

Gratitude is not only the greatest of all virtues, but the parent of all others. - Cicero



Real Estate News

- [Missed my Autumn Newsletter?](#) A little bird told me that some of you did not receive my Autumn Newsletter at the beginning of the month. So, [click here](#) and you can retrieve it to read it at your leisure.
- The Triangle's real estate market has a predictable seasonal behavior but performing better than October 2015 according to the Triangle MLS.

Quick stats on how the local market is performing.

Inventory Levels

- not enough of the homes people want and too many of the homes that are not selling.
- down 15% compared to 2015 and 6% compared to September 2016, a seasonal trend.
- re-sale inventory down 22%
- new home inventory down 1%

PENDING

- Sales up 3% compared to Oct 2015
- Down 5% down compared to September, but not unusual

UNDER CONTRACT

The most stunning statistics tells it all. 51% of resales listed during the month went

under contract or closed within the month.

SELLER ALERT.....There is still a strong demand for homes.

CLOSED

- down 7% compared to Sept 2016 but within the normal trends for the Triangle.
- up 50% compared to Oct 2015

DOM

Homes are still selling quickly. Stories still abound of homes in popular areas selling within hours and with multiple offers.

- 41 days compared to Oct 2016 and 114 Oct 2012

AVERAGE PRICE

Good for sellers but a decrease in home affordability.

- price is up 4% compared to Oct 2015

MARKET IMPACT

- bond market reacted to Trump's election by raising rates
- interest rate does affect price, not the only thing but a significant factor

If you would like to know more about your market or an area that you are considering, send me an [email](#) with your address.

Safe Shopping

Black Friday has become the official start of the holiday shopping season. Practice safe shopping whether from the comfort of your home or in stores. Here are a few tips to make your holiday bright, reduce shopper's remorse and even worse, cyber attacks.

1. **Make a list** and stick to it. Check flyers, store specials and avoid impulse purchases.
2. **Legitimate app.** If you use Apps, install them after checking that they are legitimate. Suggestions to install an app while using a public WIFI may be bogus. Go to the store's website and use a link there. Even the APP STORE has reported imposter app.
3. **Turn off location tracking.** Check phone settings to see which apps track location. Turn off any that are unnecessary.
4. **Install an ad blocker**, such as [Privacy Badger](#), according to Consumer Reports. It blocks ads that come with tracking software.
5. **Use a disposable email address.** When visiting an unfamiliar website that demands your email, go to a site like [10minutemail.com](#) to find a functioning email that self- destructs after being used.

6. **Watch for Typo Squatters.** If you mistyped your website destination, you may be arrive at an imposter site. Criminals can almost perfectly copy the site they're aping, so you think you're where you want to be. Double check to be sure
7. **Don't hand over your credit card number.** Avoid storing your credit card information on your favorite websites. Enter it each time you checkout. That avoids your information being snatched if the website is hacked.
8. **Ditch Google.** Consumer Reports recommends an alternative search engine such as DuckDuckGo that don't track their users

Tips courtesy of [WRAL](#) and [USA Today](#).

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