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REAL MARKETING

HILLWOOD & WEST MEADE

Real Estate Market Report | August 2020



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HILLWOOD & WEST MEADE

2020 MID-YEAR REVIEW

57

Total Sales

AVERAGE SOLD PRICE/LIST PRICE RATIO

98.4%

LOW: 86.9% | HIGH: 121.5%

SOLD PRICE +10.0% from 2019

\$325K

Low

\$798K

Average

\$2.4M

High

SOLD PRICE PER SQ. FT. +12.1% from 2019

\$125

Low

\$250

Average

\$514

High

Your Hillwood and West Meade community had a fantastic year, with increases in several key market indicators. The demand for your community remains high with current inventory pointing to a seller's market. Now is a great time to consider listing your home and taking advantage of the upward trends. If you are thinking about selling, contact me today at **615.305.8465**.

8 Days Slower
than 2019

Average: 34 | Low: 0 | High: 232



Presented by Patricia Straus

Data based on listings from RealTracs MLS from January 1st to June 30th, 2019 and 2020. Information deemed accurate but not guaranteed.

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HILLWOOD & WEST MEADE

Real Estate Market Report

Sold over \$22 Million in 2019 and over \$225 Million in total real estate sales.

UNDER CONTRACT FIRST WEEK ON MARKET!



PENDING

1900 Cromwell Drive | Offered at \$739,999

4 Beds | 3 Full Baths | 1 Half Bath | Just Under 4,000 SqFt

Why is summer the perfect time to list your home?

Listing your home in the summer provides an excellent stage to highlight your home and capture the steady buyer demand. Call me today at **615.305.8465** to discuss how I can help you achieve exceptional results for your home.

TOP 5 REASONS FOR LISTING WITH PATRICIA NOW

1 // Inventory decreases in June & July

The number of new listings typically decreases in the early summer following the rush to sell in the spring. As inventory starts to drop, competition increases as buyers have a smaller selection.

2 // Price benchmarks are established

The spring market traditionally sets buyers' price expectations, so by June home prices have trended towards their peak.

3 // Days are longer

Daylight Savings Time offers more time for showings that illuminate your home in a natural daylight, creating greater exposure to more buyers.

4 // Nature is in full bloom

Landscaping thrives in the spring and early summer months, setting the perfect stage to feature your home's curb appeal.

5 // Family decision time

Families take time during the summer for vacations and celebrations. New statistics show these months have become prime time for family decisions regarding their next move. Listing your home now capitalizes on these new buyers entering the market who are looking to settle before the fall.

Hillwood & West Meade Homes Currently Active

Status	Address	Beds	Full Baths	Half Baths	Garage Capacity	Year Built	Estimated Square Feet	List Price	List Price per Square Foot
Active	758 Rhonda Lane	3	3	0	2	1966	2,428	\$495,000	\$204
Active	983 Davidson Drive	4	3	0	N/A	1958	3,134	\$519,900	\$166
Active	1108 Davidson Road	3	2	0	2	1960	2,188	\$569,900	\$260
Active	787 Rodney Drive	5	4	0	N/A	1966	2,742	\$624,900	\$228
Active	6608 Rolling Fork Drive	4	2	0	N/A	1958	2,450	\$650,000	\$265
Active	6601 Fox Hollow Road	5	2	2	2	1963	3,284	\$689,900	\$210
Active	192 Carnavon Parkway	4	3	1	2	1988	3,150	\$879,900	\$279
Active	124 Allendale Drive	5	3	1	N/A	2017	3,755	\$1,095,000	\$292
Active	144 Vaughns Gap Road	5	3	2	2	1956	4,827	\$1,199,000	\$248
Active	6003 Cargile Road	4	4	2	2	2006	4,877	\$1,449,000	\$297
Active	730 Vosswood Drive	4	4	2	3	2008	5,721	\$1,729,500	\$302
Active	5813 Vine Ridge Drive	4	4	1	2	2019	5,455	\$1,795,000	\$329
Active	6113 Elizabethan Drive	6	5	2	3	2004	6,492	\$1,830,000	\$282
Active	736 Greeley Drive	5	4	2	5	1959	5,411	\$1,850,000	\$342
Active	6210 Hickory Valley Road	5	3	1	3	1964	5,993	\$2,395,000	\$400
Active	5925 Sedberry Road	5	4	1	3	1960	5,572	\$2,490,000	\$447
Active	731 Summerly Drive	5	6	1	3	2019	6,617	\$2,559,000	\$387
Active	200 Hillwood Boulevard	6	5	2	3	1935	7,664	\$4,900,000	\$639
Averages		5	4	1	3	1978	4,542	\$1,540,056	\$310

Hillwood & West Meade Homes Sold in the Past 30 Days

Status	Address	Beds	Full Baths	Half Baths	Garage Capacity	Year Built	Estimated Square Feet	List Price	Sold Price per Sq. Ft.	Sold Price	Sold Date
Sold	73 B Brookwood Terrace	4	3	2	2	2019	3,681	\$950,000	\$257	\$945,000	07/15/20
Sold	808 Russleo Drive	3	2	0	2	1965	1,731	\$485,000	\$280	\$485,000	07/13/20
Sold	6652 Clearbrook Drive	5	2	1	N/A	1962	3,248	\$839,000	\$258	\$839,000	07/13/20
Sold	5931 Post Road	4	2	1	2	1961	2,412	\$594,900	\$245	\$590,000	07/10/20
Sold	5900 Hickory Valley Road	3	3	0	N/A	1956	3,831	\$915,000	\$239	\$915,000	07/10/20
Sold	993 Windrowe Drive	5	2	1	2	1976	1,980	\$389,900	\$192	\$380,000	07/09/20
Sold	714 Davidson Road	3	2	0	2	1955	1,883	\$525,000	\$285	\$536,000	07/07/20
Sold	608 Clematis Drive	4	3	1	N/A	1964	3,786	\$679,000	\$177	\$670,000	07/07/20
Sold	251 Vaughns Gap Road	4	3	1	3	1954	3,866	\$939,000	\$243	\$939,000	07/02/20
Sold	6505 Cornwall Drive	3	2	1	N/A	1963	3,184	\$650,000	\$201	\$640,000	07/01/20
Sold	815 Cammack Court	4	3	0	N/A	1967	2,251	\$399,900	\$162	\$365,000	06/30/20
Sold	167 Lelawood Circle	3	2	1	N/A	1971	2,437	\$549,000	\$225	\$549,000	06/30/20
Sold	824 W Hillwood Drive	5	4	2	4	2019	4,004	\$1,295,000	\$281	\$1,125,000	06/30/20
Sold	154 Haverford Drive	2	2	0	1	1953	1,542	\$445,550	\$289	\$445,550	06/19/20
Sold	824 Highland Crest Drive	5	3	0	2	1967	2,600	\$312,000	\$125	\$325,000	06/18/20
Averages		4	3	1	2	1970	2,829	\$664,550	\$231	\$649,903	

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