

Local Market Update – February 2024

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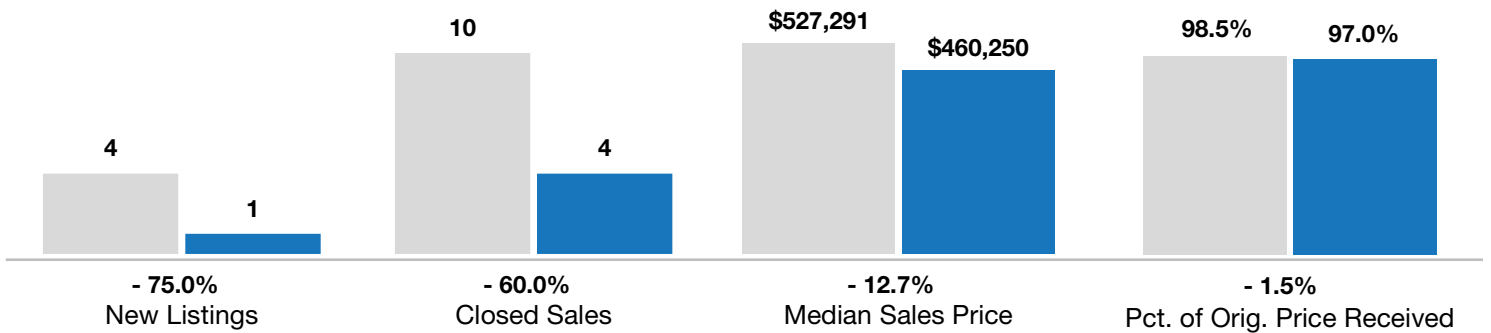
Apison

Key Metrics	February			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	4	1	- 75.0%	12	16	+ 33.3%
Closed Sales	10	4	- 60.0%	16	9	- 43.8%
Median Sales Price	\$527,291	\$460,250	- 12.7%	\$504,516	\$473,000	- 6.2%
Pct. of Orig. Price Received	98.5%	97.0%	- 1.5%	101.4%	96.1%	- 5.2%
Days on Market Until Sale	45	36	- 20.0%	45	30	- 33.3%
Inventory of Homes for Sale	26	29	+ 11.5%	--	--	--
Months Supply of Inventory	2.2	4.2	+ 90.9%	--	--	--

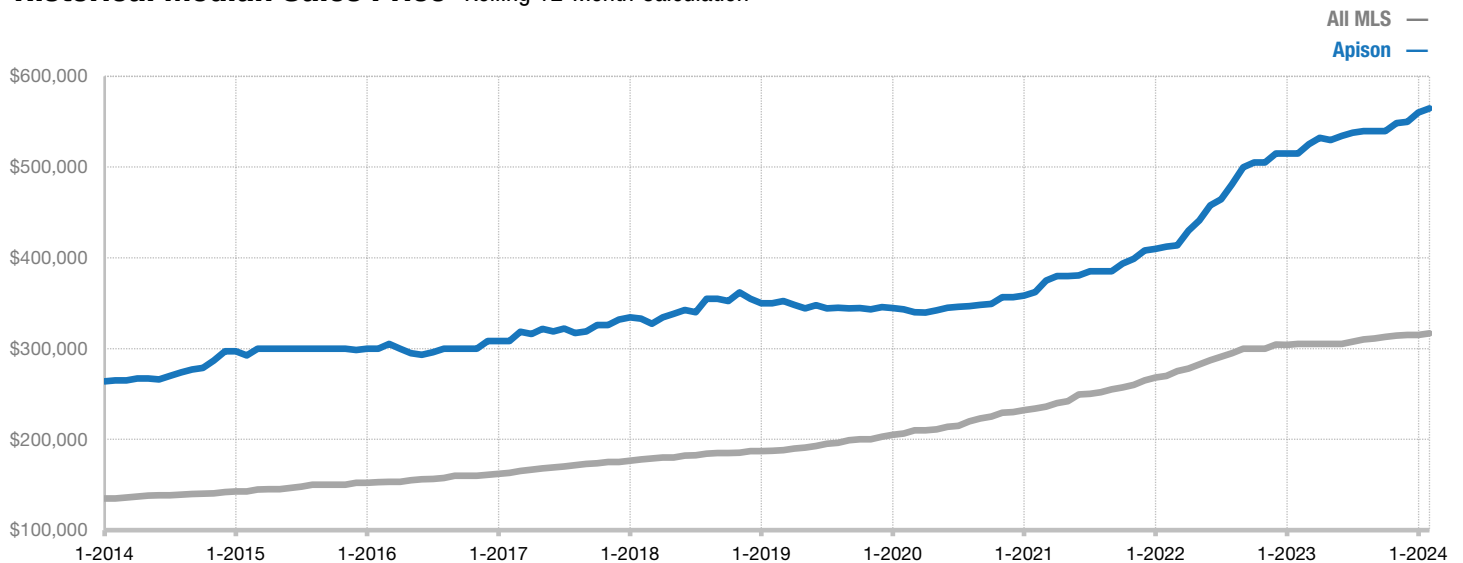
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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Historical Median Sales Price Rolling 12-Month Calculation



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Bakewell / Lakesite / Sale Creek / Soddy

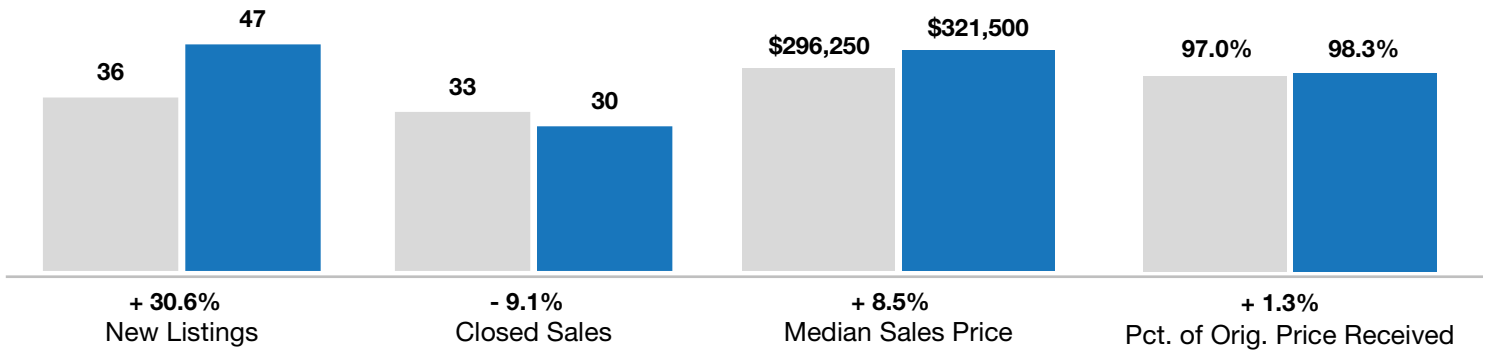
ZIP Codes: 37379 and 37384

Key Metrics	February			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	36	47	+ 30.6%	78	81	+ 3.8%
Closed Sales	33	30	- 9.1%	55	54	- 1.8%
Median Sales Price	\$296,250	\$321,500	+ 8.5%	\$301,000	\$335,000	+ 11.3%
Pct. of Orig. Price Received	97.0%	98.3%	+ 1.3%	95.5%	98.1%	+ 2.7%
Days on Market Until Sale	28	26	- 7.1%	29	33	+ 13.8%
Inventory of Homes for Sale	59	72	+ 22.0%	--	--	--
Months Supply of Inventory	1.3	2.1	+ 61.5%	--	--	--

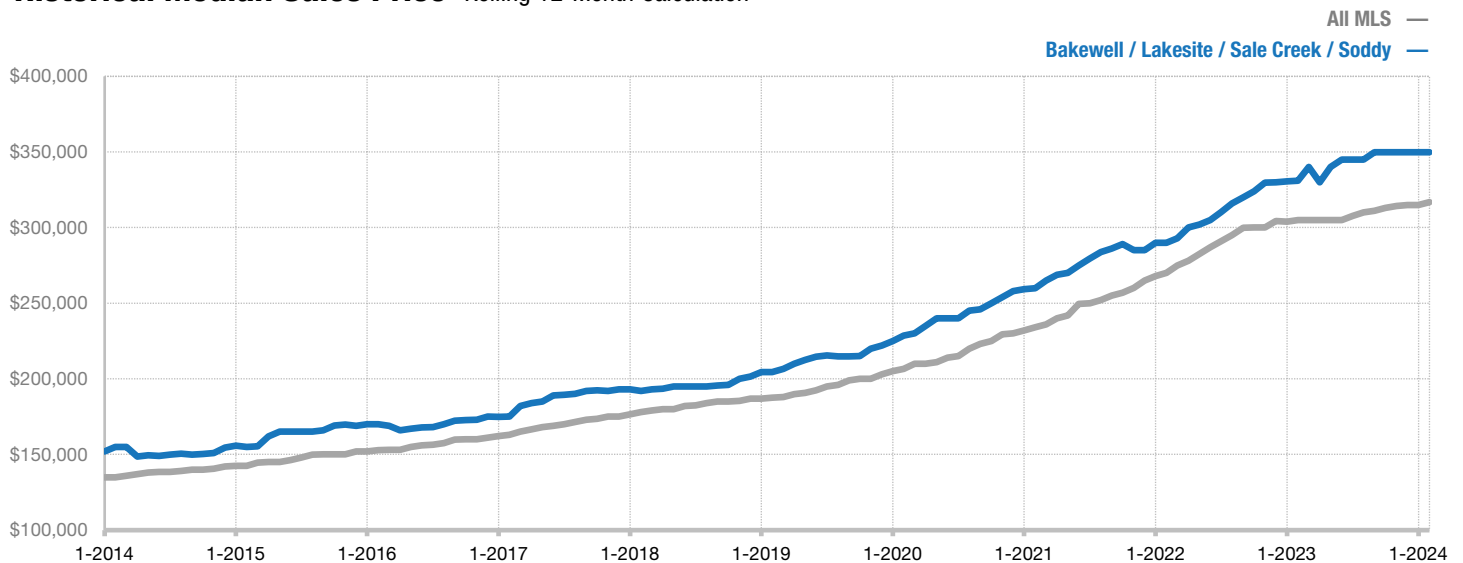
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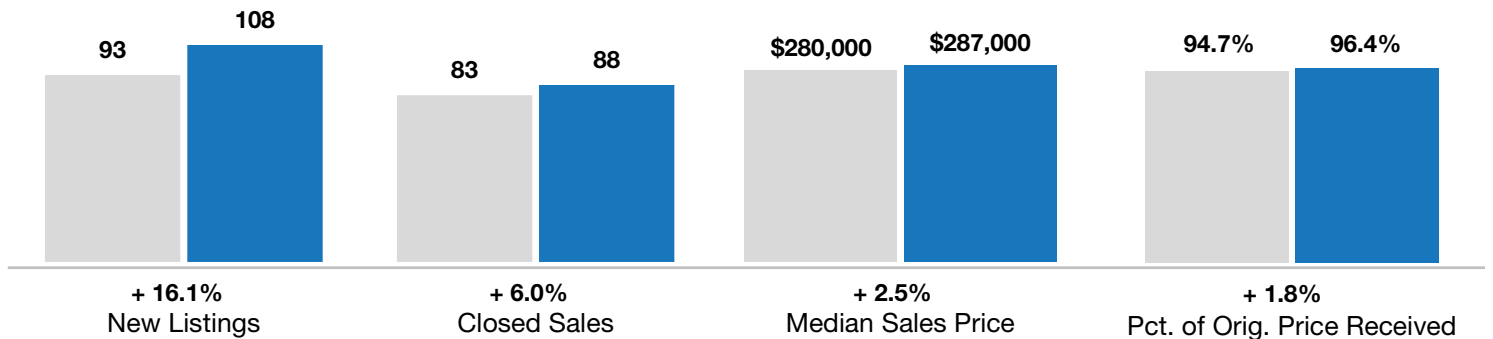
Bradley County

Key Metrics	February			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	93	108	+ 16.1%	199	231	+ 16.1%
Closed Sales	83	88	+ 6.0%	150	144	- 4.0%
Median Sales Price	\$280,000	\$287,000	+ 2.5%	\$295,000	\$300,000	+ 1.7%
Pct. of Orig. Price Received	94.7%	96.4%	+ 1.8%	94.1%	96.4%	+ 2.4%
Days on Market Until Sale	46	41	- 10.9%	47	42	- 10.6%
Inventory of Homes for Sale	223	196	- 12.1%	--	--	--
Months Supply of Inventory	1.8	2.1	+ 16.7%	--	--	--

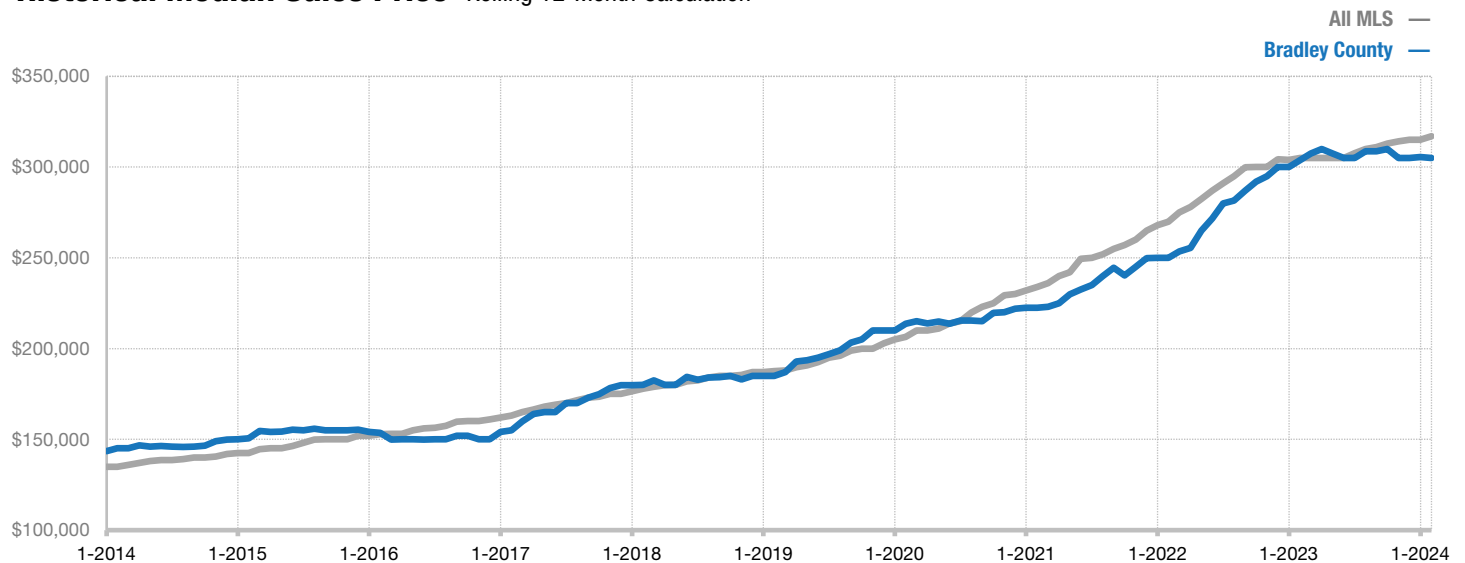
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Brainerd

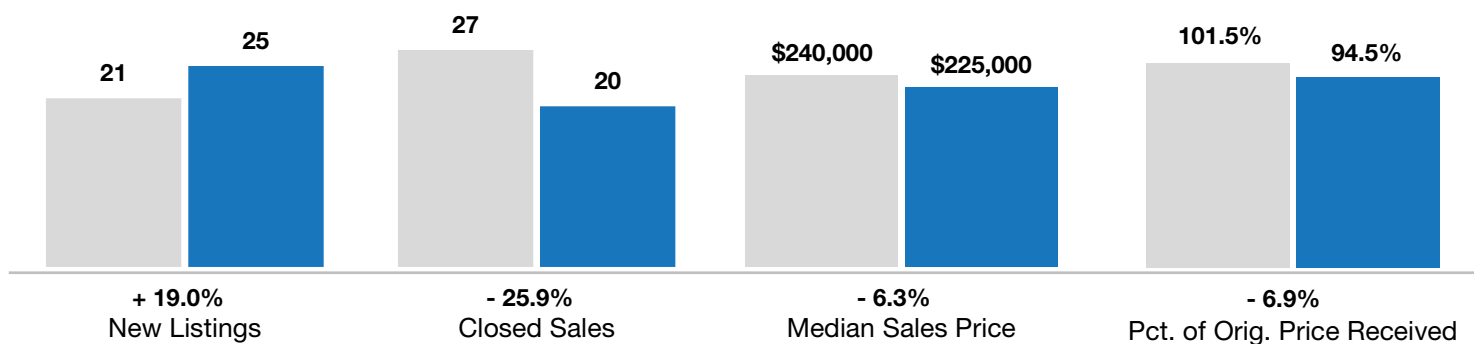
Includes the Ridgeside Community

Key Metrics	February			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	21	25	+ 19.0%	45	40	- 11.1%
Closed Sales	27	20	- 25.9%	43	37	- 14.0%
Median Sales Price	\$240,000	\$225,000	- 6.3%	\$234,000	\$232,500	- 0.6%
Pct. of Orig. Price Received	101.5%	94.5%	- 6.9%	98.0%	96.2%	- 1.8%
Days on Market Until Sale	19	21	+ 10.5%	25	18	- 28.0%
Inventory of Homes for Sale	28	36	+ 28.6%	--	--	--
Months Supply of Inventory	1.2	1.7	+ 41.7%	--	--	--

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

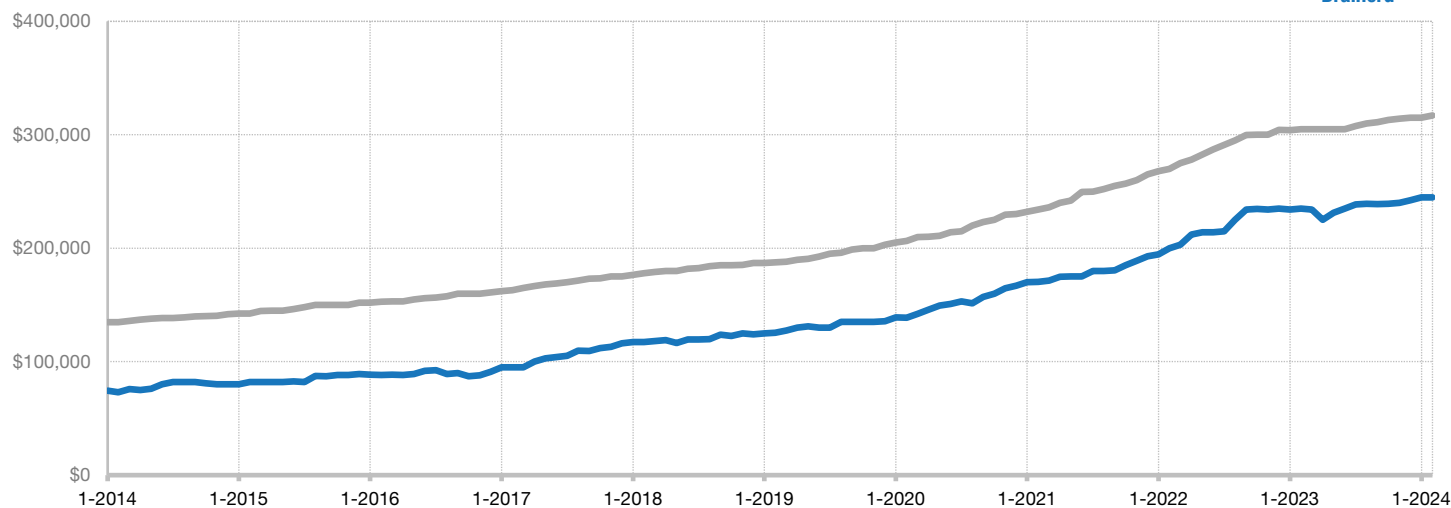
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All MLS —
Brainerd —



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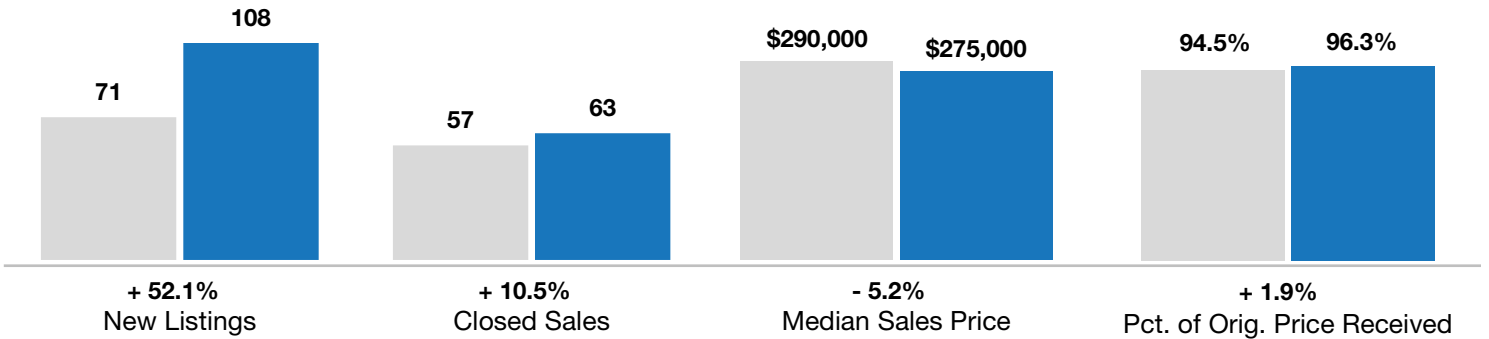
Catoosa County

Key Metrics	February			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	71	108	+ 52.1%	144	203	+ 41.0%
Closed Sales	57	63	+ 10.5%	105	116	+ 10.5%
Median Sales Price	\$290,000	\$275,000	- 5.2%	\$282,500	\$296,500	+ 5.0%
Pct. of Orig. Price Received	94.5%	96.3%	+ 1.9%	94.8%	96.1%	+ 1.4%
Days on Market Until Sale	55	46	- 16.4%	51	48	- 5.9%
Inventory of Homes for Sale	115	167	+ 45.2%	--	--	--
Months Supply of Inventory	1.5	2.5	+ 66.7%	--	--	--

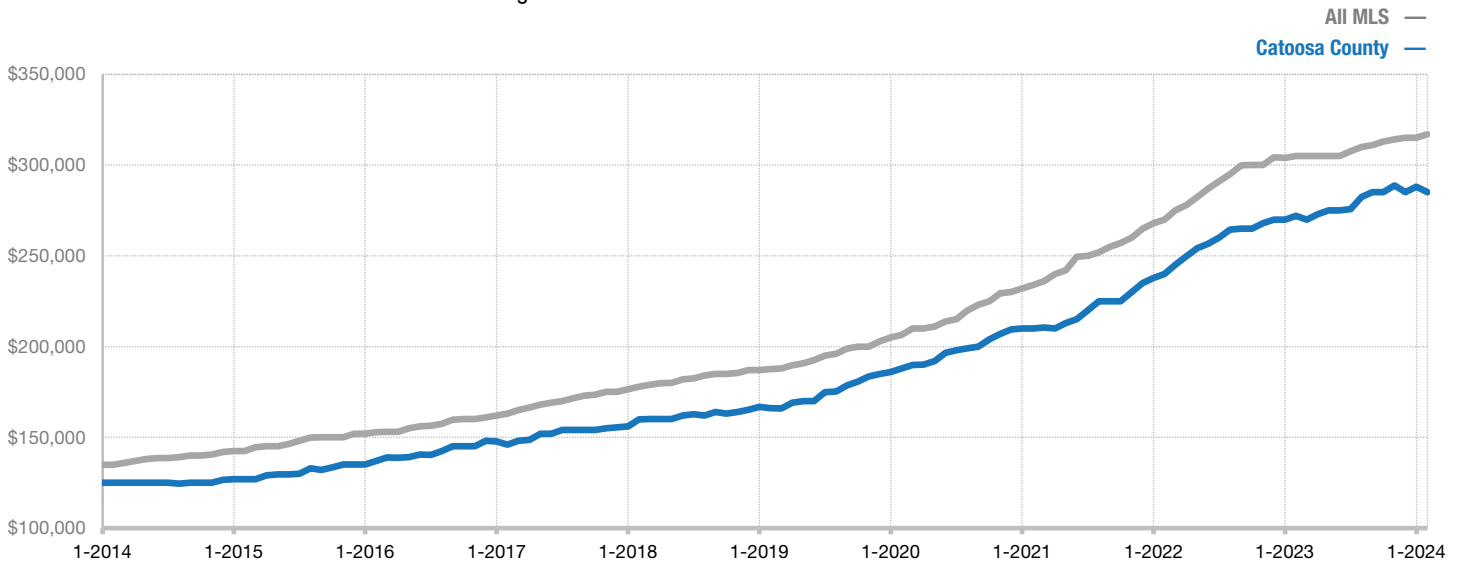
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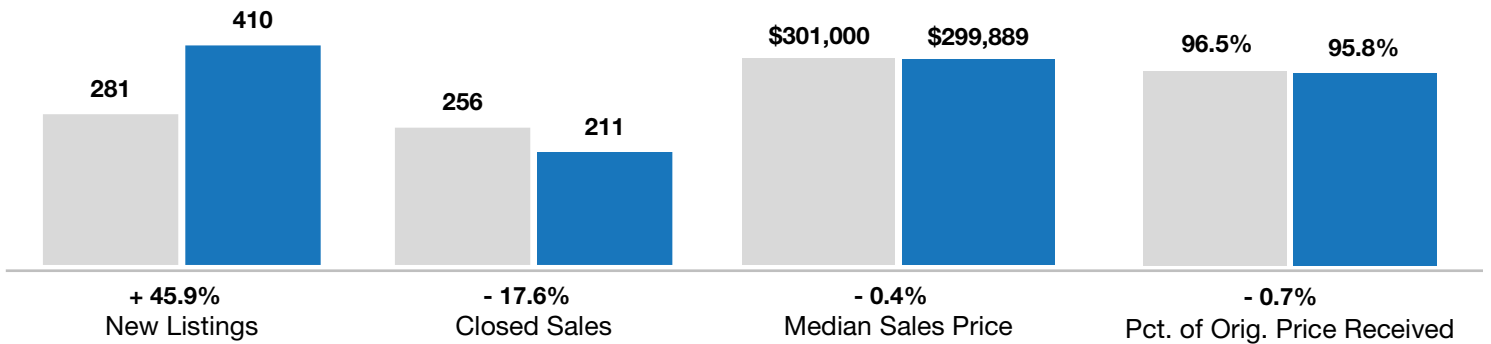
Chattanooga

Key Metrics	February			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	281	410	+ 45.9%	555	738	+ 33.0%
Closed Sales	256	211	- 17.6%	442	370	- 16.3%
Median Sales Price	\$301,000	\$299,889	- 0.4%	\$297,700	\$305,000	+ 2.5%
Pct. of Orig. Price Received	96.5%	95.8%	- 0.7%	95.9%	96.3%	+ 0.4%
Days on Market Until Sale	37	41	+ 10.8%	35	39	+ 11.4%
Inventory of Homes for Sale	422	604	+ 43.1%	--	--	--
Months Supply of Inventory	1.4	2.1	+ 50.0%	--	--	--

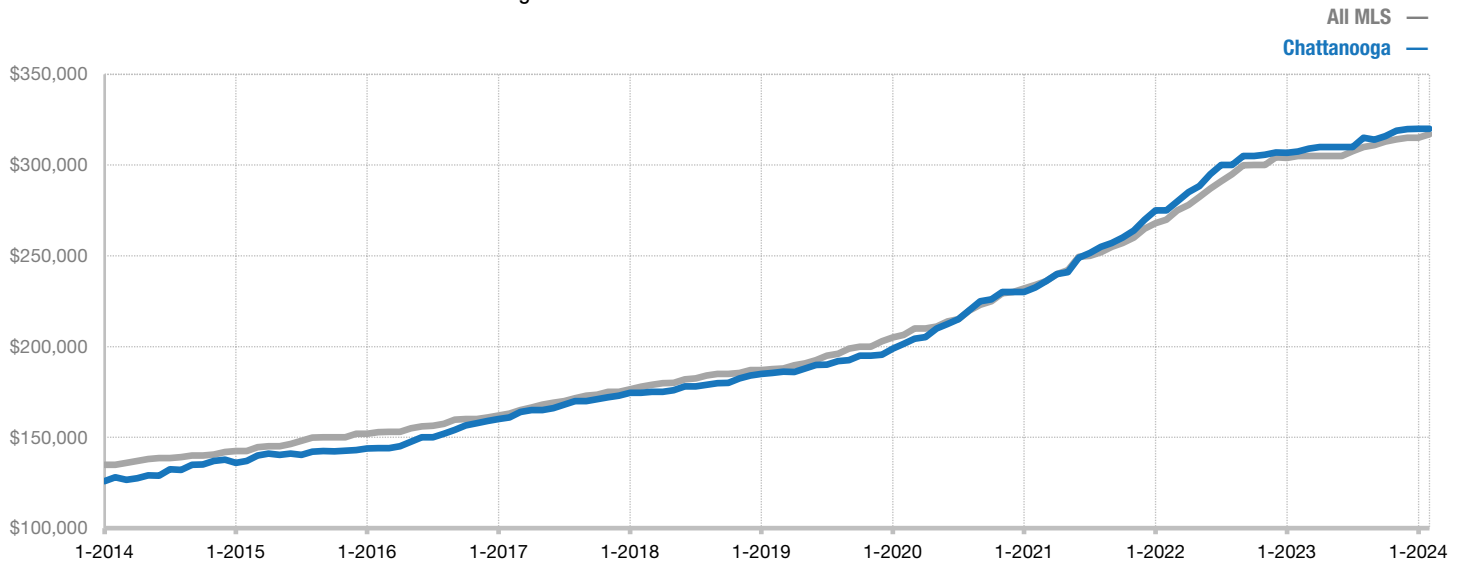
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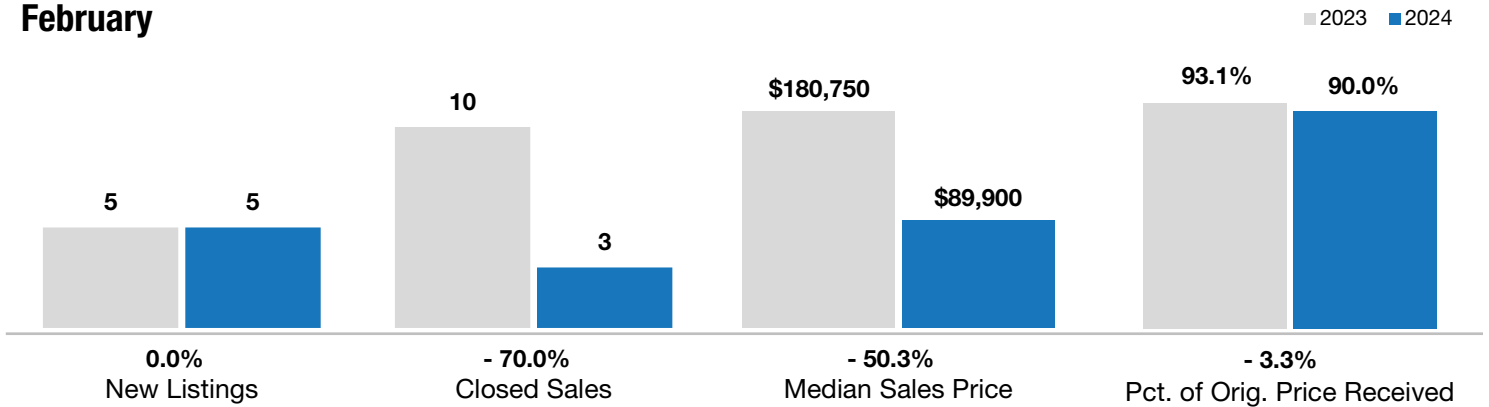
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Chattooga County

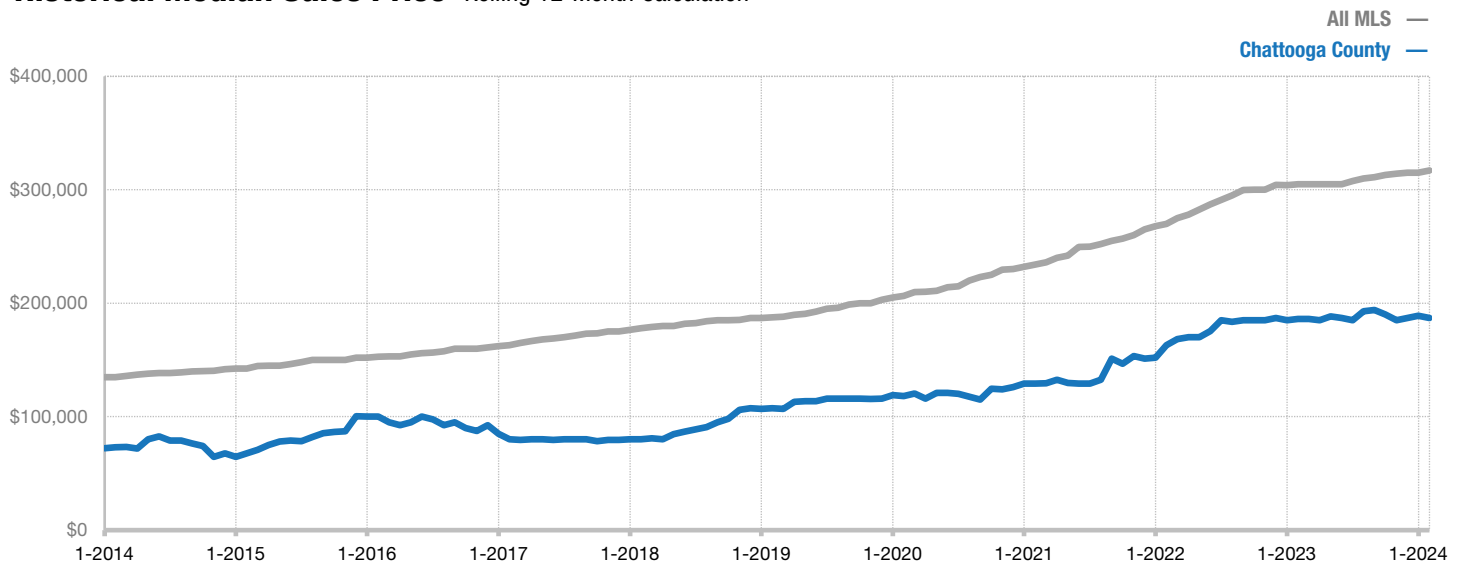
Key Metrics	February			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	5	5	0.0%	14	10	- 28.6%
Closed Sales	10	3	- 70.0%	15	7	- 53.3%
Median Sales Price	\$180,750	\$89,900	- 50.3%	\$135,000	\$119,000	- 11.9%
Pct. of Orig. Price Received	93.1%	90.0%	- 3.3%	95.6%	94.6%	- 1.0%
Days on Market Until Sale	33	41	+ 24.2%	30	35	+ 16.7%
Inventory of Homes for Sale	10	19	+ 90.0%	--	--	--
Months Supply of Inventory	1.1	3.3	+ 200.0%	--	--	--

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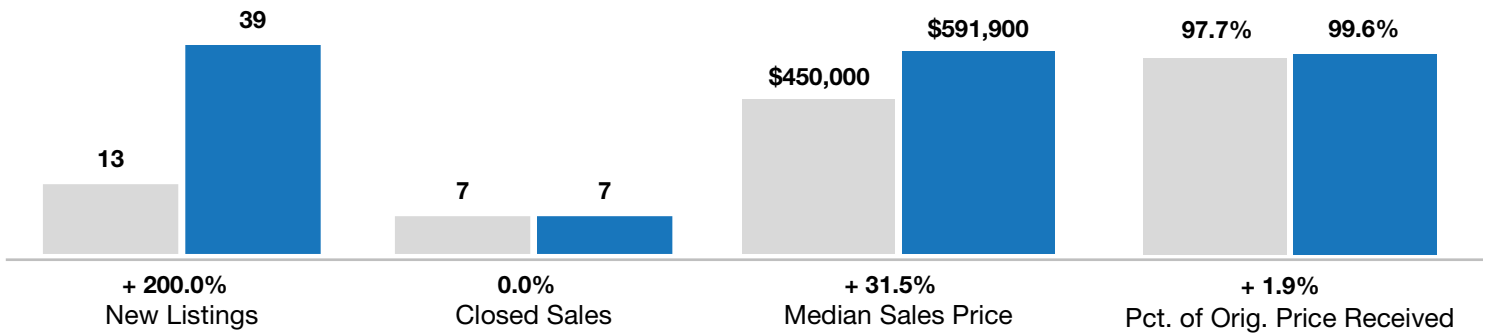
Collegedale

Key Metrics	February			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	13	39	+ 200.0%	18	47	+ 161.1%
Closed Sales	7	7	0.0%	17	10	- 41.2%
Median Sales Price	\$450,000	\$591,900	+ 31.5%	\$450,000	\$496,059	+ 10.2%
Pct. of Orig. Price Received	97.7%	99.6%	+ 1.9%	96.5%	98.0%	+ 1.6%
Days on Market Until Sale	62	52	- 16.1%	74	58	- 21.6%
Inventory of Homes for Sale	26	45	+ 73.1%	--	--	--
Months Supply of Inventory	2.1	5.3	+ 152.4%	--	--	--

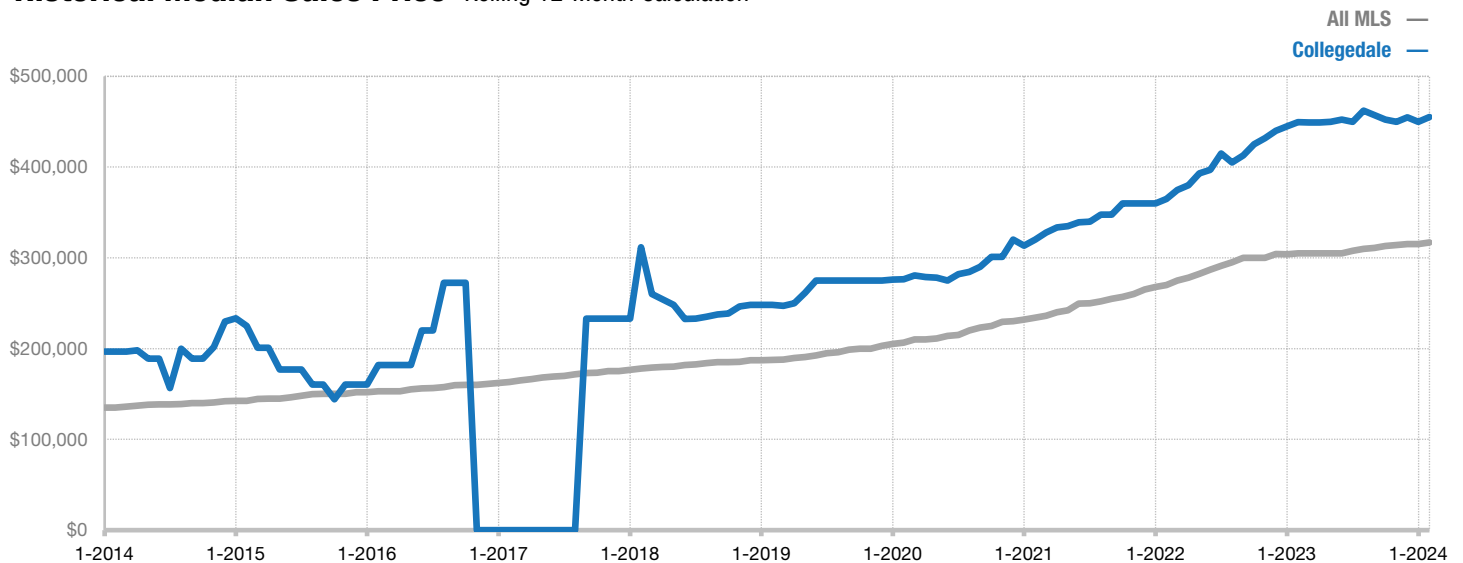
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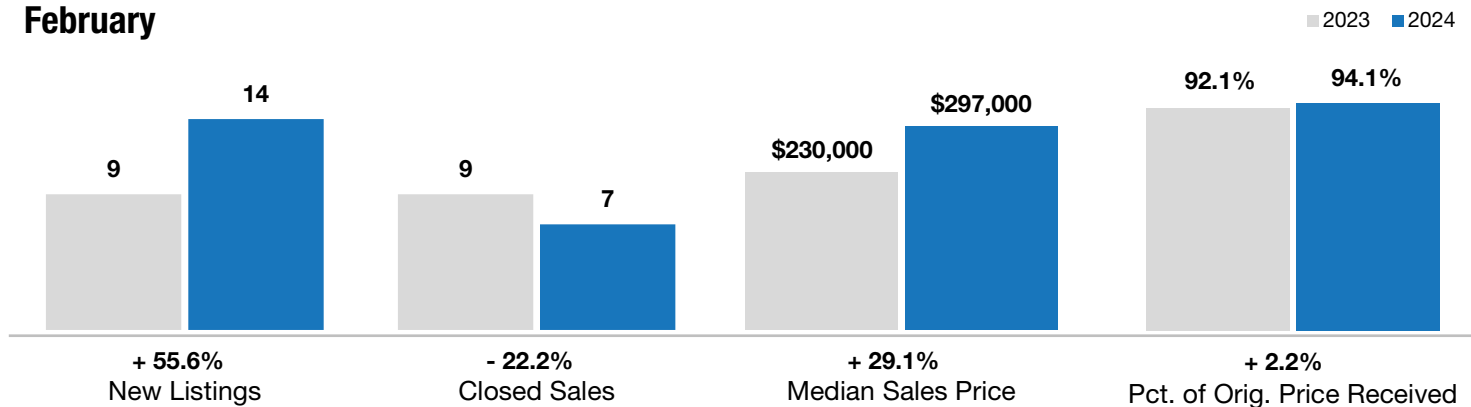
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Dade County

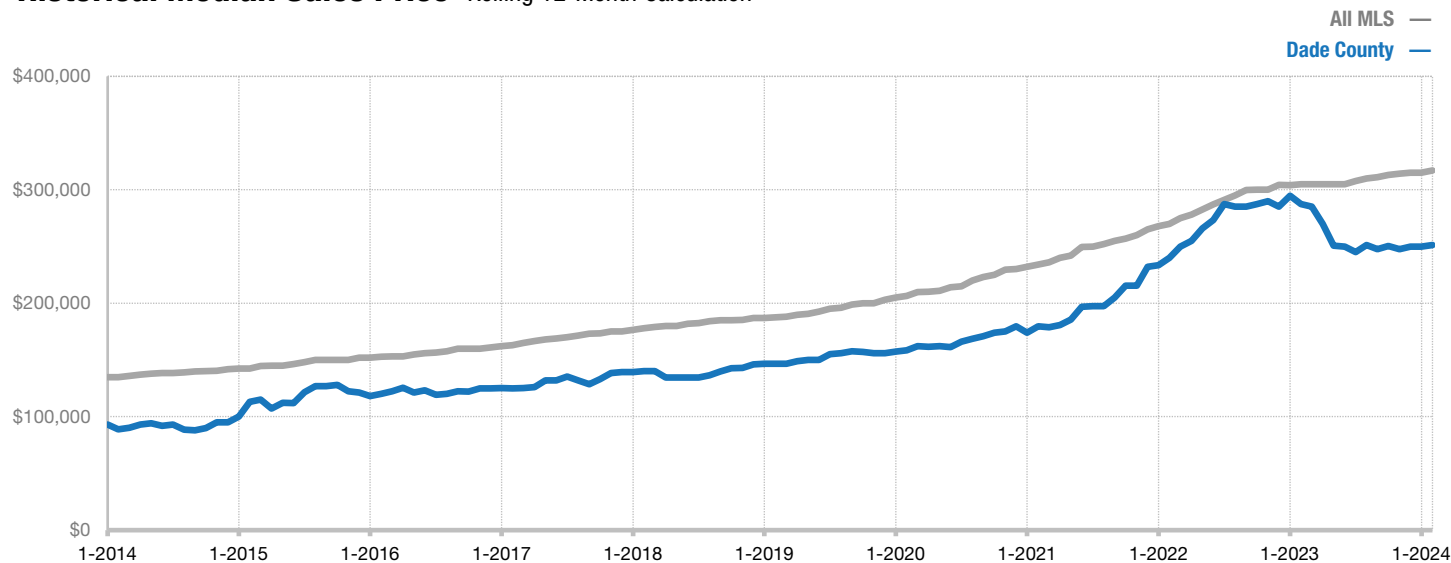
Key Metrics	February			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	9	14	+ 55.6%	21	27	+ 28.6%
Closed Sales	9	7	- 22.2%	18	14	- 22.2%
Median Sales Price	\$230,000	\$297,000	+ 29.1%	\$240,500	\$294,500	+ 22.5%
Pct. of Orig. Price Received	92.1%	94.1%	+ 2.2%	92.1%	93.1%	+ 1.1%
Days on Market Until Sale	89	36	- 59.6%	65	28	- 56.9%
Inventory of Homes for Sale	41	29	- 29.3%	--	--	--
Months Supply of Inventory	2.7	2.2	- 18.5%	--	--	--

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Downtown Chattanooga

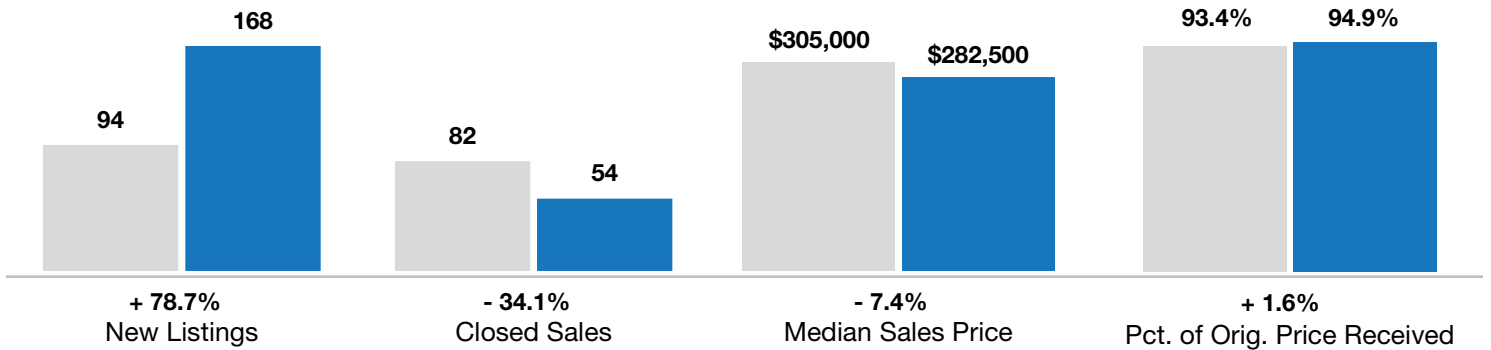
ZIP Codes: 37402, 37403, 37404, 37405, 37406, 37408 and 37450

Key Metrics	February			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	94	168	+ 78.7%	188	314	+ 67.0%
Closed Sales	82	54	- 34.1%	141	107	- 24.1%
Median Sales Price	\$305,000	\$282,500	- 7.4%	\$297,700	\$305,000	+ 2.5%
Pct. of Orig. Price Received	93.4%	94.9%	+ 1.6%	94.2%	95.4%	+ 1.3%
Days on Market Until Sale	43	47	+ 9.3%	36	44	+ 22.2%
Inventory of Homes for Sale	182	298	+ 63.7%	--	--	--
Months Supply of Inventory	2.1	3.1	+ 47.6%	--	--	--

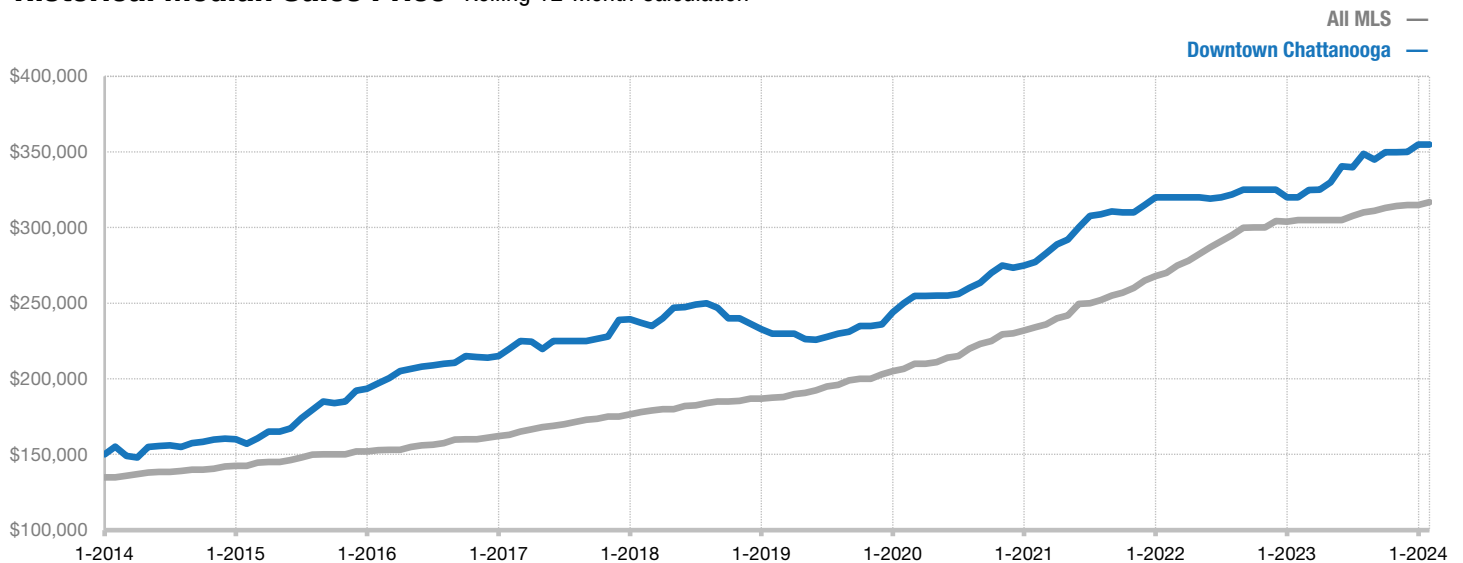
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East Brainerd

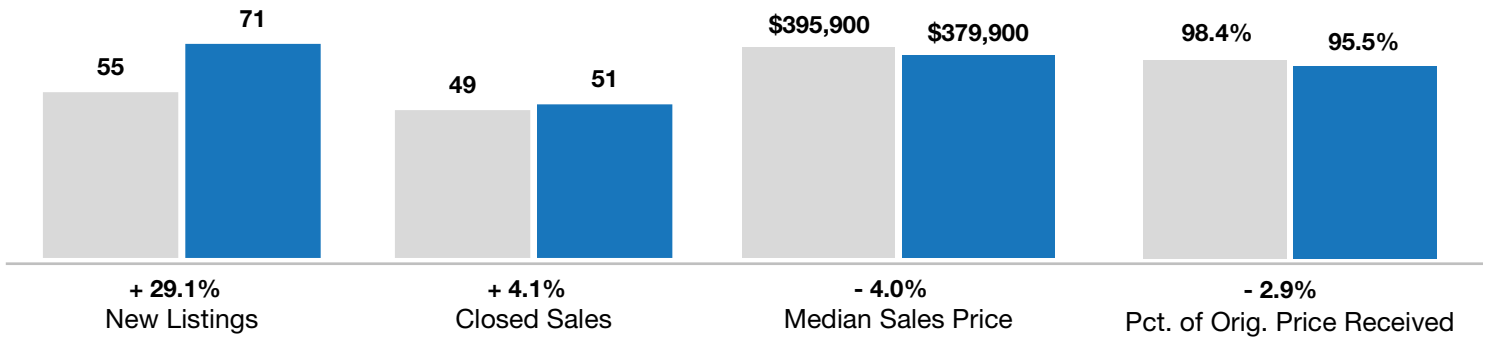
Includes the Cromwell, Dalewood, Eastdale & Tyner Communities

Key Metrics	February			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	55	71	+ 29.1%	103	121	+ 17.5%
Closed Sales	49	51	+ 4.1%	92	79	- 14.1%
Median Sales Price	\$395,900	\$379,900	- 4.0%	\$357,500	\$360,000	+ 0.7%
Pct. of Orig. Price Received	98.4%	95.5%	- 2.9%	97.0%	96.8%	- 0.2%
Days on Market Until Sale	41	49	+ 19.5%	37	46	+ 24.3%
Inventory of Homes for Sale	88	94	+ 6.8%	--	--	--
Months Supply of Inventory	1.4	1.8	+ 28.6%	--	--	--

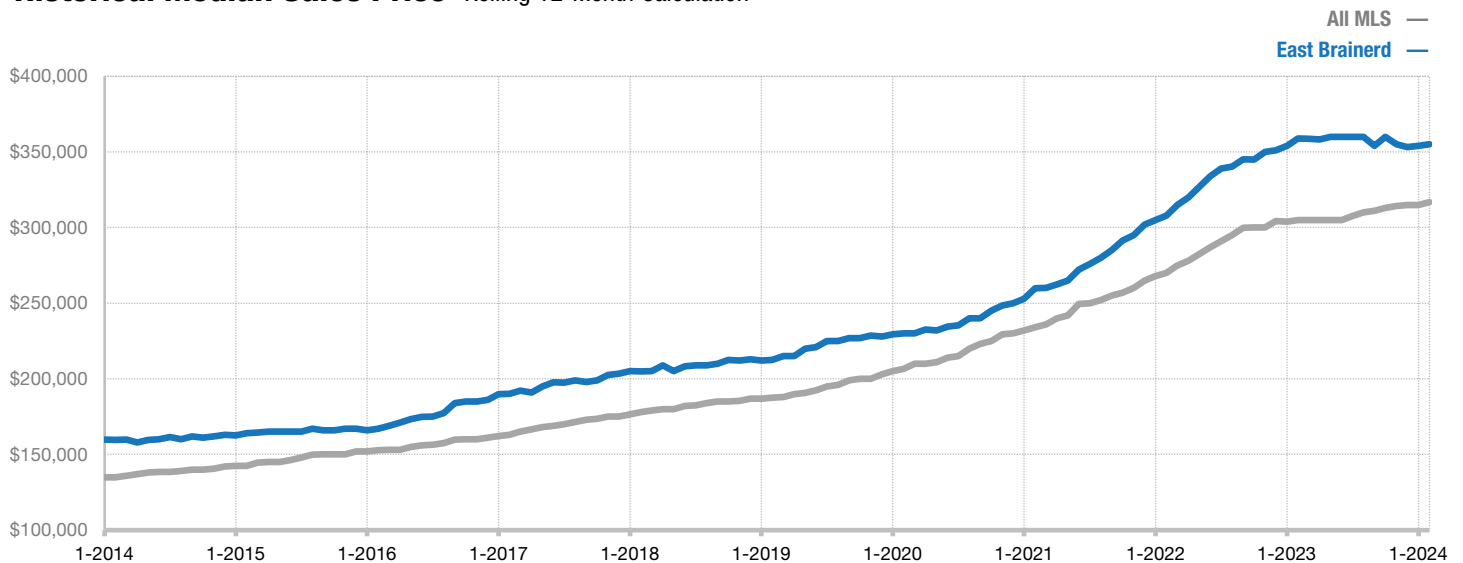
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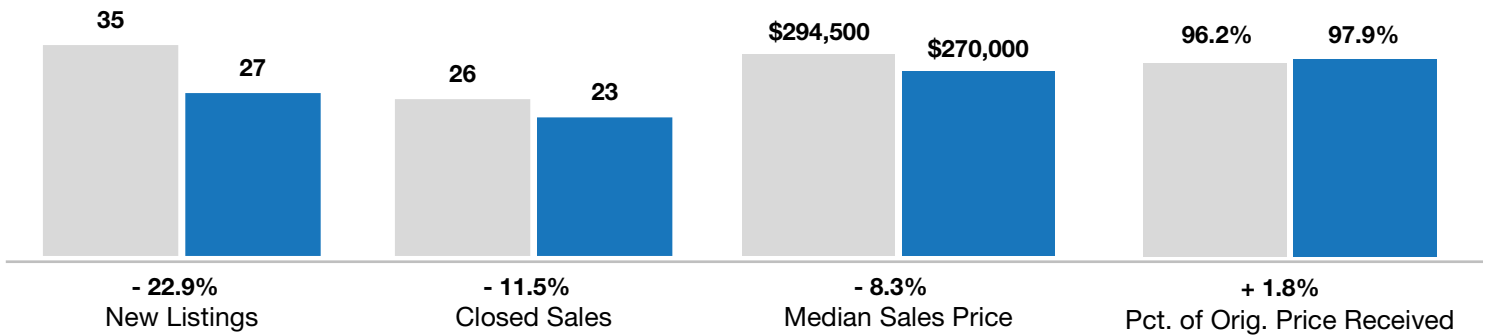
East Ridge

Key Metrics	February			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	35	27	- 22.9%	72	46	- 36.1%
Closed Sales	26	23	- 11.5%	42	36	- 14.3%
Median Sales Price	\$294,500	\$270,000	- 8.3%	\$234,000	\$276,500	+ 18.2%
Pct. of Orig. Price Received	96.2%	97.9%	+ 1.8%	95.4%	97.1%	+ 1.8%
Days on Market Until Sale	34	29	- 14.7%	31	32	+ 3.2%
Inventory of Homes for Sale	26	33	+ 26.9%	--	--	--
Months Supply of Inventory	0.9	1.2	+ 33.3%	--	--	--

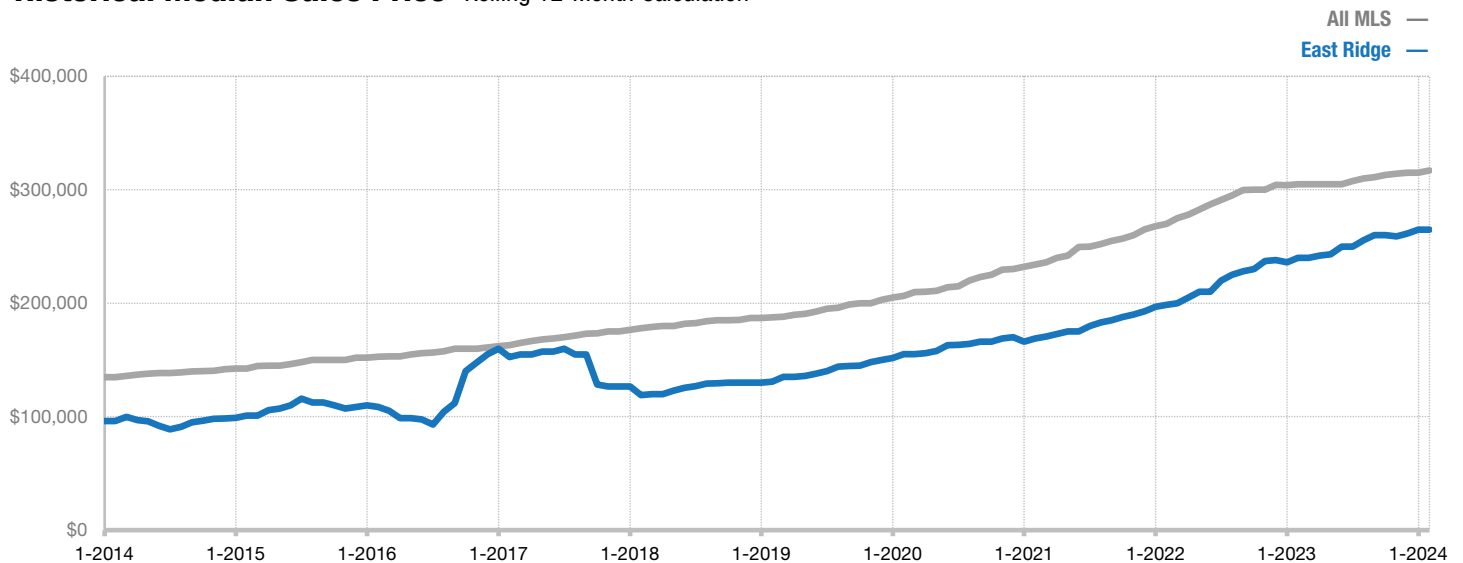
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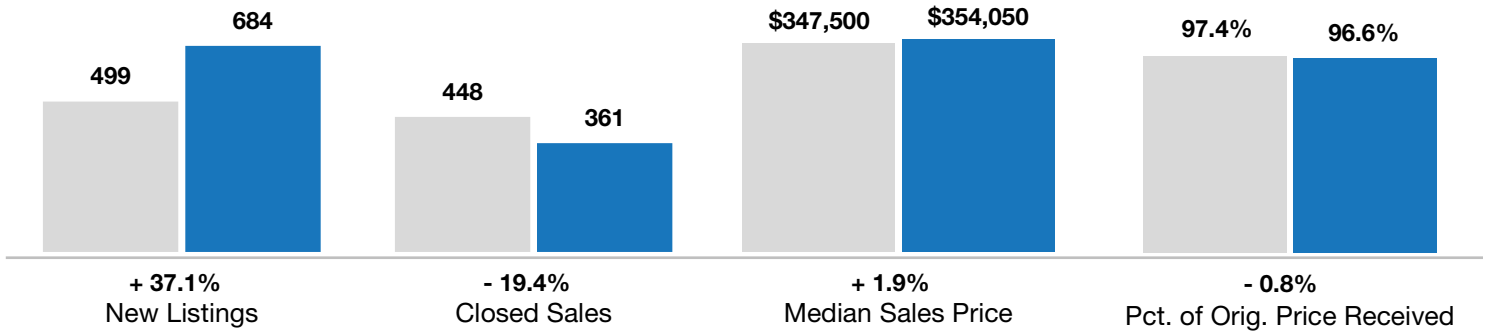
Hamilton County

Key Metrics	February			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	499	684	+ 37.1%	993	1,204	+ 21.2%
Closed Sales	448	361	- 19.4%	774	657	- 15.1%
Median Sales Price	\$347,500	\$354,050	+ 1.9%	\$334,950	\$358,250	+ 7.0%
Pct. of Orig. Price Received	97.4%	96.6%	- 0.8%	96.5%	96.8%	+ 0.3%
Days on Market Until Sale	34	38	+ 11.8%	34	39	+ 14.7%
Inventory of Homes for Sale	801	1,048	+ 30.8%	--	--	--
Months Supply of Inventory	1.5	2.1	+ 40.0%	--	--	--

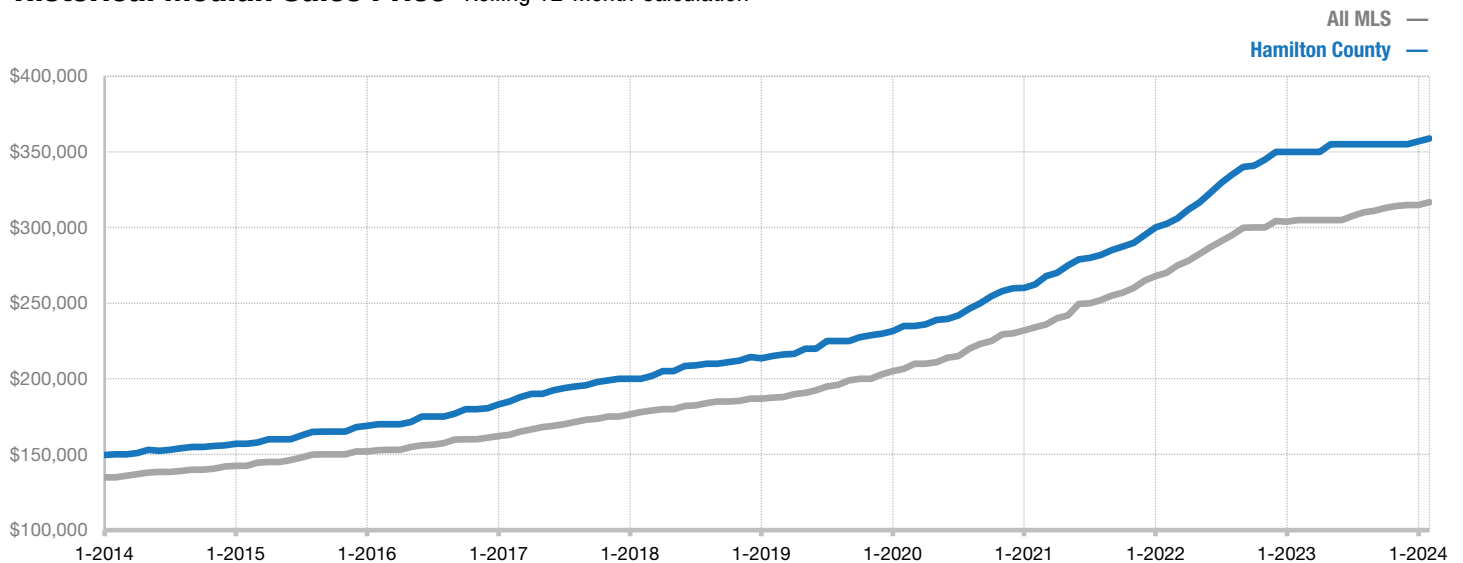
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Harrison / Georgetown

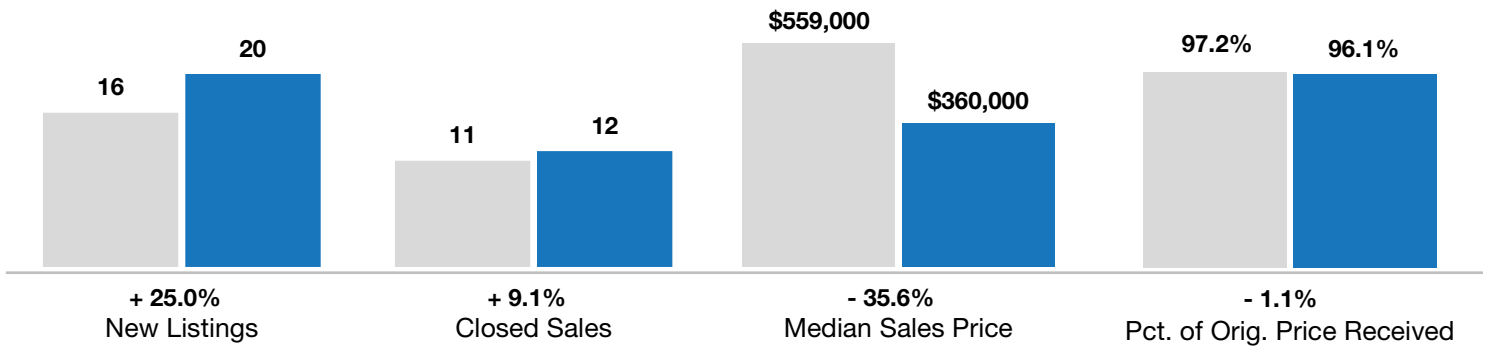
ZIP Codes: 37341 and 37308

Key Metrics	February			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	16	20	+ 25.0%	28	39	+ 39.3%
Closed Sales	11	12	+ 9.1%	22	23	+ 4.5%
Median Sales Price	\$559,000	\$360,000	- 35.6%	\$373,500	\$365,000	- 2.3%
Pct. of Orig. Price Received	97.2%	96.1%	- 1.1%	95.8%	97.0%	+ 1.3%
Days on Market Until Sale	71	42	- 40.8%	59	34	- 42.4%
Inventory of Homes for Sale	44	36	- 18.2%	--	--	--
Months Supply of Inventory	2.2	2.0	- 9.1%	--	--	--

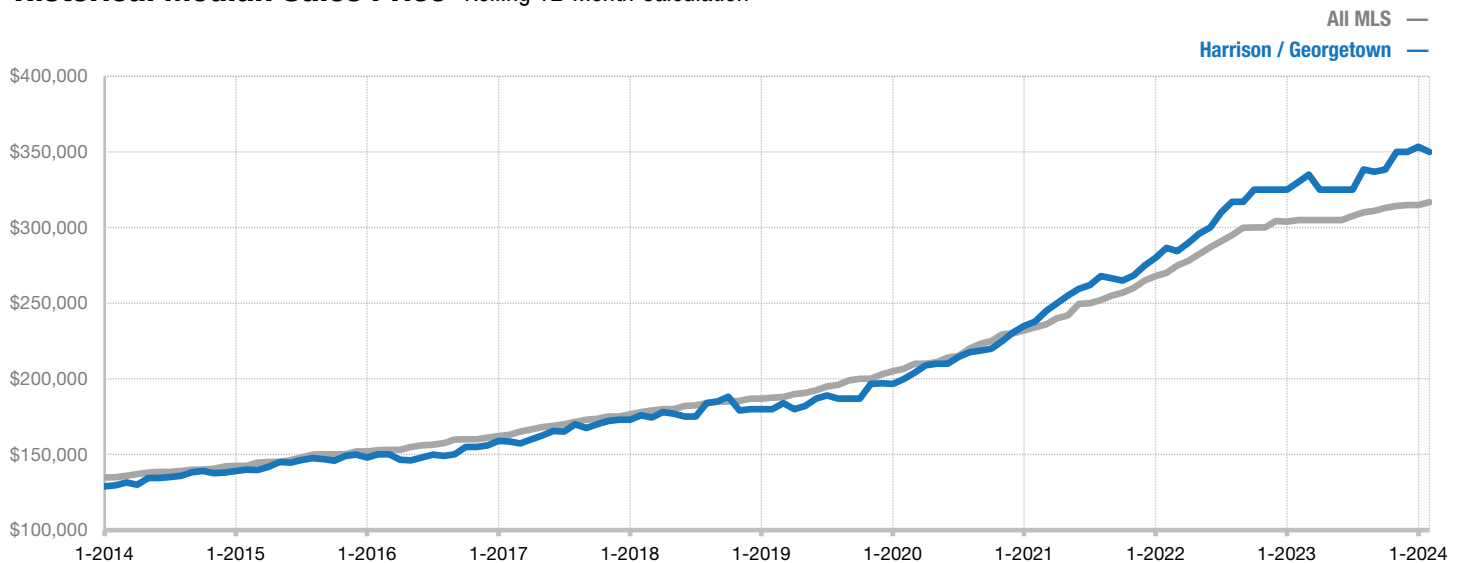
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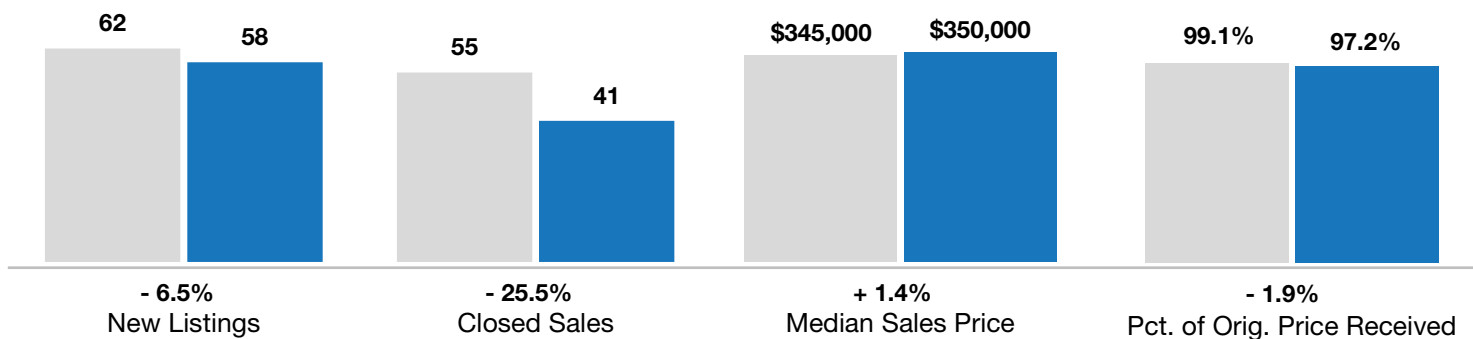
Hixson

Key Metrics	February			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	62	58	- 6.5%	119	103	- 13.4%
Closed Sales	55	41	- 25.5%	89	83	- 6.7%
Median Sales Price	\$345,000	\$350,000	+ 1.4%	\$329,950	\$357,000	+ 8.2%
Pct. of Orig. Price Received	99.1%	97.2%	- 1.9%	98.2%	97.0%	- 1.2%
Days on Market Until Sale	23	35	+ 52.2%	23	35	+ 52.2%
Inventory of Homes for Sale	68	63	- 7.4%	--	--	--
Months Supply of Inventory	0.8	1.2	+ 50.0%	--	--	--

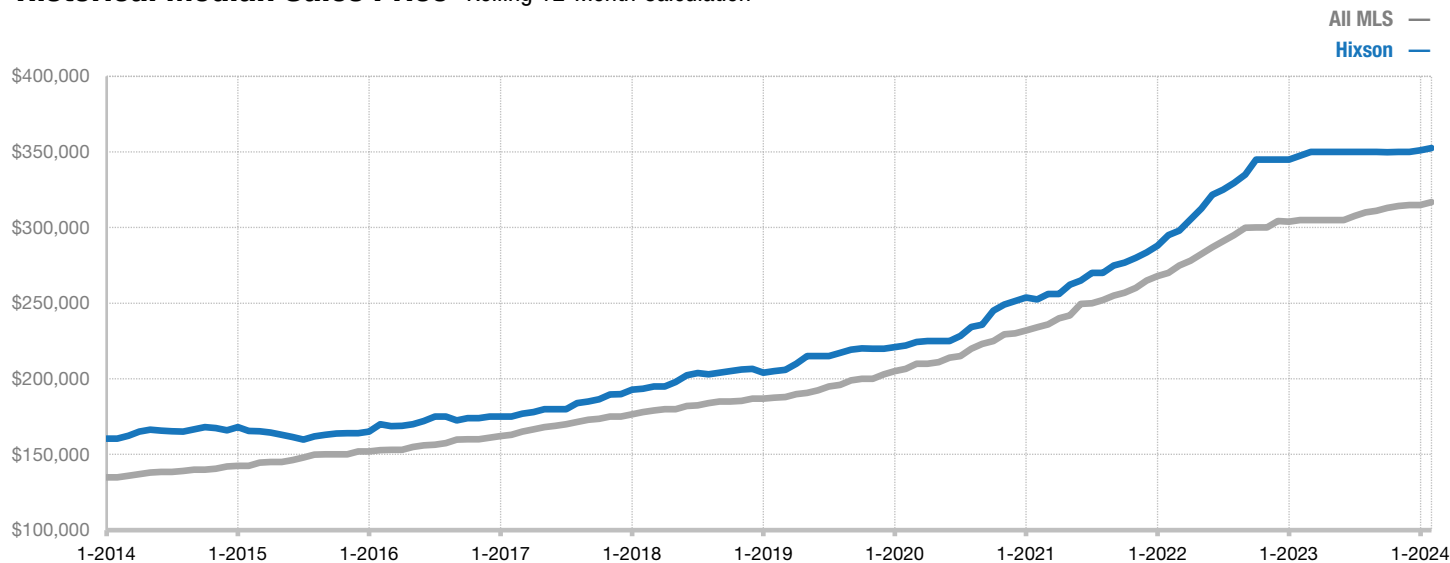
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Lookout Mountain

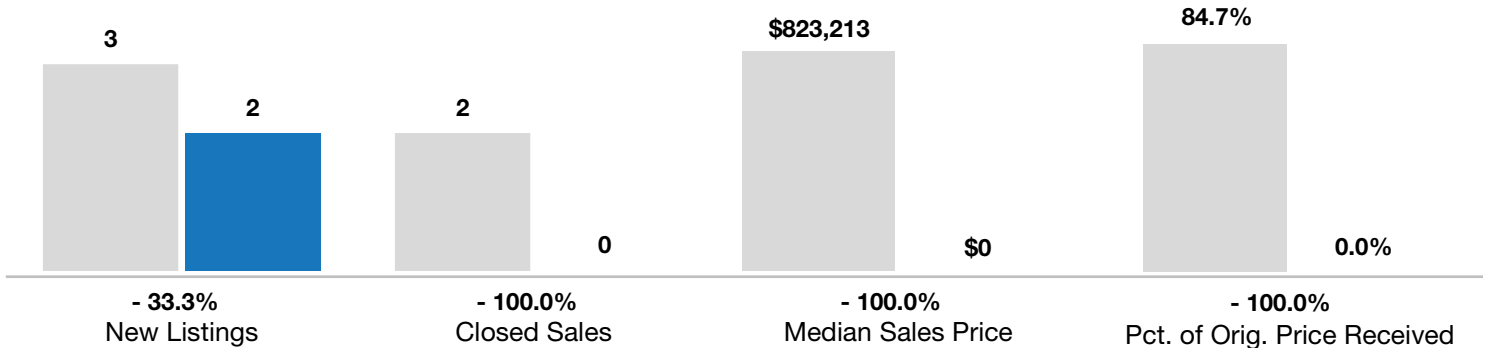
Hamilton County Only

Key Metrics	February			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	3	2	- 33.3%	4	4	0.0%
Closed Sales	2	0	- 100.0%	4	3	- 25.0%
Median Sales Price	\$823,213	\$0	- 100.0%	\$1,037,500	\$910,000	- 12.3%
Pct. of Orig. Price Received	84.7%	0.0%	- 100.0%	89.8%	94.1%	+ 4.8%
Days on Market Until Sale	102	0	- 100.0%	59	20	- 66.1%
Inventory of Homes for Sale	5	3	- 40.0%	--	--	--
Months Supply of Inventory	1.1	0.7	- 36.4%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – February 2024

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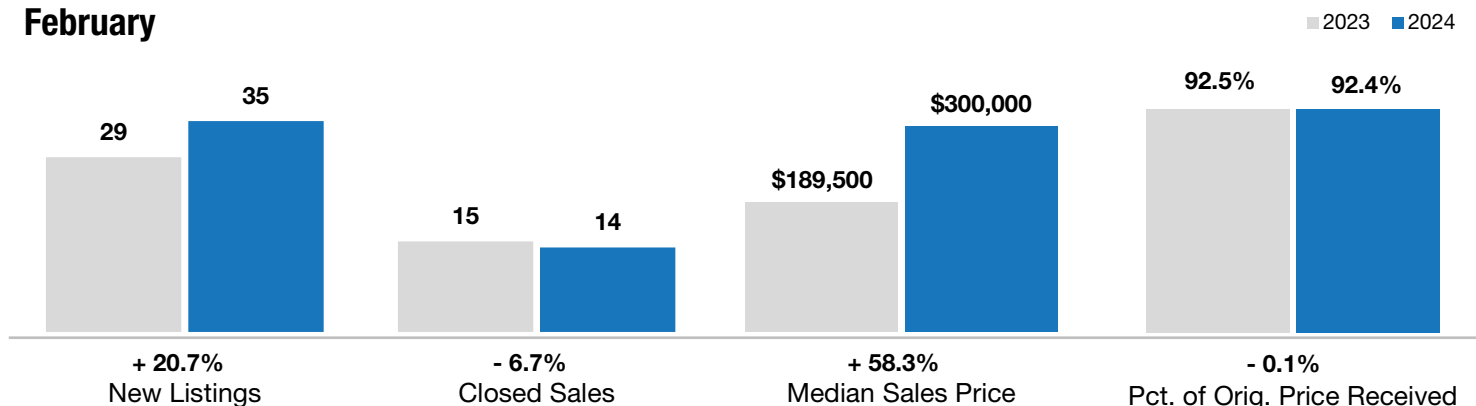
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Marion County

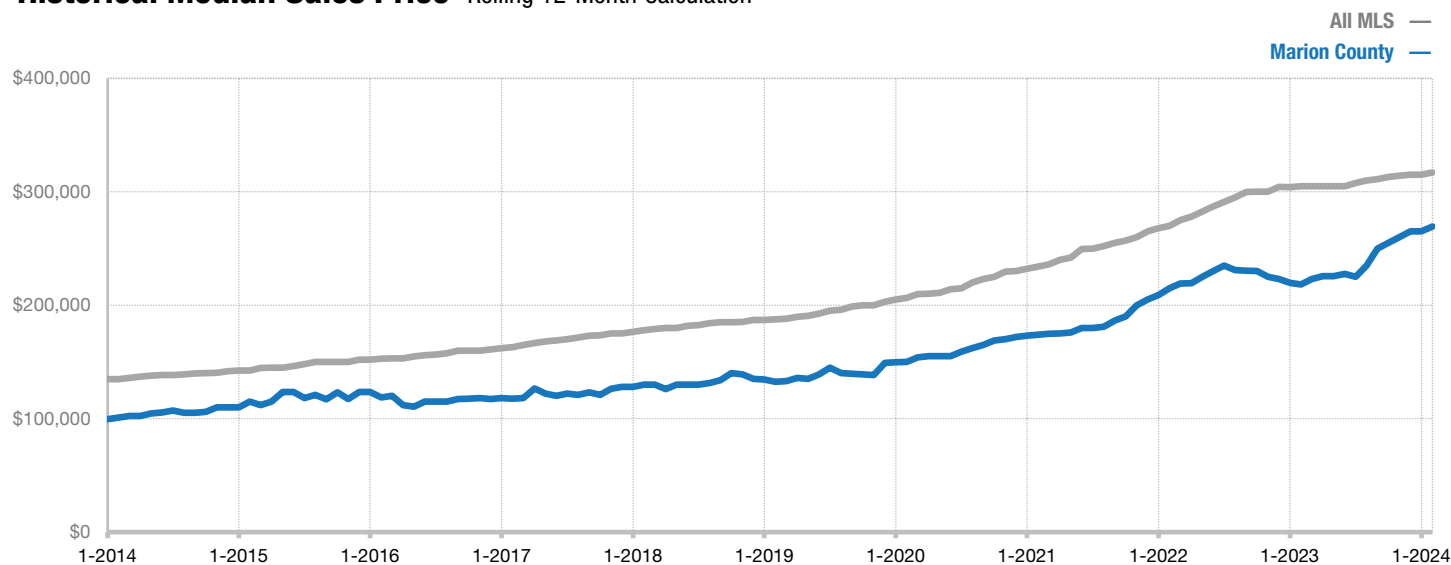
Key Metrics	February			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	29	35	+ 20.7%	60	46	- 23.3%
Closed Sales	15	14	- 6.7%	23	30	+ 30.4%
Median Sales Price	\$189,500	\$300,000	+ 58.3%	\$189,500	\$285,750	+ 50.8%
Pct. of Orig. Price Received	92.5%	92.4%	- 0.1%	94.1%	94.8%	+ 0.7%
Days on Market Until Sale	43	49	+ 14.0%	36	40	+ 11.1%
Inventory of Homes for Sale	79	64	- 19.0%	--	--	--
Months Supply of Inventory	3.9	3.3	- 15.4%	--	--	--

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

February



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – February 2024

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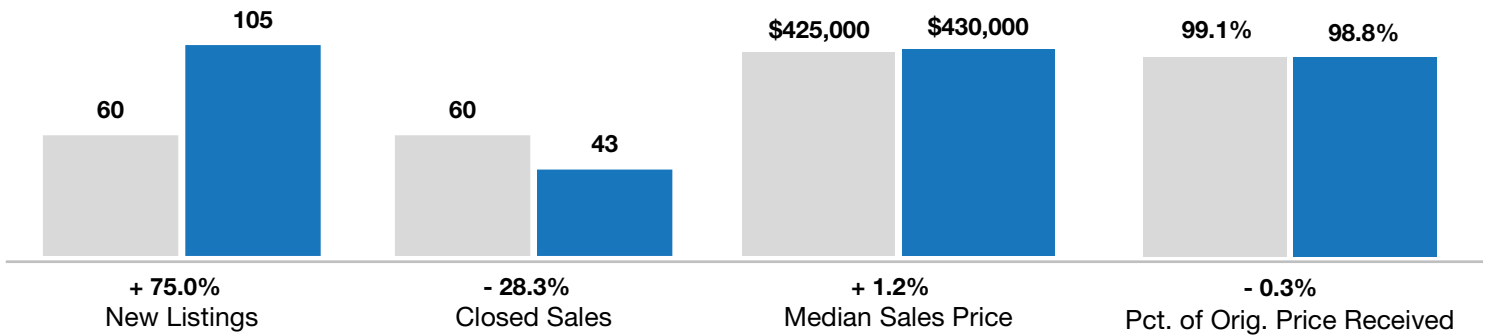
Ooltewah

Key Metrics	February			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	60	105	+ 75.0%	137	169	+ 23.4%
Closed Sales	60	43	- 28.3%	109	79	- 27.5%
Median Sales Price	\$425,000	\$430,000	+ 1.2%	\$425,000	\$440,000	+ 3.5%
Pct. of Orig. Price Received	99.1%	98.8%	- 0.3%	97.6%	98.1%	+ 0.5%
Days on Market Until Sale	31	33	+ 6.5%	37	46	+ 24.3%
Inventory of Homes for Sale	138	192	+ 39.1%	--	--	--
Months Supply of Inventory	2.0	3.1	+ 55.0%	--	--	--

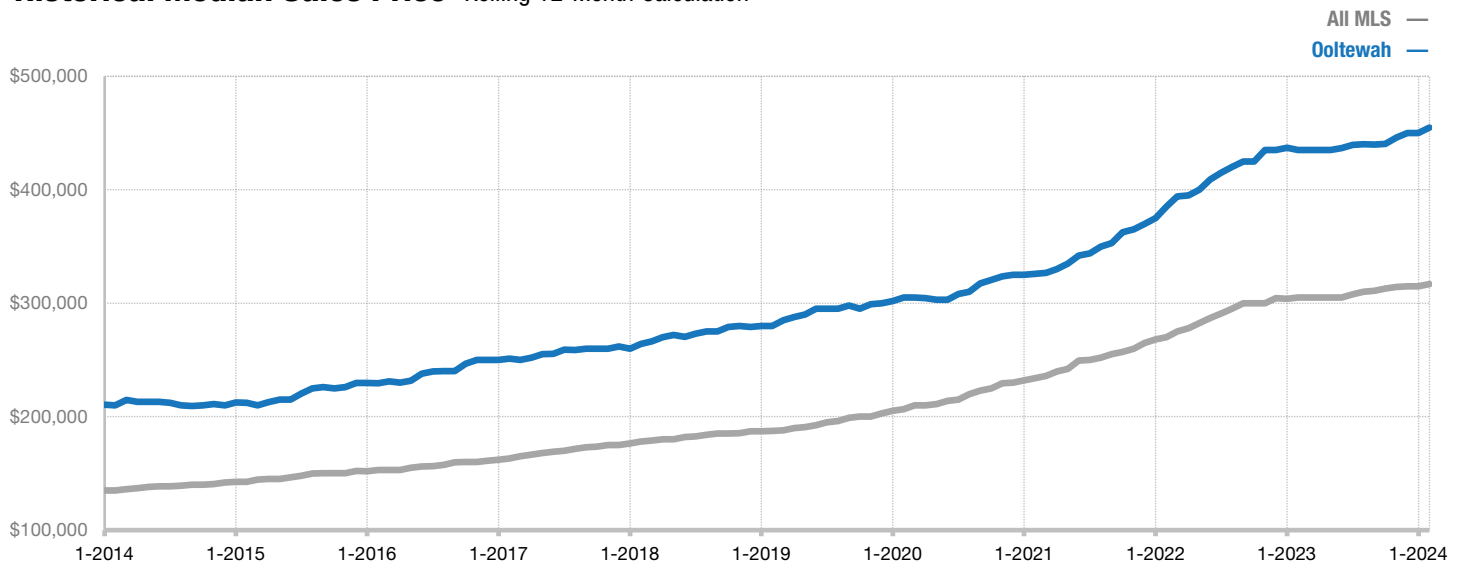
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February

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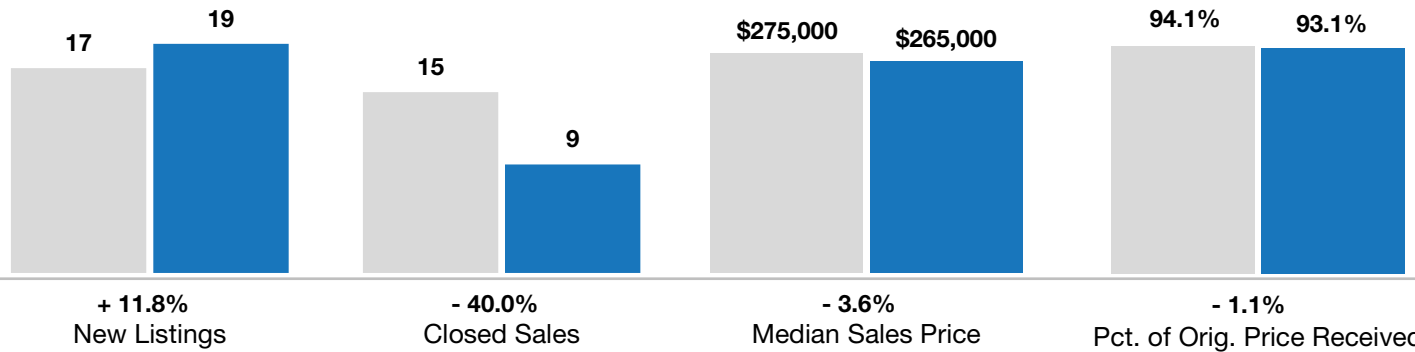
Red Bank

Key Metrics	February			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	17	19	+ 11.8%	33	32	- 3.0%
Closed Sales	15	9	- 40.0%	21	21	0.0%
Median Sales Price	\$275,000	\$265,000	- 3.6%	\$250,000	\$359,900	+ 44.0%
Pct. of Orig. Price Received	94.1%	93.1%	- 1.1%	94.8%	93.4%	- 1.5%
Days on Market Until Sale	35	58	+ 65.7%	35	71	+ 102.9%
Inventory of Homes for Sale	16	16	0.0%	--	--	--
Months Supply of Inventory	1.1	1.3	+ 18.2%	--	--	--

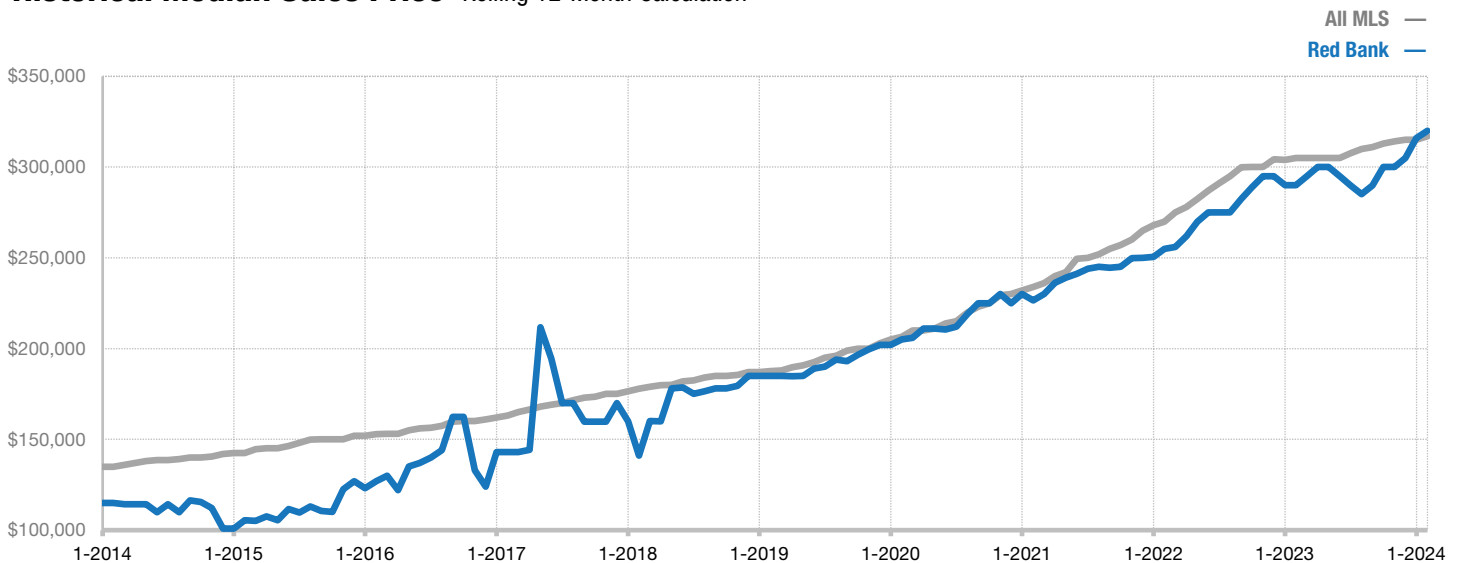
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February

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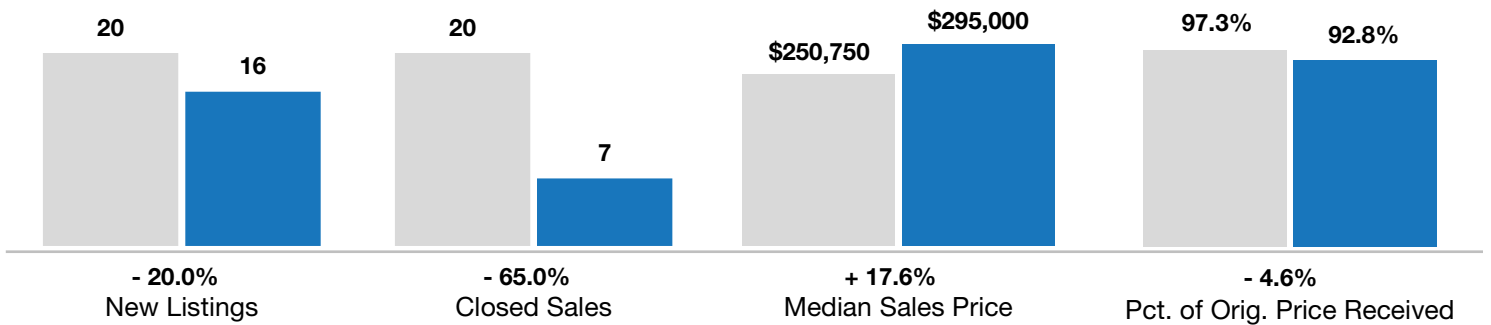
Rhea County

Key Metrics	February			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	20	16	- 20.0%	40	32	- 20.0%
Closed Sales	20	7	- 65.0%	31	21	- 32.3%
Median Sales Price	\$250,750	\$295,000	+ 17.6%	\$238,000	\$275,000	+ 15.5%
Pct. of Orig. Price Received	97.3%	92.8%	- 4.6%	97.1%	93.0%	- 4.2%
Days on Market Until Sale	37	79	+ 113.5%	31	59	+ 90.3%
Inventory of Homes for Sale	41	40	- 2.4%	--	--	--
Months Supply of Inventory	2.0	2.2	+ 10.0%	--	--	--

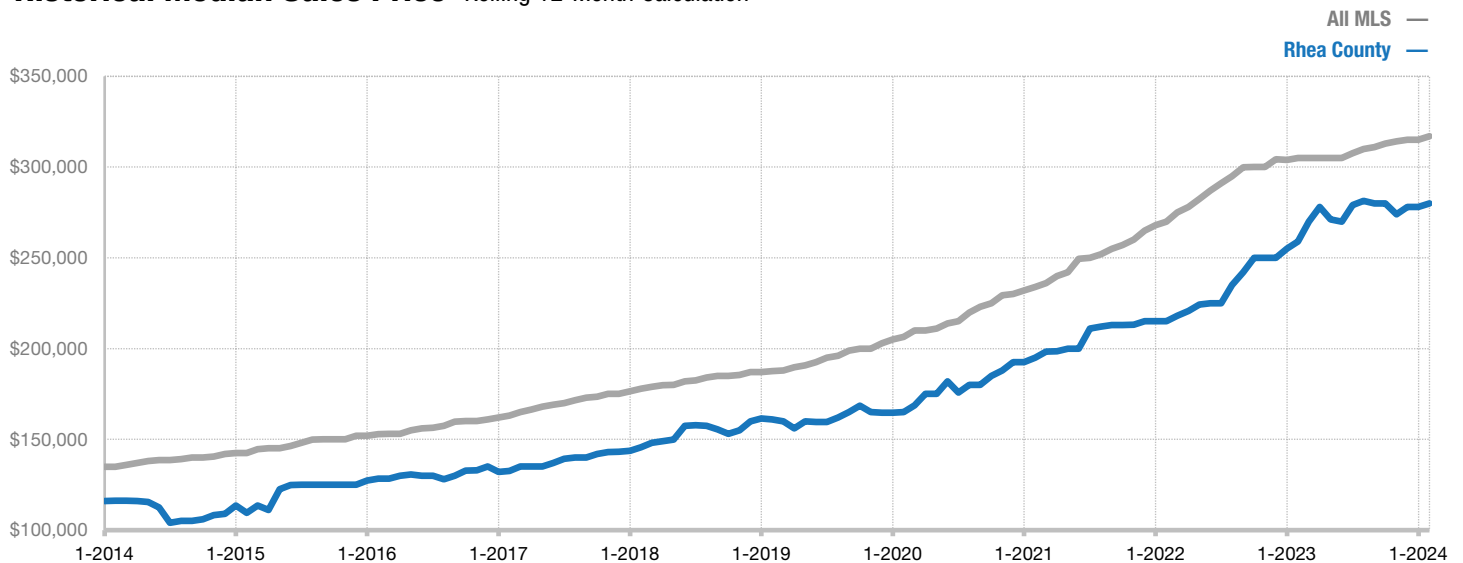
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February

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – February 2024

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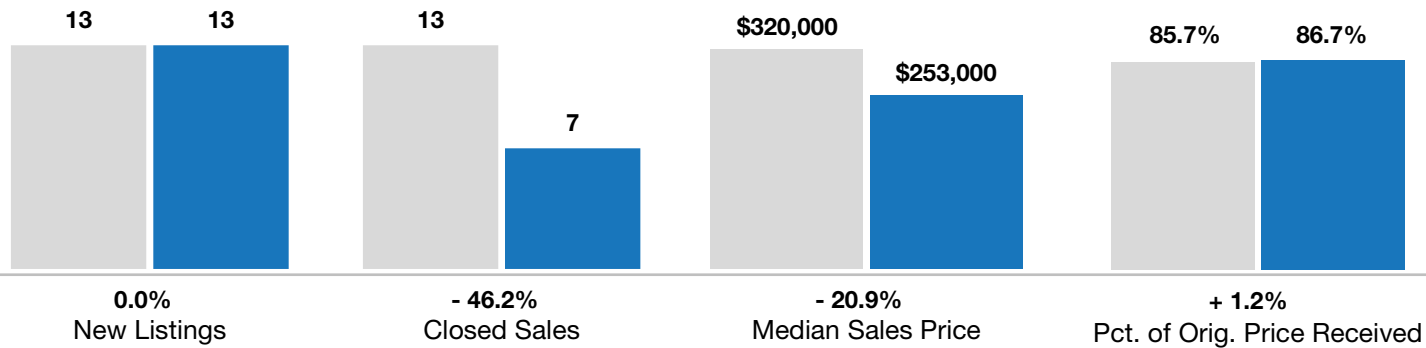
Sequatchie County

Key Metrics	February			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	13	13	0.0%	26	25	- 3.8%
Closed Sales	13	7	- 46.2%	21	17	- 19.0%
Median Sales Price	\$320,000	\$253,000	- 20.9%	\$315,000	\$254,000	- 19.4%
Pct. of Orig. Price Received	85.7%	86.7%	+ 1.2%	88.9%	92.4%	+ 3.9%
Days on Market Until Sale	78	47	- 39.7%	58	41	- 29.3%
Inventory of Homes for Sale	36	33	- 8.3%	--	--	--
Months Supply of Inventory	2.4	2.8	+ 16.7%	--	--	--

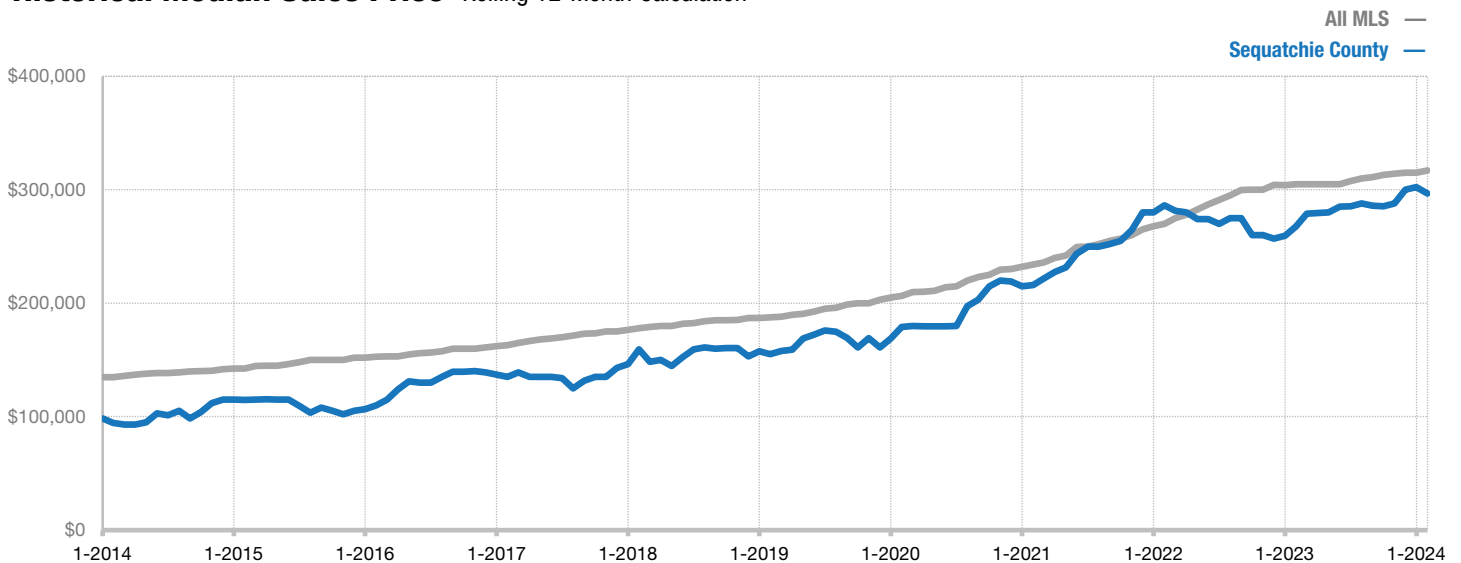
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February

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Local Market Update – February 2024

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Signal Mountain

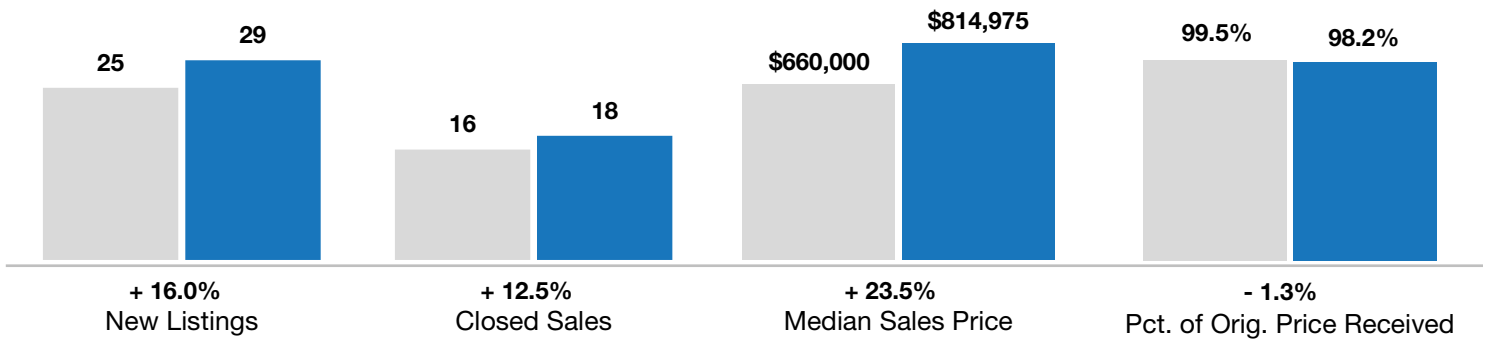
Hamilton County Only

Key Metrics	February			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	25	29	+ 16.0%	38	36	- 5.3%
Closed Sales	16	18	+ 12.5%	27	26	- 3.7%
Median Sales Price	\$660,000	\$814,975	+ 23.5%	\$650,000	\$693,950	+ 6.8%
Pct. of Orig. Price Received	99.5%	98.2%	- 1.3%	96.7%	97.9%	+ 1.2%
Days on Market Until Sale	22	36	+ 63.6%	33	35	+ 6.1%
Inventory of Homes for Sale	22	24	+ 9.1%	--	--	--
Months Supply of Inventory	0.9	1.5	+ 66.7%	--	--	--

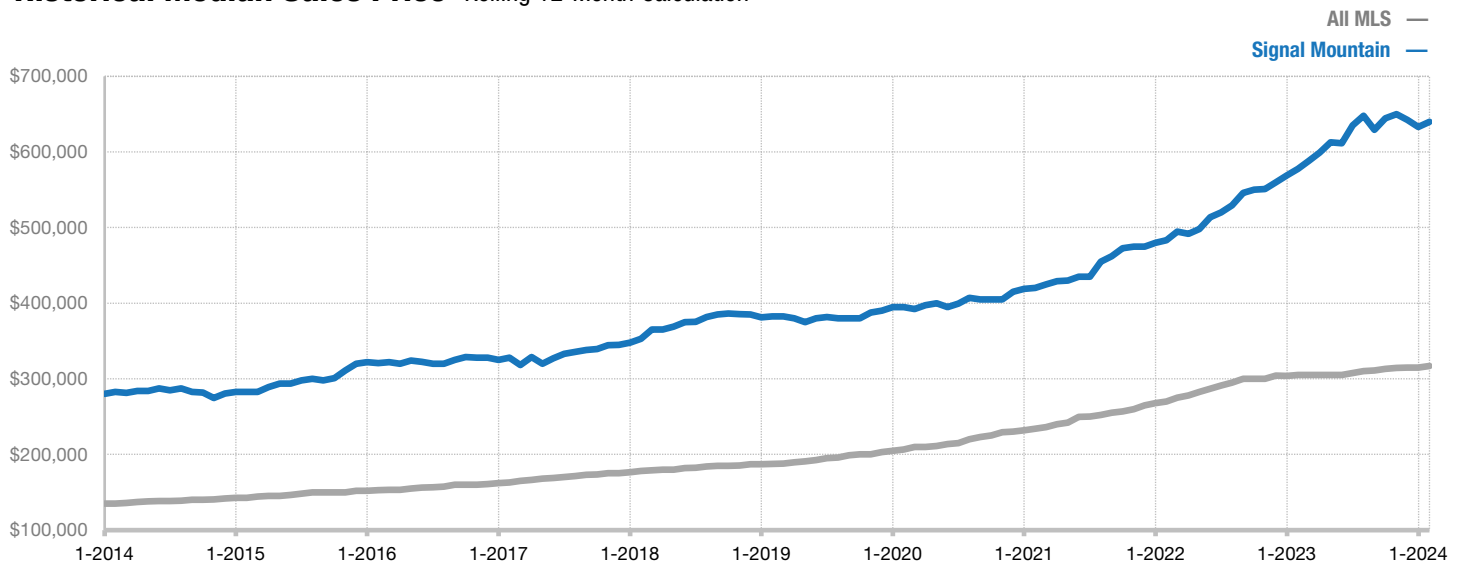
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February

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St. Elmo / High Park / Avondale

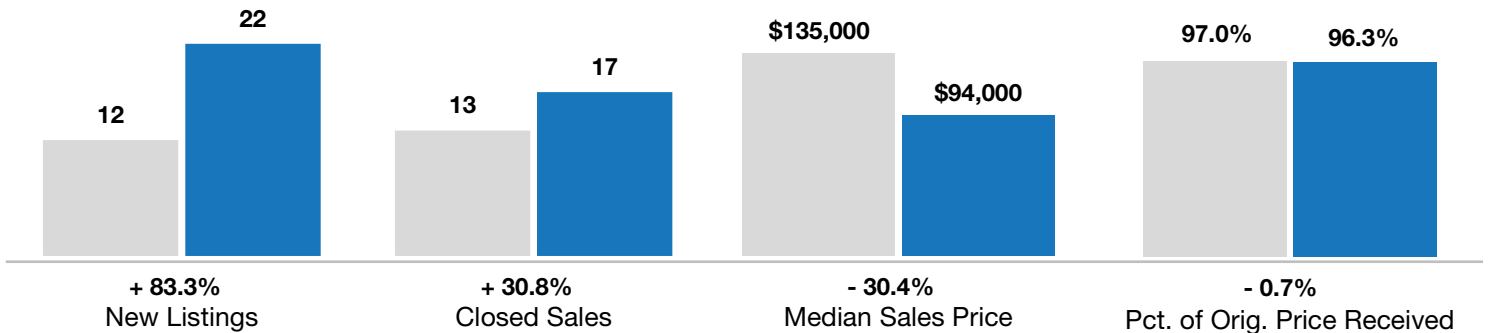
ZIP Codes: 37407, 37409 and 37410

Key Metrics	February			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	12	22	+ 83.3%	25	52	+ 108.0%
Closed Sales	13	17	+ 30.8%	22	26	+ 18.2%
Median Sales Price	\$135,000	\$94,000	- 30.4%	\$185,000	\$98,250	- 46.9%
Pct. of Orig. Price Received	97.0%	96.3%	- 0.7%	97.7%	97.0%	- 0.7%
Days on Market Until Sale	25	10	- 60.0%	26	14	- 46.2%
Inventory of Homes for Sale	21	31	+ 47.6%	--	--	--
Months Supply of Inventory	1.0	2.1	+ 110.0%	--	--	--

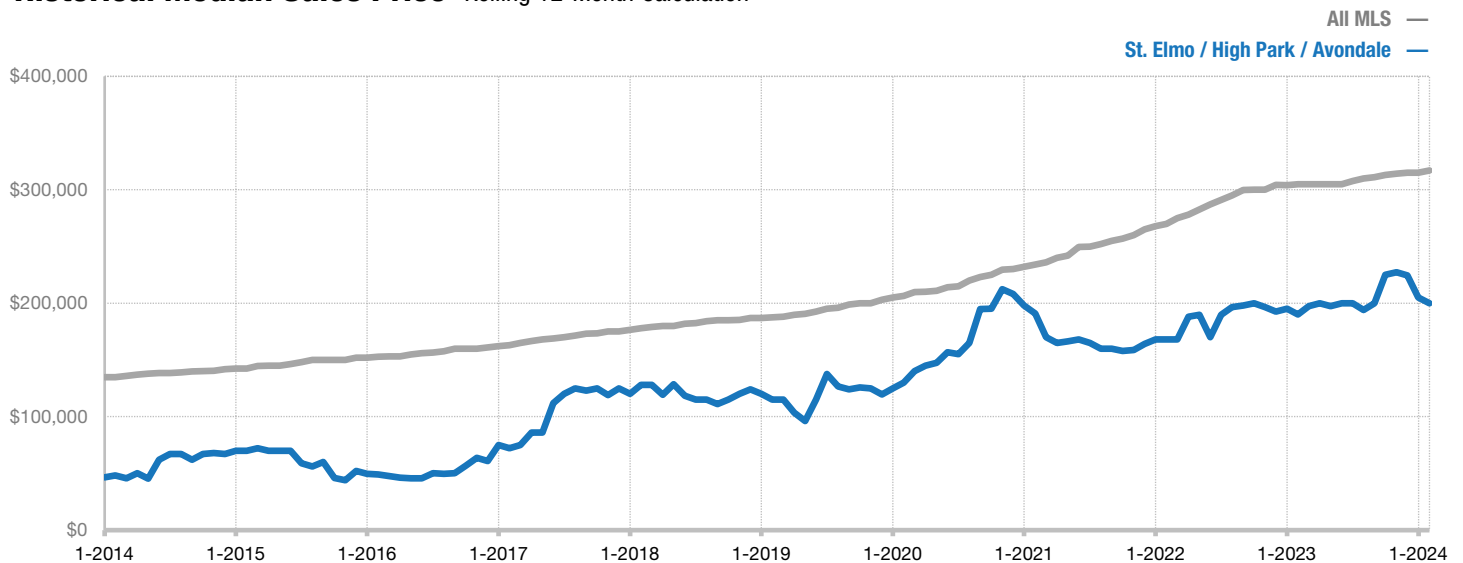
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February

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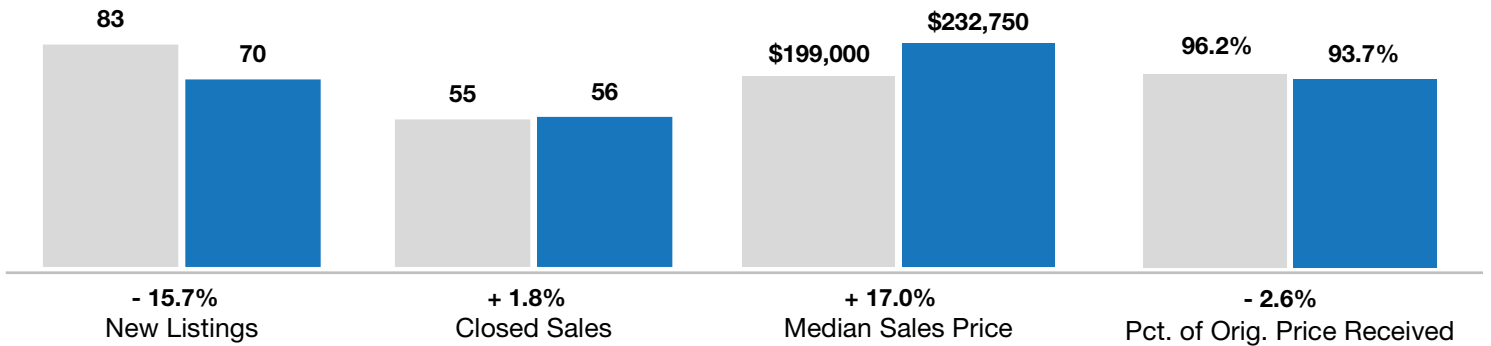
Walker County

Key Metrics	February			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	83	70	- 15.7%	152	166	+ 9.2%
Closed Sales	55	56	+ 1.8%	109	106	- 2.8%
Median Sales Price	\$199,000	\$232,750	+ 17.0%	\$204,910	\$232,000	+ 13.2%
Pct. of Orig. Price Received	96.2%	93.7%	- 2.6%	95.8%	94.1%	- 1.8%
Days on Market Until Sale	32	46	+ 43.8%	32	45	+ 40.6%
Inventory of Homes for Sale	128	154	+ 20.3%	--	--	--
Months Supply of Inventory	1.7	2.3	+ 35.3%	--	--	--

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February

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