

*It's All About
You!*
MAY 2021



@Home

with  DAVID DORMAN

And Just Like That...it's May!



Predicting the Future in a New Market...

It's April 10th, 2021 and I am sitting here scratching my head over what to write about. Some months the words flow and others, well, they fail to come. It's easy with the current market to sound like a broken record. I could say "just go look at last month's newsletter" and it would read accurately. What I do NOT know is what May will truly end up being.

You see, traditionally, Mid-April and beginning of May are gangbuster times for new listings. The buyers arrive a little later which always gives me pause, to the point where I now have reminder on my calendar not to panic, but this year...who's to say?

So many buyers and so few sellers. The inventory is about a 1.5-month supply. It's really forced me to get creative in finding ways to reach these folks. With COVID 19 still being an issue, I am not sure if the big moves after school, will happen. I'd like to think that with more shots in arms, we can all take a little bit of a breath and feel safer or at least safe enough to move up.

It's like masks and preventive measures. will there be an "All Clear" at some point that lets us know we can go on about our regular business, or are we always going to be on high alert? Anyone that knows me or reads my newsletter, knows I try to be a positive person, so with that in mind, I am going to make a few predictions!

I predict that sellers will creep back into the market around mid-May as they anticipate any moves out of the area. Buyers, having been beaten down and frustrated, will likely start to push back a bit on their over-the-top offers.

If you recall, many offers currently are over list and have appraisal waivers to some degree. I know this because most of my clients are sellers. Buyer fatigue is very real and it's coming to a head.

If you look at a graph over the past 20 years and study market trends, I think that last year was supposed to be the beginning of a shift. We all know what happened.

CONTINUES ON NEXT PAGE

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Now that we are getting things in order, I expect that shift to happen, just on a smaller scale, and that makes me happy. Controlled markets are easier to navigate and scale up or down to.

So, if you are a seller, what should you be doing? I'd say, start taking a closer look at your home and how it's viewed. Call me and let me take a look and weigh in on free, minimal or heavy-duty updates. You don't always have to spend a ton of money to get your house "show ready", but little tweaks here and there can help you get top dollar.

Set up a search for your area using realtor.com or www.DavidDorman.com so that you know what is selling. If you need help, let me know. Knowing the market will help prepare you mentally for your home sale. Start thinking about where you will be going and what it is going to cost. This too helps prepare you mentally for the big move and alleviates some of the stress. Get your financials in order. Unless you are going to rent a bit, most folks move into another home and purchase it.

Having a strong pre-approval letter makes you a more attractive and promising buyer. It shows you've done your homework and are ready to buy. I often get letters from unknown sources where I can't reach the lender to verify the buyer's approval and therefore a stronger lender and buyer may end up with the deal, even though the first person's offer is of a higher value. It's all about terms.

If you are moving out of the area, I highly recommend you work with a lender in that town or at least state. Online and bank lenders are basically "sweatshops" for loans and as real estate agents, we can't stand working with them. They are usually impossible to reach other than email, and they don't have the best customer service skills that come in handy when issues arise.

No matter what type of market we are in, you can be assured that if I list your home, I am going to vet the person trying to buy it. That means calling the lender, if I don't know them, and getting a written response that verifies the info I am being told, such as a credit check and asset verification. While some buyer's agents get upset that I question the lender, most lenders are happy to share. It's very important to know who and what you are dealing with.

Moving along, you can see we have another full month of sales to share with you. I could have easily added several more pages, but you get the idea. It's busy and a great time to sell still. Values are holding for now so don't be shy! I can provide you a quick online review over the phone, even if you are not ready to list.

Seriously, I am extremely patient and love to talk about real estate so give me a call. 407-948-8295. When you call that number, you will get me personally!

Have a great Summer and thank you as always for your time.

CALL AND SELL YOUR HOME TODAY 321.218.9100

RECENT AREA HOME SALES

CALL US TODAY TO DISCOVER YOUR HOME'S VALUE!



488 GOLDENMOSS LOOP
CROSS CREEK
Sqft. 1,475 3/2
SOLD \$324,000



346 SPRUCE PINE RD
VILLAGES/WESMERE
Sqft. 2,310 4/2/1
SOLD \$ 345,000



623 DARKWOOD AVE
CROSS CREEK
Sqft. 2,701 4/2/1
SOLD \$390,000



11021 GROVESHIRE CT
PLANTATION GROVE WEST
Sqft. 2,124 4/2
SOLD \$410,000



198 SPRUCE PINE RD
VILLAGES/WESMERE
Sqft. 2,426 4/2/1
SOLD \$395,000



11044 BELMERE ISLES CT
RESERVE AT BELMERE
Sqft. 2,570 4/3
SOLD \$445,000



953 LASCALA DR
BELMERE VILLAGE
Sqft. 2,500 4/2/1
SOLD \$470,000



1375 GLENWICK DR
RESERVE AT BELMERE
Sqft. 2,606 4/3
SOLD \$494,000



3157 KENTSHIRE BLVD
WINDSOR LANDING
Sqft. 3,079 5/3
SOLD \$527,000



1369 GLENWICK DR
RESERVE AT BELMERE
Sqft. 2,184 4/3
SOLD \$505,000



1112 LASCALA DR
BELMERE VILLAGE Sqft.
2,844 5/4/1
SOLD \$572,000



1424 GLENHEATHER DR
RESERVE AT BELMERE
Sqft. 3,324
SOLD \$600,000

BASED ON INFORMATION FROM THE MY FLORIDA REGIONAL MULTIPLE LISTING SERVICE, INC. FOR THE PERIOD ONE MONTH PRIOR. THIS INFORMATION MAY OR MAY NOT INCLUDE ALL LISTED EXPIRED, WITHDRAWN, PENDING OR SOLD PROPERTIES OF ONE OR MORE MEMBERS OF THE MY FLORIDA REGIONAL MULTIPLE LISTING SERVICE.

MAY COMMUNITY CALENDAR

WINDERMERE
FARMER'S MARKET
May 7 / 14 / 21 / 28

WINTER GARDEN
FRIDAY'S ON THE PLAZA
May 7 / 14 / 21 / 28

WINTER GARDEN
FARMER'S MARKET
May 1 / 8 / 15 22 / 29

MOTHER'S DAY
May 9

MEMORIAL DAY
May 31

SOUND OF MUSIC
Interactive Movie Experience
Garden Theater - May 9

SOME EVENTS LISTED MAY BE CANCELED. PLEASE CHECK WITH YOUR LOCAL CITY WEBSITE.
FOR MORE INFORMATION, OR TO HAVE YOUR EVENT BE FEATURED IN OUR NEWSLETTER, VISIT DAVIDDORMAN.COM/EVENTS

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You Can Keep Your Home In Top Shape With Simple Tasks Throughout The Year. This Month, Be Sure To...

- ## HAVE A GREAT SUMMER!