



**TERESA SAVINI**  
 License # SL3490470  
 Better Homes and Gardens  
 Atchley Properties  
 seesouthwestfloridaproperties.com  
 homes@teresasavini.com  
**941-216-5087**

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All information is subject to change and should be independently verified. If your property is listed with a real estate agent, please disregard this notice. It is not our intention to solicit the offerings of other real estate agents.

# LOOKING AHEAD

HERE'S WHAT WE'LL BE WATCHING OVER THE COMING MONTHS:

## 1 Low Supply of Available Homes

Lakewood Ranch had low inventory in June, likely due to the increase in activity, and there's no telling when it will slow down. With inventory low and the median sale price down from \$843k to \$653k this June—sellers will want to work with an expert to properly position themselves on the market so they can secure a nice return.

## 2 Buyers Are Eagerly Searching

Buyers are eager to scoop up the available inventory. The days on market in June were 40 days, which is 33 days more than what we saw in June 2022. But with inventory as low as it is, it's a great time to sell. With the sale-to-list price staying even, we are still slightly in the Seller's zone. Regardless of what twists and turns the market takes, to truly maximize your return on investment, it's crucial that you strategically position your home to buyers.

## 3 Continued Growth in Lakewood Ranch

As Lakewood Ranch develops, we'll continue to see property values increase. Here are just a few things to note:

- Lakewood Ranch was ranked #1 best selling, master-planned multi-generational community in the country for the last 5 years by RCLCO and John Burns, two independent real estate consulting firms.
- SRQ Magazine named Lakewood Ranch the Best City to Live and Raise a Family.
- Lakewood Ranch is known for its beautiful trails, proximity to world-renowned beaches, and recreational opportunities for everyone to enjoy.

## 4 What to Expect When Selling Your Home

The market consistently evolves—and you deserve to sell for the highest possible price no matter what. The right marketing strategy, pricing knowledge, and negotiation power are what make the difference when you're ready to sell your home and embark on what may be one of the largest financial transactions of your lifetime.



**Thinking of selling in the next 12 months?**

Call today for your Strategic Marketing Consultation.

**941-216-5087**



Working with  
**TERESA SAVINI**



# LAKWOOD RANCH

Real Estate Market Report  
August 2023

## DEAR NEIGHBOR,

As a homeowner, it's only natural to reach a point where your current home doesn't provide you with the time and freedom to live the carefree lifestyle you desire. Of course, the first step is selling—and you want to make sure you're doing everything you can to optimize your sale price.

For most of us, our homes are the largest asset we'll ever own—so, of course you want to understand this asset and the market you are in. As you consider selling, you deserve the insight and guidance of an expert in your local market. Here are the top things to know about the Lakewood Ranch real estate market right now:

### Inventory Is Down and Demand Is Up

With the inherently limited number of properties and consistently high demand, Lakewood Ranch regularly sees a boost in sale prices. In 2023, fewer homes were listed than in years past, continuing to push sale prices even higher. The List to Sold Price percentage in June was 98.3%. This means that properties are selling close to their list price, giving you confidence that you can achieve a fair and profitable sale! To capitalize on your investment, you want to work with a real estate expert who understands how to strategically price and market your home, so you get maximum return.

### Median Sale Price Has Slightly Decreased

When correctly priced and positioned well on the market, homes are selling at or very close to list price—often in only a few days on market. The median sold price of properties in Lakewood Ranch in June was \$652,795. While this was a 20.87% decrease from June 2022, with the right strategic plan, pricing, and positioning for your property and your goals, we can attract maximum offers and get your home sold for the highest possible price in the fewest days on market.

### Sellers Continue to Have a Strong Market

In Lakewood Ranch, properties spend a median of 40 days on the market. With this relatively short timeframe, you can expect a quick turnaround and a minimal waiting period for potential buyers to make

offers. These stats really add up when you are selling your largest financial asset—and that's exactly why you deserve a strategic marketing plan.

As a homeowner, what does this mean for you?

**If you're thinking about selling in the next 12 months, now is the time to start preparing for market.**

When I work with my clients, I take a 360-degree approach that offers assistance at each step of the process. You see, successful real estate transactions require patience, planning, and the ability to handle a lot of nuances without sacrificing service. My first objective is to find out what you uniquely desire. From there, I build a strategy that helps to maximize your results while minimizing your stress.

From home preparation to marketing to negotiations, and beyond, I will be there to represent your best interests, that way you get what you deserve—the highest possible price in the fewest days on market.

**If you are thinking about selling your home in the next 12 months, call me today for your Strategic Marketing Consultation → 941-216-5087**

We will cover your goals and my unique approach to getting you the highest possible price in the fewest days on market.

**Call Today → 941-216-5087**



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SINGLE-FAMILY HOME STATS	JUN 2022 vs. JUN 2023	ANALYSIS
Median Sale Price	↑ Down 21%	Median sale price is now at \$652,795, down 21% from \$825,000 in June 2022. When you price correctly from day one, you can maximize offers and ultimately sell for the highest possible price as quickly as possible.
Median Days on Market	↑ Up 571% (+ 73 Days)	The low of 7 days in June of 2022 was during the peak of the buying demand. Now Median Days on the market are still low, at 40 in June. This is still more in the sellers' market with relatively low supply and strong demand. Strategic pricing and marketing ensure your home sells for top dollar in a few days on market.
Sale-to-List Price Ratio	No Change	Correctly priced, strategically marketed homes are selling at or close to list price, 98.23%. It is especially important to start with an expert strategy from day one to sell for the highest possible price in the fewest days on market.
Price per Square Foot	↓ Down 11.7%	Demand in Lakewood Ranch is still high, with the price per square foot for homes sold at \$287/sq. ft. in June. This is slightly lower than in June 2022. To maximize your results, it's extremely important to have a proven strategy and expert guidance from the beginning.

Source: NAR/RPR Market Trends

## IN THEIR OWN WORDS...

"Absolute professional, send it! Although we went the route of selling our home by owner... we were blown away by Tess as she was the buyers agent for our home of 35 years. Throughout the forty-five days leading up to the closing - she was an absolute professional when things didn't go as smooth as hoped. Thanks again Tess!"

-STEVE COLLINS

"Brilliant, Patient Realtor in the area! I am not someone who likes a realtor who just pushes you to buy every single house you look at. Tess was patient, listened to our desires in a house, and delivered! Could not recommend her enough!"

-THERESA ELWELL

"Patient and Knowledgeable! I had to sell and buy a home within a short timeframe. Tess walked me patiently through the entire process with my purchase of my home and made sure all my needs (and wants!) were met. I was able to purchase a home that perfectly suited my situation, and I couldn't be happier. I highly recommend Tess to anyone looking to buy or sell!"

-ELIZABETH SULLIVAN

**Call me today for your Strategic Marketing Consultation**



**941-216-5087**