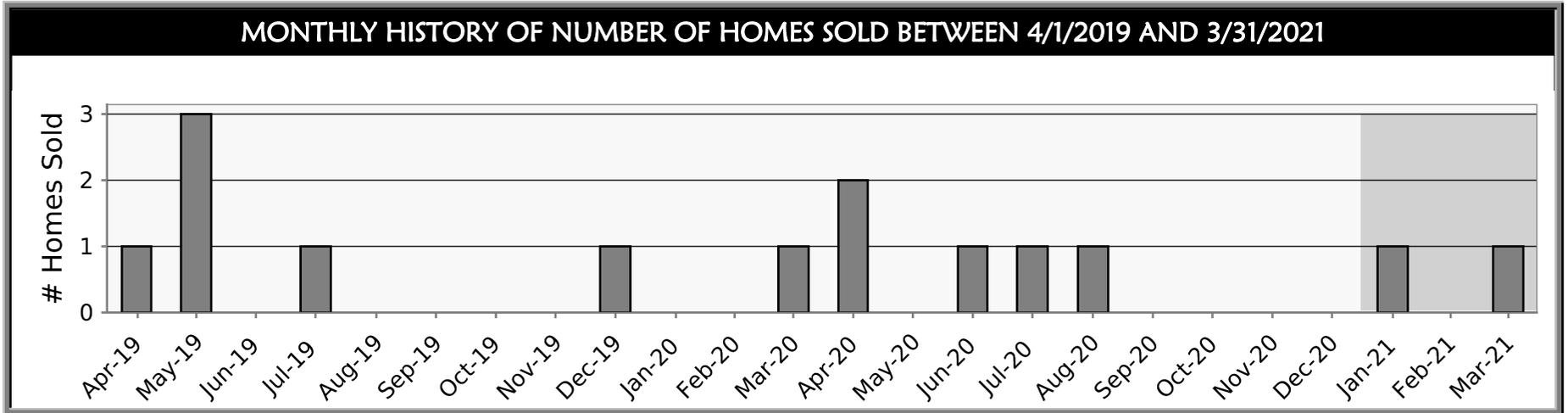
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SUMMARY OF HOMES SOLD BETWEEN 4/1/2020 AND 3/31/2021 & COMPARISON TO LAST YEAR				
	Homes Sold	Annual Turnover	Avg Sale Price	Avg Price per Sq Ft
4/1/2020 to 3/31/2021	7	6.4%	\$440,929	\$127.68
4/1/2019 to 3/31/2020	7	6.4%	\$341,143	\$114.39
Difference (+/-)	0	0.0%	+\$99,786	+\$13.29

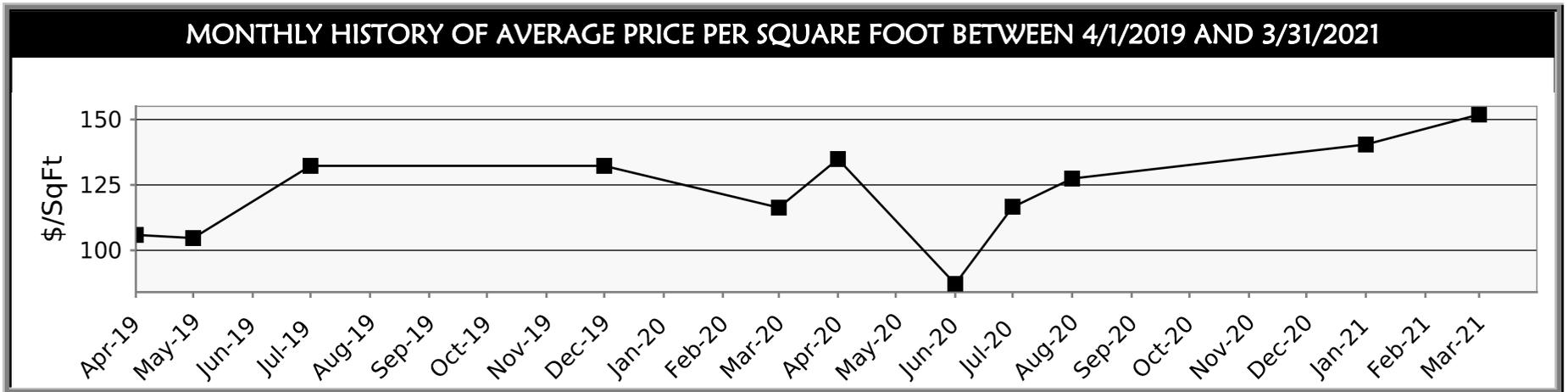
DETAILS ON MOST RECENTLY SOLD HOMES THROUGH 3/31/2021								
Address	Year Built	Beds	Baths	Pool	Living Area (Sq Ft)	Sold Price	Price per Sq Ft	Month Sold
4920 SW 4th Cir	1993	4	4	No	3,224	\$489,900	\$151.95	3/2021
4900 SW 2nd Ter	1995	4	4	Yes	3,839	\$539,600	\$140.56	1/2021
4994 SW 1st Ave	2006	4	3	Yes	3,726	\$475,000	\$127.48	8/2020
4721 SW 1st Ter	1995	4	4	Yes	4,932	\$575,000	\$116.59	7/2020
538 SW 45th St	1982	4	4	Yes	3,901	\$340,000	\$87.16	6/2020
384 SW 48th Ln	1991	3	2	No	2,514	\$338,000	\$134.45	4/2020
4893 SW 4th Cir	1994	4	3	Yes	2,427	\$329,000	\$135.56	4/2020

Based on information from the Marion Property Appraiser. This information may or may not include all properties sold in Lemonwood during the reporting period. The accuracy of information in this report is dependent upon the aforementioned source, and is not guaranteed. If your property is presently listed with another broker, this is not a solicitation of that listing.

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Note: All sales may not be reported for the shaded region, as sales may take between 30-90 days to be published by the Property Appraiser.



Note: The charts do not include data points for months without any sales.

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