



## *Happy DECEMBER OHT Community!!*

It has been an interesting year. Honestly, I'm happy it is coming to an end. The 2018 housing market was a TOTAL sellers market. If you were a seller it was a great year. That is, if you weren't also turning around and needing to buy something else. I wrote about this throughout the year: it has been no fun for buyers in most of 2018. Low inventory and demand caused home values to increase, even 10% in some areas. Buyers had few homes to choose from and often faced multiple offers and many, many times the offer wasn't accepted. So: adios 2018!!

The past two months have seen a slight slow down in the pace of the "sellers market." (Check our social media for updated market notes)\*

Yay! There's more inventory for buyers and we're not seeing homes garner multiple offers on day one. The competition is slowing out there, just a bit. It's still a sellers market (less than 6 month inventory) and it's surely a good time to sell a home out there, but we're not experiencing the craze about homes on the market. Whew. IT was crazy!

## *So what's to come?? Well, I'm really excited about 2019!*

- \* The predictions for our area show that the market has potential to be balanced and even. That's fun and good!

\* The O'Reilly Home Team has added Lisa Elliot as our Buyers Agent! Lisa brings a ton of energy, great customer service and high integrity. She fits in perfectly with what we are all about. Do not hesitate to contact me or Lisa with any real estate questions you have.

- \* We also have trusted lenders we work with and a slue of handy men, HVAC, and any other vendor you may need. Our community is vast, and very capable. What a blessing!

*Thank you for being in community with us.*

***We at OHT wish you the happiest of Christmassssss' and a Happy New Year!***

The O'Reilly Home Team takes a Value-Driven approach to buying and selling Real Estate.

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If you have friends, neighbors, family members that are current homeowners or want to be homeowners, who are concerned with maximizing the value of their investment, who you think will appreciate the O'Reilly Home Team Letter, we would be happy to make that happen. Simply email [pat@oreillyhometeam.net](mailto:pat@oreillyhometeam.net) your name and the name and address of the person you think would enjoy this newsletter. I'll include a note explaining that it is totally free because you arranged for a free subscription!

**Phone us anytime!**  
**Pat: 214-289-6176**