

Local Market Update – January 2024

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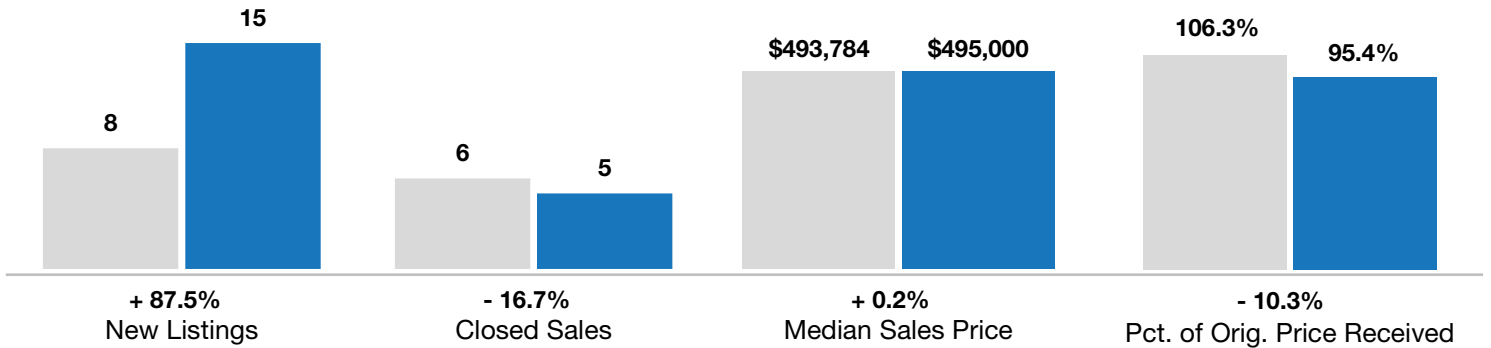
Apison

Key Metrics	January			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	8	15	+ 87.5%	8	15	+ 87.5%
Closed Sales	6	5	- 16.7%	6	5	- 16.7%
Median Sales Price	\$493,784	\$495,000	+ 0.2%	\$493,784	\$495,000	+ 0.2%
Pct. of Orig. Price Received	106.3%	95.4%	- 10.3%	106.3%	95.4%	- 10.3%
Days on Market Until Sale	47	26	- 44.7%	47	26	- 44.7%
Inventory of Homes for Sale	30	33	+ 10.0%	--	--	--
Months Supply of Inventory	2.5	4.6	+ 84.0%	--	--	--

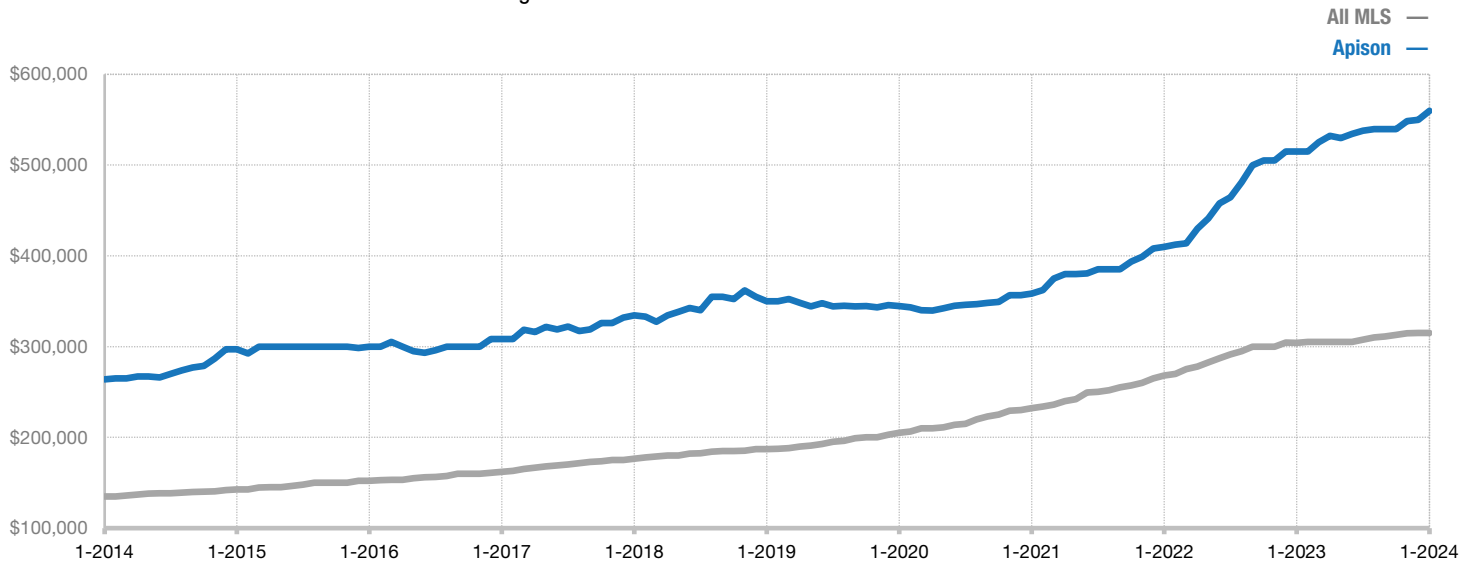
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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Bakewell / Lakesite / Sale Creek / Soddy

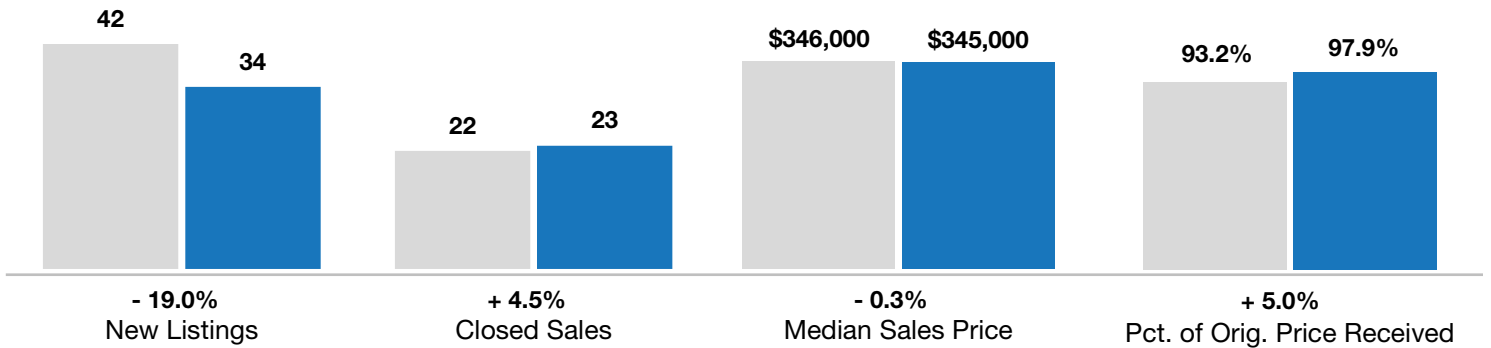
ZIP Codes: 37379 and 37384

Key Metrics	January			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	42	34	- 19.0%	42	34	- 19.0%
Closed Sales	22	23	+ 4.5%	22	23	+ 4.5%
Median Sales Price	\$346,000	\$345,000	- 0.3%	\$346,000	\$345,000	- 0.3%
Pct. of Orig. Price Received	93.2%	97.9%	+ 5.0%	93.2%	97.9%	+ 5.0%
Days on Market Until Sale	31	45	+ 45.2%	31	45	+ 45.2%
Inventory of Homes for Sale	62	65	+ 4.8%	--	--	--
Months Supply of Inventory	1.4	1.8	+ 28.6%	--	--	--

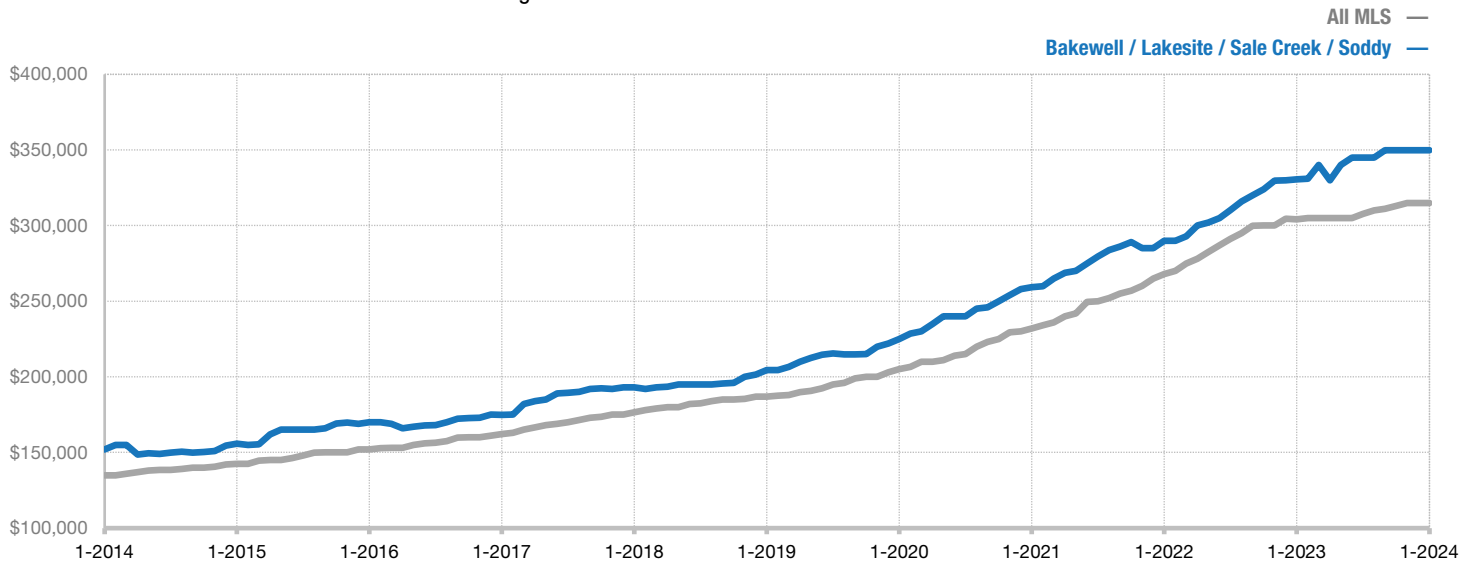
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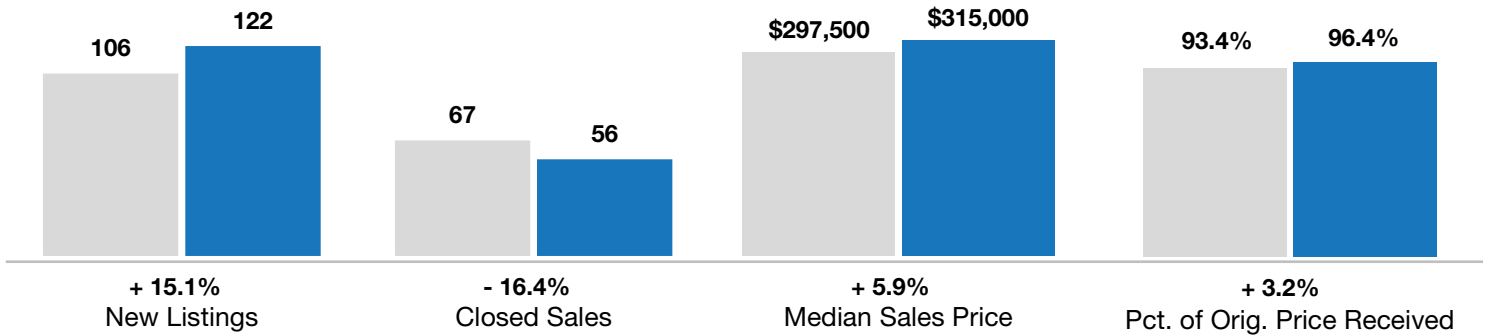
Bradley County

Key Metrics	January			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	106	122	+ 15.1%	106	122	+ 15.1%
Closed Sales	67	56	- 16.4%	67	56	- 16.4%
Median Sales Price	\$297,500	\$315,000	+ 5.9%	\$297,500	\$315,000	+ 5.9%
Pct. of Orig. Price Received	93.4%	96.4%	+ 3.2%	93.4%	96.4%	+ 3.2%
Days on Market Until Sale	48	43	- 10.4%	48	43	- 10.4%
Inventory of Homes for Sale	249	216	- 13.3%	--	--	--
Months Supply of Inventory	2.1	2.3	+ 9.5%	--	--	--

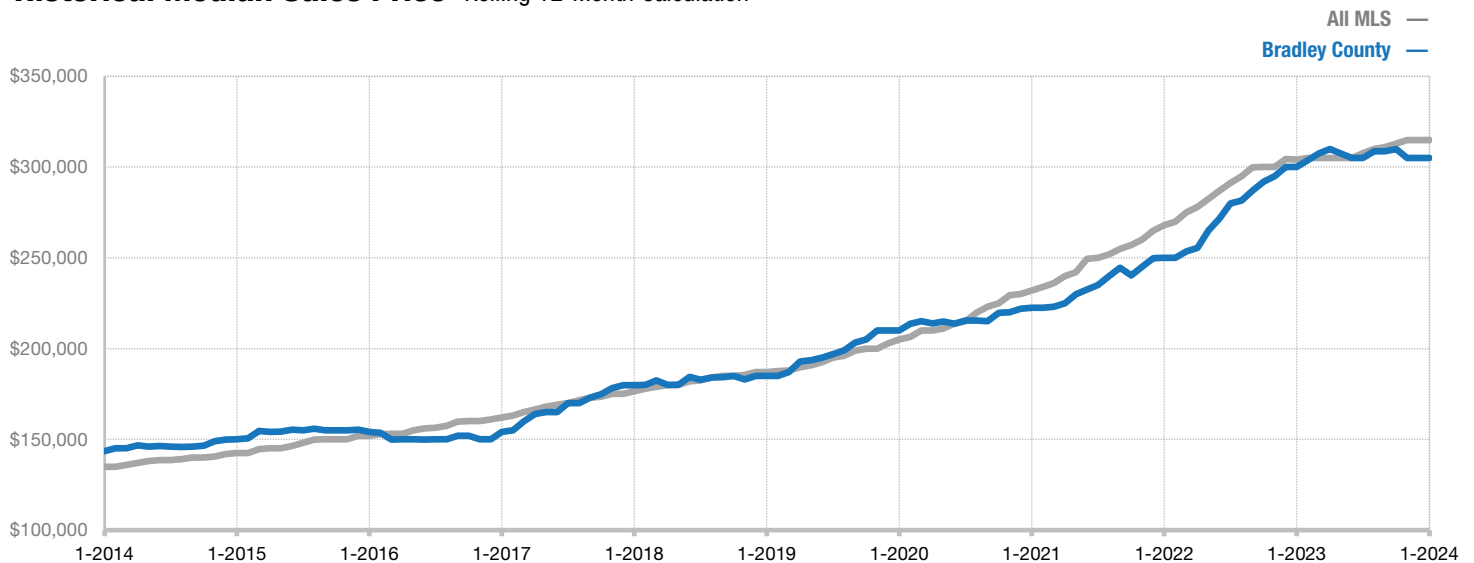
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Brainerd

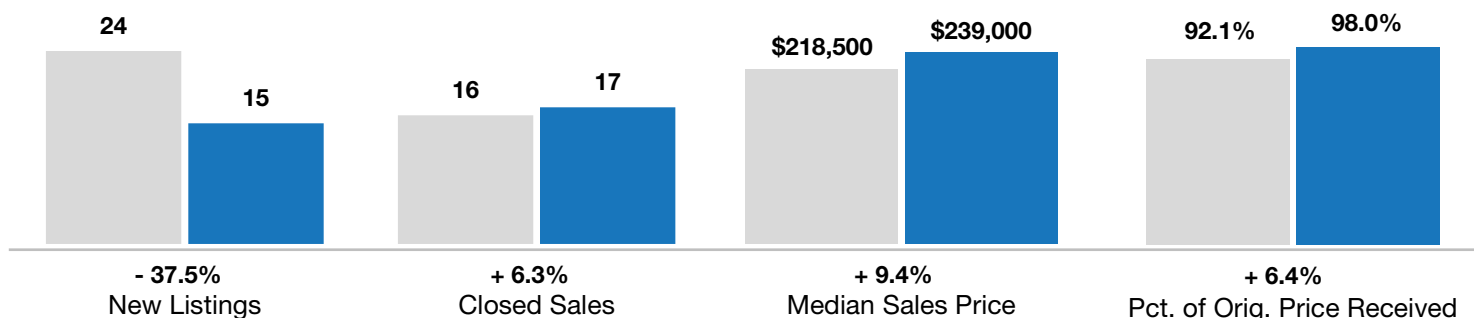
Includes the Ridgeside Community

Key Metrics	January			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	24	15	- 37.5%	24	15	- 37.5%
Closed Sales	16	17	+ 6.3%	16	17	+ 6.3%
Median Sales Price	\$218,500	\$239,000	+ 9.4%	\$218,500	\$239,000	+ 9.4%
Pct. of Orig. Price Received	92.1%	98.0%	+ 6.4%	92.1%	98.0%	+ 6.4%
Days on Market Until Sale	37	16	- 56.8%	37	16	- 56.8%
Inventory of Homes for Sale	30	35	+ 16.7%	--	--	--
Months Supply of Inventory	1.3	1.6	+ 23.1%	--	--	--

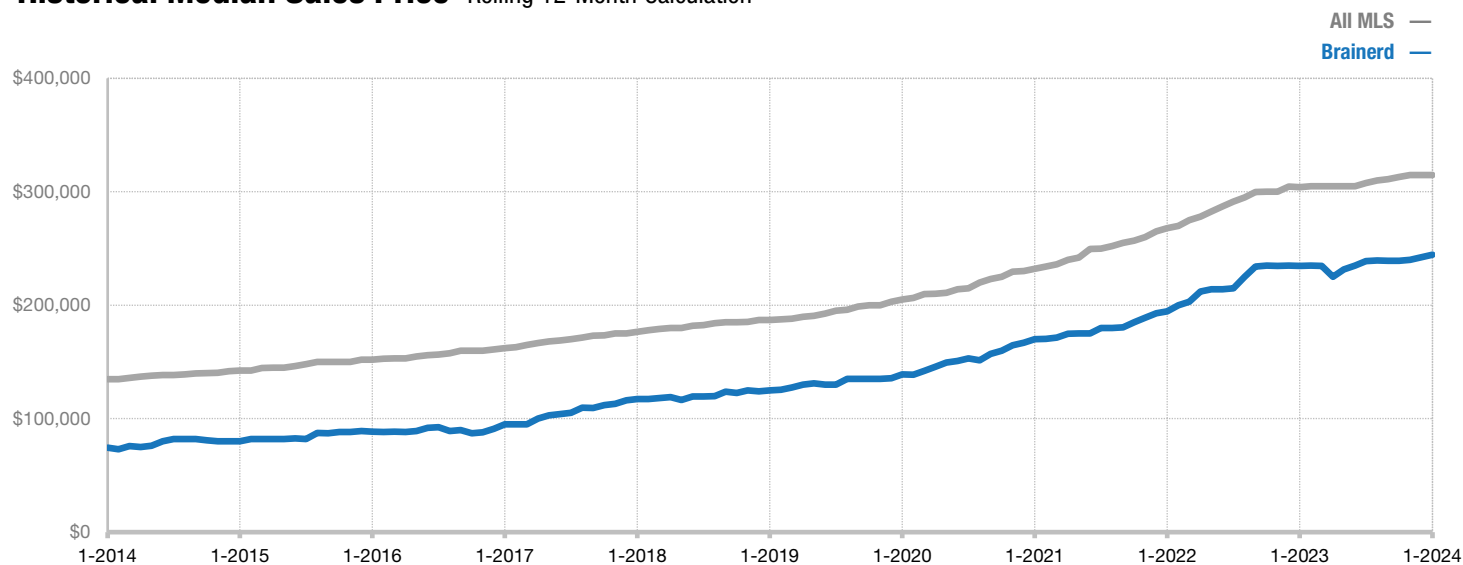
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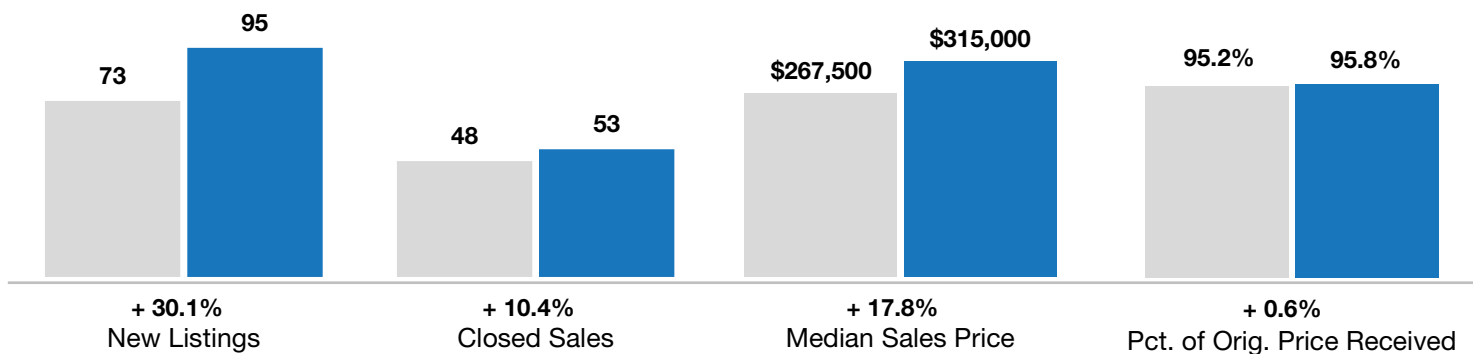
Catoosa County

Key Metrics	January			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	73	95	+ 30.1%	73	95	+ 30.1%
Closed Sales	48	53	+ 10.4%	48	53	+ 10.4%
Median Sales Price	\$267,500	\$315,000	+ 17.8%	\$267,500	\$315,000	+ 17.8%
Pct. of Orig. Price Received	95.2%	95.8%	+ 0.6%	95.2%	95.8%	+ 0.6%
Days on Market Until Sale	47	51	+ 8.5%	47	51	+ 8.5%
Inventory of Homes for Sale	131	158	+ 20.6%	--	--	--
Months Supply of Inventory	1.7	2.4	+ 41.2%	--	--	--

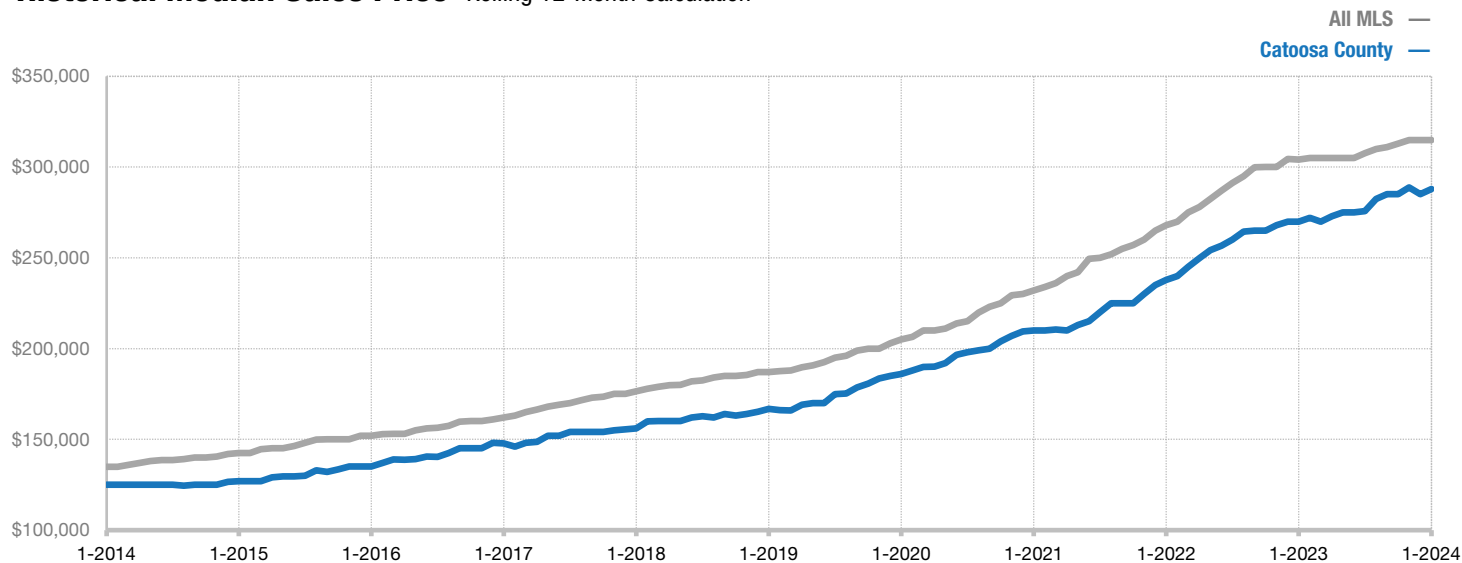
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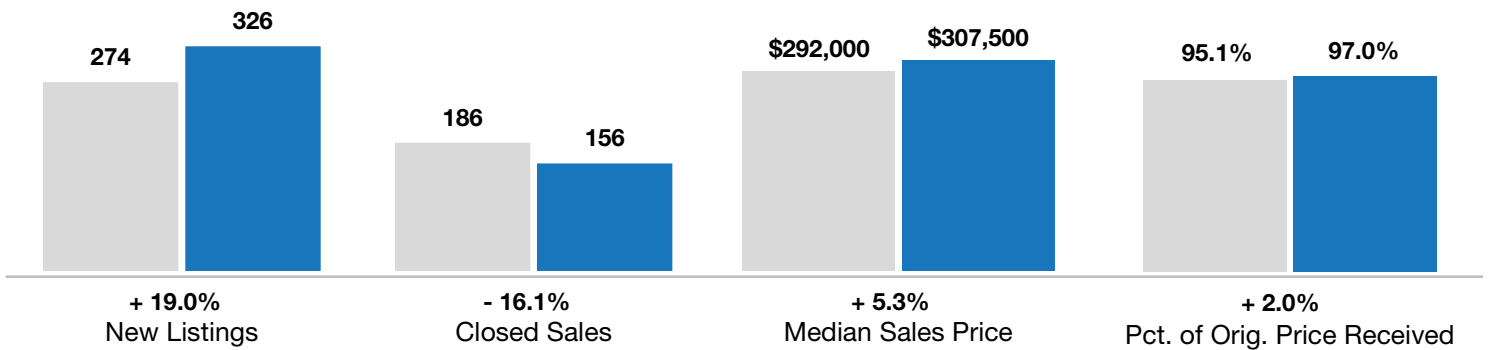
Chattanooga

Key Metrics	January			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	274	326	+ 19.0%	274	326	+ 19.0%
Closed Sales	186	156	- 16.1%	186	156	- 16.1%
Median Sales Price	\$292,000	\$307,500	+ 5.3%	\$292,000	\$307,500	+ 5.3%
Pct. of Orig. Price Received	95.1%	97.0%	+ 2.0%	95.1%	97.0%	+ 2.0%
Days on Market Until Sale	32	35	+ 9.4%	32	35	+ 9.4%
Inventory of Homes for Sale	453	574	+ 26.7%	--	--	--
Months Supply of Inventory	1.5	2.1	+ 40.0%	--	--	--

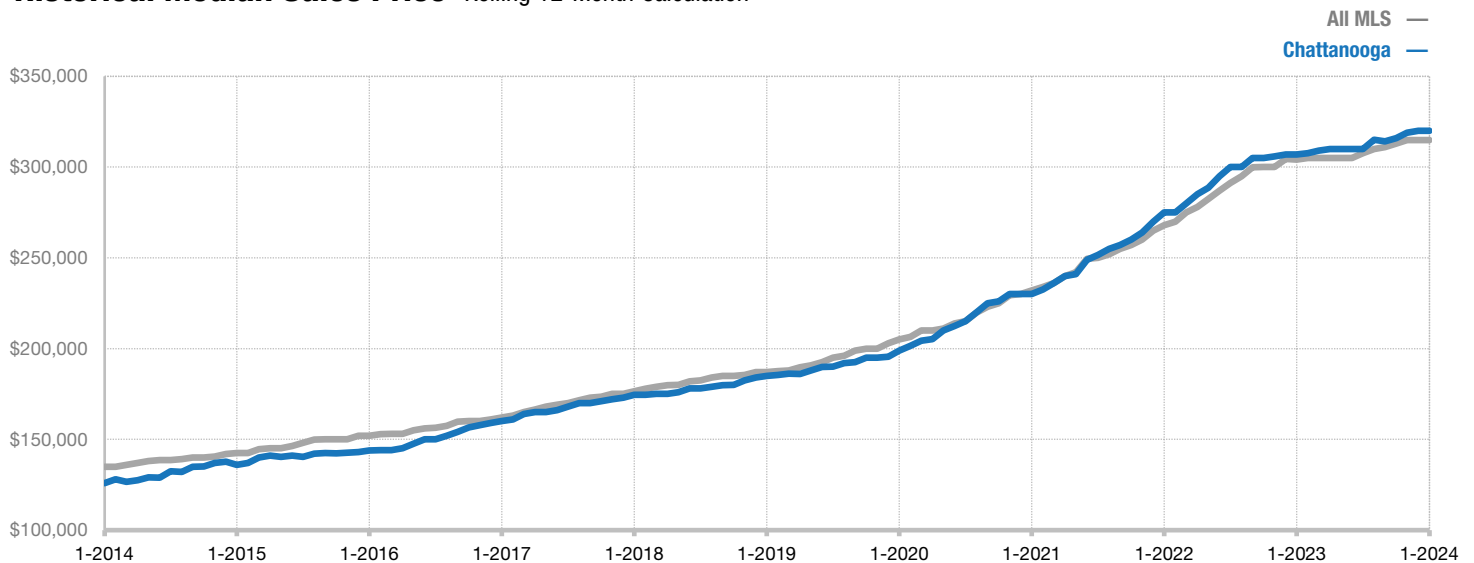
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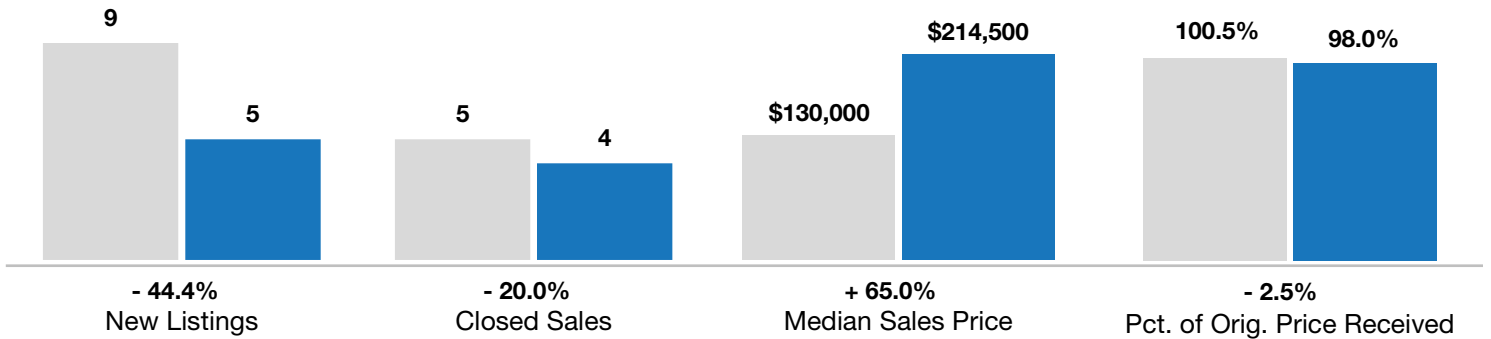
Chattooga County

Key Metrics	January			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	9	5	- 44.4%	9	5	- 44.4%
Closed Sales	5	4	- 20.0%	5	4	- 20.0%
Median Sales Price	\$130,000	\$214,500	+ 65.0%	\$130,000	\$214,500	+ 65.0%
Pct. of Orig. Price Received	100.5%	98.0%	- 2.5%	100.5%	98.0%	- 2.5%
Days on Market Until Sale	24	30	+ 25.0%	24	30	+ 25.0%
Inventory of Homes for Sale	13	20	+ 53.8%	--	--	--
Months Supply of Inventory	1.5	3.3	+ 120.0%	--	--	--

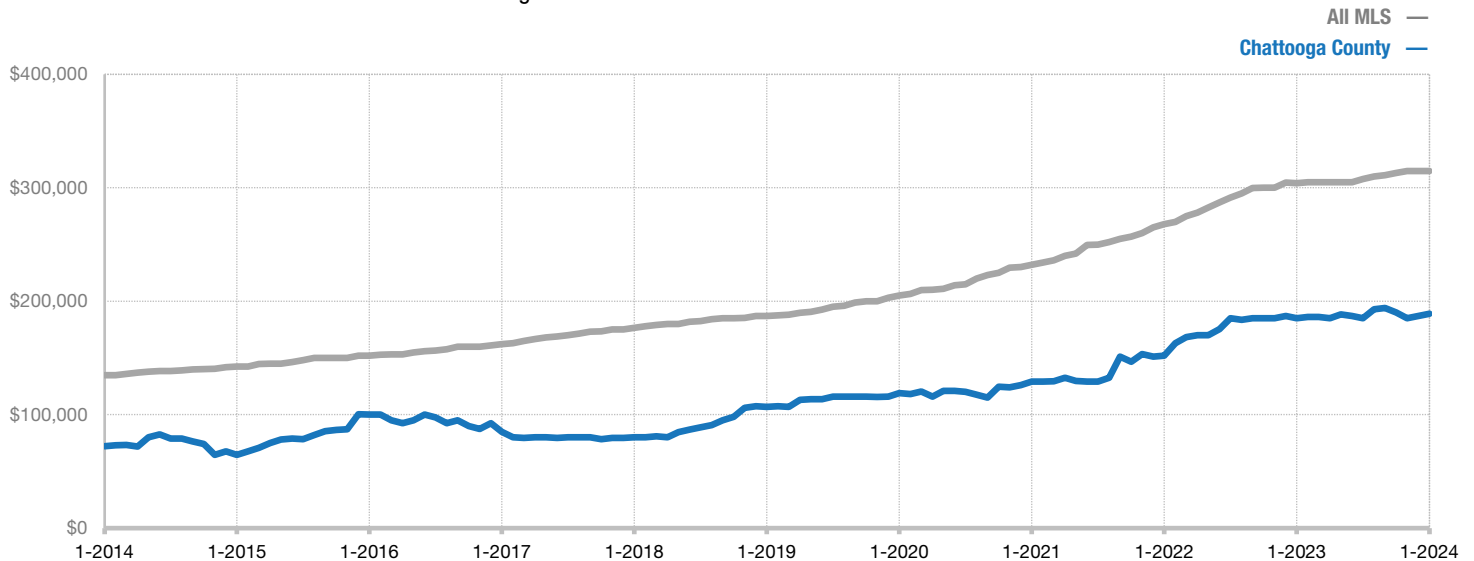
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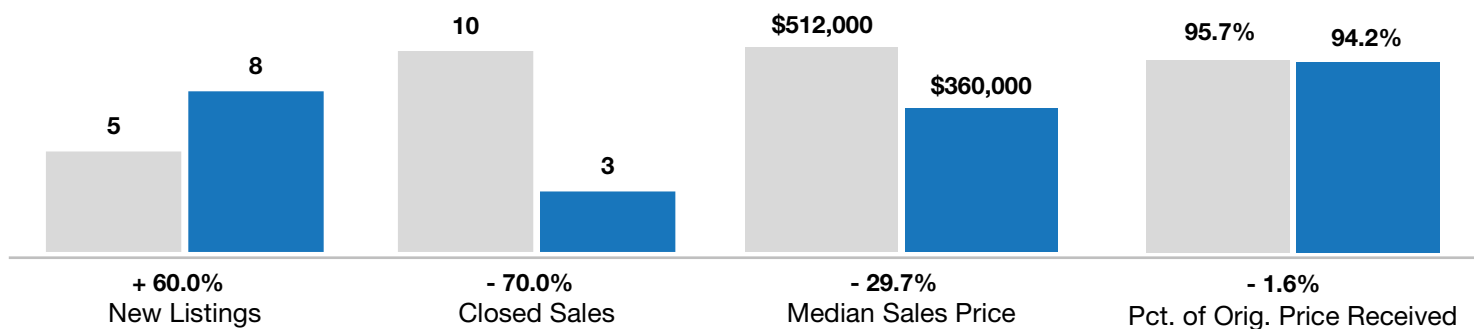
Collegedale

Key Metrics	January			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	5	8	+ 60.0%	5	8	+ 60.0%
Closed Sales	10	3	- 70.0%	10	3	- 70.0%
Median Sales Price	\$512,000	\$360,000	- 29.7%	\$512,000	\$360,000	- 29.7%
Pct. of Orig. Price Received	95.7%	94.2%	- 1.6%	95.7%	94.2%	- 1.6%
Days on Market Until Sale	82	72	- 12.2%	82	72	- 12.2%
Inventory of Homes for Sale	24	27	+ 12.5%	--	--	--
Months Supply of Inventory	1.9	3.5	+ 84.2%	--	--	--

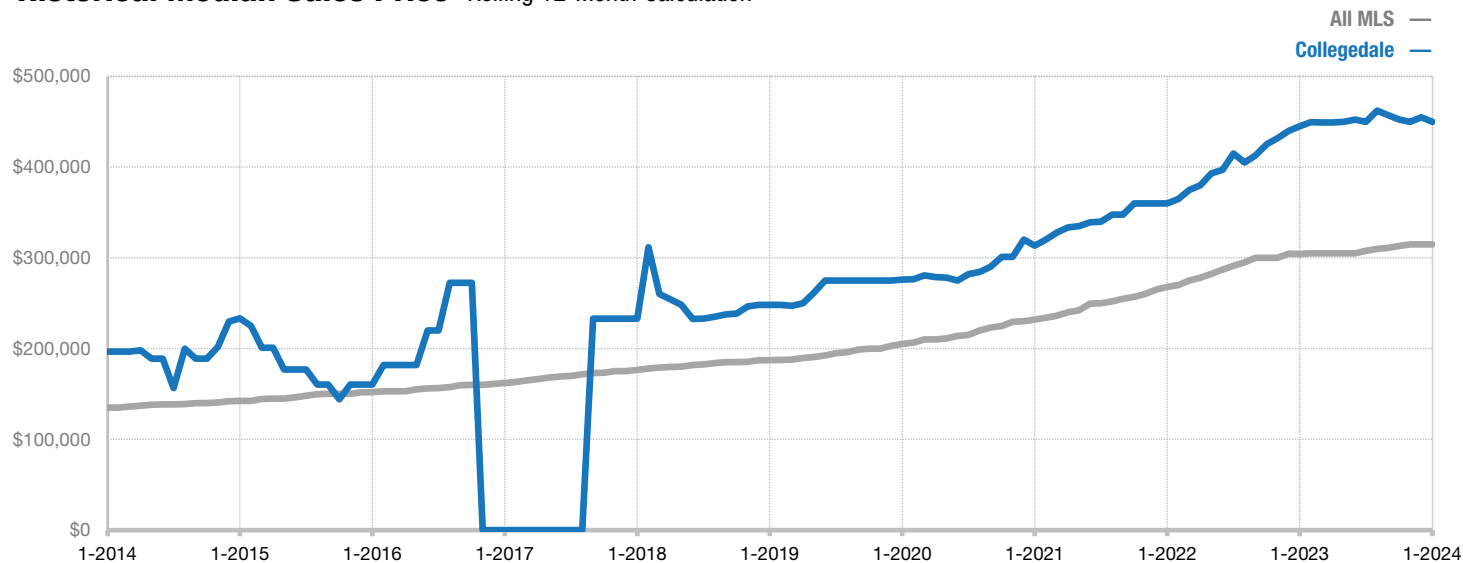
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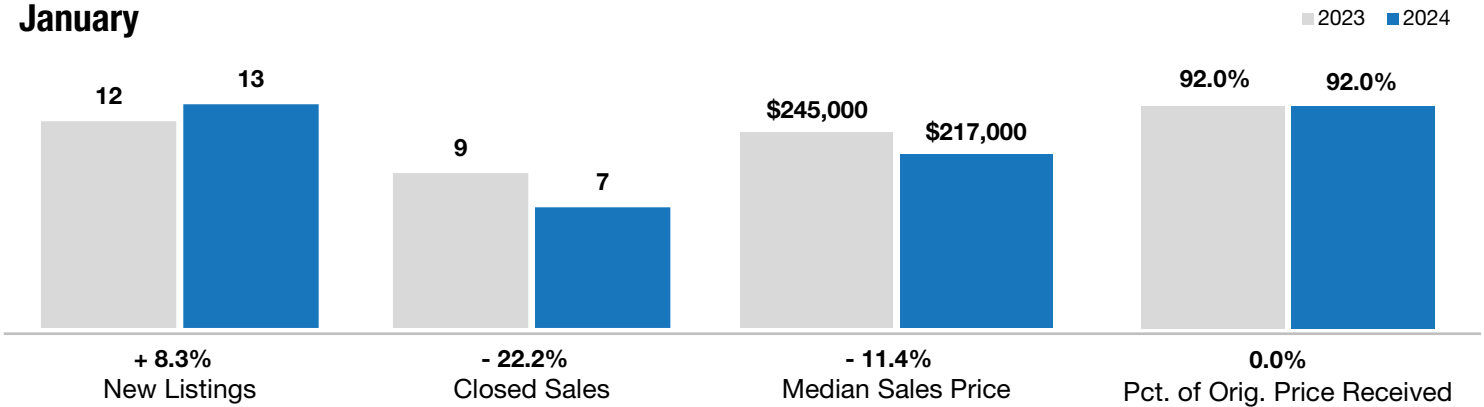
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Dade County

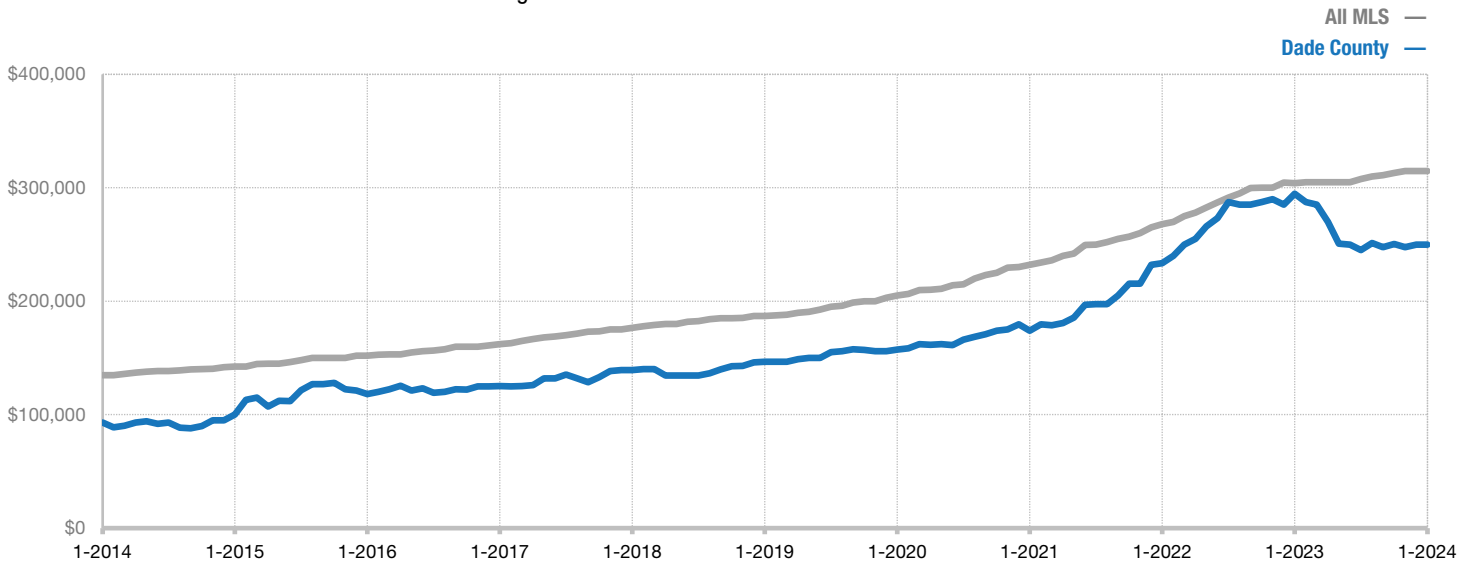
Key Metrics	January			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	12	13	+ 8.3%	12	13	+ 8.3%
Closed Sales	9	7	- 22.2%	9	7	- 22.2%
Median Sales Price	\$245,000	\$217,000	- 11.4%	\$245,000	\$217,000	- 11.4%
Pct. of Orig. Price Received	92.0%	92.0%	0.0%	92.0%	92.0%	0.0%
Days on Market Until Sale	40	20	- 50.0%	40	20	- 50.0%
Inventory of Homes for Sale	44	34	- 22.7%	--	--	--
Months Supply of Inventory	2.9	2.9	0.0%	--	--	--

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Downtown Chattanooga

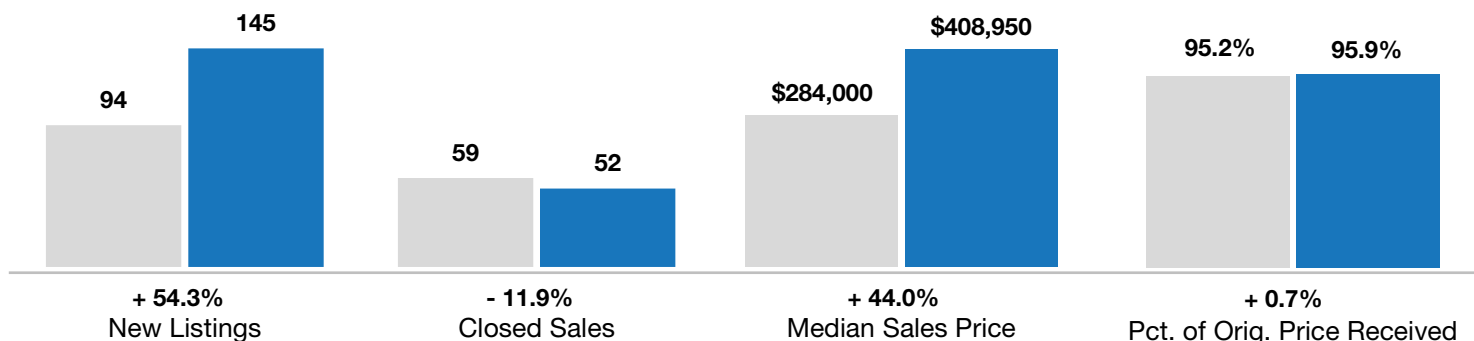
ZIP Codes: 37402, 37403, 37404, 37405, 37406, 37408 and 37450

Key Metrics	January			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	94	145	+ 54.3%	94	145	+ 54.3%
Closed Sales	59	52	- 11.9%	59	52	- 11.9%
Median Sales Price	\$284,000	\$408,950	+ 44.0%	\$284,000	\$408,950	+ 44.0%
Pct. of Orig. Price Received	95.2%	95.9%	+ 0.7%	95.2%	95.9%	+ 0.7%
Days on Market Until Sale	27	41	+ 51.9%	27	41	+ 51.9%
Inventory of Homes for Sale	178	274	+ 53.9%	--	--	--
Months Supply of Inventory	2.1	3.1	+ 47.6%	--	--	--

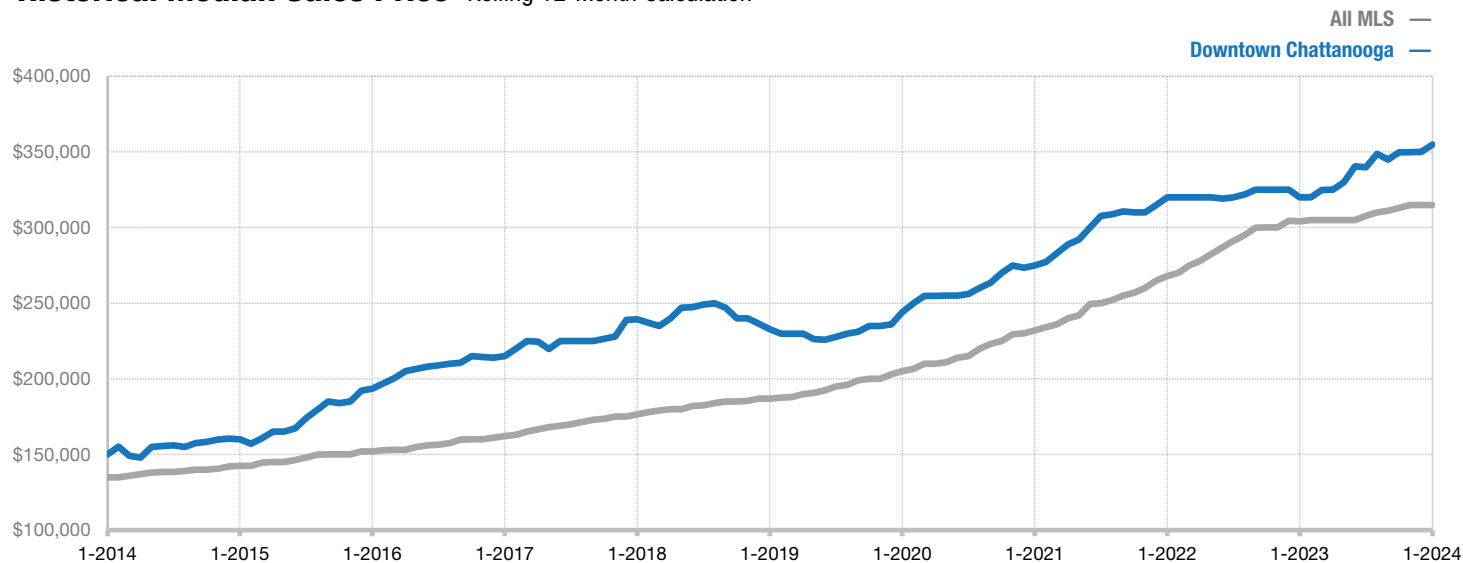
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East Brainerd

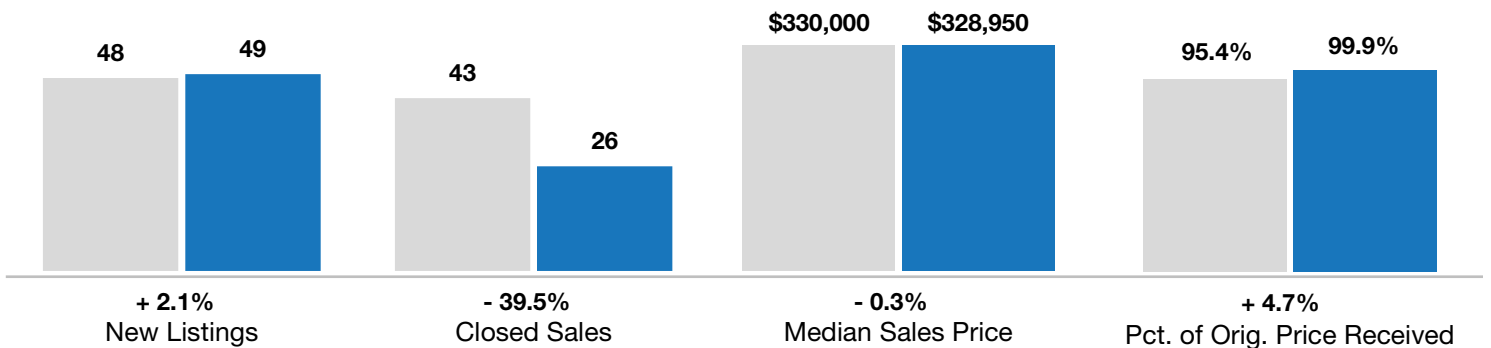
Includes the Cromwell, Dalewood, Eastdale & Tyner Communities

Key Metrics	January			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	48	49	+ 2.1%	48	49	+ 2.1%
Closed Sales	43	26	- 39.5%	43	26	- 39.5%
Median Sales Price	\$330,000	\$328,950	- 0.3%	\$330,000	\$328,950	- 0.3%
Pct. of Orig. Price Received	95.4%	99.9%	+ 4.7%	95.4%	99.9%	+ 4.7%
Days on Market Until Sale	34	31	- 8.8%	34	31	- 8.8%
Inventory of Homes for Sale	101	90	- 10.9%	--	--	--
Months Supply of Inventory	1.6	1.6	0.0%	--	--	--

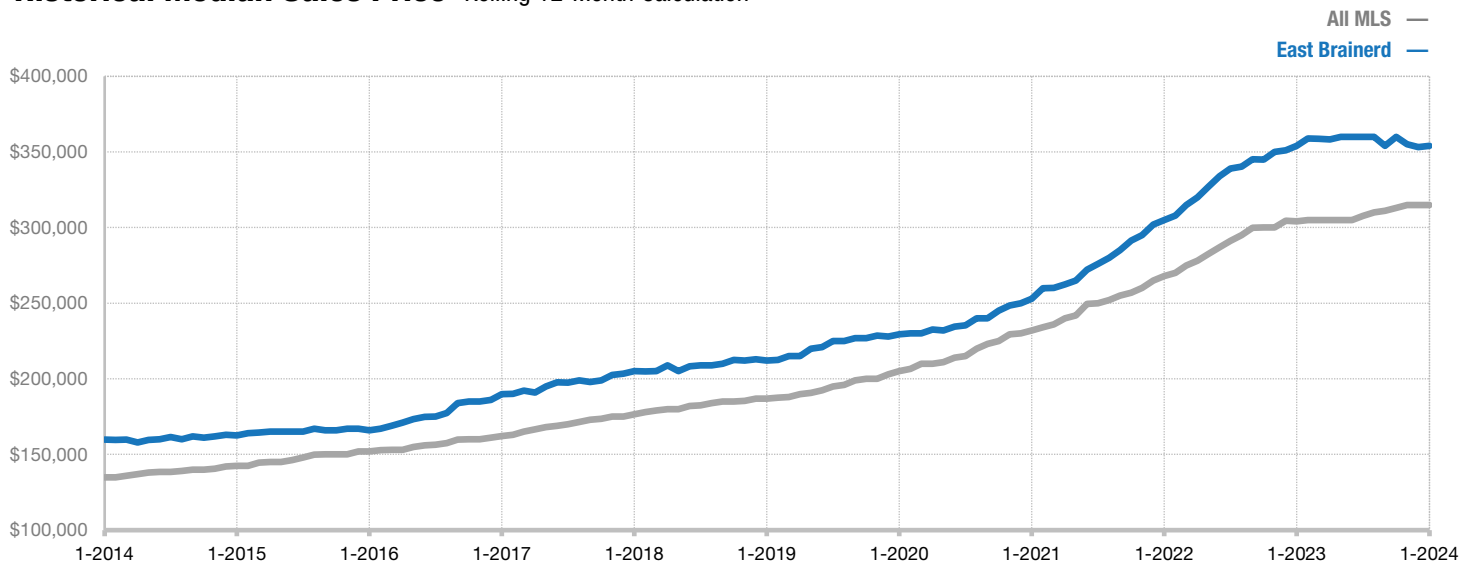
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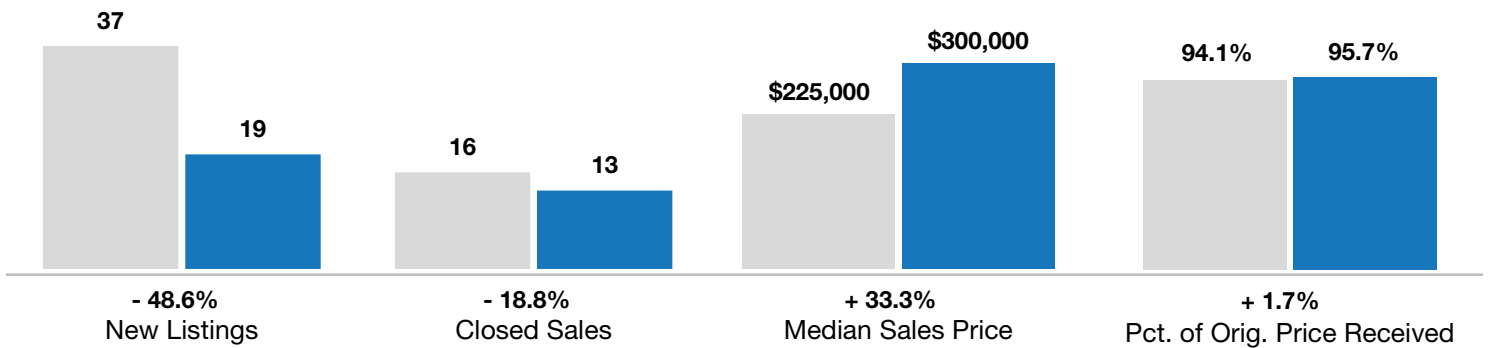
East Ridge

Key Metrics	January			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	37	19	- 48.6%	37	19	- 48.6%
Closed Sales	16	13	- 18.8%	16	13	- 18.8%
Median Sales Price	\$225,000	\$300,000	+ 33.3%	\$225,000	\$300,000	+ 33.3%
Pct. of Orig. Price Received	94.1%	95.7%	+ 1.7%	94.1%	95.7%	+ 1.7%
Days on Market Until Sale	27	36	+ 33.3%	27	36	+ 33.3%
Inventory of Homes for Sale	37	34	- 8.1%	--	--	--
Months Supply of Inventory	1.4	1.2	- 14.3%	--	--	--

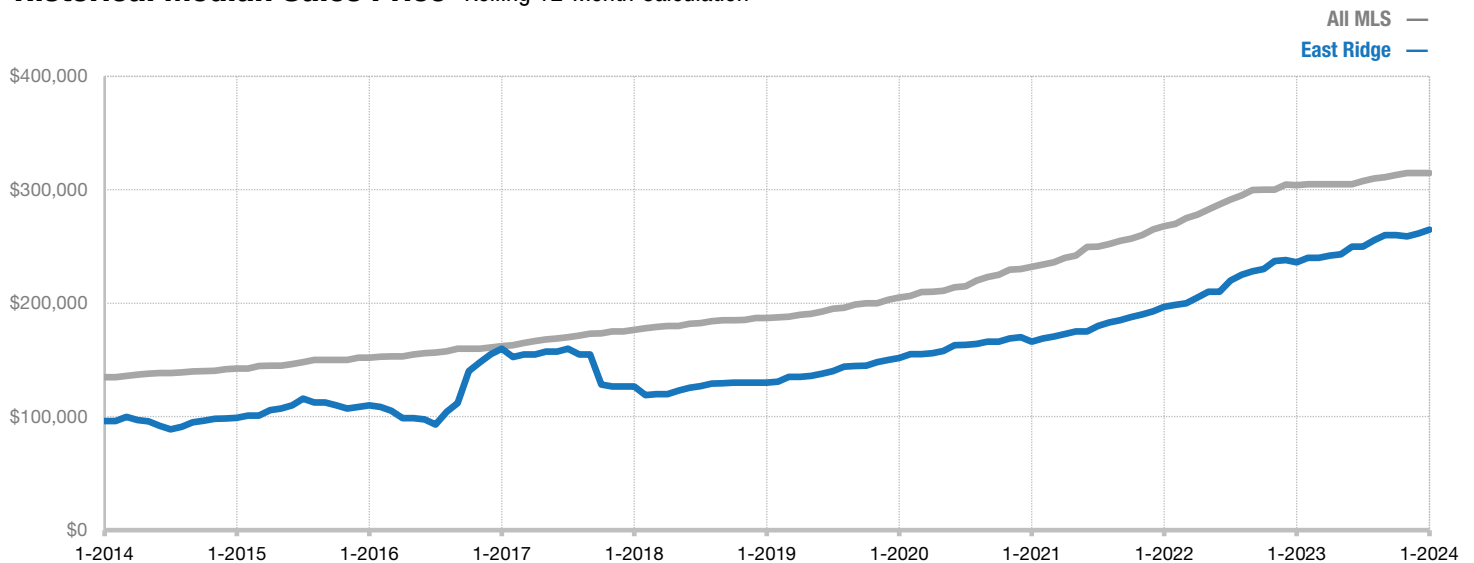
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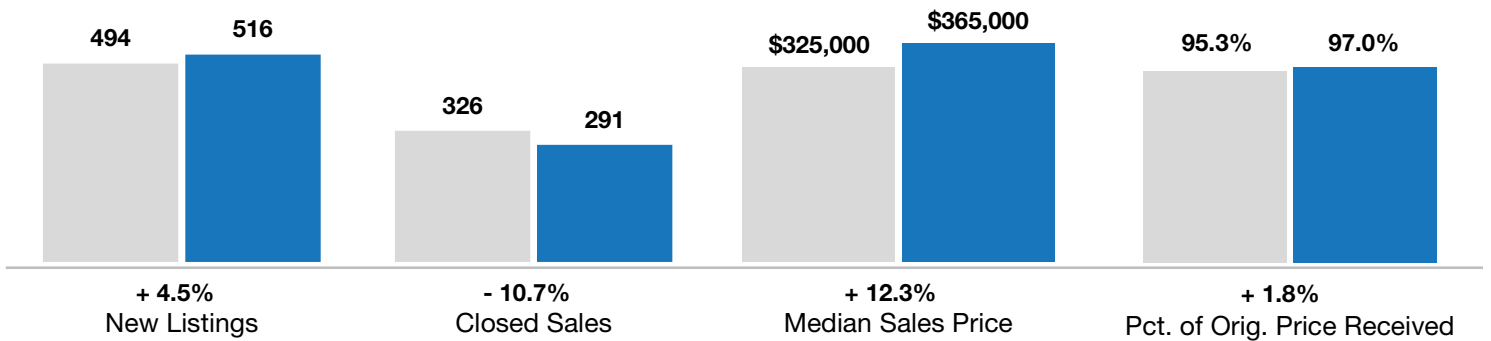
Hamilton County

Key Metrics	January			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	494	516	+ 4.5%	494	516	+ 4.5%
Closed Sales	326	291	- 10.7%	326	291	- 10.7%
Median Sales Price	\$325,000	\$365,000	+ 12.3%	\$325,000	\$365,000	+ 12.3%
Pct. of Orig. Price Received	95.3%	97.0%	+ 1.8%	95.3%	97.0%	+ 1.8%
Days on Market Until Sale	34	40	+ 17.6%	34	40	+ 17.6%
Inventory of Homes for Sale	841	980	+ 16.5%	--	--	--
Months Supply of Inventory	1.5	2.0	+ 33.3%	--	--	--

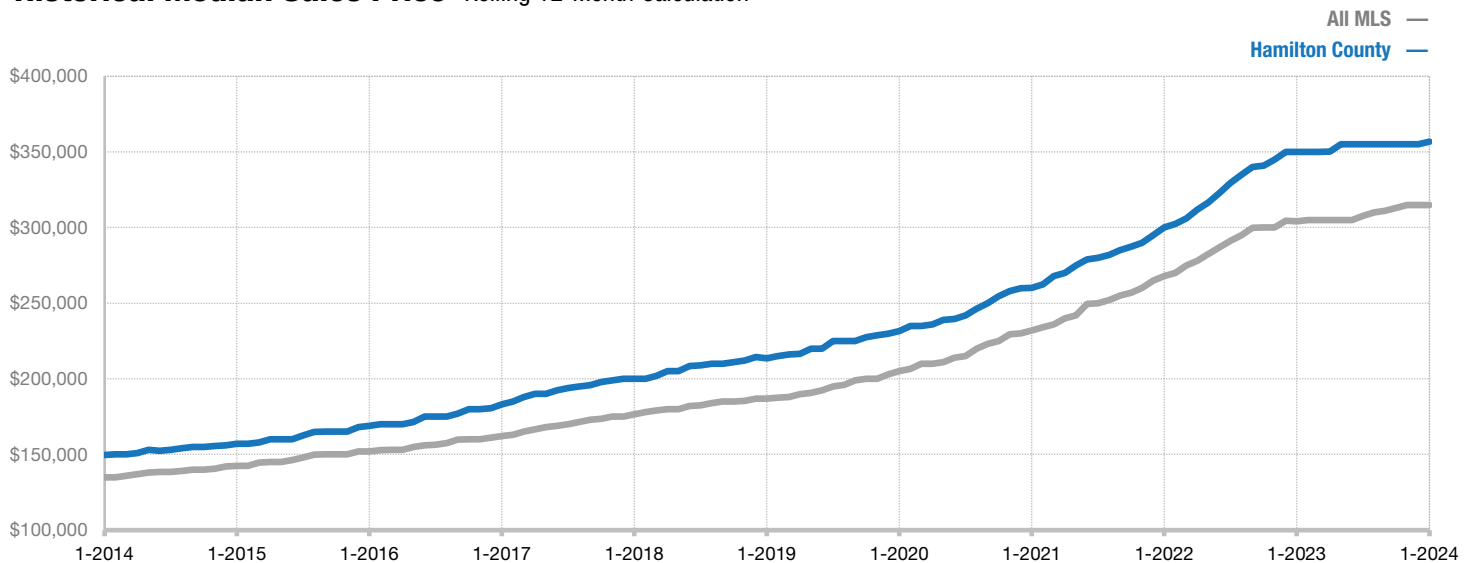
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Harrison / Georgetown

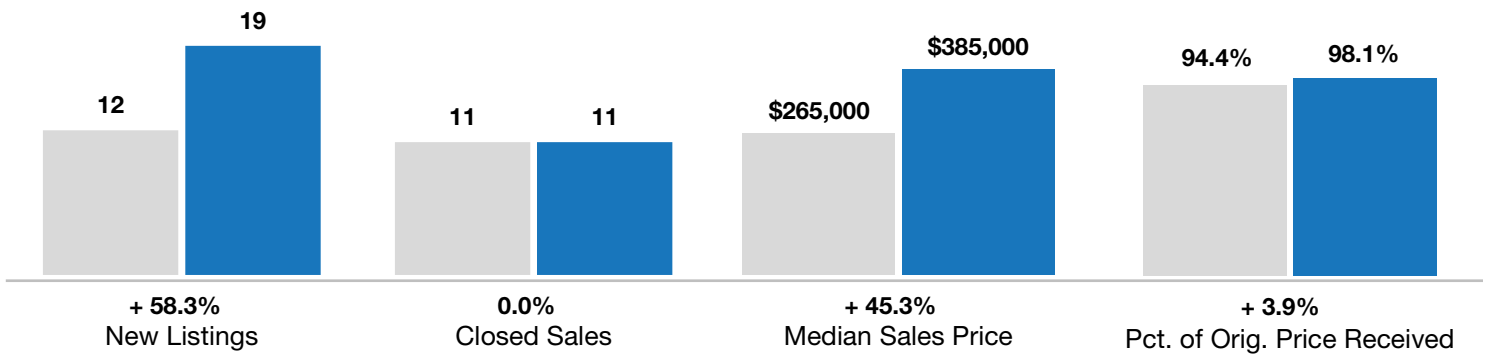
ZIP Codes: 37341 and 37308

Key Metrics	January			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	12	19	+ 58.3%	12	19	+ 58.3%
Closed Sales	11	11	0.0%	11	11	0.0%
Median Sales Price	\$265,000	\$385,000	+ 45.3%	\$265,000	\$385,000	+ 45.3%
Pct. of Orig. Price Received	94.4%	98.1%	+ 3.9%	94.4%	98.1%	+ 3.9%
Days on Market Until Sale	46	25	- 45.7%	46	25	- 45.7%
Inventory of Homes for Sale	44	38	- 13.6%	--	--	--
Months Supply of Inventory	2.2	2.1	- 4.5%	--	--	--

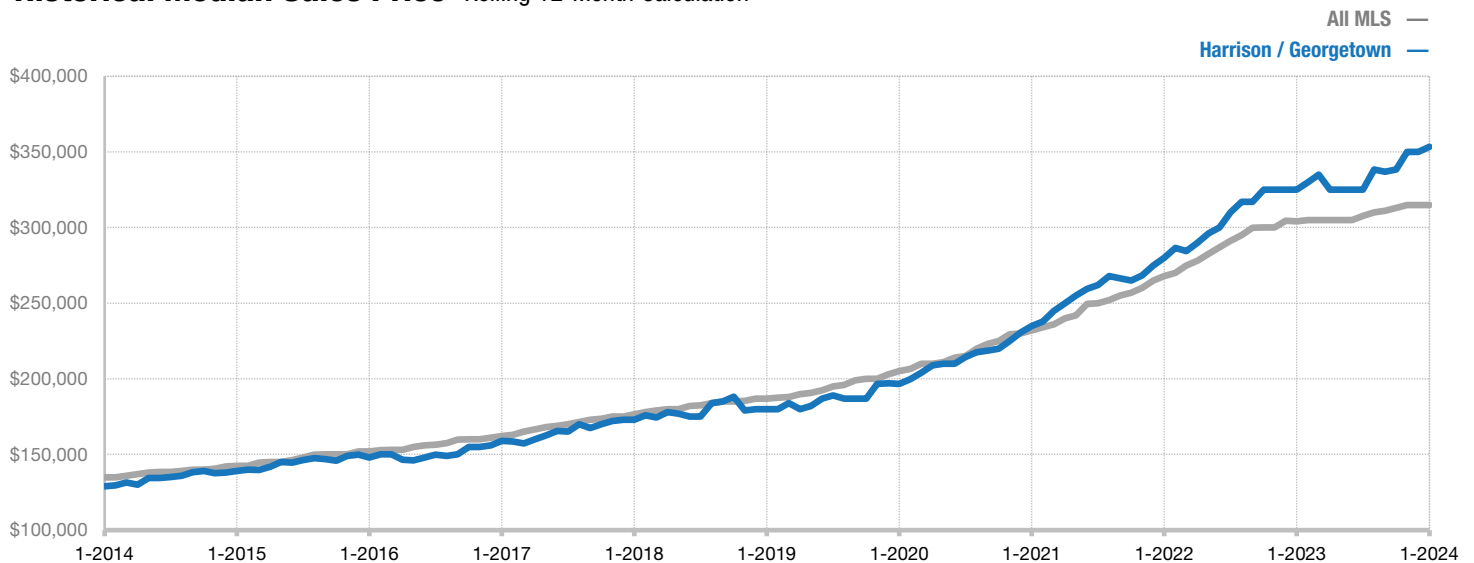
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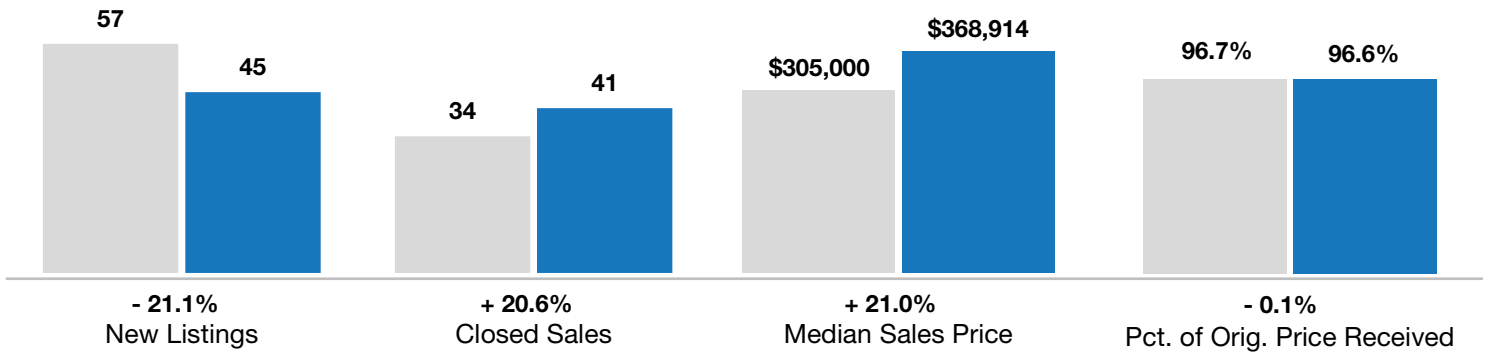
Hixson

Key Metrics	January			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	57	45	- 21.1%	57	45	- 21.1%
Closed Sales	34	41	+ 20.6%	34	41	+ 20.6%
Median Sales Price	\$305,000	\$368,914	+ 21.0%	\$305,000	\$368,914	+ 21.0%
Pct. of Orig. Price Received	96.7%	96.6%	- 0.1%	96.7%	96.6%	- 0.1%
Days on Market Until Sale	24	36	+ 50.0%	24	36	+ 50.0%
Inventory of Homes for Sale	87	64	- 26.4%	--	--	--
Months Supply of Inventory	1.2	1.1	- 8.3%	--	--	--

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

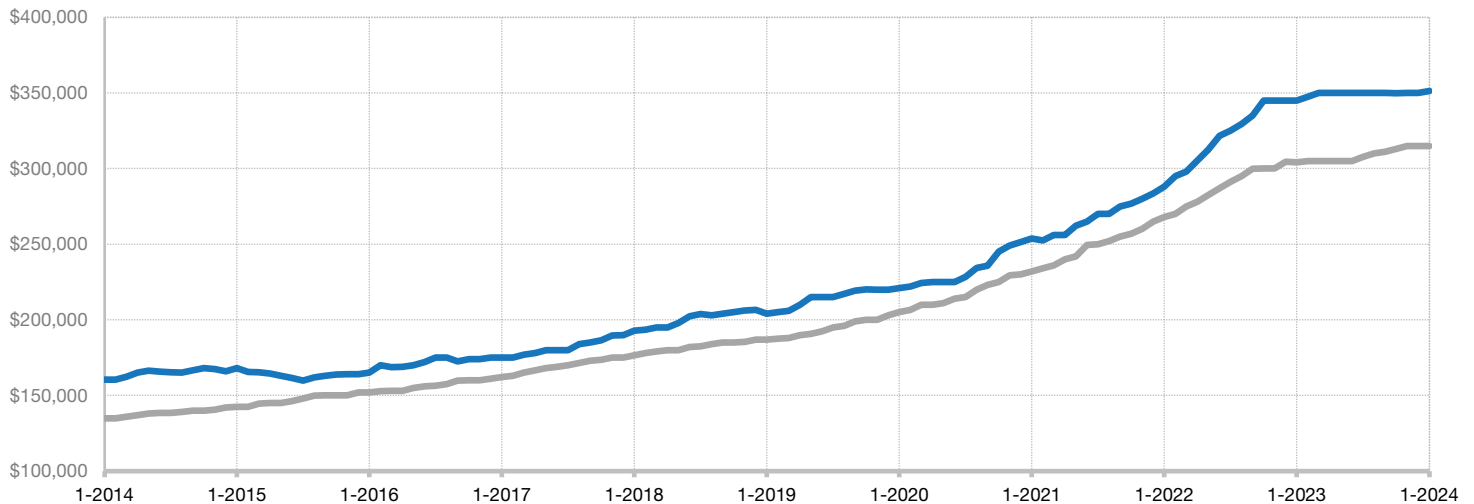
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All MLS —
Hixson —



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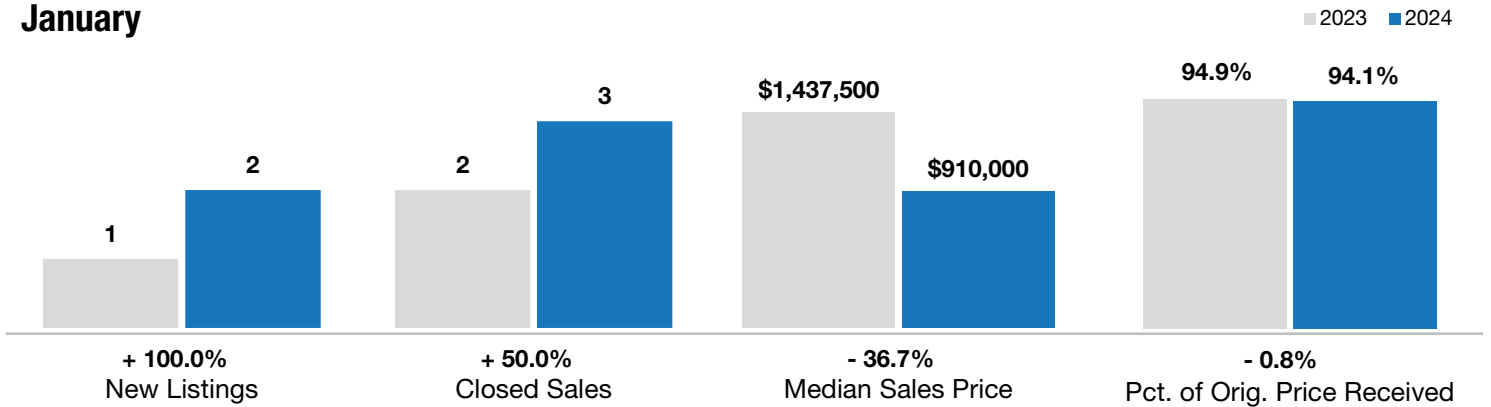
Lookout Mountain

Hamilton County Only

Key Metrics	January			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	1	2	+ 100.0%	1	2	+ 100.0%
Closed Sales	2	3	+ 50.0%	2	3	+ 50.0%
Median Sales Price	\$1,437,500	\$910,000	- 36.7%	\$1,437,500	\$910,000	- 36.7%
Pct. of Orig. Price Received	94.9%	94.1%	- 0.8%	94.9%	94.1%	- 0.8%
Days on Market Until Sale	16	20	+ 25.0%	16	20	+ 25.0%
Inventory of Homes for Sale	4	3	- 25.0%	--	--	--
Months Supply of Inventory	1.1	0.7	- 36.4%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



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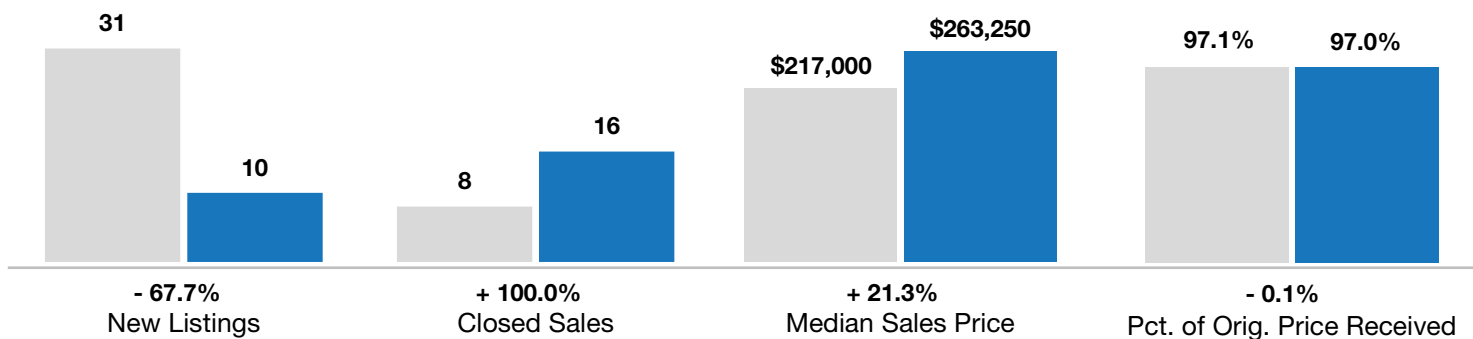
Marion County

Key Metrics	January			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	31	10	- 67.7%	31	10	- 67.7%
Closed Sales	8	16	+ 100.0%	8	16	+ 100.0%
Median Sales Price	\$217,000	\$263,250	+ 21.3%	\$217,000	\$263,250	+ 21.3%
Pct. of Orig. Price Received	97.1%	97.0%	- 0.1%	97.1%	97.0%	- 0.1%
Days on Market Until Sale	23	32	+ 39.1%	23	32	+ 39.1%
Inventory of Homes for Sale	81	53	- 34.6%	--	--	--
Months Supply of Inventory	4.1	2.6	- 36.6%	--	--	--

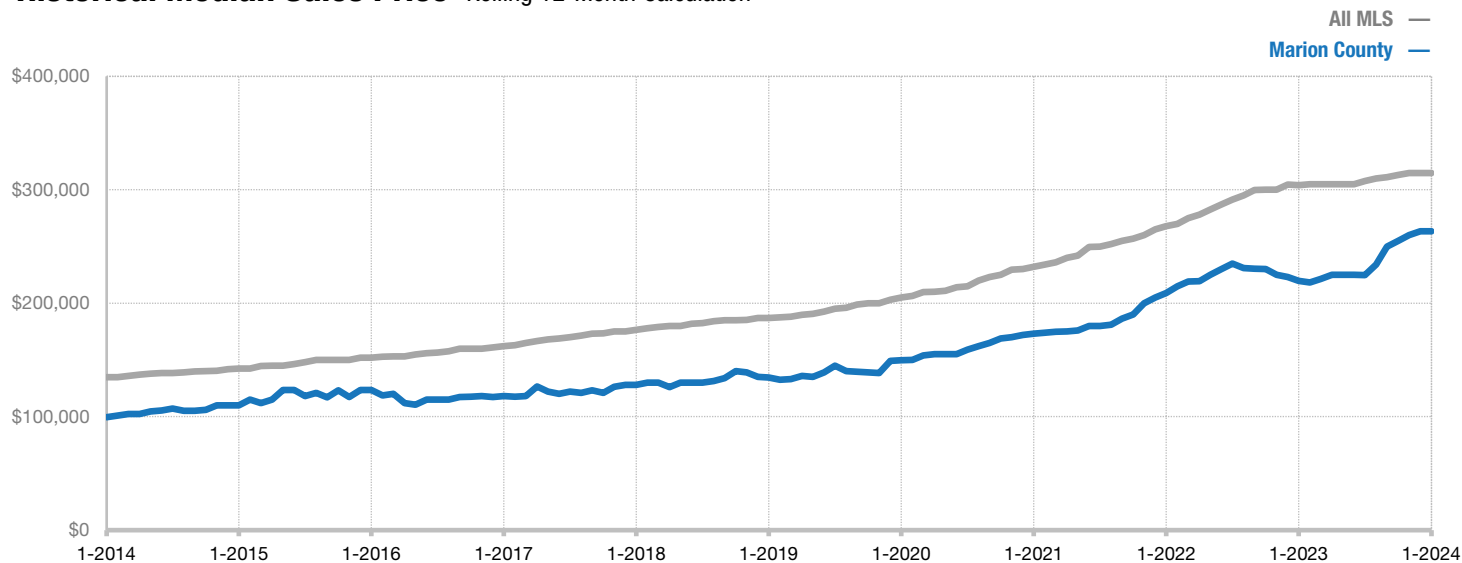
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

January

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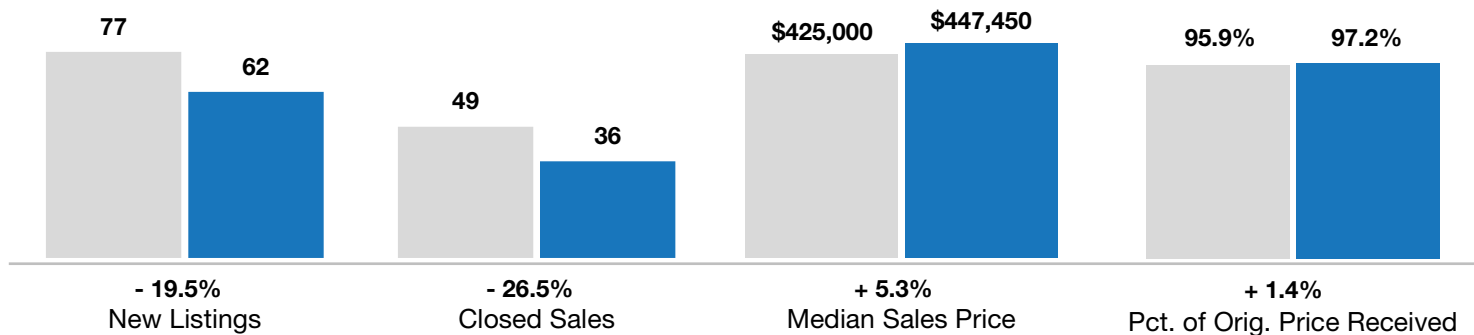
Ooltewah

Key Metrics	January			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	77	62	- 19.5%	77	62	- 19.5%
Closed Sales	49	36	- 26.5%	49	36	- 26.5%
Median Sales Price	\$425,000	\$447,450	+ 5.3%	\$425,000	\$447,450	+ 5.3%
Pct. of Orig. Price Received	95.9%	97.2%	+ 1.4%	95.9%	97.2%	+ 1.4%
Days on Market Until Sale	45	61	+ 35.6%	45	61	+ 35.6%
Inventory of Homes for Sale	124	163	+ 31.5%	--	--	--
Months Supply of Inventory	1.6	2.8	+ 75.0%	--	--	--

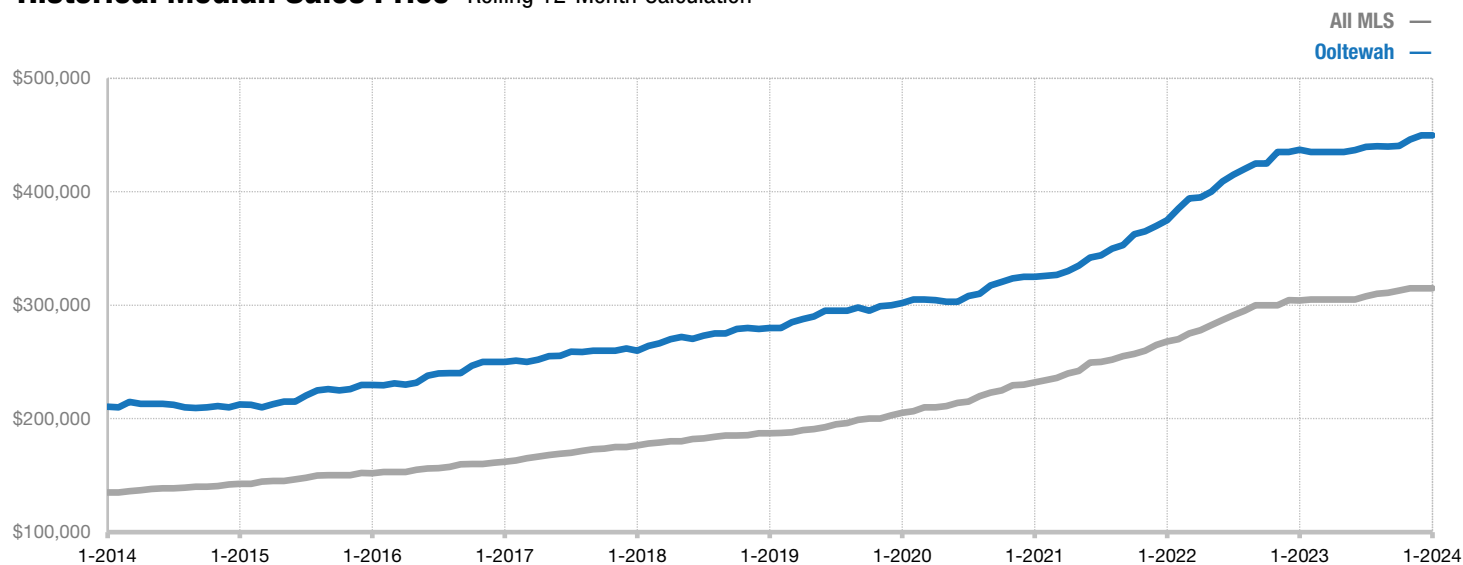
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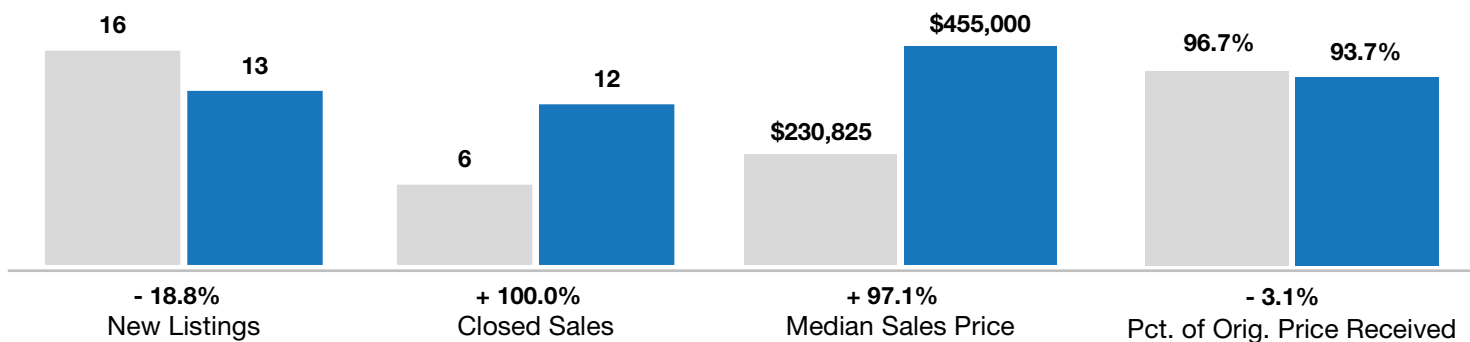
Red Bank

Key Metrics	January			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	16	13	- 18.8%	16	13	- 18.8%
Closed Sales	6	12	+ 100.0%	6	12	+ 100.0%
Median Sales Price	\$230,825	\$455,000	+ 97.1%	\$230,825	\$455,000	+ 97.1%
Pct. of Orig. Price Received	96.7%	93.7%	- 3.1%	96.7%	93.7%	- 3.1%
Days on Market Until Sale	36	80	+ 122.2%	36	80	+ 122.2%
Inventory of Homes for Sale	19	17	- 10.5%	--	--	--
Months Supply of Inventory	1.5	1.3	- 13.3%	--	--	--

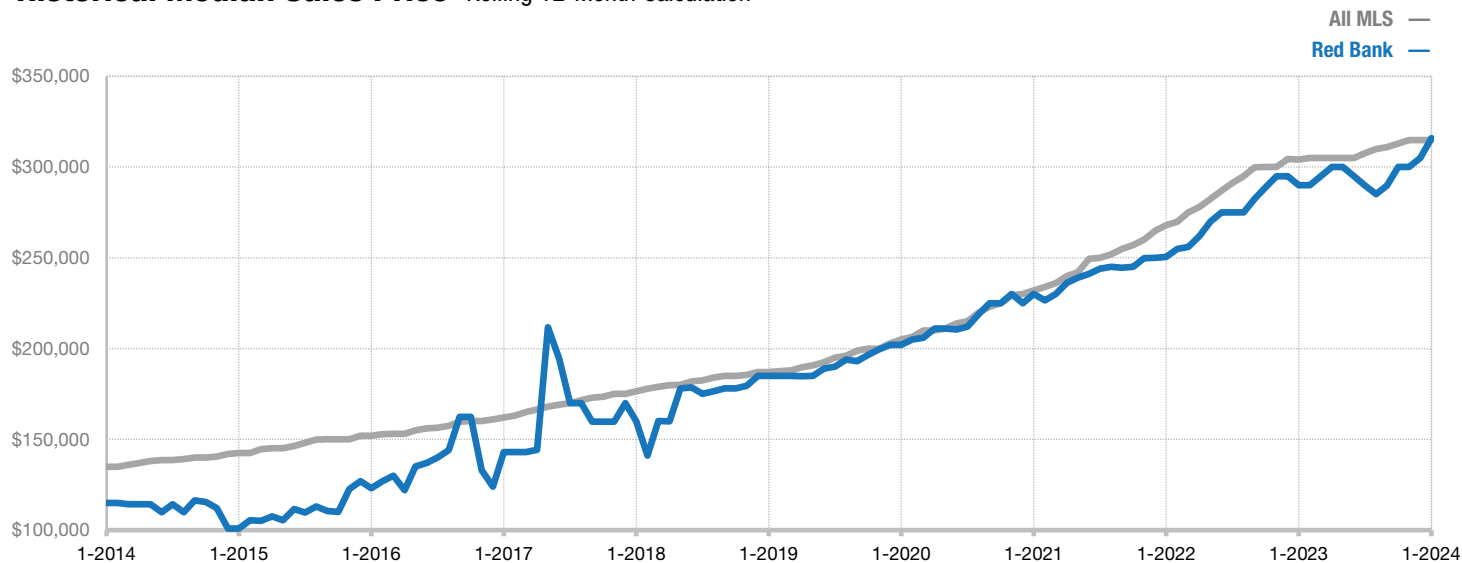
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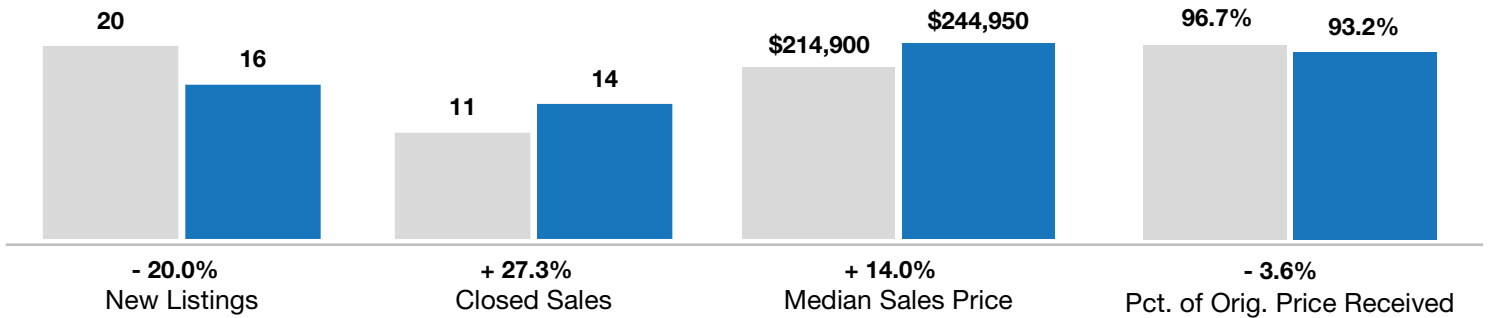
Rhea County

Key Metrics	January			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	20	16	- 20.0%	20	16	- 20.0%
Closed Sales	11	14	+ 27.3%	11	14	+ 27.3%
Median Sales Price	\$214,900	\$244,950	+ 14.0%	\$214,900	\$244,950	+ 14.0%
Pct. of Orig. Price Received	96.7%	93.2%	- 3.6%	96.7%	93.2%	- 3.6%
Days on Market Until Sale	21	48	+ 128.6%	21	48	+ 128.6%
Inventory of Homes for Sale	52	47	- 9.6%	--	--	--
Months Supply of Inventory	2.5	2.5	0.0%	--	--	--

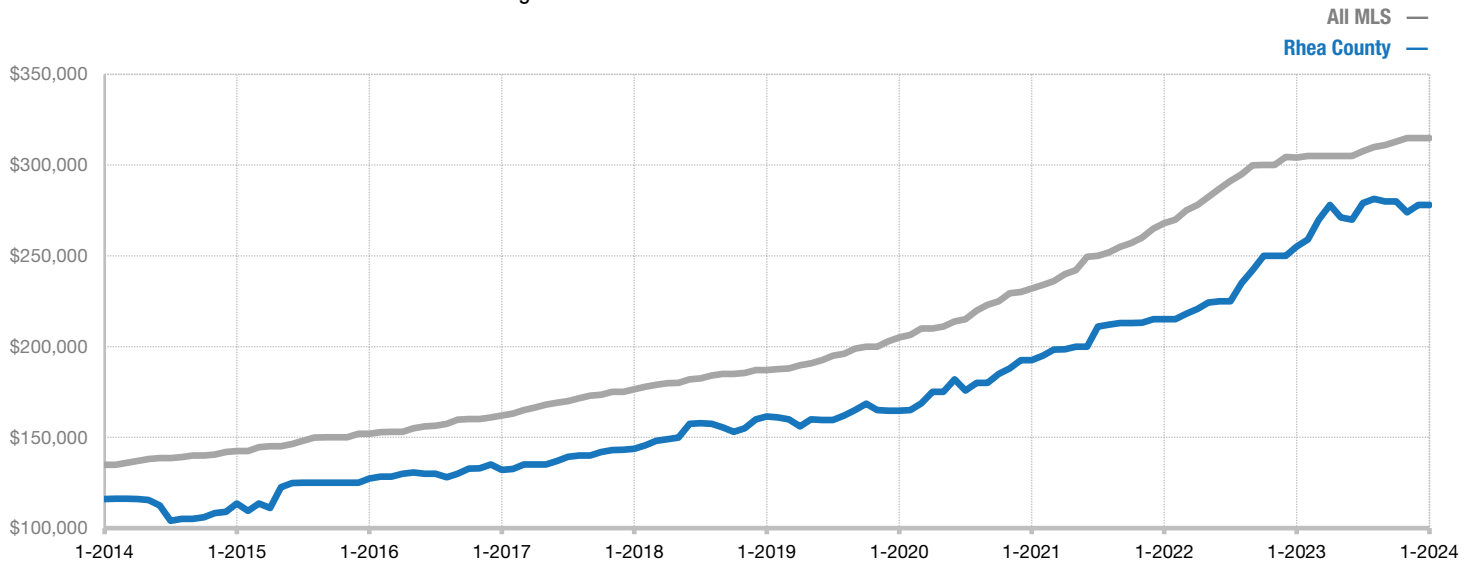
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Local Market Update – January 2024

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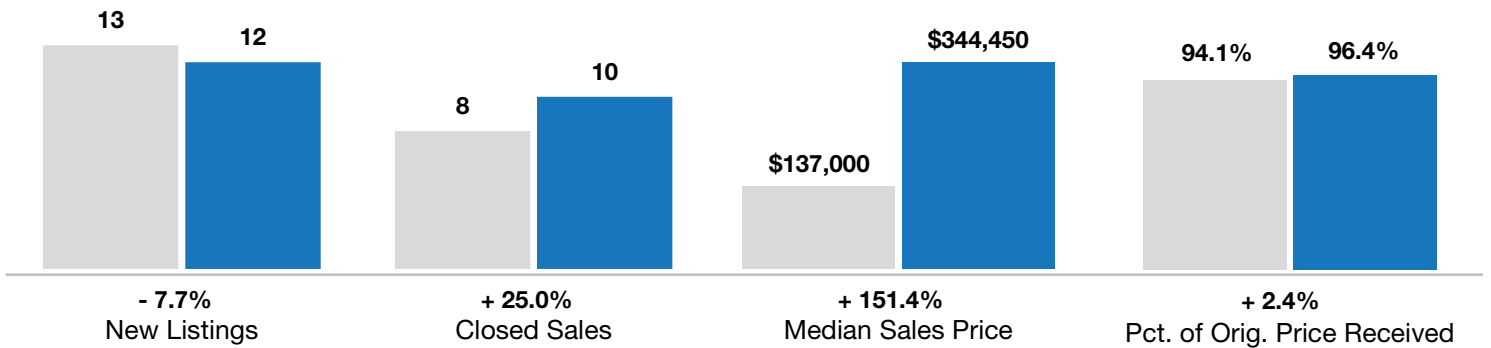
Sequatchie County

Key Metrics	January			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	13	12	- 7.7%	13	12	- 7.7%
Closed Sales	8	10	+ 25.0%	8	10	+ 25.0%
Median Sales Price	\$137,000	\$344,450	+ 151.4%	\$137,000	\$344,450	+ 151.4%
Pct. of Orig. Price Received	94.1%	96.4%	+ 2.4%	94.1%	96.4%	+ 2.4%
Days on Market Until Sale	26	37	+ 42.3%	26	37	+ 42.3%
Inventory of Homes for Sale	38	36	- 5.3%	--	--	--
Months Supply of Inventory	2.4	3.1	+ 29.2%	--	--	--

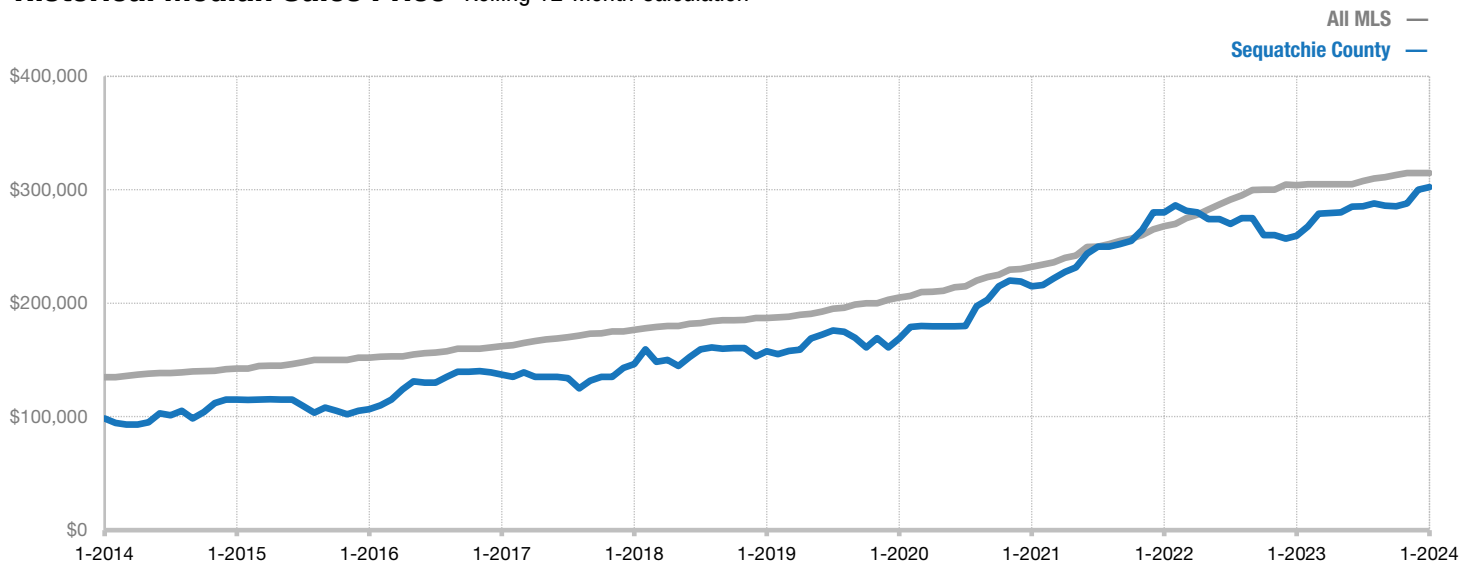
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Signal Mountain

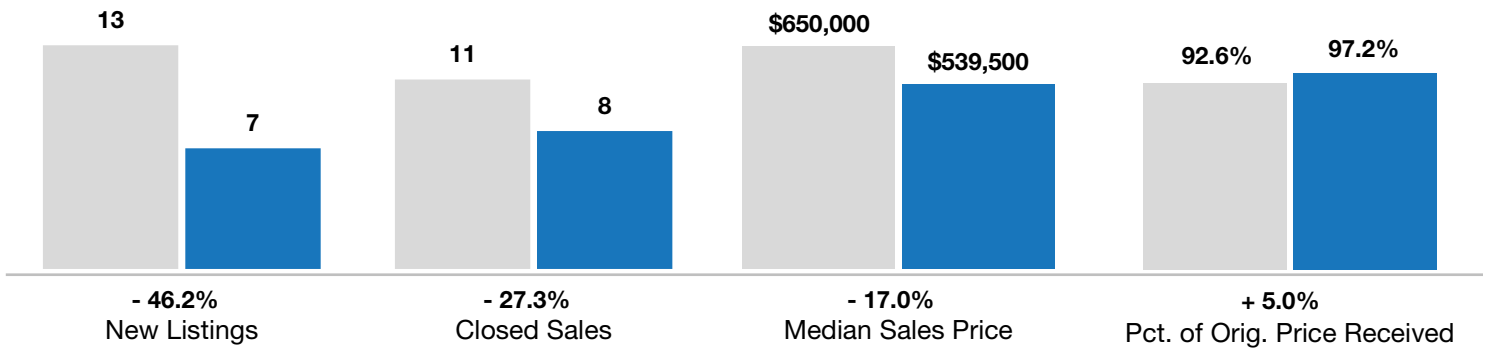
Hamilton County Only

Key Metrics	January			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	13	7	- 46.2%	13	7	- 46.2%
Closed Sales	11	8	- 27.3%	11	8	- 27.3%
Median Sales Price	\$650,000	\$539,500	- 17.0%	\$650,000	\$539,500	- 17.0%
Pct. of Orig. Price Received	92.6%	97.2%	+ 5.0%	92.6%	97.2%	+ 5.0%
Days on Market Until Sale	49	34	- 30.6%	49	34	- 30.6%
Inventory of Homes for Sale	22	20	- 9.1%	--	--	--
Months Supply of Inventory	0.8	1.3	+ 62.5%	--	--	--

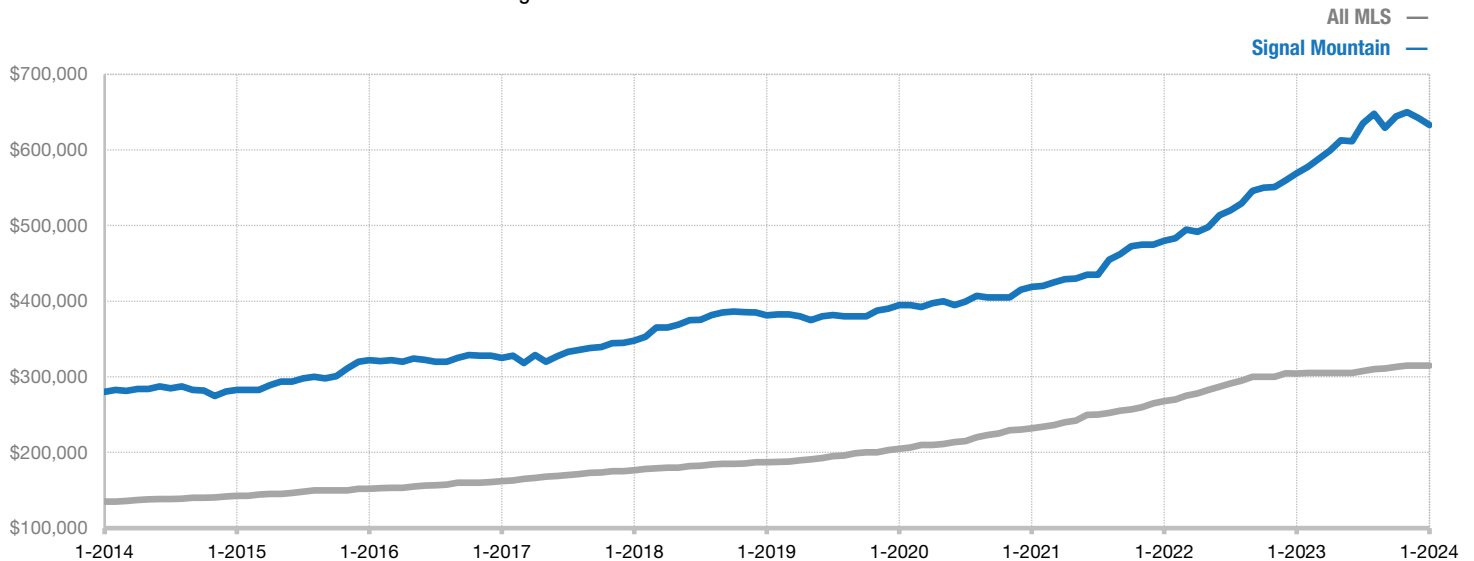
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St. Elmo / High Park / Avondale

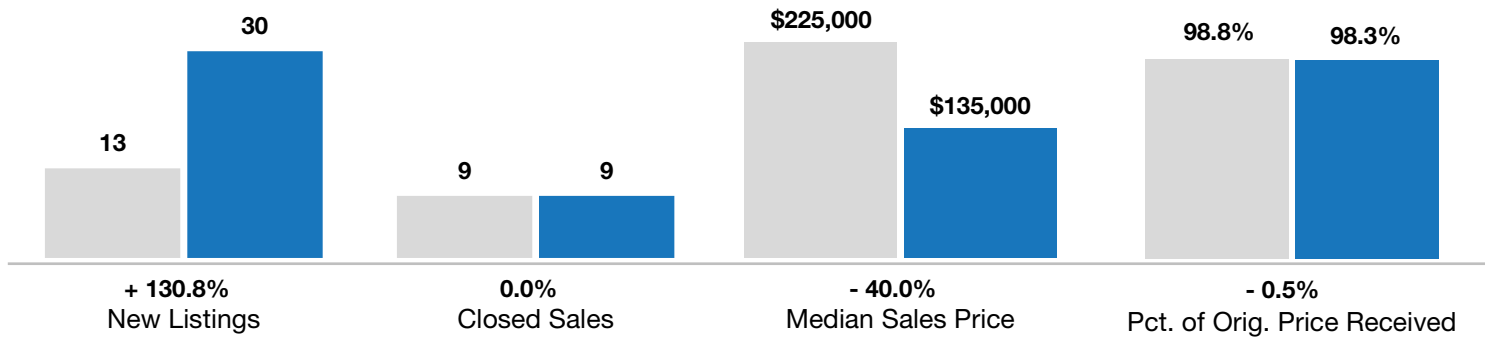
ZIP Codes: 37407, 37409 and 37410

Key Metrics	January			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	13	30	+ 130.8%	13	30	+ 130.8%
Closed Sales	9	9	0.0%	9	9	0.0%
Median Sales Price	\$225,000	\$135,000	- 40.0%	\$225,000	\$135,000	- 40.0%
Pct. of Orig. Price Received	98.8%	98.3%	- 0.5%	98.8%	98.3%	- 0.5%
Days on Market Until Sale	27	19	- 29.6%	27	19	- 29.6%
Inventory of Homes for Sale	29	40	+ 37.9%	--	--	--
Months Supply of Inventory	1.4	3.2	+ 128.6%	--	--	--

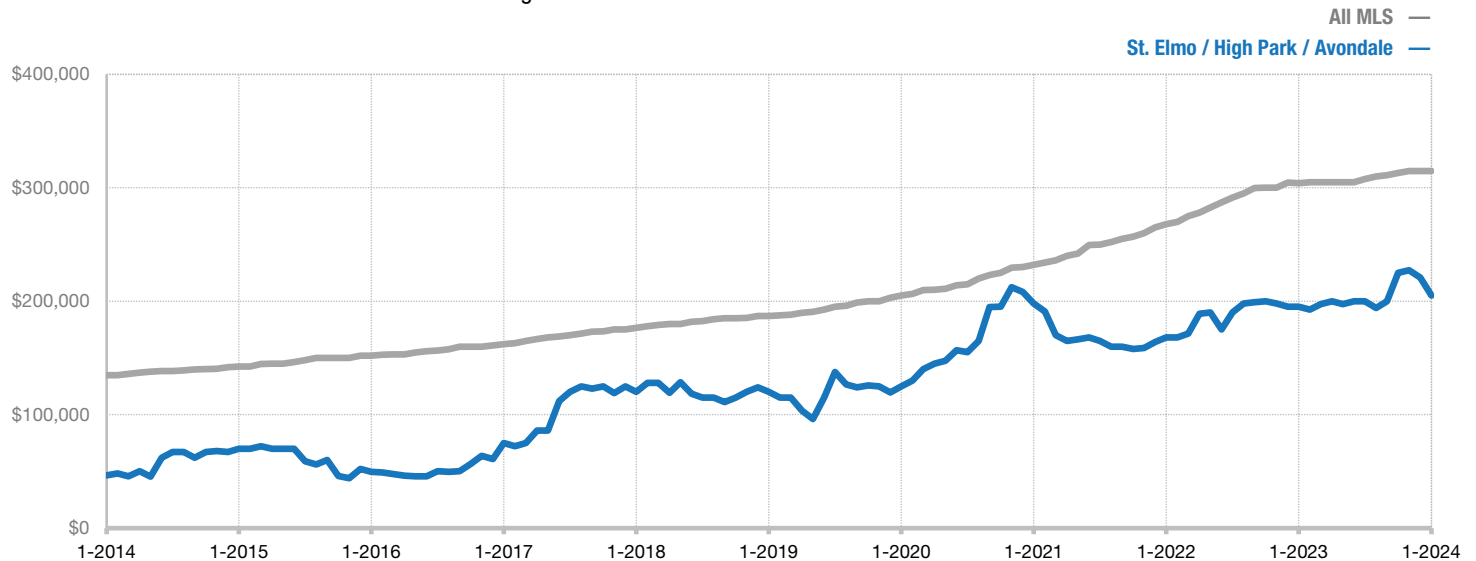
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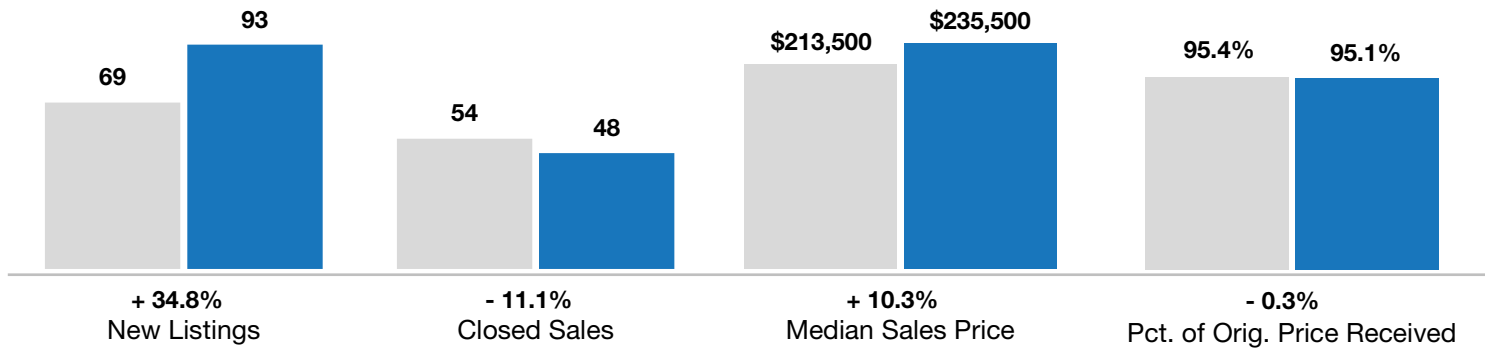
Walker County

Key Metrics	January			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	69	93	+ 34.8%	69	93	+ 34.8%
Closed Sales	54	48	- 11.1%	54	48	- 11.1%
Median Sales Price	\$213,500	\$235,500	+ 10.3%	\$213,500	\$235,500	+ 10.3%
Pct. of Orig. Price Received	95.4%	95.1%	- 0.3%	95.4%	95.1%	- 0.3%
Days on Market Until Sale	31	45	+ 45.2%	31	45	+ 45.2%
Inventory of Homes for Sale	127	178	+ 40.2%	--	--	--
Months Supply of Inventory	1.7	2.7	+ 58.8%	--	--	--

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

January

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Historical Median Sales Price Rolling 12-Month Calculation

— All MLS
— Walker County

