



# WHAT'S TRENDING

*A glance at November 2018*

## Listings are the key

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 gone up for a 3rd month in a row. This is a good thing if you are a buyer looking for a home. What is interesting is this is the opposite of what usually happens at this time of year.

Typically the listing numbers begin to decline towards the end of the year. It has happened a couple of other times in the last 10 years, but could be a sign sellers are starting to perceive it is a good time to list. More listings is a good thing, as long as buyers continue to buy. Buyers will continue to buy as long as it is affordable.

Prices have begun to level off as the market adjusts to become more balanced.



**2,910** ↓      **3,979** ↓      **8,272** ↑

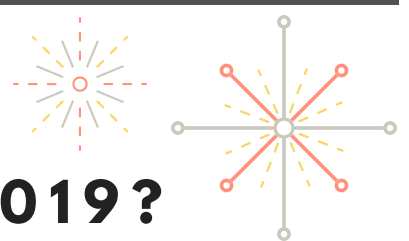
Number of Homes Sold in Oct. 2018

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

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

*\*Year over Year ORRA Stats*

## IS THERE STILL TIME TO BUY OR SELL BEFORE 2019?



### Buy

The simple answer is yes. You do still have time to buy a home. The average time it takes to close on a transaction when obtaining a mortgage is 30-45. Some lenders can close in less than 30 days as long as you move quickly.

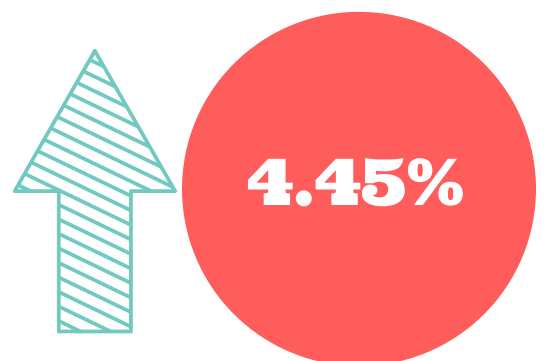
### Sell

If you need to sell, you have about 2 weeks to get it under contract and then close in 30 days. This is doable if the house is completely ready to list and you are pricing correctly.

### Both

If you need to do both simultaneously, there is still time if you get started today. Selling and closing by the end of the year may be stressful because there is a deadline involved, but we are here to make this as stress free as possible.

Let us help reduce the stress of moving this time of year.  
407-494-2820



*The market prices have increased since 2017*