

## **Myth #6:**

If the housing market is smaller in sales numbers it must not be a good time to purchase a home.

## **The Facts:**

- The Greater Hattiesburg housing market is approximately 22% smaller in 2008 when compared to the huge sales years coming off “Katrina” in 2006 and 2007.
- The 2008 sales closely mirror the sales in years prior to “Katrina.”
- The increased inventory that exists today can give the buyer an edge in negotiating price and terms.
- Plus, it would be hard to argue that having a good selection isn’t good for buyers.

Source: Flex MLS, Hattiesburg