

REAL ESTATE UPDATE

Spring 2014

The Bill Reilly Team



What a mess! Below are some pix of the ice flow out of the Rocky River and into Lake Erie. The intense cold formed very thick ice cover which contributed to the back up. By one account I heard, the back up was so severe that ice and water got to within 3 feet of the building housing the Nelly Belly restaurant near the marina.



Pricing in the market is moving up due to restricted supply and a very optimistic attitude on the part of buyers and sellers. It might be that the market has adjusted to the slow growth and slow recovery in the overall economy since the 'Great Recession'. People have recalibrated their spending and are moving forward with housing decisions that have been deferred for a couple years. Based on my experiences in this market, the surge began about this time last year; the increase in activity seemed to come out of nowhere but it continued into last winter's holiday season. After a holiday lull of about 5 weeks, the market picked up right where it left off. January, February and March have been very active. Rates continue to appeal to everyone with the 30 year fixed rate priced comfortably below 5 %. An over looked product in this environment is the 5 year adjustable rate mortgage...these mortgages are priced at 3.25%. Obviously, you should give this product some consideration if you plan to move sooner than later.

There is a nice selection of high-end lakefront houses on the market from Lakewood to Avon Lake...there are about 10 of them for sale above the million dollar mark.

The \$200,000 to \$300,000 market in Bay Village is very active; in Westlake, the sweet spot seems to be \$300,000 to \$400,000. Well priced cluster homes are selling well in all price ranges.

Some stats for the national market for 2013...list prices up 12%; \$197,100 median sales price; 4.5% average appreciation expected in 2013; 22% of renters who say rising prices are biggest impediment to buying a house; 74% of Americans who think owning a home is part of the American dream.

Please don't hesitate to call if you have any real estate questions....HAPPY SPRING!

~Bill Reilly

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