

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

ARE YOU BUYING THE RIGHT HOUSE?

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Finding a home--especially your first home--can be a wonderful experience. You feel excited, energized, and a little confused too. Maybe it's the neighborhood, the potential in the home, or the fact that the home is move-in ready that appeals to you. With so many different variables, you want to make sure you're choosing the right house that fits your needs.

Whatever the reason for your interest in a particular home, you may still have some doubts. Use these tips to help you determine if you've found your dream home.

Searching For "The One"

Before determining if a house is "the one," you have to know what "the one" looks like. Think of it like any relationship, there are ideals and deal breakers. So start with a list—things you have to have, things you want to have, and things you don't want.

For some people, the list focuses on location rather than features. This means they want to be near work, good schools, or within walking distance to town. Others want the chef's kitchen or a big backyard for the kids and pets to run around in. The list will help you decide what the most important items are and what you're willing to compromise on a bit. You'll also want to determine if you're willing to fix things up or if your "one" should be complete, with only basic maintenance on the horizon.

Signs You've Found The Perfect House For You

There is a lot of anticipation in buying a house, but there can be a slight hesitation. The pause often comes from wanting to be sure the home you're looking at buying is the right one for you. Luckily, there are a few signs that let you know when something is right:

- **You feel at home.** When you look at the house from the street, you may feel a sense of excitement. You want to go in—and when you do, it feels inviting and welcoming. This is the first sign that a house is the right one.
- **You are possessive.** Let's say you've toured a home. Maybe it's even your second visit. You see someone entering, and you want them gone. That possessiveness means a part of you already thinks about the house as yours.
- **You start visualizing each room.** Are you moving your furniture in with your mind? Can you see your favorite photo hanging there? If you are already visualizing your house's appearance, it may be the one.
- **The house fits your needs and wants.** Does the house cover most of the basics? Are you in the right location and have the features you want? If the house covers all your basic desires, it is probably a pretty sure bet. If it is all you want and more, then that speaks volumes.
- **You can't wait to tell everyone.** If you are texting, sending pictures, and getting excited about sharing the news about a particular house, it is probably a good choice. You're already getting invested.
- **Your intuition tells you it's the one.** You shouldn't ignore your gut. If you walk in, something inside you says, "This is it." Chances are, it is.
- **You don't want to look at any other houses.** If you don't have the urge to see if there is something better or look at other options, you've got a pretty clear sign that you've found your home.

Buying A House

Once the signs say you've found "the one," it's time to leap into action. You don't want to wait too long to buy a house that works for you. Gather your agent, your resources, and make an offer.

County Totals:

Mahoning: 294 on the Market 624 Sold, 208 Average Sold Each Month, 1.41 Months of Inventory left, 212.24% Chance of selling your home in 90 days

Columbiana: 164 on the Market 180 Sold, 60 Average Sold Each Month, 2.73 Months of Inventory left, 109.76% Chance of selling your home in 90 days

Trumbull: 238 on the Market 467 Sold, 155.67 Average Sold Each Month, 1.53 Months of Inventory left, 196.22% Chance of selling your home in 90 days

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