



WHAT'S TRENDING

A LOOK AT APRIL 2018

THOUGHTS OF SELLING? PAY ATTENTION TO THE SIGNS

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 continue to have a shortage of listings with the number of homes for sale at the end of March almost the exact same number we had in February. The number of sales and pending sales are up since last year just slightly. These are all signs of a strong market and still one that leans to the seller's advantage.

The important thing to note is that the appreciation rate comparing year over year median prices has dropped to 5.5%. This is the lowest it has been in about 3 years and may be an indicator that the market is at it's highest or peak in some areas. The prices have been steadily rising since 2012 after the market began to recover. If you have been thinking of selling, remember the old adage "sell high".



3508 ↑

Number of Homes Sold in March 2018

5724 ↑

Number of Homes Pending Sale at the end of March

7710

Number of Homes For Sale at the end of March

SELLING & BUYING?

What are my options?



Sell First

PRO: Know that your home is sold and what you have in cash to take with you to the next purchase.

CON: Need Temporary housing between the sale of your home and new purchase.



Sell & Buy Simultaneously

PRO: Only have to move one time!

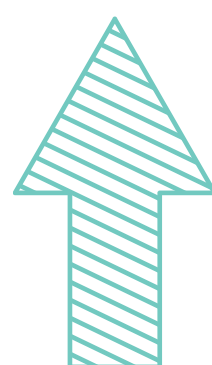
CON: *This will add a lot of stress to your move and is not for the faint of heart.* We have to time things just right and you may feel extra pressure to select a home knowing you have a deadline.



Buy First

PRO: Choose the home you want first! Move out of your existing home and it can be shown easily and sell quicker!

CON: May have to borrow from retirement or use savings for a down payment instead of your home equity.



5.5%

The market prices are up **ONLY 5.5%** since last year!