






2018 CHAMPAIGN COUNTY FAIR NEWSLETTER

Dear Friends, Customers, and Clients,

It is time again for our bi-annual Newsletter. We thank **you**  for allowing us to serve **you** again and again. The real estate market in Champaign County is good. **HLIC** describes it as a "sellers" market. The number of MLS listings are down. Part of the reason for the reduced number of available listings is that the bank owned and foreclosed properties have been significantly reduced. In January of 2017 there were 137 active residential listings and in June of 2017 there were 152 active listings, but in January 2018 there were only 112 active listings and in June of 2018 there were only 126 active listings. There are **26 fewer** residential listings in this 12 month period. This trend is reflected in our WRIST MLS information. Also of interest is that presently listings are on the market fewer days and REALTORS are presenting more multiple offers to sellers for consideration.

Search and find 7 county MLS listings at
www.gohendersonland.com


Market Trends

The  first half 2018 real estate sales for Champaign County were lower when compared with first half 2017 sales. There were 407 conveyances in the first half of 2018 compared to 424 in the first half of 2017 or 4% fewer transactions. The total real estate sales amount was \$56,991,832 in the first half of 2018 and compared to \$58,852,265 in first half 2017 or 3% less sale volume in the first half of 2018. According to the Champaign County Auditor's records the average transaction sale amount was \$140,029 in the first half of 2018 compared to  \$133,638 in the first half of 2017. We find it amazing that 2018 Champaign County total sales amount and conveyances are less than 2017.

At time of printing our Fair Newsletter, WRIST, our regional 7 county MLS, sales data reflect the average sale price of homes for the first half of 2018 is \$143,296 or a 9.6% increase compared with the first half of 2017. The total sales amount decreased 2.4% and the number of sales decreased 10.9% for first half 2018 compared to first half 2017.


FYI, the Ohio Association of REALTORS

May records show the average home sale price in Ohio for 2018 was \$175,333 or 6% higher than 2017. The number of Ohio sales remained constant at 56,366 and the total sale amount increased 5.2% in 2018 to \$9,882,829,799 compared to 2017.

The economy,  employment and consumer confidence are positive and are presently strong enough in Ohio to encourage real estate investment.


For most of Ohio and the U.S. the sale value of homes has trended higher in 2018. Nationally, existing home sales are 8.4% higher in May than in May of 2017.

The demand for farm land continues to remain strong with values reaching \$8500 per acre for quality farmland in many Ohio counties including Champaign County.

5 recent Champaign County farm sales were: 376.8 acres on Clark Road for \$7957/acre; 70.8 acres on Russell Road for \$4125/acre; 73.6 acres  on Kiser Lake Road for \$6535/acre; 82.7 acres on Rhodes Road for \$7255/acre; 72.9 acres on Russell Road for \$7881/acre.

WE NEED LISTINGS!!!

New Construction

20 permits in Champaign County for new home  construction and modular homes are up for the first half of 2018 compared with 10 permits in the first half of 2017. The first half of 2018 estimated permits total about \$4,281,000 or \$214,000 average per residence. This compares to \$1,832,000 estimated total permits for the first half of 2017 or \$183,000 average per residence.

There were only 2 commercial building permits for first half 2018 with an unknown building value. The 2 permits were for buildings at Mechanicsburg Schools and Urbana City Schools.









This data was obtained from Champaign Building Regulations Department website.

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Real Estate News

Local Real Estate News



- Mortgage interest rates are generally higher since winter. Fixed interest rates between 4% and 5% are available for personal residences at many banks and mortgage companies for 10 to 30 year conventional loans.  Variable rates can be secured between 4.5% and 6% for 1 to 7 year terms. Freddie Mac reports, however, that mortgage rates are inching higher. 2018 continues, nevertheless, to be a **super** time to buy a home!!!! Mortgage interest rates are **affordably** low.
- Unemployment for 2018 has decreased in Ohio. The unemployment rate for **Champaign County is 3.7 %** for May 2018 compared to **3.8%** in January of 2018. The May unemployment rate in Clark County is 4.3%, Logan County is 3.3%, Madison County is 3.2%, Miami County is 3.5%, Shelby County is 3.4%, and Union County is 3.1%.  Ohio's and the U.S. unemployment rate for May 2018 are respectively **4.2%** and 3.6% and they respectively were **4.7%** and 4.1% in January of 2018.
- First half sales tax revenue for 2018 of \$2,726,931 for Champaign County is 4% less than the first half 2017 sales tax revenue of \$2,833,776 according to Auditor Karen Bailey. Sales tax revenue makes up 50% of Champaign County's budget and is an important revenue source helping compensate for reductions in state funding.
- The total accrued delinquent real estate taxes for Champaign County for 2018 due for 2017 are \$1,666,422 compared to \$2,061,971 due 2017 for 2016. This is a reduction of delinquent tax of \$395,549 or 24%.  Treasurer Robin Edwards reports 36% of delinquent tax payers are now on a payment plan. 17 tax foreclosures are scheduled for the Prosecutor.
- The five highest Champaign County real estate tax delinquencies are: State of Ohio \$73,840 for the Game Farm Road farm, ; John and Cynthia Stamper \$34,762 at 5001 North Ludlow; Village of Mechanicsburg \$18,419 at Race Street; Eugene Rarey \$15,486 at 525 Railroad Street; Amy Eggleston \$12,769 at 130 Bloomfield Avenue. (There are other higher delinquencies but these owners are on payment plan).
-  In the first half of 2018 Champaign County had 25 total sheriff sales compared to 46 total sheriff sales in the first half of 2017 — 45.65% less. This is a positive improvement for financially distressed homeowners. 
- Casino tax revenue of \$231,437 for first half 2018 was collected by Champaign County.
- Champaign County and Urbana were awarded an \$800,000 grant by the Ohio Development Services Agency to rehabilitate, repair, and construct affordable housing for low-income Ohioans. 10 owner-occupied homes are designated for rehabilitation; 22 owner-occupied homes will be repaired; and Habitat for Humanity will fund 2 new homes.
- Clark County Land Reutilization Corp. purchased 40 acres at Upper Valley Mall in May for \$3 million. The News and Sun reports that they are in negotiations with a private developer under a plan that could provide new investment at this site.
- Champaign County is working with Logan-Union-Champaign Regional Planning Commission to develop a long term comprehensive plan to be available at end of 2018. The plan is an effort to create a foundation for the future of the County. In an effort to reach out to the residents, LUC developed a 30 question survey. Many of the questions involve housing.
- 2017 census reflects that Springfield and Urbana's populations are flat. In 2010 Springfield's population was 60,573 while in 2017 it was 59,208. In 2010 Urbana's population was 11,713 while in 2017 it was 11,256.
- The Ohio Power Siting Board approved an extension to the Buckeye Wind project through May 2019. EverPower's request cited the history of the project and multiple times it was met with legal resistance from opposing parties. 
- New Honda  Acura RDX sport utility vehicles will be built in the East Liberty plant with a new investment of \$54 million.
- Urbana was included with several other Ohio cities in a list of top small cities that have drawn investment and jobs to their communities in the past year. The Navistar distribution center on Phoenix Drive, Memorial Health's recent addition on U.S. Route 36, and Weidmann Electrical Technology Inc. at 700 West Court Street are projects that contributed to this recognition.
- The former Robert Rothschild Farm was listed for sale in April for \$2,899,000. Glencoe Capital purchased this real estate in June 2017 for \$3,946,690. In June 2018 Woodruff Foods, Inc from Springfield/Urbana purchased this property for \$954,000.
- Northridge of Clark County has been recognized by SmartAsset, a consumer finance company, as having one of the healthiest housing markets in Ohio for the second consecutive year.
- The cleanup of the former Q3,JMC site on Miami Street has had demolition on some of the structure earlier this year in preparation for getting it ready to market. 
- Groundwork for an eventual takeover of Navistar was set when Volkswagen finalized the purchase of 17% stake last year and invested \$256 million in the truck-maker.
- Topre America Corp., a Japanese auto parts company, has invested \$55 million in a new 177,000 square foot stamping facility on the former International Harvester ground at Lagonda Avenue and Belmont Avenue. This site is now known as Champion City Business Park. 204 new jobs are expected.

Real Estate News

Local Real Estate News: continued













- Dollar General's newest store at 11930 State Route 55 in Saint Paris opened in  March.
- Springfield wants the State to take better care of the properties that have been forfeited to it and have become blighted, creating problems in neighborhoods. More than 595 properties in Clark County have been forfeited to the State. Springfield currently has 231 state-owned properties with nuisance abatement orders.
- Mercy Health, Springfield's largest employer, will merge with Bon Secours Health, an East Coast hospital network to become one of the largest health systems in the U.S. 43 hospitals are in the system.
- Champaign Economic Partnership wants to move forward  with a new hotel in Urbana. A recent study supports that there is enough demand to build a new hotel with at least 70 to 80 rooms and meeting space said Marcia Bailey, economic development coordinator.
- The value of commercial building permits ballooned more than \$50 million in Champaign County in 2017 compared to 2016. The building projects include the new Urbana City schools, investments at local medical facilities, and a \$12 million Navistar distribution center on Phoenix Drive. 
- Robert and Nancy Hull, owners of Hull Plaza at 4 West Main, Springfield, sued State Farm agent Rick Chimento and state Farm Fire and Casualty Company for failure to procure a policy or coverage the Hulls requested. A damaged boiler and residual damage to the building instigated the law suit.
- The Urbana Board of Education authorized the sale of North Elementary and South Elementary to the City of Urbana. These 2 buildings are expected to be bundled with the former Douglas Hotel by the city and sold to Indiana developer Flaherty & Collins. Flaherty & Collins will turn the buildings into affordable senior housing. Champaign Economic Partnership is acting as an agent. The price agreement in place for this real estate is \$354,000. 
- The Simon Kenton Trail spanning Clark, Champaign, and Logan Counties was voted by  readers of Ohio Magazine as Ohio's best bike trail.
- The Champaign County Visitor's Bureau, a committee of the Champaign County Chamber, represented the community at AAA Great Vacations Travel Show in Columbus in January. The mission of the Bureau was to promote Champaign County as a premier destination of leisure travel, highlighting the area's historical, cultural, and recreational attractions.
- Requested zoning changes were denied by Urbana for a proposed Casey's General Store at 913 South Main Street consisting of 7 parcels.
- Springfield city commissioners have revised local ordinances to give warnings to landlords who fail to provide information to tenants about their rights.
- Moving Downtown Forward is a new committee of a mix of community people meeting to discuss revitalizing downtown Urbana buildings with new investment. Yet another CEP instigated project that shows our increased conveyance fee investment is worthwhile. Good job Marsha Bailey.
- The Tremont City Barrell Fill continues to be a toxic waste site  that poses a threat to ground water north of Springfield.
- Champaign County Auditor, Karen Bailey, has confronted the Ohio Department of Natural Resources on payment of real estate taxes on 464 acres on Game Farm Road. The State views this land is tax exempt. The Auditor says this land is not tax exempt. She affirms that this land is income producing thereby losing its qualification for tax exemption.

State Real Estate News

- Dale Inman in Montgomery County fraudulently claim owner-ship to multi-cant homes, and deceased owners by filing fraudulent property deeds. He used an unscrupulous notary public to witness signatures. He is indicted on 25 charges. 
- Airbnb has said that fastest growing markets guests spent \$6.5 mil-bus properties in 2017. Columbus is one of in U.S. 57780 lion renting Colum-Ohio Hotel and Lodging Association is working with Columbus officials to explore types of rental regulations that other cities have enacted. 
- Amazon plans to build an 855,000 square foot distribution center at West Jefferson employing 1500 people.






Real Estate News

State Real Estate News continued


- Apartment renters face eviction in Toledo because landlords can not or will not comply with lead-safe rental law. There are no guards for renters. 
- Columbus City Council plans to vote on measures which are designed to encourage more affordable housing in a dozen key neighborhoods. Tax abatement incentives are provided developers.
- Dayton has one of the highest eviction rates among large Midwestern cities. Some observers question housing affordability in a market that has been nationally recognized as a cheap place to live. 6 of 100 renters are evicted each year ranking Dayton 26th nationally. 
- Columbus is the 14th largest city in the U.S. and has one of the fastest growth rates.
- Xenia is going to court over annexation of 45 acres of Central State University involving a 6 mile "balloon on a string" annexation. Greene County commissioners denied the city's petition. 
- Bright Farms is ready to open a mega greenhouse in Wilmington that will produce 800,000 pounds of salad greens and herbs. Their produce market will focus on Dayton, Columbus and Cincinnati. 
- A \$182 million expansion is approved for Wright Patterson Air Force Base. The expansion is for the National Air and Space Intelligence Center—one of the largest expansions in history.
- U.S. District Judge James Carr has accused the U.S. Environmental Agency and its state partner, the Ohio Environmental Agency of botching the Lake Erie impairment of algae-prevention. He has urged the Ohio Department of Agriculture to make this algae prevention their Number 1 priority.
- Toxic algae continues to be a problem along the west coastline of Lake Erie and impedes water treatment for cities like Toledo and restricts recreational swimming and boating. Western Lake Erie is designated "impaired". 
- A study by the National Low Income Housing Coalition, an advocacy group, estimated that 227,304 extremely low-income Ohio households can not find housing they can comfortably afford. People need a safe, decent, affordable place to live in order to recover from addiction, raise a healthy baby, hold down a job, and or do well in school.
- The most expensive metro area in Ohio is Columbus. A slightly below average 2 bedroom unit rents for about \$910/month.
- People living in, or sleeping in, their vehicles have become so commonplace that many cities have passed ordinances to regulate the practice including Wooster.
- Green City Council in northeast Ohio reached a \$7.5 million settlement with NEXUS Gas Transmission in accepting construction of high pressure of a gas pipeline. 
- A Wayne County landowner claims to have gained legal ownership of an abandoned railroad corridor through his land under the theory of adverse possession. The Ohio Supreme Court ordered the Wayne County Common Pleas Court to rehear the claims of adverse possession. 
- Low milk prices are increasingly forcing small Ohio dairy farmers out of business. In the past decade there has been a 33% decrease in Ohio dairy farms now totaling 2,237 in number. 
- Dayton is proposing a master riverbank plan to coordinate investments in 9 main parks along the 12 miles of river corridor to rival Cincinnati's. 
- A Cincinnati landlord is being sued by the justice department for violating the Fair Housing Act for sexual violations in renting.
- Home owners in an Akron neighborhood are fighting an orthopedic hospital that has plans to build in a residential neighborhood. They object to the high rise structure and noise, light pollution, and traffic.
- A University of Cincinnati study found **no** evidence of groundwater contamination from recent oil and natural gas drilling in Appalachian counties in eastern Ohio. The study showed that tested groundwater was clean.
- A Butler County judge's ruling is being contested by neighbors regarding the sale of an historic schoolhouse. West Chester Township was poised to sell the schoolhouse to a Montessori school owner for \$250,000 as part of a settlement of a lawsuit. Some neighbors objected and intervened in the lawsuit. The judge ruled the lawsuit was moot. The school owner has appealed. 
- A Cleveland Tenants Organization suspended operations in February after 40 years of championing and educating renters. The cash crunch became too much to bear for this non-profit.
- The Ohio legislature passed legislation requiring home inspectors to have a state license for checking out homes and informing buyers of potential issues. 
- The Toledo Fair Housing Center joined a lawsuit by National Fair Housing Alliance and 18 other fair-housing organizations in filing housing discrimination suit against Bank of America. The suit claims that the bank-owned properties that were foreclosed in working and middle-class African-American and Latino neighborhoods were deliberately neglected and not maintained.
- The Dayton Development Coalition is optimistic that Dayton's economy is on a rebound with new activity at the International Airport and CareSource, a Medicaid plan manager. 
- Some Buckeye Lake waterfront owners received letters from the Ohio Department of Natural Resources informing them that their homes encroached on state land and must be removed. These letters shocked many residents unaware of the encroachments.

Real Estate News

National Real Estate News

- Wells Fargo continues to be hit with fallout from a sham-accounts scandal and slapping fees to customers for delays in processing applications.
-  The 2 June issue of the News and Sun reports that construction spending is at a record high. A surge of 1.8% construction spending in April reflects home building rose by the largest amount in 24 years.
- New home sales climbed 6.7% in May. Home sales are 8.4% higher this year than 2017.
- Trump administration attorneys were in court in May defending the disputed Keystone XL oil line against Native American groups that want to derail the project. The 1179 mile pipeline proposed by TransCanada Corporation was rejected by former President Obama because of its potential to exacerbate climate change.
- California congressman, Dan Rohrbacher, lost the endorsement of 1.3 million member REALTORS after stating it was acceptable for people to refuse to sell their homes to LGBT buyers if sellers do not agree with their lifestyle.
- The California Energy Commission approved a new building standard to require new homes and low-rise apartments to have solar panels starting in 2020. The standard still needs approval of the state Building Standards Commission. 
- The Trump administration is scaling back building regulations for manufactured homes. This administration is embracing manufactured homes as a way to increase affordable housing using the private sector rather than taxpayer funding.
- U.S. Housing and Urban Development Secretary Ben Carson in April proposed raising the rent that low-income families are expected to pay as well as encouraging those receiving housing subsidies to work.
- Trulia found that homes are more affordable now than anytime since 1980 because of lower mortgage interest. 
- In March, The Federal Reserve raised its key interest rate from 1.5% to 1.75%, the highest level since 2008. The rate increase is attributed to economic growth.
- In mid June long term mortgage interest fell to 4.5% for Freddie Mac. By contrast the 30 year rate was 3.9% a year ago.
- The AirBnB, home rental company, has maintained a steady profit before interest, taxes, and amortization for 17 months.
- U.S. homeowners are getting smarter. Voice activated speakers, such as Amazon's Echo and Google Home, do more household chores—door locks, lighting, laundry, order pizza, play favorite music, check weather, and track flights.
- Treehouse owners in Holmes Beach, Florida, are trying to save their \$30,000 tree house on a beachfront from being torn down because of setback restrictions. The treehouse was built without a written permit. 
- Open door, a startup that uses computer algorithms to buy and sell homes, has closed a new \$325 million fundraising round in a bid to supercharge growth into 50 U.S. metropolitan areas.
- 9 environmental groups have sued the U.S. government to block a land trade that could lead to construction of a road through a national wildlife refuge in Alaska that is habitat for migrating water fowl.
-  A CoreLogic study reflects it is easier to get a mortgage in 2018 for slightly more risky borrowers. In 2017, Fannie Mae raised its maximum debt-to-income ratio. Freddie Mac and Fannie Mae are accepting mortgages with down payments as low as 3%. Requiring good credit is still part of loan approval (the average credit score for home buyers using conventional financing is unchanged at 755).

Miscellaneous Real Estate News:

- Trampoline parks are invading malls. Space vacated by stores creates new entertainment opportunities. 
- What happens to vacant lots emerging in cities as abandoned houses are razed? Nationally, as much as 15% of the land in some large cities is vacant. Some lots are being converted to miniature parks, urban farms, and storm sewer retention areas.
- Expect to pay more for a house with a fabulous view. Seeing the mountains, water, or city lights from the comfort of home comes at a price. Views are difficult to quantify. It is somewhat subjective.
- 3 trends changing floor plans in new homes are: 1. open living spaces, 2. multigenerational living, 3. and customization.

Thank You Buyers & Sellers since the Last Newsletter

NEW OWNERS	PROPERTY	SELLERS	NEW OWNERS	PROPERTY	SELLERS
Christopher Dillon Lance Daryl Foster Tammy Welty, Anna&Rob Michael & Barbara Dillon David & Laura Alban Dan & Barbara Gardner Fred & Mary Beth Henry David Reed Jamie Music Sessions Solutions, LLC Kiser Lake Properties LLC Jeremiah & Sarah Perkins Jessica Norris Tanner & Nora Huffman Clifton & Molly Meadows Christopher Jent Roger & Becky Kendall James & Stephanie Dail Aaron Pappas& Carrie Richard & Sarah Napier Sharon Sawmiller Keena Johnson	203 E Lawn 1056 N Main 10188 Cowpath Rd 320 Lafayette 518 Miami St 107 Camelot Dr 311-313 Railroad 3211 Creek Rd 3864 W US 36 1191 Lee Rd 73.6 A Kiser Lake Rd 124 Fifth St 524 N Main St 350 E Ward St 125 Bentwood 3245 Creek Rd 308 Pickrelltown Rd 145 E Walnut 729 S Walnut 6805 Willowdale Rd 2318 E Kingscreek 253 N Bridge St 524 Scioto St	Joseph & Marilyn Stanley Kevin Taylor III Duane & Yvonne Miller Christie Peak J & J Campaign Donna Rogan Richard Dike Rosemary Jordan Patricia Brown Fifth Third Bank Tim & Amy Weinert Robert & Amanda Merriman RVFM 4 Series, LLC Clifton & Molly Meadows Dan & Michelle Shively Rosemary Jordan Stephanie Rood Susan Jefferson Martha Streater Jeff & Rhonda Cornwell Paragon Relocation Co James & Ruth Nye Thomas Lea	Jay Young James & Lisa Taylor Terry Martin Jr Amanda Blackwell Clutter Trust Vincent Pack James & Lisa Taylor Christopher Ricketts Joseph Dovel Jacob Fox David Konicki Bradley Grooms II Mathew & Jennifer Ward Steven & Stacy Koons James & Lisa Taylor James & Lisa Taylor Kathryn Zerkle Thomas Click Kassidy Randall Steve Williams	401 E Cecil 124-126 N Light 4837 Gay St 9129 W US 36 110 Prospect St 3857 W US 36 808 Rodgers 10965 W SR 29 701 N Russell 1906 Hillside 348 W Lynn St 142 Henry St C'burg Jackson Rd SR 235 S 732-734 W Pleasant 1668 Highland Ave 137 Rupolo St 548 E High Ave 309 N Main 8069 N US 68	Douglas & Deborah Cox Taylor Group Co LLC Larisa Solomon Richard & Linda Craig Hannah Sexton Zach & Jessica Stickley Bayview Loan Servicing Nathan & Crystal Long Elmo & Joan Mossbarger KAJA Holdings LLC Patrick & Valerie Glennon Gaye Carafa Steve & Brenda Massie Steve & Brenda Massie Golden Dreams Holdings Daniel & Cassie Berner McLean Enterprises Inc Anderson Trust Homer Jackson Stacy Ann Johnston

In 2017 our collective **HLIC** customers and clients spoke loud and clear that there was greater interest in winning the Most Happy People contest with the wide screen TV as a prize than winning the RCI trip. Sooo this year we hope that you all will take a stab at guessing the number of faces on our Happy Buyers and Sellers board. If we have more than one good counter, we will draw one winner from the stack of correct answers. The entry form for **THE MAGIC NUMBER** is below.

henderson land investment company

“we can’t spell success without you”

Name _____

Address _____

Phone _____ Email _____

hlic associate _____ THE MAGIC NUMBER _____

Need not be present to win. Must be at least 18 years of age. henderson land investment company and employees are not eligible.

“Please Help Us Find The Perfect Buyers For These.”



Explore the possibilities at **5817 Co Rd 63**, Quincy.
This property offers a 4 bedroom, 2 bath home, outbuildings including a horse stall barn and 14.855 acres for **\$219,000**. Please call Gina@206-7029



Move up to country living at it's best.
3523 River Road, Urbana has 1 acre loaded with 3 bedrooms, 2.5 baths, a 28x38 pole barn and partially fenced pet yard. **\$169,900** Please call Bob @ 581-9311



49 Lookout Court, Urbana is creatively unique every step of the way. With a wee bit left to finish in the basement, this contemporary home offers 4 bedrooms, 3.5 baths, several deck spaces and an enclosed porch. **\$230,000** Please call Judy @ 207-8929



122 Oak Street, Urbana offers quality in design and materials. The covered patio offers 3 season get together space in this 4 bedroom 2 bath one story. Several rooms are freshly painted. **\$184,900**
Please call Lee @ 206-4648



To double or not? That's the question.
316 Freeman, Urbana offers that choice.
Now a double, this **\$92,900** home offers 1700 sq.ft., 2 kitchens and 2 baths.
Please call Stephen@ 206-7281



Split the distance between Springfield and Mechanicsburg in this 3 bedroom 2 bath one story @ **7845 Chanting Way**, Mechanicsburg. It's got a full basement, 1.4 acres and a newer metal roof. **\$179,900** Please call Lee@206-4648



At **9797 Thompson Rd & Sinkhole Rd**, West Liberty there are 2 tracts of ground with 2 ponds and a former peat business. Partially wooded with a well & septic totaling 61.9 acres for \$4000/acre. (WLS school district) 27.9 & 34 acre tracts available separately.
Please call Stephen @ 206-7281



This 3 bedroom 1 bath home on a full unfinished basement provides affordable country living. **3118 McClellan Dr**, Urbana is in West Liberty school district and priced at **\$119,900**.
Please call Stephen @ 206-7281



This amazing 3 story commercial brick @ **114 Cleveland**, Piqua provides 40,000 sq.ft., 2 half baths, 2 heated display areas and office space. **\$350,000**
Please call Joe @ 606-0334



For super sized families, **1455 Winding Way**, Urbana offers 4 bedrooms, 3.5 baths 2 full kitchens, a whopping 4,529 sq.ft. and a pool for summer fun. **\$219,900**. Please call Lee @ 206-4648



Set up for an extended family this 4 bedroom, 3 bath house at **214 N High** in St. Paris is priced at **\$106,900**.
The privacy fenced back yard could be your oasis.
Please call Stephen @ 206-7281



12 Monument Square, Urbana is a clean, blank canvas in the midst of the action.
Put your imagination to work in this corner store front with 2 additional floors plus a basement. **\$99,900** Please call Joe @ 606-0334



155.454 Acres on **Woodville Pike**, Urbana in a Wetland Reserve program. Great hunting and recreation opportunity with grazing and crop restrictions. **\$700,000** Possible owner financing or split into 113 & 42 acre tracts. Please call Stephen @ 206-7281



Built in 2006, this "big box" @ **701 East Main**, St. Paris has 8,000 sf, a 3 phase 400 amp service and extra room on the 2.26 acre lot for expansion. **\$525,000**
Lease possible: \$5/sq.ft for the whole building or \$7/sq.ft. for half. Please call Stephen @206-7281



Own 32+ rolling acres with 30 tillable on **Carlisle Pike**, DeGraff with additional frontage on SR 245 at Springhills. Agent owned. **\$145,000**
Please call Stephen or Lee @ 206-7281



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of course, we sell homes.
team henderson since 1979

Our full service real estate company is more than just a tad different. Our web address (www.gohendersonland.com) will hyperlink you to searches of all regional listings including interior photographs and virtual tours.

The agents you see on this page represent at least 272 years of experience. We consider them our greatest assets. One of our 3 full time brokers is in both the St. Paris and Urbana offices most every day assuring that you receive the highest level of service possible.

We get the job done with the highest level of integrity, adding a little fun to the mix whenever possible.

Veteran  and woman owned!



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Team Henderson

After a relatively slow start this year, our associates find themselves meeting themselves coming and going with volumes of business. In case you haven't heard, this is a great time to sell.

In addition to serving the needs of our customers and clients, we have supported several community events since January including the Urbana and Saint Paris fireworks, plus several of kids' athletic teams. This year we sponsored the Bacher Home in Saint Paris as part of the CCPA home tour. That certainly is a classy event! Sandy Gonzales states this will be her last year as chairman of CCPA which she has guided for multiple years.

We are looking forward to sharing our listings with 2018 Champaign County fair attendees and hope you will consider allowing us to make your property part of our display. Please stop to visit with us. We will be in the Merchant's Building again this year, and will help sponsor the free tee shirts distributed to all 4H members by Farm Bureau.

Go big or go home might be the motto of our Auctioneer Joe Sampson. If you haven't seen his larger than life billboard on U.S. Route 36 West of Saint Paris, we suggest you have a look. Since our last Newsletter, Joe auctioned a farm on Kiser Lake Road, some lots on Helltown Road, and a residence in Darke County. We are glad to be able to offer this auction service. Frequent visits from his grandkids make Joe smile.



When Bob is not listing, selling or managing, he most certainly prefers fishing. Since January, he's taken trips to Kentucky Lake and Brookville Lake with his fishing buddies. Grandkids are also top on his list of favorites. He visited grandson Garrett @ South Dakota State, and has been seen early in the morning fishing with grandson Tanner. We tease him about his new knees speculating that they may be bionic.



Susan is the first of our newer associates to actually list and close a Bank of America short sale. She handled the transaction like a pro. She and her husband Charlie are looking forward to welcoming a new grand daughter in July. Her name will be Lillian Mae. Most Valuable Player, track star, and grandson Noah is visiting Peru this summer on a Bible School teaching mission trip. Susan enjoys exploring Columbus antique shops with her daughters.



Tom and Melissa became first time grandparents through the adoption of 9 year old Kayden into the home of son Bradley and daughter-in-law Kendra. They enjoy spending time with this awesome young man who is a great addition to their family. Bradley, Kendra and Kayden recently moved to Florida. Tom and Melissa look forward to visiting them often, especially in the winter. Their younger son, Wesley, just finished his third year of medical school at the University of Toledo. Medical school keeps Wesley very busy. Tom recently enjoyed a mission trip to Honduras where he helped build classrooms for a church-affiliated school. While Tom was working hard in Honduras Melissa spent her time relaxing in the Beach. They have enjoyed working with their clients this past year and look forward to what the future holds.



Non-Myr-with their clients this past year and look forward to what the future holds.

Summer is in the air at Metz Meadows. Tim and Karen spend a lot of time in the garden hoping to have some produce to enter at the Champaign County Fair. Their granddaughter, Zoe, graduated this spring from Graham and has plans to attend college in Columbus this fall. Of course, the Metzses have several camping trips planned this summer. Many of us attended Karen's 60th birthday party at the Meadows in early July.

Jim and Melisa have been working on projects around their home including gardening. They continue to stay busy with K&K Electronics. They are looking forward to spending time at Indian Lake this summer with family. Melisa is grateful for the clients she has worked with this past winter and spring. She is excited to see what new adventures real estate brings this summer and fall. It has been a very busy summer so far.



Kimberly purchased an investment property in Chicago with the goal of operating it as an AirBNB. This translates into managing her contractors and also purchasing the vintage furnishings. She is having fun. On a much more sober note, her Mom passed away recently which has been a big adjustment especially since she lived with her. Her mom lived an amazing life and Kimberly is grateful for loving family and friends at this time. She hopes you are enjoying your summer and hopes you will give her a chance to help you with your real estate needs.



With the help of family and contractors, Gina has been working on her new investment property in Saint Paris. It may end up being a flip instead of a rental property after gutting the kitchen and bath. She is enjoying working with some first time home buyers lately in addition to some repeat clients. Several summer family reunions and a trip to the beach are on her calendar as well as grandkids' sporting events. Stop by the county fair booth and say Hi!



It's a good growing season for Judy literally and figuratively. The sunflowers, morning glories and hollyhocks have been flourishing, and so have gratifying new experiences. She has had the opportunity to meet several new people in her work, has reconnected with some family members. Biking on the Simon Kenton Trail again rounds out her favorite season. Judy is grateful for this full life, all things considered.



Lee visited with daughter Dagny and grandson James at Desert Hill School in Albuquerque in July. She is grateful to be able to share yoga with the 24+ students in the Community Senior Center in February. Singing with the World House Choir continues to be one of the joys of her life. In August Lee will get to visit with grandson Chase and daughter-in-law Sueanna in Virginia while other Hendersons explore the Appalachian Trail for a few days.



Stephen is registered for the Air Force 1/2 Marathon in September. Training is becoming more arduous, he just does not have the stamina. He discovered a table size Boulder on our railroad right of way that David Current moved to our back yard. He wants to make a Blue Hills Memorial for our family. Stephen's poker buddy, Terry Garrison, died this spring. Son Troy, granddaughter Jade, son Brett, and Stephen are planning a 3 day hike on the Appalachian Trail in August.



From all of us at **team henderson**
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Enjoy a prosperous Year!
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