



As of: May 6th, 2021

# Your Complete Whitewater Lake Monthly Market Update

With this few houses on the market, now is a good time to start making plans if you are considering selling this year.

## Sold on Whitewater Lake Past 5 Months

Source of market data: <http://www.metromls.com/>

Address	Square Footage	Waterfront	Days on Market	Original Price	Sold Price
N7317 Chapel Dr 4	988	Condo	155	\$179,500	\$170,000
N7675 Ridge Rd	2,194	88'	25	\$648,000	\$680,000
N7418 Kettle Moraine Dr	3,544	79'	2	\$705,000	\$705,000
N7550 W Lakeshore Dr	2,943	56'	28	\$799,900	\$840,000

## Active Listings on Whitewater Lake

Source of market data: <http://www.metromls.com/>

Address	Square Footage	Waterfront	Days on Market	Original Price	Current Price
N7317 Chapel Dr 1	988	Condo	212 Pending	\$189,500	\$189,500
N7317 Chapel Dr 2	988	Condo	212 Pending	\$189,500	\$199,500
N7317 Chapel Dr 8	1,356	Condo	212	\$329,500	\$319,500
N7195 Chapel Dr	1,621	75'	11 Pending	\$550,000	\$550,000
N7524 W Lakeshore Dr	1,672	109'	15 Pending	\$899,900	\$899,900

## Featured Vacant Lots Near Whitewater Lake

Source of market data: <http://www.metromls.com/>

Address	Acreage Range	Current Price
Lots 2, 4, 15 & 16 Blue Heron Dr	1.0 to 1.3	\$37,500 to \$39,900
Lt6 Grand View Dr	.38	\$43,500
Lt2 W Lakeshore Dr	.44	\$45,000
Lt5 West Dr	.47	\$57,500
Lt6 West Dr	.54	\$58,500
Lt1 Hackett Rd	2.98	\$87,500
Lts3-6 E Lakeshore Dr	9.13	\$360,000

I am happy to show prospective buyers any available property.



### NextHome Success

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# 10 Reasons Why You Need to Hire a Real Estate Agent in a Seller's Market

## 1. Maximize Your Return on Investment

According to a Realtor® 2020 study on the median sale price of a FSBO compared to an agent-assisted sale, agent-assisted sales resulted in a 11.2% higher sale price. If a higher sale price is not convincing enough, consider the additional costs you will incur as a FSBO for property photos, the MLS listing, the marketing of your property, and attorney fees for paperwork.

## 2. Invest in Legal Protection

A real estate transaction is a legal transaction that involves a lot of paperwork. A real estate agent is experienced with the multiple documents, knows what to look out for, can identify unusual items or loopholes, and make sure the deal is sound. Real estate agents have a "fiduciary" responsibility to their clients and are legally obligated to put their clients' best interests first.

## 3. Maximize Reach to Qualified Buyers

Listing agents often have access to more listing outlets than FSBOs. To maximize your reach to potential buyers, a listing agent can get your property listing in all the right places. Furthermore, the listing agent may know buyers who are eagerly awaiting a property like yours! The more you expand your reach, the greater the demand which makes it more likely you will sell your home quickly and at a more desirable price.

## 4. Protect Your Time & Minimize Stress

A market analysis, setting a sale price, crafting the listing, staging your home, hiring a photographer, setting up the MLS listing, marketing your property, hosting showings, answering buyer questions, getting under contract, facilitating the inspections and tests, and ultimately getting to closing takes a lot of time, effort, and stress. Is it worth taking this on? Could you spend your time better in another way?

## 5. Avoid Costly Mistakes

"You don't know what you don't know." What if you have an amazing offer but you didn't realize the offer was contingent on a specific test? If that test is not done, then the offer will not go through.

## 6. Benefit from Skilled Negotiation

Negotiation is one of the most valuable skills a real estate agent can offer you. Real estate agents know how to vet potential buyers to identify qualified offers, skillfully work with the buyer's agent to get an offer that meets your needs, and can provide invaluable advice when negotiating counteroffers. With their experience, they have a toolbox of tried-and-true techniques.

## 7. Avoid Emotional Mistakes

Selling your home is an emotional process. There are many easy mistakes that can be made such as overpricing your home, refusing to counter because you're offended, eagerly taking a low offer to speed up the process, etc. Without an emotional stake in the outcome, a real estate agent can make sound, logical recommendations, and decisions on your behalf.

## 8. Benefit from Constructive Criticism

If you are the FSBO, you have to face the rejection every time a buyer's agent tells you that their client is no longer interested. A listing agent can help you avoid the rejection and associated negative feelings. Additionally, a listing agent is more likely to receive the buyers honest feedback and help you discover "constructive feedback."

## 9. Make Potential Buyers Comfortable

When touring a home, the seller should not be present. The current owner's presence tends to make potential buyers uncomfortable and/or hesitant when asking the necessary but hard questions. If you are a FSBO, who else is going to show your house? If you are a FSBO, you may realize buyers are rushing through the house.

## 10. Avoid the Hassles

Real estate is a 24/7 business. Are you prepared to answer your phone every time it rings? Rush home for a showing every time there is an interested buyer? Can you qualify the buyer? Are you prepared to add-on all these duties to your daily routine? If you do not answer yes to all of these questions, you want to hire a real estate agent to shield you from these hassles.



## Let's Start the Conversation Today

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