

CENTRAL FLORIDA

REAL ESTATE NEWS

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

Provided By: Phil Holliday, Real Estate Specialist

April Edition

The Proper Way To Think About Moving

One of the biggest decisions you'll ever make comes from deciding on the right time to move, and where to move to. As a real estate pro, I've seen that most people go about it all wrong. It's not wise to just "decide" to make a move, then go with whatever house you happen to find that will fit your needs for the coming years or decades. There are actually far better options that will allow you to casually look around without formally committing to making a move or even putting your house on the market.

With Spring now being here, we often get the itch to think about a home that may better fit our sizing or location needs. One that's bigger, one that's smaller, everything on one floor or even something with a really nice fenced in yard. But the last thing you'd want to do is look online at the overpriced, picked through properties because you'll get disheartened very quickly when looking at all of the rejected homes that nobody else wanted.

A much smarter approach is to make no commitment at all to making a move or not, and utilize our totally free Perfect Home Finder program whereby if we know what you are looking for, specific amenities, areas and even style of home, we can go out and find UNLISTED properties that nobody else knows are for sale.

This allows you priority access to OFF-MARKET properties so that you can take a look at them before the traditional buyers even know they

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are for sale, sometimes weeks before they'd ever end up on any online website.

With our proprietary marketing approach, we can often find multiple off-market homes for our preferred clients to take a look at because we have a "first peek" look at homes before they are officially listed and available to the general public.

This gives you the chance to take a look at the BEST homes without listing your current property for sale or committing to making any move at all unless you'd find an absolutely perfect property. Sometimes we'll look at a half dozen and decide not to move at this time. In other cases, we'll look at a few and find the perfect dream home. But you'll never know what's out there unless you give us a call to casually look around at the secret gems we can find for you! Give us a call and lets chat!

Keeping Your Eyes Peeled

Spring has finally sprung and you are undoubtedly seeing more and more neighbors milling around the community. The nice weather allows for afternoon walks to be more enjoyable and it's a great chance to say hello to some of the fellow homeowners!

With all the blooming flowers, we also see several "For Sale" signs going up all over town. While you may be planning to stay in your home for the next several years, it's still wise to keep your eyes peeled for new properties that pop on the market so you can get an idea as to what's going on with current home values.

One common misconception that a lot of people have is that real estate values will always go up based on however long you hold it.

I often hear from clients that believe if they can't get what they want for the total sale price of their home, they'll just wait a couple of years until they can get that amount. This can prove to be disastrous. There are countless stories of homeowners that didn't time the market correctly so they ended up selling their home for over \$100,000 LESS than they could've gotten if they'd sold at a different time.

Another big misconception is that if the market slows and someone can't get what they want for their home, they can just wait it out. Unfortunately, this generally doesn't work out. As an example, during the last cycle, the home values peaked in 2008. So during 2009 and 2010 there were several homeowners that said "they'll just wait a few years" to sell their home.

Over the last several decades, our cycles are often 5 to 7 years of dropping values, followed by 5 to 7 years of increasing values. So home values continuously dropped from 2008 to 2012 but then started to INCREASE in value beginning in mid-2012. That's of no use for the owners though because it took a full 4 years to get BACK to where they were in 2008. So the value in

2008 was finally reached again in 2016 to be at a break-even point but is certainly a lot less money due to inflation over the course of those 8 years.

So be cautious in thinking you can wait a few years because statistics show that it may be 8 to 10 years before you get back to the current value you weren't happy with in the first place!

While most of our real estate clients are happy staying right where they are for years and years (sometimes decades) it's also wise to stay up on current values, pricing trends and the overall strength of the real estate market.

Just like owning any asset, even if you aren't planning to sell it, you'll want to keep up on the total value. As an example, if you own stocks, you may plan to own that portfolio forever but should still stay up on what's going on, how the companies are being ran and anything going on within the economy that may change your thought process.

Sometimes owning a large asset is not all about how it fits you currently from a personal perspective as outside forces can mean it's time to make some changes. That may mean refinancing, moving, doing additions to the place or any other combination of changes that may mean a better return on your investment. If I can help you with any questions, don't hesitate to reach out. Consultations are always free!

Quote of the Month

Price is what you pay. Value is what you get.

-Warren Buffett

Around Our Town

Thinking About Downsizing? Central Florida Realtor Offers Tailored Solutions for Baby Boomers and Seniors

Are you ready to simplify your life and downsize to a smaller, more manageable home? If so, then this newsletter is for you.

As a Baby Boomer myself, I understand the desire to reduce stress and maintenance that comes with owning unneeded square footage. That's why I'm excited to introduce our exclusive downsizing services designed specifically for Baby Boomers and seniors in Central Florida.

Our team of experts specializes in helping homeowners navigate the downsizing process with ease and efficiency. From finding the perfect smaller home to decluttering and organizing belongings, and even assisting with scheduling the entire move on your behalf, we're here to make the transition as smooth as possible.

What sets our downsizing services apart is our personalized approach. We understand that every Baby Boomer or senior has unique needs and preferences when it comes to downsizing. That's why we take the time to get to know each client and create a customized plan that fits their lifestyle and budget.

Whether you're looking to downsize to a cozy condo, a smaller house, or any number of other options, we have the expertise to help you find the perfect home and time it perfectly with the sale of your current property. With access to a wide range of properties catering to Baby Boomers and seniors, some designed for those who want to maintain an active lifestyle, you can rest assured you'll find a home that suits your needs.

In addition to helping you find the perfect home, we offer a variety of services to help you declutter and organize your belongings. From packing and moving assistance to estate sales, auctions, and donation coordination, we're here to support you every step of the way.

Spring Has Sprung

I	R	S	M	O	N	H	S	S	I	S	P	N	L
S	M	L	U	S	O	E	I	I	F	T	R	T	R
C	D	O	D	N	T	R	A	I	N	O	M	S	T
R	T	O	S	I	S	E	G	W	U	O	R	E	L
D	S	G	K	S	E	H	G	R	L	B	A	N	S
A	R	S	U	B	O	R	I	R	A	N	W	W	K
F	E	D	S	W	E	L	T	N	R	S	W	I	C
F	W	E	L	E	L	U	B	I	E	M	S	N	I
O	O	E	N	K	L	O	E	G	P	N	F	N	H
D	L	S	N	I	U	M	B	R	E	L	L	A	C
I	F	A	P	G	C	O	G	A	R	D	E	N	I
L	T	S	O	I	S	R	E	W	O	H	S	C	B
I	H	D	R	I	B	E	U	L	B	U	G	B	R
C	H	I	R	P	I	N	G	E	L	O	K	S	E

- KITES
- FLOWERS
- SHOWERS
- GREEN
- TULIPS
- BOOTS
- UMBRELLA
- NEST
- SEEDS
- CHIRPING
- CHICKS
- GRASS
- WARM
- MUD
- RAIN
- GARDEN
- BLUEBIRD
- DAFFODIL
- SUNSHINE
- BLOSSOM

Don't let the stress of owning a large home hold you back from the life you deserve. Take the first step towards downsizing today and let us help you make this exciting transition a reality.

For more information or to schedule an "in-home" consultation, contact us at 702-525-7655 or email Doc@PhilHolliday-Realtor.com

Simplify your life, downsize with ease, and start living the life you've always dreamed of. You deserve it.

**Baby Boomers & Seniors...
Downsize Your Home without
Shrinking Your Lifestyle!**





Free Report Shows You How!



Hello there! I am thrilled to call the beautiful state of Florida my home for over a year now, and I must say, every moment here has been nothing short of amazing. Leaving behind the glitz of Las Vegas was a decision I don't regret, although I do miss the wonderful souls we left behind.

My journey in Florida has been a fascinating exploration of diverse places, cities, serene beaches, lively bars, and exquisite restaurants. The Sunshine State has welcomed me with open arms, allowing me to dive into the heart of its communities.

Working in the realm of Real Estate has provided me with unique opportunities to meet an array of people, each with their distinctive needs and challenges. They say every closing is different, and I've come to appreciate the complexity of this field. While my past experiences in the bustling casino industry had its challenges, the world of Real Estate revealed a new set of complexities. It might seem glamorous, but the reality is, it demands dedication and hard work, especially in marketing, where 80% of the effort goes. After all, if nobody knows you're a Realtor, how can you help them find their dream home?

I firmly believe that success in Real Estate is rooted in laying the right foundations. I've meticulously crafted my approach, armed with various programs designed to assist you in finding that perfect home. Being my own CEO in this venture brings its own set of responsibilities and commitments. I am fully dedicated to not only making this career a success for myself but also to be a guiding light for as many people as possible, helping them discover their ideal home sweet home.

I look forward to the exciting journey ahead, filled with challenges, victories, and the fulfillment of dreams. Here's to finding your perfect home together!

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PREFERRED
REAL ESTATE
BROKERS

Recommended Service Professionals

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



Vince Gaudio
407-961-2203

Guaranteed Rate

VinceGaudio@Rate.com



Joe Concepcion
407-917-7420

The Concepcion Law Firm

Jic@concepcionlawfirm.com



Jacob Bonnell
321-256-1141

FL Dui Group

Jacob@FLduigroup.com



Omar Carmona
407-757-1628

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Marc Burke
407-901-5161

Condo Metropolis

Marc@condometropolis.com



Claudio Abrahao
407-800-7374

Health & Life Insurance

cvsa.insurance@gmail.com

Thank you!
Phil Holliday



SCAN ME



SCAN ME

