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With Over 40 Years in the Central Ohio Area  
 "We Know The Real Estate Market"

## Real Estate Markets are Local

What you hear in the news may not apply to those of us in central Ohio. Consult the experts at [SellingColumbus.com](http://SellingColumbus.com) to get relevant information on your home, the competition, buying, selling, and things you can do to make your home more attractive to buyers.

## 2012 Statistics

In 2012 we saw a nice increase in Number of Home Sold, and Average Sold Price. In particular we saw more sales in the second half of 2012 and we see this continuing in 2013.

### Home Sale Statistics

Year	Number of Homes Sold	Average Sold Price	Day to Sell
2012	22,954	\$166,767	90
2011	19,956	\$156,428	100
<b>Difference</b>	<b>2,998</b>	<b>\$10,339</b>	<b>10</b>
<b>% Change</b>	<b>15.0%</b>	<b>6.6%</b>	<b>10%</b>

Statistics are from the Columbus Board of Realtors MLS

Homes were also selling faster in 2012 than the prior year. This tells us that homes were priced more where buyers were expecting! Security in the marketplace.

### Central Ohio Unemployment Rates by County

Date	Delaware	Fairfield	Franklin	Licking	Madison	Pickaway	Union
Dec. 2011	5.3	6.8	6.3	7	7.1	8.8	6.2
Dec. 2012	4.3	5.7	5.4	5.8	6	6.6	5.1

Statistics are from the Ohio Jobs and Family Services

Unemployment rates dropped in central Ohio in 2012. Currently central Ohio is right around a full percent lower than the US average. This is good news that translates into people feeling confident in their job outlook, which in turn translates into demand for housing.



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## 2013 Central Ohio Housing Supply & Demand

Home prices are subject to supply and demand. For 2013 we anticipate supply being at a healthy level and demand continuing at a steady pace.

The inventory of distressed homes, homes being sold by the banks (mortgagee), continues to decrease. This is particularly true in the over \$100,000 market. This combined with fewer homes overall for sale, is having a nice effect on home values and they are continuing a climb back up, a trend we see continuing in 2013.

We see strong demand already in 2013 and anticipate this trend to continue through the first half of the year. We anticipate a slow down in sales the second half of 2013.

### The 2013 Outlook for Home Sellers

If you are thinking of selling your home in 2013, we see spring being the best time of the year to make the sale. People are feeling good about the economy and you want to take advantage of this.

### The 2013 Outlook for Home Buyers

Spring will be your best time to buy, although we see the entire year being good overall. While interest rates are at near record lows we see them going up slightly in the second half of 2013. Supply is not overloaded, so catching a deal will not be as easy as it has been the past few years.

## Put Our Real Estate Expertise to Your Advantage!

At SellingColumbus.com we watch the statistics that make the market move. With over 40 years in the central Ohio area you can count on the experts at SellingColumbus.com to know the market.

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