

# Local Market Update – March 2024

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



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## Chattanooga MSA

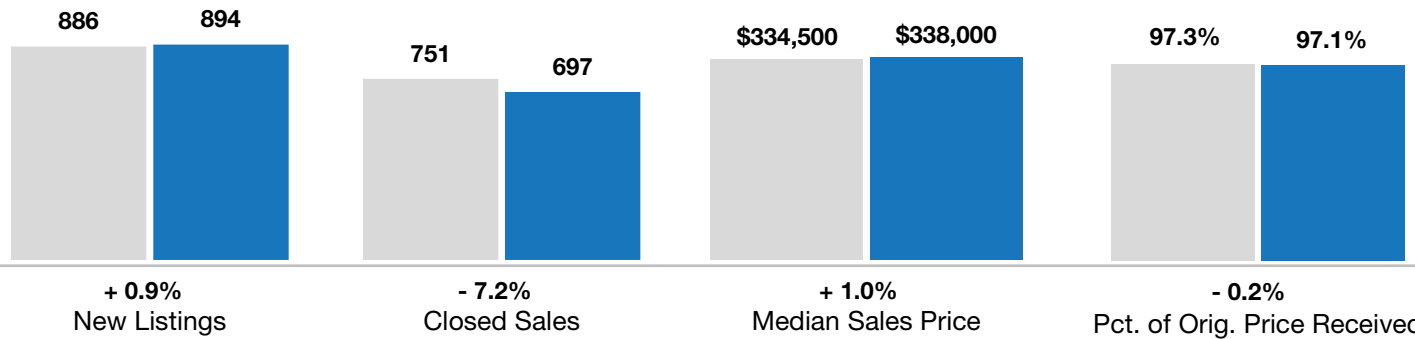
Includes Catoosa, Dade, Hamilton, Marion, Sequatchie and Walker Counties

Key Metrics	March			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	886	<b>894</b>	+ 0.9%	2,282	<b>2,572</b>	+ 12.7%
Closed Sales	751	<b>697</b>	- 7.2%	1,802	<b>1,647</b>	- 8.6%
Median Sales Price	\$334,500	<b>\$338,000</b>	+ 1.0%	\$319,000	<b>\$330,000</b>	+ 3.4%
Pct. of Orig. Price Received	97.3%	<b>97.1%</b>	- 0.2%	96.5%	<b>96.6%</b>	+ 0.1%
Days on Market Until Sale	34	<b>42</b>	+ 23.5%	36	<b>41</b>	+ 13.9%
Inventory of Homes for Sale	1,228	<b>1,490</b>	+ 21.3%	--	--	--
Months Supply of Inventory	1.7	<b>2.2</b>	+ 29.4%	--	--	--

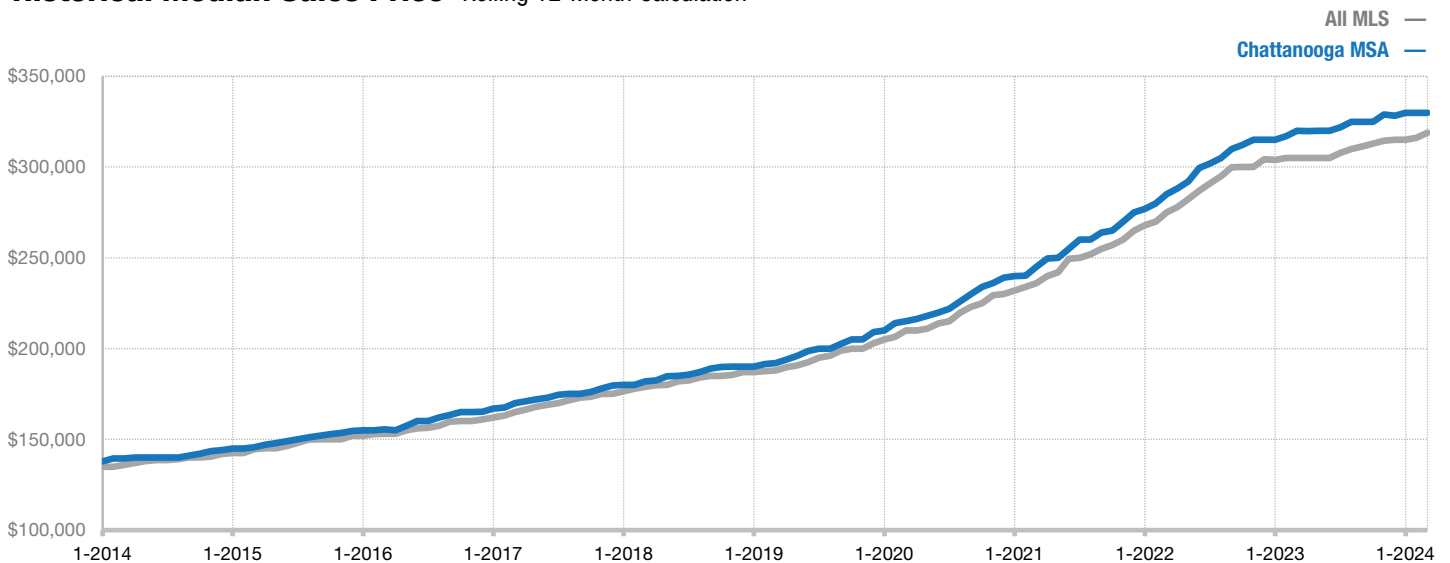
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### March

■ 2023 ■ 2024



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



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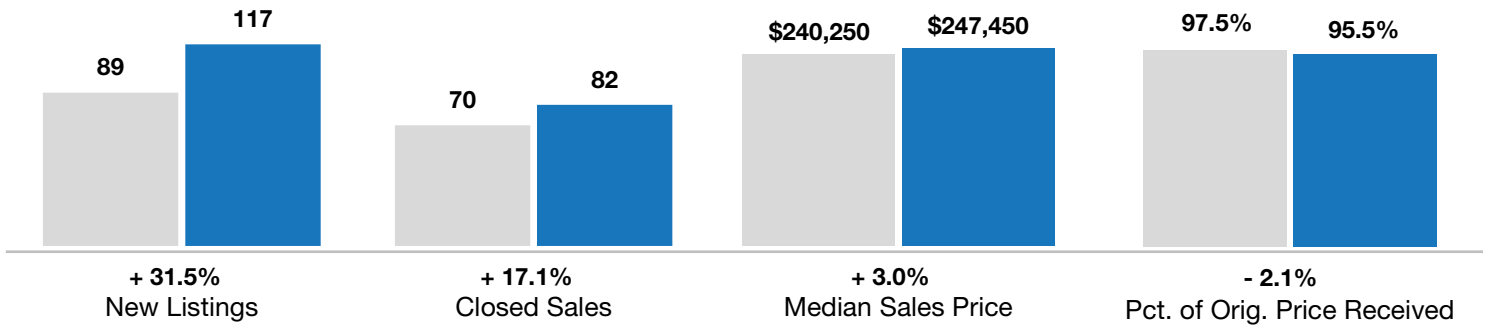
## Walker County

Key Metrics	March			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	89	117	+ 31.5%	241	284	+ 17.8%
Closed Sales	70	82	+ 17.1%	179	188	+ 5.0%
Median Sales Price	\$240,250	\$247,450	+ 3.0%	\$220,000	\$237,000	+ 7.7%
Pct. of Orig. Price Received	97.5%	95.5%	- 2.1%	96.5%	94.7%	- 1.9%
Days on Market Until Sale	25	42	+ 68.0%	29	44	+ 51.7%
Inventory of Homes for Sale	134	169	+ 26.1%	--	--	--
Months Supply of Inventory	1.8	2.4	+ 33.3%	--	--	--

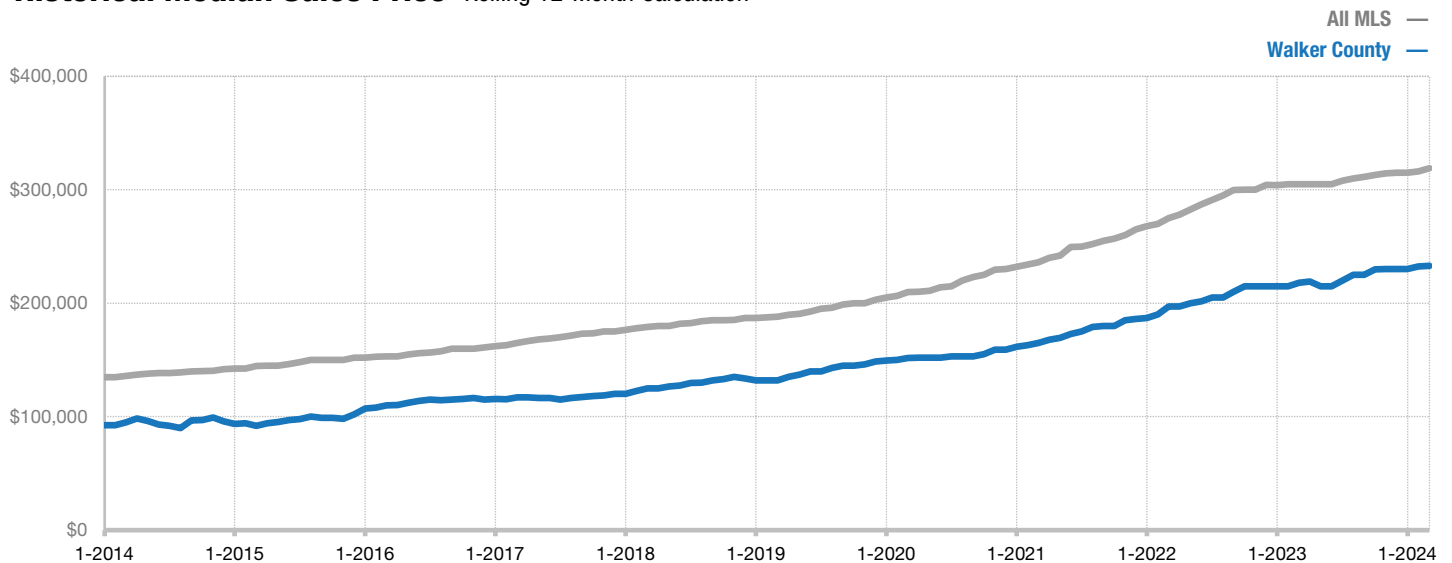
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## St. Elmo / High Park / Avondale

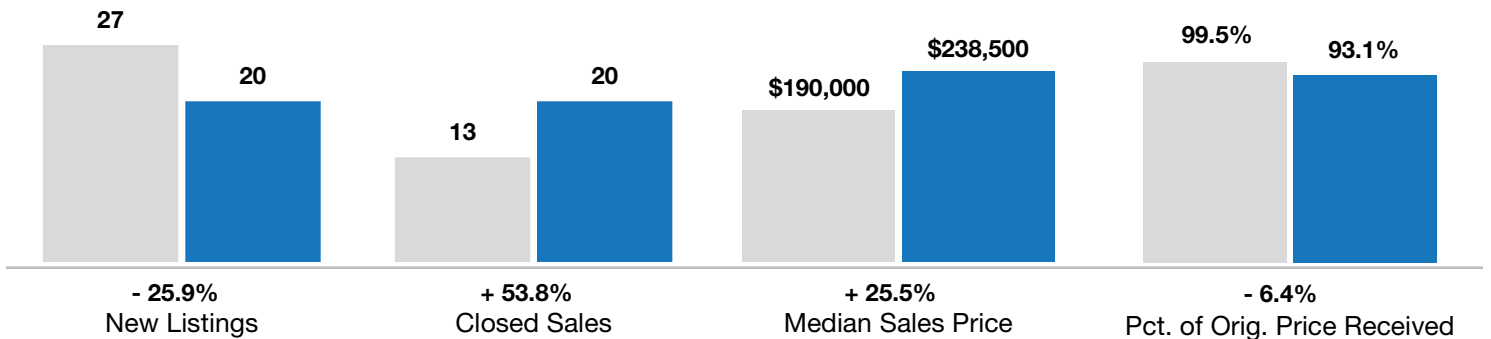
ZIP Codes: 37407, 37409 and 37410

Key Metrics	March			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	27	20	- 25.9%	52	72	+ 38.5%
Closed Sales	13	20	+ 53.8%	35	46	+ 31.4%
Median Sales Price	\$190,000	<b>\$238,500</b>	+ 25.5%	\$190,000	<b>\$143,000</b>	- 24.7%
Pct. of Orig. Price Received	99.5%	<b>93.1%</b>	- 6.4%	98.4%	<b>95.3%</b>	- 3.2%
Days on Market Until Sale	16	<b>41</b>	+ 156.3%	22	<b>25</b>	+ 13.6%
Inventory of Homes for Sale	26	<b>28</b>	+ 7.7%	--	--	--
Months Supply of Inventory	1.5	<b>1.8</b>	+ 20.0%	--	--	--

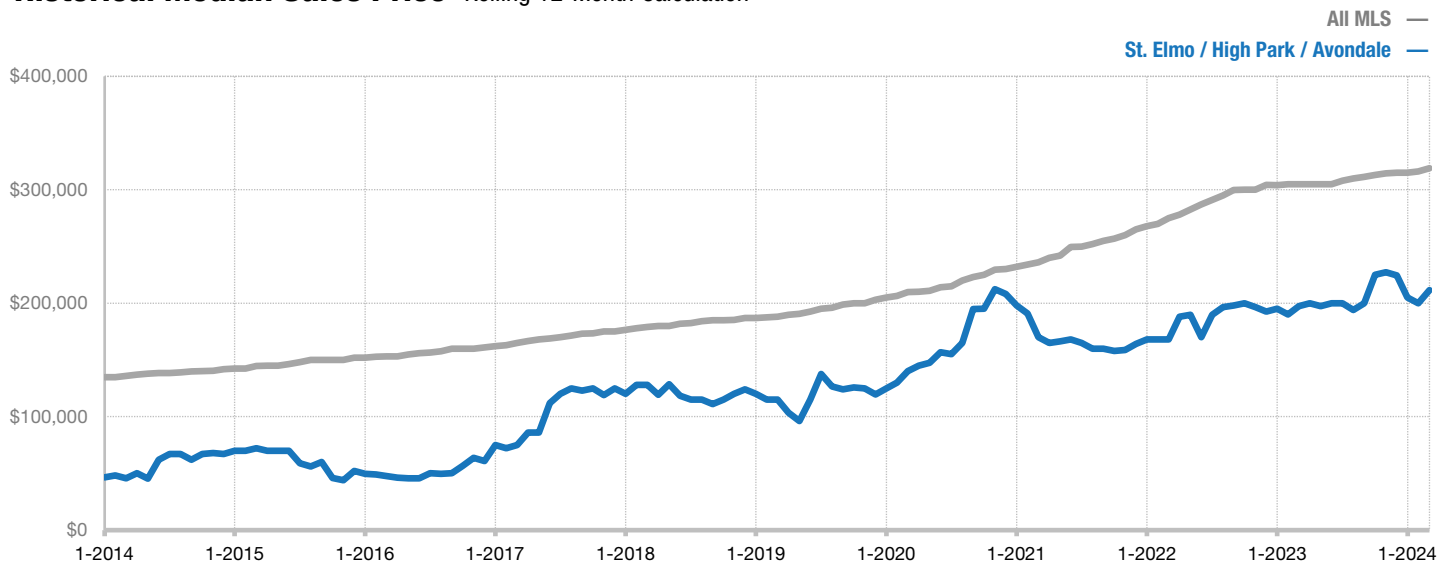
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## Signal Mountain

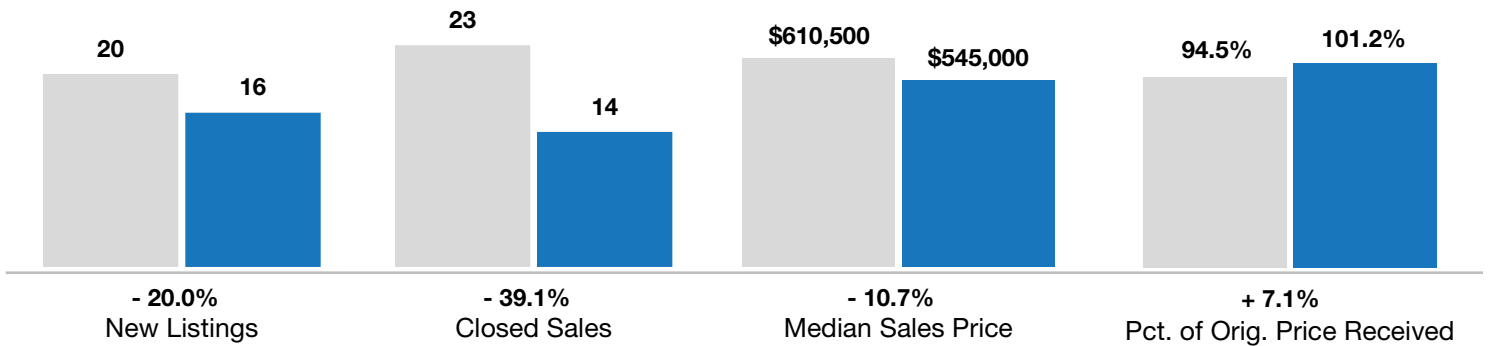
Hamilton County Only

Key Metrics	March			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	20	16	- 20.0%	58	52	- 10.3%
Closed Sales	23	14	- 39.1%	50	40	- 20.0%
Median Sales Price	\$610,500	\$545,000	- 10.7%	\$650,000	\$632,000	- 2.8%
Pct. of Orig. Price Received	94.5%	101.2%	+ 7.1%	95.7%	99.1%	+ 3.6%
Days on Market Until Sale	32	16	- 50.0%	32	29	- 9.4%
Inventory of Homes for Sale	22	24	+ 9.1%	--	--	--
Months Supply of Inventory	0.9	1.6	+ 77.8%	--	--	--

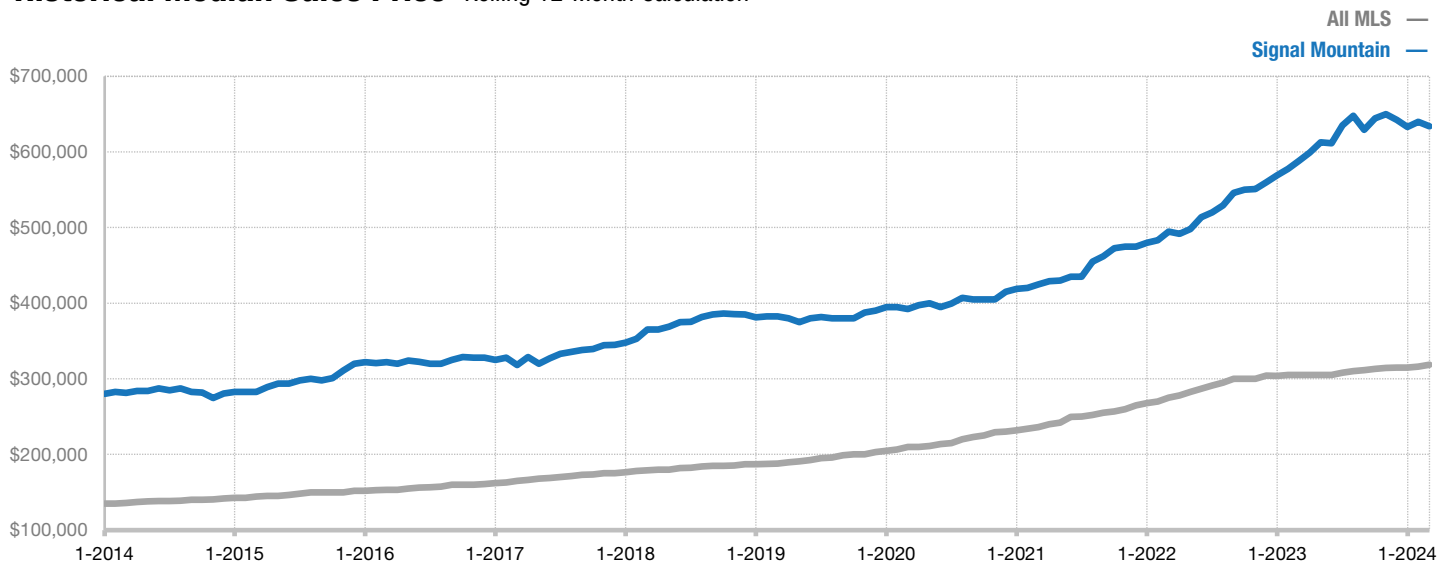
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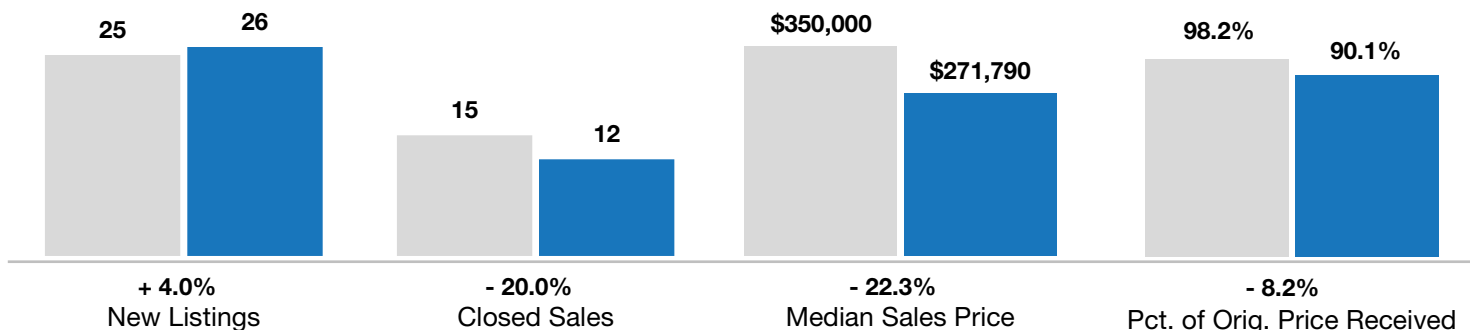
## Sequatchie County

Key Metrics	March			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	25	26	+ 4.0%	51	51	0.0%
Closed Sales	15	12	- 20.0%	36	29	- 19.4%
Median Sales Price	\$350,000	\$271,790	- 22.3%	\$315,000	\$254,000	- 19.4%
Pct. of Orig. Price Received	98.2%	90.1%	- 8.2%	92.8%	91.5%	- 1.4%
Days on Market Until Sale	37	83	+ 124.3%	49	58	+ 18.4%
Inventory of Homes for Sale	38	39	+ 2.6%	--	--	--
Months Supply of Inventory	2.4	3.3	+ 37.5%	--	--	--

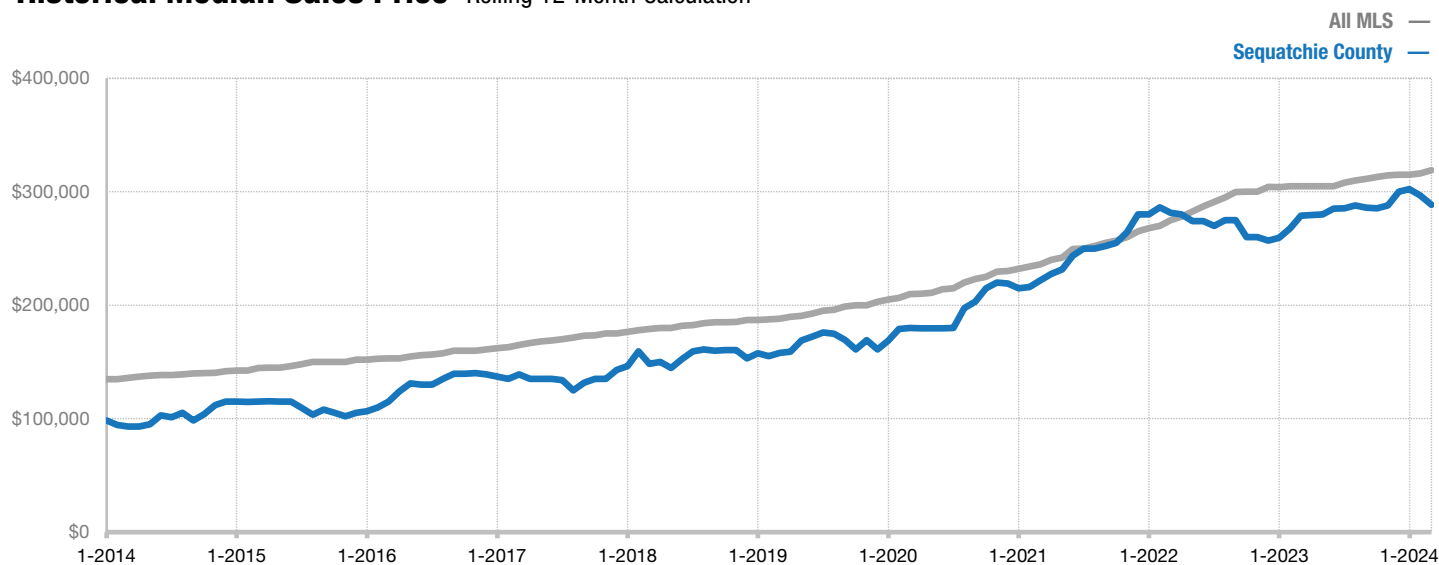
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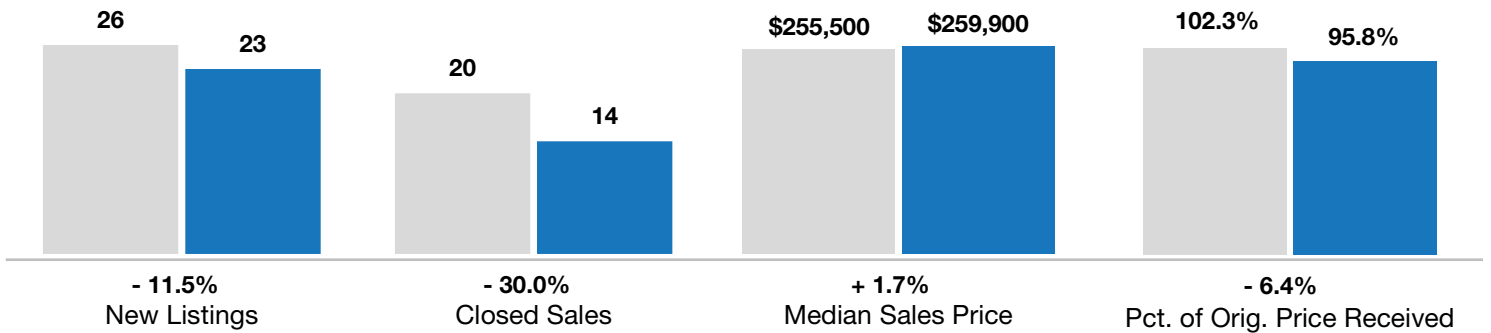
## Rhea County

Key Metrics	March			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	26	23	- 11.5%	66	55	- 16.7%
Closed Sales	20	14	- 30.0%	51	35	- 31.4%
Median Sales Price	\$255,500	\$259,900	+ 1.7%	\$243,500	\$269,900	+ 10.8%
Pct. of Orig. Price Received	102.3%	95.8%	- 6.4%	99.1%	94.1%	- 5.0%
Days on Market Until Sale	28	69	+ 146.4%	30	63	+ 110.0%
Inventory of Homes for Sale	38	40	+ 5.3%	--	--	--
Months Supply of Inventory	1.8	2.3	+ 27.8%	--	--	--

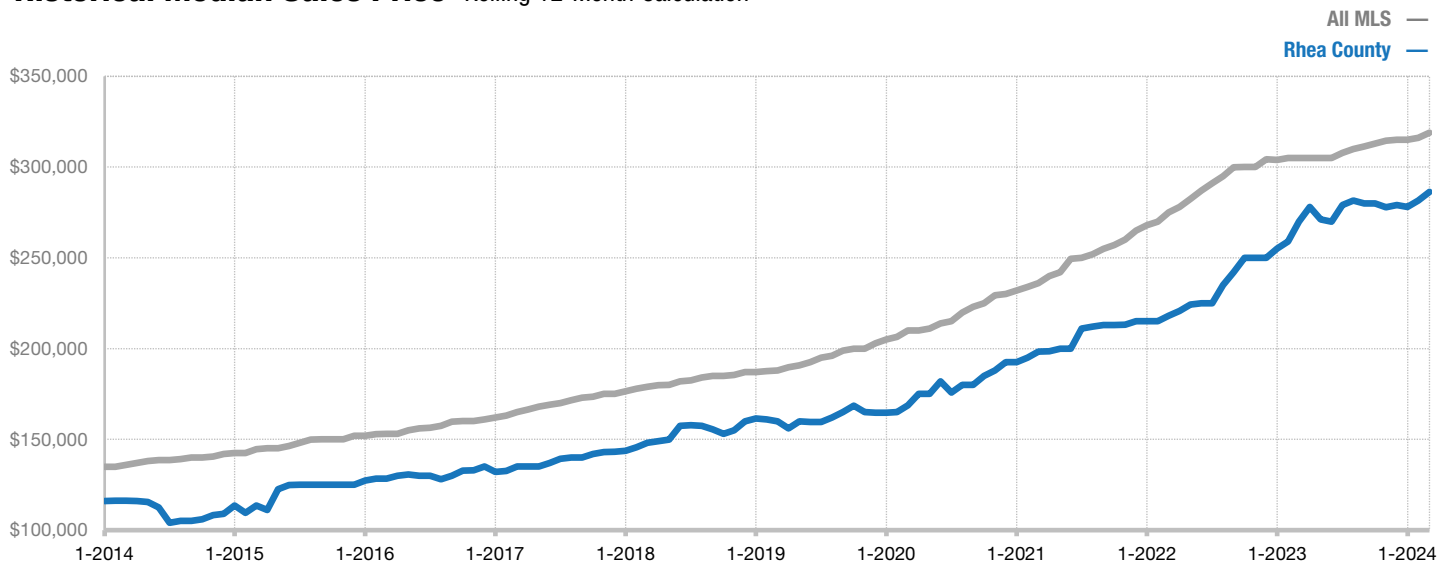
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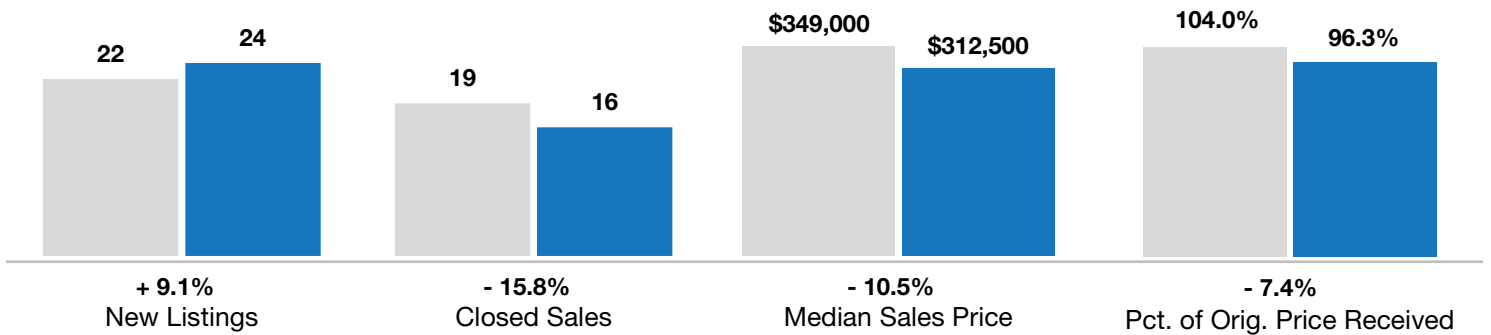
## Red Bank

Key Metrics	March			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	22	24	+ 9.1%	55	56	+ 1.8%
Closed Sales	19	16	- 15.8%	40	37	- 7.5%
Median Sales Price	\$349,000	\$312,500	- 10.5%	\$285,000	\$320,000	+ 12.3%
Pct. of Orig. Price Received	104.0%	96.3%	- 7.4%	99.2%	94.7%	- 4.5%
Days on Market Until Sale	12	21	+ 75.0%	25	49	+ 96.0%
Inventory of Homes for Sale	15	24	+ 60.0%	--	--	--
Months Supply of Inventory	1.0	1.9	+ 90.0%	--	--	--

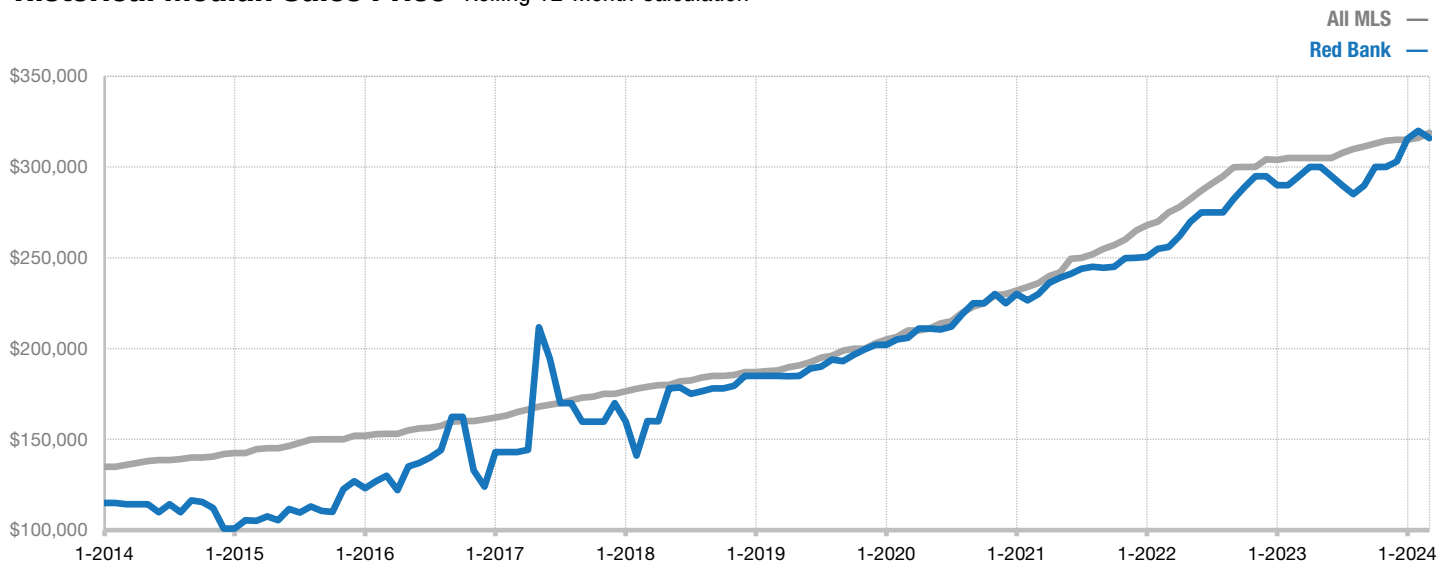
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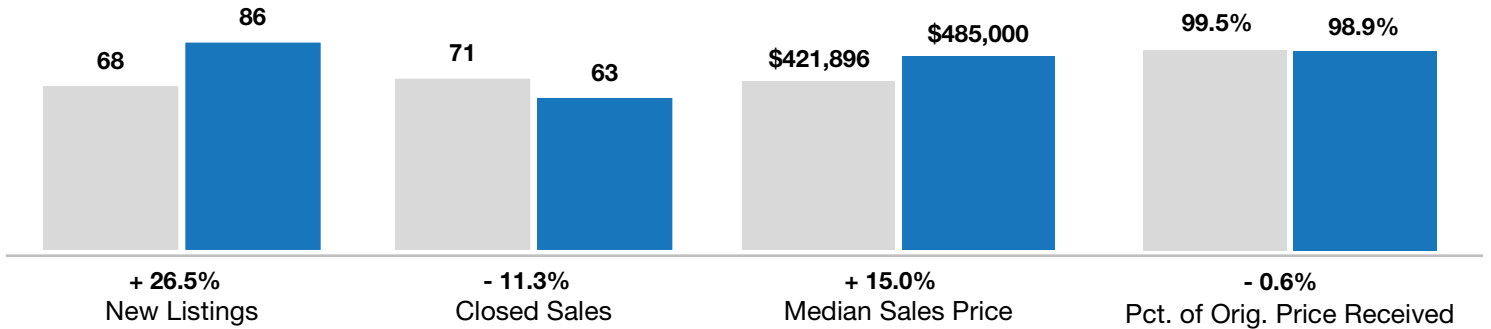
## Ooltewah

Key Metrics	March			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	68	<b>86</b>	+ 26.5%	205	<b>256</b>	+ 24.9%
Closed Sales	71	<b>63</b>	- 11.3%	180	<b>144</b>	- 20.0%
Median Sales Price	\$421,896	<b>\$485,000</b>	+ 15.0%	\$425,000	<b>\$464,624</b>	+ 9.3%
Pct. of Orig. Price Received	99.5%	<b>98.9%</b>	- 0.6%	98.4%	<b>98.4%</b>	0.0%
Days on Market Until Sale	35	<b>47</b>	+ 34.3%	36	<b>47</b>	+ 30.6%
Inventory of Homes for Sale	131	<b>182</b>	+ 38.9%	--	--	--
Months Supply of Inventory	1.9	<b>2.9</b>	+ 52.6%	--	--	--

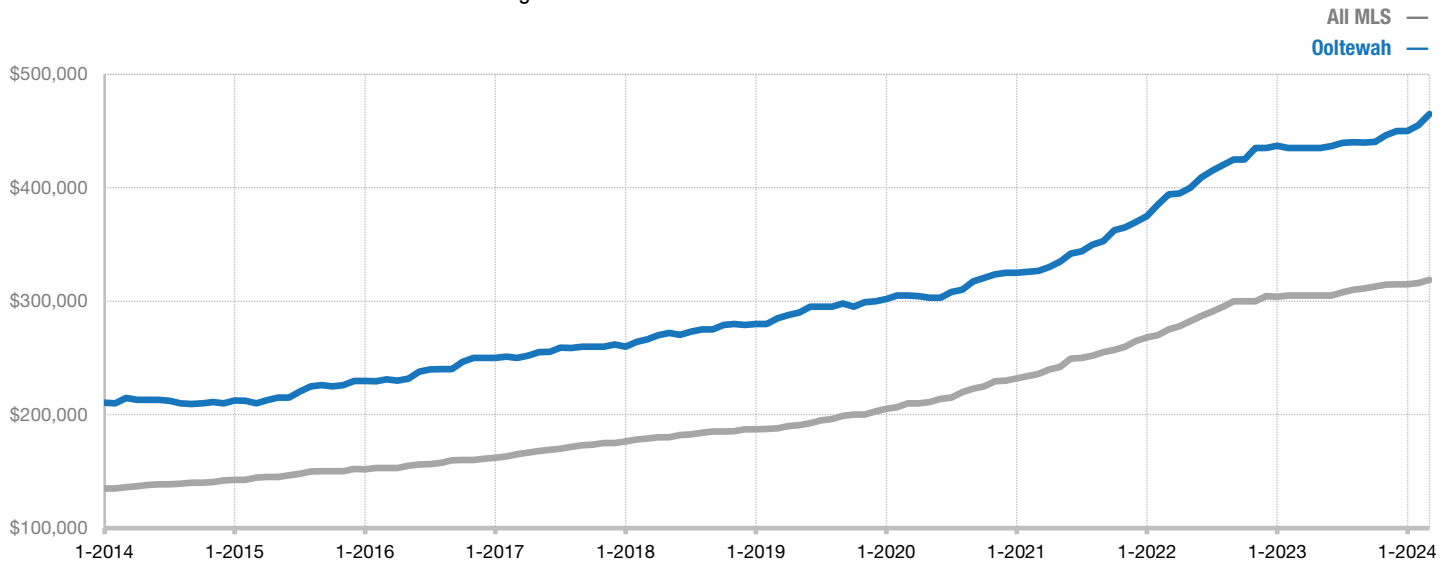
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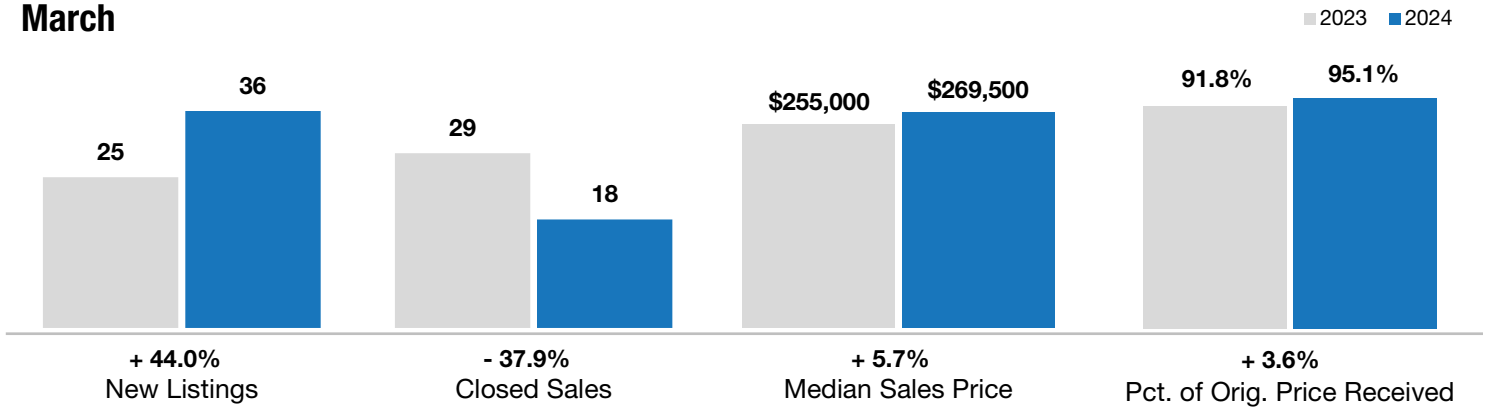
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## Marion County

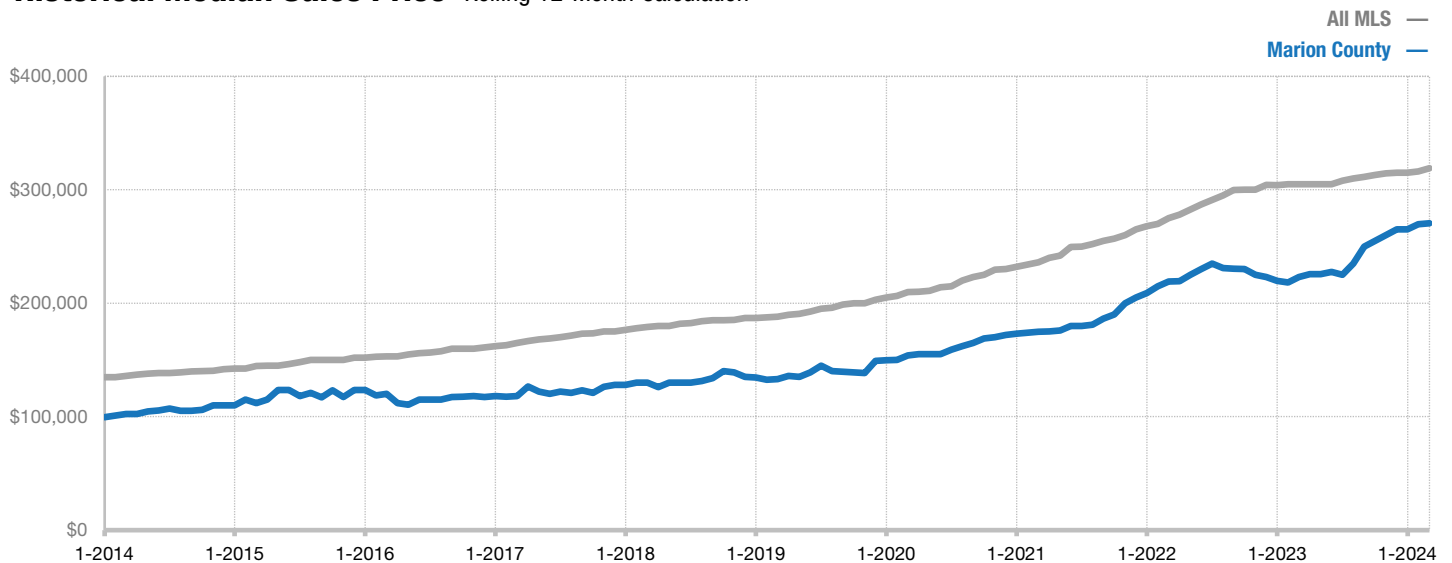
Key Metrics	March			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	25	36	+ 44.0%	85	82	- 3.5%
Closed Sales	29	18	- 37.9%	52	48	- 7.7%
Median Sales Price	\$255,000	\$269,500	+ 5.7%	\$225,000	\$275,750	+ 22.6%
Pct. of Orig. Price Received	91.8%	95.1%	+ 3.6%	92.8%	94.9%	+ 2.3%
Days on Market Until Sale	55	44	- 20.0%	46	41	- 10.9%
Inventory of Homes for Sale	66	72	+ 9.1%	--	--	--
Months Supply of Inventory	3.2	3.9	+ 21.9%	--	--	--

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## Lookout Mountain

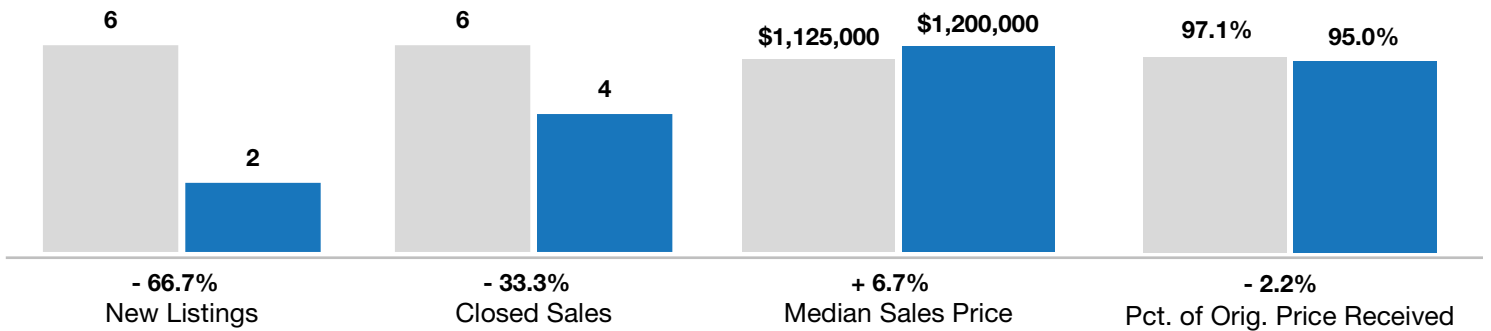
Hamilton County Only

Key Metrics	March			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	6	2	- 66.7%	10	6	- 40.0%
Closed Sales	6	4	- 33.3%	10	7	- 30.0%
Median Sales Price	\$1,125,000	\$1,200,000	+ 6.7%	\$1,050,000	\$1,150,000	+ 9.5%
Pct. of Orig. Price Received	97.1%	95.0%	- 2.2%	94.2%	94.6%	+ 0.4%
Days on Market Until Sale	15	36	+ 140.0%	33	29	- 12.1%
Inventory of Homes for Sale	6	2	- 66.7%	--	--	--
Months Supply of Inventory	1.3	0.4	- 69.2%	--	--	--

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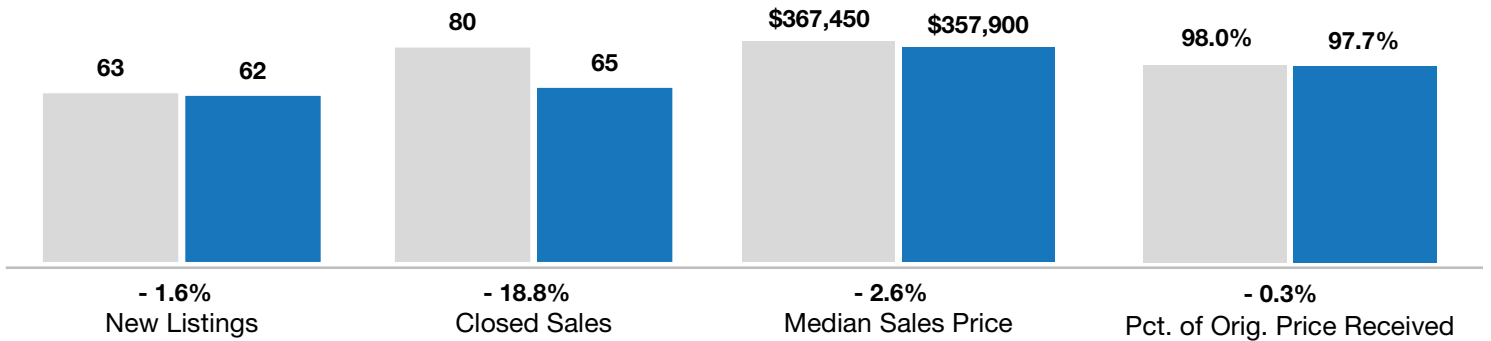
## Hixson

Key Metrics	March			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	63	62	- 1.6%	182	166	- 8.8%
Closed Sales	80	65	- 18.8%	169	148	- 12.4%
Median Sales Price	\$367,450	\$357,900	- 2.6%	\$342,500	\$357,700	+ 4.4%
Pct. of Orig. Price Received	98.0%	97.7%	- 0.3%	98.1%	97.3%	- 0.8%
Days on Market Until Sale	28	46	+ 64.3%	26	40	+ 53.8%
Inventory of Homes for Sale	76	60	- 21.1%	--	--	--
Months Supply of Inventory	1.0	1.2	+ 20.0%	--	--	--

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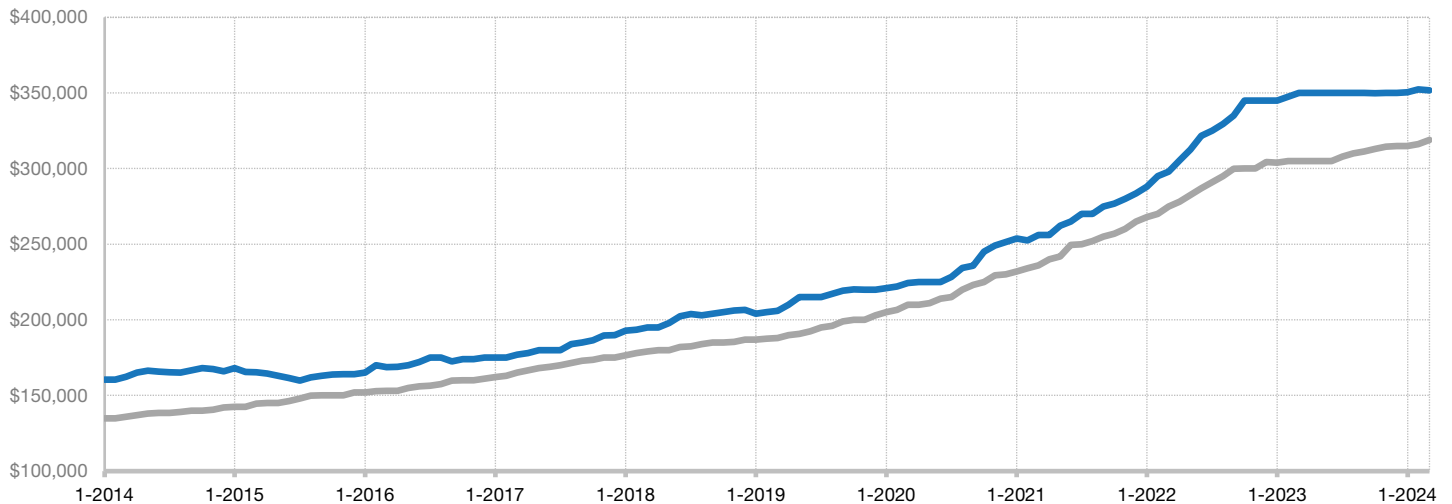
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— All MLS —  
— Hixson —



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## Harrison / Georgetown

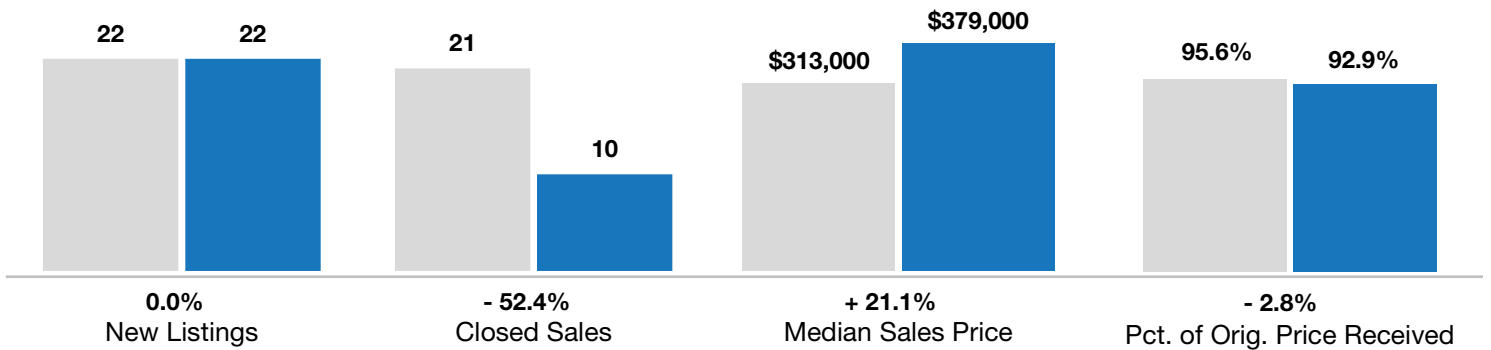
ZIP Codes: 37341 and 37308

Key Metrics	March			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	22	<b>22</b>	0.0%	50	<b>61</b>	+ 22.0%
Closed Sales	21	<b>10</b>	- 52.4%	43	<b>33</b>	- 23.3%
Median Sales Price	\$313,000	<b>\$379,000</b>	+ 21.1%	\$320,000	<b>\$365,000</b>	+ 14.1%
Pct. of Orig. Price Received	95.6%	<b>92.9%</b>	- 2.8%	95.7%	<b>95.8%</b>	+ 0.1%
Days on Market Until Sale	49	<b>49</b>	0.0%	54	<b>39</b>	- 27.8%
Inventory of Homes for Sale	37	<b>38</b>	+ 2.7%	--	--	--
Months Supply of Inventory	1.9	<b>2.2</b>	+ 15.8%	--	--	--

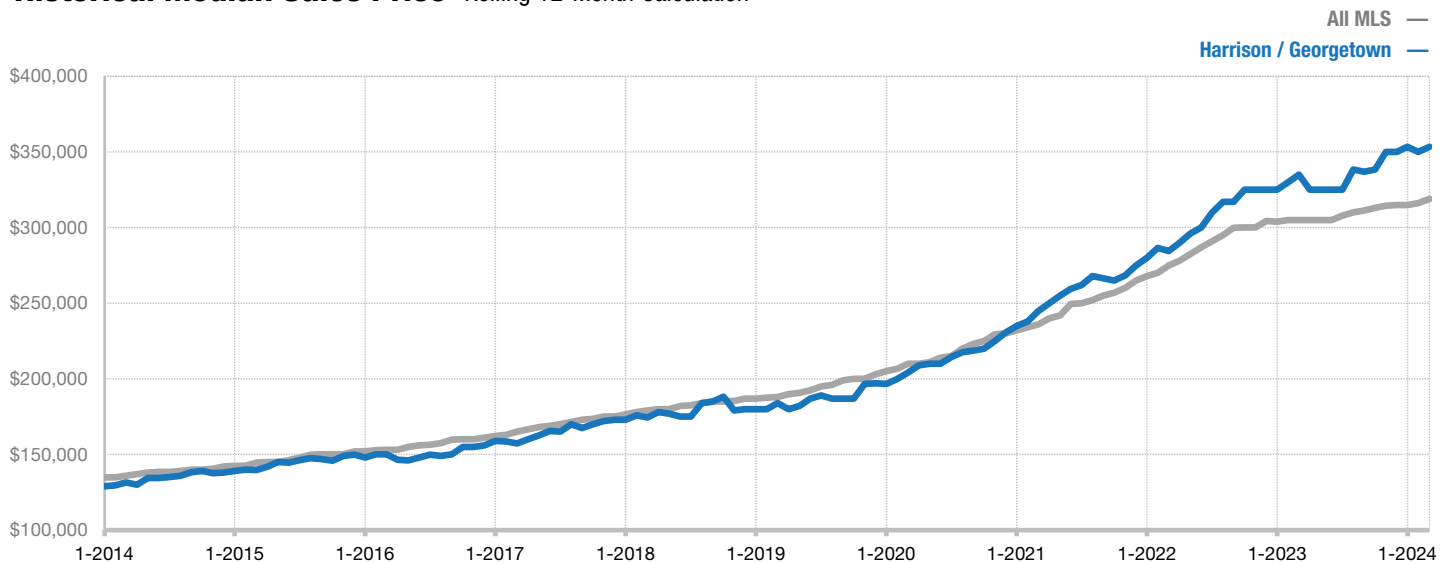
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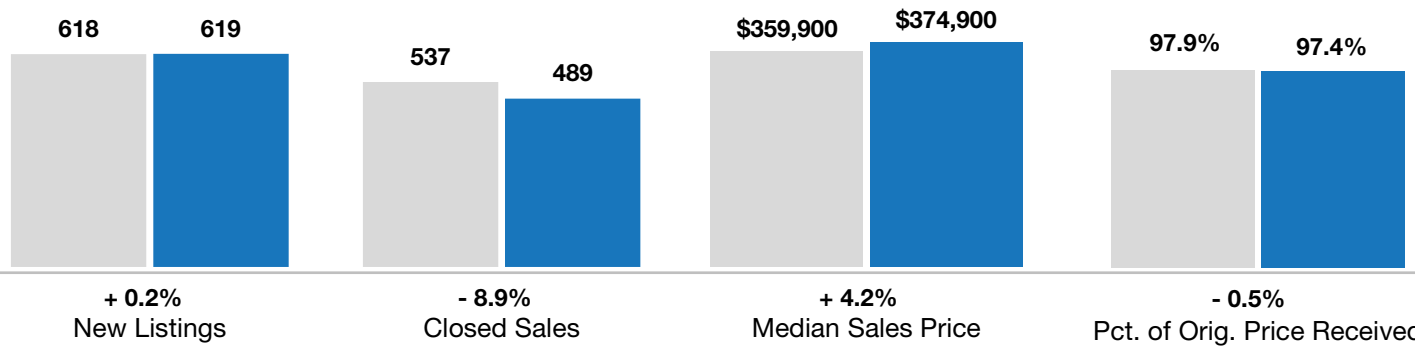
## Hamilton County

Key Metrics	March			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	618	<b>619</b>	+ 0.2%	1,611	<b>1,827</b>	+ 13.4%
Closed Sales	537	<b>489</b>	- 8.9%	1,312	<b>1,154</b>	- 12.0%
Median Sales Price	\$359,900	<b>\$374,900</b>	+ 4.2%	\$349,673	<b>\$364,000</b>	+ 4.1%
Pct. of Orig. Price Received	97.9%	<b>97.4%</b>	- 0.5%	97.1%	<b>97.1%</b>	0.0%
Days on Market Until Sale	33	<b>39</b>	+ 18.2%	34	<b>39</b>	+ 14.7%
Inventory of Homes for Sale	828	<b>1,043</b>	+ 26.0%	--	--	--
Months Supply of Inventory	1.5	<b>2.1</b>	+ 40.0%	--	--	--

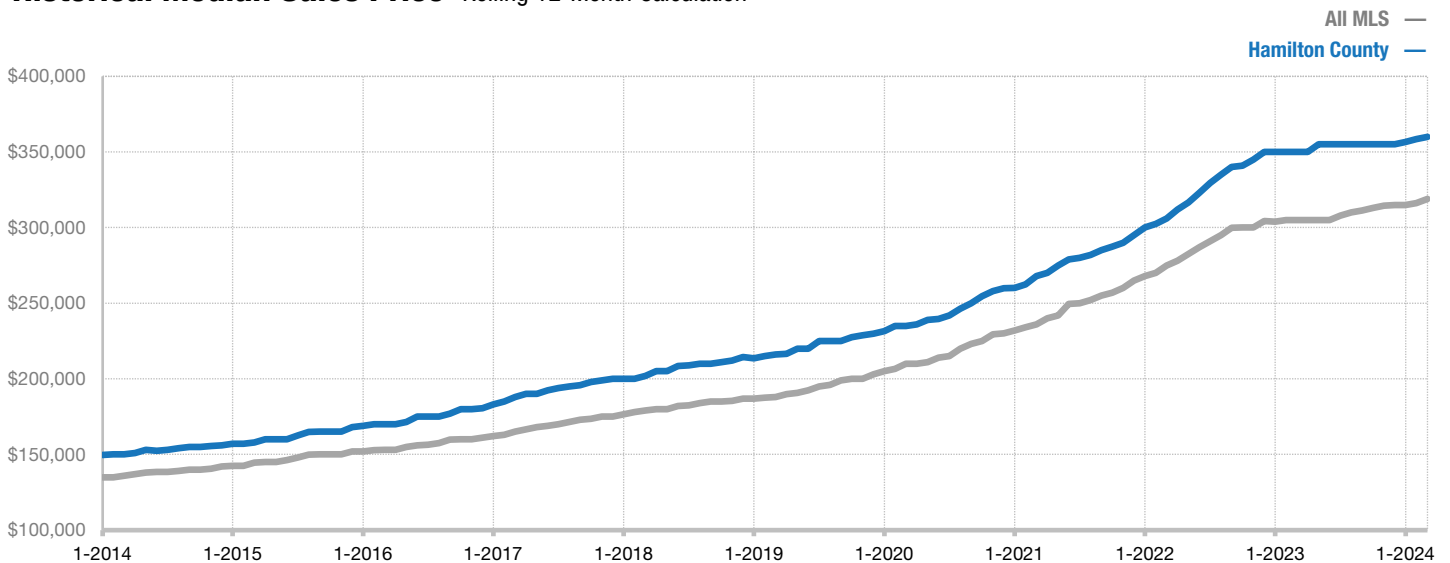
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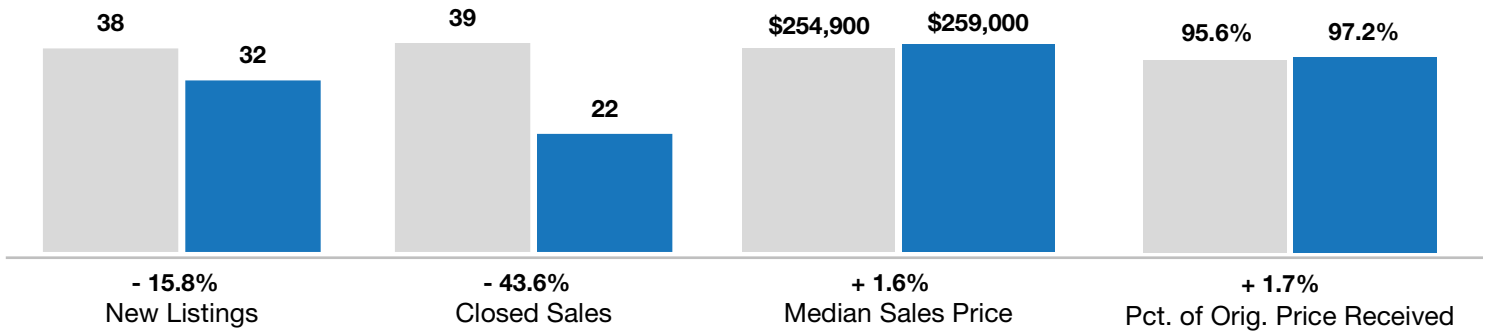
## East Ridge

Key Metrics	March			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	38	32	- 15.8%	110	78	- 29.1%
Closed Sales	39	22	- 43.6%	81	58	- 28.4%
Median Sales Price	\$254,900	<b>\$259,000</b>	+ 1.6%	\$249,900	<b>\$274,000</b>	+ 9.6%
Pct. of Orig. Price Received	95.6%	<b>97.2%</b>	+ 1.7%	95.5%	<b>97.1%</b>	+ 1.7%
Days on Market Until Sale	20	21	+ 5.0%	26	27	+ 3.8%
Inventory of Homes for Sale	31	34	+ 9.7%	--	--	--
Months Supply of Inventory	1.1	1.3	+ 18.2%	--	--	--

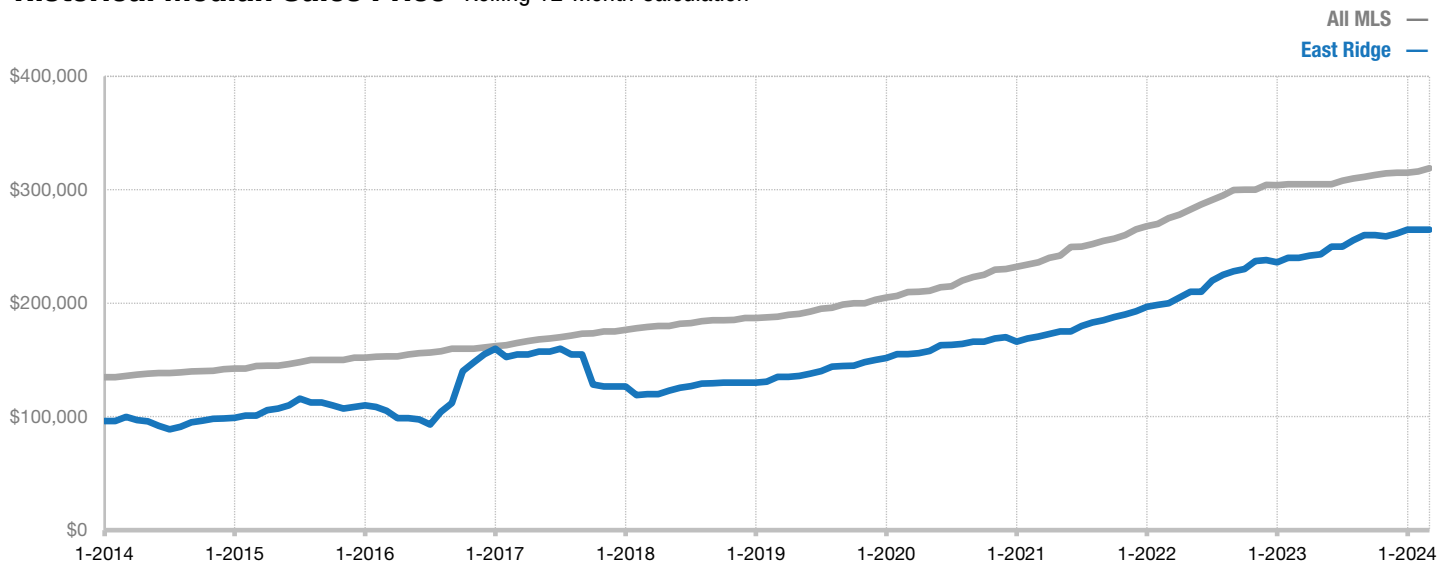
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## East Brainerd

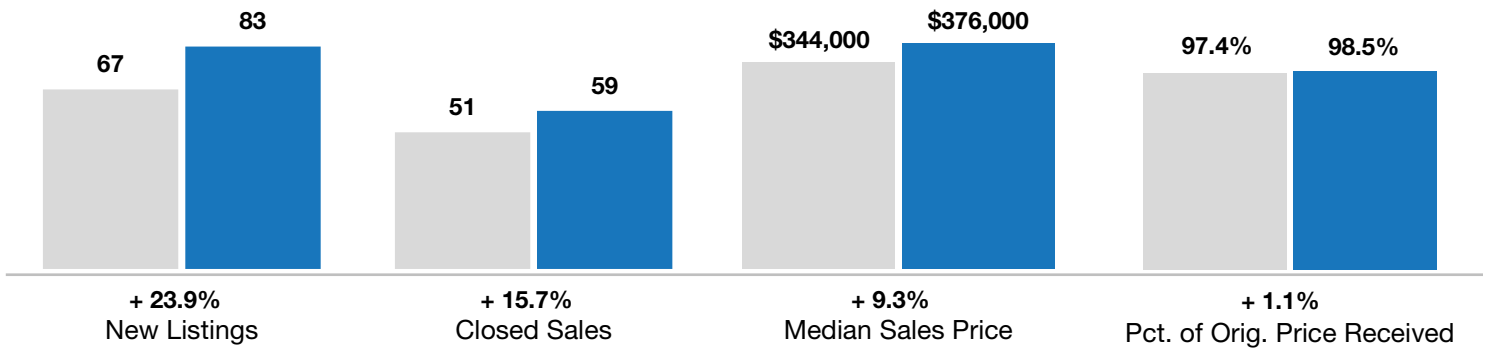
Includes the Cromwell, Dalewood, Eastdale & Tyner Communities

Key Metrics	March			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	67	<b>83</b>	+ 23.9%	170	<b>205</b>	+ 20.6%
Closed Sales	51	<b>59</b>	+ 15.7%	143	<b>138</b>	- 3.5%
Median Sales Price	\$344,000	<b>\$376,000</b>	+ 9.3%	\$350,000	<b>\$373,000</b>	+ 6.6%
Pct. of Orig. Price Received	97.4%	<b>98.5%</b>	+ 1.1%	97.1%	<b>97.5%</b>	+ 0.4%
Days on Market Until Sale	49	<b>26</b>	- 46.9%	42	<b>37</b>	- 11.9%
Inventory of Homes for Sale	85	<b>110</b>	+ 29.4%	--	--	--
Months Supply of Inventory	1.5	<b>2.1</b>	+ 40.0%	--	--	--

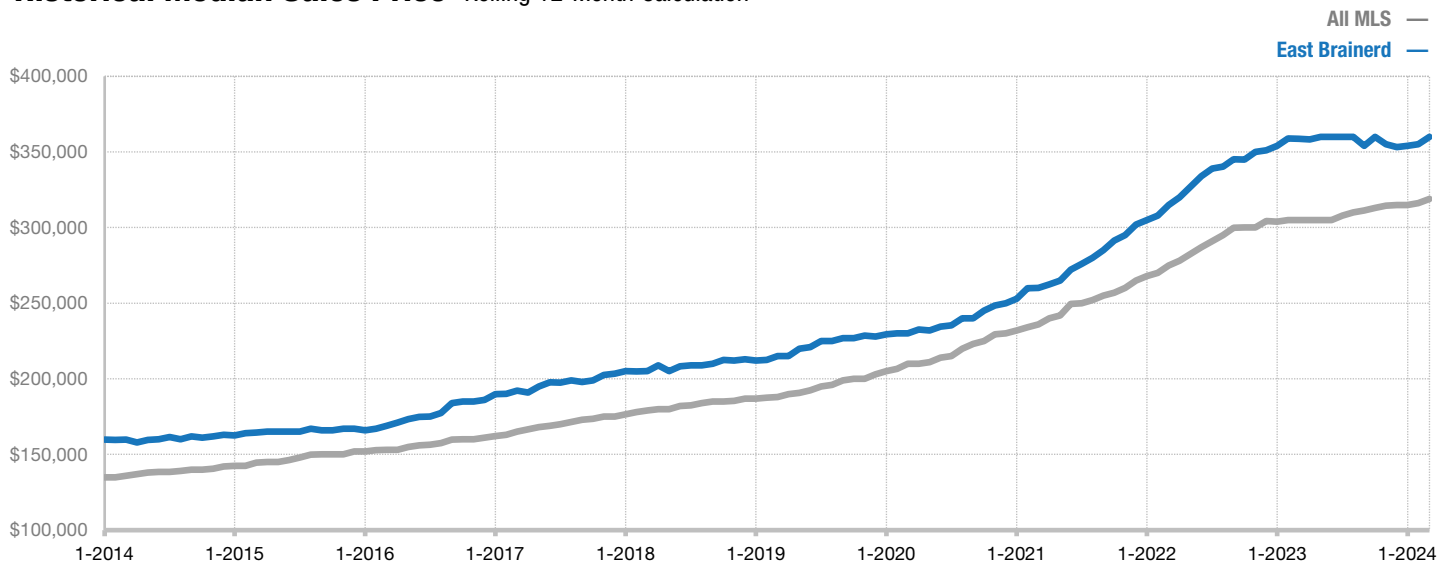
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### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update – March 2024

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## Downtown Chattanooga

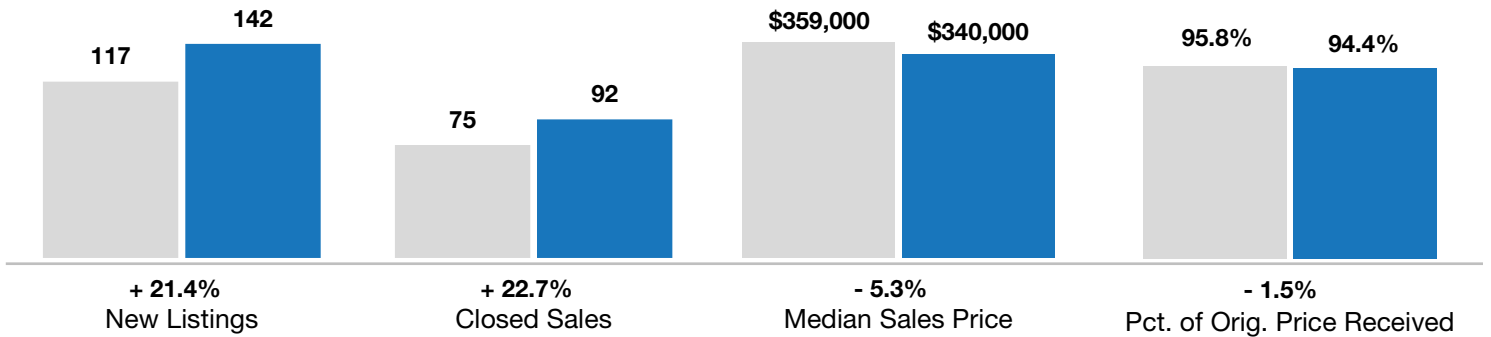
ZIP Codes: 37402, 37403, 37404, 37405, 37406, 37408 and 37450

Key Metrics	March			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	117	<b>142</b>	+ 21.4%	305	<b>457</b>	+ 49.8%
Closed Sales	75	<b>92</b>	+ 22.7%	216	<b>201</b>	- 6.9%
Median Sales Price	\$359,000	<b>\$340,000</b>	- 5.3%	\$311,000	<b>\$325,000</b>	+ 4.5%
Pct. of Orig. Price Received	95.8%	<b>94.4%</b>	- 1.5%	94.7%	<b>94.9%</b>	+ 0.2%
Days on Market Until Sale	47	<b>51</b>	+ 8.5%	40	<b>48</b>	+ 20.0%
Inventory of Homes for Sale	189	<b>297</b>	+ 57.1%	--	--	--
Months Supply of Inventory	1.9	<b>3.2</b>	+ 68.4%	--	--	--

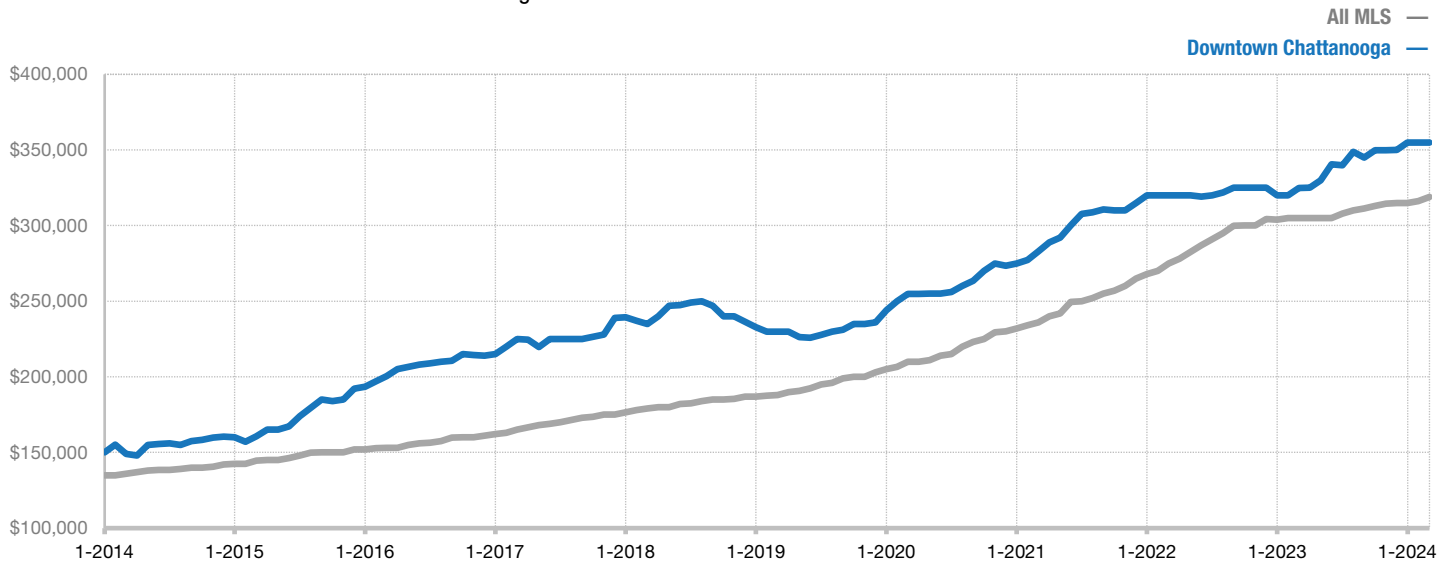
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### March

■ 2023 ■ 2024



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





# Local Market Update – March 2024

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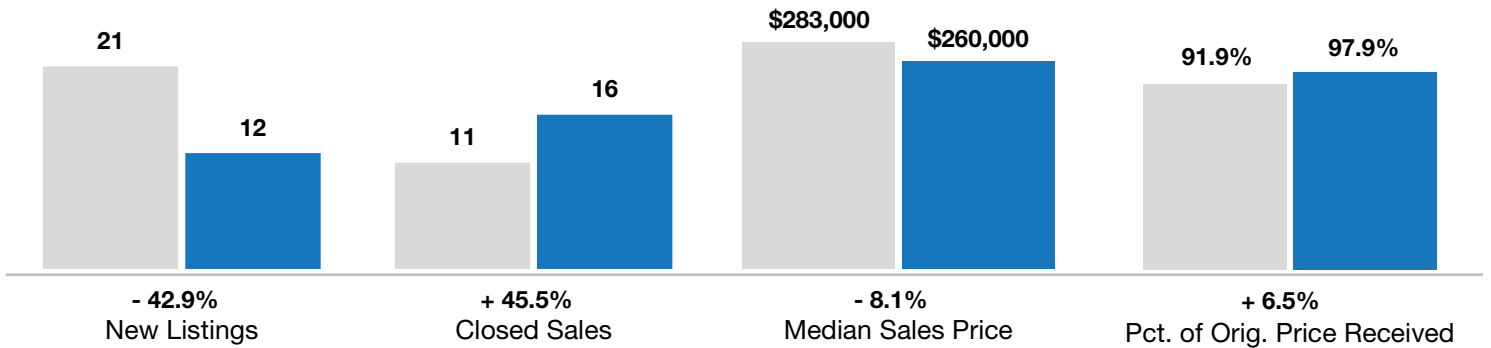
## Dade County

Key Metrics	March			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	21	12	- 42.9%	42	39	- 7.1%
Closed Sales	11	16	+ 45.5%	29	31	+ 6.9%
Median Sales Price	\$283,000	\$260,000	- 8.1%	\$245,000	\$280,000	+ 14.3%
Pct. of Orig. Price Received	91.9%	97.9%	+ 6.5%	92.0%	95.7%	+ 4.0%
Days on Market Until Sale	53	98	+ 84.9%	60	64	+ 6.7%
Inventory of Homes for Sale	39	26	- 33.3%	--	--	--
Months Supply of Inventory	2.7	2.0	- 25.9%	--	--	--

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

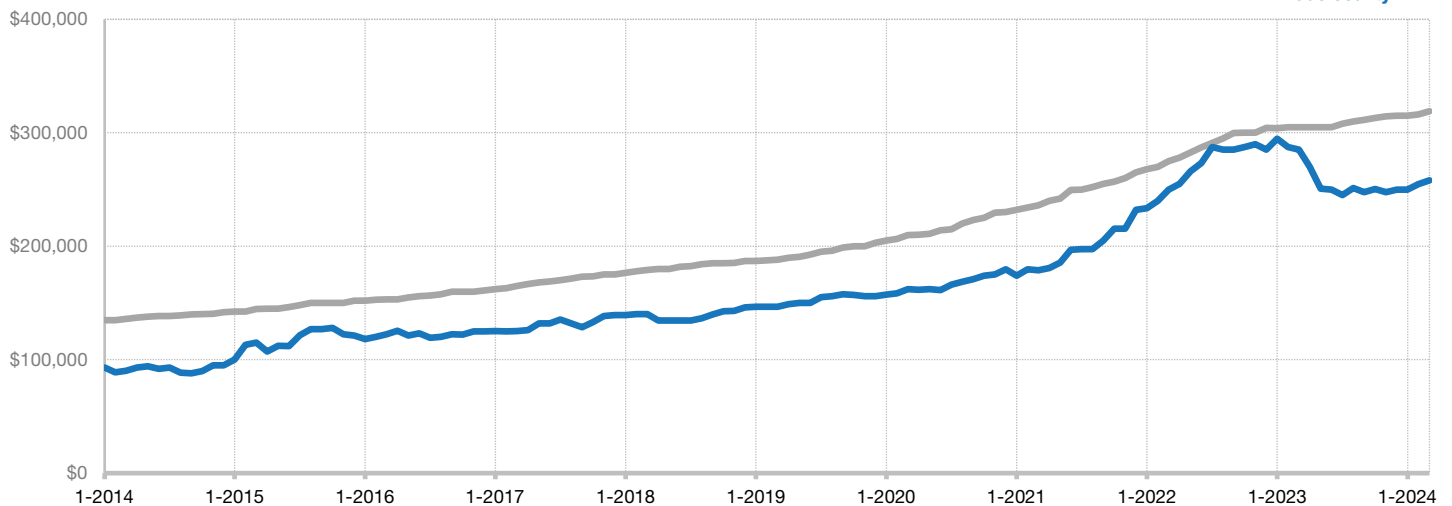
### March

■ 2023 ■ 2024



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

— All MLS —  
— Dade County —



# Local Market Update – March 2024

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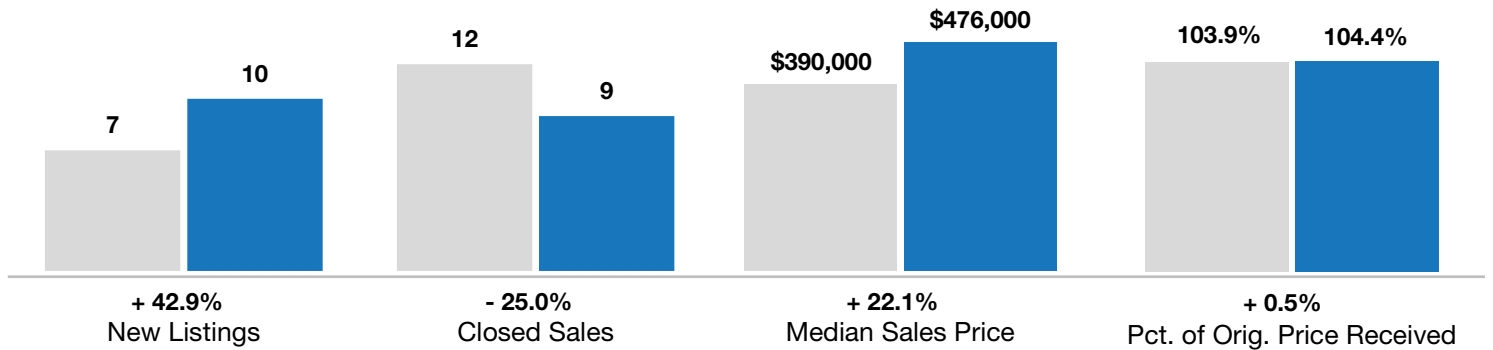
## Collegedale

Key Metrics	March			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	7	10	+ 42.9%	25	57	+ 128.0%
Closed Sales	12	9	- 25.0%	29	20	- 31.0%
Median Sales Price	\$390,000	<b>\$476,000</b>	+ 22.1%	\$450,000	<b>\$440,500</b>	- 2.1%
Pct. of Orig. Price Received	103.9%	<b>104.4%</b>	+ 0.5%	99.5%	<b>101.1%</b>	+ 1.6%
Days on Market Until Sale	89	27	- 69.7%	80	42	- 47.5%
Inventory of Homes for Sale	28	35	+ 25.0%	--	--	--
Months Supply of Inventory	2.3	3.7	+ 60.9%	--	--	--

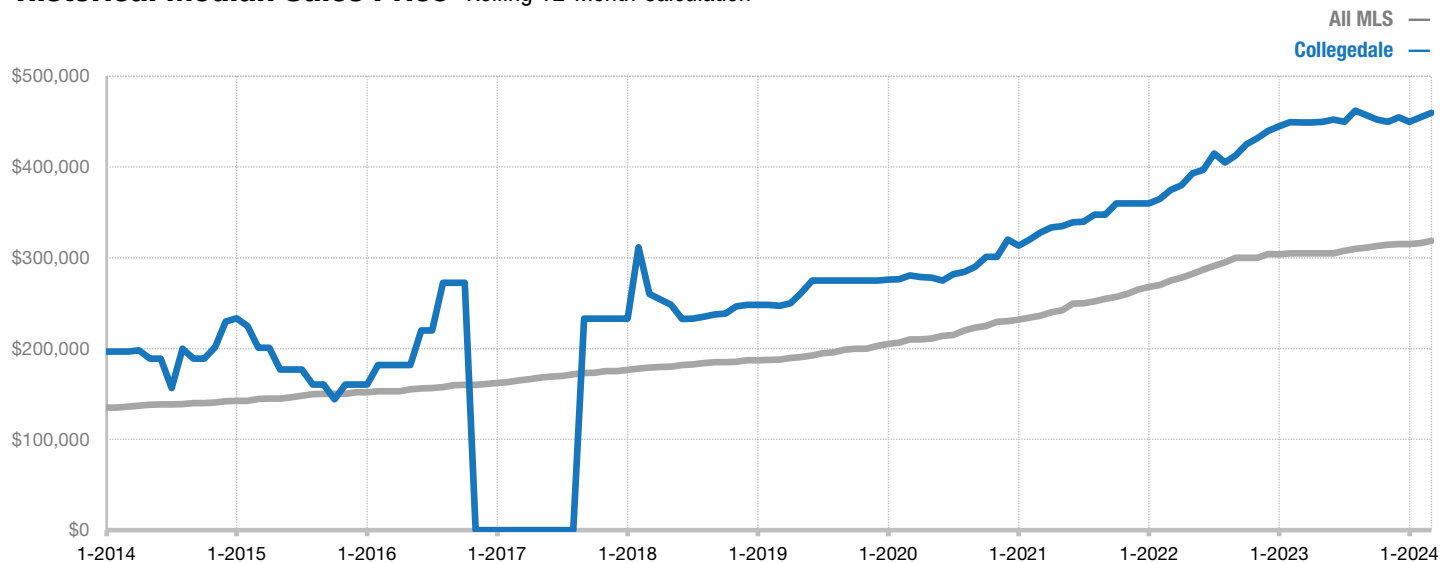
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### March

■ 2023 ■ 2024



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



# Local Market Update – March 2024

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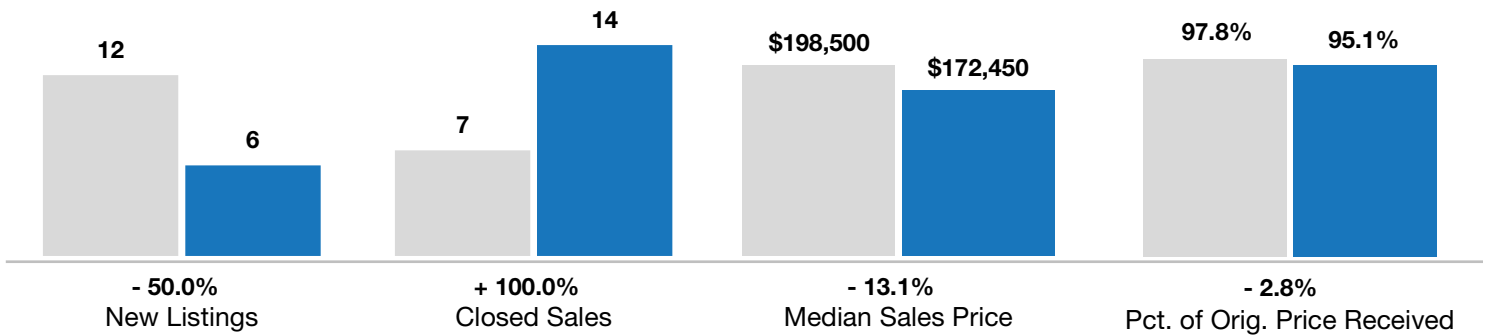
## Chattooga County

Key Metrics	March			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	12	6	- 50.0%	26	16	- 38.5%
Closed Sales	7	14	+ 100.0%	22	21	- 4.5%
Median Sales Price	\$198,500	\$172,450	- 13.1%	\$189,250	\$170,000	- 10.2%
Pct. of Orig. Price Received	97.8%	95.1%	- 2.8%	96.3%	95.0%	- 1.3%
Days on Market Until Sale	42	30	- 28.6%	34	32	- 5.9%
Inventory of Homes for Sale	17	13	- 23.5%	--	--	--
Months Supply of Inventory	2.0	2.1	+ 5.0%	--	--	--

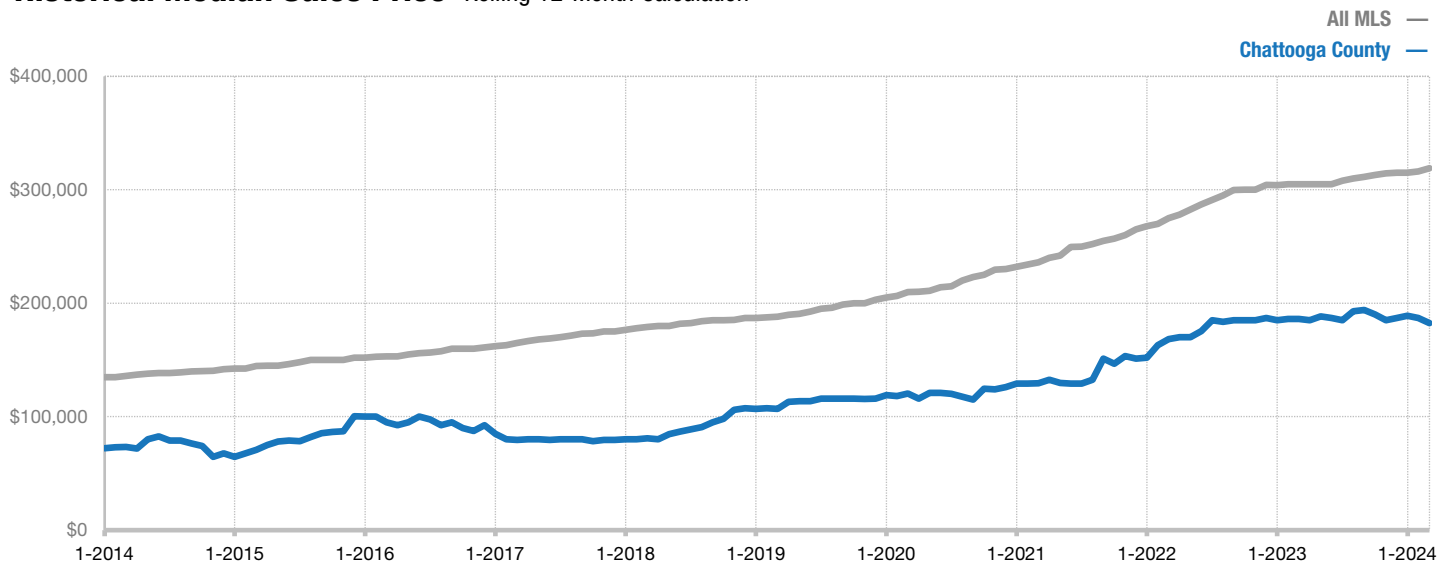
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### March

■ 2023 ■ 2024



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



# Local Market Update – March 2024

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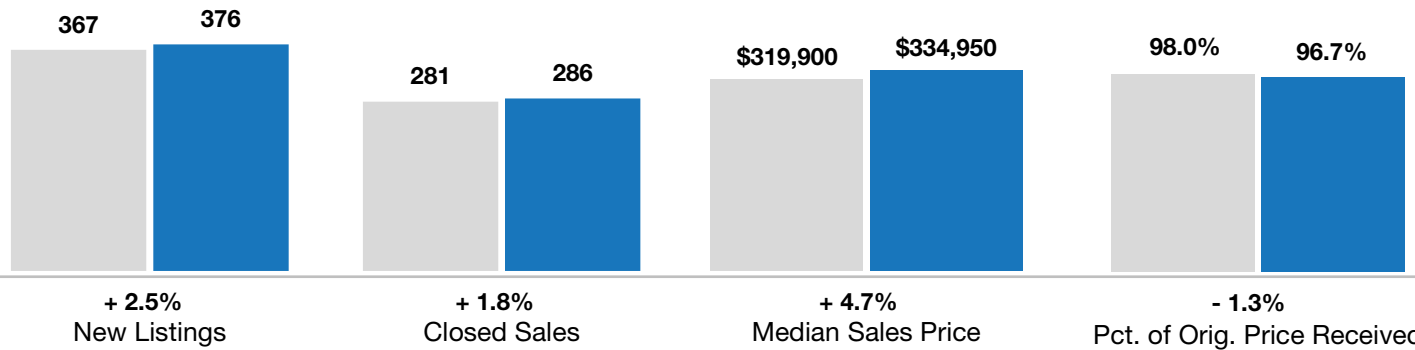
## Chattanooga

Key Metrics	March			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	367	<b>376</b>	+ 2.5%	922	<b>1,117</b>	+ 21.1%
Closed Sales	281	<b>286</b>	+ 1.8%	723	<b>662</b>	- 8.4%
Median Sales Price	\$319,900	<b>\$334,950</b>	+ 4.7%	\$301,000	<b>\$318,000</b>	+ 5.6%
Pct. of Orig. Price Received	98.0%	<b>96.7%</b>	- 1.3%	96.7%	<b>96.5%</b>	- 0.2%
Days on Market Until Sale	31	<b>34</b>	+ 9.7%	33	<b>37</b>	+ 12.1%
Inventory of Homes for Sale	445	<b>607</b>	+ 36.4%	--	--	--
Months Supply of Inventory	1.5	<b>2.1</b>	+ 40.0%	--	--	--

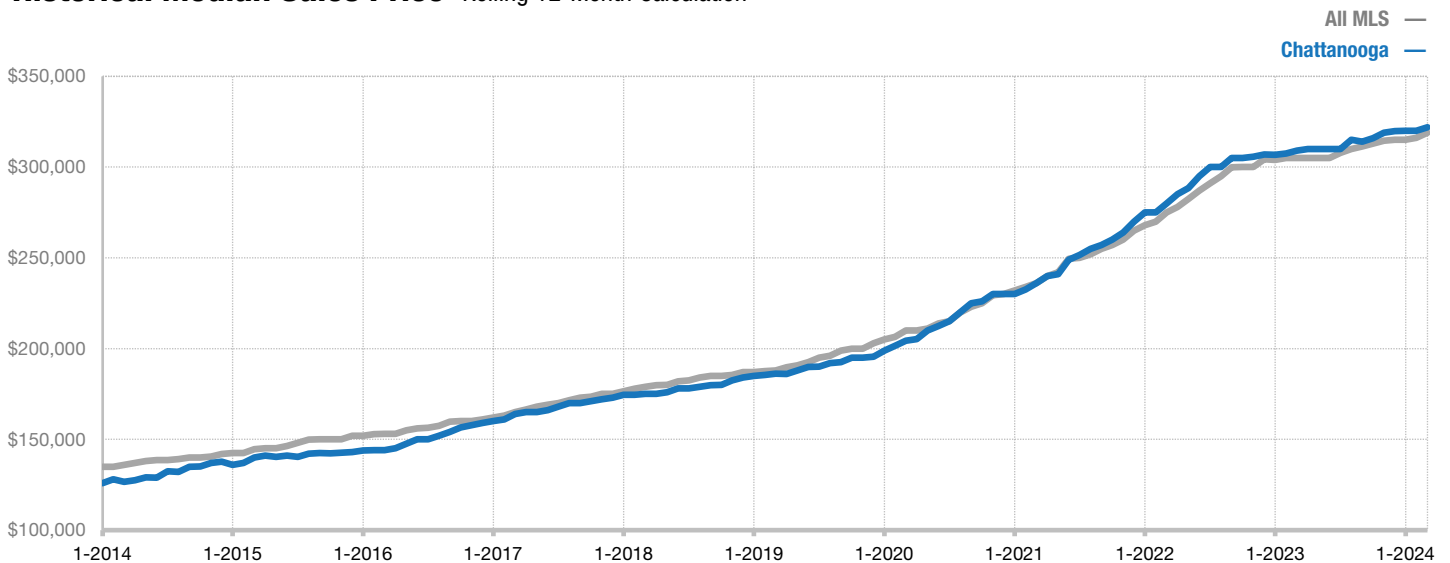
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### March

■ 2023 ■ 2024



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



# Local Market Update – March 2024

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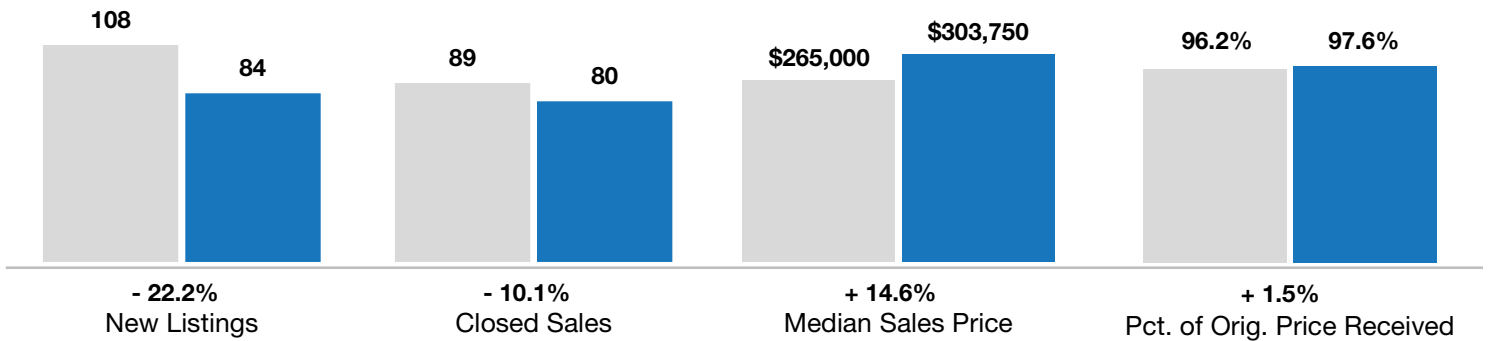
## Catoosa County

Key Metrics	March			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	108	84	- 22.2%	252	289	+ 14.7%
Closed Sales	89	80	- 10.1%	194	197	+ 1.5%
Median Sales Price	\$265,000	\$303,750	+ 14.6%	\$272,500	\$300,000	+ 10.1%
Pct. of Orig. Price Received	96.2%	97.6%	+ 1.5%	95.4%	96.7%	+ 1.4%
Days on Market Until Sale	40	44	+ 10.0%	46	46	0.0%
Inventory of Homes for Sale	123	141	+ 14.6%	--	--	--
Months Supply of Inventory	1.7	2.0	+ 17.6%	--	--	--

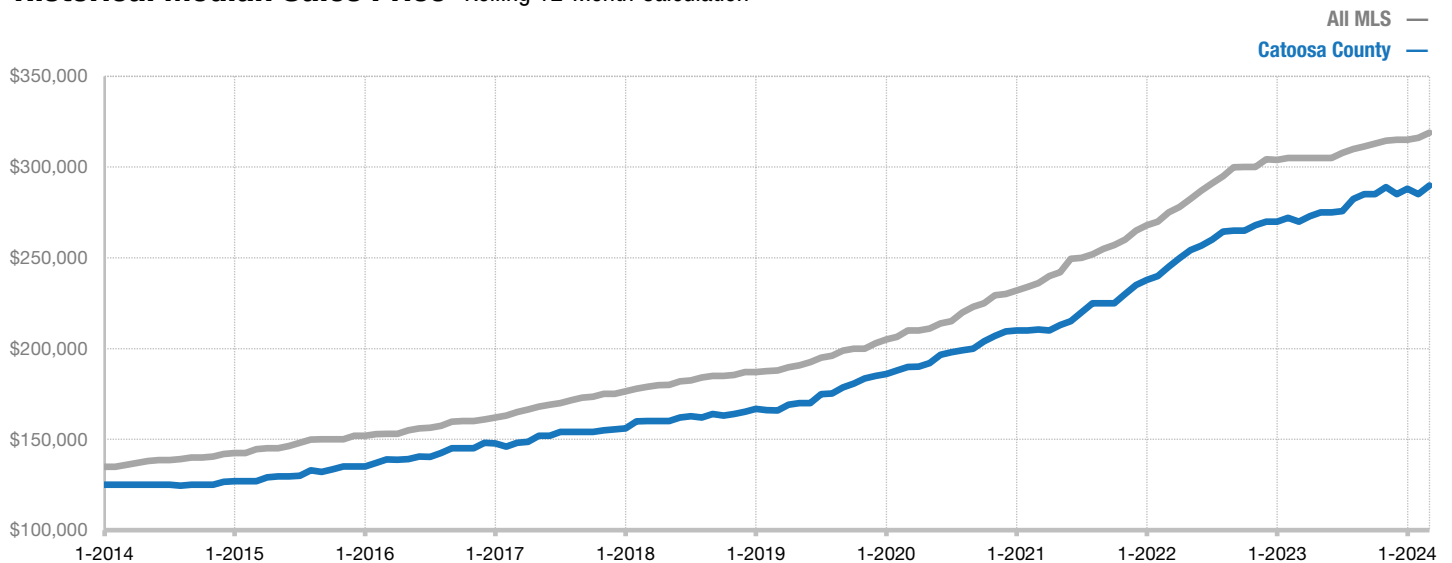
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### March

■ 2023 ■ 2024



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



# Local Market Update – March 2024

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## Brainerd

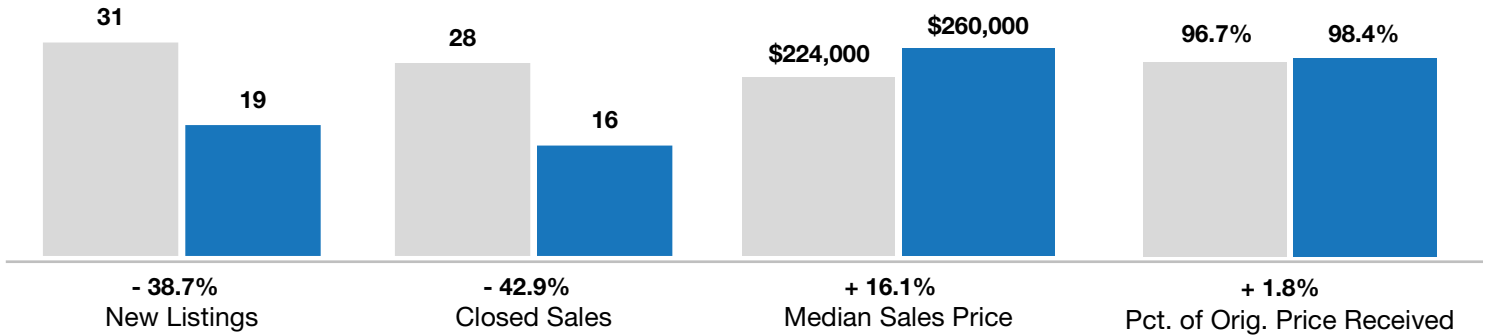
Includes the Ridgese Community

Key Metrics	March			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	31	19	- 38.7%	76	59	- 22.4%
Closed Sales	28	16	- 42.9%	71	54	- 23.9%
Median Sales Price	\$224,000	\$260,000	+ 16.1%	\$230,000	\$239,000	+ 3.9%
Pct. of Orig. Price Received	96.7%	98.4%	+ 1.8%	97.5%	97.0%	- 0.5%
Days on Market Until Sale	19	26	+ 36.8%	23	20	- 13.0%
Inventory of Homes for Sale	28	37	+ 32.1%	--	--	--
Months Supply of Inventory	1.3	1.8	+ 38.5%	--	--	--

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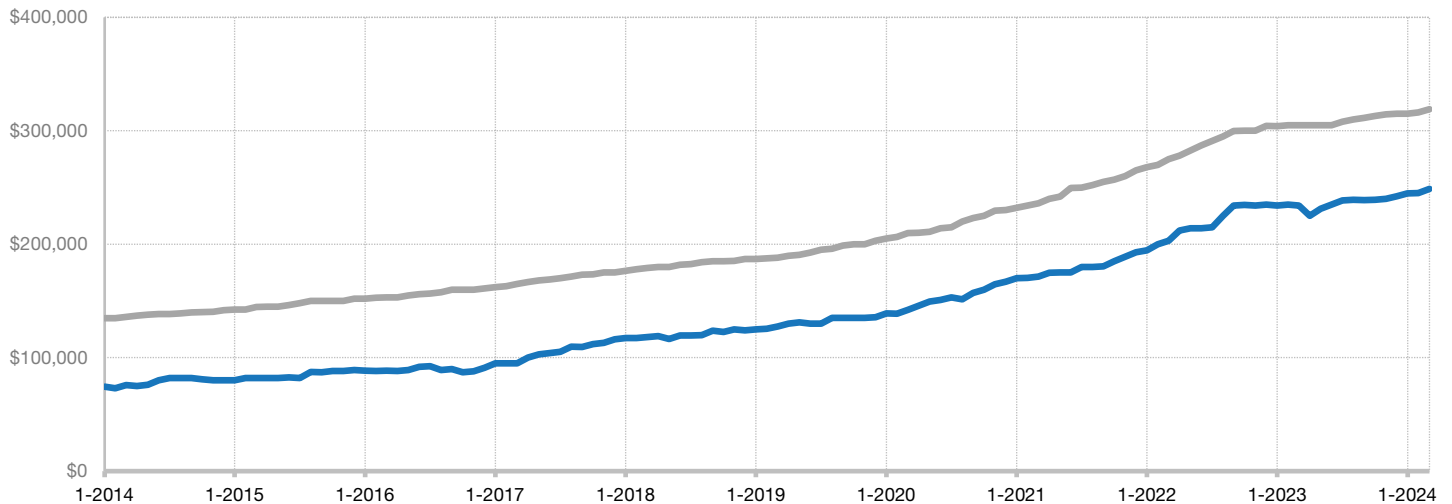
### March

■ 2023 ■ 2024



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

— All MLS  
— Brainerd



# Local Market Update – March 2024

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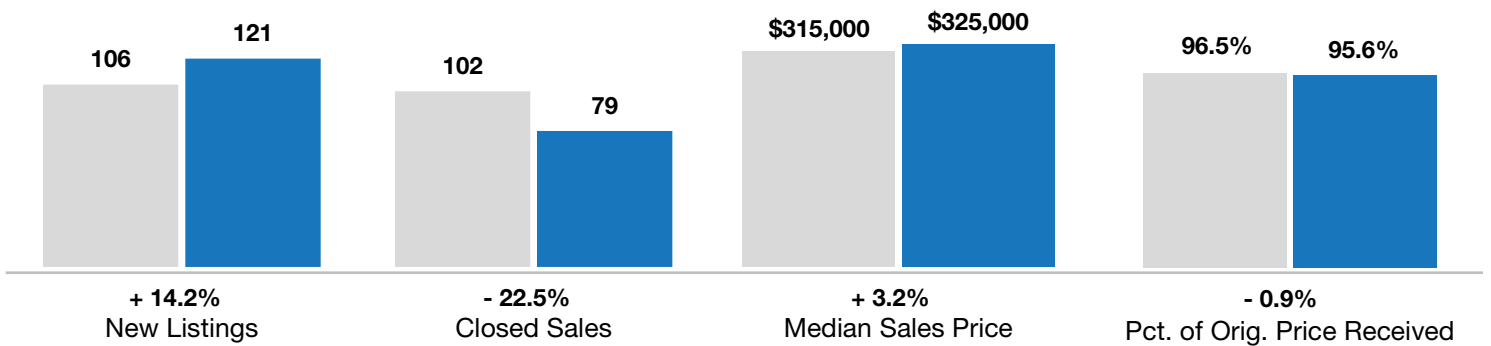
## Bradley County

Key Metrics	March			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	106	121	+ 14.2%	305	352	+ 15.4%
Closed Sales	102	79	- 22.5%	252	226	- 10.3%
Median Sales Price	\$315,000	\$325,000	+ 3.2%	\$300,000	\$307,750	+ 2.6%
Pct. of Orig. Price Received	96.5%	95.6%	- 0.9%	95.1%	96.1%	+ 1.1%
Days on Market Until Sale	38	59	+ 55.3%	43	48	+ 11.6%
Inventory of Homes for Sale	213	206	- 3.3%	--	--	--
Months Supply of Inventory	1.8	2.2	+ 22.2%	--	--	--

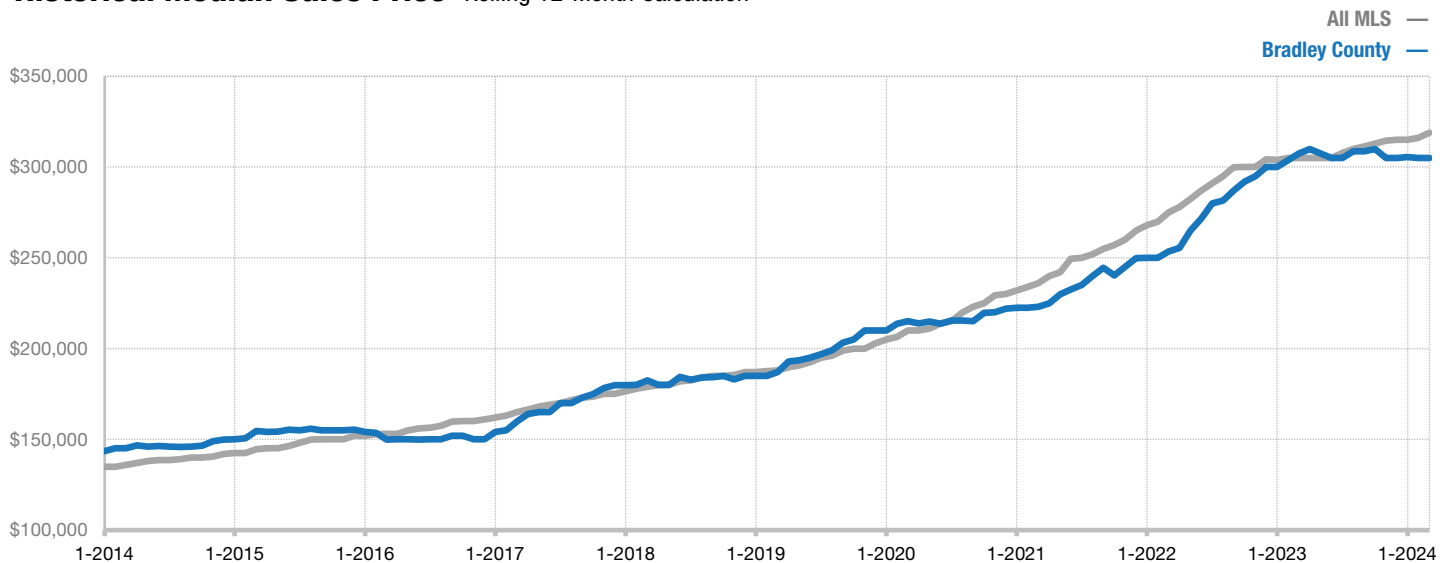
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### March

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## Bakewell / Lakesite / Sale Creek / Soddy

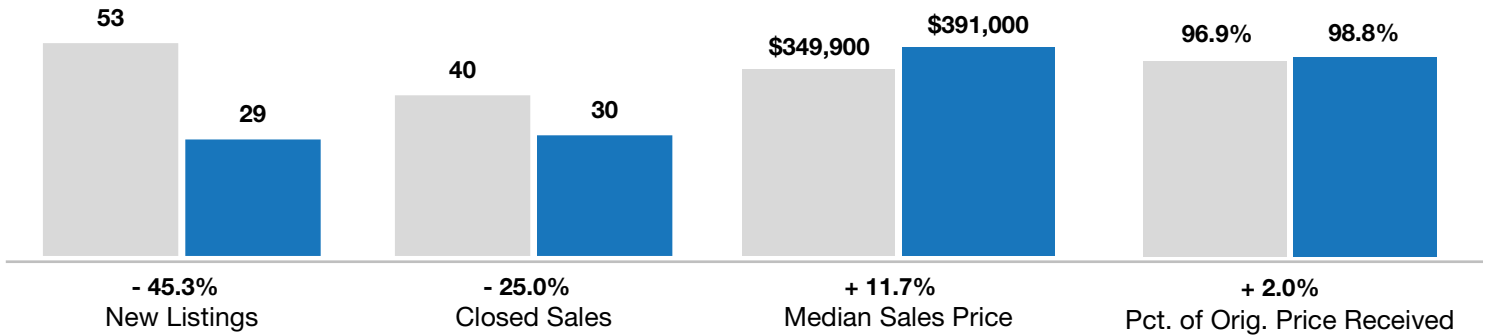
ZIP Codes: 37379 and 37384

Key Metrics	March			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	53	29	- 45.3%	131	110	- 16.0%
Closed Sales	40	30	- 25.0%	96	84	- 12.5%
Median Sales Price	\$349,900	\$391,000	+ 11.7%	\$327,500	\$372,500	+ 13.7%
Pct. of Orig. Price Received	96.9%	98.8%	+ 2.0%	96.0%	98.4%	+ 2.5%
Days on Market Until Sale	29	38	+ 31.0%	29	35	+ 20.7%
Inventory of Homes for Sale	63	70	+ 11.1%	--	--	--
Months Supply of Inventory	1.4	2.0	+ 42.9%	--	--	--

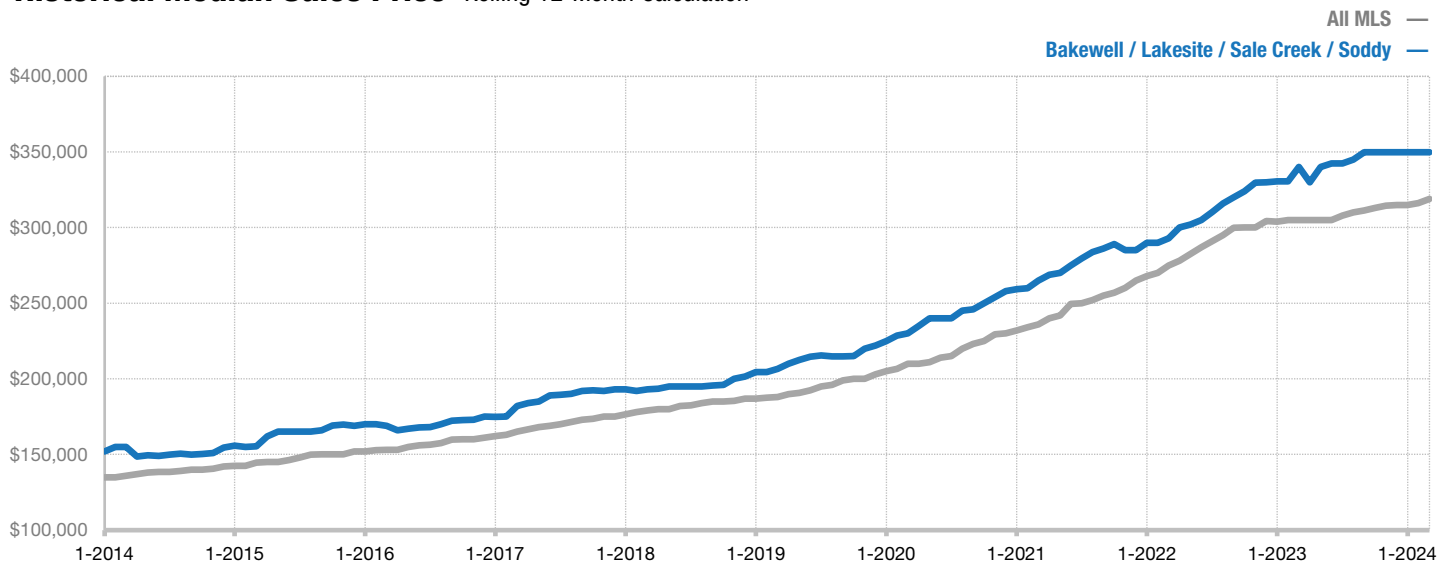
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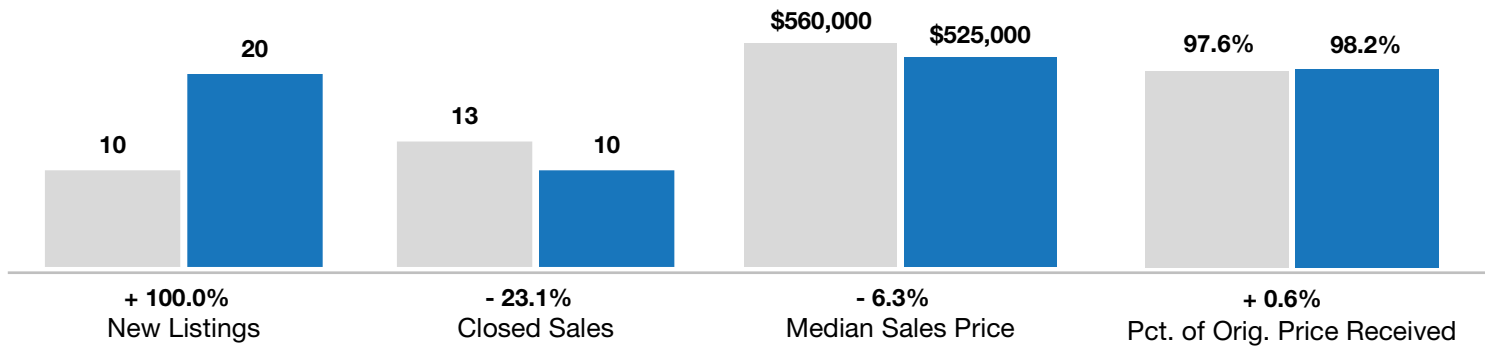
## Apison

Key Metrics	March			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	10	20	+ 100.0%	22	36	+ 63.6%
Closed Sales	13	10	- 23.1%	29	19	- 34.5%
Median Sales Price	\$560,000	\$525,000	- 6.3%	\$515,000	\$485,000	- 5.8%
Pct. of Orig. Price Received	97.6%	98.2%	+ 0.6%	99.7%	97.2%	- 2.5%
Days on Market Until Sale	99	61	- 38.4%	69	46	- 33.3%
Inventory of Homes for Sale	27	41	+ 51.9%	--	--	--
Months Supply of Inventory	2.5	5.9	+ 136.0%	--	--	--

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

### March

■ 2023 ■ 2024



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