

# Market Report

March - April 2017

## How many homes are for sale?

Prime summer selling season has arrived! There are currently 130 houses for sale...a record low inventory remains in effect! This creates all kinds of pressure for buyers. 61 houses sold during March and April compared to 54 same time last year. Good news for sellers! If moving in 2017 is on your mind...now is your time!

## Where are the prices going?

Some houses are for sale only days...and sometimes even hours! Overbidding the asking price is happening regularly. Good tillable land values continue to remain in the \$5000+/acre range. 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.

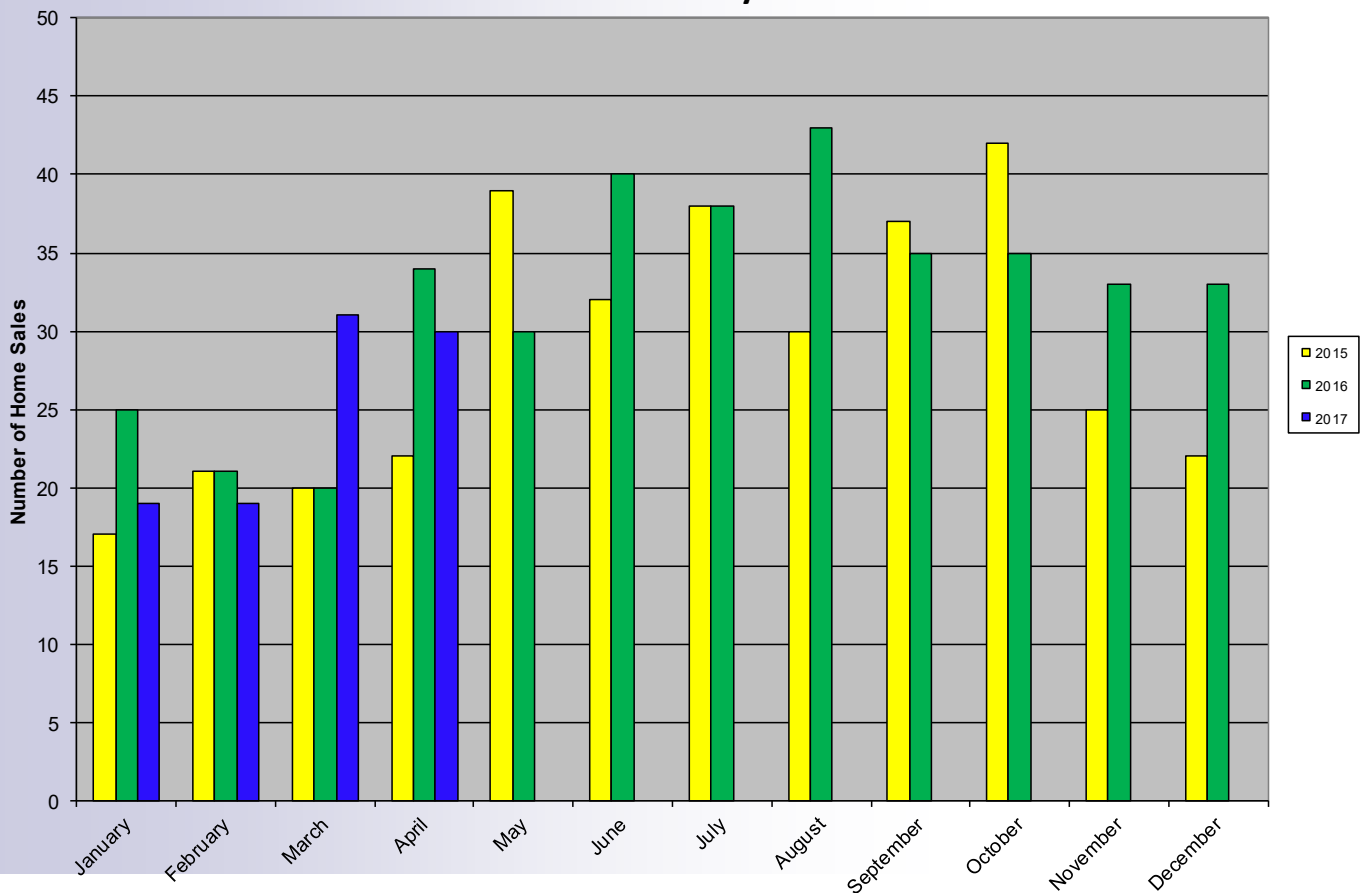
## What does the future hold?

An opportunity for sellers has not been presented like this in years. Inventory levels are at record lows. Buyers are voicing concerns about a housing shortage...not enough good homes priced right to choose from. Multiple offers on the same home can be expected. Buyers need to be ready to move swiftly.

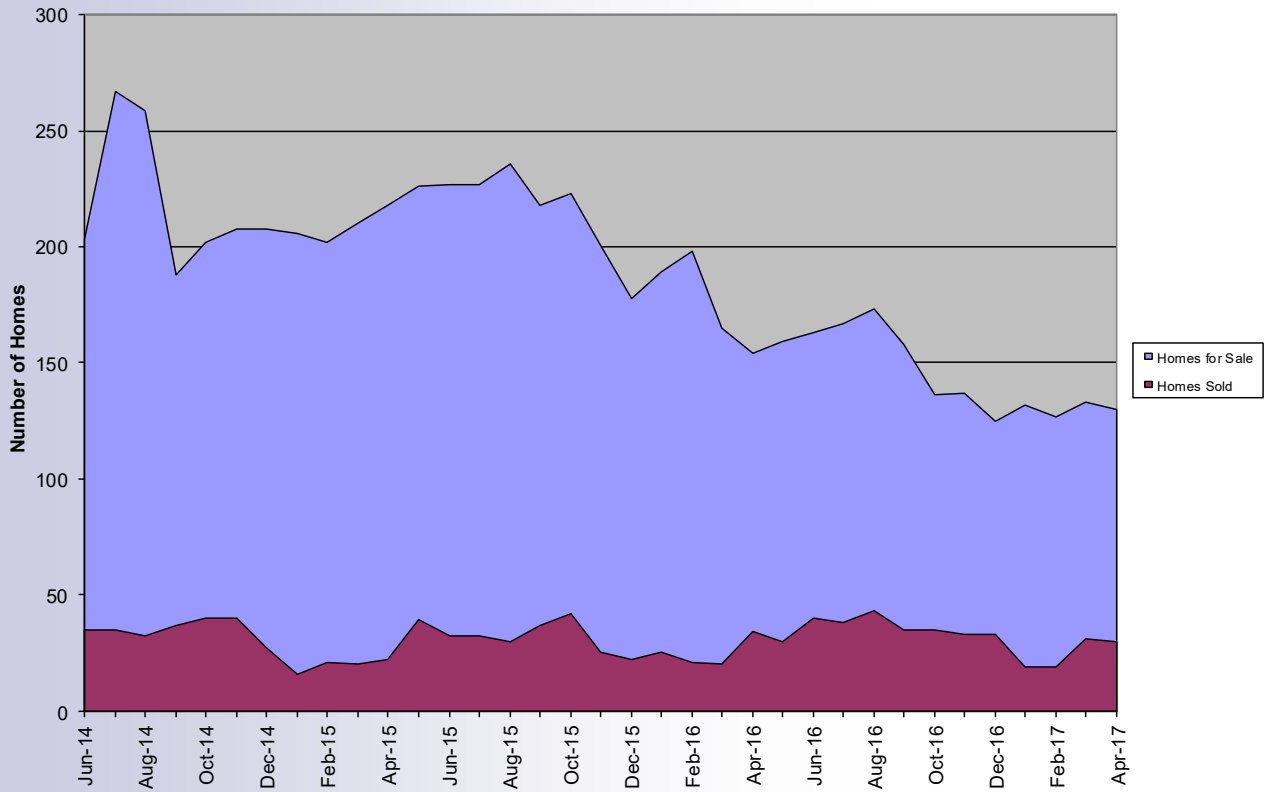
## What is your best move?

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! Interest rates remain excellent. It's prime time to be a seller. Waterfront at Rocky Fork Lake and acreage properties are in demand. We expect an exciting summer!

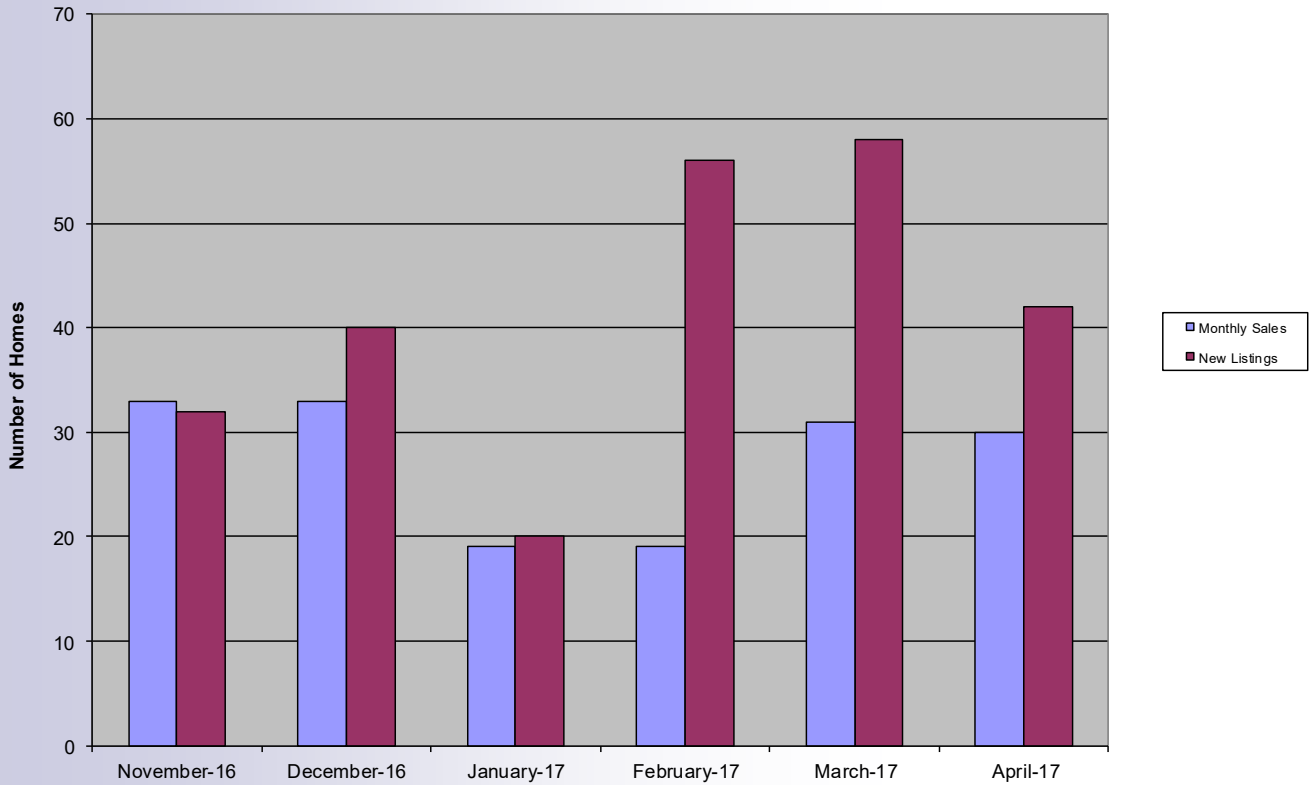
Monthly Sales



### Homes For Sale vs. Homes Sold



### Monthly Sales vs. New Listings

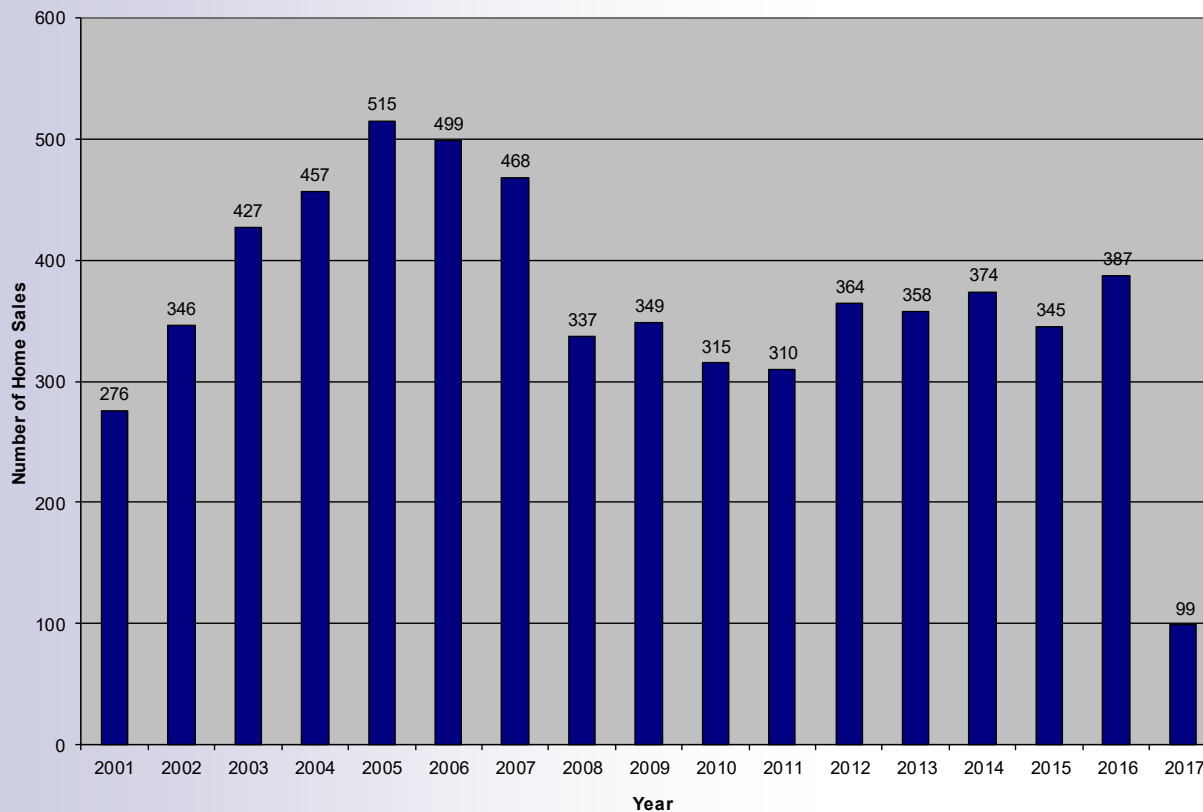


**Serious About Selling?**

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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	31
April	23	35	35	22	34	30
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	
<b>Total</b>	<b>364</b>	<b>358</b>	<b>374</b>	<b>345</b>	<b>387</b>	<b>99</b>

## 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	28	6	34	6
\$50,001 to \$75,000	31	3	24	11
\$75,001 to \$100,000	12	5	31	3
\$100,001 to \$125,000	19	7	27	4
\$125,001 to \$150,000	10	2	16	6
\$150,001 to \$175,000	2	2	10	2
\$175,001 to \$200,000	8	1	8	9
\$200,001 to \$250,000	5	2	7	4
\$250,001 to \$350,000	5	2	6	4
Over \$350,000	10	0	2	No Demand
<b>Total</b>	<b>130</b>	<b>30</b>	<b>165</b>	

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