

# **ESTATES AT ALOMA WOODS REAL ESTATE MARKET UPDATE**

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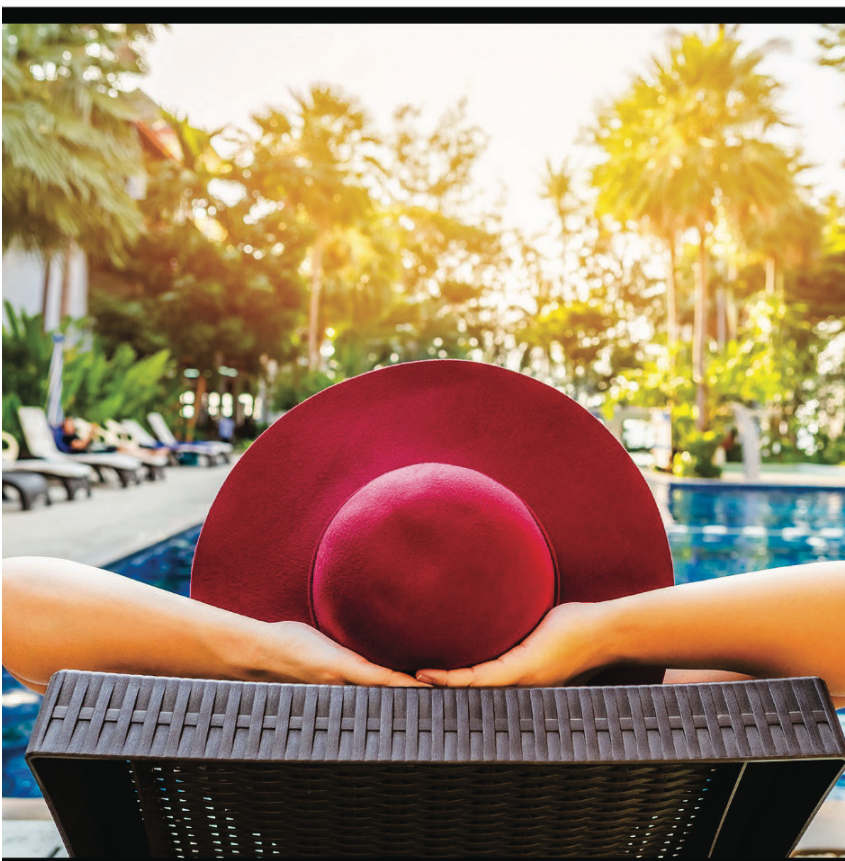
**COMPLIMENTS OF  
MARGARET STEINER**  
"ESTATES AT ALOMA WOODS SPECIALIST"



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*What selling  
your home  
**SHOULD**  
feel like.*

**My knowledge of real estate negotiation  
can make the sale of your home a  
RELAXING and PLEASANT experience!**

### **My Negotiation Experience Can Bring You Top Dollar AND Peace of Mind.**

If you were to sell your home today, how much would it be worth? Do you have a price in mind? Setting your ideal asking price is only a small step toward selling your home. My understanding of the local market, recent price trends, and amenities in your community and the surrounding area can be the difference in getting top dollar for your home, and falling short.

As an example, I was able to achieve the financial goals for two of your neighbors when they listed with me this summer.

- **5721 Aloma Woods Blvd. - Listed by Margaret for \$695,000. Sold for \$720,000 in June.**
- **5781 Oak Lake Trail - Listed by Margaret for \$675,000. Sold for \$675,000 in September.**

An interesting thing about selling real estate is that your home is truly one of a kind. I know how to leverage the advantages your home has for potential buyers, which in turn can bring in maximum value at the time of sale. An offer even two or three percent lower than your asking price is a significant amount of money. Don't sell yourself short!

When a buyer agrees on a price, it doesn't mean the deal is closed. Contracts can fall through after inspections and disclosures, or if a buyer isn't qualified. My goal is to get you the highest price possible for your home, and do everything in my power to make sure your contract makes it to closing. It is essential to have a professional who can recognize when a potential buyer is ready to bite, and who has the skill set to reel that buyer in. You need a great listener who can avoid the common pitfalls in the negotiation process, and who considers the minor details which lead to reaching an ideal agreement.

After your closing, there are other important details which will give you peace of mind at the conclusion of your sale. You'll be provided with a complete file, detailing all paperwork needed for your financial and tax records. Having all the proper documentation and a full understanding of the contents will leave you feeling confident and secure.

I want to assure you if you choose me as your real estate agent, I will be in constant contact with you every step of the way, and will manage the entire process from contract to closing. I will be there for advice and support, and I'm confident my expertise will make the sale of your home a pleasant and stress-free experience.

Check out what local Sellers have to say at [www.AnotherHappySeller.com](http://www.AnotherHappySeller.com).

Best Wishes,

*Margaret*

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**SUMMARY OF HOMES SOLD BETWEEN 10/1/2023 AND 9/30/2024 & COMPARISON TO LAST YEAR**

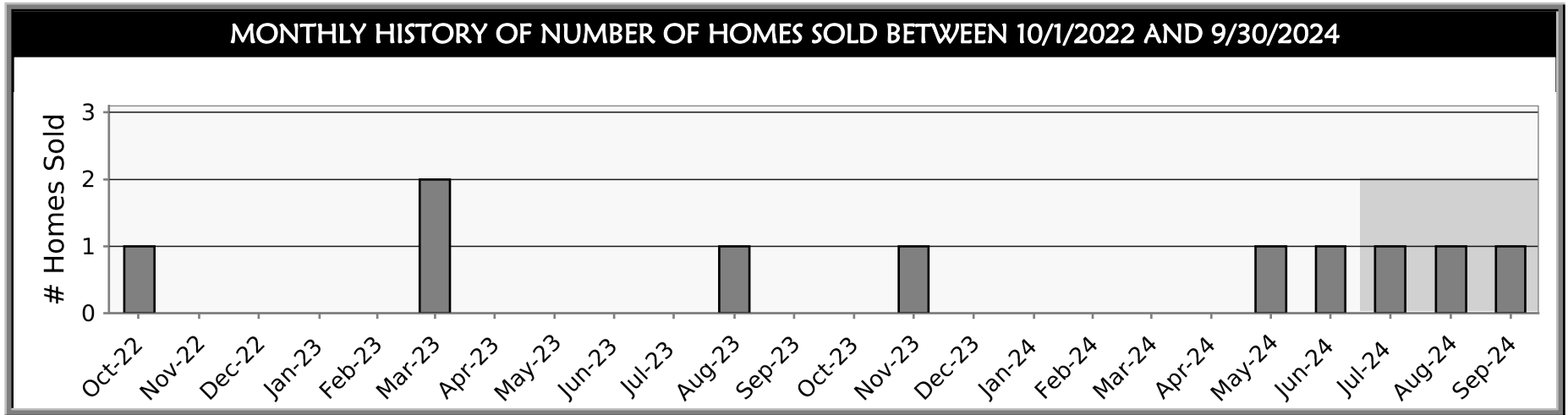
	Homes Sold	Annual Turnover	Avg Sale Price	Avg Price per Sq Ft
10/1/2023 to 9/30/2024	6	3.3%	\$715,000	\$271.17
10/1/2022 to 9/30/2023	4	2.2%	\$660,225	\$229.08
Difference (+/-)	+2	+1.1%	+\$54,775	+\$42.09

**DETAILS ON MOST RECENTLY SOLD HOMES THROUGH 9/30/2024**

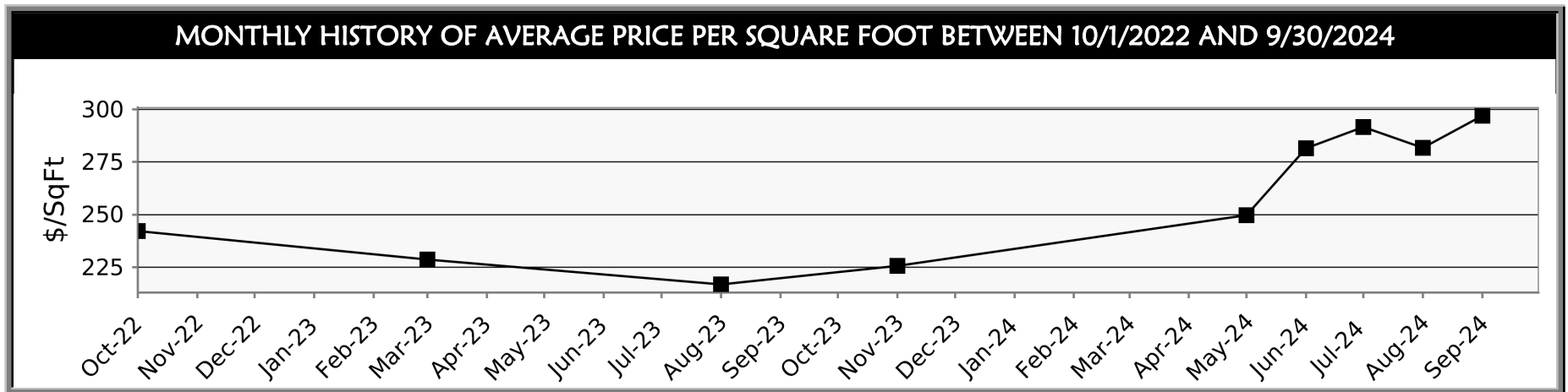
Address	Year Built	Pool	Living Area (Sq Ft)	Sold Price	Price per Sq Ft	Date Sold
5781 Oak Lake Trl	2001	Yes	2,273	\$675,000	\$296.96	9/20/2024
2883 Oak Bluff Way	1999	Yes	2,484	\$700,000	\$281.80	8/19/2024
5749 Oak Lake Trl	2001	Yes	2,487	\$725,000	\$291.52	7/11/2024
5721 Aloma Woods Blvd	1996	Yes	2,558	\$720,000	\$281.47	6/10/2024
2872 Aloma Lake Run	2000	No	2,523	\$630,000	\$249.70	5/21/2024
5752 Oak Lake Trl	2001	Yes	3,724	\$840,000	\$225.56	11/29/2023

Based on information from the Seminole County Property Appraiser. This information may or may not include all properties sold in Estates at Aloma Woods during the reporting period. The accuracy of information in this report is dependent upon the aforementioned source, and is not guaranteed. If your property is presently listed with another broker, this is not a solicitation of that listing.

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Note: All sales may not be reported for the shaded region, as sales may take between 30-90 days to be published by the Property Appraiser.



Note: The charts do not include data points for months without any sales.

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