

# Market Report

November - December 2011

## How many homes are for sale?

The current inventory of homes for sale in Highland County has dropped to 272 which will help sellers. Total home sales for the year finished at 310 compared to 515 in 2005. The average sale price for homes in Highland County in 2011 was \$77,753 per the Multiple Listing Service.

## Where are the prices going?

Happy New Year! We have enjoyed a mild winter so far which has helped to keep the phones ringing. Values remain steady. The buyers are out there purchasing what they believe to be deals. Good quality jobs are needed for consumer confidence to return to create appreciation in the market.

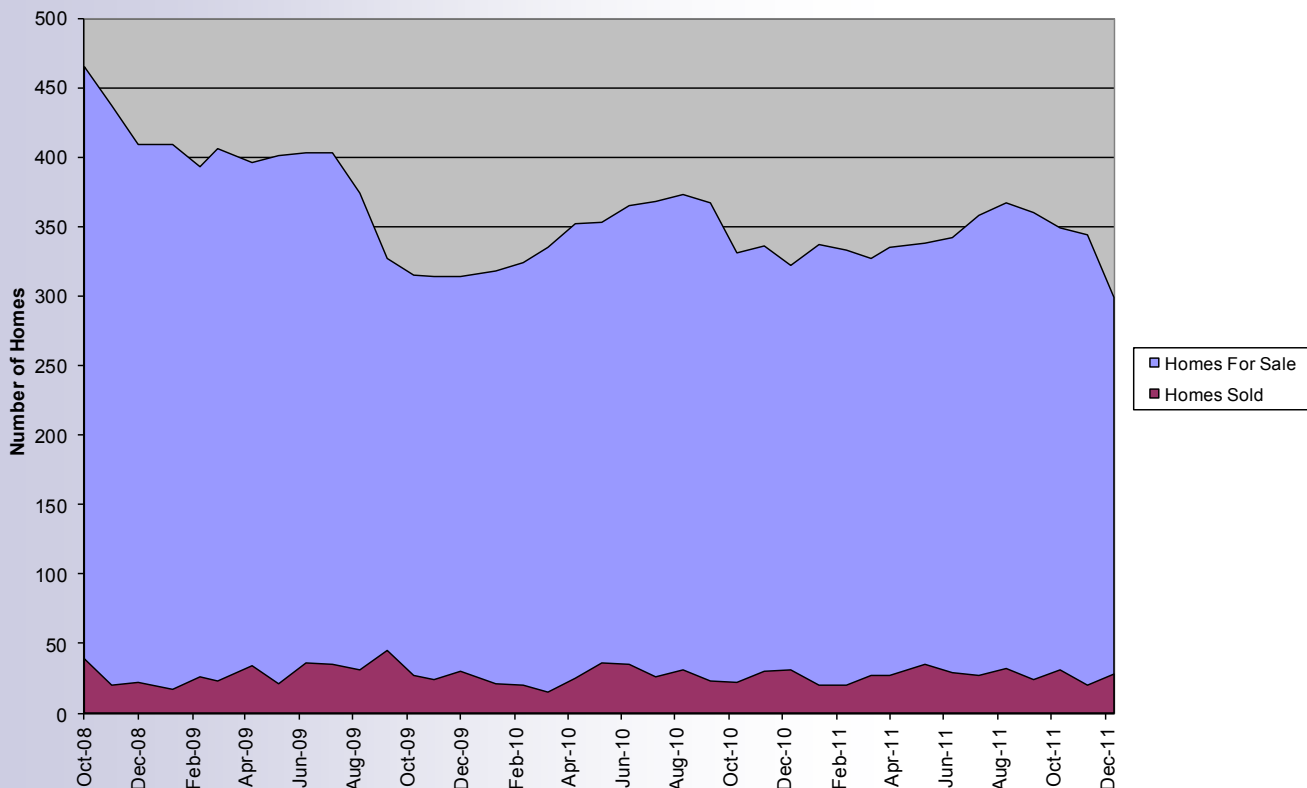
## What does the future hold?

The market continues to be a rough ride. Homes are selling...simply for less. Land values remain solid. As long as high prices for corn and beans are achieved, and a volatile Stock Market continues, land and farms will appear to be a safe investment. Foreclosures and short sales continue. Recessed values are not over. Experts are predicting this will be our new market for the foreseeable future.

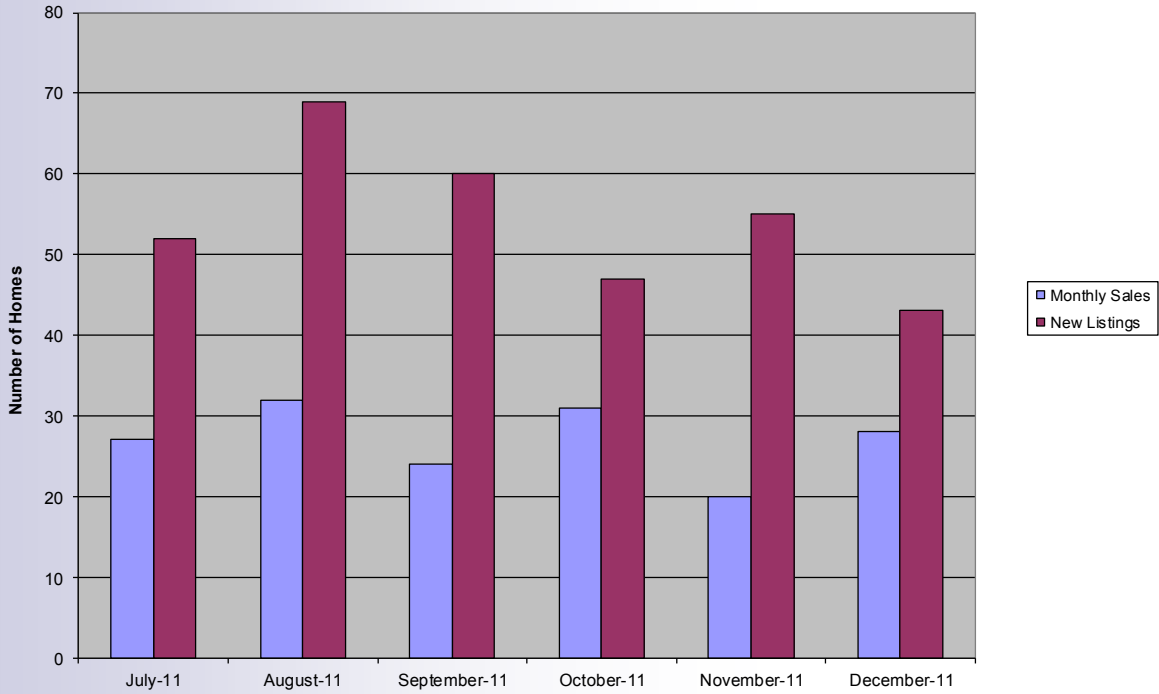
## What is your best move?

Pay down your mortgages. Lessen stress from your life. Interest rates remain at record lows if you need to borrow. Sell now and don't look back. Opportunities to make outstanding purchases in many price ranges abound.

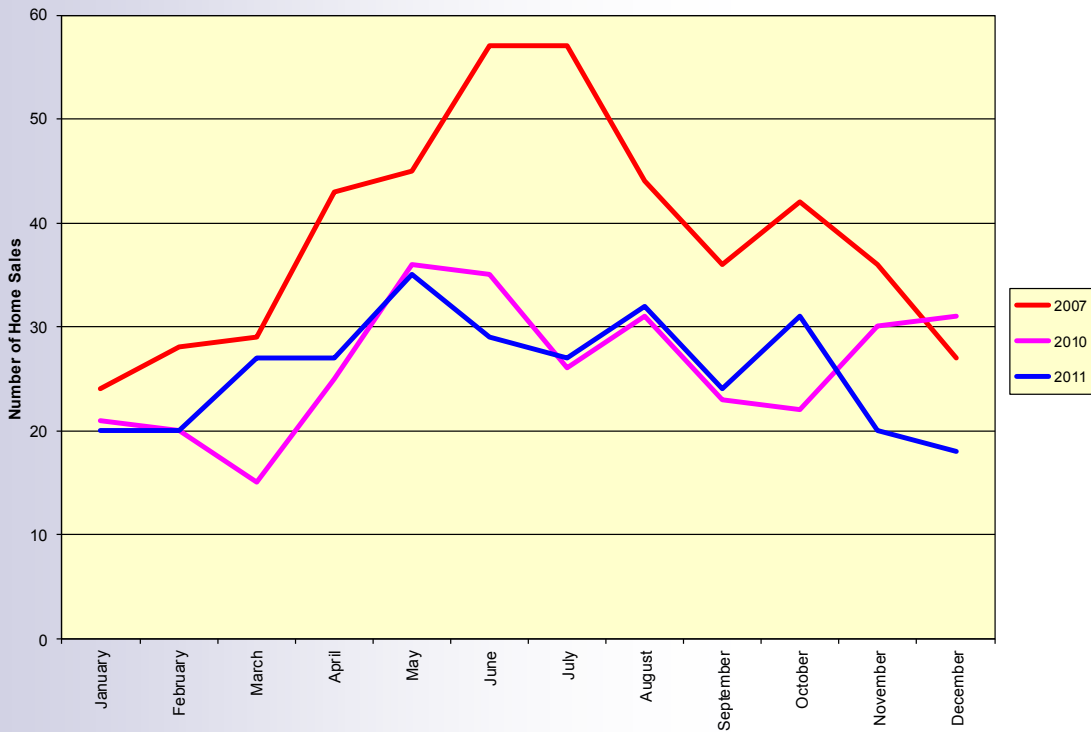
Homes for Sale vs. Homes Sold



### Sales vs. New Listings



### 2007 vs. 2010 vs. 2011 Home Sales



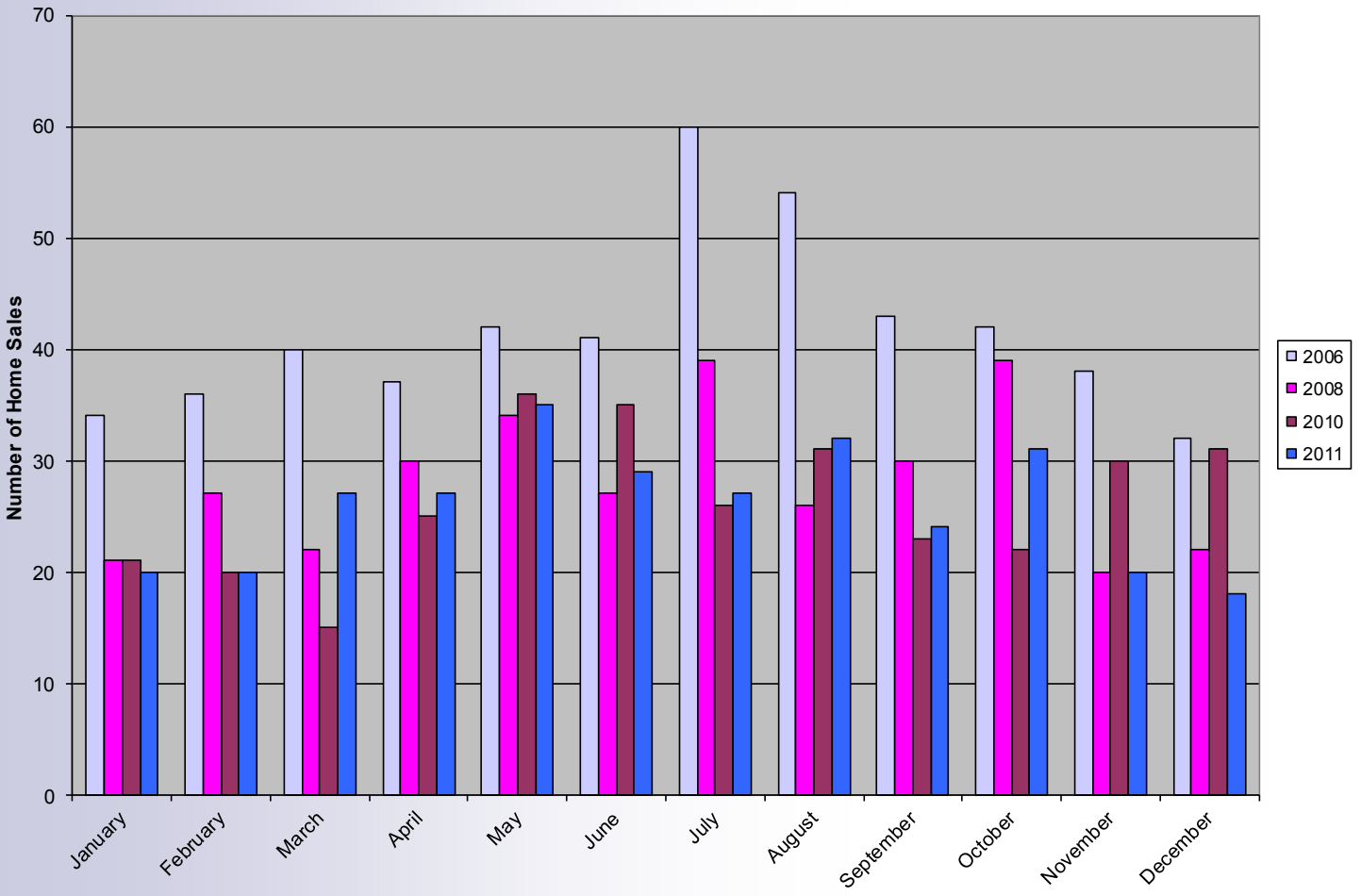
**Serious About Selling?**

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for a **FREE** Market Evaluation.

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### Four Year Home Sales Comparison



### Average Sale Price for Highland County

