

Market Report

July - August 2016

How many homes are for sale?

Inventory levels remain steady at 163 homes in the County for sale now. 70 homes have sold in the months of May and June compared to last years total of 71 for the same period. The market is very active now!

Where are the prices going?

Values remain steady. We are not experiencing appreciation the way I had hoped. This is good for buyers. Good tillable land values continue to remain in the \$5000+/acre range. Recent sales of marginal tillable land in the \$3200-\$3500/acre. Non-tillable land, woods and pasture in the \$2300-\$3300/acre range.

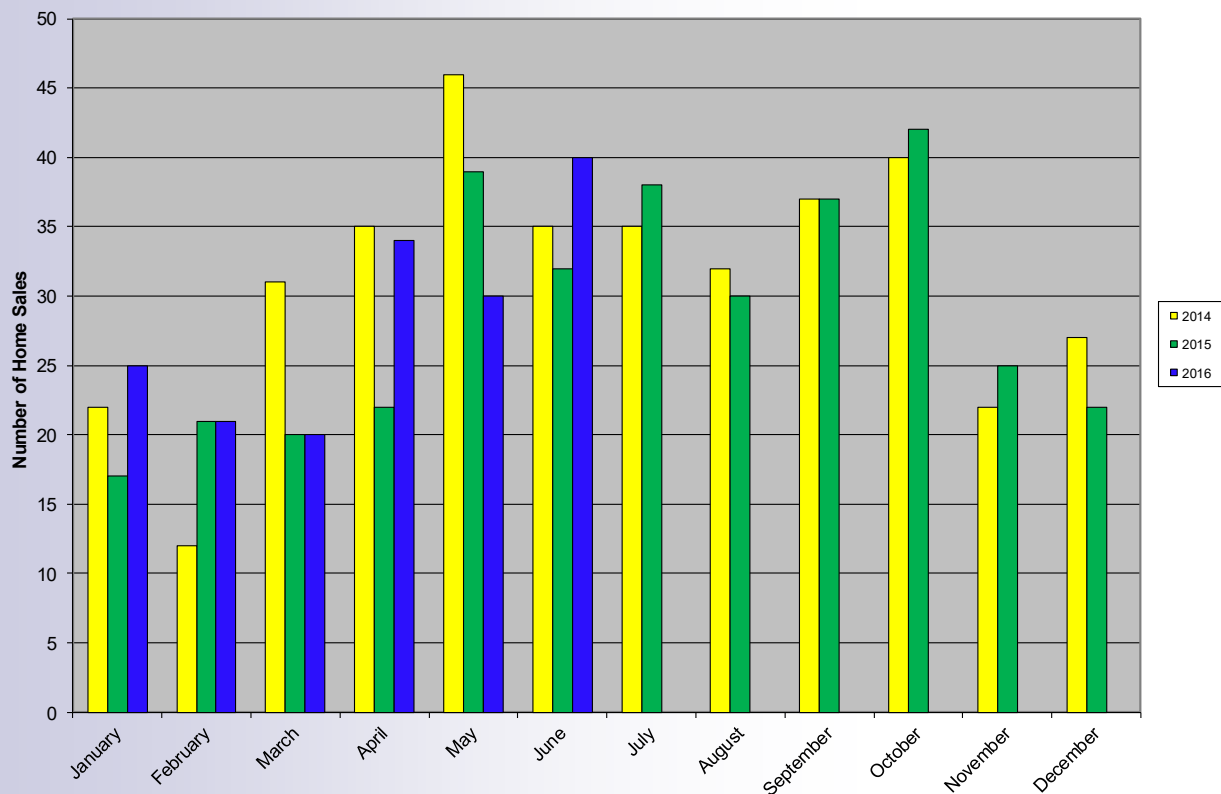
What does the future hold?

170 homes have sold during the first half of 2016 - right on track with last year's numbers. Buyers are voicing concerns about not enough good homes priced right to choose from. Multiple offers on the same home is an increasing trend. How will Amazon coming to Wilmington affect the market? Could be exciting!

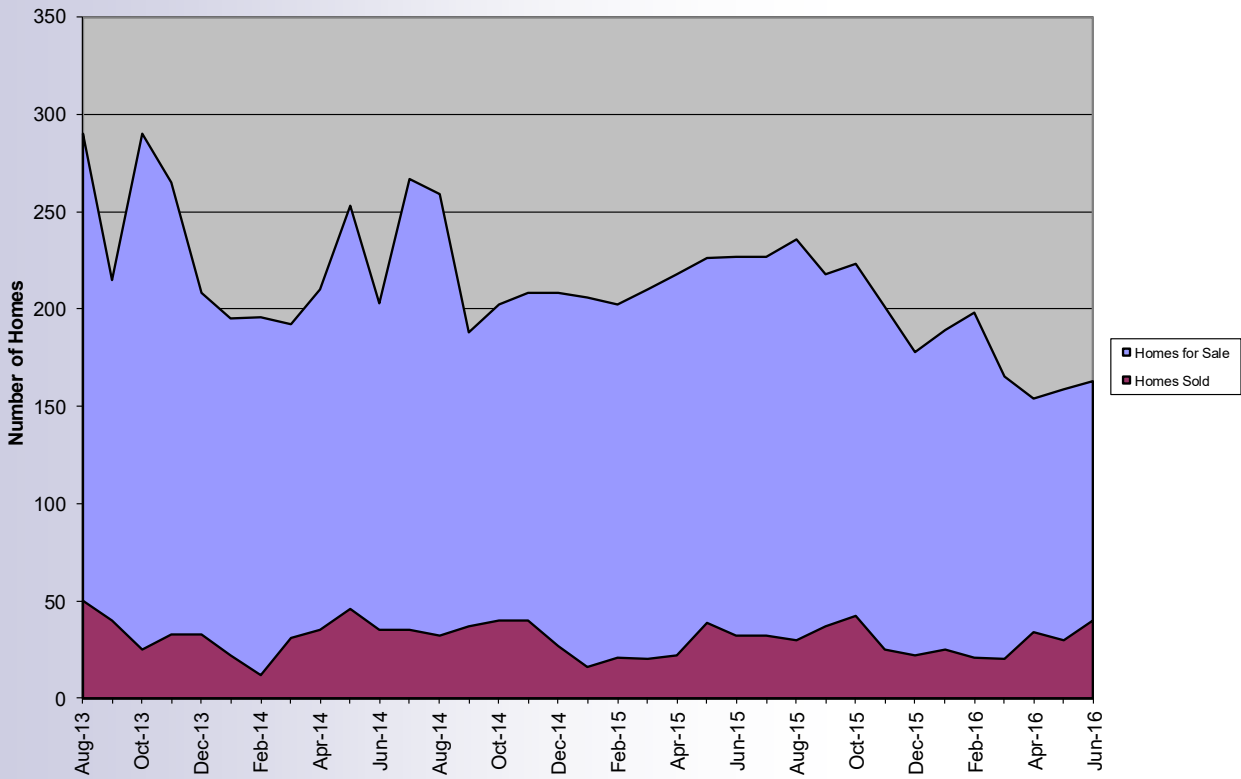
What is your best move?

If you are a seller, make price adjustments now. This is as good as it is going to get for 2016. We are in the heart of the summer selling season now. Buyers are buying houses now. We have 23 homes under contract now. School starts in a few weeks, the days will get shorter and the leaves will fall off the trees. Families begin to settle in for the winter.

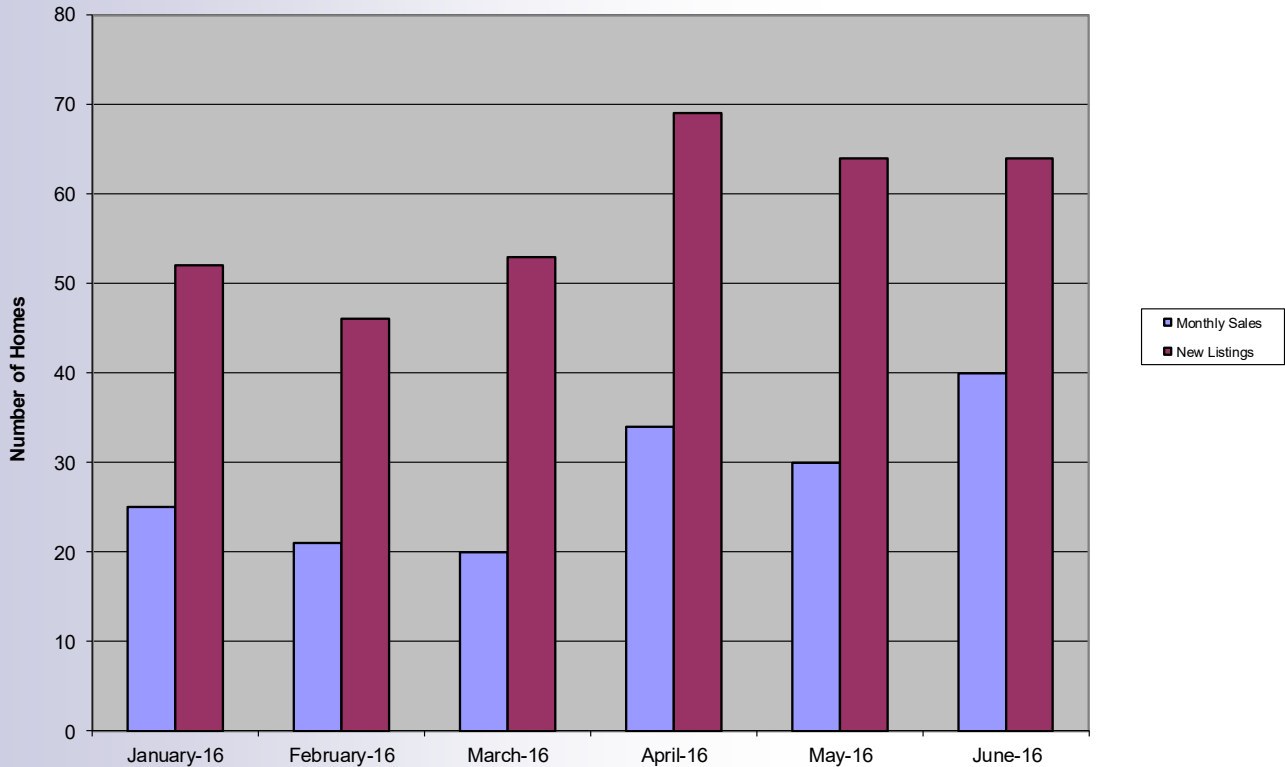
Monthly Sales



Homes For Sale vs. Homes Sold



Monthly Sales vs. New Listings



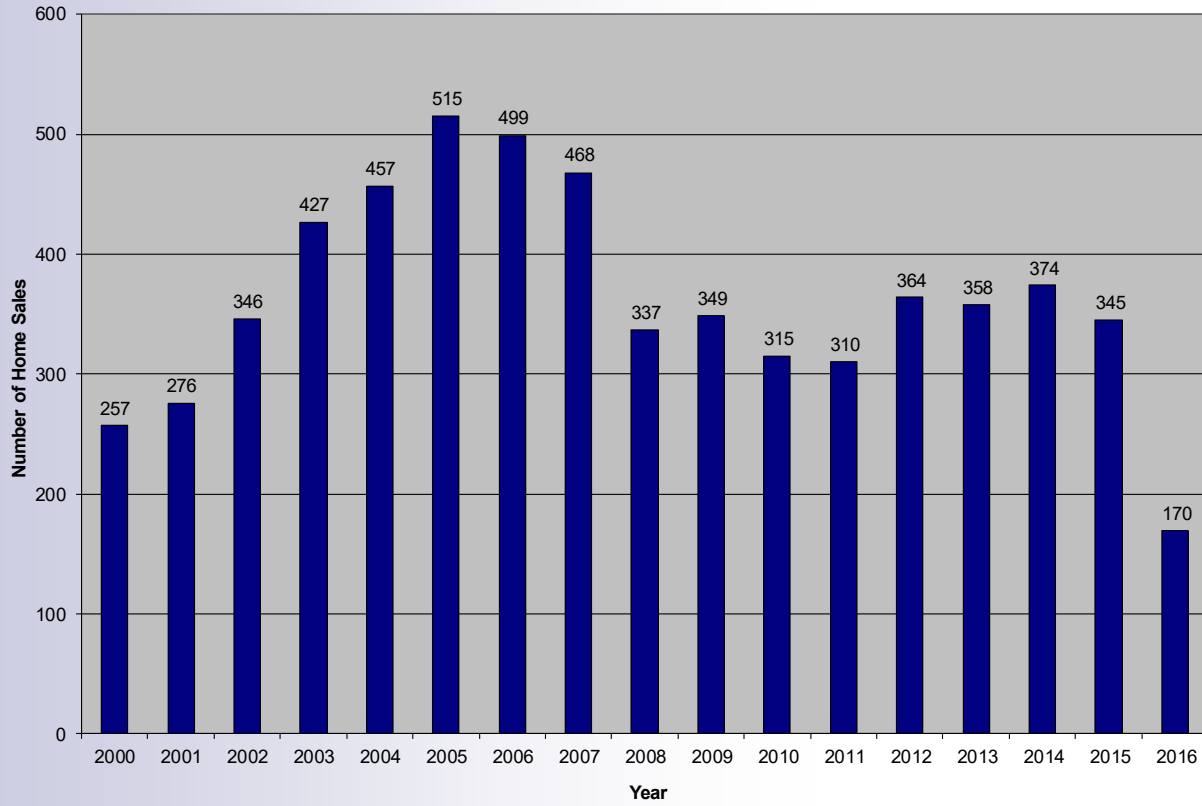
Serious About Selling?

Visit www.HighlandCountyMarketValues.com
for a **FREE** Market Evaluation.

937-393-7222

Jeff@TheDickeyGroup.com

Yearly Home Sales



Monthly Home Sales

	2011	2012	2013	2014	2015	2016
January	20	19	19	22	17	25
February	20	29	20	12	21	21
March	27	31	24	31	20	20
April	27	23	35	35	22	34
May	35	37	28	46	39	30
June	29	14	25	35	32	40
July	27	29	26	35	38	
August	32	40	50	32	30	
September	24	33	40	37	37	
October	31	36	25	40	42	
November	20	34	33	22	25	
December	18	39	33	27	22	
Total	310	364	358	374	345	170