

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

Does Your Back-to-School List Include a New Home?

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Spring sports are winding down, Summer vacations are coming to a close and back-to-school is right around the corner. We have had a steady real estate market throughout the last few months, but many are curious how does back-to-school time affect the market here in Ohio? Here is the scoop...

We usually hear the term “spring real estate market,” but here in Northeast Ohio, we typically have a fairly busy real estate market during the Fall as well. Yes, spring has always been an attractive time to buy a home as the weather breaks. Plus, when it comes to timing, purchasing a home in the Spring allows for enough time to move and settle before the start of the school year. But believe it or not, the Fall time is actually highly active with those looking to view homes in cooler weather and wanting to settle into a new home for the Holidays. And you also have those individuals who want to take advantage of tax credits before year-end as well. So, if a new home is on your back-to-school list, then you are in luck!

As we see the store isles fill with school supplies, we also look forward to seeing new houses hit the market this Fall. Buyer demand continues to remain strong and with the limited number of homes for sale, we are still witnessing homes with multiple offers and selling above asking price. Interest rates are still slightly fluctuating in the six-percentage range, but this factor has not seemed to hinder the buyer demand too much.

With that being said, if you are considering selling your home this Fall, it is a great time to start consulting with your local REALTOR® to start the process. And vice versa, if you are looking to purchase a home this Fall, consult your REALTOR® now so they can alert you when these new homes hit the market this Fall.

As we check items off the school supply list, we can all also check off the task of **Contacting your REALTOR® to sell and/or buy a home this Fall.**

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