

# Local Market Update – November 2023

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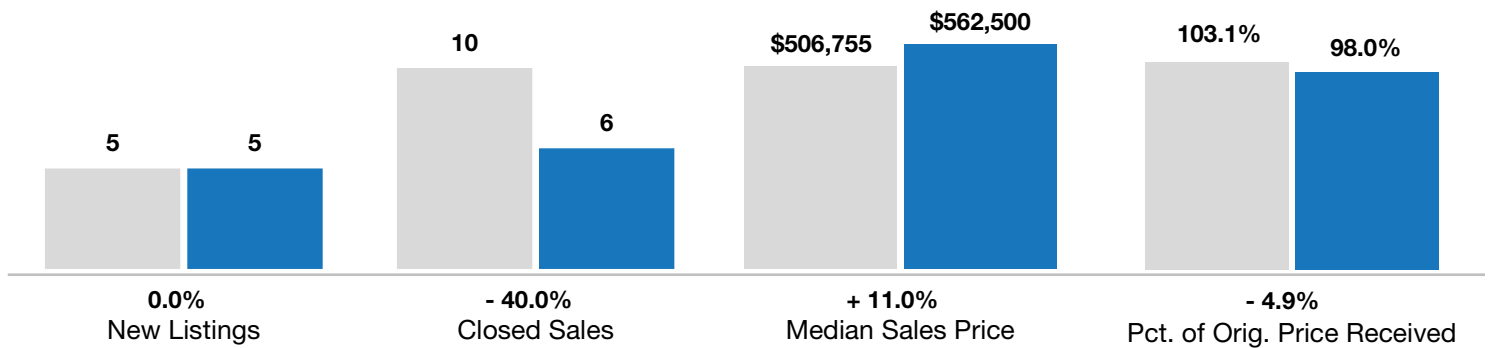
## Apison

Key Metrics	November			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	5	5	0.0%	171	98	- 42.7%
Closed Sales	10	6	- 40.0%	157	87	- 44.6%
Median Sales Price	\$506,755	<b>\$562,500</b>	+ 11.0%	\$515,000	<b>\$560,000</b>	+ 8.7%
Pct. of Orig. Price Received	103.1%	<b>98.0%</b>	- 4.9%	99.8%	<b>98.6%</b>	- 1.2%
Days on Market Until Sale	32	<b>20</b>	- 37.5%	21	<b>69</b>	+ 228.6%
Inventory of Homes for Sale	32	<b>29</b>	- 9.4%	--	--	--
Months Supply of Inventory	2.6	<b>3.9</b>	+ 50.0%	--	--	--

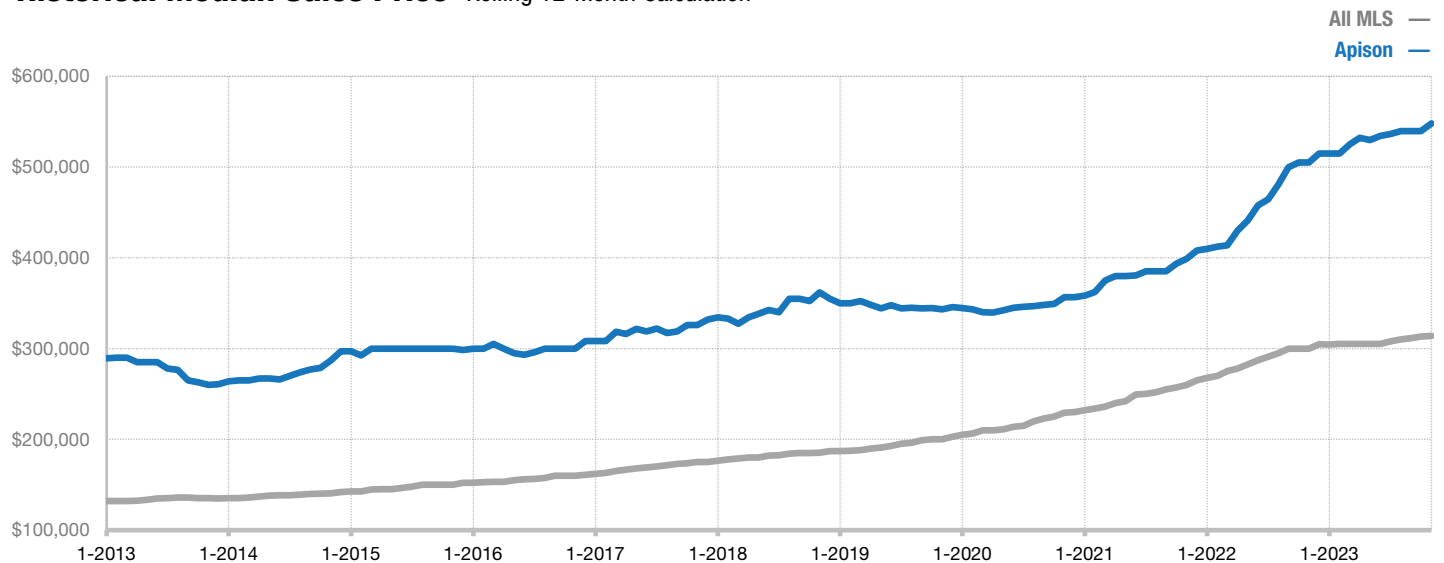
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### November

■ 2022 ■ 2023



### Historical Median Sales Price Rolling 12-Month Calculation



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## Bakewell / Lakesite / Sale Creek / Soddy

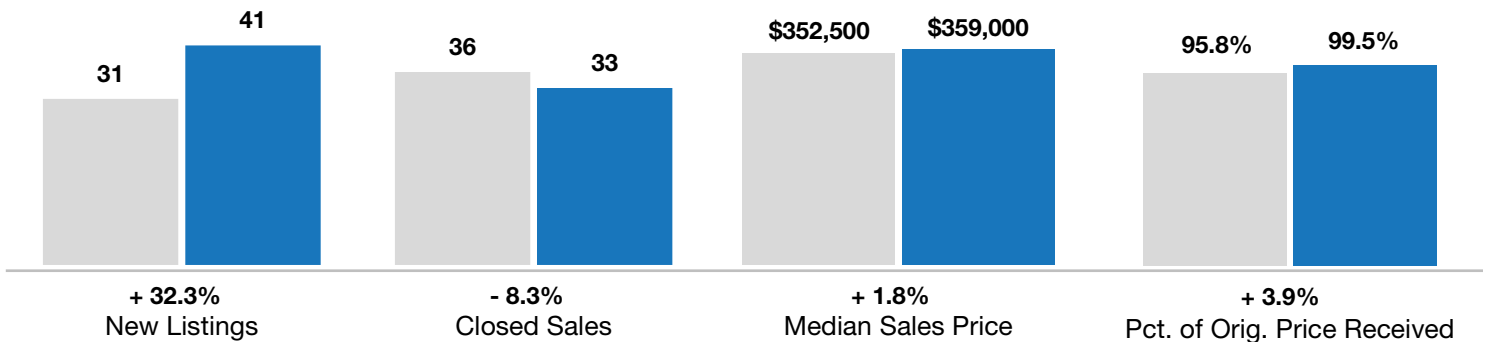
ZIP Codes: 37379 and 37384

Key Metrics	November			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	31	41	+ 32.3%	572	445	- 22.2%
Closed Sales	36	33	- 8.3%	482	377	- 21.8%
Median Sales Price	\$352,500	\$359,000	+ 1.8%	\$330,000	\$350,000	+ 6.1%
Pct. of Orig. Price Received	95.8%	99.5%	+ 3.9%	98.7%	98.3%	- 0.4%
Days on Market Until Sale	35	25	- 28.6%	17	30	+ 76.5%
Inventory of Homes for Sale	66	75	+ 13.6%	--	--	--
Months Supply of Inventory	1.5	2.1	+ 40.0%	--	--	--

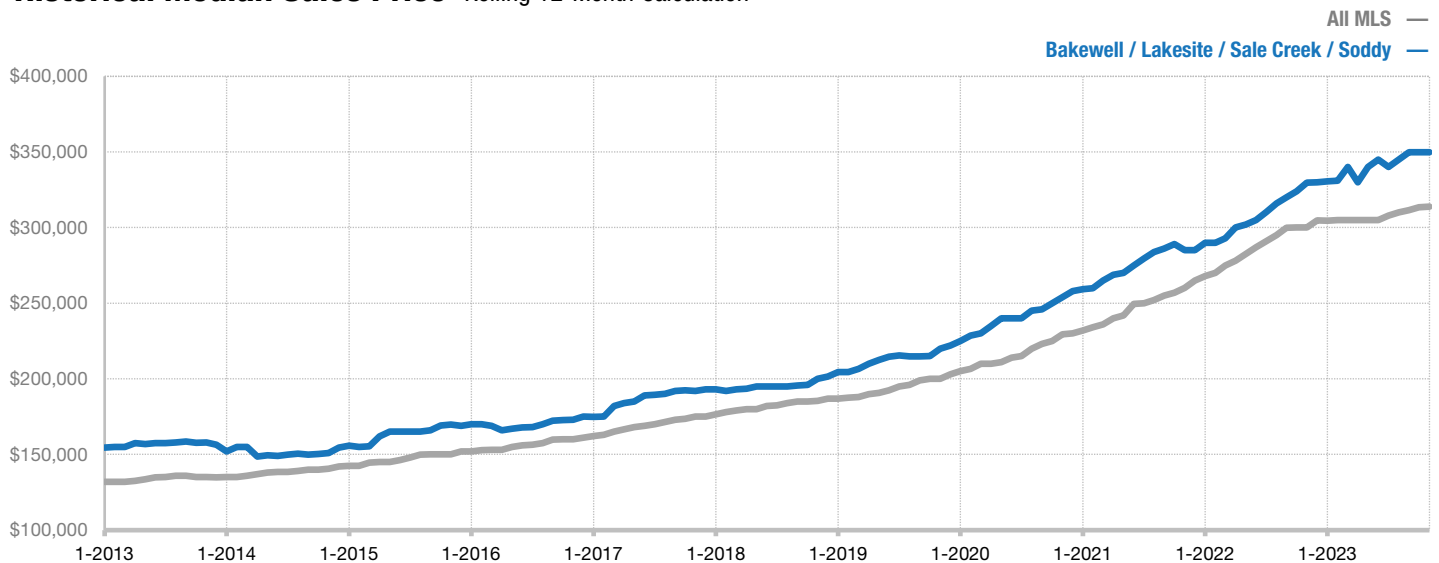
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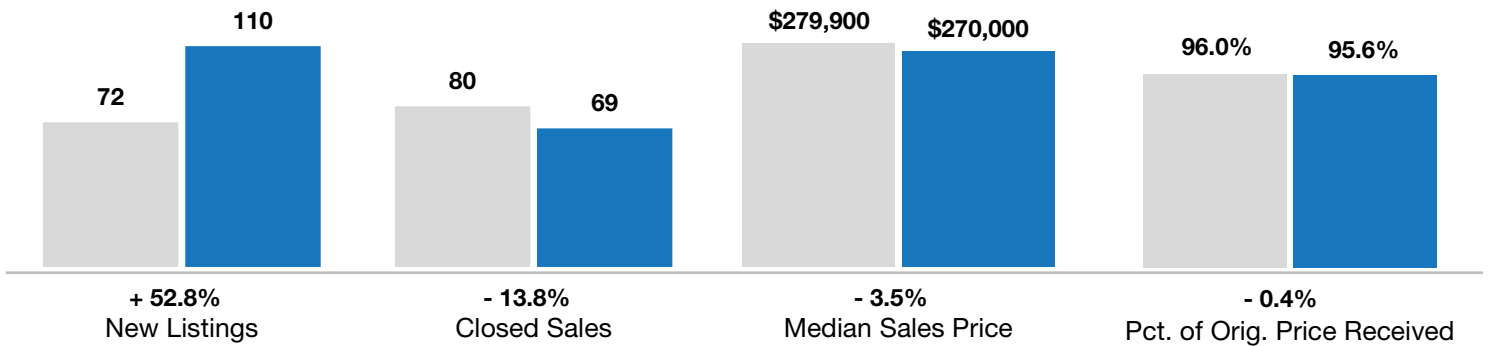
## Bradley County

Key Metrics	November			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	72	110	+ 52.8%	1,396	1,185	- 15.1%
Closed Sales	80	69	- 13.8%	1,044	952	- 8.8%
Median Sales Price	\$279,900	\$270,000	- 3.5%	\$300,000	\$305,000	+ 1.7%
Pct. of Orig. Price Received	96.0%	95.6%	- 0.4%	97.6%	96.4%	- 1.2%
Days on Market Until Sale	30	45	+ 50.0%	19	40	+ 110.5%
Inventory of Homes for Sale	269	231	- 14.1%	--	--	--
Months Supply of Inventory	2.2	2.5	+ 13.6%	--	--	--

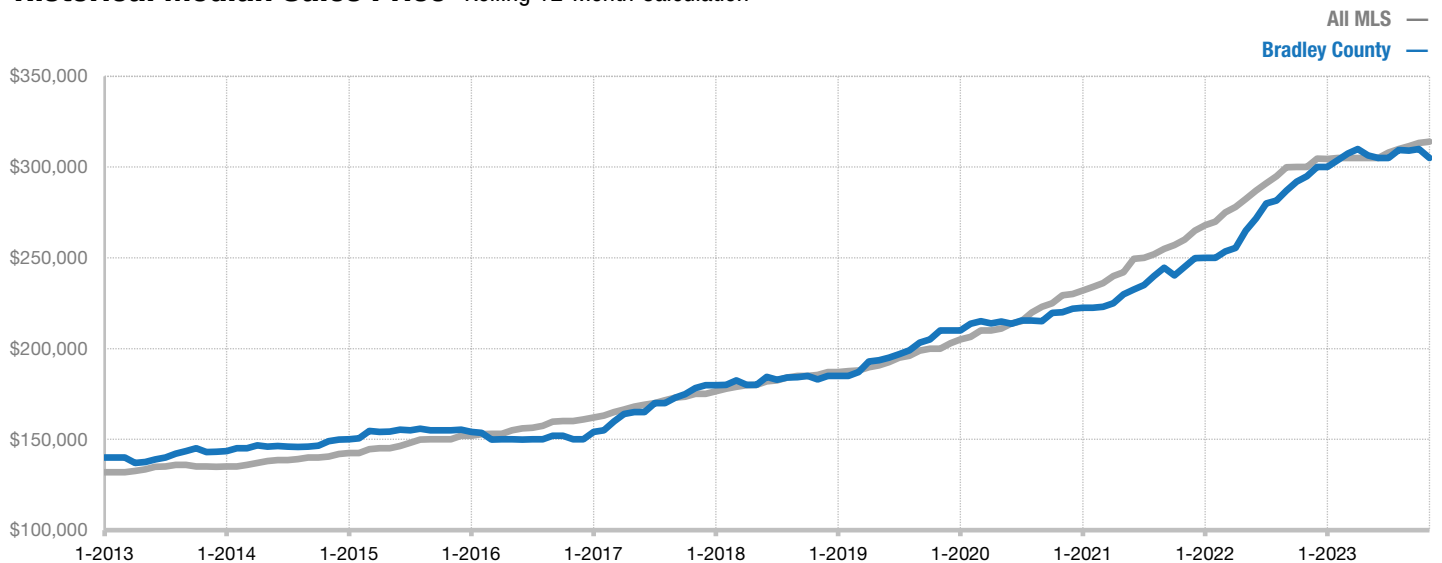
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## Brainerd

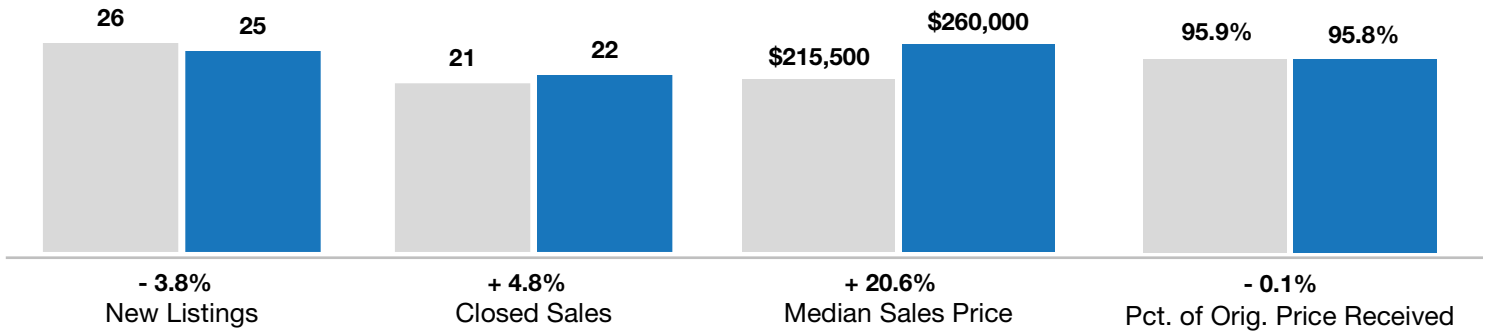
Includes the Ridgese Community

Key Metrics	November			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	26	25	- 3.8%	304	331	+ 8.9%
Closed Sales	21	22	+ 4.8%	277	254	- 8.3%
Median Sales Price	\$215,500	\$260,000	+ 20.6%	\$235,000	\$240,000	+ 2.1%
Pct. of Orig. Price Received	95.9%	95.8%	- 0.1%	98.5%	97.7%	- 0.8%
Days on Market Until Sale	22	23	+ 4.5%	16	19	+ 18.8%
Inventory of Homes for Sale	37	50	+ 35.1%	--	--	--
Months Supply of Inventory	1.6	2.2	+ 37.5%	--	--	--

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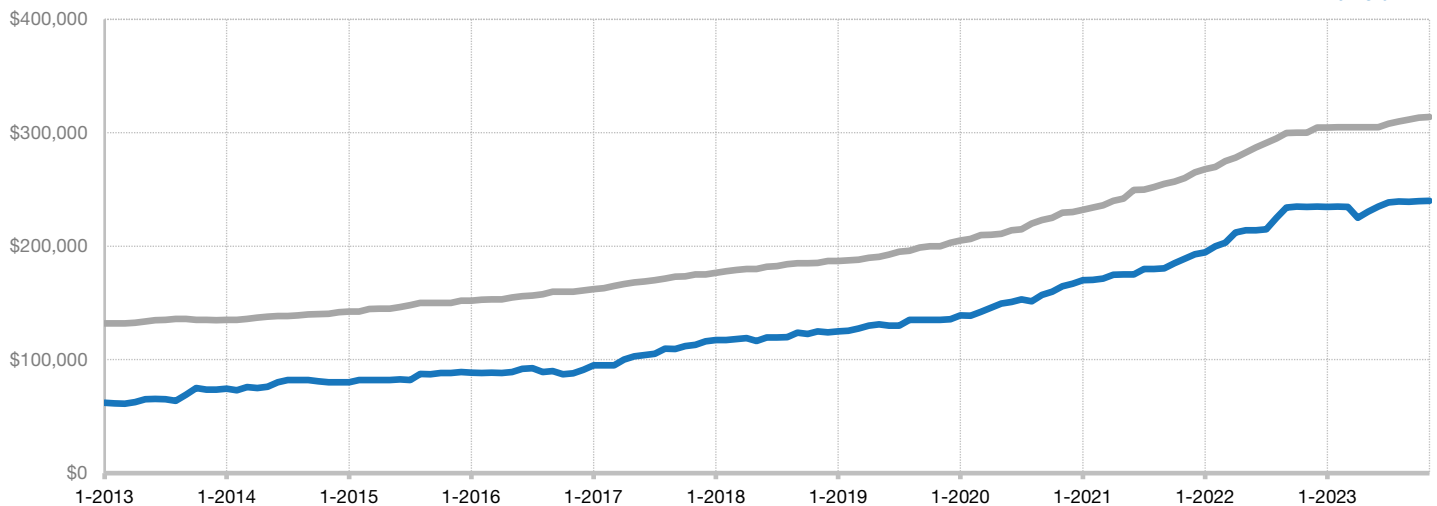
### November

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### Historical Median Sales Price Rolling 12-Month Calculation

— All MLS —  
— Brainerd —



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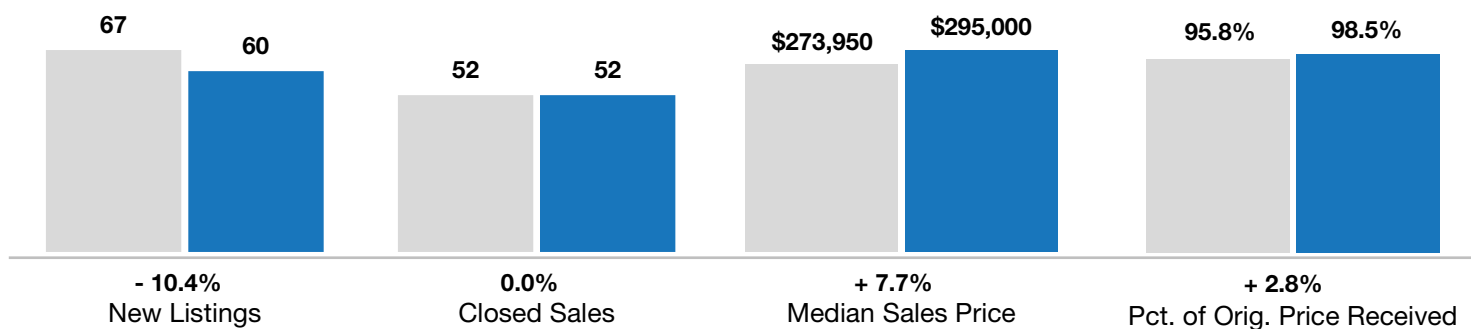
## Catoosa County

Key Metrics	November			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	67	60	- 10.4%	1,064	948	- 10.9%
Closed Sales	52	52	0.0%	858	739	- 13.9%
Median Sales Price	\$273,950	\$295,000	+ 7.7%	\$268,500	\$287,450	+ 7.1%
Pct. of Orig. Price Received	95.8%	98.5%	+ 2.8%	98.7%	97.3%	- 1.4%
Days on Market Until Sale	25	20	- 20.0%	15	34	+ 126.7%
Inventory of Homes for Sale	169	158	- 6.5%	--	--	--
Months Supply of Inventory	2.2	2.4	+ 9.1%	--	--	--

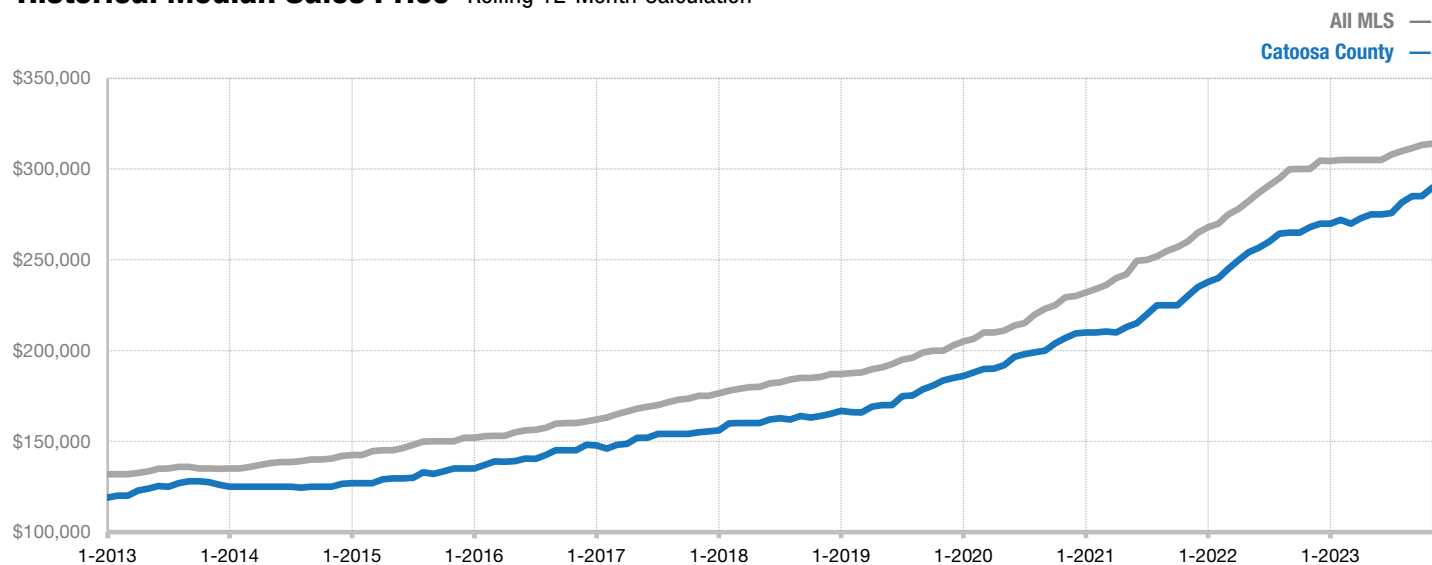
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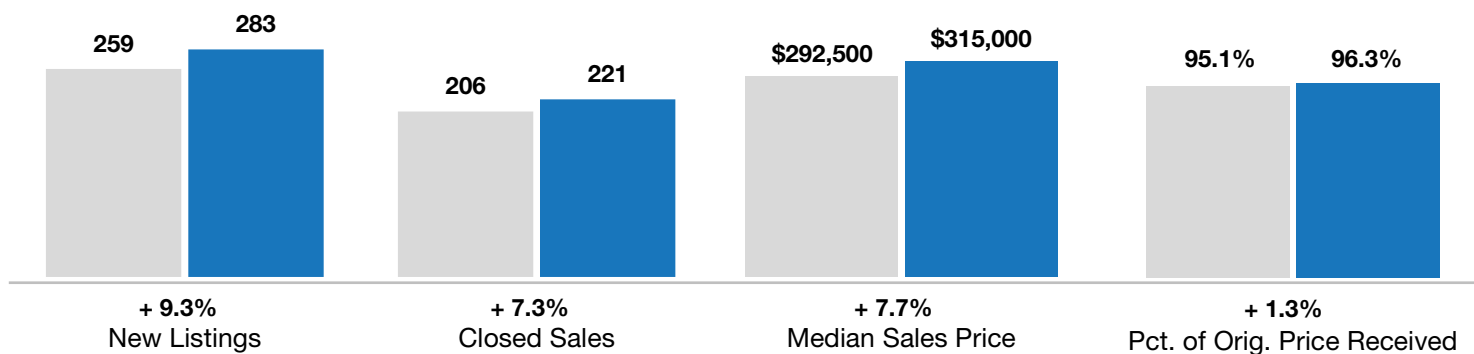
## Chattanooga

Key Metrics	November			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	259	<b>283</b>	+ 9.3%	3,917	<b>3,652</b>	- 6.8%
Closed Sales	206	<b>221</b>	+ 7.3%	3,175	<b>2,774</b>	- 12.6%
Median Sales Price	\$292,500	<b>\$315,000</b>	+ 7.7%	\$307,500	<b>\$320,000</b>	+ 4.1%
Pct. of Orig. Price Received	95.1%	<b>96.3%</b>	+ 1.3%	99.4%	<b>97.2%</b>	- 2.2%
Days on Market Until Sale	31	<b>27</b>	- 12.9%	16	<b>26</b>	+ 62.5%
Inventory of Homes for Sale	586	<b>629</b>	+ 7.3%	--	--	--
Months Supply of Inventory	2.0	<b>2.2</b>	+ 10.0%	--	--	--

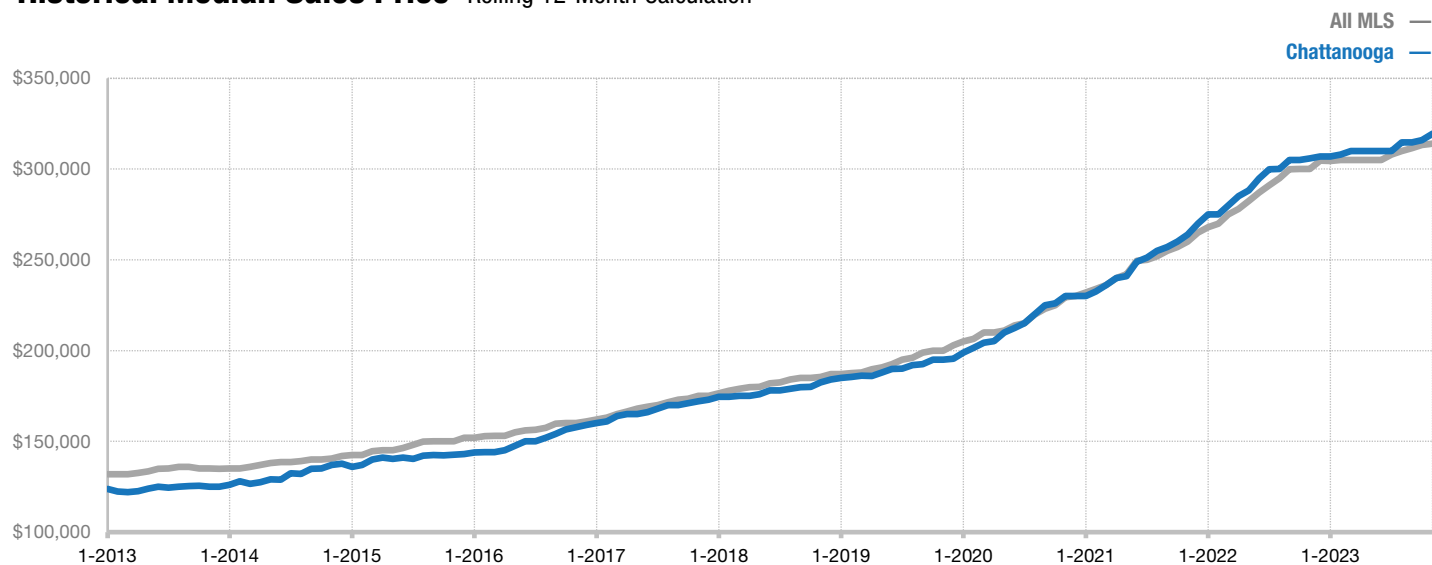
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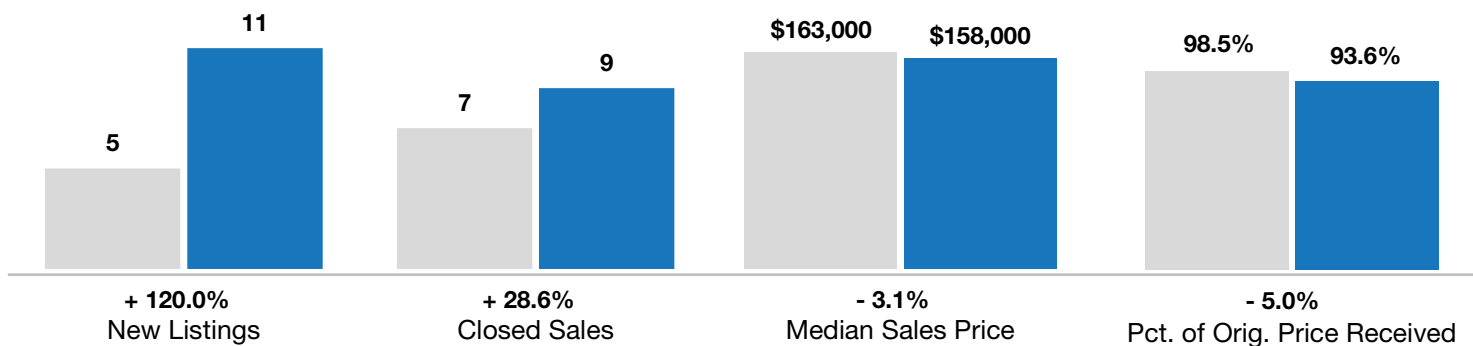
## Chattooga County

Key Metrics	November			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	5	11	+ 120.0%	117	98	- 16.2%
Closed Sales	7	9	+ 28.6%	104	70	- 32.7%
Median Sales Price	\$163,000	\$158,000	- 3.1%	\$186,000	\$183,700	- 1.2%
Pct. of Orig. Price Received	98.5%	93.6%	- 5.0%	97.1%	95.4%	- 1.8%
Days on Market Until Sale	10	28	+ 180.0%	17	33	+ 94.1%
Inventory of Homes for Sale	12	22	+ 83.3%	--	--	--
Months Supply of Inventory	1.3	3.4	+ 161.5%	--	--	--

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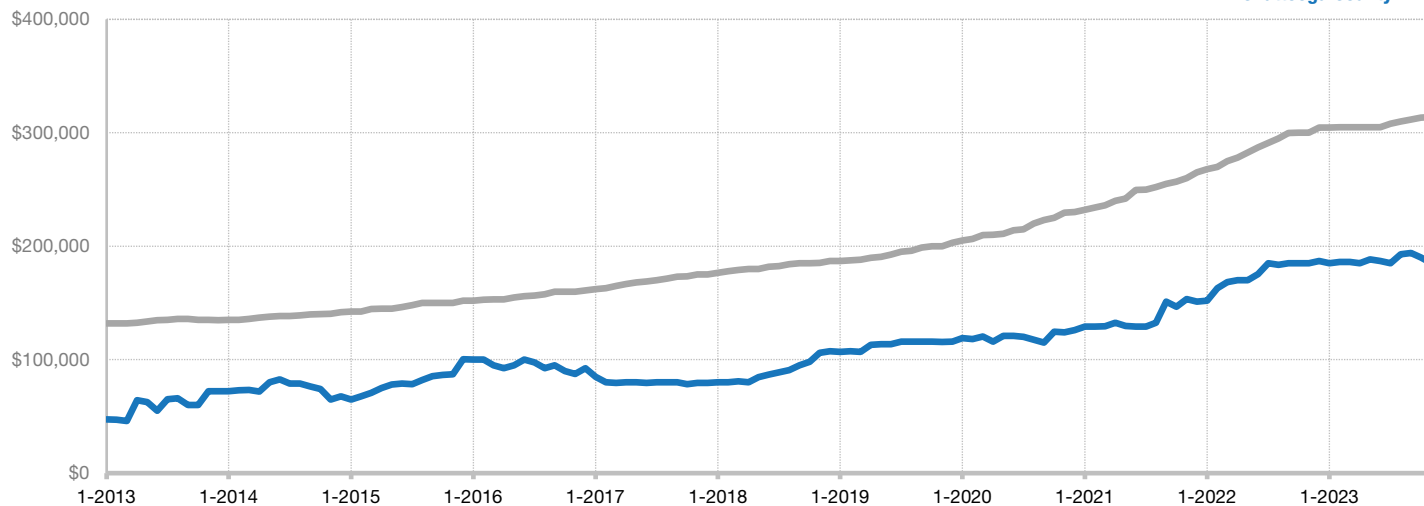
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### Historical Median Sales Price Rolling 12-Month Calculation

All MLS —  
Chattooga County —



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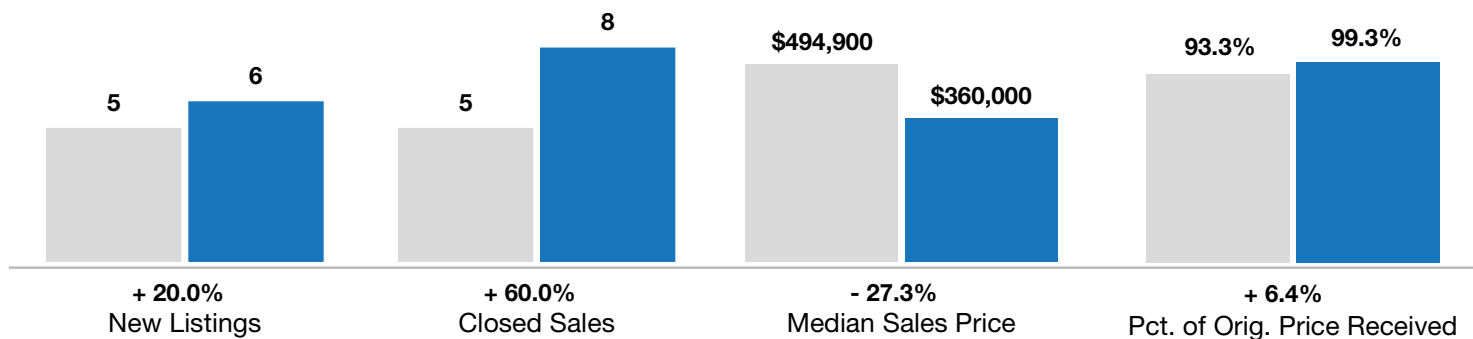
## Collegedale

Key Metrics	November			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	5	6	+ 20.0%	147	121	- 17.7%
Closed Sales	5	8	+ 60.0%	122	103	- 15.6%
Median Sales Price	\$494,900	\$360,000	- 27.3%	\$444,950	\$455,000	+ 2.3%
Pct. of Orig. Price Received	93.3%	99.3%	+ 6.4%	99.3%	97.8%	- 1.5%
Days on Market Until Sale	67	50	- 25.4%	30	72	+ 140.0%
Inventory of Homes for Sale	41	30	- 26.8%	--	--	--
Months Supply of Inventory	3.7	3.0	- 18.9%	--	--	--

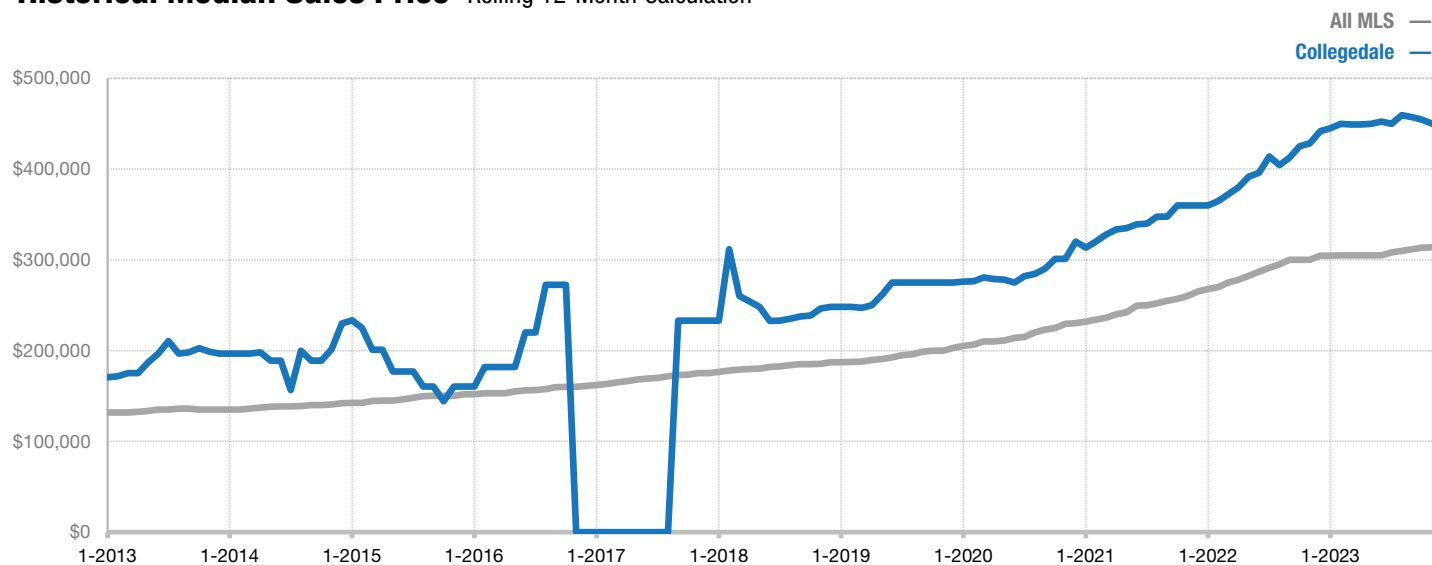
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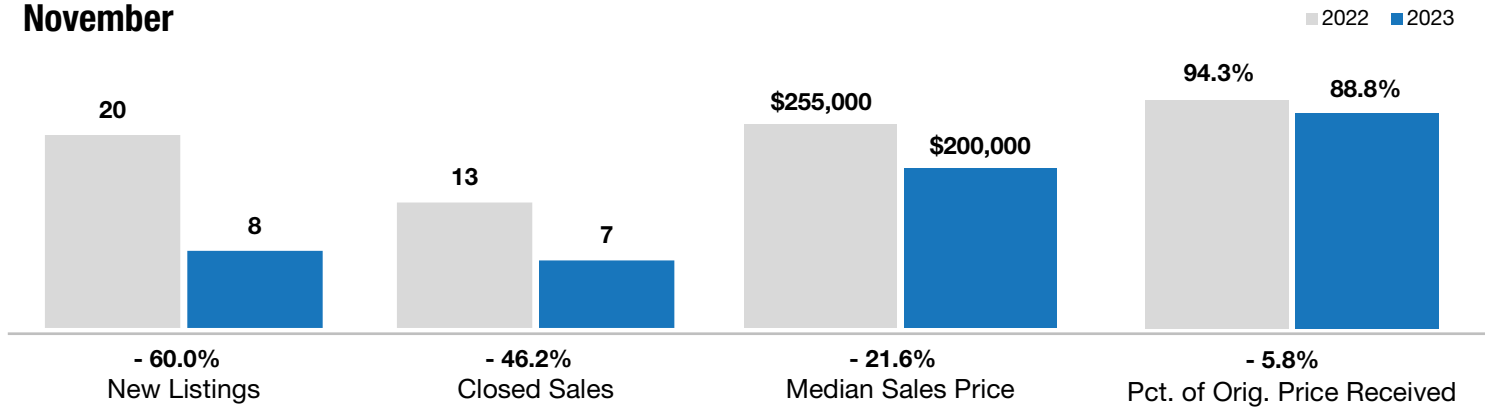
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## Dade County

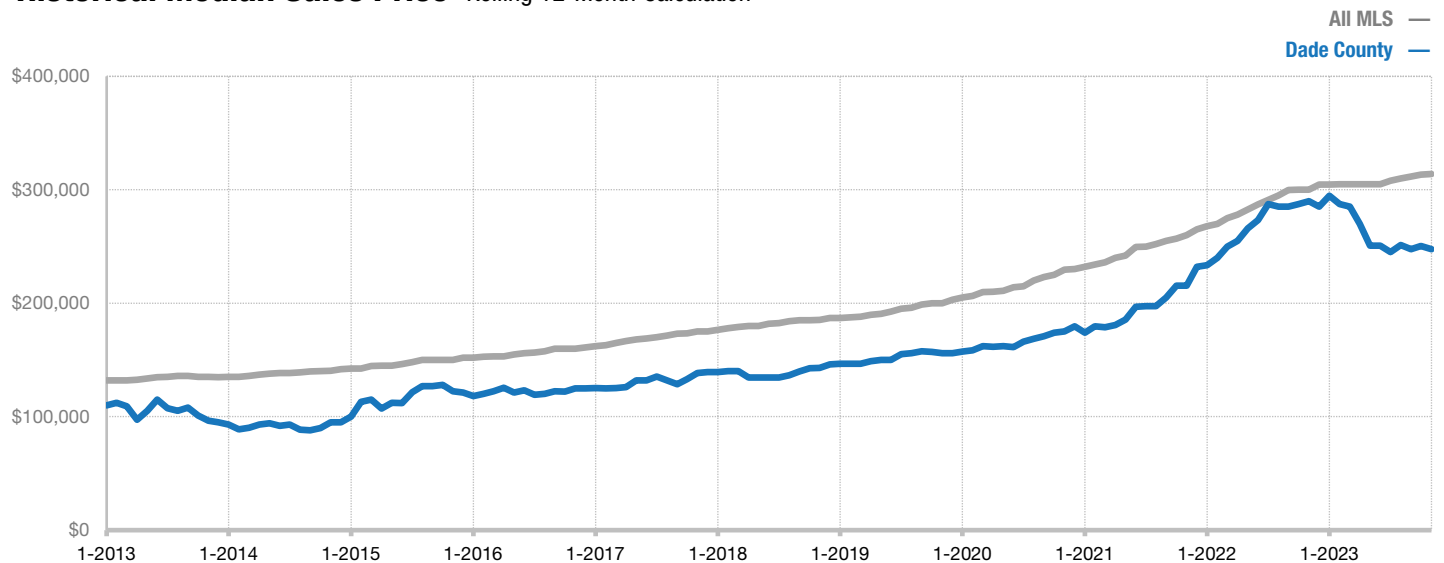
Key Metrics	November			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	20	8	- 60.0%	239	173	- 27.6%
Closed Sales	13	7	- 46.2%	189	136	- 28.0%
Median Sales Price	\$255,000	\$200,000	- 21.6%	\$290,000	\$250,500	- 13.6%
Pct. of Orig. Price Received	94.3%	88.8%	- 5.8%	96.9%	94.5%	- 2.5%
Days on Market Until Sale	29	47	+ 62.1%	33	42	+ 27.3%
Inventory of Homes for Sale	48	35	- 27.1%	--	--	--
Months Supply of Inventory	3.1	2.9	- 6.5%	--	--	--

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### November



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## Downtown Chattanooga

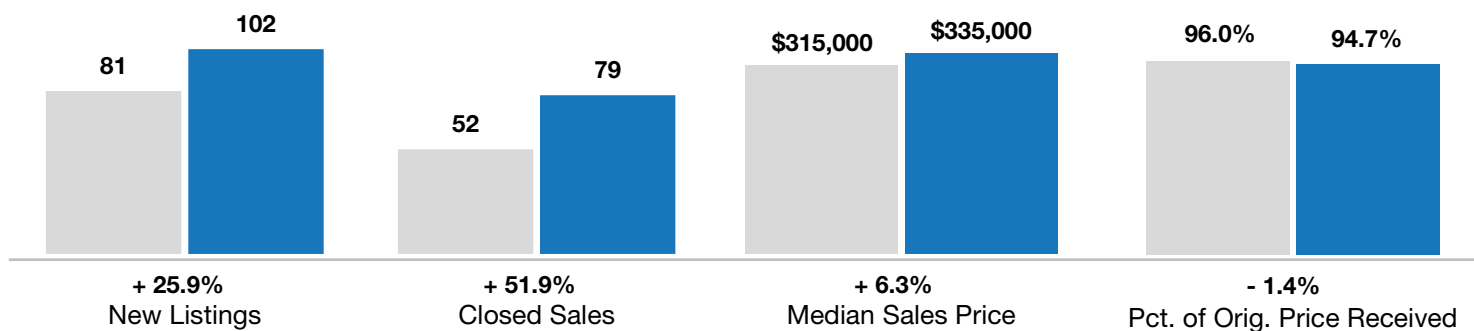
ZIP Codes: 37402, 37403, 37404, 37405, 37406, 37408 and 37450

Key Metrics	November			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	81	<b>102</b>	+ 25.9%	1,163	<b>1,296</b>	+ 11.4%
Closed Sales	52	<b>79</b>	+ 51.9%	898	<b>857</b>	- 4.6%
Median Sales Price	\$315,000	<b>\$335,000</b>	+ 6.3%	\$325,000	<b>\$349,900</b>	+ 7.7%
Pct. of Orig. Price Received	96.0%	<b>94.7%</b>	- 1.4%	99.3%	<b>96.0%</b>	- 3.3%
Days on Market Until Sale	29	<b>32</b>	+ 10.3%	21	<b>31</b>	+ 47.6%
Inventory of Homes for Sale	226	<b>279</b>	+ 23.5%	--	--	--
Months Supply of Inventory	2.7	<b>2.8</b>	+ 3.7%	--	--	--

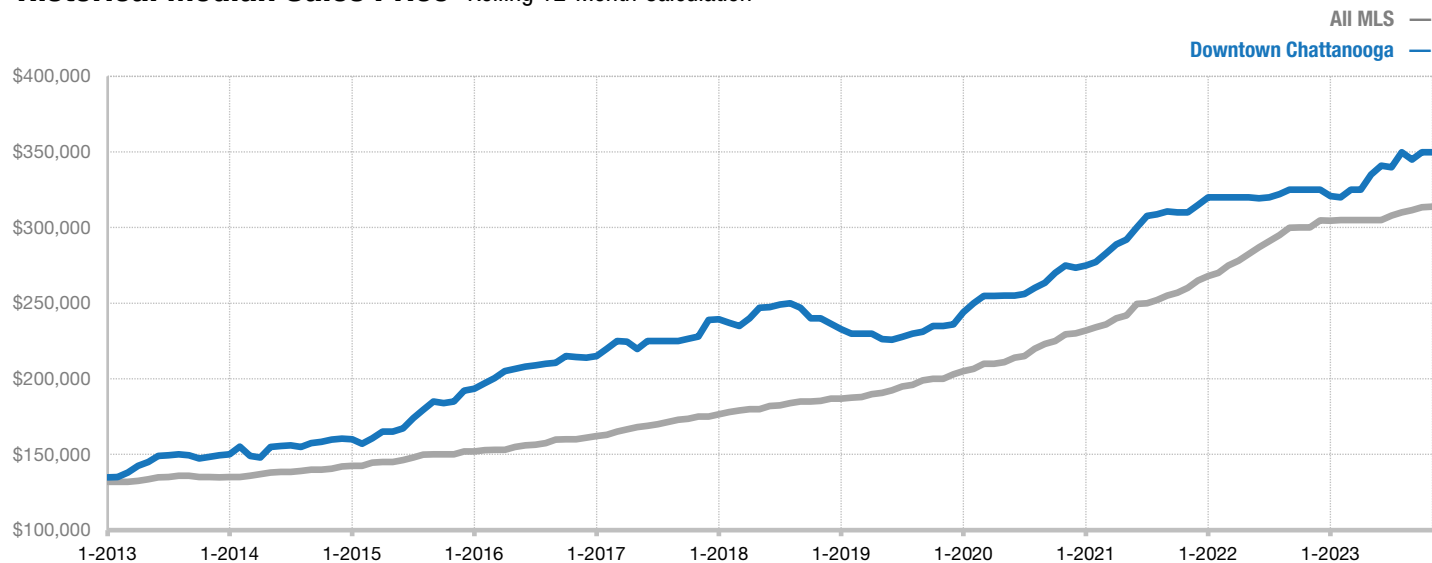
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## East Brainerd

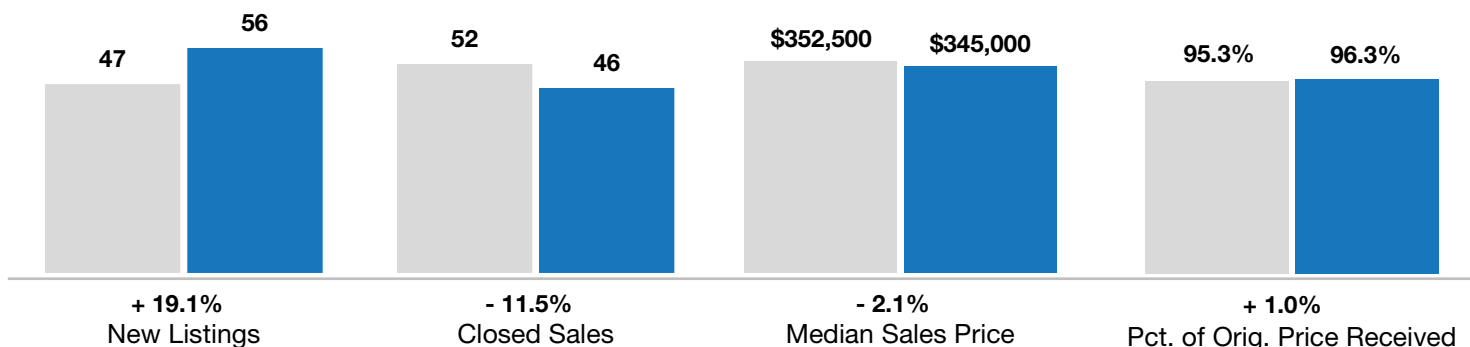
Includes the Cromwell, Dalewood, Eastdale & Tyner Communities

Key Metrics	November			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	47	56	+ 19.1%	944	695	- 26.4%
Closed Sales	52	46	- 11.5%	778	591	- 24.0%
Median Sales Price	\$352,500	\$345,000	- 2.1%	\$350,000	\$355,000	+ 1.4%
Pct. of Orig. Price Received	95.3%	96.3%	+ 1.0%	99.5%	97.8%	- 1.7%
Days on Market Until Sale	45	30	- 33.3%	15	29	+ 93.3%
Inventory of Homes for Sale	127	106	- 16.5%	--	--	--
Months Supply of Inventory	2.0	2.0	0.0%	--	--	--

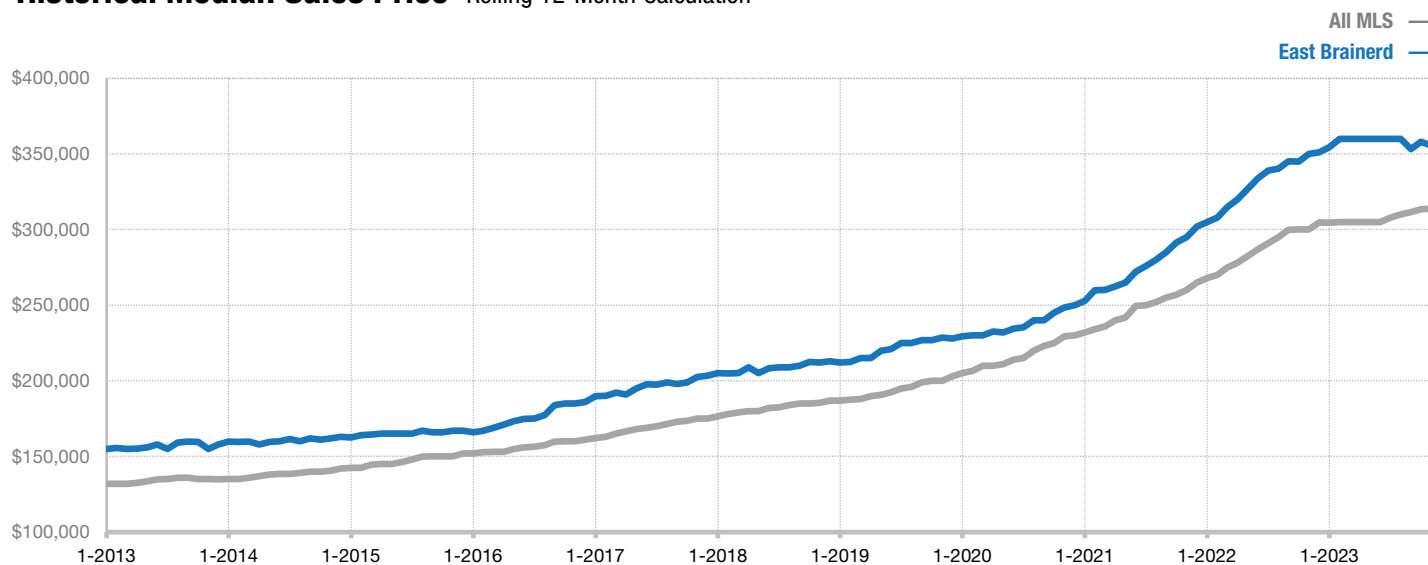
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### November

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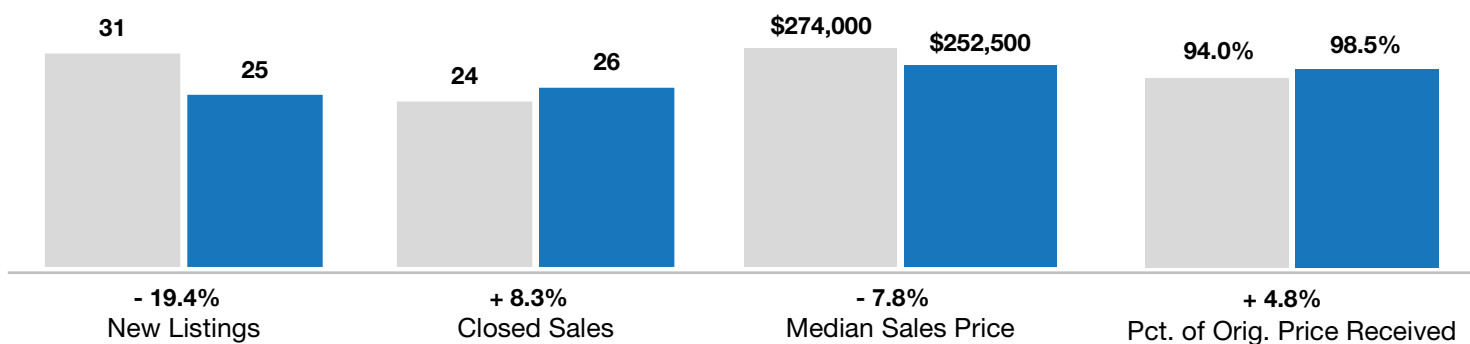
## East Ridge

Key Metrics	November			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	31	25	- 19.4%	321	362	+ 12.8%
Closed Sales	24	26	+ 8.3%	264	290	+ 9.8%
Median Sales Price	\$274,000	\$252,500	- 7.8%	\$239,000	\$263,000	+ 10.0%
Pct. of Orig. Price Received	94.0%	98.5%	+ 4.8%	99.3%	97.6%	- 1.7%
Days on Market Until Sale	30	19	- 36.7%	12	20	+ 66.7%
Inventory of Homes for Sale	46	51	+ 10.9%	--	--	--
Months Supply of Inventory	2.0	1.8	- 10.0%	--	--	--

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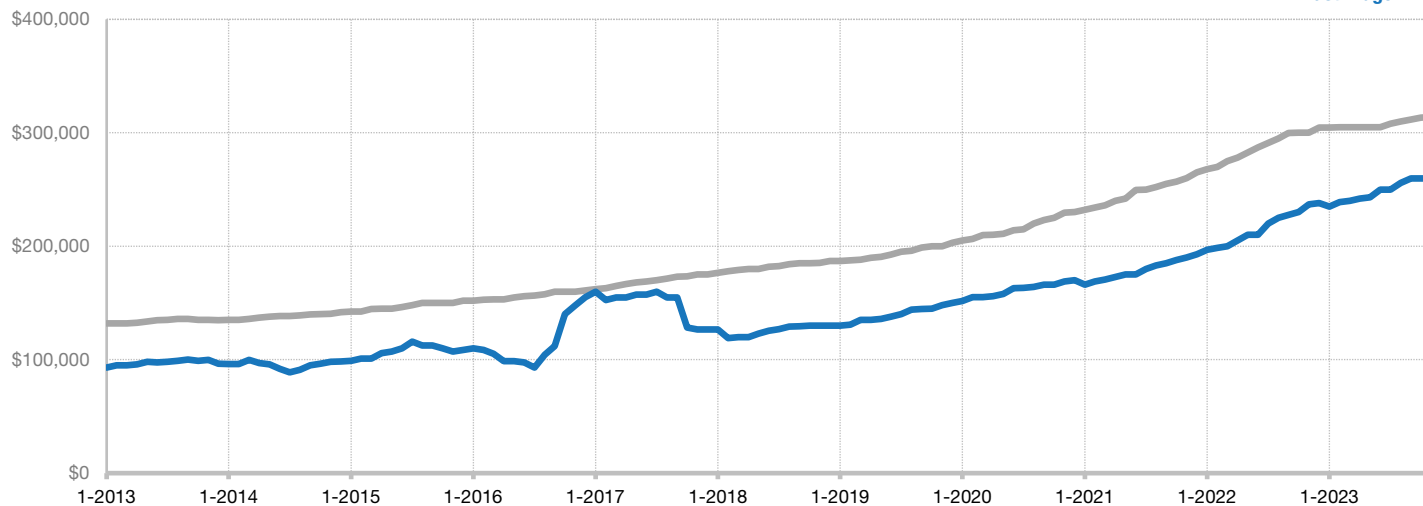
### November

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### Historical Median Sales Price Rolling 12-Month Calculation

— All MLS —  
— East Ridge —



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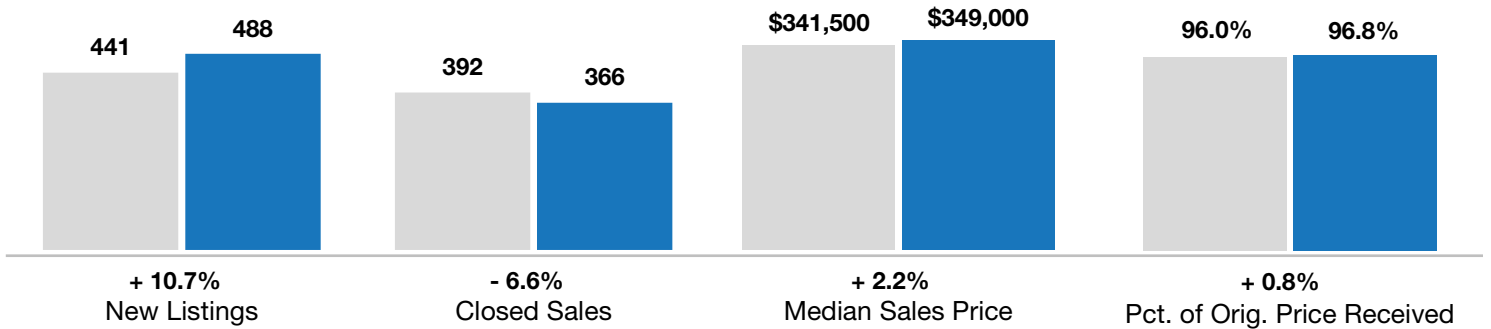
## Hamilton County

Key Metrics	November			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	441	<b>488</b>	+ 10.7%	7,202	<b>6,335</b>	- 12.0%
Closed Sales	392	<b>366</b>	- 6.6%	5,922	<b>5,010</b>	- 15.4%
Median Sales Price	\$341,500	<b>\$349,000</b>	+ 2.2%	\$349,900	<b>\$355,000</b>	+ 1.5%
Pct. of Orig. Price Received	96.0%	<b>96.8%</b>	+ 0.8%	99.6%	<b>97.6%</b>	- 2.0%
Days on Market Until Sale	29	<b>30</b>	+ 3.4%	16	<b>30</b>	+ 87.5%
Inventory of Homes for Sale	1,035	<b>1,086</b>	+ 4.9%	--	--	--
Months Supply of Inventory	1.9	<b>2.2</b>	+ 15.8%	--	--	--

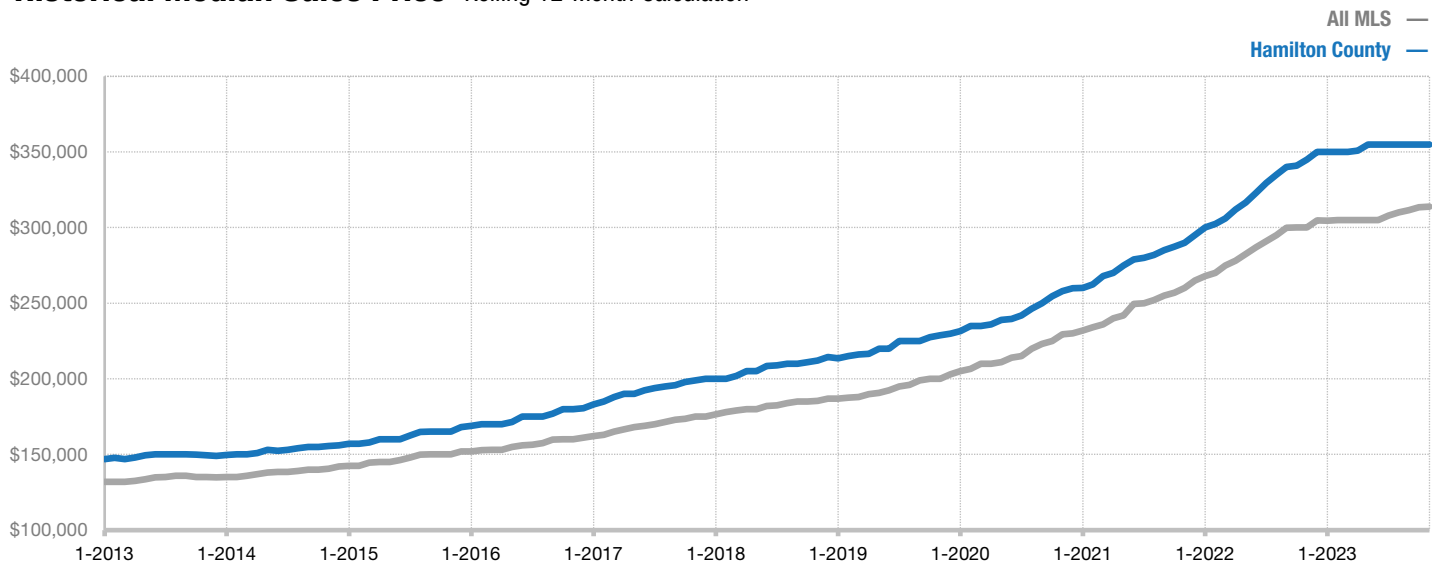
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## Harrison / Georgetown

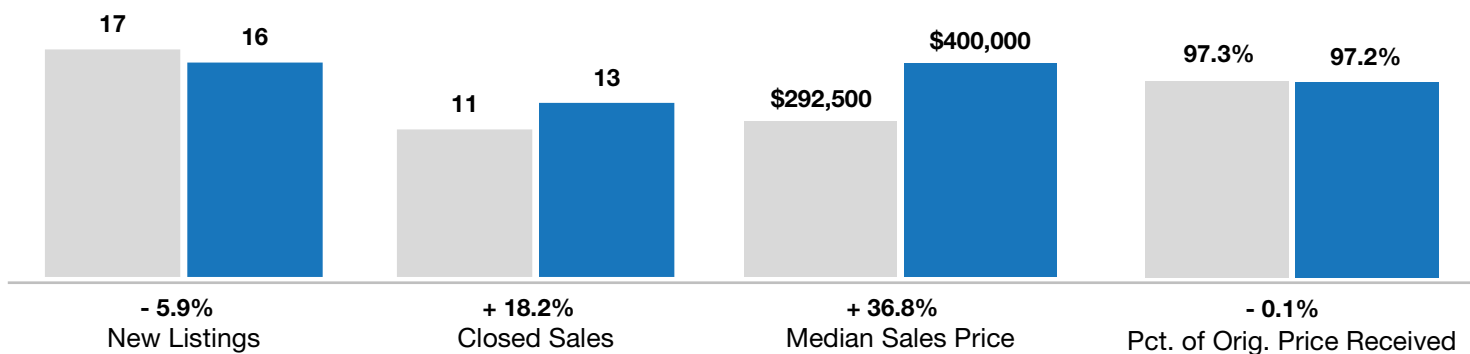
ZIP Codes: 37341 and 37308

Key Metrics	November			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	17	16	- 5.9%	315	238	- 24.4%
Closed Sales	11	13	+ 18.2%	242	202	- 16.5%
Median Sales Price	\$292,500	\$400,000	+ 36.8%	\$326,500	\$352,950	+ 8.1%
Pct. of Orig. Price Received	97.3%	97.2%	- 0.1%	100.2%	97.4%	- 2.8%
Days on Market Until Sale	22	52	+ 136.4%	18	47	+ 161.1%
Inventory of Homes for Sale	54	38	- 29.6%	--	--	--
Months Supply of Inventory	2.5	2.1	- 16.0%	--	--	--

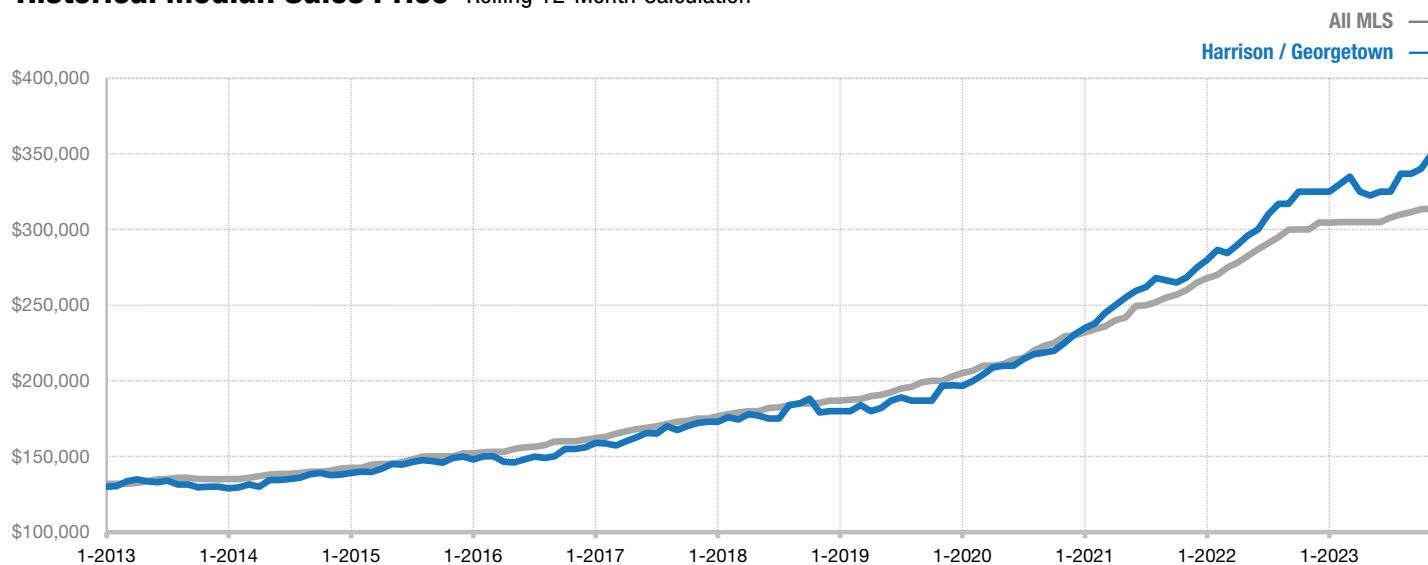
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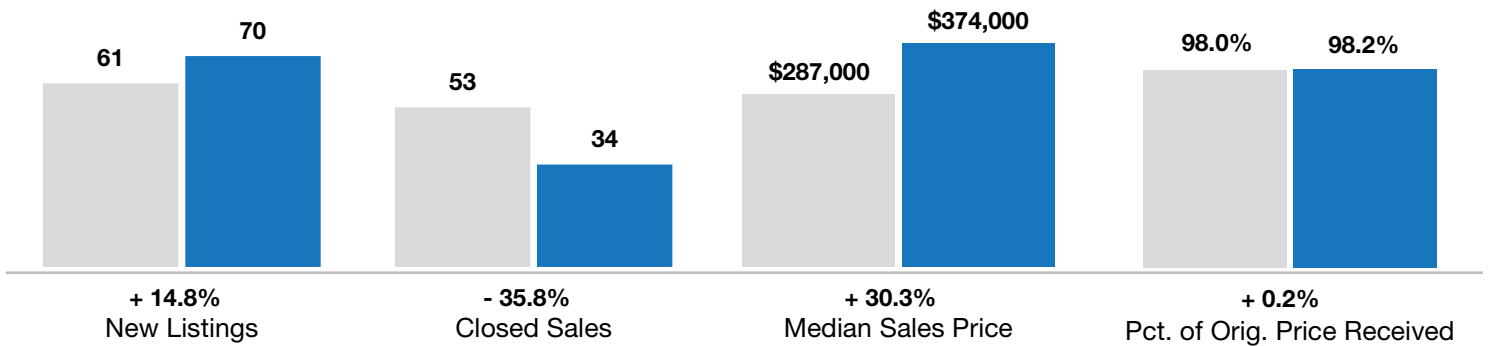
## Hixson

Key Metrics	November			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	61	70	+ 14.8%	818	739	- 9.7%
Closed Sales	53	34	- 35.8%	706	603	- 14.6%
Median Sales Price	\$287,000	\$374,000	+ 30.3%	\$345,000	\$350,000	+ 1.4%
Pct. of Orig. Price Received	98.0%	98.2%	+ 0.2%	100.9%	98.4%	- 2.5%
Days on Market Until Sale	22	19	- 13.6%	14	23	+ 64.3%
Inventory of Homes for Sale	103	99	- 3.9%	--	--	--
Months Supply of Inventory	1.4	1.8	+ 28.6%	--	--	--

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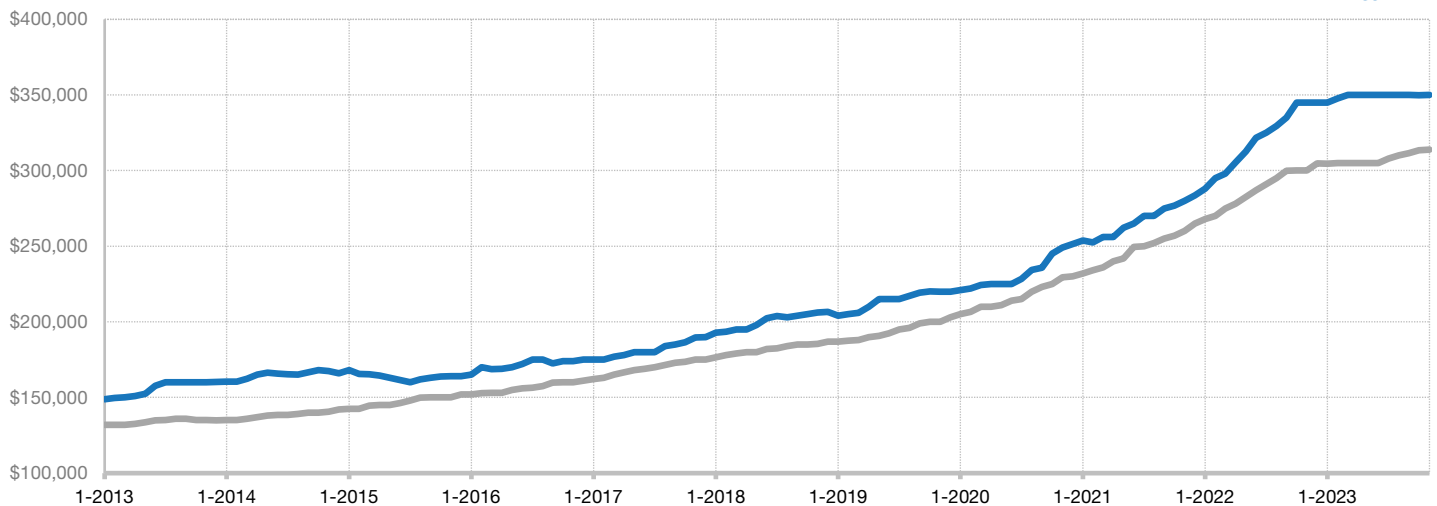
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— All MLS  
— Hixson



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## Lookout Mountain

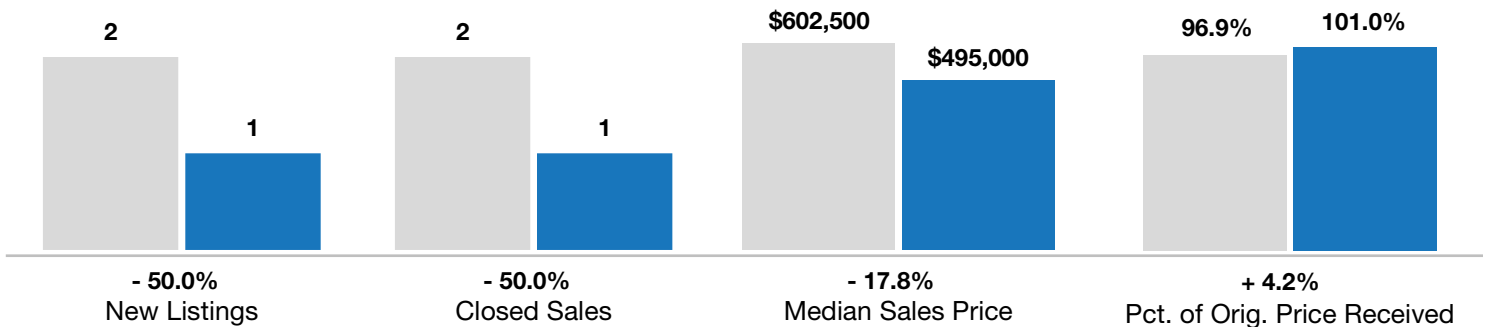
Hamilton County Only

Key Metrics	November			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	2	1	- 50.0%	37	33	- 10.8%
Closed Sales	2	1	- 50.0%	29	29	0.0%
Median Sales Price	\$602,500	\$495,000	- 17.8%	\$900,000	\$875,000	- 2.8%
Pct. of Orig. Price Received	96.9%	101.0%	+ 4.2%	99.7%	95.9%	- 3.8%
Days on Market Until Sale	7	0	- 100.0%	15	29	+ 93.3%
Inventory of Homes for Sale	8	3	- 62.5%	--	--	--
Months Supply of Inventory	2.2	0.7	- 68.2%	--	--	--

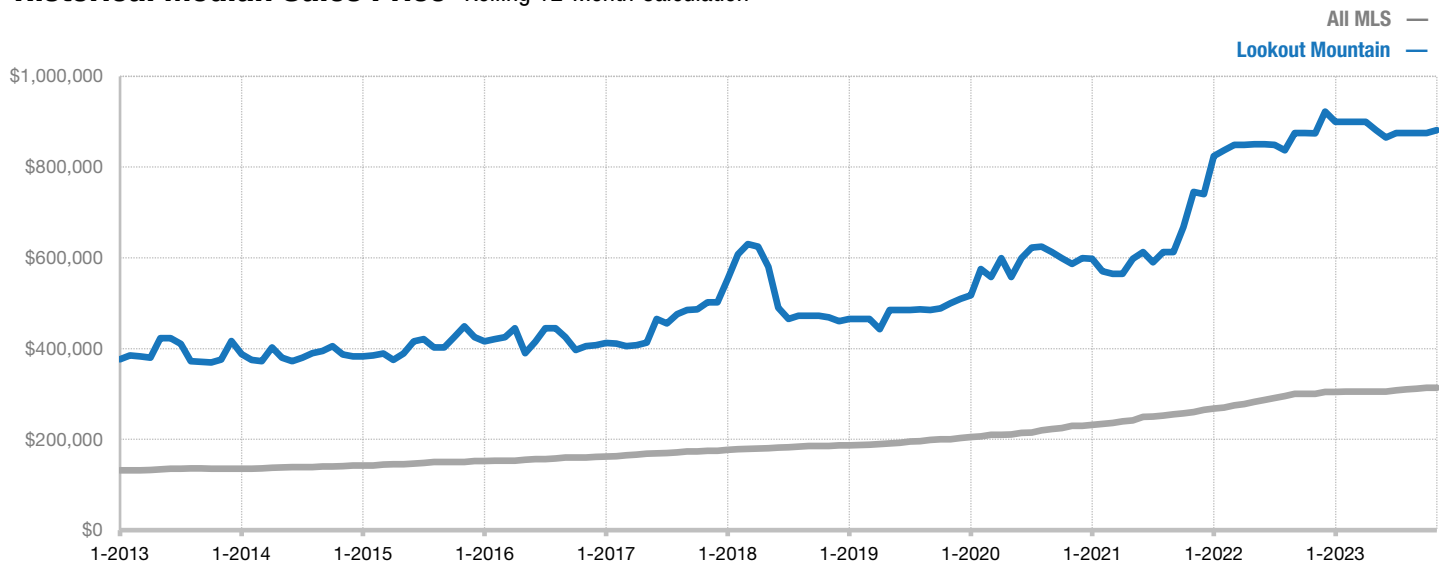
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### November

■ 2022 ■ 2023



### Historical Median Sales Price Rolling 12-Month Calculation





# Local Market Update – November 2023

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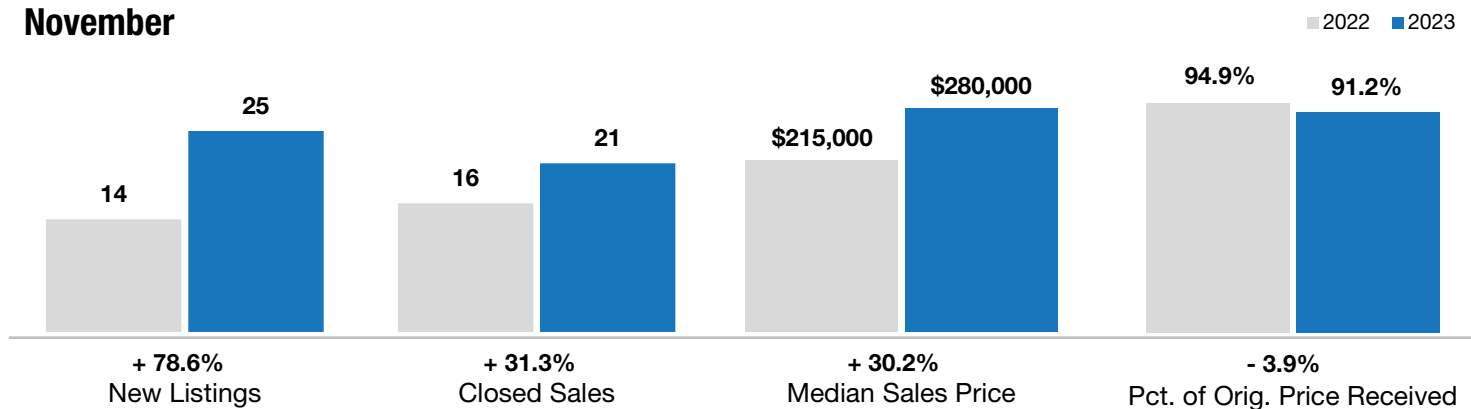
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## Marion County

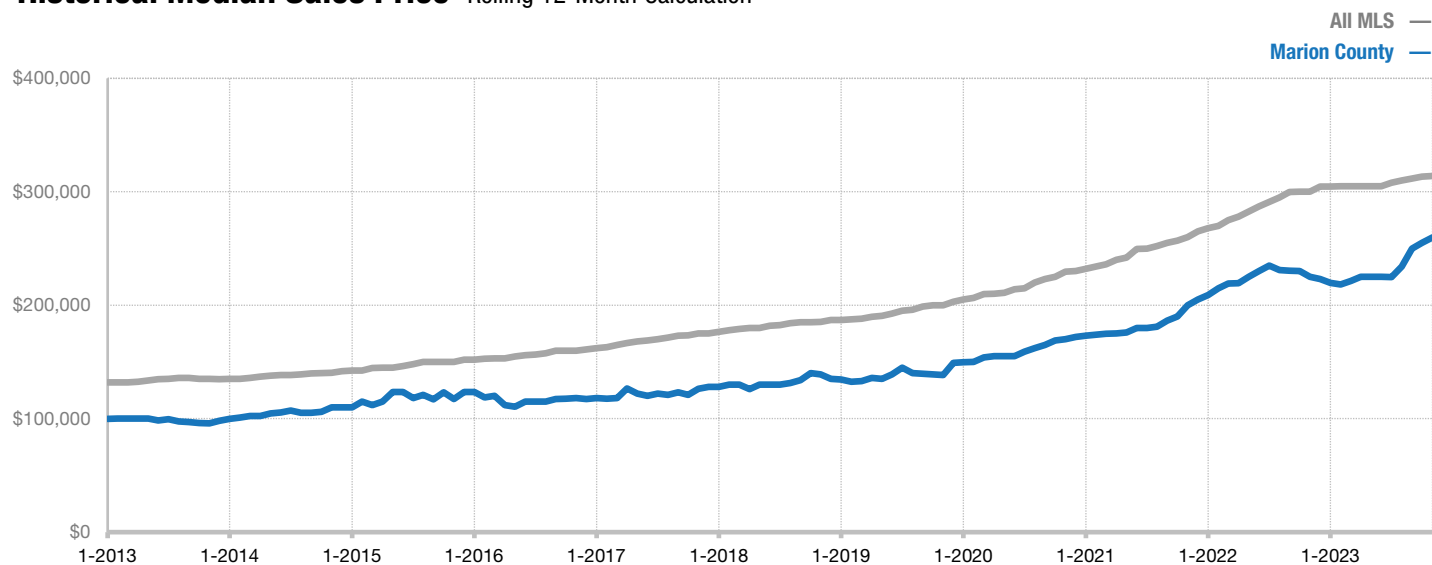
Key Metrics	November			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	14	25	+ 78.6%	333	314	- 5.7%
Closed Sales	16	21	+ 31.3%	252	217	- 13.9%
Median Sales Price	\$215,000	\$280,000	+ 30.2%	\$225,500	\$262,000	+ 16.2%
Pct. of Orig. Price Received	94.9%	91.2%	- 3.9%	94.9%	93.3%	- 1.7%
Days on Market Until Sale	37	61	+ 64.9%	35	49	+ 40.0%
Inventory of Homes for Sale	80	69	- 13.8%	--	--	--
Months Supply of Inventory	3.8	3.3	- 13.2%	--	--	--

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

### November



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update – November 2023

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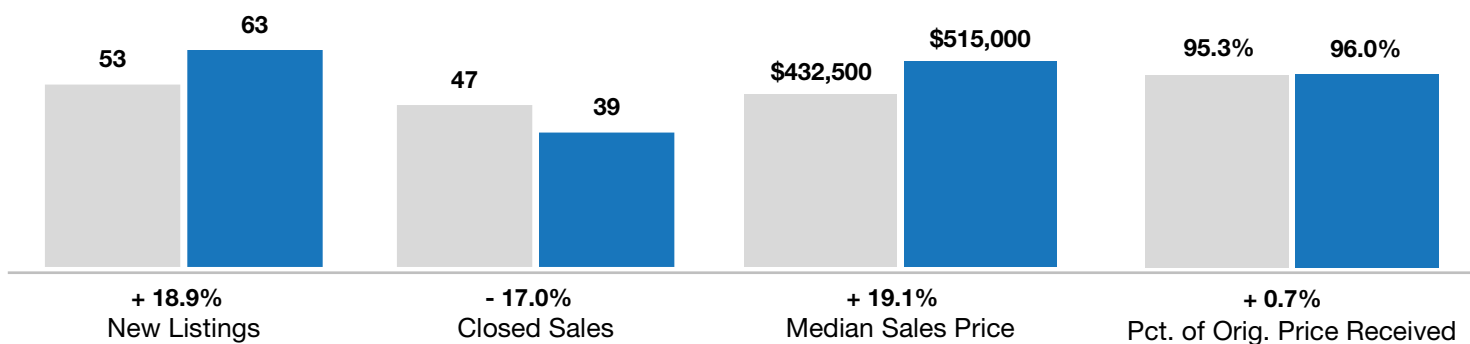
## Ooltewah

Key Metrics	November			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	53	<b>63</b>	+ 18.9%	998	<b>831</b>	- 16.7%
Closed Sales	47	<b>39</b>	- 17.0%	799	<b>675</b>	- 15.5%
Median Sales Price	\$432,500	<b>\$515,000</b>	+ 19.1%	\$435,000	<b>\$449,700</b>	+ 3.4%
Pct. of Orig. Price Received	95.3%	<b>96.0%</b>	+ 0.7%	99.8%	<b>98.0%</b>	- 1.8%
Days on Market Until Sale	35	<b>70</b>	+ 100.0%	18	<b>38</b>	+ 111.1%
Inventory of Homes for Sale	143	<b>172</b>	+ 20.3%	--	--	--
Months Supply of Inventory	1.9	<b>2.8</b>	+ 47.4%	--	--	--

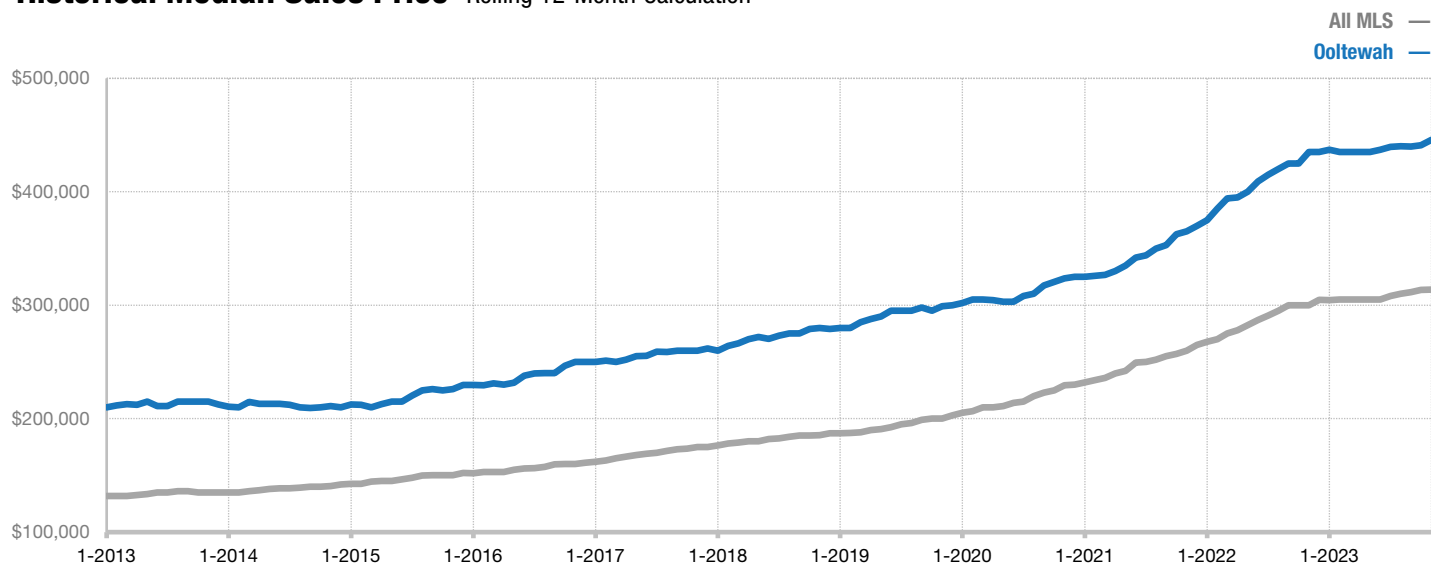
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### November

■ 2022 ■ 2023



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update – November 2023

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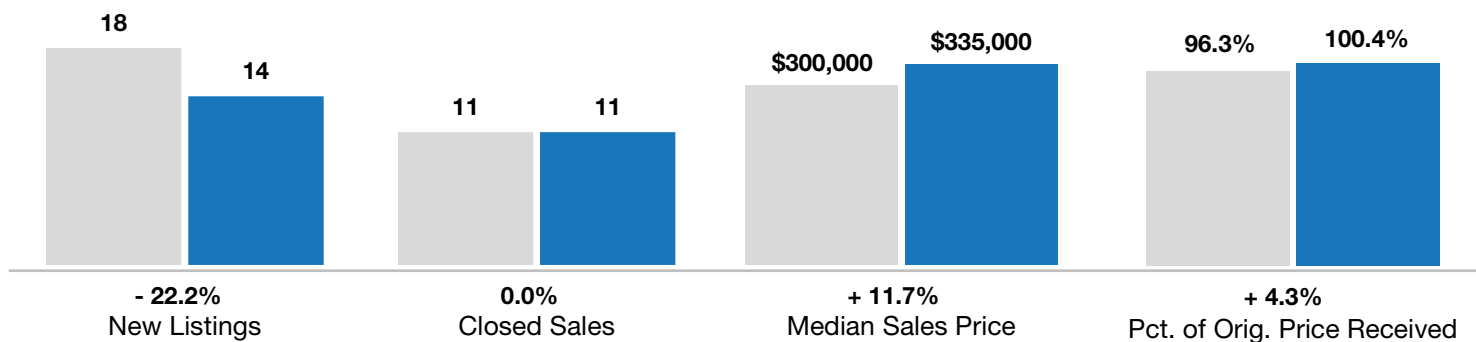
## Red Bank

Key Metrics	November			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	18	14	- 22.2%	186	178	- 4.3%
Closed Sales	11	11	0.0%	154	142	- 7.8%
Median Sales Price	\$300,000	\$335,000	+ 11.7%	\$300,000	\$303,000	+ 1.0%
Pct. of Orig. Price Received	96.3%	100.4%	+ 4.3%	100.9%	98.9%	- 2.0%
Days on Market Until Sale	21	10	- 52.4%	12	21	+ 75.0%
Inventory of Homes for Sale	23	24	+ 4.3%	--	--	--
Months Supply of Inventory	1.8	1.8	0.0%	--	--	--

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

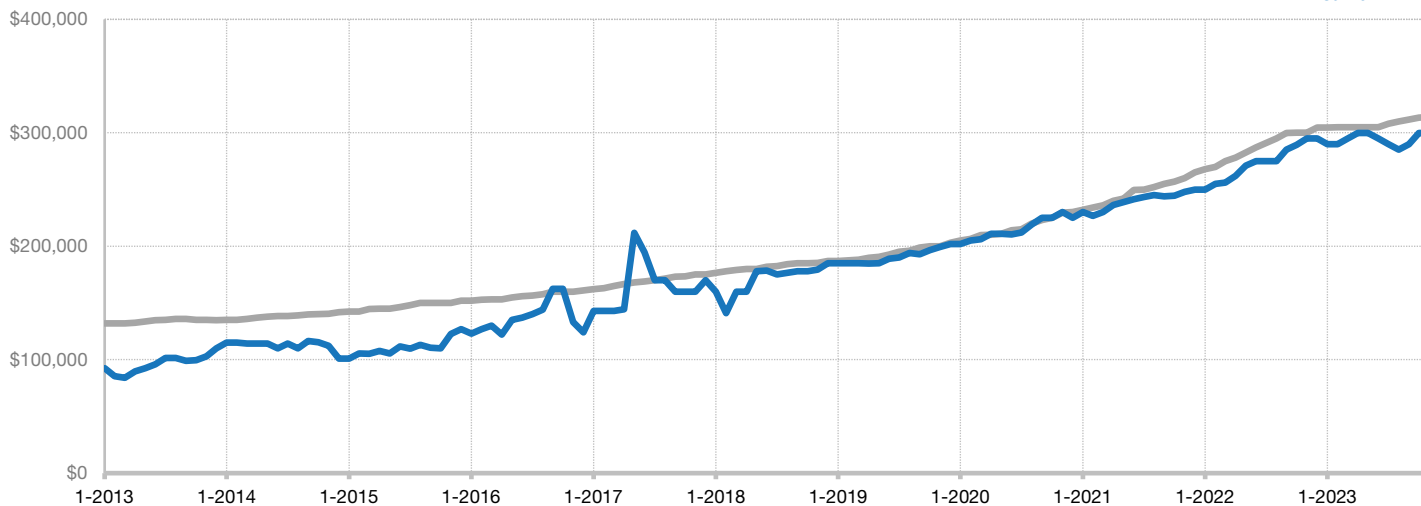
### November

■ 2022 ■ 2023



### Historical Median Sales Price Rolling 12-Month Calculation

— All MLS  
— Red Bank



# Local Market Update – November 2023

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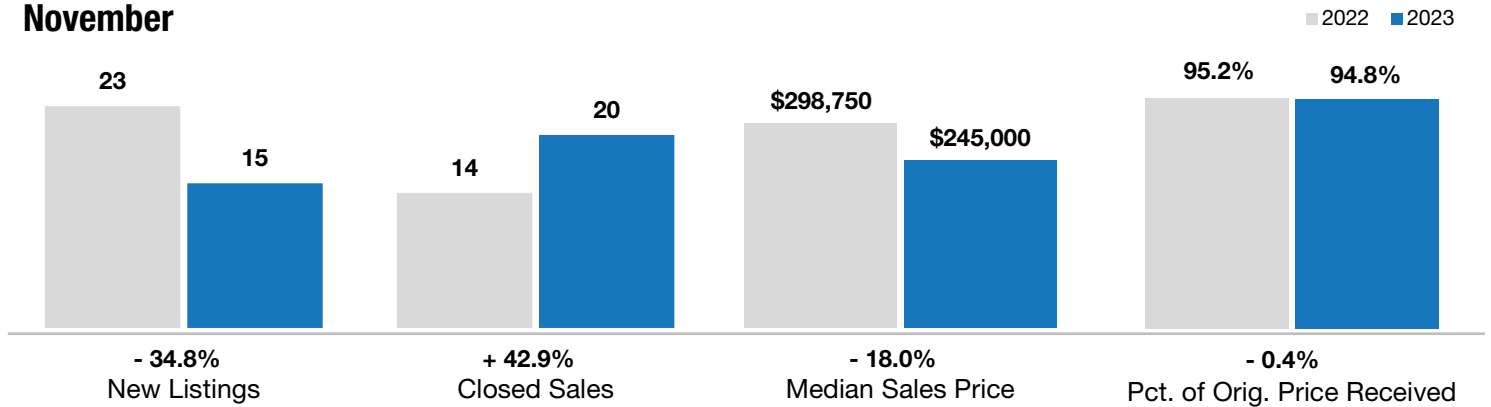
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## Rhea County

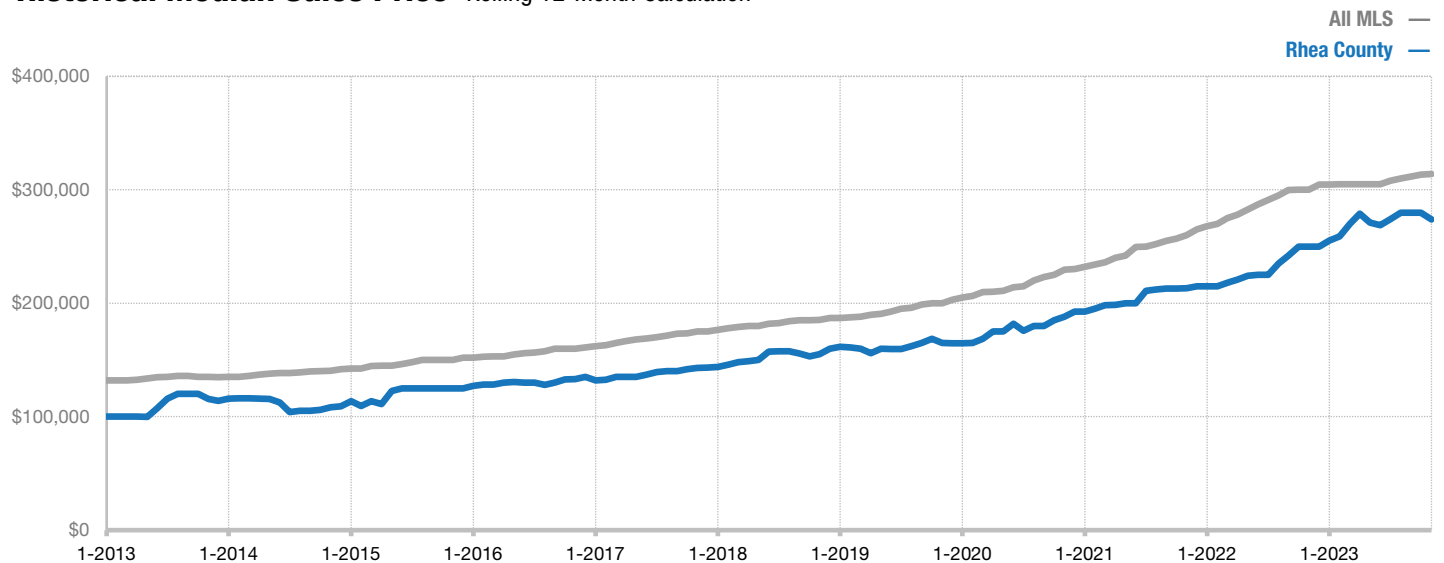
Key Metrics	November			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	23	15	- 34.8%	312	268	- 14.1%
Closed Sales	14	20	+ 42.9%	255	214	- 16.1%
Median Sales Price	\$298,750	<b>\$245,000</b>	- 18.0%	\$250,000	<b>\$280,000</b>	+ 12.0%
Pct. of Orig. Price Received	95.2%	<b>94.8%</b>	- 0.4%	96.6%	<b>96.6%</b>	0.0%
Days on Market Until Sale	19	42	+ 121.1%	24	37	+ 54.2%
Inventory of Homes for Sale	57	49	- 14.0%	--	--	--
Months Supply of Inventory	2.5	2.6	+ 4.0%	--	--	--

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

### November



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update – November 2023

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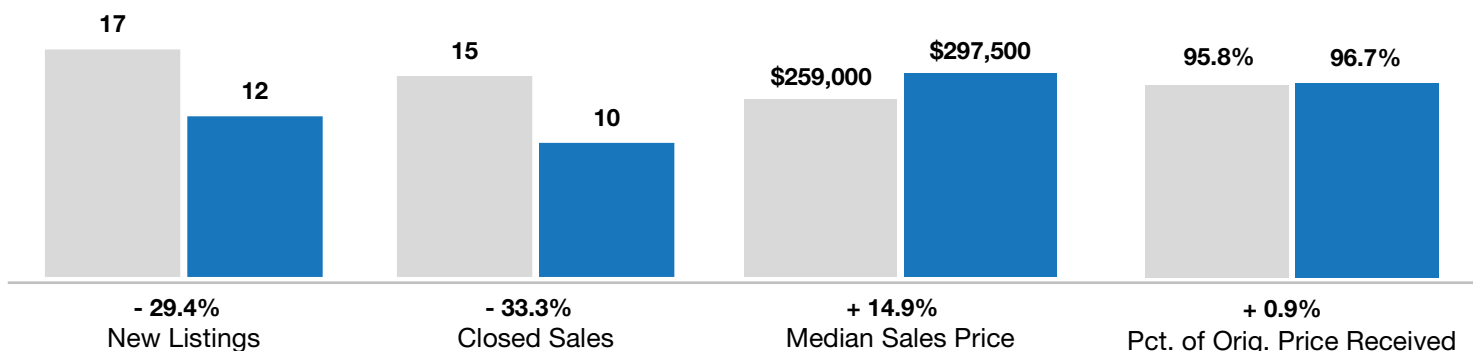
## Sequatchie County

Key Metrics	November			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	17	12	- 29.4%	255	177	- 30.6%
Closed Sales	15	10	- 33.3%	173	139	- 19.7%
Median Sales Price	\$259,000	\$297,500	+ 14.9%	\$259,000	\$291,650	+ 12.6%
Pct. of Orig. Price Received	95.8%	96.7%	+ 0.9%	96.5%	94.6%	- 2.0%
Days on Market Until Sale	37	42	+ 13.5%	27	41	+ 51.9%
Inventory of Homes for Sale	55	38	- 30.9%	--	--	--
Months Supply of Inventory	3.3	3.2	- 3.0%	--	--	--

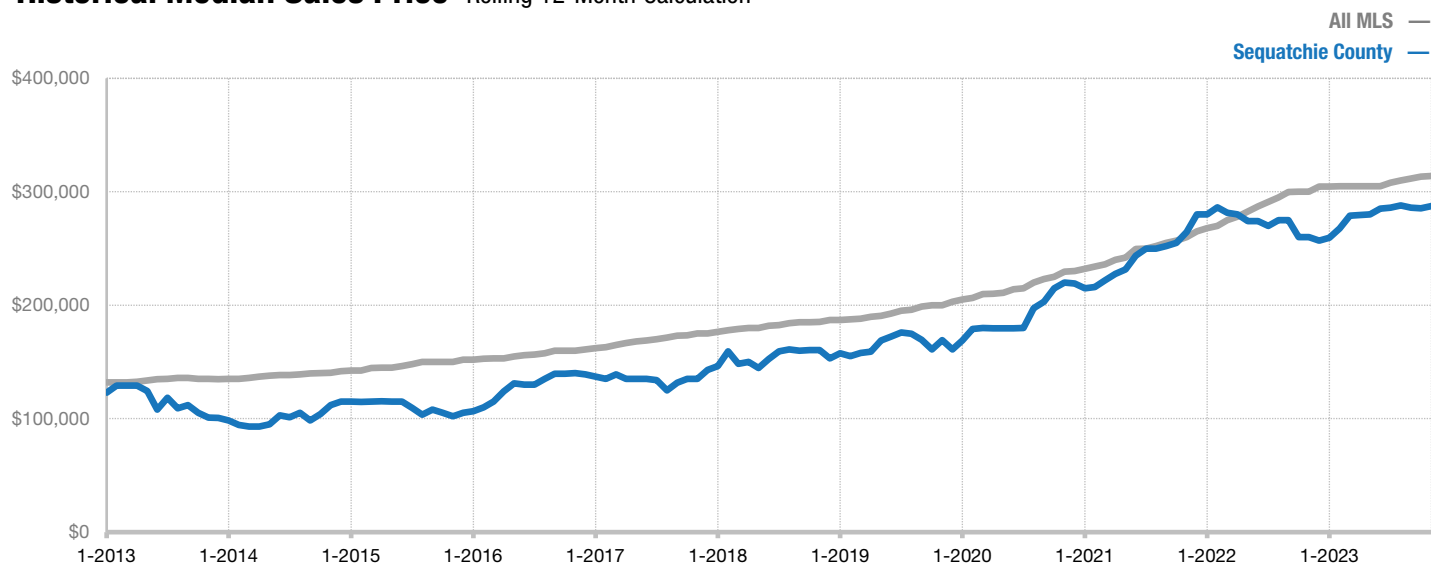
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### November

■ 2022 ■ 2023



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update – November 2023

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## Signal Mountain

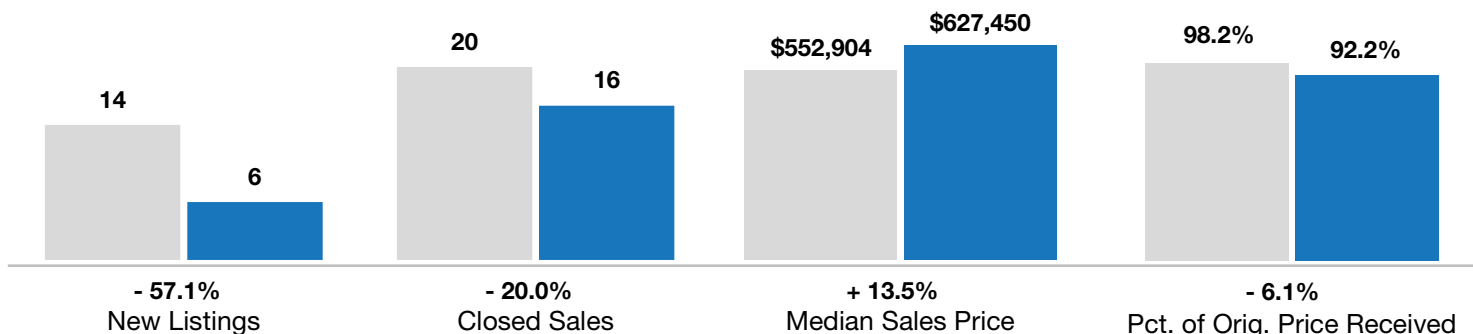
Hamilton County Only

Key Metrics	November			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	14	6	- 57.1%	316	222	- 29.7%
Closed Sales	20	16	- 20.0%	280	197	- 29.6%
Median Sales Price	\$552,904	<b>\$627,450</b>	+ 13.5%	\$557,262	<b>\$650,000</b>	+ 16.6%
Pct. of Orig. Price Received	98.2%	<b>92.2%</b>	- 6.1%	99.0%	<b>96.5%</b>	- 2.5%
Days on Market Until Sale	16	<b>25</b>	+ 56.3%	14	<b>24</b>	+ 71.4%
Inventory of Homes for Sale	32	<b>21</b>	- 34.4%	--	--	--
Months Supply of Inventory	1.3	<b>1.3</b>	0.0%	--	--	--

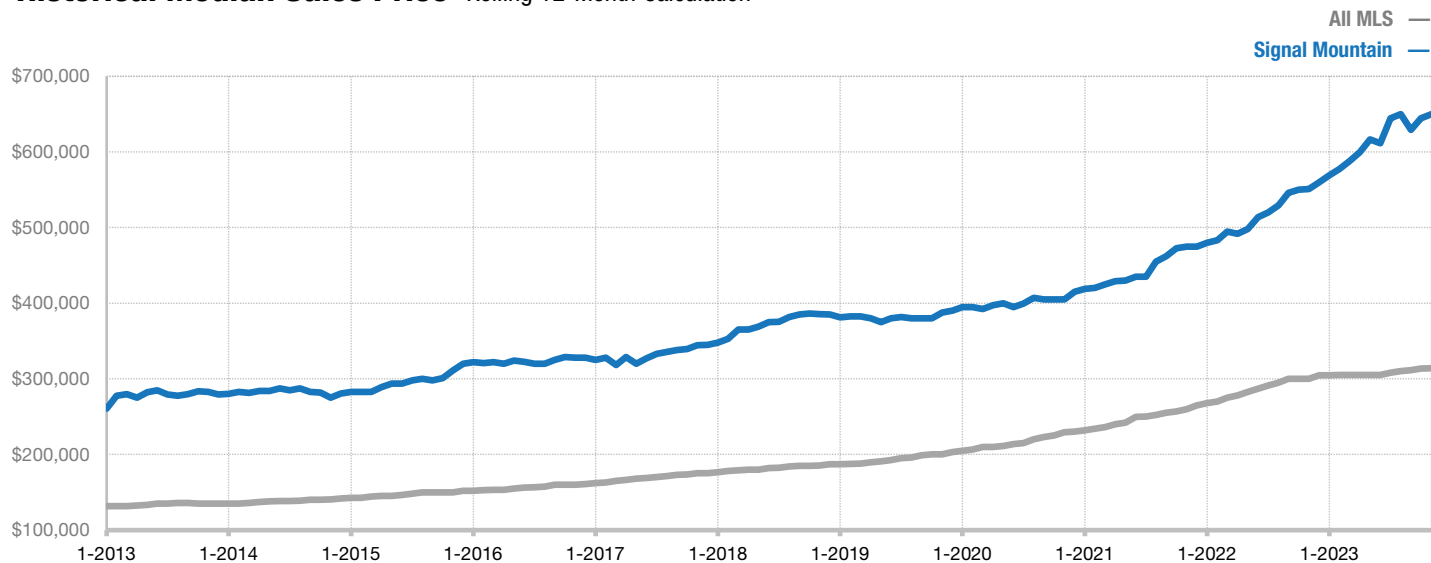
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### November

■ 2022 ■ 2023



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update – November 2023

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## St. Elmo / High Park / Avondale

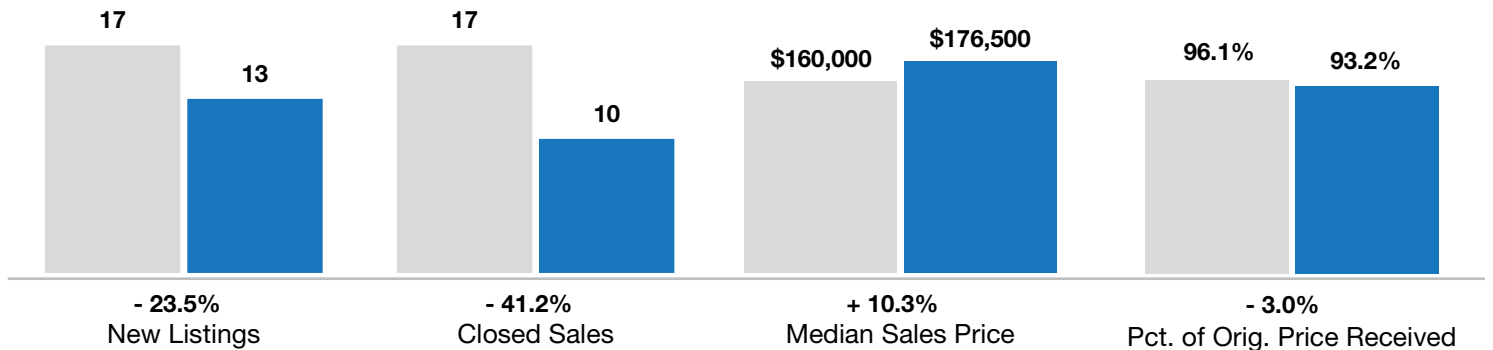
ZIP Codes: 37407, 37409 and 37410

Key Metrics	November			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	17	13	- 23.5%	240	185	- 22.9%
Closed Sales	17	10	- 41.2%	177	147	- 16.9%
Median Sales Price	\$160,000	\$176,500	+ 10.3%	\$192,500	\$225,000	+ 16.9%
Pct. of Orig. Price Received	96.1%	93.2%	- 3.0%	98.4%	95.4%	- 3.0%
Days on Market Until Sale	12	26	+ 116.7%	15	24	+ 60.0%
Inventory of Homes for Sale	38	22	- 42.1%	--	--	--
Months Supply of Inventory	1.8	1.6	- 11.1%	--	--	--

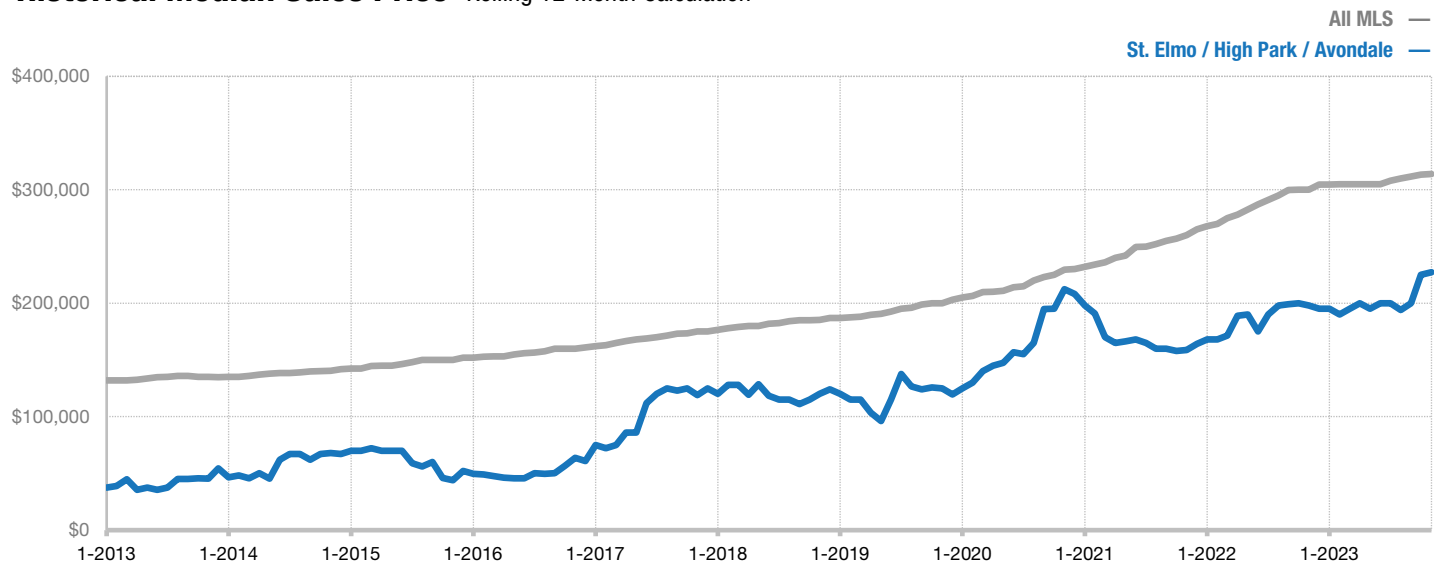
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### November

■ 2022 ■ 2023



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update – November 2023

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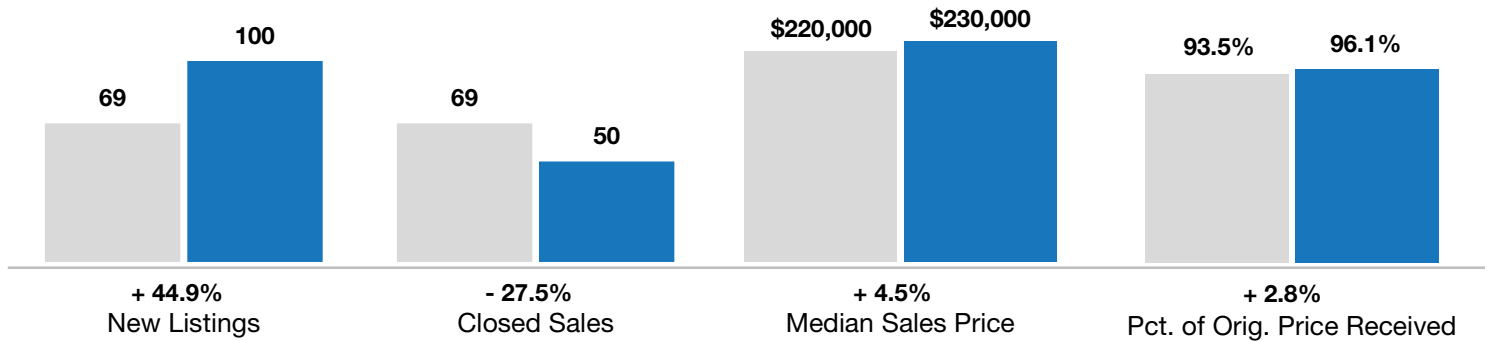
## Walker County

Key Metrics	November			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	69	100	+ 44.9%	1,069	963	- 9.9%
Closed Sales	69	50	- 27.5%	844	712	- 15.6%
Median Sales Price	\$220,000	\$230,000	+ 4.5%	\$215,000	\$230,000	+ 7.0%
Pct. of Orig. Price Received	93.5%	96.1%	+ 2.8%	97.3%	96.1%	- 1.2%
Days on Market Until Sale	36	31	- 13.9%	19	31	+ 63.2%
Inventory of Homes for Sale	168	179	+ 6.5%	--	--	--
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.

### November

■ 2022 ■ 2023



### Historical Median Sales Price Rolling 12-Month Calculation

All MLS —  
Walker County —

