

Local Market Update – February 2023

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



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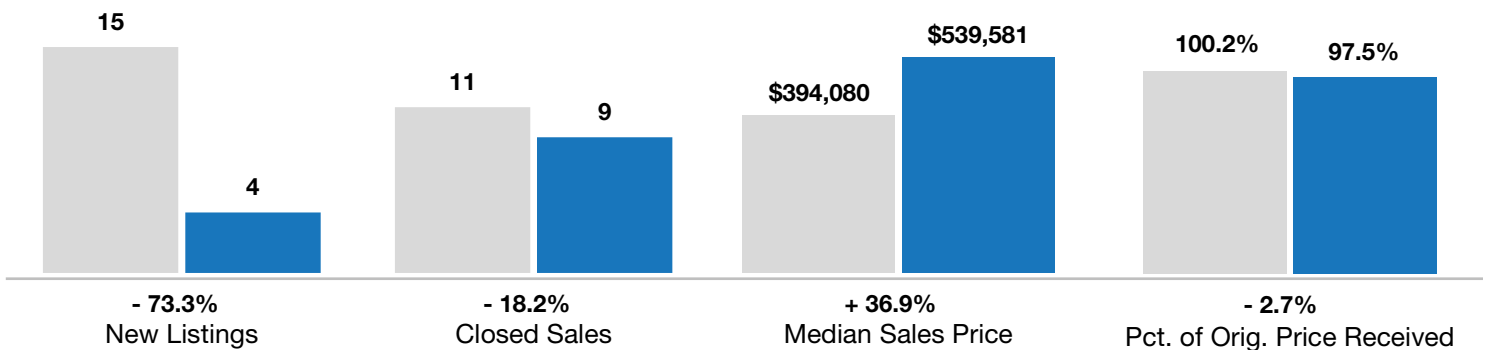
Apison

Key Metrics	February			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	15	4	- 73.3%	25	12	- 52.0%
Closed Sales	11	9	- 18.2%	23	15	- 34.8%
Median Sales Price	\$394,080	\$539,581	+ 36.9%	\$403,158	\$515,000	+ 27.7%
Pct. of Orig. Price Received	100.2%	97.5%	- 2.7%	100.2%	101.0%	+ 0.8%
Days on Market Until Sale	14	49	+ 250.0%	11	48	+ 336.4%
Inventory of Homes for Sale	14	21	+ 50.0%	--	--	--
Months Supply of Inventory	1.3	1.8	+ 38.5%	--	--	--

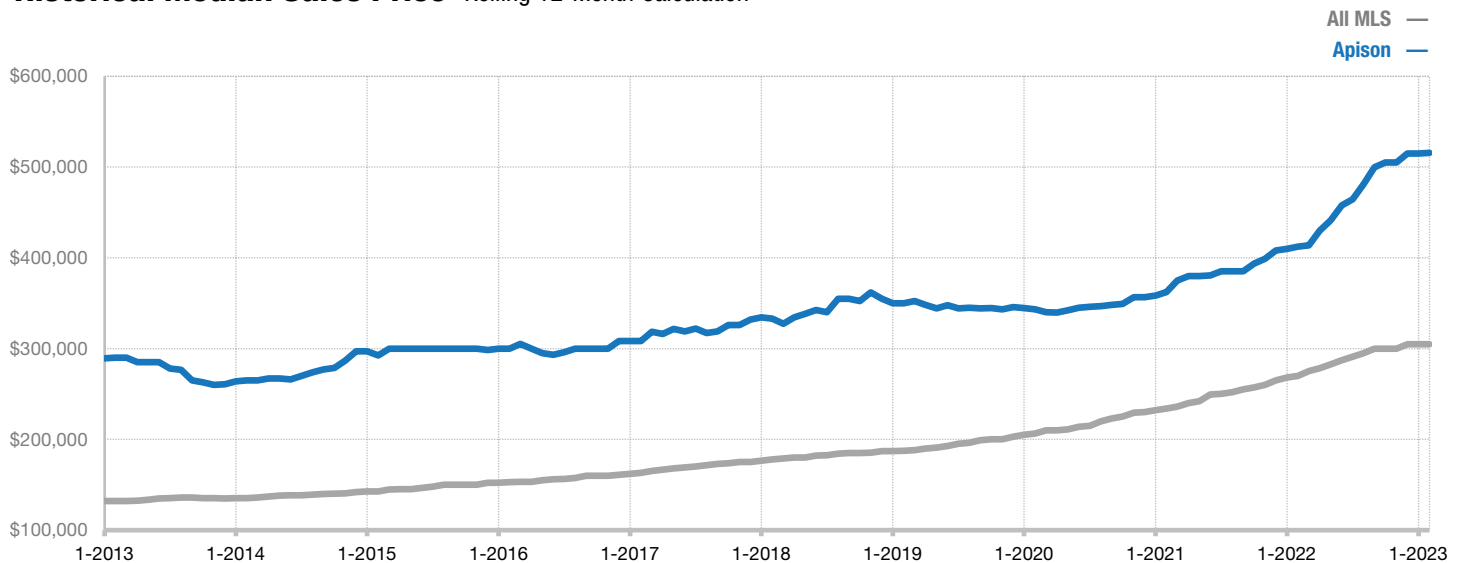
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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Bakewell / Lakesite / Sale Creek / Soddy

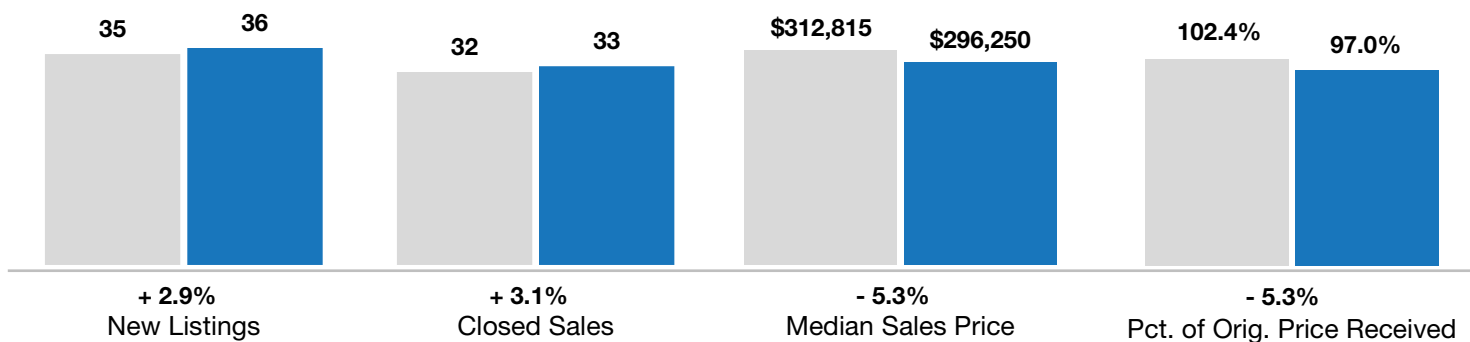
ZIP Codes: 37379 and 37384

Key Metrics	February			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	35	36	+ 2.9%	75	78	+ 4.0%
Closed Sales	32	33	+ 3.1%	71	55	- 22.5%
Median Sales Price	\$312,815	\$296,250	- 5.3%	\$318,630	\$301,000	- 5.5%
Pct. of Orig. Price Received	102.4%	97.0%	- 5.3%	100.7%	95.5%	- 5.2%
Days on Market Until Sale	20	28	+ 40.0%	17	29	+ 70.6%
Inventory of Homes for Sale	24	51	+ 112.5%	--	--	--
Months Supply of Inventory	0.5	1.1	+ 120.0%	--	--	--

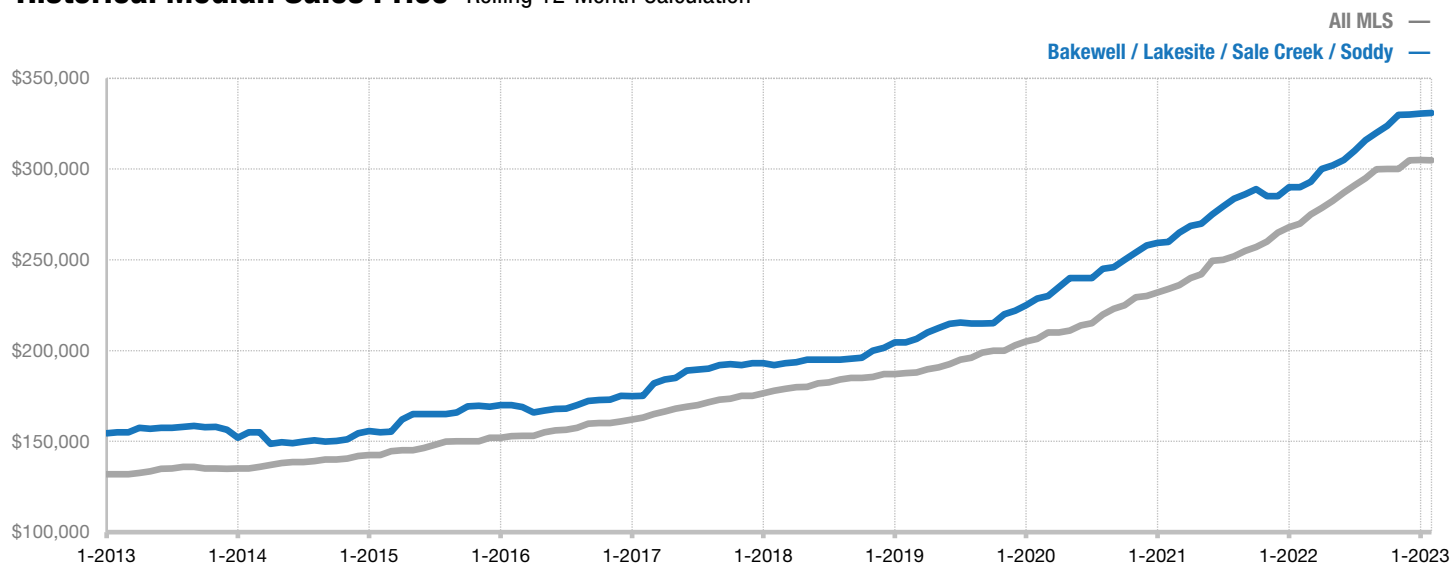
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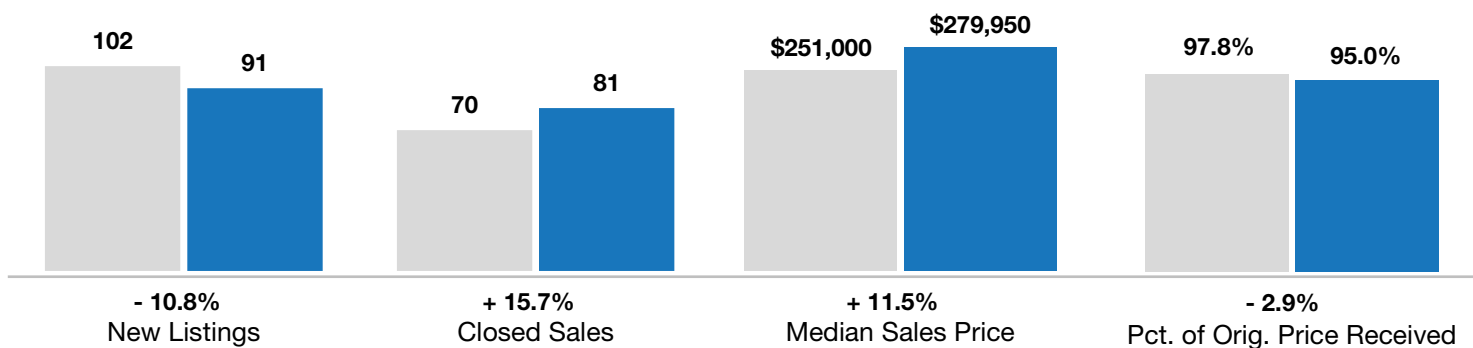
Bradley County

Key Metrics	February			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	102	91	- 10.8%	180	197	+ 9.4%
Closed Sales	70	81	+ 15.7%	149	148	- 0.7%
Median Sales Price	\$251,000	\$279,950	+ 11.5%	\$252,000	\$295,000	+ 17.1%
Pct. of Orig. Price Received	97.8%	95.0%	- 2.9%	98.2%	94.3%	- 4.0%
Days on Market Until Sale	29	45	+ 55.2%	23	46	+ 100.0%
Inventory of Homes for Sale	71	175	+ 146.5%	--	--	--
Months Supply of Inventory	0.8	1.7	+ 112.5%	--	--	--

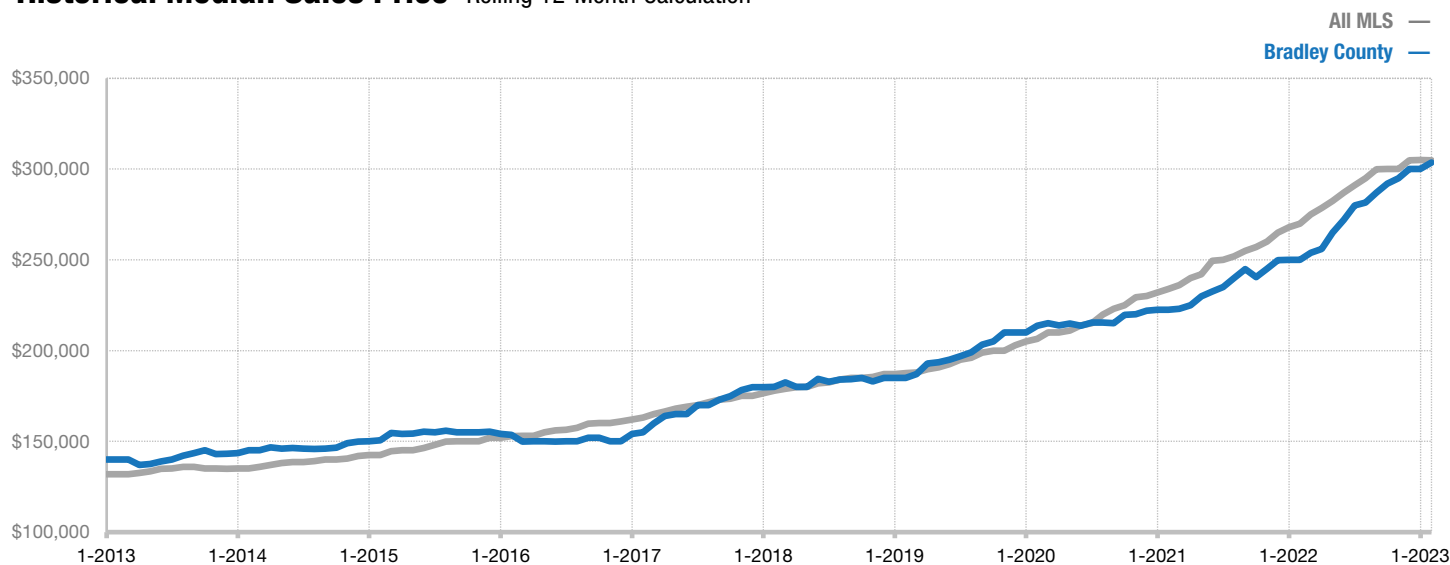
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Brainerd

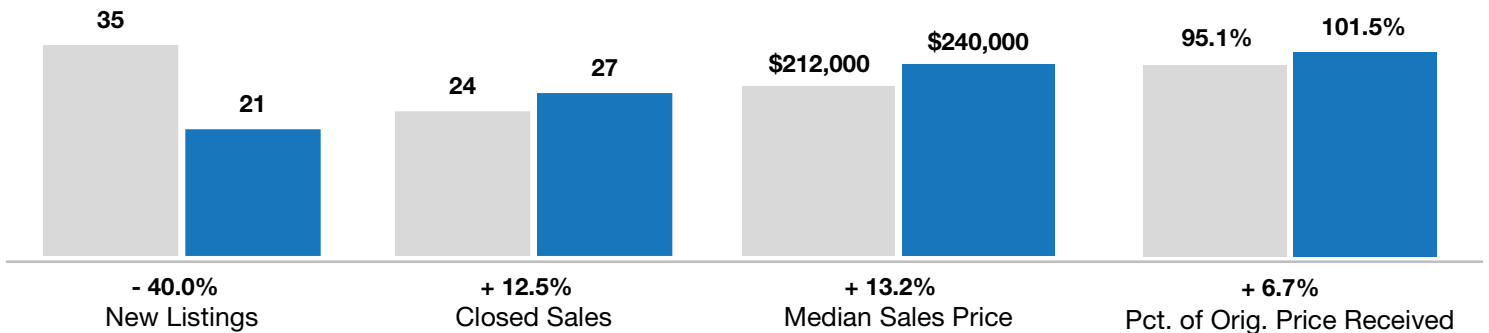
Includes the Ridgeside Community

Key Metrics	February			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	35	21	- 40.0%	59	45	- 23.7%
Closed Sales	24	27	+ 12.5%	53	43	- 18.9%
Median Sales Price	\$212,000	\$240,000	+ 13.2%	\$214,000	\$234,000	+ 9.3%
Pct. of Orig. Price Received	95.1%	101.5%	+ 6.7%	97.5%	98.0%	+ 0.5%
Days on Market Until Sale	16	19	+ 18.8%	14	25	+ 78.6%
Inventory of Homes for Sale	19	21	+ 10.5%	--	--	--
Months Supply of Inventory	0.7	0.9	+ 28.6%	--	--	--

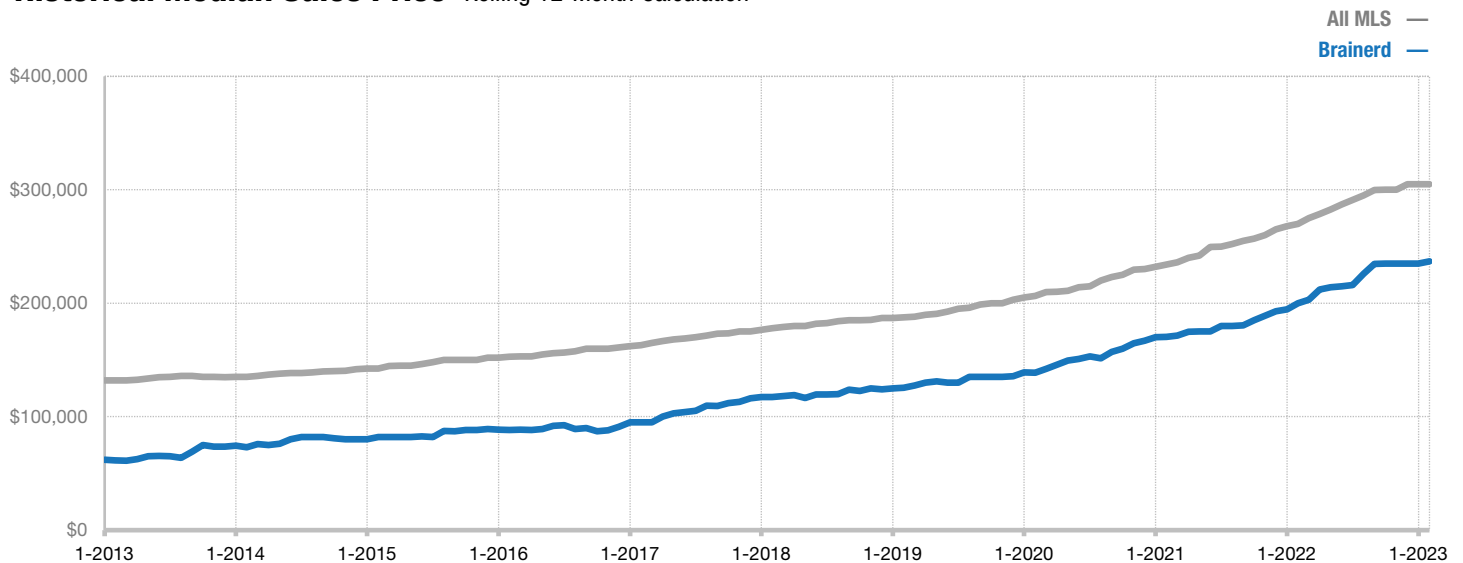
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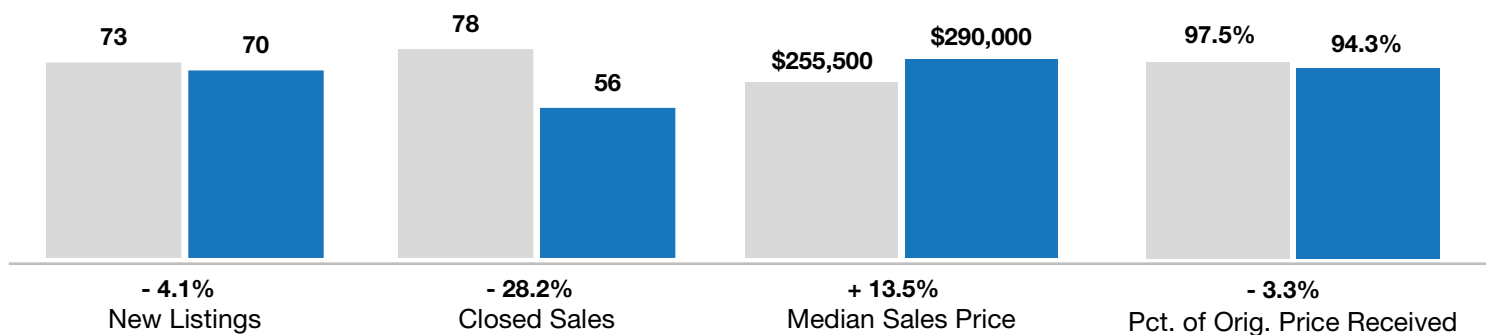
Catoosa County

Key Metrics	February			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	73	70	- 4.1%	144	143	- 0.7%
Closed Sales	78	56	- 28.2%	136	104	- 23.5%
Median Sales Price	\$255,500	\$290,000	+ 13.5%	\$256,250	\$281,200	+ 9.7%
Pct. of Orig. Price Received	97.5%	94.3%	- 3.3%	98.6%	94.7%	- 4.0%
Days on Market Until Sale	16	53	+ 231.3%	16	50	+ 212.5%
Inventory of Homes for Sale	64	100	+ 56.3%	--	--	--
Months Supply of Inventory	0.7	1.3	+ 85.7%	--	--	--

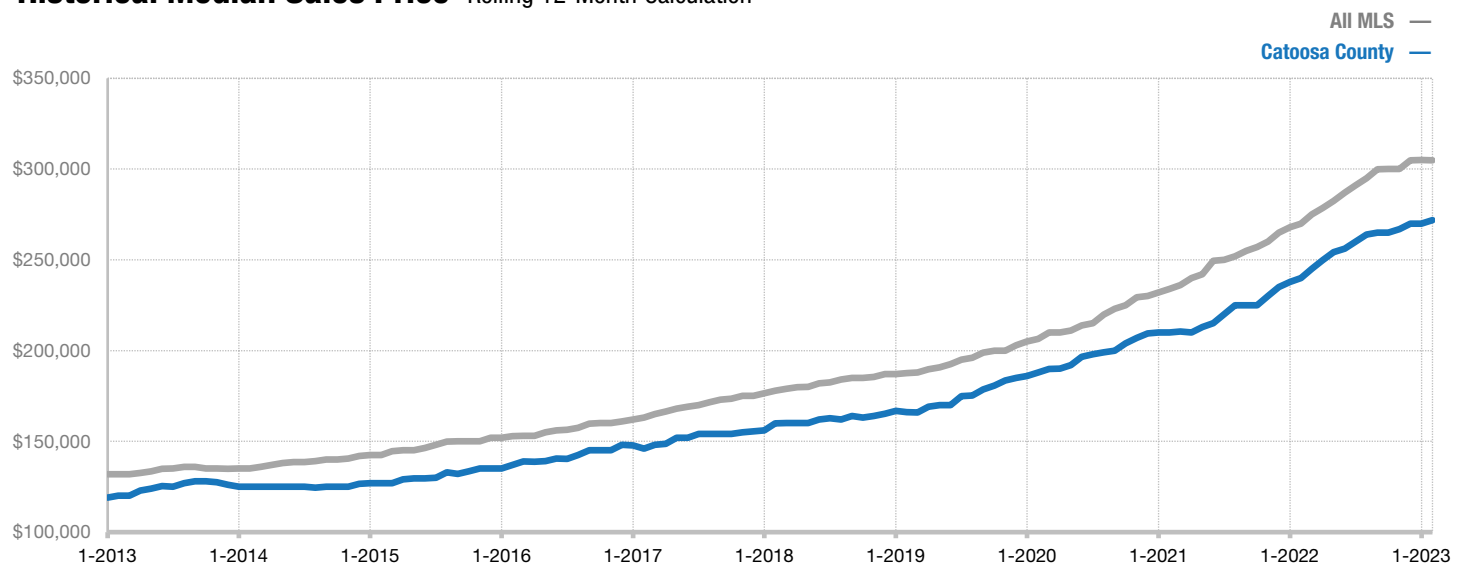
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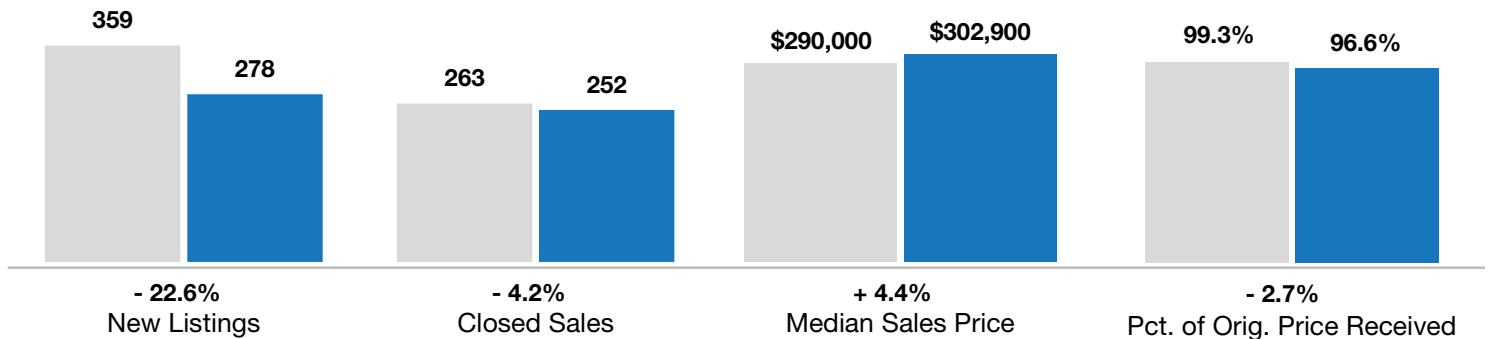
Chattanooga

Key Metrics	February			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	359	278	- 22.6%	635	553	- 12.9%
Closed Sales	263	252	- 4.2%	501	436	- 13.0%
Median Sales Price	\$290,000	\$302,900	+ 4.4%	\$290,800	\$298,000	+ 2.5%
Pct. of Orig. Price Received	99.3%	96.6%	- 2.7%	98.9%	95.9%	- 3.0%
Days on Market Until Sale	16	37	+ 131.3%	17	35	+ 105.9%
Inventory of Homes for Sale	285	356	+ 24.9%	--	--	--
Months Supply of Inventory	0.8	1.2	+ 50.0%	--	--	--

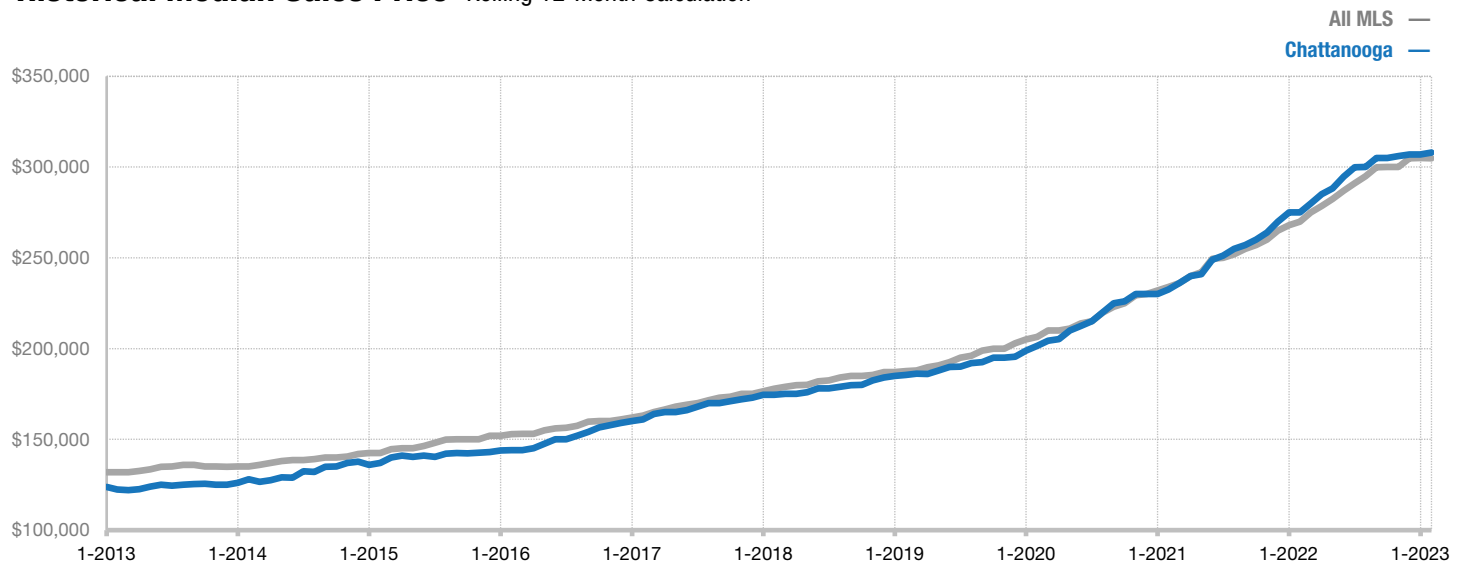
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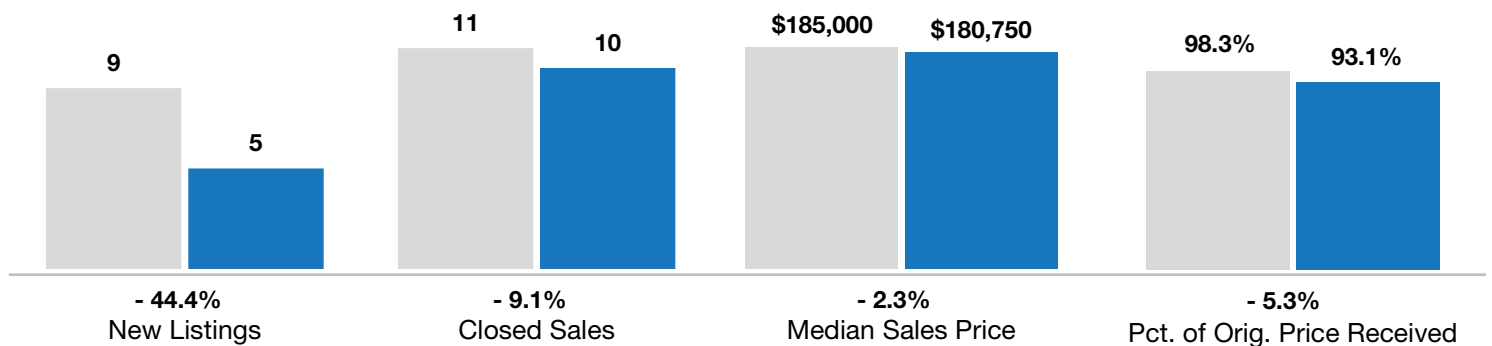
Chattooga County

Key Metrics	February			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	9	5	- 44.4%	20	14	- 30.0%
Closed Sales	11	10	- 9.1%	18	15	- 16.7%
Median Sales Price	\$185,000	\$180,750	- 2.3%	\$186,000	\$135,000	- 27.4%
Pct. of Orig. Price Received	98.3%	93.1%	- 5.3%	96.7%	95.6%	- 1.1%
Days on Market Until Sale	16	33	+ 106.3%	17	30	+ 76.5%
Inventory of Homes for Sale	12	9	- 25.0%	--	--	--
Months Supply of Inventory	1.4	1.0	- 28.6%	--	--	--

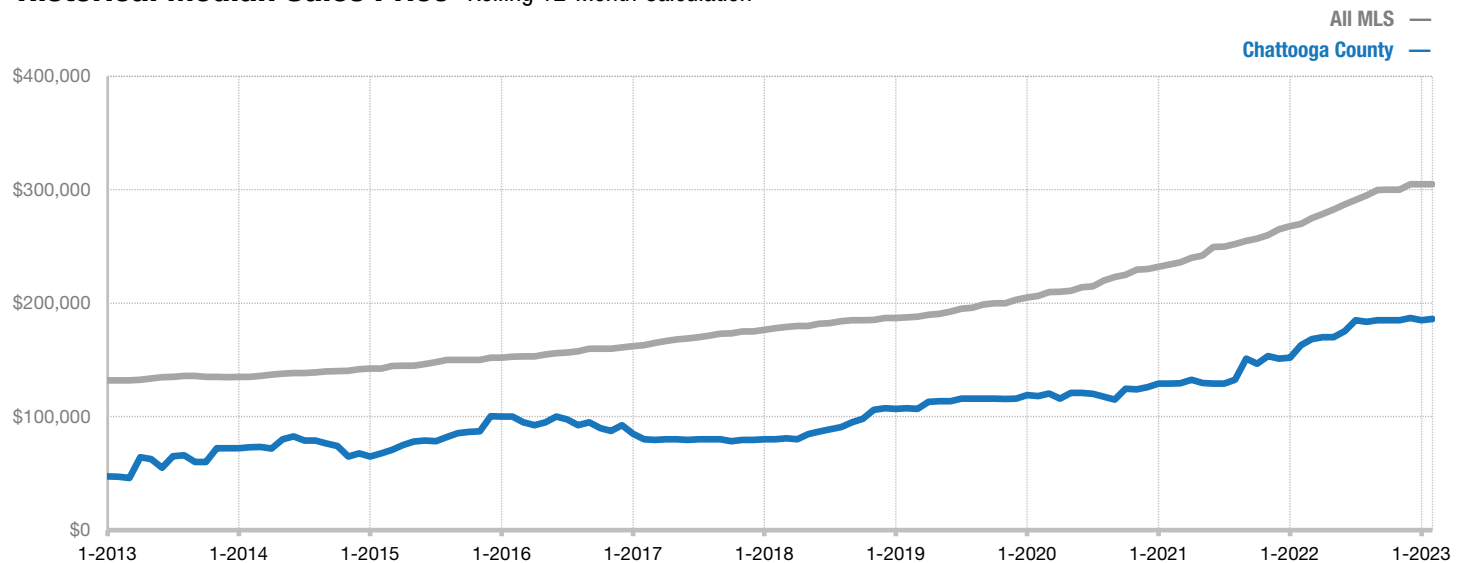
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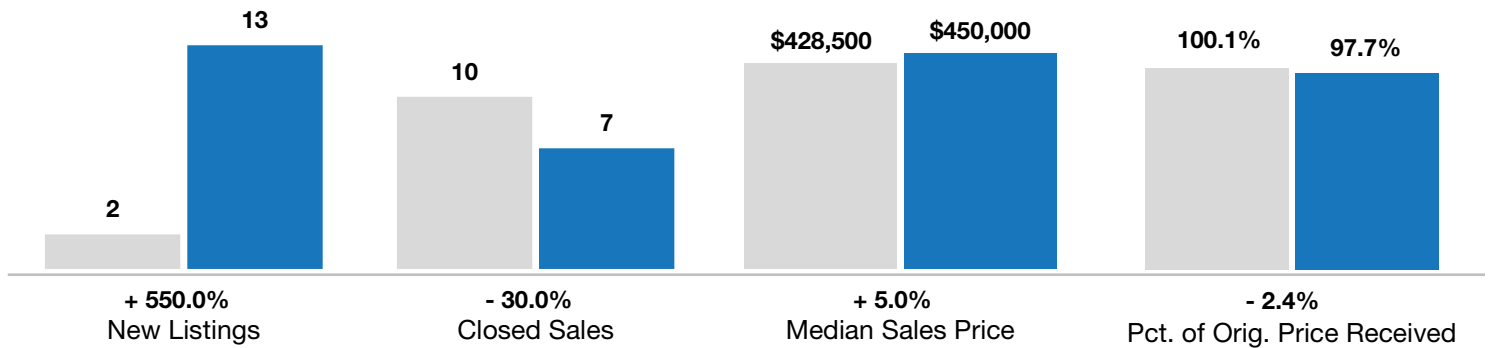
Collegedale

Key Metrics	February			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	2	13	+ 550.0%	7	18	+ 157.1%
Closed Sales	10	7	- 30.0%	18	17	- 5.6%
Median Sales Price	\$428,500	\$450,000	+ 5.0%	\$428,500	\$450,000	+ 5.0%
Pct. of Orig. Price Received	100.1%	97.7%	- 2.4%	100.8%	96.5%	- 4.3%
Days on Market Until Sale	53	62	+ 17.0%	35	74	+ 111.4%
Inventory of Homes for Sale	6	24	+ 300.0%	--	--	--
Months Supply of Inventory	0.5	1.9	+ 280.0%	--	--	--

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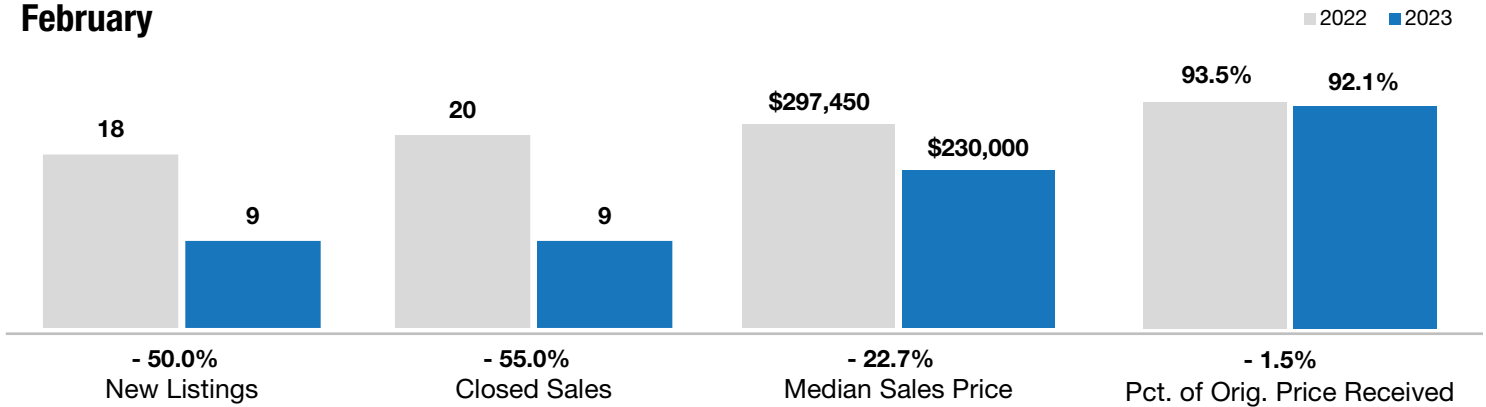
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Dade County

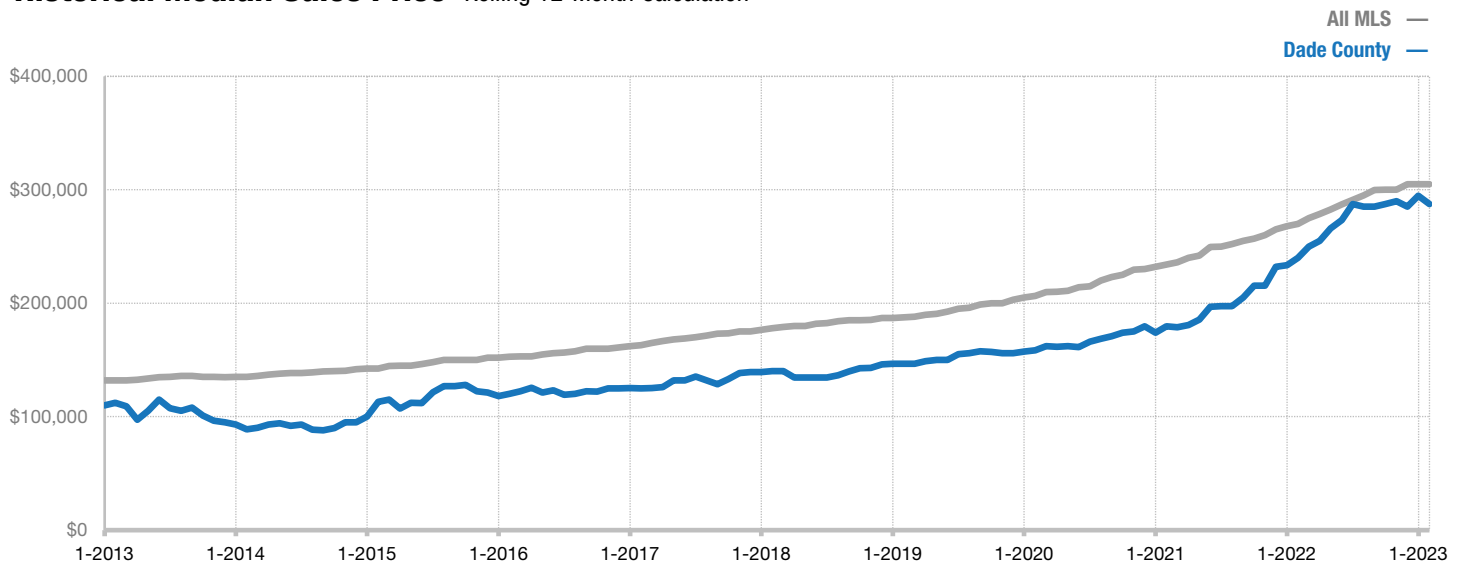
Key Metrics	February			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	18	9	- 50.0%	34	21	- 38.2%
Closed Sales	20	9	- 55.0%	31	18	- 41.9%
Median Sales Price	\$297,450	\$230,000	- 22.7%	\$245,000	\$240,500	- 1.8%
Pct. of Orig. Price Received	93.5%	92.1%	- 1.5%	94.5%	92.1%	- 2.5%
Days on Market Until Sale	52	89	+ 71.2%	51	65	+ 27.5%
Inventory of Homes for Sale	33	34	+ 3.0%	--	--	--
Months Supply of Inventory	1.7	2.2	+ 29.4%	--	--	--

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Downtown Chattanooga

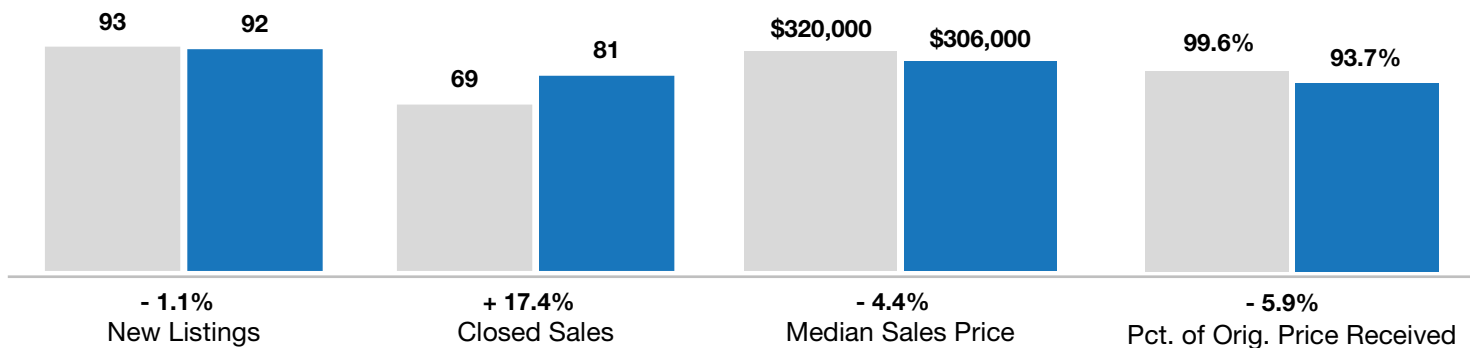
ZIP Codes: 37402, 37403, 37404, 37405, 37406, 37408 and 37450

Key Metrics	February			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	93	92	- 1.1%	169	186	+ 10.1%
Closed Sales	69	81	+ 17.4%	137	139	+ 1.5%
Median Sales Price	\$320,000	\$306,000	- 4.4%	\$338,143	\$301,350	- 10.9%
Pct. of Orig. Price Received	99.6%	93.7%	- 5.9%	98.4%	94.3%	- 4.2%
Days on Market Until Sale	20	43	+ 115.0%	24	36	+ 50.0%
Inventory of Homes for Sale	113	152	+ 34.5%	--	--	--
Months Supply of Inventory	1.0	1.8	+ 80.0%	--	--	--

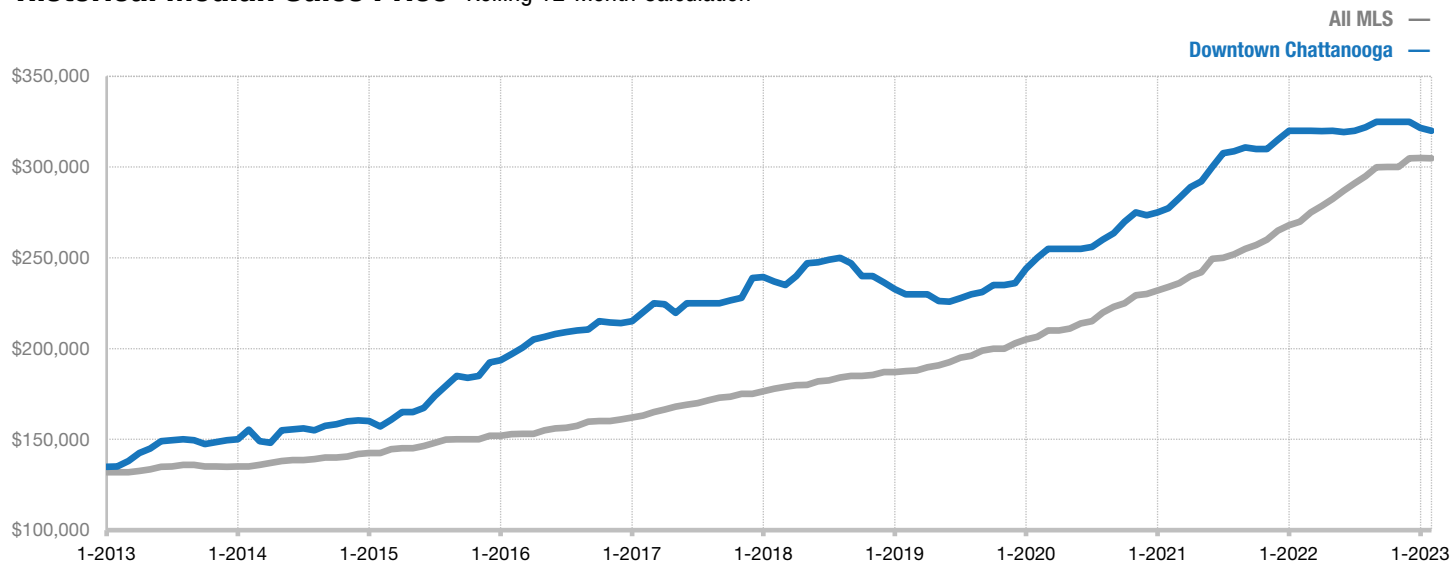
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East Brainerd

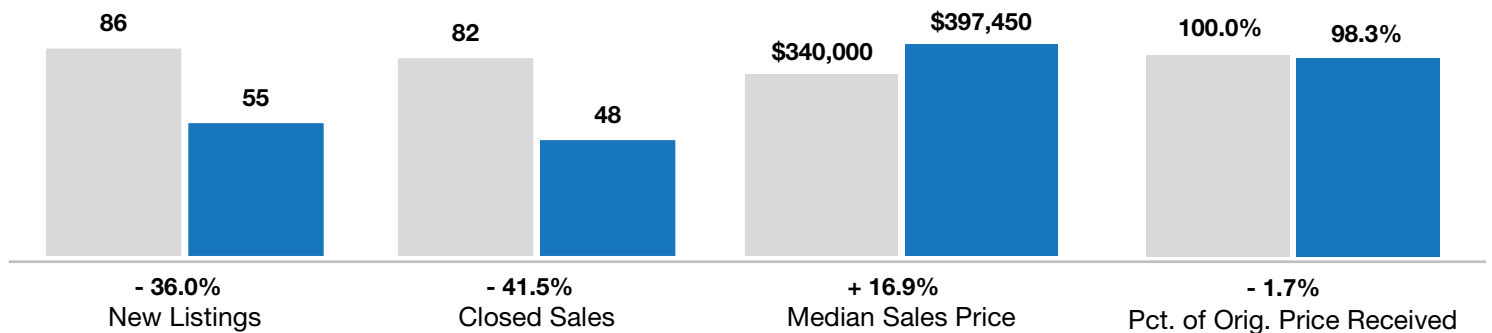
Includes the Cromwell, Dalewood, Eastdale & Tyner Communities

Key Metrics	February			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	86	55	- 36.0%	159	104	- 34.6%
Closed Sales	82	48	- 41.5%	134	90	- 32.8%
Median Sales Price	\$340,000	\$397,450	+ 16.9%	\$333,000	\$365,000	+ 9.6%
Pct. of Orig. Price Received	100.0%	98.3%	- 1.7%	99.3%	96.9%	- 2.4%
Days on Market Until Sale	14	41	+ 192.9%	15	38	+ 153.3%
Inventory of Homes for Sale	52	78	+ 50.0%	--	--	--
Months Supply of Inventory	0.6	1.2	+ 100.0%	--	--	--

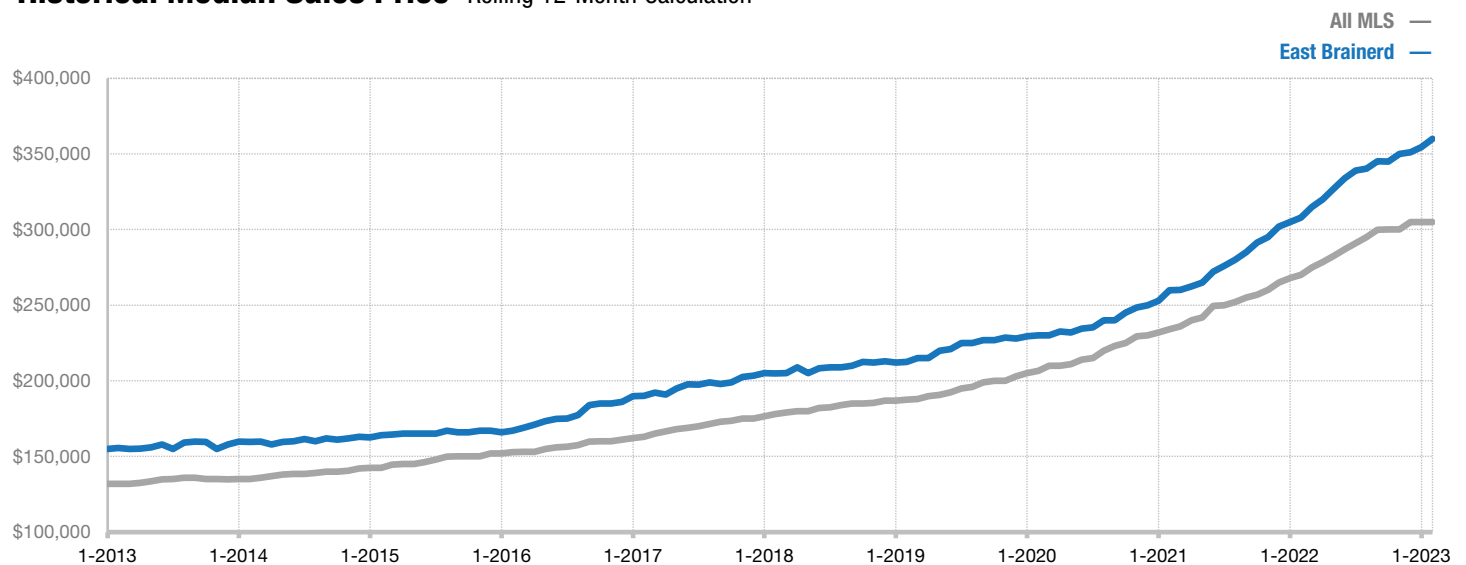
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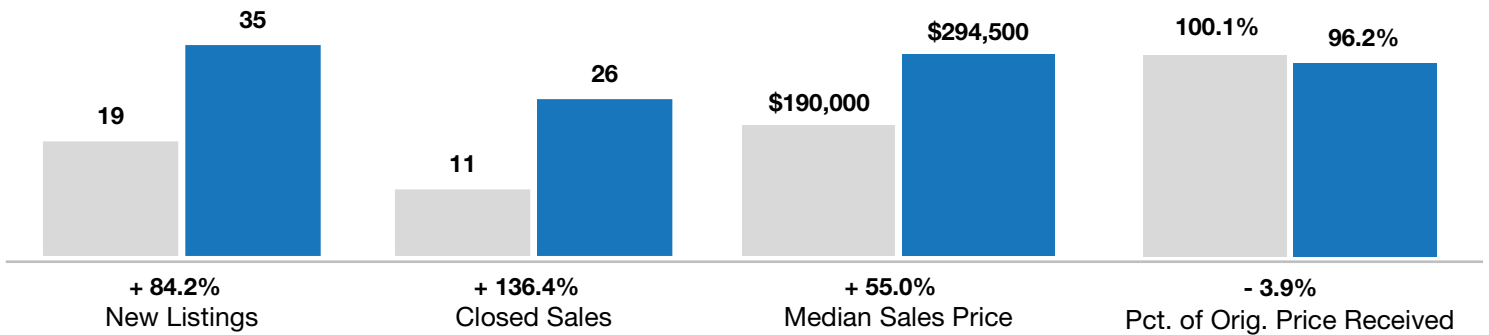
East Ridge

Key Metrics	February			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	19	35	+ 84.2%	25	72	+ 188.0%
Closed Sales	11	26	+ 136.4%	39	42	+ 7.7%
Median Sales Price	\$190,000	\$294,500	+ 55.0%	\$220,000	\$234,000	+ 6.4%
Pct. of Orig. Price Received	100.1%	96.2%	- 3.9%	99.3%	95.4%	- 3.9%
Days on Market Until Sale	10	34	+ 240.0%	14	31	+ 121.4%
Inventory of Homes for Sale	11	22	+ 100.0%	--	--	--
Months Supply of Inventory	0.4	0.8	+ 100.0%	--	--	--

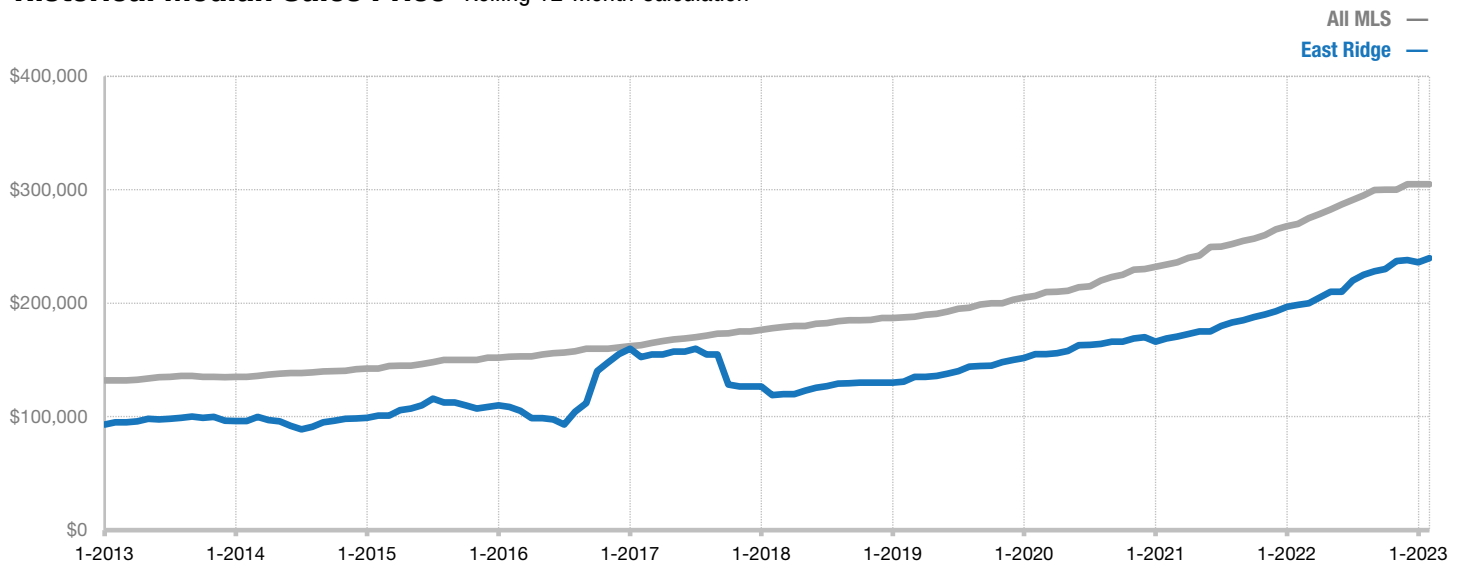
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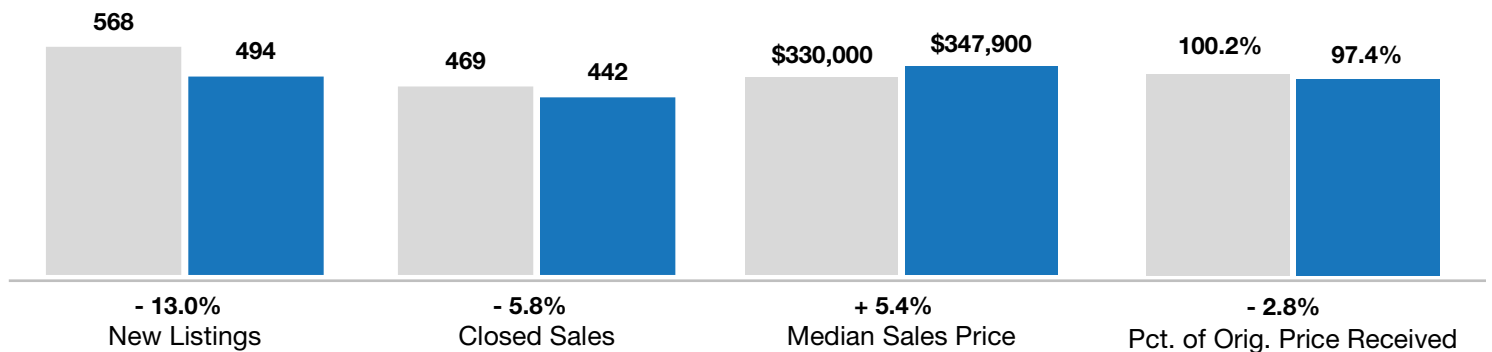
Hamilton County

Key Metrics	February			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	568	494	- 13.0%	1,060	989	- 6.7%
Closed Sales	469	442	- 5.8%	928	765	- 17.6%
Median Sales Price	\$330,000	\$347,900	+ 5.4%	\$331,350	\$335,000	+ 1.1%
Pct. of Orig. Price Received	100.2%	97.4%	- 2.8%	99.6%	96.5%	- 3.1%
Days on Market Until Sale	16	34	+ 112.5%	17	34	+ 100.0%
Inventory of Homes for Sale	448	690	+ 54.0%	--	--	--
Months Supply of Inventory	0.7	1.3	+ 85.7%	--	--	--

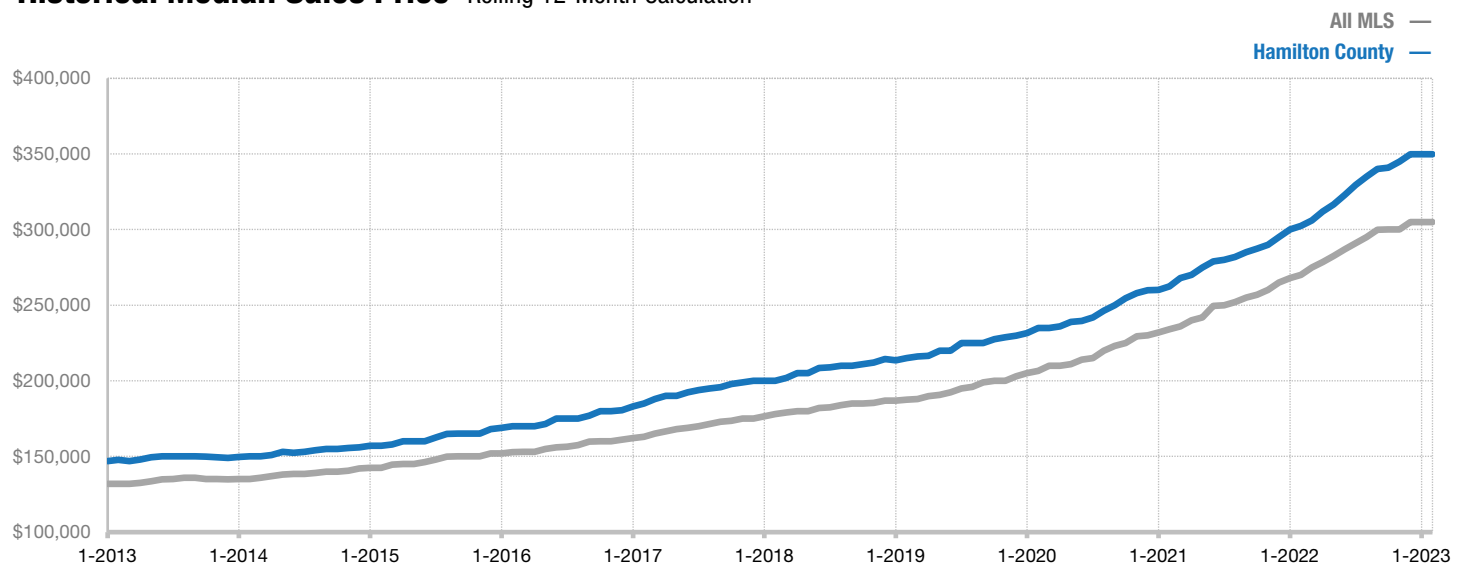
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Harrison / Georgetown

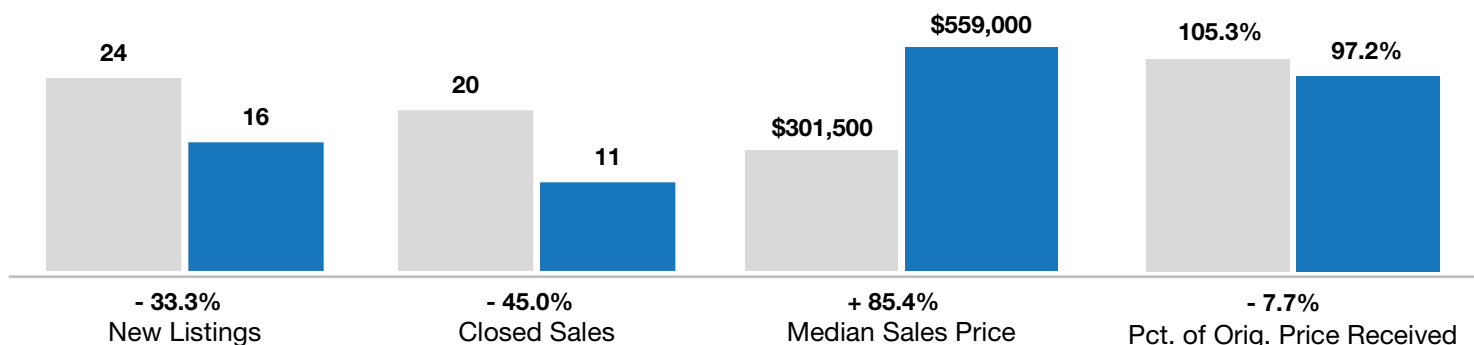
ZIP Codes: 37341 and 37308

Key Metrics	February			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	24	16	- 33.3%	45	28	- 37.8%
Closed Sales	20	11	- 45.0%	39	22	- 43.6%
Median Sales Price	\$301,500	\$559,000	+ 85.4%	\$307,000	\$373,500	+ 21.7%
Pct. of Orig. Price Received	105.3%	97.2%	- 7.7%	100.0%	95.8%	- 4.2%
Days on Market Until Sale	7	71	+ 914.3%	20	59	+ 195.0%
Inventory of Homes for Sale	26	40	+ 53.8%	--	--	--
Months Supply of Inventory	1.1	2.0	+ 81.8%	--	--	--

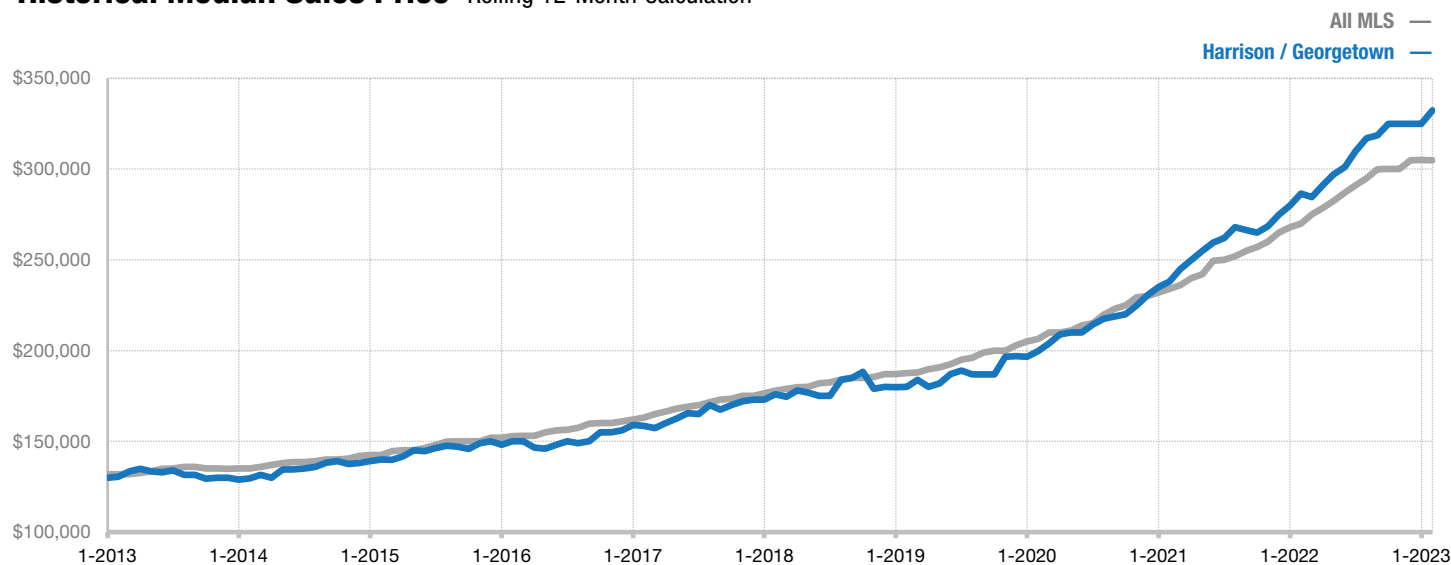
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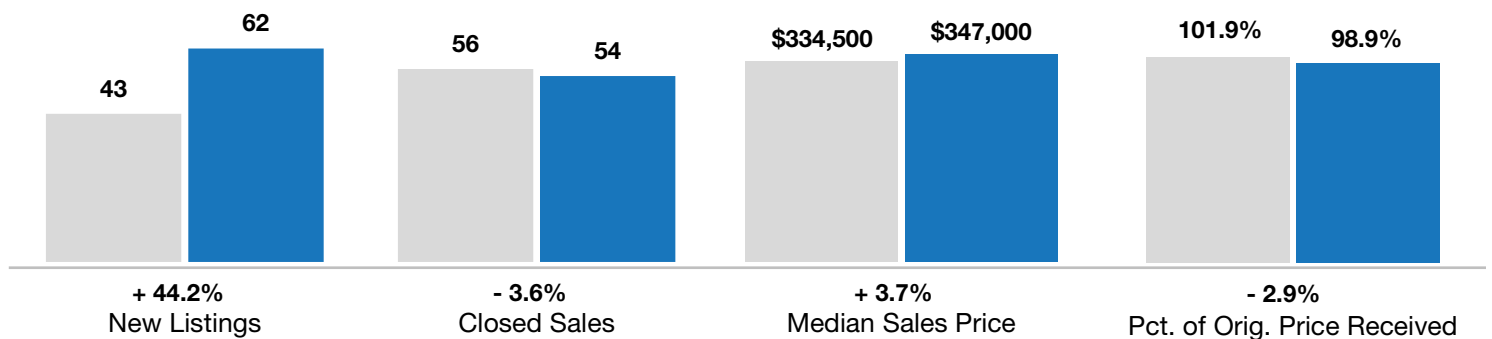
Hixson

Key Metrics	February			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	43	62	+ 44.2%	90	119	+ 32.2%
Closed Sales	56	54	- 3.6%	112	88	- 21.4%
Median Sales Price	\$334,500	\$347,000	+ 3.7%	\$331,000	\$330,000	- 0.3%
Pct. of Orig. Price Received	101.9%	98.9%	- 2.9%	102.4%	98.1%	- 4.2%
Days on Market Until Sale	14	24	+ 71.4%	14	24	+ 71.4%
Inventory of Homes for Sale	25	62	+ 148.0%	--	--	--
Months Supply of Inventory	0.4	0.7	+ 75.0%	--	--	--

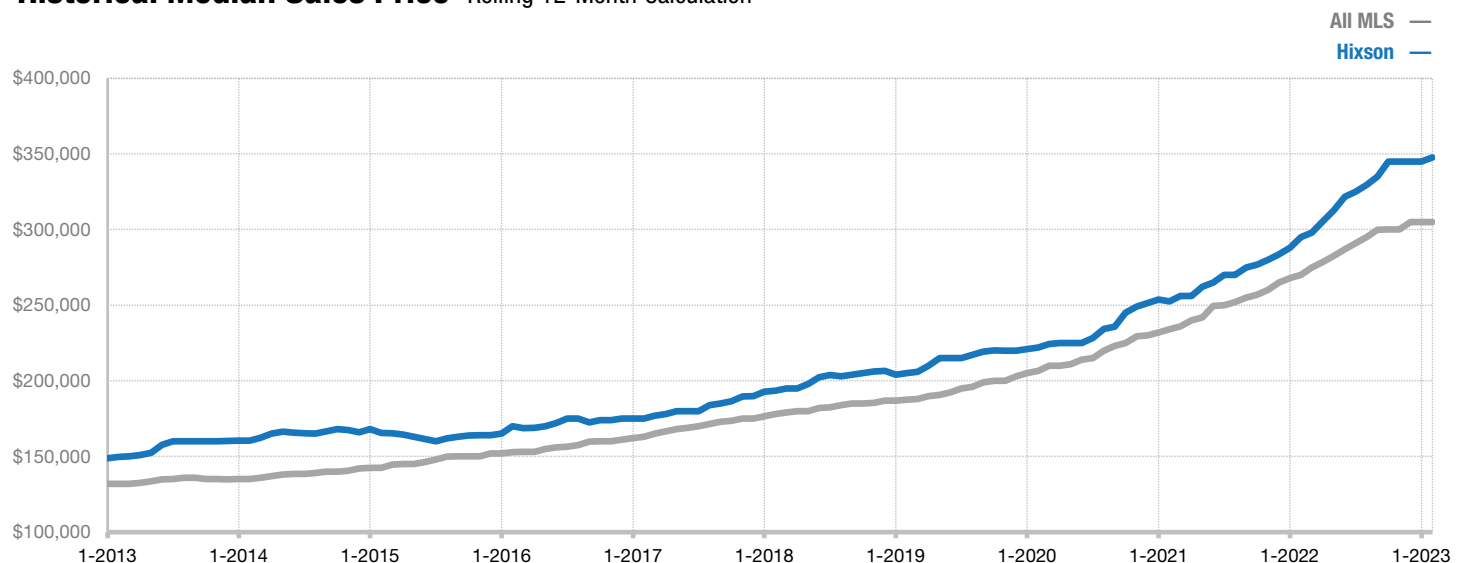
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Lookout Mountain

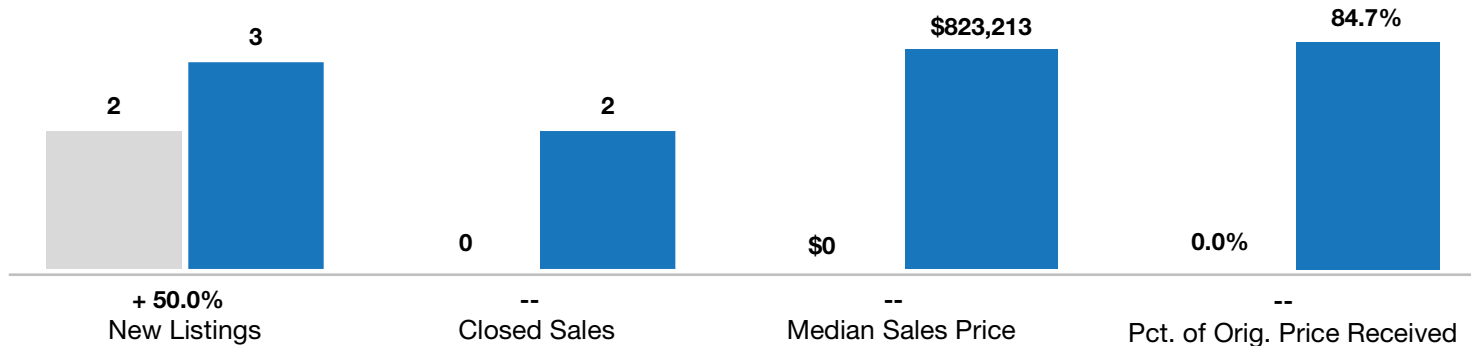
Hamilton County Only

Key Metrics	February			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	2	3	+ 50.0%	3	4	+ 33.3%
Closed Sales	0	2	--	5	4	- 20.0%
Median Sales Price	\$0	\$823,213	--	\$1,147,000	\$1,037,500	- 9.5%
Pct. of Orig. Price Received	0.0%	84.7%	--	99.2%	89.8%	- 9.5%
Days on Market Until Sale	0	102	--	58	59	+ 1.7%
Inventory of Homes for Sale	1	3	+ 200.0%	--	--	--
Months Supply of Inventory	0	0.3	--	--	--	--

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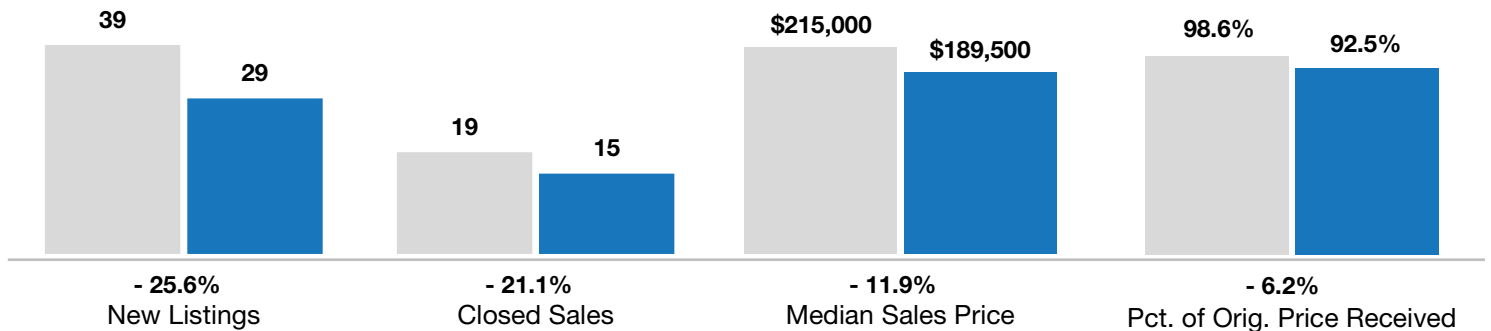
Marion County

Key Metrics	February			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	39	29	- 25.6%	57	60	+ 5.3%
Closed Sales	19	15	- 21.1%	37	23	- 37.8%
Median Sales Price	\$215,000	\$189,500	- 11.9%	\$235,000	\$189,500	- 19.4%
Pct. of Orig. Price Received	98.6%	92.5%	- 6.2%	100.2%	94.1%	- 6.1%
Days on Market Until Sale	55	43	- 21.8%	36	36	0.0%
Inventory of Homes for Sale	54	70	+ 29.6%	--	--	--
Months Supply of Inventory	2.5	3.4	+ 36.0%	--	--	--

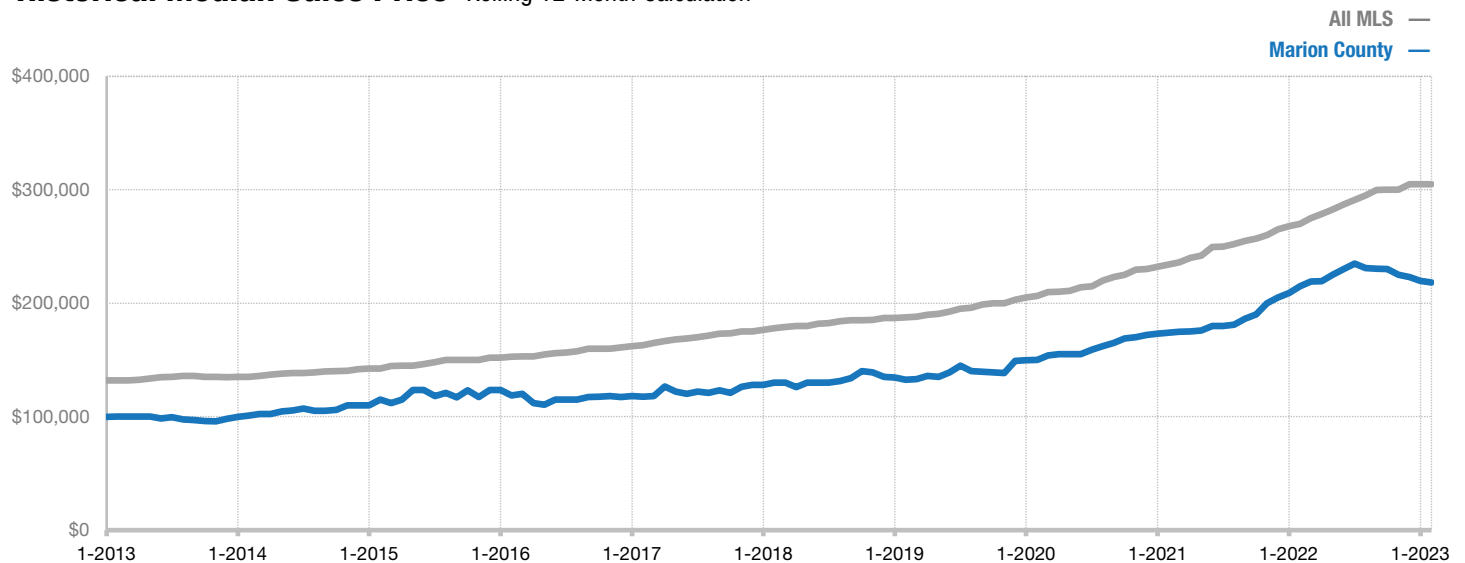
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

February

■ 2022 ■ 2023



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – February 2023

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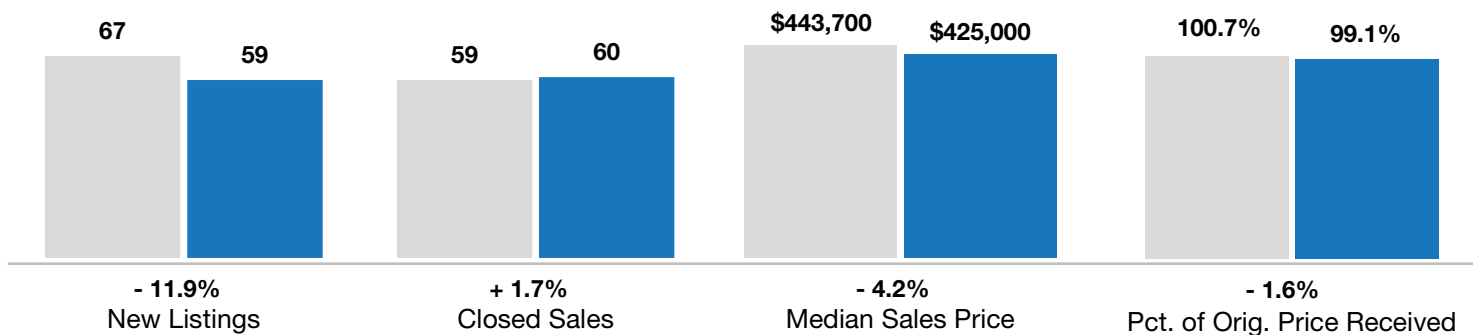
Ooltewah

Key Metrics	February			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	67	59	- 11.9%	141	136	- 3.5%
Closed Sales	59	60	+ 1.7%	122	109	- 10.7%
Median Sales Price	\$443,700	\$425,000	- 4.2%	\$425,000	\$425,000	0.0%
Pct. of Orig. Price Received	100.7%	99.1%	- 1.6%	100.5%	97.6%	- 2.9%
Days on Market Until Sale	21	31	+ 47.6%	17	37	+ 117.6%
Inventory of Homes for Sale	50	122	+ 144.0%	--	--	--
Months Supply of Inventory	0.6	1.7	+ 183.3%	--	--	--

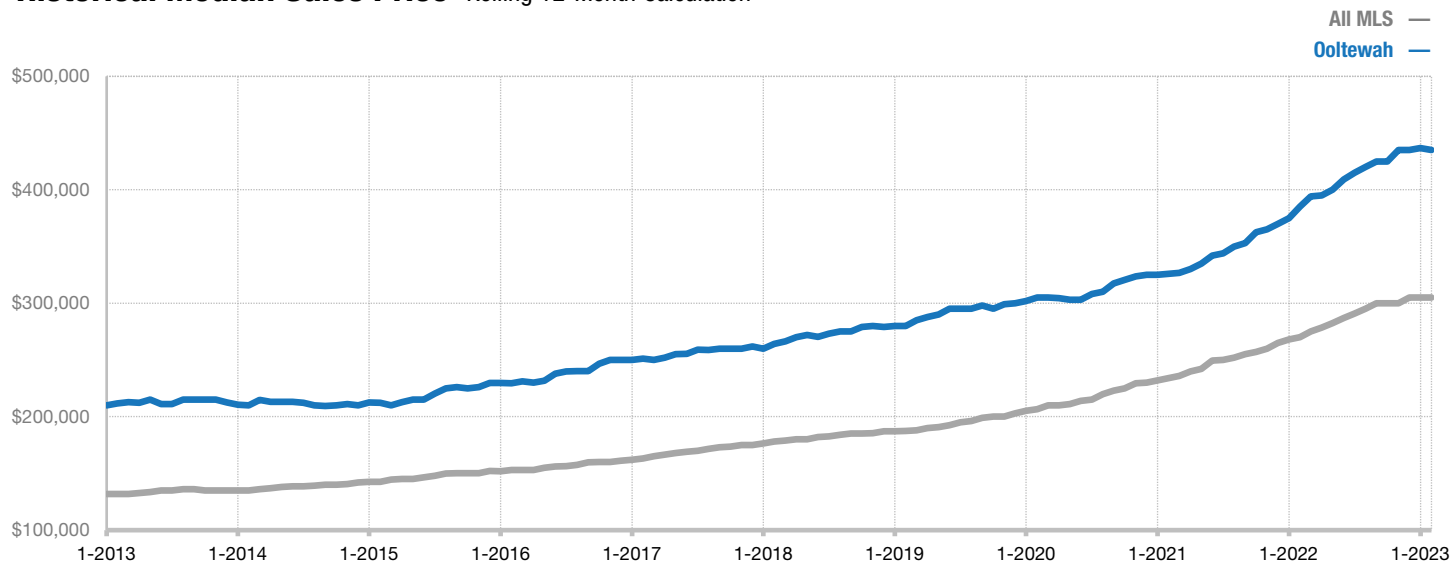
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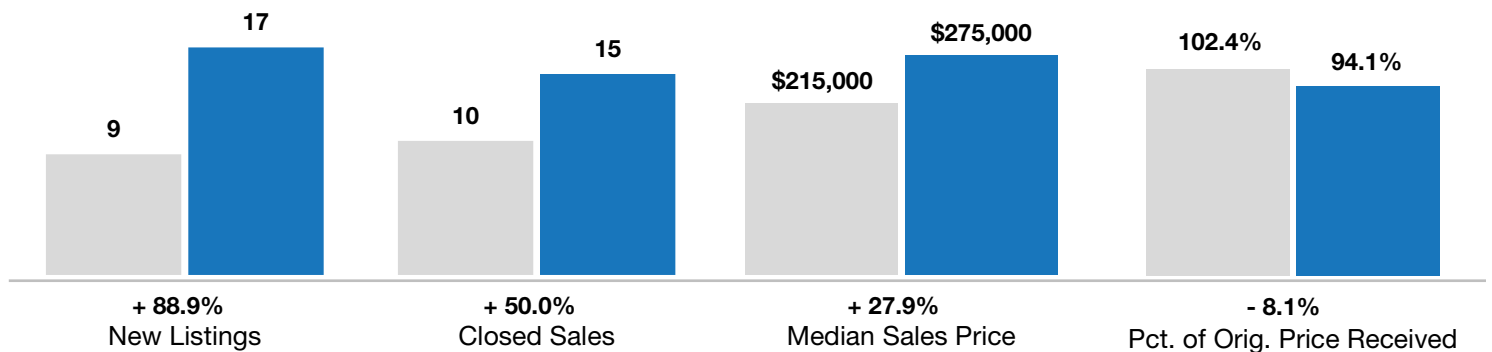
Red Bank

Key Metrics	February			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	9	17	+ 88.9%	14	33	+ 135.7%
Closed Sales	10	15	+ 50.0%	22	21	- 4.5%
Median Sales Price	\$215,000	\$275,000	+ 27.9%	\$265,000	\$250,000	- 5.7%
Pct. of Orig. Price Received	102.4%	94.1%	- 8.1%	100.7%	94.8%	- 5.9%
Days on Market Until Sale	16	35	+ 118.8%	19	35	+ 84.2%
Inventory of Homes for Sale	7	15	+ 114.3%	--	--	--
Months Supply of Inventory	0.4	1.1	+ 175.0%	--	--	--

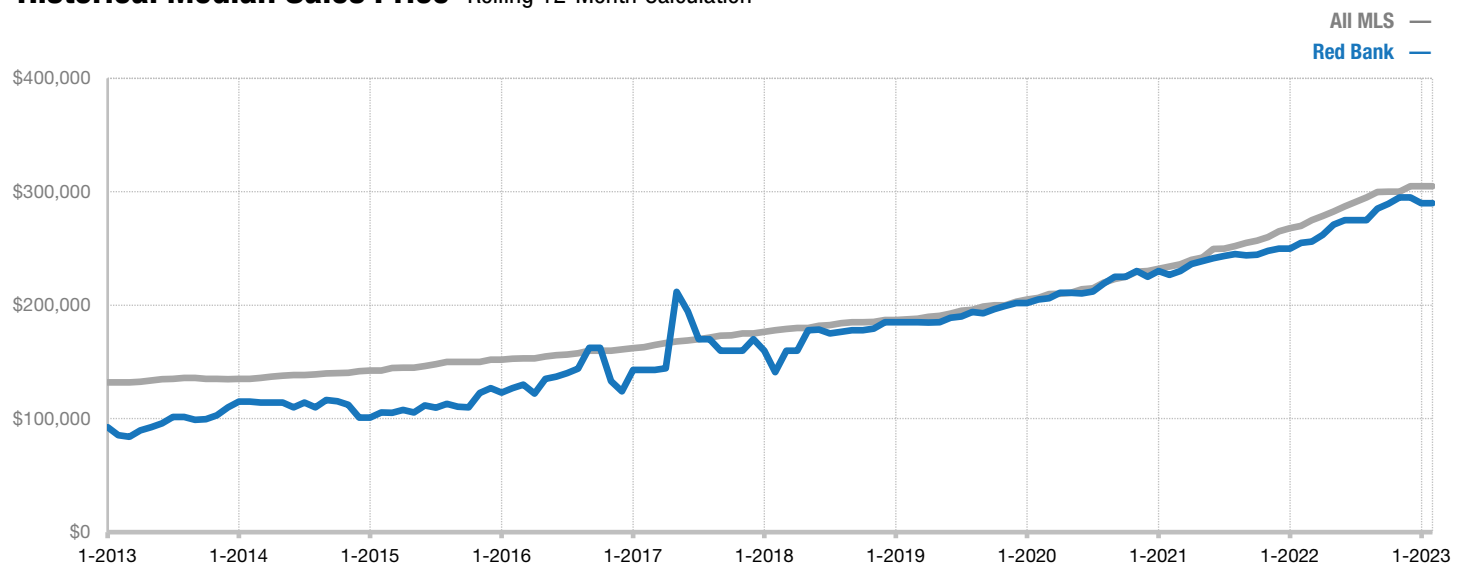
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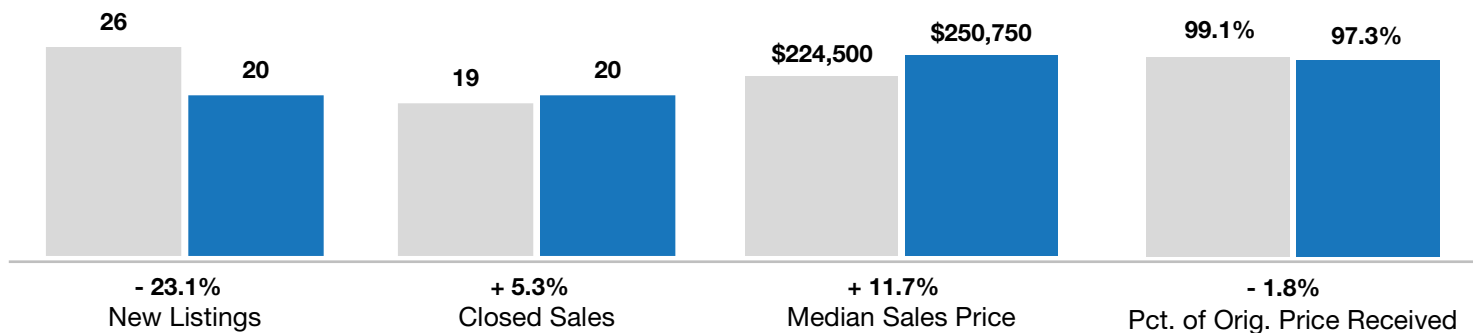
Rhea County

Key Metrics	February			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	26	20	- 23.1%	41	40	- 2.4%
Closed Sales	19	20	+ 5.3%	41	31	- 24.4%
Median Sales Price	\$224,500	\$250,750	+ 11.7%	\$200,000	\$238,000	+ 19.0%
Pct. of Orig. Price Received	99.1%	97.3%	- 1.8%	97.0%	97.1%	+ 0.1%
Days on Market Until Sale	28	37	+ 32.1%	37	31	- 16.2%
Inventory of Homes for Sale	23	37	+ 60.9%	--	--	--
Months Supply of Inventory	0.9	1.7	+ 88.9%	--	--	--

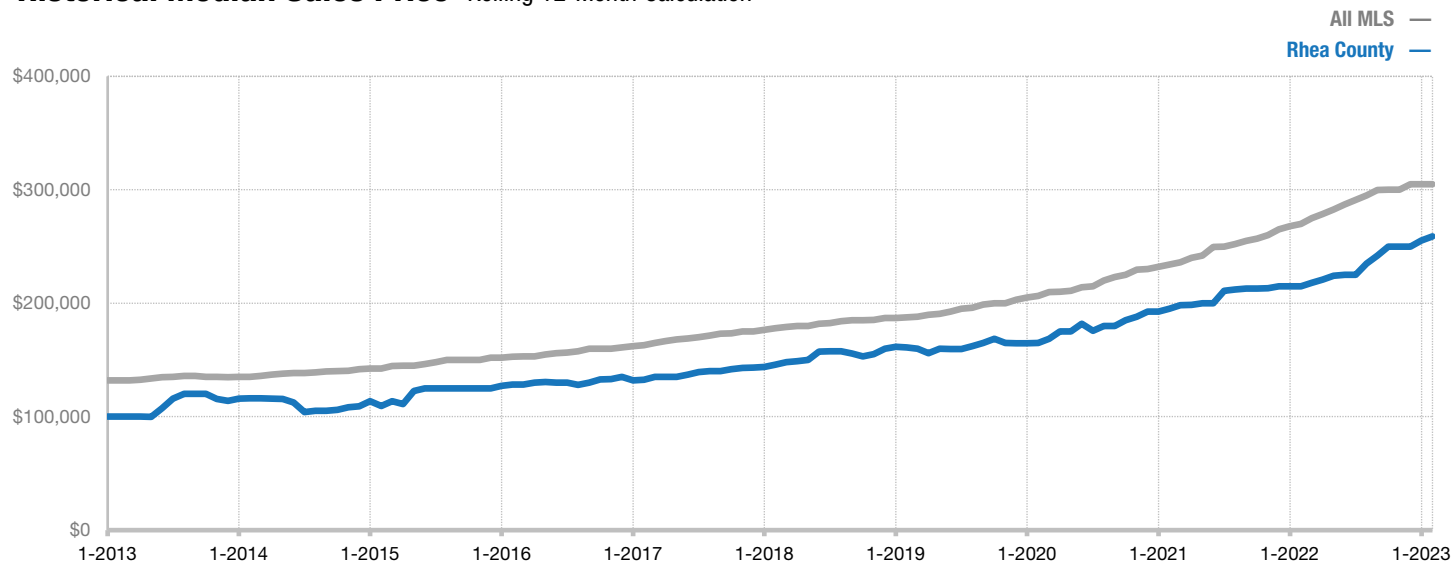
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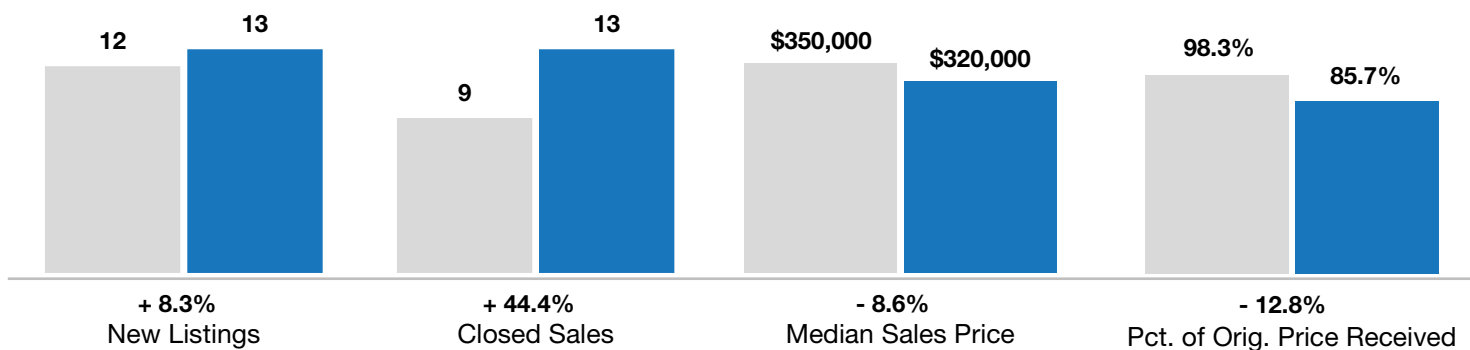
Sequatchie County

Key Metrics	February			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	12	13	+ 8.3%	25	26	+ 4.0%
Closed Sales	9	13	+ 44.4%	19	21	+ 10.5%
Median Sales Price	\$350,000	\$320,000	- 8.6%	\$209,000	\$315,000	+ 50.7%
Pct. of Orig. Price Received	98.3%	85.7%	- 12.8%	96.2%	88.9%	- 7.6%
Days on Market Until Sale	40	78	+ 95.0%	36	58	+ 61.1%
Inventory of Homes for Sale	18	31	+ 72.2%	--	--	--
Months Supply of Inventory	1.0	2.0	+ 100.0%	--	--	--

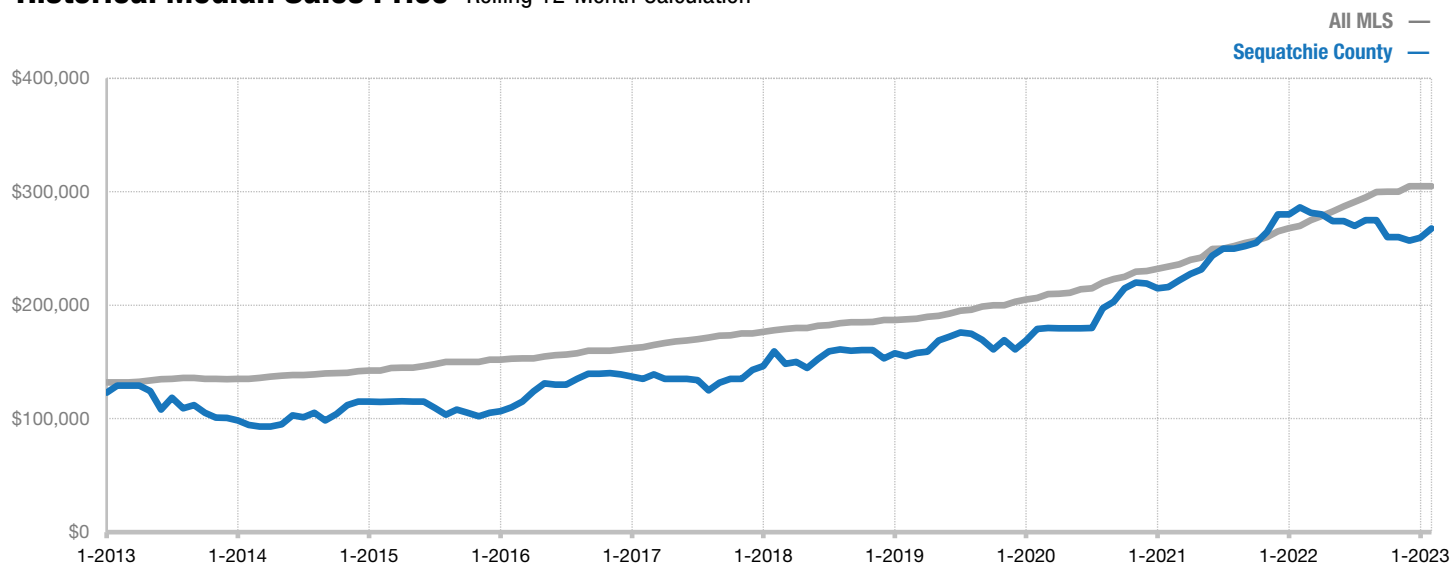
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Signal Mountain

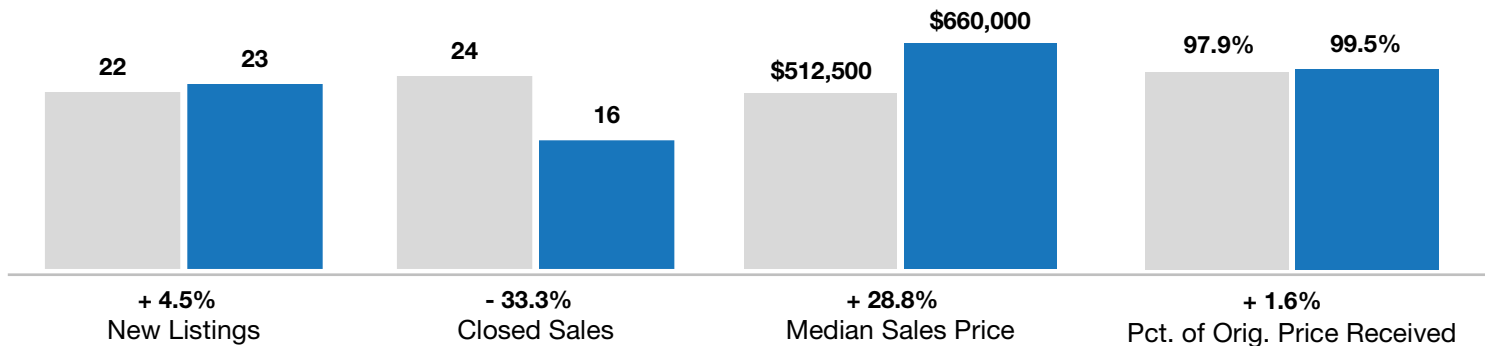
Hamilton County Only

Key Metrics	February			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	22	23	+ 4.5%	40	36	- 10.0%
Closed Sales	24	16	- 33.3%	42	26	- 38.1%
Median Sales Price	\$512,500	\$660,000	+ 28.8%	\$526,254	\$650,000	+ 23.5%
Pct. of Orig. Price Received	97.9%	99.5%	+ 1.6%	96.9%	96.3%	- 0.6%
Days on Market Until Sale	14	22	+ 57.1%	22	34	+ 54.5%
Inventory of Homes for Sale	14	18	+ 28.6%	--	--	--
Months Supply of Inventory	0.5	0.7	+ 40.0%	--	--	--

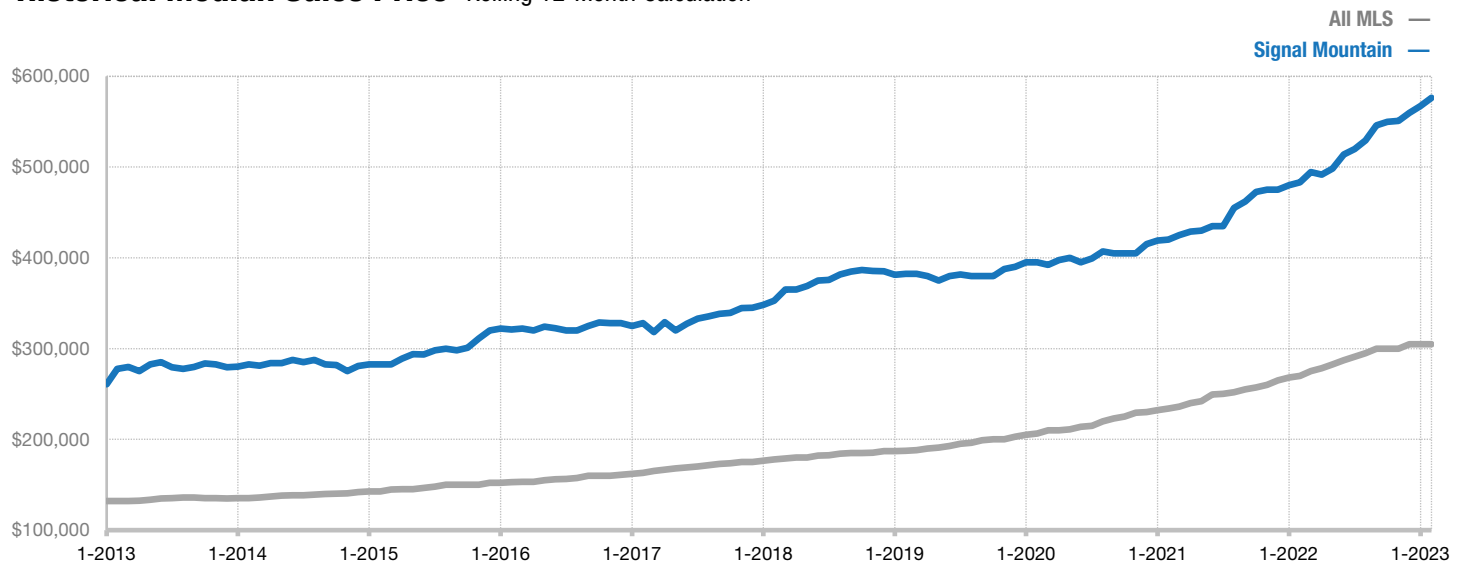
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February

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St. Elmo / High Park / Avondale

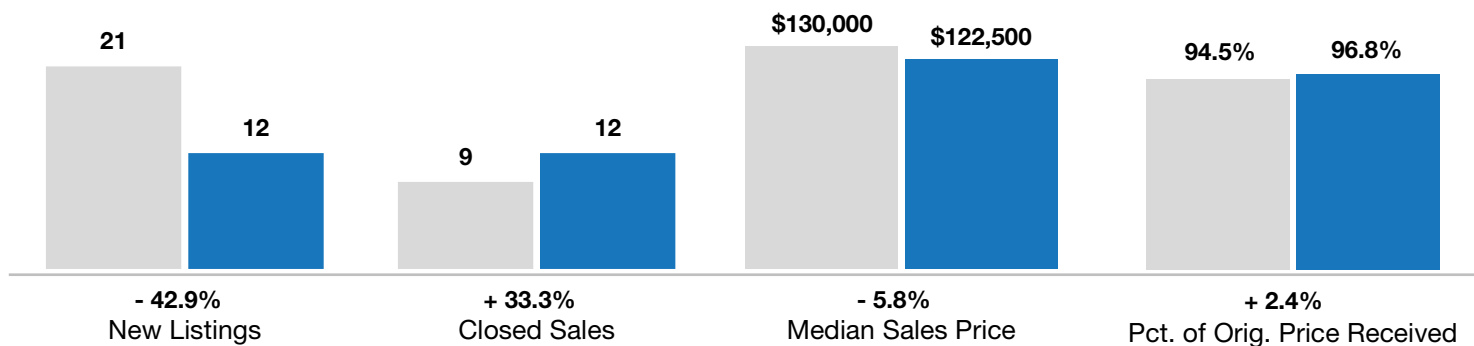
ZIP Codes: 37407, 37409 and 37410

Key Metrics	February			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	21	12	- 42.9%	37	25	- 32.4%
Closed Sales	9	12	+ 33.3%	21	21	0.0%
Median Sales Price	\$130,000	\$122,500	- 5.8%	\$165,000	\$180,000	+ 9.1%
Pct. of Orig. Price Received	94.5%	96.8%	+ 2.4%	97.5%	97.6%	+ 0.1%
Days on Market Until Sale	20	27	+ 35.0%	26	27	+ 3.8%
Inventory of Homes for Sale	19	15	- 21.1%	--	--	--
Months Supply of Inventory	1.0	0.8	- 20.0%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



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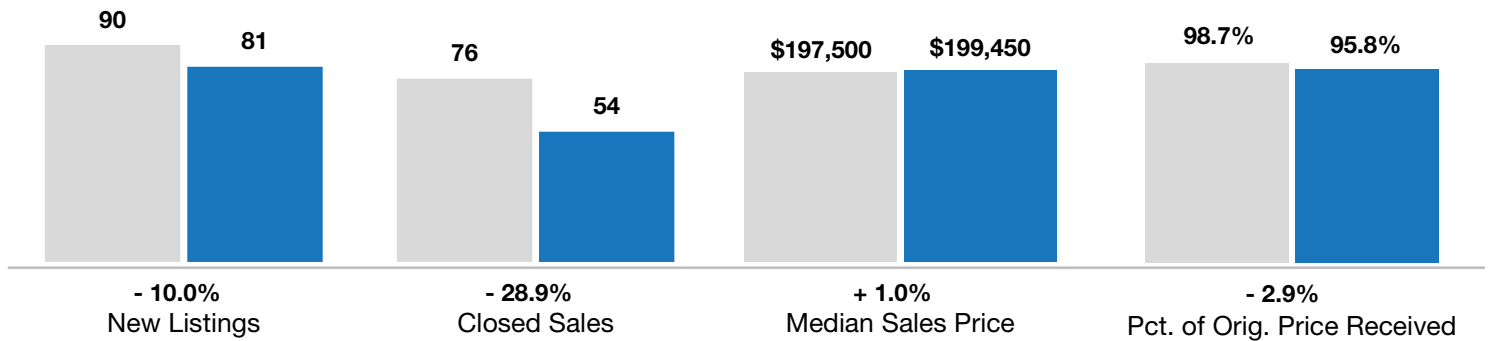
Walker County

Key Metrics	February			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	90	81	- 10.0%	171	150	- 12.3%
Closed Sales	76	54	- 28.9%	135	108	- 20.0%
Median Sales Price	\$197,500	\$199,450	+ 1.0%	\$200,000	\$205,455	+ 2.7%
Pct. of Orig. Price Received	98.7%	95.8%	- 2.9%	97.5%	95.6%	- 1.9%
Days on Market Until Sale	17	33	+ 94.1%	20	32	+ 60.0%
Inventory of Homes for Sale	91	116	+ 27.5%	--	--	--
Months Supply of Inventory	1.1	1.5	+ 36.4%	--	--	--

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