



WHAT'S TRENDING

A glance at March 2019



Spring is in the Air

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

We are starting to feel some impact of a shifting market in the Orlando area. There are less multiple offers; and when there are multiple offers there aren't as many and the prices are lower. There are more price reductions happening and appraisers are having a hard time valuing properties for the prices on contracts. And with all of that, the values still went up a little and things are still holding steady!

The number of sales and pending sales increased and this is likely to continue since we are headed into Spring and summer which are both known to be busy times for the real estate industry. If this is any indication of how 2019 is going to go, I think we're going to have a nice balanced market!



2,402 ↑

Number of Homes Sold in Feb. 2019

4,691 ↑

Number of Homes Pending Sale at the end of Feb. 2019

8,194 ↓

Number of Homes For Sale at the end of Feb. 2019

*Year over Year ORRA Stats

BEST DAY TO LIST

Does it matter?



After 13 years of selling homes in Central Florida I have decided the best day of the week to launch a listing is Monday. A Tuesday would be my 2nd choice. Everyone has their opinion of course!

The main reason for us to start early in the week is that it provides enough time to ACTUALLY market and advertise an open house on the first weekend the house is listed.

The new listing status + open house = MAXIMUM exposure for a new listing. Some websites take a few days to post new listings; so the earlier in the week we launch, the better results you will have at that first weekend open house.

Want even more exposure? Ask us about coming soon advertising.



2.62%

The market prices have increased Year over Year