

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

4 REASONS TO SELL YOUR HOME THIS SPRING

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Spring is in the air! The birds are chirping, the trees are beginning to blossom, tulips are popping up everywhere and the days are getting longer and warmer. Spring is exciting for many reasons but can be the most exciting time for people looking to buy and sell a home. Here are a few reasons why this spring is an attractive time for home sellers and buyers alike.

1. **Goodbye, Winter.** Although our winter was pretty mild this year, home buyers typically hold off from buying a home in the winter months. The cold, snow-covered yards, and dark evenings all play a factor. As the days get longer and warmer, buyers are eager to bust away from the winter blues and start their house-hunting adventures.
2. **Curb Appeal.** There is nothing better than seeing a home with great curb appeal. Once Spring arrives, we start looking for signs of warm weather ahead such as the crisp green grass, the beautiful budding trees, and the lovely flowers blooming around our yards. A pretty yard makes for a desirable home so Springtime naturally sets the stage for a home to look its best and attract the right buyers.
3. **Just in Time for Summer.** Many homebuyers are eager to get settled in for the summer. Purchasing a home in the Spring allows buyers the opportunity to enjoy backyard parties and summer night bonfires in their new home. Let's be real, there are only so many summer-filled days in Ohio so many of us try to enjoy them to the fullest while we can.
4. **And Most Importantly – SUPPLY AND DEMAND.** Much like what we have experienced in the last few years, there is still a supply and demand issue in real estate. Many buyers have entered the market in the last few years, but the supply of homes for sale has not been able to keep up. Yes, the fluctuation of interest rates has hindered a few buyers, but MANY have remained in the market eager to purchase a home. And as predicted, we hope to continue to see mortgage rates stabilize throughout the year. A low supply makes for less competition for sellers, therefore the right time to sell is NOW!

Timing is EVERYTHING! Not only is Springtime energizing for many reasons, but Spring also uplifts the real estate market to new heights. While Spring is in the air and we are still battling a supply and demand issue, NOW is the perfect time to sell your home to attract the right buyers who are ready to purchase. And don't go at it alone, contact your local REALTOR® today who can give you expert advice on the Spring market and selling your home for the right price.

Michael Stevens is the 2023 President of the Youngstown Columbiana Association of REALTORS®