

# REAL ESTATE UPDATE

Winter 2015

The Bill Reilly Team

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## ***Have you had enough winter yet?***

The freeze out continues. As I write, the temperature outside is 5 degrees and the wind chill is below zero. My wife told me this morning that the home page for Ithica, New York tourism office shows a picture of Key West and a banner...

*"That's it. We Surrender. Winter, you win. Key West anyone?"*

Surprisingly, the tough conditions have not shut down the real estate market. People are still out looking for and buying houses, listing their houses for sale. It is certain that if someone is out looking at houses in this weather, they are seriously looking for a house!

There are no tire kickers when it's 10 below.

The rate on 30 year fixed mortgages remains at/near 4%. The pricing on houses in our market has improved over the past few months, in my opinion. There is a restricted supply of attractive houses (which I think will change soon) while at the same time there is supply of enthusiastic buyers in search of these 'special' properties.

This issue shows some of the many beautiful homes we (The Reilly Team) currently have on the market. Please take a look and call us to make arrangements to tour these properties or any others that you think you might like.

I want to share a story with you...

An old friend (he is in his mid-80's) is in an assisted living facility in Columbus. He was recently widowed and has had multiple health challenges over the years and some serious health issues recently. His Christmas letter to my family was utterly inspiring, in my opinion. He wrote...

*"...These experiences did not make me sorry for myself. In fact, I feel very lucky. I had a close call; I've had no real pain; I know lots of people who've had it worse than I and being laid low and out of contact with the real world for a relatively long time had a benefit: I had time (especially at Thanksgiving) to review my past to find guidance and inspiration for the present and the future. In that context, my Christmas greeting to you is expressed by a quote from Shakespeare that I learned in high school:*

*'Sweet are the uses of adversity, which, like the toad, ugly and venomous, wears yet a precious jewel in his head; and this our life, exempt from public haunt, finds tongues in trees, books in running brooks, sermons in trees and good in everything.'*

I think my friend has the secret to a happy life. I won't try to add anything more.

*- Bill Reilly*

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