

Market Report

November-December 2009

How many homes are for sale?

Current inventory of homes for sale in Highland County has decreased to 314. We are seeing a stabilizing of the increasing inventory. Home sales for November and December were up over 2008's numbers by 12. Buyers are seeing value and sellers are gradually accepting "the new market." Homes marketed above \$125,000 remain slow to sell. Aggressive pricing and "move-in" condition is paramount!

Where are the prices going?

Foreclosures continue at record pace. Highland County's work force is still on the sidelines. There are no incentive's in the local economy to cause prices to begin to increase in 2010. Everyone asks, "have we reached the bottom?" We are very near if not there now. Local experts expect another round of foreclosures when unemployment runs out. Good jobs will fix a lot of issues.

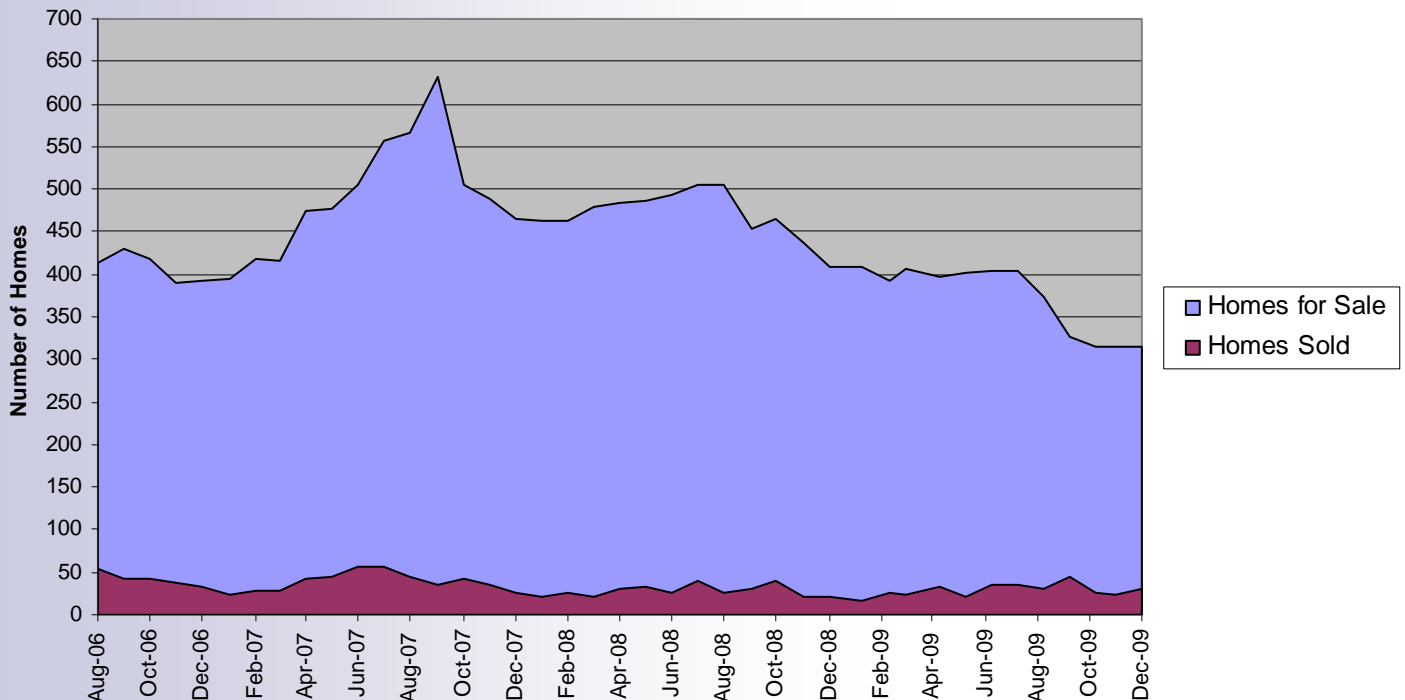
What does the future hold?

Many are taking advantage of the program that will extend the \$8,000 federal tax credit for first time home-buyers, and create a new \$6,500 tax credit for people who have bought a home in the last five years. The program expires April 30, 2010. The goal is to cause existing homeowners to move up creating more activity in the market. As home sales go, so does the rest of our economy.

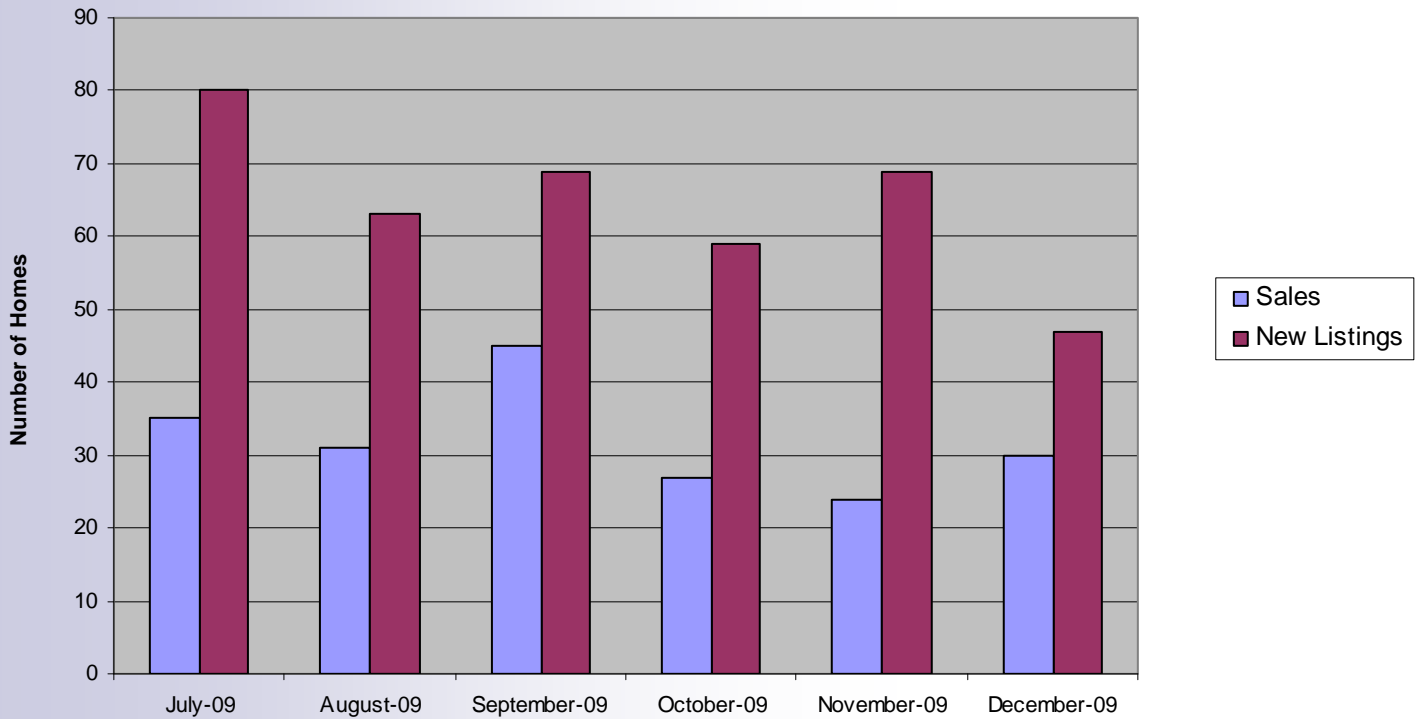
What is your best move?

Don't get caught chasing the market down hill. Aggressive pricing remains vital to success. Buyers are enjoying excellent values in the market place. Now is the time to invest in real estate.

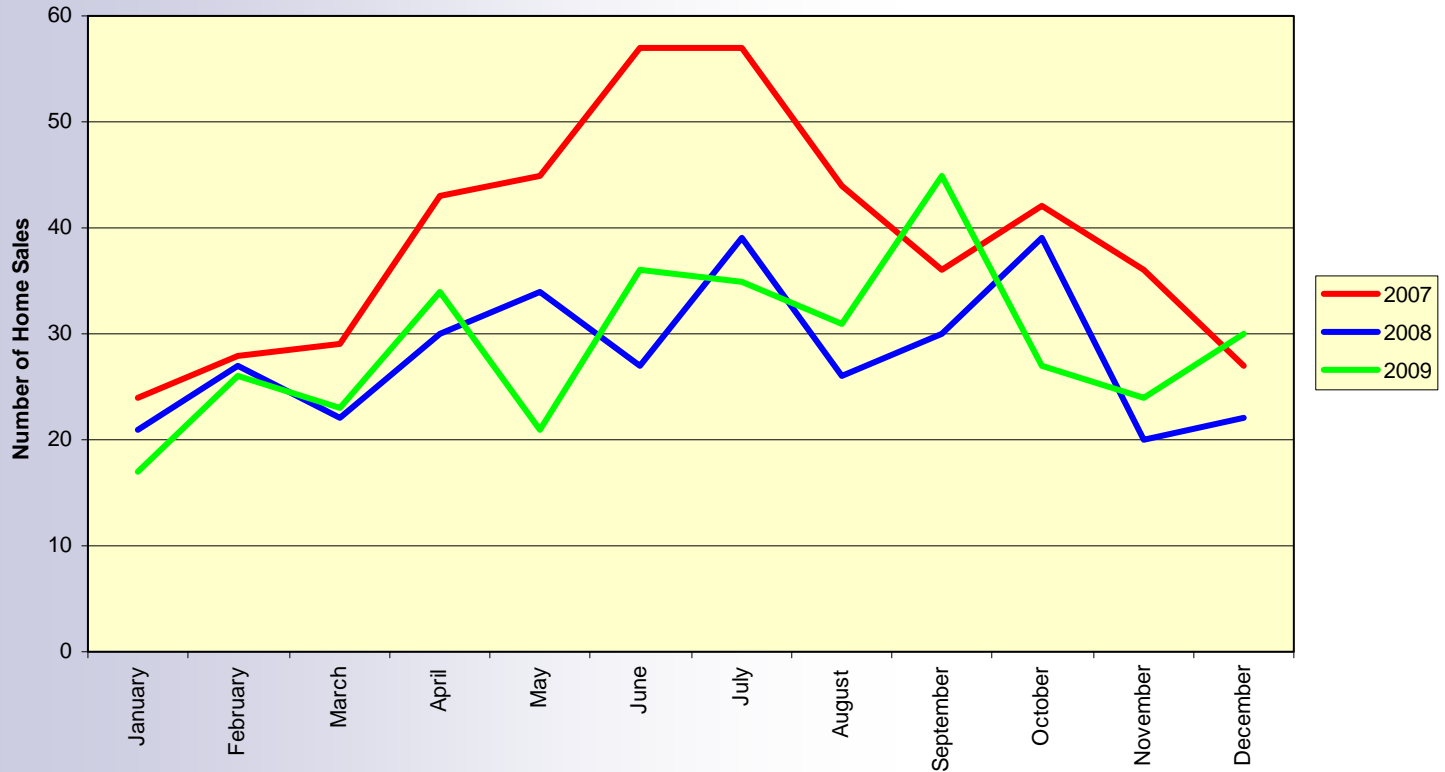
Homes for Sale vs. Homes Sold



Sales vs. New Listings



2007 vs. 2008 vs. 2009 Home Sales



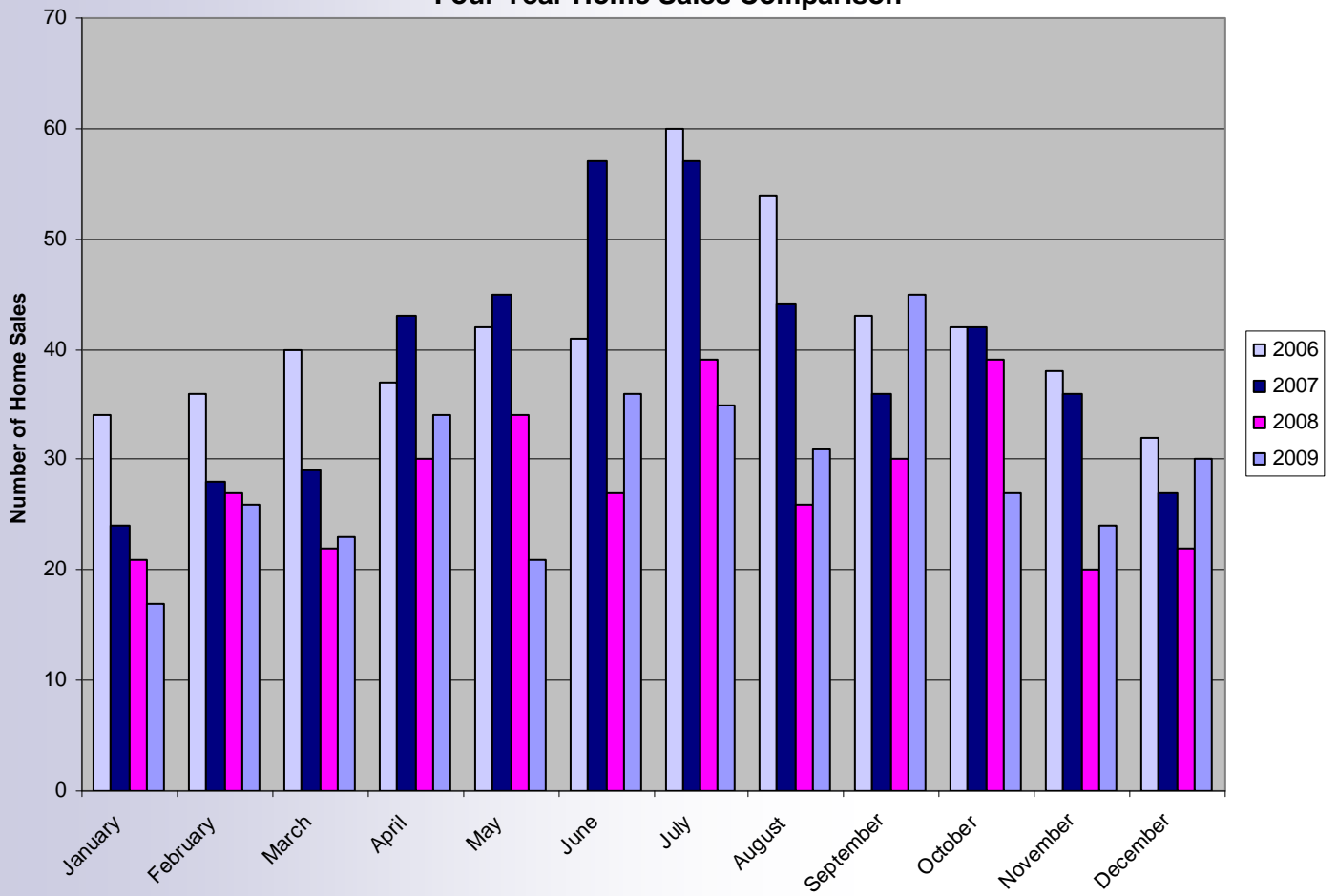
Serious About Selling?

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

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Four Year Home Sales Comparison



Average Sale Price for Highland County

