

Market Report

January - February 2017

How many homes are for sale?

Spring is here! There are currently 127 houses for sale...a record low inventory remains in effect! 38 houses sold during January and February compared to 46 same time last year down simply due to a housing shortage! Good news for sellers! If moving in 2017 is on your mind...this is your time!

Where are the prices going?

Tillable land values continue to remain in the \$5000+/acre range in spite of reduced crop prices. Non-tillable land is in the \$2300-\$3300/acre range. The commercial market continues to be soft. House values are expected to show increase due to low inventory. The house market for the 2nd half of 2016 gained strength and momentum as the year progressed. Houses priced right are selling fast.

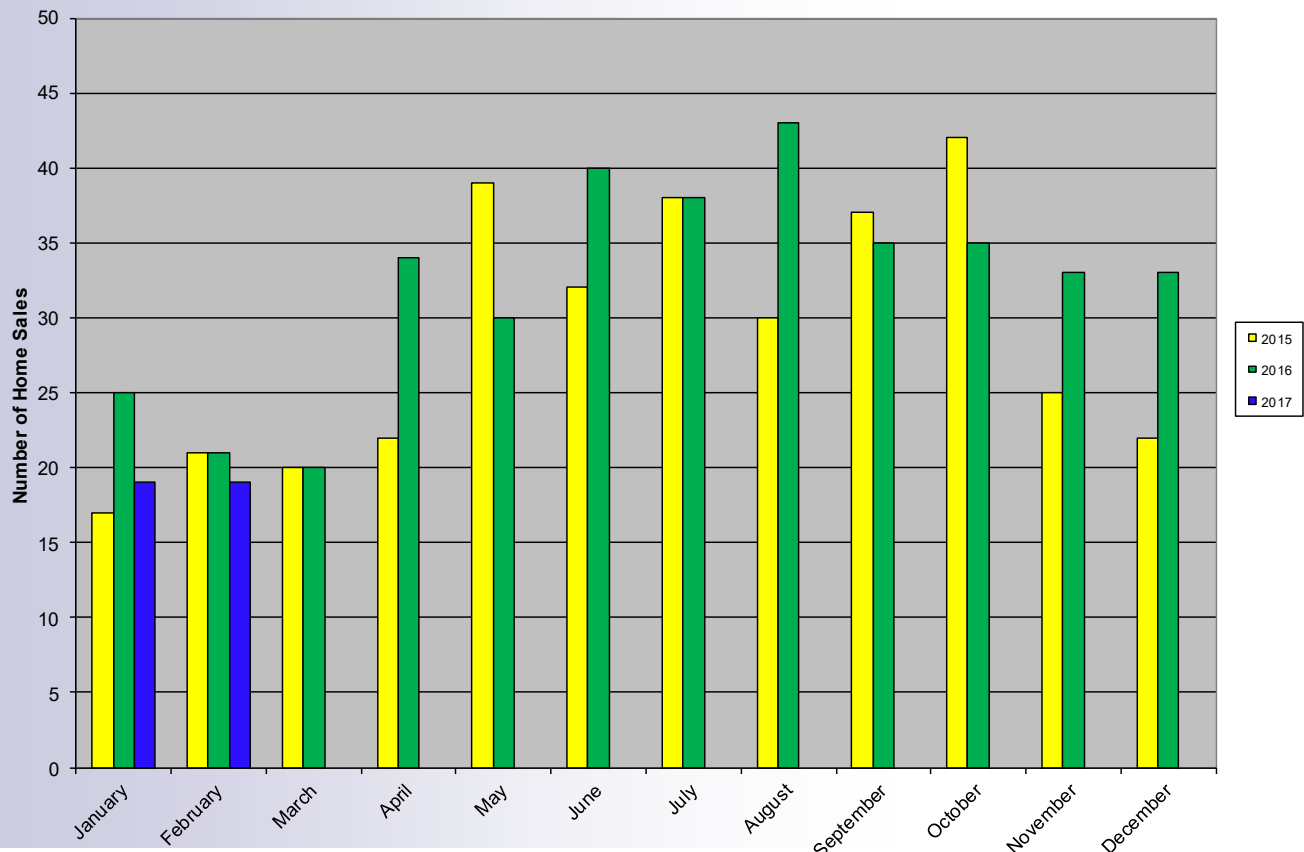
What does the future hold?

Amazon is not coming to Wilmington as we had hoped. Inventory levels are at record lows. An interesting dynamic! Buyers are voicing concerns about not enough good homes priced right to choose from. Multiple offers on the same home seems to be the trend. Buyers need to be ready to move. Unique and rare properties are in demand.

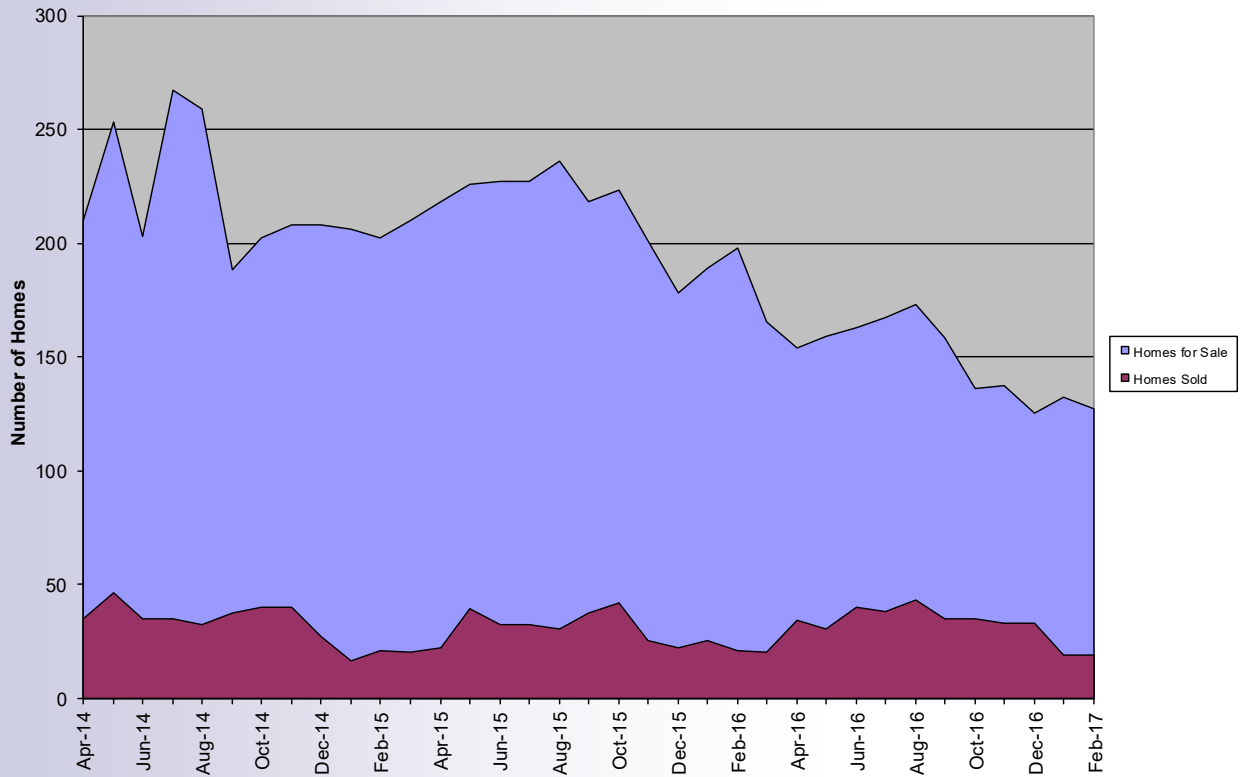
What is your best move?

If you are a seller...you have little competition. List now! Interest rates remain excellent. Great loan programs are available. It's prime time to be a seller. Buyers have competition...if you like a home, don't hesitate, buy it. Waterfront at Rocky Fork Lake is becoming more and more popular. We expect an exciting summer!

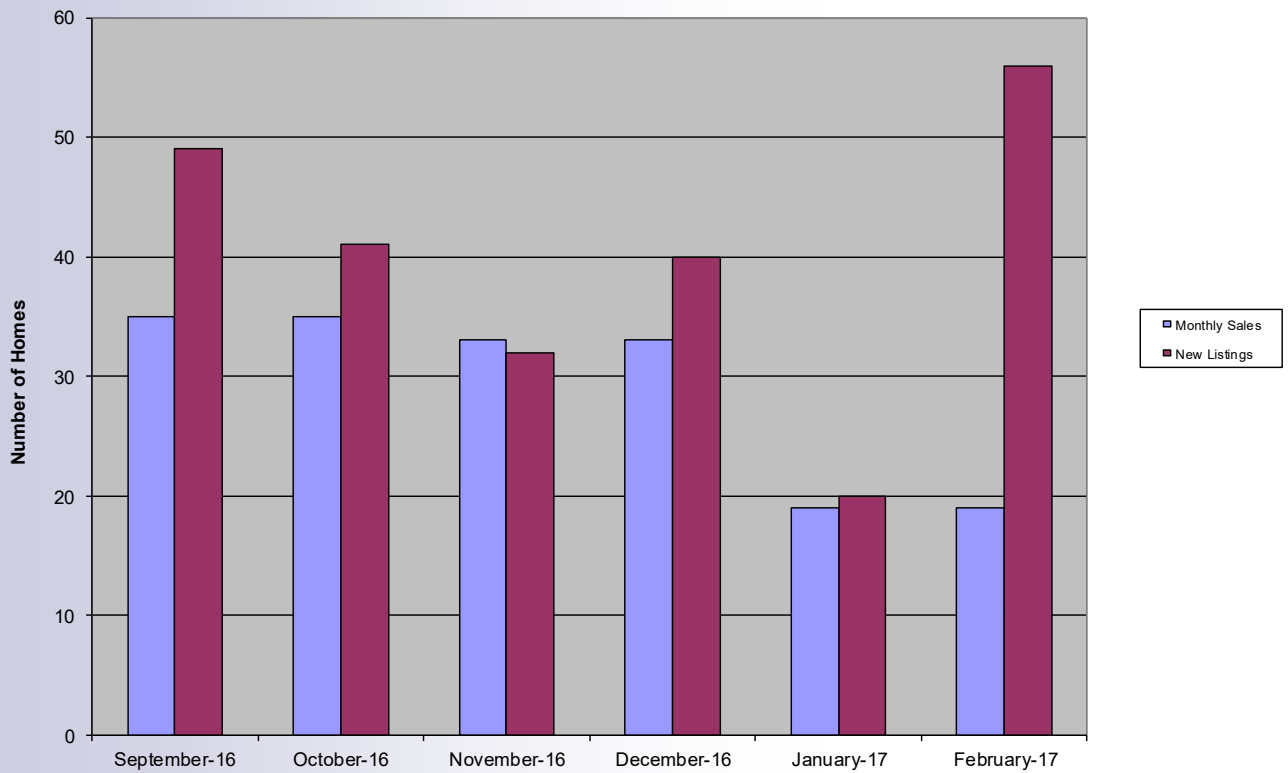
Monthly Sales



Homes For Sale vs. Homes Sold



Monthly Sales vs. New Listings

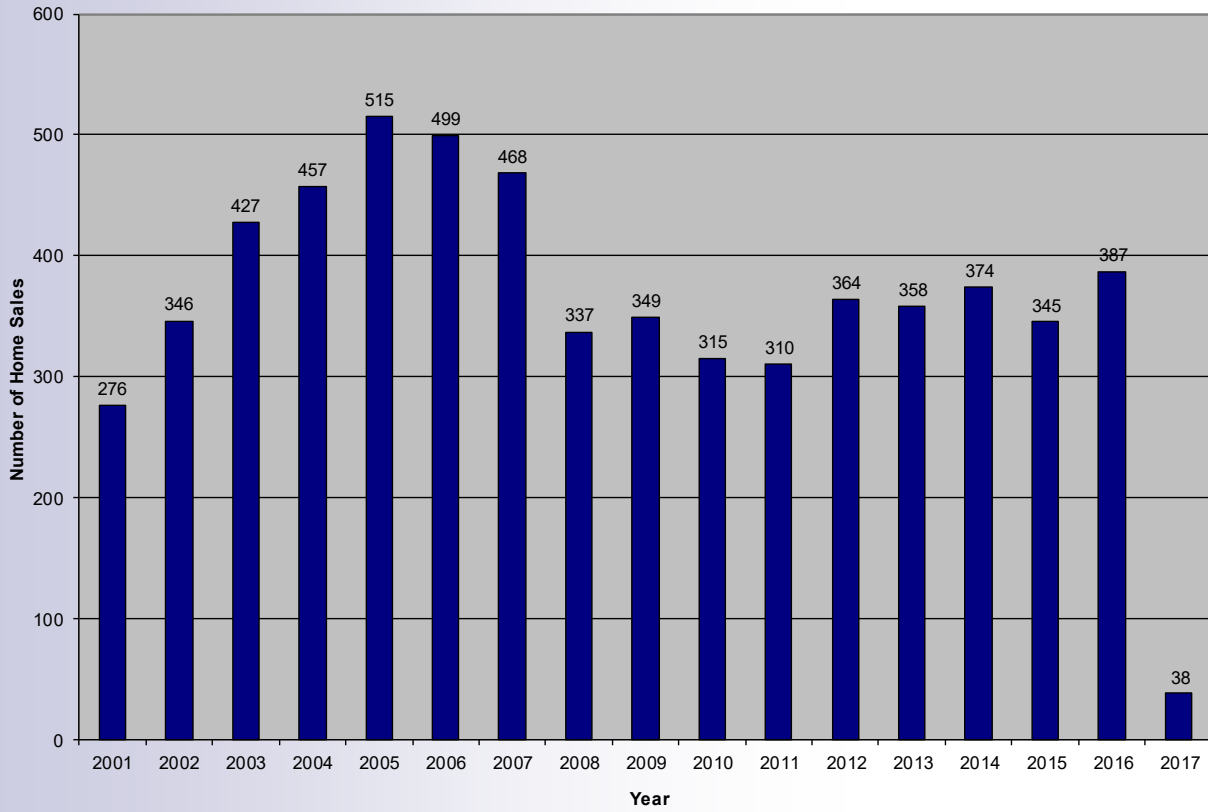


Serious About Selling?

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Yearly Home Sales



Monthly Home Sales

	2012	2013	2014	2015	2016	2017
January	19	19	22	17	25	19
February	29	20	12	21	21	19
March	31	24	31	20	20	
April	23	35	35	22	34	
May	37	28	46	39	30	
June	14	25	35	32	40	
July	29	26	35	38	38	
August	40	50	32	30	43	
September	33	40	37	37	35	
October	36	25	40	42	35	
November	34	33	22	25	33	
December	39	33	27	22	33	
Total	364	358	374	345	387	38