Real Estate Market Trends Positively Affect Home Prices, Say Experts

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This year?s real estate market trends help home prices increase as shown in a real estate market report released by Hilton Head Island Multiple Listing Service (HHIMLS).

According to CoreLogic, the leading property analytics and information provider, home prices are continuing to rise, and are expected to increase even more throughout 2019. Their data showed that this past April has surpassed the previous year by a total of 6.9 percent. They also predict that by next spring, prices will have grown by an additional 5.3 percent.

?If you plan on searching for a home, now is the time. Many people tend to purchase homes in the spring, meaning the lack of good home inventory will only decrease,? said Colette Stevenson, chief executive officer of HHIMLS.

As much as the lack of inventory, strong mortgage demand, and improving incomes all affect home prices, there are other factors that affect the growth of the real estate industry. These are easily determined by Hilton Head 360 members through real-time data and the ability to track current trends.

Buyers are now looking into homes that have smart home technology and energy-efficient appliances. They want to be able to have total control of their house right from their smartphones. Some of these smart home technologies include thermostats, smoke detectors, a video doorbell with built in security features, locks and light bulbs. Eco-friendly home options such as tankless water heaters, solar panels and smart meters are also a plus.

?We are seeing more homebuyers being driven to purchase based on what technology the home comes with,? said Stevenson. ?Buyers only have things that are provided to them in the home when they buy, so if a home has older appliances, buyers will have to spend more money and time upgrading to what they desire. Sellers should improve their home?s technology and appliances if they want to sell for the best price possible.?

Team selling and listing has also been a trend in real estate this year. Realtors and agents team up to list and sell homes promptly and at the best price. This helps them learn about the tools that their competition is using as well as upgrades in technology. This means buyers and sellers have more access to agents in addition to a higher level of customer service.

Another proven way to decrease the market time and increase the dollar value of a home is by staging it. This makes the home look more appealing and can help potential buyers visualize it.

Hilton Head 360 Best Media Company in Bluffton SC stays on top of their game by providing its members with access to industry-leading technology and top real estate professionals. This way, even when trends are constantly changing, Hilton Head 360 members have access to real-time statistics and trends. As a result, they can help sellers sell their house and find the perfect dream home.

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Website: https://www.hiltonhead360.com/

Email: dan@media360.com

Phone: (843) 247-7272