



## Did You Know...

(Insight from our Toolbox)

### **New Construction**

If you are considering New Homes (Building from Ground-up or Move-in Ready Homes) you should take a Realtor with you. A real estate agent can help you find information about fees, community amenities, and builder options. Also, the builders have their own rep that will facilitate the transaction, but they work directly for the builder. Although the builder will pay for your Realtor's commission (and not charge you extra for it), the Realtor represents you! A good real estate agent will be with you from start to finish on the new construction process, attending meetings and walkthroughs. In fact, we have had builders worry when they see us, The Toolbox Sisters, on the day of the walk-through because they know we are going to point out any imperfections to be corrected prior to closing. Take advantage, use our services at their cost!

### **Showings**

One of the most tedious parts of selling your home is having to keep it clean and having to leave on short notice. It is important though that you are able to do both. Keeping the house tidy goes a long way in showing that you care about the home. If you are not able to keep the home clean, then buyers begin making assumptions about the maintenance and upkeep. Having a cluttered home, makes it difficult for buyers to imagine their own things in the house. Also, leaving the home for showings allows buyers to freely explore it and have discussions about how to make the house their own home.

### **Homesteading**

Florida residents can apply for the Florida Homestead Exemption on their primary home that reduces their assessed value on their county taxes by up to \$50,000. The home must be owned prior to January 1st and the homestead application filed by March 1st.

### **Staging**

There are two main benefits to professionally staging a home. One, it provides buyers with ideas about how to use rooms. Secondly, it draws the attention to other things aside from the walls, ceiling, and flooring. Unless you have an unusual floor plan, our advice is to save money by not having the home professionally staged and instead spend that money on any repairs to the walls, ceilings, and floors to make the home truly move-in ready.

### **Pre-Approvals or Proof of Funds**

It's now a requirement to submit a pre-approval or proof of funds with almost every offer (some require it prior to showing). Sellers will not accept an offer without evidence that you qualify for the loan or have the cash. One of the very first steps every buyer should take is to speak with a lender. The lender can give you the price range and loan program in which you qualify as debt-to-income ratios, down payment, and type of home are all factors. Buyers become frustrated when they see a home they love, then find out they can't afford it because taxes are too high, or the loan program that works for them doesn't fit the house. Be smart, get the numbers right first before involving the emotions.

### **Finding a Realtor for You**

The most important thing about a Realtor is finding one that you trust to give you honest and timely information so that you can make decisions. Also, you want a Realtor to communicate with you in your preferred method and frequency.

Website: [www.ToolboxSisters.com](http://www.ToolboxSisters.com)

Email: [ToolboxSisters@gmail.com](mailto:ToolboxSisters@gmail.com)





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## TOOLBOX SISTERS REALTY

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**BUILDING DREAMS**

### Real Estate Information & Our Services

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Toolbox Sisters Realty LLC

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### Meet the Sisters

Amanda Vaughn & Allison Vaughn are truly sisters. They relocated to Florida in 2011 from Missouri. While they started out as teachers in Pasco County, they soon turned to Real Estate.

In 2015, Amanda & Allison purchased a house to flip. Doing all the work themselves (along with help of parents and grandparents), they claimed the name Toolbox Sisters. They realized Real Estate was in their future and both ladies earned their real estate license.

In late 2017, Amanda & Allison decided to open their own brokerage. Allison took the necessary classes and tests to become a Licensed Real Estate Broker.

Both Amanda & Allison have completed additional training and certifications to better serve their clients. Current designations include: Military Relocation Professional, Senior Real Estate Professionals, and E-Pro.

In between real estate work, the sisters enjoy spending time on the golf course, playing pickleball, swimming, trivia with friends, traveling, and spending time with family.



### Our Services

#### Buying

We help buyers find and purchase both resales and New Construction Homes. We listen to what you want and search for homes that match your criteria. Once you find the right home, we are with you throughout the entire process from contract to closing. There are several moving pieces to purchasing a home, we help make sure all pieces fall into place and keep you informed of all the details.

#### Selling

We provide a free market analysis to anyone considering selling. Even if you haven't decided to sell yet, we will meet with you to give you information that may help with your decision. If and when you decide to sell, we will provide you with the best range of price to sell your home. Then, you will determine the best price for you based on your needs. Throughout the journey of selling your home we keep you informed of the market, feedback from buyers, and any details along the way.



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