



Listing Presentation

by: Michele Burkhart

@ INVESTING N FLORIDA 2024



Michele Burkhart

Real estate agent for INVESTING N FLORIDA

Michele prides herself on providing personalized service and working tirelessly to match clients with properties that suit their unique needs and preferences. As a local expert, Michele possesses a comprehensive understanding of the neighborhoods, schools, and amenities in the area, ensuring that clients receive the guidance they need to make informed decisions. Michele has been a local resident of both Pinellas and Pasco for over 20 years. She enjoys kayaking, sailing, and all the amazing things the Tampa Bay area has to offer.



How we Outperform the Market:

Professional Photos

Market on over 30 real estate sites and groups

Email over 2,000 agents directly

Property virtual video

Map of property and community video



Pre Listing Checklist

01

DECLUTTER

Less is often more when it comes to furniture and decor. Consider renting a storage unit if necessary.

02

DEPERSONALIZE

Take away photos and other personal effects so that any buyer who walks in envisions their own family there.

03

CLEANING

The home should be clean, especially kitchens and bathrooms. Be aware of any odors or stains from pets.

04

REPAIRS

Go through the property and be sure everything is in working order. Pay attention to the details, like nail holes and leaking faucets.

05

RENOVATIONS

Every so often, major renovations are required to bring in a top-dollar sale price. A bathroom renovation might bring in a three fold return.



Offers, Negotiation, Contracts & Closing

01

OFFERS

Collect and present all offers; discuss and analyze all of the pros and cons of each.

02

NEGOTIATION

Point of contact with buyer's agent; set parameters around lowest price and conditions, and contingencies acceptable; accept, decline, or counter offers.

03



CONTRACTS

Explain all aspects of a contract before signing. Negotiate addenda and amendments.

04

CLOSING

Manage the appraisal, repairs, inspection, financing, and any other contingencies and keep you informed.





Michele Burkhart

Real Estate Agent

727-793-7705

mefnrb@aol.com

400 N TAMPA STREET FLOOR 15, TAMPA FL 33602