

Local Market Update – January 2023

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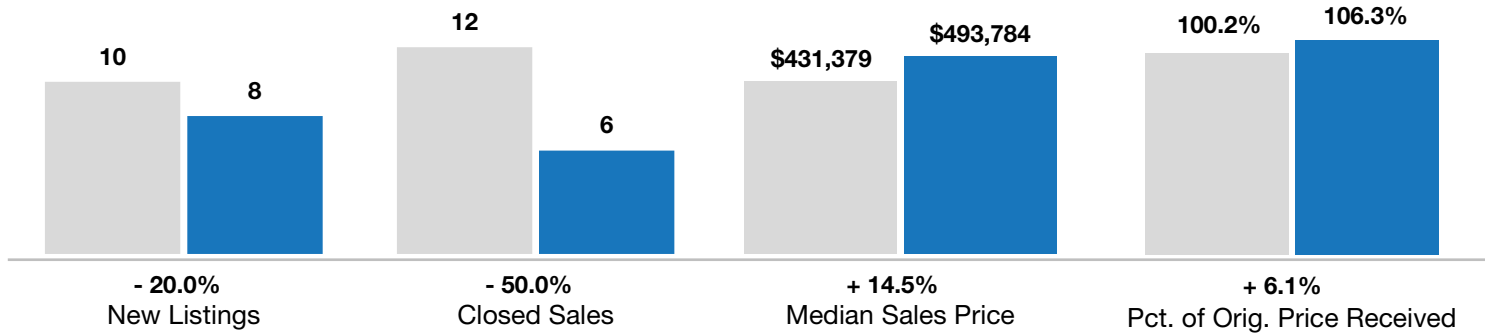
Apison

Key Metrics	January			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	10	8	- 20.0%	10	8	- 20.0%
Closed Sales	12	6	- 50.0%	12	6	- 50.0%
Median Sales Price	\$431,379	\$493,784	+ 14.5%	\$431,379	\$493,784	+ 14.5%
Pct. of Orig. Price Received	100.2%	106.3%	+ 6.1%	100.2%	106.3%	+ 6.1%
Days on Market Until Sale	8	47	+ 487.5%	8	47	+ 487.5%
Inventory of Homes for Sale	9	26	+ 188.9%	--	--	--
Months Supply of Inventory	0.8	2.2	+ 175.0%	--	--	--

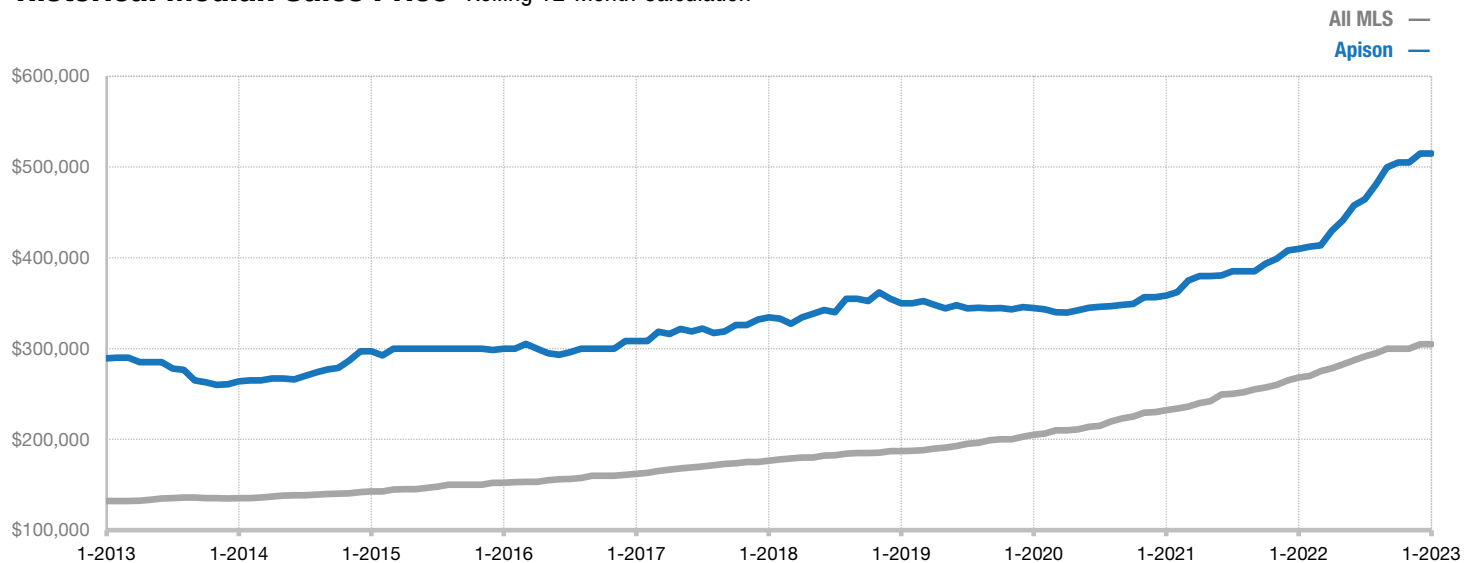
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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Historical Median Sales Price Rolling 12-Month Calculation



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Bakewell / Lakesite / Sale Creek / Soddy

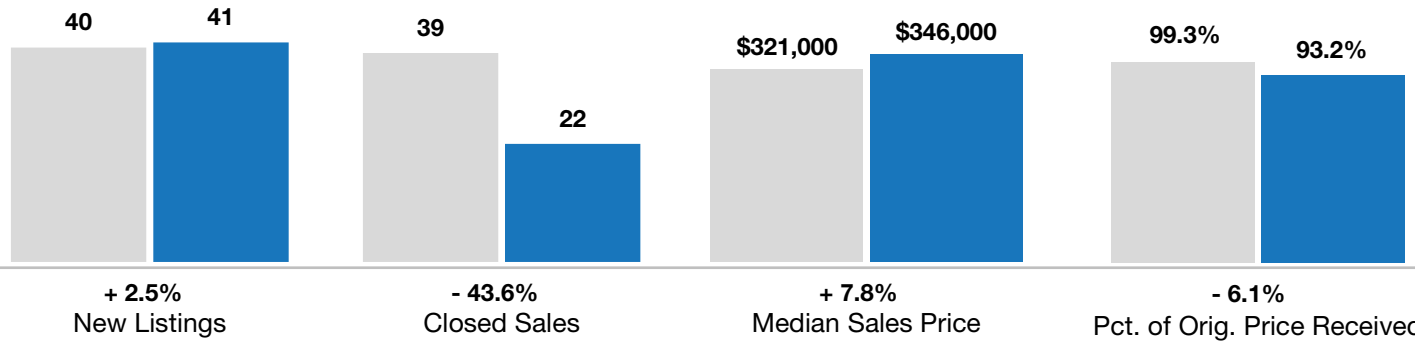
ZIP Codes: 37379 and 37384

Key Metrics	January			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	40	41	+ 2.5%	40	41	+ 2.5%
Closed Sales	39	22	- 43.6%	39	22	- 43.6%
Median Sales Price	\$321,000	\$346,000	+ 7.8%	\$321,000	\$346,000	+ 7.8%
Pct. of Orig. Price Received	99.3%	93.2%	- 6.1%	99.3%	93.2%	- 6.1%
Days on Market Until Sale	15	31	+ 106.7%	15	31	+ 106.7%
Inventory of Homes for Sale	26	55	+ 111.5%	--	--	--
Months Supply of Inventory	0.5	1.3	+ 160.0%	--	--	--

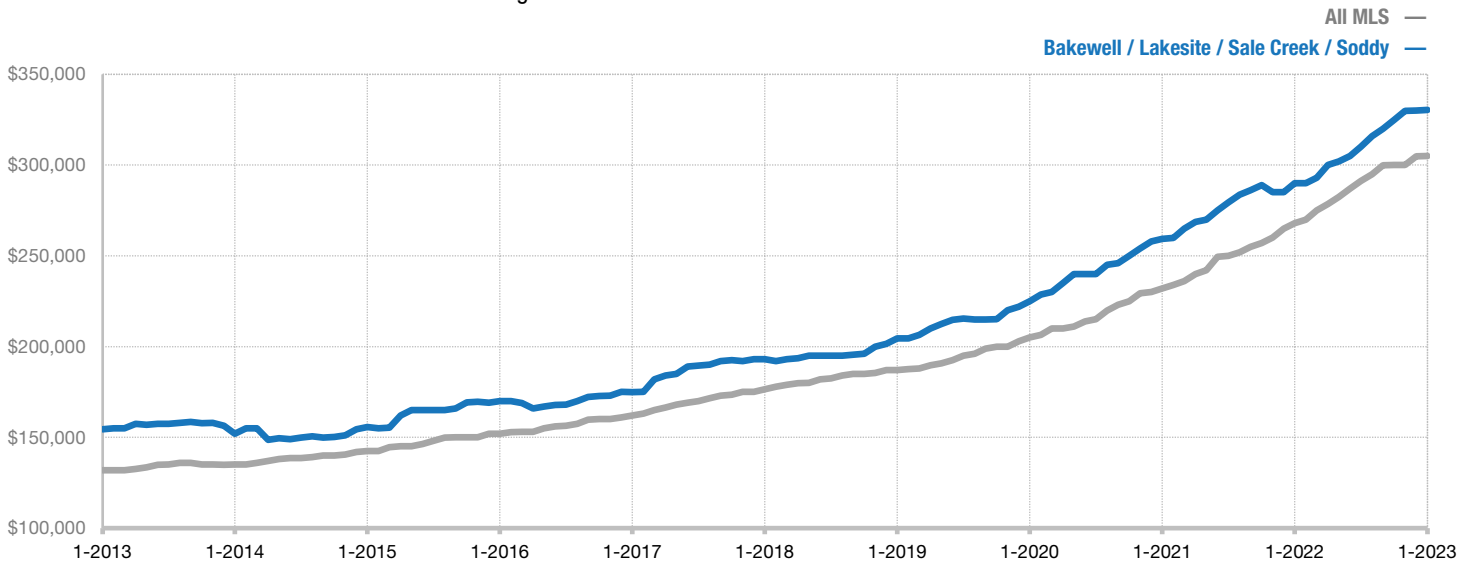
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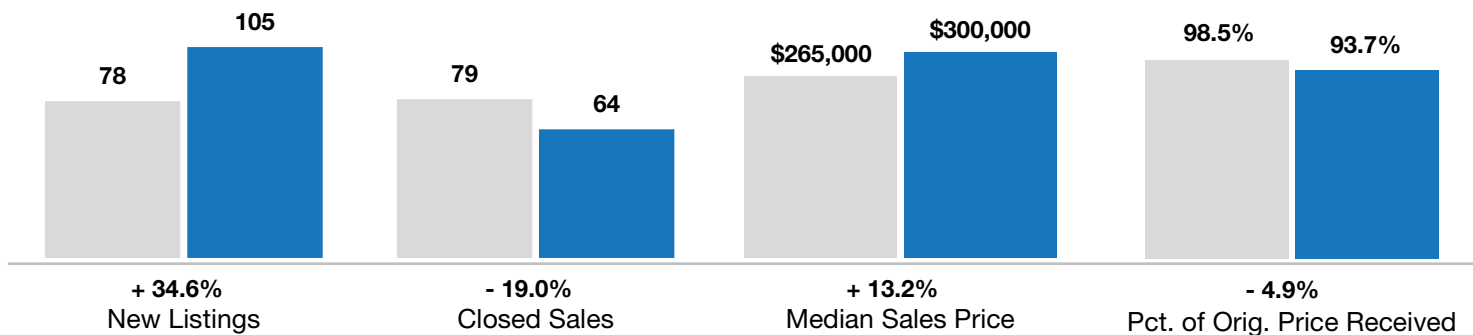
Bradley County

Key Metrics	January			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	78	105	+ 34.6%	78	105	+ 34.6%
Closed Sales	79	64	- 19.0%	79	64	- 19.0%
Median Sales Price	\$265,000	\$300,000	+ 13.2%	\$265,000	\$300,000	+ 13.2%
Pct. of Orig. Price Received	98.5%	93.7%	- 4.9%	98.5%	93.7%	- 4.9%
Days on Market Until Sale	19	47	+ 147.4%	19	47	+ 147.4%
Inventory of Homes for Sale	77	199	+ 158.4%	--	--	--
Months Supply of Inventory	0.8	2.0	+ 150.0%	--	--	--

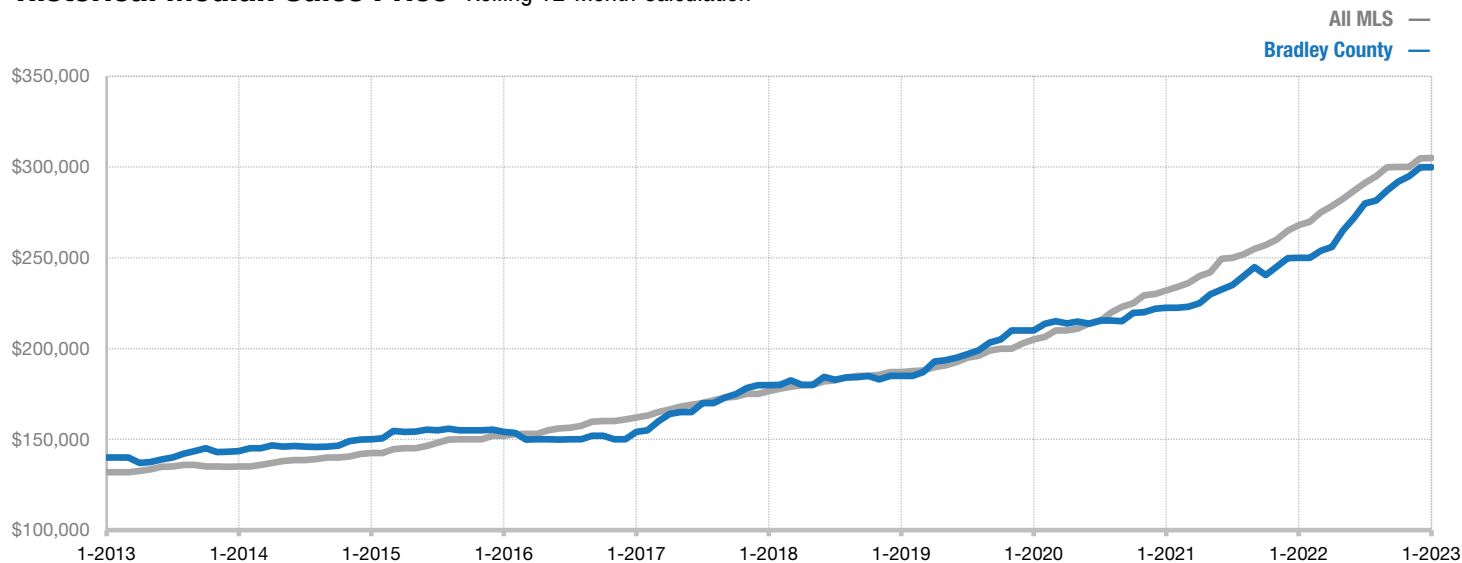
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Brainerd

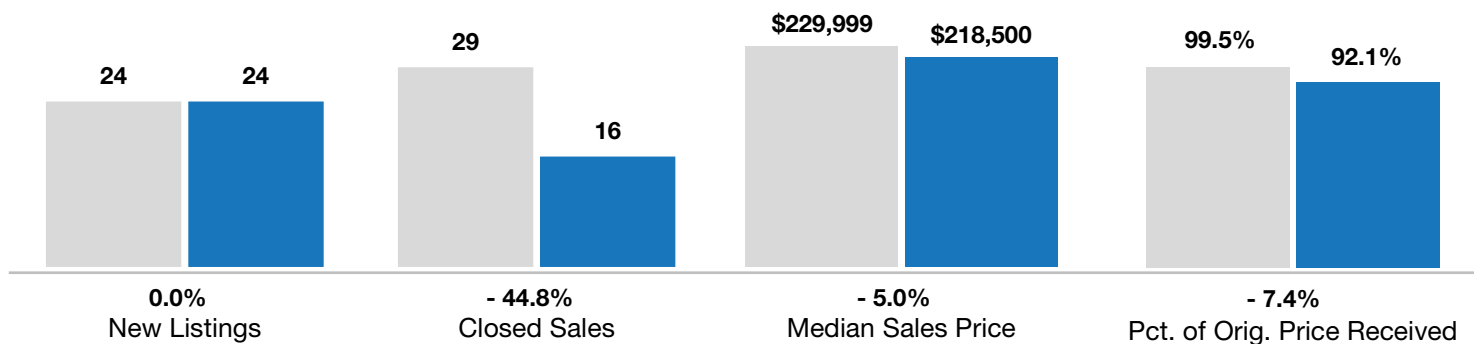
Includes the Ridgeside Community

Key Metrics	January			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	24	24	0.0%	24	24	0.0%
Closed Sales	29	16	- 44.8%	29	16	- 44.8%
Median Sales Price	\$229,999	\$218,500	- 5.0%	\$229,999	\$218,500	- 5.0%
Pct. of Orig. Price Received	99.5%	92.1%	- 7.4%	99.5%	92.1%	- 7.4%
Days on Market Until Sale	13	37	+ 184.6%	13	37	+ 184.6%
Inventory of Homes for Sale	18	26	+ 44.4%	--	--	--
Months Supply of Inventory	0.7	1.1	+ 57.1%	--	--	--

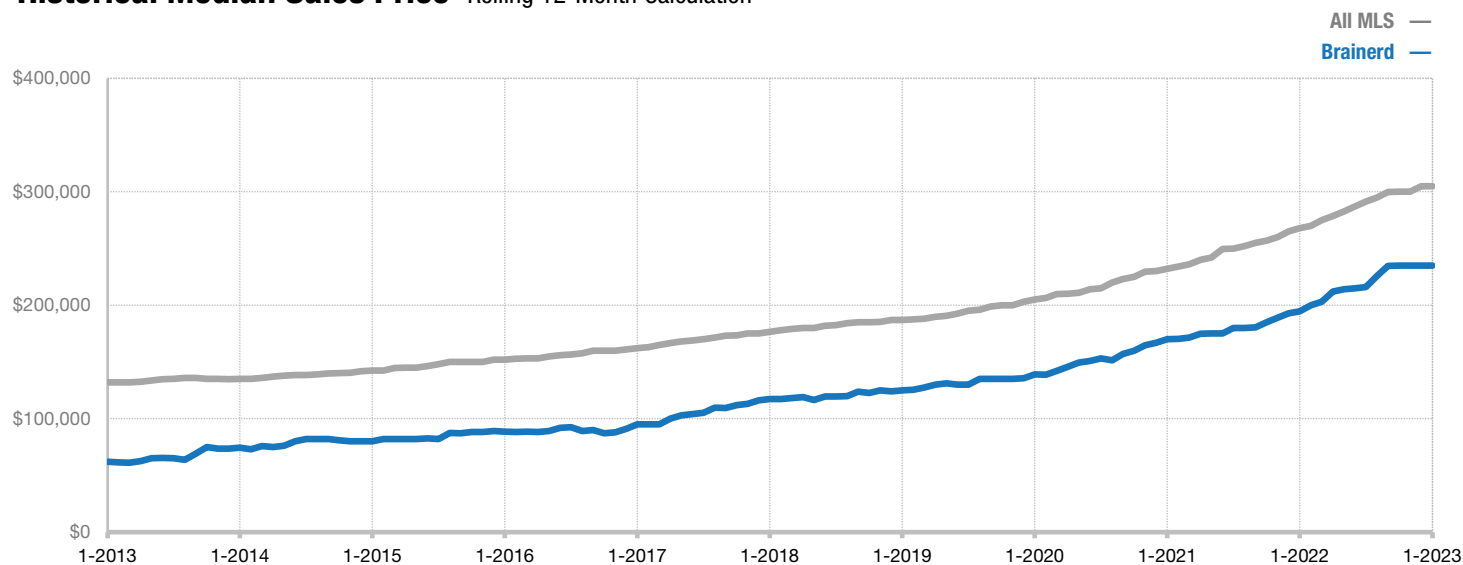
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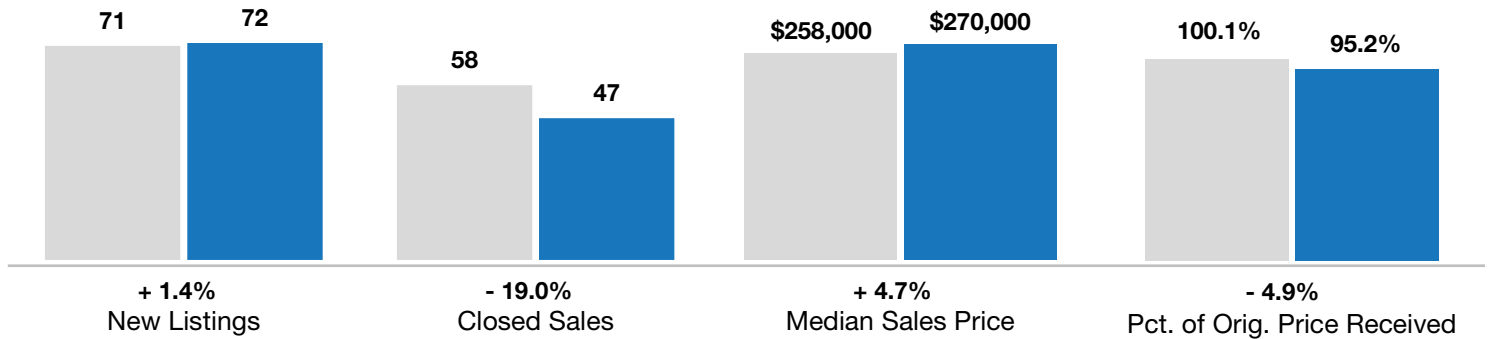
Catoosa County

Key Metrics	January			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	71	72	+ 1.4%	71	72	+ 1.4%
Closed Sales	58	47	- 19.0%	58	47	- 19.0%
Median Sales Price	\$258,000	\$270,000	+ 4.7%	\$258,000	\$270,000	+ 4.7%
Pct. of Orig. Price Received	100.1%	95.2%	- 4.9%	100.1%	95.2%	- 4.9%
Days on Market Until Sale	15	48	+ 220.0%	15	48	+ 220.0%
Inventory of Homes for Sale	65	115	+ 76.9%	--	--	--
Months Supply of Inventory	0.7	1.4	+ 100.0%	--	--	--

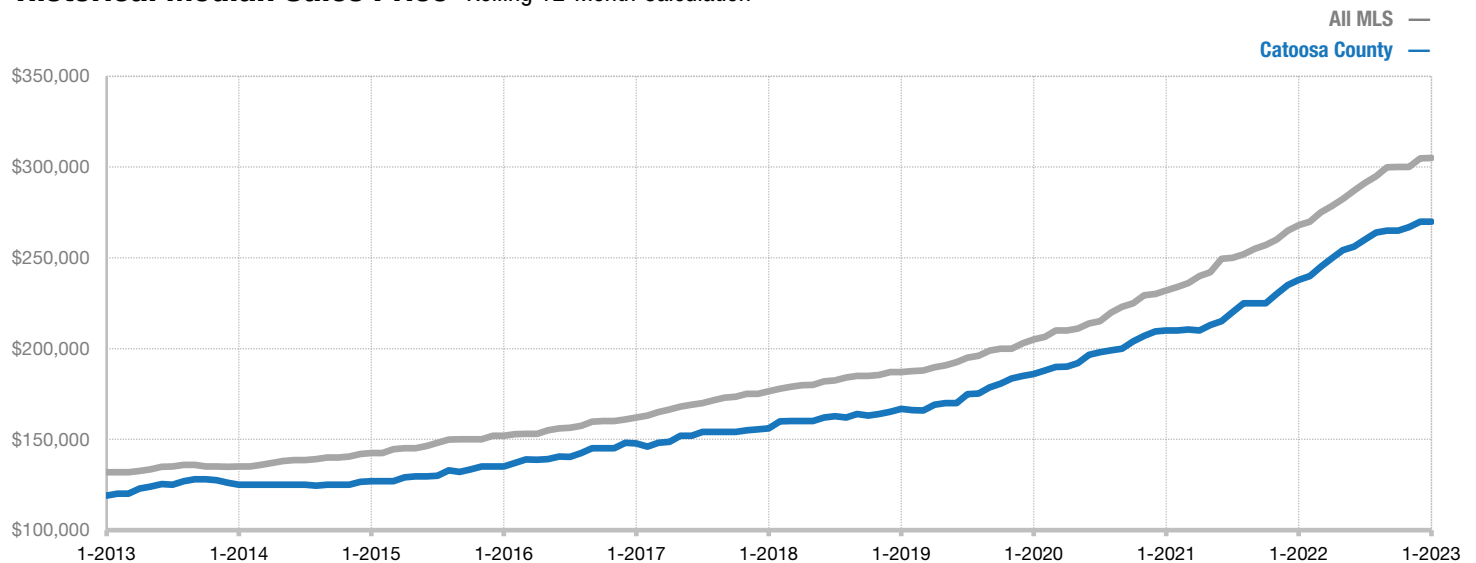
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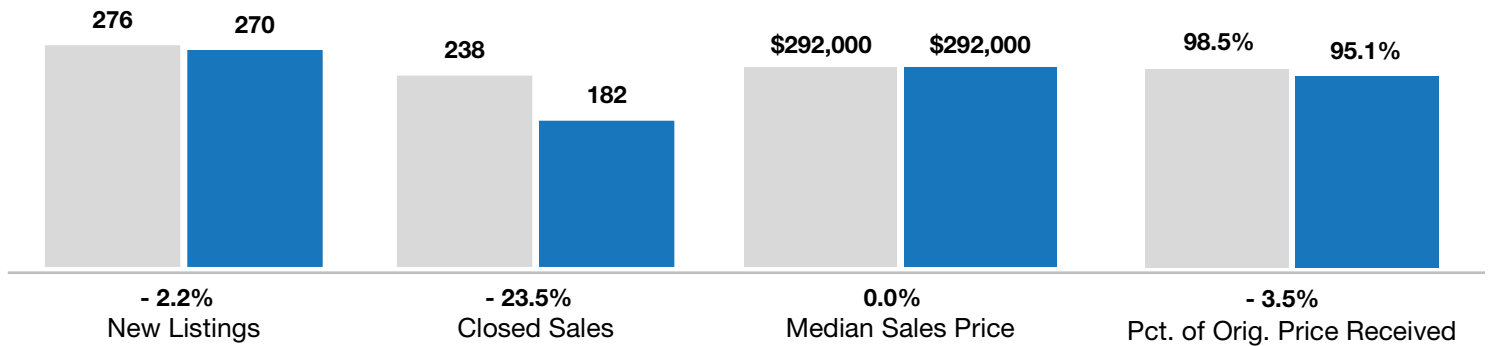
Chattanooga

Key Metrics	January			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	276	270	- 2.2%	276	270	- 2.2%
Closed Sales	238	182	- 23.5%	238	182	- 23.5%
Median Sales Price	\$292,000	\$292,000	0.0%	\$292,000	\$292,000	0.0%
Pct. of Orig. Price Received	98.5%	95.1%	- 3.5%	98.5%	95.1%	- 3.5%
Days on Market Until Sale	19	32	+ 68.4%	19	32	+ 68.4%
Inventory of Homes for Sale	283	386	+ 36.4%	--	--	--
Months Supply of Inventory	0.8	1.3	+ 62.5%	--	--	--

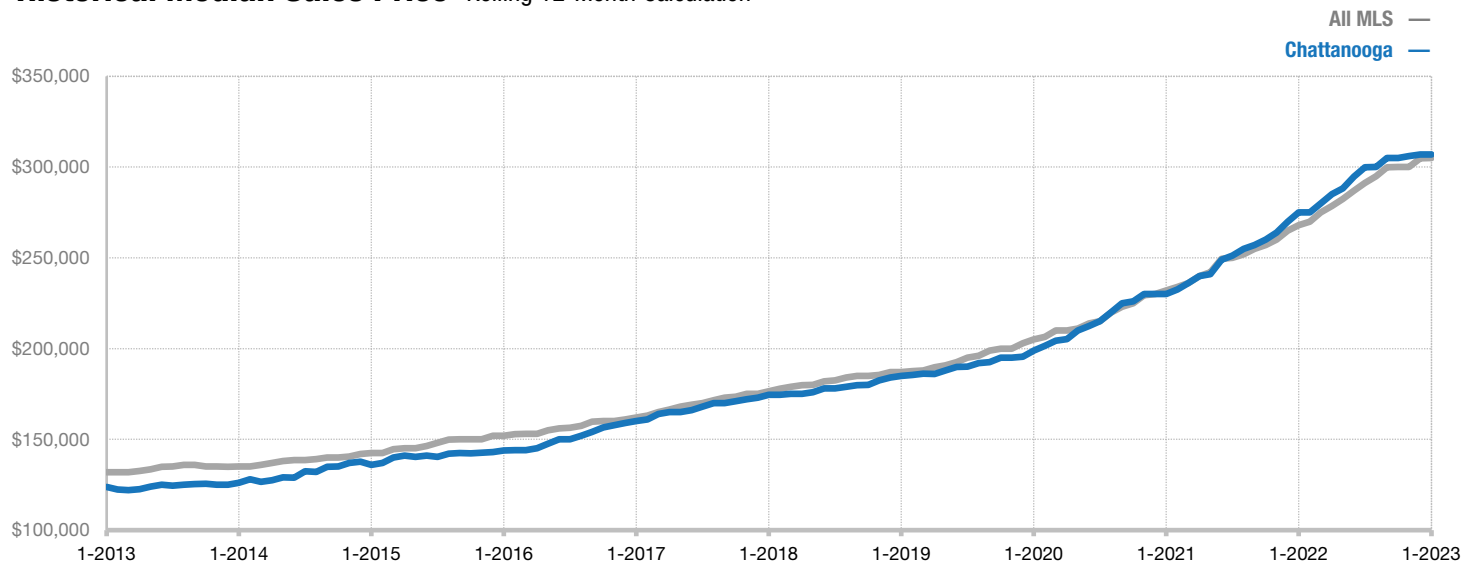
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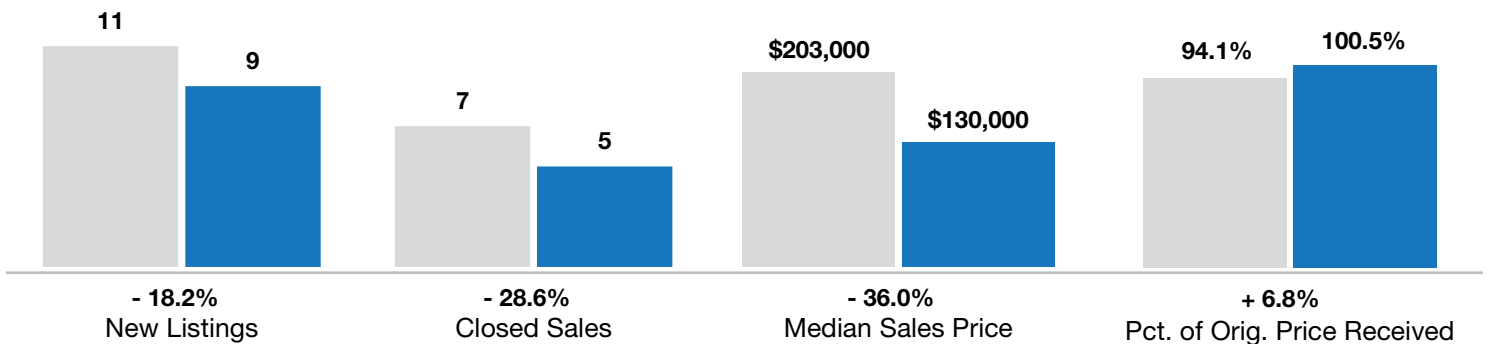
Chattooga County

Key Metrics	January			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	11	9	- 18.2%	11	9	- 18.2%
Closed Sales	7	5	- 28.6%	7	5	- 28.6%
Median Sales Price	\$203,000	\$130,000	- 36.0%	\$203,000	\$130,000	- 36.0%
Pct. of Orig. Price Received	94.1%	100.5%	+ 6.8%	94.1%	100.5%	+ 6.8%
Days on Market Until Sale	18	24	+ 33.3%	18	24	+ 33.3%
Inventory of Homes for Sale	11	13	+ 18.2%	--	--	--
Months Supply of Inventory	1.3	1.5	+ 15.4%	--	--	--

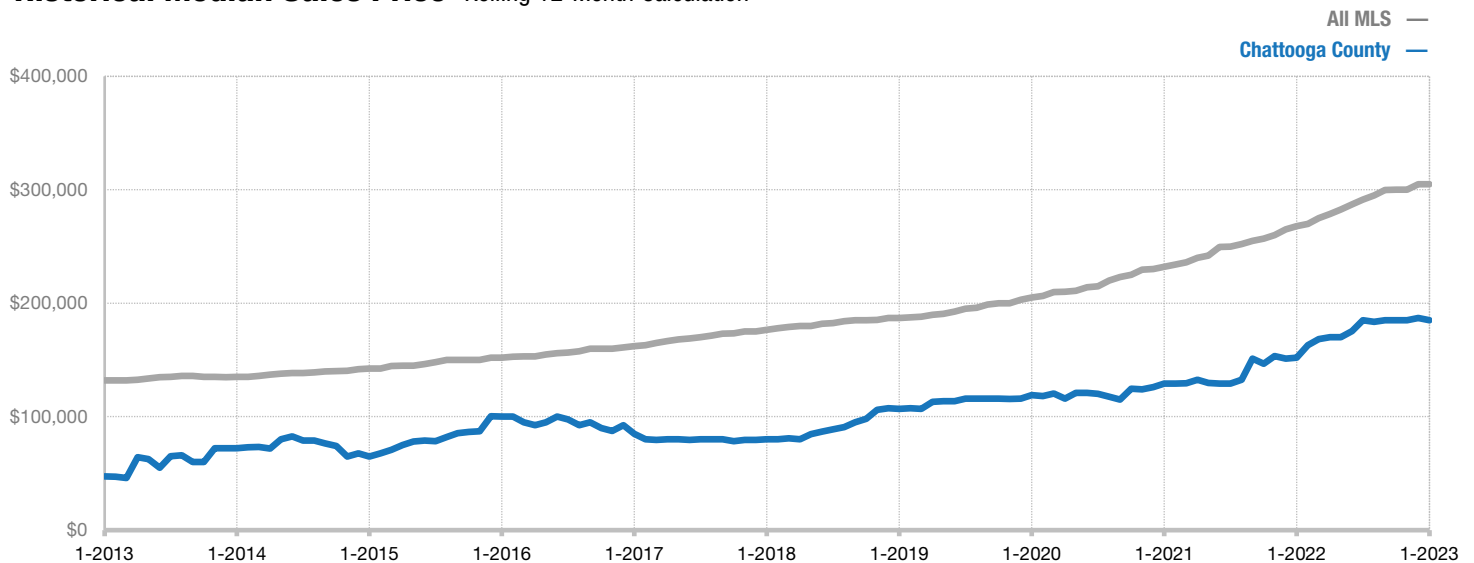
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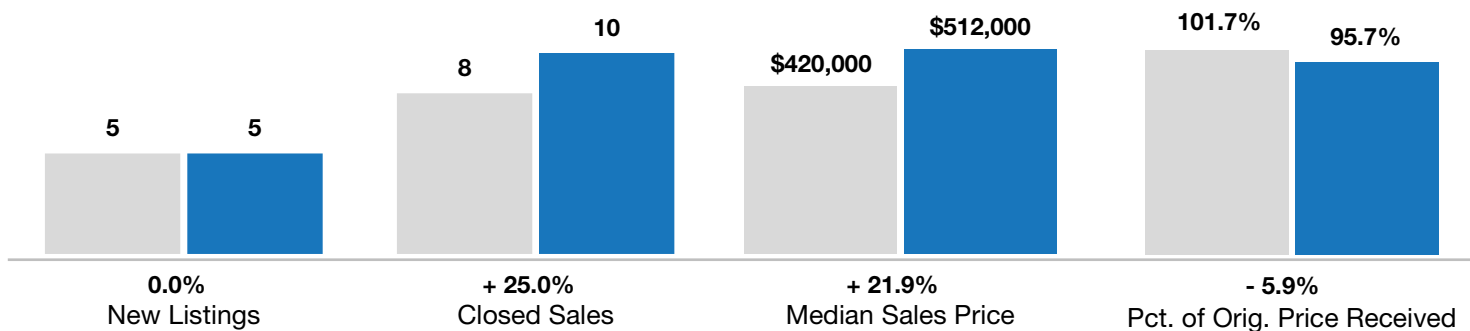
Collegedale

Key Metrics	January			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	5	5	0.0%	5	5	0.0%
Closed Sales	8	10	+ 25.0%	8	10	+ 25.0%
Median Sales Price	\$420,000	\$512,000	+ 21.9%	\$420,000	\$512,000	+ 21.9%
Pct. of Orig. Price Received	101.7%	95.7%	- 5.9%	101.7%	95.7%	- 5.9%
Days on Market Until Sale	11	82	+ 645.5%	11	82	+ 645.5%
Inventory of Homes for Sale	14	24	+ 71.4%	--	--	--
Months Supply of Inventory	1.2	1.9	+ 58.3%	--	--	--

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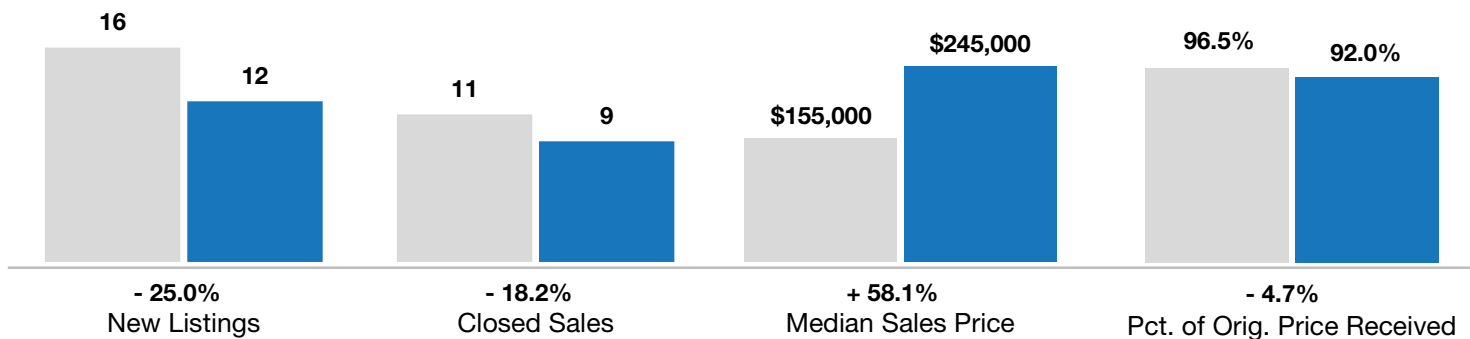
Dade County

Key Metrics	January			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	16	12	- 25.0%	16	12	- 25.0%
Closed Sales	11	9	- 18.2%	11	9	- 18.2%
Median Sales Price	\$155,000	\$245,000	+ 58.1%	\$155,000	\$245,000	+ 58.1%
Pct. of Orig. Price Received	96.5%	92.0%	- 4.7%	96.5%	92.0%	- 4.7%
Days on Market Until Sale	49	40	- 18.4%	49	40	- 18.4%
Inventory of Homes for Sale	38	37	- 2.6%	--	--	--
Months Supply of Inventory	2.0	2.4	+ 20.0%	--	--	--

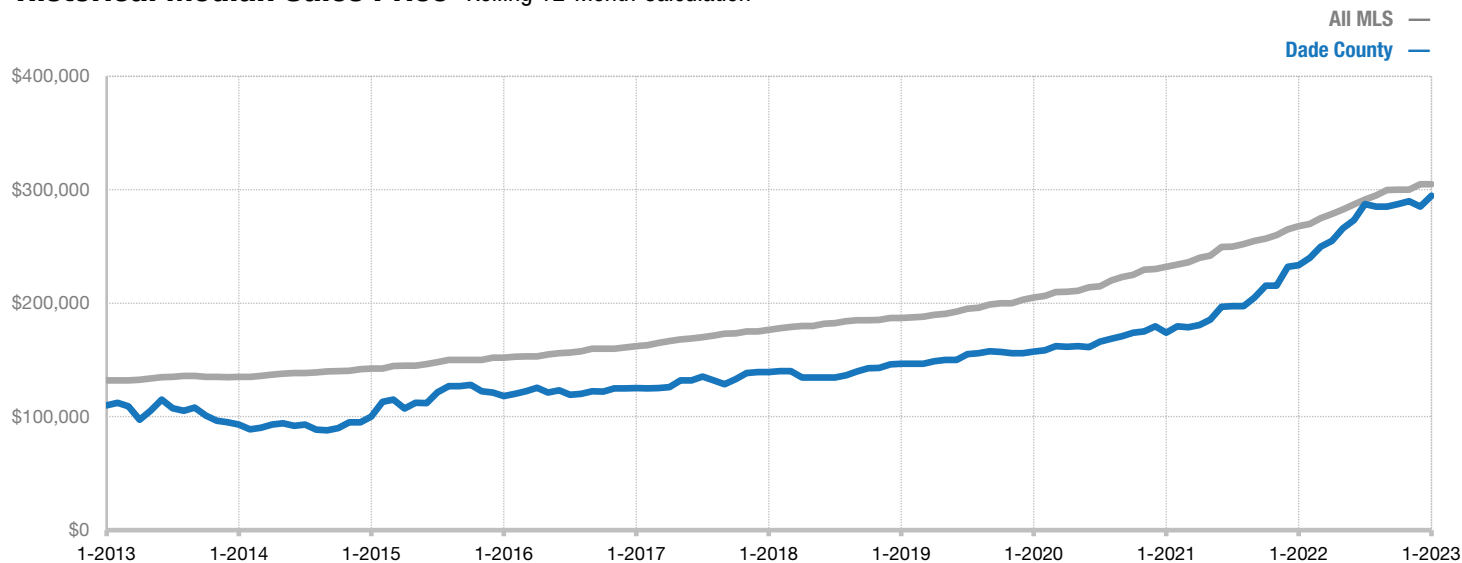
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Downtown Chattanooga

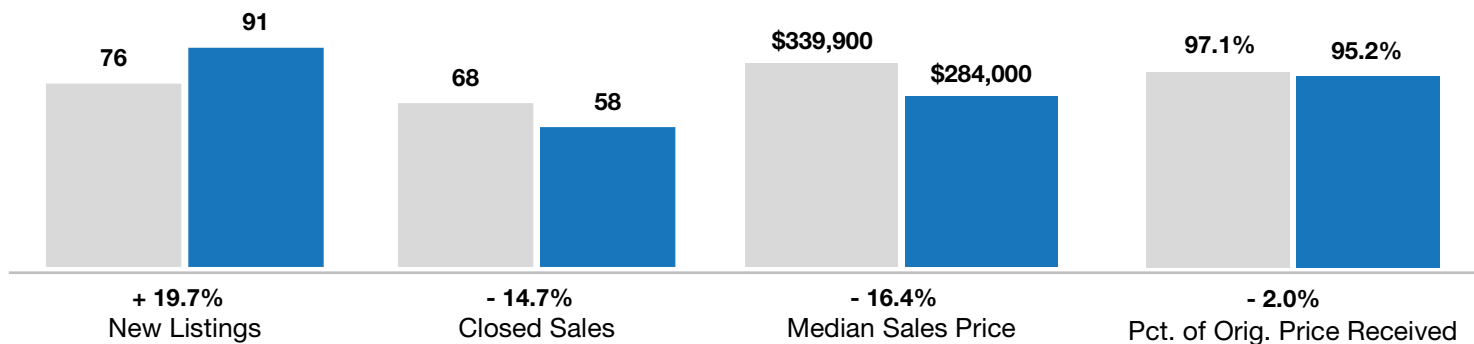
ZIP Codes: 37402, 37403, 37404, 37405, 37406, 37408 and 37450

Key Metrics	January			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	76	91	+ 19.7%	76	91	+ 19.7%
Closed Sales	68	58	- 14.7%	68	58	- 14.7%
Median Sales Price	\$339,900	\$284,000	- 16.4%	\$339,900	\$284,000	- 16.4%
Pct. of Orig. Price Received	97.1%	95.2%	- 2.0%	97.1%	95.2%	- 2.0%
Days on Market Until Sale	27	27	0.0%	27	27	0.0%
Inventory of Homes for Sale	119	149	+ 25.2%	--	--	--
Months Supply of Inventory	1.1	1.8	+ 63.6%	--	--	--

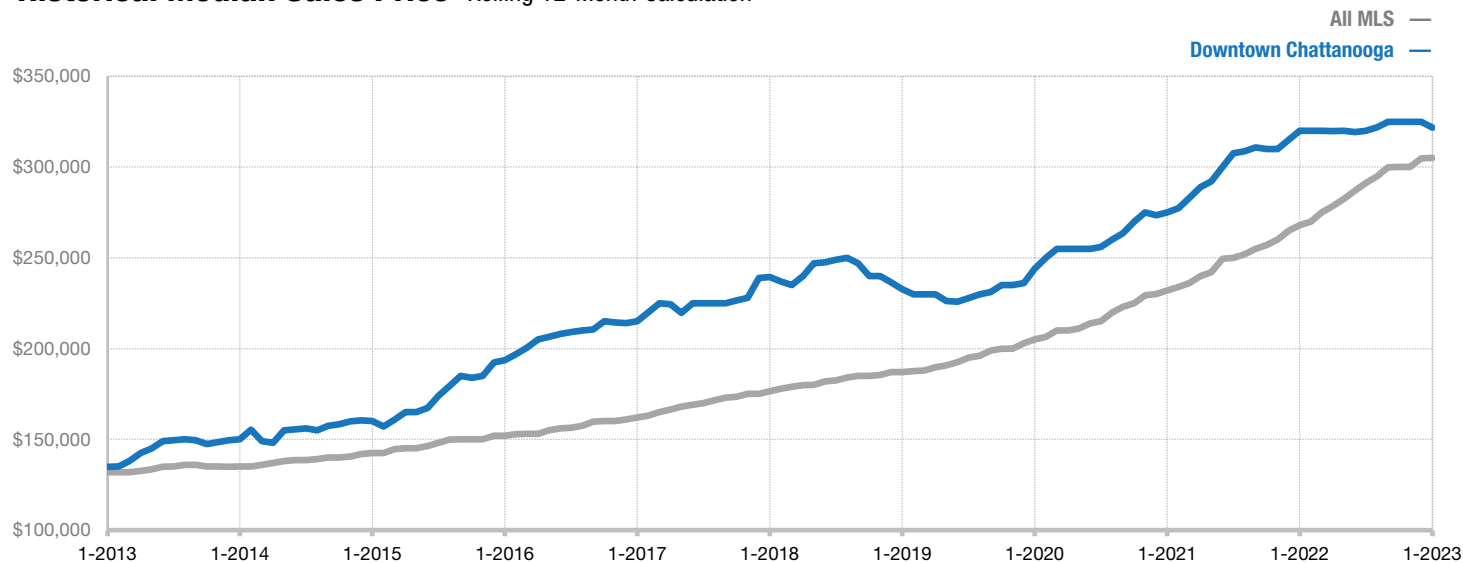
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East Brainerd

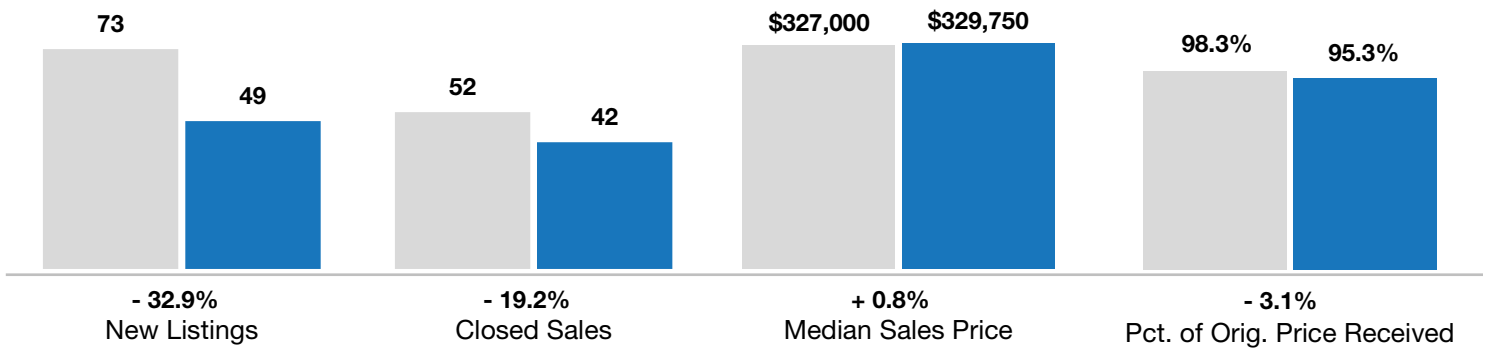
Includes the Cromwell, Dalewood, Eastdale & Tyner Communities

Key Metrics	January			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	73	49	- 32.9%	73	49	- 32.9%
Closed Sales	52	42	- 19.2%	52	42	- 19.2%
Median Sales Price	\$327,000	\$329,750	+ 0.8%	\$327,000	\$329,750	+ 0.8%
Pct. of Orig. Price Received	98.3%	95.3%	- 3.1%	98.3%	95.3%	- 3.1%
Days on Market Until Sale	16	34	+ 112.5%	16	34	+ 112.5%
Inventory of Homes for Sale	54	87	+ 61.1%	--	--	--
Months Supply of Inventory	0.6	1.4	+ 133.3%	--	--	--

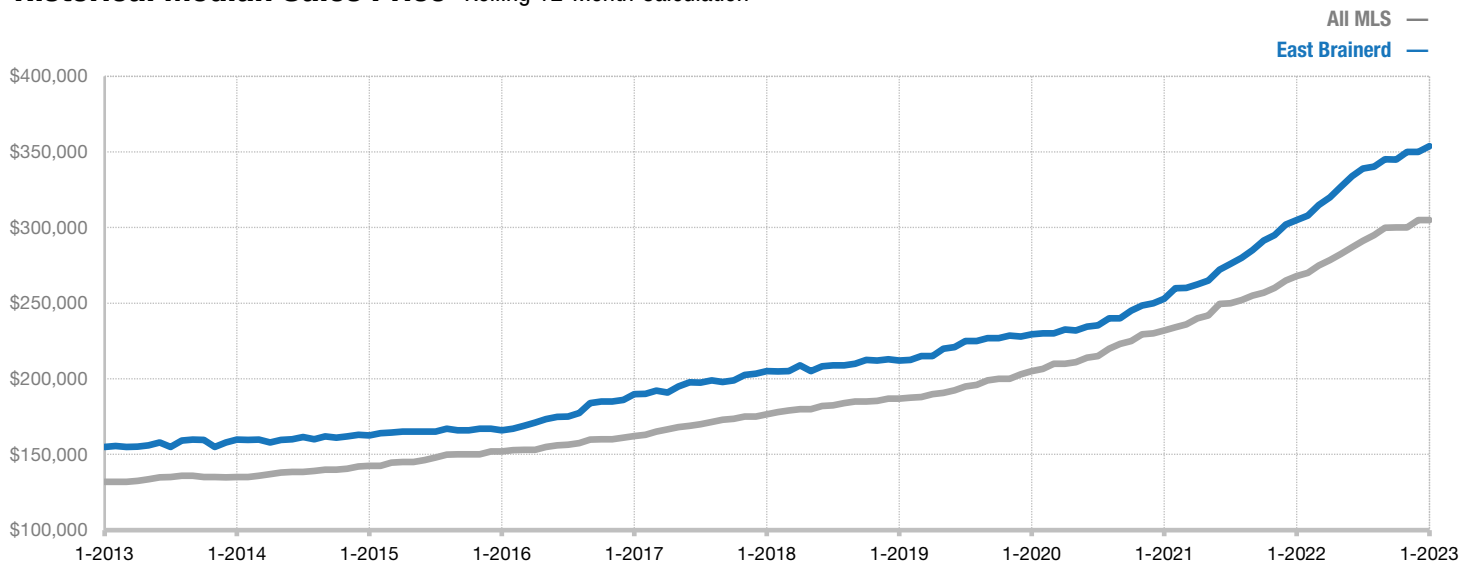
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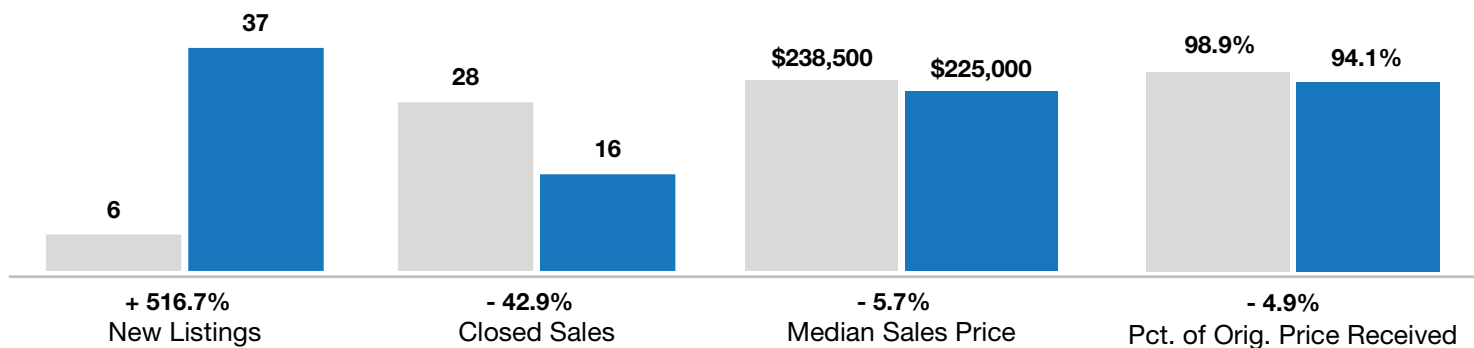
East Ridge

Key Metrics	January			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	6	37	+ 516.7%	6	37	+ 516.7%
Closed Sales	28	16	- 42.9%	28	16	- 42.9%
Median Sales Price	\$238,500	\$225,000	- 5.7%	\$238,500	\$225,000	- 5.7%
Pct. of Orig. Price Received	98.9%	94.1%	- 4.9%	98.9%	94.1%	- 4.9%
Days on Market Until Sale	15	27	+ 80.0%	15	27	+ 80.0%
Inventory of Homes for Sale	7	37	+ 428.6%	--	--	--
Months Supply of Inventory	0.2	1.4	+ 600.0%	--	--	--

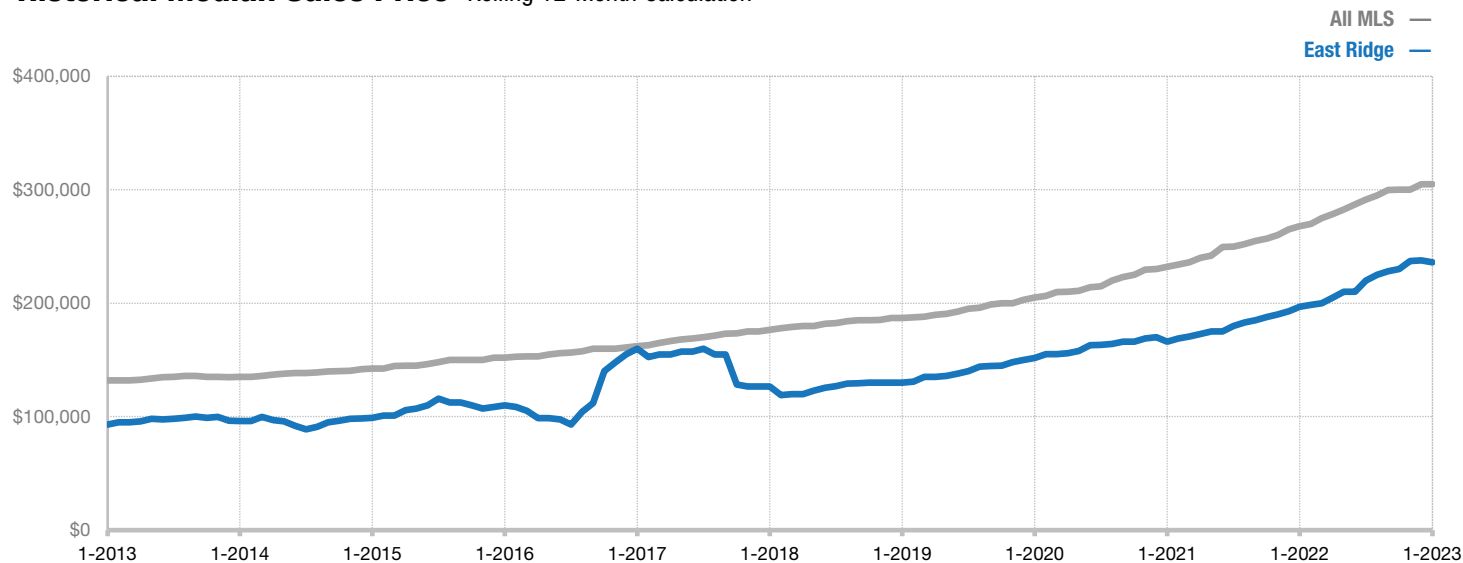
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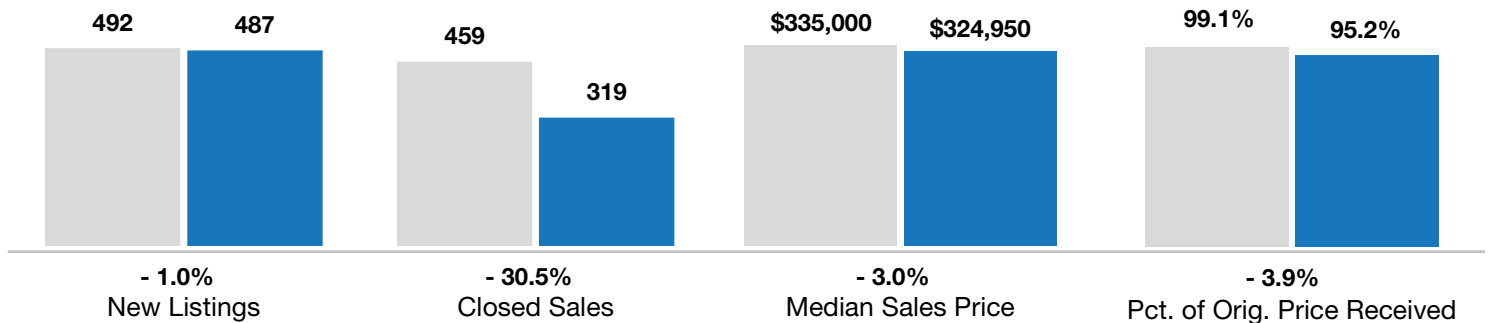
Hamilton County

Key Metrics	January			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	492	487	- 1.0%	492	487	- 1.0%
Closed Sales	459	319	- 30.5%	459	319	- 30.5%
Median Sales Price	\$335,000	\$324,950	- 3.0%	\$335,000	\$324,950	- 3.0%
Pct. of Orig. Price Received	99.1%	95.2%	- 3.9%	99.1%	95.2%	- 3.9%
Days on Market Until Sale	18	34	+ 88.9%	18	34	+ 88.9%
Inventory of Homes for Sale	454	736	+ 62.1%	--	--	--
Months Supply of Inventory	0.7	1.3	+ 85.7%	--	--	--

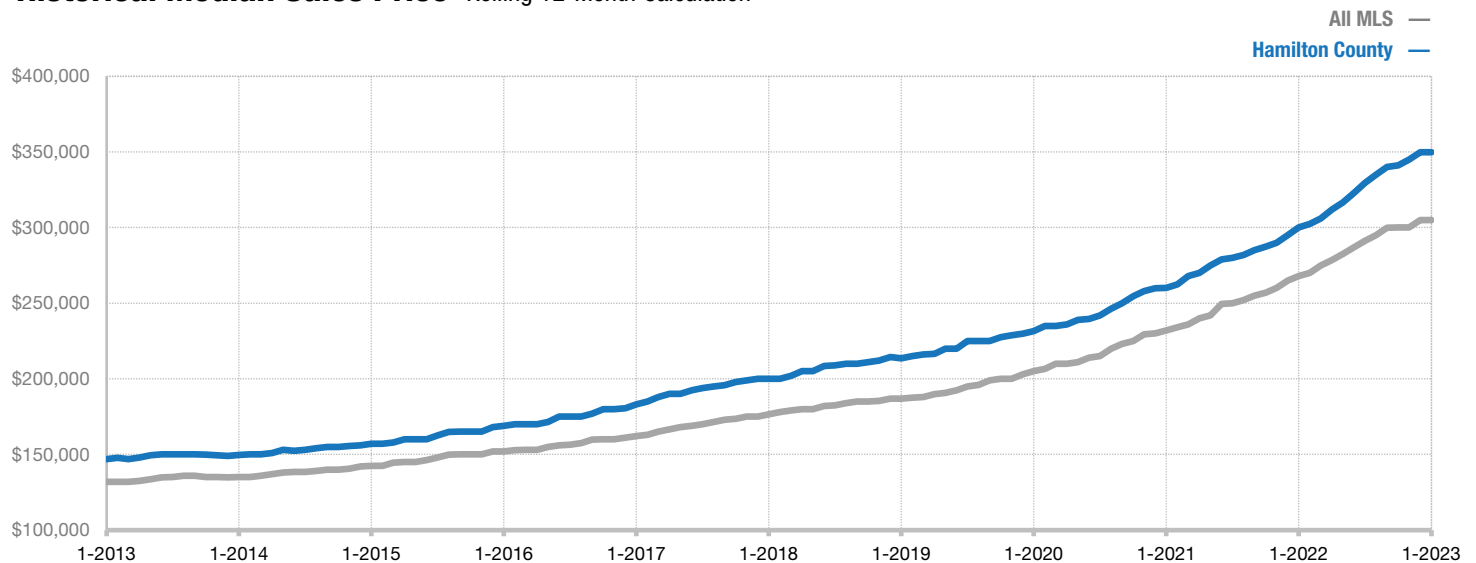
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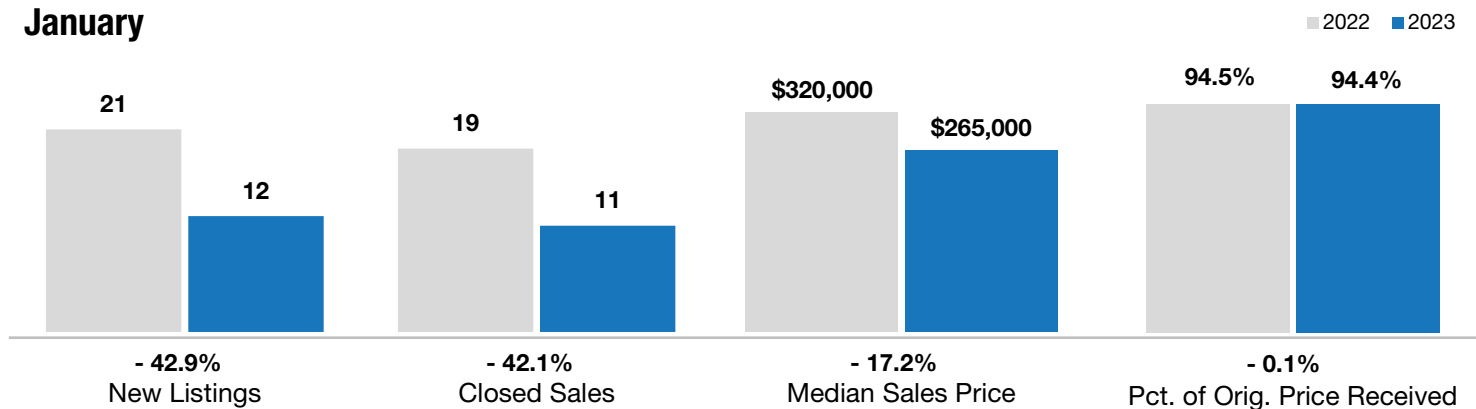
Harrison / Georgetown

ZIP Codes: 37341 and 37308

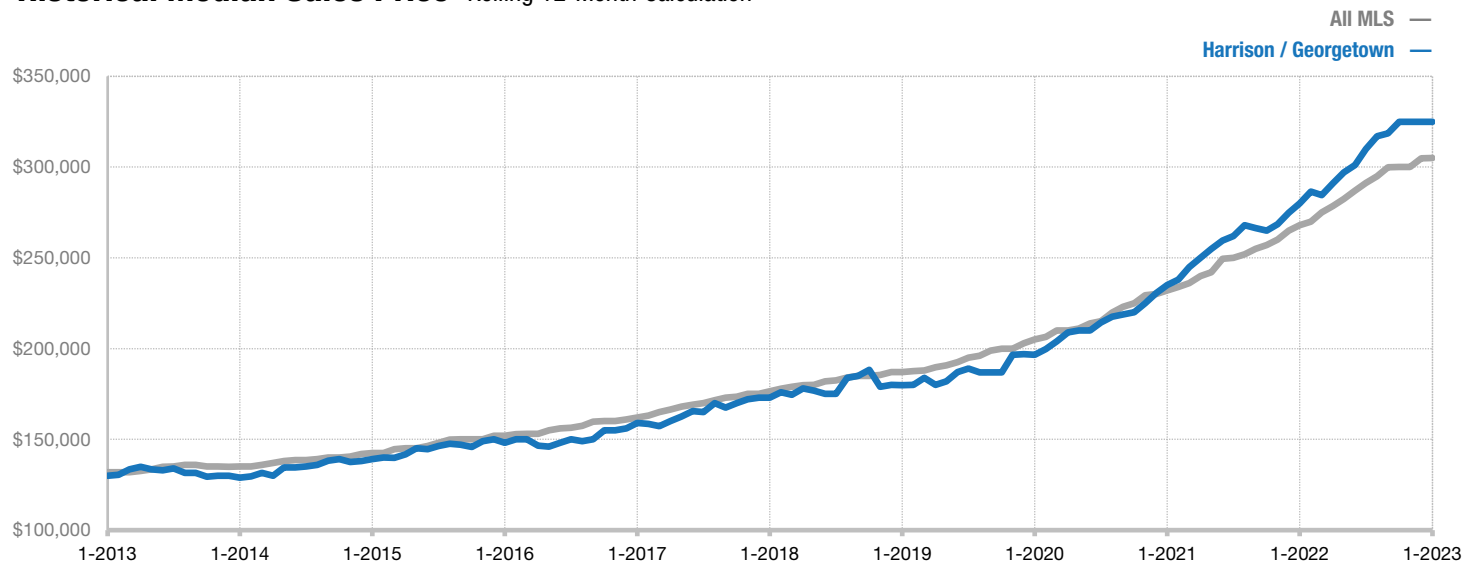
Key Metrics	January			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	21	12	- 42.9%	21	12	- 42.9%
Closed Sales	19	11	- 42.1%	19	11	- 42.1%
Median Sales Price	\$320,000	\$265,000	- 17.2%	\$320,000	\$265,000	- 17.2%
Pct. of Orig. Price Received	94.5%	94.4%	- 0.1%	94.5%	94.4%	- 0.1%
Days on Market Until Sale	33	46	+ 39.4%	33	46	+ 39.4%
Inventory of Homes for Sale	19	41	+ 115.8%	--	--	--
Months Supply of Inventory	0.8	2.0	+ 150.0%	--	--	--

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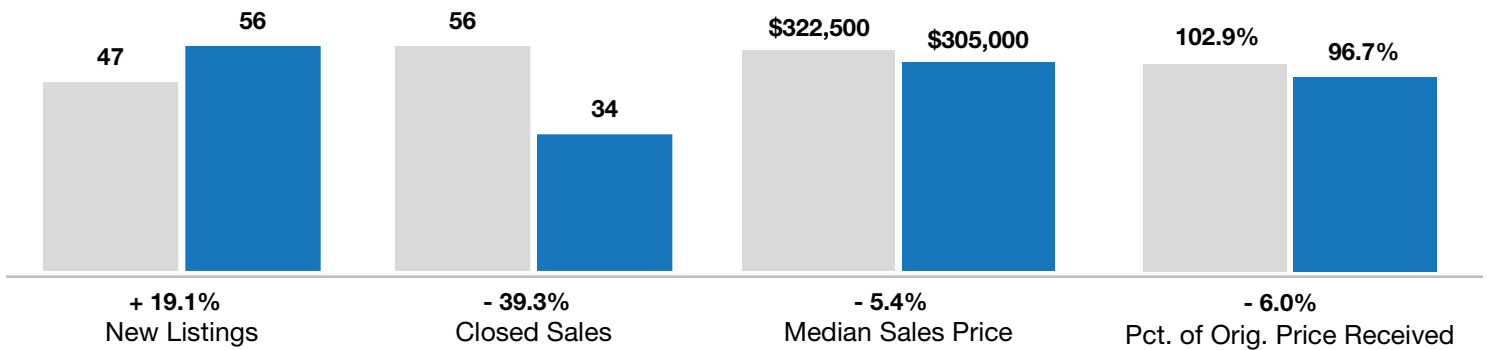
Hixson

Key Metrics	January			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	47	56	+ 19.1%	47	56	+ 19.1%
Closed Sales	56	34	- 39.3%	56	34	- 39.3%
Median Sales Price	\$322,500	\$305,000	- 5.4%	\$322,500	\$305,000	- 5.4%
Pct. of Orig. Price Received	102.9%	96.7%	- 6.0%	102.9%	96.7%	- 6.0%
Days on Market Until Sale	14	24	+ 71.4%	14	24	+ 71.4%
Inventory of Homes for Sale	30	78	+ 160.0%	--	--	--
Months Supply of Inventory	0.4	1.0	+ 150.0%	--	--	--

Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

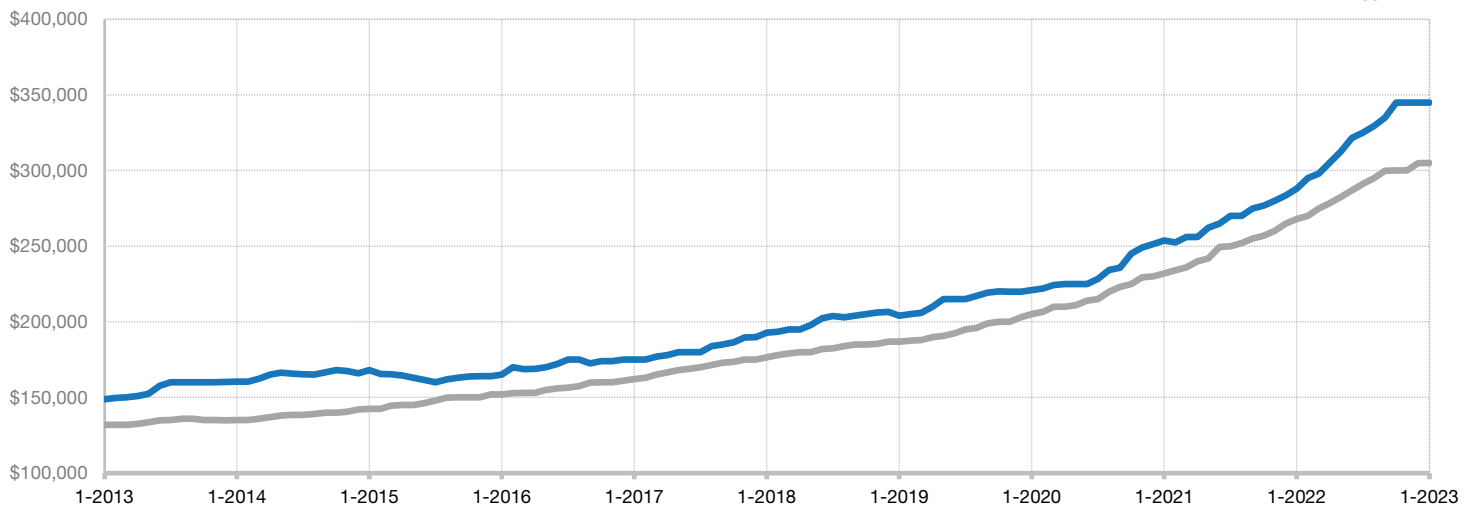
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— All MLS
— Hixson



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Lookout Mountain

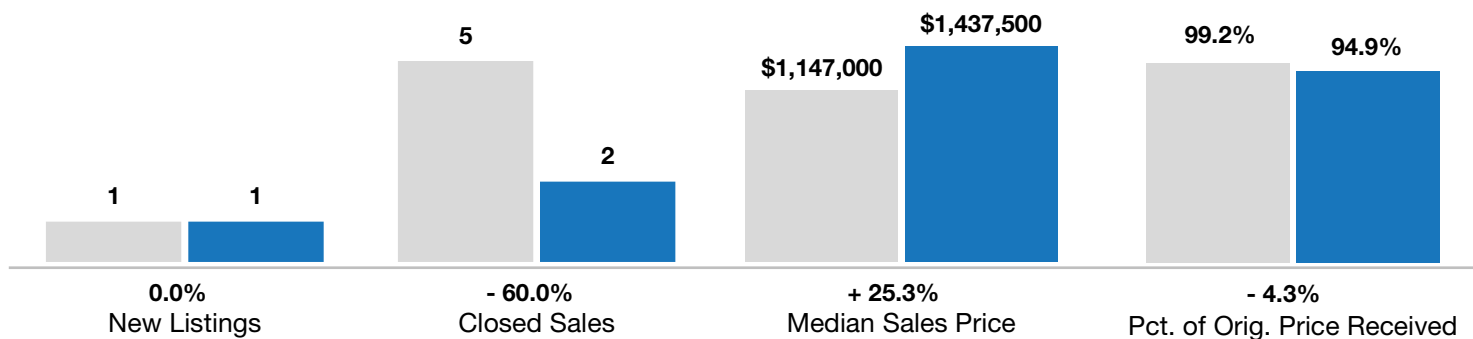
Hamilton County Only

Key Metrics	January			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	1	1	0.0%	1	1	0.0%
Closed Sales	5	2	- 60.0%	5	2	- 60.0%
Median Sales Price	\$1,147,000	\$1,437,500	+ 25.3%	\$1,147,000	\$1,437,500	+ 25.3%
Pct. of Orig. Price Received	99.2%	94.9%	- 4.3%	99.2%	94.9%	- 4.3%
Days on Market Until Sale	58	16	- 72.4%	58	16	- 72.4%
Inventory of Homes for Sale	1	5	+ 400.0%	--	--	--
Months Supply of Inventory	0	1.5	--	--	--	--

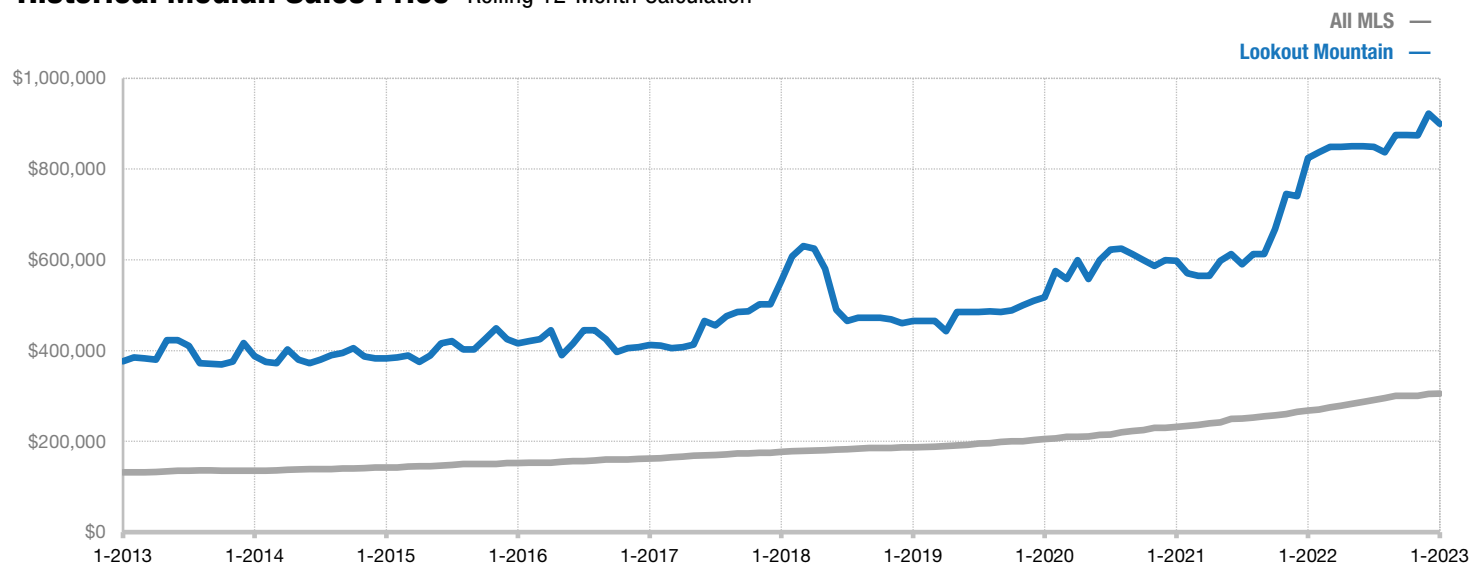
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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – January 2023

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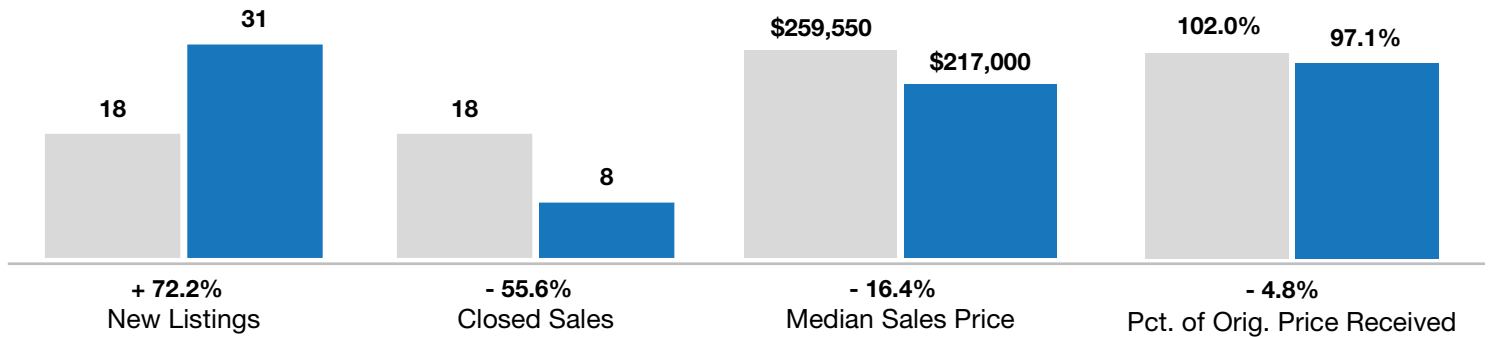
Marion County

Key Metrics	January			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	18	31	+ 72.2%	18	31	+ 72.2%
Closed Sales	18	8	- 55.6%	18	8	- 55.6%
Median Sales Price	\$259,550	\$217,000	- 16.4%	\$259,550	\$217,000	- 16.4%
Pct. of Orig. Price Received	102.0%	97.1%	- 4.8%	102.0%	97.1%	- 4.8%
Days on Market Until Sale	16	23	+ 43.8%	16	23	+ 43.8%
Inventory of Homes for Sale	39	71	+ 82.1%	--	--	--
Months Supply of Inventory	1.9	3.5	+ 84.2%	--	--	--

Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

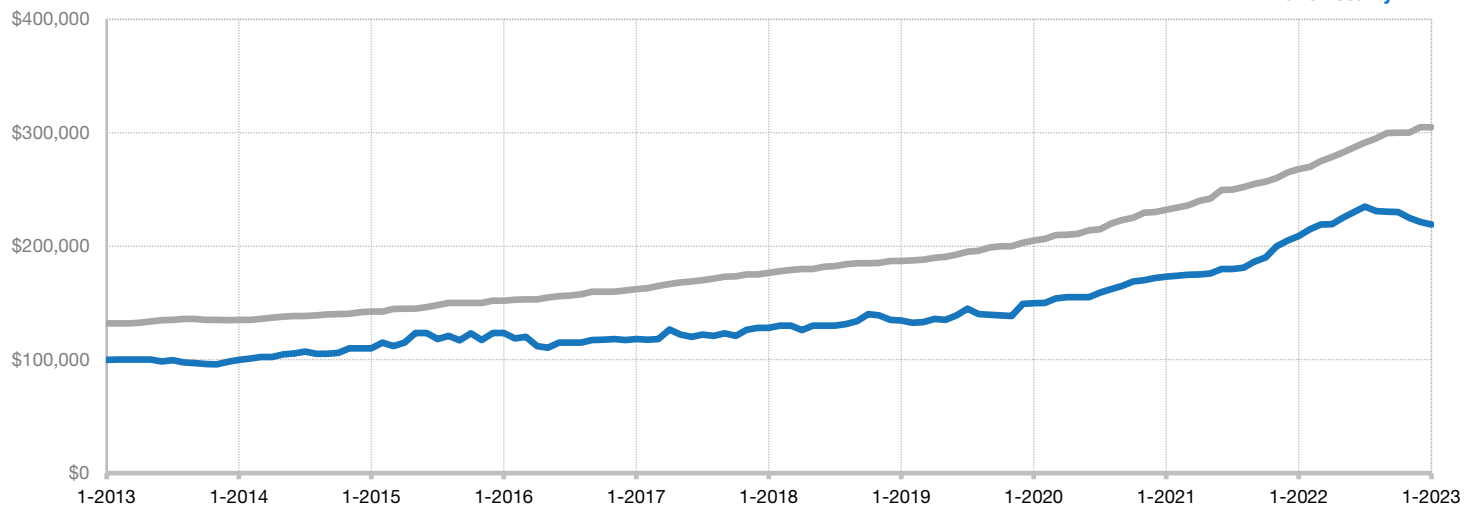
January

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Historical Median Sales Price Rolling 12-Month Calculation

All MLS —
Marion County —



Local Market Update – January 2023

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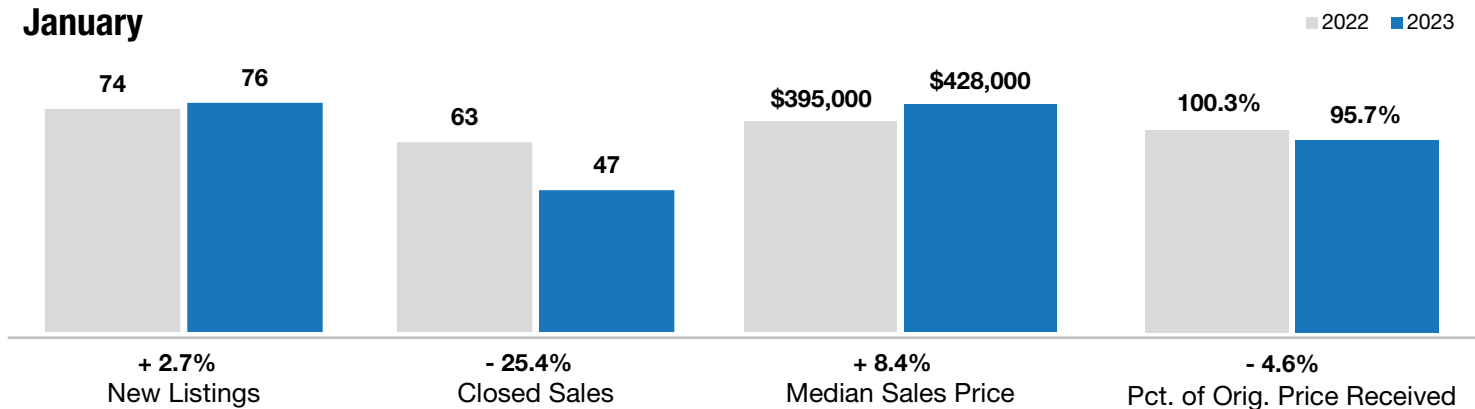
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Ooltewah

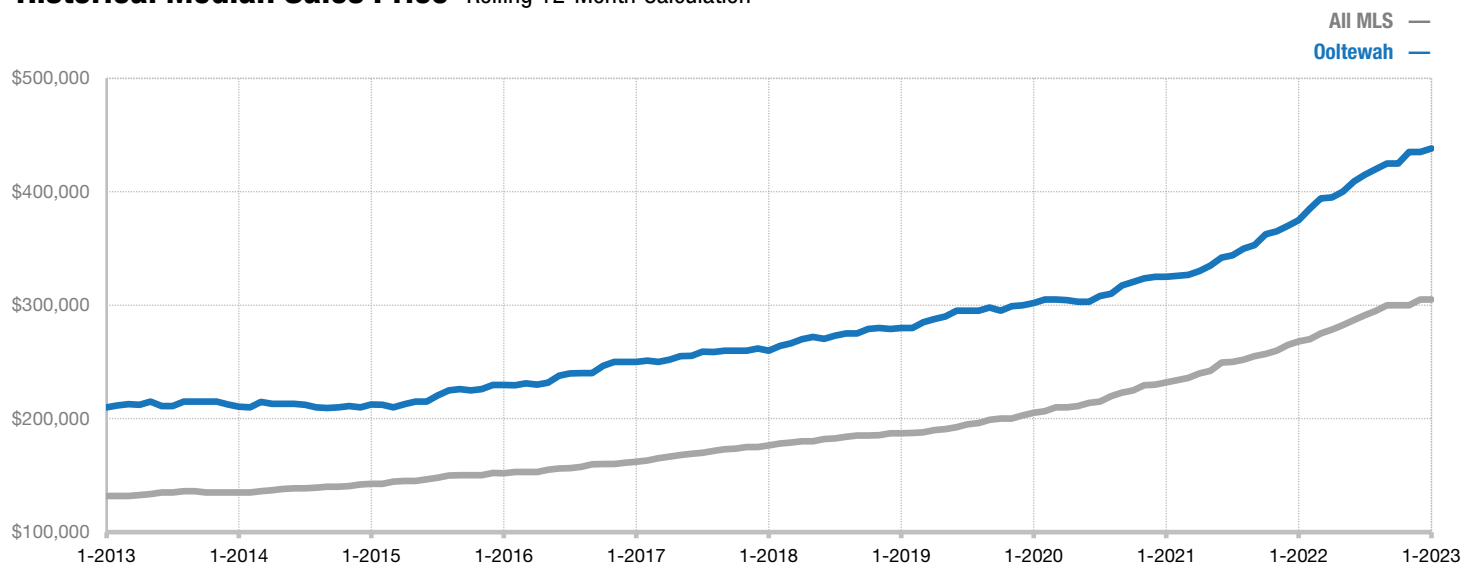
Key Metrics	January			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	74	76	+ 2.7%	74	76	+ 2.7%
Closed Sales	63	47	- 25.4%	63	47	- 25.4%
Median Sales Price	\$395,000	\$428,000	+ 8.4%	\$395,000	\$428,000	+ 8.4%
Pct. of Orig. Price Received	100.3%	95.7%	- 4.6%	100.3%	95.7%	- 4.6%
Days on Market Until Sale	13	47	+ 261.5%	13	47	+ 261.5%
Inventory of Homes for Sale	63	111	+ 76.2%	--	--	--
Months Supply of Inventory	0.8	1.5	+ 87.5%	--	--	--

Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – January 2023

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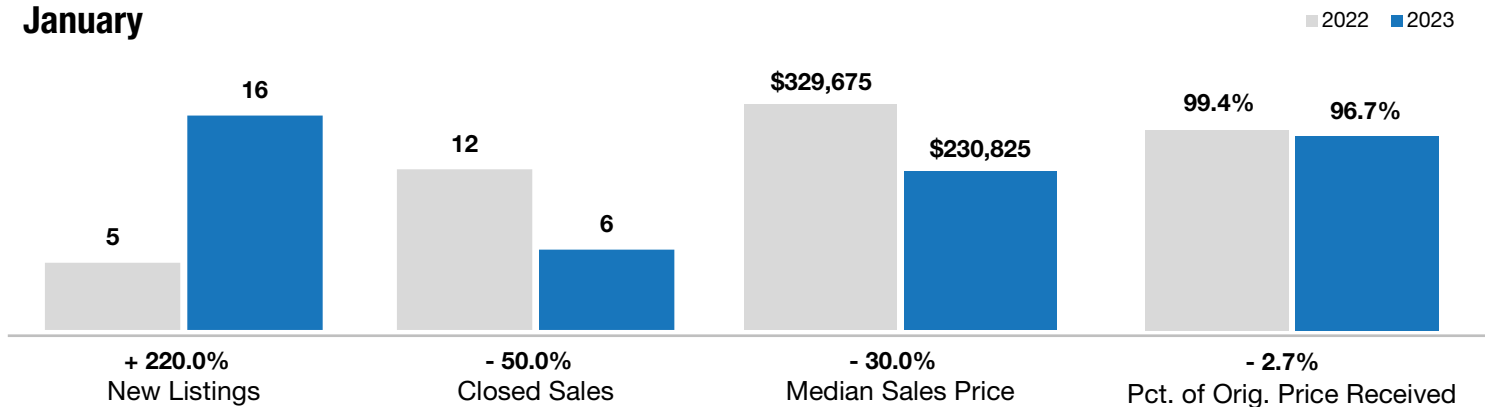
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Red Bank

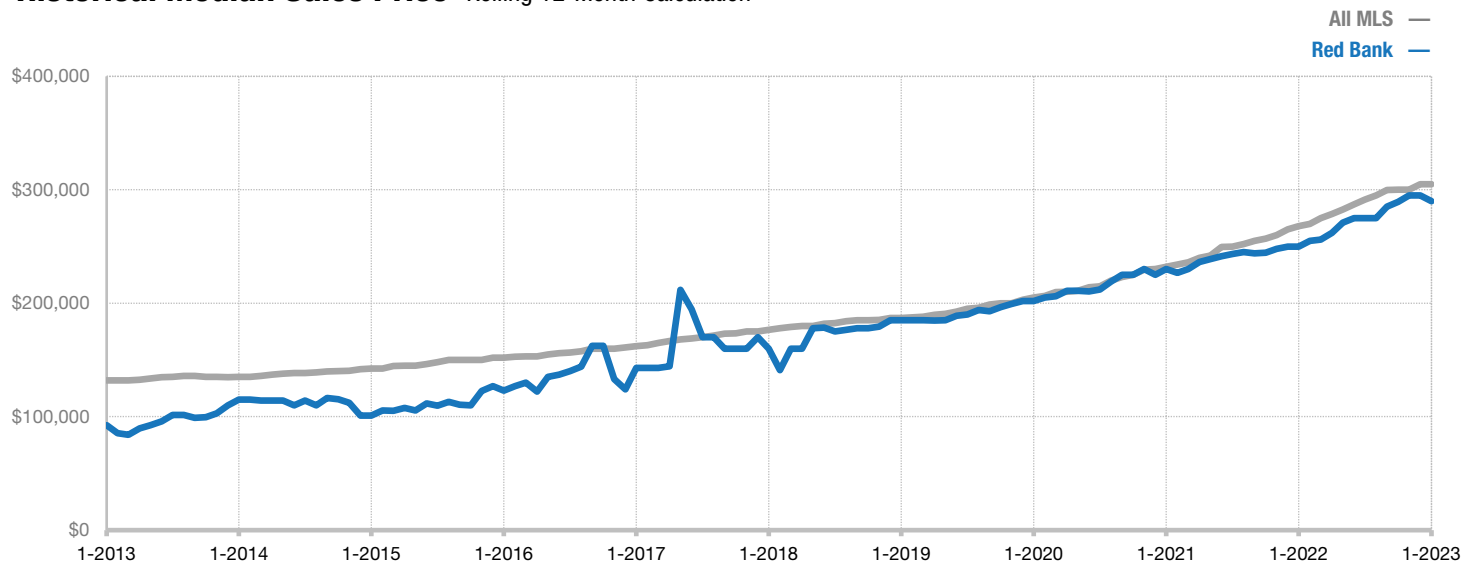
Key Metrics	January			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	5	16	+ 220.0%	5	16	+ 220.0%
Closed Sales	12	6	- 50.0%	12	6	- 50.0%
Median Sales Price	\$329,675	\$230,825	- 30.0%	\$329,675	\$230,825	- 30.0%
Pct. of Orig. Price Received	99.4%	96.7%	- 2.7%	99.4%	96.7%	- 2.7%
Days on Market Until Sale	21	36	+ 71.4%	21	36	+ 71.4%
Inventory of Homes for Sale	3	15	+ 400.0%	--	--	--
Months Supply of Inventory	0.2	1.2	+ 500.0%	--	--	--

Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – January 2023

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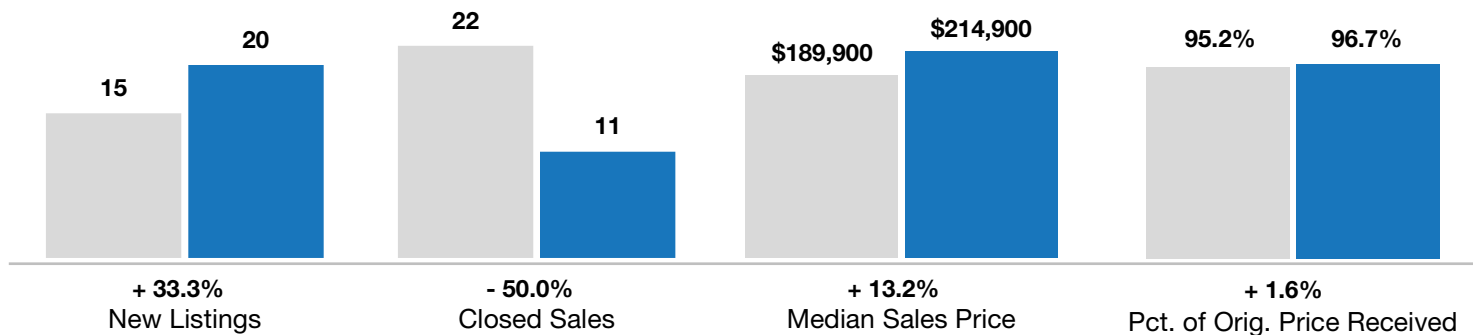
Rhea County

Key Metrics	January			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	15	20	+ 33.3%	15	20	+ 33.3%
Closed Sales	22	11	- 50.0%	22	11	- 50.0%
Median Sales Price	\$189,900	\$214,900	+ 13.2%	\$189,900	\$214,900	+ 13.2%
Pct. of Orig. Price Received	95.2%	96.7%	+ 1.6%	95.2%	96.7%	+ 1.6%
Days on Market Until Sale	46	21	- 54.3%	46	21	- 54.3%
Inventory of Homes for Sale	17	51	+ 200.0%	--	--	--
Months Supply of Inventory	0.7	2.4	+ 242.9%	--	--	--

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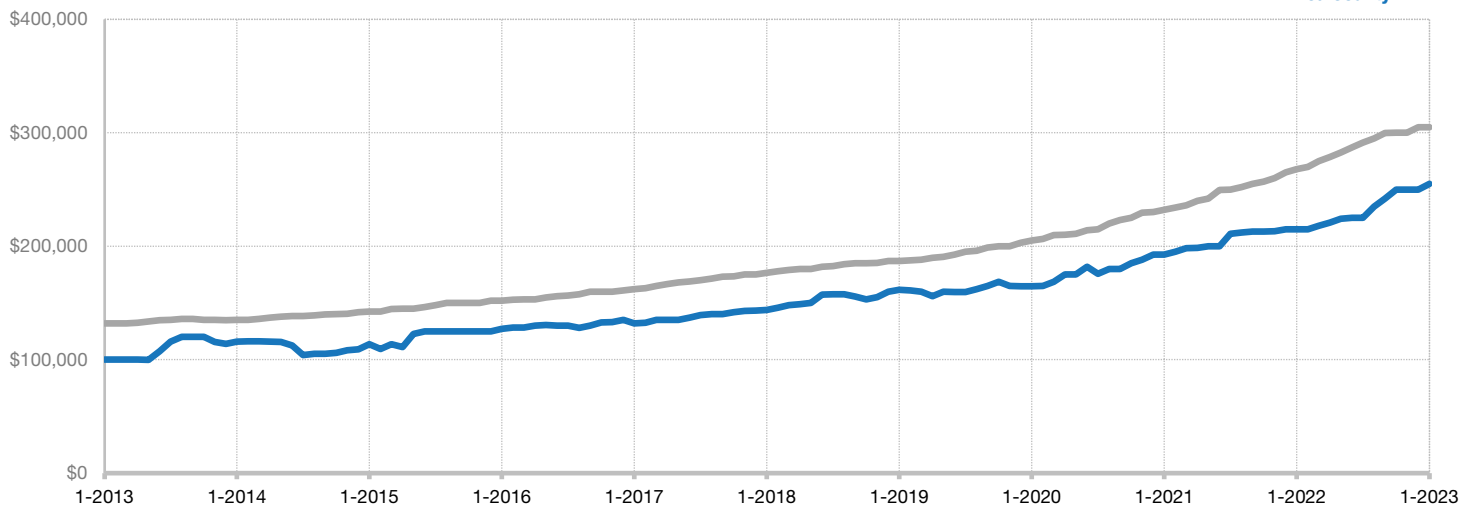
January

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Historical Median Sales Price Rolling 12-Month Calculation

All MLS —
Rhea County —



Local Market Update – January 2023

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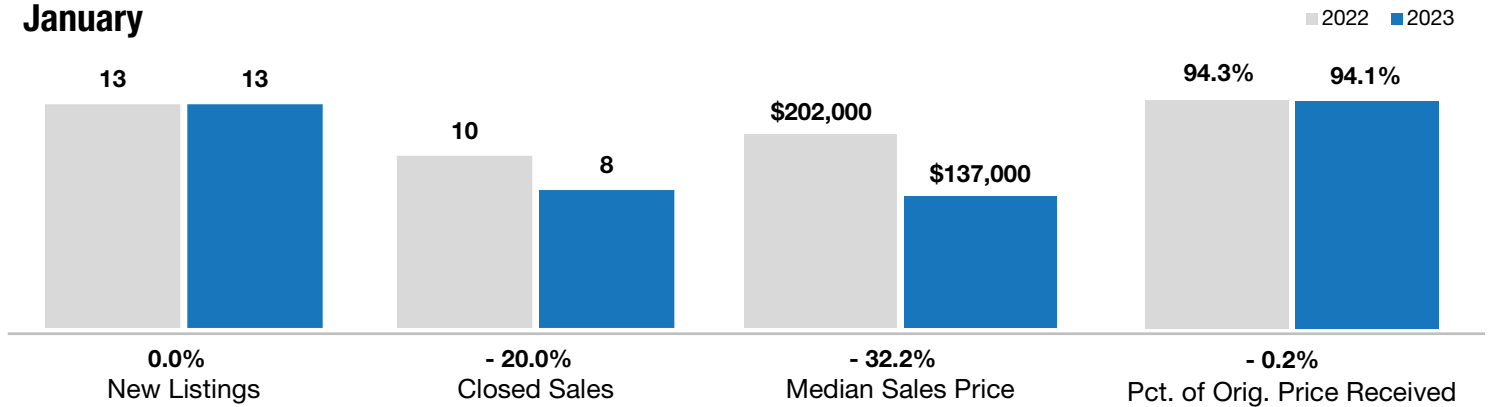
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Sequatchie County

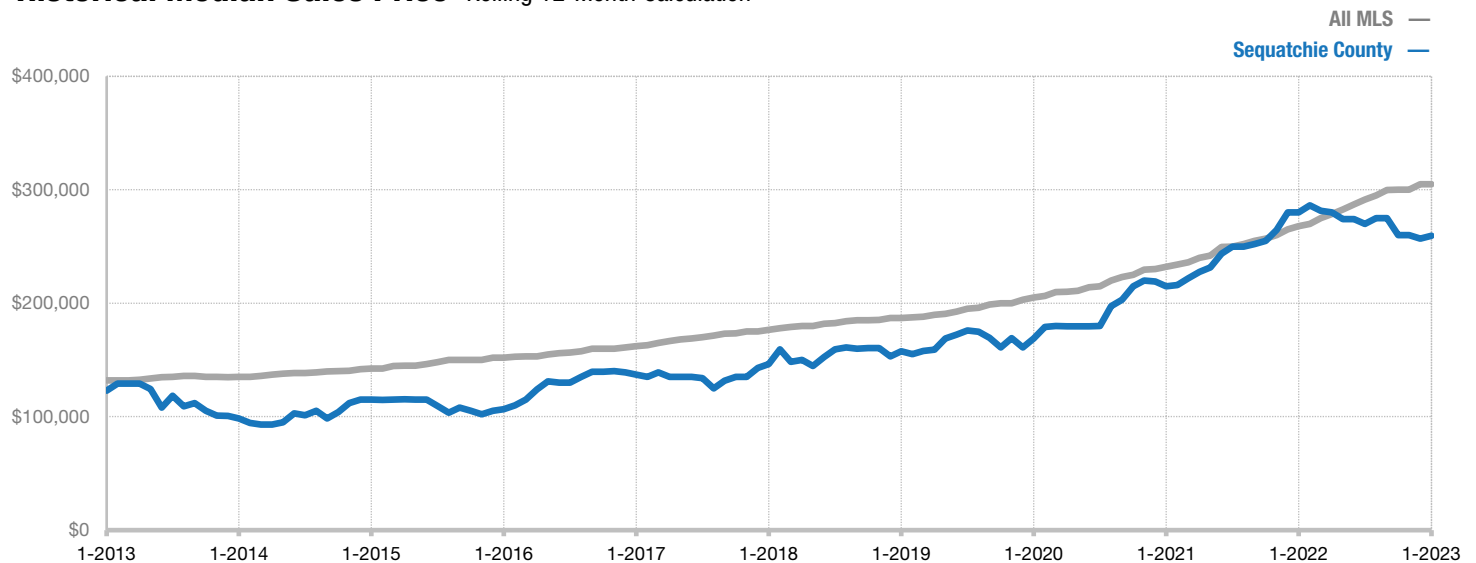
Key Metrics	January			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	13	13	0.0%	13	13	0.0%
Closed Sales	10	8	- 20.0%	10	8	- 20.0%
Median Sales Price	\$202,000	\$137,000	- 32.2%	\$202,000	\$137,000	- 32.2%
Pct. of Orig. Price Received	94.3%	94.1%	- 0.2%	94.3%	94.1%	- 0.2%
Days on Market Until Sale	32	26	- 18.8%	32	26	- 18.8%
Inventory of Homes for Sale	24	36	+ 50.0%	--	--	--
Months Supply of Inventory	1.3	2.1	+ 61.5%	--	--	--

Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – January 2023

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Signal Mountain

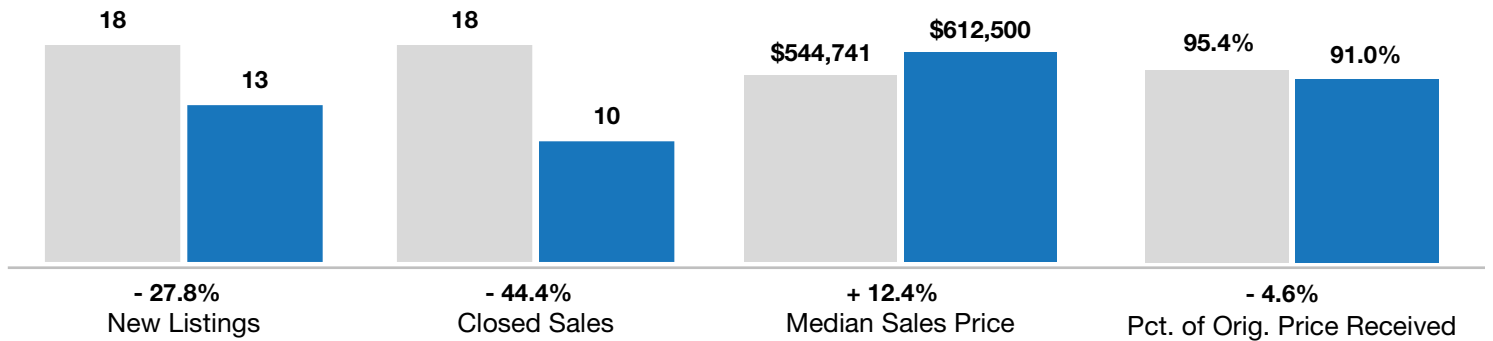
Hamilton County Only

Key Metrics	January			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	18	13	- 27.8%	18	13	- 27.8%
Closed Sales	18	10	- 44.4%	18	10	- 44.4%
Median Sales Price	\$544,741	\$612,500	+ 12.4%	\$544,741	\$612,500	+ 12.4%
Pct. of Orig. Price Received	95.4%	91.0%	- 4.6%	95.4%	91.0%	- 4.6%
Days on Market Until Sale	33	54	+ 63.6%	33	54	+ 63.6%
Inventory of Homes for Sale	12	18	+ 50.0%	--	--	--
Months Supply of Inventory	0.4	0.6	+ 50.0%	--	--	--

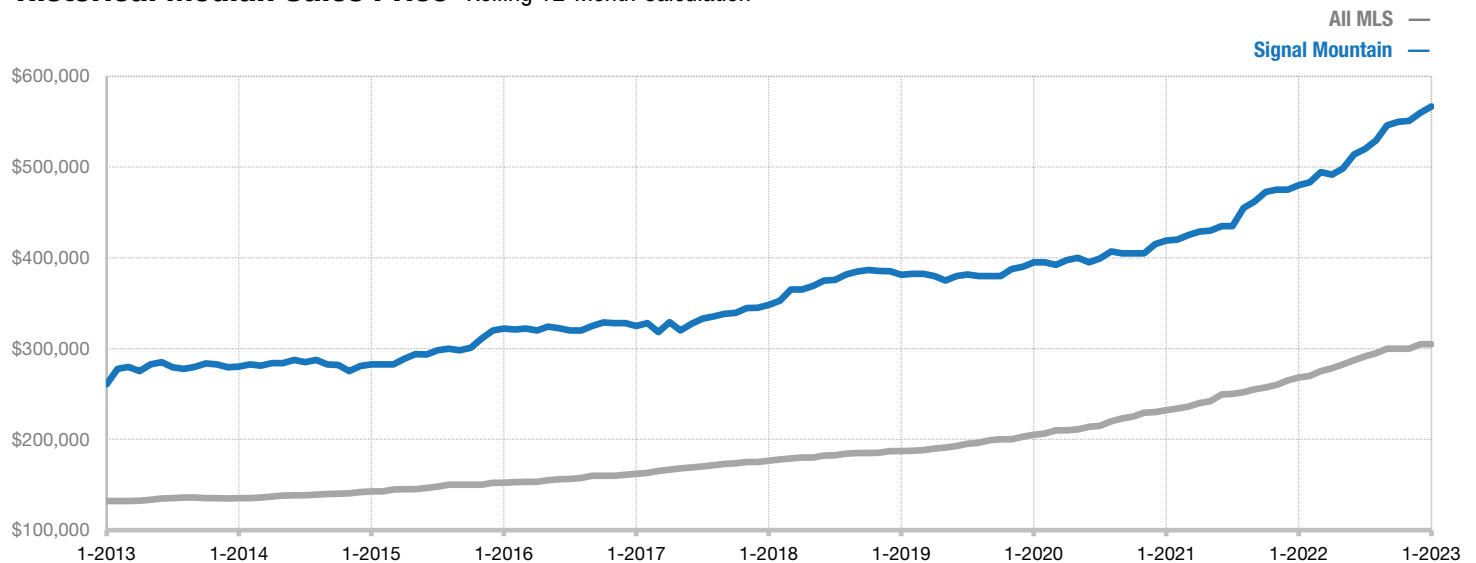
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January

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – January 2023

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St. Elmo / High Park / Avondale

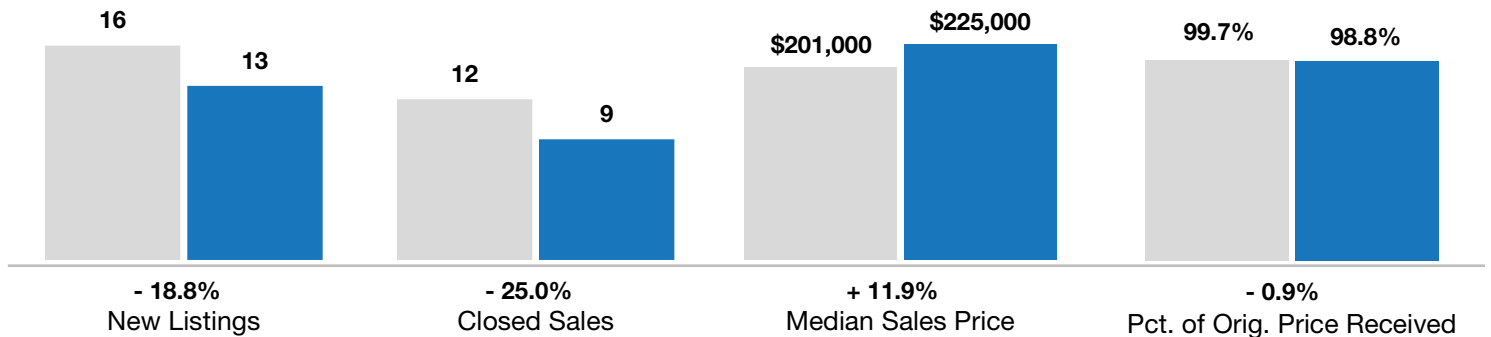
ZIP Codes: 37407, 37409 and 37410

Key Metrics	January			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	16	13	- 18.8%	16	13	- 18.8%
Closed Sales	12	9	- 25.0%	12	9	- 25.0%
Median Sales Price	\$201,000	\$225,000	+ 11.9%	\$201,000	\$225,000	+ 11.9%
Pct. of Orig. Price Received	99.7%	98.8%	- 0.9%	99.7%	98.8%	- 0.9%
Days on Market Until Sale	31	27	- 12.9%	31	27	- 12.9%
Inventory of Homes for Sale	22	23	+ 4.5%	--	--	--
Months Supply of Inventory	1.3	1.2	- 7.7%	--	--	--

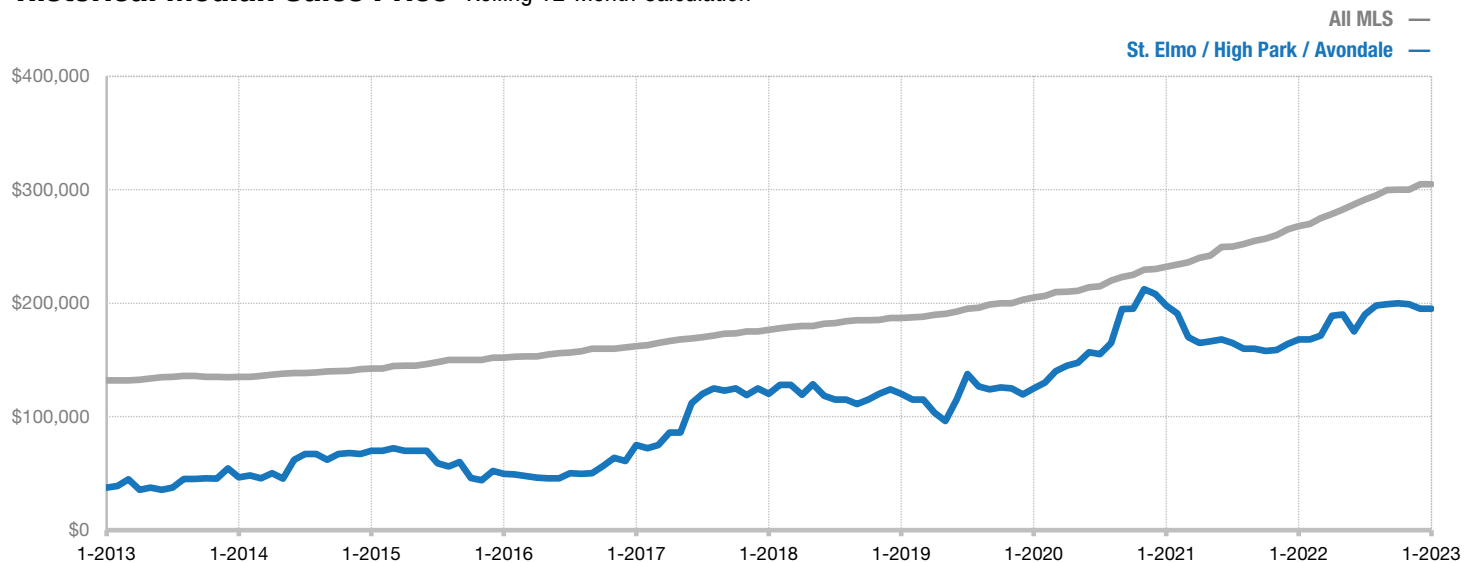
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January

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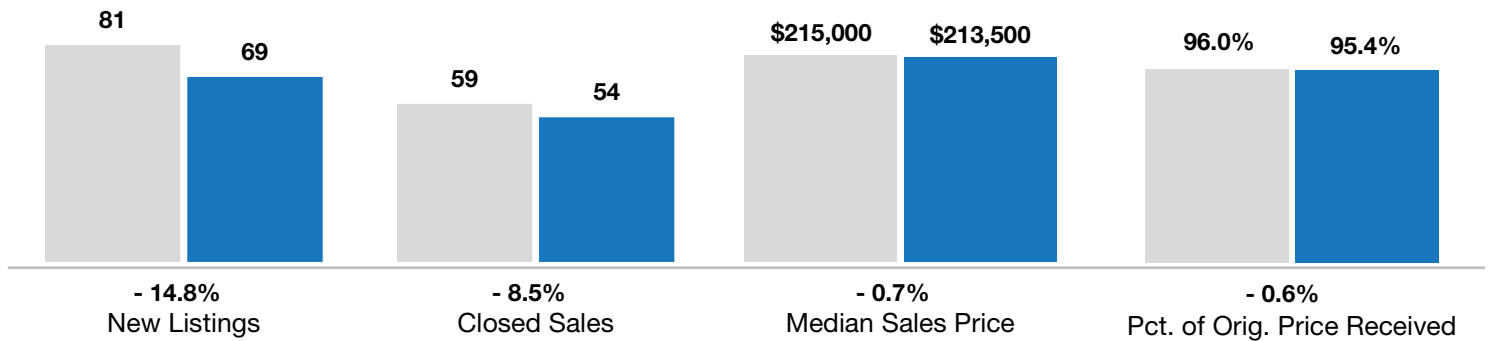
Walker County

Key Metrics	January			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	81	69	- 14.8%	81	69	- 14.8%
Closed Sales	59	54	- 8.5%	59	54	- 8.5%
Median Sales Price	\$215,000	\$213,500	- 0.7%	\$215,000	\$213,500	- 0.7%
Pct. of Orig. Price Received	96.0%	95.4%	- 0.6%	96.0%	95.4%	- 0.6%
Days on Market Until Sale	24	31	+ 29.2%	24	31	+ 29.2%
Inventory of Homes for Sale	87	112	+ 28.7%	--	--	--
Months Supply of Inventory	1.0	1.5	+ 50.0%	--	--	--

Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

January

■ 2022 ■ 2023



Historical Median Sales Price Rolling 12-Month Calculation

All MLS —
Walker County —

