

DUMOND REAL ESTATE GROUP

About Us...

MISSION

Empower individuals and families to embark on their homebuying journey with confidence and joy, offering unwavering support, personalized guidance, and a commitment to turning dreams into reality.

VISION

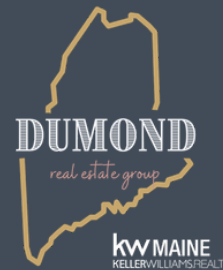
To be the go-to real estate partner known for transforming the daunting process of buying a home into a delightful and stress-free experience, leaving an enduring mark on clients' lives and communities.

VALUES

- Relationships Beyond Transactions
- Professionalism and Expertise
- Collaboration and Community
- Resilience in Challenges
- Adaptability and Innovation



Pricing Strategy



What affects pricing in today's market?

**MARKET
CONDITIONS**



**PROPERTY
CONDITION**



LOCATION



MOTIVATION



SEASONALITY



TIME VS. MONEY



Staging?



Staged homes sell up to 72% faster and for up to 17% more.*



A staged home allows potential buyers to mentally move in.

*Home Staging Resource



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Staging Before Vs. After...



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For Sale By Owner

Thinking about selling on your own?

At some point most sellers have asked themselves, why don't I just sell my house without an agent? Did you know only 6% of homes nationwide sold without an agent in 2024?

Top struggles for FSBO sellers...

- Getting the price right
- Selling within the length of time planned
- Understanding and performing paperwork
- Preparing or fixing up the home for sale
- Having enough time to devote to all aspects of the sale
- Helping buyer obtain financing
- Attracting potential buyers

After doing all the work

*themselves these homes sold for
13% less than those listed on the
multiple listing service*



Source: [2024 Profile of Home Buyers and Sellers](#) (National Association of REALTORS®)

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For Sale By Owner

For Sale Buy Owners by The numbers...

75 % of For Sale Buy Owners still pay commission to a buyers agent...to negotiate against them

13 % is the average closed price below MLS sales

10 % of FSBO's eventually hire an agent

20% of FSBO sellers offer higher inspection credits than sellers using an agent... agents have tools and solutions the average seller doesn't.

36% of sellers acknowledge making legal mistakes due to the absence of an agent. This could be costly after the sale if a lawsuit arises.

Why would you want to leave more money on the table?



Source: 2024 Profile of Home Buyers and Sellers (National Association of REALTORS®)

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Professional Photography

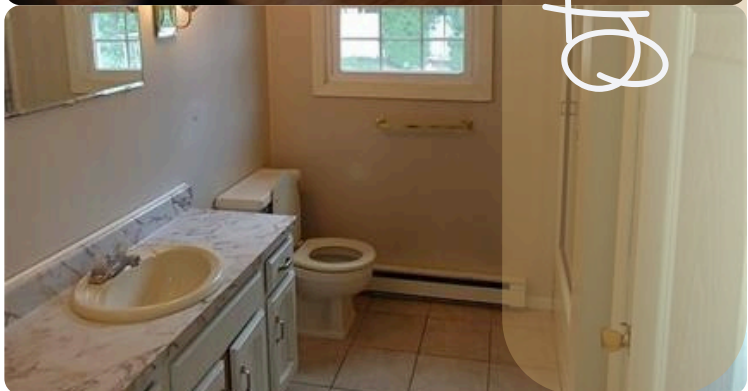


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Vs. other agents

We work with all clients to make sure their homes are staged appropriately so our professional photographers can get the best shots. Take a look at this property that was listed with another agency for 388 days before it expired. After a few suggestions & new photography...

It sold in 42 days for \$25k more than the previous listing price.



Testimonials



Alyssa helped us, first time homebuyers without a huge budget, find a home. In Maine today that alone should almost be enough of a recommendation!! :) Alyssa was always very kind, thorough, very communicative, and extremely knowledgeable about houses and the local area + market. She took time to understand our wants and needs, and put in the work to find leads, and ultimately our home. Highly recommend Alyssa, we'll definitely be working with her in the future (although hopefully not for awhile!).

~Alicja W.



I could not have asked for a better realtor (half way through the process). Alyssa knows how to market a home and is always upbeat and positive. No challenge is too great and she will walk you through everything that needs to be done to close the deal. Very professional, knowledgeable, communicative and also a much appreciated sense of humor! I highly recommend and will to anyone I know looking to sell and/or buy!!

~Deirdre F.



Alyssa and Amanda were such a great team to work with in selling my home!! I cannot recommend them enough, they were knowledgeable and supportive and so great at communication throughout the whole process. Even after the sale they are helping me look for temporary rentals! Absolutely phenomenal service!

~Sam S.

Did you know home inspections are the number one reason home sales fall apart?
How we protect our seller clients...

FULLY COMPLETE THE PROPERTY DISCLOSURES

Put it all on the table!!

Property disclosures are the easiest way to get ahead of any inspection issues, never try to hide defects from potential buyers, this causes more issues in the long run. What may not be a big deal to a seller could be a deal breaker for a buyer.

MANAGE EXPECTATIONS UPFRONT

We have the tough conversations up front..

If there are any financial considerations or items sellers will not fix, set those expectations with the buyers from day one!

FINANCING CONSIDERATION

Will the loan be approved if the items are fixed??

We know the rules around lending and partner with some of the best lenders in Southern Maine to get ahead of any financing issues regarding inspections.

LEAVE ROOM ON THE TABLE

Be strategic in negotiations

If we are aware of an issue that may need additional negotiation from the start we can be more strategic in our negotiation plan.

PRE-INSPECTION

Potentially remove the due diligence period by pre-inspecting the property.

Pre-inspections can be a great tool to complete the property disclosures and/or manage buyer expectations, they can lead to better overall offers.

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Professional Partners

We partner with a talented group of professionals that provide top-notch services.

CMG FINANCIAL

**SCHAEFFER
DOUGLAS
TITLE**



Decluttering Resources

Furniture Friends

FURNITURE

Usually accepts donations Mondays and Saturdays, will pick up in Greater Portland (with notice) Website: <https://furniturefriends.org> Address: 15 Saunders Way, Westbrook, ME 04098

FREE STUFF

Buy Nothing Project on Facebook

The buy nothing project is based on facebook groups specific to your town. You can search for a local one or visit <https://buynothingproject.org/> to find out more info.

CLOTHING / HOUSEHOLD ITEMS

Kaydenz Kitchen

Kaydenz Kitchen in L/A is a great local organization that helps the unhoused get back on their feet and will take a variety of household items:

<https://www.facebook.com/kaydenzkitchen/>. their email is kaydenzkitchen@gmail.com

Maine Needs

Maine Needs in Portland is another amazing organization that helps the unhoused and takes a mix of clothing and household goods (pots / pans / shampoo etc). <https://www.maineneeds.org/>

TRASH / PAINT CANS

Dump Guys

The Dump Guys can handle most items from extra paint cans to hauling old appliances or unwanted items. Website: <https://www.thedumpguy.com/> Phone: 207.450.5858

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**each office independently owned and operated*