

Residential Real Estate



Tips and insights

SOLD

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Residential Real Estate - tips and insights by Jennifer Mackay

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Introduction

Welcome to Jennifer Mackay's *Residential Real Estate – Tips and Insights ebook* a **compilation of articles** and helpful tips from my website: Panama City Florida Real Estate for getting the most out the residential real estate market.

Inside you will find articles covering topics from: why you should use a real estate agent to buying, selling as well as local market issues you may become aware of.

Unlike other ebooks of its kind, the articles contained within will focus on general concepts that can be applied across various markets through out the United States. It is important to understand the terms of used in real estate sales as it will benefit you the consumer to be as knowledgeable as possible about one of the most significant purchases or your life.

The buying and selling of real estate in the United States is not necessarily a complicated matter, but there are rules, regulations and laws pertaining to the sale and purchase of which everyone should be aware.

Having a professional real estate consultant on your side is a step in the right direction. The knowledge and expertise they gather in their own local markets can provide you the consumer with information that can make or break a sale!

Use their guidance and knowledge to your benefit by understanding the process and capitalizing on their experience.

I hope you find the information contained within these articles of value. Please feel free to provide your own insight or tips to: webmaster@jennifermackay.com for publication in my future ebooks.

Best wishes and happiness for your future.

Jennifer Mackay

Chapter 1

Things you should know about
real estate agents



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Benefits of Using a Panama City Beach, Florida Real Estate Agent by Jennifer Mackay

Are you looking to [relocate](#) to the Panama City Beach area? If you are, have you already decided which Panama City Beach property you would like to buy? If you have yet to do so, you may want to think about using the services of a [Panama City Beach, Florida real estate agent](#), as there are a number of **benefits** to doing so.

What you should know about Panama City is that it is not only a great place to live, but it also a great place to [vacation](#). In fact, Panama City is known as one of the top [vacation destinations](#) in the United States. While this may seem like a disadvantage to those who wish to reside in Panama City all year round, it shouldn't be. It actually means that you will never be bored when living in Panama City, as there are an unlimited number of activities for you to participate in, as well as attractions for you to visit. With that in mind, however, you may be interested in residing in a residential area, instead of one that caters to tourism. If that is the case, a Panama City Beach, Florida real estate agent can assist you with [finding the perfect Panama City property](#).

As previously stated, residing in Panama City is nice, as you get instant access to an unlimited number of fun filled activities and attractions. However, if you are unfamiliar with the [Panama City area](#), you may be unsure as to what those activities are or where those attractions are located. That is just another one of the many benefits to working with a Panama City Beach, Florida real estate agent. Your **Panama City Beach, Florida real estate agent** can help you familiarize yourself with the Panama City Beach area. This is often done by connecting you with the [applicable resources](#).

A Panama City Beach, Florida real estate agent can also help you find a quality, yet affordable home to buy. When making real estate arrangements independently, many buyers end up paying way too much money. When doing business with a **Panama City Beach, Florida real estate agent**, your agent will look out for your best interests. This often involves advising you to hire an appraiser or a [building inspector](#) to ensure that the property you are interested in purchasing is really worth the money being requested.

Speaking of real estate properties, many individuals do not realize that they have more options than just buying a traditional, single family home. The Panama City real estate market is filled with different real estate property types and your **Panama City Beach, Florida real estate agent** knows this. Your real estate agent should discuss all of your options with you; options that should include single family homes, multi-family homes, apartment complexes, and [condos](#).

If you are like most Panama City Beach, Florida real estate buyers, you will likely need [financing](#) to make your intended real estate purchase. This is another benefit to working with a professional real estate agent. Most *Panama City Beach real estate agents* work with [mortgage lenders](#) on a regular basis. This connection is one that should give you comfort in seeking financing from a mortgage lender that you have not had personal business dealings with in the past.

As outlined above, there are a number of benefits to letting a **Panama City Beach, Florida real estate agent** assist you with [buying a home](#). If you are still unsure as to whether or not you should seek professional assistance, you may want to think about speaking with an agent, as you have nothing to lose by doing so.

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How a Panama City, Florida Real Estate Professional Can Help You Sell Your Home

by Jennifer Mackay

Are you a Panama City homeowner who is [looking to sell](#) your Panama City, Florida home? If you are, you will find that you have a number of options. For instance, you can choose to sell your own home, which is often referred to as a [For Sale By Owner](#) home or choose to use the services of a **professional real estate agent**.

In the United States, including in the Panama City area, most homeowners looking to sell choose to use the services of a *professional real estate agent*. One of the many reasons for that decision is because of the [benefits](#). Just a few of the many benefits to using the services of a **professional Panama City, Florida real estate agent** is the experience and know-how of a professional, saved time, as well as an increase in selling chances and getting the best price for your home or property.

Should you still be unsure as to whether you should let a *Panama City, Florida real estate professional* assist you with the sale of your home, you may want to examine the process. When examining the process of working with a **Panama City, Florida real estate professional**, it is important to remember that different real estate professionals operate under different guidelines and standards. Despite the possibility of a variance, many common duties and tasks are performed by most real estate professionals.

One task that must be performed by your **Panama City, Florida real estate professional**, should you choose to hire one, is [marketing](#). Real estate marketing is vital to the sale of a property, like your home. Your *Panama City, Florida real estate professional*, should you choose to hire one, will market your home for sale to all prospective buyers. This process often involves entering your home into the local MLS listing service program, which is viewed by thousands of prospective real estate buyers and other real estate professionals daily. Your home may also be advertised for sale in local Panama City real estate brochures. Your **Panama City, Florida real estate professional** should already have a proven marketing plan in place.

In connection with the marketing of your Panama City home for sale, your *Panama City, Florida real estate professional*, should you choose to hire one, will also meet with and discuss your home with all prospective buyers. This process also often involves the scheduling of private showings or the scheduling of an open house. This process is ideal, as many For Sale By Owner home sellers are not experienced with dealing with real estate negotiators, who are individuals looking to get the best possible deal on a home. By doing business with a **professional Panama City, Florida real estate agent**, you should receive full market value, for your Panama City home.

Speaking of receiving full market value for your Panama City home, *Panama City, Florida real estate professionals* have tools that, if implemented, can help you get a larger return on your investment, which is the sale of your home. This is often done by

suggesting that you offer a [home warranty protection plan](#) or that you utilize [home inspection services](#). These types of programs and services are ones that often give buyers a sense of trust and security. When knowing that your home is not full of mold or has no structural damage, prospective buyers are more willing to pay full market value or even more for your home.

It is also important to mention that a **Panama City, Florida real estate professional** such as myself also works with many home buyers. Due to the [popularity of Panama City](#), many real estate professionals have waiting lists full of clients that are waiting for the “perfect” property to appear on the real estate market. Your home may be one of those.

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What to Look For In a Panama City REALTOR®

by Jennifer Mackay

Are you interested in relocating to the Panama City area? If you are, you have a number of different [options](#), when it comes to examining and buying Panama City real estate. For instance, you can examine the real estate market independently or you can use the services of a **Panama City REALTOR®**. If you are like many other hopeful Panama City residents, it is likely that you would want to use the services of a *Panama City REALTOR®*, as doing so is beneficial in more ways than one.

If you are interested in acquiring the services of a **Panama City REALTOR®**, you will need to find a *Panama City REALTOR®* to do business with. If this is your first time buying real estate, you may be wondering what you should look for in a REALTOR®. To ensure that you choose the **Panama City REALTOR®** that is best for you and your own personal needs, there are a number of important things that you should look for in a *Panama City REALTOR®*.

Perhaps, the most important feature to look for in a **Panama City REALTOR®** is professionalism. In your search for a Panama City REALTOR®, you will find that REALTORS® come in all different formats. Although you may want a “laidback,” REALTOR®, one who you feel comfortable talking with, it is also important that you take professionalism into consideration. A professional REALTOR® is not only one whom you can feel comfortable discussing your real estate wants and needs with, but also one whom you can trust to provide you with the best level of service. A professional *Panama City REALTOR®* such as myself, is one who will go out of their way to help you find what you want, in terms of real estate, without hesitating.

Dependability is another feature that you will want to look for in a **Panama City REALTOR®**. When it comes to examining the dependability of a Panama City REALTOR®, you will want to examine the reputation of the REALTOR® in question. Dependable REALTORS® are ones who are successful. They can be depended on to help you find the home or real estate property of your dreams. When meeting with a *Panama City REALTOR®* for the first time, you will want to inquire about their success rate. It is best if you choose to work with a **Panama City REALTOR®** who is known for helping their clients find and [buy the Panama City properties](#) of their choice.

Time is another feature that you will want to look for in a *Panama City REALTOR®*. Time is important, as it may have an impact on the level of service that you receive. It is important to mention that most REALTORS®, including **Panama City REALTORS®**, have more than one client. With that in mind, however, you will want to ensure that your chosen *Panama City REALTOR®* can be available to meet with you to [see any properties](#) that interest you, as well as discuss your wants and needs, either in person or over the phone. Panama City is [one of the top places to live in the United States](#); therefore, the real estate market tends to move quickly. This is why a **Panama City REALTOR®** who can devote time to you is vital.

The features outlined above, are just a few of the many that you may want to look for in a **Panama City REALTOR®**. Buying real estate is an important step in your life and an investment. That is why it is important that you take the time to find the *Panama City REALTOR®* that can best serve your needs.

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Why You Should Choose a Panama City Real Estate agent that Offers Mortgage Assistance by Jennifer Mackay

Are you interested in [buying](#) a home, [condo](#), or another piece of property in the Panama City, Florida area? If you are, you will likely need to [obtain financing](#), namely a **mortgage**, for your real estate purchase. When it comes to finding a piece of real estate to buy and acquiring the needed financing, many hopeful real estate buyers fail to realize the connection between the two.

When looking to buy Panama City real estate, there is a good chance that you will choose to acquire the services of a [professional Panama City real estate agent](#). As for the financing, you will need to get a *mortgage*. Panama City is filled with financial lenders, many of which would welcome the opportunity to reward you with your needed financing, but who should you choose? Instead of having to make two large choices, you may want to think about doing business with a [Panama City real estate agent](#) who will also help you acquire a **mortgage**. Panama City REALTORS®, who offer this service, can assist you in more ways than one.

When doing business with a Panama City real estate agent such as myself who will help you acquire a mortgage, you can save yourself a considerable amount of time. Do you know how much work can go into applying for a [mortgage](#)? Panama City real estate buyers often apply for **mortgages** through multiple lenders. This can be extremely time consuming. Most Panama City real estate agents develop close working relationships with *mortgage lenders*. This means that your Panama City real estate agent should be able to connect you with a number of well-known and reputable **mortgage lenders**. This can save you a large amount of time and money.

In addition to saving you time, you will also get piece of mind and security by doing business with a Panama City real estate agent that will help you get a **mortgage**. Panama City, as previously mentioned, is filled with *mortgage lenders*, but many of them you may be unfamiliar with. With something as important as buying a home, you can never be too safe, especially when it comes to your **mortgage**. Panama City real estate agents will recommend [mortgage lenders](#) that they know and trust. This means that you can rest comfortably at night knowing that your new home and finances are in good hands.

The above mentioned items are just a few of the many benefits to doing business with a Panama City real estate agent that will also help you with your **mortgage**. Panama City real estate agents who will assist you with finding a *mortgage lender* can easily be found by asking those that you know for [recommendations](#), using your local phone book, or by using the internet.

Chapter 2

Buying Real Estate



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Buying Basics – by Jennifer Mackay

Panama City Real Estate

Of most importance when [buying](#) a home is to define what you want, so let's begin shall we!

Step 1: Defining What You Want Start by creating a prioritized list of features you want in your next home and the reasons why. Use it as your [search](#) guide, but remember that depending on your [funding](#), you will probably need to make some compromises. In addition, talk to your [real estate professional](#), ME :) about where you want to live. Location is a huge part of any move. I am trained to help my clients narrow down their choices by sharing market trends and [local information](#) like neighborhood statistics and community information.

Step 2: Figuring Out What You Can Afford Now that you know what you want, it's time to see what you can afford. You can start by crunching the numbers yourself using our selection of [calculators](#).

When you're ready to move to the next step, you can get [pre-approved for a mortgage](#). This process can often be performed in under an hour and it accomplishes two important goals. First, it will tell you how much house you can afford and what your monthly payments would be. Second, it tells the [seller](#) that you can afford to buy their home.

By definition, a pre-approved buyer has an approved [mortgage](#) subject to an appraisal of the property. Many times a [buyer](#) can use this pre-approved status as leverage during the negotiation process.

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Buying Panama City Beach Real Estate

Jennifer Mackay

There has been a growing interest in **Panama City beach real estate** just as there has been a growing interest in beach real estate in many parts of the world. People are constantly looking to live the good life and owning beach real estate has become associated with a laid back and pleasurable lifestyle. The real estate business has been enjoying a boom period as people want to come off the fast lane and enjoy some sun, sea and sand.

Real Estate Professionals

If you are thinking of investing some of your hard earned dollars in beach real estate then you should first speak to a real estate professional. A professional can advise you on all the things that you need to know in order to purchase a property that suits both your needs and your budget. The first thing that a good real estate professional will help you with is to assess the amount of money you want to spend and the type of mortgage that you can afford.

A mortgage broker will want to know whether you are pre-qualified or pre-approved for a mortgage and a good real estate professional will be able to explain the difference between these two things. Once you have sorted out your financial position then the help of a qualified professional is invaluable in making sure that you will only be shown the types of property that you can afford. He or she will also be able to explain what your options will be if you are considering buying [Panama City beach real estate investment](#) property to rent.

Mortgage Pre-Qualification and Beach Real Estate

Your advisor will probably advocate that you go for mortgage pre-qualification because having all your paperwork in place gives you the edge over those buyers who haven't. Your real estate professional will ensure that you are not looking at properties that you can't afford and the fact that you already have the financial side of things sorted gives you a head start on other buyers.

When you are pre-qualified for a mortgage then the seller is more likely to take your offer seriously because they are pretty sure that you will get the loan and thus be able to close the deal on the property. Your real estate professional may introduce you to sellers who have opted to go for a property value range. This means that they have agreed that they will accept offers within a certain range of prices. This is good for the seller because they know that they are going to get offers within their desired price range. The price range is also good for the buyer because they know that there is a certain range of prices the seller will ask and the bidding will not go outside of that range. This makes it less likely that the buyer will have their bid gazumped by another buyer with an offer that is outside the specified price range.

Once you have some paper work concerning your mortgage arrangements it will be much easier to have your bid accepted. Speaking to a professional about what you want from a property and then following their advice will ensure that it won't be too long before you are living the good life. A good advisor will increase the likelihood that you will soon be the proud owner of some **Panama City beach real estate**.

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How to go from being a renter to becoming a home owner.

Panama City Real Estate – Article Jennifer Mackay

I was a renter for many years myself a few years back and I am well aware of the difficulties many renters face: rent affordability, Credit issues, neighbor issues, community issues etc.

Many times it is more difficult being a renter then it is being a home owner.

What many **renters** fail to realize however, is that their ultimate goal should not be the ability to rent a nice apartment in an upscale neighborhood. The ultimate goal for every renter should be to purchase their own home one day.

Whether that home is a detached or attached single family home doesn't matter in the beginning. The idea is to one day stop paying someone else's **mortgage** and start building your **financial security** for yourself and your family!

The tax advantages alone should be enough to cause a renter to sit up and take notice (always consult a qualified tax professional regarding the tax advantages of home ownership).

Being a **property** owner and landlord myself, I offer all my tenants assistance in becoming home owners themselves.

I do this because I have first hand knowledge of the process and also selfishly, I receive a very high degree of self-satisfaction helping others achieve the goal of **home ownership**. The smile and look on the face of a first time home owner when I hand them the keys to their new home, to me is priceless and makes job rewarding, fun and satisfying!

I can tell you first hand, there is no better feeling waking up in the morning knowing that the home you slept in last night is your own. You can freely: paint it, remodel it, place carpeting or other flooring without the consequence that when you move you will have to replace what you have done using your security deposit!

There are many reasons renters are hesitant to **purchase a home**, some of the more common concerns that renters (potential first time home buyers) have expressed to me personally are:

- My credit isn't very good
- I'm "Afraid" to have a mortgage for fear of losing the home
- The maintenance costs of owning a home are too high
- I have no money for a down payment

Let's examine each of these concerns to hopefully alleviate these issues:

My credit isn't very good

There are several reasons why a lender would not **finance** the purchase of a home. They include:

- Low Credit Score
- Appraisal Value below the asking price

While low credit scores are a concern to everyone, this obstacle is one of the easiest to overcome! How? To start with, begin and continue to pay all bills on time. Sounds easy right? Well it is. Paying bills on time allows the credit reporting companies to receive **positive** communications from credit card companies, lenders and others who report **payment history**. What many renters don't realize is that some landlords also report late payments and payment history.

The first step in **repairing credit** is knowing what your credit score is. Many real estate professionals will have their customers qualify for a home purchase before proceeding to look at **properties for sale**. This is accomplished by having the potential buyer contact a lender and submit an application for a loan.

This is done not to embarrass the buyers but to provide both the potential buyer and **real estate professional** the ability to focus and show only those homes that meet the financial qualifications of the buyer. Why look at a home for \$500,000 (other than to produce envy in the buyer) when the buyer is only able to obtain *financing* for a home valued at \$250,000?

By viewing homes within a buyer's financial ability to purchase will help remove the "Appraisal Value below the asking price" obstacle. Many **qualified real estate agents** are able to judge the value of a property very close to that of a qualified real estate **appraiser**. This helps the potential buyer make an informed price offer on a property that meets their financial ability to purchase.

When loan applications are denied, the loan officers provide a report and rationale regarding the denial which help both the consumer and the real estate professional. Knowing what the issues are with low credit scores such as:

- Too many credit inquiries
- Too many late payments
- Judgments or liens on file

provides a clear understanding of what is needed to repair the **credit score**. Many lenders offer *assistance and guidance programs* to help repair low credit scores. But in order to fix a problem, you must first know what the problem is or that a problem even exists!

Many times following this procedure I've had customers who were pleasantly surprised to learn their **credit** was acceptable for purchasing a home.

I'm "Afraid" to have a mortgage for fear of losing the home

Also known as the "fear" factor.

Make no mistake about it, owning your first home may very well be the scariest, most **important** financial decision most people make in their lifetime. But it does not have to be a fearful experience or decision. Using the guidance of a [qualified real estate professional](#) may help reduce the "fear" factor of purchasing a first home. Many real estate professionals deal with this situation almost on a daily basis. In addition, many real estate professionals specialize in assisting first time home buyers!

Their knowledge and *guidance* in the process of buying a home will help make that first purchase a pleasant, stress free situation.

The fear of losing a home due to changes in employment or other **financial status** issues is a very real concern for everyone. Renters are not the only ones with this concern either. Home owners face this dilemma often.

However, a significant difference in the concern between a renter and a home owner, is that home owners often have financial assistance to help them through tough financial times in the form of "**equity**" that renters do not have. *Equity* is the difference between what a home owner owes a lender (the mortgage) on a property and what the property is worth. A simple example of **equity** is: Let's say a home is purchased for \$100,000, the *appraisal* value of the home is \$110,000. The **equity** for the home is \$10,000. What this means to a home owner is that if they are ever in need of financial assistance, they may have the option of *applying* for a loan against the equity they have in their home.

As a home owner continues to pay off a mortgage, in most cases their equity continues to increase. This doesn't even factor in the **appreciation** (the increase in value of an asset) a home receives over time!

The maintenance costs of owning a home are too high

While maintaining a home does indeed have a significant cost factor associated with it, it **should not** be an obstacle to becoming a home owner.

Home owner maintenance chores such as: Painting, mowing the lawn, cleaning the pool may actually become less of a chore and more of a fun task! If you have a family, it may even be a way to bring the family together. Turning home maintenance tasks into **family** oriented weekend projects, many times brings a family closer together. It provides children with not only a sense of *responsibility*, but also the ability to learn the importance of maintaining a **financial investment**, as well as provide a learning opportunity for their designated specific tasks.

I have no money for a down payment

Many renters believe they must have allot of money for a *down payment* on a home. This is not always true and not in all market places.

Many lenders offer programs to first time home buyers in the form of **100% financing** or other affordable programs. The only way to find out what programs a lender offers is to contact them and inquire and apply for the program!

While there are costs associated with purchasing a home such as **closing costs** that are required at the time of closing the sale, even these costs can be minimized by the lender.

There are also purchasing options that a **real estate agent** can suggest such as: asking the seller to *pay* for some or all of the closing costs upto a given dollar amount, or requesting the seller *refund* a portion of the asking price to be used to offset the down payment requirements.

Summary

Home ownership is not only in reach of many renters but should also be a life goal. **Educating** yourself and understanding the obstacles and issues each of us faces as first time home buyers provides the information necessary to eliminate the obstacles and *overcome* the issues.

Using qualified **real estate** and **financial** professionals to help in the purchase of a home is an invaluable tool. Their knowledge and ability to offer recommendations can make the transition from renter to home owner a stress free, fun opportunity.

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Tips and tricks for moving into your new home

Panama City Real Estate Article

Jennifer Mackay

I have moved many times over the course of my years and have gained some valuable **tips and techniques** that I pass on to my customers.

When [first time home buyers](#) have completed the closing, many times they are often overwhelmed by what occurs next, what to do and how to do it.

Moving into a new home can be a very confusing time for new home owners. Often times new home owners will focus on the immediate obvious tasks of moving and *omit* or not realize the importance of the little details.

Every one is different and their priorities tend to be focused on what they believe to be of importance. The finer details of a move and some of the **tasks** of making the transition from one home to another often sneak up on new home owners and make the transition a more *tedious stressful* affair than it has to be.

With that in mind, I present [my customers](#) with a short list of the necessary items they may not think of while they **prepare** to move into their new home. I provide this information as a service to all *home buyers*, and welcome additional insights and tips that others have used to make transitioning from one home to another easy, stress free and as enjoyable an experience as possible.

When I begin thinking about the move, I setup an **outline** and 2 task lists: *list of physical items* I will need to purchase or obtain for the move as well as a *to-do list*.

These lists provide me with an accurate measurement of what tasks are left to be accomplished prior to **moving day** and help me to remember items of importance.

Here is a list of some of the **physical items** needed for a move:

Boxes

You can never have too many boxes. You can either purchase them from a moving supply store, find them behind department stores, or some movers will also supply a given number of boxes. You will need *various sizes* and types of boxes for the move: small, medium and large boxes, **Wardrobe boxes** (these have a cross beam so you can

hang clothing items within) etc. I also use boxes of various material types: *Cardboard* and *plastic* as an example.

Packing Material

Newspaper, bubble wrap, towels etc. **Newspaper** can be shredded to protect fragile items from impacts when moved. **Bubble wrap** I use for the more delicate items including fine china, art work and other fragile knick knacks. **Towels** I use as box stuffers. Towels are placed inside the walls of boxes to give fragile items such as dishes a cushion from impacts.

Packing and marking Tape and dispenser

It's always a good idea to **seal** the boxes. Interlocking the flaps of boxes **does not** provide enough lock for the box and may open during transfer. I will usually interlock the flaps, and then **tape over** the seams to secure the box further.

For *marking tape* I use either the blue **painters tape**, or white duct tape. I place a strip of tape on everything that is either boxed or wrapped and mark the room in which it belongs.

Twine or rope

I use this material for several reasons: to **secure** box flaps that may come undone and I always *bind* books in rope for easy movement. Books in boxes can get very heavy and often times the boxes break or are too heavy to transit. **Binding books** in rope gives everyone, even small children the ability to pickup a stack and place it in a vehicle. *It also saves your back from trying to lift a box full of books!*

Movers Wrap

Movers wrap is a large roll of **saran** wrap like material. I use this to wrap furniture, TV's and other large items that either **don't fit** in a container or require additional **protection**. It also allows me to add impact protection to the items.

Example: I have a coffee table made of wood , I place rolled towels around the corners then wrap the table with movers wrap. This provides **extra** padding for the table which lessens the chance of it getting scratched or broke during the move.

Extra light bulbs

I pick up a few extra light bulbs just in case they're needed. Don't forget to have a flashlight on hand as well!

New Locks

For *safety and security*, I change **all** the locks in the house (front, back and side doors) either before moving day or on moving day. One never knows who has keys to the new home.

You may require additional items on your physical list. Personalize the list to your requirements so you can have any necessary items readily available for your move.

To-do list

My to do list will include all the tasks needed to be accomplished before, during and after the move. This list includes:

Movers/Truck Rental

Some of my moves I have had friends and relatives help with the move. Others, I have hired **professional** movers. Either way, it is important to make sure all the necessary people and vehicles are *scheduled* for the correct day of the move.

A few years back, I hired what I thought was a *professional moving company* (a very well known company) for my move to a new home. The day before the move I had not heard from the company and telephoned to make sure all was well. They told me they had my move scheduled for the **following** week! I was livid! I had previously verified the date with the company 2 weeks prior! Now I had to rush to find a new moving company for my actual moving day since the family moving into my old home was due to arrive the day after I moved out! Needless to say, I'll **never** use that moving company again (nor recommend them) and I always *confirm* the day of moving with the company twice after my initial contact: **2 weeks before and then again 2 days before** the move!

Packing

When packing, I always pack **first in last out**. What I mean is; if you think you are going to *require* an item quickly during or after the move, place it **last** in a box or container so it is on *top* and readily available as you open the container. Likewise, items on the **bottom** are those that *won't* be needed right away.

I always pack by room. I will place several boxes and packing materials in each room and label the box by the room in which it belongs. In the case of **personal** rooms, such as children's rooms include their **name** on the box. If there are several of the same types of rooms such as offices, I mark them **specifically** as well. And don't forget to mark boxes for storage rooms and garages!

I **bubble wrap** all delicate items before placing them in a box. I also bubble wrap all *electronic* items to prevent and lessen damage to the item due to shock or impact. I try **not to mix** rooms in the same box. It is much easier to unpack a room when all the items and boxes for that room are located right there.

I try to move **delicate** and **fragile** items myself. Whenever possible, I move the fragile boxes and items *prior* to the big moving day. When that is not possible, I place these items in my car. I know that moving day will be a rush and to minimize the confusion that day, it's best for me if fragile items **are not** part of the rush.

I place *comfort* and **hygiene** items in their own small box, tooth brush and paste etc. for easy access.

I also am certain to have one small bag with paper plates, cups and disposable utensils for dinner and lunch the day of the move.

Contact Phone Numbers

I make certain I have called the [necessary services](#) **prior** to the move: Water Company, electric company, Gas company, refuse management company (trash pickup) and have these numbers *readily available* the day of moving just in case. A **real estate agent** can and should provide these numbers to you.

Also, if obtaining a new phone number contact the Phone Company and schedule an installation date **as close to** moving day as possible.

Change of address

Many new home owners often forget or don't realize the importance of *changing your address with the post office*. The post office has a package you fill out and can leave with your *post person* or drop off at the post office. I always make sure this is done so my **bills** and correspondence can arrive at the new home in a timely manner. The last thing I want is to have bills show up at the new home *after their due date!*

Get Cash

Moving day is a very hectic day. The last thing I want to happen is to not have enough cash on hand for: **tipping** the movers, **purchasing** beverages, lunch and/or dinner etc.

Moving day

Now that I've prepared for moving day, I am ready and anxious for the day to arrive. If you are like me, you are excited to start your **new** life in your new home.

On or before (whenever possible) moving day, I go to the new home and **place signs** on the entrance to each room. The signs are the descriptions of the room (matching the box descriptions) so the movers will be able to place the appropriate boxes and items in their assigned rooms. *Children's rooms* get a sign with their name on it, living room, dining room etc. How I intend to use a room, **may not be** readily evident. It also allows me to direct the process much easier as the Movers don't have to ask where to put items.

Once moving day arrives, I am on top of my game. All items in the old house are packed and labeled and ready for the movers, **all** fragile items are loaded into personal vehicles or have already been moved to the new home. I then let the movers do their thing and load the truck. Most **professional** movers have a system for packing their trucks so I let them do what I hired them to do. Many *reputable* movers will examine and verify that delicate or fragile items such as televisions etc. are **packed** and **protected** appropriately.

For lunch and/or dinner I order something easy to be **delivered** and don't forget the drinks. I'll always pick up some *bottled water* and *sport drinks* to keep everyone involved **hydrated**.

Even though I had a **home inspection** prior to closing, when I arrive at the new home, I check and make sure every thing still works. I or someone I assign will go around the house and turn on all the lights, use the garage door opener, run the sprinklers (after the movers leave and there is nothing left outside on the lawn), run the dishwasher, dryer and clothes washer and check the pool or spa pump. If there is a problem, **now is the time** I want to find it.

I also go around the house and acclimate myself to all the various **wall switches**. Some of the switch uses may not be obvious. If there are allot of switches, I place *blue painters' tape* (it doesn't leave marks and is easy to remove) and mark the switches use until I become familiar with its usage.

If you're like me, you have **pets**. I always put the pets in the backyard during the move and while the movers are there. I let the pets get accustomed to their new yard and give them *plenty of water and some chew treats* to keep them busy. Once the movers have left, I let the pets in the house and give them some time to smell around the home and *acclimate themselves*. After all, pets are people too!

After moving day

Now that I'm all moved in and begin to unpack, I've learned a few **handy tips** that I hope will help you settle in to your new home with ease:

Put out the welcome mat! If you don't have one think about getting one to welcome visitors to your new home. It helps your neighbors feel comfortable in *welcoming* you to the new neighborhood.

Assign weekly family project tasks for maintenance and general upkeep for your new home. Assigning family projects is a great way to motivate **children** to do chores and give the family some *quality time* together.

More tips

Here are some handy cleaning tips I've learned for the house:

To clean a lavatory bowl:

Pour a can of Coca-Cola into the bowl and... Let the "real thing" sit for one hour, then flush clean. The citric acid in Coke removes stains from vitreous china.

To clean the caulking around bathtubs and showers:

Fill a trigger-spray bottle with vodka, spray the caulking, let set five minutes and wash clean. The alcohol in the vodka kills mold and mildew.

Summary

Moving into a new home, if properly **organized** before hand can be a great day for everyone involved. *Creating lists* to prepare for the move, marking items and the rooms in which they belong **assist** the helpers and make the move much easier. Many times it can also *save you money* by reducing the time needed to use professional movers.

There are many more events and tasks that can occur prior to moving. *Creating a list* will help minimize the tasks and items that need to be completed for a move to a new home.

Oh, and don't forget... You are allowed to paint the walls, hang pictures and shelves and get new carpeting or other floor covering.

After all... It's YOUR home now!

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Chapter 3

Selling Real Estate



PANAMA CITY FLORIDA
JENNIFER MACKAY
KELLER WILLIAMS SUCCESS REALTY



How to sell your property in a buyers market – Jennifer Mackay Panama City Real Estate Article

For whatever reason you are selling your home, in a **buyers market** it is imperative that you educate yourself fully on all aspects of the sale. Using a **qualified [local real estate agent](#)** should be your first step. A qualified local real estate agent is not only experienced in selling properties in your local market, but also knows:

- How to market the property successfully
- Has the best opportunity to sell the property for the highest amount
- Knows how to prepare a property for sale
- Knows how to price a property appropriately for sale
- Knows what properties are selling and why

Given these aspects of the sale, getting the right real estate agent is the **wisest** decision you will make in the selling of your property during a buyers market. Ask questions of your real estate agent, lots of them. Make sure they will be not only placing your property in the local MLS but also promoting the property using these techniques:

- **Website Promotions**
- **Print Advertising**
- **Open Houses**

Next, it is imperative that you listen to your real estate agents advice. When they suggest to:

- Trim and clean the yard
- Clean the house and remove all cluttered items
- Remove personal items and pictures from view
- Make any necessary repairs promptly

they do so not to insult you or your property, but to ensure you will get the highest offer possible from potential buyers. In a buyers market it is important to realize that there are many other properties similar to yours on the market. Therefore, your property must stand out and be recognized as **THE** property to purchase above all others. The selling price is a major factor in a buyers market.

If your property is priced too high:

- Very few buyers will view your property
- Very few agents (who know what the asking price should be) will show your property
- It will stay on the market a very long time, until the market prices appreciate up to your asking price

Adjusting the price according to your real estate agents suggested asking price will give your property a "selling chance" in a buyers market. In a buyers market, there are usually more properties on the market for buyers to view. To provide your property with the highest visibility possible and best chance for sale here are some additional suggestions that I have used successfully:

Offer as many incentives to buyers as possible, including:

- Provide Closing cost assistance to the buyer
- Offer redecorating allowances (painting, flooring etc)

Offer incentives to other real estate agents:

- Use creative commission splits for other agents, such as offering a higher commission for a full price offer
- Provide additional bonus' to agents for a full price offer

Selling a property in a buyers market can be beneficial to both the buyer and seller. Offering buyer and agent **incentives** assures your property the best chance of a successful sale. Using a **local qualified real estate agent** who has a focus and complete knowledge of the local real estate market and provides state of the art marketing techniques will greatly improve your chance for a sale.

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Selling Your Panama City Beach Real Estate

by Jennifer Mackay

Although property prices are dropping across the country it is still possible to get a good deal on **Panama City beach real estate**. At a time when an increasing number of people are getting involved in property investment and looking for properties in a great location. Whether you have an apartment, a condo or a three bedroom house for sale you are bound to get a good price if you are selling your beach real estate. Plenty of people are taking early retirement and are looking at beach real estate as the perfect retirement home property.

Preferred Value Range Marketing for Beach Real Estate

Some companies are now offering what is called preferred value range marketing. This means that the seller picks a price range and knows that he or she will be able to sell their property within that range. While you may not get a fabulously high offer you can rest assured that you will get the true value of your property. This particular arrangement is also the preferred option for many buyers because they know that if their bid is at the top of that range then it is more likely to be accepted by the seller. Those people who do use this option when trying to sell their property are finding that the property goes off the market much quicker than it might have done. Rather than holding out for the highest offer and ending up still having the property on the market six months later; those who choose the preferred value range offer know that they are only going to get buyers who want to pay within that range for a property. Thus the system is a way of bringing together buyers and sellers who have a good understanding of what they want from the deal and it is this that closes the deals much sooner. This system has arguably helped to foster a boom in the Panama City beach real estate market.

Looking for more [Florida Real Estate Beach Homes](#) information?

Knowledge of the Beach Real Estate Market

Whether you are a buyer or a seller finding a company that has sound local knowledge is a plus. Real estate professionals who know the local area and have connections with the local population are far more likely to be able to help someone sell their property to the most suitable buyer. Real estate professionals bring together buyers and sellers and try to arrange a deal that is beneficial to both parties. On the one hand these professionals want to see that people in the local area receive a fair price for their property, on the other hand these same professionals want to help buyers find a property that fits their needs and is within their price range. Good real estate professionals are knowledgeable about the local market and will not show buyers properties that are outside their price range.

When buyers also opt for a pre-qualified mortgage it means that the real estate professional can present the seller with a buyer who is more or less guaranteed to get the

loan for the property. This is a valuable skill especially in areas where property is still as hot as it is in **Panama City Beach real estate** seems to be more popular than ever.

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Chapter 4

The Local Market



PANAMA CITY FLORIDA
JENNIFER MACKAY
KELLER WILLIAMS SUCCESS REALTY



How does a new airport contribute to the local real estate market?

Author: Jennifer Mackay/Jessie Cochran

In my market area of Panama City, Florida we are in the process of obtaining a new international airport. After many long years of debate, lawsuits and plenty of wasted tax payer money the [Panama City – Bay County International Airport](#) is approximately less than one year away from completion.

While there currently is a so called international airport in the area, it seems the runways are outdated and too short to land today's larger commercial aircraft. Since the land area where the current airport exists is unable to support growth, it was decided that a new international airport be constructed at an alternative location.

This new modern international airport would provide a long term opportunity to bring our community into the 21st century and help our local economy to prosper and grow.

Aside from all the contention the new airport has had on the local economy and residents, I believe many residents and business owners have overlooked the positive aspects of what the airport will do and offer to our local economy and community as a whole.

Of course there are the obvious positive aspects of having a new international airport such as new temporary jobs in Construction.

But what about the long term impact on the commercial and residential real estate markets and the local economy?

This new airport, being one of the first built in the United States since the tragedy of 9/11 is also being constructed as a "green" airport. Its location is uniquely centralized which offers the only such airport for hundreds of miles.

First, let's look at some of the more obvious benefits and impacts on the local economy:

Tourism

Being located on the Gulf of Mexico in Florida, one of our areas primary means of supporting the local economy is tourism. Naturally one would consider a new modern airport would bring an influx of new tourism and service oriented capital to the economy.

Since one of our primary local industries is [tourism](#), having a central aviation and transportation hub in our area should impact that industry extensively. Having the ability to fly directly into our area without layovers and transfers affords tourists a more direct and therefore more economic means of arriving at our destination.

The need for service industry personnel then would increase, which in turn would translate into additional, necessary long term residential rental opportunities. We should

see a rise in the apartment complex construction industry. A rise in this demographic would also increase the requirement for additional grocery and retail outlets.

Entertainment

As the tourist industry increases, the need for additional entertainment venues also increases. Family and adult entertainment venues such as movie theatres, theme parks, shopping plazas, night clubs, [restaurants](#) all offer new opportunities in the commercial real estate market.

Manufacturing

The manufacturing industry relies heavily on the transportation industry to bring their goods to distributors and resellers. Having this new modern airport then offers the local government the ability to market our area to the manufacturing community.

This opens up a significant new opportunity to bring in not only manufacturing jobs but also executive and management level job opportunities. By offering tax incentives and land grants to the manufacturing industry, opens up the land sales market for residential and industrial commercial development opportunities.

Distribution and wholesale

With or without new manufacturing opportunities, the whole sale goods distribution industry is also a favorable opportunity. Having the ability to distribute goods more economically, offers these distributors a centrally located hub for their efforts. Again we would see additional opportunities for residential and commercial real estate markets to service a new demographic currently not available.

Corporate hubs

An often overlooked aspect is the ability to locate a corporate headquarters near international airports. While there may be increased branches of corporations the key is obtaining corporate headquarters.

Corporate branches may open and close in short term due to economical swings, but Corporation headquarters tend to be permanent sources which extend outward to other areas. This then provides communities with long term prospects for all levels of demographics.

Medical

Increased population also requires additional medical support. Hospitals, clinics and emergency programs are needed to provide a safe and healthy population. Within the medical industry reside the support and maintenance personnel, doctors, nurses and administrative staff. Once again we see additional real estate opportunities in both the

residential and commercial sectors to provide housing, office and research structures to this industry.

Technology sector

With many of these new industries come the industries in which they all rely: Technology. The technology industry which supports the manufacturing and corporate entities brings additional prospects to the community. Not only in increased employment but also in the ability to retain college and technically educated local individuals who may otherwise relocate out of an area in search for their employment.

With technology comes the ability for research and development centers which translates into additional residential and commercial real estate needs.

The Airport

Let's not forget about the new airports need for Aircraft maintenance personnel or the ability to offer additional services such as aircraft rental and charter services. Internal support personnel would increase in terms of ticketing, baggage handling, and taxi and shuttle services.

Ability to generate local economy income

These opportunities, aside from the additional obvious job implications also generate additional taxable incomes, increased income from property taxes (not to be confused with increased property taxation) additional sales tax revenue which all add to the growth and prosperity of the local economy.

Government

Interestingly enough, through the increased revenue generated by taxes, the local [government](#) would be able to fund local infrastructure projects to support these new opportunities.

New roads, utility pipelines for electrical, gas, waste and water distribution methods are all needed to support the growing residential and commercial populations.

The need for more schools for all levels of education would increase and be fundable by the local government and this increased tax revenue. In turn this adds to additional educational employment opportunities for teachers, educators and administrators as well as maintenance and support personnel.

New and existing community programs would have an opportunity for funding through the increased tax revenue being generated. Additional Law enforcement would be needed, an air surveillance and enforcement department may be established.

Jobs

All of these opportunities equate to the obvious – more jobs. Not only will employment opportunities in the low income sectors increase but also in the mid and executive level demographic sectors.

More jobs = more people, more people = more entrepreneurial opportunities from small to medium size businesses as well as large corporations. People relocating to the area require places to live thereby creating more opportunities in the residential real estate market.

More entrepreneurs mean more strip malls, additional retail outlets for the commercial real estate market.

The negatives

Aside from these many positive aspects a new airport has on a community, of course there are additional negative aspects which must be managed. The increased traffic, pollution, crime which may be expected to occur, while negative aspects in themselves also offer new opportunities in having to manage them. Again this equates to additional employment and real estate opportunities.

Summary

The affect of an airport on the local economy has both direct and indirect opportunities in the local real estate market.

The many new employment and business opportunities all require the services and expertise of the local real estate industry both residential and commercial.

Office and professional buildings, research centers, retail outlets, residential apartment complexes new housing developments all rely on the ability for the local real estate professional to provide key services and expertise.

When the airport comes to town, both the residential and commercial real estate investment markets are poised to prosper and grow along with and as a significant part the community.

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Panama City Real Estate – Is Bay County Real Estate a buyer or sellers market? – by Jennifer Mackay

The **Panama City**-Lynn Haven metro area of Bay County Florida, is currently undergoing a significant *residential* and *commercial* real estate adjustment period. Panama City, **Panama City Beach** and the surrounding communities (Lynn Haven, Callaway, Cedar Grove, Springfield, Parker etc.) are currently experiencing a **buyers market**, although this is not expected to last much longer. Current market prices are affordable and stable at the moment offering buyers and investors significant **real estate investment** opportunities as the areas expected growth continues to climb.

As news of new shopping centers (Pier Park as an example), the New **Panama City International Airport**, *Audubon Society Center*, Tourism Development Council projects and the **Panama City Beach Community Redevelopment** project begins to spread, we will see the market begin to shift slowly. Current prices on condos and homes have stabilized to help create a thriving second home market. Realizing the current market trend, sellers are offering practical sales prices and reasonable and unique incentives to buyers to move current inventory.

Last year, the available condo inventory for **Panama City Beach** peaked at over 2400 active units on the market. Today, there are 1700 which shows significant movement in this market area. **Sales volumes** for October 07 increased significantly over previous months volume reports. According to statistics is provided by the BCAR (Bay County Association of REALTORS) MLS, the average price of a condominium in September was approximately \$327,000 while the average price in October climbed to \$365,000. The average DOM (Days on Market) for condominiums saw a significant downward adjustment from 149 DOM to 81 DOM. This shows a significant interest in the **vacation home**, rental and **investment property real estate market**.

New construction projects: Shopping centers, low-mid income housing projects, financial institutions as well as *corporate head quarters* continue to fuel the local economy. As *bay county's* economy expands, more buyers and investors find the appreciation rate on many properties a sound investment for the future.

Flipping properties in the **Panama City** metro area is a thing of the past for now. However, as the news spreads of available opportunities we expect to see a significant market shift to a stabilized **real estate investment** area.

In recent months, the primary home market has experienced significant adjusts to the **buyers market** as well. Pricing adjustments, buy incentives and **relocation** assistance have all contributed to stabilizing this **Panama City** and Bay county **real estate** market segment. According to statistics provided by the BCAR (Bay County Association of REALTORS) MLS, the average price of a *single family home* in September was approximately \$290,000 while the average price in October dipped to \$237,000. The average DOM (Days on Market) for single family homes saw a slight upward adjustment

from 121DOM to 129 DOM. This shows a continuing adjustment trend for the single family housing market in the **Panama City Bay County Florida** area.

The *Panama City* and Bay county **Commercial Real Estate** segment is also undergoing significant adjustments. Many new large scale condominium projects are placed on hold allowing the current inventory levels to adjust. New retail, office and industrial commercial projects continue to fuel the areas growth as preparation for the movement of the existing **Panama City Airport** to the New *Panama City International Airport* approaches.

If you'd like more information on the Panama City market, my free [Community report](#) and [Market summary](#) are available to help you make an informed real estate investment decision in the **Bay County Florida Real Estate** Market.

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What is Fractional Ownership?

Jennifer Mackay

A Panama City Real Estate Article

One of the many fast growing forms of vacation property ownership is **Fractional Ownership**. Also known as *Private Residence Clubs*, fractional ownership is often misunderstood as another time-share opportunity.

These are not time shares, (A contract specifying a right to use a property on certain weeks).

Fractional ownership is an actual, *deeded interest* (usually 1/4 to 1/13): You can sell it, leave it in your will, put it in a trust, almost anything you could do with a normal deeded property you can do with a fractional ownership property.

The catch is that you only get to use it a fraction of the time, hence the name: Fractional Ownership.

Of course, there's no confusing fractional ownership with full ownership. You can't redecorate the living room or hang personal photos on the wall.

What do you get when you purchase a Fractional Ownership?

Depending on the location and type of structure, owners may get a beautiful, **high-quality** property, located in a fantastic location. Property types include: Detached single family homes, hotel suites, cabins, townhouses, villas or an upscale Penthouse **Condominium** located in a tropical paradise.

With great services and amenities offering a carefree vacation lifestyle **fractional ownership** may typically be purchased for 10 or 15 percent of what someone would normally have to pay to buy the house on their own.

The burden and cost of repairs and upkeep of buying and maintaining these properties is shared by all purchasers of the property. Homes, instead of sitting idle most of the time, are nearly always being used.

The amount of time you are actually allowed to use fractional ownership properties varies from property to property.

Prices also vary widely and may range from \$40,000 to more than \$1 million, depending on the location, number of weeks, number of bedrooms and level of luxury.

Amenities

Typically offering extensive amenities ranging; from a lavish clubhouse and spa to five-star hotel services that would not be available with **wholly-owned** vacation homes or timeshares, **fractional ownership** properties maybe an attractive trade-off for increasing numbers of vacationers. Additional amenities offered may include: airport pick-ups, spas, grocery restocking, restaurant reservations and more.

Many fractional ownership properties are operated and managed by **well-respected** hospitality companies known internationally for their first-class accommodations such as Ritz Carlton, Four Seasons, Starwood, Intrawest and Millennium. These are brand names with sophisticated, experienced operations and the ability to deliver **five-star service** and amenities. These companies take care of the routine maintenance issues such as: mowing the lawn, raking the leaves, shoveling the snow (where applicable) etc.

The ability to exchange weeks with other resorts and destinations is another amenity and is nothing new, an old concept from **timeshares**. However, for some fractional ownership properties, this concept has been improved on. With allowable usage of **four or more weeks** some offer the ability to spend part of the time at a different property in another part of the country - or the world. Some fractional ownerships participate in an exchange program that gives owners the ability to reserve time with other properties that have a similar level of luxury and service.

Locations

Fractional Ownerships are being found in many popular vacation spots today. From high-traffic ski resorts to warm water tropical destinations, much popular fractional ownership opportunities can be found in upscale golf-oriented communities as well.

Appreciation Potential

Because of the emphasis on placement in **highly-desirable** locations, it is likely there may be substantial appreciation over time. However, appreciation ratios vary significantly from area to area. It is advised to check with a local **real estate professional** regarding the potential appreciation of any investment property.

Pricing

Based on the size, amenities and location of individual properties, the price for a **fractional ownership** varies greatly. A typical price range may be \$100,000-\$500,000 for an *upscale* luxury homes that would cost two to five times as much if purchased outright as wholly-owned vacation home. Typically, you pay a one-time purchase price plus a **yearly** maintenance fee that covers all of the expenses associated with property ownership and its use and services.

At the very least fractional ownership offers many vacationers a unique choice. The attractiveness of having actual ownership in a luxury property is a draw to many. While some prices are steep many are an affordable alternative to full vacation home ownership.

Summary

Buyers are advised to shop carefully; owners *depend* much more on the operators and managers to protect their investment than they would if they were buying their own house. It is advised to utilize the services of a local **real estate professional** regarding the potential purchase of any real estate property.

It is quite possible that fractional ownership could be a short lived fad. But for the immediate fore seeable future, they're here to stay.

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How to Find a Condo For Sale in Panama City Beach by Jennifer Mackay

Are you interested in [buying a condo](#) in the Panama City Beach area of Florida? If you are, do you know how you can go about finding **condos for sale** in the Panama City Beach area? If this is your first time attempting to buy a [condo](#) in Panama City Beach, you may not realize all of the options you have.

When looking to find a *condo for sale* in Panama City Beach, you will want to examine online services which are commonly referred to as [MLS listing](#) services. Although a large number of MLS listing services tend to have a focus on residential homes or commercial properties, it is common to find condos showcased on these listing services as well. Using an MLS listing service saves time and money, as these services regularly lists condos which are being sold through [real estate agents](#) or even those being sold independently.

In addition to using MLS listing services, you may also want to be on the lookout for [local real estate](#) brochures. In the Panama City Beach area, condos are [increasing in popularity](#). For that reason, the number of **condos for sale** showcased in Panama City Beach real estate brochures are rapidly increasing. In fact, you may even be able to find publications that focus solely on condos. Using free or even purchased real estate brochures is a great way to find a *condo for sale* in Panama City Beach.

Another great way that you can go about finding a **condo for sale** in Panama City Beach is by using the services of a [professional real estate agent](#) such as myself. When it comes to using the services of a professional real estate agent, there are many hopeful condo owners who do not realize that a real estate agent can assist them. Unfortunately, many individuals mistakenly only associate real estate agents and REALTOR® with the buying and selling of [commercial buildings](#) and traditional residential homes. Should you choose to hire the services of a professional real estate agent, he or she should be able to help you find the perfect condo in Panama City Beach, namely the one that best fits your wants and your needs.

As you can see, you have a number of different options when it comes to finding a **condo for sale** in Panama City Beach. Although you can find a *condo for sale* in Panama City Beach independently, you may want to think about using the services of a [professional real estate agent](#) or REALTOR®. Not only have [previous condo buyers](#) reported success when doing so, but you will often find that is free of charge. Real estate agents are often paid through commissions, which result from the sale of a property. This means that using the services of a professional real estate expert, to help you find a **condo for sale** in Panama City beach, will not cost you a penny out-of-pocket.

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Panama City Florida Condos: Should You Rent or Should You Buy?

by Jennifer Mackay

Are you interested in living in a **Panama City condo**? If this is your first time attempting to do so, you may not necessarily realize that you have a couple of options. When it comes to *Panama City, Florida condos*, you will find that you can either [rent a condo](#) or [buy your own](#).

When determining whether you should rent a **Panama City, Florida condo** or buy one, you are urged to examine the pros and cons of each. For instance, one of the many pros or plus sides to renting a *Panama City, Florida condo*, instead of owning one, is that you are not responsible for repairs. Of course, if you cause any damage to your rental, you will be required to pay for those damages, but most repairs, like plumbing problems, will be taken care of by your landlord.

Another pro or plus side to renting a **Panama City, Florida condo** is the cost of doing so. If you are on a budget, you may not have the [financial resources](#) needed to buy your own *Panama City, Florida condo* or home. Renting a Panama City, Florida condo is also ideal if this is your first time living in the Panama City area. If you are unsure as to whether or not Panama City is right for you, you may not want to invest in buying your own property just yet. If that is the case, renting a **Panama City, Florida condo** may be perfect for you.

Although there are a number of pros or plus sides to renting a *Panama City, Florida condo*, you will find that there are a number of downsides to doing so as well. One of those downsides is that you are not the condo owner. This means that you will likely have rules to follow. For instance, you may have the number of guests in your condo restricted or you may be unable to have a pet.

If it looks like renting a **Panama City, Florida condo** isn't right for you, you may want to think about buying a condo instead. The biggest pro or plus side to buying your own *Panama City, Florida condo* is that you are the owner of your condo. Not only is it nice just to say that you own a **Panama City condo**, but you also have the freedom to do what you want inside your own condo walls, within reason of course.

Another one of the pros or plus sides to owning a **Panama City, Florida condo** is that it should be easy for you to move. Should you later decide, after buying a *Panama City condo*, that condo life isn't for you, you can simply place your Panama City, Florida condo back on the real estate market for sale or rent it for additional income. The Panama City, Florida real estate market moves quickly, as real estate is highly sought after in the area. This means that there is a good chance that your condo will sell, likely for its full value, shortly after being placed for sale on the real estate market.

Perhaps, the only downside to owning your own **Panama City, Florida condo** is the cost of doing so. It is no secret that real estate, including condos, can be fairly expensive in the Panama City area. With that in mind, however, it is important to know that condo

owners are able to [obtaining financing](#) for their purchases, just like traditional homeowners are. In this light, it should be more than possible for you to afford the cost of buying your own *Panama City, Florida condo*.

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Your Options for Exploring the Panama City, FL Real Estate Market by Jennifer Mackay

Are you looking to relocate to the Panama City area or are you looking to buy a new piece of real estate in the Panama City, FL area? If you are, you will need to start examining the **Panama City, FL real estate market**. If this is your first time attempting to [buy real estate](#), you should know that you have a number of [different options](#).

When looking to examine the *Panama City, FL real estate market*, you will find that there are multiple ways that you can go about exploring the **Panama City, FL real estate market** on your own. For starters, you can use [MLS listing services](#) to your advantage. MLS listing services are online real estate programs that develop a list of available Panama City properties; properties which are being handled by different real estate professionals. Using an MLS listing service to examine the *Panama City, FL real estate market* is nice, as it can save you a considerable amount of time.

Real estate brochures are another nice and relatively easy way for you to explore the **Panama City, FL real estate market** on your own. Often times, real estate brochures for the Panama City area can be found outside of many public establishments, like retail stores or [restaurants](#). The only downside to using real estate brochures to help you explore the *Panama City, FL real estate market* is that not all properties for sale are showcased in these free brochures. Therefore, if you are looking to buy a home or another piece of property in the Panama City area, you will want to use real estate brochures in conjunction with other methods.

If you are currently living in the Panama City area and you would just like to own [another piece of property](#), you can find available real estate properties by keeping your eyes and ears open. What you will want to do regularly is be on the lookout for property for sale signs. Most properties for sale, including [Panama City condos](#), are advertised with a sign next to the road or the entrance to the establishment in question. If you would like to reside or own property in a particular part of Panama City, you are urged to go for a stroll or drive and see what you find available for sale.

In addition to exploring the **Panama City, FL real estate market** on your own, you can also use the services of a [Panama City, FL real estate professional](#), also commonly referred to as a real estate agent or a REALTOR®. When using the services of a Panama City, FL real estate professional, you and your chosen real estate professional will develop a plan, which includes the [types of properties](#) which you are looking to buy. Then comes the fun part, which is attending open houses or private viewings. Should you find a piece of real estate that meets your expectations, your Panama City, FL real estate professional will also help you with the [buying process](#), which includes obtaining the needed [financing](#) and so forth.

Another benefit to doing business with a Panama City, FL real estate professional is that many connect their clients with “inside,” resources. For instance, your Panama City, FL

real estate professional may give you access to their own [MLS listing service](#) and so forth.

In conclusion, the decision as to whether you want to explore the **Panama City, FL real estate market** on your own or with the assistance of a professional real estate expert is yours to make. With that in mind, however, many Panama City real estate property buyers have [reported success](#) with using professional assistance.

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