



HOW'S THE MARKET?

An update on prices, inventory and more.

Simply put, real estate prices are through the roof! Buyers are ambushing new listings and property is typically selling in a matter of days, often for well-over asking price. Covid-19 may be keeping inventory at historically low levels, but July just recorded the highest number of single-family sales home sales this year. Your home has never been worth more. What can this do for you now? What can this do for your future? If you'd like some solid real estate advice, let's talk!

Second Quarter Home Sales

South County

Single-family Homes

\$331,825

MEDIAN SALE PRICE

PRICES

↑ 12%

YEAR-OVER-YEAR

SALES

↑ 4%

YEAR-OVER-YEAR

Multi-family Homes

\$300,000

MEDIAN SALE PRICE

PRICES

↑ 11%

YEAR-OVER-YEAR

SALES

↓ 28%

YEAR-OVER-YEAR

Condominiums

\$242,000

MEDIAN SALE PRICE

PRICES

< 1% CHANGE

YEAR-OVER-YEAR

SALES

↓ 4%

YEAR-OVER-YEAR

Top 3 Tips for Sellers:

Sell with safety and confidence in 2020.



41 Bluff Street, \$399,000

1. Take exterior photos now.

A great yard is one of today's top selling features! Plan now and you'll be ready to showcase your property in its peak season at any time of year.

2. Don't Wait - ACT!

There's never been a more financially opportune time to sell your home so if you've "been waiting for the right time to sell", the time is now.

3. Consider selling your investment property

Investment property is one of today's hottest commodities. Consider today's return on your investment.

Top 3 Tips for Buyers:

Buy with safety and confidence in 2020.

1. Be prepared.

Most new listings are off the market in a matter of days! Buyers should be ready to execute a purchase and sales agreement on the right house immediately.

2. Lock your rate.

Talk with your loan officer about when to secure a historically low interest rate.

3. Work with a Realtor.

Expert advice and guidance is essential to your success in this very competitive buyer's market.



404 Roosevelt Ave #404, \$220,000



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Statewide Offices

\$ONE BILLION +

Real Estate Sold

79

Sales Associates

\$200,000 +

Raised and Donated to Local Charities

Williams & Stuart Real Estate

Your Local Neighborhood Experts

401.782.8280

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