

Market Report

May - June 2010

How many homes are for sale?

Current inventory of homes for sale in Highland County is holding steady at 352. High inventory levels have stabilized. Unmotivated sellers have left the market. Home sales for April-May was 61 homes sold which is up 5 over 2009. Buyers are increasingly seeing value and sellers are accepting "the new market." Short sale and Sheriff sale transactions continue to dominate the market. Aggressive pricing and "move-in" condition is paramount!

Where are the prices going?

Not up. The local recession continues as Highland County's work force is still on the sidelines. Local leadership say new job prospects coming soon to our area are sparse. "When will values begin to increase?" Experts indicate recovery will probably take years. If you are waiting on values to go up before you sell...keep waiting. Good jobs will make many challenges disappear.

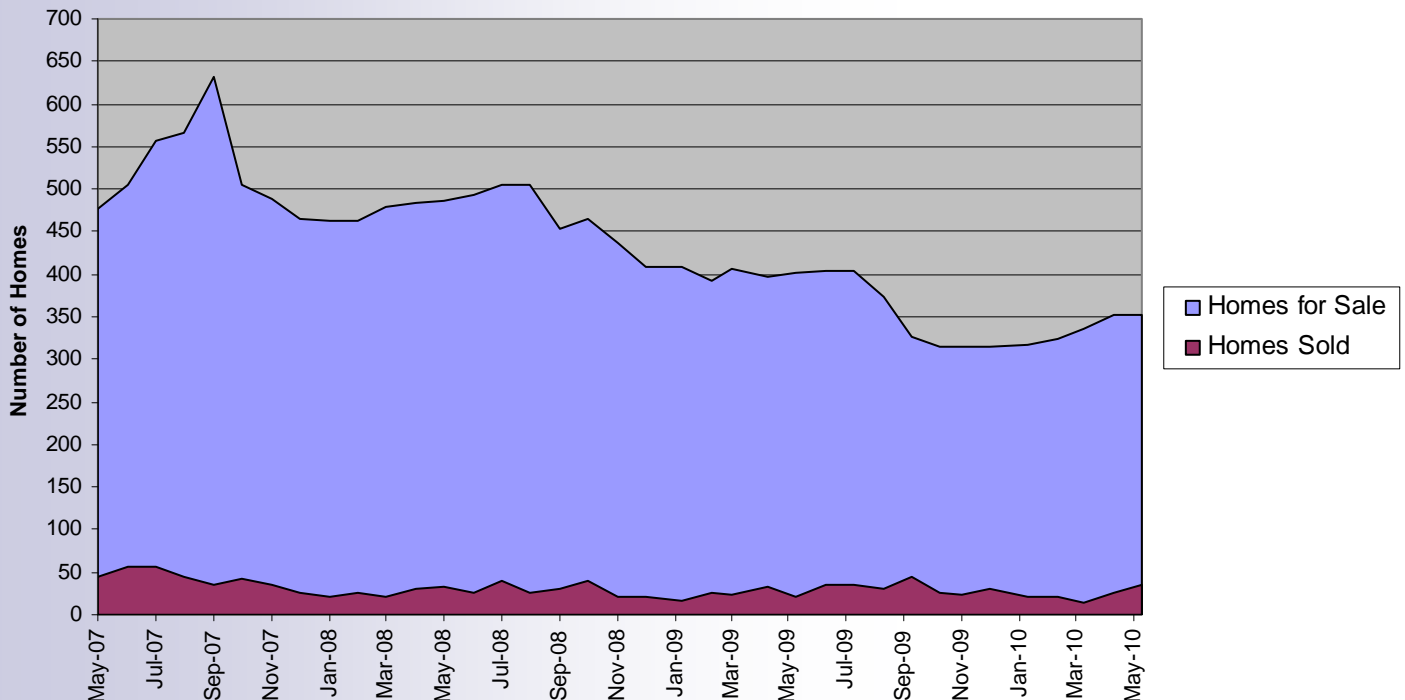
What does the future hold?

School is out and Summer is here! Our phones are ringing steady and buyers are indicating that it has to be a good deal for them to make the purchase. Obama money has ended and purchasers are still in the market place which is good news. As home sales go, so does the rest of our economy. Clinton County is supposed to get the Airport back.

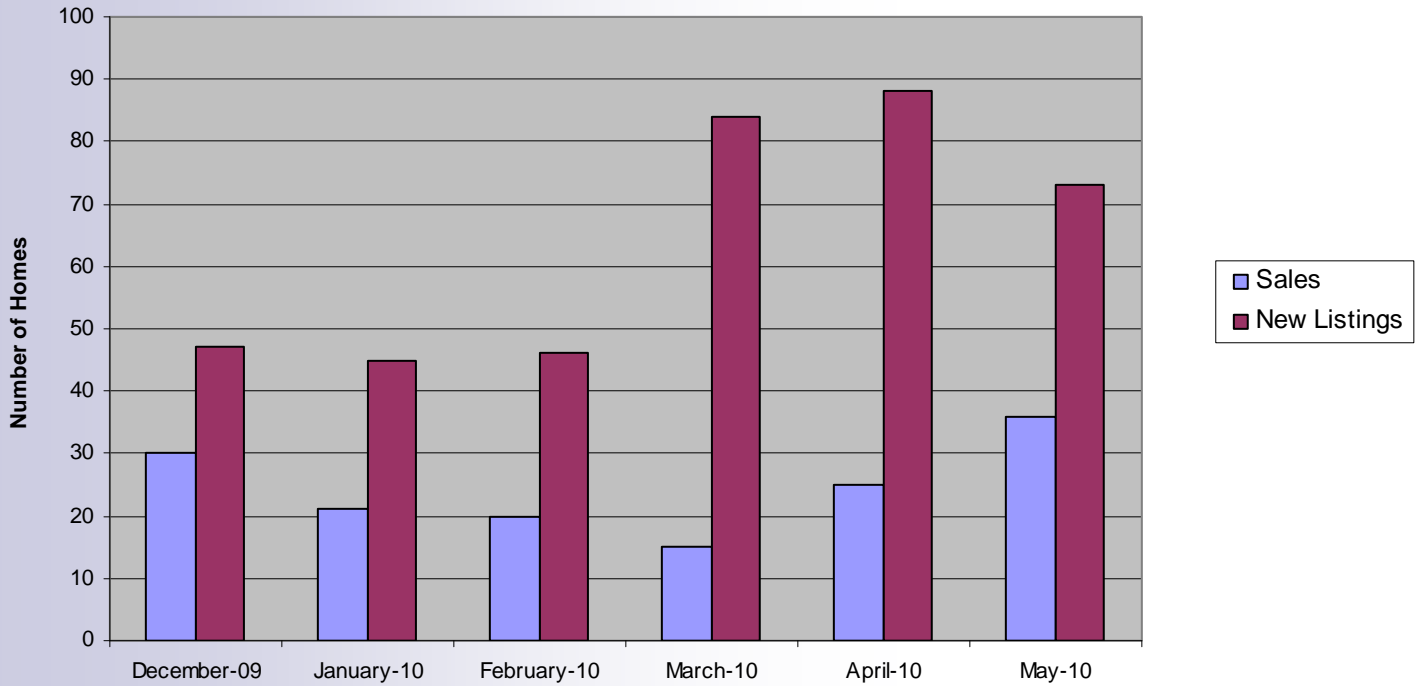
What is your best move?

Depends on which side of the table you are on. Sellers...the prime selling season is here and timing will not be better than now. Aggressive pricing remains vital to success. Buyers are enjoying excellent values in the market place. Now is the best time to invest in real estate.

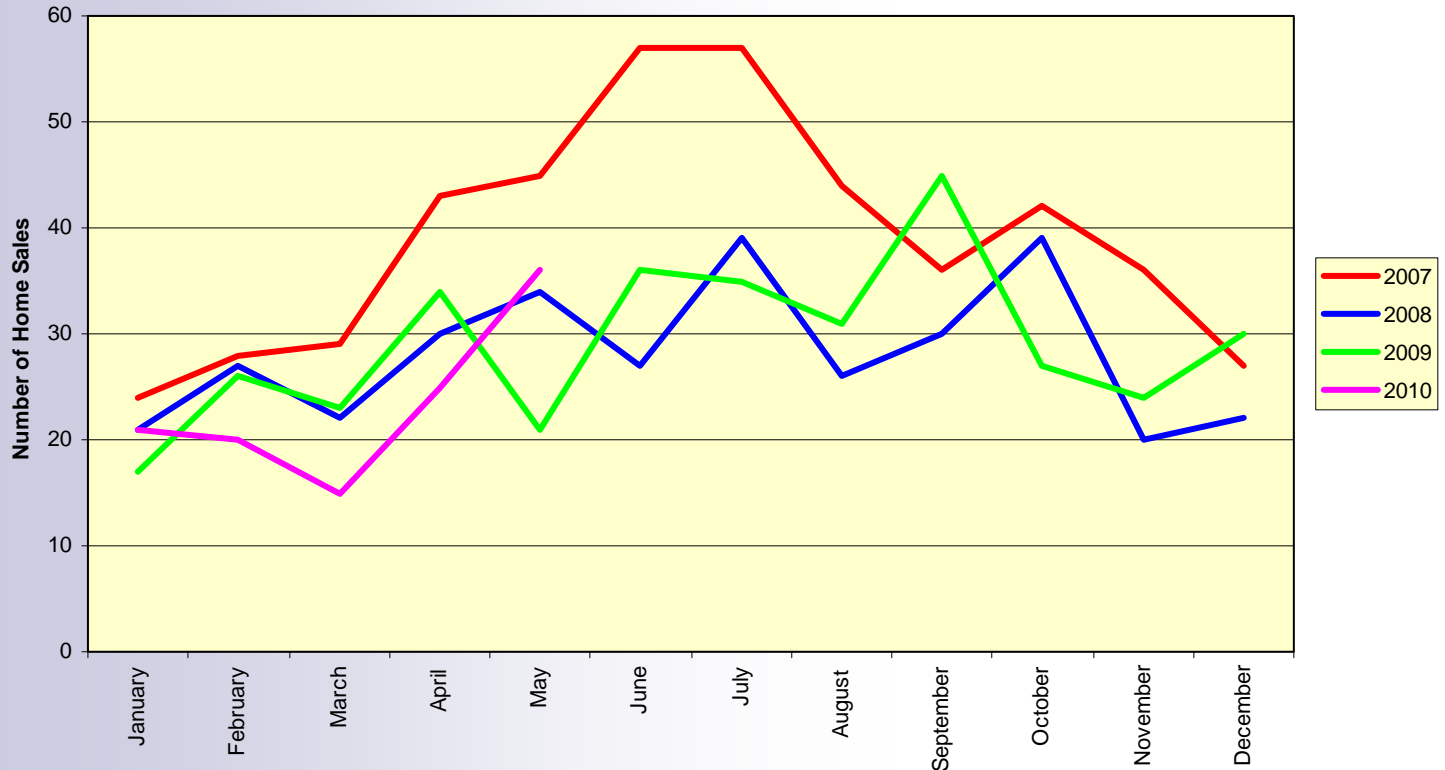
Homes for Sale vs. Homes Sold



Sales vs. New Listings



2007 vs. 2008 vs. 2009 vs. 2010 Home Sales



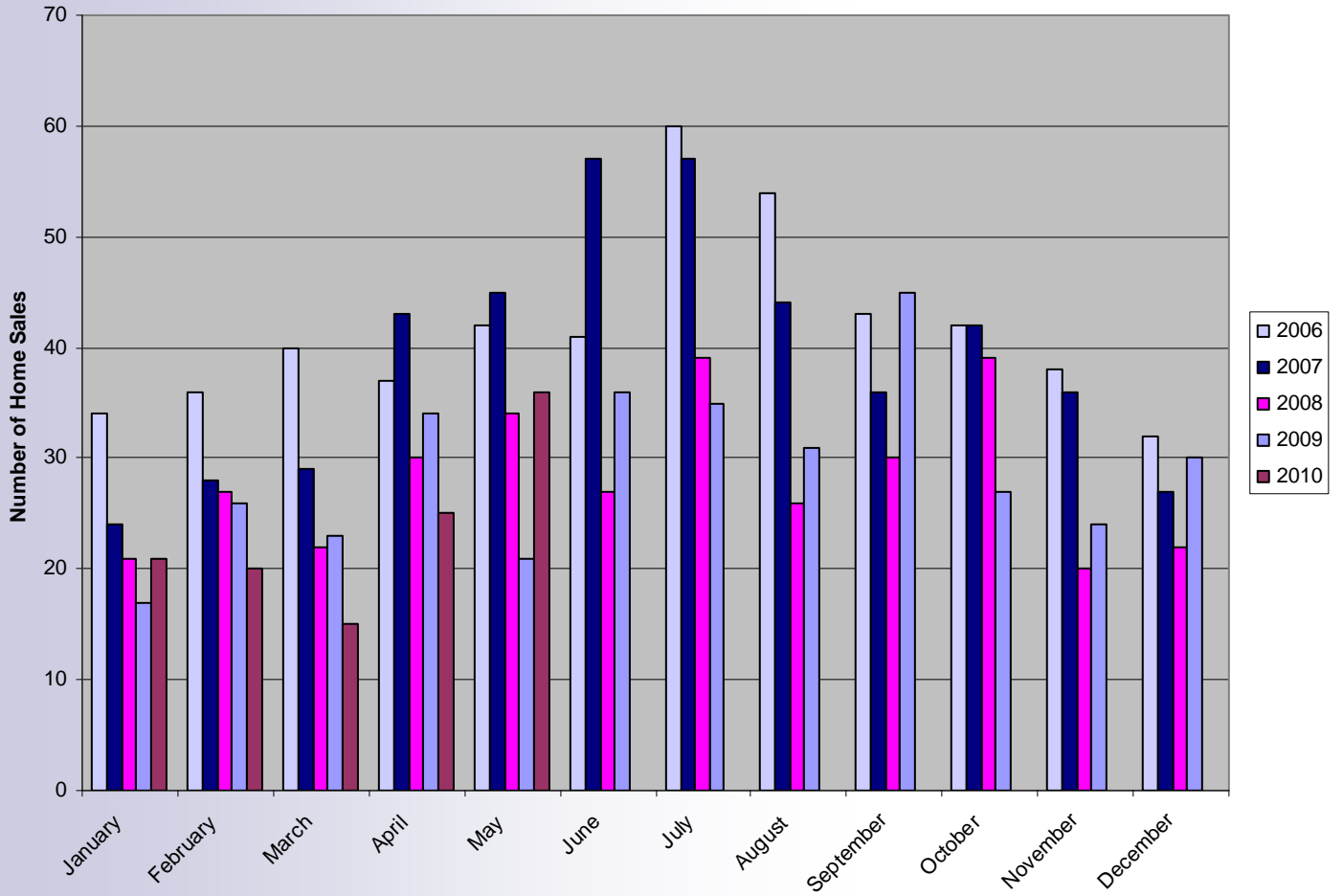
Serious About Selling?

Visit www.HighlandCountyMarketValues.com
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Five Year Home Sales Comparison



Average Sale Price for Highland County

