

Mimi's Keys to the COMMUNITY

APRIL



Spring Real Estate Market Update

This spring, the housing market is best defined not by urgency, but by transition. As the season gets underway, the data suggests a market that is gradually rebalancing—creating a more thoughtful environment for both buyers and sellers.

Inventory continues to improve, with more homes coming to market compared to a year ago. This steady increase in supply is giving buyers something that has been largely absent in recent years: choice. At the same time, homes are taking slightly longer to sell, signaling a shift away from the rapid, high-pressure pace that once defined the market.

Pricing trends are also evolving. In many areas, list prices have softened modestly, reflecting a market that is aligning more closely with current demand. Rather than sharp appreciation, we are seeing more measured pricing strategies—often positioning well-prepared homes to stand out while offering buyers a bit more flexibility in negotiations. Interest rates remain a central consideration, hovering near the 6%

range. While this has tempered some demand, it has also contributed to a more balanced dynamic overall. The result is a market that feels less reactive and more intentional—where decisions are made with greater clarity and long-term perspective.

What's particularly notable is that this spring is widely viewed as more buyer-friendly than in recent years. Increased inventory, easing prices, and reduced competition are combining to create a window of opportunity that hasn't been seen in some time.

For sellers, the season still holds strong potential. Well-positioned homes—those that are thoughtfully priced and properly presented—continue to attract meaningful interest, especially as we move deeper into the peak spring window.

In many ways, this is a market that rewards preparation over speed. With more balance, more options, and a steadier pace, this spring offers a compelling opportunity to act with intention rather than urgency.



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Interest Rates and Buying Power:

Interest rates tend to dominate real estate headlines, often shaping perception more than reality. While it's true that rates influence monthly payments, they are only one part of a much broader equation—one that ultimately determines buying power.

What matters more is the relationship between rates, home prices, and competition. In today's market, slightly higher rates have softened demand, which in turn can reduce upward pressure on prices. This can result in a more balanced environment where buyers may face less competition and fewer bidding wars—factors that can significantly impact overall cost.

There is also a strategic consideration. Waiting for lower rates often means re-entering a more crowded market, where increased demand can quickly drive prices higher.

Ultimately, the headline rate tells only part of the story. A well-timed purchase in a balanced market can offer greater long-term value than chasing a lower rate in a more competitive one.

ESTATE
PROPERTIES

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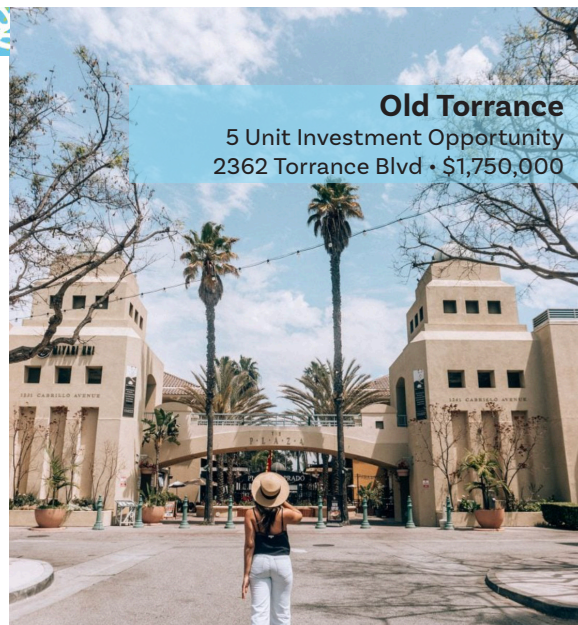
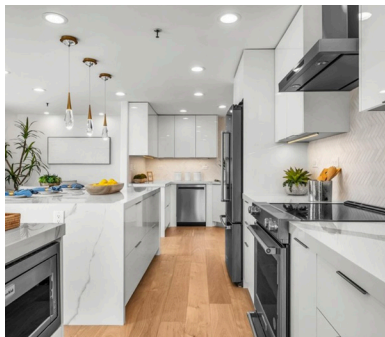
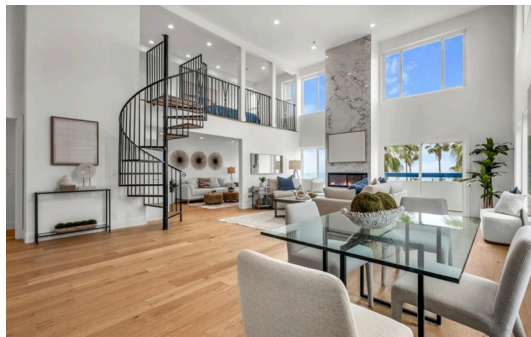
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