



REGINA

RUNS REAL ESTATE



November 2019
RE/MAX
SPECIALISTS
Each Office Is Independently Owned and Operated.



Selling the Starter Home... Are you ready?

There are countless seminars and articles on buying your first home, but First Time Sellers really get left out. Whether you are selling your very first home, or the family home you've lived in forever, there is a lot to know and plan to make it as smooth as possible. Finding your dream home is kind of like a treasure hunt, but preparing your home for the market, is more like a combination of spring cleaning and going to the dentist.

When? Timing matters. It is going to take lots of effort and compromise, so make sure you don't already have a full plate. You also need to time the market for your type of home, price and part of town.

Where are you going to go? Days on market are currently low in our area, so you need to have a plan before you list. Are you already looking at places you will want to buy; relocating to another area; or plan to rent while you figure it out? It's ok if you are not sure, but it makes sense to flesh out these options during this preparation/due diligence phase.



Who? It is important to start interviewing Realtors well in advance. Who is most qualified and a good fit for your personality and schedule. Think of someone who knows your area and the unique challenges of selling your type of home. Think of someone with experience, but who is not too busy to talk with you regularly and answer questions.

What? You are very comfortable with your home and all its quirks. You have made it your own with improvements, décor and memories. You might have postponed repair and maintenance items, or done an amateur repair with duct tape. You have probably filled up every available space with your things, but it is time to make your home appealing to your most likely prospective buyer! I do an extensive pre-listing consultation with all my prospective sellers. I will give you a recommended action plan of repairs, maintenance, improvements, and staging needed to put your home in the best possible condition for sale with the least amount of financial strain.

I will go over the recent market data with you, and give you a predicted sales price range, as well as a spreadsheet of net proceeds. If you plan to sell and buy simultaneously, we'll use the net proceeds along with a mortgage person to figure out the proper price range to keep you in the monthly payment you desire.

How? I will analyze the action items so that we get the most bang for the buck. I will work through the items with you together, put them in a logical order, get you the resources you need to help, and be available to view the progress and give my opinion.

You may already be tired and stressed just reading this. Please do not worry one bit. This is my job as a full time, full service Realtor. I will be with you every step of the way to ensure a smooth and satisfying transaction. I know you have not done this before, but I do this every day!



2019 has been BUSY!

**I had 40 closings
= 10M in sales!**

*Thank
you*



**Making the Top Producer board
again in October was incredible!**





**Regina Sooeey, J.D.
Realtor®**

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From **JUST LISTED** to **JUST SOLD**,
Regina really does **RUN** real estate!

3901 Conga St

3 Bedroom, 1.5 Bath - \$186,500

Listed and Sold the same day!



12179 Chaseborough Way

3 Bedroom, 2.5 Bath - \$313,000

Easy closing!

3950 Lionheart Dr

3 Bedroom, 2.5 Bath - \$259,900

Closed in 1 month after listing!



8813 Chambore Dr

4 Bedroom, 2 Bath - \$237,000

Got seller over asking price!



3630 Eastbury Dr

4 Bedroom, 3.5 Bath - \$490,000

Happy Buyers/Happy Sellers!



1661 Fairway Ridge

3 Bedroom, 2 Bath - \$275,600

Quick closing!



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RUNS WITH FRIENDS AND FAMILY

Growing up as a kid in the North, the beginning of Fall meant a distinct chill in the air, watching the leaves turn, taking a trip to the pumpkin patch to get hot apple cider, and my folks taking the winter clothes out of the attic.

Now, as a busy Florida Realtor, Fall means that final push to get my customers to their closing table before years end.

It is also a time to direct my thoughts towards those of you who want to make a move next year and would like to start preparing for the next chapter.

I had the chance to enjoy some much needed family time carving pumpkins. Let's just say that my nine year old niece has more skills than me.



I also had so much fun decorating my trunk and passing out candy with my mom at Trunk or Treat. This weekend I'll volunteer at a haunted house, and maybe even scare a few of my friends. Taking some time with loved ones revives my soul and energizes



me for long stretches of intense work. Fall means more fellowship!!!

