

Local Market Update – May 2023

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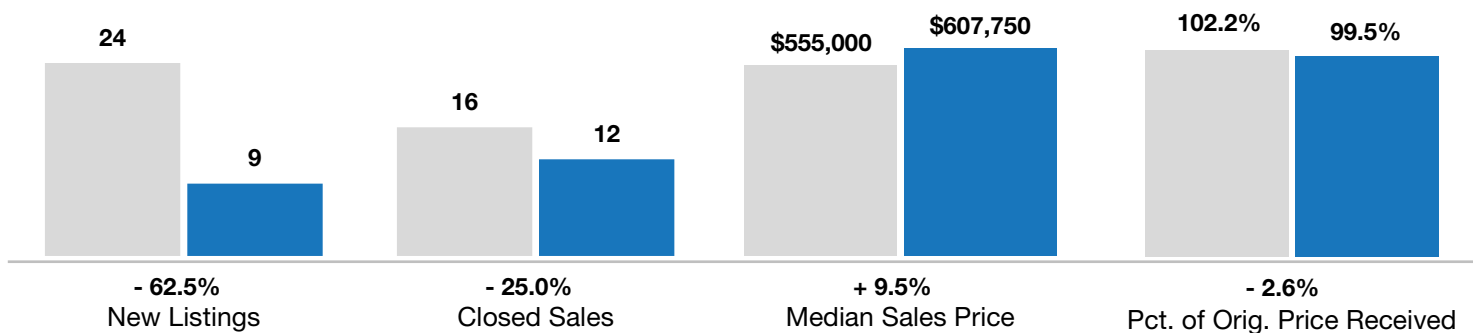
Apison

Key Metrics	May			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	24	9	- 62.5%	93	41	- 55.9%
Closed Sales	16	12	- 25.0%	67	45	- 32.8%
Median Sales Price	\$555,000	\$607,750	+ 9.5%	\$472,267	\$536,397	+ 13.6%
Pct. of Orig. Price Received	102.2%	99.5%	- 2.6%	100.4%	99.8%	- 0.6%
Days on Market Until Sale	19	152	+ 700.0%	22	85	+ 286.4%
Inventory of Homes for Sale	34	19	- 44.1%	--	--	--
Months Supply of Inventory	2.8	1.9	- 32.1%	--	--	--

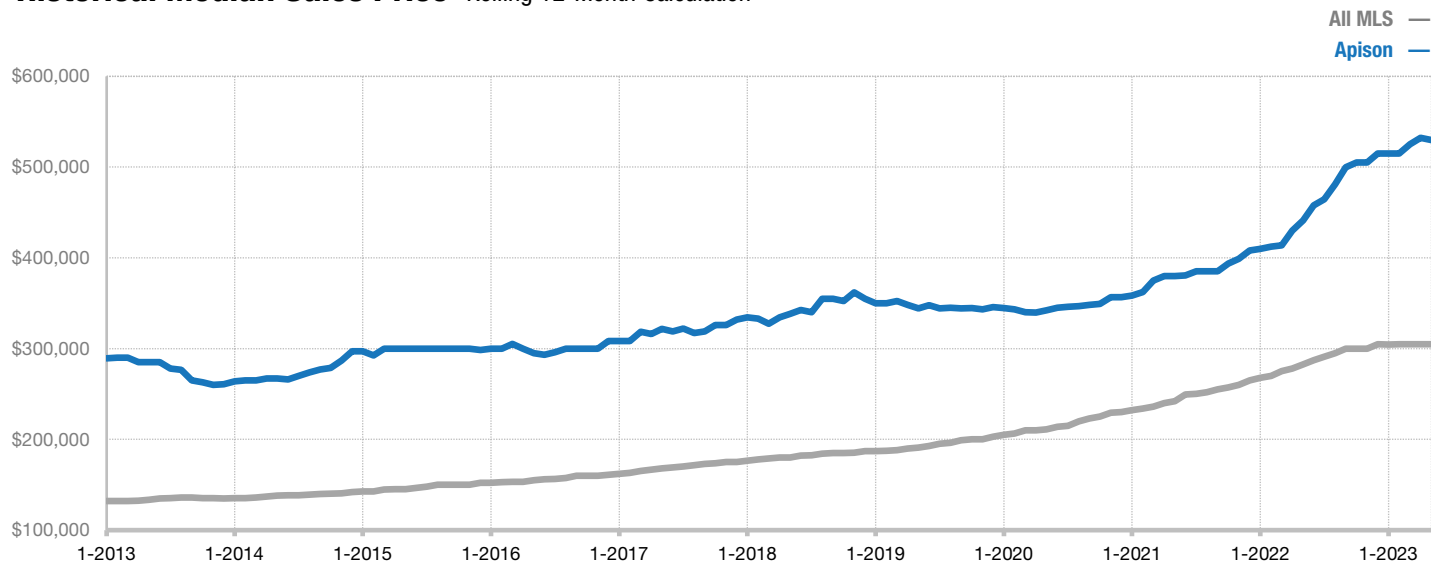
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

May

■ 2022 ■ 2023



Historical Median Sales Price Rolling 12-Month Calculation



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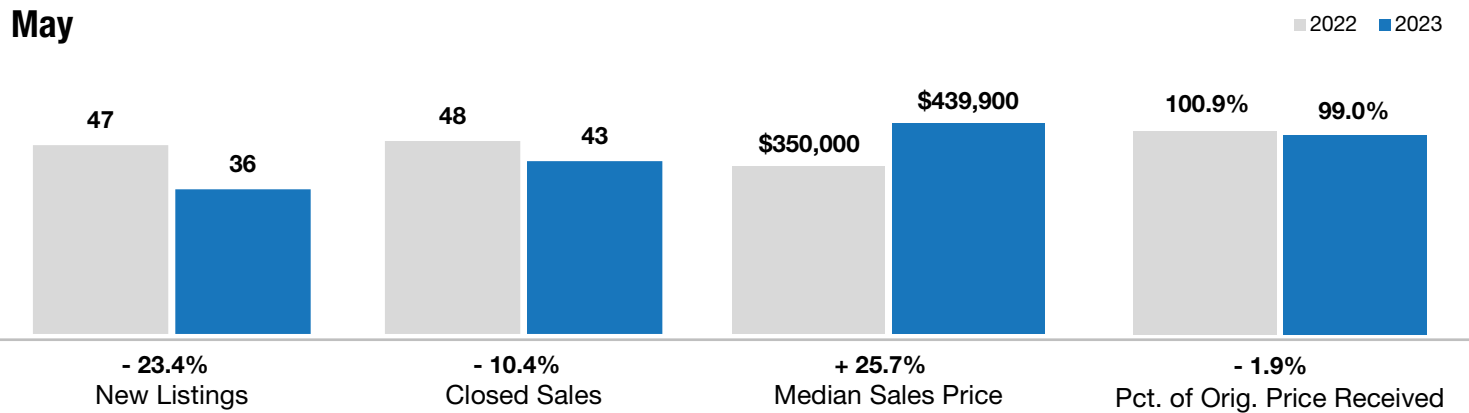
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Bakewell / Lakesite / Sale Creek / Soddy

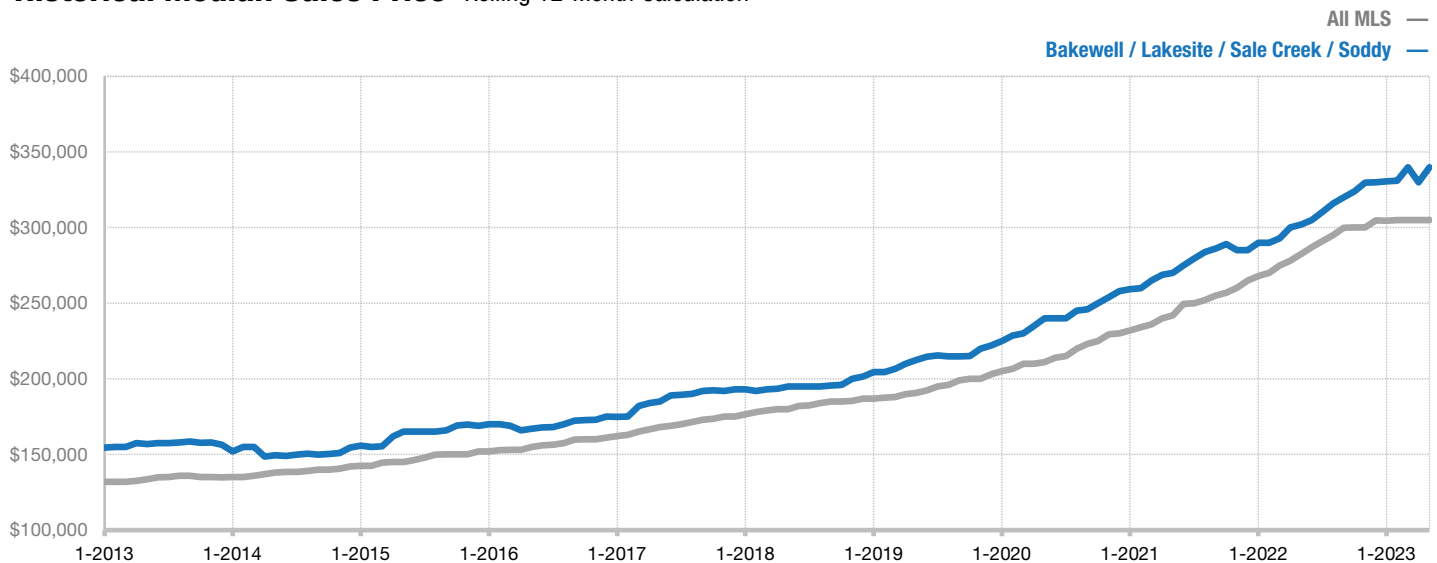
ZIP Codes: 37379 and 37384

Key Metrics	May			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	47	36	- 23.4%	240	208	- 13.3%
Closed Sales	48	43	- 10.4%	212	172	- 18.9%
Median Sales Price	\$350,000	\$439,900	+ 25.7%	\$337,250	\$348,900	+ 3.5%
Pct. of Orig. Price Received	100.9%	99.0%	- 1.9%	100.7%	97.6%	- 3.1%
Days on Market Until Sale	6	30	+ 400.0%	16	28	+ 75.0%
Inventory of Homes for Sale	53	55	+ 3.8%	--	--	--
Months Supply of Inventory	1.2	1.2	0.0%	--	--	--

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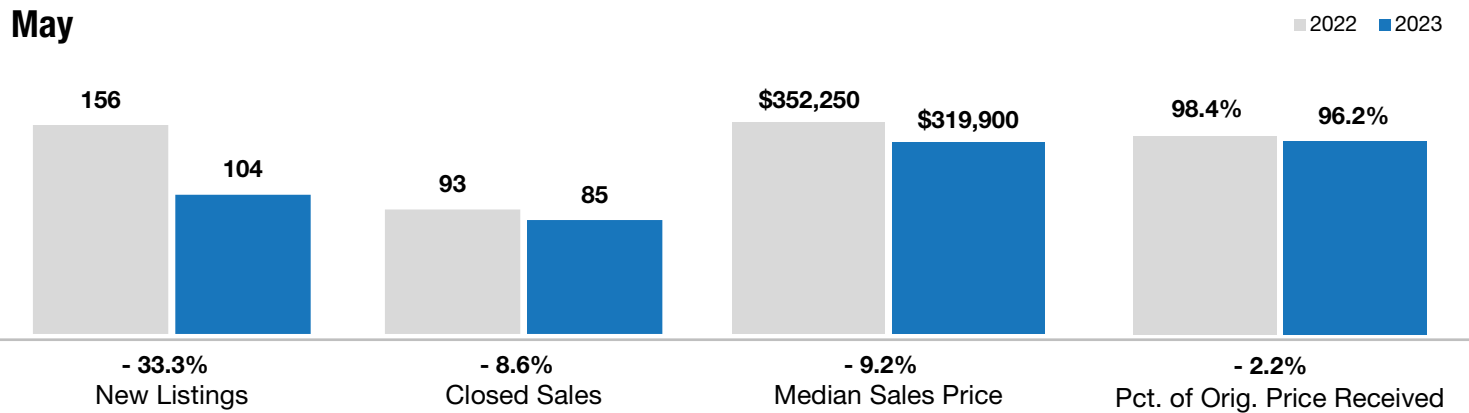


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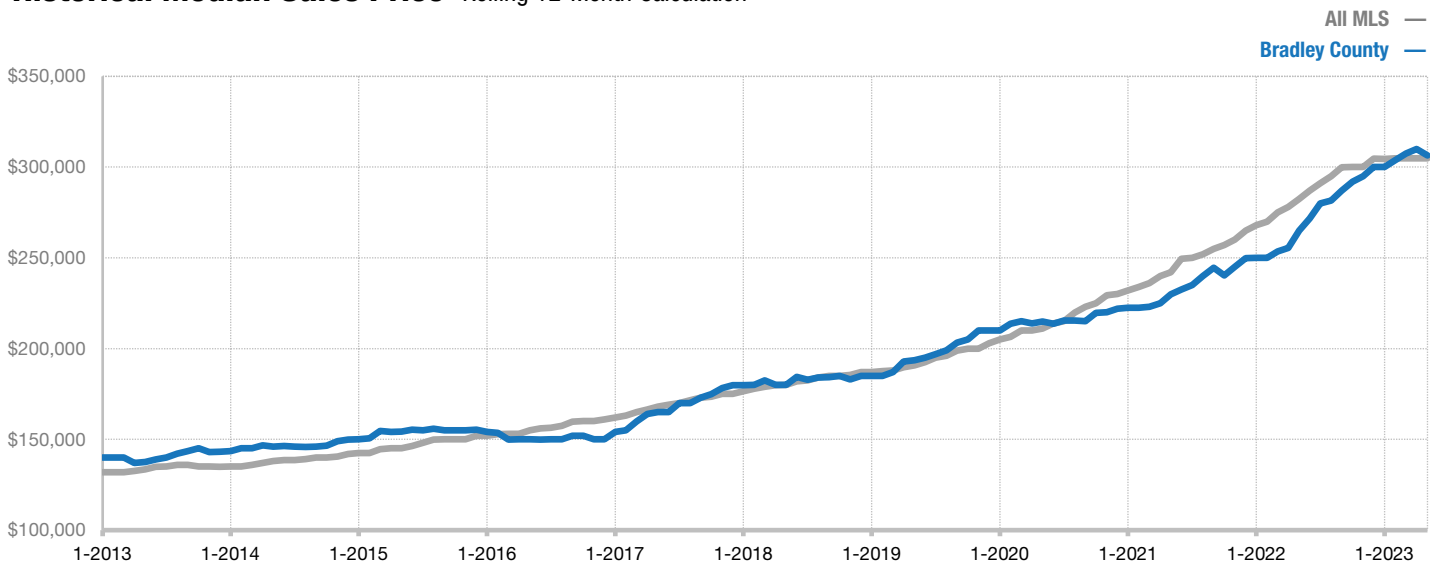
Bradley County

Key Metrics	May			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	156	104	- 33.3%	585	507	- 13.3%
Closed Sales	93	85	- 8.6%	423	423	0.0%
Median Sales Price	\$352,250	\$319,900	- 9.2%	\$282,163	\$298,750	+ 5.9%
Pct. of Orig. Price Received	98.4%	96.2%	- 2.2%	98.6%	95.6%	- 3.0%
Days on Market Until Sale	14	45	+ 221.4%	19	43	+ 126.3%
Inventory of Homes for Sale	150	161	+ 7.3%	--	--	--
Months Supply of Inventory	1.5	1.6	+ 6.7%	--	--	--

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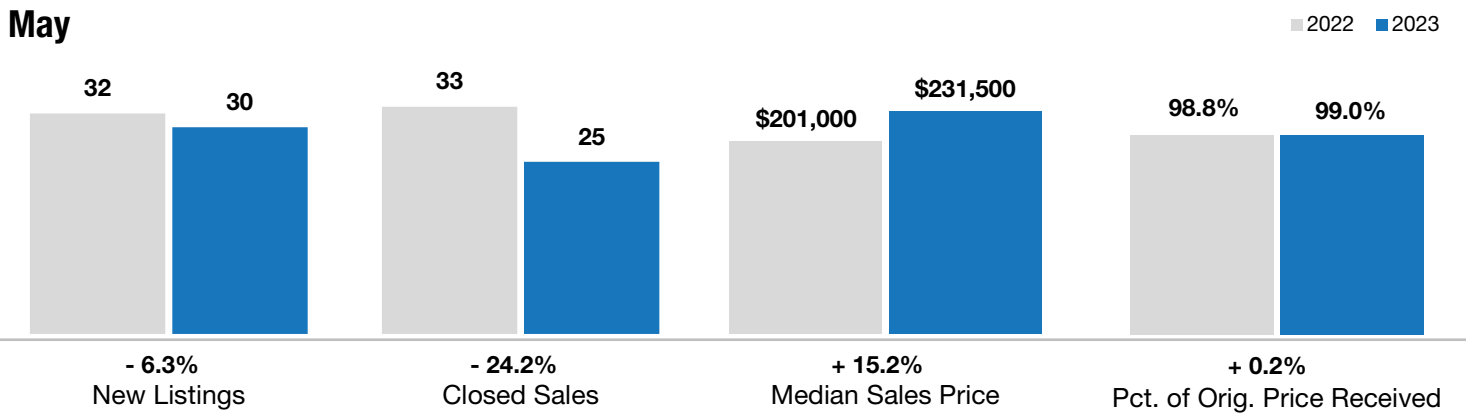
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Brainerd

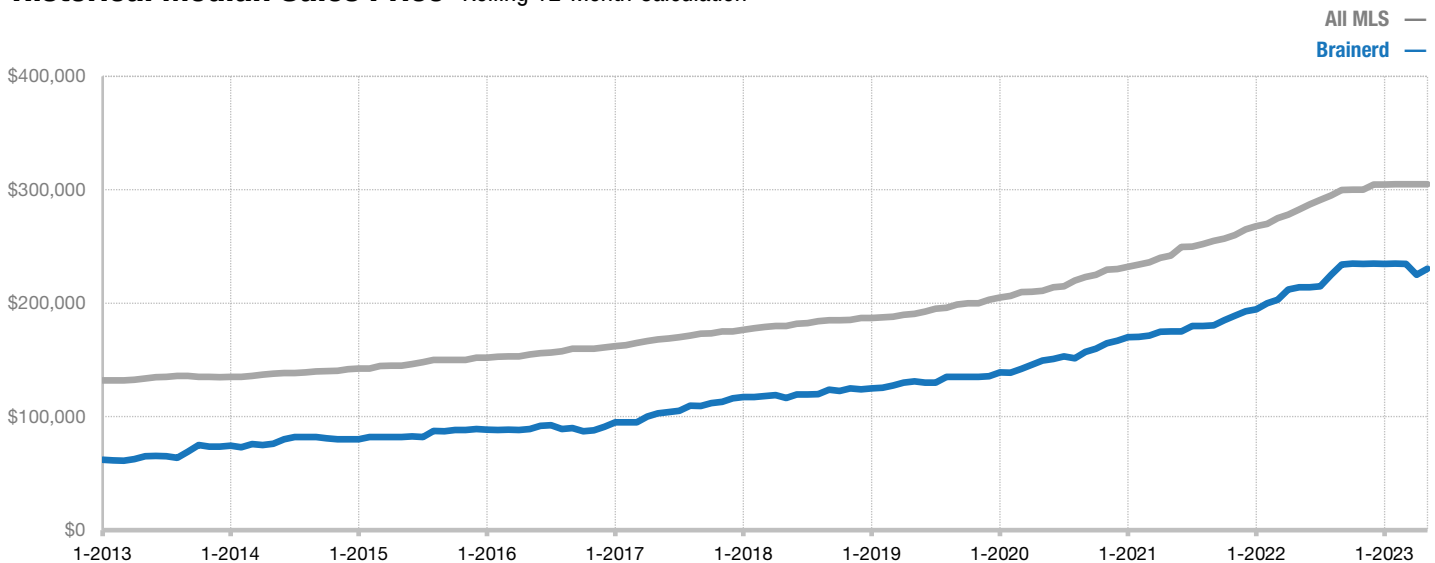
Includes the Ridgeside Community

Key Metrics	May			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	32	30	- 6.3%	149	137	- 8.1%
Closed Sales	33	25	- 24.2%	144	114	- 20.8%
Median Sales Price	\$201,000	\$231,500	+ 15.2%	\$234,000	\$226,500	- 3.2%
Pct. of Orig. Price Received	98.8%	99.0%	+ 0.2%	99.3%	97.5%	- 1.8%
Days on Market Until Sale	17	12	- 29.4%	13	20	+ 53.8%
Inventory of Homes for Sale	18	22	+ 22.2%	--	--	--
Months Supply of Inventory	0.7	1.0	+ 42.9%	--	--	--

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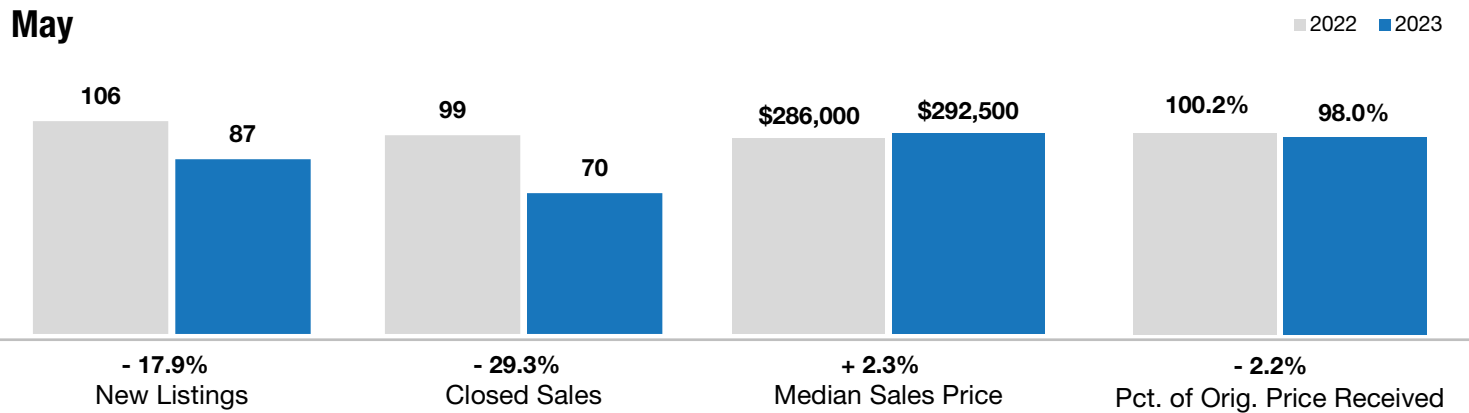


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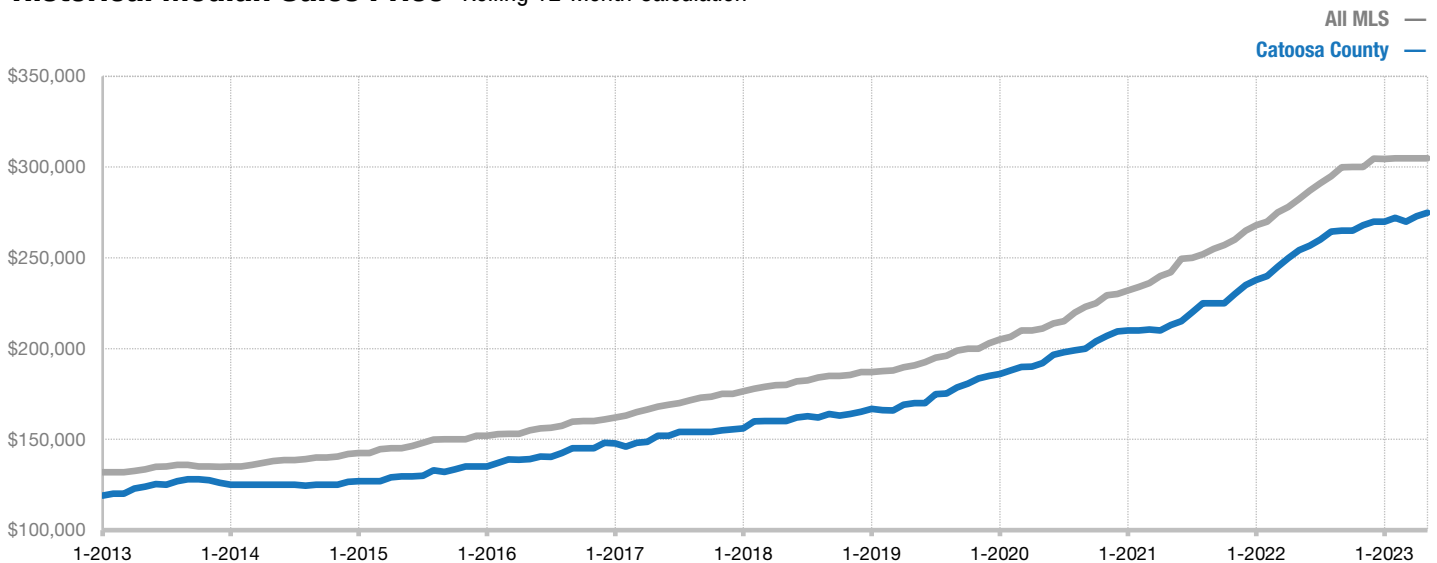
Catoosa County

Key Metrics	May			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	106	87	- 17.9%	468	417	- 10.9%
Closed Sales	99	70	- 29.3%	390	334	- 14.4%
Median Sales Price	\$286,000	\$292,500	+ 2.3%	\$269,000	\$280,000	+ 4.1%
Pct. of Orig. Price Received	100.2%	98.0%	- 2.2%	99.6%	96.8%	- 2.8%
Days on Market Until Sale	9	33	+ 266.7%	14	41	+ 192.9%
Inventory of Homes for Sale	87	119	+ 36.8%	--	--	--
Months Supply of Inventory	1.0	1.7	+ 70.0%	--	--	--

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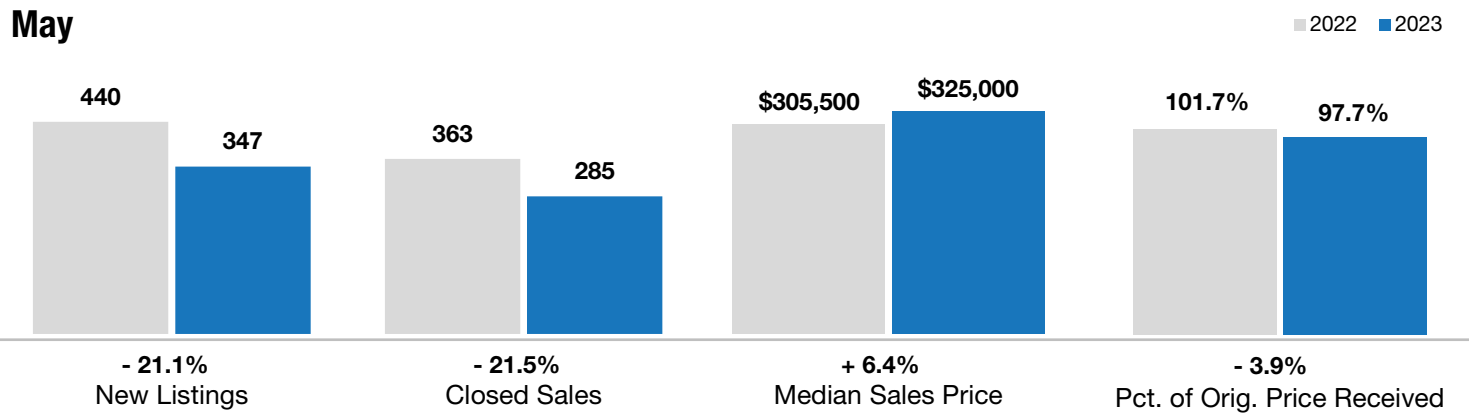


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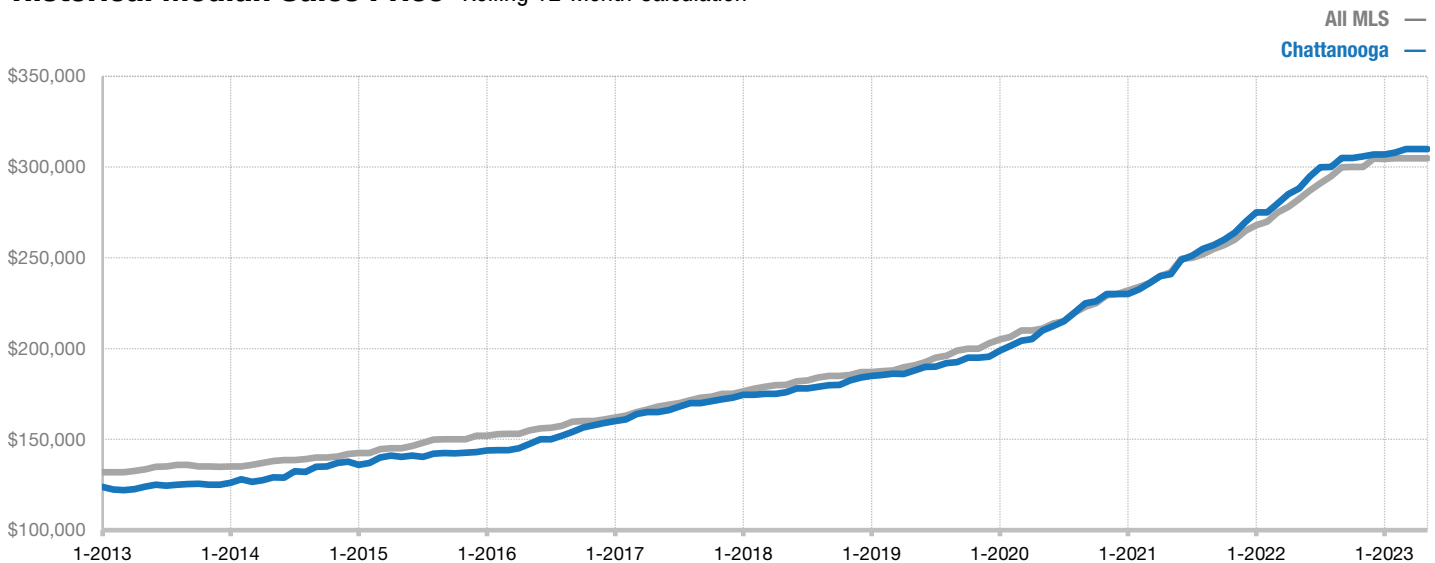
Chattanooga

Key Metrics	May			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	440	347	- 21.1%	1,872	1,621	- 13.4%
Closed Sales	363	285	- 21.5%	1,538	1,260	- 18.1%
Median Sales Price	\$305,500	\$325,000	+ 6.4%	\$303,750	\$310,000	+ 2.1%
Pct. of Orig. Price Received	101.7%	97.7%	- 3.9%	100.8%	97.3%	- 3.5%
Days on Market Until Sale	11	24	+ 118.2%	14	29	+ 107.1%
Inventory of Homes for Sale	377	415	+ 10.1%	--	--	--
Months Supply of Inventory	1.0	1.3	+ 30.0%	--	--	--

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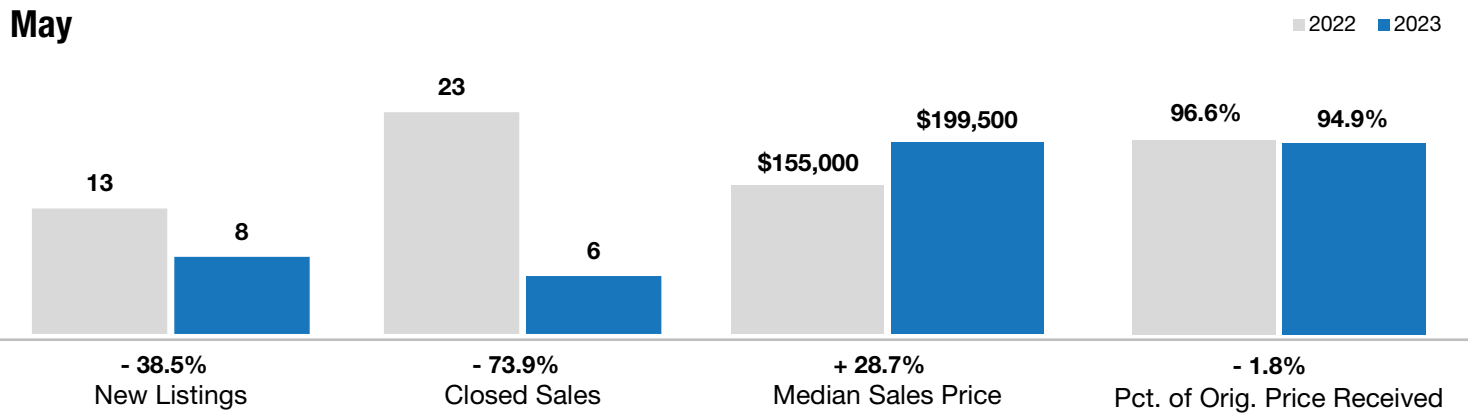


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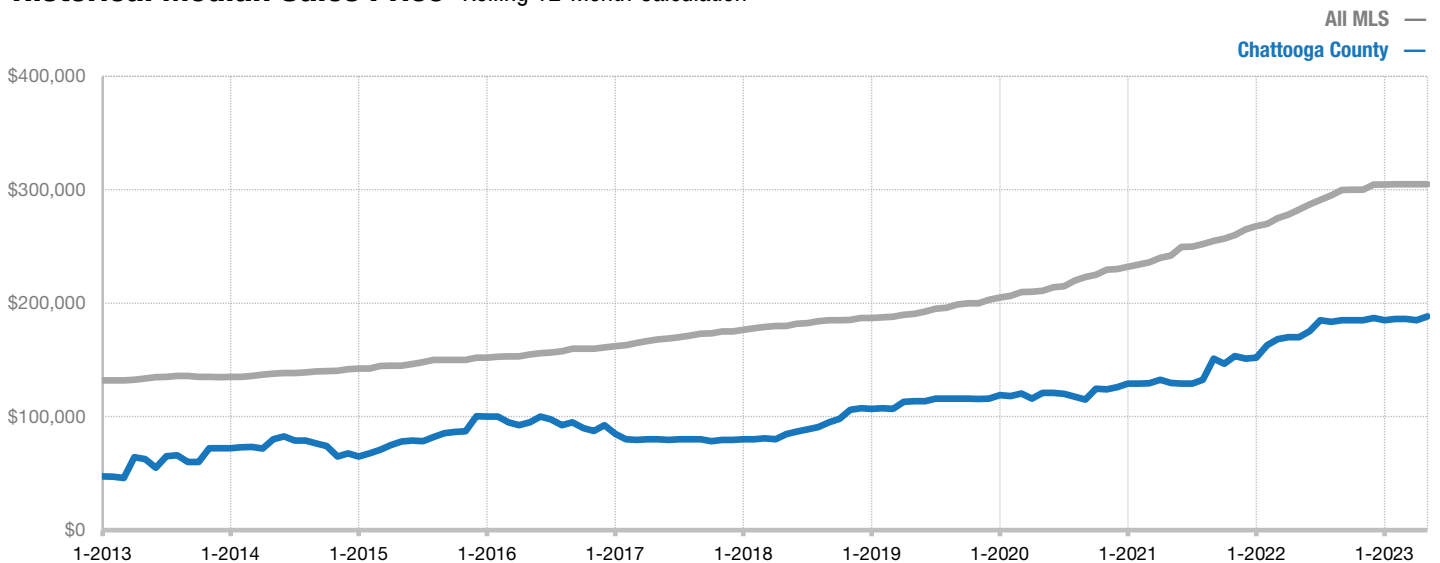
Chattooga County

Key Metrics	May			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	13	8	- 38.5%	68	43	- 36.8%
Closed Sales	23	6	- 73.9%	55	32	- 41.8%
Median Sales Price	\$155,000	\$199,500	+ 28.7%	\$185,000	\$189,250	+ 2.3%
Pct. of Orig. Price Received	96.6%	94.9%	- 1.8%	96.6%	95.4%	- 1.2%
Days on Market Until Sale	15	35	+ 133.3%	18	30	+ 66.7%
Inventory of Homes for Sale	10	18	+ 80.0%	--	--	--
Months Supply of Inventory	1.0	2.9	+ 190.0%	--	--	--

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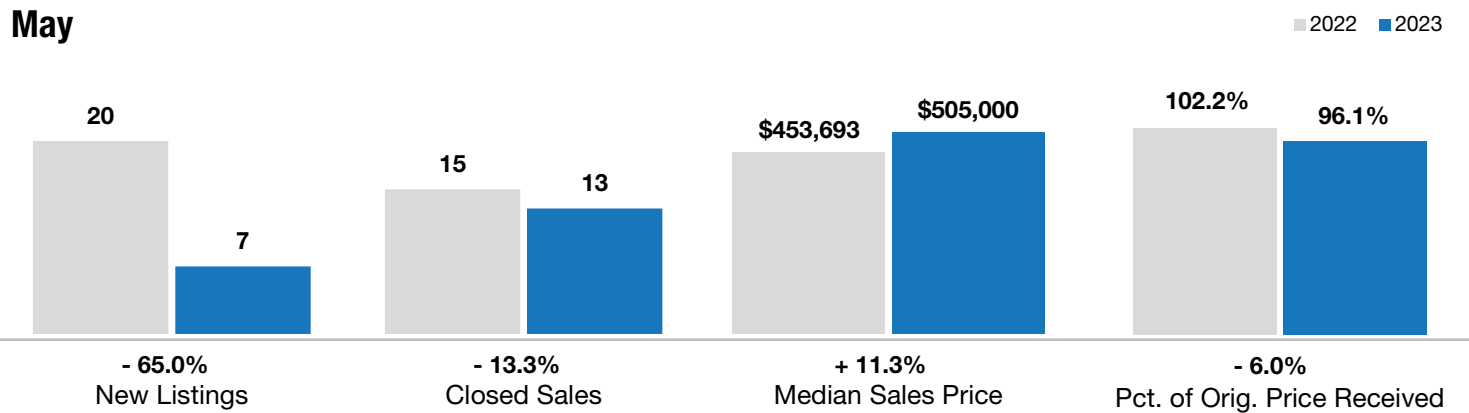


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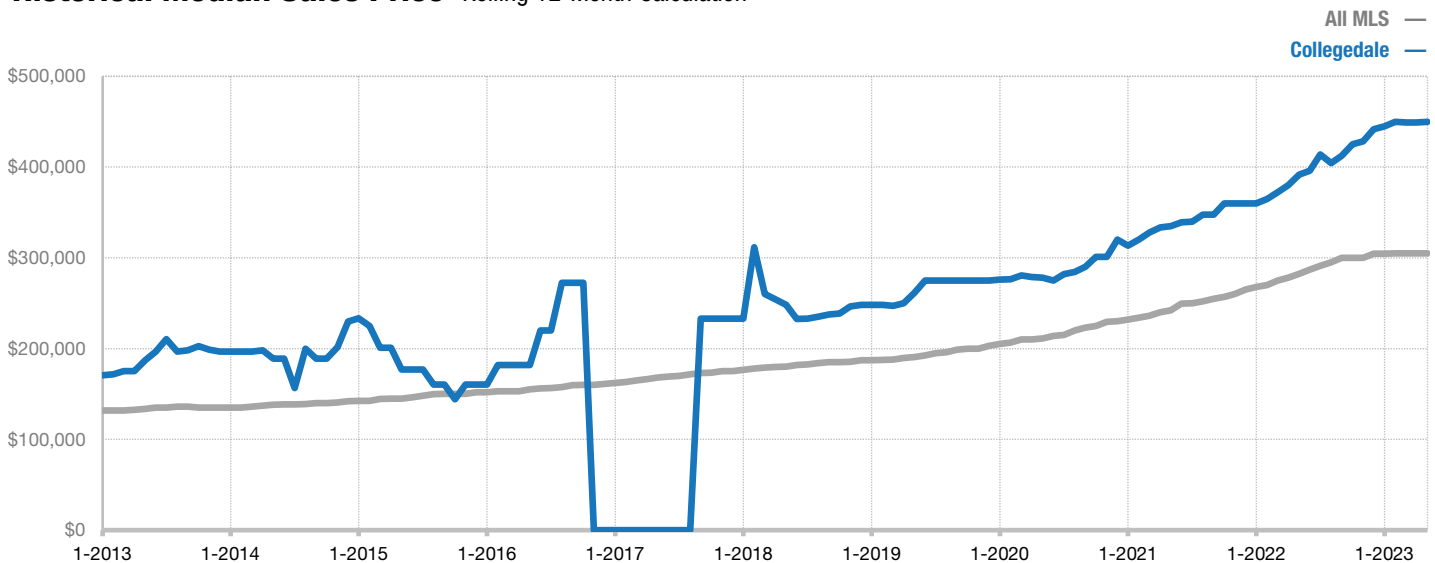
Collegedale

Key Metrics	May			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	20	7	- 65.0%	51	44	- 13.7%
Closed Sales	15	13	- 13.3%	42	47	+ 11.9%
Median Sales Price	\$453,693	\$505,000	+ 11.3%	\$441,850	\$469,299	+ 6.2%
Pct. of Orig. Price Received	102.2%	96.1%	- 6.0%	101.5%	97.5%	- 3.9%
Days on Market Until Sale	3	75	+ 2,400.0%	21	88	+ 319.0%
Inventory of Homes for Sale	19	19	0.0%	--	--	--
Months Supply of Inventory	1.4	1.6	+ 14.3%	--	--	--

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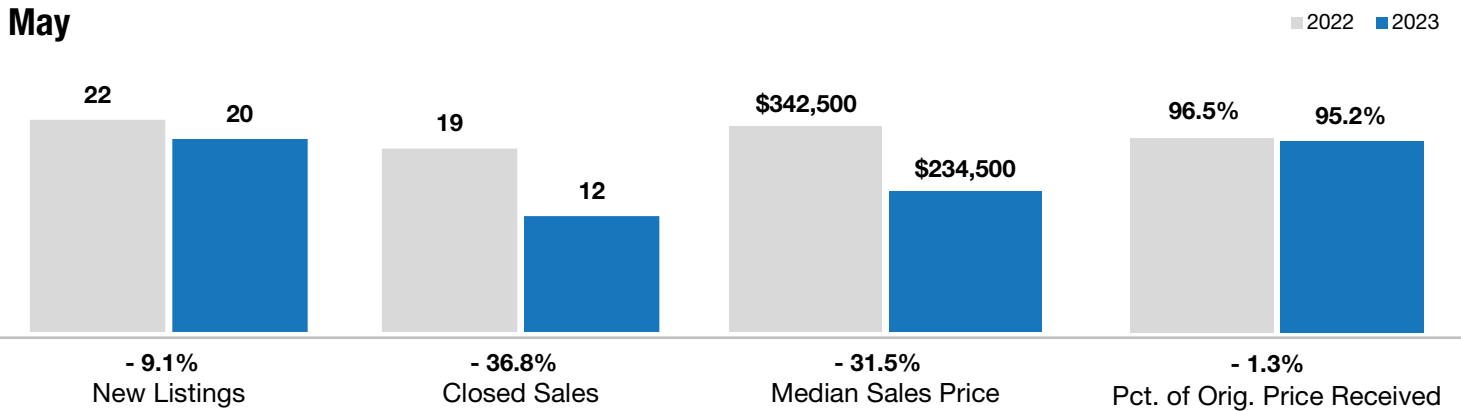


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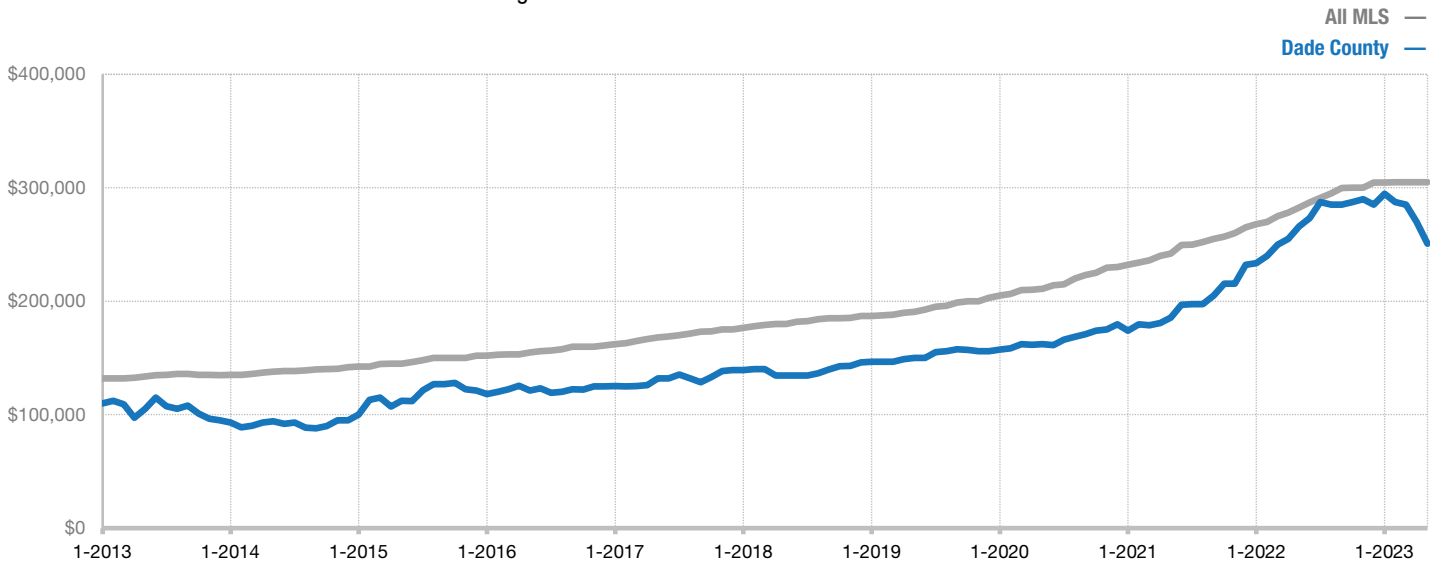
Dade County

Key Metrics	May			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	22	20	- 9.1%	113	79	- 30.1%
Closed Sales	19	12	- 36.8%	86	59	- 31.4%
Median Sales Price	\$342,500	\$234,500	- 31.5%	\$297,450	\$240,000	- 19.3%
Pct. of Orig. Price Received	96.5%	95.2%	- 1.3%	97.4%	93.7%	- 3.8%
Days on Market Until Sale	24	51	+ 112.5%	38	52	+ 36.8%
Inventory of Homes for Sale	39	35	- 10.3%	--	--	--
Months Supply of Inventory	2.1	2.5	+ 19.0%	--	--	--

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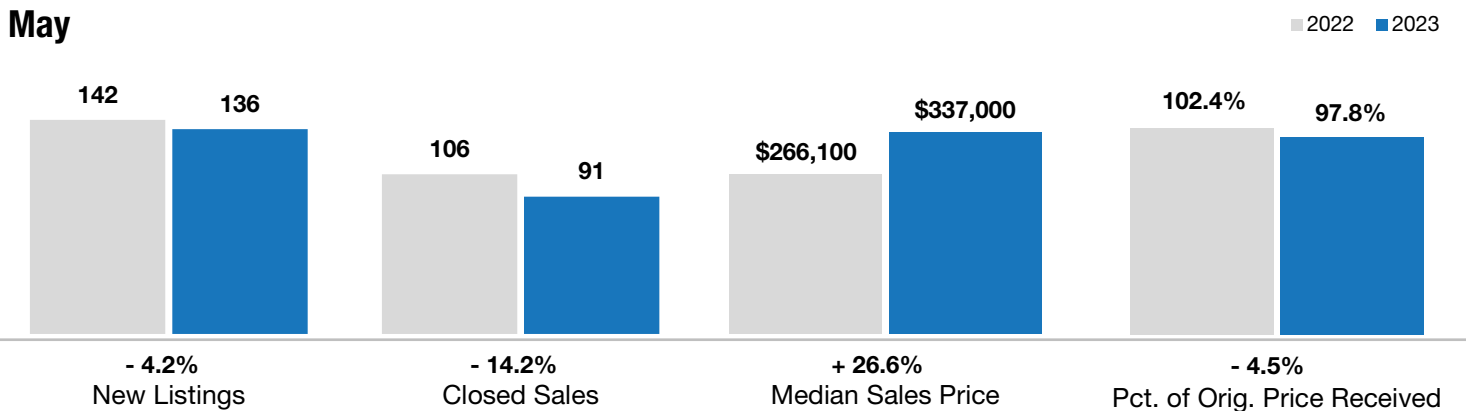
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Downtown Chattanooga

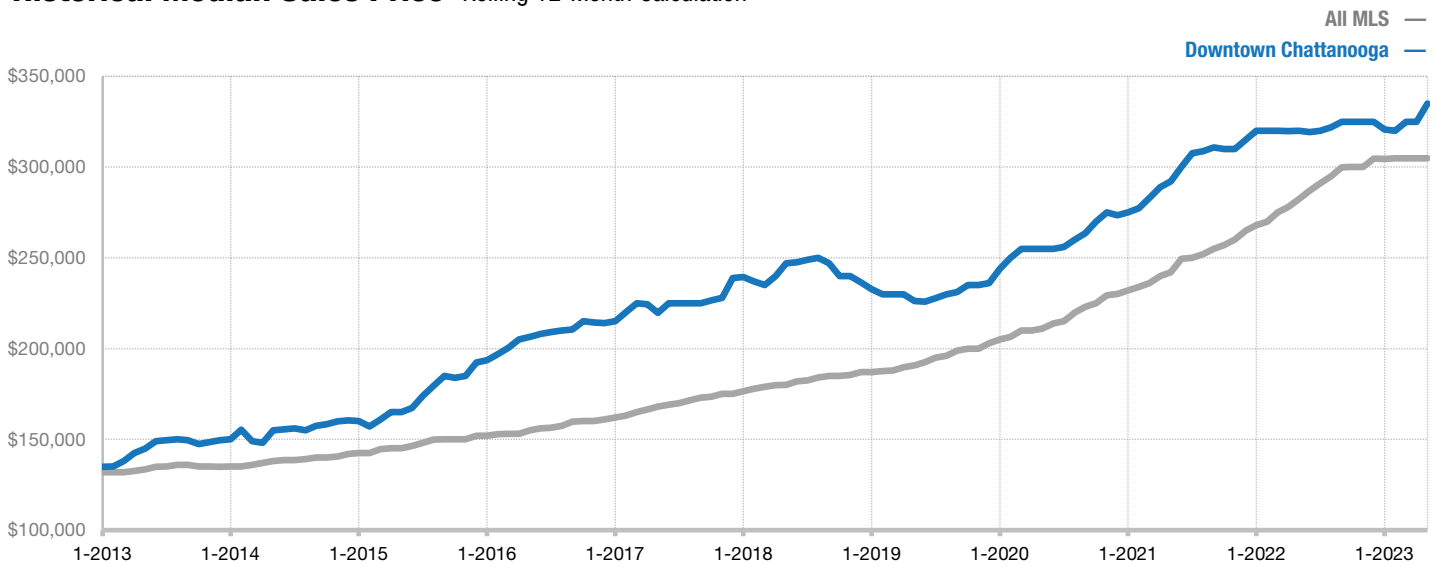
ZIP Codes: 37402, 37403, 37404, 37405, 37406, 37408 and 37450

Key Metrics	May			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	142	136	- 4.2%	535	577	+ 7.9%
Closed Sales	106	91	- 14.2%	427	373	- 12.6%
Median Sales Price	\$266,100	\$337,000	+ 26.6%	\$320,000	\$327,450	+ 2.3%
Pct. of Orig. Price Received	102.4%	97.8%	- 4.5%	101.0%	95.9%	- 5.0%
Days on Market Until Sale	13	20	+ 53.8%	19	34	+ 78.9%
Inventory of Homes for Sale	148	201	+ 35.8%	--	--	--
Months Supply of Inventory	1.4	2.0	+ 42.9%	--	--	--

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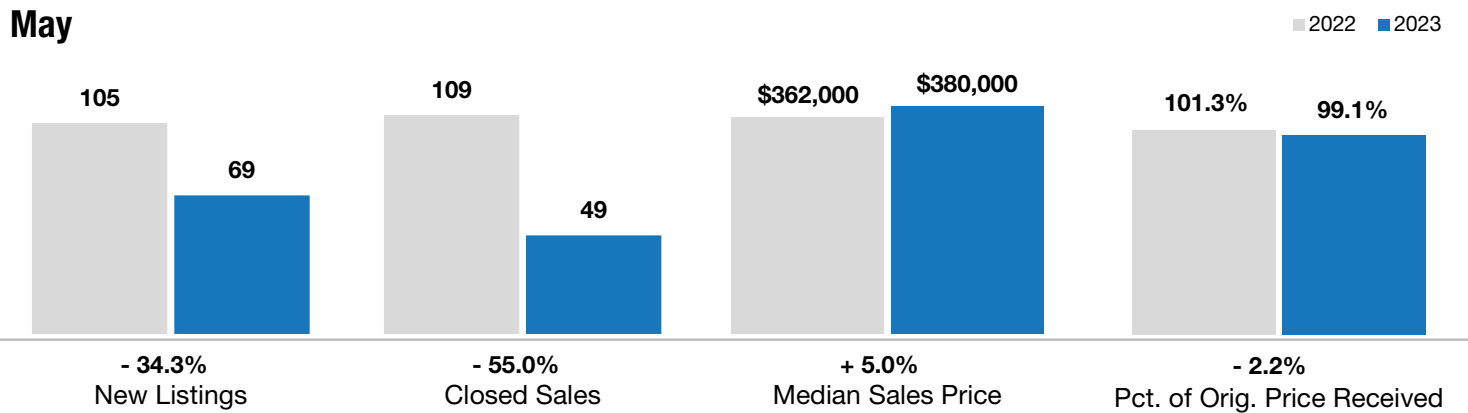
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East Brainerd

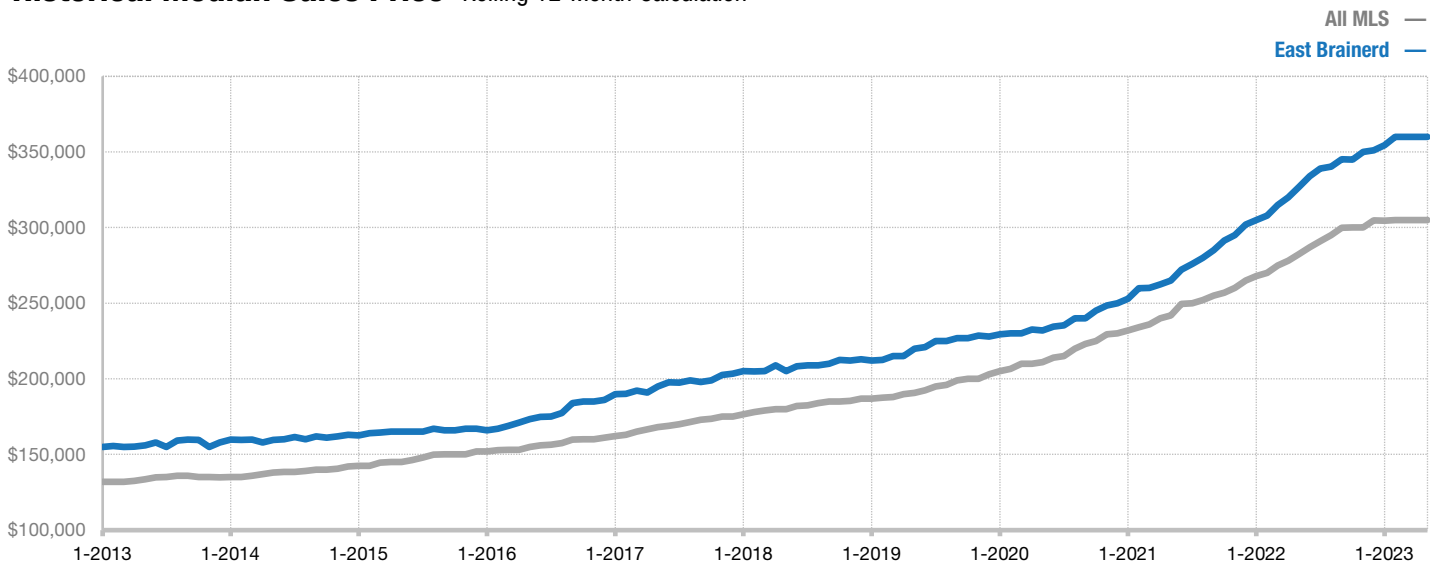
Includes the Cromwell, Dalewood, Eastdale & Tyner Communities

Key Metrics	May			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	105	69	- 34.3%	473	294	- 37.8%
Closed Sales	109	49	- 55.0%	392	252	- 35.7%
Median Sales Price	\$362,000	\$380,000	+ 5.0%	\$343,320	\$355,500	+ 3.5%
Pct. of Orig. Price Received	101.3%	99.1%	- 2.2%	100.7%	98.0%	- 2.7%
Days on Market Until Sale	12	28	+ 133.3%	13	35	+ 169.2%
Inventory of Homes for Sale	96	67	- 30.2%	--	--	--
Months Supply of Inventory	1.2	1.1	- 8.3%	--	--	--

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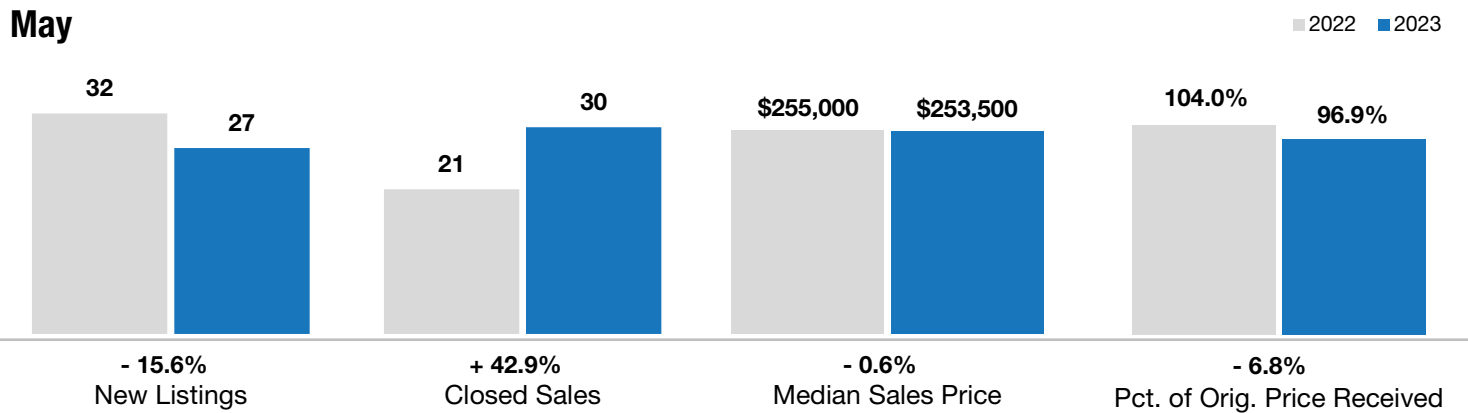


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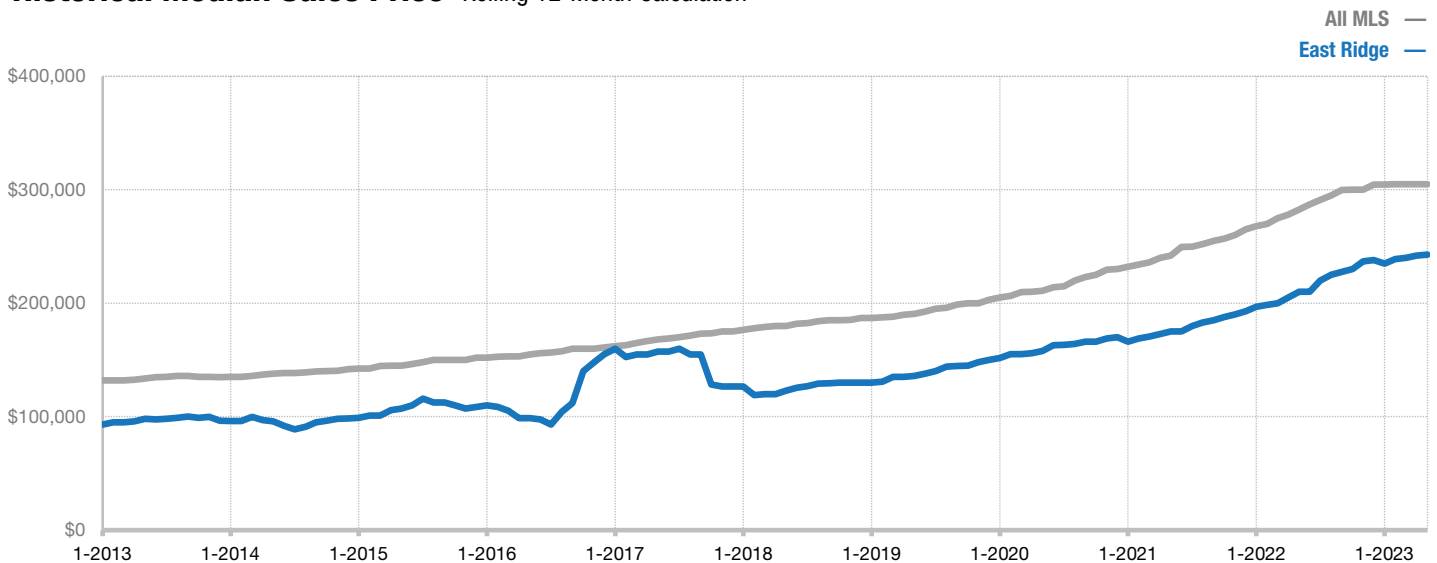
East Ridge

Key Metrics	May			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	32	27	- 15.6%	116	163	+ 40.5%
Closed Sales	21	30	+ 42.9%	109	142	+ 30.3%
Median Sales Price	\$255,000	\$253,500	- 0.6%	\$237,000	\$251,000	+ 5.9%
Pct. of Orig. Price Received	104.0%	96.9%	- 6.8%	101.7%	97.3%	- 4.3%
Days on Market Until Sale	6	27	+ 350.0%	9	22	+ 144.4%
Inventory of Homes for Sale	23	30	+ 30.4%	--	--	--
Months Supply of Inventory	0.9	0.9	0.0%	--	--	--

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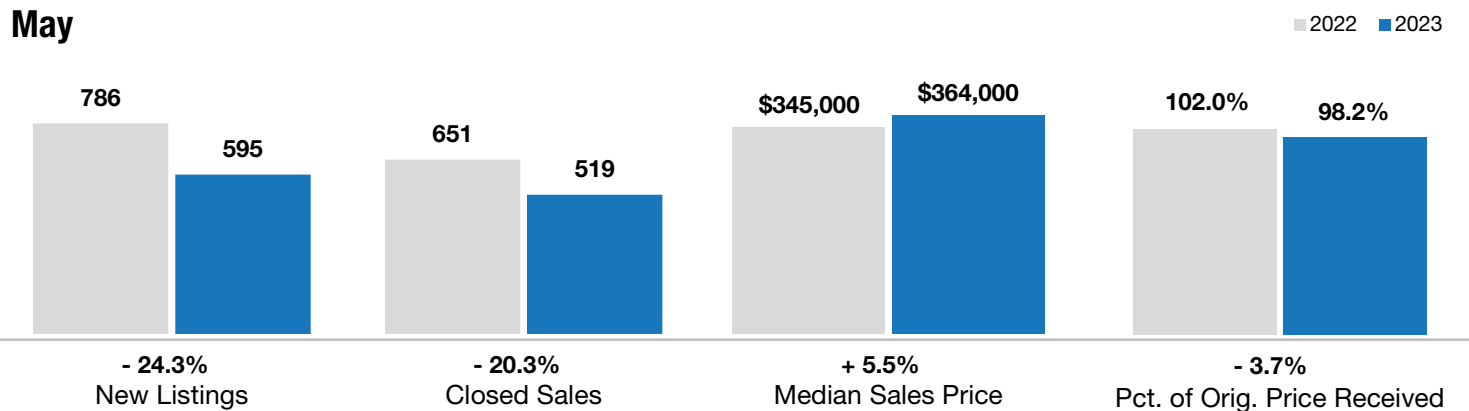


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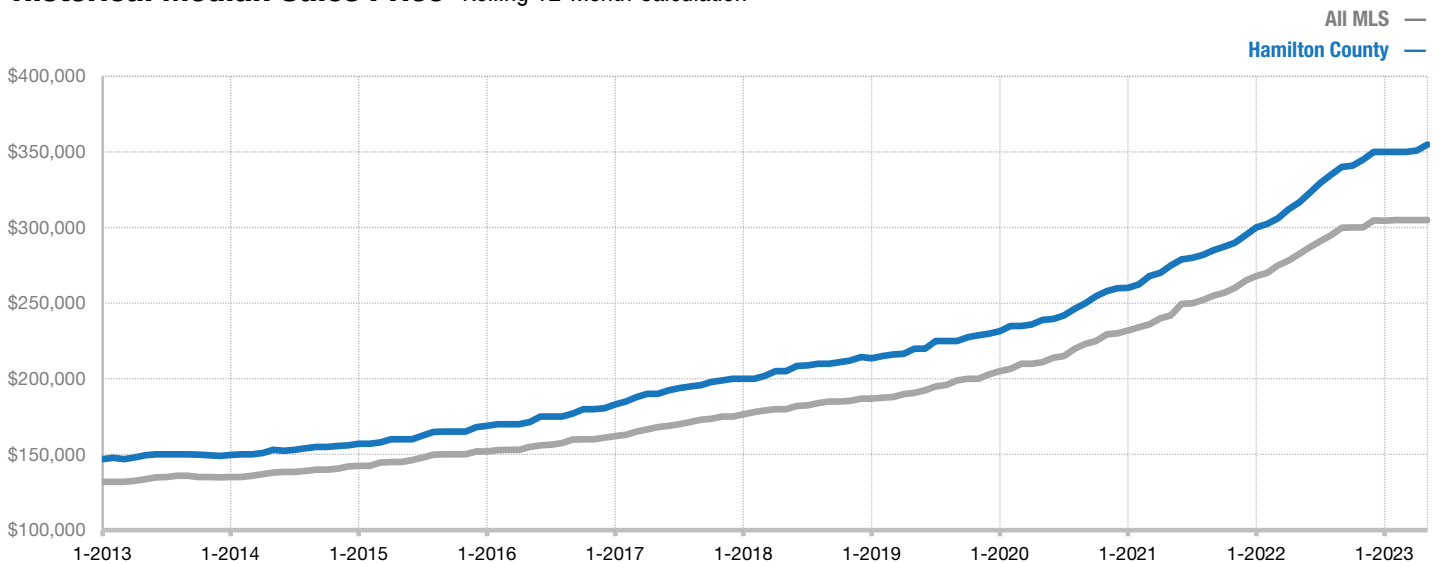
Hamilton County

Key Metrics	May			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	786	595	- 24.3%	3,324	2,783	- 16.3%
Closed Sales	651	519	- 20.3%	2,743	2,263	- 17.5%
Median Sales Price	\$345,000	\$364,000	+ 5.5%	\$339,810	\$350,000	+ 3.0%
Pct. of Orig. Price Received	102.0%	98.2%	- 3.7%	101.1%	97.6%	- 3.5%
Days on Market Until Sale	11	30	+ 172.7%	14	32	+ 128.6%
Inventory of Homes for Sale	681	768	+ 12.8%	--	--	--
Months Supply of Inventory	1.1	1.4	+ 27.3%	--	--	--

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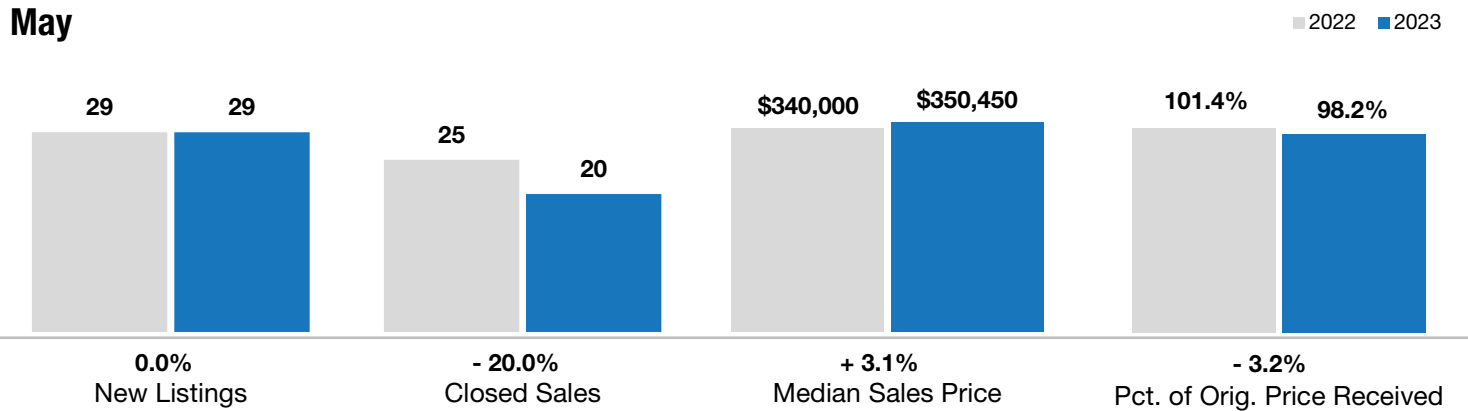
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Harrison / Georgetown

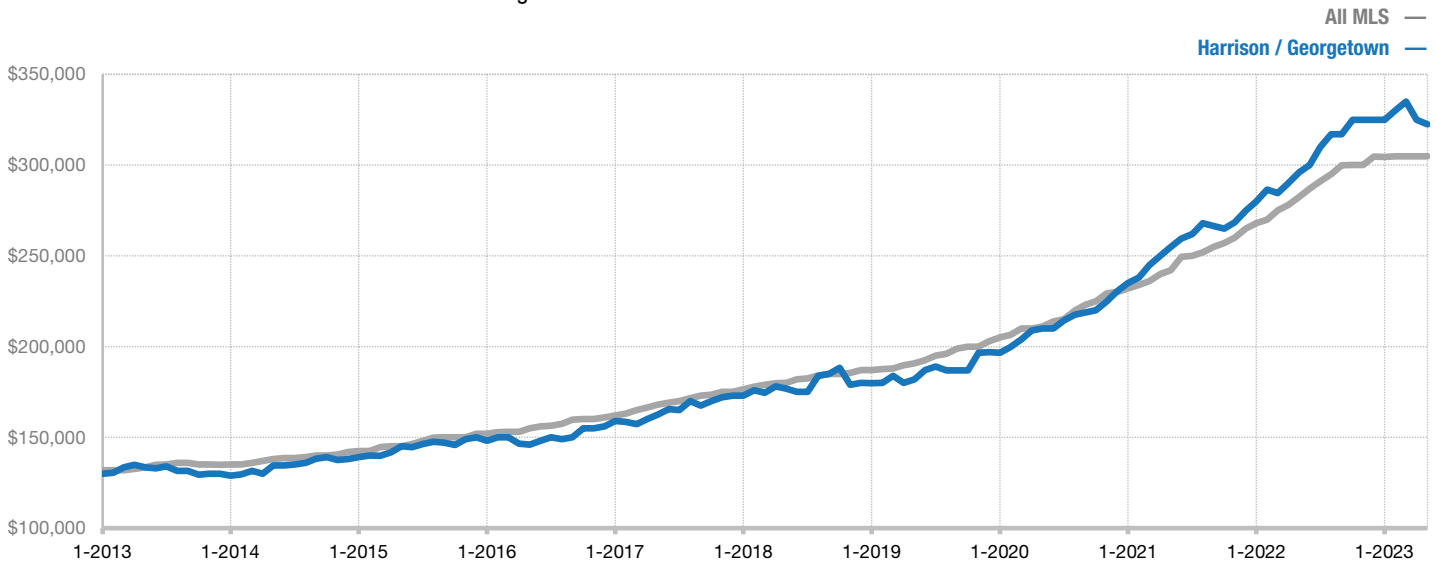
ZIP Codes: 37341 and 37308

Key Metrics	May			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	29	29	0.0%	137	95	- 30.7%
Closed Sales	25	20	- 20.0%	114	82	- 28.1%
Median Sales Price	\$340,000	\$350,450	+ 3.1%	\$328,950	\$317,500	- 3.5%
Pct. of Orig. Price Received	101.4%	98.2%	- 3.2%	101.1%	97.7%	- 3.4%
Days on Market Until Sale	15	37	+ 146.7%	15	62	+ 313.3%
Inventory of Homes for Sale	30	39	+ 30.0%	--	--	--
Months Supply of Inventory	1.2	2.1	+ 75.0%	--	--	--

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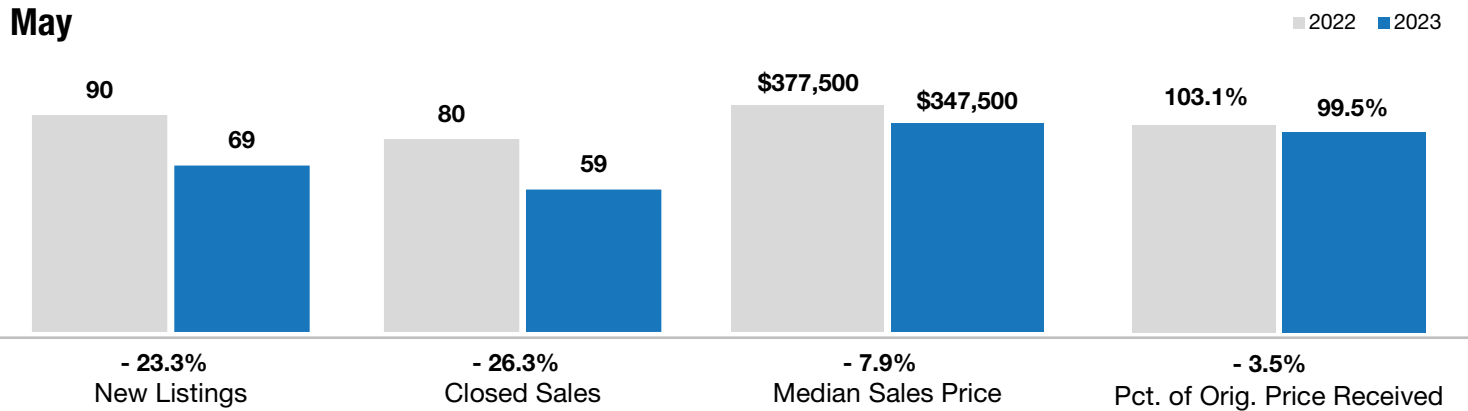


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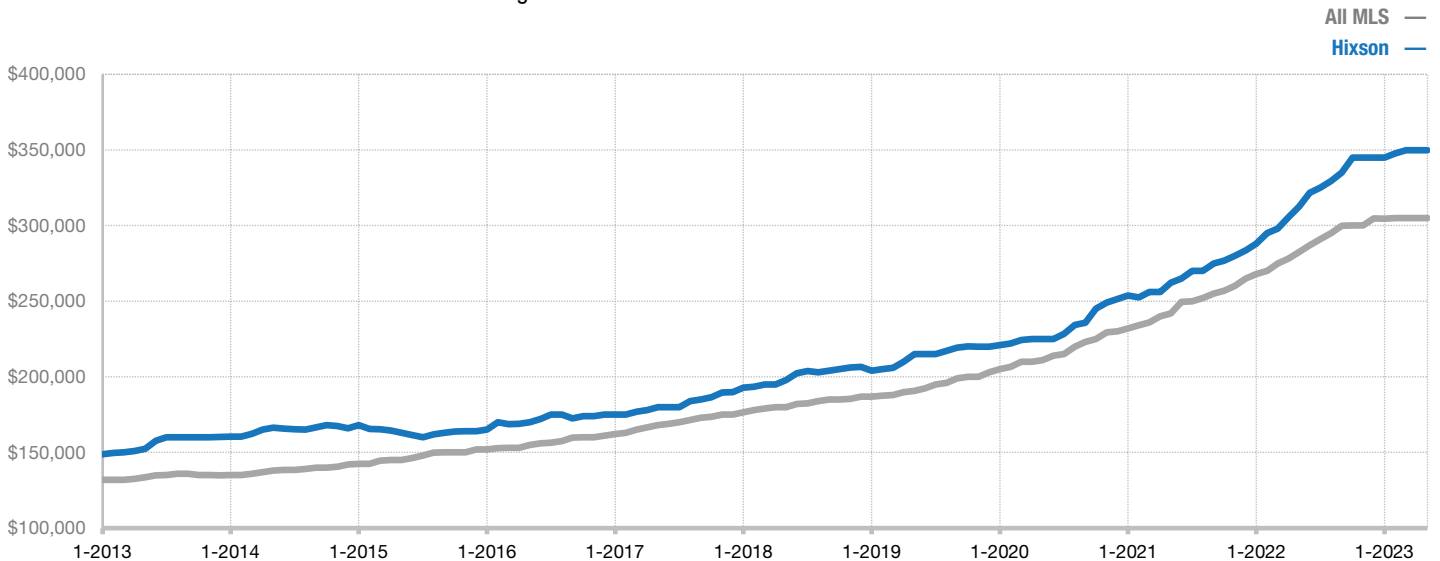
Hixson

Key Metrics	May			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	90	69	- 23.3%	332	308	- 7.2%
Closed Sales	80	59	- 26.3%	299	271	- 9.4%
Median Sales Price	\$377,500	\$347,500	- 7.9%	\$342,500	\$345,000	+ 0.7%
Pct. of Orig. Price Received	103.1%	99.5%	- 3.5%	102.8%	98.5%	- 4.2%
Days on Market Until Sale	11	16	+ 45.5%	14	22	+ 57.1%
Inventory of Homes for Sale	42	76	+ 81.0%	--	--	--
Months Supply of Inventory	0.6	1.1	+ 83.3%	--	--	--

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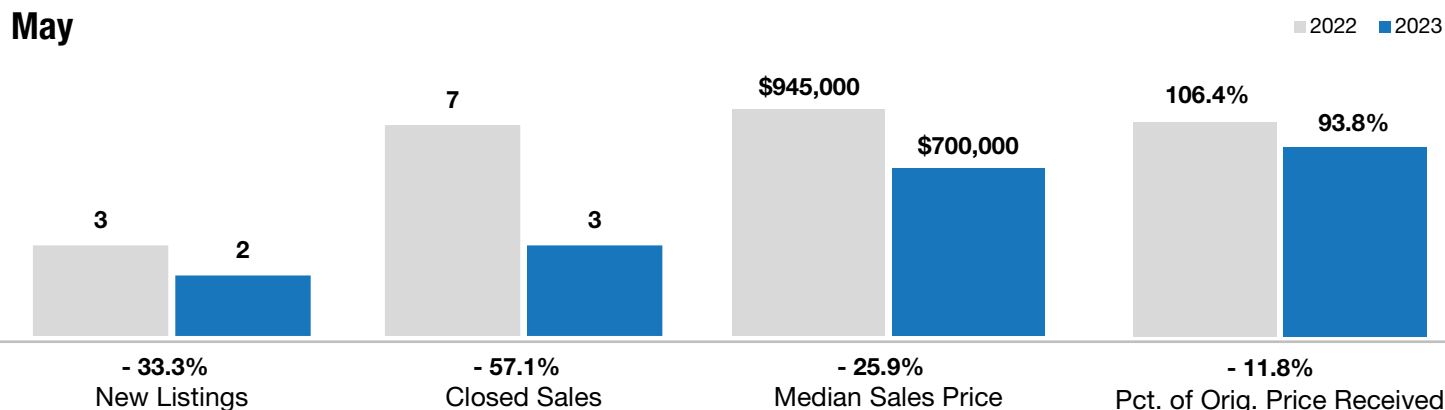
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Lookout Mountain

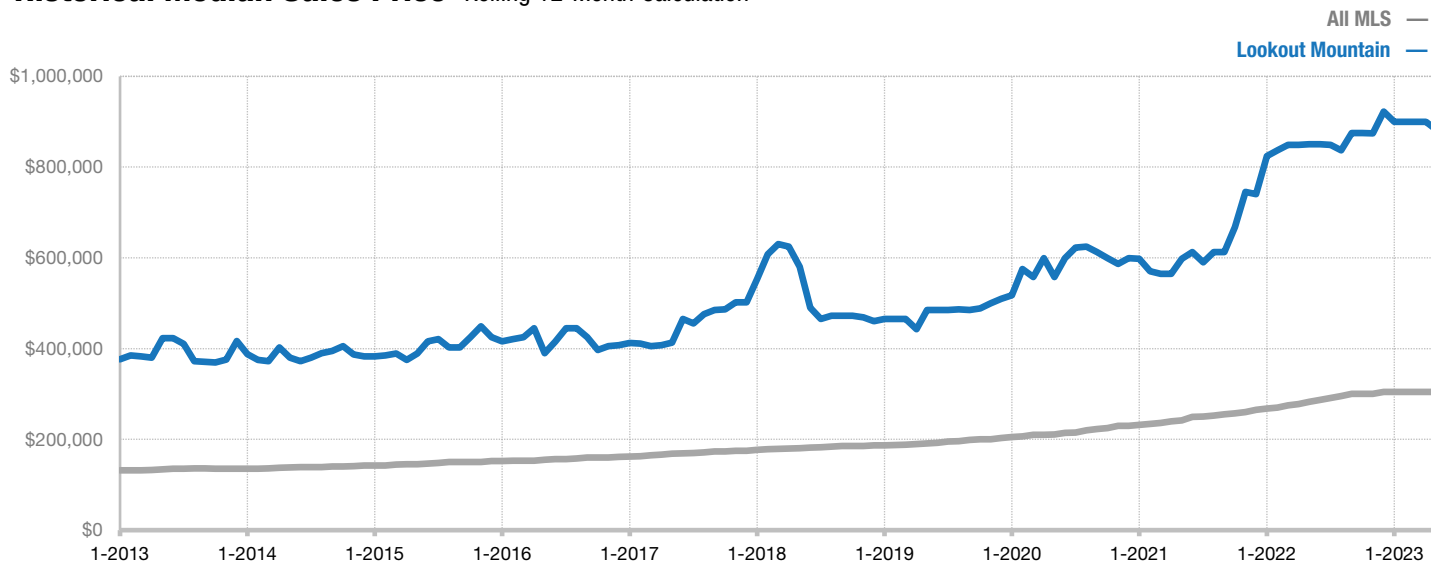
Hamilton County Only

Key Metrics	May			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	3	2	- 33.3%	17	17	0.0%
Closed Sales	7	3	- 57.1%	17	13	- 23.5%
Median Sales Price	\$945,000	\$700,000	- 25.9%	\$1,035,000	\$888,000	- 14.2%
Pct. of Orig. Price Received	106.4%	93.8%	- 11.8%	101.3%	94.1%	- 7.1%
Days on Market Until Sale	1	53	+ 5,200.0%	17	37	+ 117.6%
Inventory of Homes for Sale	3	6	+ 100.0%	--	--	--
Months Supply of Inventory	0.3	2.0	+ 566.7%	--	--	--

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Local Market Update – May 2023

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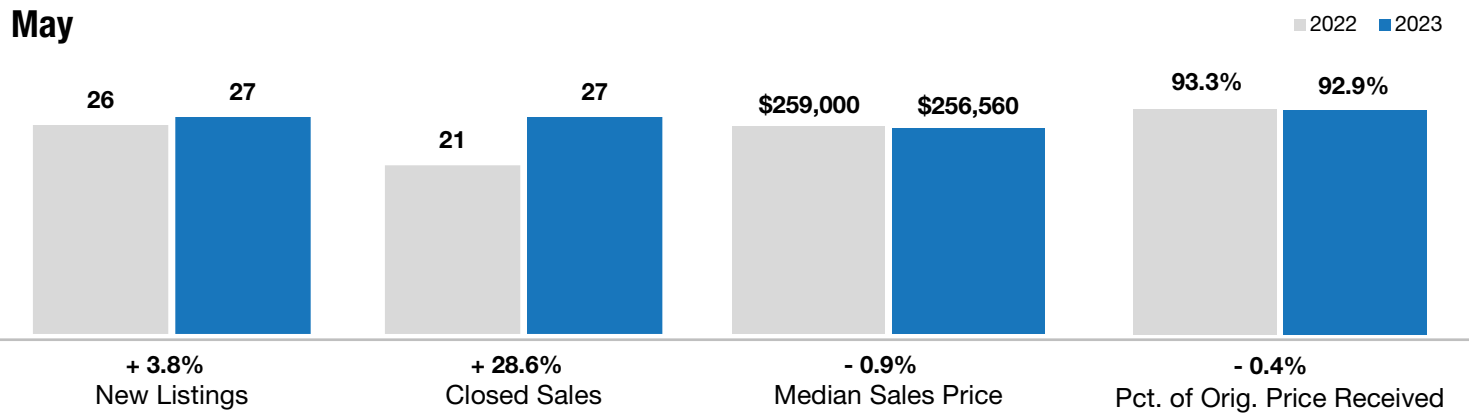


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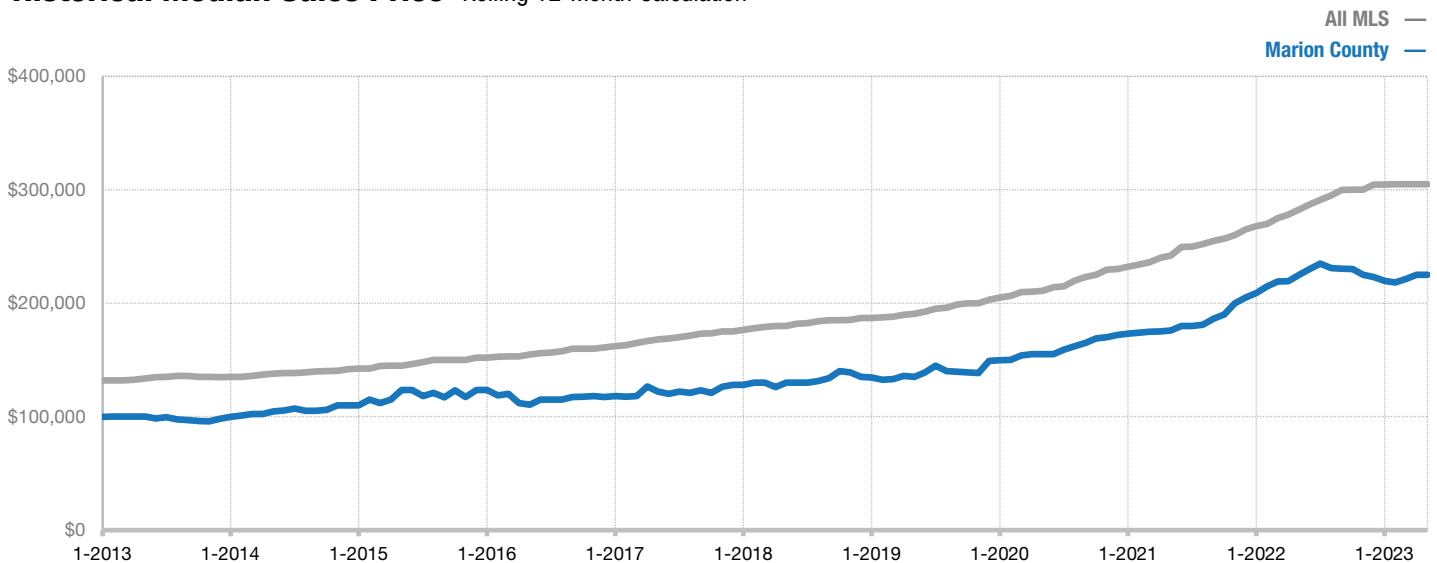
Marion County

Key Metrics	May			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	26	27	+ 3.8%	148	135	- 8.8%
Closed Sales	21	27	+ 28.6%	117	95	- 18.8%
Median Sales Price	\$259,000	\$256,560	- 0.9%	\$225,000	\$240,000	+ 6.7%
Pct. of Orig. Price Received	93.3%	92.9%	- 0.4%	96.0%	93.3%	- 2.8%
Days on Market Until Sale	42	82	+ 95.2%	33	56	+ 69.7%
Inventory of Homes for Sale	57	53	- 7.0%	--	--	--
Months Supply of Inventory	2.7	2.6	- 3.7%	--	--	--

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



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – May 2023

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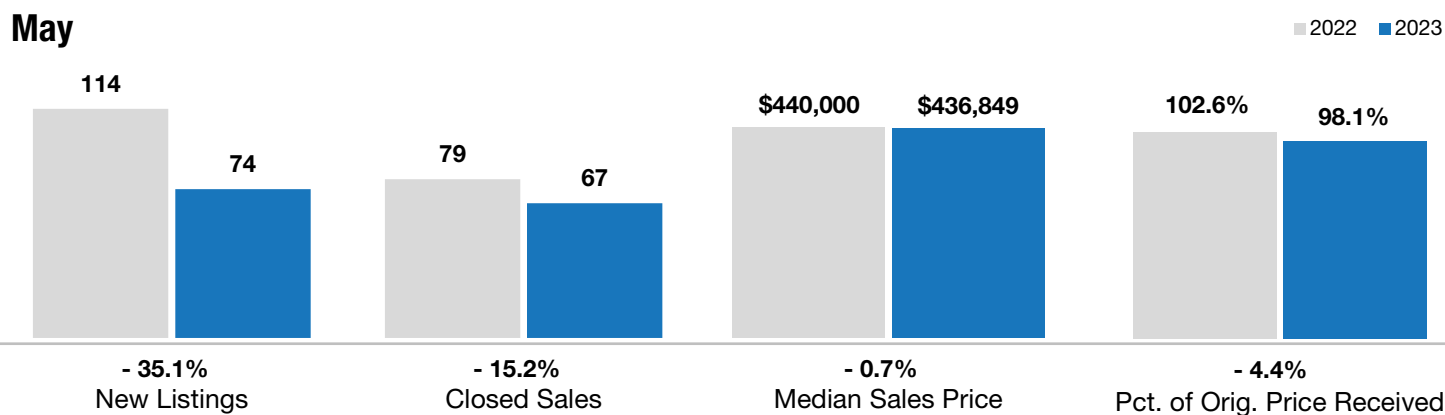


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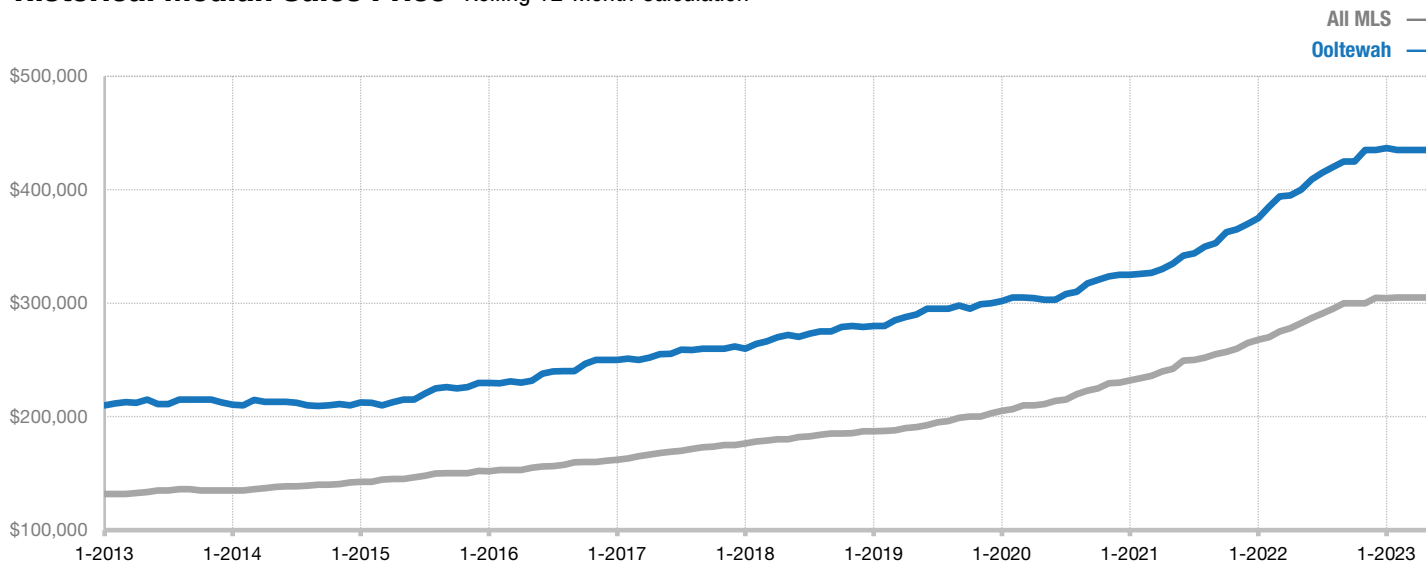
Ooltewah

Key Metrics	May			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	114	74	- 35.1%	469	349	- 25.6%
Closed Sales	79	67	- 15.2%	357	302	- 15.4%
Median Sales Price	\$440,000	\$436,849	- 0.7%	\$432,000	\$430,000	- 0.5%
Pct. of Orig. Price Received	102.6%	98.1%	- 4.4%	101.4%	98.1%	- 3.3%
Days on Market Until Sale	9	33	+ 266.7%	14	37	+ 164.3%
Inventory of Homes for Sale	114	121	+ 6.1%	--	--	--
Months Supply of Inventory	1.4	1.9	+ 35.7%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – May 2023

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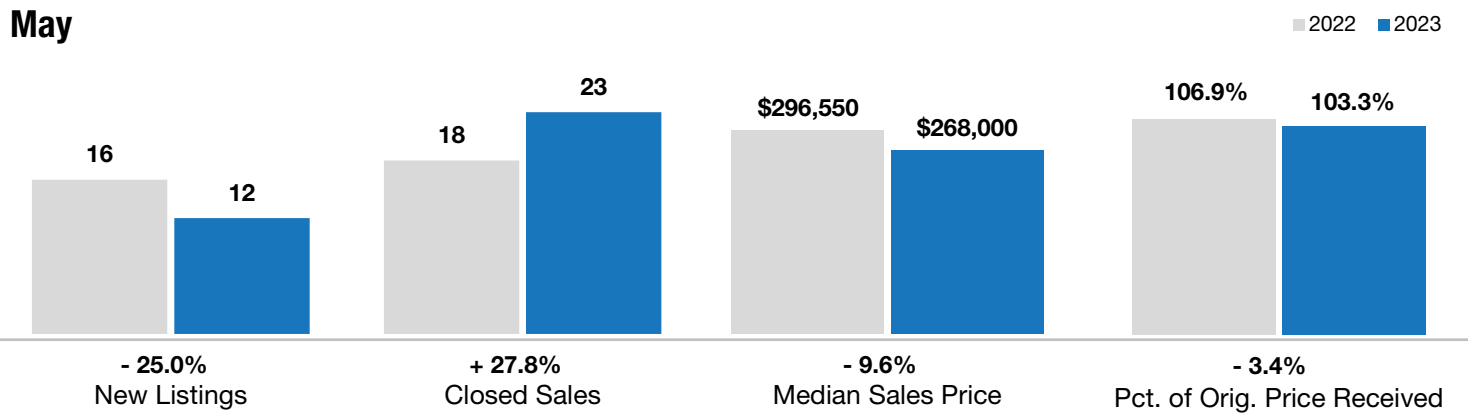


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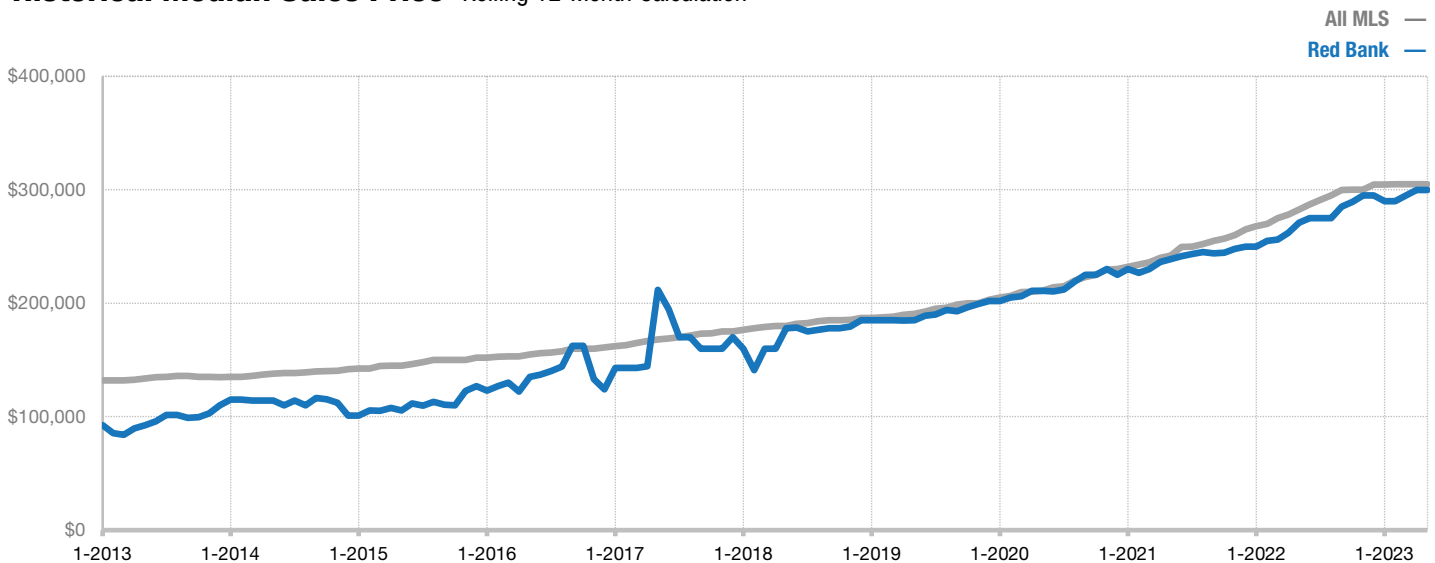
Red Bank

Key Metrics	May			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	16	12	- 25.0%	76	87	+ 14.5%
Closed Sales	18	23	+ 27.8%	66	75	+ 13.6%
Median Sales Price	\$296,550	\$268,000	- 9.6%	\$290,000	\$289,900	- 0.0%
Pct. of Orig. Price Received	106.9%	103.3%	- 3.4%	103.5%	100.2%	- 3.2%
Days on Market Until Sale	5	12	+ 140.0%	9	21	+ 133.3%
Inventory of Homes for Sale	12	14	+ 16.7%	--	--	--
Months Supply of Inventory	0.7	1.0	+ 42.9%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – May 2023

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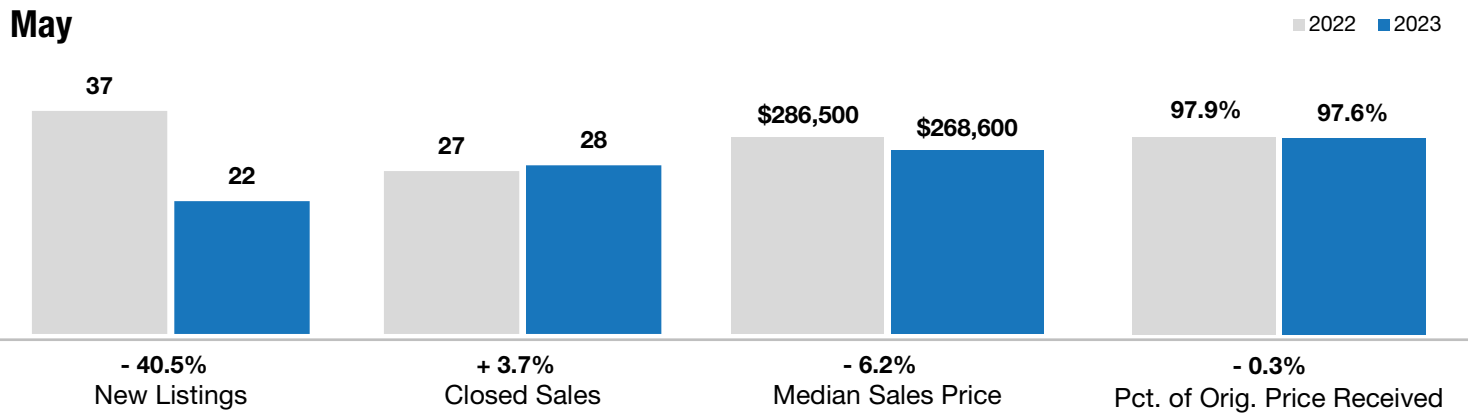


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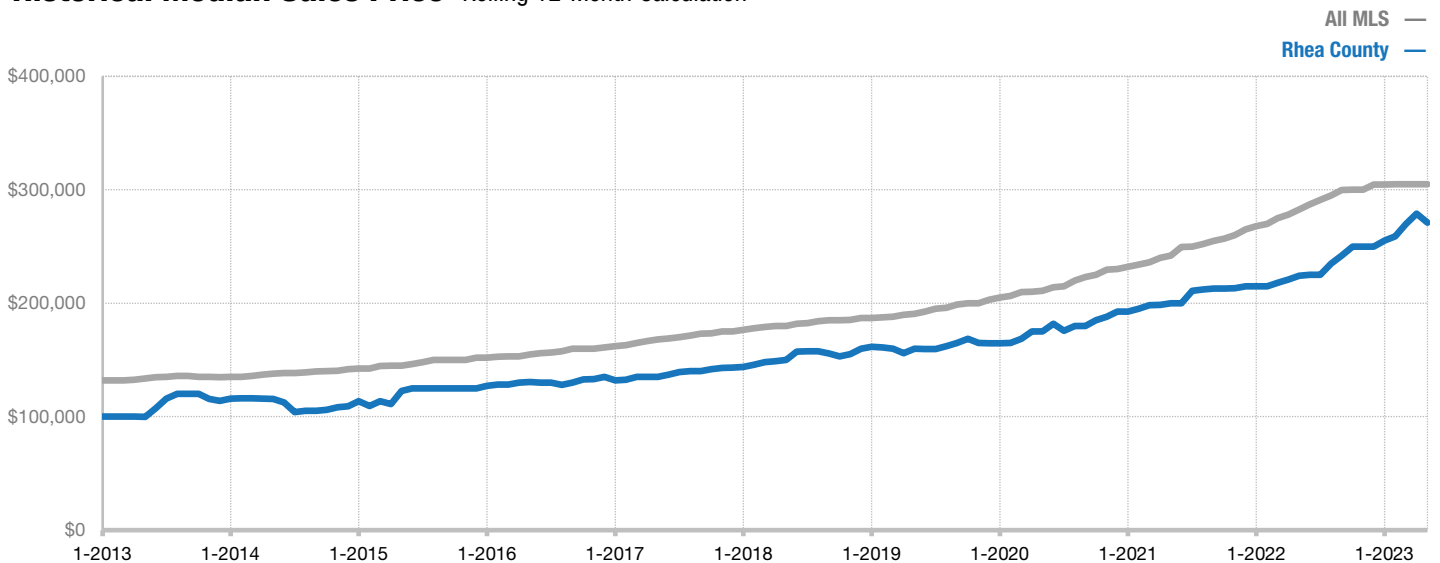
Rhea County

Key Metrics	May			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	37	22	- 40.5%	146	111	- 24.0%
Closed Sales	27	28	+ 3.7%	112	100	- 10.7%
Median Sales Price	\$286,500	\$268,600	- 6.2%	\$225,000	\$262,500	+ 16.7%
Pct. of Orig. Price Received	97.9%	97.6%	- 0.3%	97.9%	98.1%	+ 0.2%
Days on Market Until Sale	15	24	+ 60.0%	22	34	+ 54.5%
Inventory of Homes for Sale	46	39	- 15.2%	--	--	--
Months Supply of Inventory	1.9	1.9	0.0%	--	--	--

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



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – May 2023

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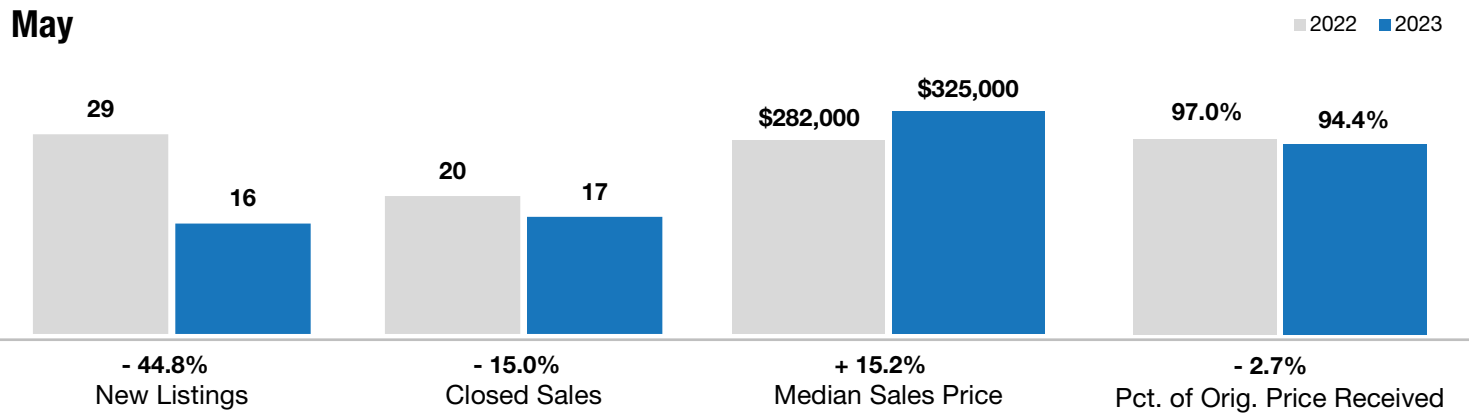


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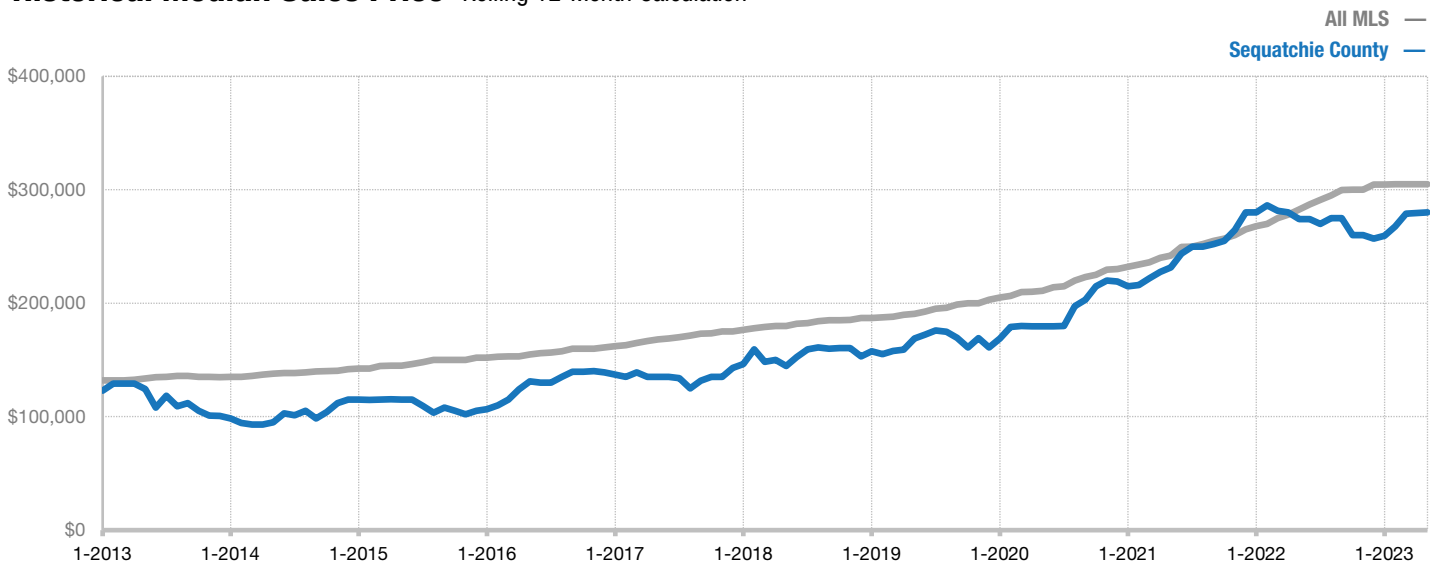
Sequatchie County

Key Metrics	May			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	29	16	- 44.8%	111	82	- 26.1%
Closed Sales	20	17	- 15.0%	74	73	- 1.4%
Median Sales Price	\$282,000	\$325,000	+ 15.2%	\$244,450	\$302,500	+ 23.7%
Pct. of Orig. Price Received	97.0%	94.4%	- 2.7%	96.8%	93.2%	- 3.7%
Days on Market Until Sale	16	38	+ 137.5%	34	50	+ 47.1%
Inventory of Homes for Sale	42	26	- 38.1%	--	--	--
Months Supply of Inventory	2.4	1.7	- 29.2%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – May 2023

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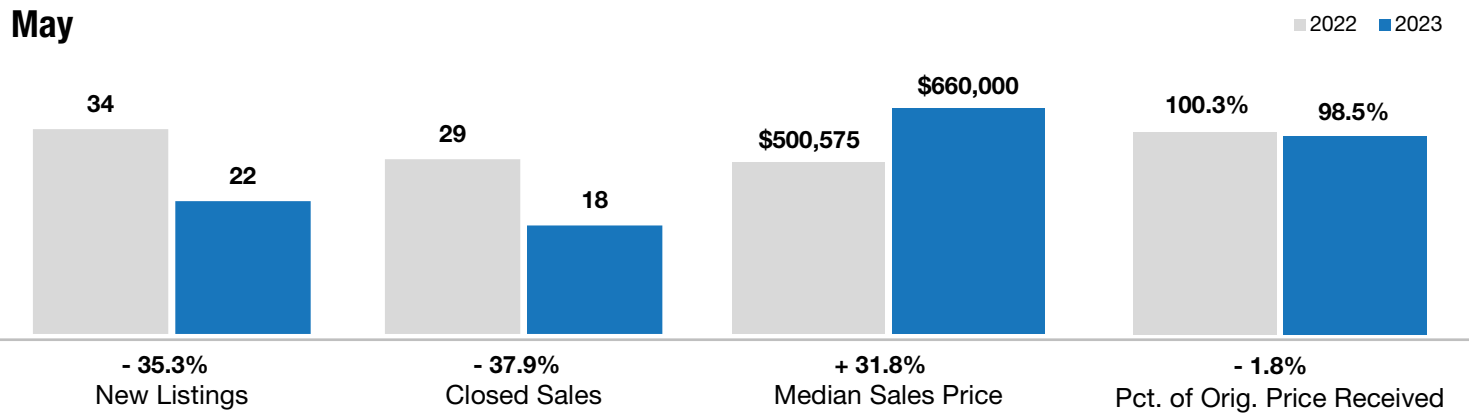
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Signal Mountain

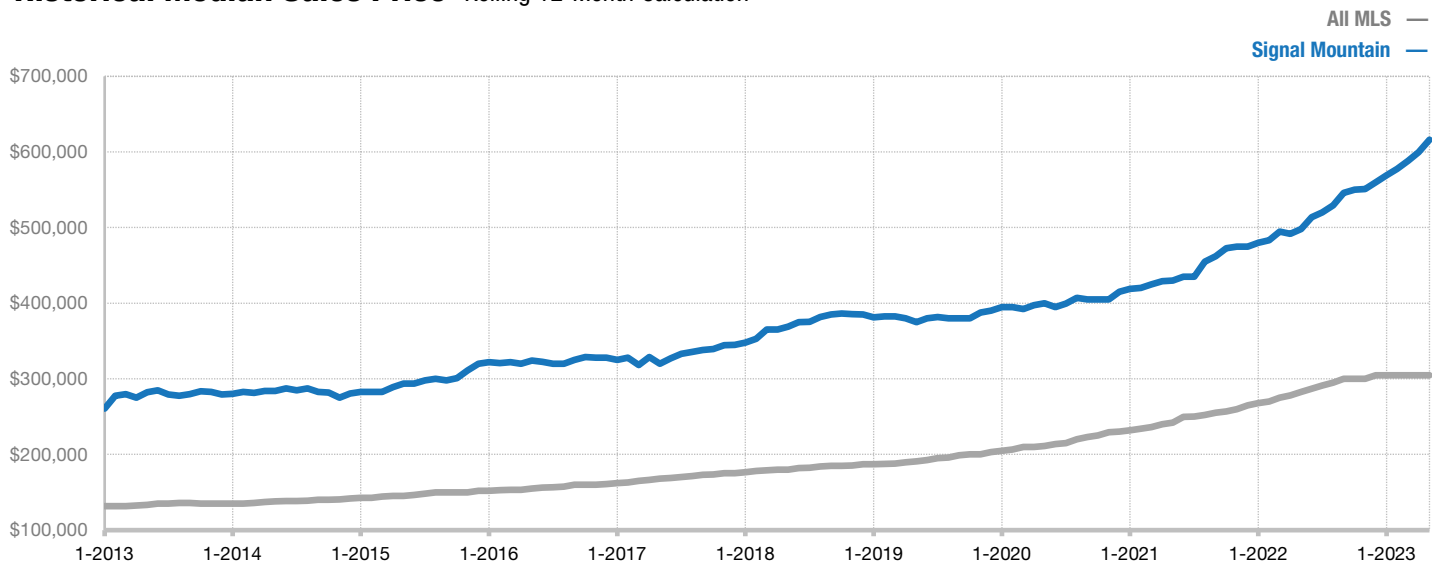
Hamilton County Only

Key Metrics	May			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	34	22	- 35.3%	147	96	- 34.7%
Closed Sales	29	18	- 37.9%	120	88	- 26.7%
Median Sales Price	\$500,575	\$660,000	+ 31.8%	\$516,078	\$650,000	+ 25.9%
Pct. of Orig. Price Received	100.3%	98.5%	- 1.8%	100.4%	96.1%	- 4.3%
Days on Market Until Sale	5	28	+ 460.0%	12	29	+ 141.7%
Inventory of Homes for Sale	21	18	- 14.3%	--	--	--
Months Supply of Inventory	0.8	0.9	+ 12.5%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – May 2023

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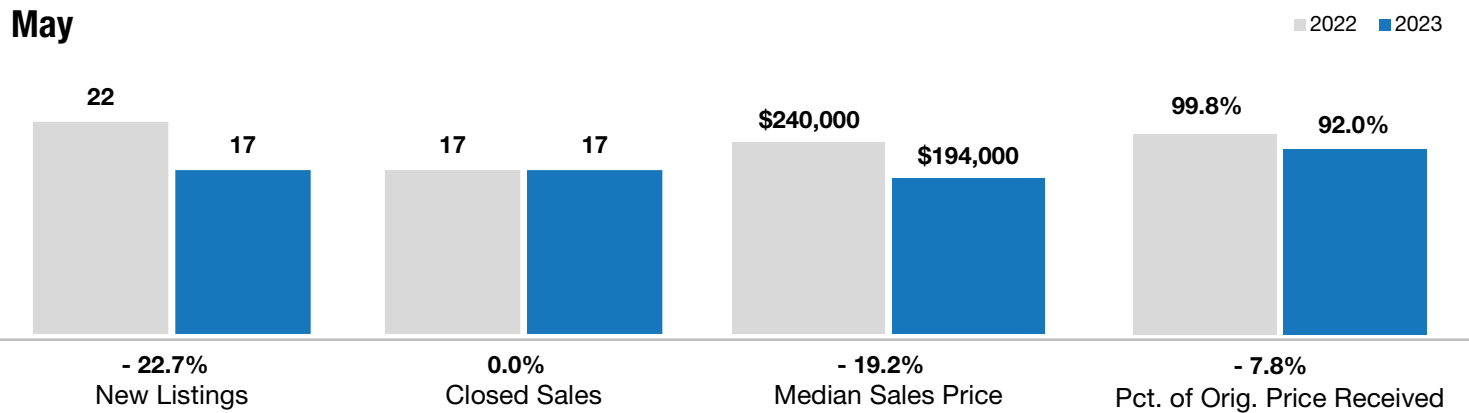
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St. Elmo / High Park / Avondale

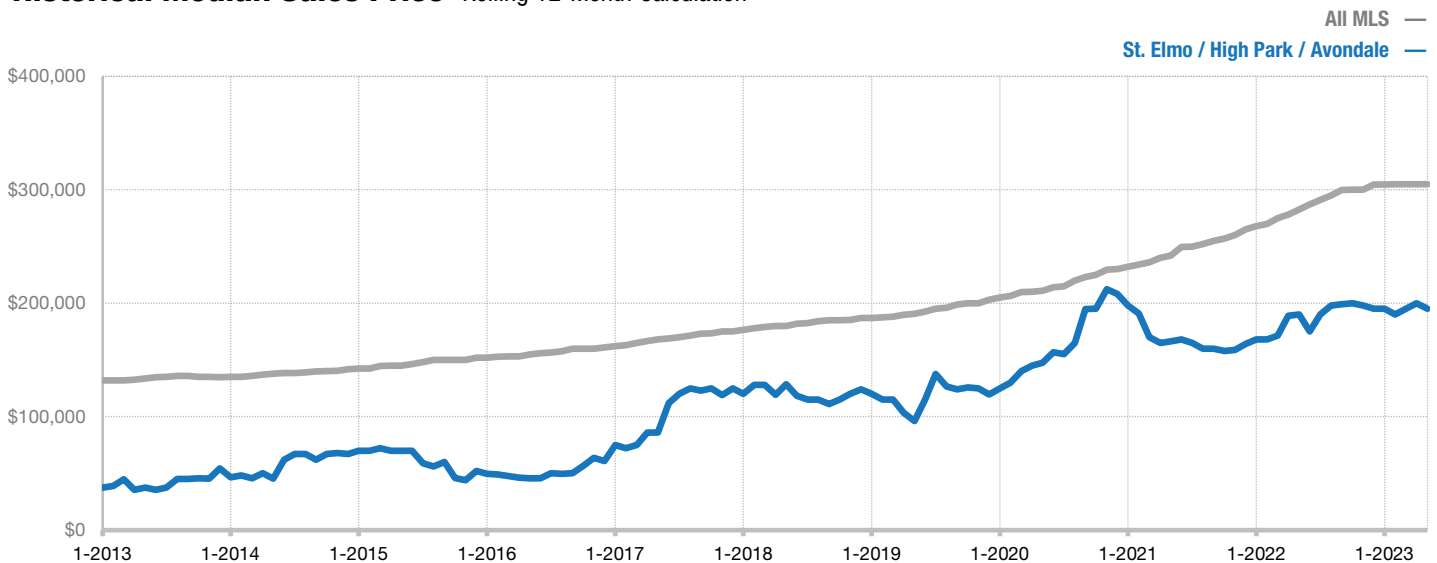
ZIP Codes: 37407, 37409 and 37410

Key Metrics	May			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	22	17	- 22.7%	113	90	- 20.4%
Closed Sales	17	17	0.0%	76	73	- 3.9%
Median Sales Price	\$240,000	\$194,000	- 19.2%	\$199,900	\$205,000	+ 2.6%
Pct. of Orig. Price Received	99.8%	92.0%	- 7.8%	97.7%	96.0%	- 1.7%
Days on Market Until Sale	7	28	+ 300.0%	17	28	+ 64.7%
Inventory of Homes for Sale	23	28	+ 21.7%	--	--	--
Months Supply of Inventory	0.9	1.7	+ 88.9%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – May 2023

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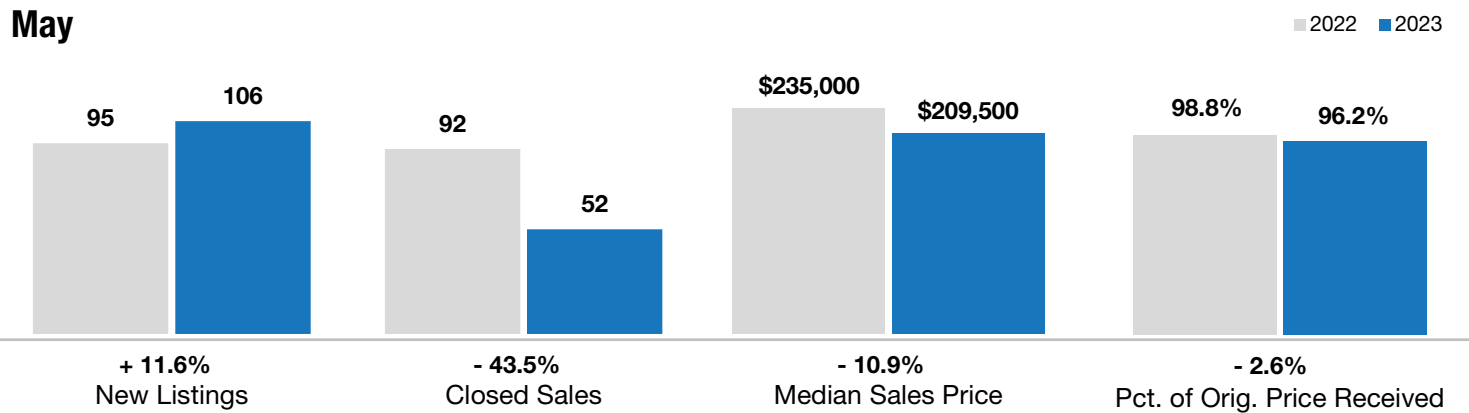


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Walker County

Key Metrics	May			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	95	106	+ 11.6%	473	425	- 10.1%
Closed Sales	92	52	- 43.5%	385	288	- 25.2%
Median Sales Price	\$235,000	\$209,500	- 10.9%	\$215,000	\$216,000	+ 0.5%
Pct. of Orig. Price Received	98.8%	96.2%	- 2.6%	98.6%	96.3%	- 2.3%
Days on Market Until Sale	12	24	+ 100.0%	17	31	+ 82.4%
Inventory of Homes for Sale	117	126	+ 7.7%	--	--	--
Months Supply of Inventory	1.4	1.7	+ 21.4%	--	--	--

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



Historical Median Sales Price Rolling 12-Month Calculation

