

WHAT IS THE STATE OF THE MARKET?

Article and photo by Kellie Kellner



Although there is currently a market shift; slowly shifting from a sellers' market to a buyers' market, it is still a great time to buy or sell. The last two years in the industry were an anomaly. The historic low interest rates and very low inventory caused a situation of bidding wars, home purchases well over the appraisal value, and much stress for buyers and sellers. The

MEET KELLIE KELLNER, REALTOR BROKER WITH KEY 2 YOUR MOVE REAL ESTATE

At Key 2 Your Move Real Estate, we meet our clients where they are, and guide and educate them to get them where they want to be. Our goal is to make the process as smooth as possible while providing exceptional service and building personal relationships along the way.

Kellie is a DFW native, growing up herself, and raising five children in Northeast Tarrant County, she is very knowledgeable about the area. Kellie has been a licensed agent since 2002 and has helped many people reach their home ownership goal.

In June 2022, Kellie became a Licensed Real Estate Broker and opened her office as Key 2 Your Move Real Estate in Colleyville, TX. Kellie is so excited to build a team of agents that share her core values and desire to make clients the priority!

"My goal is to get people where they want to be! I enjoy all aspects of real estate from the first time homebuyer to the seasoned investor. My approach is to first determine where my client is on their journey of home ownership, then guide and educate them on a personal level to meet their needs and make the transition as smooth as possible," Kellie tells us.

"I help my clients by first listening to them to determine what their needs are, then I can better help them to understand the course of action and guide them along the way to reach their goal. There is a common process of selling or purchasing a home, but my method incorporates intentional and proactive actions to best suit each client," according to Kellie.

market is now shifting to a pre-pandemic status. There has been an increase in the number of homes listed for sale, as well as an increase in new home inventory. With this increase in inventory, homes are staying on the market a little longer than the previous two years, allowing more opportunity for both buyers and sellers. The current interest rates are creating a healthy environment for all. All of these factors are a positive sign for the industry, as predictions have been forecast of an increase in value year over year, just not at the pace of the last two years.

"The real estate market is slowing down, and that's causing many to fear we're in a housing bubble. What we've experienced in the housing market over the past two years were historic levels of demand and constrained supply. That led to homes going up in value at a record pace. While some overheated markets may experience price depreciation in the short term, according to experts, the national real estate market will appreciate in the coming year," according to an article in *Keeping Current Matters*, a real estate consulting site.

For more information, call Kellie Kellner at 817-600-0995 or visit her website at kelliekellnerrealtor.com.



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