

ARBORS REAL ESTATE MARKET UPDATE

Busch Realty
3300 SE 3rd Avenue
Ocala, FL 34471

Forwarding Service Requested

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



1



Lori J. Busch
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"We're in Your Corner!"

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FABULOUS HOME FOR SALE! 2.15 ACRES PLUS GUEST HOUSE IN LUXURY GATED COMMUNITY!

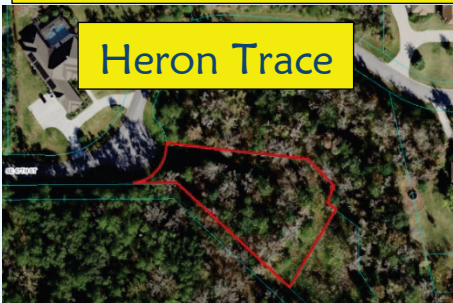


MLS # OM639925



4 Bedrooms, 4 En-suite Baths, 2 Half Baths | Large Swimming Pool | 2/2 Guest House | This is a ready to show home! Call Today to schedule a viewing of this amazing home! 352-690-1909 | \$1,125,000

Wanting to build your dream home? These Bellechase homesites will showcase your new house!



Heron Trace

FOR SALE SE 47TH Ave Ocala, FL 34480 | \$198,000 | 0.90 Acres



Woodlands

FOR SALE SE 43RD ST Ocala, FL 34480 | \$89,900 | 0.82 Acres



The Laurels

FOR SALE SE 6TH Ave Ocala, FL 34471 | \$139,900 | 0.93 Acres

Five Traits You Want in a Realtor

Interacting with potential buyers for the sale of your home is an extremely important part of my job as a real estate agent. There are numerous traits that make people feel comfortable or uncomfortable. I'd like to share the five most important personality traits that all successful Realtors should have and offer you a complimentary report specific to your neighborhood that I have created.

1. **Accuracy.** The technical details of real estate transactions are very important. I will perform my duties as your Realtor as accurately as possible. Know that you can depend on me to ensure that all of the details and information will be handled correctly.
2. **Self-reliance.** I am an extremely self-reliant person and have the emotional stamina that is required of someone in this profession. I don't rely on anyone else to do my job and handle the stresses that accompany being a Realtor well. I understand that when you choose me to be your Realtor, you have put a great amount of trust into me.
3. **Aggressiveness.** I am not one to give up easily. I keep trying and testing situations without losing hope. Where other people quit, I begin. Although I am aggressive in my work, I know when to take a step back and take a gentler approach. Negotiating the sale of your home should not be taken lightly and sometimes, a little bit of an aggressive attitude to move things forward is needed.
4. **Enthusiasm.** I believe in what I am doing. I am passionate and dedicated to my career as a real estate agent. I will show your home with enthusiasm and highlight the selling points in a dynamic way that will grab potential buyers' attention. In addition, I will do my best to keep you enthused and in high spirits during what can be a stressful time. I want you to be excited about the sale of your home, and perhaps, your search for a new one.
5. **Tact.** I am always tactful. In this profession, there are certain situations that you may encounter that need a bit of finesse. I am always honest, and never abrasive. I know how to handle delicate situations and make all parties involved feel comfortable.

As a seasoned salesperson, I know that no two customers will ever be alike. I will take my time to get to know you and the potential buyers of your home. I see each person as an individual and work with them to make the transaction move as quickly and smoothly as possible. I want to guide and assist all my customers toward a successful sales conclusion.

I hope you enjoy receiving my report every other month. I specialize in the representation of homeowners from your community, and believe you deserve access to the most current, objective and comprehensive information affecting the value of your home. If you require the services of a real estate professional in the future, please allow me to outline how I can exceed your greatest expectations.

Best Wishes,

Lori J. Busch



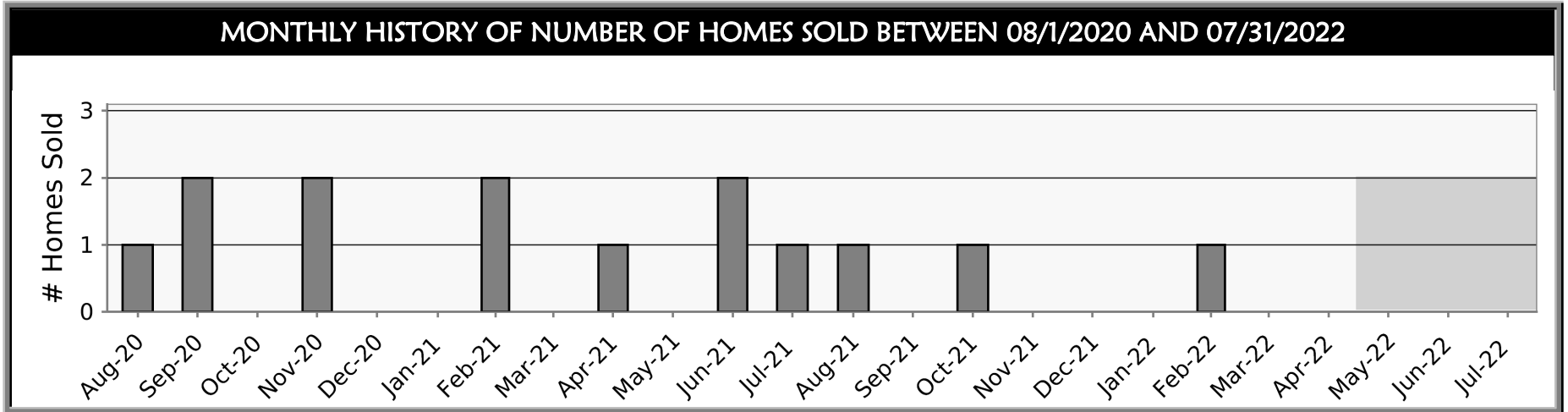
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SUMMARY OF HOMES SOLD BETWEEN 08/1/2021 AND 07/31/2022 & COMPARISON TO LAST YEAR				
	Homes Sold	Annual Turnover	Avg Sale Price	Avg Price per Sq Ft
08/1/2021 to 07/31/2022	3	3.0%	\$535,833	\$191.14
08/1/2020 to 07/31/2021	11	10.9%	\$459,673	\$157.42
Difference (+/-)	-8	-7.9%	+\$76,161	+\$33.72

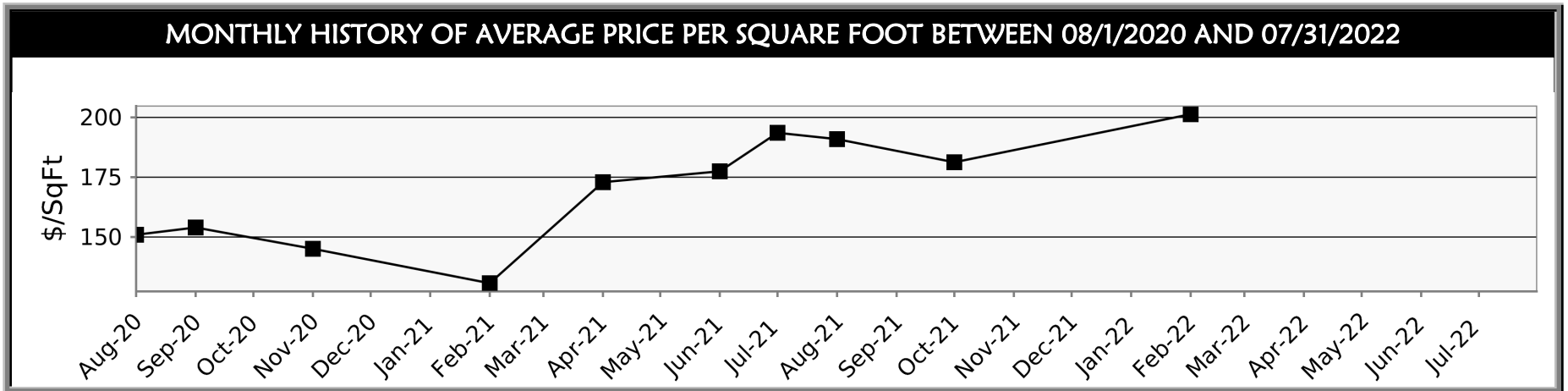
DETAILS ON MOST RECENTLY SOLD HOMES THROUGH 07/31/2022								
Address	Year Built	Beds	Baths	Pool	Living Area (Sq Ft)	Sold Price	Price per Sq Ft	Month Sold
4020 SE 37th Ct	2004	3	2	Yes	2,422	\$487,500	\$201.28	2/2022
4093 SE 37th Ct	2003	4	3	Yes	2,649	\$480,000	\$181.20	10/2021
3940 SE 39th Cir	2006	4	4	Yes	3,352	\$640,000	\$190.93	8/2021

Based on information from the Marion Property Appraiser. This information may or may not include all properties sold in Arbors 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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