

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

BREAKING UP WITH YOUR HOME IS HEART TO DO

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Valentine's Day is not only about celebrating with that special person, but it can also be a time you remember the first time you laid eyes on your home. Much like your significant other, your jaw dropped at the beauty you saw and, once you were finally a couple, you thanked your lucky stars for finding the person and the home of your dreams. It was love at first sight, and you had found your forever home.

Wait a minute... forever? (gulp)

While I am a hopeless romantic, unfortunately, nothing lasts forever, including the love you have for your home. Sometimes, you just outgrow the home or fall out of love with it.

There are different reasons people fall out of love with their dream homes. The good news is that, more often than not, it's possible to identify the issue and fall back in love with your home all over again. You put forth a lot of time and effort into that home, so before you break up and sell it, you need to answer a few questions:

- Have you really given your house a chance?
- Would you fall back in love with your house if you invested a little into some home improvement projects?
- Is the house the problem, or are you secretly dissatisfied with something else and blaming your home?

If you've only been in your house for a few months, it's likely that you haven't fallen out of love with the place but are simply suffering from either a case of buyer's remorse or feelings of being unsettled. In this situation, the best thing to do is give things some more time. The chances are good that you'll relax and fall in love with your home all over again. If you discover that your emotional detachment from your house stems from it needing work or remodeling, you need to make a few decisions. You can choose to invest the time and money into making the improvements your happiness relies on or speak to a real estate agent about selling your home. It's important to note that sometimes finding your dream home means making improvements.

If you decide that it's not your house but rather something else triggering your sense of dissatisfaction, look around the community. You may find that it holds the secret to helping you feel fulfilled. The odds are that there are volunteering opportunities and clubs near your home that will help you fill up your life and feel happier.

If you absolutely can't stand the idea of spending any more time in your house, then it's time to talk to a real estate agent about selling your house. When shopping for a new home, remember the issues that caused you to fall out of love with your house and avoid those pitfalls with your next purchase.

If you have reached this point, you want to see how the market is performing, you know, see if something better is out there.

Each month, I'll provide you with some market data to show you how the market is performing to help you with your decision. Here is how January 2022 shaped up with sales across the Mahoning Valley.

When you decide that it's time to move on, it is better to have someone with you to get through it. Be sure you deal with a real estate agent you trust to get you the best price for the home and play "match maker" with your new forever home.

January 2022

| | Total Unsold Homes | Homes sold in last 90 days | Average # of Homes Sold Each Month | Months Sellers are Waiting to Sell | Odds of Selling in 90 days |
|--------------------------|--------------------|----------------------------|------------------------------------|------------------------------------|----------------------------|
| Mahoning County | 324 | 658 | 219 | 1.48 | 67.70% |
| Trumbull County | 284 | 548 | 183 | 1.55 | 64.32% |
| Columbiana County | 158 | 236 | 79 | 2.01 | 49.79% |

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Dennis Gonatas is the 2022 President of the Youngstown Columbiana Association of REALTORS®