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HILLWOOD & WEST MEADE

Real Estate Market Report | June 2020



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SOLD BY PATRICIA STRAUS BEFORE HITTING THE MARKET!

SOLD for \$850,000



519 Huckleberry

6 Bed | 4 Baths | 3,876 Est. Sq. Ft.

If you've considered selling, call me today at **615.305.8465** for a FREE, no-obligation home assessment and learn how I will put my proven skills to work for you!

COMPLIMENTARY SERVICES

You won't find service like this anywhere else!



CLEANING AND HANDY MAN SERVICES

My team will deep clean your home and finesse the finest details to make sure your home's curb appeal and interior are perfect.



PAINTING AND STAGING SERVICES

My painter and stager will get your home ready for showings by offering painting services and staging consultations.



DEDICATED LISTING COORDINATOR

All of your paperwork is handled by my personal listing coordinator to make sure the transaction is easy, precise, and timely.



EXPERIENCED PRE-SELL AND MARKETING TEAM

Your home will be pre-marketed using a proprietary marketing program and extensive professional and personal network. My dedicated Transaction Coordinator and Marketing Coordinator will also manage marketing channels and enhance customer experience.



MULTI-CHANNEL MARKETING CAMPAIGN

Customized, strategic campaign utilizing print, digital, and direct mail to target markets including agent network and personal sphere.



Presented by Patricia Straus

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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.

THE SELLING FRENZY IS COMING

NOW IS THE TIME TO GET YOUR HOME READY TO SELL!



MARKET FACTORS

Prior to COVID-19, the housing market showed signs of a hot spring season. The pre-pandemic market strength gives many experts hope that losses are temporary.

The comeback is expected to be quick. With historically low interest rates, home buyers and investors will start buying at the first signs of normality. This will only delay spring purchasing, setting the stage for a frenzy by July.

RESILIENCE

During four of the last five recessions, home prices continued to increase. The only exception was in 2008; however, this was triggered by deregulation in the financial industry resulting in the banking crisis.

While the housing crisis is still fresh on our minds, the U.S. housing market has weathered all other recessions since 1980. **Traditionally, the housing market actually aids the economy in recovering from recessions.**

ALWAYS ESSENTIAL

What separates the stability of the housing market from other economic indicators like the stock market? It comes down to need. **People will always need a place to live.**

After regulations lift, there will certainly be hesitant buyers, but there will also be those patiently waiting to enter the market and take advantage of low interest rates. Life itself carries on and large life events, like home purchases, continue to happen!

Timing is critical to take advantage of the coming market. Call me to help get your home ready; it's what I do best! **615.305.8465.**

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	824 Highland Crest Drive	5	3	0	2	1967	2,600	\$312,000	\$120
Active	5749 Knob Road	3	2	0	1	1985	1,584	\$374,900	\$237
Active	815 Cammack Court	4	3	0	N/A	1967	2,251	\$399,900	\$178
Active	993 Windrowe Drive	5	2	1	2	1976	1,980	\$399,900	\$202
Active	770 Rodney Drive	4	2	1	2	1967	2,400	\$525,000	\$219
Active	167 Lelawood Circle	3	2	1	N/A	1971	2,437	\$549,000	\$225
Active	5806 Vine Ridge Drive	3	3	0	2	1963	2,600	\$579,900	\$223
Active	1108 Davidson Road	3	2	0	2	1960	2,188	\$649,900	\$297
Active	6433 Bresslyn Road	5	3	0	2	1956	2,870	\$668,000	\$233
Active	6608 Rolling Fork Drive	4	2	0	N/A	1958	2,450	\$675,000	\$276
Active	736 Rodney Drive	4	3	0	2	1987	3,405	\$697,900	\$205
Active	608 Clematis Drive	4	3	1	N/A	1964	3,786	\$699,000	\$185
Active	613 Brook Hollow Road	4	3	0	N/A	1955	2,550	\$799,000	\$313
Active	5904 Old Harding Pike	3	2	0	2	2009	2,668	\$875,000	\$328
Active	5900 Hickory Valley Road	3	3	0	N/A	1956	3,831	\$915,000	\$239
Active	73 Brookwood Terrace	4	3	2	2	2020	3,939	\$964,900	\$245
Active	124 Allendale Drive	5	3	1	N/A	1951	3,755	\$1,150,000	\$306
Active	824 W Hillwood Drive	5	4	2	4	2019	4,004	\$1,295,000	\$323
Active	603 Davidson Road	6	5	2	N/A	1955	6,556	\$1,650,000	\$252
Active	730 Vosswood Drive	4	4	2	3	2008	5,721	\$1,795,000	\$314
Active	5813 Vine Ridge Drive	4	4	1	2	2019	5,455	\$1,795,000	\$329
Active	6210 Hickory Valley Road	5	3	1	3	1964	5,993	\$2,495,000	\$416
Active	731 Summerly Drive	5	6	1	3	2019	6,617	\$2,559,000	\$387
Active	5925 Sedberry Road	5	4	1	3	1960	5,572	\$2,611,000	\$469
Averages		4	3	1	2	1977	3,634	\$1,059,763	\$272

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	6528 Cornwall Court	3	2	1	2	1965	2,190	\$475,000	\$226	\$495,000	05/15/20
Sold	714 Hillwood Boulevard	5	4	0	5	2002	7,997	\$1,500,000	\$188	\$1,500,000	05/12/20
Sold	6620 Jocelyn Hollow Road	5	3	1	2	2017	3,536	\$1,250,000	\$354	\$1,250,000	05/11/20
Sold	112 Keyway Drive	3	1	1	N/A	1950	1,704	\$449,000	\$264	\$450,000	05/07/20
Sold	519 Huckleberry Road	6	4	0	2	1956	3,876	\$850,000	\$219	\$850,000	05/07/20
Sold	6607 Fox Hollow Road	5	4	0	N/A	1963	4,770	\$1,135,000	\$221	\$1,055,250	05/05/20
Sold	111 Allendale Drive	3	2	0	N/A	1951	1,595	\$455,000	\$273	\$435,000	05/01/20
Sold	6674 Clearbrook Drive	4	3	0	2	1967	2,400	\$739,000	\$302	\$725,000	05/01/20
Sold	232 Hillwood Boulevard	4	2	1	3	1951	2,151	\$749,900	\$344	\$739,000	05/01/20
Sold	407 W Hillwood Drive	4	3	2	N/A	1952	2,811	\$1,200,000	\$427	\$1,200,000	05/01/20
Sold	104 Laird Road	6	5	1	3	2019	5,071	\$1,699,000	\$335	\$1,699,000	05/01/20
Sold	154 Haverford Drive	2	2	0	1	1953	1,542	\$465,000	\$289	\$445,550	04/20/20
Averages		4	3	1	3	1971	3,304	\$913,908	\$287	\$903,650	

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