

ESTATES AT ALOMA WOODS REAL ESTATE MARKET UPDATE

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**COMPLIMENTS OF
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A horizontal banner showing the blue silhouettes of a family of six (two adults and four children) standing in front of a house with a satellite dish and trees.

Traits You Want in a Realtor

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- A horizontal banner showing the lower legs and feet of four people (two men and two women) standing on a lawn in front of a house.
- ☒ *Accuracy*
 - ☒ *Self-Reliance*
 - ☒ *Aggressiveness*
 - ☒ *Enthusiasm*
 - ☒ *Tact*

Traits You Want in a Realtor

Interacting with potential buyers for the sale of your home is an extremely important part of my job as a real estate agent. There are numerous traits that make people feel comfortable or uncomfortable. I'd like to share the five most important personality traits that all successful Realtors should have and offer you a complimentary report specific to your neighborhood that I have created.

Accuracy. The technical details of real estate transactions are very important. I will perform my duties as your REALTOR® as accurately as possible. Know that you can depend on me to ensure that all of the details and information will be handled correctly.

Self-reliance. I am an extremely self-reliant person and have the emotional stamina that is required of someone in this profession. I don't rely on anyone else to do my job and handle the stresses that accompany being a REALTOR® well. I understand that when you choose me to be your REALTOR®, you have put a great amount of trust into me.

Aggressiveness. I am not one to give up easily. I keep trying and testing situations without losing hope. Where other people quit, I begin. Although I am aggressive in my work, I know when to take a step back and take a gentler approach. Negotiating the sale of your home should not be taken lightly and sometimes, a little bit of an aggressive attitude to move things forward is needed.

Enthusiasm. I believe in what I am doing. I am passionate and dedicated to my 21 year career as a real estate agent. I will show your home with enthusiasm and highlight the selling points in a dynamic way that will grab potential buyers' attention. In addition, I will do my best to keep you enthused and in high spirits during what can be a stressful time. I want you to be excited about the sale of your home, and perhaps, your search for a new one.

Tact. I am always tactful. In this profession, there are certain situations that you may encounter that need a bit of finesse. I am always honest, and never abrasive. I know how to handle delicate situations and make all parties involved feel comfortable.

As a seasoned salesperson, I know that no two customers will ever be alike and I will take my time to get to know you and the potential buyers of your home. I see each person as an individual and work with them to make the transaction move as quickly and smoothly as possible, guiding and assisting all my customers toward a successful sales conclusion.

My latest successful **Estates at Aloma Woods** sales:

- 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

Check out what my Sellers have to say about their successful home sale at www.AnotherHappySeller.com!

If you require the services of a real estate professional in the future, please allow me to outline how I can exceed your greatest expectations.

Have a wonderful holiday season!

Best Wishes,

Margaret

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SUMMARY OF HOMES SOLD BETWEEN 12/1/2023 AND 11/30/2024 & COMPARISON TO LAST YEAR

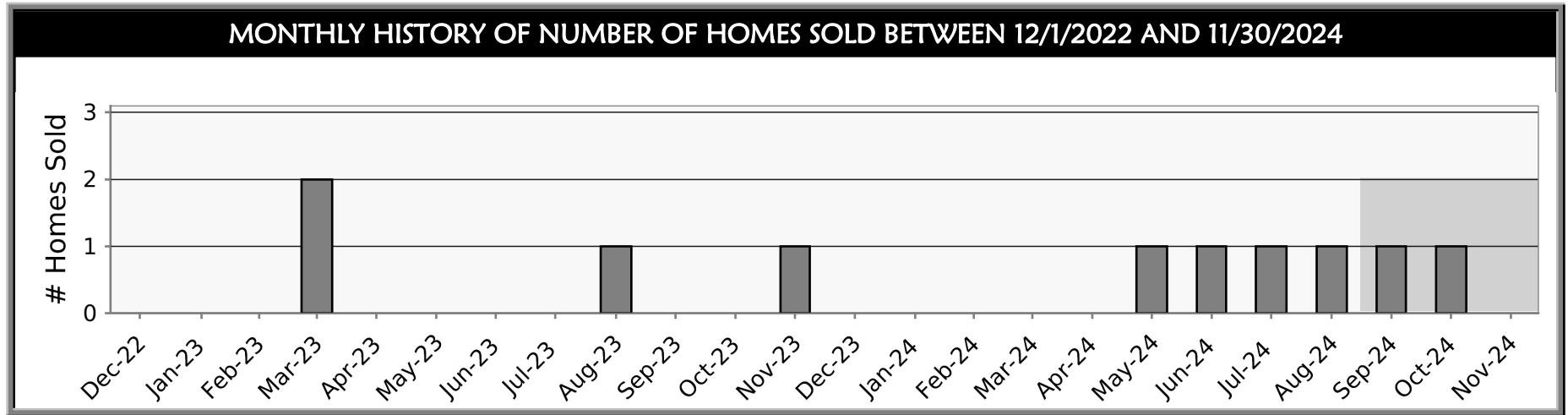
	Homes Sold	Annual Turnover	Avg Sale Price	Avg Price per Sq Ft
12/1/2023 to 11/30/2024	6	3.3%	\$693,333	\$274.24
12/1/2022 to 11/30/2023	4	2.2%	\$715,225	\$224.94
Difference (+/-)	+2	+1.1%	-\$21,892	+\$49.30

DETAILS ON MOST RECENTLY SOLD HOMES THROUGH 11/30/2024

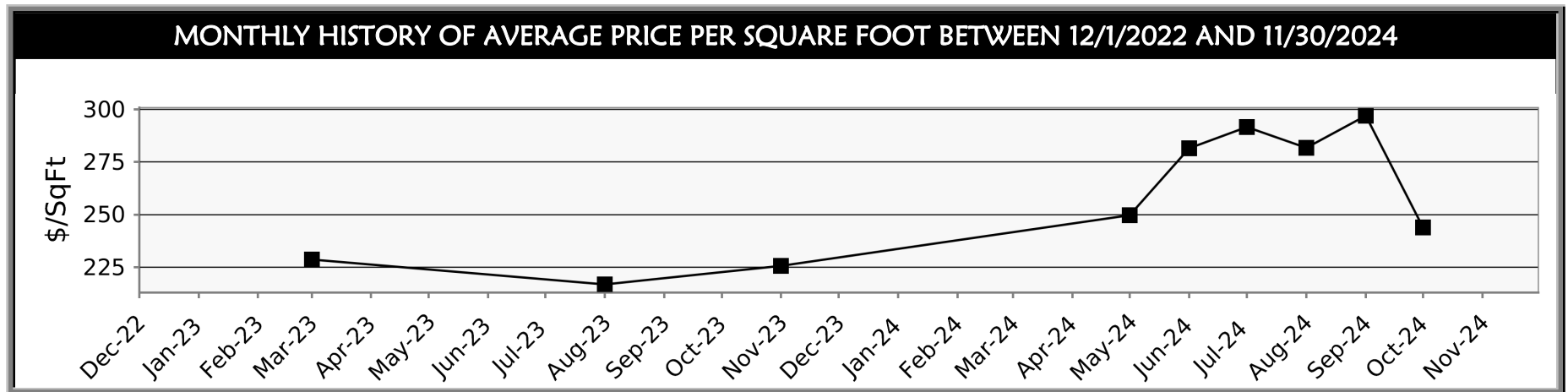
Address	Year Built	Pool	Living Area (Sq Ft)	Sold Price	Price per Sq Ft	Date Sold
2872 Sand Bluff Cv	2000	Yes	2,910	\$710,000	\$243.99	10/23/2024
5781 Oak Lake Trl	2001	Yes	2,273	\$675,000	\$296.96	9/20/2024
2883 Oak Bluff Way	1999	Yes	2,484	\$700,000	\$281.80	8/19/2024
5749 Oak Lake Trl	2001	Yes	2,487	\$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

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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