

# REAL ESTATE UPDATE

*Winter 2023*



Our local real estate market has changed significantly during the last half of 2022, primarily in the fourth quarter. While the jolt of the mortgage rate increases came to us earlier in the year, the effects took some time to reveal themselves. The rate increase reduced the number of buyers and this resulted in softening prices. While these softening prices are easy to see when one house sells for less today than a similar house sold for 6 months ago, the trend effects prices more subtly in the list prices that are posted. The higher rates and reduced demand compel seasoned agents to advise their sellers to be more moderate in their asking prices so as to achieve a timely sale. As prices are softening, sellers need to set their list prices in line with this decline to avoid languishing on the market for weeks including a series of price reductions. Better to get ahead of the market than to lag the market.

The retreat in prices is mild, in my opinion. The effect of these increases is to tamp down demand. If demand is down, the prices decline in response. Additional factors tamping down demand in the fourth quarter include the holiday season (typically a slower time in the market) and, given the brisk pace of the market over the past 2+ years, a good deal of the demand has been met.

Concurrently, the number of days on market has increased. Multiple offers and offers above the asking price are less common today than a year ago. A partial counter-balance to the price decline is the inflation rate. In the context of local real estate values, the continuing increase in the cost of materials and products (due to inflation and supply chain issues) which go into in new homes has resulted in increased costs to the builders and hence the increase in prices for these new homes. The resale market for homes is connected to the price of new homes insofar as buyers will compare the two options (new vs resale) and make their decision as to which to buy, at least in part, on the comparative prices of the two options. As new home prices go up, resale home values also increase.

There are still plenty of buyers circulating, looking for the right housing fit. As time goes by, more and more buyers (who often become sellers) will return to the market as the cycle of life continues to turn. I think the balance between the number of buyers and sellers is roughly even as compared to the hot market we recently experienced but the numbers are reduced (fewer sellers, fewer buyers). As this buyer-to-seller ratio is roughly in balance, it is unlikely that there will be significant price/value changes in 2023, in my opinion.

As always, providing you are buying and selling in the same market, the good news/bad news scenario applies. If you are selling your home at a top-of-the-market price, you will be buying a home at a top-of-the-market price. The exchange of properties can benefit you, of course. If, because the market is up 10%, you are able to sell your \$500,000 house for \$550,000, you'll need to pay \$250,000 for a house that was worth \$225,000 (when the house you're selling was worth \$500,000). The net gain in this buy/sell scenario is \$25,000; the direction of this gain would be reversed if you were selling at \$250,000 (instead of \$225,000) and buying at \$550,000 (instead of \$500,000). While the house you're selling is up \$25,000 (the good news), the house your buying is up \$50,000 (the bad news).

For the most part, the math and the market combine to make the monthly cost of a purchase in a high interest rate environment comparable to the monthly cost of buying a house when interest rates are low; prices tend to go down as rates go up. There are exceptions, of course. Please call or write to follow up if you have any questions.

Respectfully,

Bill Reilly



Bringing people and houses together since 1982

# Homes Sold by The Bill Reilly Team in 2022

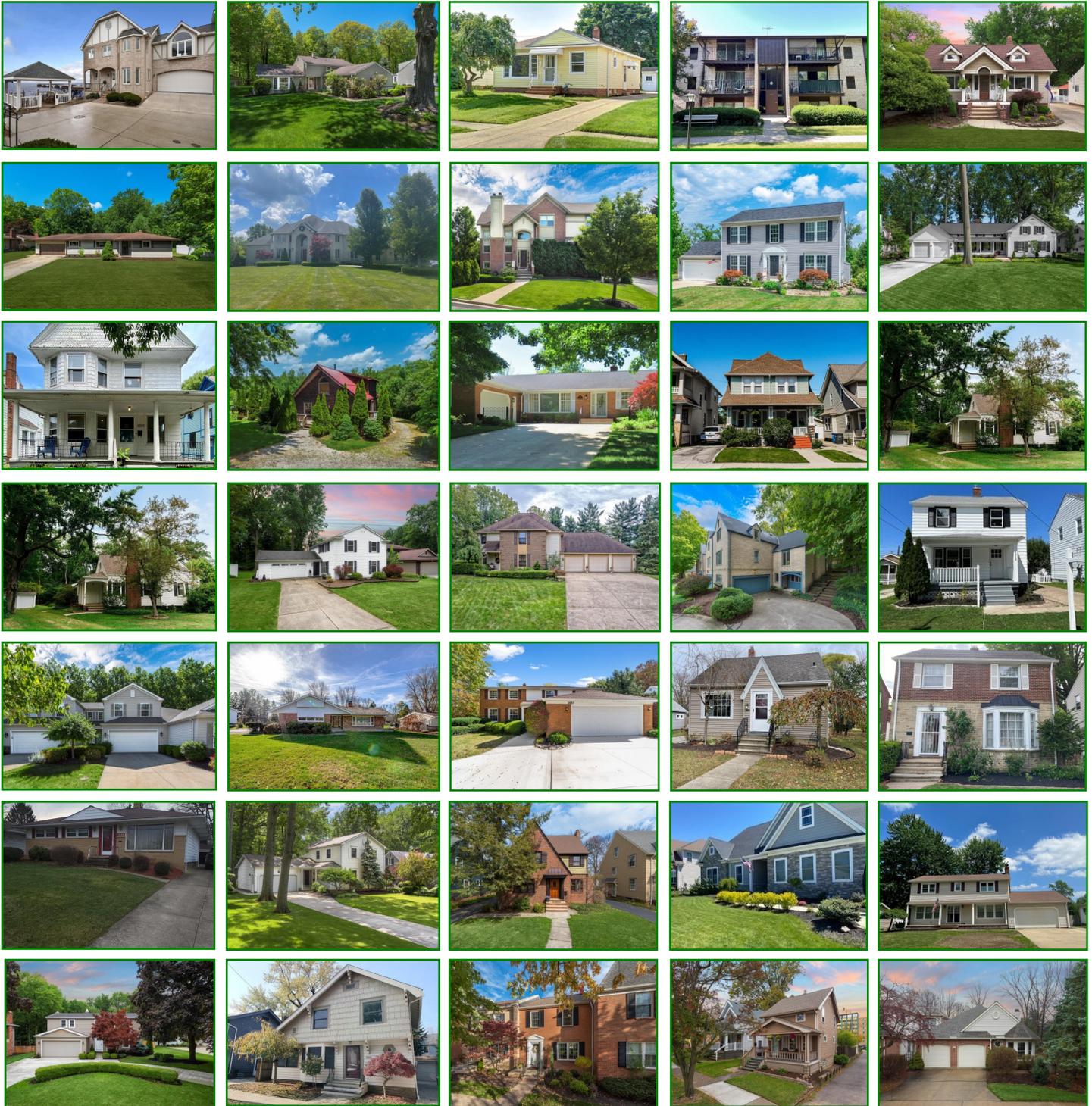
31410 Pier West, Avon Lake  
 12981 Lake Avenue, Lakewood  
 3994 West 227th St, Fairview Park  
 31022 Walker Road, Bay Village  
 120 Brookvalley Drive, Elyria  
 1115 Wilbert Road, Lakewood  
 3666 Higley Road, Rocky River  
 632 Woodmere Drive, Berea  
 123 Westwind Drive, Avon Lake  
 33233 Belladon Court, Avon Lake  
 3007 Klusner Avenue, Parma  
 5401 Deerpath Dr, Sheffield Village  
 579 Bay Hill Drive, Bay Village  
 28501 West Oakland, Bay Village  
 2181 Southampton Lane, Avon  
 3327 Balsam Drive, Westlake  
 6881 Paradise Way, N. Ridgeville  
 360 Darbys Run #6, Bay Village  
 32295 Monaco Place, Avon Lake  
 3403 Dellwood Rd, Cleveland Heights

1218 Lakeland Avenue, Lakewood  
 32151 Avon Road, Avon  
 20363 Orchard Grove, Rocky River  
 3467 West 145th Street, Cleveland  
 30628 Maple Drive, Bay Village  
 36105 W Shore Pkwy, N. Ridgeville  
 1074 Quilliams Rd, Cleveland Heights  
 535 Vintage Pointe, Avon Lake  
 29220 Inverness Drive, Bay Village  
 29932 Ednil Drive, Bay Village  
 1512-1514 Clifton Blvd, Lakewood  
 207 Beachwood Ave, Avon Lake  
 22480 Lake Road #6, Rocky River  
 158 Brunswick Drive, Avon Lake  
 3207 Park Drive, Parma  
 16410 Heather Ln 303, Middleburg Hts.  
 4133 West 217th St, Fairview Park  
 771 Lakeside Drive, Avon Lake  
 4866 Lansing Drive, North Olmsted  
 25067 Castlebar Ct, Columbia Station  
 30 Astor Place, Rocky River

5488 Schueller Blvd, Sheffield Village  
 31416 Nantucket Row, Bay Village  
 3150 West 162nd Street, Cleveland  
 6200 Fir Avenue, Cleveland  
 7315 Wadsworth Road, Medina  
 864 Andrews Road, Medina  
 1386 Lakewood Ave, Lakewood  
 30314 Provincetown Lane, Bay Village  
 410 Juneway Drive, Bay Village  
 34067 Gail Drive, North Ridgeville  
 395 Creekside Drive, Avon Lake  
 2000 King James Pkwy 120, Westlake  
 1 Baldwin Lane #1, Rocky River  
 5012 Yorkshire Avenue, Parma  
 1488 Blossom Park Ave, Lakewood  
 3720 Russett Dr, Broadview Heights  
 2683 Goldwood Drive, Rocky River  
 891 Exchange, Vermillion  
 1412 Rio Street, Lakewood  
 401 Bounty Way #204, Avon Lake



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*Please call or email to arrange a consultation.*

**2022 Sales Volume: \$24 Million      Transaction Sides: 62**

# Featured Listing

410 Darbys Run #11, Bay Village



**Offered at \$695,000**



This is a beauty! Extensively remodeled townhouse in sought-after phase 1 of Cashelmara. Meticulous attention to detail. Chef's kitchen appointed with marble tops, Amish cabinetry, high-end appliances (Wolf, Sub-Zero, Bosch), oak flooring and tile back splash. Captivating lake views from several rooms. Originally built with 3 bedrooms on second floor adapted to 2 bedrooms allowing space for large closets, ultra master suite (including remarkable bath) and second floor laundry room. Adjacent to and overlooking Lake Erie and beautiful Sperry Creek.



**BillReillyTeam.com**

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