


## 2022 HLIC WINTER NEWSLETTER

### Winter Season



Dear Friends, Customers, and Clients,

It is time again  for our bi-annual **HLIC** Newsletter. We thank **you** for allowing us to serve **you** again and again. We are pleased to share with you that real estate sales in Champaign County are continuing to improve. It is now a **SELLERS'** market.

The availability of listings in Champaign County has surprisingly increased. In January 2021 there were 60 listings. Now in December there are 80 listings in our MLS. The median days on market (DOM) was 52 in January 2021 while in December the median days on market is 72.

Our traditional Fair Contest prize for the closest guess of the total number of happy faces on our Photo Sold Boards was a wide screen TV. John Crowder, of North Lewisburg was the 2021 winner.

**HLIC** has experienced strong activity in our new listings. Buyers are more frequently being asked to give their "highest and best offer" on multiple offers and are often offering more than the asking price.

Search and find 7 county MLS listings at  
[www.gohendersonland.com](http://www.gohendersonland.com)

### Market Trends

	Source	2020	2021	% Change
<b>Champaign County</b>				
# Units Sold	Auditor	886	990	12%
# Units Sold	MLS	411	444	8.0%
Total Sale Volume	Auditor	\$143,689,289	\$206,770,666	44%
Average Sale value/Unit	Auditor	\$162,177	\$208,858	29%
Average Sale Value/Unit	MLS	\$168,749	\$195,354	15.7%
Active Listings	MLS	550	551	0
Average CDOM	MLS	N/A	N/A	
<b>WRIST MLS ( 7 Counties)</b>				
# Units Sold	MLS	6053	5974	-1.3%
Total Sale Volume	OR	\$929,947,000	\$1,044,537,000	12%
Average Value/Unit	MLS	\$172,694	\$193,987	12.3%
<b>Ohio</b>				
# Units Sold Jan-Nov	OR	147,3295	155,137	5.3%
Total Sale Volume Jan-Nov	OR	\$31,292,522,000	\$37,193,120,000	18.9%
Average Value/Unit Jan-Nov	OR	\$212,448	\$239,744	12.8%

**U.S.** Demand for single-family homes remains healthy as buyers rush to the market pushed by low interest rates around 3%. A lack of existing homes has builders rushing to fill the void with newly-constructed homes.

### New Construction

32 permits were issued in Champaign County for new home construction and modular homes for the second half of 2021 compared to 19 permits issued in the first half of 2021. The value of the second half permits for 2021 totaled

average of the first



half of 2021 permits totaled \$5,497,500 or an average cost per home of \$289,342. The value of the second

half of 2021 homes was 20% greater than the first half of 2021 homes.

No commercial construction permits were issued in the second half of 2021.

Buyers for new homes in 2021 are faced with high material costs, particularly lumber and concrete. Buyers are increasing targeting new-home construction because 1. low inventory of existing homes, 2. high monthly rents, 3. good financing at low interest rates.

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# Real Estate News









## Local Real Estate News

- Mortgage interest rates are about equal to this past summer. Fixed interest rates between 3.0 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 2.5% and 4.5% for 1 to 7 year terms. Mortgage rates have stabilized in the past 6 months because the Federal Reserve has not adjusted interest rates. COVID-19 was the major reason for dropping interest. 2022 will be a **super** time to buy a home!!!! Mortgage interest rates continue to be **affordably** low.
- Unemployment for November 2021 was lower in Ohio than for January 2021. **WHY ?** The unemployment rate for **Champaign County** was 2.9 for November 2021 compared to **4.9** in January of 2021. The November unemployment rate in Clark County was 3.5%, Logan County was 2.9%, Madison County was 2.5%, Miami County was 2.9%, Shelby County was 2.9%, and Union County was 2.4%. **Ohio's** and the U.S. unemployment rates for November 2021 were respectively **4.8%** and 4.2% and were respectively **5.3%** and 6.3% in January 2021. The unemployment data may be skewed because of pandemic disruptions.
- Sales tax revenue increased 2% to \$3,503,453 for the second half of 2021 from \$3,435,922 for the first half of 2021 in Champaign County according to Auditor Karen Bailey. **This is positive.** Sales tax revenue makes up 50% of Champaign County's budget and is an important revenue source balancing reductions in state funding.
- Robin Edwards, Champaign County Treasurer, continues to aggressively attack the tax delinquencies. Eight real estate delinquent tax sales were held in 2021. Diligence in this area makes our County more attractive for development according to the Champaign County Housing Study.
- Here is a progress report on real estate tax delinquencies:

2021 real estate taxes payable in 2022	Not available	
2020 real estate taxes payable in 2021	881 parcels	\$472,286 (11.6% are on delinquency plans)
2019 real estate taxes payable in 2020	1113 parcels	\$743,361
- 5 top delinquent tax payers are: John Stamper (old Roberts Refuge landfill), Marvin Ober, John E Logan (deceased, considered uncollectable), Alan Wynn, James Engle (vacant lot)
- Since January 2021 there have been only a few foreclosure sales by government edict in order to give time to property owners to recover from financial hardships during the pandemic shutdown. In Champaign County in the first half of 2021 there were 7 tax sales and 1 foreclosure sale and the 2nd half there was 1 tax sale and 6 foreclosure sales.
- Habitat for Humanity made fixes to 8 houses in Springfield in 2021. The focus for the nonprofit was on repairing homes instead of building new homes.
- A new recreational opportunity is available at Pointe North Nature Park. This 225 acre park is just north of the Urbana Municipal Airport. A group of volunteer citizens have made biodiversity a main focus making this project unique compared to other natural parks in the state. There are six lakes and miles of hiking trails.
- The \$3.7 billion merger of Navistar with Volkswagen's truck unit, the Traton Group, officially closed in July 2021. The Traton Group now owns all common shares of Navistar stock
- Champaign County as well as the other Ohio counties now auction foreclosed properties online through Auction Ohio.
- Farmers & Merchants Bancorp completed the purchased of Perpetual Federal Savings Bank in November 2021.
- Franklin University, owner of Urbana College, listed the 115 acre property for an undisclosed price with CBRE. The Urbana community hopes that another university will discover its merits and purchase it. **DO NOT HAVE NEW INFORMATION.**
- The Urbana Youth Center, a project of the local GrandWorks Foundation, has been open for over a year and is preparing to significantly expand its facility. Justin Weller, Executive Director, on 9 December unveiled plans for expansion for a total investment of about \$2 million. Weller said \$1.5 million is the amount the Ohio Department of Mental Health and Addition Service will provide through their Capital Youth Resiliency funds.
- Grimes Airport is set to receive \$159,000 annually for five years from the Infrastructure Investment and Jobs Act to improve runways and airport towers.
- Springfield-Beckley Municipal Airport is slated to receive more than \$11 million in investment for building up air mobility technology. This could have a \$13 billion in economic impact in Ohio. The major share of funding will go toward construction of the National Advance Air Mobility Center of Excellence.
- DDC Management is developing 72 acres along Leffel Lane and Burnett Road in Springfield for Sycamore Ridge subdivision. 258 homes are planned.
- Industrial Commercial Properties, an Ohio based developer, purchased the Upper Valley Mall in August for \$2.25 million. The developer plans to transition it into a business park.
- Historic Millerstown Church was recently certified as a 501 c3 Public Charity. This is a fund raising tool that will enhance the community's ability to restore the Millerstown Church landmark to its former glory and purpose.

# Real Estate News






## Local Real Estate News continued

- Sutphen  Corporation began construction on a 185,000 square foot building on 55 acres on Edgewood Avenue. The building will combine 3 facilities. Sutphen is the nation's largest family-owned (4 generations) and operated fire apparatus manufacturer.
- Clark County Combined Health District is happy with the remedies the EPA outlined for a cleanup of the former solid waste landfill on Dayton-Lakeview Road near New Carlisle. The landfill was  plan for the 22 acres closed in 1977.
- Officials are waiting for consent decree to begin abating the 8.5 acre Tremont Barrel Fill site. City and neighbors are tired of toxic waste delay.
- Springfield and Dayton military facilities amount to 17.2% of area economy—\$19.4 billion gross economic impact helps to support 103,000 jobs.
- In November the Village of Saint Paris demolished the old Junior High Building. Officials believed it to be an eyesore for residents and a liability for the Village. The land is now vacant except for maintenance buildings. Hopefully this land will  become part of the park on Huffman Drive.
- Ohio is playing a fundamental role in outer space domination at NASIC at Wright Patterson whose 4,000 military and civilian employees analyze scientific and technical intelligence on the nations' adversaries.
- Saint Paris is considering an extension to their renewable energy contract with Solar Power and Light  with an additional 100 kilowatts on top of the 70 kilowatt system in place.
- Saint Paris is considering initiating an ordinance that would reclaim and re-utilized vacant space in the Village similar to surrounding communities.
-  The Johnny Appleseed Foundation purchased Browne Hall, the former site of the Johnny Appleseed Museum, in June from Urbana University. A new roof and gutters have been installed bringing the legacy to life again.
-  Phase 1 of the new EVERYbody Plays inclusion playground has been completed at Melvin Miller Park. The play-ground allows access to all children with or without disabilities.
- Manufacturing in the Miami Valley—including Clark and Champaign counties— continues to be an economic driver as the number of jobs has grown. The region's manufacturing industry is one of the largest, most highly developed centers in U.S. according Dayton Region Manufacturers Association ....a cutting-edge technology, sophisticated processes, and a highly skilled workforce are contributing factors.
- An enterprise zone agreement  was approved for Lone Mountain Aircraft that moved into Springfield-Beckley Municipal Airport in early 2021. This company works primarily on small passenger, owner-operated airplanes.
- The Second phase of Community Gardens in Springfield is expected to start in spring of 2022. There are to be  60 one-bedroom apartments for seniors 55 years old or older. The site is the former Community Hospital on Burnett Road..
- The City of Springfield has entered into an incentive agreement with Esterline & Son Manufacturing to build a new facility on 8 acres of land it purchased at Airpark Ohio business park near Springfield-Beckley Municipal Airport. Esterline & Son will build a 45,000 square foot building at a cost of \$3-5 million that will serve as their new home. They employ 60 people. The manufacturer specializes in light precision machining and small parts for medical equipment, jet engines, and commercial food equipment.
- Surati, a Toronto based Indian food manufacturer, bought property at 3100 Upper Valley Pike — its first facility in U.S. Surati has plans to invest \$16 million and create 108 jobs. Surati will manufacture Indian snack food products.
- The City of New Carlisle has been named the second healthiest housing market in the state of Ohio according to an annual Ohio housing market study by SmartAsset. SmartAsset is a financial technology company.
- Ohio is presently the seventh largest state in population. Nearly two thirds of Ohio counties lost population in the last decade. Delaware County topped Ohio's expansion by almost 23% followed by Union County at 20%.
- Census changes in Clark and Champaign Counties



<u>Municipality</u>	<u>2010 Census</u>	<u>2020 Census</u>	<u>Change</u>	<u>Population Change</u>
Clark	138,333	136,001	-2,332	- 1.69%
Springfield	60,608	58,662	-1,946	- 3.91%
Champaign	40,097	38,714	-1,383	- 3.45%
Urbana	11,793	11,115	-678	-5.75%
Ohio	11,536,504	11,799,448	262,944	2.28%

# Real Estate News

## State Real Estate News

- A state committee aims to make Ohio a national leader in computer science education.
- Ohio lawmakers are promoting electric vehicle manufacturing. There is concern that Ohio has fallen behind Indiana and Michigan. The Ohio legislature voted to enact a five-year sales tax break for production of components made strictly for electric vehicles.
- “Flying cars” are making Springfield-Dayton the new mode of transportation for military and civilian use. 
- Kingwood Solar project in Greene County would place solar panels on 1500 acres of land between Cedarville and Yellow Springs. Commissioners have scheduled more hearings.  has created the
- Ohio EPA reports there is more salt in the Greater Miami River Watershed than 40 years ago. Experts say elevated saline levels could affect the health of fish and plants in local rivers and could corrode water pipes.
- Ohio regulators approved plans for three solar farms—one in Harden County, one in Defiance County, and one in Erie County.
- Great Lake coastal communities are wondering if their shoreline infrastructure will survive another round of record high water. In 2019 water peaked at more than two and a half feet above the long term average. Lake Michigan, Lake Erie, and Lake Ontario communities are affected.
- The new \$1.2 trillion federal infrastructure law is viewed as a boon bringing jobs and economic development while helping to fix a range of longstanding infrastructure problems including the Brent Spence Bridge over the Ohio River at Cincinnati. 
- Wilmington Air Park has become an Amazon Air ‘linchpin’. Last year, cargo traffic grew 289% compared to 2019. This is where the spokes of a massive cargo-sorting hub meet. 1000 employees work in 1.1 million square feet.
- Washington Prime Group, the Columbus-based owner of the mall at Fairfield Commons in Beavercreek and the Dayton Mall and about 100 other shopping centers nationwide, is preparing to emerge from bankruptcy as a private company.
- Western Lake Erie’s annual algal bloom grew to 300 square miles in September. **WOW**
- Residents in the Cleveland area are experiencing the destructive habits of groundhogs. Operation Groundhog is an effort to control the invasive rodent as humanely as possible. 
- Ohio now has the most U.S. bicycle route miles in America—1523 miles. A growing network of designated routes is being pieced together across the nation.
- Comedian Dave Chappelle, Yellow Spring resident and investor, adamantly opposed the new housing development for 140 homes on 50 acres on the south edge of Yellow Springs. In December, Council voted to delay its decision until 7 February.
- Some Columbus tenants say they can not afford rent increases from new owners of apartment buildings. Rent increases are also reflected in other Ohio cities and the rest of the U.S.
- Defense spending in Ohio reached \$11 billion ranking the state 17th in the nation and amounting to 2% of the total U.S. defense spending.
- Columbus plans to spend \$36 million on several new projects intended to help people find and remain in affordable housing.
- Governor DeWine announced that 800 producers in the 10 county H2Ohio expansion area of the Western Lake Erie Basin have enrolled 600,000 additional acres in the program. High enrollment among farmers shows their commitment to improving our state’s water quality.
- Farmers are using new tools to mitigate algae. Incentives provided by H2Ohio will reduce the phosphorous applied to fields across Northwest Ohio, and keep more of the nutrient out of the soil and out of Lake Erie. 
- Ohio, Michigan, and Ontario have committed to reducing the phosphorous level in Lake Erie by 40% by 2025.

## National Real Estate News







- Average mortgage interest rate on long term mortgage in U.S. was 3.12 % in November. A year ago the rate stood at 2.67%. 
- The EPA is taking steps to tighten rules for allowable levels of lead in drinking water. The Biden administration intends to replace all of the nations lead service lines using funds from the bipartisan infrastructure bill.
- Ohio Farm Bureau took issue with the Biden administration tax plans on the possibility of eliminating the stepped-up basis which has created a significant tax break for those inheriting an asset such as farmland.
- Through conservation programs the USDA’s Natural Resources Conservation Service provides technical and financial assistance to help producers and landowners make conservation improvements on their land. 
- Growth in the services sector, where Americans work, hit an all-time high in November.
- As home prices continue their record breaking climb, the Federal Housing Finance Agency said in December that loan limits for mortgages that can be bought by Fannie Mae and Freddie Mac in 2022 will rise. Americans are enduring the highest inflation rate in 39 years.
- The Biden administration is looking to expand reporting requirements on all-cash real estate deals to help crack down on bad actors’ use of the U.S. market to launder money illicitly.
- Several large states and cities reported in December that they have exhausted their federal rental assistance.
- A trial date for lawsuits related to a beach front condominium collapse in Florida that killed 98 people is scheduled for March.



# Real Estate News

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## National Real Estate News continued

- Approvals for companies to drill for oil and gas on U.S. public lands are on pace this year to reach their highest level since George W. Bush was president, underscoring President Biden's reluctance to more forcefully curb petroleum production in face of industry and Republican resistance. 
- Media mogul Ted Turner is donating an 80,000 acre ranch he owns in Nebraska to his own nonprofit agriculture ecosystem research institute. Ted Turner is Nebraska's largest landowner owning nearly 500,000 acres of western ranchland.
- Public opinion seems to be saying that the U.S. needs to rethink and reduce the way it generates plastic because so much of this material is littering the oceans and other waters. The U.S. is the world's top plastic waste producer. Recycling and proper disposal are not remedy enough, so we need to substantially reduce solid waste generation. "Seaspiracy" on Netflix is an excellent eye opener.
- Climate change is not what is driving some U.S. coal fired power plants to shut down. It is the expense of stricter pollution controls on their wastewater. Dozens of  plants nationwide plan to stop burning coal this decade.
- CyrusOne is being acquired for \$11.5 billion, the second highest sale in recent months of a real estate investment trust. In August, Blackstone completed a \$10 billion acquisition of QTS Realty Trust.
- Farmland is valuable, but buying it is tricky for fund investors. Instead fund investors and ETF (exchange traded funds) tend to hold the stocks of agribusiness companies or buy futures contracts.
- Sales of previously occupied homes rose for the third straight month in November due to strong demand, low mortgage rates, and intense competition for a relatively low inventory of properties for sale. 
- In October the Justice Department announced a cross-government effort to investigate and prosecute redlining the practice of banks discriminating against racial minorities or certain neighborhoods.
- In October, The Treasury Department announced plans to start relocating the billions of dollars in federal rental assistance in an effort to get more money into the hands of tenants facing eviction.
- A national coalition of franchisees and legal advocates are petitioning the Federal Trade Commission to investigate 7-Eleven, The UPS Store, Subway, Supercuts and other companies' franchising practices. The petition alleges franchise agreements have evolved to emphasize the rights of the franchisors to the detriment of franchisees.
- Solar energy has the potential to supply up to 40% of the nation's electricity within 15 years. This will require massive changes in U.S. policy and billion of dollars in federal investment to modernize the nation's electric grid.
- A record amount of wind-generating capacity was installed by U.S. this year adding 17,000 megawatts of power on land. Wind energy's share of total utility-scale generating capacity in U.S. was 11% in 2020, behind natural gas at 43%, and nuclear and coal which both represented about 20%. ...but wind is gaining. What about solar?? 
- The nation's second largest mortgage lender, United Wholesale Mortgage, aims to give borrowers the option to pay their mortgages in Bitcoin. 
- Amazon said in September that it plans to hire 55,000 people around the world, with 40,000 of those in the U.S. Amazon said all of the open positions are for tech jobs and corporate positions.
- Currently Amazon employs more than 1.3 million worldwide —making it the second largest private U.S. employer after retail rival Walmart.
- The end of the eviction ban in August let lockouts resume in  U.S.
- The recent 2020 census data confirmed earlier estimates that urban counties grew slower than suburban counties over the past decade.
- Some buyers are backing off in the hot real estate market. Homes in some cities are selling for thousands of dollars over the listing price.
- Rents are rising, buoyed by strong demand as U.S. home prices push to new highs, leaving many would-be buyers no choice but to rent. The average U.S. effective monthly rent is \$1394.
- Foreign buyers could tighten the housing inventory. Texas ranked as the third-most popular destination for foreign real estate buyers from April 2020 to March 2021. Florida and California are first and second. Chinese clients have been the major buyers of U.S. residential homes for a decade. China is followed by Canada, India, and Mexico.
- New home construction and new home sales in the U.S. rebounded respectively to 11.8% and 12.4% in November as strong demand continues.

# "Please Help Us Find The Perfect Buyers For These."



On the corner of **SR 36 and S. Ludlow, 32 S. Ludlow, Urbana** is presently a thriving business location. In addition to the 10,000 sq. ft. main building there is a 30x125 building all on 2.15 acres. **\$699,000** Please call Lee @ 937-206-4648



The owners of this one owner Sizemore creation are doing some flooring upgrades. By the time this letter arrives, the sellers of **251 Country Road, Urbana** should be ready to list. Please call Lee @ 937-206-4648



This 4 bedroom, 2 bath delight @ **700 W. 2nd, Springfield** is in the Hills and Dales Addition. It has garage access from the full basement. **\$169,900**. Please call Meg @ 440-242-1566



**1783 W. Wittenberg Blvd, Springfield** sits on the corner in a well-cared for neighborhood. This 3 bedroom, 2 bath move in ready 2 story also has a full basement. **\$119,900** Please call Meg @ 440-242-1566



Take **West Troy Street in St. Paris** to the edge of town and find your new home location. 1.8 acre lot with 4 water and sewer taps for **\$80,000**. Seller will consider splitting. Recent survey to split the lot in half. Please call Joe @ 937-606-0334



Renters @ **127 Union, Urbana** will pay your mortgage plus. The 2 bedroom unit in this double is recently updated and both sides are currently rented. **\$80,000**. Agent owned. Please call Karen @ 937-215-0251



This 3 bedroom, 2 story @ **379 S. Arlington, Springfield** has a great kitchen which overlooks the fenced back yard and shed. This home on a corner lot also has a full basement. **\$107,000** Please call Judy @ 937-207-8929



**811 Crescent, Urbana** is having major interior work done. This two bedroom, one story treat with a full basement should be ready for you to have a look. **\$145,000** Please call Stephen @ 937-206-7281



If you dream of fishing, **11338 Fairview, St. Paris** is perfect for you. This 3 bedroom is like new inside, and within easy walking distance of Kiser Lake. **\$134,900**. Please call Gina @ 937-206-7029



Do you want remote, recreation, wildlife, hunting, wetland? We have 27.96 acres on **Sinkhole Road**. **\$139,900** Please call Stephen @ 937-206-7281



Investors! Roll up your sleeves and help this **\$49,900** bargain turn a profit. This 3 bedroom @ **211 West Main, Fletcher** has a garage and it's own shed. Please call Bob @ 937-581-9311.



This move in ready 3 bedroom, 2.5 bath one story treasure at **545 Ridgewood, Urbana** has upscale amenities and a full finished basement plus an extra lot. **\$286,000** Please call Gina @ 937-206-7029



Follow the amazing winding drive to this secluded 4 bedroom, 2.5 bath move in ready retreat on 5 acres located @ **1198 Township Road 185, Bellefontaine**. **\$679,000**. Please call Bob @ 937-581-9311



Ready, set, go to **Jim's Pizza Chalet** business in **Saint Paris** and enjoy running your own fully equipped and supplied successful business. (no real estate) **\$259,000** Please call Gina @ 937-206-7029



**4526 Sinkhole Road** features a 5 acre pond for all kinds of outdoor fun. Located on 9.3 acres with a well and septic for **\$59,900**. Please call Stephen @ 937-206-7281

# Thank You Buyers & Sellers since the Last Newsletter

NEW OWNERS	PROPERTY	SELLERS	NEW OWNERS	PROPERTY	SELLERS
Bradley & Heidi Singer Mariya Zlatova & Iliya Shaun Stewart Alan Funderburg Lora Mossbarger James & Beverly Bass Lowell Newman Michael Cheeseman Sr Danielle & Jordan Maggert Jonathan & Lindsey Nokes Jacob Hill & Carrie Hall Houston & Alicia Wireman Daniel Anderson Nicole Hatfield Marilyn Milbrandt Kile Investment Properties Lee & Katelynnne Hammond Shari Rowe Shari Rowe	704 N Russell St 4959 Cable Rd 2942 Imperial Blvd 227 Flynn Place 1008 Imperial Blvd 7322 Bluff Blvd 125 Julia 235 W Elm St 146 E Walnut St 138 E Reynolds 304 Boyce 12860 Mahan Rd 252 Circle Dr 111 W Walnut 12 Bon Air Bend 789 Washington Ave 4222 Imperial Dr 526 S Kenton 528 S Kenton	Tebbe Rentals, LLC Mark Shiveley AJ Laughlin II Daniel LHall Doug & Phyllis Chronaberry Allen Sturgill Phyllis Kite Loretta Johnson Estate of Odie Gaier Deanna Atwell Trevor & Wanda Dunn Matthew & Kristin Breslin James Taylor III Joseph & Marilyn Stanley Bon Air Inc Ebeling Properties Ltd TY Investments LLC Earl & Patricia Smith Earl & Patricia Smith	Howard Maynard Jr Ashley& Kristine Finchum Jason & Joy Williams Jeff & Rhonda Cornwell Thomas DeAtley Squared ConstructionLLC STR Rentals Andrew & Courey Leer Kristina Jacobsen Zach & Rachel Caldwell Chad Jackson Casey Marie Miller James Robbins Jr George & Linda Hoffmann Annelise Gibson Angela Durst Pawlished LLC	128 College 1013 S High St 2318 E Kingscreek 5879 Manchester Rd 411 Washington 125 S Springfield St 1166 Selma Rd 5256 SR 54 501 W Water 602 College 2657 Home Orchard 238 W Elm St 214 Henry St 85 High St 615 College Way 124 Park Ave TLC Grooming	Ashley & Kristine Finchum Timothy & Kathy Mays Jeff & Rhonda Cornwell Shane & Lauren Hamilton Bonita Carpenter Fred & Janet Evans Brenda Haman Mona Gazala Doug & Alice Hauser Alex Anderson Michael Stewart Tab & Deanna McBlane Paris Capital Group Three C's Love Real Estate Ruth Dickerson Chantelle Gist Tender Loving Care LLC

## Some recent 2021 Sales of Farms/Land

Seller	Location	Acres	Sales Price	Seller	Location	Acres	Sales Price
Gainer Farms	Valley Pk, Cedar Creek	UNK	\$2,096,340	Sanders	Russell Rd	74	\$151,527
Sanders	Snapp Road	38	\$77,441	Good	Harrison, Salem Twp	426	\$1,626,750
Tullis	Russell Road	92	\$1,012,998	Tullis	Russell Road	78	\$263,508
Woodruff	Yearion Road	UNK	\$2,477,035	HH Farm	State Route 29	152	\$1,156,119
Rittenhouse	State Route 56	107	\$1,267,416	Lippencott	E US 36	93	\$1,000,000
Navarre	Nettlecreek, Vance	85.5	\$404,973	Low, Sells	E State Route 296	83	\$400,000
Low, N & L	N Ludlow Road	49	\$510,000	Moul, Low, Sells	E State Route 296	99	\$1,146,140
Hickman, Speck	Champaign Logan	83	\$816,383	Long	State Route 161	UNK	\$1,650,000
Heath	McClain Rd	48	\$478,470	S & L	Cemetery Road	22	\$80,000
Brand Investment	State Route 55	53	\$1,476,000	Beatrice & Roush	Wesley Chapel Road	120	\$1,139,040
Slemmons	Urbana Woodstock	676	\$1,387,370				
Above information is conditional on interpretation of sales records from Champaign County Auditor and Urbana Daily Citizen.							





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- |  |   |
|--|---|
| <input checked="" type="checkbox"/> 8 licensed real estate agents    | <input checked="" type="checkbox"/> Locations in Urbana and St. Paris |
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| <input checked="" type="checkbox"/> 216 years of combined experience | <input checked="" type="checkbox"/> Free home audits                  |
| <input checked="" type="checkbox"/> 1 full service auction company   | <input checked="" type="checkbox"/> Please give us a call!            |



karen metz  
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Here we are, on this side of 2021. **Congratulations** to us all for making it through to another year. We have ordered a Prosperous 2022, and you are invited to participate

In 2021 we lost Mitzy and Tom Judy to sunny Fort Myers, Florida. They report they are busy enjoying time with family and have joined the throngs of people of all ages playing Pickleball.

We have confirmation that our free community yoga class series will begin 17 February @ 7 PM at the Campaign Senior Center. You must preregister and attend. If you miss a class, you agree to donate \$20 to the Senior Center. The class has grown to include 8 weekly sessions. Hopefully the COVID 19 challenges will skip over the Senior Center and we will be able to proceed.

- Judy has enjoyed family time lately with children and grandchildren. She is grateful all are healthy. Life seems more and more precious as time goes by. Her latest winter hobby is making a new soup each week and making double to share. It keeps her diet a little healthier and makes her happy. Business was good and enjoyable this year even though more rushed and competitive. No matter what the market is like, meeting new clients and knowing how to navigate them through their sale or purchase is energizing and mentally challenging.

- After having a successful 2021- clients- Meg is looking forward to current and future clients with out- estate services in 2022. When Meg is not focusing on her clients and their real estate needs she is looking forward to travel plans this year with Jamon and Ava. Travel begins with a trip to Mexico at the end of January to get a break from the cold Ohio weather.

- Gina traded her Honda CRV for a Honda Pilot that seats eight. She can now haul all her grandkids at once. Fall was busy with 5 grandkids playing soccer and basketball indoors. Grandchildren Peyton and Hunter will be looking for 4-H projects soon. Merritt and Austin's families are moving forward with home building projects. Both homes have base- ments and framing and are now mostly under roof. They are hoping for late spring move in dates. Gina wrapped up another great year in real estate thanks to lots of repeat clients, referrals, and new ones. She has a couple of contracts in process and is looking for more listings.

- Missy and Joe are doing well and thank everyone for a generous year with auctions and real estate sales. Christmas was a great time this year. All of their children and grandchildren were together at the same time. Ben, their youngest, just passed his test for the fire department officer position and will be promoted very soon. He is a firefighter/ paramedic for the City of Troy. Preston has changed jobs with the city of Urbana and is now the new Zoning Officer. Charlie and his family are doing well. The Sampson's enjoy all the kids living so close, so they can be a part of all their kids and grandkids everyday lives. Son Ben will be building a new home soon on the Sampson farm and Preston will be moving into the home of Joe and Missy live. Joe will either remodel the home on the family farm where Joe's mother used to live or build a new one. Something is always going on all the time in their family, and that makes it fun. The Sampson family wish you all a safe and healthy Winter and Spring and hope to see everyone soon.

- The Metz garden was very fruitful and allowed Karen and Tim to can and freeze lots of wonderful vegetables. They finished off the year with several camping adventures. Their trip to the Smoky Mountains in October was definitely the highlight of the 2021 camping season. Tim and Karen had a blessed holiday season and look forward to the blessings of 2022. As always, they are looking forward to Spring and planting their garden and very possibly a special camping trip to East this fall. Karen, especially, is in love with Maine and Vermont and would love to return. She continues to serve her clients the best she can in this challenging real estate market. Karen has also chosen to join in managing a few properties for select clients.

- Melisa says thank you to all her happy buyers and sellers of 2021. She wishes you all a very Happy New Year! She is excited to see where 2022 will take her in her Real Estate journey. Melisa had a great time collecting presents from HLIC and Henderson associates for Children's Hospital of Dayton to be given out on Christmas Eve. The Robbin's enjoyed spending time with friends and family over the holiday and are looking forward to seeing more friends in the months ahead.

- In addition to parenting 12 children and 2 foster babies, the Dunham's bought and flipped 4 homes this year. They still have 3 to finish which is the main reason they will not be leaving for Nicaragua in January. Somehow Dagny managed to represent several buyers and sellers in 2021. The entire Dunham family has become semi-addicted to Pickleball. In addition to playing pickleball several days a week, Dagny, Ben, and Lily participated in tournaments in late December. If you want something done, ask a busy person. :o)

- Susan and Charlie have been enjoying the new Hardi Board siding added to their home last August. They believe that it will increase their home's value while adding curb appeal. Susan continues to enjoy her sewing business on Etsy and every minute spent with grand kids.

- Bob and Barbara had a wonderful Christmas holiday with their children all home. They are very happy to announce that they are going to be GREAT grandparents in April. Katie, their youngest granddaughter, and her husband Zach know that they will be having a boy. Bob and Barbara are hoping to make it to Florida for a few days this winter.

- Lee reports Granddaughter Daisy got her license this year and drove herself and Rosey to daily Graham High School soccer practices as well as to school and work. Grandson Riley played soccer on a scholarship at Ohio Christian University this past semester. Lee enjoyed attending multiple soccer games involving Graham High School, Ohio Christian and multiple Graham youth teams. The Hendersons shared a family reunion at Orange Beach, Alabama this Thanksgiving. The whole family was delighted to get to bond with Brenda Maki, Troy's significant other who traveled with Troy from Virginia to the adventure. Troy retired from the Air Force this year and is working as a contractor at Langley AFB. Lee is ever grateful to get to be able to help real estate clients and customers in getting where it is they most want to be.

- Stephen still struggles keeping his used farm equipment and his gas engine tools operating. Mowing the pastures and railroad right of ways and cutting up fallen dead ash trees are weekend tasks. He shuffled and Ben and grandson Rylin ran the Columbus ½ marathon in November; this may be Stephen's last distance run. A hammer toe makes shuffling more difficult. Like Lee, he supported the grandchildren's soccer teams. Grandson Ryan is a private first class in the Army stationed at Ft. Huachuca waiting to start advanced individual training in the computer intelligence field.

From all of us at **team henderson**  
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