



**Barbara Corcoran's Advice For North FL**



**RESOURCES**

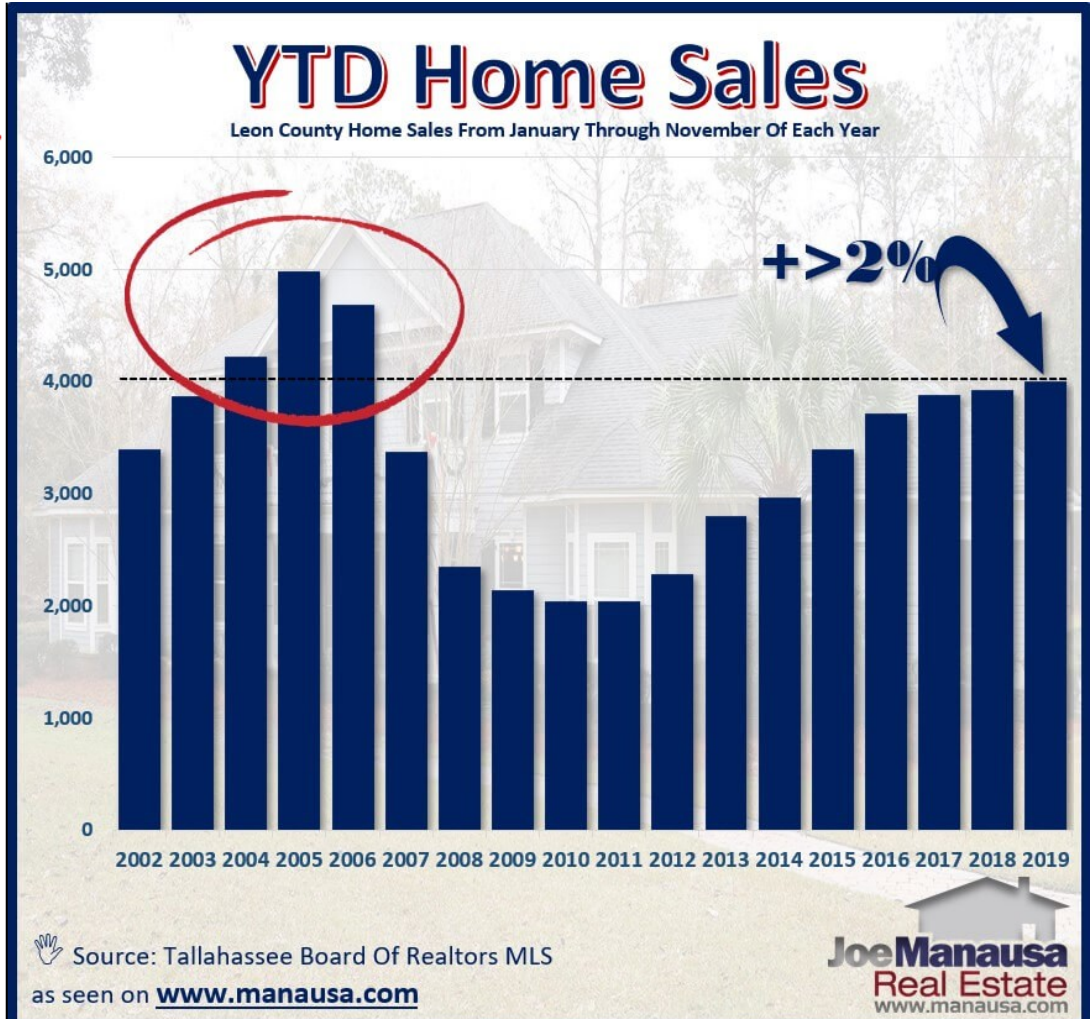
- [Joe's New Book](#)
- [Selling A Home](#)
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**Year To Date Home Sales Move Higher**



Year to date home sales moved higher with a strong November that saw year over year home sales move 12% higher. Currently, with more home sales remaining to be entered for November, the market is already up 2.1% for the year.

The blue bars in the graph above report the total number of homes sold from January through November each year. It's clear that 2019 makes the eighth consecutive year of gains, and it is far more likely than not that

this year will end up being the 4th best year on record. I believe there remains upside in the market, as Tallahassee continues to grow and thus we expect a general rise in home sales each year barring any major economic changes or a significant rise in mortgage interest rates.

Inventory is low: Take a look [here](#) at the newest listings in Tallahassee, many of which will likely be under contract before the end of the year.