

Local Market Update – July 2023

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



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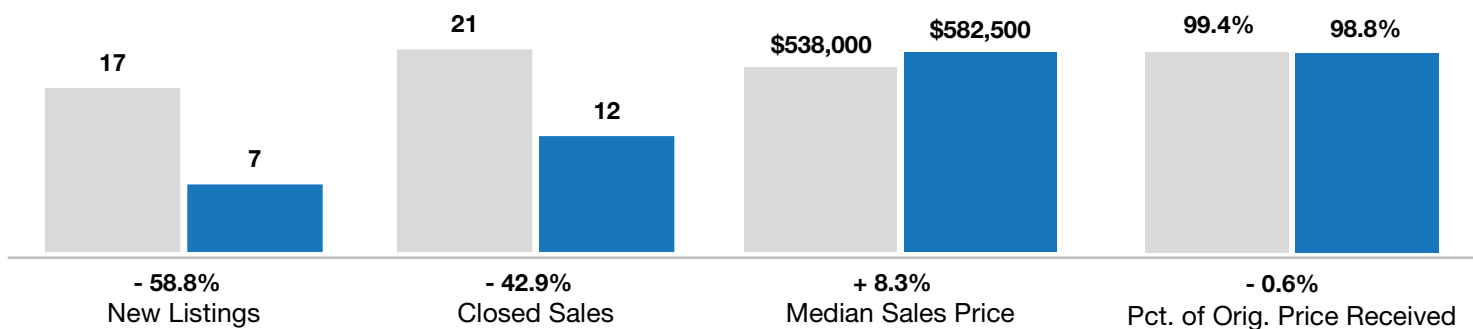
Apison

Key Metrics	July			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	17	7	- 58.8%	131	61	- 53.4%
Closed Sales	21	12	- 42.9%	103	64	- 37.9%
Median Sales Price	\$538,000	\$582,500	+ 8.3%	\$503,000	\$548,293	+ 9.0%
Pct. of Orig. Price Received	99.4%	98.8%	- 0.6%	100.6%	99.6%	- 1.0%
Days on Market Until Sale	13	57	+ 338.5%	20	76	+ 280.0%
Inventory of Homes for Sale	37	25	- 32.4%	--	--	--
Months Supply of Inventory	2.7	2.9	+ 7.4%	--	--	--

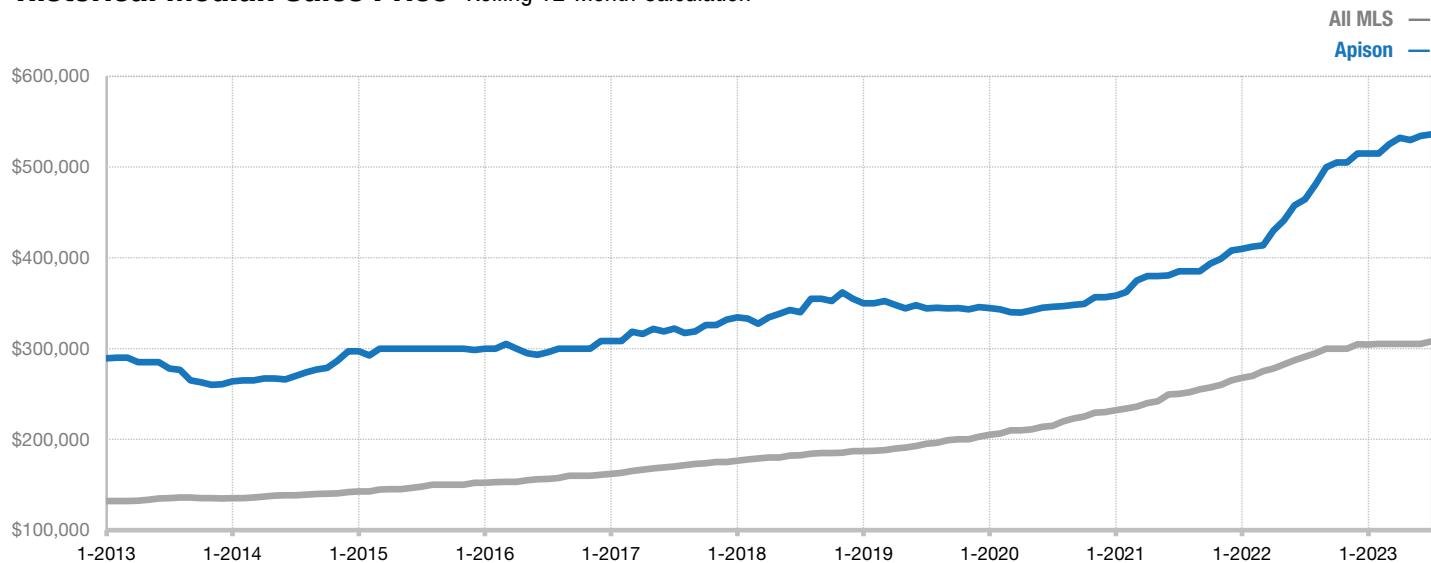
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

July

■ 2022 ■ 2023



Historical Median Sales Price Rolling 12-Month Calculation



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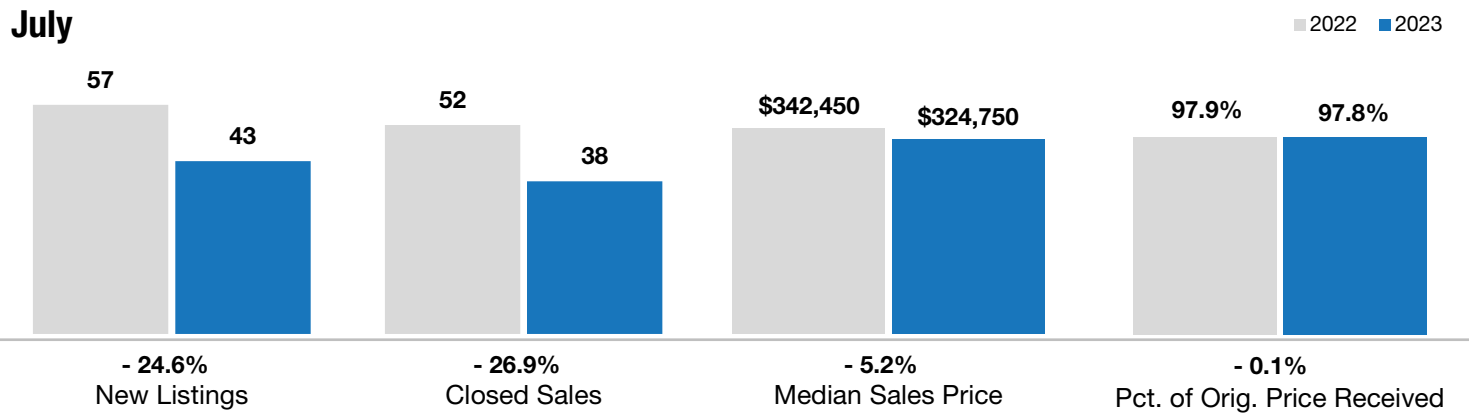
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Bakewell / Lakesite / Sale Creek / Soddy

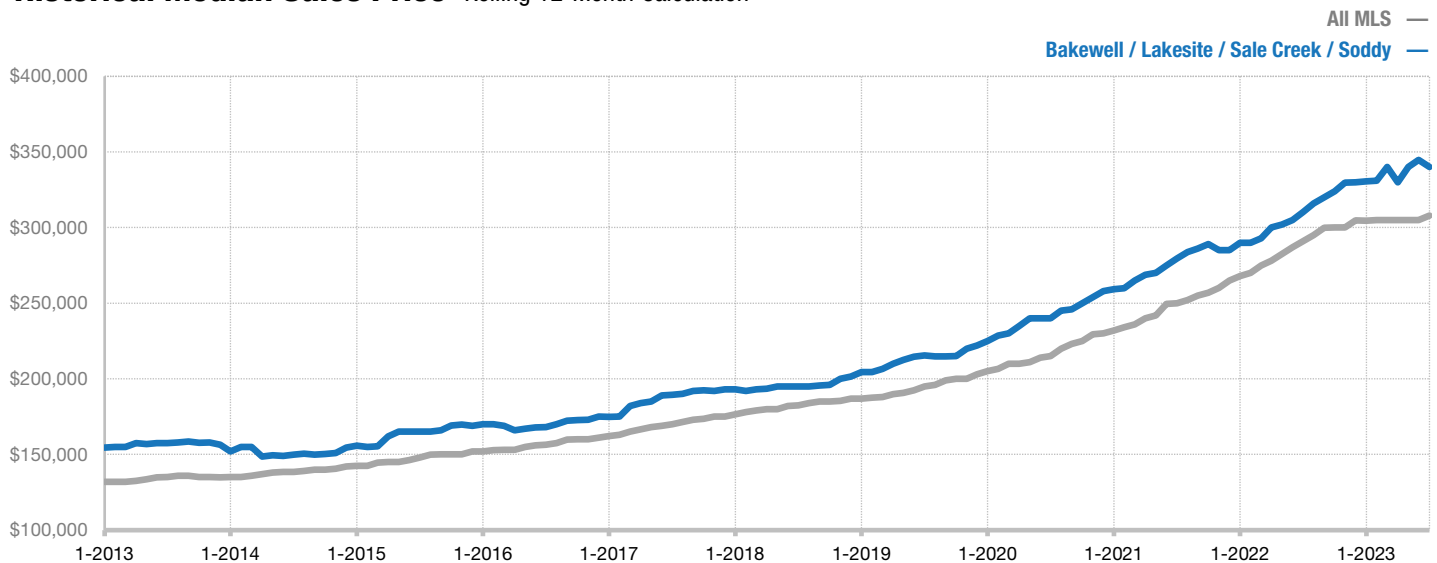
ZIP Codes: 37379 and 37384

Key Metrics	July			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	57	43	- 24.6%	383	298	- 22.2%
Closed Sales	52	38	- 26.9%	305	250	- 18.0%
Median Sales Price	\$342,450	\$324,750	- 5.2%	\$330,000	\$345,000	+ 4.5%
Pct. of Orig. Price Received	97.9%	97.8%	- 0.1%	100.0%	98.1%	- 1.9%
Days on Market Until Sale	14	23	+ 64.3%	15	28	+ 86.7%
Inventory of Homes for Sale	80	48	- 40.0%	--	--	--
Months Supply of Inventory	1.7	1.1	- 35.3%	--	--	--

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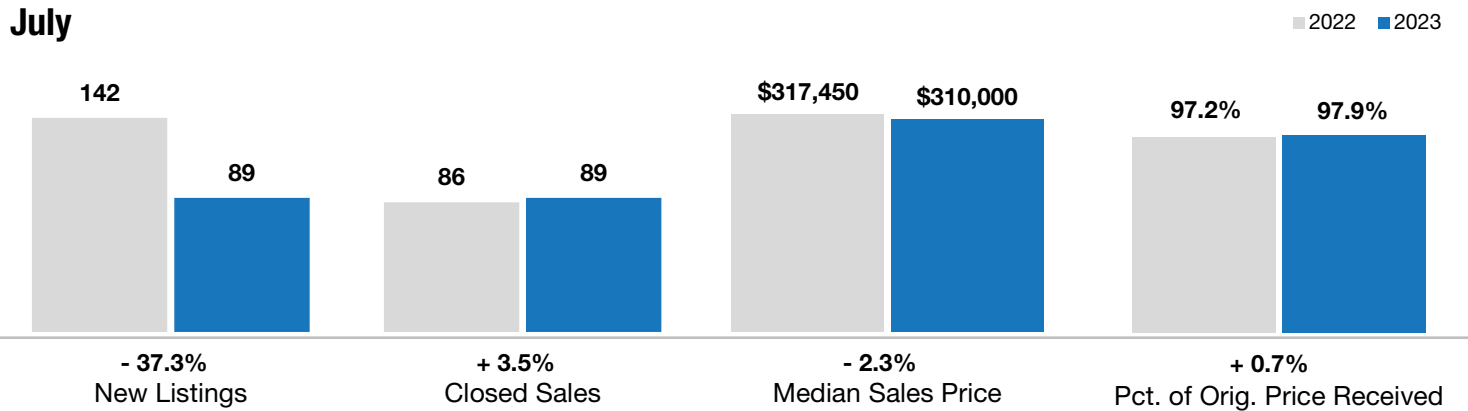


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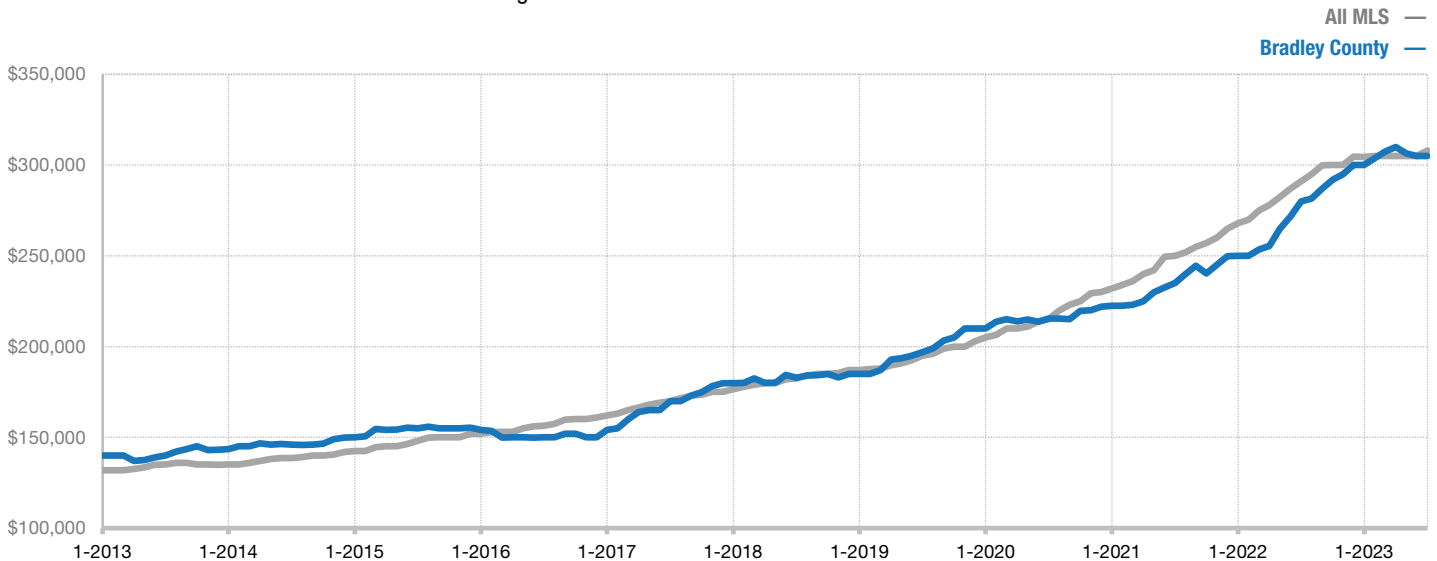
Bradley County

Key Metrics	July			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	142	89	- 37.3%	908	708	- 22.0%
Closed Sales	86	89	+ 3.5%	625	608	- 2.7%
Median Sales Price	\$317,450	\$310,000	- 2.3%	\$297,000	\$306,250	+ 3.1%
Pct. of Orig. Price Received	97.2%	97.9%	+ 0.7%	98.6%	96.1%	- 2.5%
Days on Market Until Sale	10	53	+ 430.0%	16	44	+ 175.0%
Inventory of Homes for Sale	246	146	- 40.7%	--	--	--
Months Supply of Inventory	2.1	1.4	- 33.3%	--	--	--

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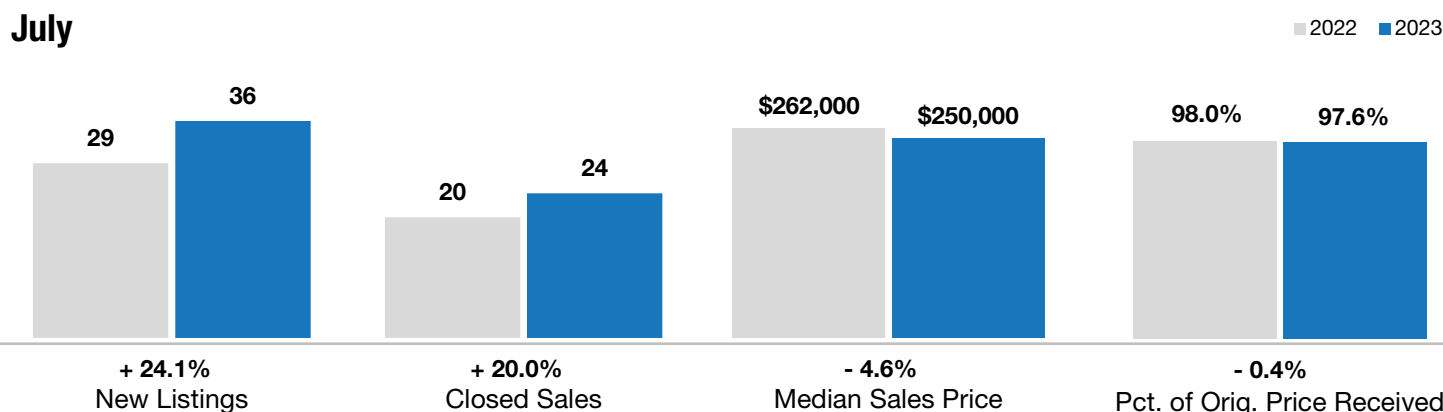
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Brainerd

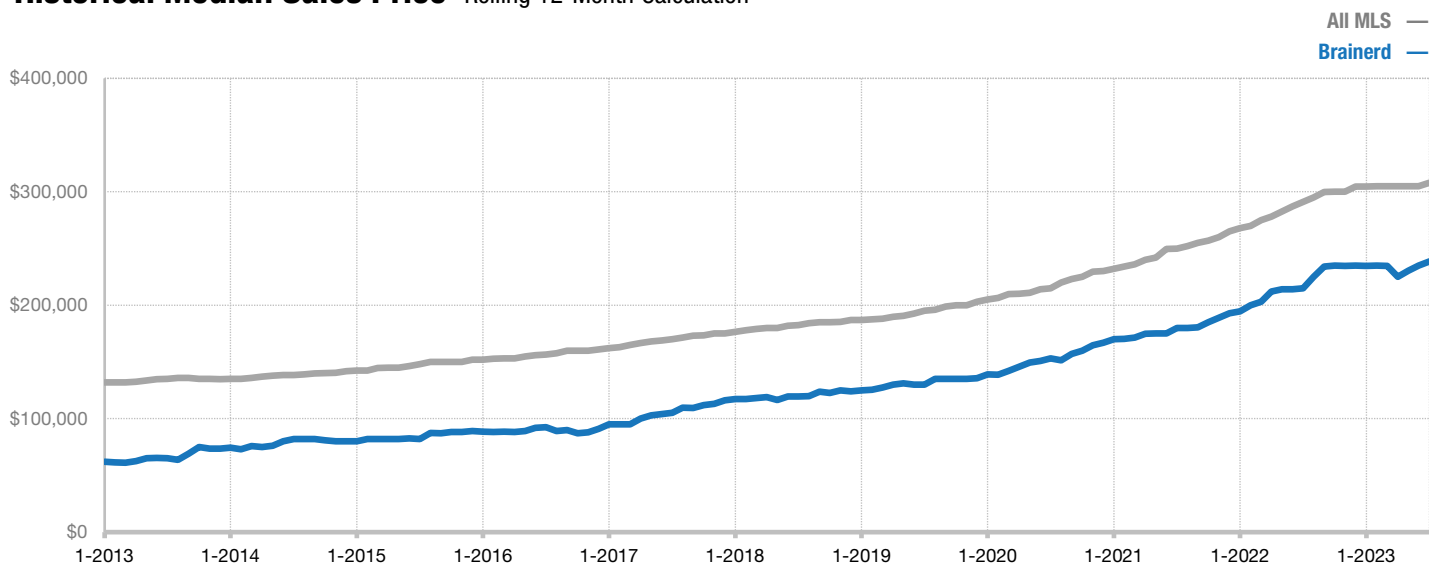
Includes the Ridgeside Community

Key Metrics	July			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	29	36	+ 24.1%	206	208	+ 1.0%
Closed Sales	20	24	+ 20.0%	192	168	- 12.5%
Median Sales Price	\$262,000	\$250,000	- 4.6%	\$232,900	\$237,000	+ 1.8%
Pct. of Orig. Price Received	98.0%	97.6%	- 0.4%	99.3%	98.0%	- 1.3%
Days on Market Until Sale	18	12	- 33.3%	14	18	+ 28.6%
Inventory of Homes for Sale	32	31	- 3.1%	--	--	--
Months Supply of Inventory	1.2	1.4	+ 16.7%	--	--	--

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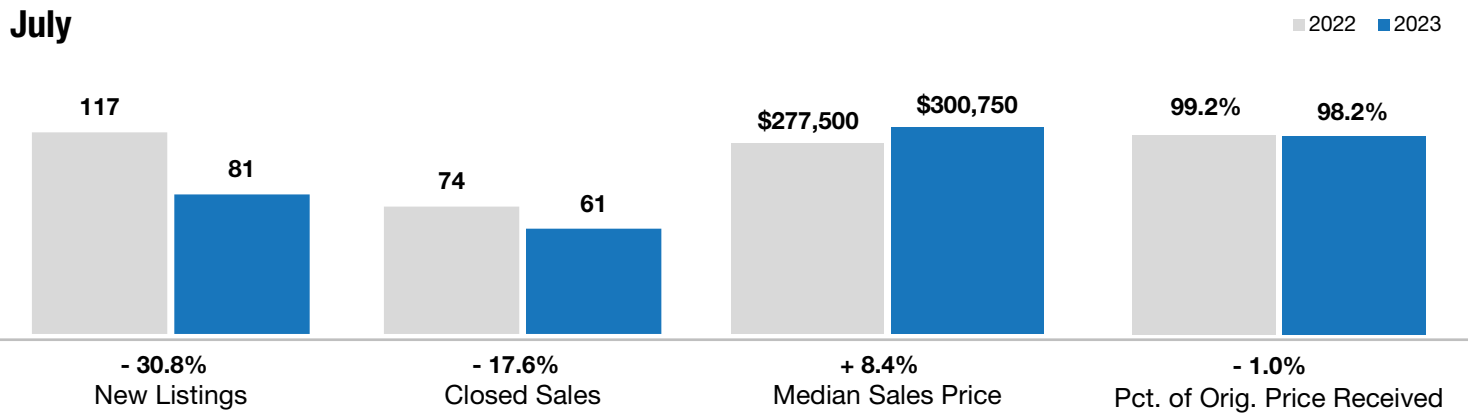


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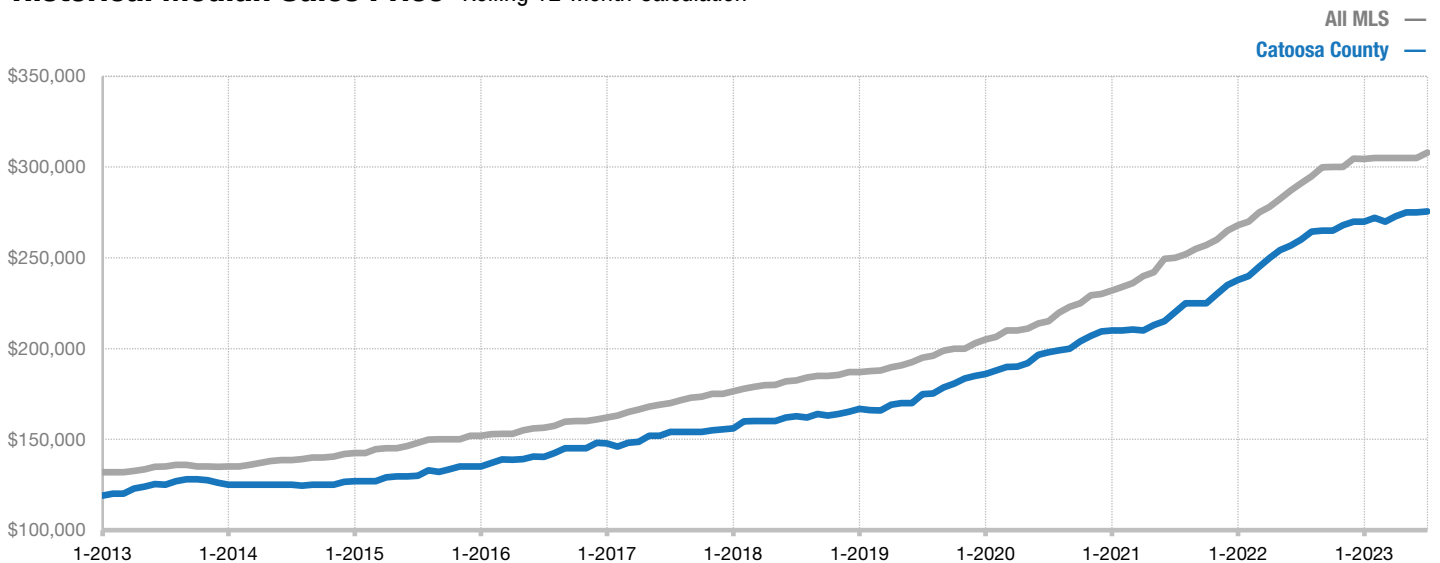
Catoosa County

Key Metrics	July			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	117	81	- 30.8%	706	605	- 14.3%
Closed Sales	74	61	- 17.6%	548	462	- 15.7%
Median Sales Price	\$277,500	\$300,750	+ 8.4%	\$270,000	\$280,000	+ 3.7%
Pct. of Orig. Price Received	99.2%	98.2%	- 1.0%	99.5%	97.1%	- 2.4%
Days on Market Until Sale	10	25	+ 150.0%	13	36	+ 176.9%
Inventory of Homes for Sale	140	132	- 5.7%	--	--	--
Months Supply of Inventory	1.6	1.9	+ 18.8%	--	--	--

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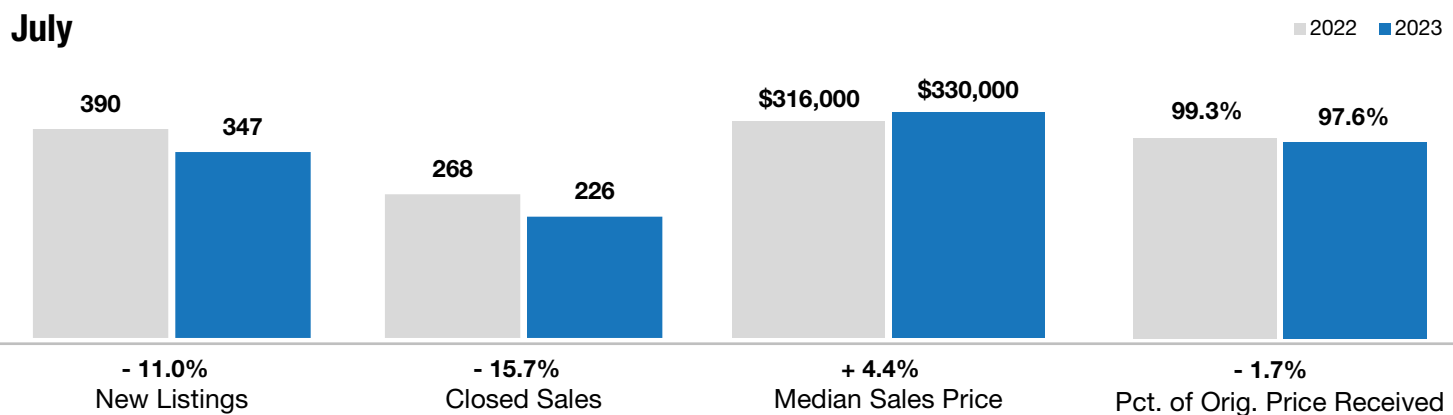


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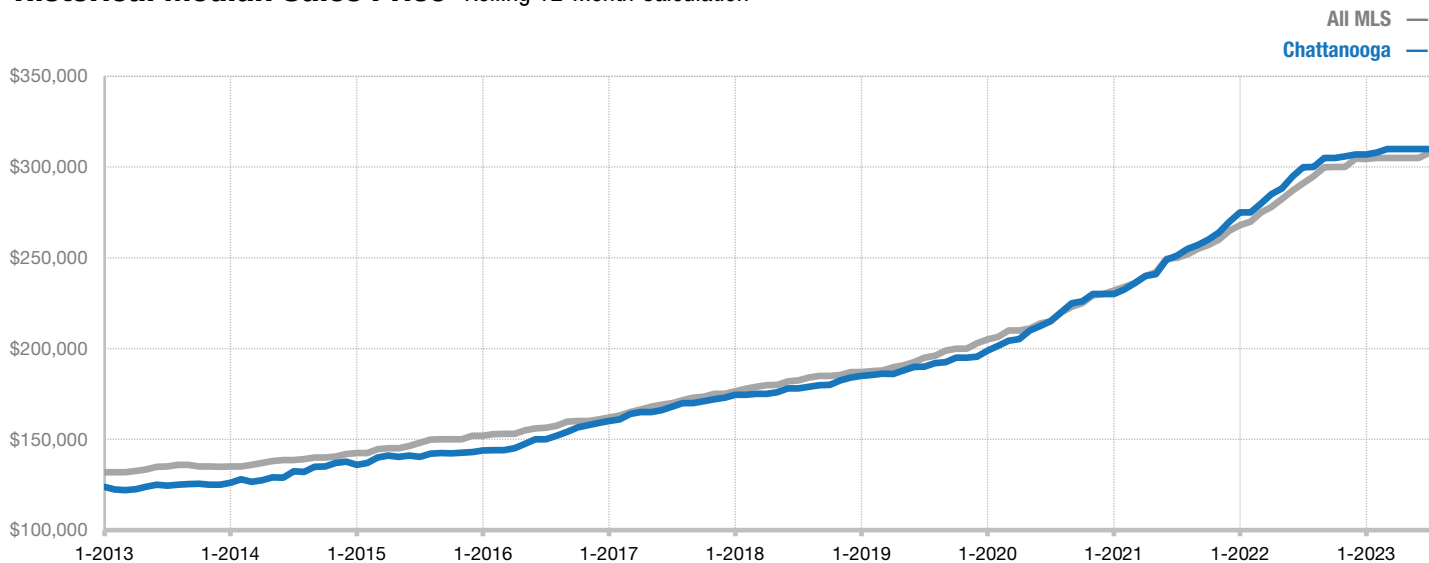
Chattanooga

Key Metrics	July			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	390	347	- 11.0%	2,702	2,308	- 14.6%
Closed Sales	268	226	- 15.7%	2,177	1,793	- 17.6%
Median Sales Price	\$316,000	\$330,000	+ 4.4%	\$310,000	\$320,000	+ 3.2%
Pct. of Orig. Price Received	99.3%	97.6%	- 1.7%	100.8%	97.4%	- 3.4%
Days on Market Until Sale	13	25	+ 92.3%	14	28	+ 100.0%
Inventory of Homes for Sale	513	468	- 8.8%	--	--	--
Months Supply of Inventory	1.5	1.6	+ 6.7%	--	--	--

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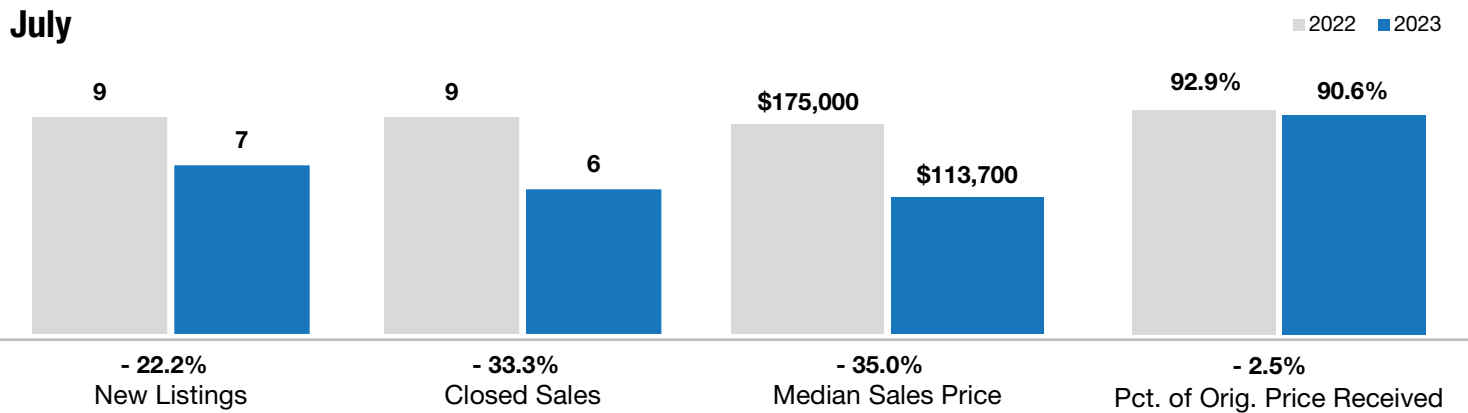


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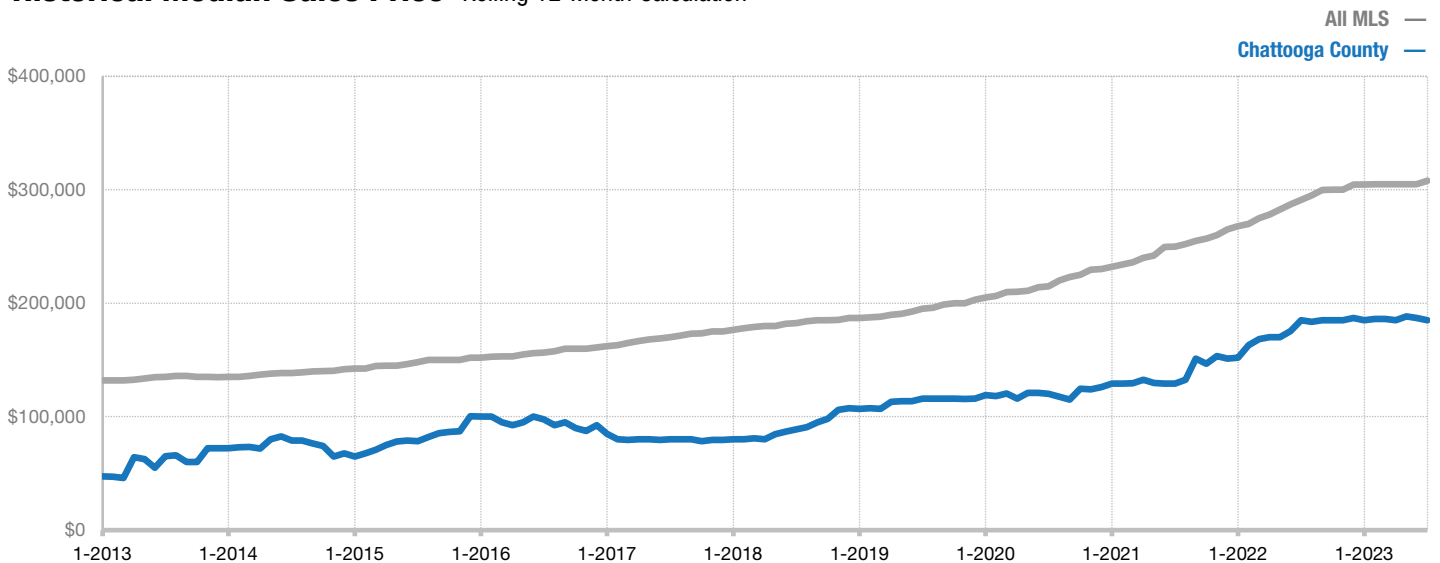
Chattooga County

Key Metrics	July			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	9	7	- 22.2%	90	60	- 33.3%
Closed Sales	9	6	- 33.3%	83	44	- 47.0%
Median Sales Price	\$175,000	\$113,700	- 35.0%	\$185,000	\$181,000	- 2.2%
Pct. of Orig. Price Received	92.9%	90.6%	- 2.5%	97.8%	95.0%	- 2.9%
Days on Market Until Sale	22	43	+ 95.5%	17	33	+ 94.1%
Inventory of Homes for Sale	11	16	+ 45.5%	--	--	--
Months Supply of Inventory	1.1	2.5	+ 127.3%	--	--	--

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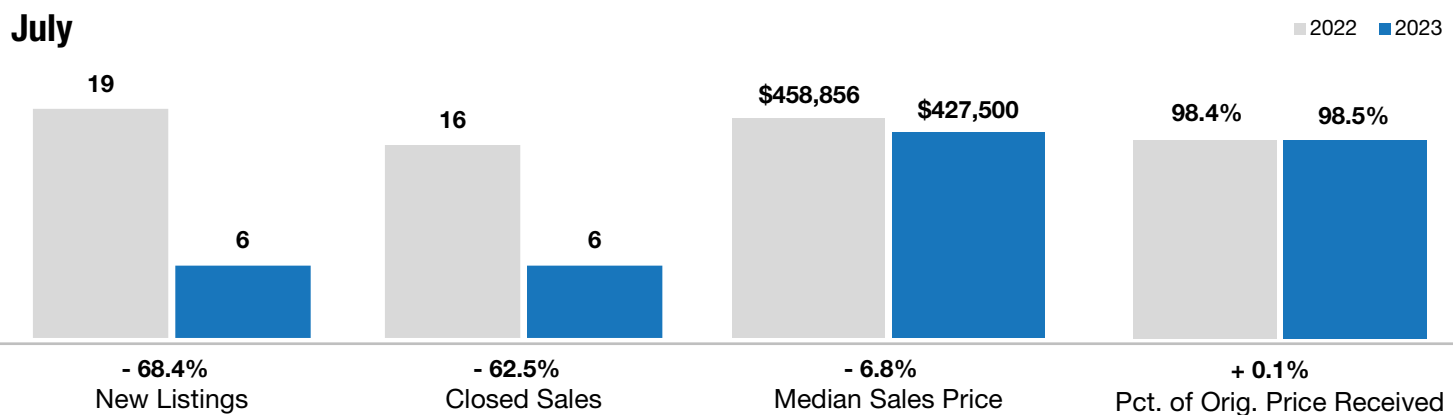


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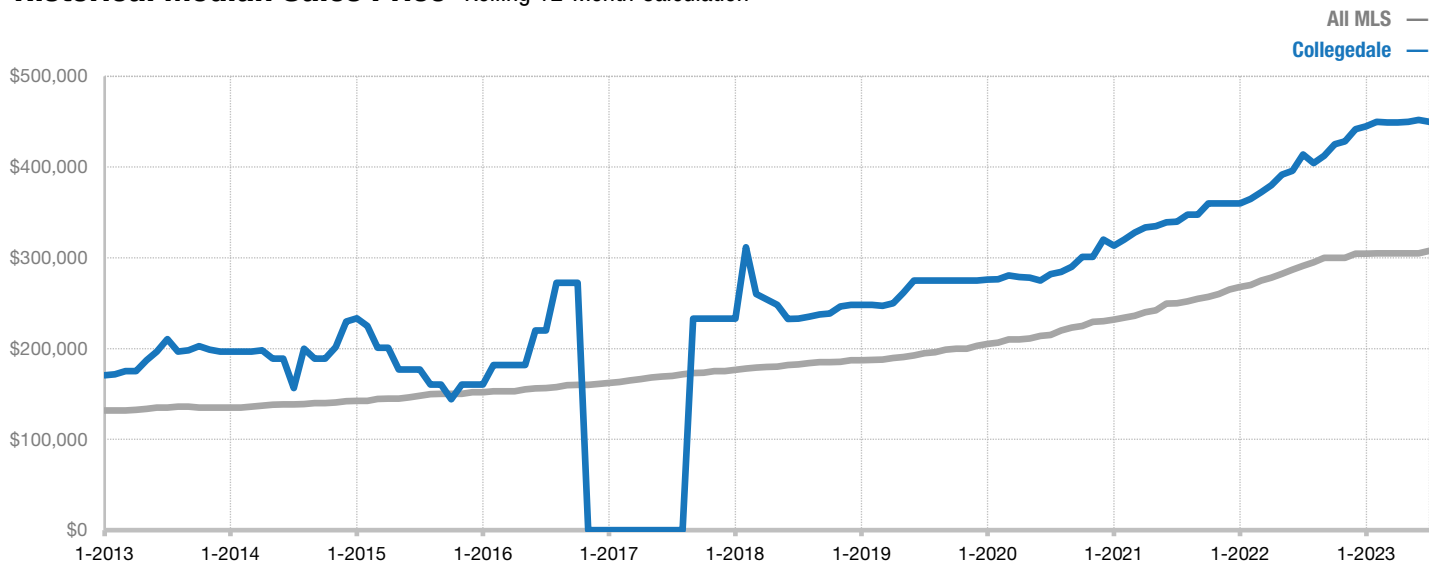
Collegedale

Key Metrics	July			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	19	6	- 68.4%	92	77	- 16.3%
Closed Sales	16	6	- 62.5%	68	63	- 7.4%
Median Sales Price	\$458,856	\$427,500	- 6.8%	\$450,000	\$479,000	+ 6.4%
Pct. of Orig. Price Received	98.4%	98.5%	+ 0.1%	100.4%	97.7%	- 2.7%
Days on Market Until Sale	27	81	+ 200.0%	24	84	+ 250.0%
Inventory of Homes for Sale	30	23	- 23.3%	--	--	--
Months Supply of Inventory	2.6	2.4	- 7.7%	--	--	--

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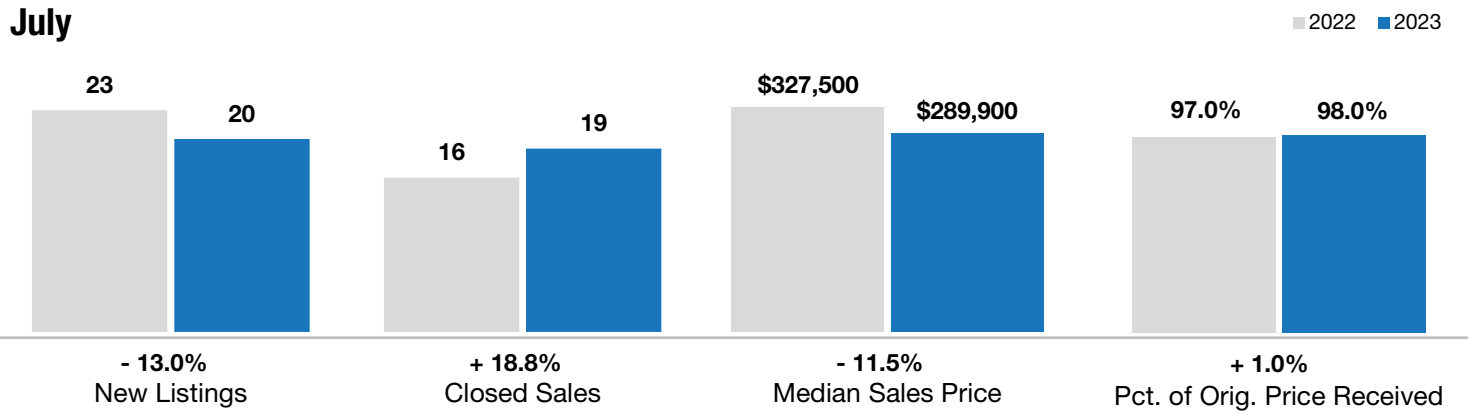


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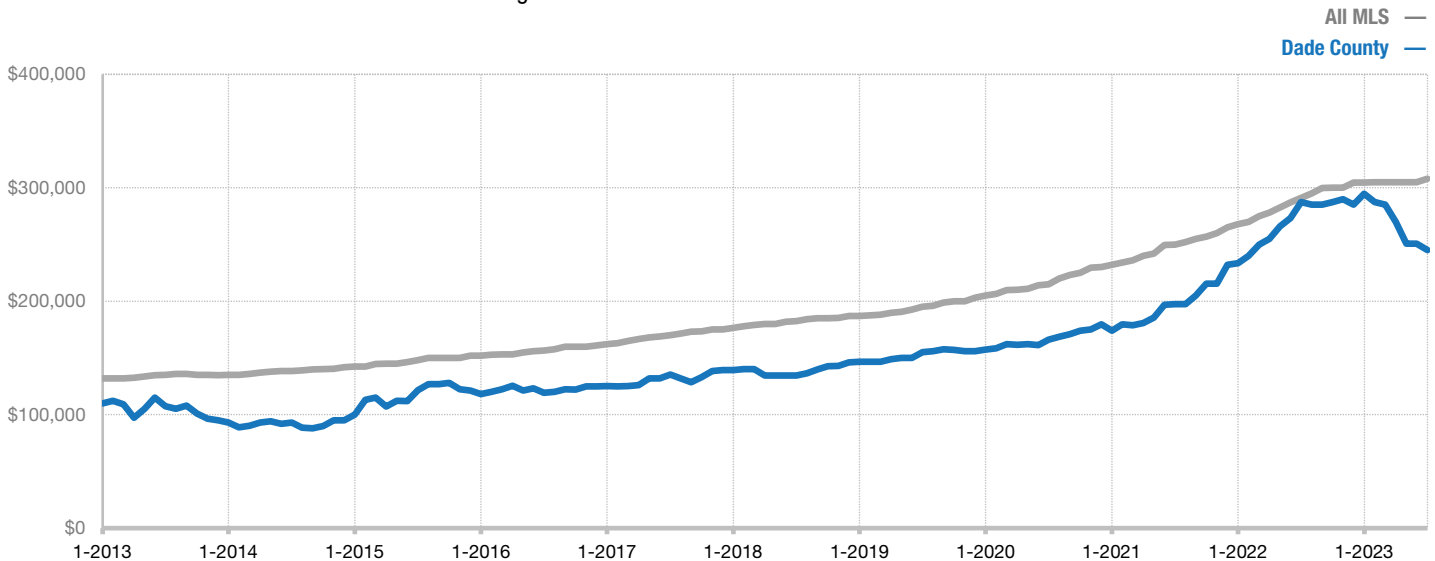
Dade County

Key Metrics	July			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	23	20	- 13.0%	160	119	- 25.6%
Closed Sales	16	19	+ 18.8%	131	94	- 28.2%
Median Sales Price	\$327,500	\$289,900	- 11.5%	\$305,000	\$245,000	- 19.7%
Pct. of Orig. Price Received	97.0%	98.0%	+ 1.0%	97.8%	94.6%	- 3.3%
Days on Market Until Sale	27	23	- 14.8%	33	41	+ 24.2%
Inventory of Homes for Sale	36	37	+ 2.8%	--	--	--
Months Supply of Inventory	1.9	3.0	+ 57.9%	--	--	--

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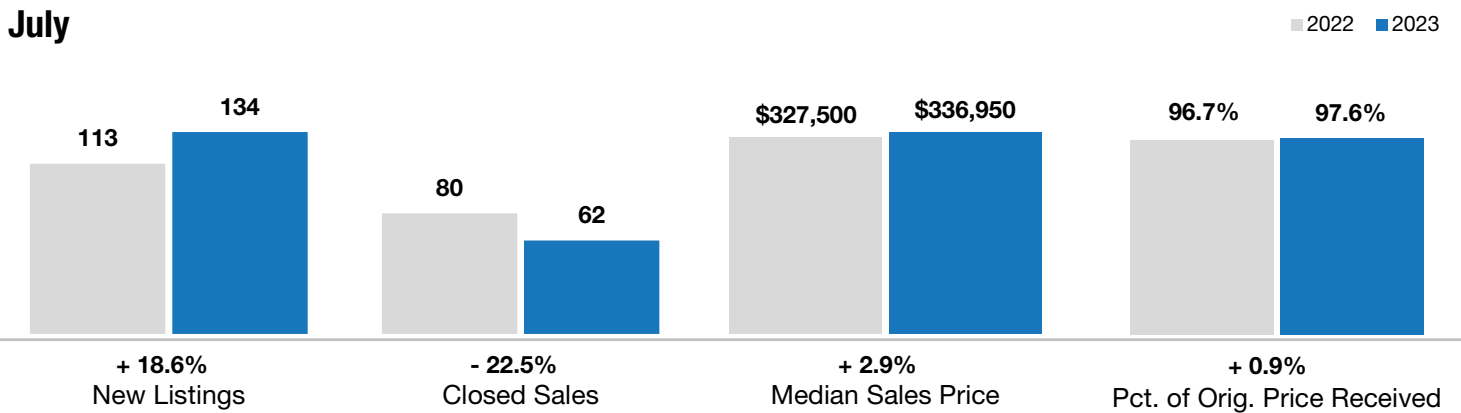
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Downtown Chattanooga

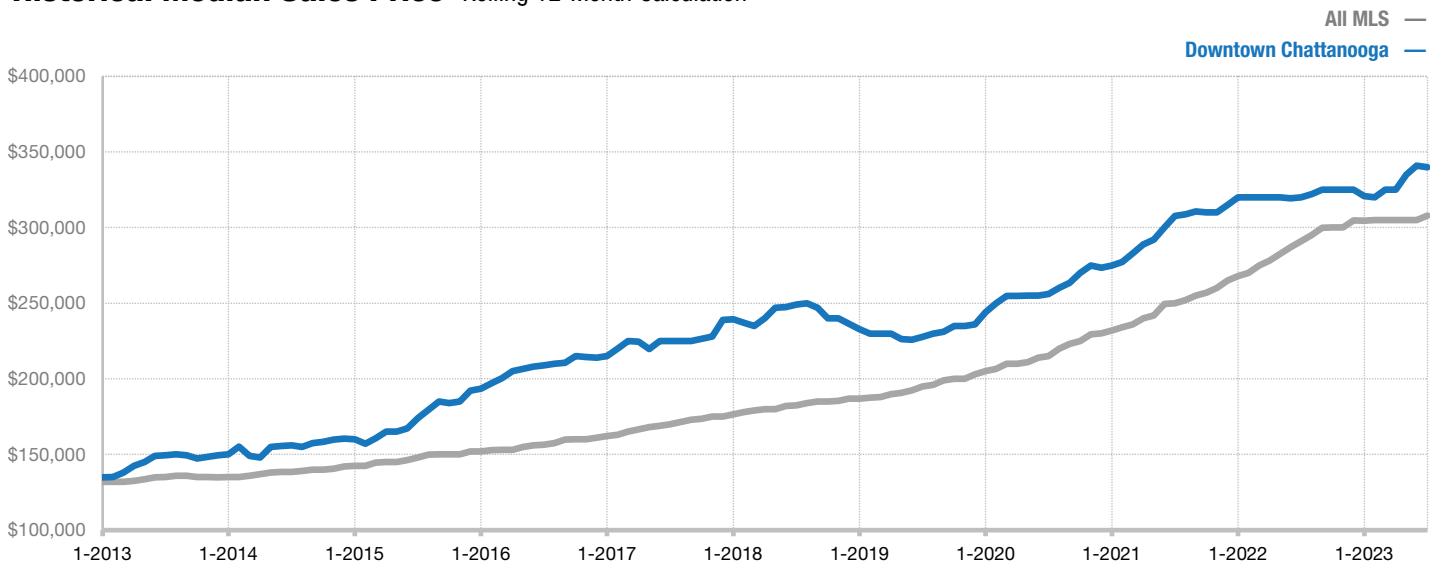
ZIP Codes: 37402, 37403, 37404, 37405, 37406, 37408 and 37450

Key Metrics	July			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	113	134	+ 18.6%	780	833	+ 6.8%
Closed Sales	80	62	- 22.5%	633	542	- 14.4%
Median Sales Price	\$327,500	\$336,950	+ 2.9%	\$324,875	\$340,000	+ 4.7%
Pct. of Orig. Price Received	96.7%	97.6%	+ 0.9%	100.4%	96.2%	- 4.2%
Days on Market Until Sale	18	30	+ 66.7%	19	33	+ 73.7%
Inventory of Homes for Sale	169	235	+ 39.1%	--	--	--
Months Supply of Inventory	1.7	2.4	+ 41.2%	--	--	--

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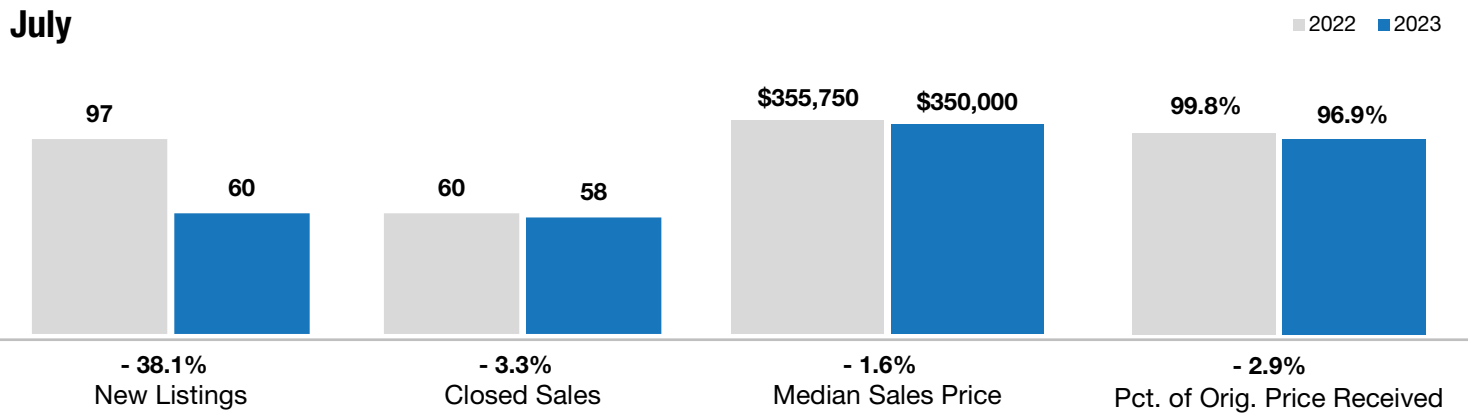
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East Brainerd

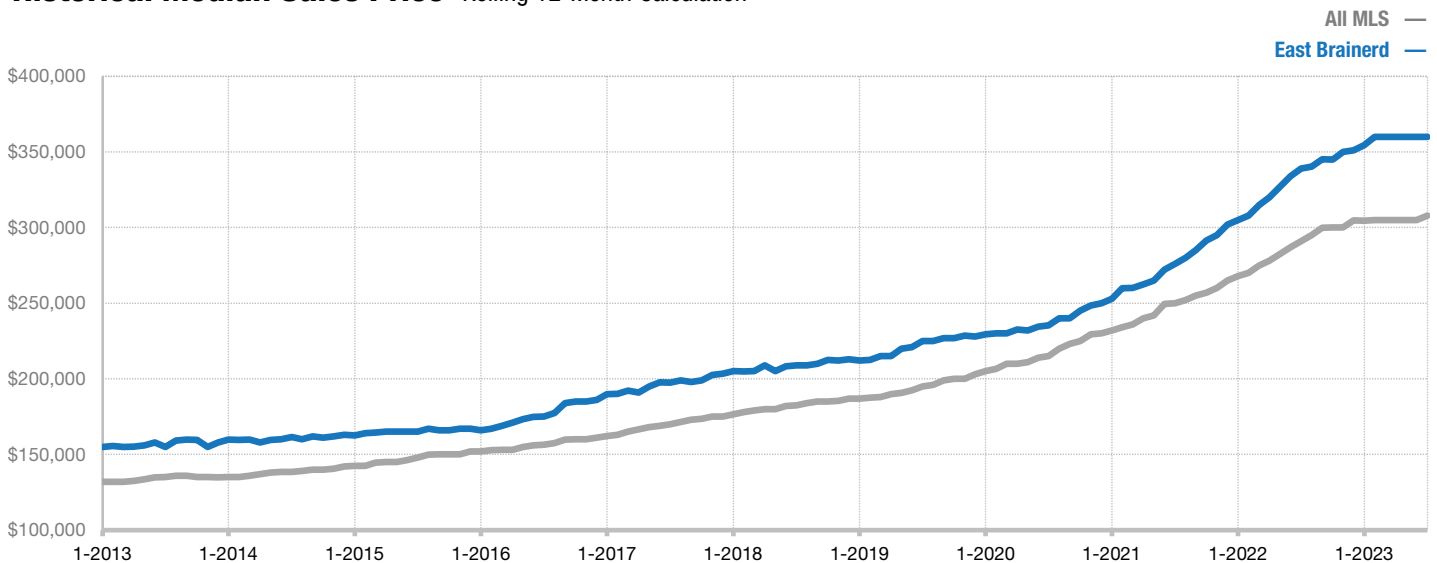
Includes the Cromwell, Dalewood, Eastdale & Tyner Communities

Key Metrics	July			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	97	60	- 38.1%	677	427	- 36.9%
Closed Sales	60	58	- 3.3%	529	378	- 28.5%
Median Sales Price	\$355,750	\$350,000	- 1.6%	\$350,000	\$360,000	+ 2.9%
Pct. of Orig. Price Received	99.8%	96.9%	- 2.9%	100.8%	98.1%	- 2.7%
Days on Market Until Sale	14	34	+ 142.9%	12	33	+ 175.0%
Inventory of Homes for Sale	131	63	- 51.9%	--	--	--
Months Supply of Inventory	1.6	1.1	- 31.3%	--	--	--

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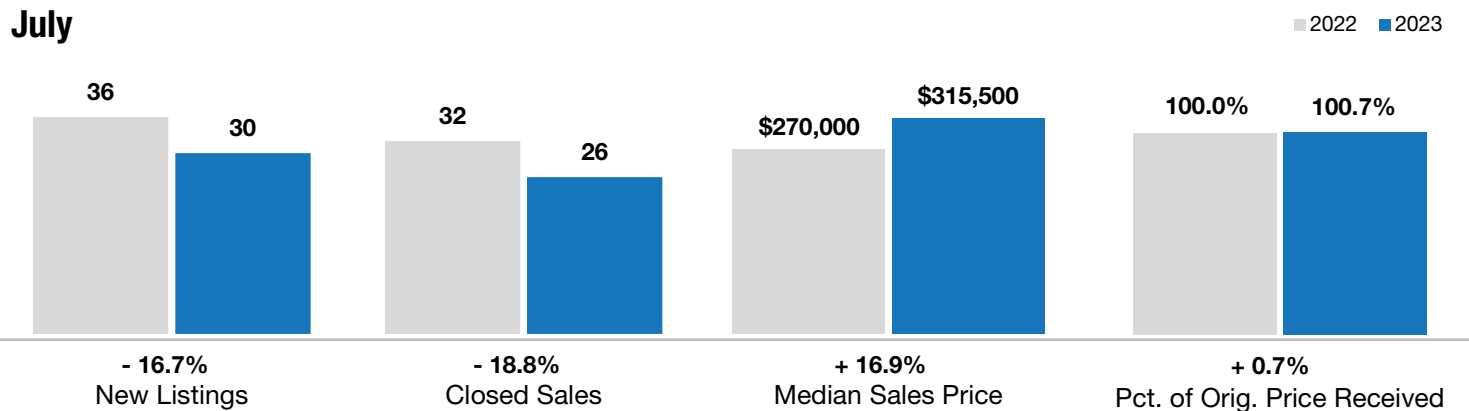


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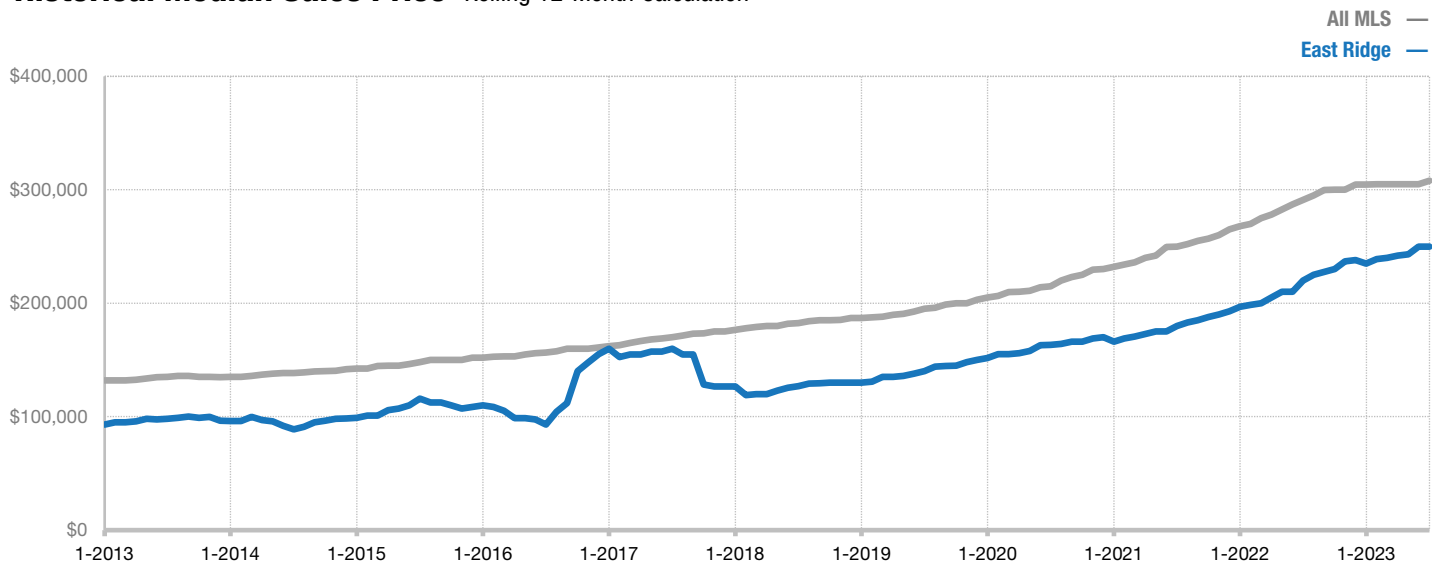
East Ridge

Key Metrics	July			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	36	30	- 16.7%	195	219	+ 12.3%
Closed Sales	32	26	- 18.8%	166	189	+ 13.9%
Median Sales Price	\$270,000	\$315,500	+ 16.9%	\$240,000	\$265,000	+ 10.4%
Pct. of Orig. Price Received	100.0%	100.7%	+ 0.7%	101.4%	98.0%	- 3.4%
Days on Market Until Sale	10	13	+ 30.0%	9	21	+ 133.3%
Inventory of Homes for Sale	40	32	- 20.0%	--	--	--
Months Supply of Inventory	1.6	1.3	- 18.8%	--	--	--

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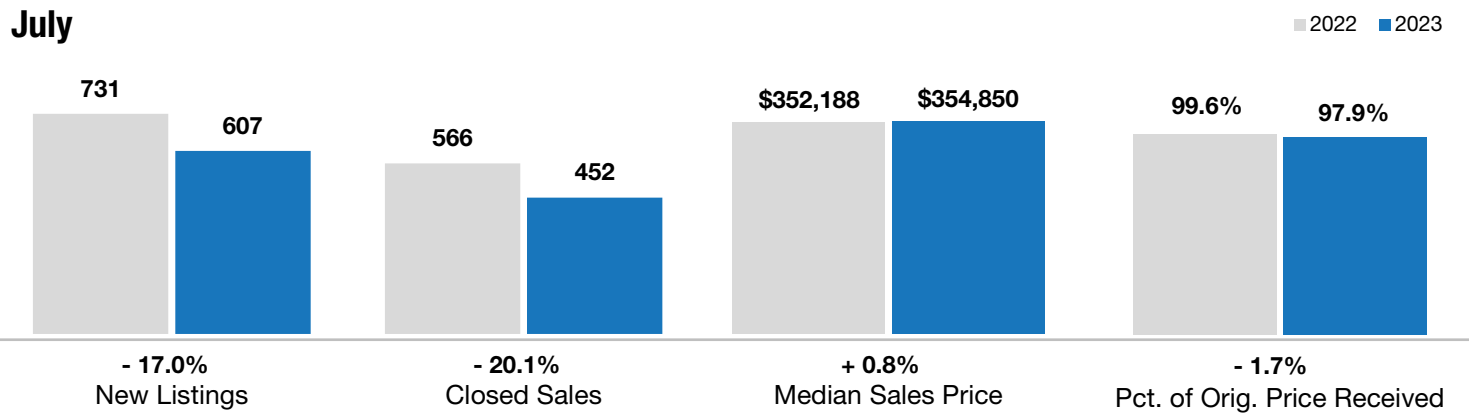


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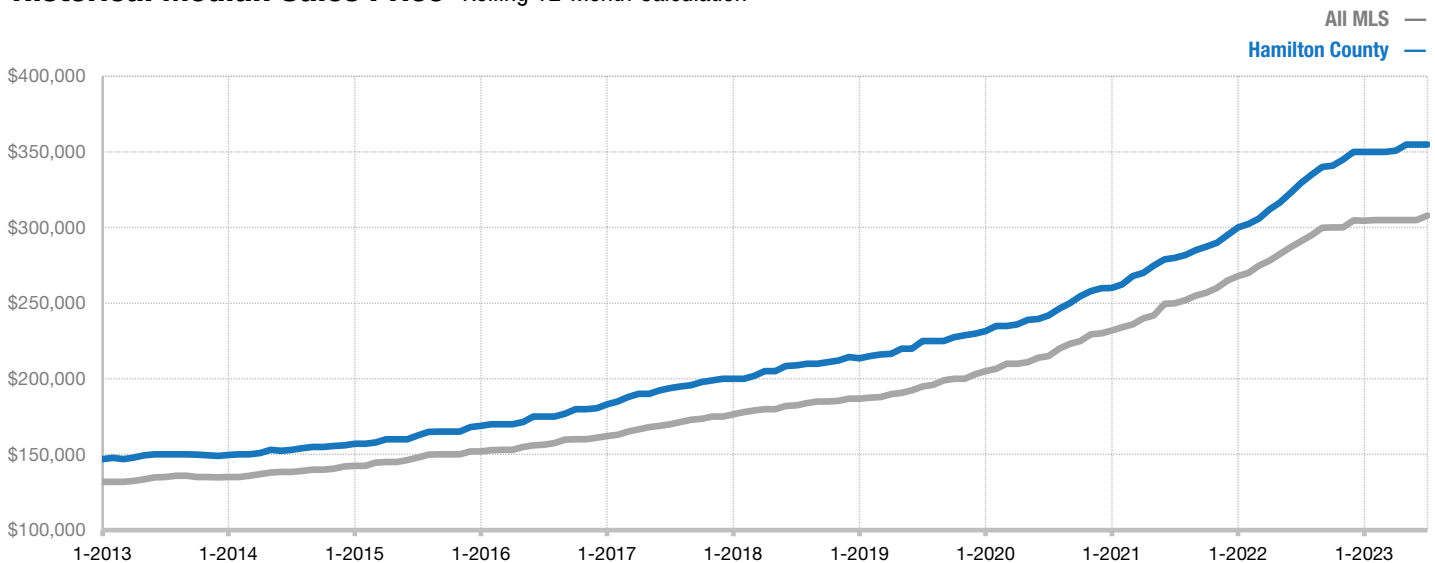
Hamilton County

Key Metrics	July			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	731	607	- 17.0%	4,937	4,051	- 17.9%
Closed Sales	566	452	- 20.1%	3,962	3,255	- 17.8%
Median Sales Price	\$352,188	\$354,850	+ 0.8%	\$345,000	\$355,000	+ 2.9%
Pct. of Orig. Price Received	99.6%	97.9%	- 1.7%	101.0%	97.8%	- 3.2%
Days on Market Until Sale	14	29	+ 107.1%	14	31	+ 121.4%
Inventory of Homes for Sale	945	851	- 9.9%	--	--	--
Months Supply of Inventory	1.6	1.7	+ 6.3%	--	--	--

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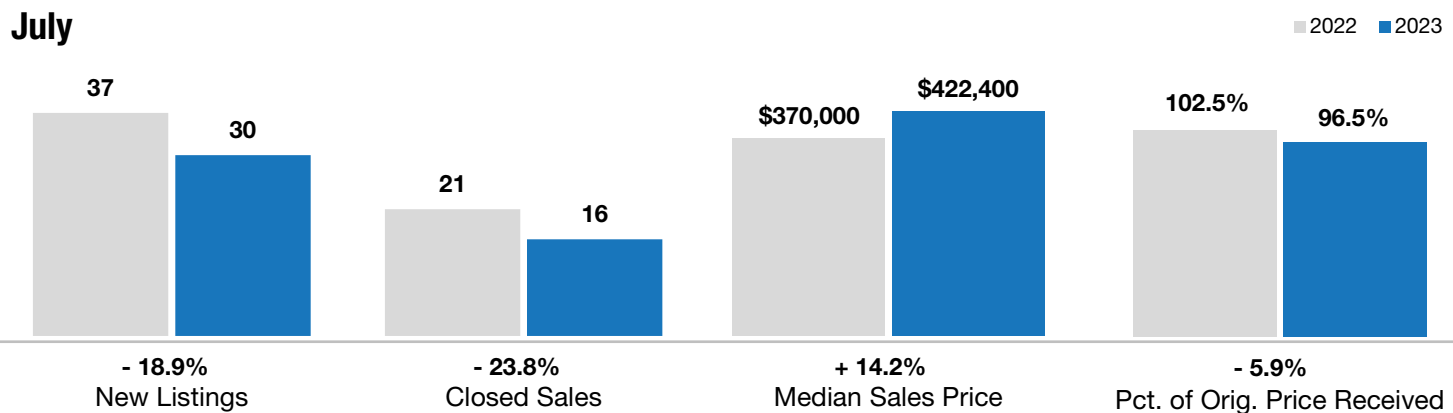
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Harrison / Georgetown

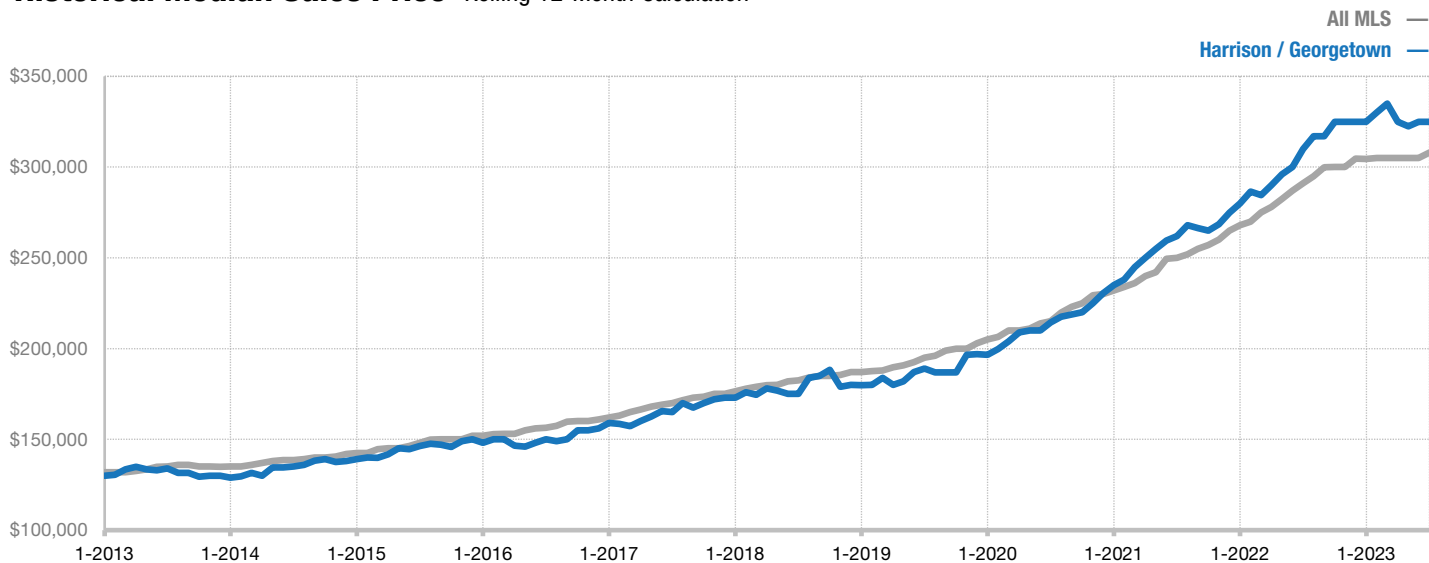
ZIP Codes: 37341 and 37308

Key Metrics	July			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	37	30	- 18.9%	219	153	- 30.1%
Closed Sales	21	16	- 23.8%	160	119	- 25.6%
Median Sales Price	\$370,000	\$422,400	+ 14.2%	\$342,500	\$359,000	+ 4.8%
Pct. of Orig. Price Received	102.5%	96.5%	- 5.9%	101.5%	97.4%	- 4.0%
Days on Market Until Sale	16	45	+ 181.3%	16	56	+ 250.0%
Inventory of Homes for Sale	54	41	- 24.1%	--	--	--
Months Supply of Inventory	2.3	2.3	0.0%	--	--	--

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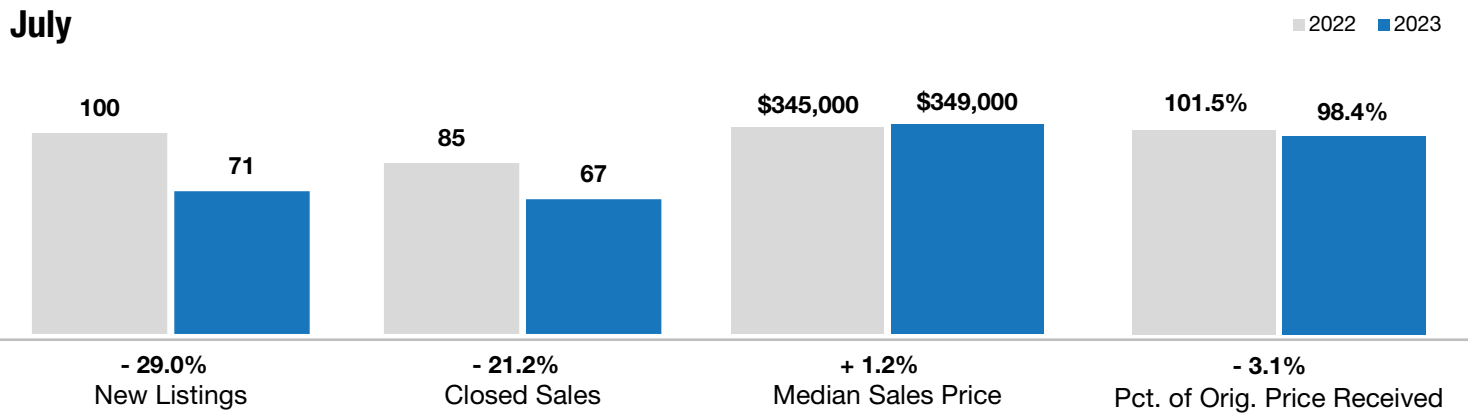


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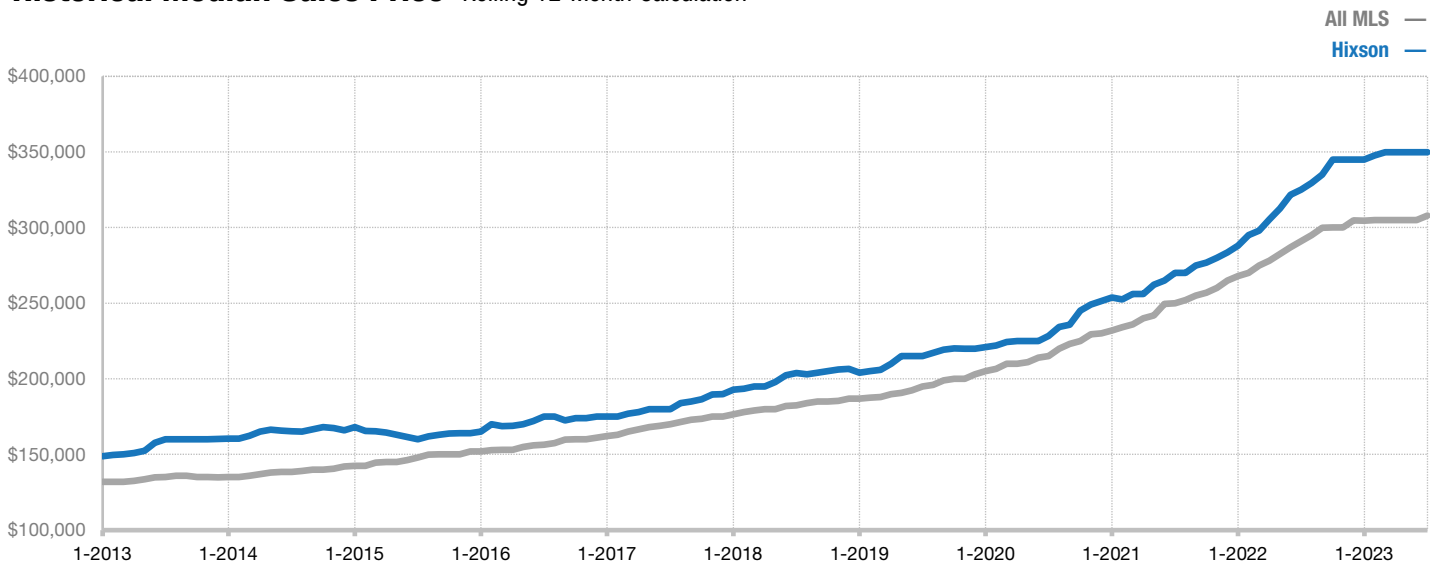
Hixson

Key Metrics	July			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	100	71	- 29.0%	543	452	- 16.8%
Closed Sales	85	67	- 21.2%	458	399	- 12.9%
Median Sales Price	\$345,000	\$349,000	+ 1.2%	\$344,787	\$350,000	+ 1.5%
Pct. of Orig. Price Received	101.5%	98.4%	- 3.1%	102.5%	98.5%	- 3.9%
Days on Market Until Sale	15	19	+ 26.7%	13	22	+ 69.2%
Inventory of Homes for Sale	80	56	- 30.0%	--	--	--
Months Supply of Inventory	1.1	0.8	- 27.3%	--	--	--

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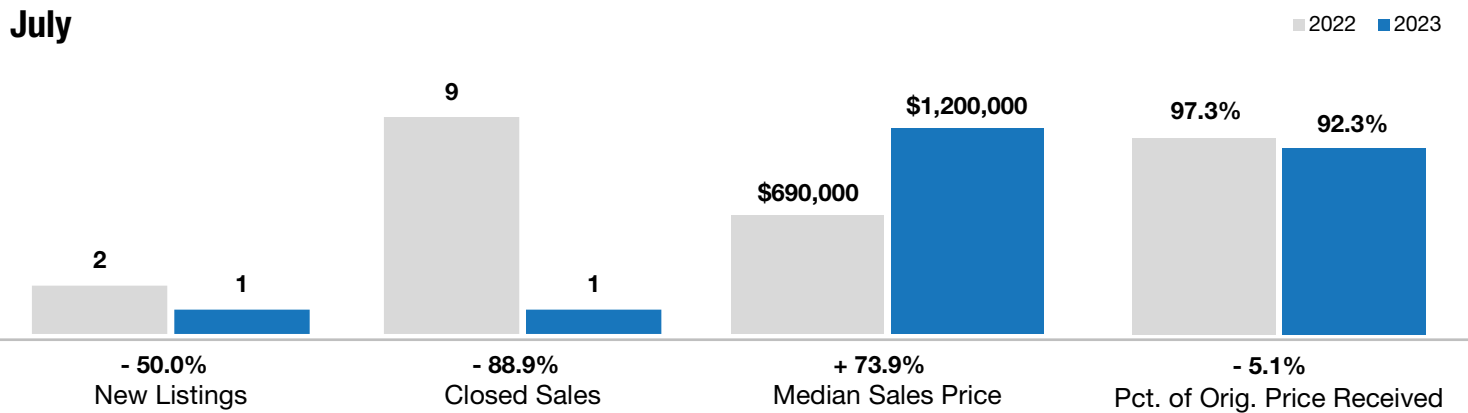
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Lookout Mountain

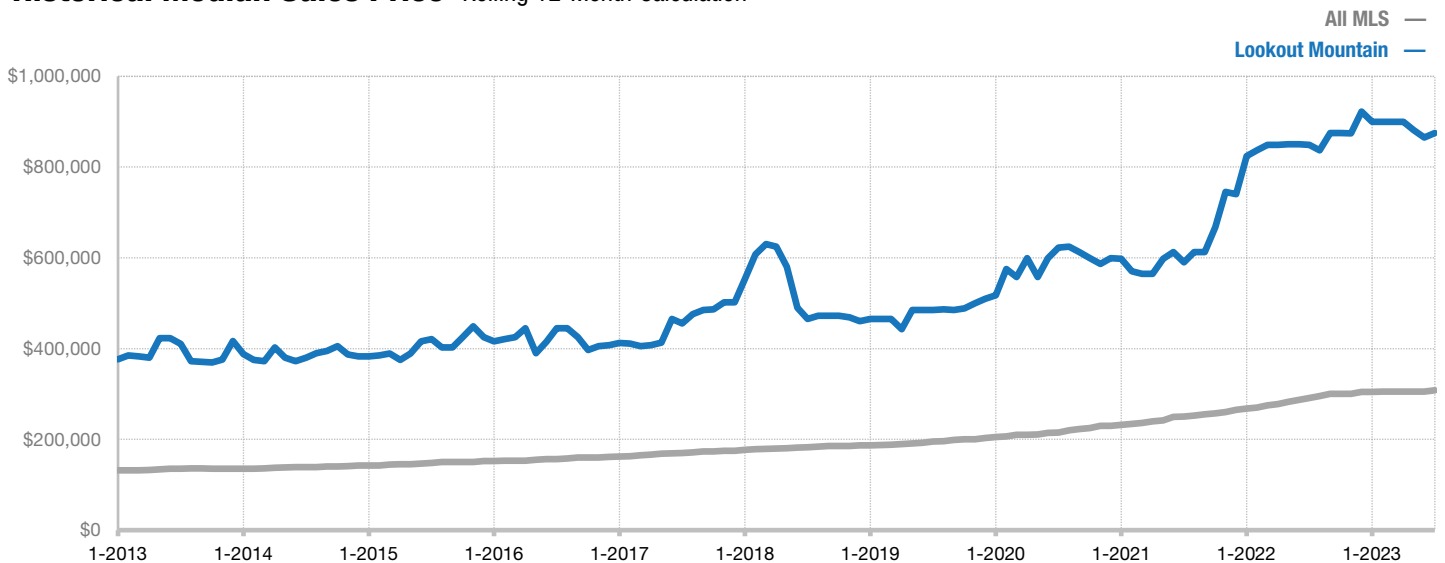
Hamilton County Only

Key Metrics	July			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	2	1	- 50.0%	23	21	- 8.7%
Closed Sales	9	1	- 88.9%	26	23	- 11.5%
Median Sales Price	\$690,000	\$1,200,000	+ 73.9%	\$900,000	\$875,000	- 2.8%
Pct. of Orig. Price Received	97.3%	92.3%	- 5.1%	99.9%	95.4%	- 4.5%
Days on Market Until Sale	11	142	+ 1,190.9%	15	33	+ 120.0%
Inventory of Homes for Sale	1	4	+ 300.0%	--	--	--
Months Supply of Inventory	0	1.1	--	--	--	--

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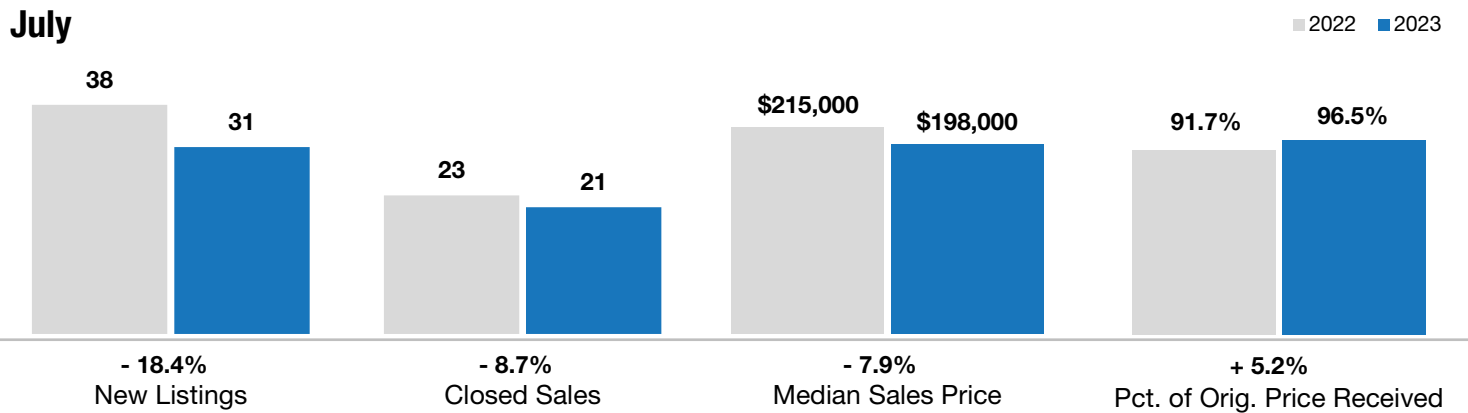


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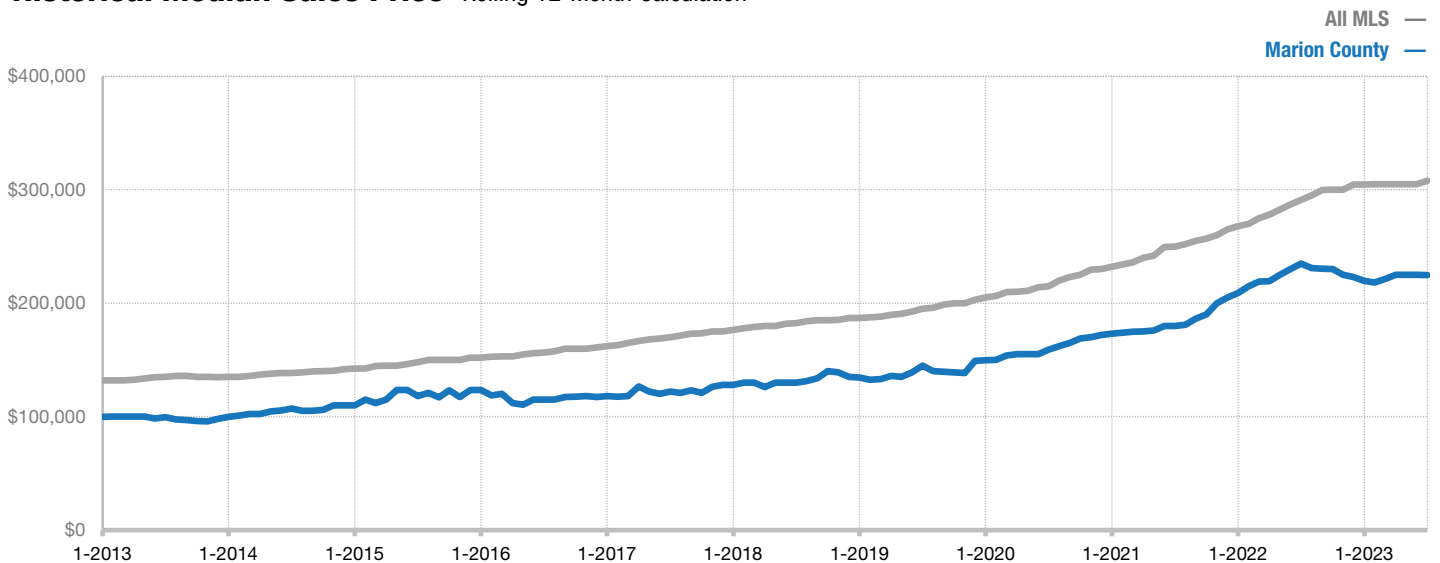
Marion County

Key Metrics	July			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	38	31	- 18.4%	231	200	- 13.4%
Closed Sales	23	21	- 8.7%	162	140	- 13.6%
Median Sales Price	\$215,000	\$198,000	- 7.9%	\$233,000	\$252,000	+ 8.2%
Pct. of Orig. Price Received	91.7%	96.5%	+ 5.2%	95.5%	93.8%	- 1.8%
Days on Market Until Sale	26	19	- 26.9%	32	47	+ 46.9%
Inventory of Homes for Sale	76	59	- 22.4%	--	--	--
Months Supply of Inventory	3.4	3.0	- 11.8%	--	--	--

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 – July 2023

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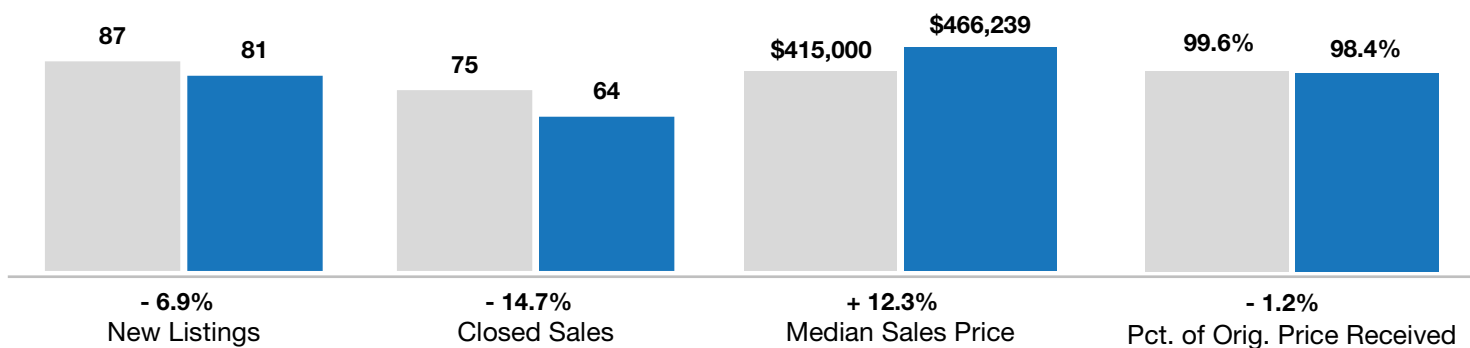
Ooltewah

Key Metrics	July			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	87	81	- 6.9%	686	548	- 20.1%
Closed Sales	75	64	- 14.7%	522	432	- 17.2%
Median Sales Price	\$415,000	\$466,239	+ 12.3%	\$438,332	\$441,060	+ 0.6%
Pct. of Orig. Price Received	99.6%	98.4%	- 1.2%	101.1%	98.2%	- 2.9%
Days on Market Until Sale	20	45	+ 125.0%	15	38	+ 153.3%
Inventory of Homes for Sale	128	162	+ 26.6%	--	--	--
Months Supply of Inventory	1.6	2.7	+ 68.8%	--	--	--

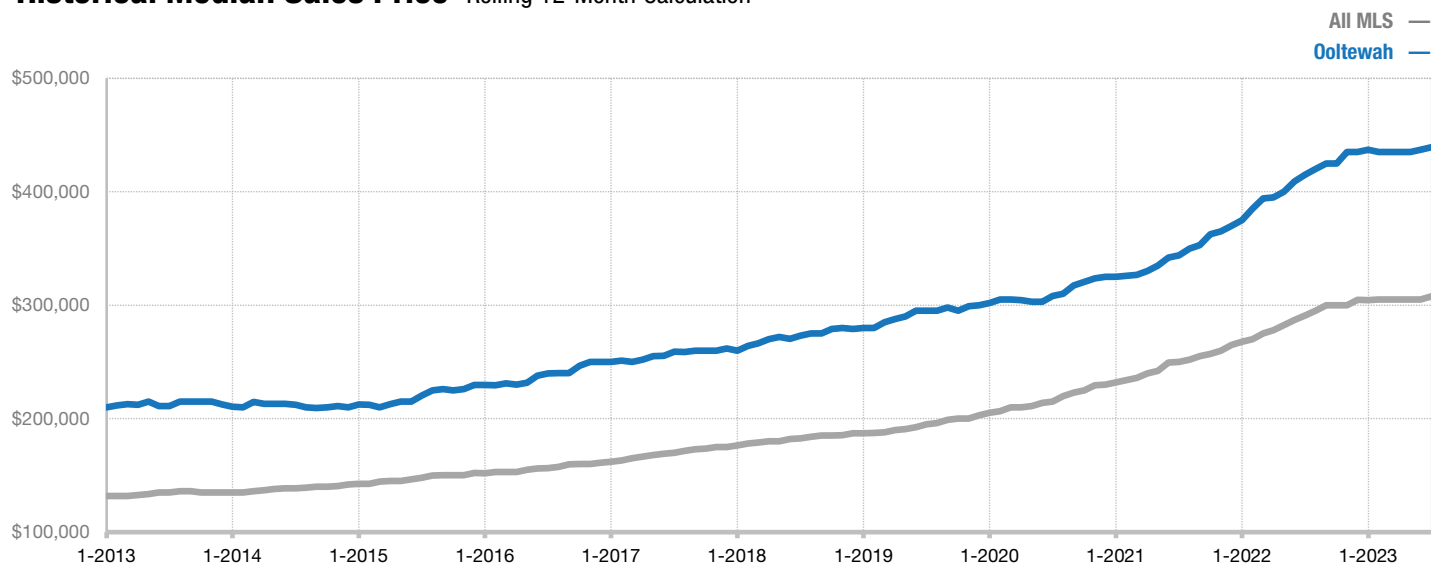
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July

■ 2022 ■ 2023



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – July 2023

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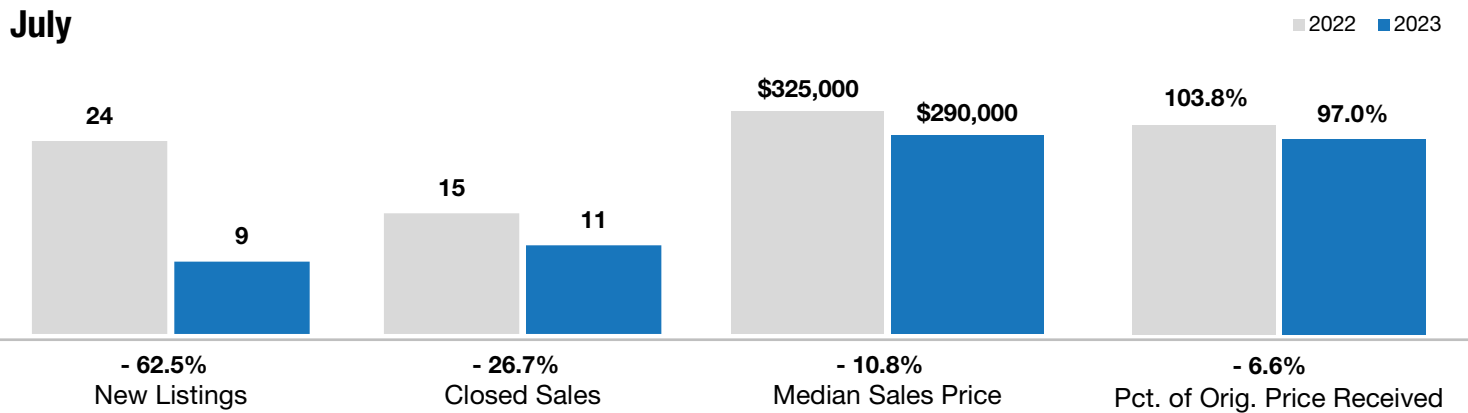


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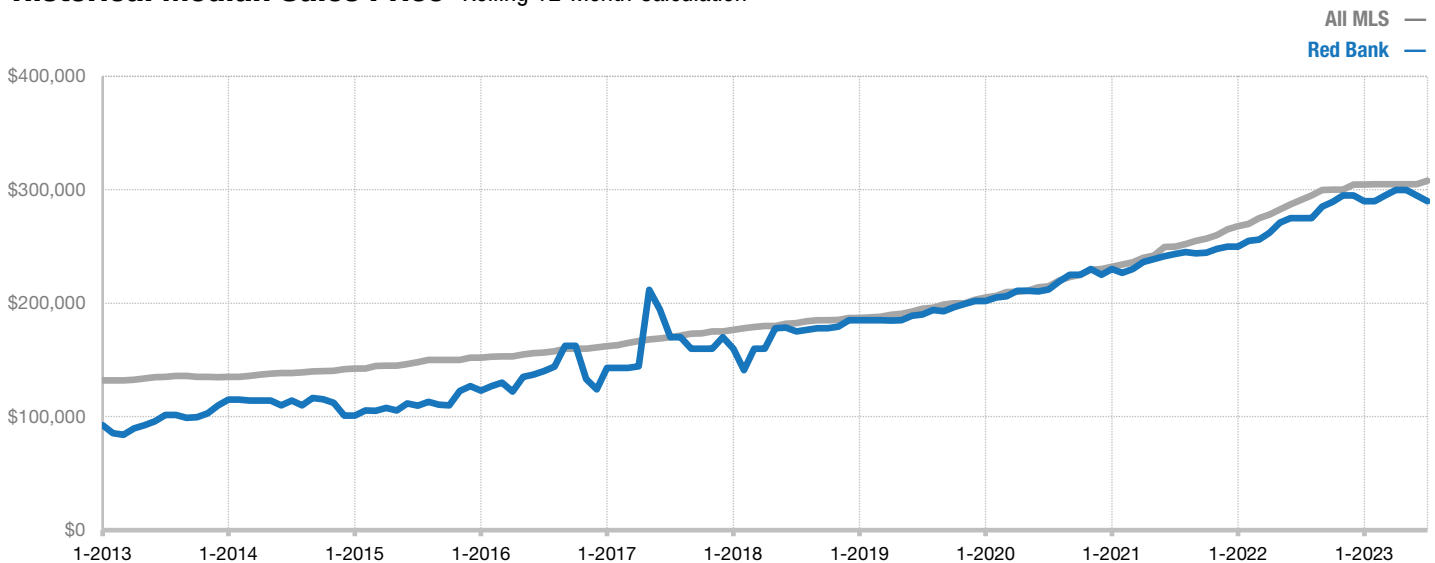
Red Bank

Key Metrics	July			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	24	9	- 62.5%	123	120	- 2.4%
Closed Sales	15	11	- 26.7%	98	96	- 2.0%
Median Sales Price	\$325,000	\$290,000	- 10.8%	\$292,500	\$285,000	- 2.6%
Pct. of Orig. Price Received	103.8%	97.0%	- 6.6%	103.0%	99.7%	- 3.2%
Days on Market Until Sale	7	12	+ 71.4%	9	18	+ 100.0%
Inventory of Homes for Sale	15	17	+ 13.3%	--	--	--
Months Supply of Inventory	1.0	1.3	+ 30.0%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – July 2023

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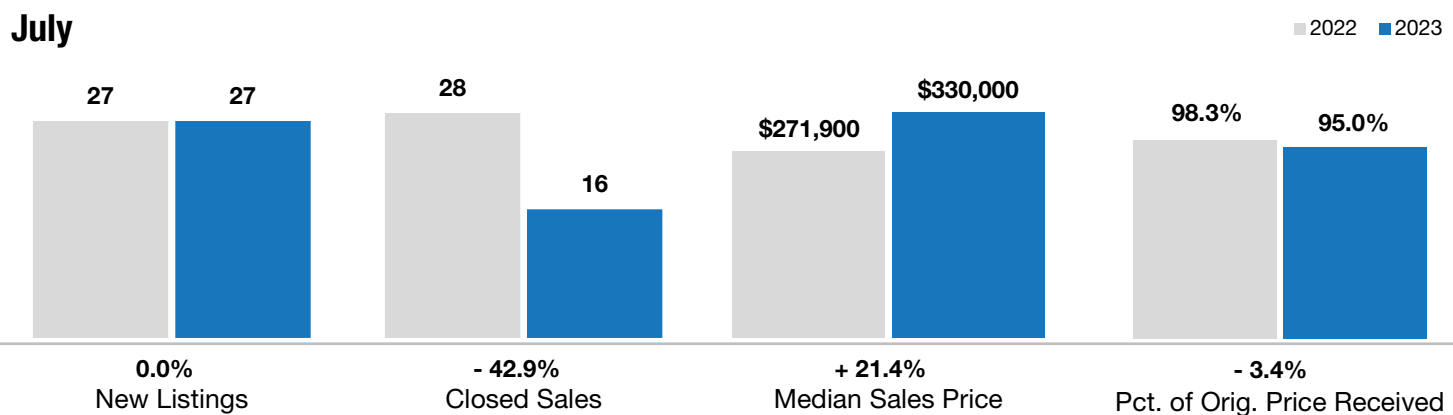


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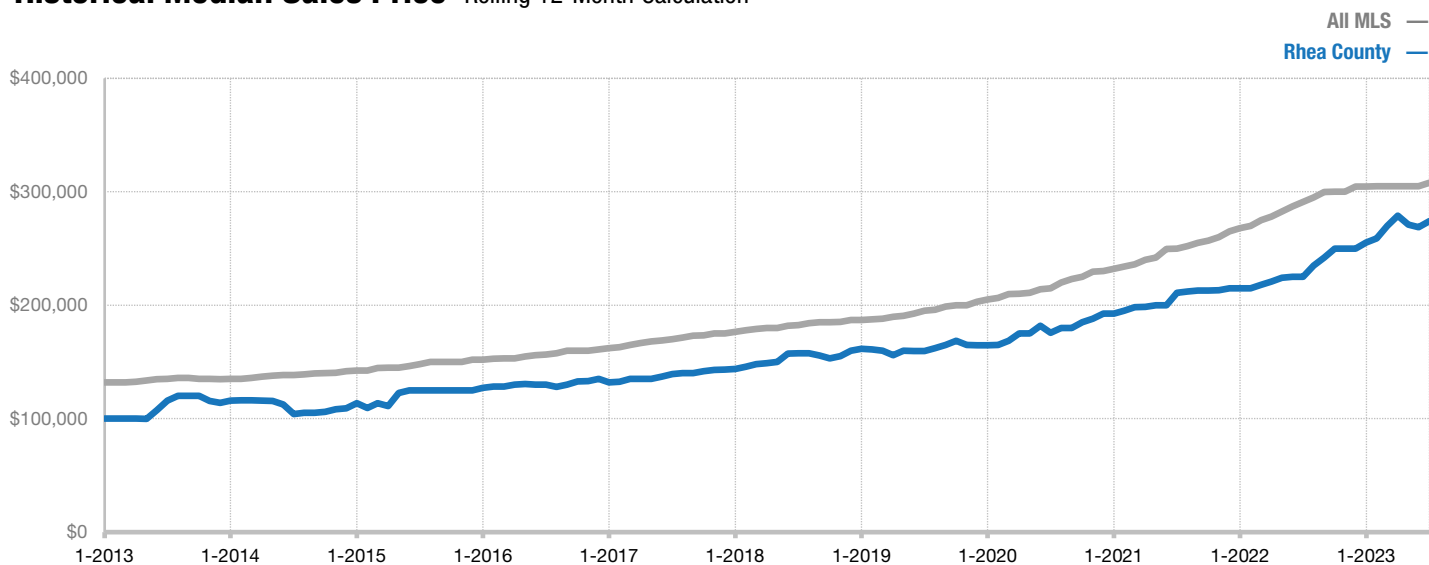
Rhea County

Key Metrics	July			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	27	27	0.0%	207	174	- 15.9%
Closed Sales	28	16	- 42.9%	165	130	- 21.2%
Median Sales Price	\$271,900	\$330,000	+ 21.4%	\$233,750	\$269,950	+ 15.5%
Pct. of Orig. Price Received	98.3%	95.0%	- 3.4%	97.8%	97.8%	0.0%
Days on Market Until Sale	17	32	+ 88.2%	22	34	+ 54.5%
Inventory of Homes for Sale	49	55	+ 12.2%	--	--	--
Months Supply of Inventory	2.0	2.9	+ 45.0%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – July 2023

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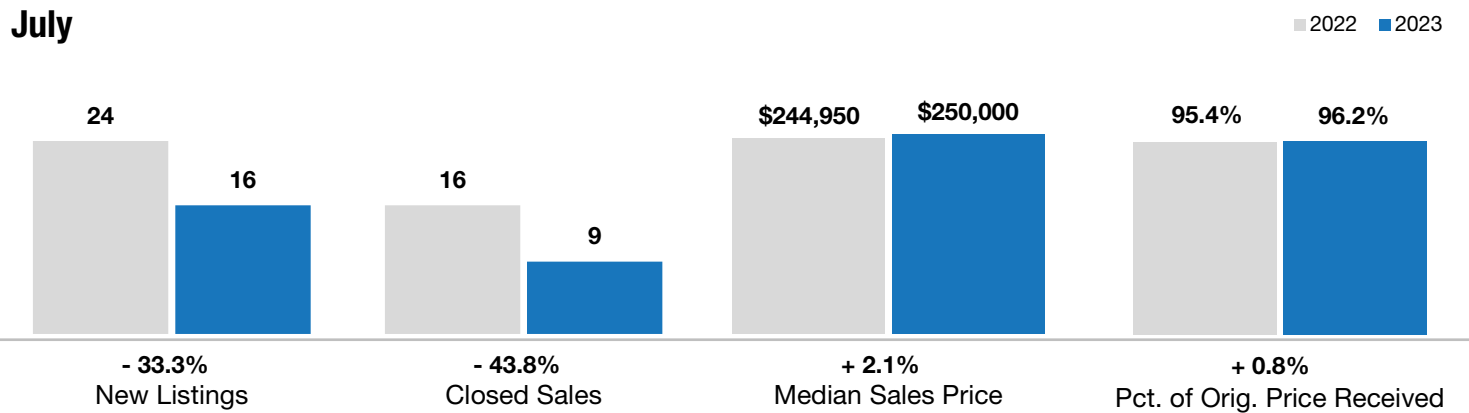


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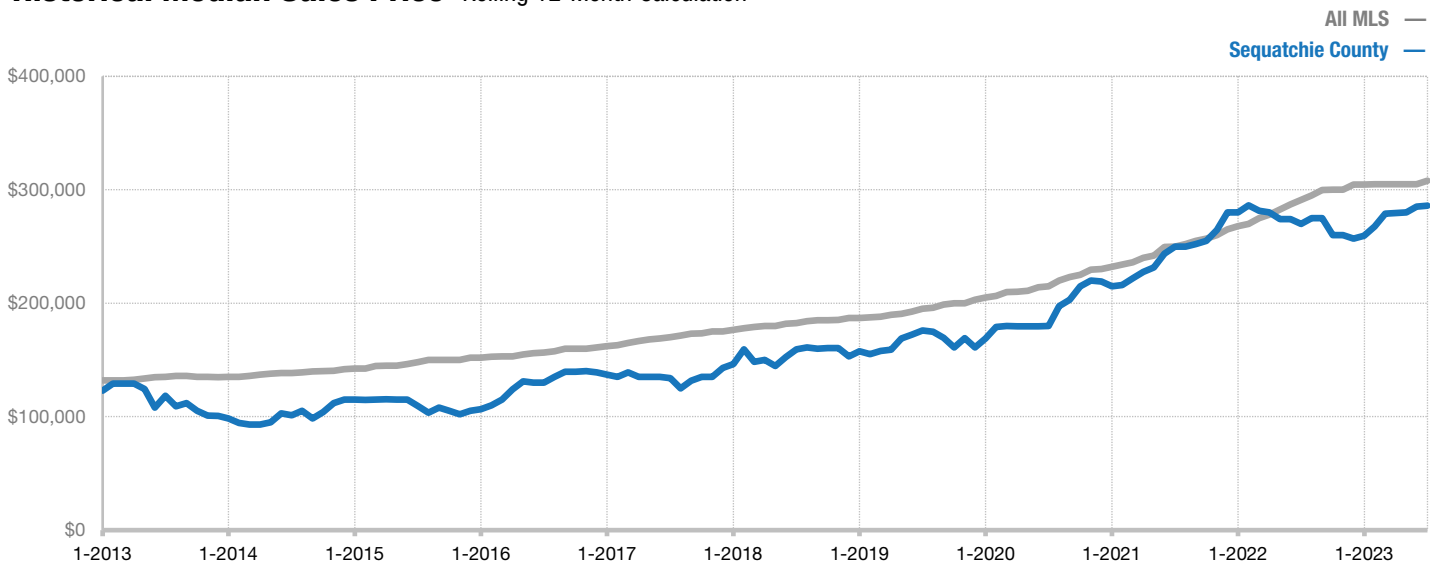
Sequatchie County

Key Metrics	July			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	24	16	- 33.3%	168	112	- 33.3%
Closed Sales	16	9	- 43.8%	112	98	- 12.5%
Median Sales Price	\$244,950	\$250,000	+ 2.1%	\$249,500	\$299,900	+ 20.2%
Pct. of Orig. Price Received	95.4%	96.2%	+ 0.8%	97.1%	94.1%	- 3.1%
Days on Market Until Sale	30	30	0.0%	28	45	+ 60.7%
Inventory of Homes for Sale	54	32	- 40.7%	--	--	--
Months Supply of Inventory	3.3	2.2	- 33.3%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – July 2023

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Signal Mountain

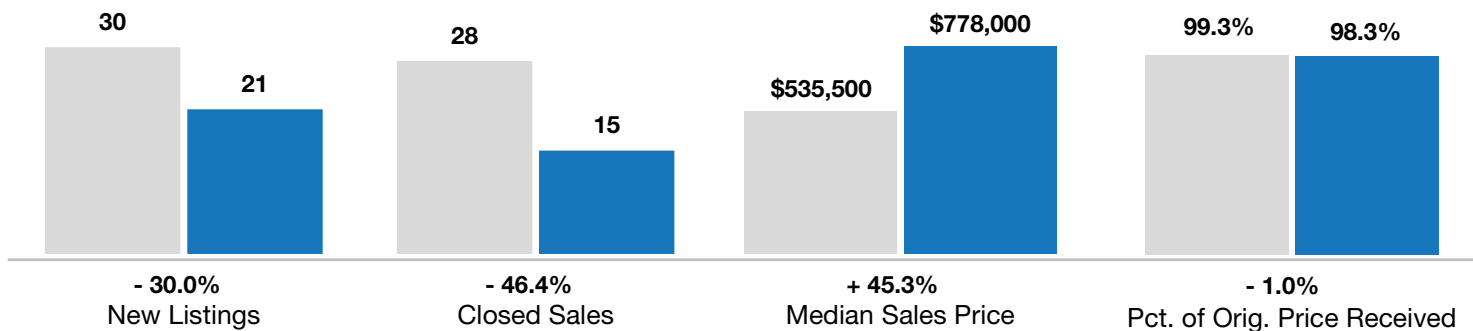
Hamilton County Only

Key Metrics	July			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	30	21	- 30.0%	221	150	- 32.1%
Closed Sales	28	15	- 46.4%	184	127	- 31.0%
Median Sales Price	\$535,500	\$778,000	+ 45.3%	\$537,063	\$651,153	+ 21.2%
Pct. of Orig. Price Received	99.3%	98.3%	- 1.0%	100.4%	96.7%	- 3.7%
Days on Market Until Sale	6	14	+ 133.3%	12	27	+ 125.0%
Inventory of Homes for Sale	40	26	- 35.0%	--	--	--
Months Supply of Inventory	1.5	1.3	- 13.3%	--	--	--

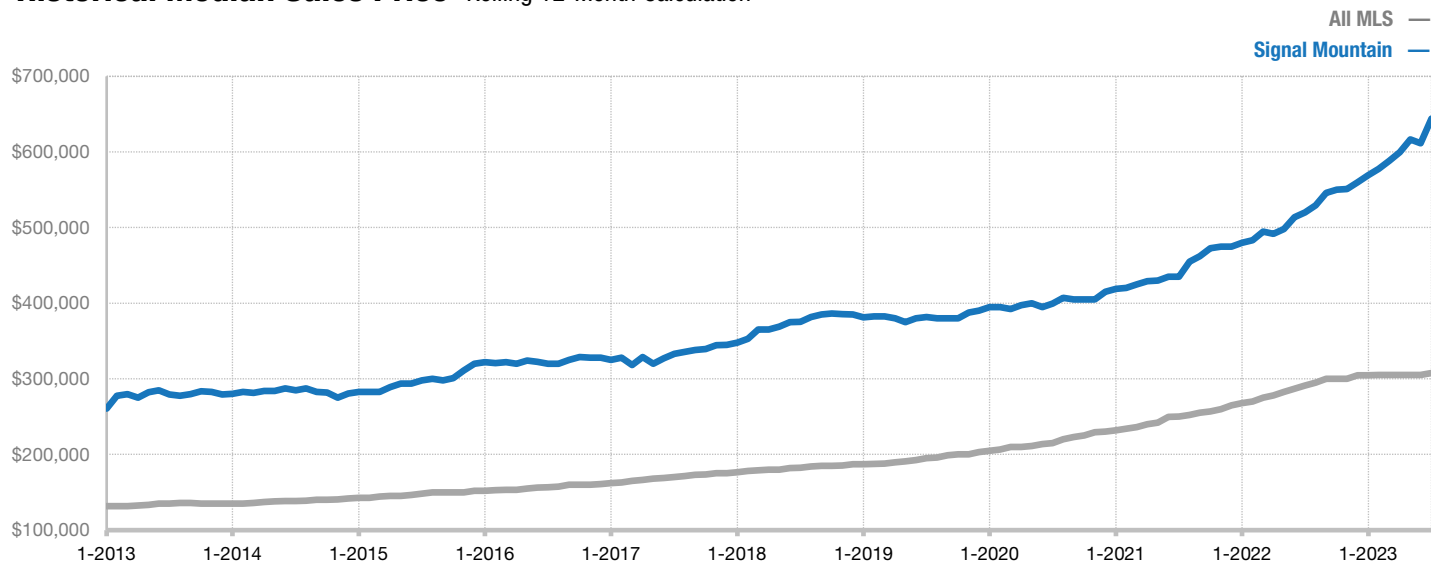
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July

■ 2022 ■ 2023



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – July 2023

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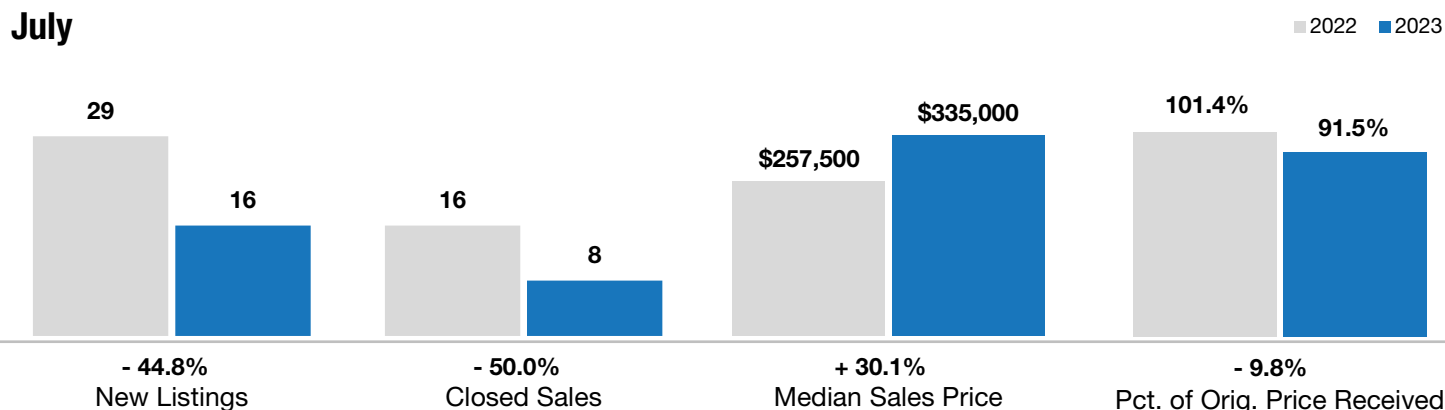
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St. Elmo / High Park / Avondale

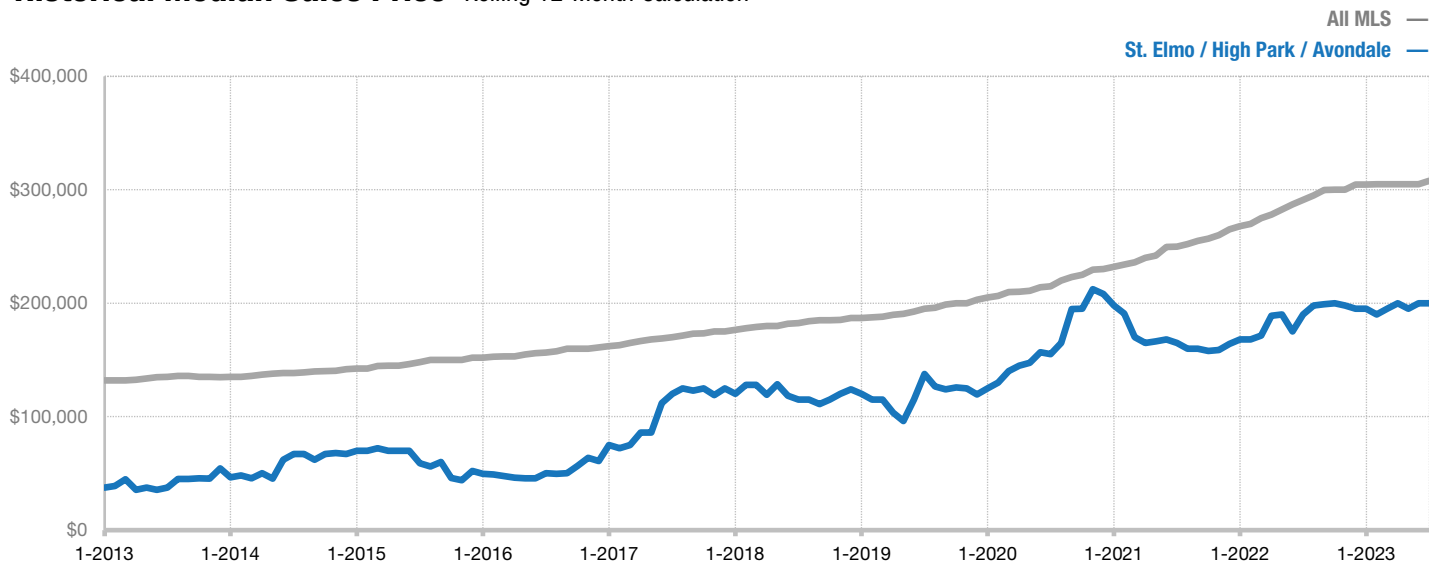
ZIP Codes: 37407, 37409 and 37410

Key Metrics	July			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	29	16	- 44.8%	166	119	- 28.3%
Closed Sales	16	8	- 50.0%	109	96	- 11.9%
Median Sales Price	\$257,500	\$335,000	+ 30.1%	\$199,900	\$207,500	+ 3.8%
Pct. of Orig. Price Received	101.4%	91.5%	- 9.8%	99.7%	95.2%	- 4.5%
Days on Market Until Sale	11	23	+ 109.1%	14	27	+ 92.9%
Inventory of Homes for Sale	37	23	- 37.8%	--	--	--
Months Supply of Inventory	1.6	1.6	0.0%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – July 2023

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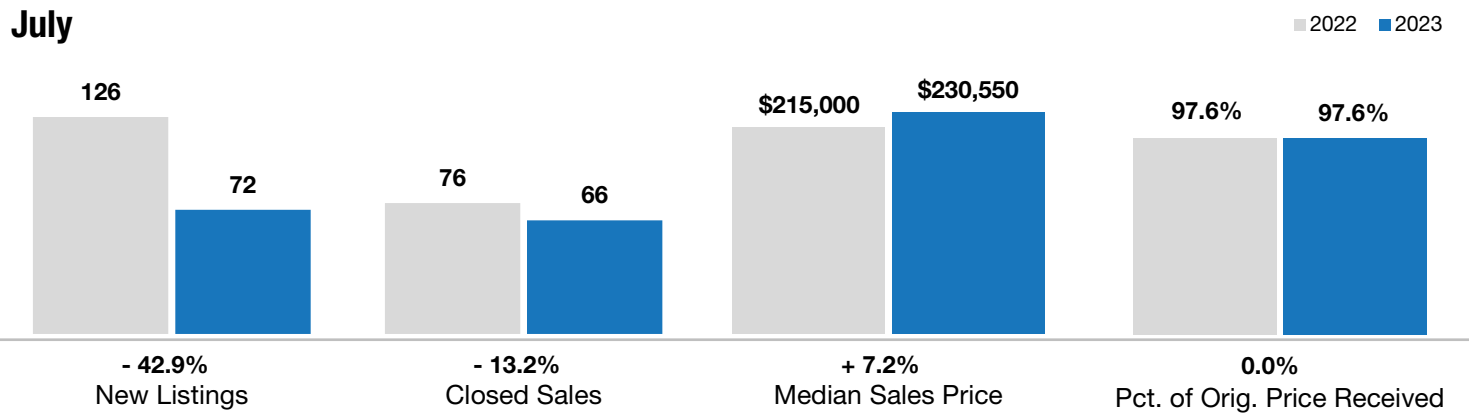


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Walker County

Key Metrics	July			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	126	72	- 42.9%	704	599	- 14.9%
Closed Sales	76	66	- 13.2%	541	446	- 17.6%
Median Sales Price	\$215,000	\$230,550	+ 7.2%	\$217,500	\$227,250	+ 4.5%
Pct. of Orig. Price Received	97.6%	97.6%	0.0%	98.4%	96.5%	- 1.9%
Days on Market Until Sale	13	21	+ 61.5%	16	30	+ 87.5%
Inventory of Homes for Sale	161	118	- 26.7%	--	--	--
Months Supply of Inventory	1.9	1.7	- 10.5%	--	--	--

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

