

**A Message from the President of the Youngstown Columbiana Association of REALTORS®**

**ASK THE PREZ – 3<sup>RD</sup> TIME'S THE CHARM**

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***Ask the Prez - 3rd Time's the Charm***

While all of you were enjoying the tricks of the Halloween season, I was counting the treats I received from all of you in the form of emails asking me questions about selling your home. Let's get to your questions!

*"I just bought my home in January and interest rates have dropped since I financed it. Can I refinance my home even though it hasn't been a year since I bought it?" - Sarah (Salem, OH)*

Happy one year anniversary, Sarah, well, almost! We get this question quite a bit, especially with interest rates STILL at an all-time low. In your case, Sarah, yes, you can refinance. In order to refinance, you must have at least a 6-month period in between financing applications and transactions. So get with your local lender or, in your case, call the title company you closed with a year ago, since they may be able to offer a reissue rate and you can save on your closing costs. It will help put more money in your pocket, especially with the holidays coming up.

Ok, next!

*"Is it ok to double dip a chip when at a holiday party?" - Steve (Hubbard, OH)*

No. Never. I award you no points, Steve, and I hope we aren't at the same dipping bowl at a party together. You're better than that, Steve!

Last question of the week. Who's up?

*"I'm one of those people that puts Christmas decorations up in November. Does putting holiday decorations up early, or at all, hurt my chances of selling my home?" - Debbie (Boardman, OH)*

You're one of "those people," huh, Debbie? So am I! I love the holiday season and I love decorating my home for Christmas. You'd think home sales would slow in the 4th quarter with the holidays, but they don't! And decorations actually help create a vision and experience for people who come through the house to make it feel even more special. However, don't go overboard! They're looking to buy your home, not hire some elves and turn it into a workshop for Santa.

Only a few more weeks until Thanksgiving, and just a handful more than that until my tenure as your President is up. Time for me to finish with a bang. Tune in two weeks from now to see how we'll end the year together!

*Patrick Burgan is the 2021 President of the Youngstown Columbiana Association of REALTORS®*