

# Market Report

May - June 2017

## How many homes are for sale?

The 1st 6 months of 2017 are in the books! Total home sales are at 163 for the 1st half compared to 170 homes sold in 2016 for the same period. This is not the whole picture of what is happening. There are currently 144 homes for sale. Had there been more inventory on the market...more homes would have sold!

## Where are the prices going?

More homes in higher price ranges are beginning to sell. Some houses are for sale only days...and sometimes even hours! Multiple offers and 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.

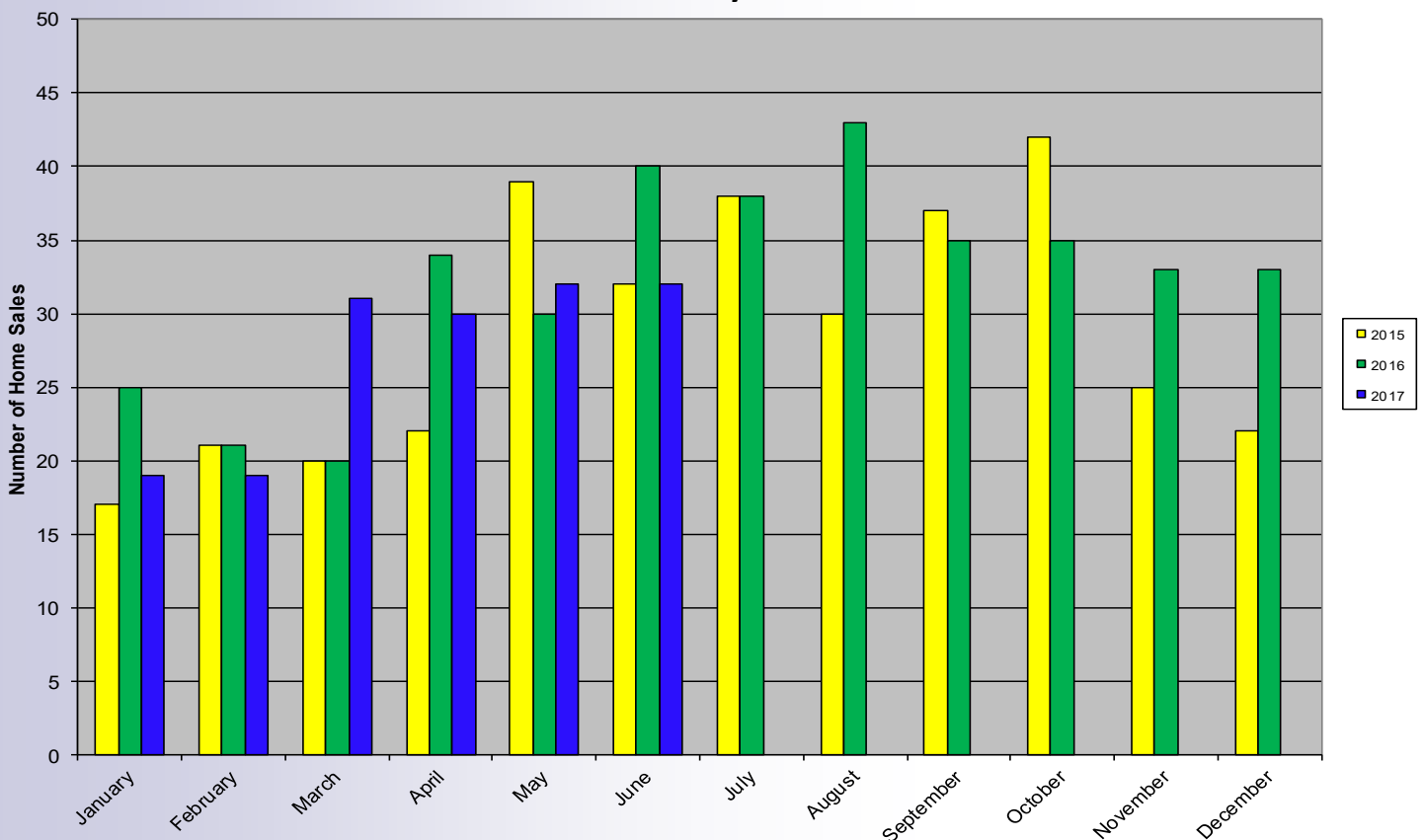
## What does the future hold?

Sellers need to be listing their homes now! Inventory levels are 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 can be expected. Buyers need have a letter of loan approval in hand and ready to move swiftly.

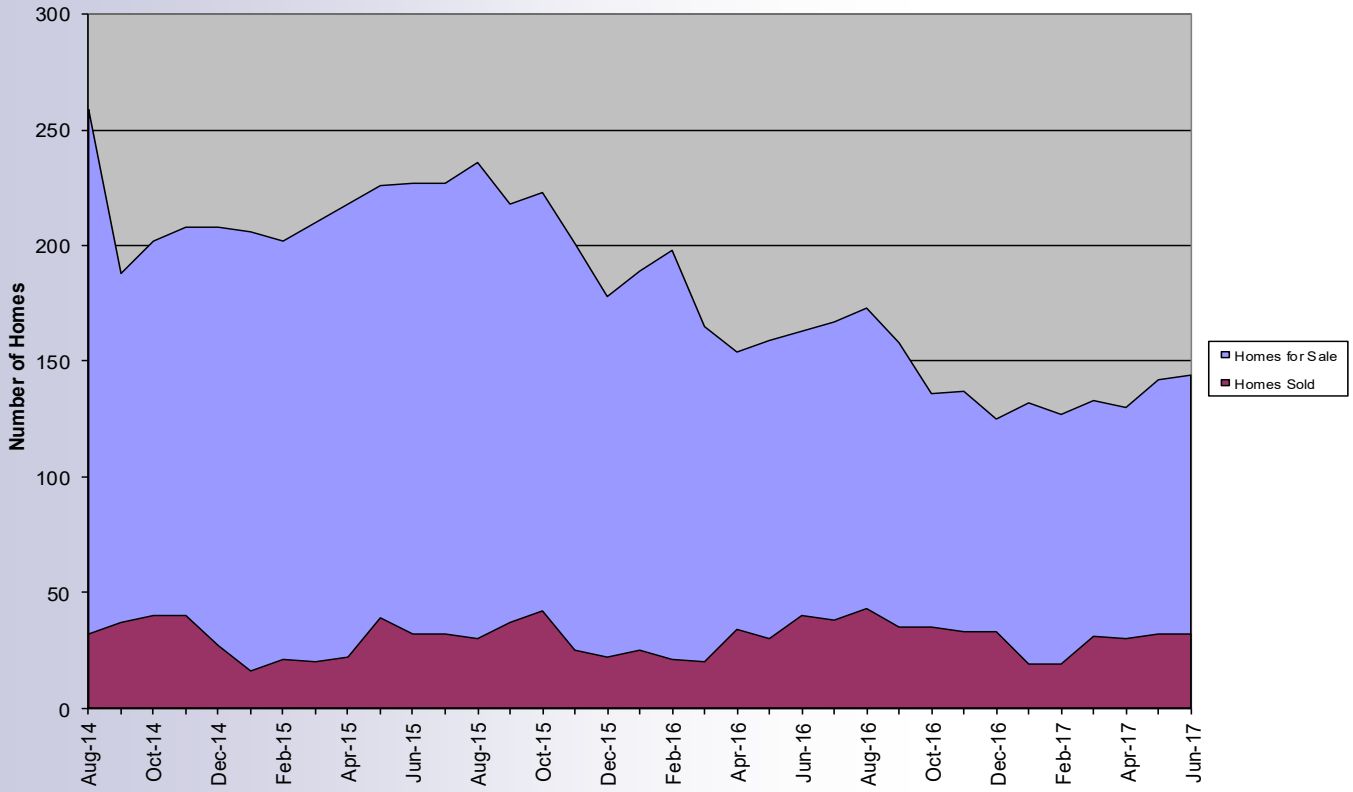
## What is your best move?

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. The prime summer selling season is now!

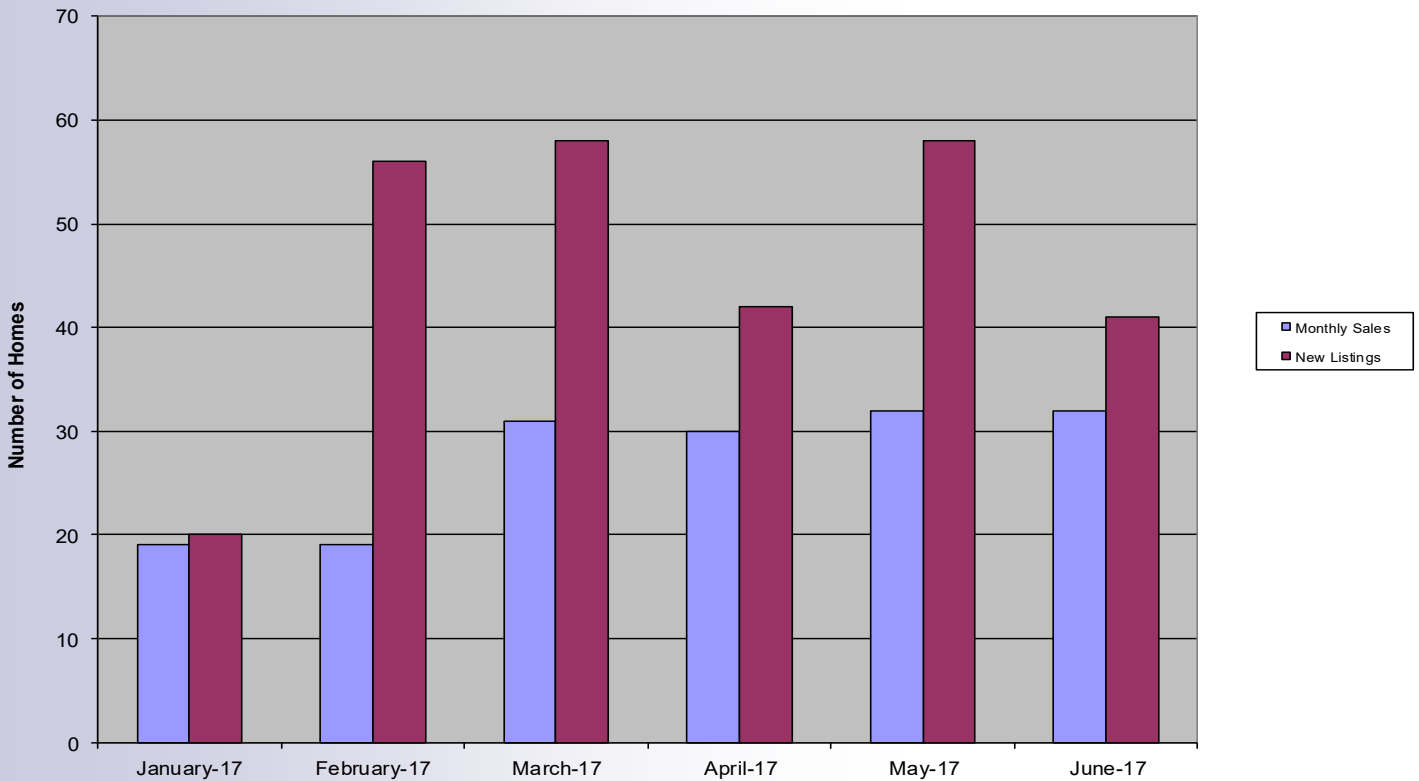
Monthly Sales



### Homes For Sale vs. Homes Sold



### Monthly Sales vs. New Listings

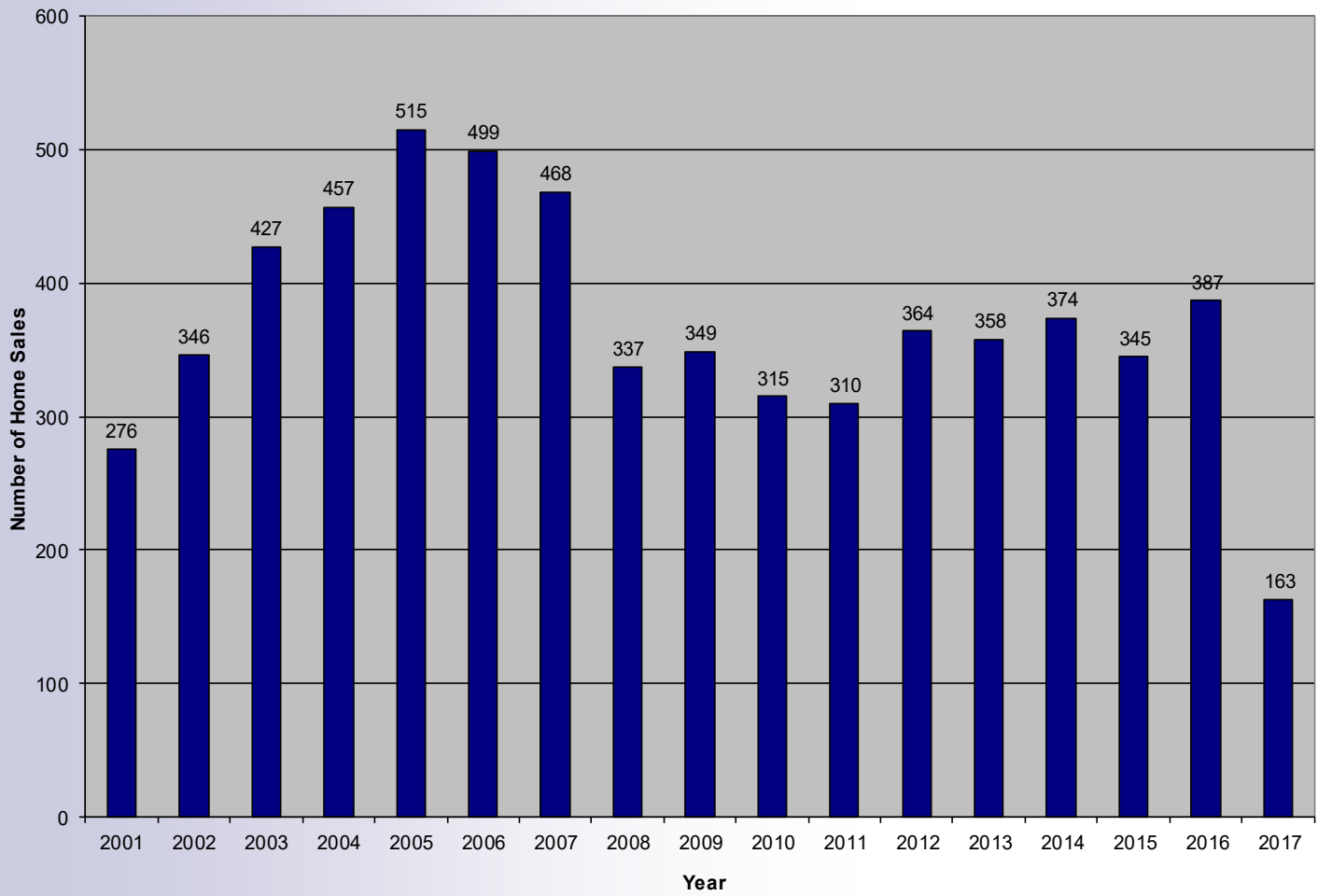


**Serious About Selling?**

Visit [www.HighlandCountyMarketValues.com](http://www.HighlandCountyMarketValues.com) for a **FREE** Market Evaluation!

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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	
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>163</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	9	40	4
\$50,001 to \$75,000	28	2	20	15
\$75,001 to \$100,000	15	4	24	5
\$100,001 to \$125,000	19	6	28	4
\$125,001 to \$150,000	14	6	19	3
\$150,001 to \$175,000	5	1	12	6
\$175,001 to \$200,000	7	1	4	8
\$200,001 to \$250,000	6	2	7	4
\$250,001 to \$350,000	11	1	8	12
Over \$350,000	11	0	4	No Demand
<b>Total</b>	<b>144</b>	<b>32</b>	<b>166</b>	

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