



WHAT'S TRENDING

A LOOK AT October 2018

More Listings...finally!

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 listings available has finally broken 8,000 last month! This is good in theory. There has been a shortage of homes for sale years, so any new listings are welcomed by the buying population. However, this stat combined with declining sales and declining pending sales is just another indicator that we are heading into a shifting market.

This is normal as the market has to course correct every so often. There are still no signs that this market shift will be anything like the last one we experienced. With strong prices and homeowners with jobs and equity, there should not be any kind of market crash. This just means the days on market will get longer and there will be more negotiating power shifting towards the buyers in the coming months.



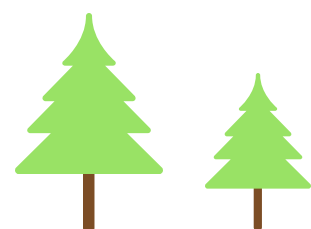
Number of Homes Sold in Sept. 2018

Number of Homes Pending Sale at the end of Sept. 2018

Number of Homes For Sale at the end of Sept. 2018

**Year over Year ORRA Stats*

SELLING A HOME THIS HOLIDAY SEASON

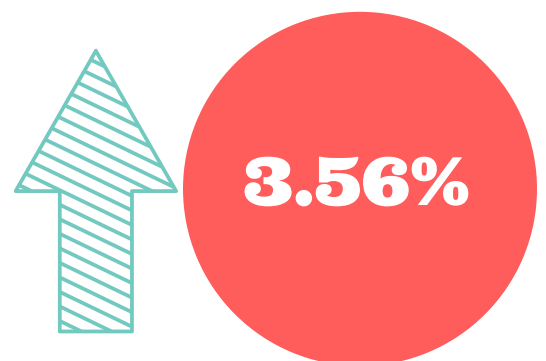


I will be curious to see if the number of listings continues to increase over the next few months because traditionally it declines over the holiday months. Many people decide to hold off selling because they feel like it will be too difficult during the holidays. That's usually one of the advantages of listing this time of year - **less competition!**

The other 2 reasons to sell over the holidays:

- 1) Your house looks beautiful! Homes decorated for the holidays make a house feel like a home!
- 2) Buyers are serious. Buyers who are shopping between now and the end of the year are looking to close by 12/31 for tax reasons. They are serious and that means strong offers and serious negotiations - no looky loos this time of year!

Thinking of selling but feel like it's a hassle? Let us help reduce the stress of moving this time of year. 407-494-2820



The market prices have increased since 2017