

Local Market Update – September 2023

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



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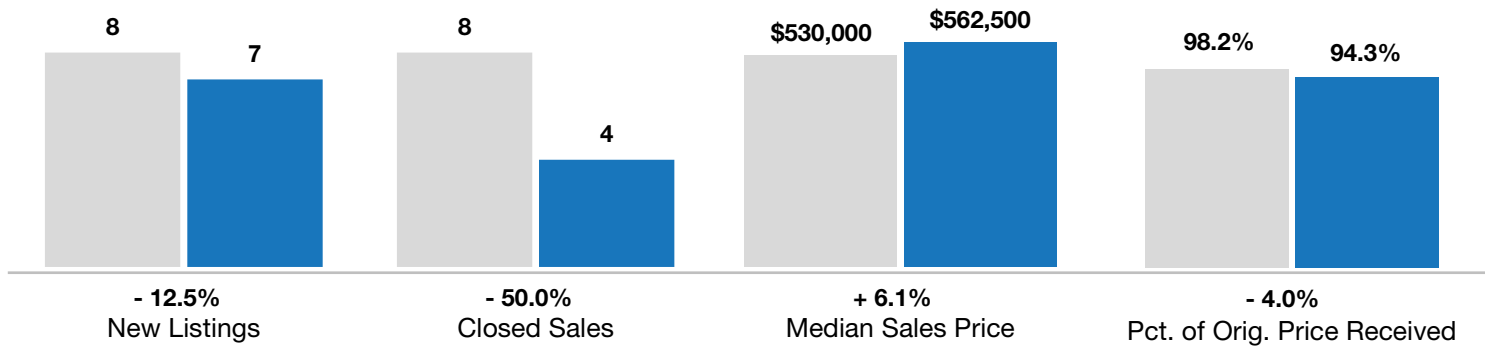
Apison

| Key Metrics | September | | | YTD | | |
|------------------------------|-----------|-----------|----------------|-----------|-----------|----------------|
| | 2022 | 2023 | Percent Change | 2022 | 2023 | Percent Change |
| New Listings | 8 | 7 | - 12.5% | 152 | 84 | - 44.7% |
| Closed Sales | 8 | 4 | - 50.0% | 133 | 72 | - 45.9% |
| Median Sales Price | \$530,000 | \$562,500 | + 6.1% | \$515,000 | \$555,000 | + 7.8% |
| Pct. of Orig. Price Received | 98.2% | 94.3% | - 4.0% | 99.8% | 99.2% | - 0.6% |
| Days on Market Until Sale | 11 | 144 | + 1,209.1% | 19 | 77 | + 305.3% |
| Inventory of Homes for Sale | 33 | 32 | - 3.0% | -- | -- | -- |
| Months Supply of Inventory | 2.5 | 4.1 | + 64.0% | -- | -- | -- |

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

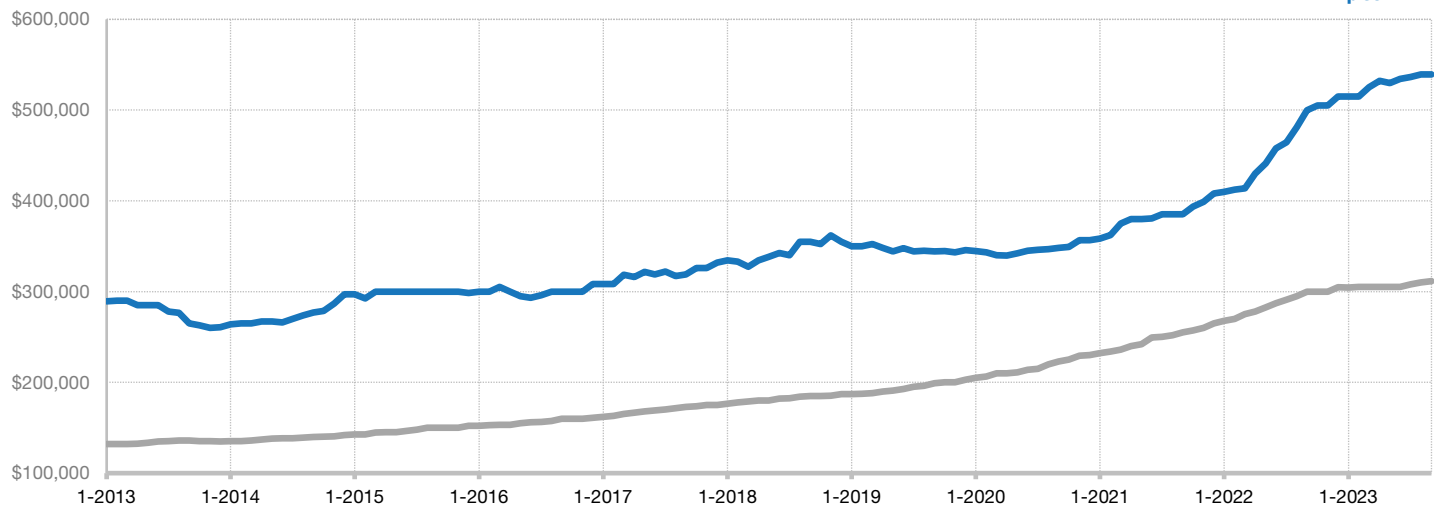
September

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Historical Median Sales Price Rolling 12-Month Calculation

— All MLS —
— Apison —



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Bakewell / Lakesite / Sale Creek / Soddy

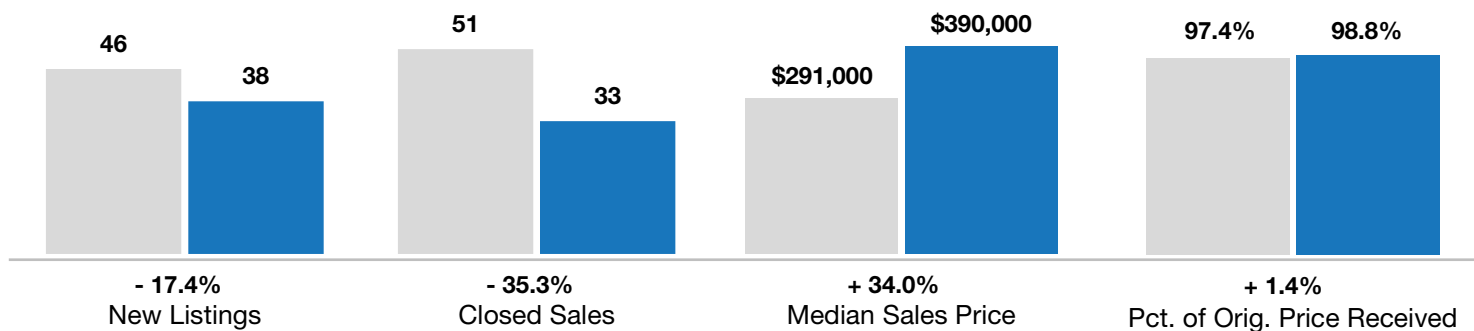
ZIP Codes: 37379 and 37384

| Key Metrics | September | | | YTD | | |
|------------------------------|-----------|-----------|----------------|-----------|-----------|----------------|
| | 2022 | 2023 | Percent Change | 2022 | 2023 | Percent Change |
| New Listings | 46 | 38 | - 17.4% | 491 | 371 | - 24.4% |
| Closed Sales | 51 | 33 | - 35.3% | 406 | 318 | - 21.7% |
| Median Sales Price | \$291,000 | \$390,000 | + 34.0% | \$329,800 | \$350,000 | + 6.1% |
| Pct. of Orig. Price Received | 97.4% | 98.8% | + 1.4% | 99.2% | 98.1% | - 1.1% |
| Days on Market Until Sale | 18 | 30 | + 66.7% | 15 | 30 | + 100.0% |
| Inventory of Homes for Sale | 72 | 60 | - 16.7% | -- | -- | -- |
| Months Supply of Inventory | 1.6 | 1.6 | 0.0% | -- | -- | -- |

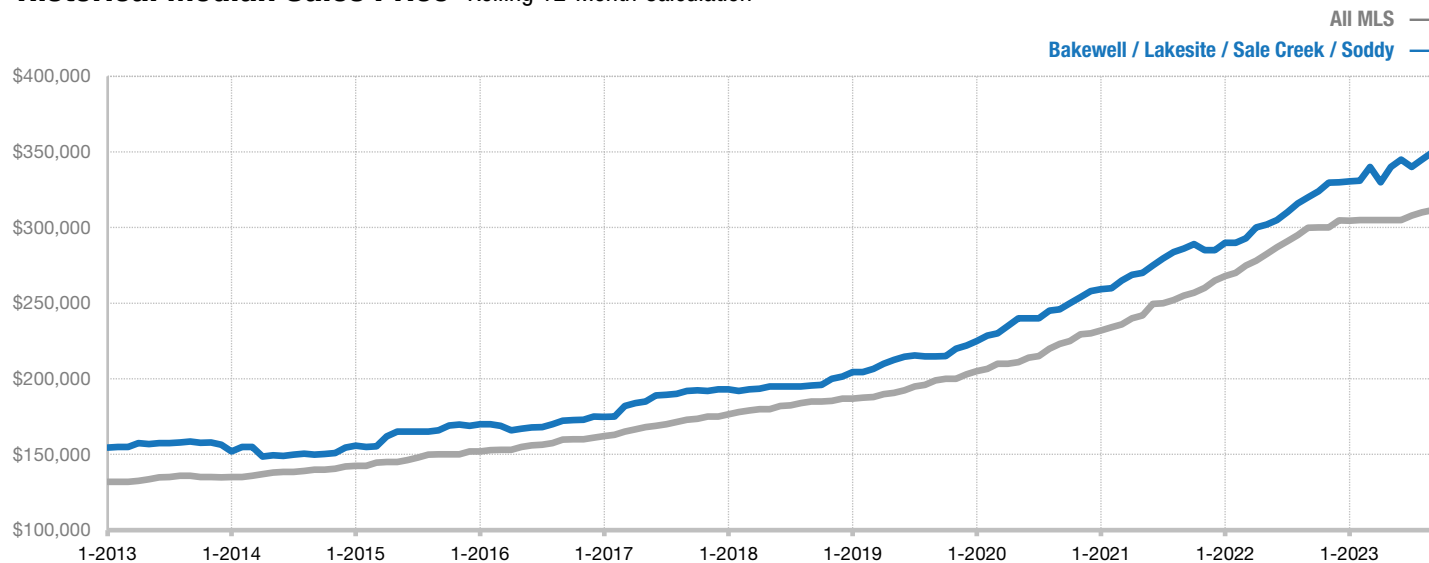
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

September

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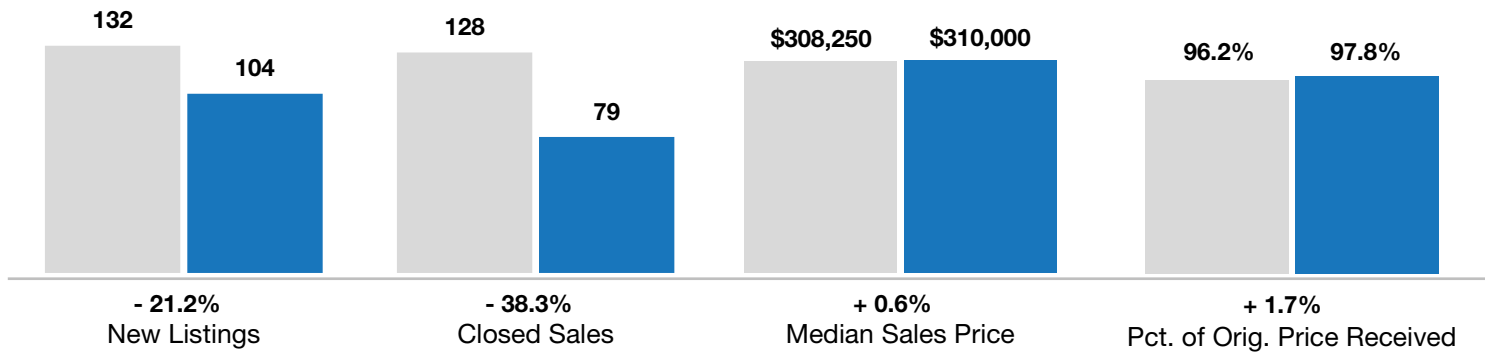
Bradley County

| Key Metrics | September | | | YTD | | |
|------------------------------|-----------|-----------|----------------|-----------|-----------|----------------|
| | 2022 | 2023 | Percent Change | 2022 | 2023 | Percent Change |
| New Listings | 132 | 104 | - 21.2% | 1,203 | 935 | - 22.3% |
| Closed Sales | 128 | 79 | - 38.3% | 867 | 788 | - 9.1% |
| Median Sales Price | \$308,250 | \$310,000 | + 0.6% | \$300,000 | \$310,000 | + 3.3% |
| Pct. of Orig. Price Received | 96.2% | 97.8% | + 1.7% | 98.0% | 96.4% | - 1.6% |
| Days on Market Until Sale | 23 | 27 | + 17.4% | 17 | 41 | + 141.2% |
| Inventory of Homes for Sale | 279 | 165 | - 40.9% | -- | -- | -- |
| Months Supply of Inventory | 2.4 | 1.8 | - 25.0% | -- | -- | -- |

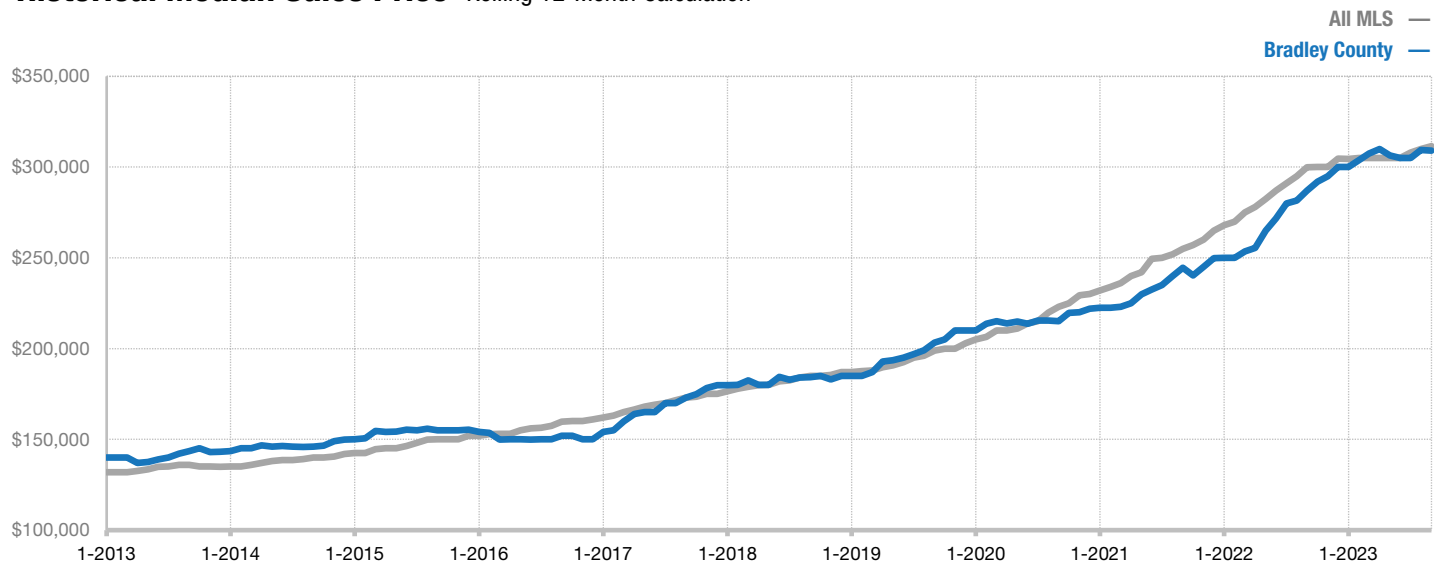
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

September

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – September 2023

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Brainerd

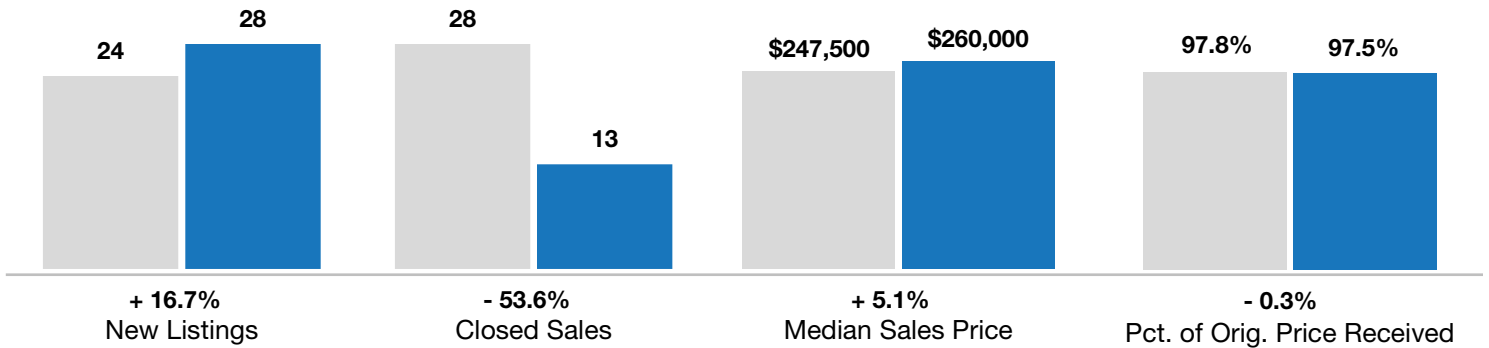
Includes the Ridgeside Community

| Key Metrics | September | | | YTD | | |
|------------------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| | 2022 | 2023 | Percent Change | 2022 | 2023 | Percent Change |
| New Listings | 24 | 28 | + 16.7% | 253 | 268 | + 5.9% |
| Closed Sales | 28 | 13 | - 53.6% | 239 | 211 | - 11.7% |
| Median Sales Price | \$247,500 | \$260,000 | + 5.1% | \$235,000 | \$240,000 | + 2.1% |
| Pct. of Orig. Price Received | 97.8% | 97.5% | - 0.3% | 99.1% | 98.0% | - 1.1% |
| Days on Market Until Sale | 18 | 22 | + 22.2% | 14 | 19 | + 35.7% |
| Inventory of Homes for Sale | 24 | 39 | + 62.5% | -- | -- | -- |
| Months Supply of Inventory | 0.9 | 1.8 | + 100.0% | -- | -- | -- |

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

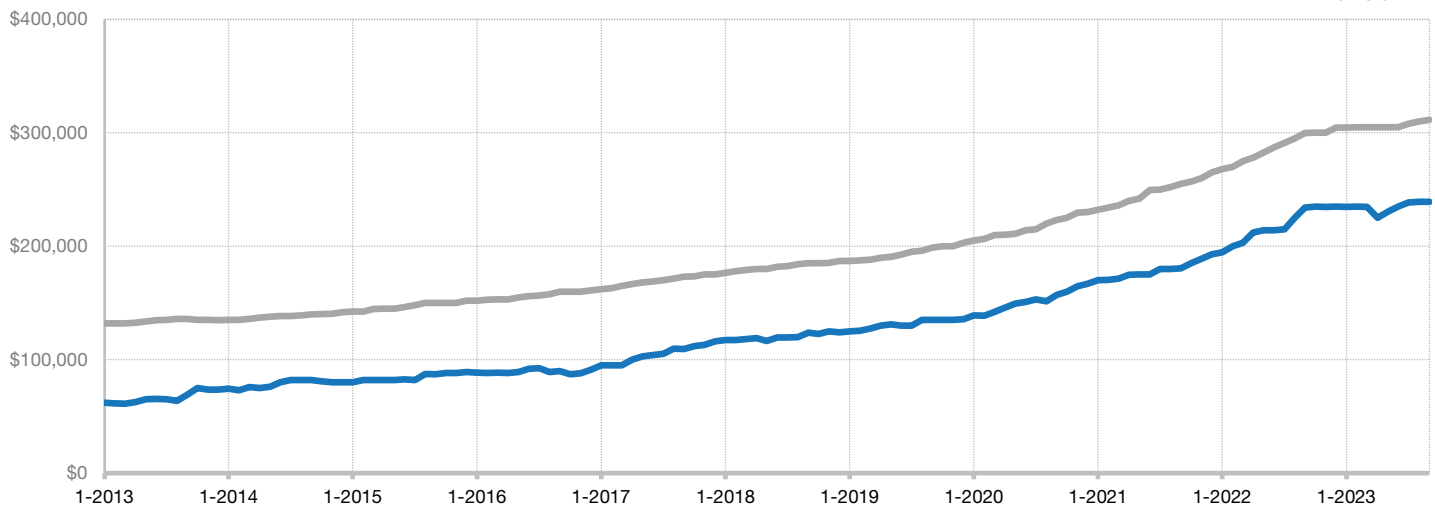
September

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Historical Median Sales Price Rolling 12-Month Calculation

All MLS —
Brainerd —



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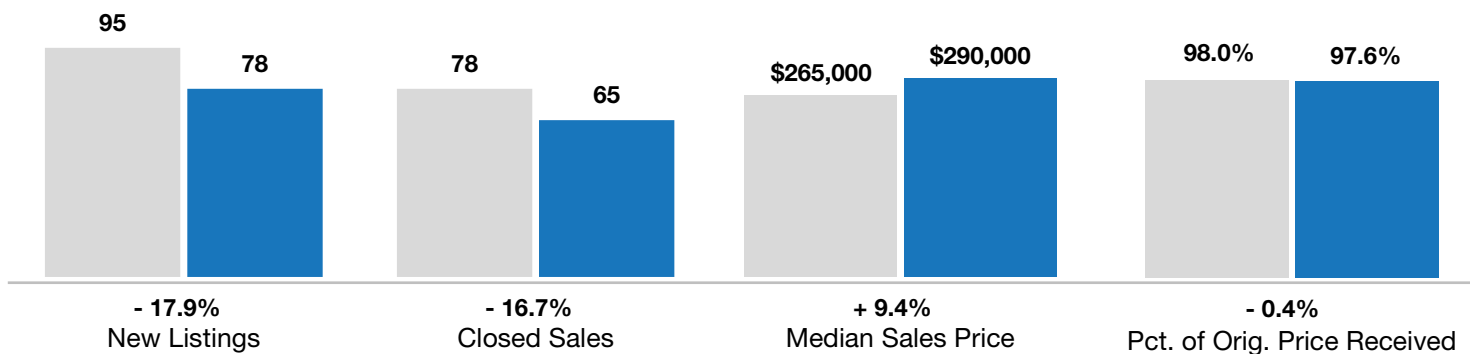
Catoosa County

| Key Metrics | September | | | YTD | | |
|------------------------------|-----------|-----------|----------------|-----------|-----------|----------------|
| | 2022 | 2023 | Percent Change | 2022 | 2023 | Percent Change |
| New Listings | 95 | 78 | - 17.9% | 927 | 796 | - 14.1% |
| Closed Sales | 78 | 65 | - 16.7% | 733 | 610 | - 16.8% |
| Median Sales Price | \$265,000 | \$290,000 | + 9.4% | \$269,500 | \$287,450 | + 6.7% |
| Pct. of Orig. Price Received | 98.0% | 97.6% | - 0.4% | 99.2% | 97.2% | - 2.0% |
| Days on Market Until Sale | 17 | 31 | + 82.4% | 13 | 35 | + 169.2% |
| Inventory of Homes for Sale | 175 | 155 | - 11.4% | -- | -- | -- |
| Months Supply of Inventory | 2.1 | 2.4 | + 14.3% | -- | -- | -- |

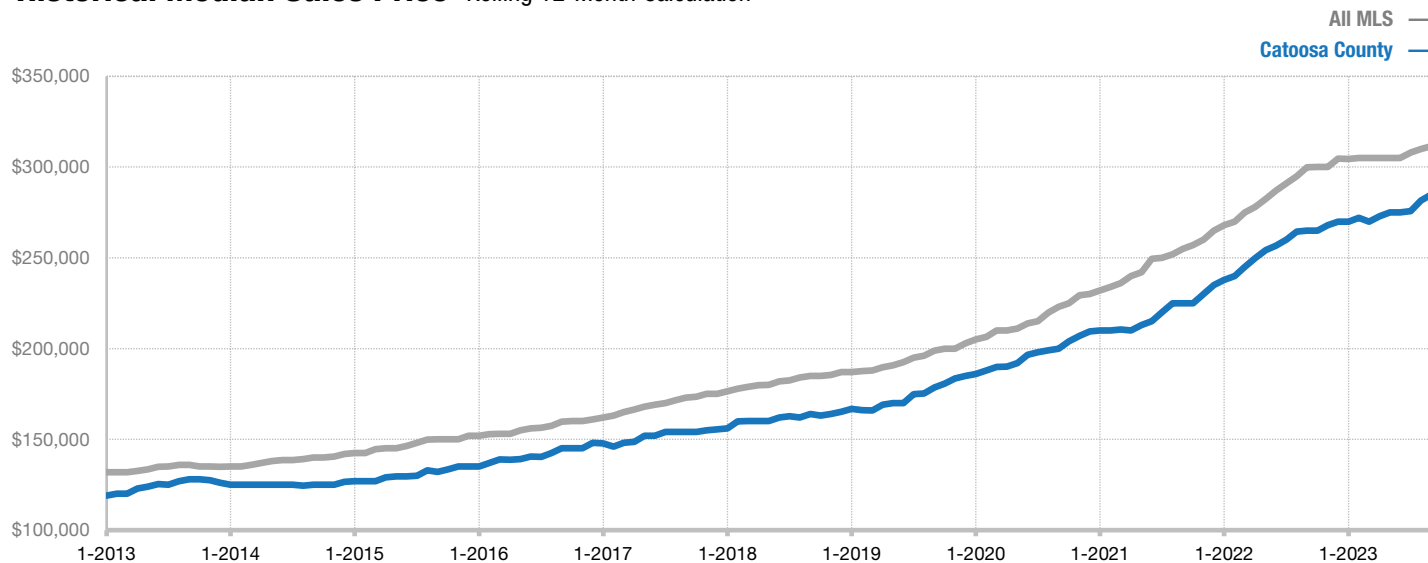
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

September

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Historical Median Sales Price Rolling 12-Month Calculation



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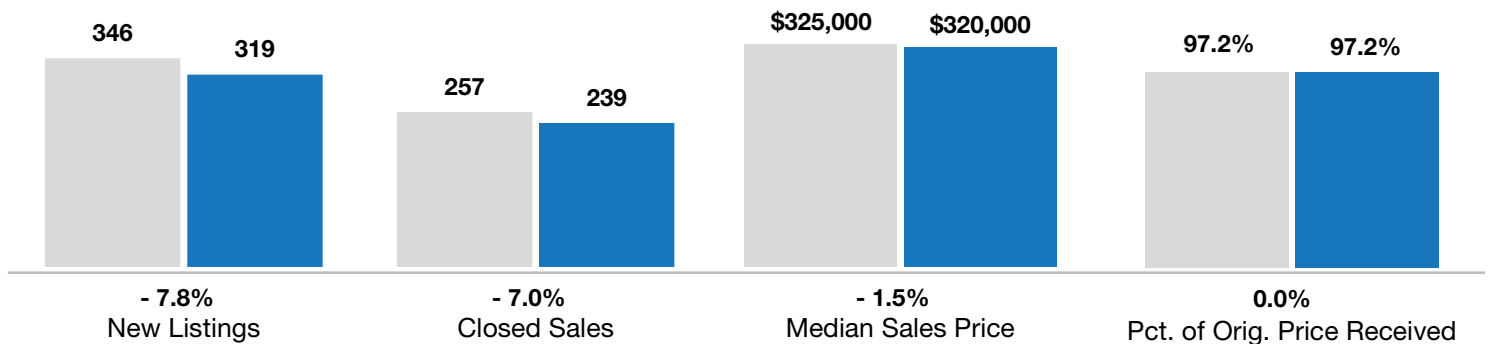
Chattanooga

| Key Metrics | September | | | YTD | | |
|------------------------------|-----------|-----------|----------------|-----------|-----------|----------------|
| | 2022 | 2023 | Percent Change | 2022 | 2023 | Percent Change |
| New Listings | 346 | 319 | - 7.8% | 3,382 | 3,012 | - 10.9% |
| Closed Sales | 257 | 239 | - 7.0% | 2,719 | 2,310 | - 15.0% |
| Median Sales Price | \$325,000 | \$320,000 | - 1.5% | \$310,000 | \$320,000 | + 3.2% |
| Pct. of Orig. Price Received | 97.2% | 97.2% | 0.0% | 100.1% | 97.4% | - 2.7% |
| Days on Market Until Sale | 22 | 24 | + 9.1% | 14 | 26 | + 85.7% |
| Inventory of Homes for Sale | 560 | 554 | - 1.1% | -- | -- | -- |
| Months Supply of Inventory | 1.8 | 2.0 | + 11.1% | -- | -- | -- |

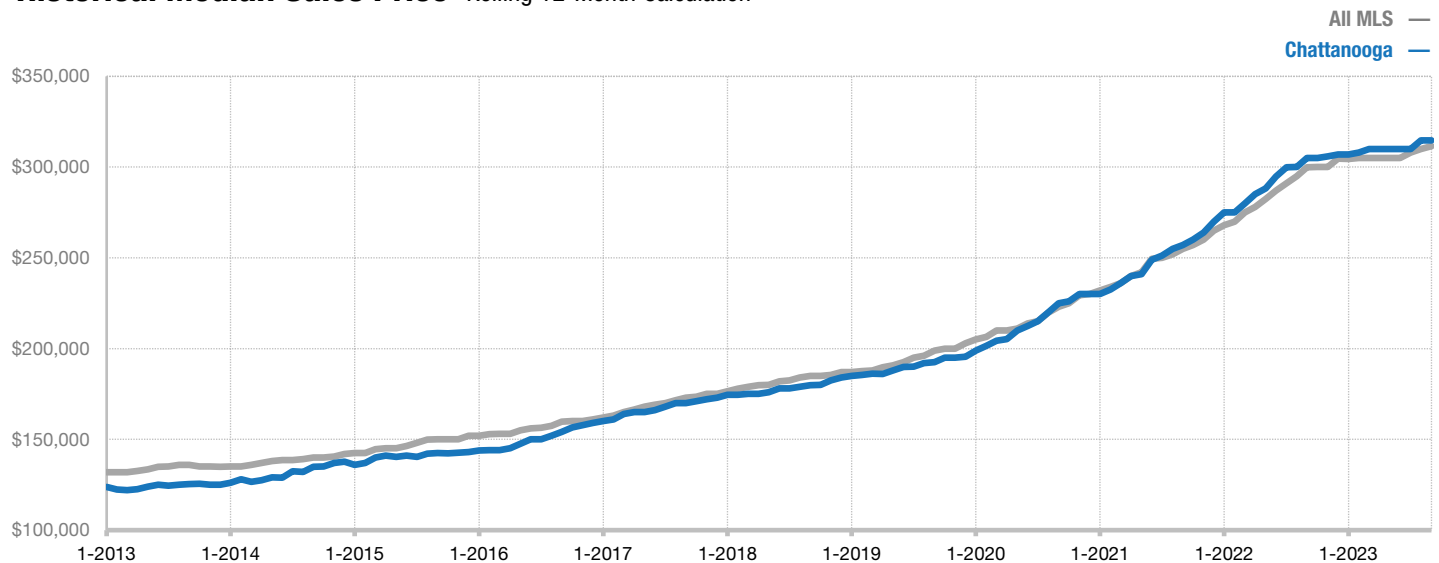
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September

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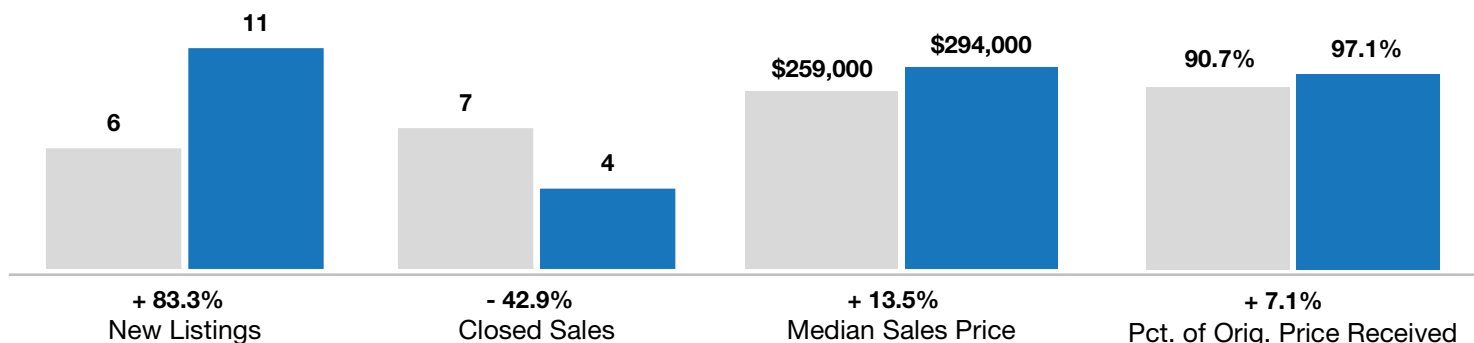
Chattooga County

| Key Metrics | September | | | YTD | | |
|------------------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| | 2022 | 2023 | Percent Change | 2022 | 2023 | Percent Change |
| New Listings | 6 | 11 | + 83.3% | 102 | 76 | - 25.5% |
| Closed Sales | 7 | 4 | - 42.9% | 95 | 56 | - 41.1% |
| Median Sales Price | \$259,000 | \$294,000 | + 13.5% | \$187,000 | \$194,250 | + 3.9% |
| Pct. of Orig. Price Received | 90.7% | 97.1% | + 7.1% | 97.1% | 95.7% | - 1.4% |
| Days on Market Until Sale | 19 | 57 | + 200.0% | 17 | 33 | + 94.1% |
| Inventory of Homes for Sale | 12 | 21 | + 75.0% | -- | -- | -- |
| Months Supply of Inventory | 1.3 | 3.4 | + 161.5% | -- | -- | -- |

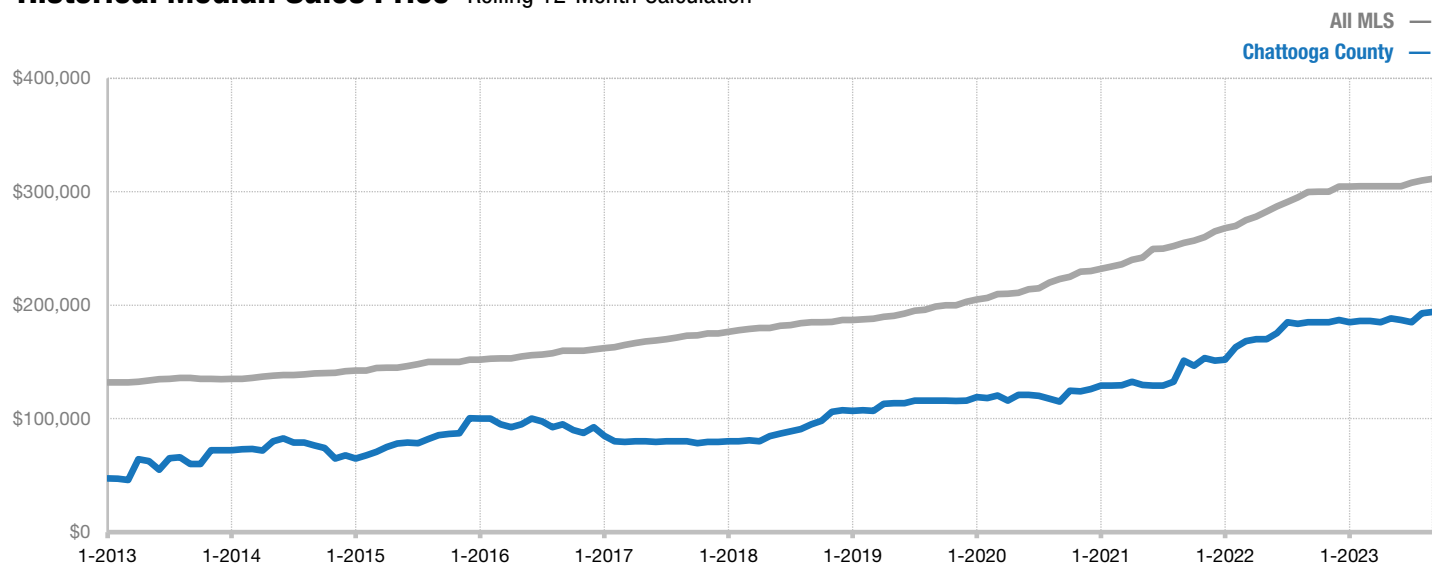
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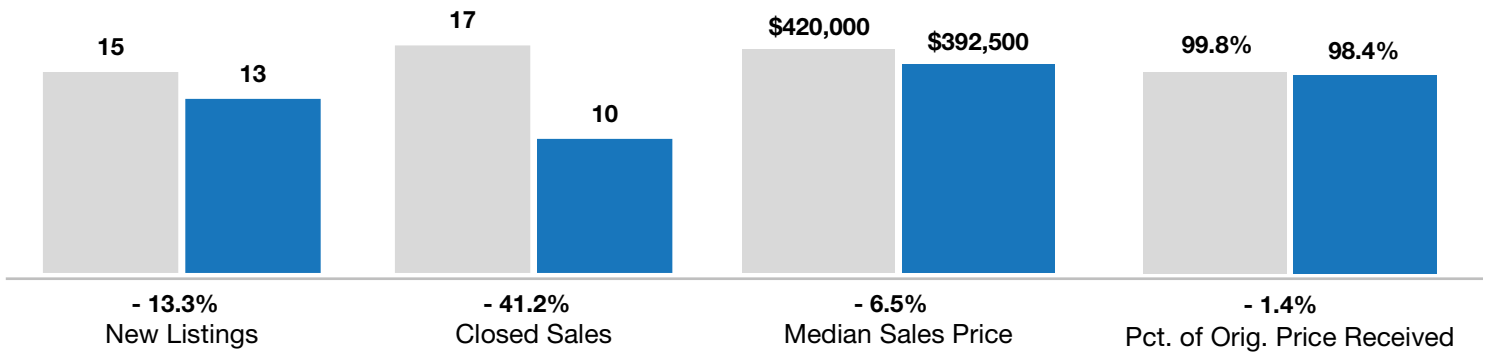
Collegedale

| Key Metrics | September | | | YTD | | |
|------------------------------|-----------|-----------|----------------|-----------|-----------|----------------|
| | 2022 | 2023 | Percent Change | 2022 | 2023 | Percent Change |
| New Listings | 15 | 13 | - 13.3% | 136 | 107 | - 21.3% |
| Closed Sales | 17 | 10 | - 41.2% | 104 | 85 | - 18.3% |
| Median Sales Price | \$420,000 | \$392,500 | - 6.5% | \$439,450 | \$459,678 | + 4.6% |
| Pct. of Orig. Price Received | 99.8% | 98.4% | - 1.4% | 99.9% | 97.8% | - 2.1% |
| Days on Market Until Sale | 35 | 22 | - 37.1% | 28 | 80 | + 185.7% |
| Inventory of Homes for Sale | 43 | 33 | - 23.3% | -- | -- | -- |
| Months Supply of Inventory | 3.6 | 3.7 | + 2.8% | -- | -- | -- |

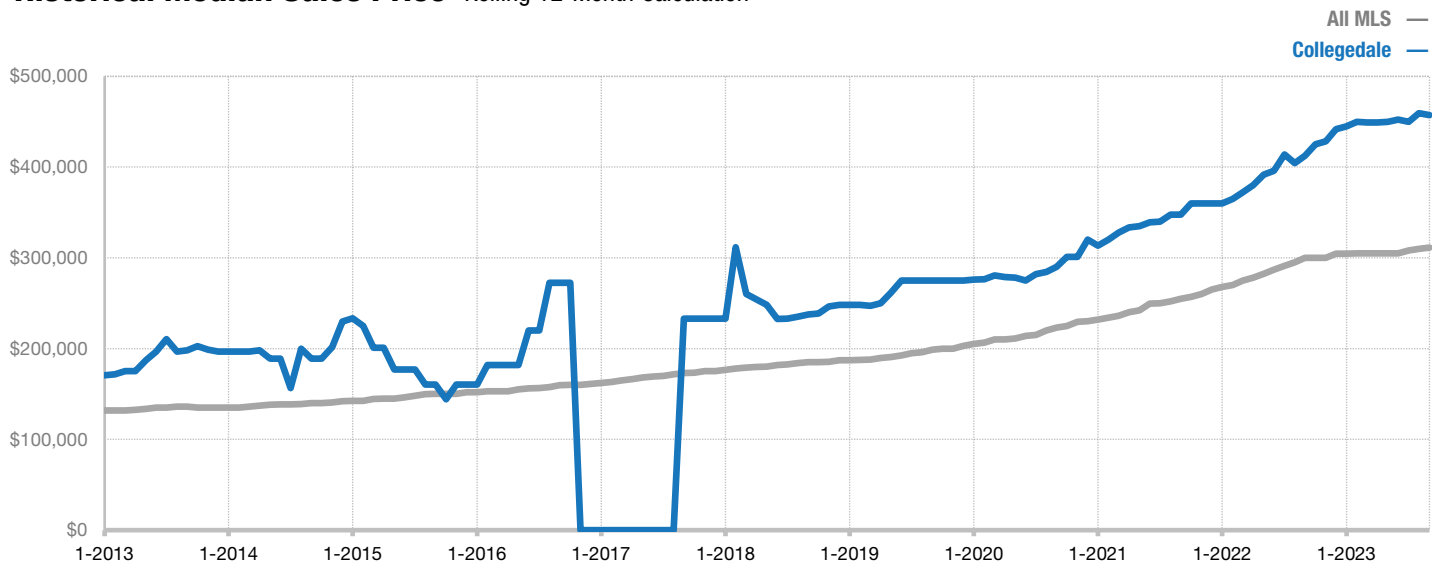
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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Historical Median Sales Price Rolling 12-Month Calculation



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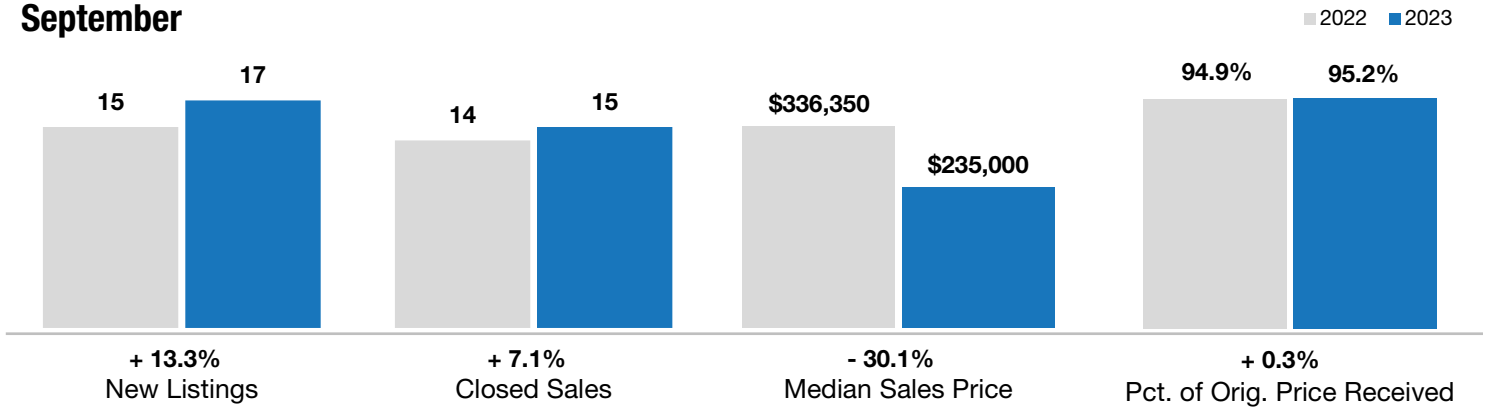
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Dade County

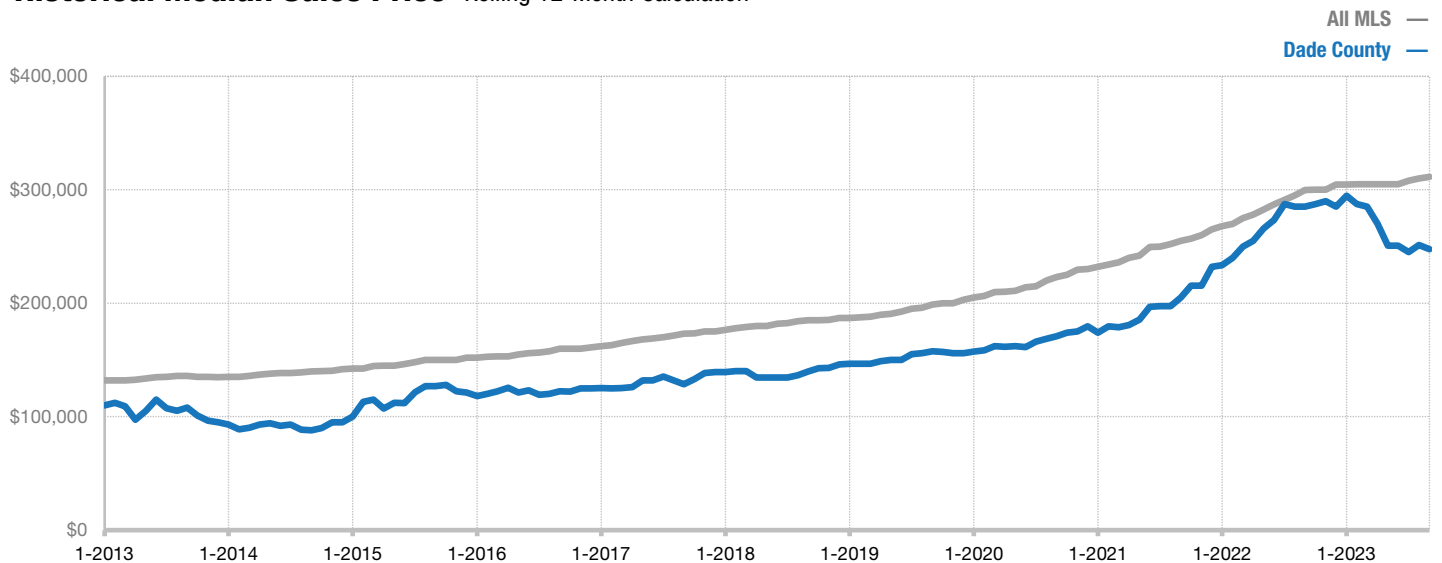
| Key Metrics | September | | | YTD | | |
|------------------------------|-----------|-----------|----------------|-----------|-----------|----------------|
| | 2022 | 2023 | Percent Change | 2022 | 2023 | Percent Change |
| New Listings | 15 | 17 | + 13.3% | 195 | 148 | - 24.1% |
| Closed Sales | 14 | 15 | + 7.1% | 166 | 117 | - 29.5% |
| Median Sales Price | \$336,350 | \$235,000 | - 30.1% | \$294,450 | \$250,000 | - 15.1% |
| Pct. of Orig. Price Received | 94.9% | 95.2% | + 0.3% | 97.3% | 94.7% | - 2.7% |
| Days on Market Until Sale | 39 | 33 | - 15.4% | 33 | 39 | + 18.2% |
| Inventory of Homes for Sale | 37 | 34 | - 8.1% | -- | -- | -- |
| Months Supply of Inventory | 2.2 | 2.8 | + 27.3% | -- | -- | -- |

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

September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – September 2023

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Downtown Chattanooga

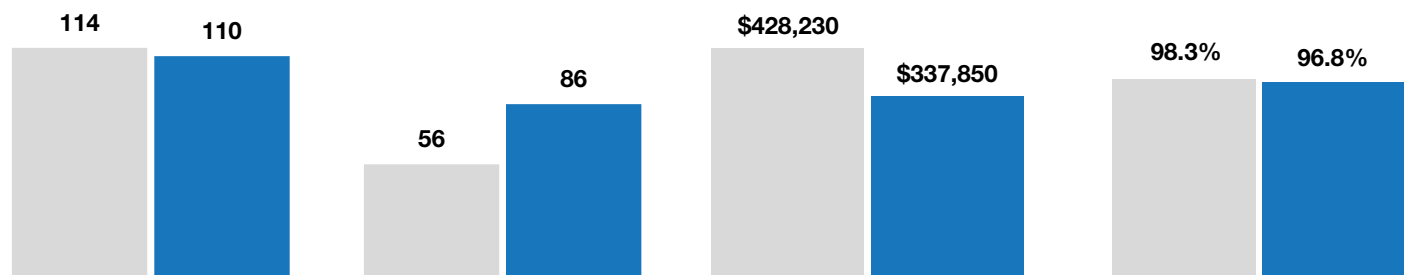
ZIP Codes: 37402, 37403, 37404, 37405, 37406, 37408 and 37450

| Key Metrics | September | | | YTD | | |
|------------------------------|-----------|-----------|----------------|-----------|-----------|----------------|
| | 2022 | 2023 | Percent Change | 2022 | 2023 | Percent Change |
| New Listings | 114 | 110 | - 3.5% | 994 | 1,080 | + 8.7% |
| Closed Sales | 56 | 86 | + 53.6% | 773 | 713 | - 7.8% |
| Median Sales Price | \$428,230 | \$337,850 | - 21.1% | \$329,737 | \$349,900 | + 6.1% |
| Pct. of Orig. Price Received | 98.3% | 96.8% | - 1.5% | 99.9% | 96.3% | - 3.6% |
| Days on Market Until Sale | 39 | 28 | - 28.2% | 20 | 31 | + 55.0% |
| Inventory of Homes for Sale | 210 | 261 | + 24.3% | -- | -- | -- |
| Months Supply of Inventory | 2.6 | 2.8 | + 7.7% | -- | -- | -- |

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

September

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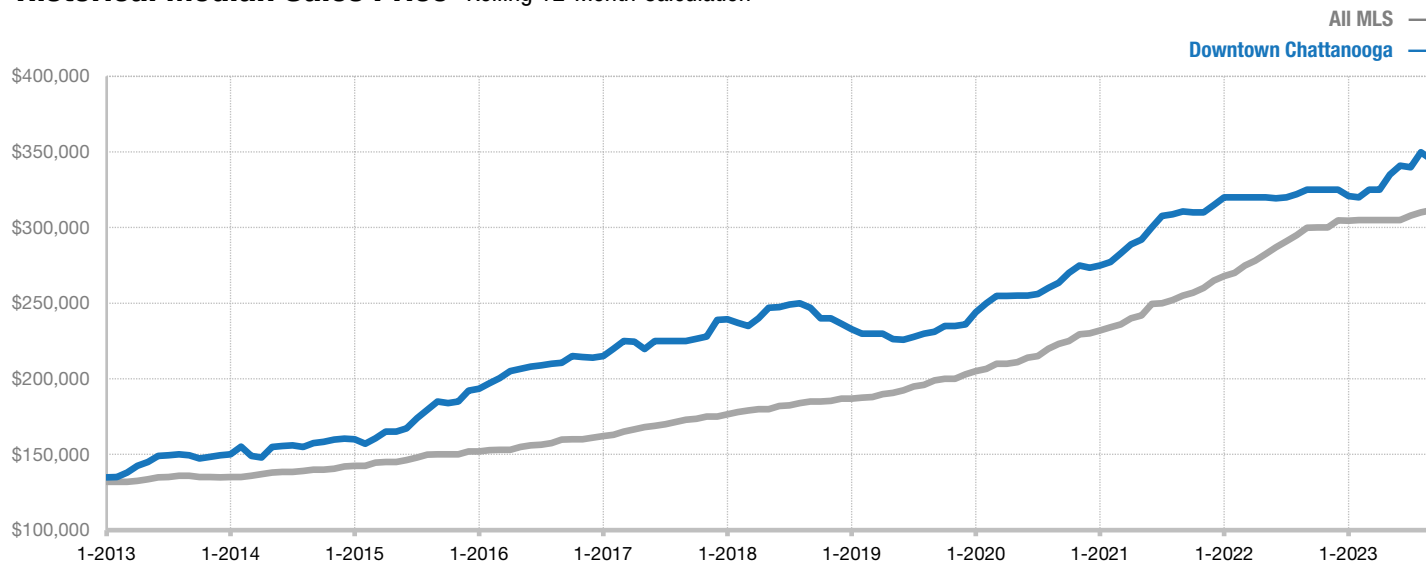
- 3.5%
New Listings

+ 53.6%
Closed Sales

- 21.1%
Median Sales Price

- 1.5%
Pct. of Orig. Price Received

Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – September 2023

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East Brainerd

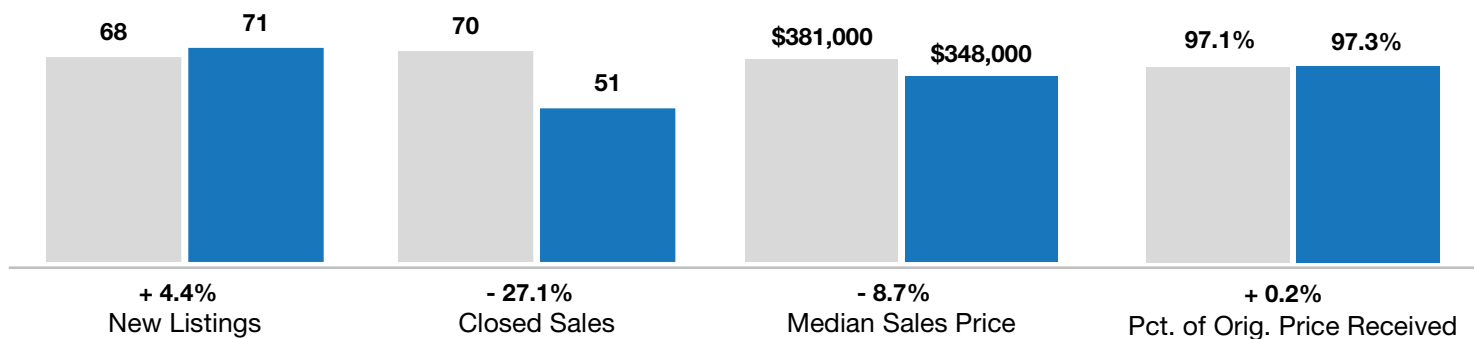
Includes the Cromwell, Dalewood, Eastdale & Tyner Communities

| Key Metrics | September | | | YTD | | |
|------------------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| | 2022 | 2023 | Percent Change | 2022 | 2023 | Percent Change |
| New Listings | 68 | 71 | + 4.4% | 831 | 569 | - 31.5% |
| Closed Sales | 70 | 51 | - 27.1% | 671 | 493 | - 26.5% |
| Median Sales Price | \$381,000 | \$348,000 | - 8.7% | \$353,950 | \$356,000 | + 0.6% |
| Pct. of Orig. Price Received | 97.1% | 97.3% | + 0.2% | 99.9% | 97.9% | - 2.0% |
| Days on Market Until Sale | 17 | 18 | + 5.9% | 13 | 30 | + 130.8% |
| Inventory of Homes for Sale | 133 | 90 | - 32.3% | -- | -- | -- |
| Months Supply of Inventory | 1.9 | 1.7 | - 10.5% | -- | -- | -- |

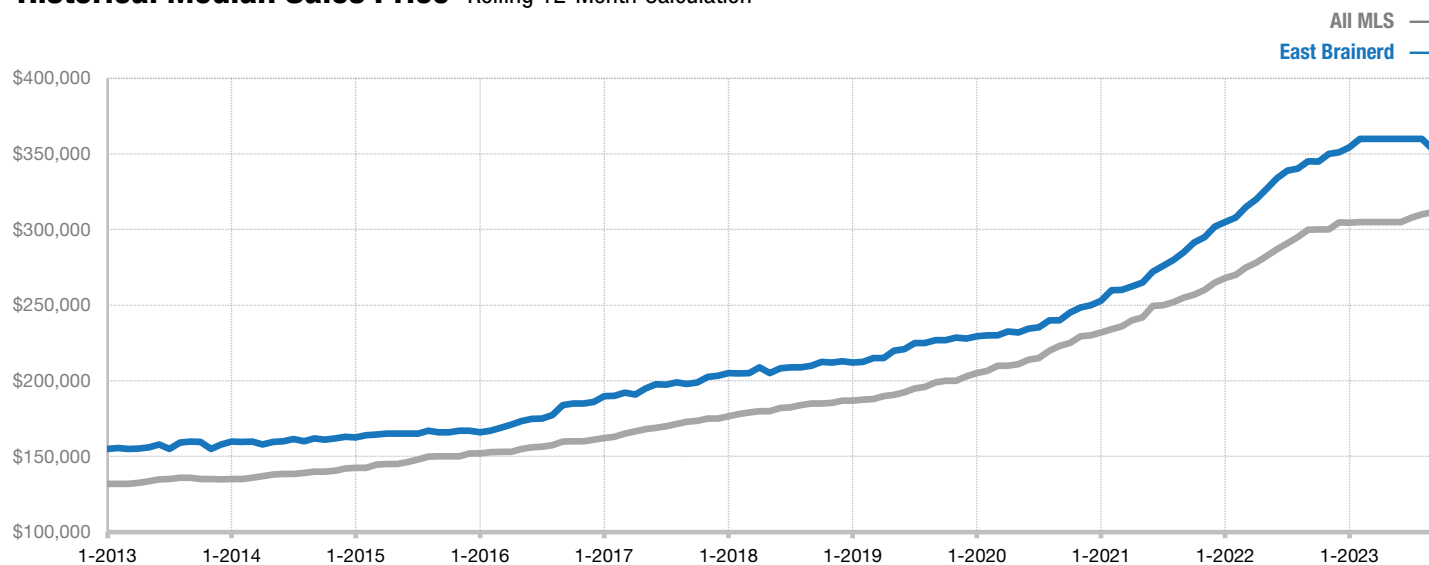
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September

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Local Market Update – September 2023

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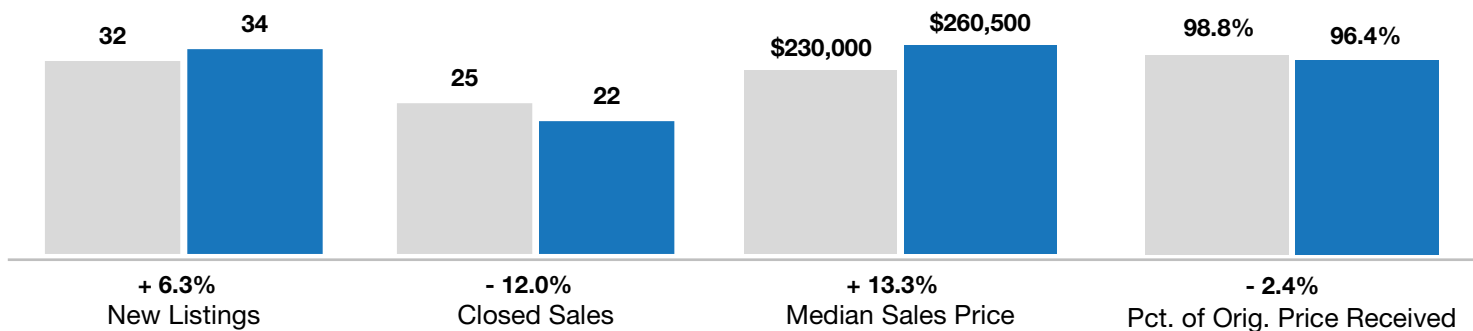
East Ridge

| Key Metrics | September | | | YTD | | |
|------------------------------|-----------|-----------|----------------|-----------|-----------|----------------|
| | 2022 | 2023 | Percent Change | 2022 | 2023 | Percent Change |
| New Listings | 32 | 34 | + 6.3% | 260 | 297 | + 14.2% |
| Closed Sales | 25 | 22 | - 12.0% | 210 | 234 | + 11.4% |
| Median Sales Price | \$230,000 | \$260,500 | + 13.3% | \$238,000 | \$266,000 | + 11.8% |
| Pct. of Orig. Price Received | 98.8% | 96.4% | - 2.4% | 100.7% | 97.8% | - 2.9% |
| Days on Market Until Sale | 10 | 13 | + 30.0% | 9 | 20 | + 122.2% |
| Inventory of Homes for Sale | 45 | 44 | - 2.2% | -- | -- | -- |
| Months Supply of Inventory | 1.8 | 1.6 | - 11.1% | -- | -- | -- |

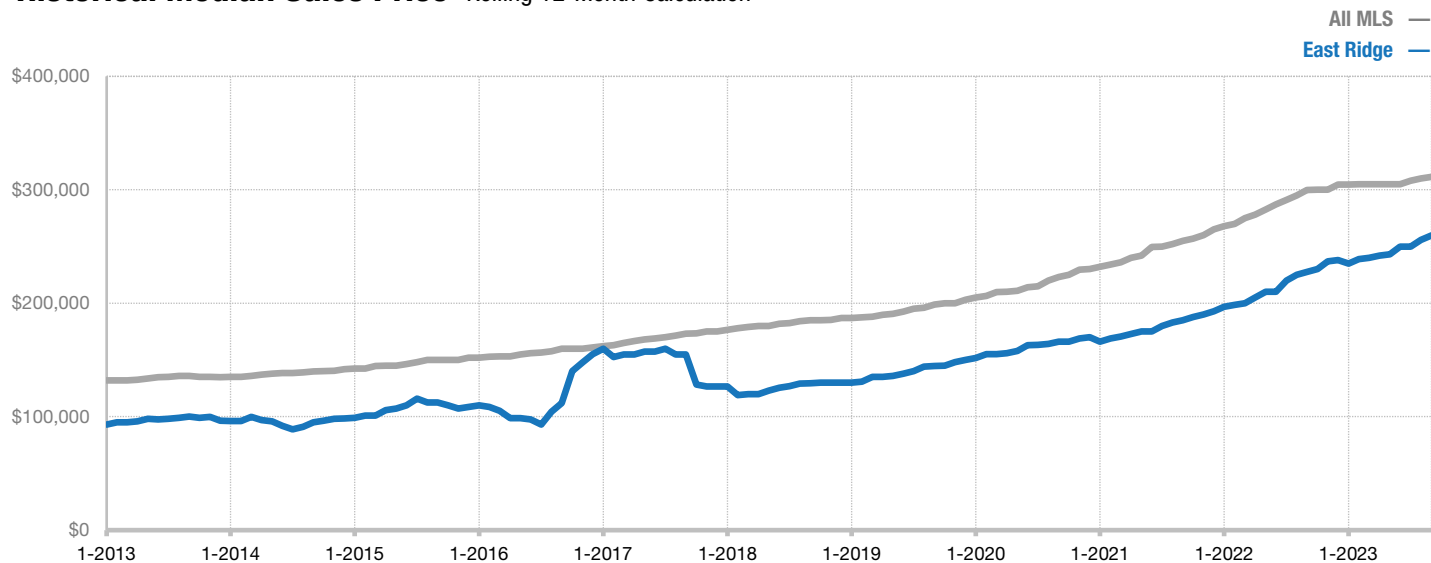
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

September

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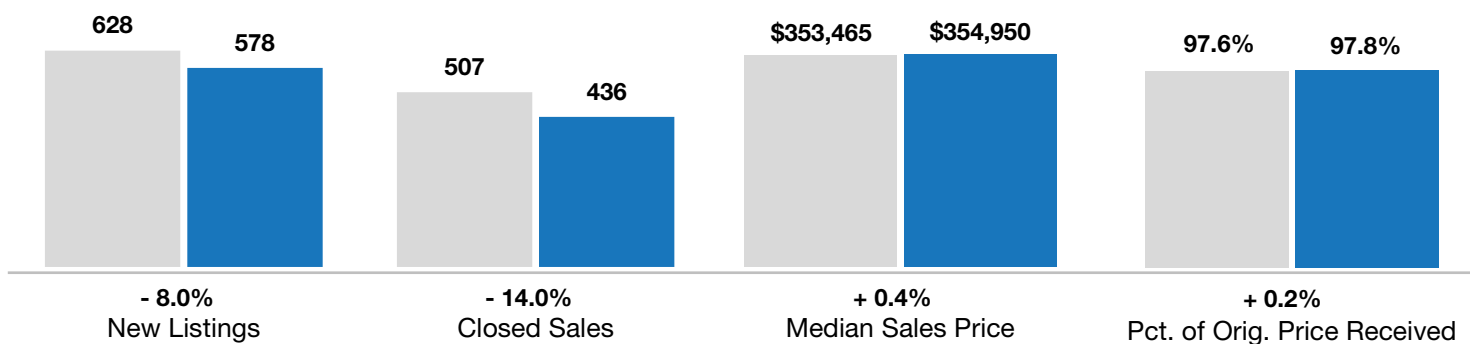
Hamilton County

| Key Metrics | September | | | YTD | | |
|------------------------------|-----------|-----------|----------------|-----------|-----------|----------------|
| | 2022 | 2023 | Percent Change | 2022 | 2023 | Percent Change |
| New Listings | 628 | 578 | - 8.0% | 6,222 | 5,271 | - 15.3% |
| Closed Sales | 507 | 436 | - 14.0% | 5,044 | 4,208 | - 16.6% |
| Median Sales Price | \$353,465 | \$354,950 | + 0.4% | \$348,703 | \$356,000 | + 2.1% |
| Pct. of Orig. Price Received | 97.6% | 97.8% | + 0.2% | 100.2% | 97.7% | - 2.5% |
| Days on Market Until Sale | 22 | 26 | + 18.2% | 15 | 30 | + 100.0% |
| Inventory of Homes for Sale | 1,021 | 994 | - 2.6% | -- | -- | -- |
| Months Supply of Inventory | 1.8 | 2.0 | + 11.1% | -- | -- | -- |

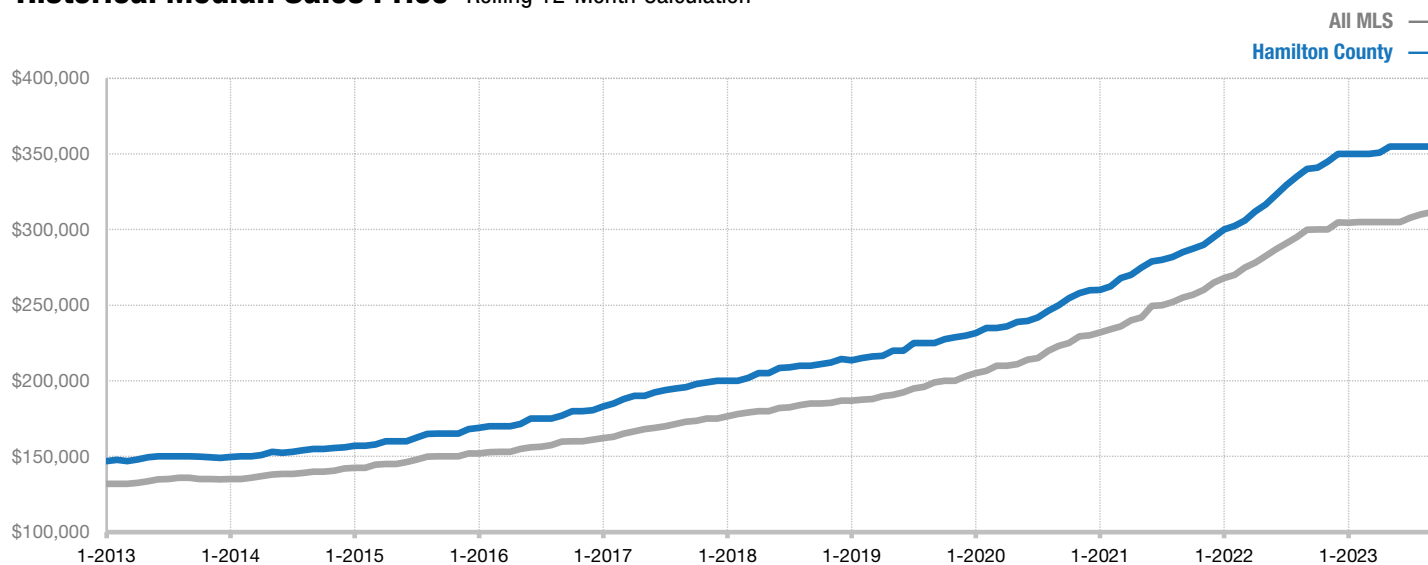
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September

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Historical Median Sales Price Rolling 12-Month Calculation



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Harrison / Georgetown

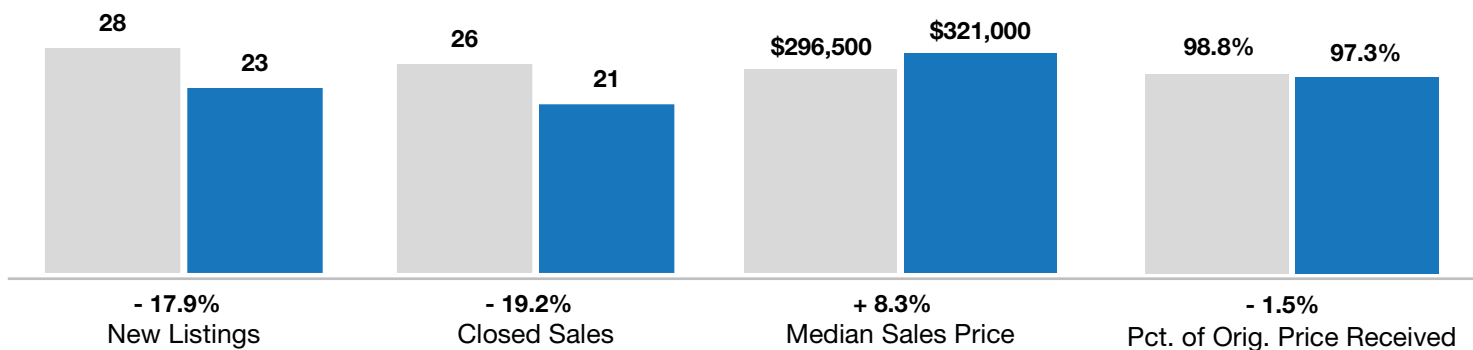
ZIP Codes: 37341 and 37308

| Key Metrics | September | | | YTD | | |
|------------------------------|-----------|-----------|----------------|-----------|-----------|----------------|
| | 2022 | 2023 | Percent Change | 2022 | 2023 | Percent Change |
| New Listings | 28 | 23 | - 17.9% | 273 | 201 | - 26.4% |
| Closed Sales | 26 | 21 | - 19.2% | 215 | 170 | - 20.9% |
| Median Sales Price | \$296,500 | \$321,000 | + 8.3% | \$335,900 | \$356,500 | + 6.1% |
| Pct. of Orig. Price Received | 98.8% | 97.3% | - 1.5% | 100.7% | 97.3% | - 3.4% |
| Days on Market Until Sale | 24 | 33 | + 37.5% | 17 | 50 | + 194.1% |
| Inventory of Homes for Sale | 57 | 36 | - 36.8% | -- | -- | -- |
| Months Supply of Inventory | 2.5 | 2.0 | - 20.0% | -- | -- | -- |

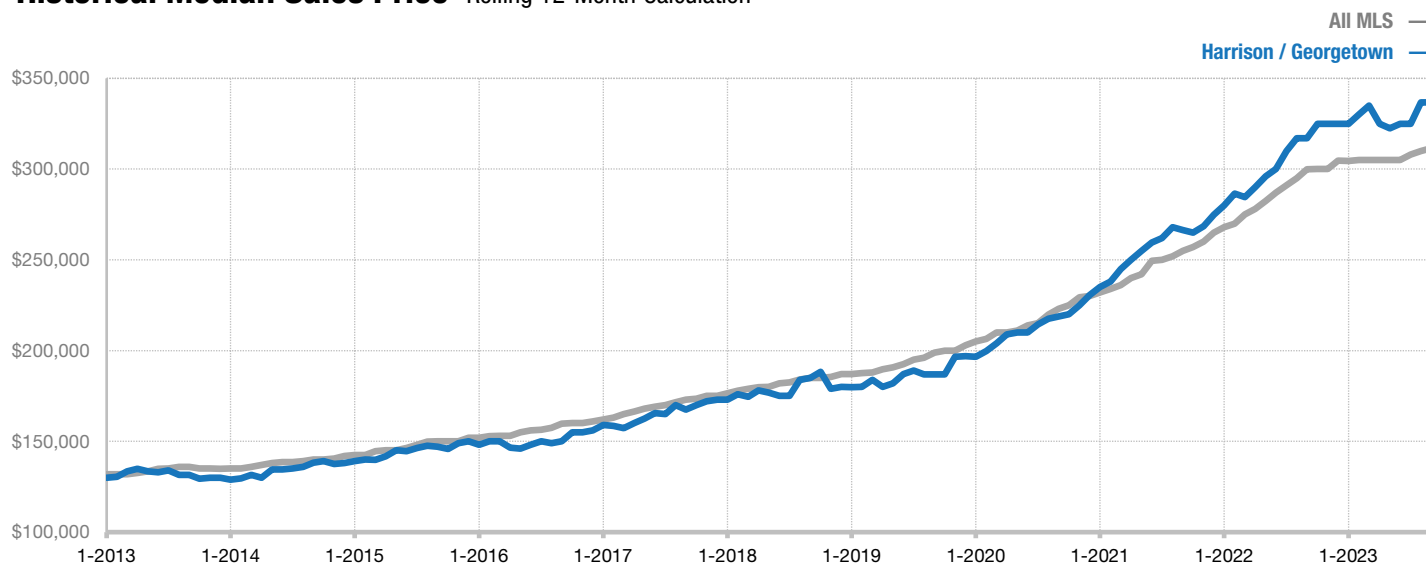
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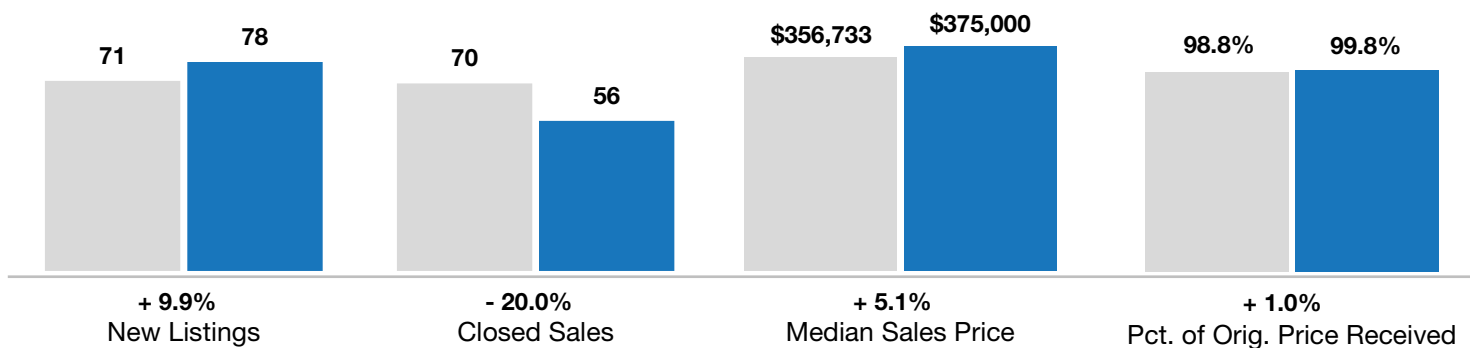
Hixson

| Key Metrics | September | | | YTD | | |
|------------------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| | 2022 | 2023 | Percent Change | 2022 | 2023 | Percent Change |
| New Listings | 71 | 78 | + 9.9% | 692 | 602 | - 13.0% |
| Closed Sales | 70 | 56 | - 20.0% | 593 | 515 | - 13.2% |
| Median Sales Price | \$356,733 | \$375,000 | + 5.1% | \$345,000 | \$350,000 | + 1.4% |
| Pct. of Orig. Price Received | 98.8% | 99.8% | + 1.0% | 101.6% | 98.5% | - 3.1% |
| Days on Market Until Sale | 15 | 26 | + 73.3% | 13 | 22 | + 69.2% |
| Inventory of Homes for Sale | 87 | 83 | - 4.6% | -- | -- | -- |
| Months Supply of Inventory | 1.3 | 1.4 | + 7.7% | -- | -- | -- |

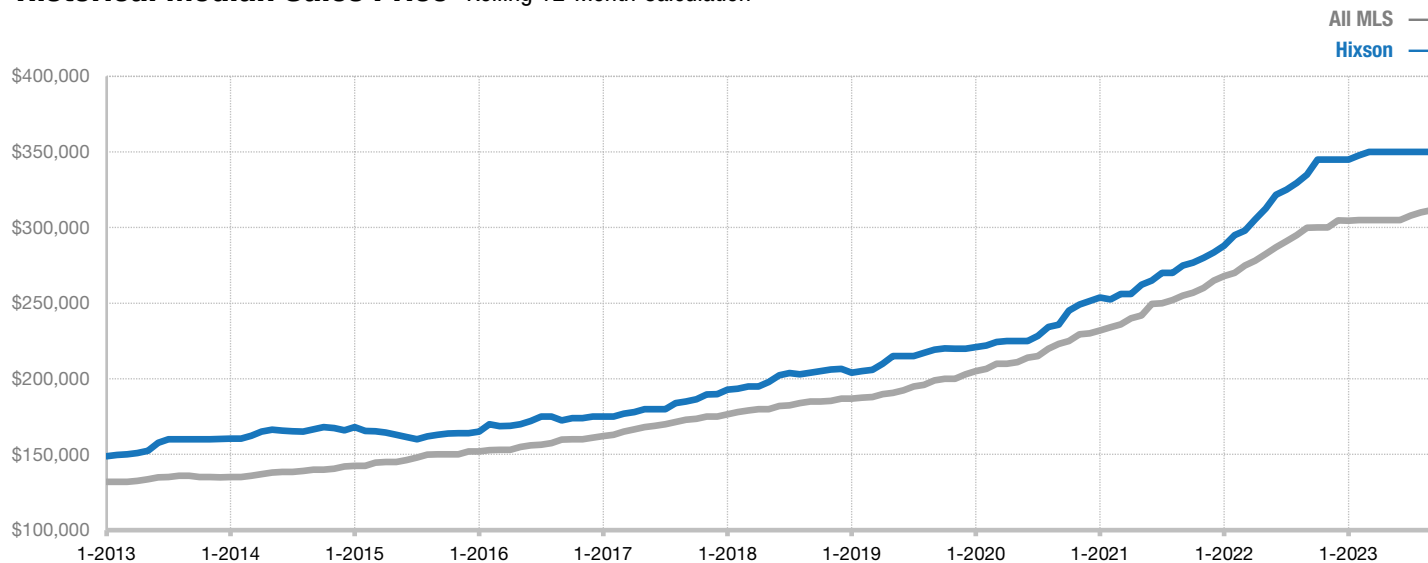
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

September

■ 2022 ■ 2023



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – September 2023

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Lookout Mountain

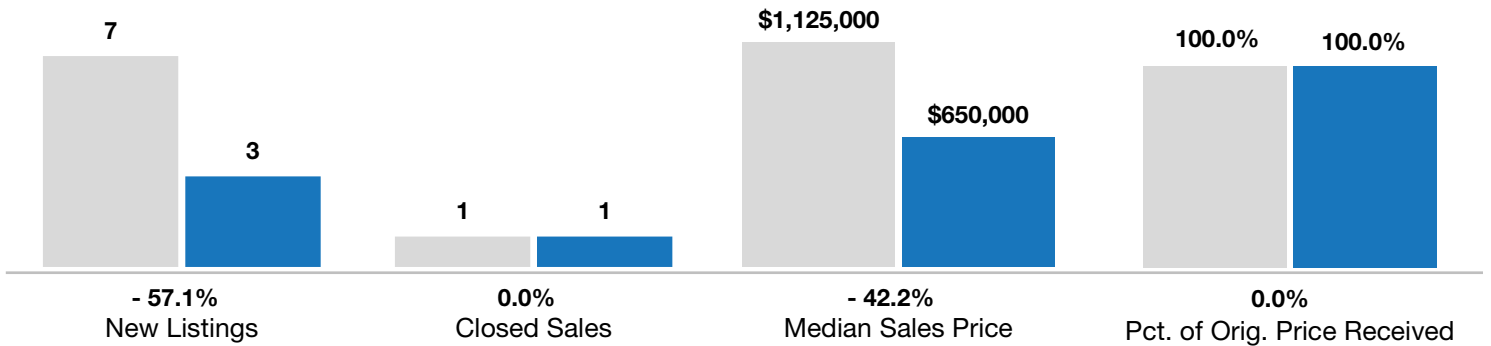
Hamilton County Only

| Key Metrics | September | | | YTD | | |
|------------------------------|-------------|-----------|----------------|-----------|-----------|----------------|
| | 2022 | 2023 | Percent Change | 2022 | 2023 | Percent Change |
| New Listings | 7 | 3 | - 57.1% | 32 | 28 | - 12.5% |
| Closed Sales | 1 | 1 | 0.0% | 27 | 24 | - 11.1% |
| Median Sales Price | \$1,125,000 | \$650,000 | - 42.2% | \$900,000 | \$870,000 | - 3.3% |
| Pct. of Orig. Price Received | 100.0% | 100.0% | 0.0% | 99.9% | 95.6% | - 4.3% |
| Days on Market Until Sale | 12 | 3 | - 75.0% | 15 | 32 | + 113.3% |
| Inventory of Homes for Sale | 8 | 5 | - 37.5% | -- | -- | -- |
| Months Supply of Inventory | 2.1 | 1.5 | - 28.6% | -- | -- | -- |

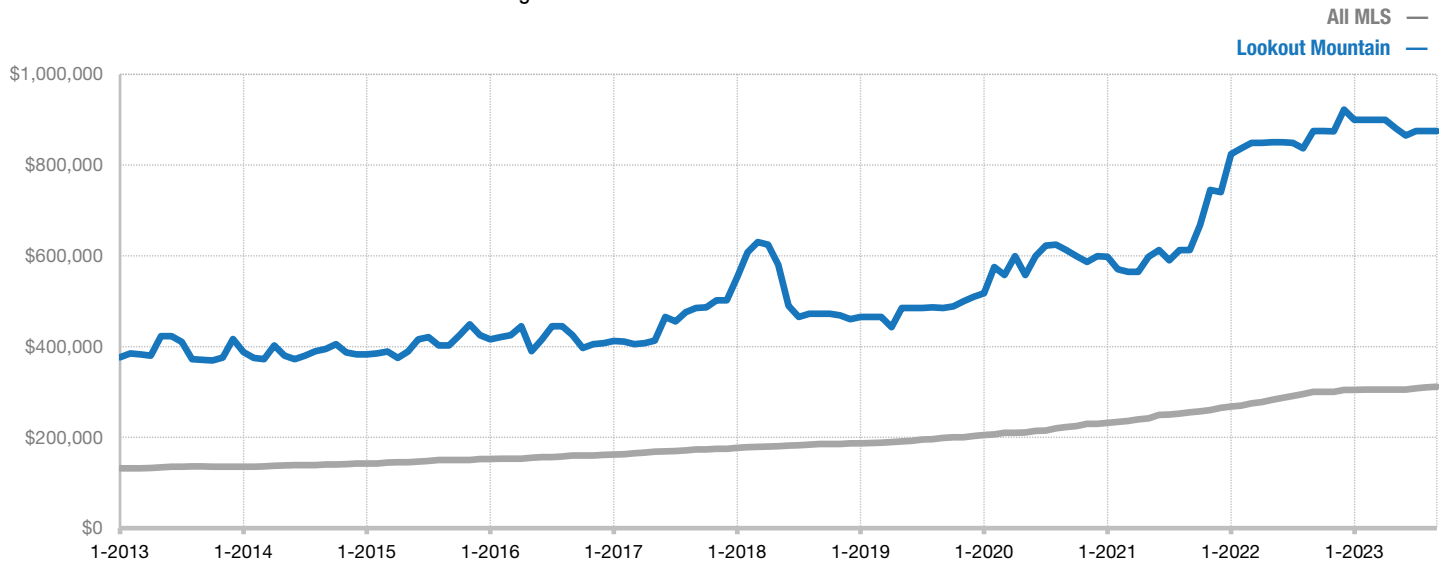
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

September

■ 2022 ■ 2023



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – September 2023

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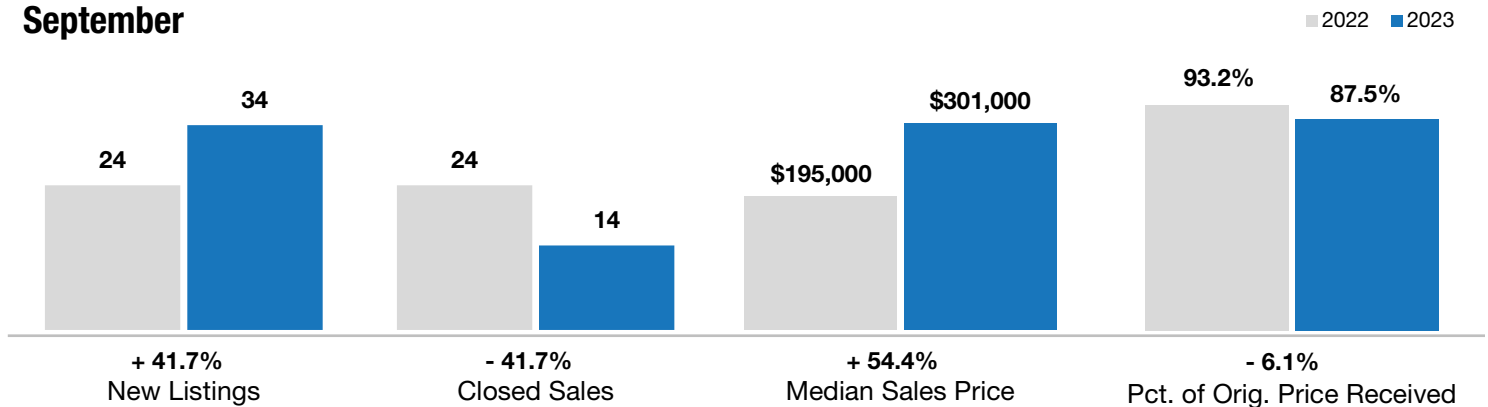
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Marion County

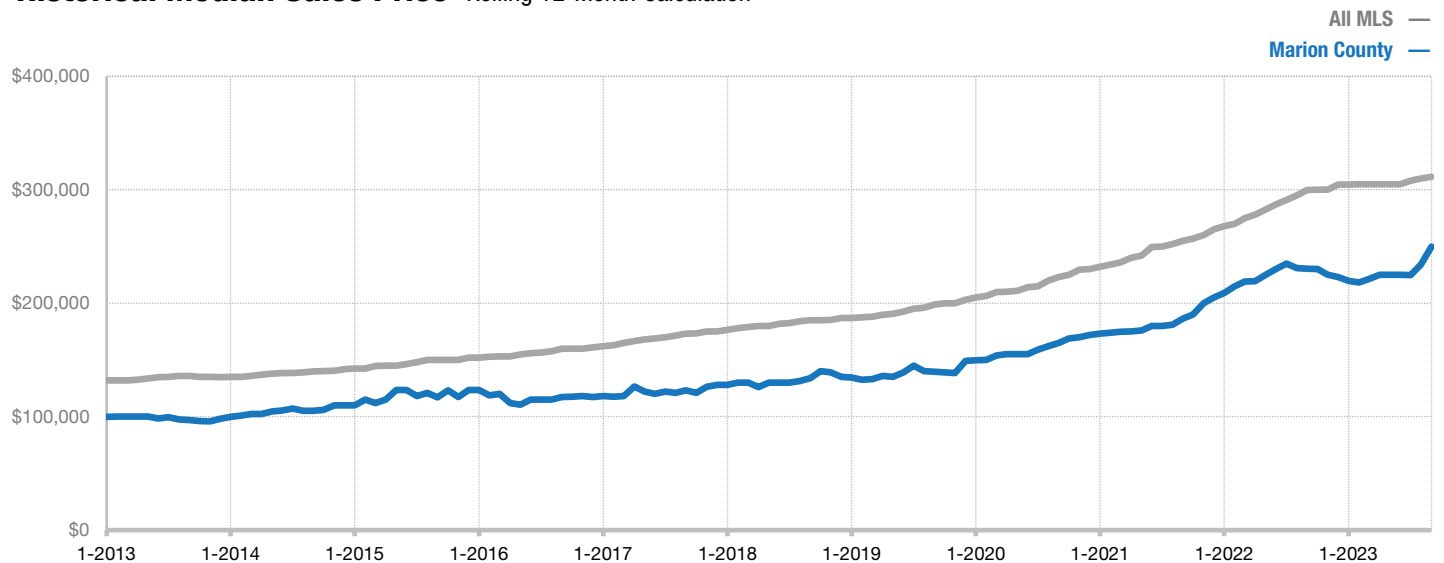
| Key Metrics | September | | | YTD | | |
|------------------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| | 2022 | 2023 | Percent Change | 2022 | 2023 | Percent Change |
| New Listings | 24 | 34 | + 41.7% | 293 | 256 | - 12.6% |
| Closed Sales | 24 | 14 | - 41.7% | 219 | 177 | - 19.2% |
| Median Sales Price | \$195,000 | \$301,000 | + 54.4% | \$225,000 | \$260,000 | + 15.6% |
| Pct. of Orig. Price Received | 93.2% | 87.5% | - 6.1% | 95.4% | 93.0% | - 2.5% |
| Days on Market Until Sale | 36 | 61 | + 69.4% | 32 | 49 | + 53.1% |
| Inventory of Homes for Sale | 79 | 63 | - 20.3% | -- | -- | -- |
| Months Supply of Inventory | 3.4 | 3.3 | - 2.9% | -- | -- | -- |

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

September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – September 2023

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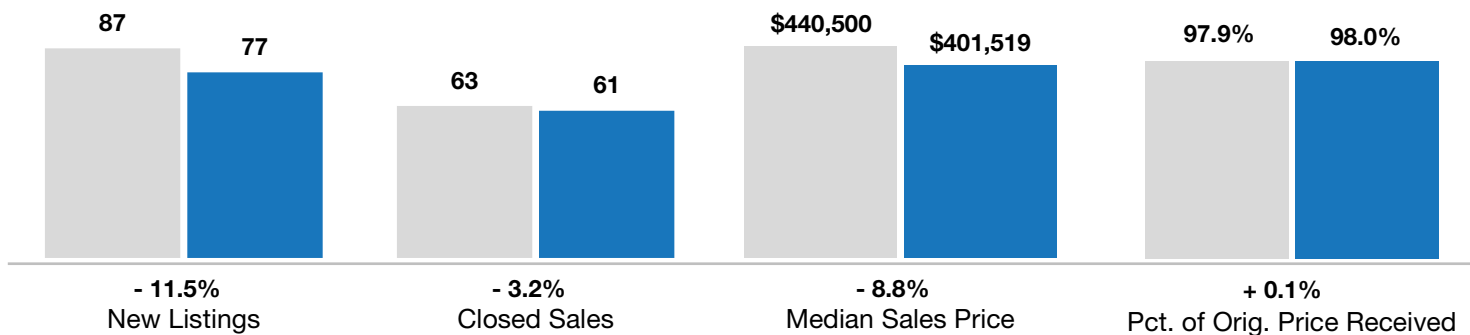
Ooltewah

| Key Metrics | September | | | YTD | | |
|------------------------------|-----------|-----------|----------------|-----------|-----------|----------------|
| | 2022 | 2023 | Percent Change | 2022 | 2023 | Percent Change |
| New Listings | 87 | 77 | - 11.5% | 882 | 700 | - 20.6% |
| Closed Sales | 63 | 61 | - 3.2% | 679 | 573 | - 15.6% |
| Median Sales Price | \$440,500 | \$401,519 | - 8.8% | \$437,664 | \$441,010 | + 0.8% |
| Pct. of Orig. Price Received | 97.9% | 98.0% | + 0.1% | 100.3% | 98.3% | - 2.0% |
| Days on Market Until Sale | 30 | 23 | - 23.3% | 17 | 36 | + 111.8% |
| Inventory of Homes for Sale | 162 | 164 | + 1.2% | -- | -- | -- |
| Months Supply of Inventory | 2.1 | 2.7 | + 28.6% | -- | -- | -- |

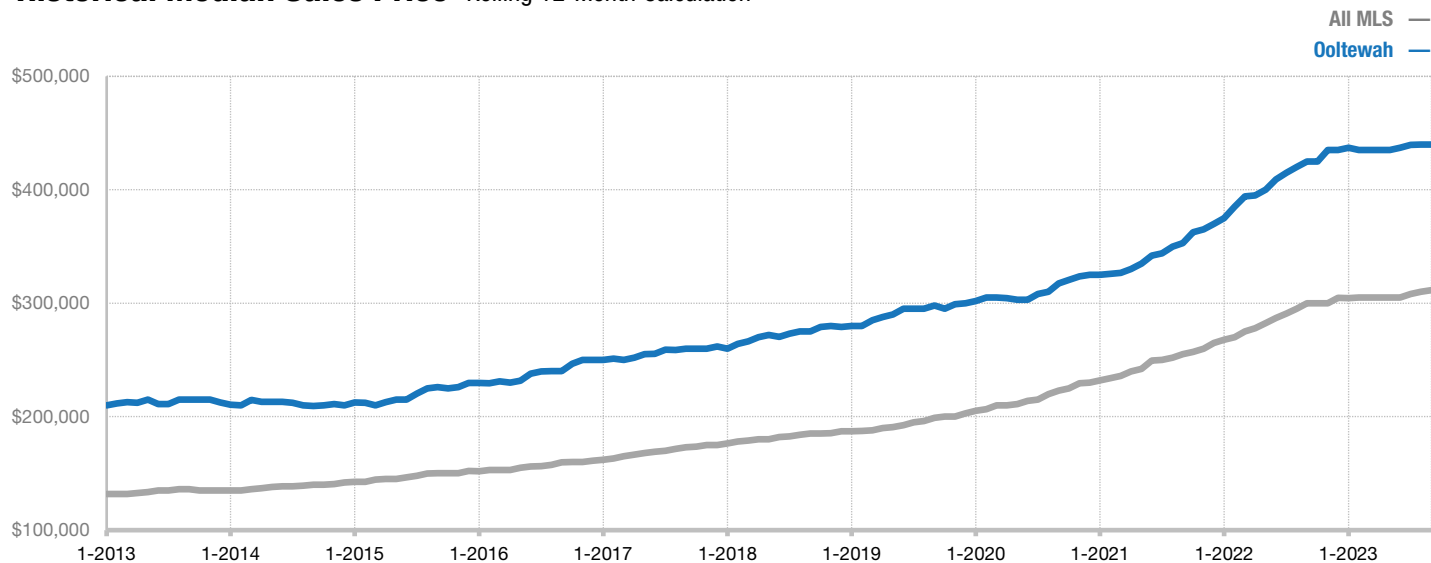
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

September

■ 2022 ■ 2023



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – September 2023

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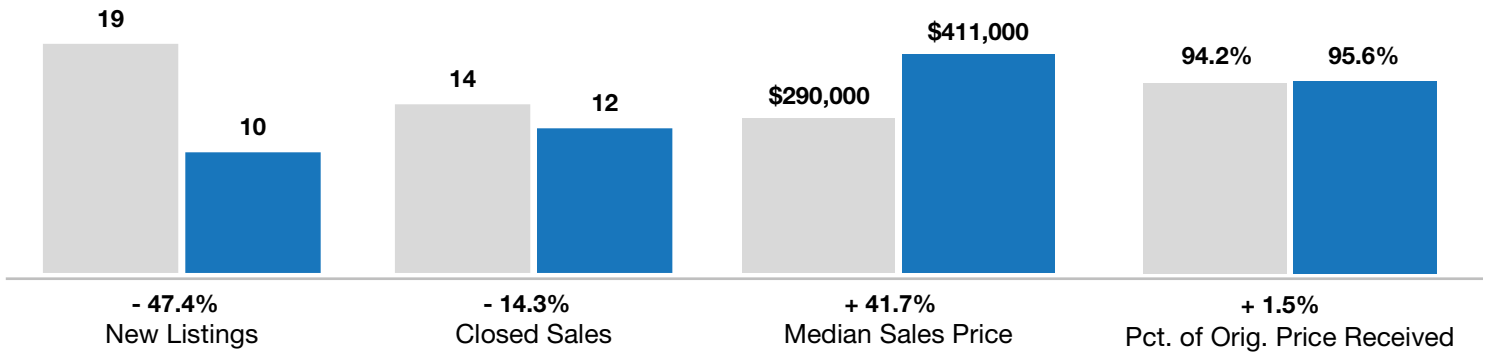
Red Bank

| Key Metrics | September | | | YTD | | |
|------------------------------|-----------|-----------|----------------|-----------|-----------|----------------|
| | 2022 | 2023 | Percent Change | 2022 | 2023 | Percent Change |
| New Listings | 19 | 10 | - 47.4% | 156 | 145 | - 7.1% |
| Closed Sales | 14 | 12 | - 14.3% | 130 | 119 | - 8.5% |
| Median Sales Price | \$290,000 | \$411,000 | + 41.7% | \$295,000 | \$289,900 | - 1.7% |
| Pct. of Orig. Price Received | 94.2% | 95.6% | + 1.5% | 101.6% | 99.3% | - 2.3% |
| Days on Market Until Sale | 16 | 46 | + 187.5% | 10 | 21 | + 110.0% |
| Inventory of Homes for Sale | 19 | 21 | + 10.5% | -- | -- | -- |
| Months Supply of Inventory | 1.3 | 1.8 | + 38.5% | -- | -- | -- |

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

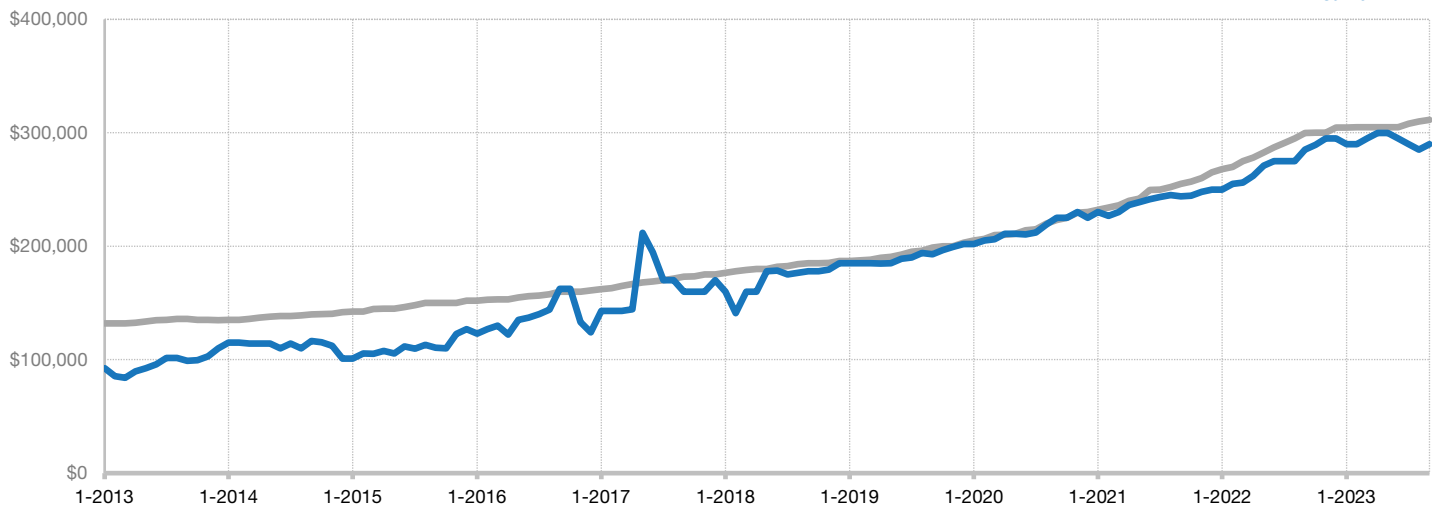
September

■ 2022 ■ 2023



Historical Median Sales Price Rolling 12-Month Calculation

— All MLS
— Red Bank



Local Market Update – September 2023

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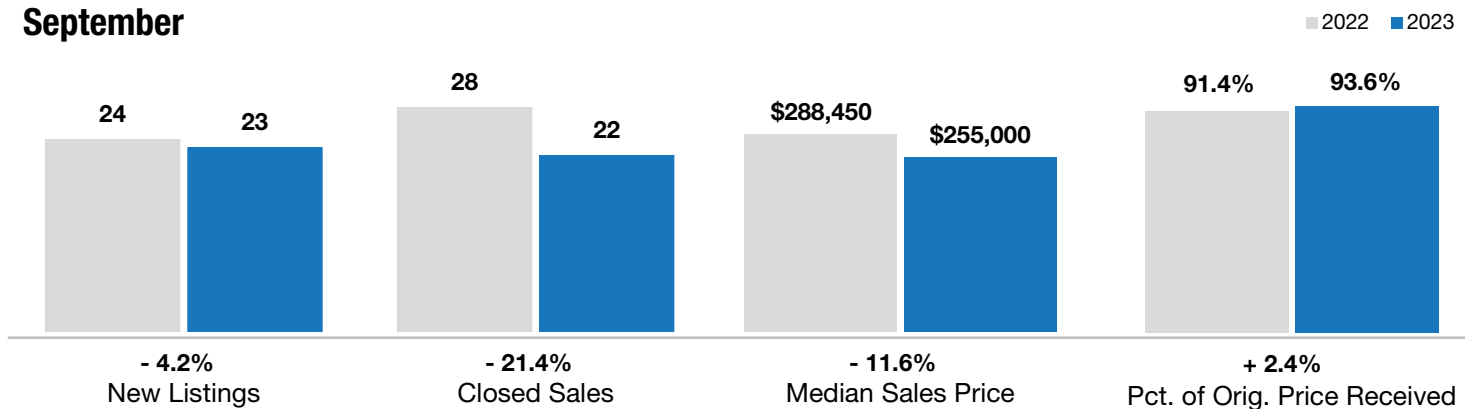
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Rhea County

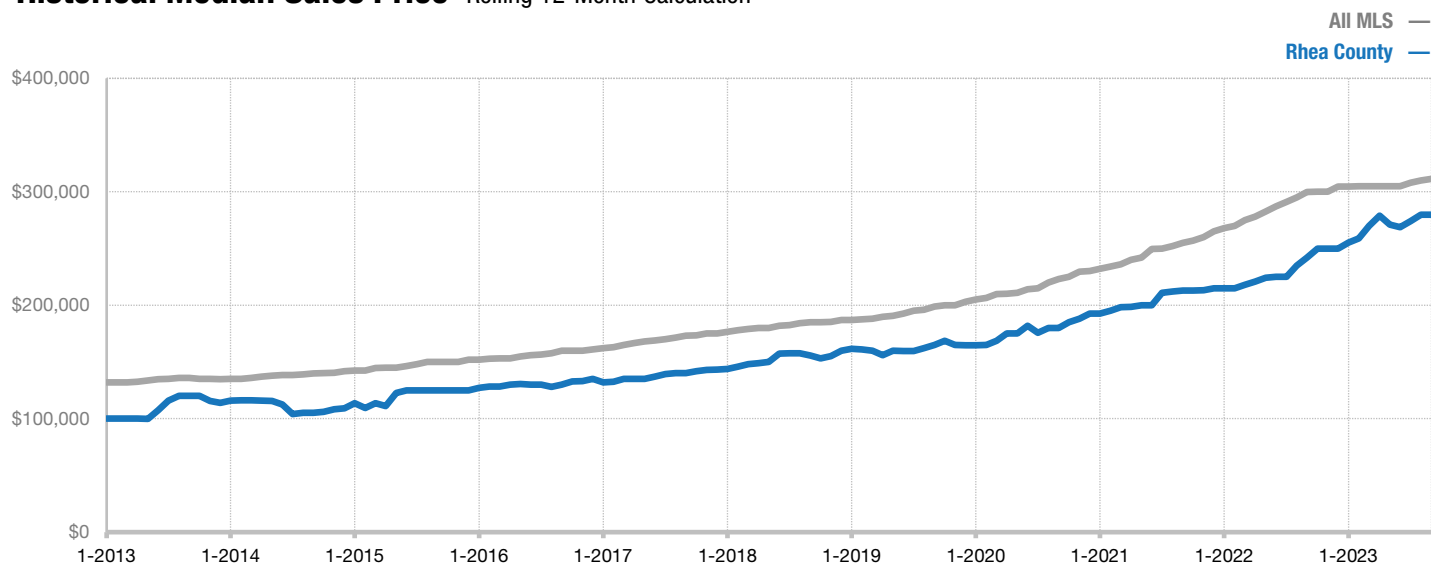
| Key Metrics | September | | | YTD | | |
|------------------------------|-----------|-----------|----------------|-----------|-----------|----------------|
| | 2022 | 2023 | Percent Change | 2022 | 2023 | Percent Change |
| New Listings | 24 | 23 | - 4.2% | 270 | 236 | - 12.6% |
| Closed Sales | 28 | 22 | - 21.4% | 223 | 177 | - 20.6% |
| Median Sales Price | \$288,450 | \$255,000 | - 11.6% | \$249,450 | \$280,000 | + 12.2% |
| Pct. of Orig. Price Received | 91.4% | 93.6% | + 2.4% | 96.8% | 97.1% | + 0.3% |
| Days on Market Until Sale | 32 | 63 | + 96.9% | 23 | 37 | + 60.9% |
| Inventory of Homes for Sale | 53 | 60 | + 13.2% | -- | -- | -- |
| Months Supply of Inventory | 2.2 | 3.2 | + 45.5% | -- | -- | -- |

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

September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – September 2023

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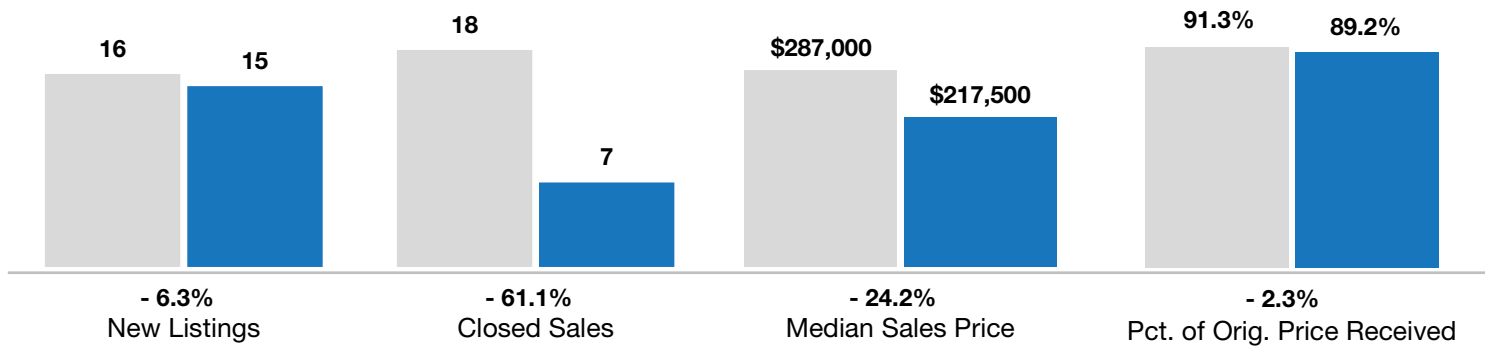
Sequatchie County

| Key Metrics | September | | | YTD | | |
|------------------------------|-----------|-----------|----------------|-----------|-----------|----------------|
| | 2022 | 2023 | Percent Change | 2022 | 2023 | Percent Change |
| New Listings | 16 | 15 | - 6.3% | 216 | 149 | - 31.0% |
| Closed Sales | 18 | 7 | - 61.1% | 147 | 115 | - 21.8% |
| Median Sales Price | \$287,000 | \$217,500 | - 24.2% | \$273,000 | \$299,950 | + 9.9% |
| Pct. of Orig. Price Received | 91.3% | 89.2% | - 2.3% | 96.6% | 94.1% | - 2.6% |
| Days on Market Until Sale | 29 | 34 | + 17.2% | 26 | 43 | + 65.4% |
| Inventory of Homes for Sale | 59 | 38 | - 35.6% | -- | -- | -- |
| Months Supply of Inventory | 3.7 | 2.9 | - 21.6% | -- | -- | -- |

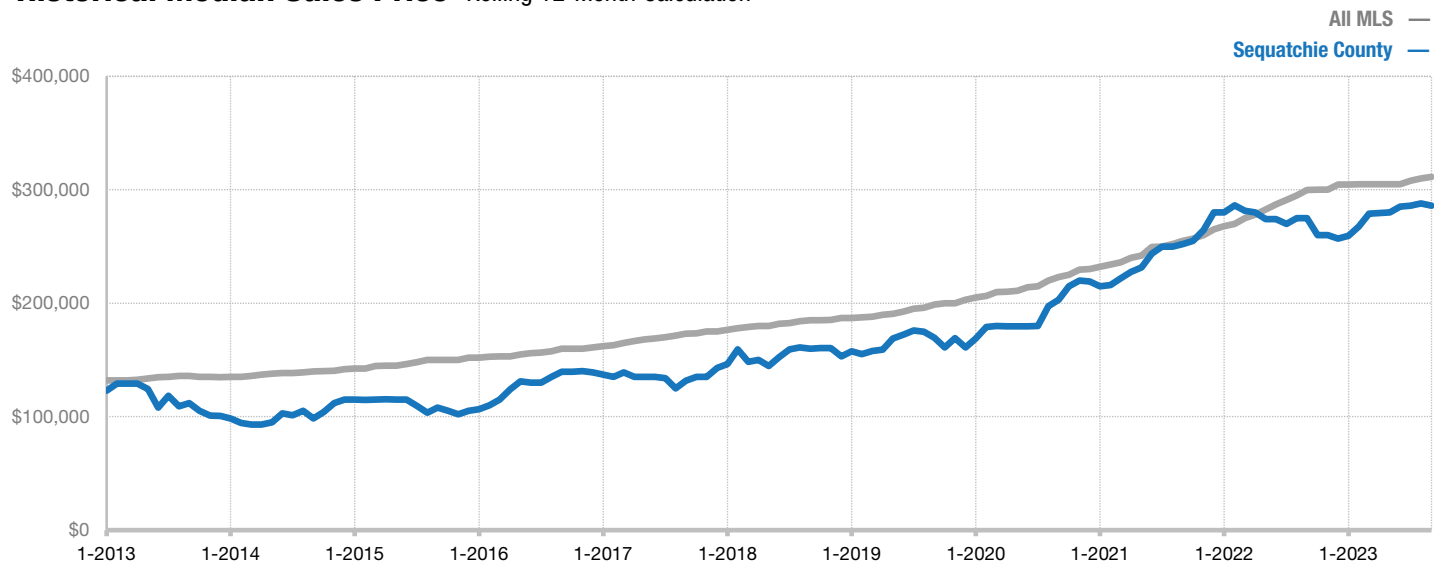
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

September

■ 2022 ■ 2023



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – September 2023

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Signal Mountain

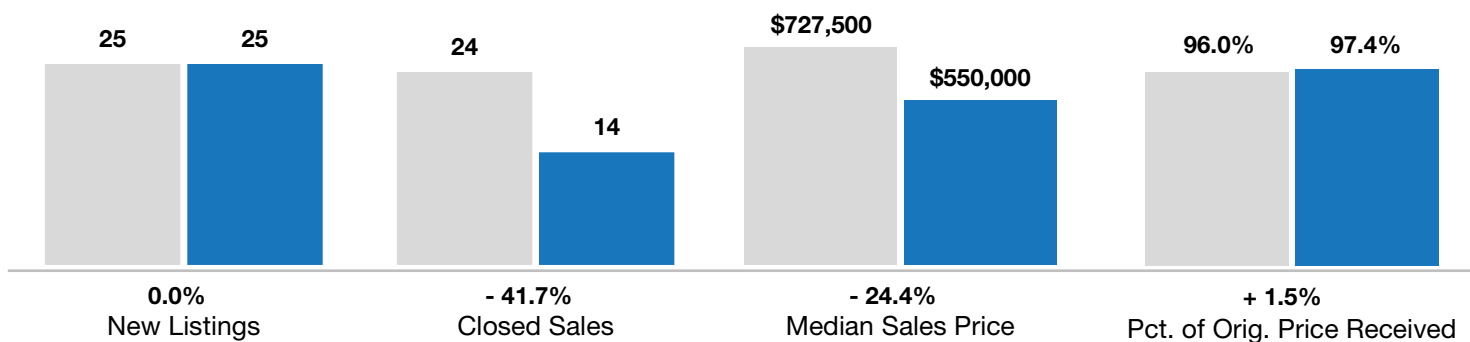
Hamilton County Only

| Key Metrics | September | | | YTD | | |
|------------------------------|-----------|-----------|----------------|-----------|-----------|----------------|
| | 2022 | 2023 | Percent Change | 2022 | 2023 | Percent Change |
| New Listings | 25 | 25 | 0.0% | 270 | 200 | - 25.9% |
| Closed Sales | 24 | 14 | - 41.7% | 231 | 167 | - 27.7% |
| Median Sales Price | \$727,500 | \$550,000 | - 24.4% | \$550,000 | \$650,000 | + 18.2% |
| Pct. of Orig. Price Received | 96.0% | 97.4% | + 1.5% | 99.5% | 97.0% | - 2.5% |
| Days on Market Until Sale | 20 | 11 | - 45.0% | 13 | 24 | + 84.6% |
| Inventory of Homes for Sale | 32 | 37 | + 15.6% | -- | -- | -- |
| Months Supply of Inventory | 1.2 | 2.1 | + 75.0% | -- | -- | -- |

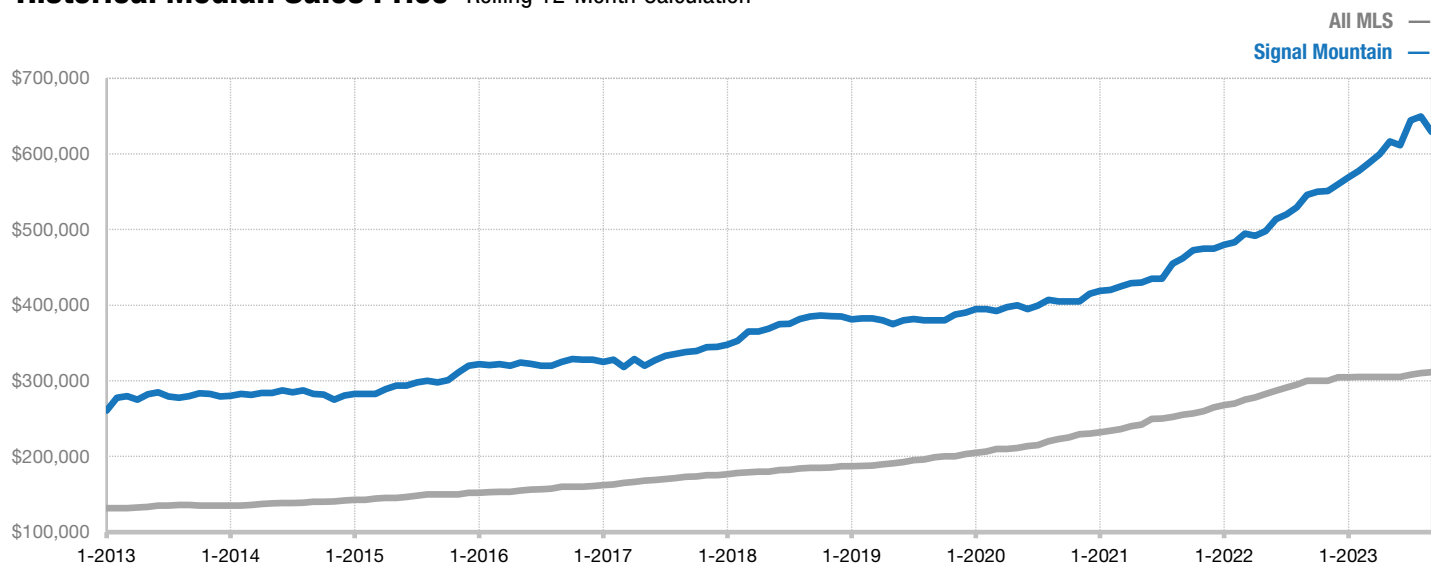
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

September

■ 2022 ■ 2023



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – September 2023

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St. Elmo / High Park / Avondale

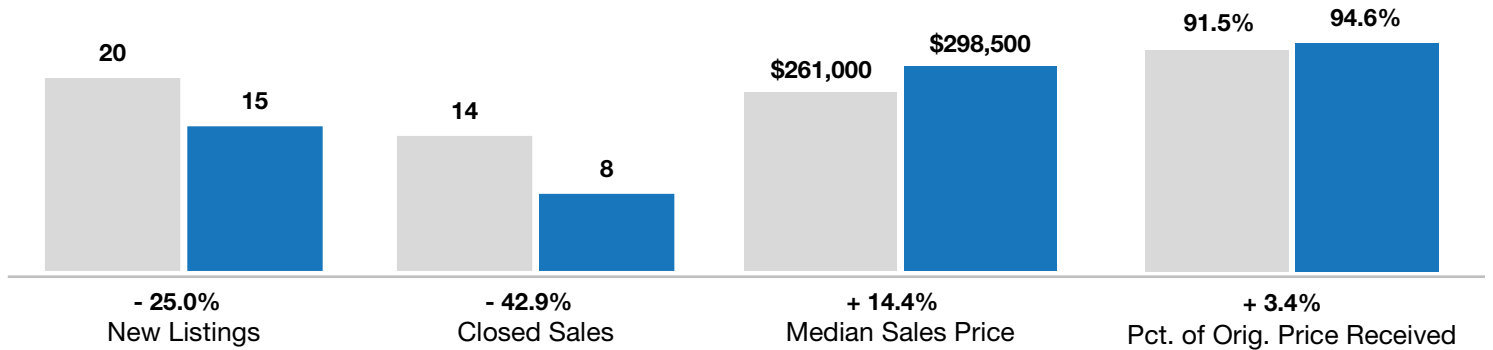
ZIP Codes: 37407, 37409 and 37410

| Key Metrics | September | | | YTD | | |
|------------------------------|-----------|-----------|----------------|-----------|-----------|----------------|
| | 2022 | 2023 | Percent Change | 2022 | 2023 | Percent Change |
| New Listings | 20 | 15 | - 25.0% | 203 | 155 | - 23.6% |
| Closed Sales | 14 | 8 | - 42.9% | 145 | 122 | - 15.9% |
| Median Sales Price | \$261,000 | \$298,500 | + 14.4% | \$202,500 | \$224,625 | + 10.9% |
| Pct. of Orig. Price Received | 91.5% | 94.6% | + 3.4% | 98.9% | 95.5% | - 3.4% |
| Days on Market Until Sale | 28 | 30 | + 7.1% | 14 | 26 | + 85.7% |
| Inventory of Homes for Sale | 31 | 29 | - 6.5% | -- | -- | -- |
| Months Supply of Inventory | 1.3 | 2.2 | + 69.2% | -- | -- | -- |

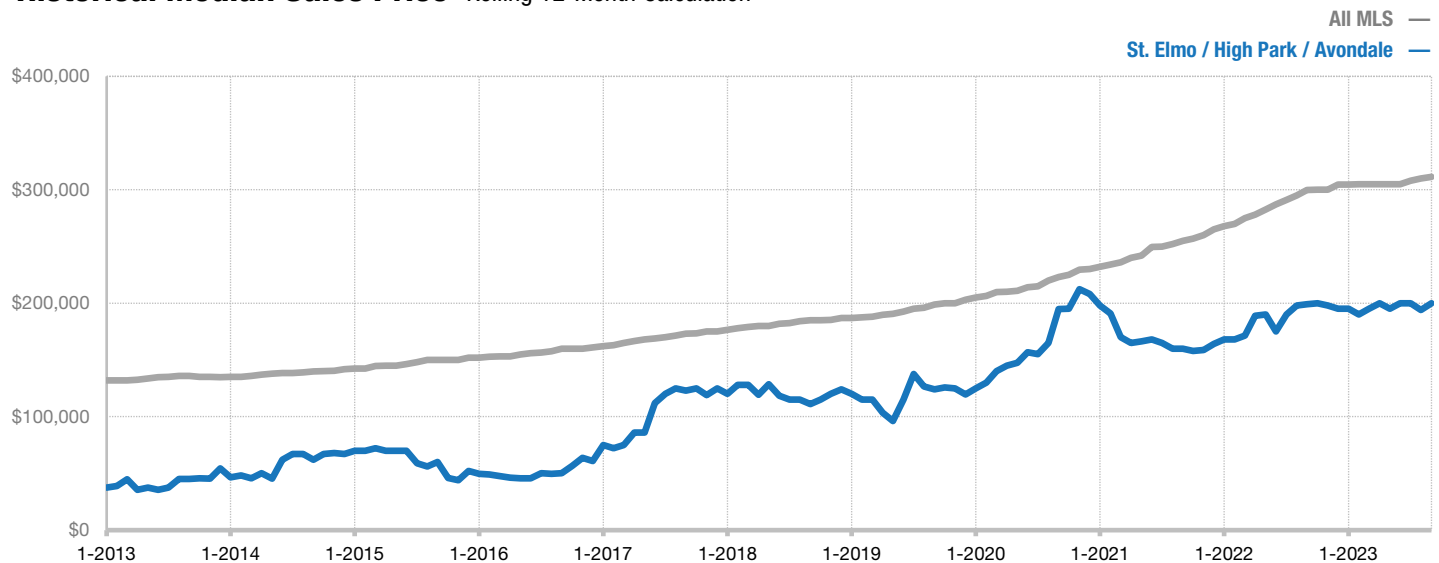
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

September

■ 2022 ■ 2023



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – September 2023

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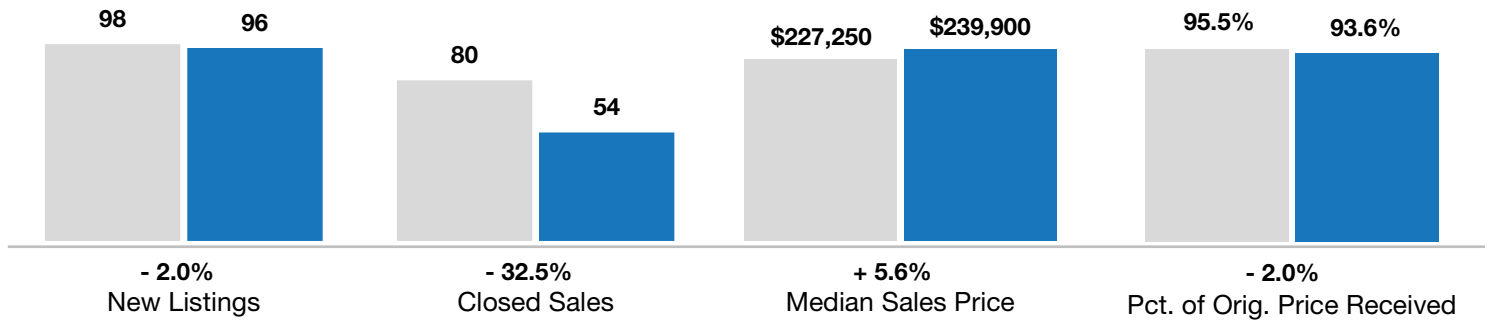
Walker County

| Key Metrics | September | | | YTD | | |
|------------------------------|-----------|-----------|----------------|-----------|-----------|----------------|
| | 2022 | 2023 | Percent Change | 2022 | 2023 | Percent Change |
| New Listings | 98 | 96 | - 2.0% | 905 | 781 | - 13.7% |
| Closed Sales | 80 | 54 | - 32.5% | 707 | 578 | - 18.2% |
| Median Sales Price | \$227,250 | \$239,900 | + 5.6% | \$216,000 | \$230,000 | + 6.5% |
| Pct. of Orig. Price Received | 95.5% | 93.6% | - 2.0% | 97.9% | 96.4% | - 1.5% |
| Days on Market Until Sale | 21 | 36 | + 71.4% | 17 | 30 | + 76.5% |
| Inventory of Homes for Sale | 170 | 157 | - 7.6% | -- | -- | -- |
| Months Supply of Inventory | 2.1 | 2.4 | + 14.3% | -- | -- | -- |

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

September

■ 2022 ■ 2023



Historical Median Sales Price Rolling 12-Month Calculation

All MLS —
Walker County —

