

LAKE HERON & HERON COVE REAL ESTATE MARKET UPDATE

Sun Realty Estate Agents L.L.C.
1532 Land O' Lakes Blvd - Ste C
Lutz, FL 33549

Forwarding Service Requested

**COMPLIMENTS OF
RON & ELAINE DEVAL**
"LAKE HERON SPECIALISTS"



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Ron & Elaine Deval
1532 Land O' Lakes Blvd - Ste C
Lutz, FL 33549



Tel: (813) 949-6444

E-Mail: sales@9496444.com

Web: www.9496444.com

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www.facebook.com/LOLRealtors

Summer 2018 - Meet our new agent

The only thing Constant in Life is Change

Elaine and I have lived in Lake Heron since 1998 and we have been assisting homeowners at Lake Heron and Heron Cove since the turn of the century. In 2006 we took over the Sun Realty office in the Tropical Village on US 41 from Mike Benjamin and John Lutz, as they made the decision to start enjoying the fruits of their labor in retirement. In reviewing the results of our work over the years that are now behind us, we can see sale records that confirm that our efforts have been well worthwhile for homeowners and condominium owners at both communities, and for us. Our sales records are solid evidence that we almost always attain the highest sale price possible for those who wish to sell their properties, and the lowest sale price possible for those who wish to buy other agent's listings in Lake Heron & Heron Cove.

Say hello to Kathy Turner

So now, twenty years later, it's time for us to pass the reigns of our Real Estate operations in Lake Heron & Heron Cove over to our friend and sales associate, Kathy Turner. Kathy and her husband Sandy recently moved to Land O' Lakes from Oregon, where Kathy was a Real Estate Broker... but Florida was calling so they decided to settle here. Kathy acquired her Florida Real Estate license recently and made the wise choice of joining SUN REALTY. Elaine and I will still be available when we are in the area, and of course we will help you with your project of selling or leasing your property if you prefer to continue working with us, but our intention is to introduce Kathy to you if you are looking to sell your home, or to buy a property in our market area. To reach us, or Kathy, please call the business phone number that our agency has had since 1994 when SUN REALTY was founded by Mike & John. That number is still **813-949-6444** and our website is still **www.9496444.com**. You can reach us, or any of our sales associates on the website by clicking on the agent's tab at the top of the page.

Buyers are Dreamers too!

You know, buyers are dreaming, too..... and they just might be dreaming of YOUR home! The best way to reach your buyer is through using multiple platforms. We're in an age where 92% of potential buyers turn to websites, and 68% search mobile applications for their new home. It's important to work with professionals like ourselves who have access to a full arsenal of technical know-how, and can navigate these tools for you.

We will help your property reach a massive audience, being highlighted on hundreds of major real estate websites like Realtor.com, Trulia.com, Zillow.com, and we will monitor viewer interest, communicating instantly with potential homebuyers everywhere.

If you'd like to learn more about how your home can be sold quickly and for a fair price, we welcome your call for a private consultation. You can be assured of complete confidentiality, and we promise you total objectivity. We specialize in the representation of homeowners from Lake Heron & Heron Cove, and whether you are interested in selling your home now or in the future, our singular goal is to help you achieve the best outcome. Until then, we hope you enjoy receiving your seasonal market update from Sun Realty Estate Agents LLC.

If you prefer not to receive reports from me in the future, you can easily remove yourself from our mailing list. Just send an email to sales@9496444.com with the subject line **REMOVED**.

Best Wishes,

Ron & Elaine Deval

P.S. - We can even provide an excellent list of trusted subcontractors if anything in your home needs to be repaired or replaced.

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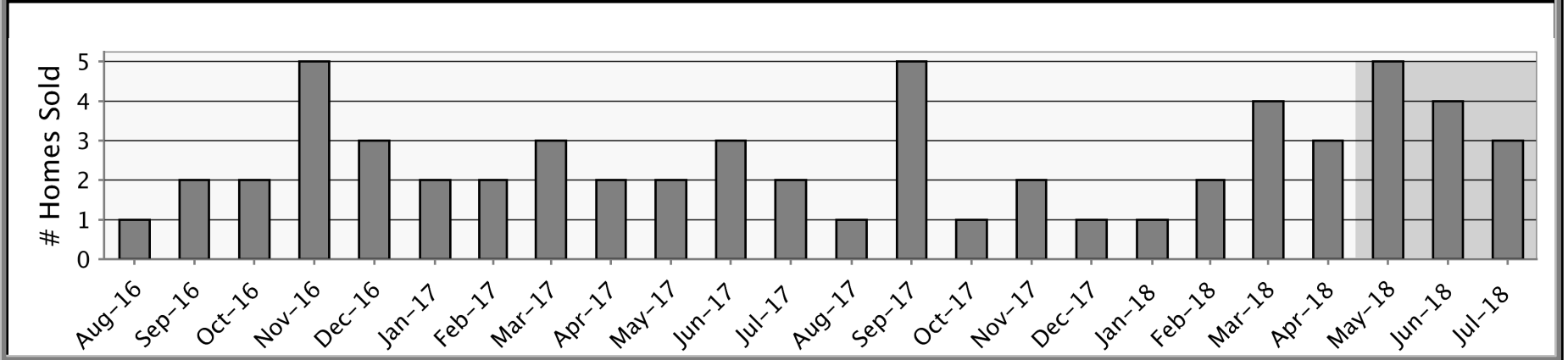
SUMMARY OF HOMES SOLD BETWEEN 8/1/2017 AND 7/31/2018 & COMPARISON TO LAST YEAR				
	Homes Sold	Annual Turnover	Avg Sale Price	Avg Price per Sq Ft
8/1/2017 to 7/31/2018	32	8.3%	\$166,325	\$112.66
8/1/2016 to 7/31/2017	29	7.5%	\$153,614	\$99.93
Difference (+/-)	+3	+0.8%	+\$12,711	+\$12.73

DETAILS ON MOST RECENTLY SOLD HOMES THROUGH 7/31/2018					
Address	Year Built	Living Area (Sq Ft)	Sold Price	Price per Sq Ft	Month Sold
1709 Lullwater Lane	2000	2,198	\$217,000	\$98.73	7/2018
1817 Hammocks Avenue	2005	1,782	\$170,000	\$95.40	7/2018
1825 Hammocks Avenue	2005	1,233	\$148,000	\$120.03	7/2018
1739 Heron Cove Drive	1999	2,008	\$215,000	\$107.07	6/2018
21309 Aaron Court	1994	1,467	\$185,000	\$126.11	6/2018
22116 Little Lagoon Court	1998	1,564	\$172,000	\$109.97	6/2018
1705 Hammocks Avenue	2006	1,233	\$148,000	\$120.03	6/2018
1709 Hammocks Avenue	2006	1,166	\$149,000	\$127.79	5/2018
1747 Hammocks Avenue	2005	1,782	\$185,000	\$103.82	5/2018
1615 Lake Heron Drive	1994	1,371	\$185,000	\$134.94	5/2018
1926 Hammocks Avenue	2004	1,564	\$163,500	\$104.54	5/2018
1643 Hammocks Avenue	2006	1,166	\$135,000	\$115.78	5/2018
1819 Hammocks Avenue	2005	1,724	\$168,000	\$97.45	4/2018
1702 Lullwater Lane	2000	1,613	\$165,000	\$102.29	4/2018
1737 Hammocks Avenue	2005	1,166	\$135,000	\$115.78	4/2018
1813 Lake Heron Drive	1997	2,006	\$212,000	\$105.68	3/2018
1725 Lake Heron Drive	1997	1,371	\$205,000	\$149.53	3/2018
1707 Heron Cove Drive	2001	1,450	\$204,000	\$140.69	3/2018
1623 Hammocks Avenue	2006	1,166	\$145,000	\$124.36	3/2018

Based on information from the Pasco Property Appraiser. This information may or may not include all properties sold in Lake Heron & Heron Cove 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.

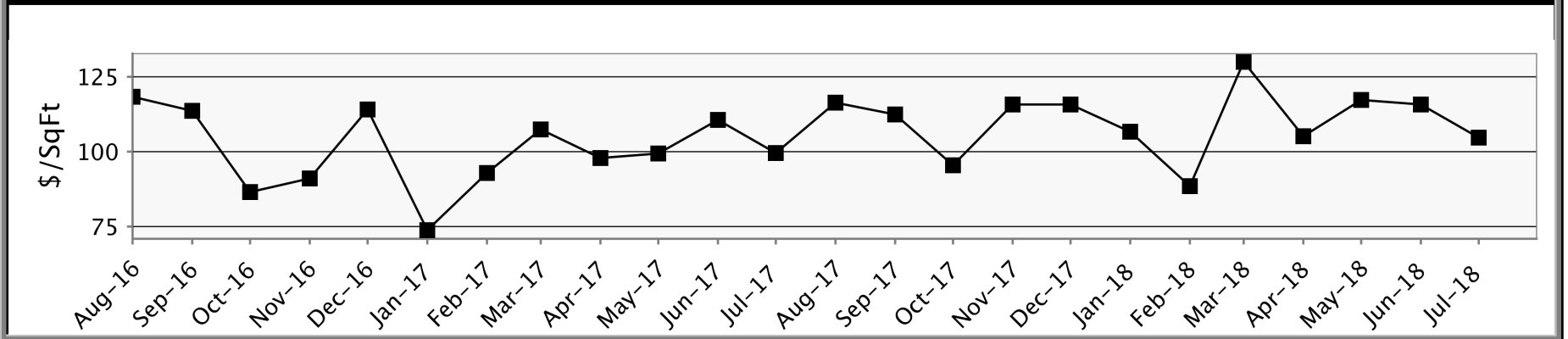
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MONTHLY HISTORY OF NUMBER OF HOMES SOLD BETWEEN 8/1/2016 AND 7/31/2018



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.

MONTHLY HISTORY OF AVERAGE PRICE PER SQUARE FOOT BETWEEN 8/1/2016 AND 7/31/2018



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

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