

Myth #13:

In this “weak” market I would expect to buy a home some 10% to 15% below the “list price.”

The Facts:

- Hattiesburg homes continue to hold their value exceptionally well.
- Historically Hattiesburg homes see steady value growth of 3% to 6%.
- This is great news for an investment-minded homebuyer who is not simply purchase-price driven .
- This is attributable to the resilient and solid Hattiesburg economy.
- There is some room for negotiation. Multiple Listing Service sales data shows that homes are being sold in the Hattiesburg market for 97% of the List Price.

Source: Flex MLS, Hattiesburg