

Newsletter and deals on properties for sale

1 message

John Henson
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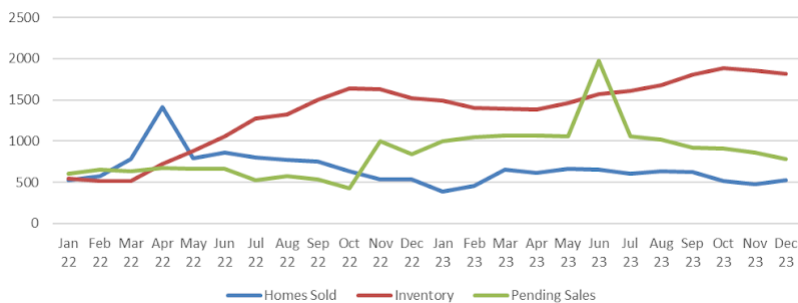
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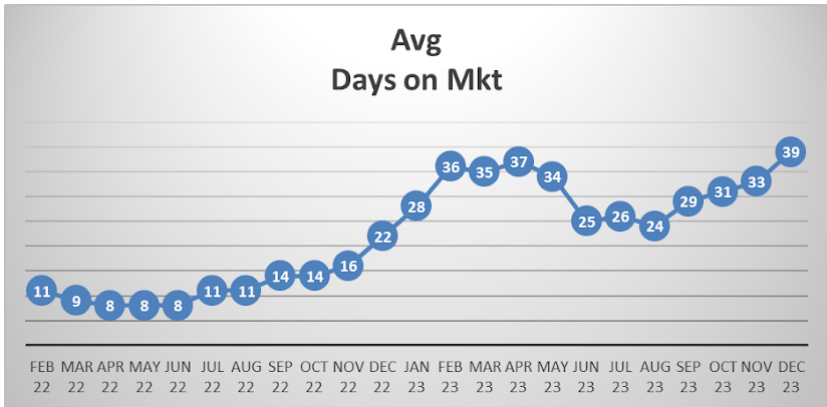
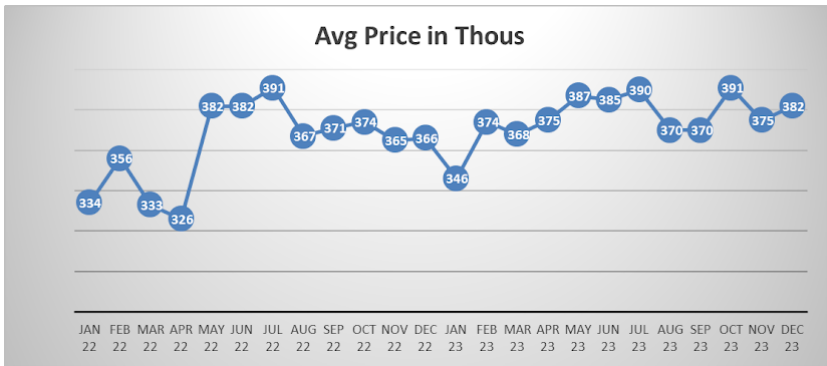
Welcome back to my Investor Newsletter. I know it's been a while. So first, take a look at the charts below for a state of the market review:

Huntsville-Madison County Home Sales Stats

Month	Homes		Avg Price in Thous	Avg Days on Mkt	Pending Sales	Mos. Of Inventory
	Sold	Inventory				
Jan 22	524	547	334	13	605	0.48
Feb 22	574	511	356	11	651	0.42
Mar 22	785	513	333	9	634	0.36
Apr 22	1412	722	326	8	678	0.35
May 22	795	879	382	8	667	0.60
Jun 22	865	1055	382	8	667	0.69
Jul 22	802	1273	391	11	528	0.96
Aug 22	776	1326	367	11	576	0.98
Sep 22	753	1496	371	14	534	1.16
Oct 22	630	1643	374	14	431	1.55
Nov 22	533	1631	365	16	1002	1.06
Dec 22	538	1521	366	22	839	1.10
Jan 23	383	1493	346	28	994	1.08
Feb 23	452	1405	374	36	1049	0.94
Mar 23	651	1393	368	35	1066	0.81
Apr 23	618	1382	375	37	1069	0.82
May 23	665	1460	387	34	1062	0.85
Jun 23	651	1565	385	25	1973	0.60
Jul 23	606	1612	390	26	1059	0.97
Aug 23	630	1678	370	24	1015	1.02
Sep 23	622	1807	370	29	918	1.17
Oct 23	519	1882	391	31	909	1.32
Nov 23	475	1856	375	33	865	1.39
Dec 23	524	1811	382	39	786	1.38

Huntsville-Madison County Homes Sales





Overall, the market is stable and maintains the trend of a sellers' market with well under six months' of inventory on the ground.

A new builder has come to Huntsville from Arkansas that specializes in the lower end price ranges. I represented buyers who went to contract with Rausch Coleman Homes. The value they offer is impressive. They offer new 3/2 homes for under \$210K. Call me for a complete list of homes they have on the ground. They don't seem to bait and switch. The price they quote is pretty much it.

Lennar Homes is offering some really big incentives to adjust their inventory levels. 4.5% financing plus builder-paid closing costs plus deep discounts in some cases. I just sold one of their townhomes with a \$30K price reduction (but I'm not sure if they have any of these left). Some of these are in very desired locations like Madison and Owens Cross Roads.

Last but not least, I know an investor wanting to sell some properties in Decatur in various conditions. See the list below:

BEDS	BATHS	LOCATION	CONDITION	PRICE
2	1	Decatur	Needs paint and flooring	125K
3	1.5	Decatur	Kitchen damaged by fire	100K
4	3	Decatur	New paint, plumbing and electrical	250K

Call me with any questions or comments, or if you have property you would like to sell.

Best!
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