



As of: May 9th, 2022

Your Complete Whitewater Lake Monthly Market Update

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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
Lt16 Ridge Rd	Vacant Land	78	39	\$150,000	\$110,000
N7735 E Lakeshore Dr	2,278	76	31	\$589,900	\$525,000
N7408 Kettle Moraine Dr	1,450	75.2	2	\$570,000	\$585,000
N7646 Ridge Rd	1,674	107.5	2	\$600,000	\$600,000
N7751 Ridge Rd	2,188	78.5	6	\$718,000	\$710,000
W7974 RW Townline Rd	1,700	122	31	\$739,900	\$720,000
N7697 E Lakeshore Dr	3,694	121	106	\$1,100,000	\$885,000

Active Listings on Whitewater Lake

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

Address	Square Footage	Waterfront	Days on Market	Original Price	Current Price
N7198 Krahn Dr	4,440	110	103 Pending	\$1,495,000	\$1,495,000
N7735 E Lakeshore Dr	3,667	86	19	\$1,599,000	\$1,599,000



Featured Property

N7376 E Lakeshore Dr. - \$480,000

3 Bed - 2 Bath - .71 Acre Lot - 2 Car Garage

This property is the best of both worlds. Quaint home on a large partially wooded lot just off of the lake with a deeded pier.

Featured Vacant Lots Near Whitewater Lake

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

Address	Acreage Range	Current Price
Lots 2, 15 & 16 Blue Heron Dr	1.0 to 1.3	\$39,900
Lt6 Grand View Dr	.38	\$49,500
Lt2 W Lakeshore Dr	.44	\$43,000
Lt5 West Dr	.47	\$57,500
Lt6 West Dr	.54	\$58,500
Lt1 Hackett Rd	2.98	\$79,000
Lt1 E Lakeshore Dr	9.13	\$350,000

With this few houses on the market, now is a good time to contact me.

I am happy to show prospective buyers any available property.



NextHome Success

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W7644 Kettle Moraine Dr.

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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 For Sale By Owner (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, marketing, 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

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 it was contingent on a test? If that test is not done, then the offer will not go through and you will need to start over.

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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