

*It's All About
You!*
NOV 2021



@Home

with  DAVID DORMAN

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



We are back after a much-needed break from all of the chaos! Hope you are doing well. Let's dive into the current market and what's happening!

Despite all predictions of a bubble or similar, the market in Central Florida remains strong and viable. Rates are still at an all-time low and the buyers are still out there, I will say that they are a bit less excited than over the past few months and that they are not as willing to accept sellers' terms outside the norm as they were previously.

In the prior months, some buyers were declining any type of appraisal contingency and some even waived an inspection. I personally would never recommend a buyer do that.

It's not unreasonable to expect a home inspection in any market. That said, buyers' agents were doing it left and right. I did hear from one of my buyers about a prominent agent in town that was making buyer offers and claiming the buyer was cash when they were actually getting financing. Not sure how that got pushed through, but sellers, be aware if you ever get a cash offer, that you really need to verify the cash. It's unethical for that agent at best.

So where are we now? Well, I have seen an uptick of homes available as well as longer times on the market. In the past few months, most homes were going over list, but now we are seeing some pushed through at list or close to it.

If I'm being honest, I am a bit relieved.

There is only so much a buyer will tolerate before the bottom falls out. It's nice to see some folks being more realistic about values. When we sell things for far too high a price, it ultimately results in a crash of some sort, which is never a good thing.

I do realize how that sounds to a seller who may want to just cash out and not look back, but for me, I have to look at both sides, as do most other agents.

Buyers as well as sellers need to be protected.

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Presented by CENTURY 21 Professional Group
November 13, 2021 • 11AM-8:30PM

Our event aims to bring the community of Central Florida together to break down barriers and take on disability together and all proceeds benefit Easter Seals Florida.

Our event this year has grown to include not only a great evening of music, food and auctions but also an afternoon of golf!

West Orange Country Club opens their doors to our golfers at 11:30am with registration and a lunch as well as Silent Auction and Raffles. Tee time is 1pm.

Sponsors will be set up throughout the clubhouse and golf course to advertise their services and provide give-aways and prizes!

At 5pm, the Band arrives along with the food trucks for an evening open to the public with Silent Auction, Raffles, Putting games and more!

We'd love your help in securing some great raffle and auction items! This is where we make a majority of the funds for the charity.

Please let me know either by email or phone how you can help. We will gladly arrange to pick up your donation. If you have a logo you would like us to use in conjunction with your donation, please provide one in high resolution jpeg format to our email listed below.

Our goal is to have all items in hand by November 1, but the earlier the better! We have wonderful sponsorship opportunities as well.

For more information, contact David Dorman at 321-293-2240 or david@daviddorman.com

c21professionalgroup.com/golf-rock

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That is a bit refreshing, since in the past, buyers would do a home inspection and even on an as-is contract, expect multiple repairs and concessions.

So, what should you do as a seller to prep your home for the market? First, don't spend money that is not going to get a return. Big ticket items like kitchens and baths, no longer have the return on investment AND can sometimes work against you if not done well.

So often I go into a home and see an "update" that is poorly done and on the cheap. This not only doesn't have the desired effect, but it can actually lower the perceived value to some buyers.

Think about it, if they see cheap updates of bad work, they might have concerns about other items done in the home. They may also hate what was done and feel the need to correct, which they deduct from their offer. The same is true about bad flooring and paint updates. If you feel strongly about these things, do them the way you would do them (within reason) as if you were staying.

Personally, I try to avoid having a seller spending too much money when not needed. I always recommend you do the things that cost little to nothing. Landscaping and cleaning are relatively free and can make a world of difference. Trimming back bushes and adding some annuals is very cost effective and shows a buyer that you are maintaining a home. Now, if your home is in need of updates and you are comparing it to a similar home already updated, you should expect a lower value or offer from a buyer.

My suggestion? Get the house as presentable as realistic and get it on the market. If you aren't happy with the response, do some updating. Get quotes on bigger ticket items so that when a buyer says with their offer that it's lower due to needed updates, you can respond back with actual numbers instead of buyer guesses that often are double what it costs. Get informed!

I can't tell you how many times I get an offer with a novel about what needs to be done only to see the offer and it's a ridiculous amount lower. Knowing what things will cost will help you and your agent negotiate from an informed and stronger position!.

One last thing for this month, we are doing our annual fundraiser and would love to see you! Look to the left for more information!

Have a great November and call if you need anything!
 407-948-8295

RECENT AREA HOME SALES

CALL US TODAY TO DISCOVER YOUR HOME'S VALUE!



**523 LAURENBURG LN
WESMERE AT OCOEE
3/2 Sqft. 1,864
SOLD \$380,000**



**465 DREXEL RIDGE CIR
CROSS CREEK
3/2 Sqft. 1,687
SOLD \$375,000**



**2512 CLIFFDALE ST
CROSS CREEK
4/2/1 Sqft. 2,269
SOLD \$425,000**



**1908 LEATHER FERN DR
VILLAGES/WESMERE
4/2/1 Sqft. 2,602
SOLD \$435,000**



**11848 VIA LUCERNA CIR
BELMERE VILLAGE
4/2/1 Sqft. 2,236
SOLD \$467,000**



**178 COVERED BRIDGE DR
BROOKESTONE
4/3 Sqft. 2,464
SOLD \$472,600**



**11756 VIA LUCERNA CIR
BELMERE VILLAGE
3/2/1 Sqft. 1,937
SOLD \$455,000**



**631 HUNTINGTON PINES DR
BROOKESTONE
5/3 Sqft. 2,818
SOLD \$461,500**



**178 COVERED BRIDGE DR
BROOKESTONE
4/3 Sqft. 2,464
SOLD \$472,600**



**419 DOUGLAS EDWARD AVE
MEADOW RIDGE
4/2/1 Sqft. 2,922
SOLD \$555,000**



**1451 WHITNEY ISLES DR
WHITNEY ISLES/BELMERE
4/3/1 Sqft. 3,938
SOLD \$651,000**



**221 CALLIOPE ST
WINDSOR LANDING
5/3 Sqft. 3,735
SOLD \$679,900**

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.

NOVEMBER COMMUNITY CALENDAR

**WINDERMERE
FARMER'S MARKET
Nov. 5 / 12 / 19 / 26**

**WINTER GARDEN
FRIDAY'S ON THE PLAZA
Nov. 5 / 12 / 19 / 26**

**WINTER GARDEN
FARMER'S MARKET
Nov. 6 / 13 / 20 / 27**

**WINTER GARDEN
FALL HERITAGE & MUSIC FEST
Nov. 6**

**GOLF ROCK:
FORE A CAUSE
Nov. 13**

**VETERANS
DAY
Nov. 11**

**THANKSGIVING
DAY
Nov. 25**

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

DAVIDDORMAN.COM

FB.COM/DAVIDDORMANREALTOR

NOVEMBER HOME CARE TIPS!

You can keep your home in top shape with simple tasks throughout the year. This month, be sure to:

1. Service your kitchen disposal by grinding several cups of ice cubes.
2. Make sure any outdoor furniture is put away or properly covered, including your grill.
3. Pour 1 gallon of water down unused drains.
4. Clean debris from gutters and ensure down spouts are free of obstruction.
5. Check for leaks under sinks and toilets.
6. Check for cracks in your foundation, brick or stucco.
7. Review emergency procedures and ensure all the members of your family know what to do in the event of a home fire.
8. Examine your chimney. Clean flue; repair any cracks in flue or any loose or crumbling mortar.



YOUR HOMETOWN MORTGAGE EXPERT

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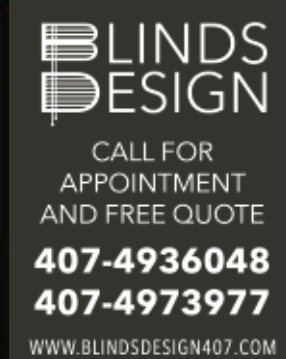
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