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With over 40 years in the Central Ohio area
"We Know The Real Estate Market"

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The Central Ohio Real Estate Forecast January 2007

Time to Move Up in Central Ohio

2006 was the third largest year on record for home sales according to the Columbus Board of Realtors, so it is hard to say home sales in central Ohio are declining!!

Now is the best time to move up to a more expensive home

What we have seen is a decline in new home sales and an increase in the number of homes available. This is precisely what I saw coming last year when I wrote the article "[No Housing Bubble In Columbus, Ohio.](#)" We are in a buyers market.

A buyers market occurs when there are a larger number of homes for sale relative to the number of buyers. In a buyers market the home prices do not go up as fast and may even remain at the same level or decrease, depending on other factors such as the number of jobs and population growth in the area.

What effect does a buyers market have for those selling in the suburbs?

- A slower growth in home values
- It will take a longer time to sell a home
- Sellers will need to carefully consider an offer, being willing to lower the price or see the buyers go elsewhere

It is time to move up! That is right. When you are in a buyers market, it is the time when you want to move up to a more expensive home! Think of it this way, 10% off on a \$200,000 home is \$20,000. Now move up to a \$300,000 home and get 10% off, or \$30,000 off. You just earned \$10,000 in value!!

Take less, get more is the idea here for sellers. While you may take less for your home because we are in a buyers market, you get more when you move up to the more expensive home. Focus on the value difference you are getting on your purchase and feel great about that!

You can get a real deal too! We have seen incredible deals, above and beyond the typical, in the central Ohio area. If you are thinking of buying, [contact us](#) today and we will be pointing these deals out to you. We have been helping buyers purchase these and we are amazed at the deals.

If you are planning to buy a home or sell a home, let the Selling Columbus team help you. The Selling Columbus team provides customized searching and email notifications when a home comes on the market. You do not have to wait a week for it to show up in a search engine. The Selling Columbus team also provides information on the latest condos in the downtown, Arena District, Short North, German Village, and Brewery District areas. We give you direct access to homes for sale and condos for sale directly from the Columbus Ohio Multiple Listings Services (MLS). Put the experience of the Selling Columbus team to work for you.

TransOhio Realty Co.

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