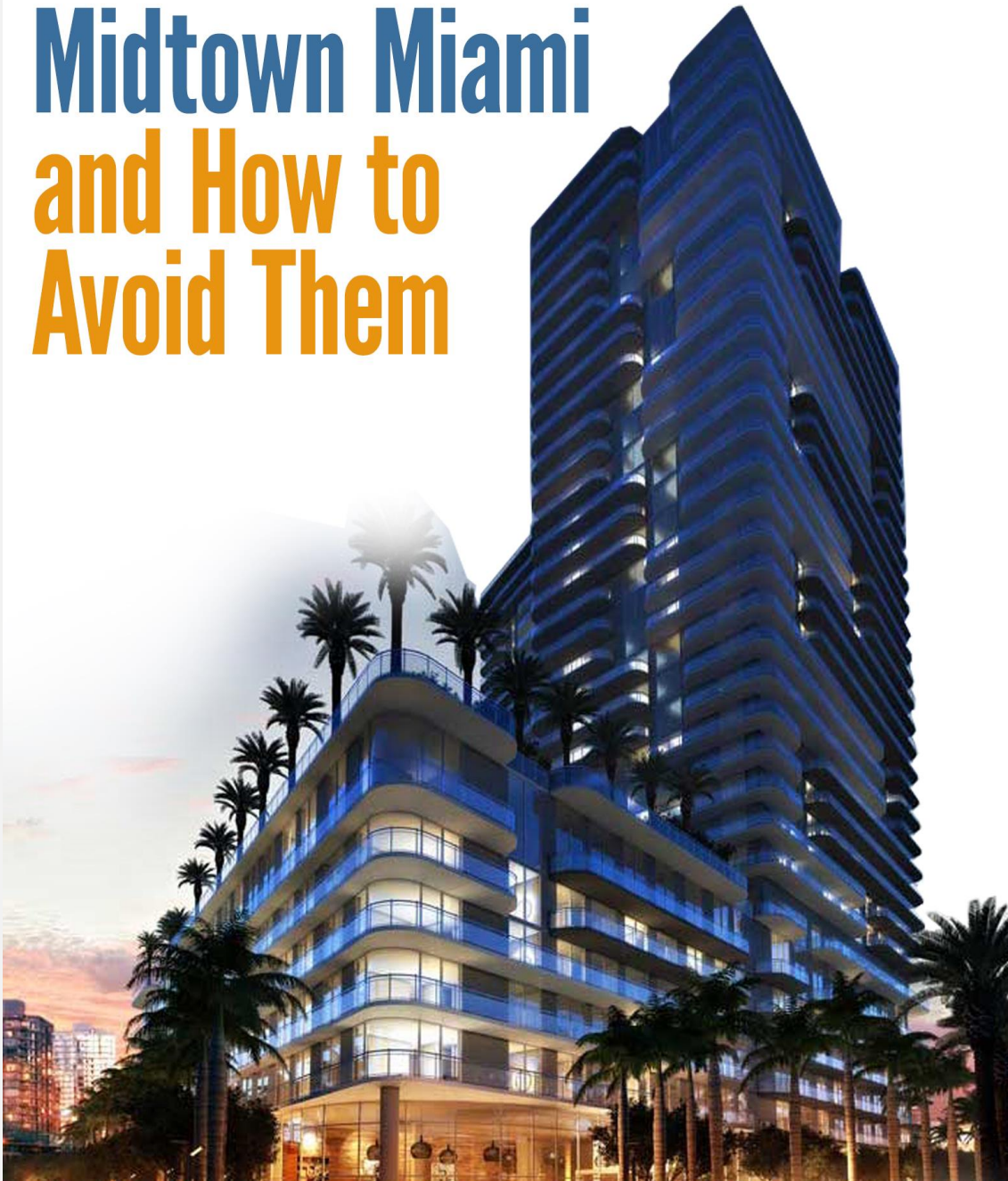


4 Mistakes Owners Make When Listing Their Home For Sale in Midtown Miami and How to Avoid Them



How to Position Your Condo as the #1 Choice for Potential Buyers



It is best to impress potential buyers from the very beginning. Therefore there are several steps that should to be done. Some steps are related to preparing your home for being sold, and others have to do with the proper marketing and exposure.

1. **Appeal:** Buyers are impressed by clean well maintained beautiful condo, so make sure yours looks its best. You never have a second chance to make the first impression. Buyers like to see themselves living in the home. A good way of having them feel at the home is making it as neutral as possible, but also as inviting as possible. The entry always makes a first impression. So make sure it is freshly painted, has fresh flowers, uncluttered, and looks clean and welcoming. It is always a good idea to remove some pieces of furniture. This makes your home less crowded and makes it easier for the buyer to see the whole space available and imagine themselves in it. Tour your entire home with a very critical maintenance eye. Make sure anything that needs to be repaired is repaired. All closets and rooms should be cleaned and organized. Keep pets away while showing your home. Some buyers are not pet friendly. There should be no pet odors. When showing good soft background music, aromatic candles and fresh flowers make a very welcoming and cozy ambiance. Let there be light! Open up all the windows, blinds and drapes to let in natural light and add floor or table lamps to areas that are dim. A bright, cheery room looks bigger and more inviting

2. The right real estate agent is always important to a successful deal. Can advise you how you to improve the look of your home. Your realtor can offer you outstanding marketing plans and put your property on all major websites. Have professional photographs taken, provide you with videos, open houses, and be available to you.
 3. The price: Your listing agent should be able to make an accurate market analysis of your home and work with you to determine the right price to list it. Overpricing a home is one of the biggest mistakes sellers can make. You want the most potential buyers for your home, which gives your home maximum exposure. Nothing is more appealing to a prospective buyer than a suitable, well priced home in a very desirable area.
- If you are looking for advice in any of these areas then please allow me to show you the unique differences between Krisztian Nagy and the rest to help you to sell your home for top dollar in the shortest time in the current real estate market.



My Condo Hasn't Sold in 90 Days...

1. **Real estate is seasonal** – Whether we are in a strong or weak market, real estate is highly seasonal. More homes are sold in the winter/spring than in the summer. It can be tempting to take a property off the market during the slow times; it is a mistake because of the disruption it causes to the marketing and exposure of your home. There are still buyers looking during the off-season, and they are more likely to be serious buyers, not casual viewers.
2. **It only takes one buyer** – Even in the slowest market, it only takes one person to buy your home. It is preferable to keep the property on the market consistently to make sure that it is seen when the right buyer comes along.



3. **Make it seem like a new listing** – MLS listings track how long a property has been listed for sale. It is true that there is more excitement and interest in a property when it is first listed. Agents may suggest taking the property off the market to reset the 'days on market' time, making it appear like a fresh, new listing. The additional interest is not worth the time it remains off-market. Besides, most agents will remember the previous listing if they regularly pay attention to that neighborhood.

4. **Analyze your price** – Sometimes you simply need a price reduction to get a house sold. Be honest and analytical using comparable properties that have recently sold in your neighborhood. If your realtor has not done this analysis in a few months, it is time to revisit the price.

Most Costly Mistake Sellers Make...

Sellers often think they should start the asking price high and then lower it later if the condo fails to sell. But that can result in a slower sale – sometimes even at a lower price. The first 30 days' activity of your condo being on the market is always the best activity you are going to see. If the price is too high, many buyers and their agents will stay away, assuming you are not serious about selling or you are unwilling to negotiate.



Midtown Miami First Quarter of 2016

Real Estate Report



2 Midtown UNITS SOLD in 1st Quarter of 2016

Units	Beds	Baths	H Baths	\$/SqFt	Original \$	Sold \$	DOM
H1109	1	1	1	\$394.56	\$308,700	\$290,000	27
H1208	2	2	1	\$368.73	\$450,000	\$375,000	59
<u>Totals:</u>							
Count: 2		Averages:		\$381.65	\$379,350	\$332,500	43

UNITS RENTED in Q1 of 2016

Units	Beds	Baths	H Baths	\$/SqFt	Original \$	Rented \$	DOM
H0305	1	1	1	\$2.38	\$1,750	\$1,750	56
H1806	1	1		\$3.06	\$1,900	\$1,800	20
H1212	1	1	1	\$2.65	\$1,950	\$1,950	31
H1402	1	1	1	\$2.69	\$1,975	\$1,975	25
H1407	1	1		\$2.88	\$2,200	\$2,100	36
H1205	2	2		\$2.59	\$2,775	\$2,500	77
H1405	2	2		\$2.72	\$2,800	\$2,625	74
H2201	3	2	1	\$2.54	\$4,400	\$4,000	51
H2301	3	2	1	\$2.54	\$4,700	\$4,000	40
H1801	3	2	1	\$2.73	\$4,600	\$4,300	106

Averages:

\$2.68

\$2,905

\$2,700

52

Totals:

Count: 10

Highest: \$4300

Lowest: \$1750



4 Midtown UNITS SOLD in 1st Quarter of 2016

Units	Beds	Baths	H Baths	\$/SqFt	Original \$	Sold \$	DOM
H1903	0	1	1	\$381.68	\$284,900	\$250,000	430
H1405	1	1	1	\$413.93	\$340,000	\$315,000	47
H1906	1	1	1	\$400.70	\$375,000	\$345,000	111
H2806	1	1	1	\$418.12	\$399,900	\$360,000	333
M0606	2	2		\$345.47	\$488,000	\$408,000	238
M0208	2	2	1	\$257.92	\$490,000	\$415,000	186
H0901	2	2		\$344.69	\$445,000	\$435,000	51
H1404	2	2		\$429.07	\$525,000	\$490,000	7
L04PH1	2	2		\$483.78	\$699,000	\$671,000	23
<u>Totals:</u>							
Count: 9		Averages:		\$386.15	\$449,644	\$409,889	158

UNITS RENTED in Q1 of 2016

Units	Beds	Baths	H Baths	\$/SqFt	Original \$	Rented \$	DOM
M0201	0	1		\$2.10	\$1,950	\$1,700	44
H1703	0	1		\$2.67	\$1,800	\$1,750	22
L0302	1	1	1	\$2.52	\$1,790	\$1,790	15
H2203	0	1		\$2.82	\$1,850	\$1,850	31
H1408	1	1	1	\$2.15	\$2,200	\$1,850	6

H1903	0	1		\$3.05	\$2,000	\$2,000	26
H1706	1	1	1	\$2.38	\$2,200	\$2,050	28
H1405	1	1	1	\$2.89	\$2,200	\$2,200	22
H2105	1	1	1	\$2.89	\$2,200	\$2,200	50
H2305	1	1	1	\$2.92	\$2,275	\$2,225	49
H1506	1	1	1	\$2.67	\$2,400	\$2,300	60
H1808	1	1	1	\$2.45	\$2,300	\$2,300	54
H2811	1	1	1	\$3.02	\$2,300	\$2,300	19
M0704	2	2		\$2.37	\$3,000	\$2,800	39
M0606	2	2		\$2.46	\$3,500	\$2,900	94
H1601	2	2		\$2.38	\$3,200	\$3,000	28
H1607	2	2		\$2.31	\$3,700	\$3,000	64
H1502	2	2		\$2.38	\$3,275	\$3,000	50
H1904	2	2		\$2.63	\$3,200	\$3,000	46
H1104	2	2		\$2.67	\$3,200	\$3,050	43
H0812	2	2		\$2.45	\$3,150	\$3,100	41
H1802	2	2		\$2.45	\$3,300	\$3,100	26
H2612	2	2		\$2.77	\$3,700	\$3,500	44

<u>Averages:</u>	\$2.58	\$2,639	\$2,477	39
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Totals:

Count: 23

Highest: \$3500

Lowest: \$1700



Blue Condo UNITS SOLD in 1st Quarter of 2016

Units	Beds	Baths	H Baths	\$/SqFt	Original \$	Sold \$	DOM
1111	1	1	1	\$420.44	\$345,000	\$325,000	98
2108	1	1	1	\$449.41	\$359,000	\$342,000	30
2603	2	2	1	\$370.53	\$470,000	\$435,000	67
3202	2	2	1	\$422.35	\$525,000	\$495,000	80
<u>Totals:</u>							
Count: 4		Averages:		\$415.68	\$424,750	\$399,250	69

UNITS RENTED in Q1 of 2016

Units	Beds	Baths	H Baths	\$/SqFt	Original \$	Rented \$	DOM
1805	1	1	1	\$2.76	\$2,275	\$2,100	21
3208	1	1	1	\$2.91	\$2,300	\$2,100	29
702	2	2	1	\$2.13	\$2,700	\$2,400	70
707	2	2	1	\$2.12	\$3,300	\$2,450	71
1306	2	2	1	\$2.12	\$2,500	\$2,450	41
1506	2	2	1	\$2.16	\$2,600	\$2,500	83
2403	2	2	1	\$2.13	\$2,900	\$2,500	79
2802	2	2	1	\$2.22	\$2,650	\$2,500	12
3102	2	2	1	\$2.27	\$2,550	\$2,550	33
1107	2	2	1	\$2.25	\$2,600	\$2,600	30
2303	2	2	1	\$2.21	\$2,750	\$2,600	98
1107	2	2	1	\$2.25	\$2,900	\$2,600	43
1102	2	2	1	\$2.31	\$2,700	\$2,600	47
2103	2	2	1	\$2.21	\$2,700	\$2,600	60
1702	2	2	1	\$2.31	\$2,600	\$2,600	44
2803	2	2	1	\$2.25	\$3,199	\$2,700	73
1210	2	2	1	\$2.39	\$2,800	\$2,800	47
<u>Averages:</u>				\$2.29	\$2,707	\$2,509	52
<u>Totals:</u>							
Count: 17		Highest: \$2800		Lowest: \$2100			



Charter Club UNITS SOLD in 1st Quarter of 2016

Units	Beds	Baths	H Baths	\$/SqFt	Original \$	Sold \$	DOM
1408	1	1	1	\$290.62	\$269,000	\$220,000	201
1105	1	1	1	\$330.25	\$279,000	\$250,000	234
611	1+DEN	1	1	\$303.56	\$348,000	\$289,900	211
<u>Totals:</u>							
Count: 3		Averages:		\$308.14	\$298,667	\$253,300	215

UNITS RENTED in Q1 of 2016

Units	Beds	Baths	H Baths	\$/SqFt	Original \$	Rented \$	DOM
1105	1	1	1	\$2.31	\$1,795	\$1,750	27
311	1+DEN	1	1	\$1.88	\$1,890	\$1,800	23
519	1	1	1	\$2.51	\$1,850	\$1,900	55
1422	1	2		\$2.01	\$2,200	\$2,200	27
407	1+DEN	2		\$2.12	\$2,395	\$2,300	33
PH26	2	2		\$2.04	\$3,400	\$3,300	40
<u>Averages:</u>				\$2.15	\$2,255	\$2,208	34
<u>Totals:</u>							
Count: 6		Highest: \$3300			Lowest: \$1750		



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