ThinkLiveBe
PROPERTY TEAM

WHAT'S TRENDING
A LOOK AT JUNE 2018

Sales Decline - What does it mean?

Each month we put together a What's Trending infographic for a quick look at what is happening in our local real estate market.

The number of homes sales dropped over 11% since the same time last year. That would normally sound like a bad thing...declining sales is not a great indication of a strong market.

However, the issue for Orlando is still lack of inventory! Each month in 2018 there have been approximately 7500-7750 homes for sale. About 45% of the market is selling each month and the number of new listings just cannot keep up with the number being sold. While this is great if you are selling, it can make things really difficult for buyers.

3407 ⬇
Number of Homes
Sold in May 2018
Year over Year ORRA Stats

5778 ⬇
Number of Homes
Pending Sale
at the end of May

7486 ⬇
Number of Homes
For Sale at the end
of May

HOW TO GET THE BEST PRICE

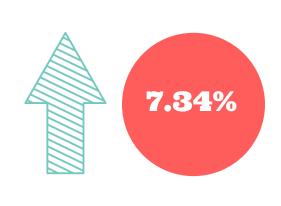### Spruce it up
If you were to sell a car, you would change the oil, remove your belongings, and have it professionally washed right? The same should be true for your house. When you sell your home, have your A/C serviced, change light bulbs, deep clean, and remove as many personal belongings as possible. Make small improvements such as new stylish light fixtures and hardware or stage the home. According to the National Association of Realtors, for every $100 invested in staging, the potential return is $400!

Price it Right
Pricing a home is an art not a science. A computer generated analysis is good for watching trends, but should not be used to determine the appropriate asking price. As a pricing expert, I help you identify the market value range. That range is likely what your home is worth in the current market. Then we choose a strategic price to ensure you will get the most exposure. Home buyers search for homes in brackets of $10-$25k, so be sure you are in the right bracket to reach the largest groups of target buyers.

7.34%

The market prices have increased since 2017