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**STACI STEVENS**  
BROKER®  
239.728.1728



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FOR INFO

## PRICING YOUR HOME RIGHT IN A COMPETITIVE MARKET

Setting the right price for your home is crucial for attracting buyers and achieving a successful sale. Here's how to strike the perfect balance:

- 1 Market Analysis is Key:** Work with your real estate agent to analyze recent sales of comparable homes in your neighborhood. This will give you a realistic idea of what buyers are willing to pay.
- 2 Consider Your Home's Unique Features:** Factor in any upgrades, renovations, or special features that add value to your home. A finished basement, updated kitchen, or a spacious backyard can justify a higher asking price.
- 3 Don't Overprice:** While it's tempting to aim high, overpricing your home can lead to it sitting on the market longer and potentially losing value. A strategically priced home will generate more interest and offers.
- 4 Be Flexible and Open to Negotiation:** The market is constantly changing, so be prepared to adjust your price if needed. Working with your agent to negotiate offers effectively can help you reach a fair deal.

## March MAINTENANCE CHECKLIST

- ✓ CHANGE HVAC FILTER
- ✓ CHECK SMOKE/CO2 DETECTORS
- ✓ CLEAN DISHWASHER
- ✓ INSPECT WASHING MACHINE HOSES
- ✓ CLEAN GUTTERS

## SPRING CLEANING CHECKLIST

*for a Sparkling Home*

- ☐ **DECLUTTER:**  
Get rid of unwanted items.
- ☐ **WASH WINDOWS:**  
Inside and out for a sparkling view.
- ☐ **CLEAN CARPETS AND RUGS:**  
Deep clean or hire a professional.
- ☐ **WIPE DOWN WALLS & BASEBOARDS:**  
Remove dust and grime.
- ☐ **CLEAN OUT GUTTERS:**  
Prevent clogs and water damage.
- ☐ **ORGANIZE CLOSETS & DRAWERS:**  
Donate or discard unused items.
- ☐ **WASH BEDDING & CURTAINS:**  
Freshen up your linens.
- ☐ **CLEAN LIGHT FIXTURES:**  
Dust and wipe down light fixtures.



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FOR RECIPE

## IRISH SODA BREAD

This classic quick bread is a staple of Irish cuisine, perfect for St. Patrick's Day or any occasion.

**INGREDIENTS INCLUDE:**  
All-purpose flour, baking soda, salt, and buttermilk



## FEATURED LISTING



LISTED AT: \$329,900

2936 OLEANDER STREET UNIT A2  
S. JAMES CITY, FLORIDA 33956

 \$313/SQ. FT	 1,053 SQFT	 2 BEDS	 2 BATHS
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## MARKET UPDATE

MARCH 2024 - MARCH 2025



NEW LISTINGS



SOLD LISTINGS



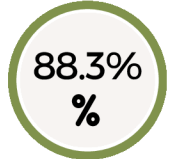
DAYS ON MARKET



AVG. LIST PRICE



PRICE PER SQ FT



SALE PRICE RATIO

## *pine island* LOCAL EVENTS

MARCH 2ND MATLACHA HOOKERS ANNUAL LUAU  
@ 1:00PM ST. JAMES CIVIC CENTER

MARCH 7TH ISLAND TROY  
@ 5:00PM TARPON LODGE

MARCH 15TH SNOWBIRD MARATHON  
@ 6:00AM JUG CREEK MARINA

MARCH 28TH NAUTICAL FLEA MARKET  
@ 9:00AM 4275 STRINGFELLOW RD

MARCH 29TH NAUTICAL FLEA MARKET  
@ 7:00AM 4275 STRINGFELLOW RD

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