

THE DUNCAN DISPATCH

Jenny's Real Estate Journal

SEPTEMBER 2016



August - All Packed Up

August gave us a chance to catch our breath after a busy summer, catch up behind the scenes, and get ready for fall. Things haven't exactly slowed down, but we're grateful for that! With Labor Day around the corner, we're ready for another busy season ahead.

Hi friends,

I'm so glad you're here! Each month, I'm pulling back the curtain and sharing real stories, reflections, and resources from our world in real estate — because home is about more than square footage.

Whether you're moving, staying, dreaming, or just curious, this space is for you.

Thanks for being part of my journey.

Let's make it meaningful. 🏡

- Jenny & The Duncan Real Estate Team

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What Makes a House Feel Right?

The wish list may be changing, but the reason behind it isn't

When I talk with buyers, almost everyone starts with a wish list. Bedrooms, bathrooms, location, yard, garage. Some lists are short. Others are very specific!

But what I've noticed over the years is that **the list we start with isn't always the list that leads us home.**

And the numbers back that up. Zillow's housing research found that **83% of buyers consider air conditioning very or extremely important**, followed by the **right number of bedrooms at 73%**. But right behind those basics? **70% say private outdoor space is important, 70% prioritize the right amount of space, and 69% care about the floor plan or layout.**

Even more interesting, recent search data shows buyers have been shifting away from simply wanting more house. Searches increasingly favor outdoor spaces, flexible rooms, water access, and features that make everyday life more enjoyable.

I see that play out with my own clients all the time.

A buyer may tell me they need a completely updated kitchen, but after we start looking, they realize having a great backyard matters more. Someone who was convinced they needed another 500 square feet discovers they'd rather have a layout that actually works for their family.

That's why I always encourage buyers to **separate their needs from their wants**, but leave a little room between the two.

Your budget matters. Location matters. The things your family truly needs matter. But sometimes **the house that fits your life best** isn't the one that perfectly matches the picture you had in your head when we started.

And finding that out is part of the fun. ❤️

Every home has a story. I love getting to be there for the beginning of a new one.





Ask Jenny

Q: Is fall a good time to sell my home?

A: It definitely can be! Spring is traditionally our busiest selling season here in Northeast Ohio, but that doesn't mean you need to wait until next spring to make a move.

After the slower summer months, fall can bring renewed activity as vacations end, routines return, and buyers turn their attention back to their home search.

And the market has some momentum heading into fall. In July, **12,723 homes sold statewide, up 2.5% from last year**, while the median sale price **increased 3.6% to \$285,000**.

So if selling has been on your mind, it's worth looking at what the market is doing now rather than automatically waiting for spring. **The right timing depends on your home, your goals, and your local market.**

MYTH

"If I missed the spring market, I should wait until next year."

FACT

Spring is typically our busiest market, but homes sell year-round. Fall can bring another wave of motivated buyers as summer winds down and routines return.

Jenny's Tip:

Thinking about selling this fall? Let's look at your home, recent neighborhood sales, and current market conditions before deciding whether now or spring makes more sense for you.

What does **HOME** mean to us?



Home means something a little different to each of us, but at the heart of it, it's always about the people we love



Jerry

Home means comfort—no dress clothes or perfect hair required—peace, hugs from my favorite people, and being surrounded by the trees, flowers, animals, and beauty of God's creation. It's the place where I can exhale, be completely myself, and be with the people I love most.

Scott

You know your "home" if you panic when the doorbell rings unexpectedly because you have no idea where you left your pants.

Jenni

Home is where my favorite people live, where I can feel completely relaxed, memories are made and... never stays clean despite my best efforts.

Megan

Home is wherever my family is. I've learned that the place can change completely, but if my people are there, I'm home.

Sarah



Home is where I'm constantly tripping over dinosaurs while dancing, playing, and laughing with my family.

Alaiza

Home means family, late-night study sessions, and good coffee. It's the cozy anchor that keeps me grounded no matter how busy the week gets! :)

Anne

Home is where I can see the smiles of the people I love, where even the simplest moments feel warm, peaceful, and complete.

Different places. Different Stories. One thing in common: HOME.

Fall FINDS

Family Fun, Festivals, & Fall Foliage

Fall in Northeast Ohio is hard to beat! Crisp mornings, colorful leaves, pumpkin patches, apple cider, corn mazes, and weekends spent outside make this one of our favorite times of year. If you're looking for something fun to do with the family this September and October, here are some local favorites to add to your fall bucket list!

FALL FAMILY FUN



Mapleside Farms Pumpkin Village | Brunswick

One of the area's biggest fall attractions! Pumpkin Village features 20+ activities, including corn mazes, giant slides, jumping pillows, hayrides and plenty of fall photo opportunities.



Nickajack Farms Pumpkin Days | North Lawrence

A full day of farm fun with pumpkins, animals, games, fall activities and plenty for kids to explore. Pumpkin Days runs September 12–October 31.



Patterson Fruit Farm | Chesterland

A Northeast Ohio fall classic! Visit for Family Fun Fest, apples, cider, donuts and lots of activities for the kids.



Heritage Farms Pumpkin Pandemonium | Peninsula

Enjoy a hayride, harvest maze, scavenger hunt, pumpkins and family activities — then spend some time exploring beautiful Peninsula and Cuyahoga Valley National Park.



Szalay's Farm & Market | Peninsula

Tackle the corn maze, shop for pumpkins, grab some fall treats and enjoy the gorgeous surroundings of Cuyahoga Valley. Pair it with a hike for an awesome fall day!



Rufener Hilltop Farms | Mogadore

Pumpkin picking, hayrides, corn maze, barrel train rides, farm animals, pumpkin cannon, games and plenty of photo spots.



Honey Haven Farm | Ashland

Corn maze, pumpkins, animals, playground activities, pumpkin slingshots, corn cannons and more make this one worth the drive.



Beriswill Farm Market | Valley City

A great option close to home for pumpkins, hayrides, a corn maze and family-friendly fall activities.



Brasee's Corn Maze | Wellington

Get lost in the corn maze, pick a pumpkin and enjoy hayrides and other farm fun during their September and October season.



Majestic Meadows | Medina

Spend an autumn afternoon getting up close with alpacas and other farm animals. A fun, relaxed outing right here in Medina County!



Save the Date!

A few special events to put on the calendar



SEPT.
19-20

Apple & Honey Harvest Weekend at Lake Metroparks Farmpark

SEPT.
24-27

Ravenna Balloon A-Fair

SEPT.
26

Medina Fall Festival on Public Square

SEPT.
27

Cleveland Metroparks FallFest

OCT.
2-4

Norton Cider Festival

OCT.
3-11

Hale Farm Harvest Festival

OCT.
10-11

Medina County Fall Foliage Tour

CHASING FALL COLOR?

Fall foliage in Northeast Ohio typically arrives sometime in October. Pack some snacks, grab your hiking shoes, and check out a few of our favorite places to enjoy it!



The Ledges – Cuyahoga Valley National Park

One of the best fall hikes around! Follow the trail through huge rock formations and colorful woods, then stop at Ledges Overlook.



Brandywine Falls – Cuyahoga Valley National Park

A beautiful waterfall surrounded by autumn color. Take the boardwalk for an easier visit or hike the Brandywine Gorge Loop.



Holden Arboretum - Kirtland

Miles of trails surrounded by fall color, plus the Kalberer Emergent Tower where you can climb above the treetops for an incredible view.



Rocky River Reservation - Cleveland Metroparks

River views, wooded trails, cliffs and overlooks make this an easy choice for a fall afternoon.



Great Falls of Tinker's Creek - Bedford Reservation

A shorter outing with a beautiful waterfall, gorge and colorful woods.

Our Perfect Fall Day



Start the morning at Szalay's Farm, tackle the corn maze and grab a fall treat. Spend the afternoon hiking The Ledges or Brandywine Falls, then wander around Peninsula before heading home.

Pumpkins + cider + hiking + fall leaves = a pretty perfect Northeast Ohio Saturday!

Closing Thoughts from Jenny

As summer winds down, I'm reminded how quickly the seasons change. Before long, routines will return, calendars will fill up, and the pace of life will pick back up.

If there's one thing this summer has reinforced for me it's that the moments we make time for today often become the memories we treasure tomorrow. Whether it's dinner with family, a weekend getaway, or simply sitting on the back patio at the end of a long day, those little moments have a way of becoming the big ones.

Thank you for inviting me to be part of so many of your stories. I hope you find a little time this month to slow down and appreciate the season you're in.

— Jenny

WHAT ARE YOU MOST
LOOKING FORWARD TO
THIS **FALL**?

 Reply to this email or tag me on Instagram
@jduncanteam

Let's stay
connected!



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