

Megan Hall knows the Pelahatchie real estate market

By Susie A. Wolfe

Megan Hall has been selling real estate for fifteen years, fourteen of those as a resident of Pelahatchie where she sells more homes than any other agent.

According to Hall, who served as a Pelahatchie alderman for five years, it's a seller's market in Town, where the average sales price in the 39145-area code over the past twelve months is \$230,000.

"The market in Pelahatchie has remained strong over the years," said Hall. "There are many people who recognize Pelahatchie as one of the few true small Towns left in the Central Mississippi area. They want to be a part of that. Families who moved away want to come back. That has created a seller's market in Pelahatchie. Homes that go up for sale here typically sell within days, if not hours, and usually with multiple offers at or above list price. Many times, I am able to sell them here before they even hit the open market. I have a long list of buyers who are just waiting on properties to come up. Not a day goes by that someone doesn't reach out to me wanting a property here."

Hall sees Pelahatchie, which is 3.2 square miles, continuing to be a strong seller's market. She said there is an in-

ventory shortage here that is not likely to change anytime soon. Realtors see that being true in many areas of the state and the country.

"Pelahatchie is strong and will continue to be," said Hall. "There are many of us who love this Town and want to be here. We see its current and future potential. We love the history. We want to pass something great on to our children and grandchildren. We want them to grow up in a small town like a lot of us did. A place to have not just a house, but a home. That's what Pelahatchie has been, is and will continue to be."

"Interest rates are lower than they have been in many years," said Hall. "That has pushed a lot of buyers off the fence. We are also seeing a shift toward more people working from home and homeschooling due to COVID-19. People are beginning to need a dedicated space, a space other than their kitchen table such as a bonus room or extra bedroom, for work and/or school. I anticipate there will be many buyers within the next year that fall into that category."

Hall was the youngest ever recipient of the Central Mississippi Realtor's Realtor of the Year and the youngest to ever serve as president of that association. She was also the youngest-ev-



Special to Pelahatchie News

Megan Hall has been selling real estate for 15 years. As a realtor, she has been active with real estate associations and has often traveled to Washington D.C. to meet with legislators on real estate issues.

er president of the local chapter of the Women's Council of Realtors Jackson Chapter. She has also served in various capacities with the National Association of Realtors, MS Association of Realtors and the Central Mississippi Realtors. Other recognitions include being named to Mississippi Business Journal's Top 50 Under 40 Business Leaders in 2017.

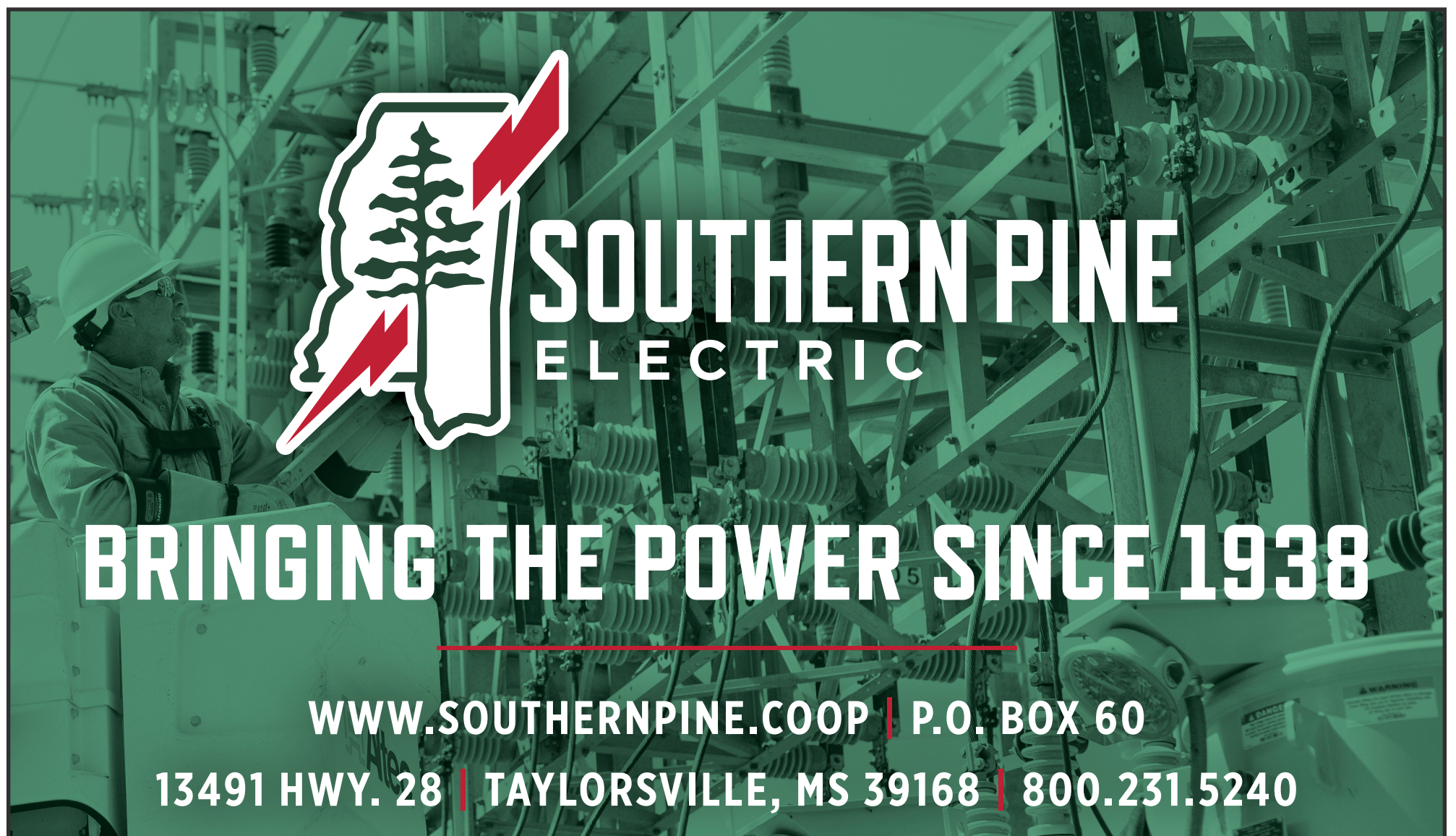
As far as how real estate has changed due to the COVID-19 Pandemic, Hall said that sellers seem to be more conscious of who comes in and out of their

home, and realtors are more conscious of the clients they take on. Both realtors and sellers want strict appointments with only preapproved buyers.

"Many sellers will leave lights on and cabinets open for showings, so that a potential buyer does not have to touch any surfaces," said Hall. "COVID-19 will also likely be the final straw for the traditional open house. We have seen them dwindle in popularity over the past few years, but now, they are almost non-existent. I require the use of shoe covers, hand sanitizer and a mask for all of my showings. I provide these at all of my listings. COVID-19 has also caused some lending institutions to raise their credit score and work history requirements. We have seen FHA release some guidance on relaxing appraisal rules during this time as well."

Hall and her husband, Kevin, are both involved with the Pelahatchie Volunteer Fire Department, where she is president of the auxiliary and he is assistant fire chief. They have one daughter, Courtney.

For more information on buying or selling houses, contact Hall at 601-540-4084, Megan@MeganHall.Realtor, her facebook page or website MeganHall.Realtor.



**SOUTHERN PINE
ELECTRIC**

BRINGING THE POWER SINCE 1938

WWW.SOUTHERNPINE.COOP | P.O. BOX 60

13491 HWY. 28 | TAYLORSVILLE, MS 39168 | 800.231.5240