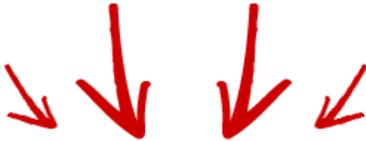


## Why Buyers Must Compete For Good Listings



**Barbara Corcoran's  
Advice in Tallahassee**



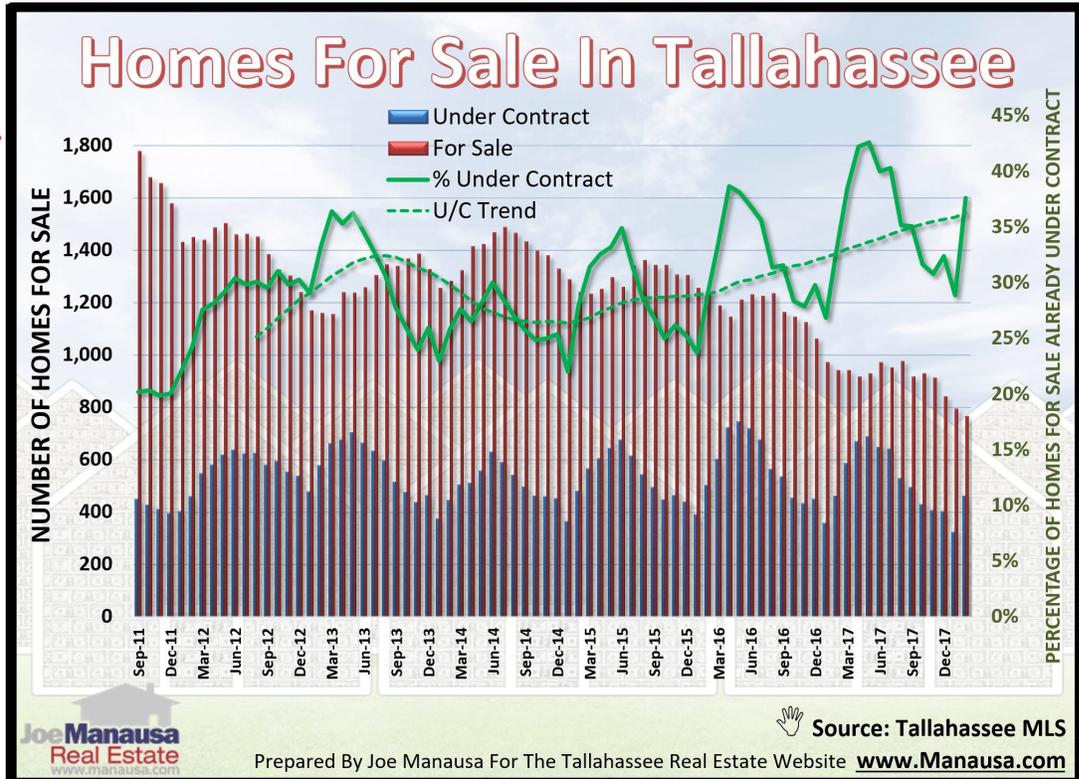
### RESOURCES

- [Selling A Home](#)
- [Home Valuation Tool](#)
- [Property Search](#)
- [The Word Is Out!](#)
- [Archives](#)
- [Testimonials](#)



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The inventory of homes for sale in Tallahassee continues to decline, and its impact on what buyers must do when buying a home is significant.

In the graph above, we display the current listings in the Tallahassee MLS, the blue bars show the number of homes under contract each month, while the red bars report the number of homes for sale that are not yet under contract with a buyer.

The solid green line measures the percentage of homes that are under contract each month, and the dotted green line shows how this measurement is trending.

Since the beginning of 2015, we have seen a declining number of homes actually listed for sale in Tallahassee,

while simultaneously a higher percentage of those homes have been under contract and not available for buyers.

This means that if you are in the market to buy a home, make sure you have a solid acquisition plan.

The only homes that you can go look at to make a low-ball offer are the ones that are overpriced and owned by sellers who are not yet ready to move.

This means that when you find an actual good deal, you better know exactly what to offer, and your terms had better be exactly right to secure the contract.

Why? Because you and a host of other buyers will be bidding on the home at the same time, thus you must "win" without over-paying.