



WHAT'S TRENDING

A glance at April 2019



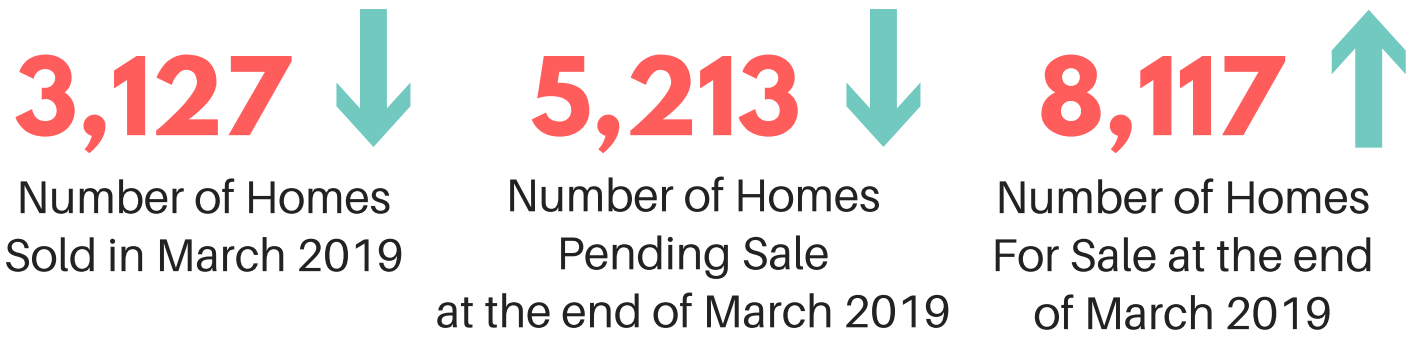
So is this thing going to shift or what?

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

For a while now the industry leaders have been talking about a shift in the real estate market. In some price ranges we are already experiencing this at a high level. And there are signs across the country that it is bound to happen; but for Orlando it feels like just a weird market. Is this market going to shift? It is...just slowly because just when our market wanted to take a turn interest rates went down and we started into spring and summer. Spring and summer months are historically known for being some of the busiest times for home sales to occur. That increasing demand led to some positive numbers from Feb. to March and will probably keep us going strong through summer too. The seasonality coupled with declining interest rates has perked our market. However, you can see the year over year numbers all tell a different story.

Things to watch that will play a roll in when and how our market shifts:

1. Listing inventory which have been slowing increasing along with number of homes sold which has been slowly declining. More supply and less demand, and the market will tilt to a "buyer's market".
2. Median prices which are up slight year over year but stagnant. The median price has hovered in the \$220s-\$230s for almost 2 years now.



*Year over Year ORRA Stats

SPRING TO DOS

Sell house



If you are considering selling your house this spring, you are not alone. Many homeowners decide to make a move after tax returns are done and summer break is almost here!

Things to do if you are considering selling:

1. Contact us for a quick assessment of your current home and to discuss your plans. We will assess your budget for a new home to see if you have the equity to move up/downsize/etc or how you will pay for the down payment.
2. Schedule a pre-listing consultation with us. We will go through what is needed to make the home show ready and get the most money possible.
3. Get a storage shed for packing up things you don't need while the home is listed. At about \$100 a month cost this is well worth it!
4. Follow our staging plan to pack up and move things around to show the house. Hire a handyman to do any finishing touches on things you just never got around to. We will tell you what to focus on!
5. Hire a professional cleaner to do a thorough cleaning right before photos.

We recommend getting together about 4 weeks before you're ready to launch the listing. This gives you plenty of time to prep the house with our suggestions. Get started now to take advantage of the summer selling season. 407-494-2820



The market prices have increased Year over Year