

CENTRAL FLORIDA REAL ESTATE NEWS

Keeping You Up To Date On Housing Trends & The Local Real Estate Market

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June Edition

Summer Curb Appeal: 5 Easy Updates to Attract Buyers

When it comes to selling your home, first impressions matter—big time. Before buyers even step inside, they're judging your home from the curb. And in summer, when everything outside is on full display, your home's exterior has the power to draw buyers in—or send them driving by. The good news? You don't need a massive budget or a green thumb to boost your curb appeal. Here are five easy summer updates that will make your home stand out and attract more buyers.

1. Refresh your landscaping. A lush, well-maintained lawn and vibrant flowers can instantly make your home more inviting.

- Mow the lawn and edge along driveways and walkways for a clean, polished look.
- Add pops of color with seasonal flowers like petunias, marigolds, or geraniums.
- Mulch flowerbeds for a fresh, finished appearance that also helps retain moisture in the summer heat.
- Simple updates like pulling weeds and trimming bushes can make a big difference.

2. Paint or update the front door. Your front door is the focal point of your home's exterior—it's the first thing buyers see.

- A fresh coat of paint in a bold but welcoming color (think red, navy, or teal) can make your door pop.
- Upgrade the hardware with a modern handle or knocker for an instant style boost.
- Add a seasonal wreath or hanging basket for a touch of charm.

3. Add outdoor lighting. Good lighting adds ambiance and enhances safety, two things buyers love.

- Install solar-powered pathway lights to brighten walkways without needing an electrician.
- Add string lights to a porch or patio for a cozy, inviting atmosphere.

- Replace outdated porch fixtures with modern options to instantly update the look.

4. Power wash everything. Over time, dirt and grime can dull the appearance of your home's exterior.

- Power wash the siding, driveway, and walkways to make them look brand-new.
- Clean the windows inside and out for a sparkling finish.
- Don't forget the gutters—buyers notice when they're clean and well-maintained.

5. Stage the front porch. A welcoming porch is like an invitation to step inside.

- Add a couple of rocking chairs or a bench with colorful cushions.
- Place a potted plant or two near the entrance for a touch of life.
- Roll out a new welcome mat that's clean and cheerful.

Make Them Fall in Love Before They Walk In

Curb appeal is about making your home look good and creating an emotional connection. When buyers see a home that's well-maintained and inviting, they're more likely to fall in love and make an offer. **Thinking of selling this summer? Let's work together to get your home looking its best—and sold fast!**

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Beat the Heat: 7 Questions to Ask About a Home's Cooling System Before Buying

A home's cooling system can make or break your comfort—and your budget. Before you sign on the dotted line, ask these seven questions to avoid sweating over unexpected surprises later.

1. How old is the HVAC system? The age of the heating, ventilation, and air conditioning (HVAC) system matters. Most systems last 10–15 years, depending on maintenance. An older system may need costly repairs or replacement soon. Ask for the installation date and request maintenance records.

2. Is the system energy-efficient? An efficient HVAC system can save you hundreds on utility bills each year.

You need to know... Is it ENERGY STAR certified? What's the SEER (Seasonal Energy Efficiency Ratio) rating? Higher SEER ratings mean better efficiency and lower operating costs.

3. Has the system been regularly maintained? Proper upkeep can significantly extend the life of an HVAC system. This means regular filter changes, annual servicing, and cleaning. Neglect often leads to breakdowns and reduced performance.

4. What type of insulation does the home have? Even the best cooling system can struggle if the home isn't properly insulated.

Be sure to ask: Is the attic insulated? What type of insulation is used in the walls? Poor insulation forces the HVAC system to work harder, driving up energy costs.

5. Are the ducts in good condition? Leaky or dirty ducts can reduce airflow and efficiency.

What to ask: When were the ducts last inspected or cleaned? Are there any visible signs of leaks or damage? Well-maintained ducts ensure cool air reaches every room efficiently.

6. Are there any smart features? A smart thermostat or zoned cooling can add both comfort and savings. Ask if the home has a programmable or smart thermostat. These devices allow you to control temperatures remotely and set schedules to save energy when you're not home.

7. What's the average energy bill? Utility costs can give you a real-world view of how well the cooling system performs.

What to ask: Request a few months of energy bills from the current owner. High costs could signal inefficiencies or problems with the system.

Stay Cool and Confident

A home's cooling system is one of the most important factors in maintaining comfort and controlling expenses—especially in the summer. By asking these questions, you'll avoid costly surprises and make an informed decision about your investment.

Ready to find a home that keeps you cool and comfortable? Let's work together to make it happen.



Quote of the Month

"The only thing harder than letting go of a home is missing out on the opportunities that await."

Anonymous

Around Our Town

Price Drops in Central Florida Real Estate: What Buyers and Sellers Need to Know

Over the past few months, Central Florida has seen a noticeable shift in the real estate market – home prices are trending downward. While this change may seem concerning at first glance, it presents unique opportunities for both buyers and sellers. Here's what you need to know.

What's Behind the Price Decrease?

Several factors are contributing to the decline in home prices:

- **Higher Mortgage Rates:** Rising interest rates have reduced affordability for many buyers, which in turn has slowed demand.
- **Increased Inventory:** More homes on the market mean more choices for buyers and added competition for sellers.
- **Post-Pandemic Correction:** After years of skyrocketing prices, the market is beginning to normalize, returning to more sustainable pricing.

For Buyers: It's Time to Act

This is the window many buyers have been waiting for.

- **More Negotiating Power:** With fewer bidding wars, buyers can often negotiate better prices, request repairs, or even get seller concessions.
- **Greater Selection:** The increase in available homes gives buyers more options to find the right property at the right price.
- **Stabilizing Prices:** While interest rates remain a challenge, the drop in prices can help balance out monthly payments and long-term affordability.

Pro Tip: Work with a local real estate professional to identify motivated sellers and make competitive, smart offers.

For Sellers: Strategy Is Key

While you may not get the peak prices seen a year or two ago, that doesn't mean you can't sell successfully.

Popular American Foods

B	S	D	H	B	G	E	C	B	S	B	O	PIZZA
D	A	R	G	W	E	S	S	A	T	U	F	FRIED CHICKEN
H	L	F	U	E	B	I	A	C	A	R	R	WAFFLES
O	A	R	O	R	C	C	U	O	R	G	I	ICED COFFEE
K	D	E	D	F	H	E	S	N	B	E	E	ICE CREAM
E	I	N	E	W	O	C	A	C	U	R	D	BURGERS
S	S	C	I	A	C	R	G	I	C	S	C	BACON
G	T	H	K	F	O	E	E	G	K	E	H	DONUTS
O	U	F	O	F	L	A	O	F	S	H	I	COOKIE DOUGH
D	N	R	O	L	A	M	C	C	I	C	C	HOTDOG
T	O	I	C	E	T	P	I	Z	Z	A	K	CHOCOLATE
O	D	E	O	S	E	O	A	L	F	C	E	SALAD
H	G	S	S	E	K	A	C	N	A	P	N	FRENCH FRIES
I	C	E	D	C	O	F	F	E	E	K	U	SAUSAGE
												STARBUCKS
												PANCAKES

- **Price It Right:** Today's buyers are price-sensitive. Overpricing can lead to longer days on market and more aggressive negotiations later.
- **Stand Out:** Homes that are well-maintained, staged, and professionally marketed still move quickly—especially in desirable neighborhoods.
- **Consider Incentives:** Offering closing cost assistance or interest rate buydowns can attract serious buyers.

The Bottom Line

The Central Florida market is transitioning, but that doesn't mean it's bad news. For buyers, the door is opening to better deals and less competition. For sellers, a strategic approach can still lead to a successful sale. Whether you're looking to buy, sell, or just stay informed, having the right guidance is more important than ever. If you're wondering how these market changes impact your specific situation, I'm here to help.



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PREFERRED
REAL ESTATE
BROKERS

Agent Spotlight

Phil Holliday is a dedicated real estate professional with Preferred Real Estate Brokers, specializing in helping clients buy and sell homes in both Central Florida and Las Vegas. With years of experience in the industry, Phil combines local market knowledge, cutting-edge technology, and a client-focused approach to make every real estate transaction smooth and successful. One of Phil's unique offerings is his Perfect Home Finder program, a personalized service that goes beyond the standard MLS listings. By working closely with clients to identify their precise needs and preferences, Phil uses advanced target marketing to identify pre-listed and off-market properties that perfectly match each client's criteria. This program is especially valuable for buyers who want exclusive access to homes that aren't widely available. Whether you're a first-time homebuyer, a seasoned investor, or looking to relocate, Phil is committed to helping you find your dream home with ease and expertise. Reach out today to experience a superior level of service in Central Florida or Las Vegas real estate.

Recommended Service Professionals

As a real estate professional, I work with many local professionals and want to recommend those that found to give exceptional service. Here are a few of my top choices, please be sure to tell them I referred them to you

Vince Gaudio
407-961-2203
Guaranteed Rate

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Jacob Bonnell
407-999-0045
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