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LOCAL REAL ESTATE UPDATE



THE QUIET RESET OF THE RESIDENTIAL MARKET

There's no crash. No boom. No dramatic headlines worth trusting. What's happening instead is a slow, deliberate reset — and it's changing how homes are bought and sold.

Inventory is increasing, but unevenly. Some neighborhoods are seeing more listings than they've had in years, while others remain tight.

Buyers are no longer rushing. They're comparing, waiting, negotiating — and walking away when numbers don't make sense. That alone has shifted power. Sellers who understand this are adjusting early. Those who don't are learning.

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THE QUIET RESET OF THE RESIDENTIAL MARKET — P.1

Why the market isn't crashing or booming — and what's actually changing beneath the surface.

BUYERS ARE BACK IN CONTROL (QUIETLY) — P.3

Negotiation, leverage, and why urgency has disappeared from most transactions.

PRICING MYTHS SELLERS STILL BELIEVE — P.5

Why "testing the market" now costs more than it saves.



