

Local Market Update – March 2023

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



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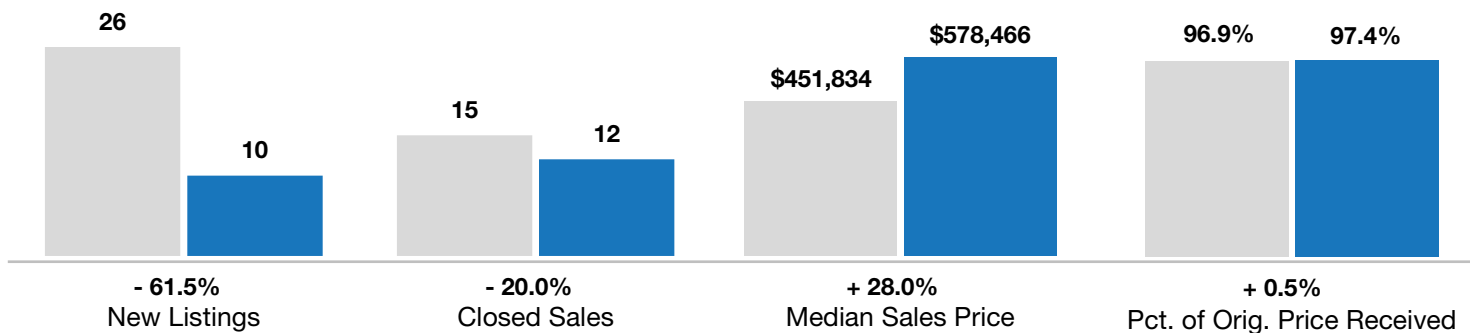
Apison

Key Metrics	March			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	26	10	- 61.5%	51	22	- 56.9%
Closed Sales	15	12	- 20.0%	38	28	- 26.3%
Median Sales Price	\$451,834	\$578,466	+ 28.0%	\$441,053	\$524,419	+ 18.9%
Pct. of Orig. Price Received	96.9%	97.4%	+ 0.5%	98.9%	99.7%	+ 0.8%
Days on Market Until Sale	33	107	+ 224.2%	20	72	+ 260.0%
Inventory of Homes for Sale	22	22	0.0%	--	--	--
Months Supply of Inventory	1.9	2.0	+ 5.3%	--	--	--

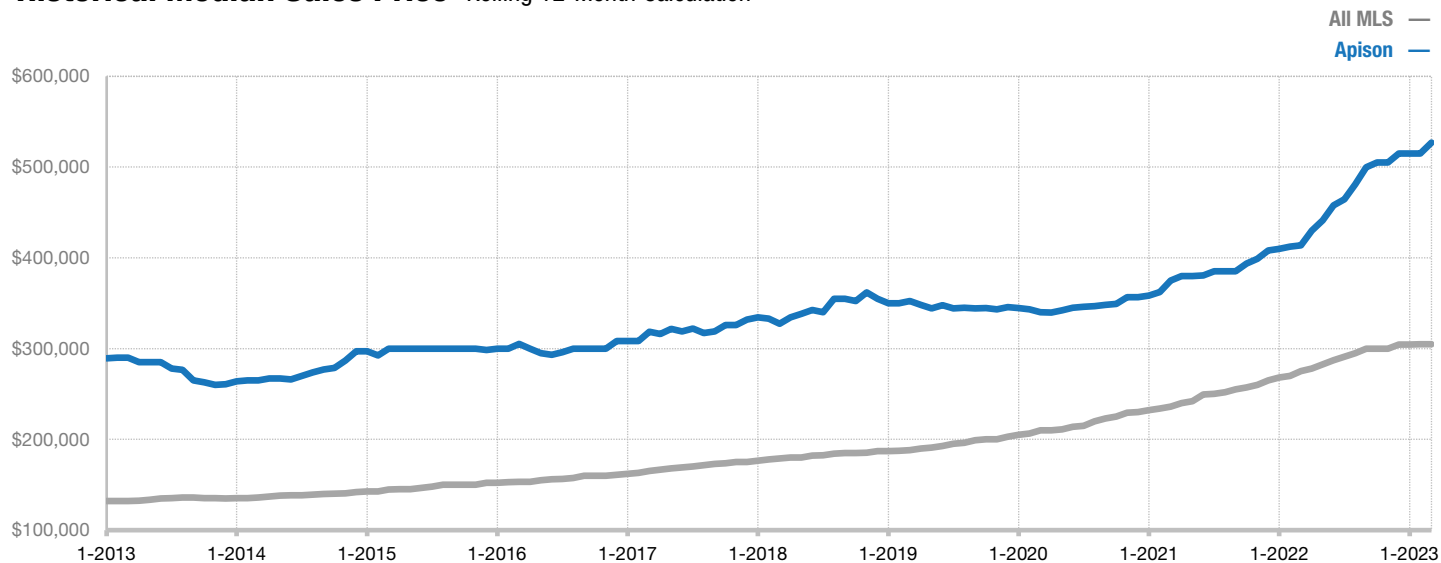
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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Bakewell / Lakesite / Sale Creek / Soddy

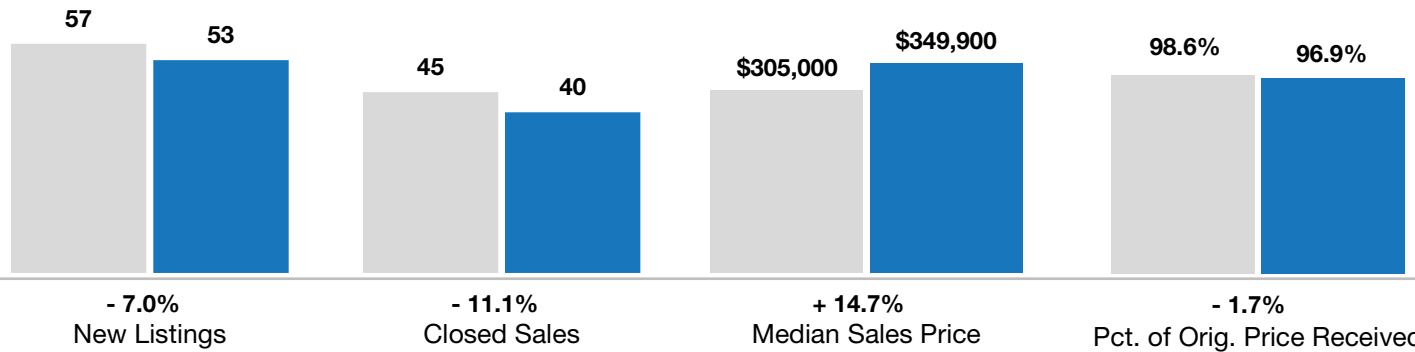
ZIP Codes: 37379 and 37384

Key Metrics	March			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	57	53	- 7.0%	132	131	- 0.8%
Closed Sales	45	40	- 11.1%	116	95	- 18.1%
Median Sales Price	\$305,000	\$349,900	+ 14.7%	\$317,265	\$325,000	+ 2.4%
Pct. of Orig. Price Received	98.6%	96.9%	- 1.7%	99.9%	96.1%	- 3.8%
Days on Market Until Sale	33	29	- 12.1%	23	29	+ 26.1%
Inventory of Homes for Sale	31	58	+ 87.1%	--	--	--
Months Supply of Inventory	0.6	1.3	+ 116.7%	--	--	--

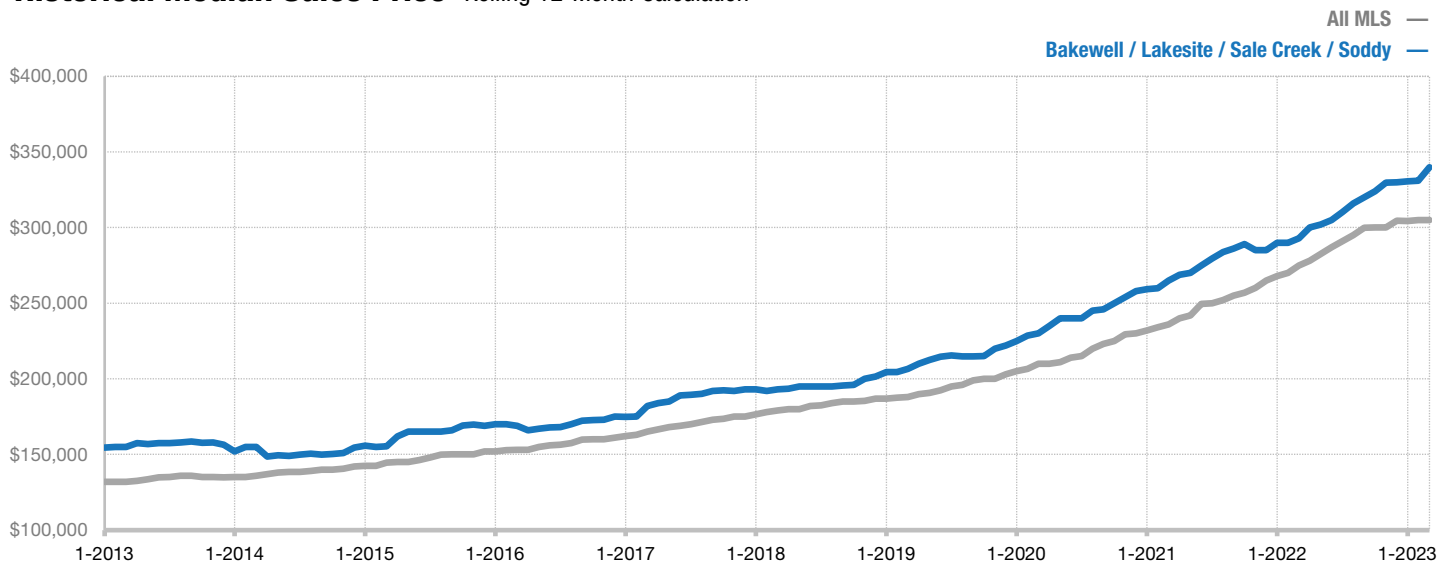
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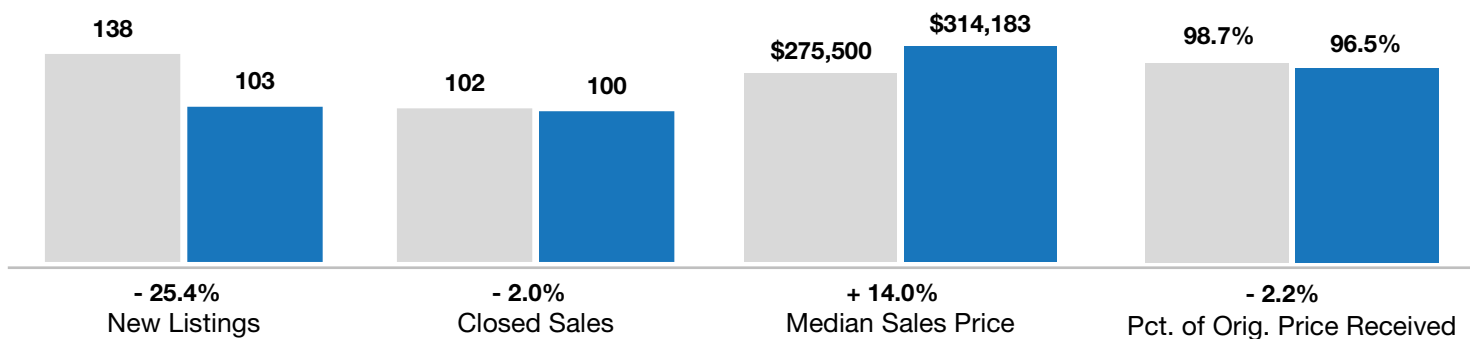
Bradley County

Key Metrics	March			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	138	103	- 25.4%	318	302	- 5.0%
Closed Sales	102	100	- 2.0%	251	249	- 0.8%
Median Sales Price	\$275,500	\$314,183	+ 14.0%	\$268,000	\$300,000	+ 11.9%
Pct. of Orig. Price Received	98.7%	96.5%	- 2.2%	98.4%	95.2%	- 3.3%
Days on Market Until Sale	21	38	+ 81.0%	23	43	+ 87.0%
Inventory of Homes for Sale	78	167	+ 114.1%	--	--	--
Months Supply of Inventory	0.8	1.7	+ 112.5%	--	--	--

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Brainerd

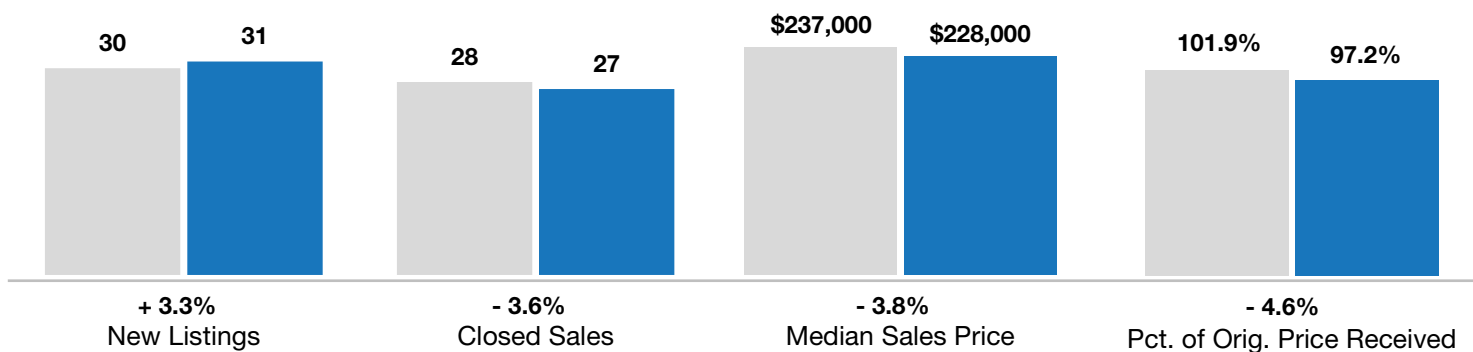
Includes the Ridgese Community

Key Metrics	March			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	30	31	+ 3.3%	89	76	- 14.6%
Closed Sales	28	27	- 3.6%	81	70	- 13.6%
Median Sales Price	\$237,000	\$228,000	- 3.8%	\$232,500	\$230,500	- 0.9%
Pct. of Orig. Price Received	101.9%	97.2%	- 4.6%	98.9%	97.7%	- 1.2%
Days on Market Until Sale	10	20	+ 100.0%	13	23	+ 76.9%
Inventory of Homes for Sale	18	20	+ 11.1%	--	--	--
Months Supply of Inventory	0.7	0.9	+ 28.6%	--	--	--

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

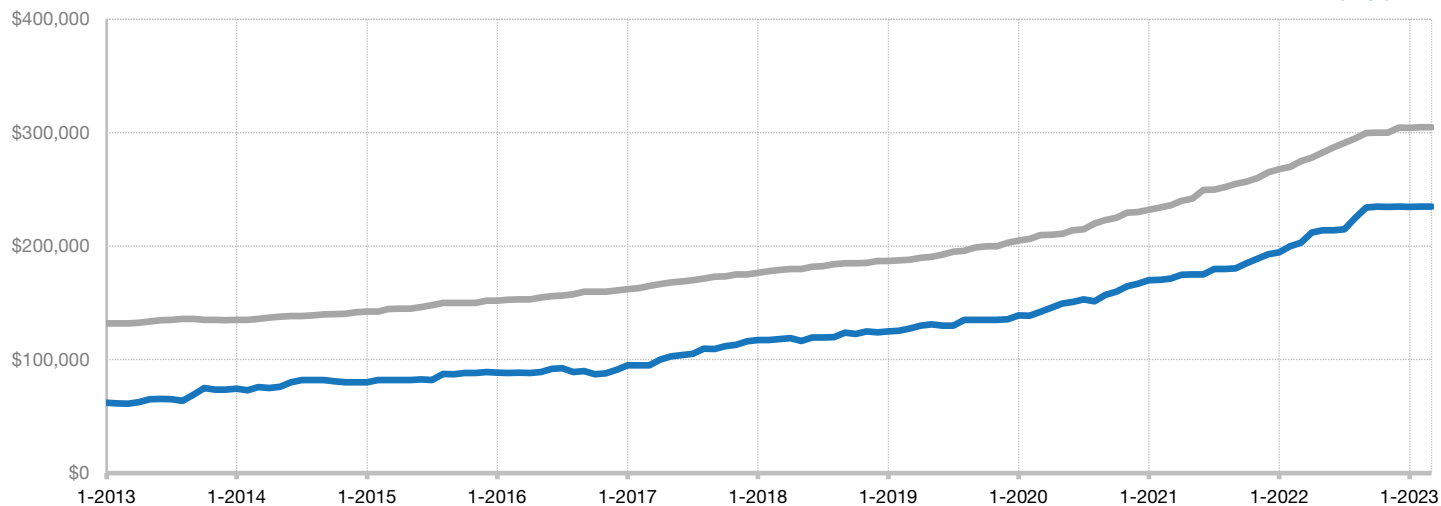
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Historical Median Sales Price Rolling 12-Month Calculation

All MLS —
Brainerd —



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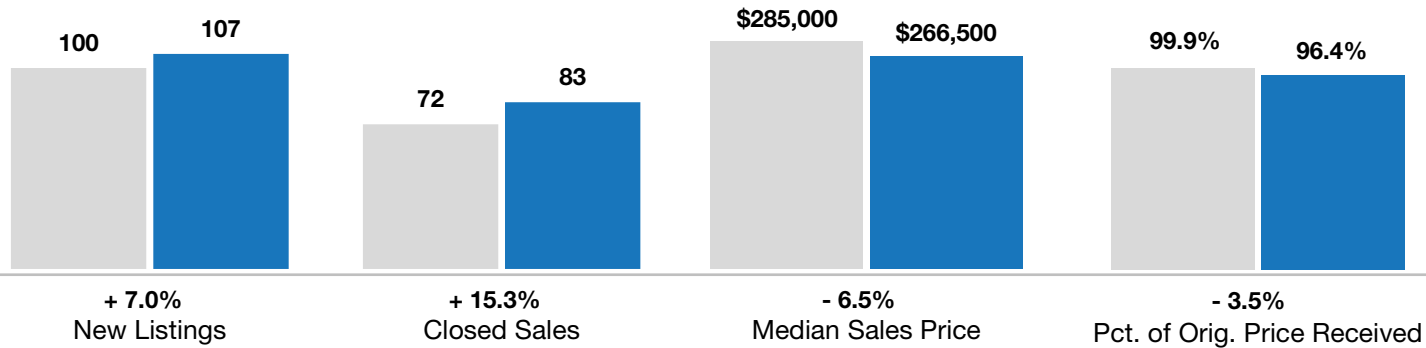
Catoosa County

Key Metrics	March			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	100	107	+ 7.0%	244	250	+ 2.5%
Closed Sales	72	83	+ 15.3%	208	188	- 9.6%
Median Sales Price	\$285,000	\$266,500	- 6.5%	\$265,000	\$275,000	+ 3.8%
Pct. of Orig. Price Received	99.9%	96.4%	- 3.5%	99.0%	95.5%	- 3.5%
Days on Market Until Sale	17	39	+ 129.4%	16	46	+ 187.5%
Inventory of Homes for Sale	70	108	+ 54.3%	--	--	--
Months Supply of Inventory	0.8	1.4	+ 75.0%	--	--	--

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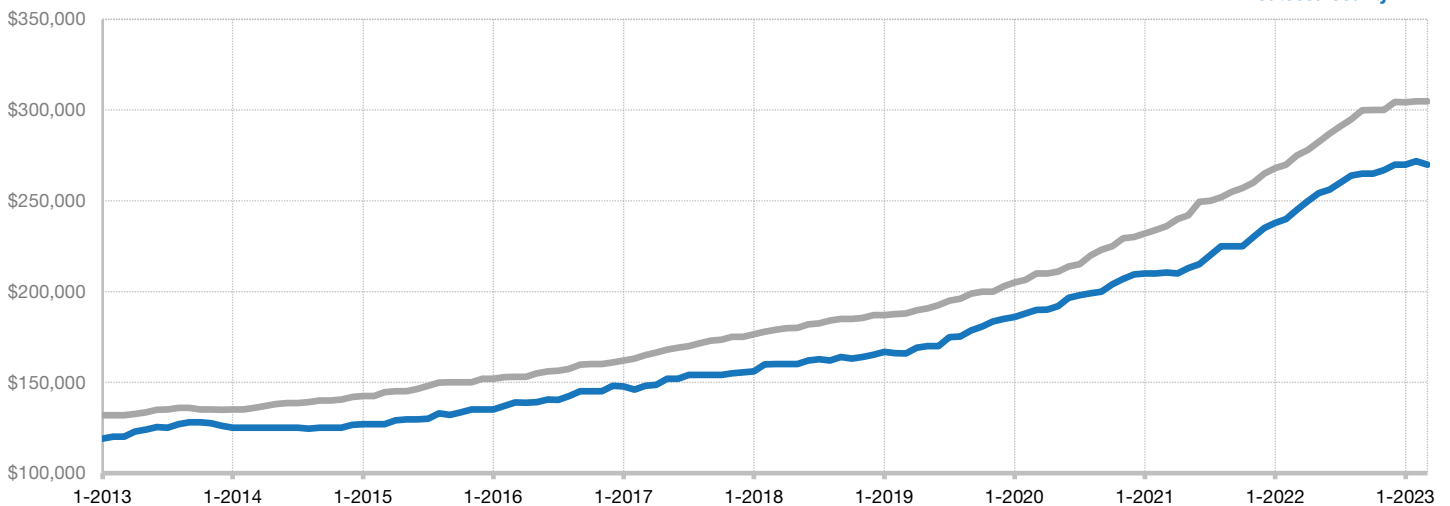
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Historical Median Sales Price Rolling 12-Month Calculation

All MLS —
Catoosa County —



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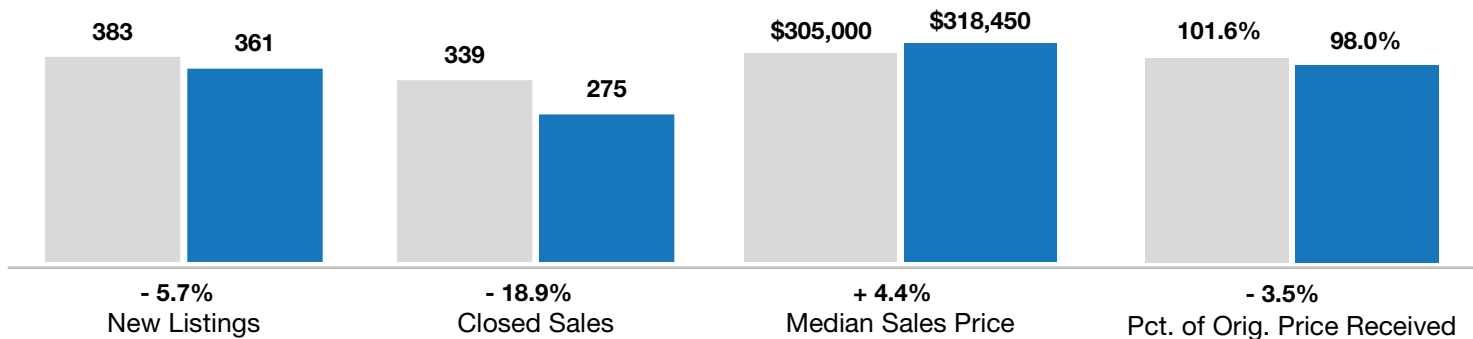
Chattanooga

Key Metrics	March			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	383	361	- 5.7%	1,018	916	- 10.0%
Closed Sales	339	275	- 18.9%	840	714	- 15.0%
Median Sales Price	\$305,000	\$318,450	+ 4.4%	\$299,250	\$301,000	+ 0.6%
Pct. of Orig. Price Received	101.6%	98.0%	- 3.5%	100.0%	96.7%	- 3.3%
Days on Market Until Sale	14	31	+ 121.4%	16	33	+ 106.3%
Inventory of Homes for Sale	300	364	+ 21.3%	--	--	--
Months Supply of Inventory	0.8	1.2	+ 50.0%	--	--	--

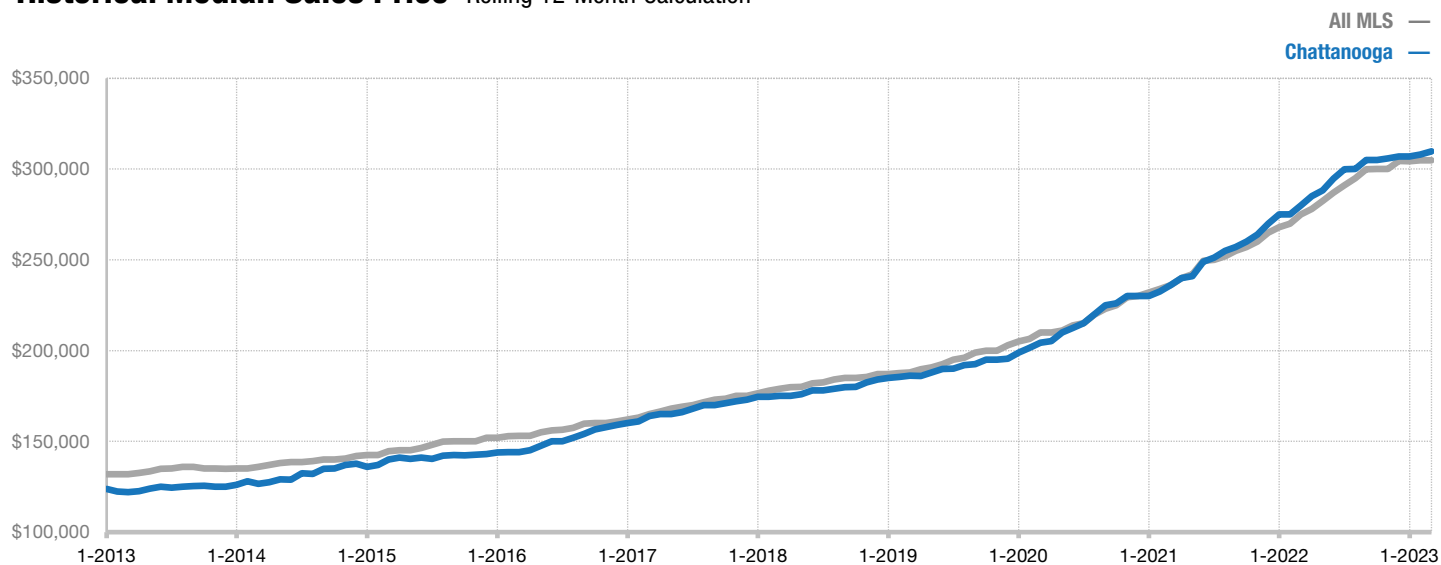
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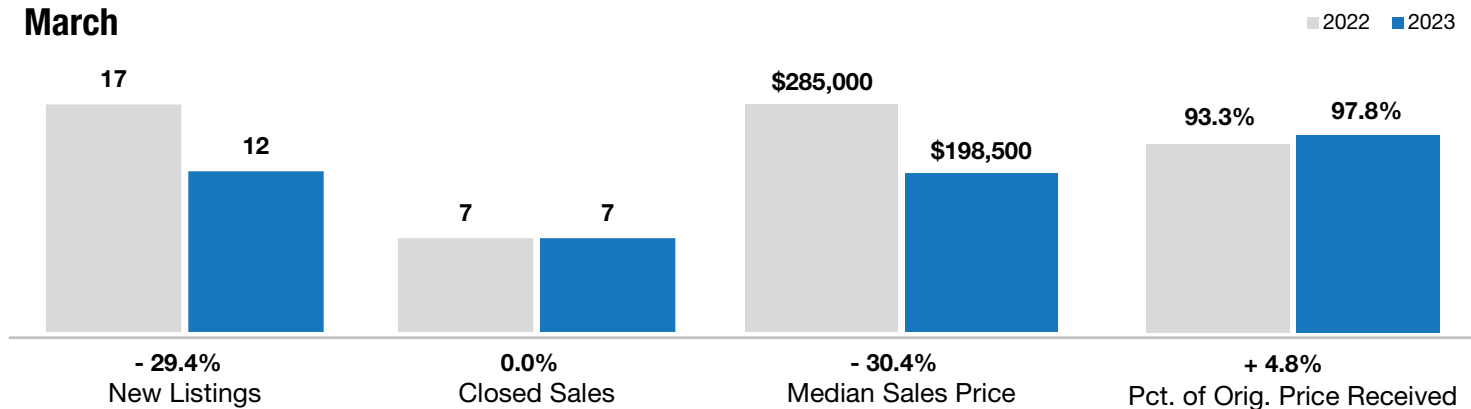
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Chattooga County

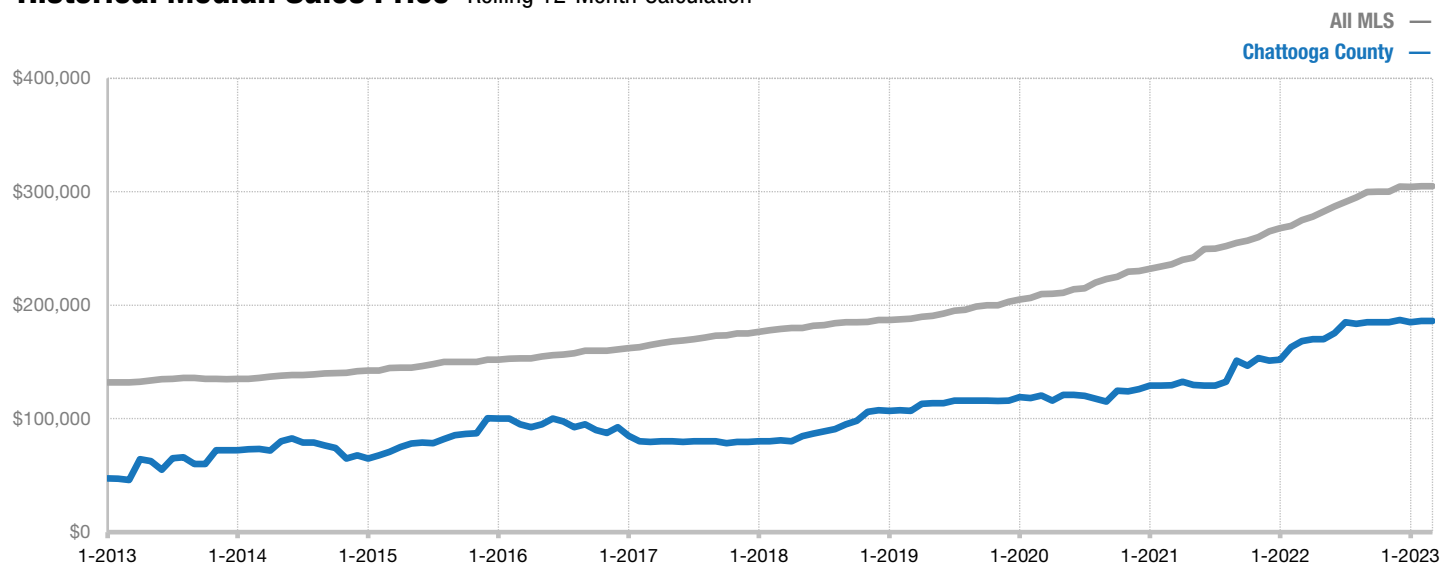
Key Metrics	March			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	17	12	- 29.4%	37	26	- 29.7%
Closed Sales	7	7	0.0%	25	22	- 12.0%
Median Sales Price	\$285,000	\$198,500	- 30.4%	\$187,000	\$189,250	+ 1.2%
Pct. of Orig. Price Received	93.3%	97.8%	+ 4.8%	95.7%	96.3%	+ 0.6%
Days on Market Until Sale	19	42	+ 121.1%	17	34	+ 100.0%
Inventory of Homes for Sale	19	16	- 15.8%	--	--	--
Months Supply of Inventory	2.2	1.9	- 13.6%	--	--	--

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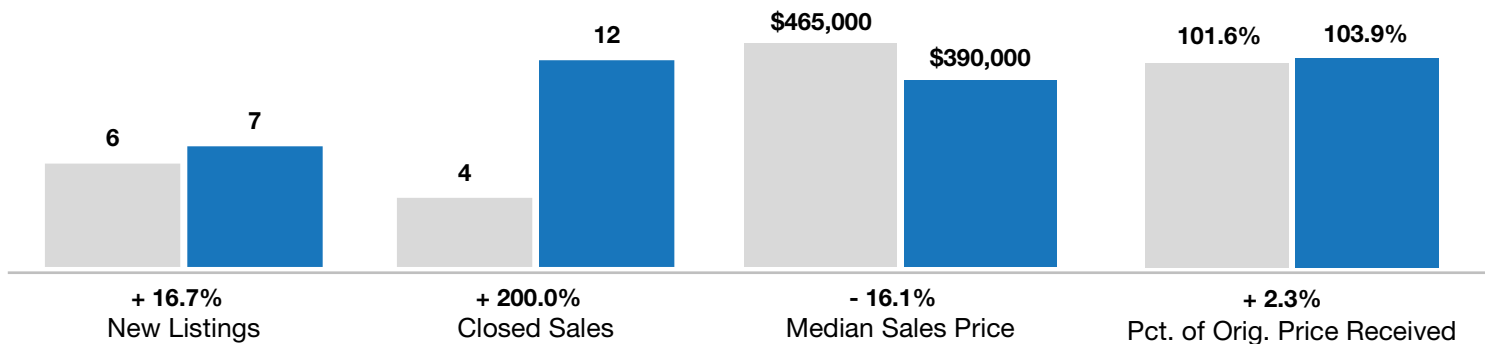
Collegedale

Key Metrics	March			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	6	7	+ 16.7%	13	25	+ 92.3%
Closed Sales	4	12	+ 200.0%	22	29	+ 31.8%
Median Sales Price	\$465,000	\$390,000	- 16.1%	\$433,500	\$450,000	+ 3.8%
Pct. of Orig. Price Received	101.6%	103.9%	+ 2.3%	100.9%	99.5%	- 1.4%
Days on Market Until Sale	15	89	+ 493.3%	31	80	+ 158.1%
Inventory of Homes for Sale	8	26	+ 225.0%	--	--	--
Months Supply of Inventory	0.7	2.1	+ 200.0%	--	--	--

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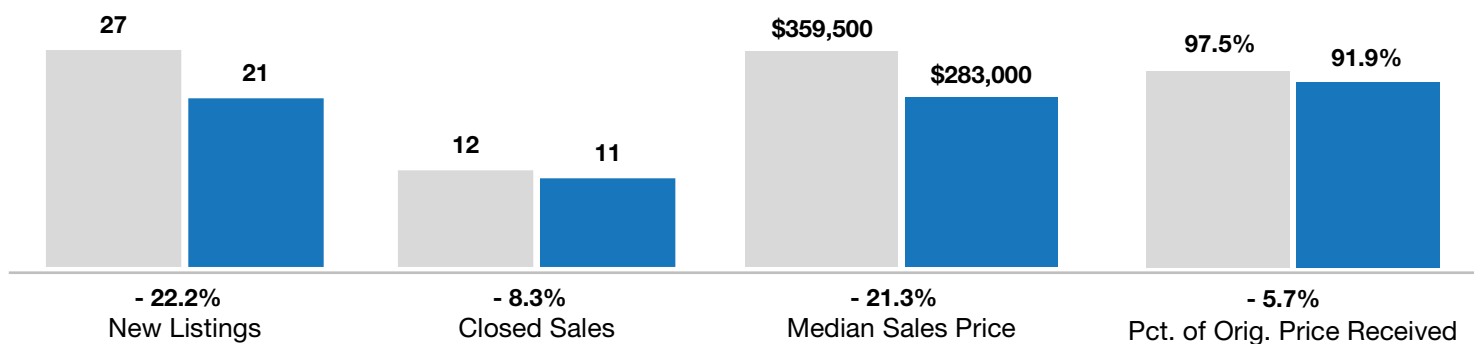
Dade County

Key Metrics	March			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	27	21	- 22.2%	61	42	- 31.1%
Closed Sales	12	11	- 8.3%	43	29	- 32.6%
Median Sales Price	\$359,500	\$283,000	- 21.3%	\$272,900	\$245,000	- 10.2%
Pct. of Orig. Price Received	97.5%	91.9%	- 5.7%	95.4%	92.0%	- 3.6%
Days on Market Until Sale	51	53	+ 3.9%	51	60	+ 17.6%
Inventory of Homes for Sale	31	34	+ 9.7%	--	--	--
Months Supply of Inventory	1.8	2.3	+ 27.8%	--	--	--

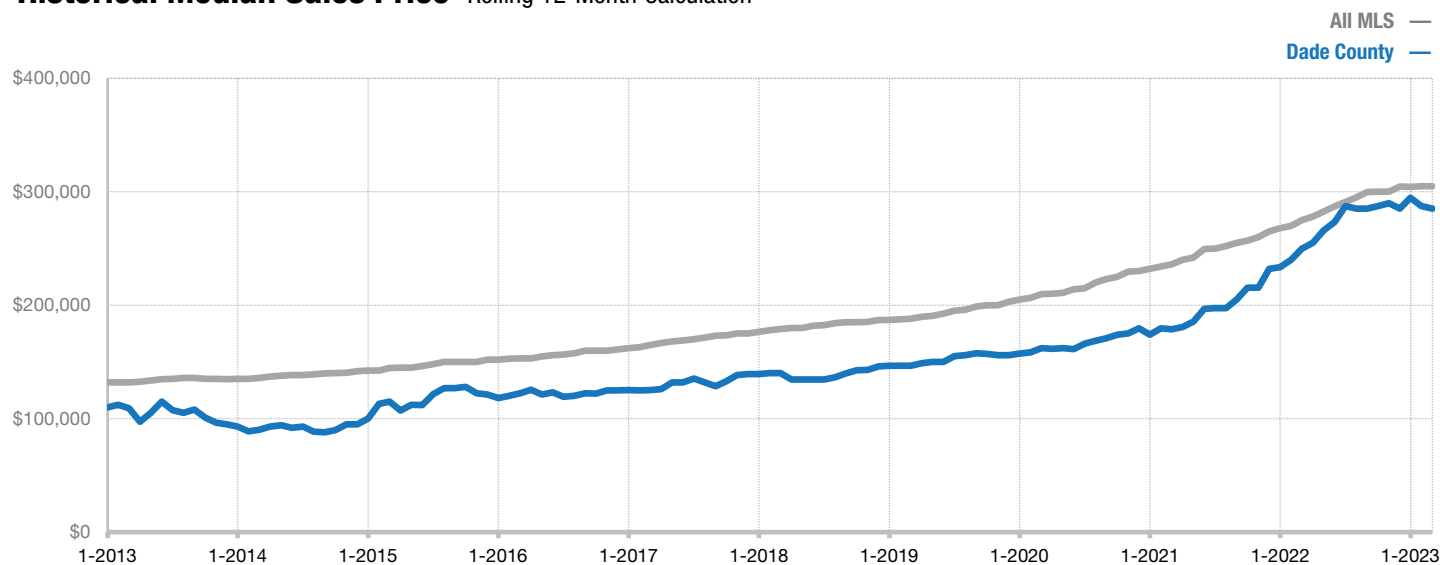
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Downtown Chattanooga

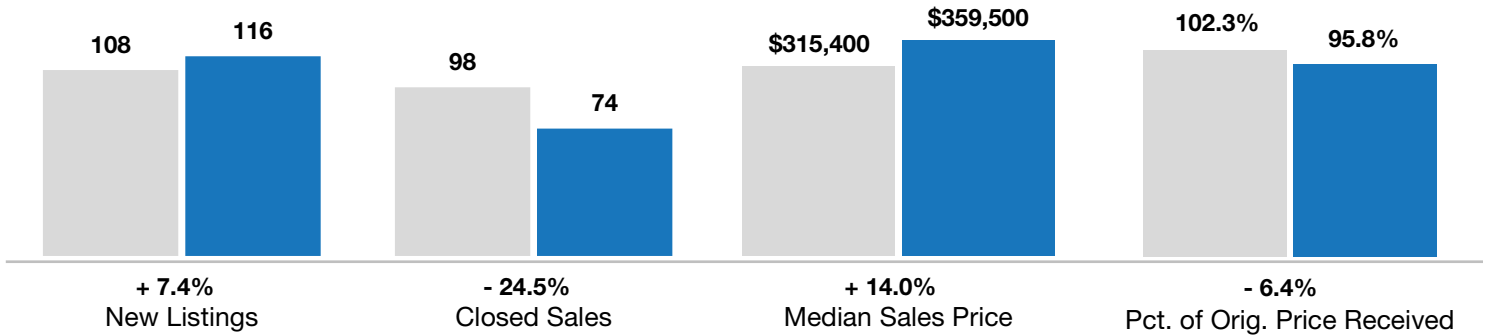
ZIP Codes: 37402, 37403, 37404, 37405, 37406, 37408 and 37450

Key Metrics	March			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	108	116	+ 7.4%	277	304	+ 9.7%
Closed Sales	98	74	- 24.5%	235	215	- 8.5%
Median Sales Price	\$315,400	\$359,500	+ 14.0%	\$329,605	\$313,000	- 5.0%
Pct. of Orig. Price Received	102.3%	95.8%	- 6.4%	100.0%	94.7%	- 5.3%
Days on Market Until Sale	20	46	+ 130.0%	22	40	+ 81.8%
Inventory of Homes for Sale	119	154	+ 29.4%	--	--	--
Months Supply of Inventory	1.1	1.6	+ 45.5%	--	--	--

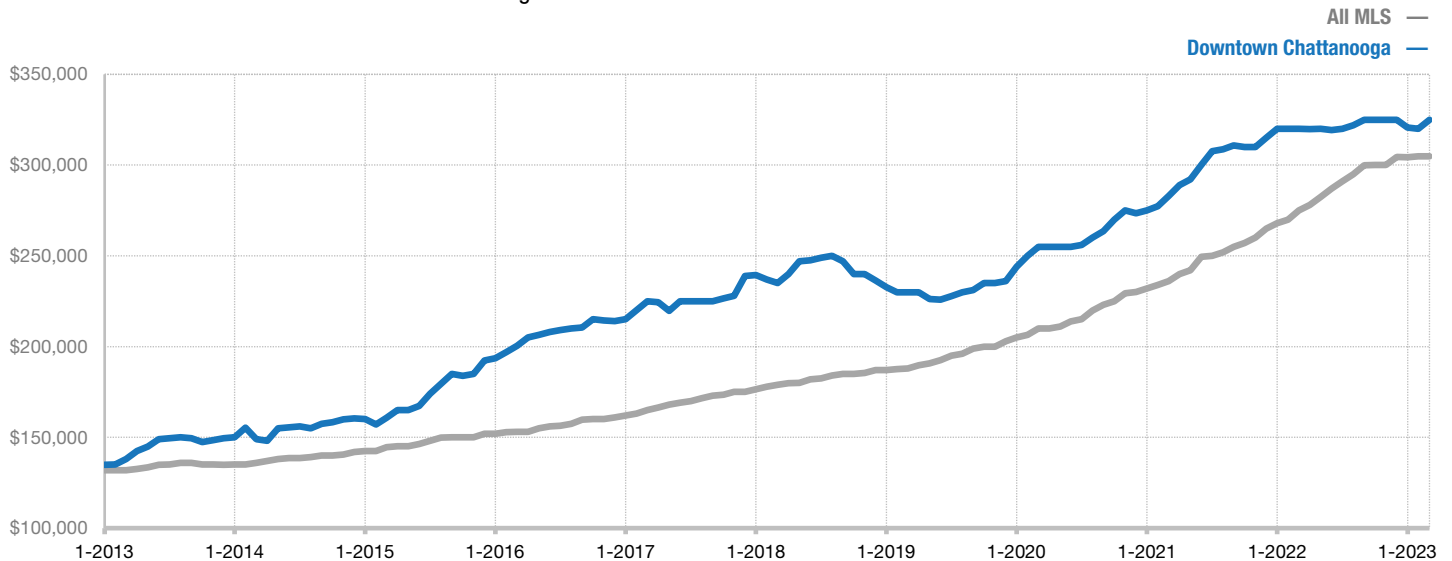
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East Brainerd

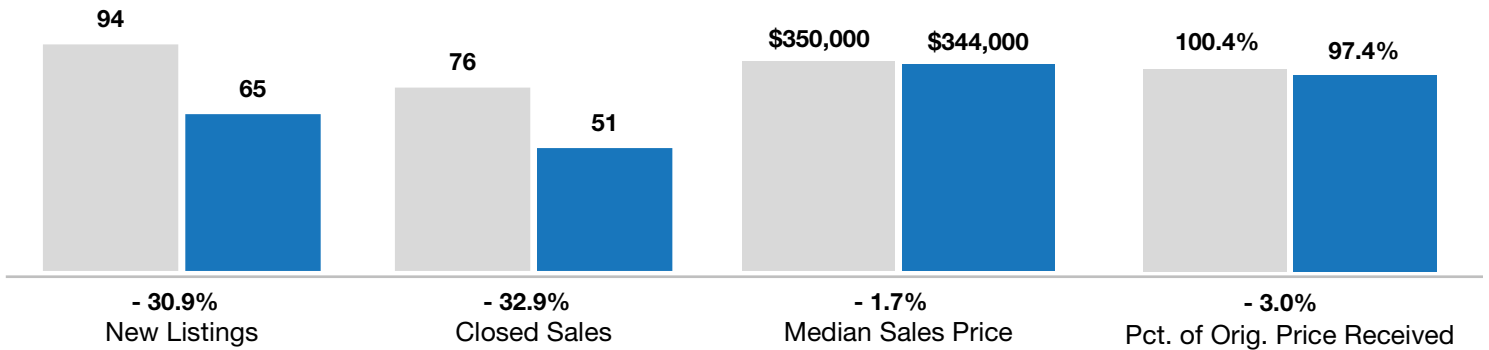
Includes the Cromwell, Dalewood, Eastdale & Tyner Communities

Key Metrics	March			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	94	65	- 30.9%	253	169	- 33.2%
Closed Sales	76	51	- 32.9%	210	141	- 32.9%
Median Sales Price	\$350,000	\$344,000	- 1.7%	\$340,000	\$350,000	+ 2.9%
Pct. of Orig. Price Received	100.4%	97.4%	- 3.0%	99.7%	97.1%	- 2.6%
Days on Market Until Sale	12	49	+ 308.3%	14	42	+ 200.0%
Inventory of Homes for Sale	69	70	+ 1.4%	--	--	--
Months Supply of Inventory	0.8	1.2	+ 50.0%	--	--	--

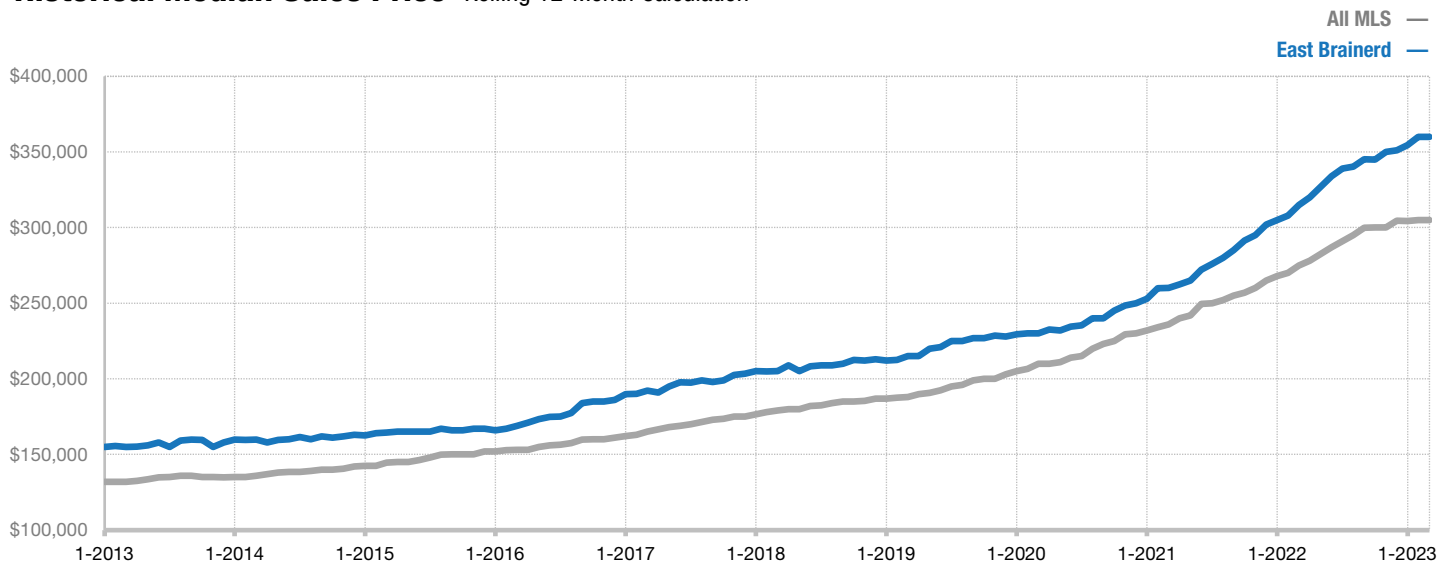
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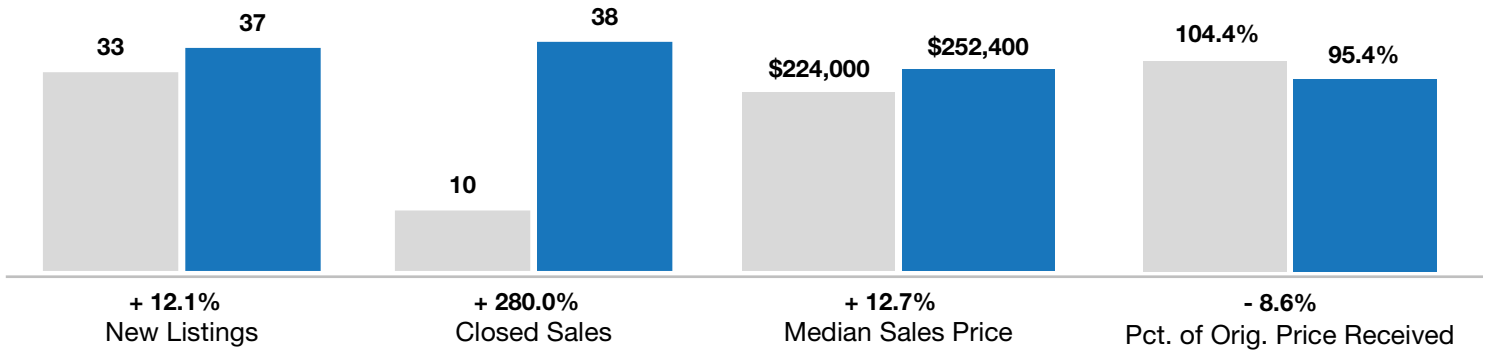
East Ridge

Key Metrics	March			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	33	37	+ 12.1%	58	109	+ 87.9%
Closed Sales	10	38	+ 280.0%	49	80	+ 63.3%
Median Sales Price	\$224,000	\$252,400	+ 12.7%	\$220,000	\$249,900	+ 13.6%
Pct. of Orig. Price Received	104.4%	95.4%	- 8.6%	100.3%	95.4%	- 4.9%
Days on Market Until Sale	4	21	+ 425.0%	12	26	+ 116.7%
Inventory of Homes for Sale	12	25	+ 108.3%	--	--	--
Months Supply of Inventory	0.4	0.9	+ 125.0%	--	--	--

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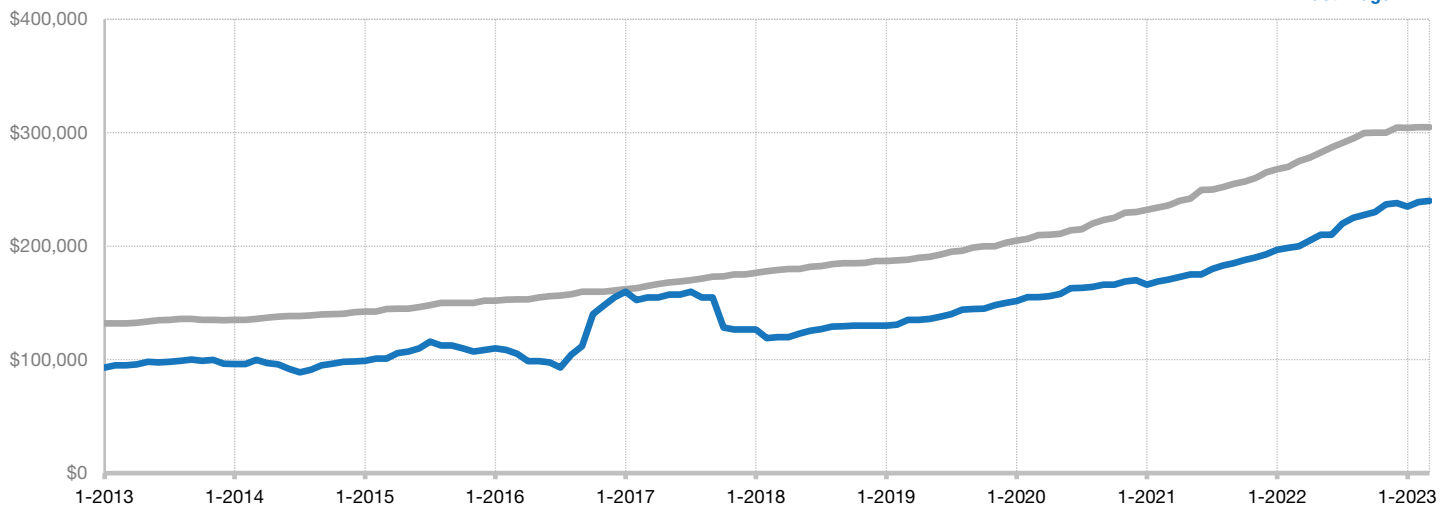
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Historical Median Sales Price Rolling 12-Month Calculation

— All MLS —
— East Ridge —



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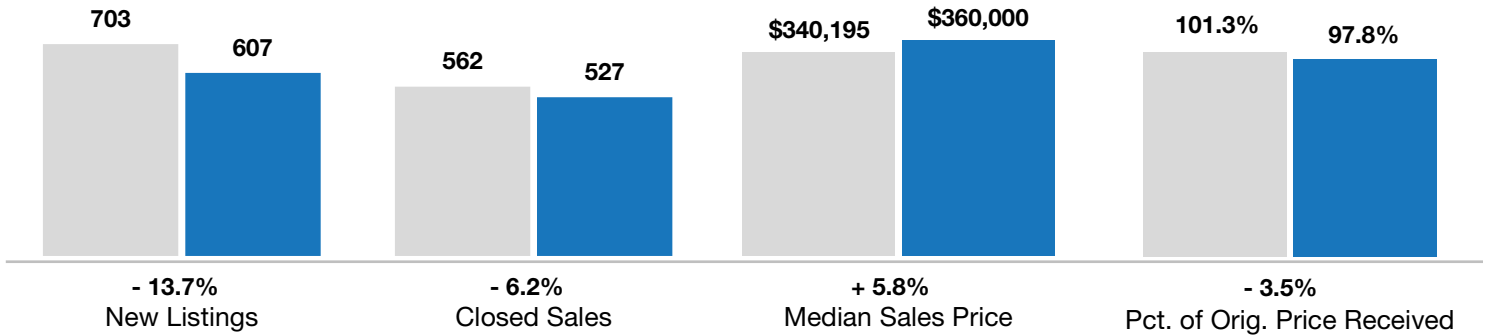
Hamilton County

Key Metrics	March			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	703	607	- 13.7%	1,763	1,600	- 9.2%
Closed Sales	562	527	- 6.2%	1,490	1,297	- 13.0%
Median Sales Price	\$340,195	\$360,000	+ 5.8%	\$335,000	\$349,900	+ 4.4%
Pct. of Orig. Price Received	101.3%	97.8%	- 3.5%	100.2%	97.0%	- 3.2%
Days on Market Until Sale	15	33	+ 120.0%	17	34	+ 100.0%
Inventory of Homes for Sale	503	711	+ 41.4%	--	--	--
Months Supply of Inventory	0.8	1.3	+ 62.5%	--	--	--

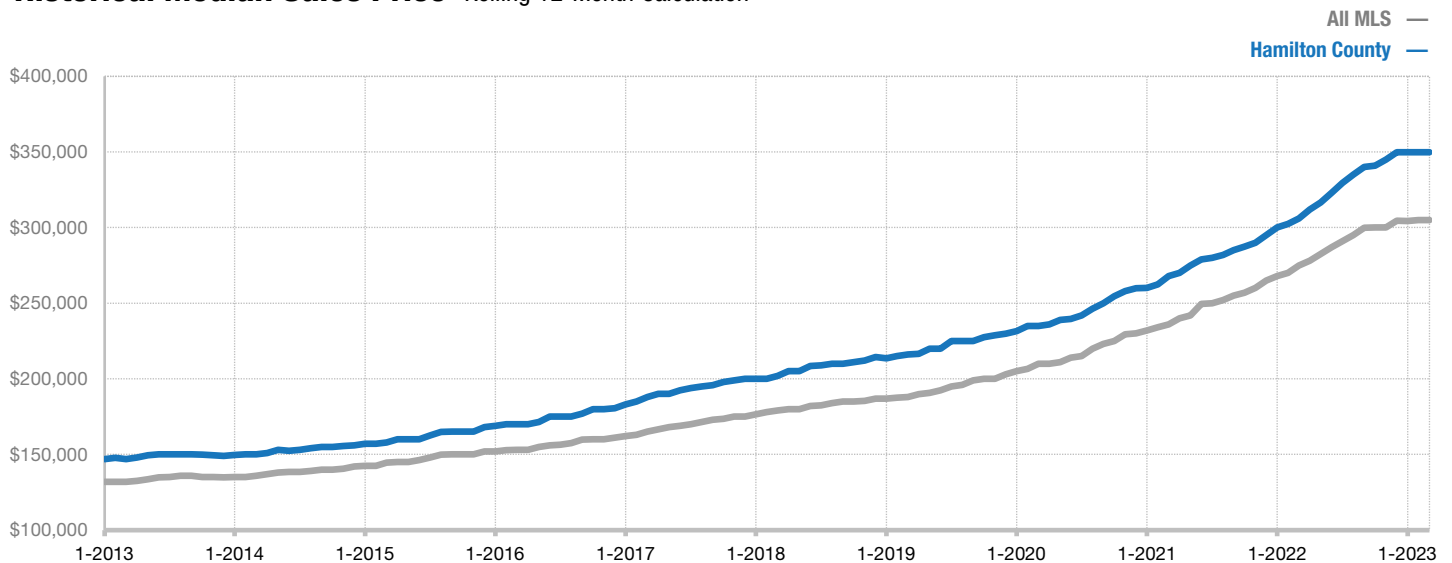
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Harrison / Georgetown

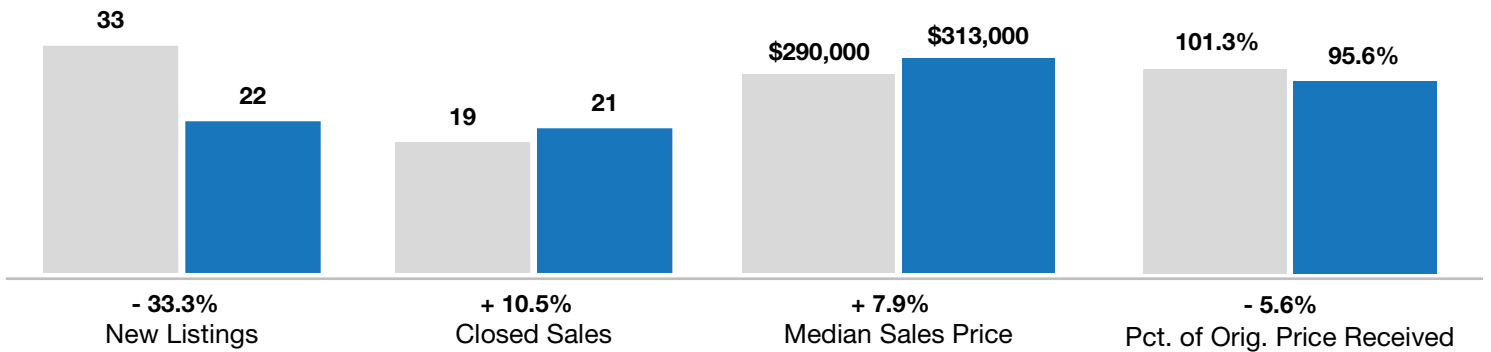
ZIP Codes: 37341 and 37308

Key Metrics	March			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	33	22	- 33.3%	78	50	- 35.9%
Closed Sales	19	21	+ 10.5%	58	43	- 25.9%
Median Sales Price	\$290,000	\$313,000	+ 7.9%	\$297,500	\$320,000	+ 7.6%
Pct. of Orig. Price Received	101.3%	95.6%	- 5.6%	100.5%	95.7%	- 4.8%
Days on Market Until Sale	5	49	+ 880.0%	15	54	+ 260.0%
Inventory of Homes for Sale	19	37	+ 94.7%	--	--	--
Months Supply of Inventory	0.8	2.0	+ 150.0%	--	--	--

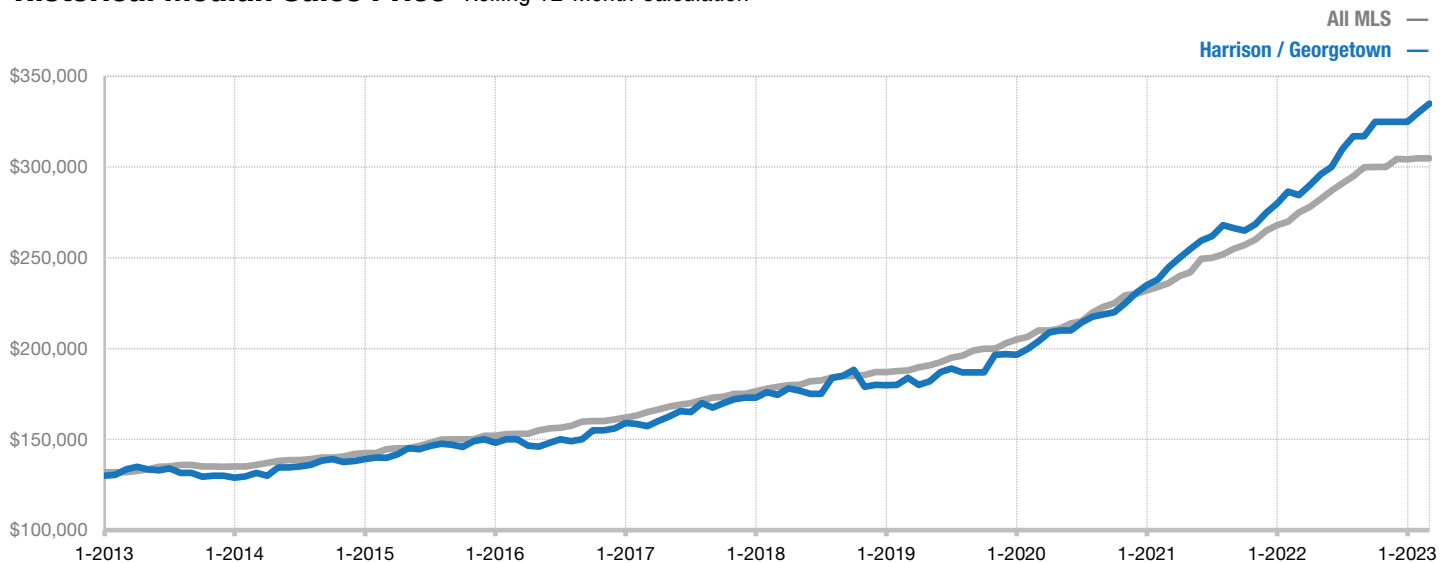
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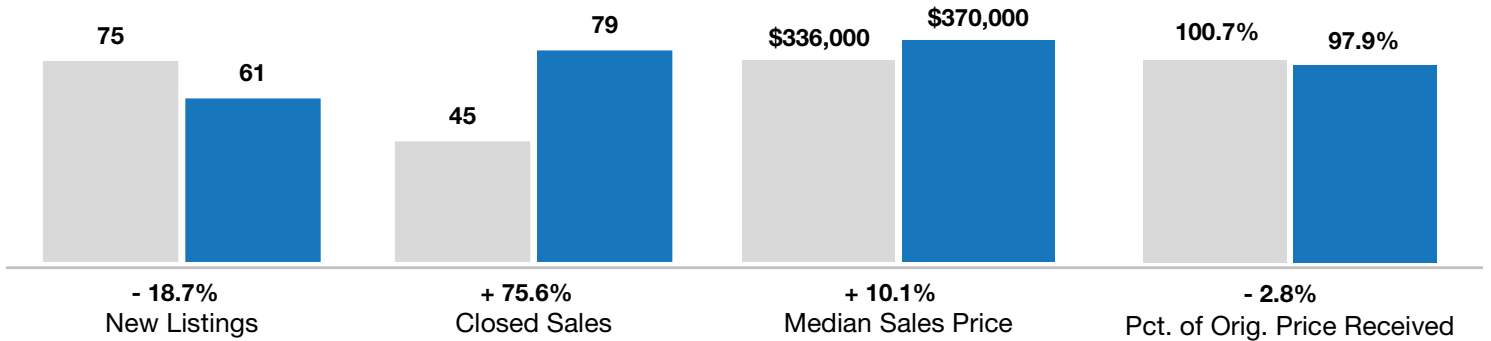
Hixson

Key Metrics	March			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	75	61	- 18.7%	165	180	+ 9.1%
Closed Sales	45	79	+ 75.6%	157	167	+ 6.4%
Median Sales Price	\$336,000	\$370,000	+ 10.1%	\$332,000	\$345,000	+ 3.9%
Pct. of Orig. Price Received	100.7%	97.9%	- 2.8%	101.9%	98.0%	- 3.8%
Days on Market Until Sale	23	29	+ 26.1%	17	26	+ 52.9%
Inventory of Homes for Sale	40	68	+ 70.0%	--	--	--
Months Supply of Inventory	0.5	0.9	+ 80.0%	--	--	--

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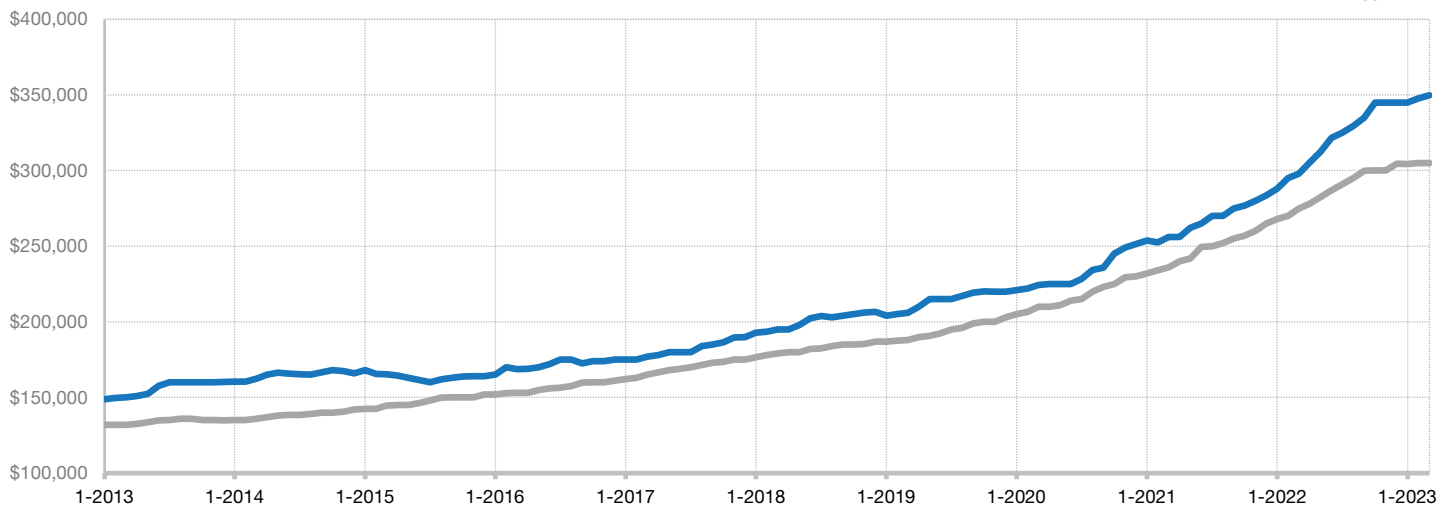
March

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Historical Median Sales Price Rolling 12-Month Calculation

— All MLS
— Hixson



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Lookout Mountain

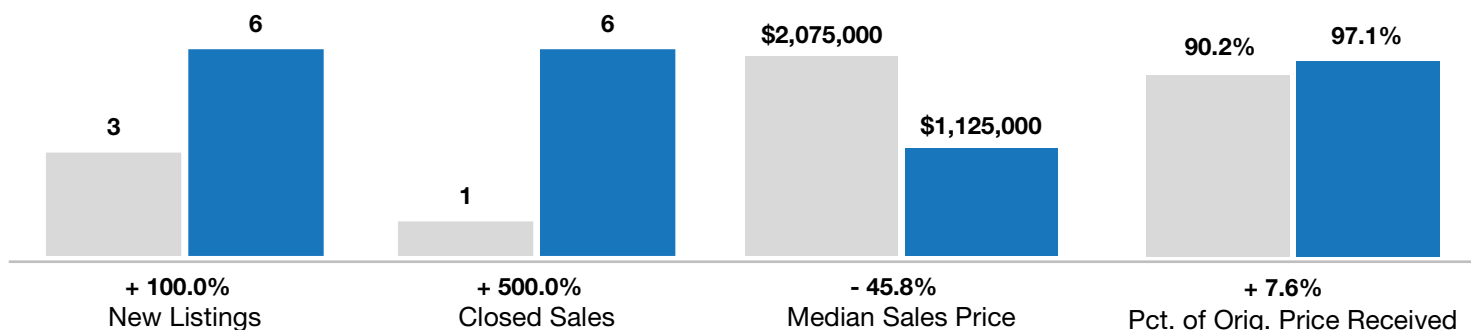
Hamilton County Only

Key Metrics	March			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	3	6	+ 100.0%	6	10	+ 66.7%
Closed Sales	1	6	+ 500.0%	6	10	+ 66.7%
Median Sales Price	\$2,075,000	\$1,125,000	- 45.8%	\$1,223,500	\$1,050,000	- 14.2%
Pct. of Orig. Price Received	90.2%	97.1%	+ 7.6%	97.7%	94.2%	- 3.6%
Days on Market Until Sale	0	15	--	48	33	- 31.3%
Inventory of Homes for Sale	3	6	+ 100.0%	--	--	--
Months Supply of Inventory	0.4	1.3	+ 225.0%	--	--	--

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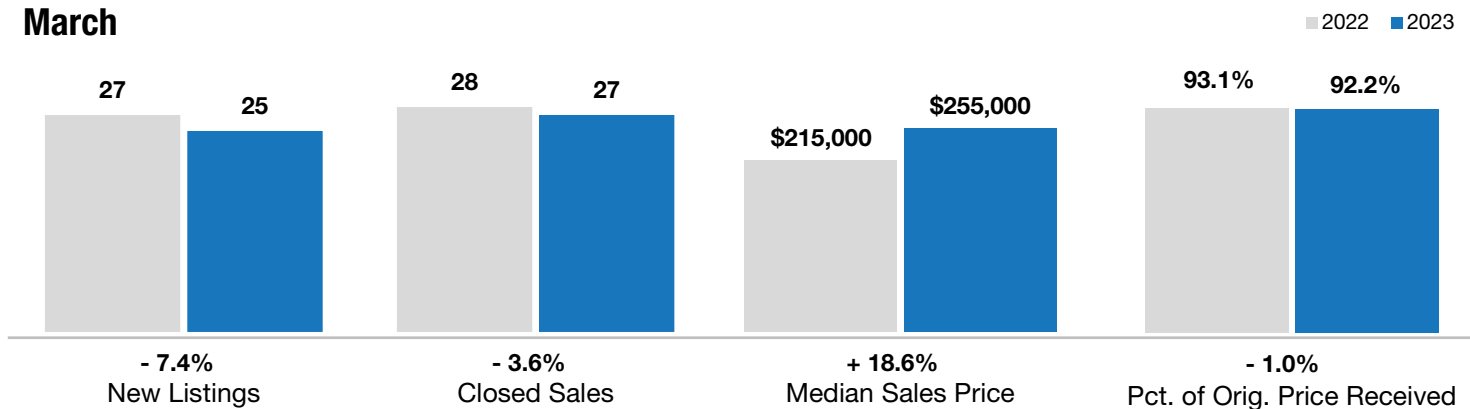
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Marion County

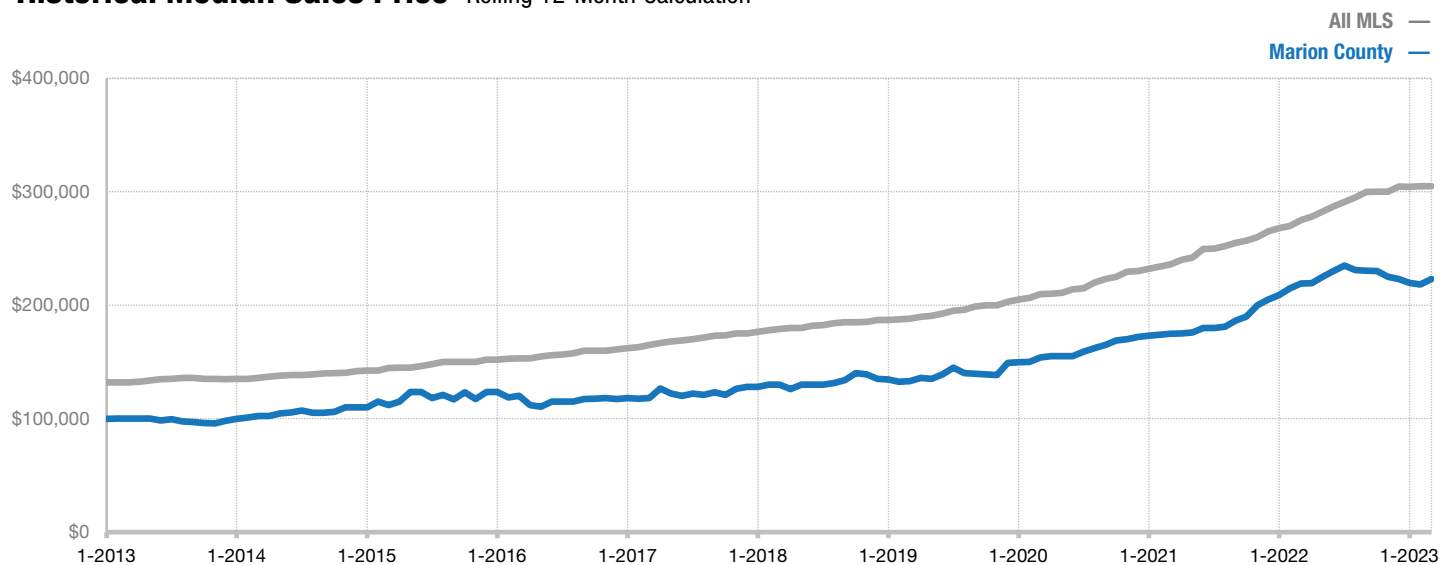
Key Metrics	March			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	27	25	- 7.4%	84	85	+ 1.2%
Closed Sales	28	27	- 3.6%	65	50	- 23.1%
Median Sales Price	\$215,000	\$255,000	+ 18.6%	\$225,000	\$225,000	0.0%
Pct. of Orig. Price Received	93.1%	92.2%	- 1.0%	97.1%	93.1%	- 4.1%
Days on Market Until Sale	39	57	+ 46.2%	37	47	+ 27.0%
Inventory of Homes for Sale	49	58	+ 18.4%	--	--	--
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.

March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – March 2023

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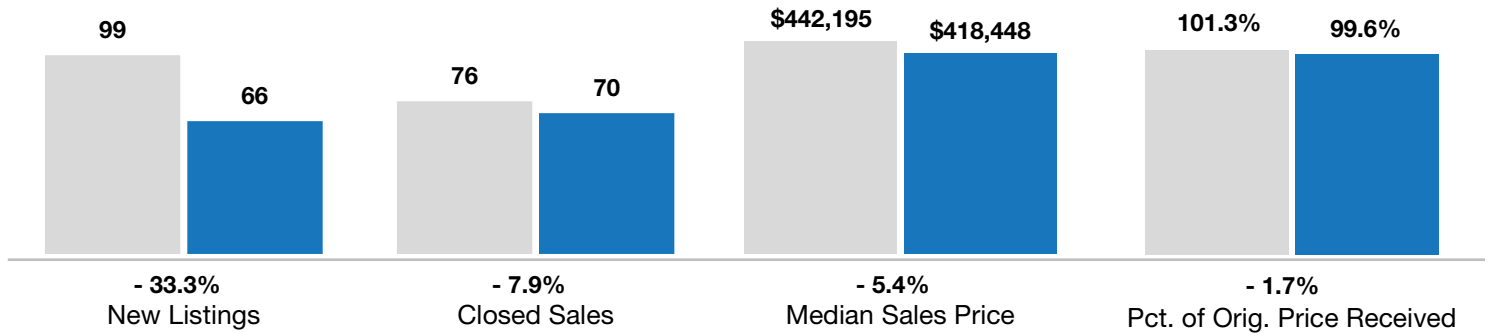
Ooltewah

Key Metrics	March			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	99	66	- 33.3%	240	203	- 15.4%
Closed Sales	76	70	- 7.9%	198	179	- 9.6%
Median Sales Price	\$442,195	\$418,448	- 5.4%	\$436,000	\$425,000	- 2.5%
Pct. of Orig. Price Received	101.3%	99.6%	- 1.7%	100.8%	98.4%	- 2.4%
Days on Market Until Sale	13	35	+ 169.2%	16	36	+ 125.0%
Inventory of Homes for Sale	68	116	+ 70.6%	--	--	--
Months Supply of Inventory	0.8	1.6	+ 100.0%	--	--	--

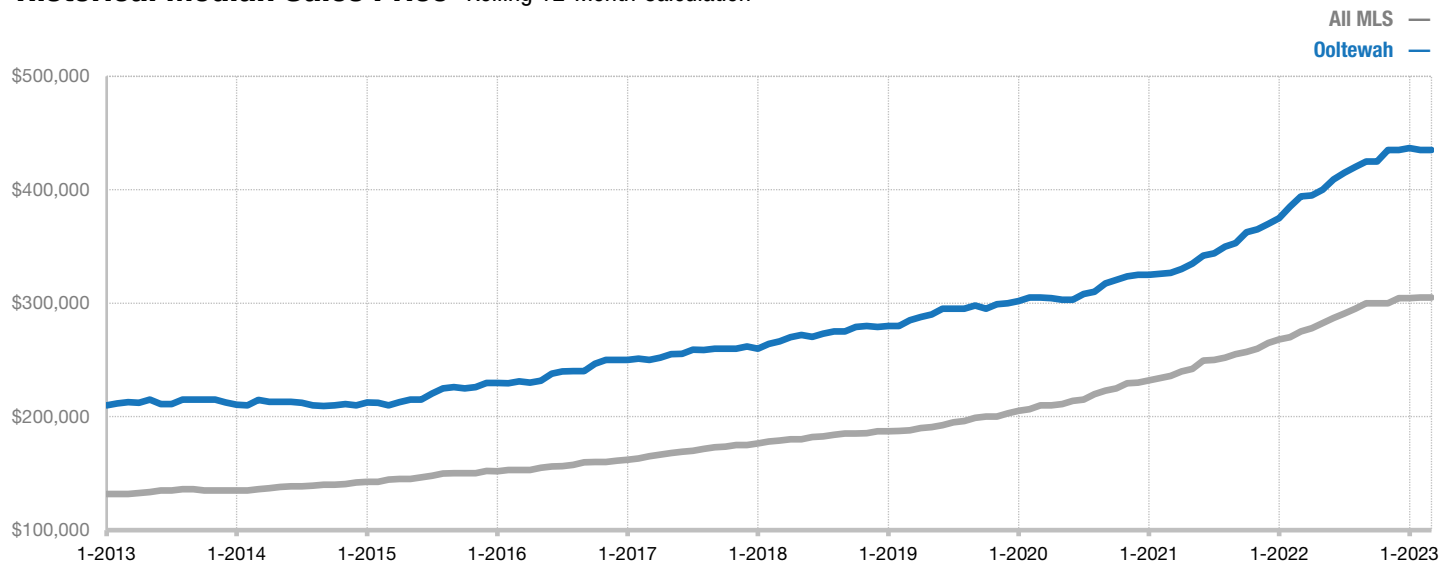
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March

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – March 2023

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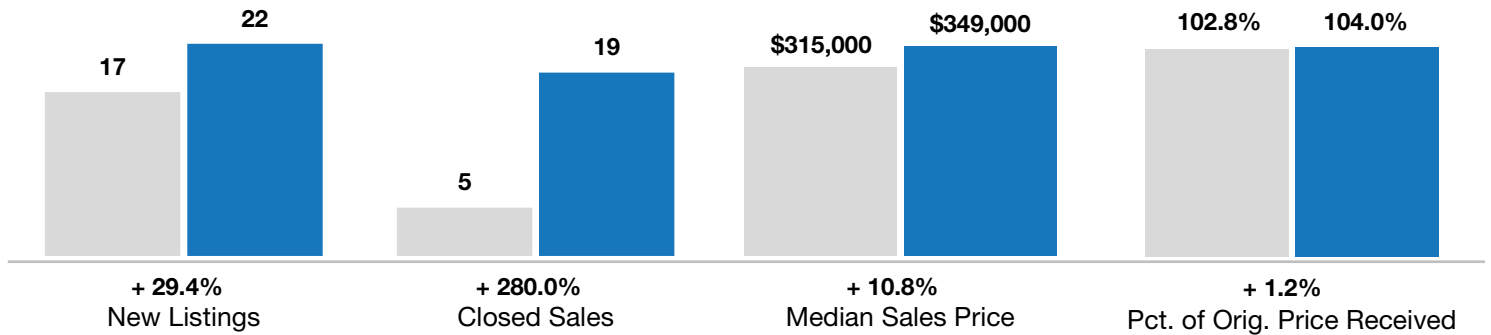
Red Bank

Key Metrics	March			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	17	22	+ 29.4%	31	55	+ 77.4%
Closed Sales	5	19	+ 280.0%	27	40	+ 48.1%
Median Sales Price	\$315,000	\$349,000	+ 10.8%	\$275,000	\$285,000	+ 3.6%
Pct. of Orig. Price Received	102.8%	104.0%	+ 1.2%	101.1%	99.2%	- 1.9%
Days on Market Until Sale	1	12	+ 1,100.0%	16	25	+ 56.3%
Inventory of Homes for Sale	8	12	+ 50.0%	--	--	--
Months Supply of Inventory	0.5	0.8	+ 60.0%	--	--	--

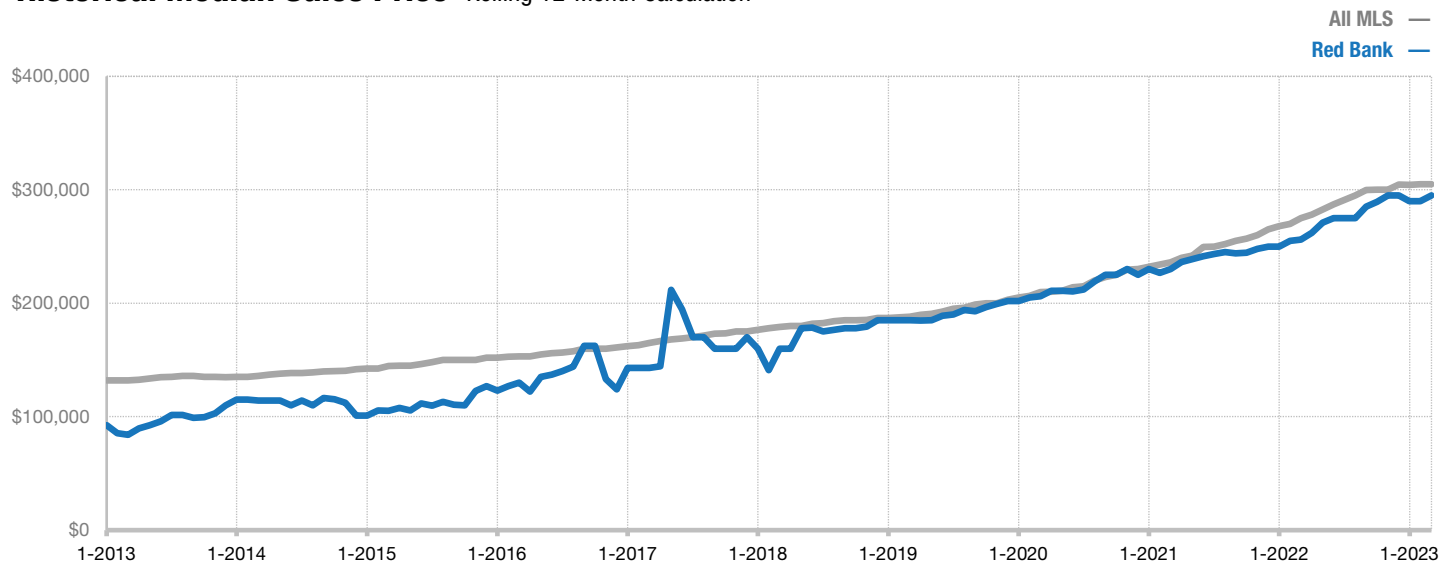
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March

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – March 2023

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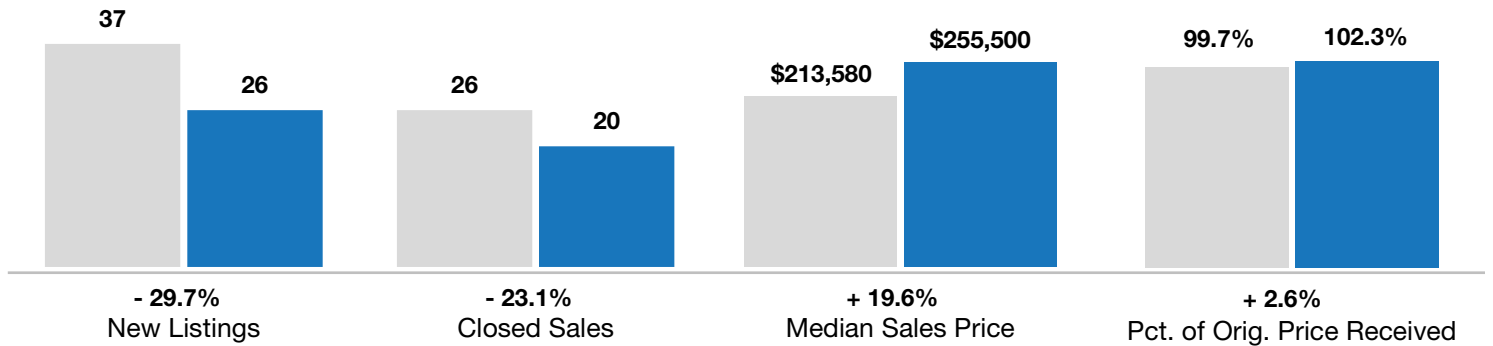
Rhea County

Key Metrics	March			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	37	26	- 29.7%	78	66	- 15.4%
Closed Sales	26	20	- 23.1%	67	51	- 23.9%
Median Sales Price	\$213,580	\$255,500	+ 19.6%	\$205,000	\$243,500	+ 18.8%
Pct. of Orig. Price Received	99.7%	102.3%	+ 2.6%	98.0%	99.1%	+ 1.1%
Days on Market Until Sale	11	28	+ 154.5%	27	30	+ 11.1%
Inventory of Homes for Sale	34	38	+ 11.8%	--	--	--
Months Supply of Inventory	1.4	1.8	+ 28.6%	--	--	--

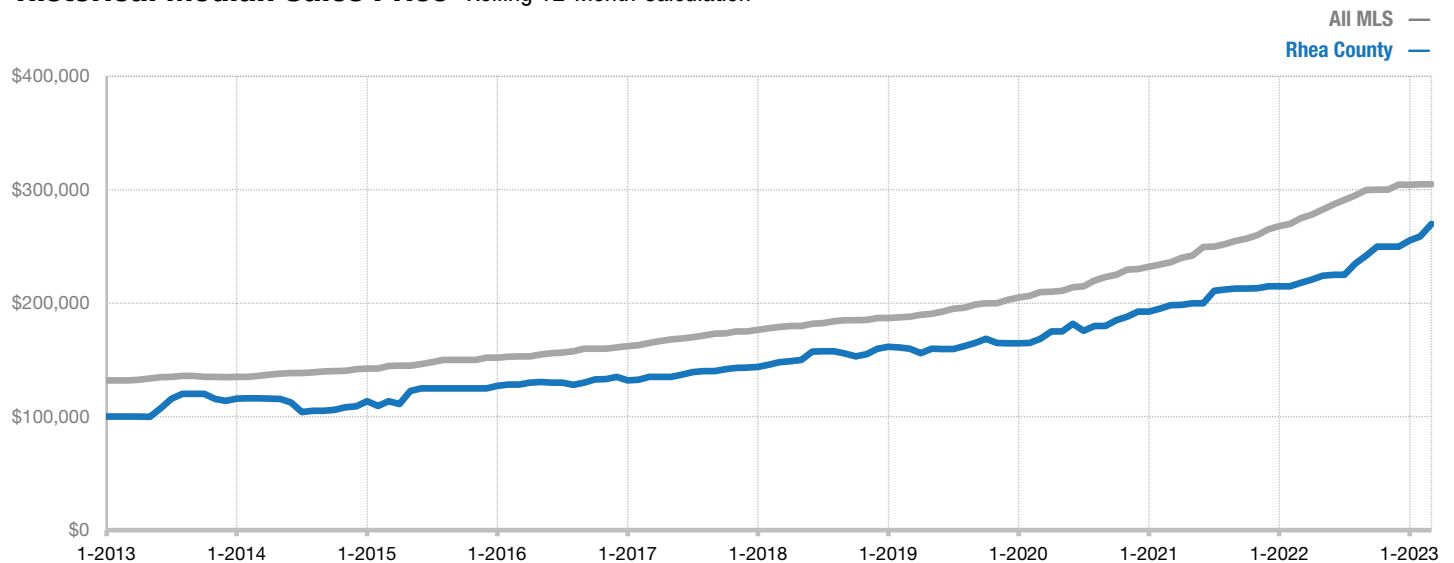
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March

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – March 2023

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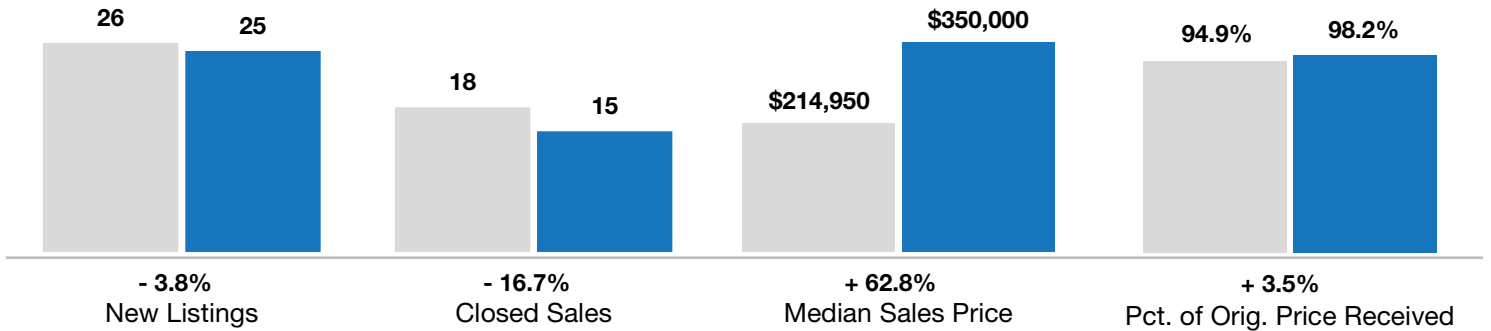
Sequatchie County

Key Metrics	March			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	26	25	- 3.8%	51	51	0.0%
Closed Sales	18	15	- 16.7%	37	36	- 2.7%
Median Sales Price	\$214,950	\$350,000	+ 62.8%	\$209,000	\$315,000	+ 50.7%
Pct. of Orig. Price Received	94.9%	98.2%	+ 3.5%	95.6%	92.8%	- 2.9%
Days on Market Until Sale	48	37	- 22.9%	42	49	+ 16.7%
Inventory of Homes for Sale	24	31	+ 29.2%	--	--	--
Months Supply of Inventory	1.4	1.9	+ 35.7%	--	--	--

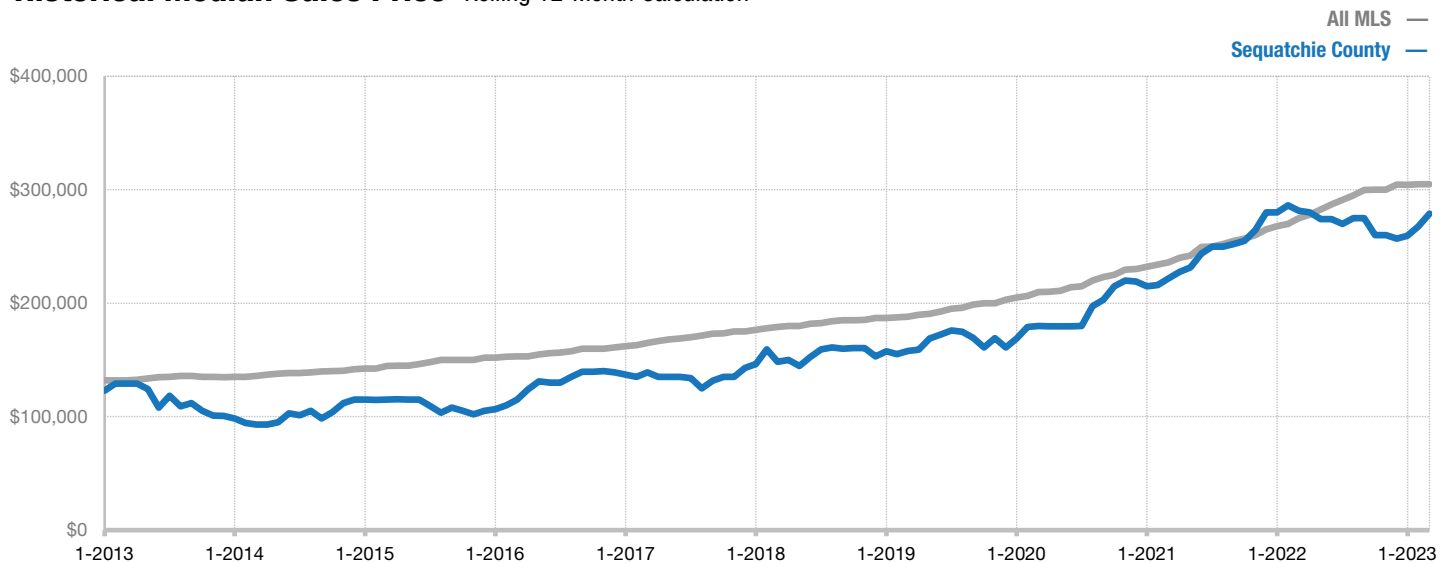
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March

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – March 2023

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Signal Mountain

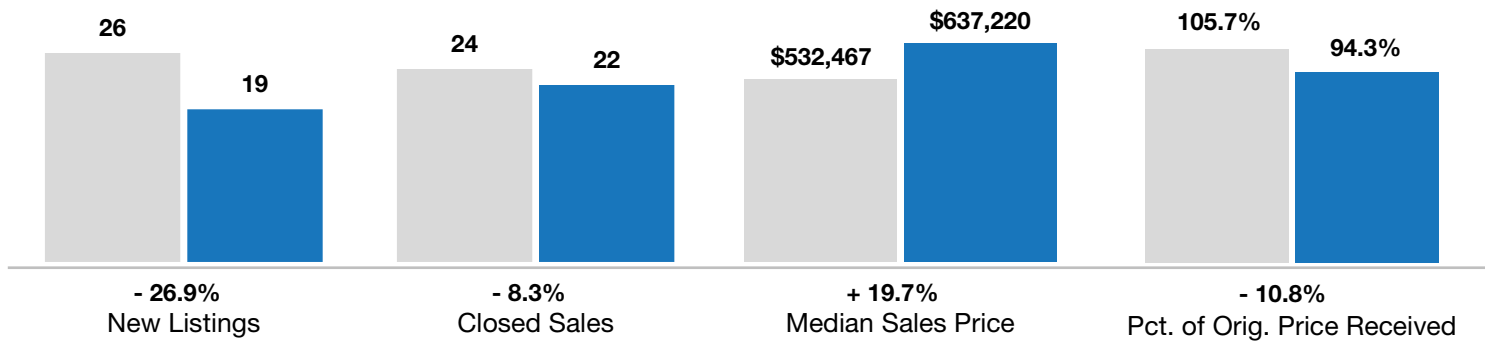
Hamilton County Only

Key Metrics	March			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	26	19	- 26.9%	66	56	- 15.2%
Closed Sales	24	22	- 8.3%	66	49	- 25.8%
Median Sales Price	\$532,467	\$637,220	+ 19.7%	\$529,754	\$650,000	+ 22.7%
Pct. of Orig. Price Received	105.7%	94.3%	- 10.8%	100.2%	95.6%	- 4.6%
Days on Market Until Sale	9	33	+ 266.7%	17	33	+ 94.1%
Inventory of Homes for Sale	12	20	+ 66.7%	--	--	--
Months Supply of Inventory	0.4	0.8	+ 100.0%	--	--	--

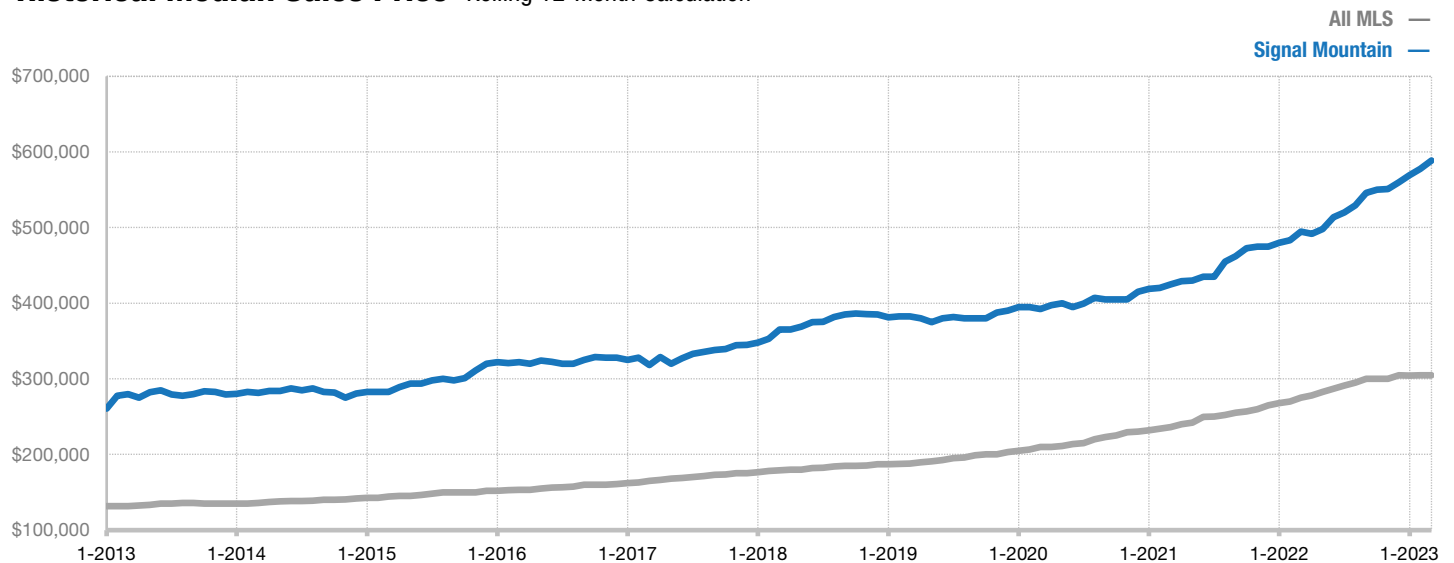
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March

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – March 2023

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St. Elmo / High Park / Avondale

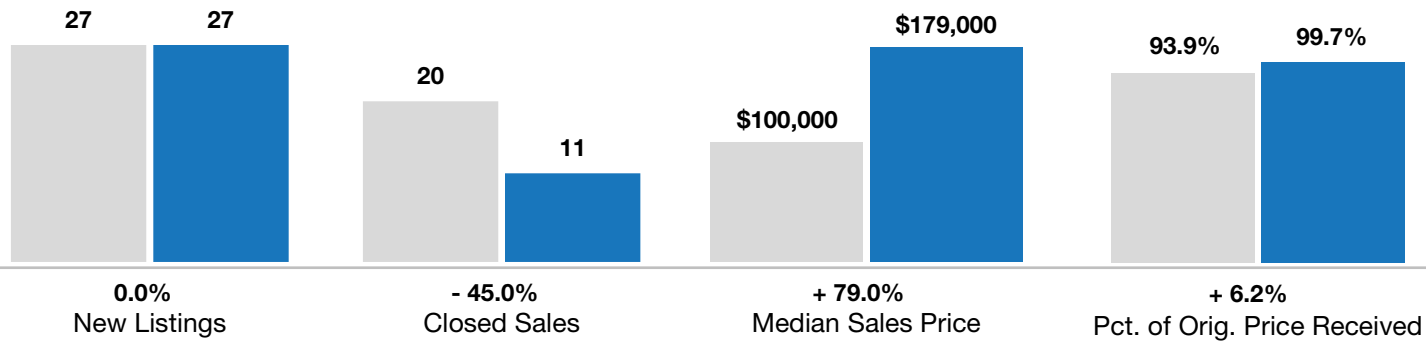
ZIP Codes: 37407, 37409 and 37410

Key Metrics	March			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	27	27	0.0%	64	52	- 18.8%
Closed Sales	20	11	- 45.0%	41	32	- 22.0%
Median Sales Price	\$100,000	\$179,000	+ 79.0%	\$125,000	\$179,500	+ 43.6%
Pct. of Orig. Price Received	93.9%	99.7%	+ 6.2%	95.7%	98.3%	+ 2.7%
Days on Market Until Sale	18	19	+ 5.6%	22	24	+ 9.1%
Inventory of Homes for Sale	17	21	+ 23.5%	--	--	--
Months Supply of Inventory	0.6	1.2	+ 100.0%	--	--	--

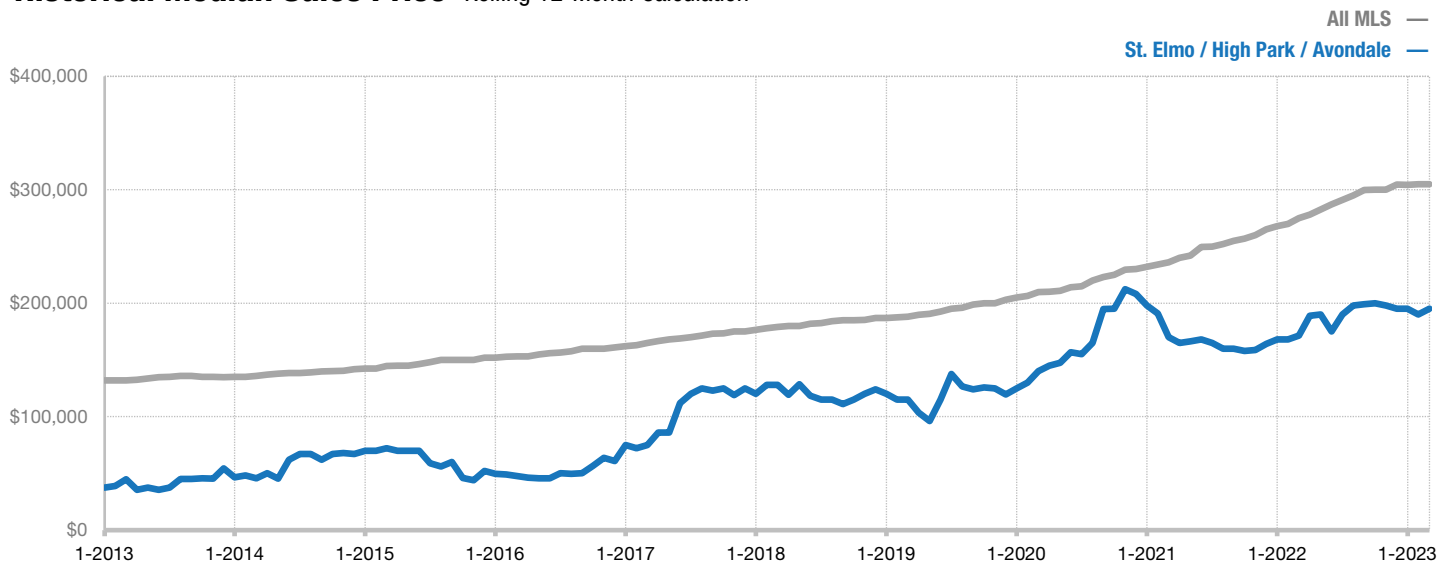
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March

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – March 2023

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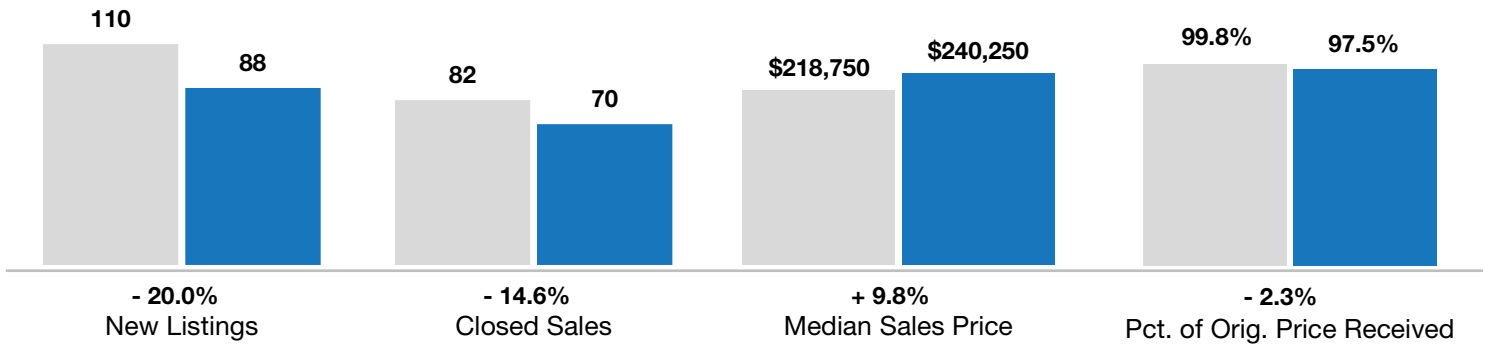
Walker County

Key Metrics	March			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	110	88	- 20.0%	281	239	- 14.9%
Closed Sales	82	70	- 14.6%	217	178	- 18.0%
Median Sales Price	\$218,750	\$240,250	+ 9.8%	\$209,900	\$220,000	+ 4.8%
Pct. of Orig. Price Received	99.8%	97.5%	- 2.3%	98.4%	96.4%	- 2.0%
Days on Market Until Sale	11	25	+ 127.3%	17	29	+ 70.6%
Inventory of Homes for Sale	99	115	+ 16.2%	--	--	--
Months Supply of Inventory	1.1	1.6	+ 45.5%	--	--	--

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

March

■ 2022 ■ 2023



Historical Median Sales Price Rolling 12-Month Calculation

