



# WHAT'S TRENDING

A LOOK AT MARCH 2018

## LISTINGS NEEDED!

Each month we put together a *What's Trending* infographic for a quick look at what is happening in our local real estate market. This month we have a shortage of listings! The number of homes for sale at the end of February was just about **7700**. Heading into spring the market needs more homes for sale.

We currently have 5 times as many buyers looking for homes as we do listings. If you know someone thinking of selling, be sure to let us know! We are working on connecting sellers to buyers daily. With so few homes for sale and heavy demand there is only 3 months of inventory available in the Orlando Metro market. That means if no new listings came on the market, all would be sold in 3 months!



**2497**

Number of Homes Sold in February 2018

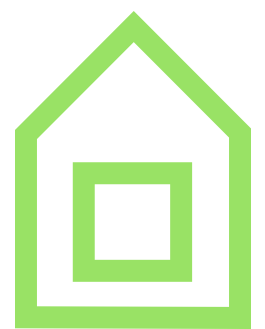
**5523**

Number of Homes Pending Sale at the end of February

**7706**

Number of Homes For Sale at the end of February

## BEST TIPS FOR SELLING



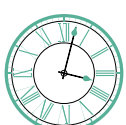
### Beat the competition

Want to move this summer? List in April to beat the summer competition. Historically there are more listings on the market in May - August.



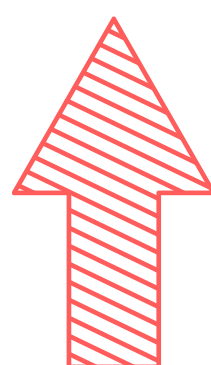
### Know your neighborhood

A buyer's versus seller's market is on a hyper local level. Orlando as a whole is a seller's market but there are pockets that lean the other way.



### Time is just right

If you are trying to buy and sell at the same time, be sure to discuss options and timing with us up front. With a quick moving market like this, there is no room for error! You can expect to be moved in about 60-90 days.



The market prices are up **10.41 %** since last year!