

Market Report

July - August 2017

How many homes are for sale?

We are now at 243 homes sold through August. We finished last year at 387 so we are on track for a similar year as 2016. 70 homes have sold in the last 60 days compared to 71 a year ago. There are currently 147 homes for sale. Had there been more inventory on the market...I believe more homes would have sold!

Where are the prices going?

More homes in higher price ranges are beginning to sell. 10 homes have sold in the last 60 days for more than \$175,000. Multiple offers and overbidding the asking price is happening regularly. Good tillable land remains in high demand. Non-tillable land is in the \$2300-\$3300/acre range.

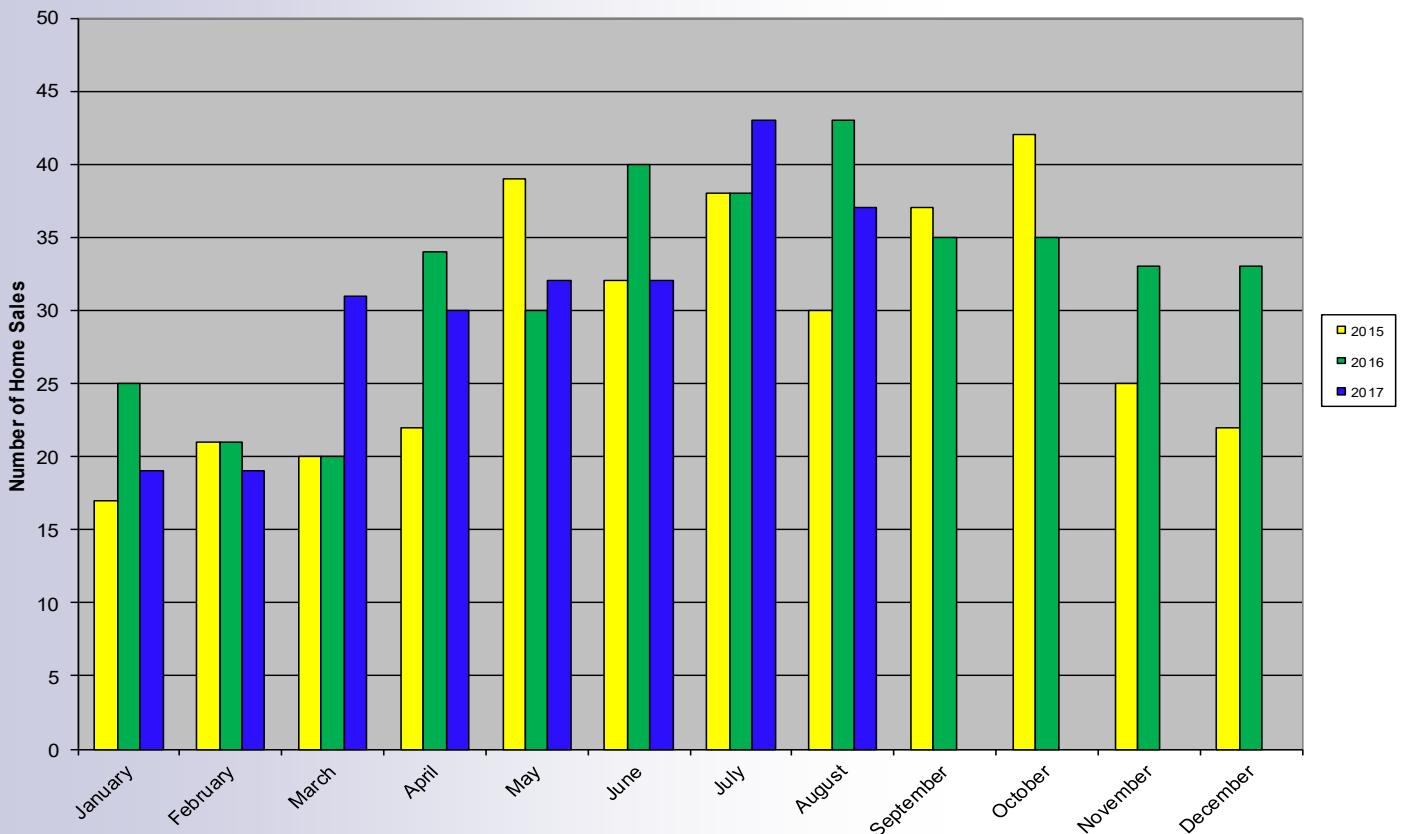
What does the future hold?

Winter is coming. Sellers need to be listing their homes now! Inventory levels remain at record lows. A strong sellers market has emerged. Buyers are voicing concerns about a housing shortage...not enough good homes priced right to choose from. Multiple offers on the same home continues. Buyers need to have a letter of loan approval in hand and ready to move swiftly.

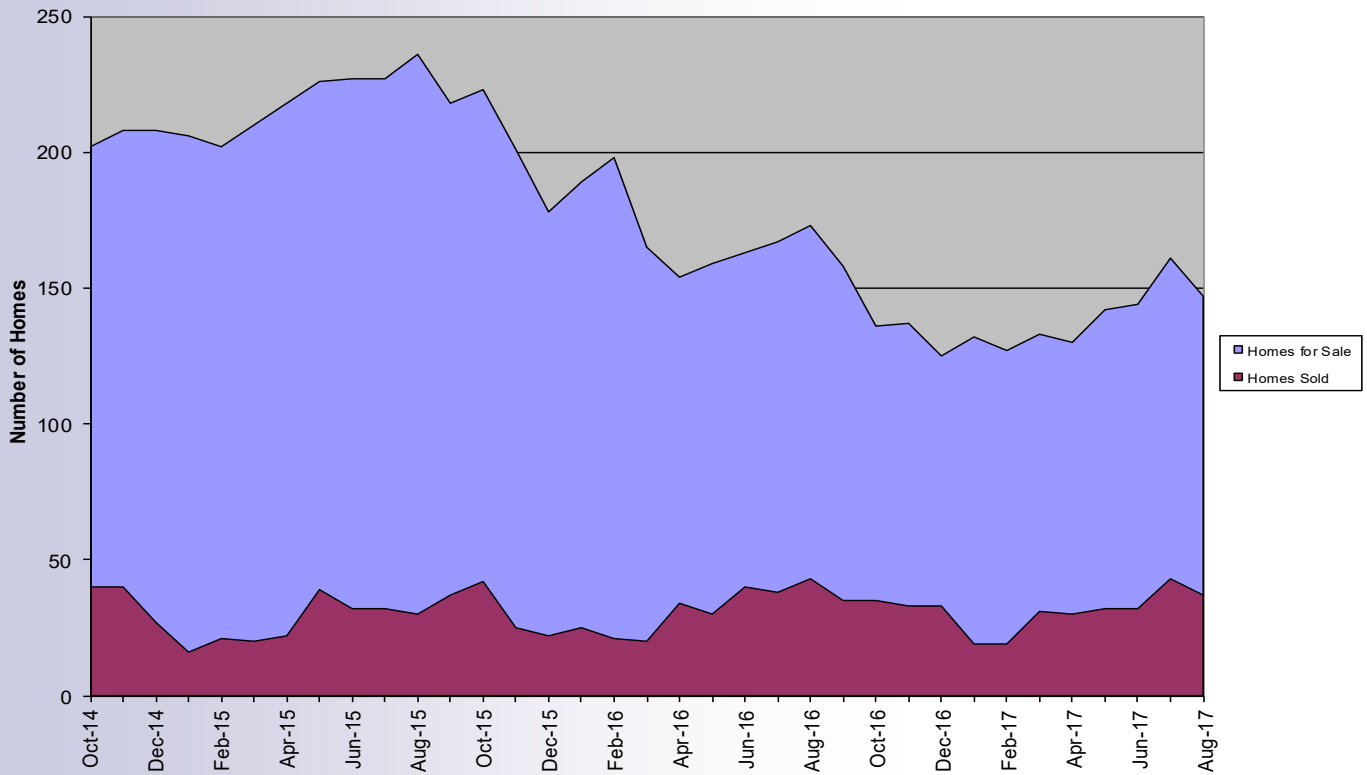
What is your best move?

Buyers should get approved for financing now. Present your approval letter with your offer. You have serious competition. If you are a seller...you have little competition. List now! It's prime time to be a seller. Waterfront at Rocky Fork Lake and acreage properties are in demand. Deer hunters are calling now!

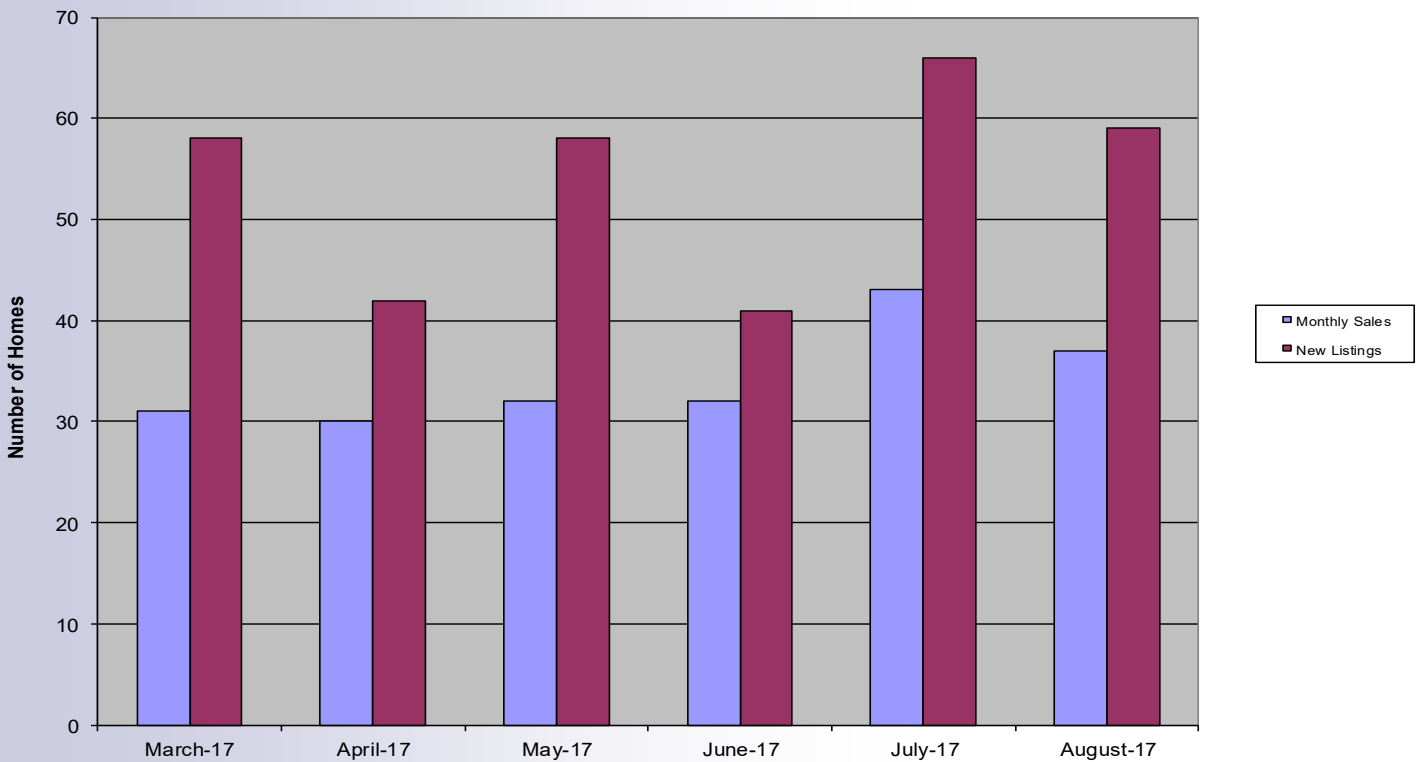
Monthly Sales



Homes For Sale vs. Homes Sold



Monthly Sales vs. New Listings

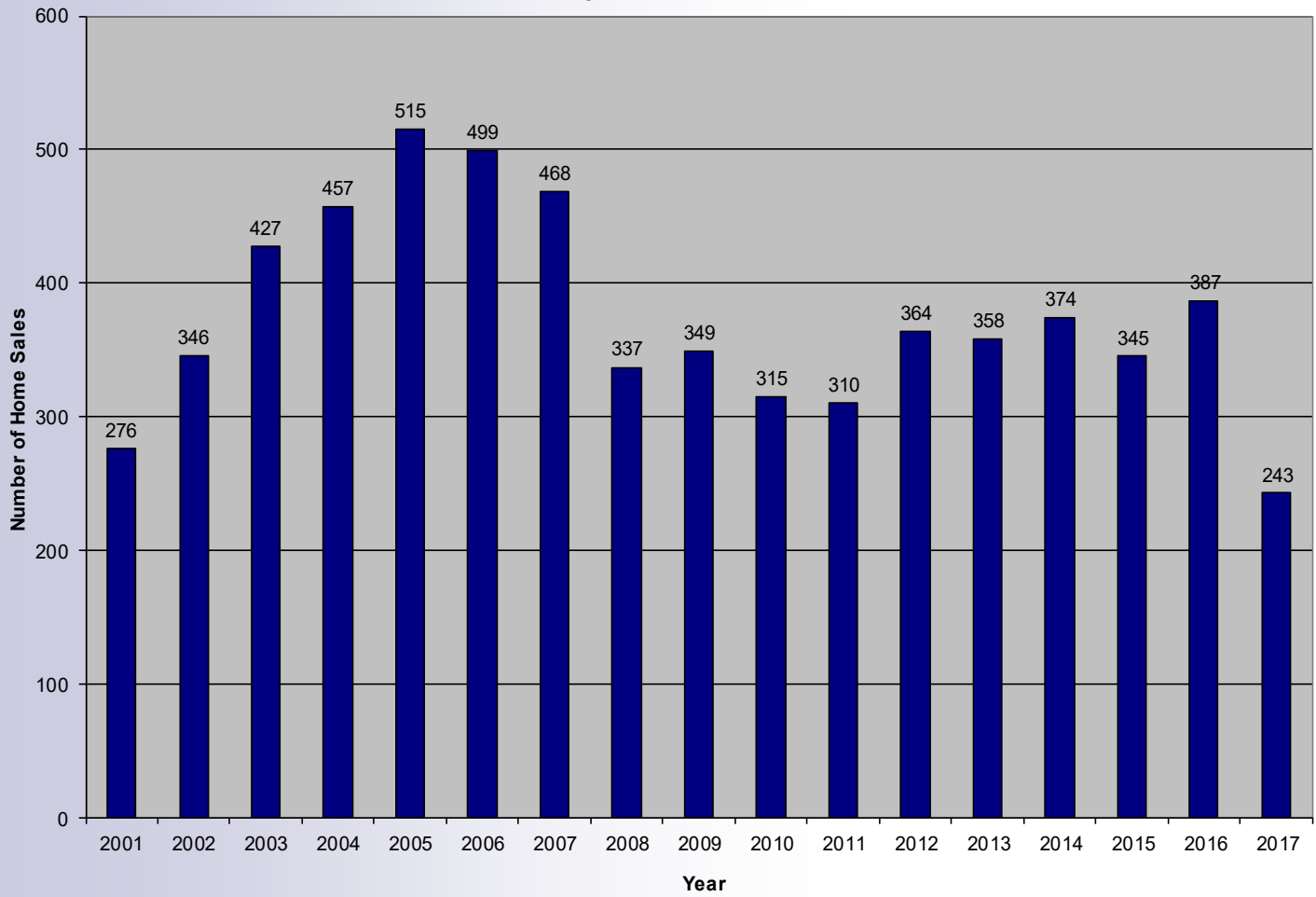


Serious About Selling?

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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	31
April	23	35	35	22	34	30
May	37	28	46	39	30	32
June	14	25	35	32	40	32
July	29	26	35	38	38	43
August	40	50	32	30	43	37
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	243

Total Market Overview

	Number of Active Listings	Number of Closings Last 30 Days	Number of Closings Last 6 Months	Supply and Demand (months)
Up to \$50,000	26	7	48	5
\$50,001 to \$75,000	27	6	26	6
\$75,001 to \$100,000	19	4	32	6
\$100,001 to \$125,000	15	3	28	6
\$125,001 to \$150,000	15	7	30	3
\$150,001 to \$175,000	12	4	15	4
\$175,001 to \$200,000	7	2	6	5
\$200,001 to \$250,000	5	3	8	3
\$250,001 to \$350,000	11	0	9	No Demand
Over \$350,000	10	1	6	11
Total	147	37	208	

Note: The numbers in this chart have been calculated for residential real estate only.

The Dickey Group Inc., Realtors

Prepared 09/07/2017
Statistics for Month of August 2017

Per Cincinnati MLS
s://Statistics/MarketStatistics/MarketData