



Waterfront Living in Annapolis?

What Your Realtor Wants You to Know By Carlyn Lowery

Many people who want to move to Annapolis think it's a cute town on the water, and it is. It's gorgeous, historic, and picturesque. Sometimes they also think they'll find a waterfront home for around \$300,000. That's not the case. Annapolis has already been "discovered," and prices can be very high. Even so, most of my clients still cherish their dream of living on the water.

Starting with a few questions, we can often find a way to make that dream come true:

- **Do you prefer sail or power?**
- **Do you want to race, fish, kayak, canoe, paddleboard, or jet-ski?**
- **Do you have a boat, or plan to get one?**
- **Do you just want to look at the water?**
- **Do you want to walk along the water?**

Maybe someone who has a deep-draft boat can't afford a house on the water, but can afford a home in a community with a community dock for the boat. That's a big savings compared to the cost of owning and maintaining a private dock, and paying waterfront taxes.

Another example is a couple who loves looking at the water. They could buy across the street, enjoy a water view every single day, and save tens of thousands of dollars.

It's so exciting when I can find ways to help people live their dream. Those are examples of what happens on the buying side, and there are many more.

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On the Selling Side

People hate moving out of Annapolis, but sometimes they have no choice. Jobs, family, and life events take them away. The main thing I get excited about for sellers is staging, preparing, and presenting their property so they can receive the best price possible for a home they regret leaving.

With HGTV, people are more knowledgeable about buying and selling homes. They understand the advantages of using clean, neutral colors, and creating open space. This new awareness means that people can transform their homes and get a great price pretty fast. These days, staging a home is not necessarily a last resort; sometimes it's the first step we take as a team when clients engage my services.

Both Sides Now

Great Realtors have a vast network of brokers, movers, stagers, contractors, and other providers of products and service to make buying, selling—and moving in or out—very, very easy for their clients. We also network with other real estate agents nationally and internationally and can find great agents with experience in major relocations.

Whether you're buying or selling a home, you never know what resources you'll need. Do you have the time and energy to research pool, home, and dock inspectors, pier construction and repair companies, architects, roofers, gardeners, electricians, plumbers? And yes, if you want aerial photography of your home, whether for selling or sentimental purposes, my resource tribe also includes photographers.

The Line between Disorder and Order Lies in Logistics.” ~ Sun Tzu

A lot of the time, a move is fragmented. Without help on the logistical side of things, during the course of selling, moving, and purchasing another home you might feel as if you could end up living on the streets! That's not what I want for my clients. I want them to feel totally secure and confident that they're in good hands.

So when it comes to logistical issues that might arise in the course of a move, I'm an absolute professional. I'm not just buying and selling houses. I make it my business to help align people with resources they need. If they don't end up needing them, no problem—but there's always a Plan B, C—whatever it takes for my clients to achieve a successful transaction. **PV**

Carlyn Lowery, a graduate of Wharton Business School, is a Certified Luxury Home Marketing Specialist (CLHMS), a Keller Williams Realty Luxury Homes International Member, a Certified Residential Specialist (CRS), and a Lifetime Member of the Distinguished Sales Achievement Club (DSAC) of the Anne Arundel County Association of Realtors. A member of the Million Dollar Guild and Masters Club, she has also earned the Internet Marketing Specialist Designation (IMSD).



Annapolis Waterfront!

Annapolis has some of the finest waterfront property on the East Coast and is home to some of the most successful people in the world, including movie producers, business leaders, yacht designers, and people just like you.

Would you like dramatic Chesapeake Bay views from your home? Or protected waterfront, perhaps on Spa Creek, Back Creek, or Whitehall Creek, with deep water for your boat? Or quick Bay access from the South River or the Magothy?

A home on the water may be one of your greatest pleasures and, in today's economy, one of your best investments. To buy right, hire an agent who is an experienced boater, who understands your vision, shares your love of the water, and has local knowledge. Whether you are a local Annapolitan or a first-time Annapolis Buyer, you'll appreciate Carlyn Lowery's solid advice based on many years of experience.

For a free Insider List of the best waterfront buys, as well as info that can't be found on the Internet or in local advertising, call Carlyn at 410-268-0160.

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