

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

May Edition

Increasing The Value of Your Home

When it comes to one of the largest assets you'll ever own, it's important to ensure that you keep the value on par with where it should be in relation to other homes in the area. As you start seeing other homeowners doing upgrades to the inside or outside of their property, it's important to keep up with the revitalization of your own home.

Sometimes a simple landscaping upgrade can make it feel like you live in an entirely different house each time you pull in the driveway. A fresh coat of paint or new flooring also makes the inside feel new and can keep your home on par with other properties that have done the same improvements.

We are all aware that your property's overall value has a lot to do with comparable home sales within your area. But remember that any upgrades they have which seem superior to yours will certainly shine through with Realtors and Appraisers that are looking at the comps.

A few months before you plan to sell your home it's best to first declutter as much as possible. Since we live in our homes every day, things can start to accumulate and before you know it, there's clutter stacking in various places. Anytime a potential buyer is looking at a home it's often because they are looking for more space. You want your property to look like it has ample space which can easily be done by taking things out of the home to make it look more open and spacious.

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Each home is unique. There are generally a few items that your specific home could have done to increase the overall value by \$10,000 to \$20,000 yet it doesn't cost much money to create that value. As a real estate professional, I meet with my clients once every year or two to take a quick tour of the home see what they've done and provide some professional advice on things they COULD do to increase the value and marketability of the home. We've found that this works much better than waiting 5 or 6 years until it's time to move again and then dealing with everything at once.

If you'd like some professional advice on how you can increase the value of your home, just give me a call and I can swing by. Being a Realtor, I'm always driving around town so it's no problem at all to stop by. That's also a good time for us to catch up for a moment! You know how to reach me!

You'll Probably Need Maintenance!

When you're spring cleaning, you'll likely find basic maintenance issues that need addressed.

Did you know there's actually a maintenance checklist full of items you should investigate within the home this time of year? As soon as the weather consistently stays above 70 degrees, you should run through this checklist to ensure your home is in optimal condition.

- Exterior Caulking: Be sure to scrape out and replace any caulking to keep things water tight.
- Window Sills, door sills & thresholds: Fill cracks, caulk edges and repaint to protect the wood.
- Hot Water Heater: Drain from the floor drainage system to remove all sediment. Also lubricate the circulating pump and motor.
- Heat Pump: Lubricate the blower motor so it will work efficiently this year.
- Foundation: Check the walls, floors, concrete and masonry for cracking, heaving or deterioration. If you can slide a nickel into any crack or mortar joint, be sure to call a professional immediately.
- Roof: Inspect roof surface flashing, eaves and soffits. Check all flashing and sidewalls to ensure everything is tight.
- Siding: Clean off any mold with a pressure washer. Check for any chipped paint to scrape it and repaint. You may want to use a coat of primer to extend the life of the material, as well as the paint.
- Gutters & Downspouts: Pull leaves and debris from gutters and downspouts. Reattach anything that has broken loose from the house. Use a water hose to flush everything out. If you see leaks, seal them immediately.
- Door & Window Screens: Clean all screening and check for small holes created by the weather or by birds. If holes are bigger than a nickel, it leaves plenty of room for bugs to get in. Replace screens as needed and be sure to repair anything that appears to be getting loose. Wind can absolutely ruin screens if they are loose and flapping.
- Landscape: Cut back and trim all vegetation and overgrown bushes from structures. Limbs and leaves can cut into your paint due to wind. Ensure that no tree limbs are touching the house as this can allow for termites, carpenter ants and other wood boring insects.
- Sprinklers: If you have sprinklers installed in the ground, check for leaky valves, exposed lines and improperly working sprinkler heads. See if any area of your lawn is getting too much water or not enough. Adjust accordingly or call in a professional to make the changes.

Quote of the Month

Real estate investing, even on a small scale remains a tried and true method of building cash flow and net worth.

-Robert Kiyosaki

Around Our Town

Unlock the Power of Assumable Mortgages! 🚀

Are you in the market to buy or sell a home? Have you ever considered the potential of assumable mortgages? If not, you might be missing out on a game-changing opportunity to streamline your real estate transactions and unlock substantial benefits.

Here's the scoop: **FHA, VA, and USDA** mortgages are all assumable by law. While FHA and VA loans are the most common, all three offer incredible advantages for both sellers and buyers alike.

🔑 **For Sellers:** Tired of the traditional home-selling process? Say goodbye to the hassle with a novation assumption. Sellers are immediately released from all liability, making the transition smooth and stress-free. But that's not all—by offering an assumable mortgage, sellers can attract more buyers by providing a no-closing-cost, no-appraisal, and no-down-payment option. This not only expands the pool of potential buyers but also accelerates the selling process.

👉 **For Buyers:** Picture this: stepping into your dream home without the typical upfront costs. With an assumable mortgage, that dream can become a reality. By skipping the closing costs and appraisal fees, buyers can save thousands of dollars. Instead of a hefty down payment, they only need to cover the difference between the mortgage value and the equity, making homeownership more accessible than ever before.

💰 **Win-Win Scenario:** Are you a VA seller worried about finding a buyer who meets the VA eligibility requirements? Fear not! By finding VA buyers to assume your loan, both parties win. Sellers can offload their property seamlessly, while buyers can take advantage of the benefits of an assumable VA loan.

Don't miss out on this win-win opportunity. Whether you're selling or buying, assumable mortgages are the game-changer you've been waiting for. Reach out today to learn more about how you can leverage the power of assumable loans to achieve your real estate goals.

VEGGIES & FLOWERS

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

- GREEN BEANS
- CUCUMBERS
- CAULIFLOWER
- CORN
- ZUCCHINI
- ROSES
- BROCCOLI
- SPINACH
- LILAC
- BUTTERFLY
- SQUASH
- CARROT
- SUNFLOWERS
- BRUSSEL SPROUTS
- GINGER
- TOMATO
- ASPARAGUS
- ZINNIA
- DAISY
- TULIPS

FEATURED HOME OF THE MONTH!

Condo for sale at the Shantiniketan 55 plus community in Tavares.

Great place to call home!! Gated Community! Welcome to the serene and vibrant Shantiniketan 55 plus community!



2 BEDS - 2 BATHS - 1057 SQFT
\$220,000

CALL ME TO SCHEDULE A TOUR OR ASK ME HOW I CAN FIND YOU THE PERFECT HOME!

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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!

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
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Thank you!
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SCAN ME



SCAN ME



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