

# Local Market Update – June 2023

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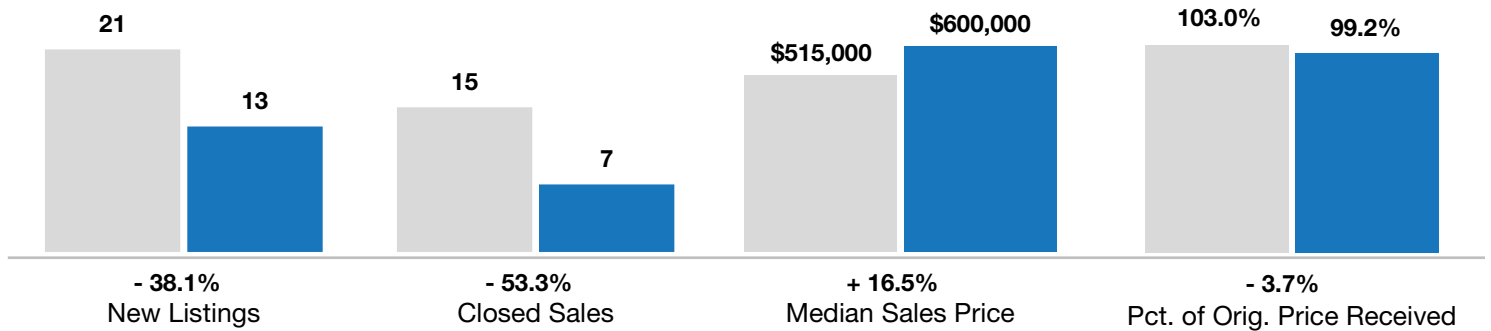
## Apison

Key Metrics	June			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	21	13	- 38.1%	114	54	- 52.6%
Closed Sales	15	7	- 53.3%	82	52	- 36.6%
Median Sales Price	\$515,000	\$600,000	+ 16.5%	\$480,546	\$539,741	+ 12.3%
Pct. of Orig. Price Received	103.0%	99.2%	- 3.7%	100.9%	99.7%	- 1.2%
Days on Market Until Sale	22	46	+ 109.1%	22	80	+ 263.6%
Inventory of Homes for Sale	38	24	- 36.8%	--	--	--
Months Supply of Inventory	2.9	2.5	- 13.8%	--	--	--

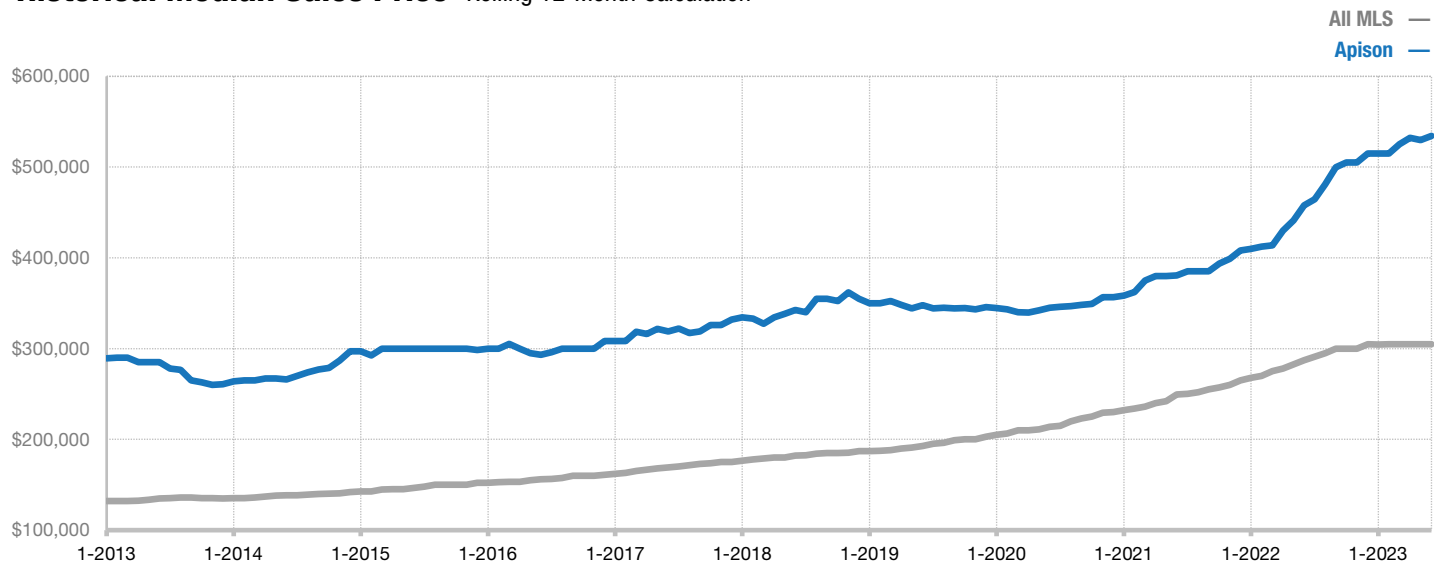
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### June

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



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## Bakewell / Lakesite / Sale Creek / Soddy

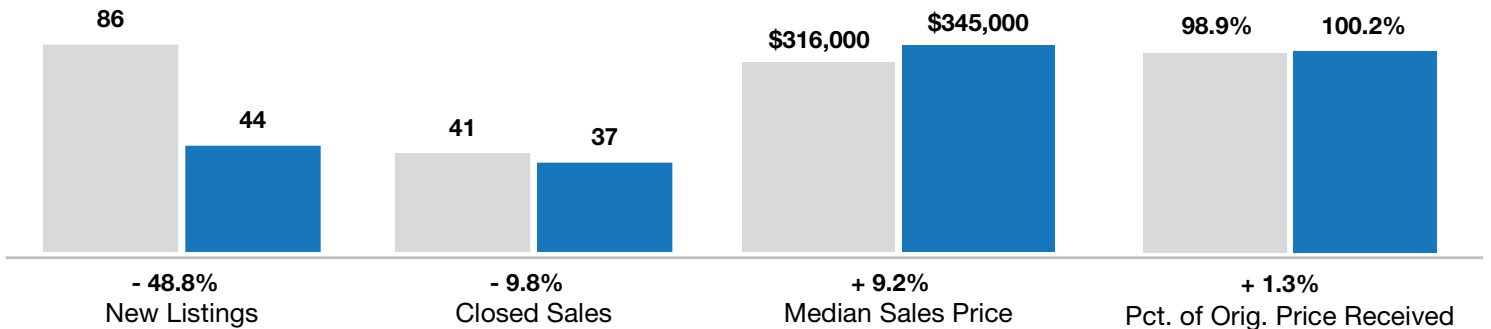
ZIP Codes: 37379 and 37384

Key Metrics	June			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	86	44	- 48.8%	326	254	- 22.1%
Closed Sales	41	37	- 9.8%	253	211	- 16.6%
Median Sales Price	\$316,000	<b>\$345,000</b>	+ 9.2%	\$330,000	<b>\$347,900</b>	+ 5.4%
Pct. of Orig. Price Received	98.9%	<b>100.2%</b>	+ 1.3%	100.4%	<b>98.1%</b>	- 2.3%
Days on Market Until Sale	10	30	+ 200.0%	15	28	+ 86.7%
Inventory of Homes for Sale	80	58	- 27.5%	--	--	--
Months Supply of Inventory	1.8	1.3	- 27.8%	--	--	--

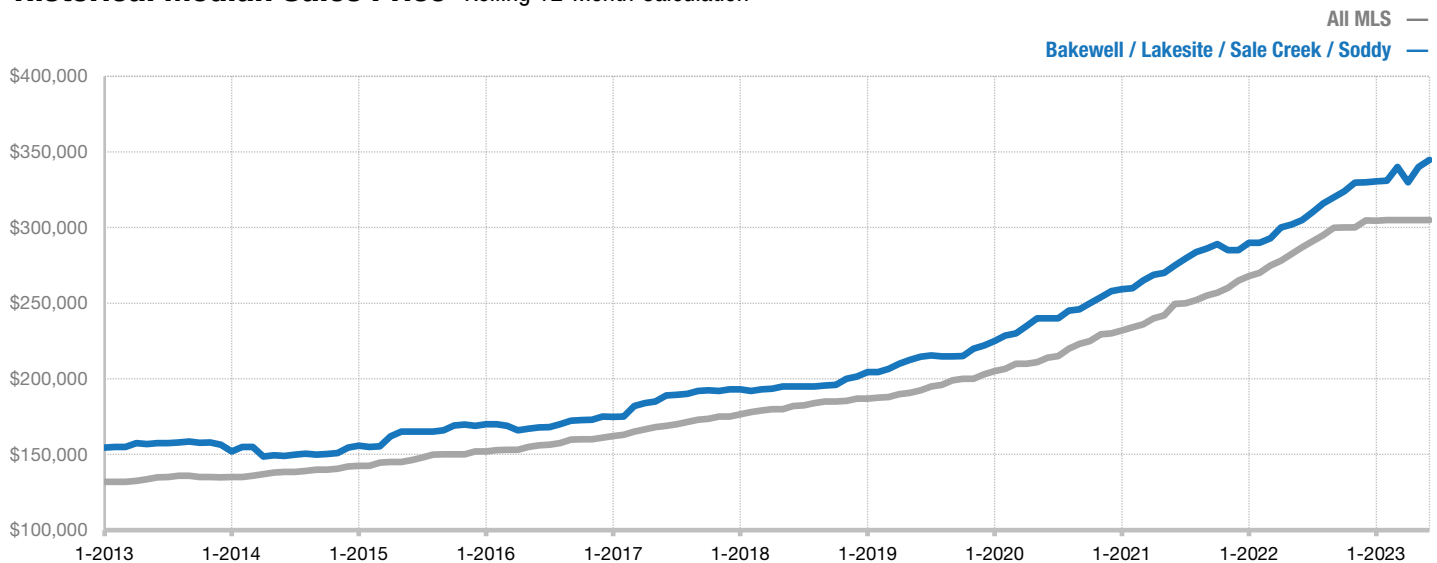
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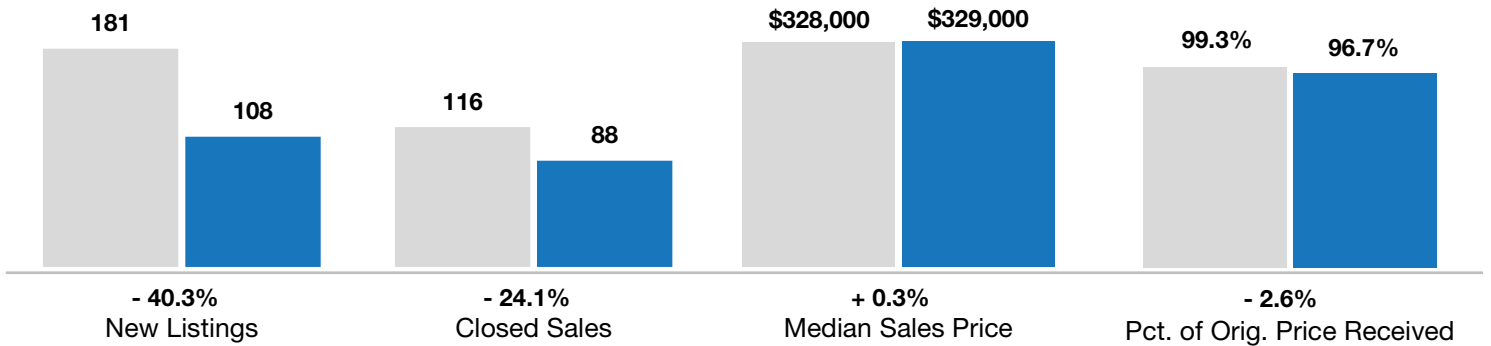
## Bradley County

Key Metrics	June			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	181	108	- 40.3%	766	616	- 19.6%
Closed Sales	116	88	- 24.1%	539	516	- 4.3%
Median Sales Price	\$328,000	\$329,000	+ 0.3%	\$294,000	\$301,750	+ 2.6%
Pct. of Orig. Price Received	99.3%	96.7%	- 2.6%	98.8%	95.8%	- 3.0%
Days on Market Until Sale	11	39	+ 254.5%	17	42	+ 147.1%
Inventory of Homes for Sale	216	177	- 18.1%	--	--	--
Months Supply of Inventory	2.1	1.7	- 19.0%	--	--	--

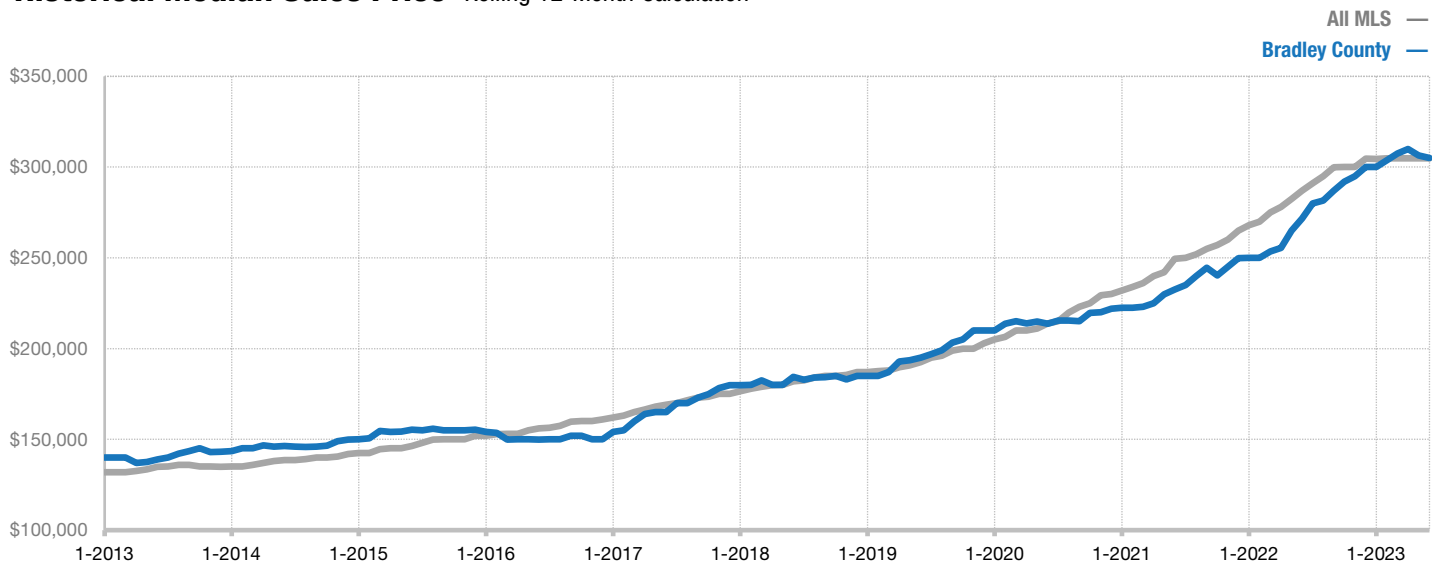
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## Brainerd

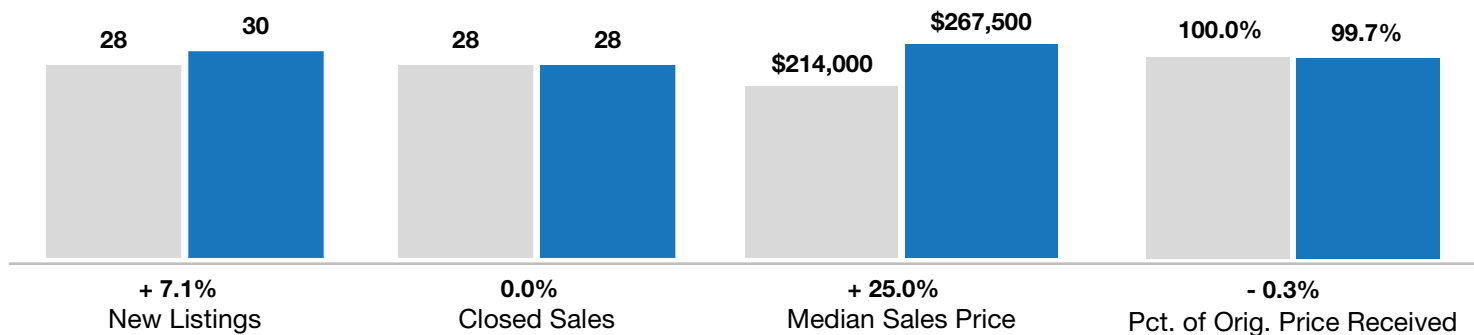
Includes the Ridgeside Community

Key Metrics	June			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	28	30	+ 7.1%	177	169	- 4.5%
Closed Sales	28	28	0.0%	172	144	- 16.3%
Median Sales Price	\$214,000	\$267,500	+ 25.0%	\$231,000	\$235,000	+ 1.7%
Pct. of Orig. Price Received	100.0%	99.7%	- 0.3%	99.4%	98.0%	- 1.4%
Days on Market Until Sale	12	16	+ 33.3%	13	19	+ 46.2%
Inventory of Homes for Sale	24	30	+ 25.0%	--	--	--
Months Supply of Inventory	0.9	1.4	+ 55.6%	--	--	--

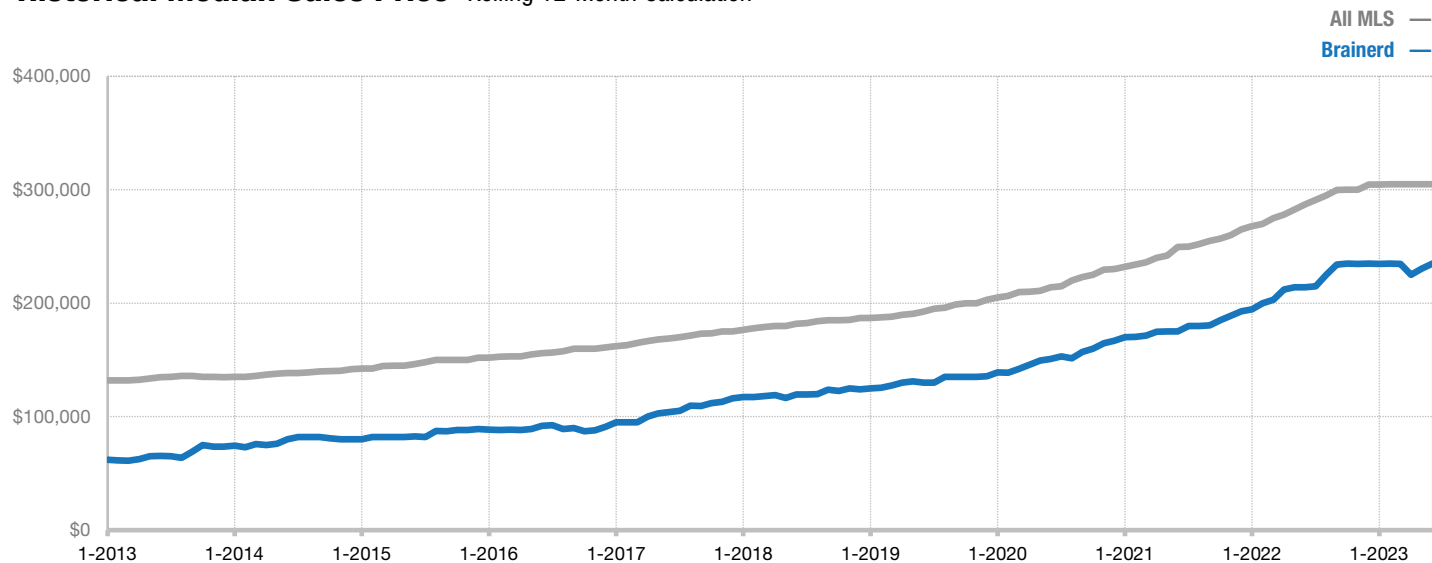
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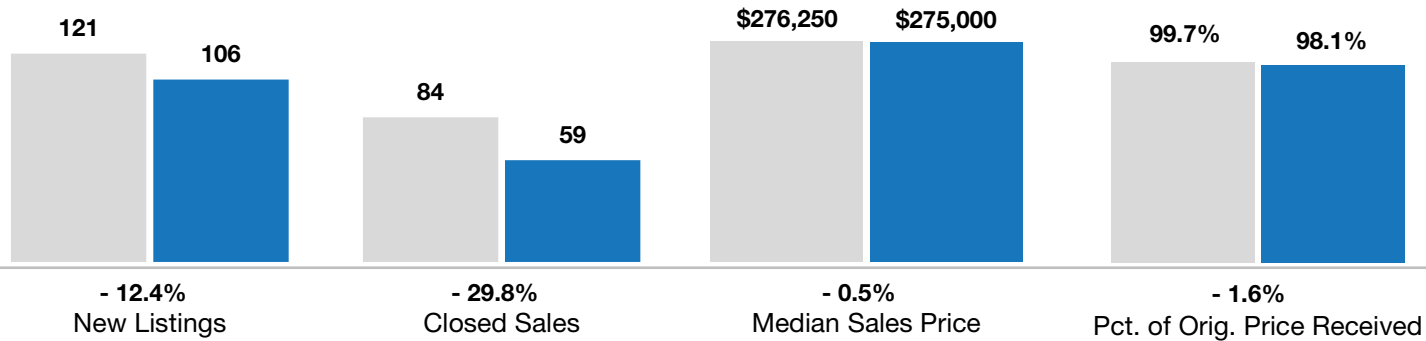
## Catoosa County

Key Metrics	June			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	121	<b>106</b>	- 12.4%	589	<b>524</b>	- 11.0%
Closed Sales	84	<b>59</b>	- 29.8%	474	<b>399</b>	- 15.8%
Median Sales Price	\$276,250	<b>\$275,000</b>	- 0.5%	\$270,000	<b>\$279,900</b>	+ 3.7%
Pct. of Orig. Price Received	99.7%	<b>98.1%</b>	- 1.6%	99.6%	<b>97.0%</b>	- 2.6%
Days on Market Until Sale	9	<b>18</b>	+ 100.0%	13	<b>38</b>	+ 192.3%
Inventory of Homes for Sale	132	<b>151</b>	+ 14.4%	--	--	--
Months Supply of Inventory	1.6	<b>2.1</b>	+ 31.3%	--	--	--

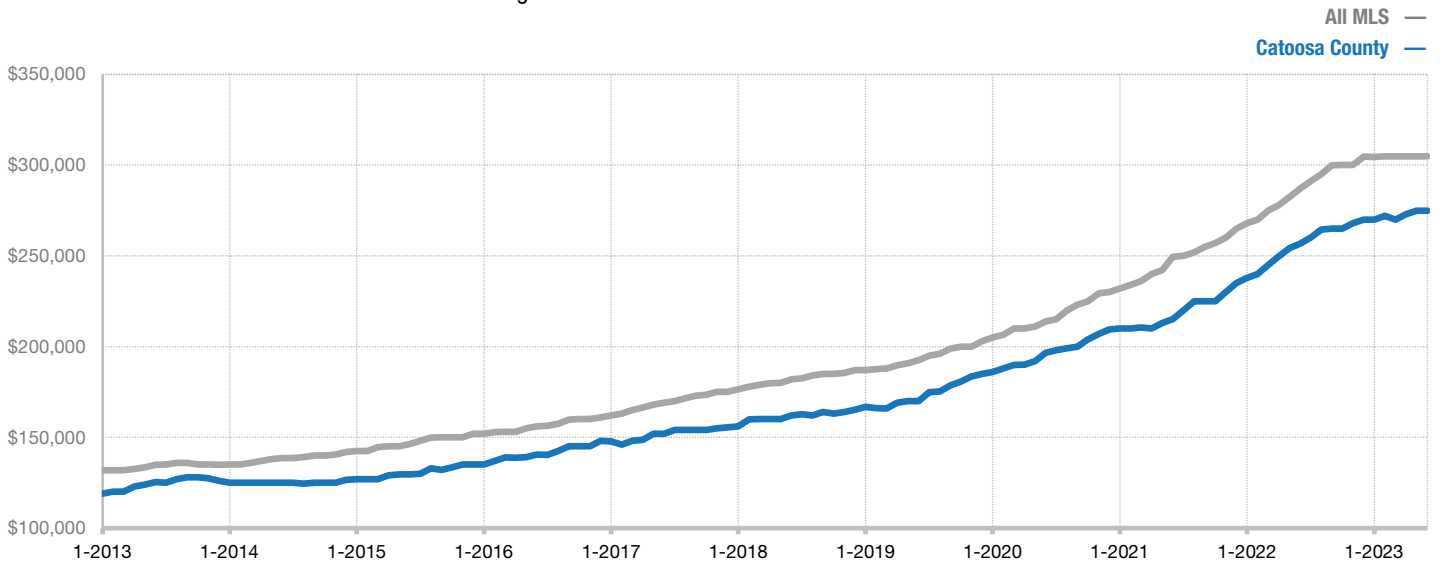
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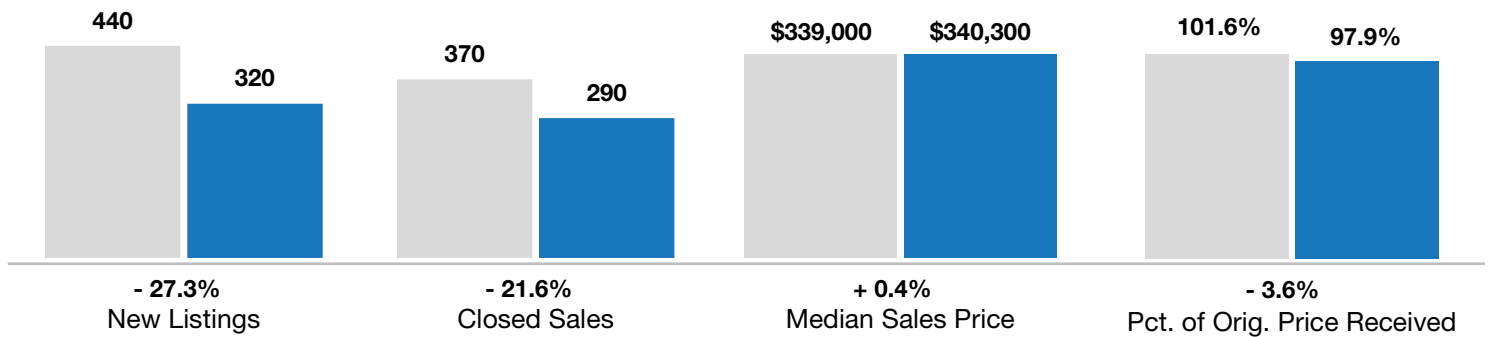
## Chattanooga

Key Metrics	June			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	440	<b>320</b>	- 27.3%	2,312	<b>1,947</b>	- 15.8%
Closed Sales	370	<b>290</b>	- 21.6%	1,909	<b>1,563</b>	- 18.1%
Median Sales Price	\$339,000	<b>\$340,300</b>	+ 0.4%	\$307,750	<b>\$316,500</b>	+ 2.8%
Pct. of Orig. Price Received	101.6%	<b>97.9%</b>	- 3.6%	101.0%	<b>97.4%</b>	- 3.6%
Days on Market Until Sale	12	<b>24</b>	+ 100.0%	14	<b>28</b>	+ 100.0%
Inventory of Homes for Sale	449	<b>434</b>	- 3.3%	--	--	--
Months Supply of Inventory	1.3	<b>1.5</b>	+ 15.4%	--	--	--

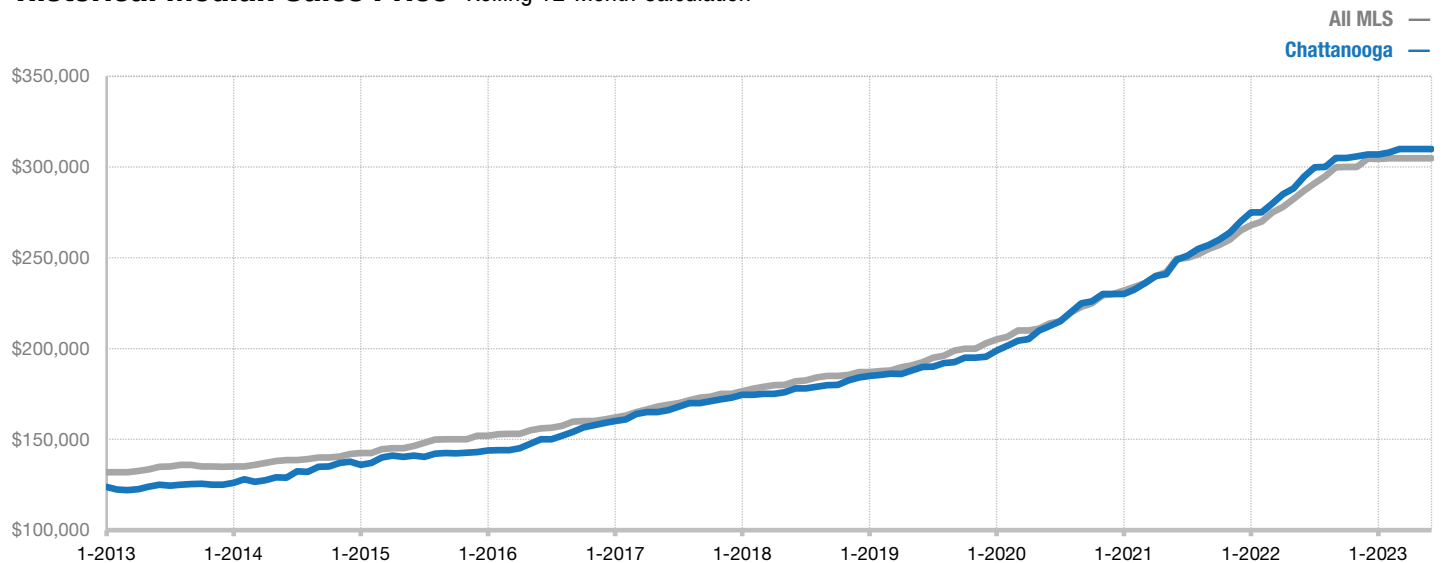
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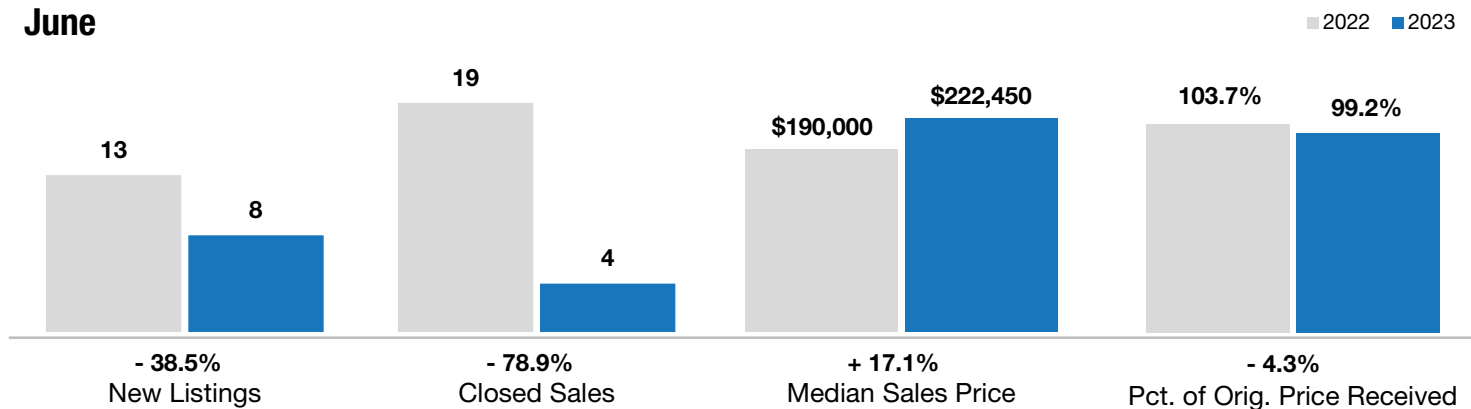
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## Chattooga County

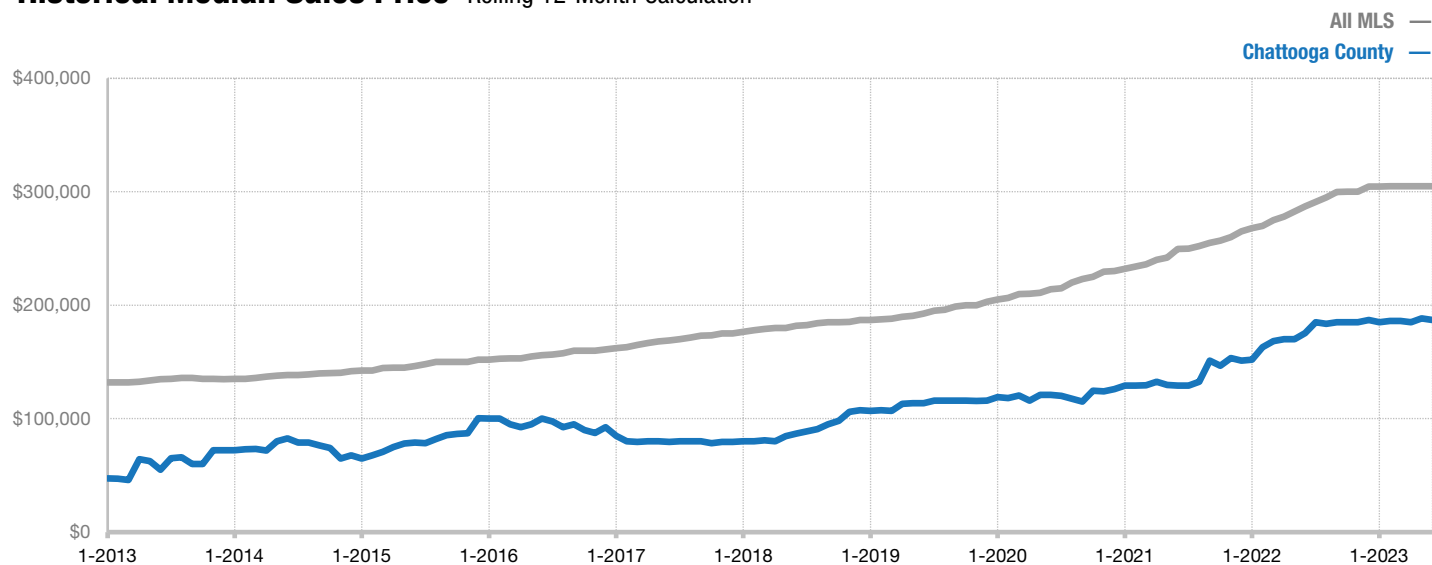
Key Metrics	June			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	13	8	- 38.5%	81	51	- 37.0%
Closed Sales	19	4	- 78.9%	74	36	- 51.4%
Median Sales Price	\$190,000	<b>\$222,450</b>	+ 17.1%	\$186,000	<b>\$191,700</b>	+ 3.1%
Pct. of Orig. Price Received	103.7%	<b>99.2%</b>	- 4.3%	98.4%	<b>95.8%</b>	- 2.6%
Days on Market Until Sale	12	<b>26</b>	+ 116.7%	17	<b>30</b>	+ 76.5%
Inventory of Homes for Sale	11	<b>19</b>	+ 72.7%	--	--	--
Months Supply of Inventory	1.1	<b>3.3</b>	+ 200.0%	--	--	--

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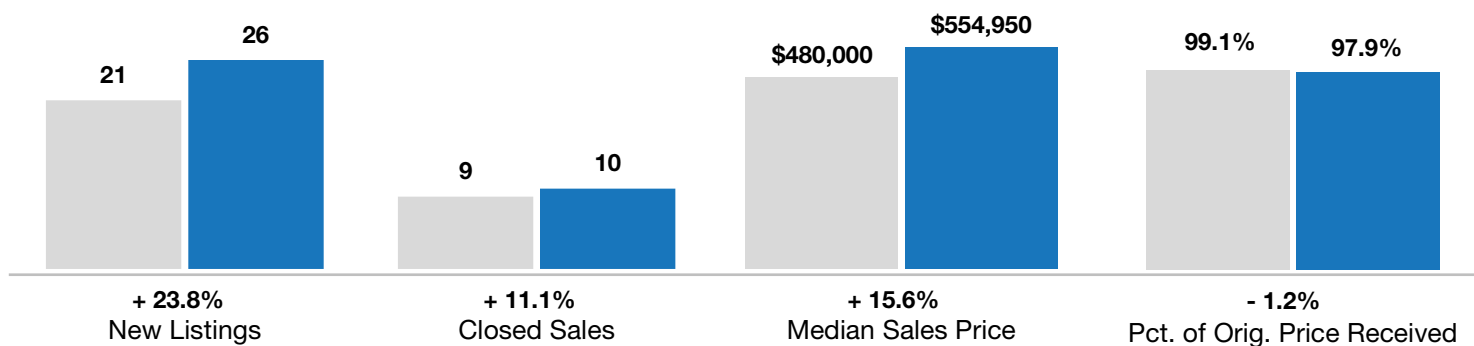
## Collegedale

Key Metrics	June			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	21	26	+ 23.8%	72	70	- 2.8%
Closed Sales	9	10	+ 11.1%	51	57	+ 11.8%
Median Sales Price	\$480,000	\$554,950	+ 15.6%	\$450,000	\$479,638	+ 6.6%
Pct. of Orig. Price Received	99.1%	97.9%	- 1.2%	101.0%	97.6%	- 3.4%
Days on Market Until Sale	36	64	+ 77.8%	23	84	+ 265.2%
Inventory of Homes for Sale	25	28	+ 12.0%	--	--	--
Months Supply of Inventory	2.1	2.7	+ 28.6%	--	--	--

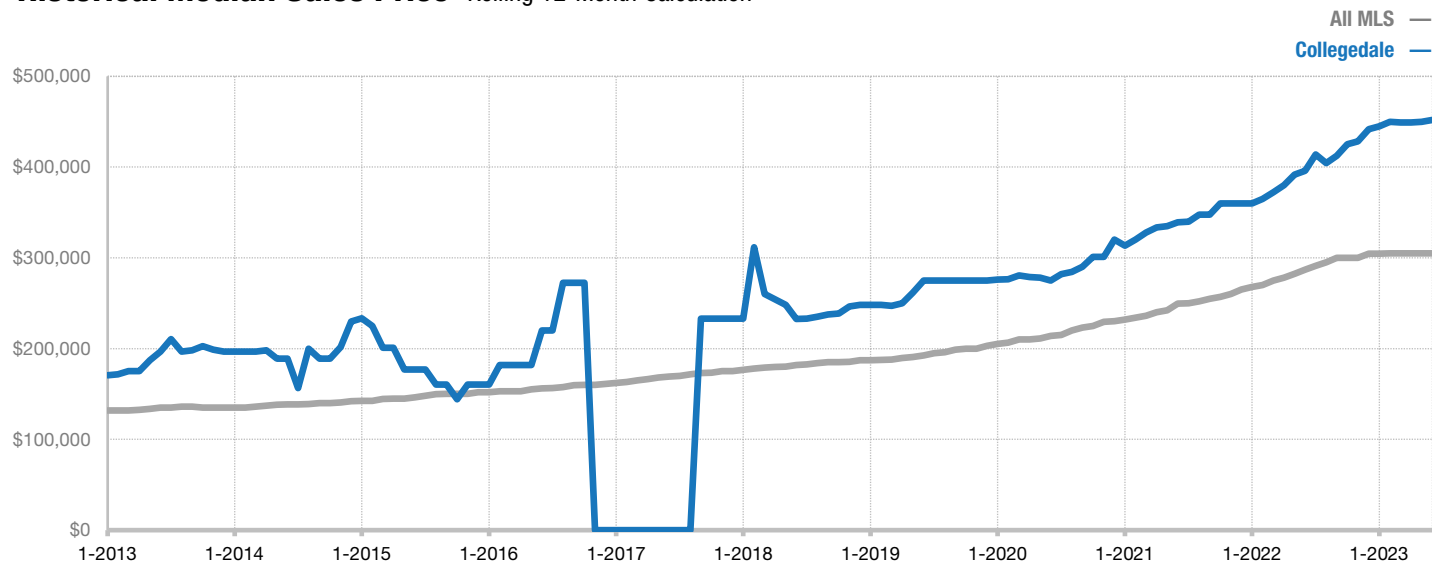
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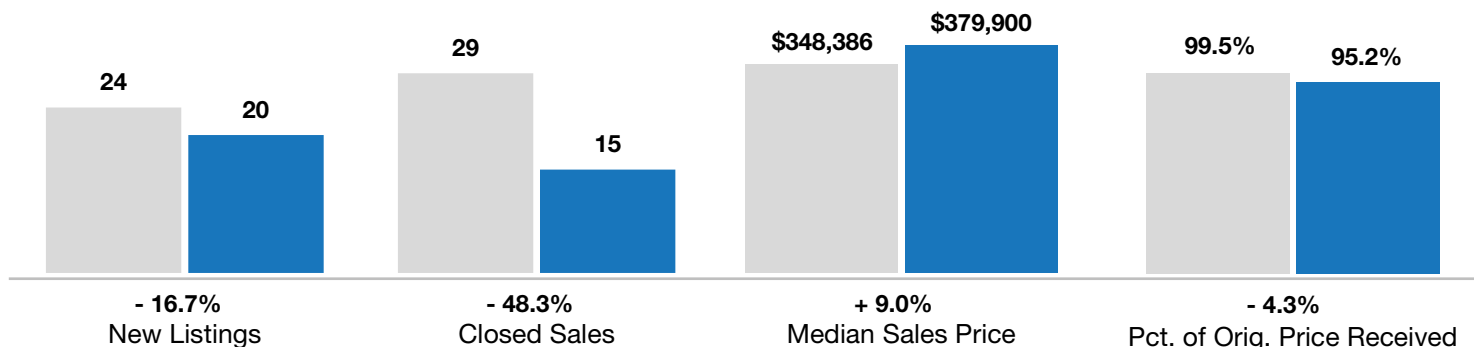
## Dade County

Key Metrics	June			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	24	20	- 16.7%	137	99	- 27.7%
Closed Sales	29	15	- 48.3%	115	74	- 35.7%
Median Sales Price	\$348,386	\$379,900	+ 9.0%	\$302,500	\$245,000	- 19.0%
Pct. of Orig. Price Received	99.5%	95.2%	- 4.3%	97.9%	94.0%	- 4.0%
Days on Market Until Sale	21	14	- 33.3%	34	44	+ 29.4%
Inventory of Homes for Sale	41	36	- 12.2%	--	--	--
Months Supply of Inventory	2.1	2.7	+ 28.6%	--	--	--

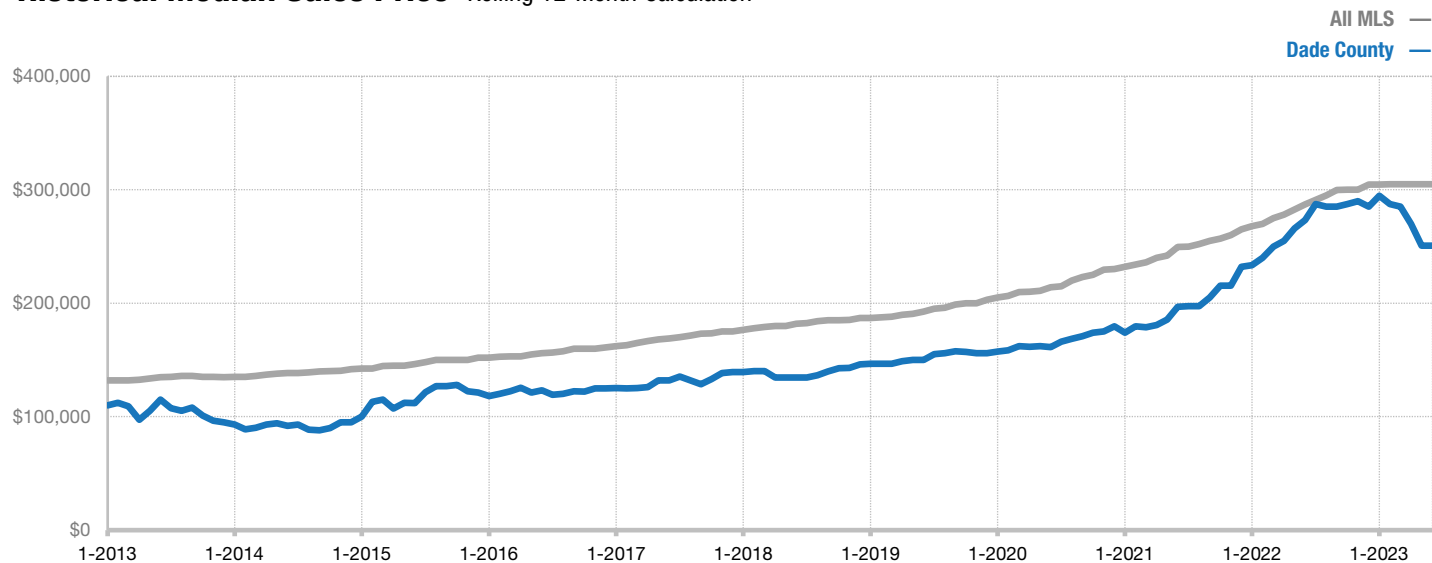
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## Downtown Chattanooga

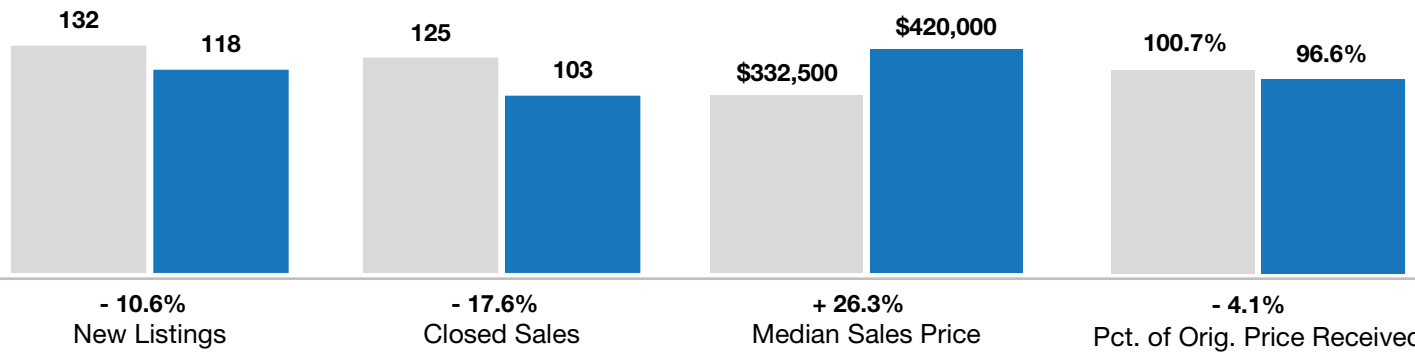
ZIP Codes: 37402, 37403, 37404, 37405, 37406, 37408 and 37450

Key Metrics	June			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	132	<b>118</b>	- 10.6%	667	<b>696</b>	+ 4.3%
Closed Sales	125	<b>103</b>	- 17.6%	553	<b>479</b>	- 13.4%
Median Sales Price	\$332,500	<b>\$420,000</b>	+ 26.3%	\$324,875	<b>\$343,000</b>	+ 5.6%
Pct. of Orig. Price Received	100.7%	<b>96.6%</b>	- 4.1%	101.0%	<b>96.1%</b>	- 4.9%
Days on Market Until Sale	17	<b>32</b>	+ 88.2%	19	<b>33</b>	+ 73.7%
Inventory of Homes for Sale	156	<b>208</b>	+ 33.3%	--	--	--
Months Supply of Inventory	1.7	<b>2.3</b>	+ 35.3%	--	--	--

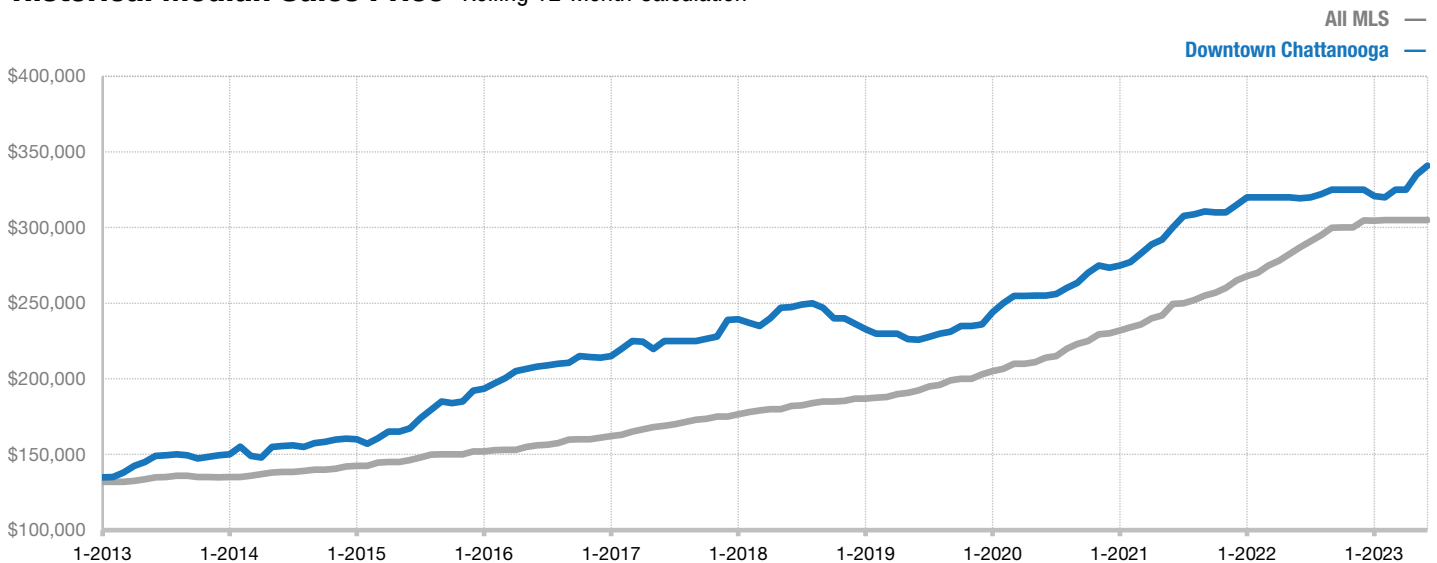
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## East Brainerd

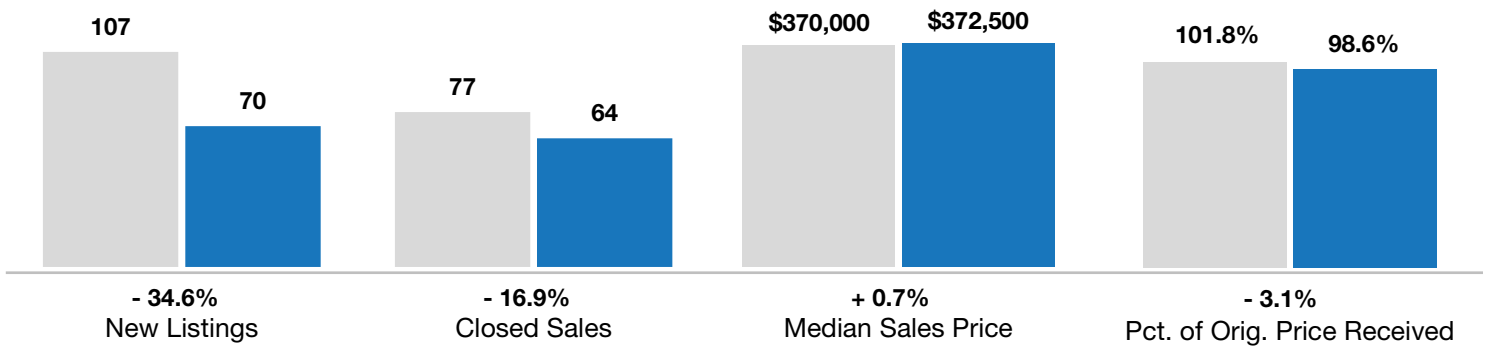
Includes the Cromwell, Dalewood, Eastdale & Tyner Communities

Key Metrics	June			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	107	70	- 34.6%	580	364	- 37.2%
Closed Sales	77	64	- 16.9%	469	320	- 31.8%
Median Sales Price	\$370,000	\$372,500	+ 0.7%	\$345,639	\$360,000	+ 4.2%
Pct. of Orig. Price Received	101.8%	98.6%	- 3.1%	100.9%	98.3%	- 2.6%
Days on Market Until Sale	9	26	+ 188.9%	12	33	+ 175.0%
Inventory of Homes for Sale	111	67	- 39.6%	--	--	--
Months Supply of Inventory	1.3	1.2	- 7.7%	--	--	--

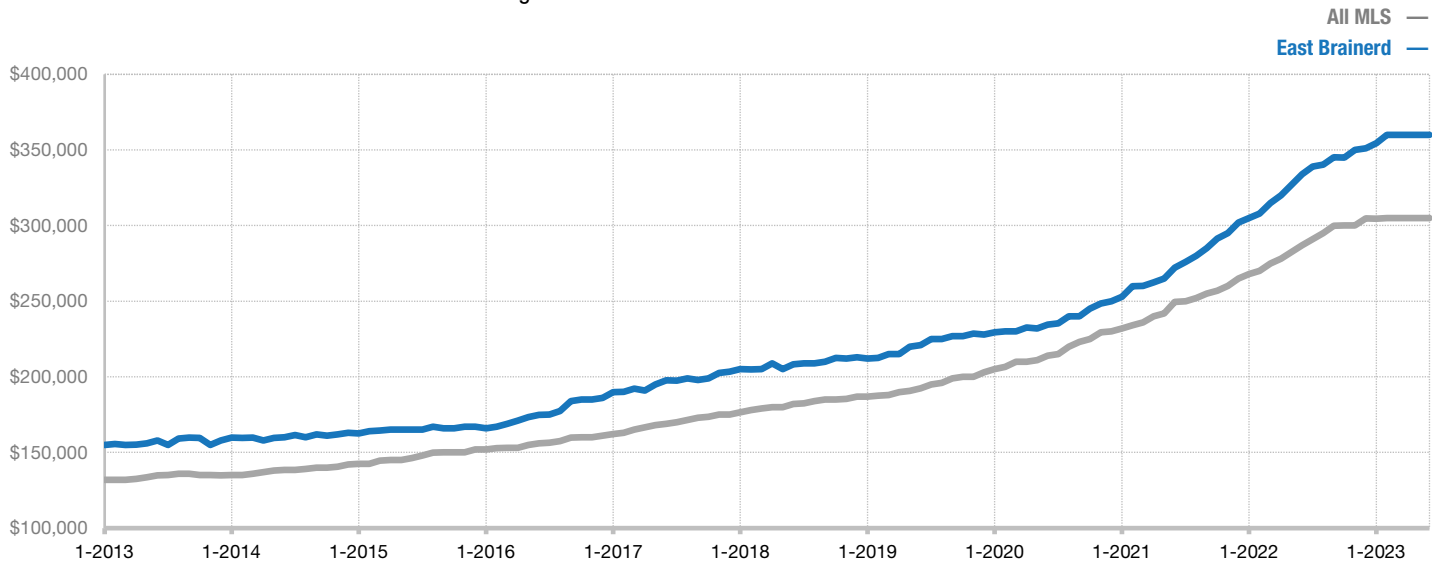
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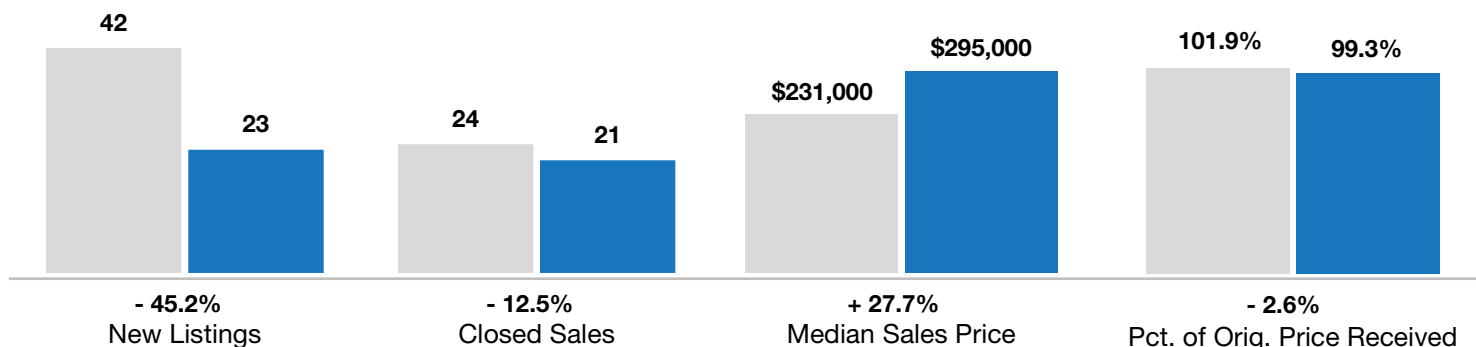
## East Ridge

Key Metrics	June			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	42	23	- 45.2%	158	187	+ 18.4%
Closed Sales	24	21	- 12.5%	133	163	+ 22.6%
Median Sales Price	\$231,000	<b>\$295,000</b>	+ 27.7%	\$234,000	<b>\$256,000</b>	+ 9.4%
Pct. of Orig. Price Received	101.9%	<b>99.3%</b>	- 2.6%	101.7%	<b>97.5%</b>	- 4.1%
Days on Market Until Sale	9	19	+ 111.1%	9	22	+ 144.4%
Inventory of Homes for Sale	27	30	+ 11.1%	--	--	--
Months Supply of Inventory	1.0	1.1	+ 10.0%	--	--	--

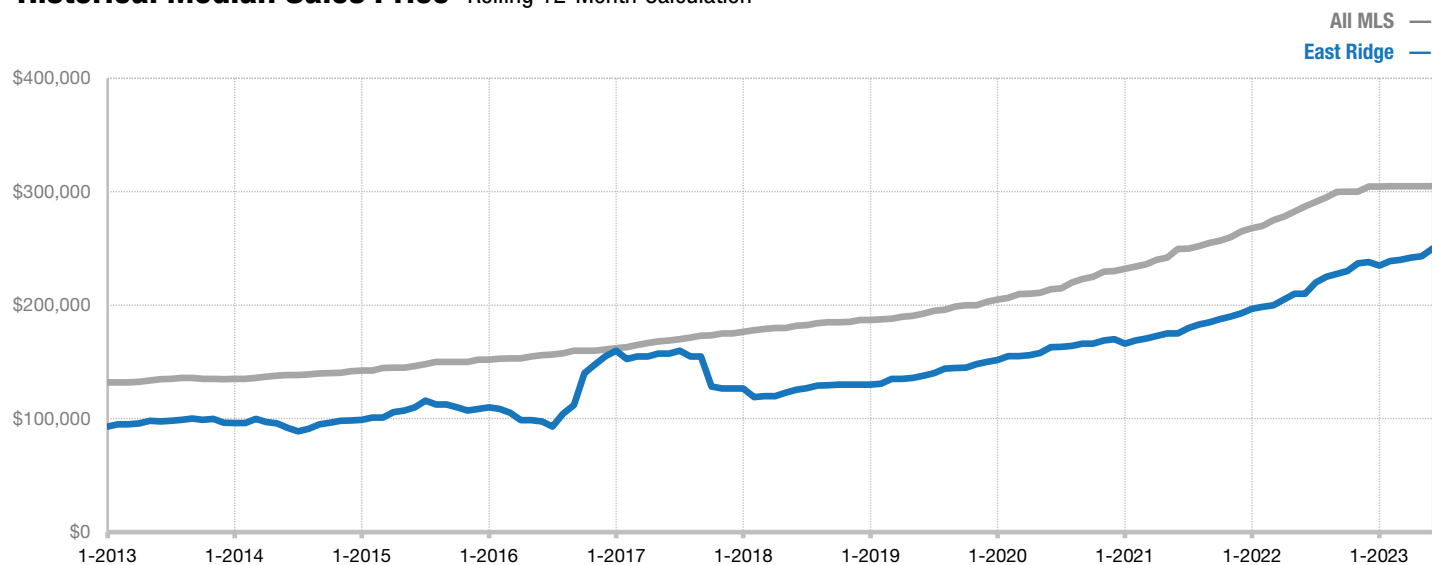
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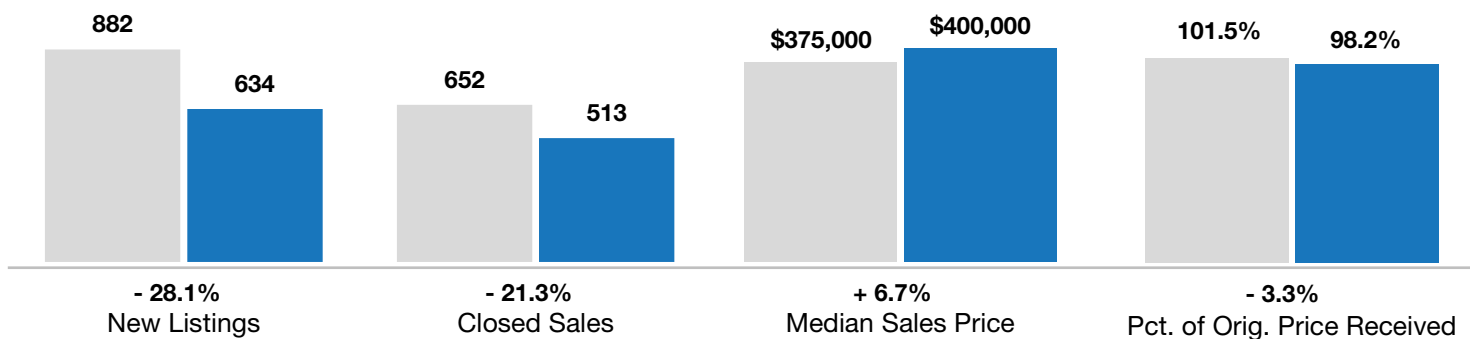
## Hamilton County

Key Metrics	June			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	882	634	- 28.1%	4,206	3,426	- 18.5%
Closed Sales	652	513	- 21.3%	3,396	2,794	- 17.7%
Median Sales Price	\$375,000	\$400,000	+ 6.7%	\$344,000	\$355,000	+ 3.2%
Pct. of Orig. Price Received	101.5%	98.2%	- 3.3%	101.2%	97.7%	- 3.5%
Days on Market Until Sale	12	27	+ 125.0%	14	31	+ 121.4%
Inventory of Homes for Sale	886	834	- 5.9%	--	--	--
Months Supply of Inventory	1.5	1.6	+ 6.7%	--	--	--

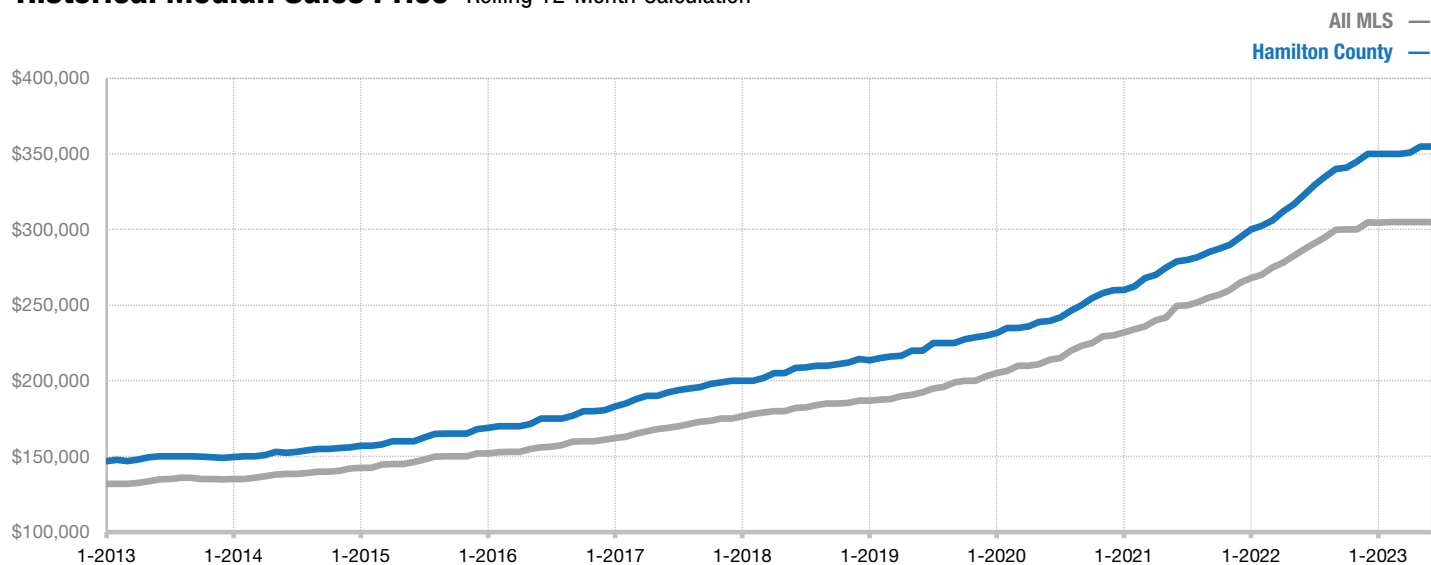
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## Harrison / Georgetown

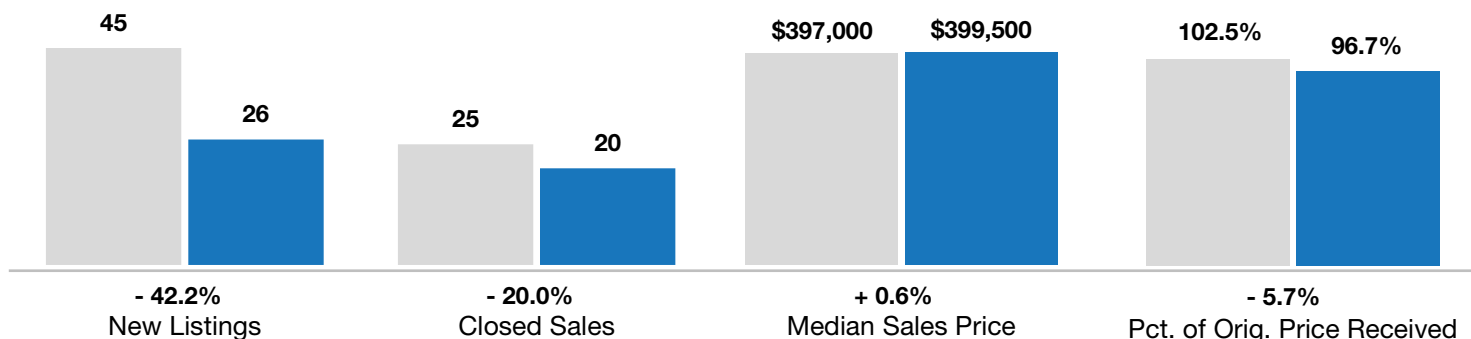
ZIP Codes: 37341 and 37308

Key Metrics	June			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	45	26	- 42.2%	182	121	- 33.5%
Closed Sales	25	20	- 20.0%	139	103	- 25.9%
Median Sales Price	\$397,000	\$399,500	+ 0.6%	\$339,000	\$355,000	+ 4.7%
Pct. of Orig. Price Received	102.5%	96.7%	- 5.7%	101.4%	97.5%	- 3.8%
Days on Market Until Sale	18	43	+ 138.9%	16	58	+ 262.5%
Inventory of Homes for Sale	50	40	- 20.0%	--	--	--
Months Supply of Inventory	2.1	2.2	+ 4.8%	--	--	--

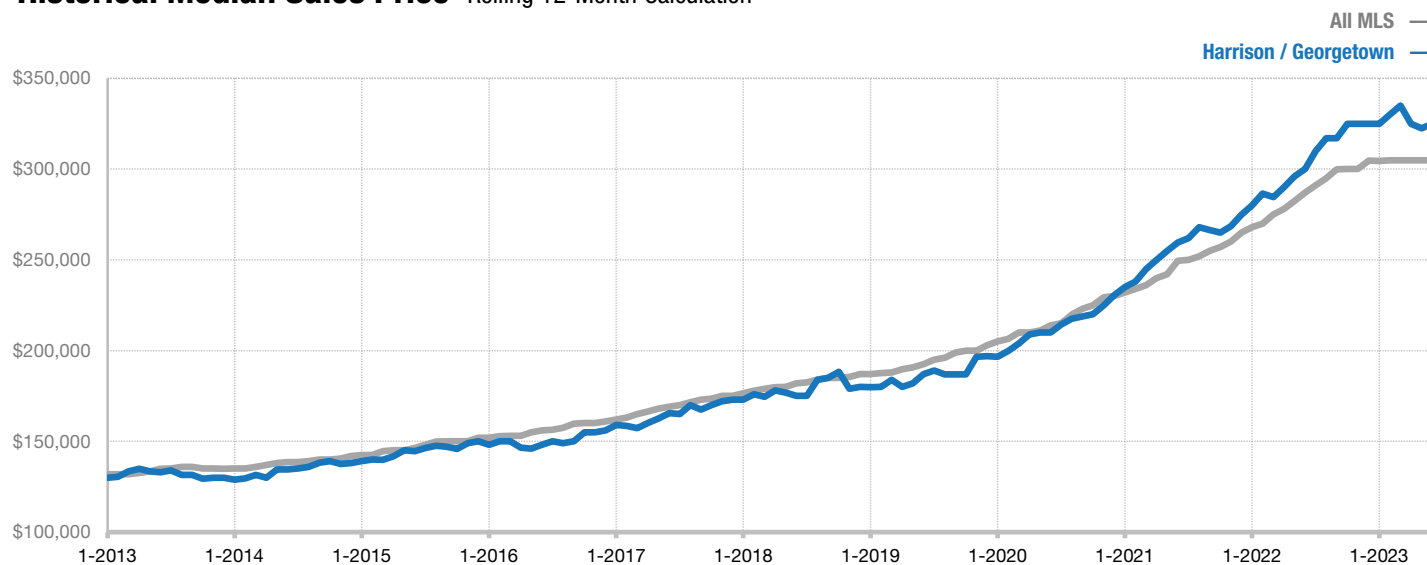
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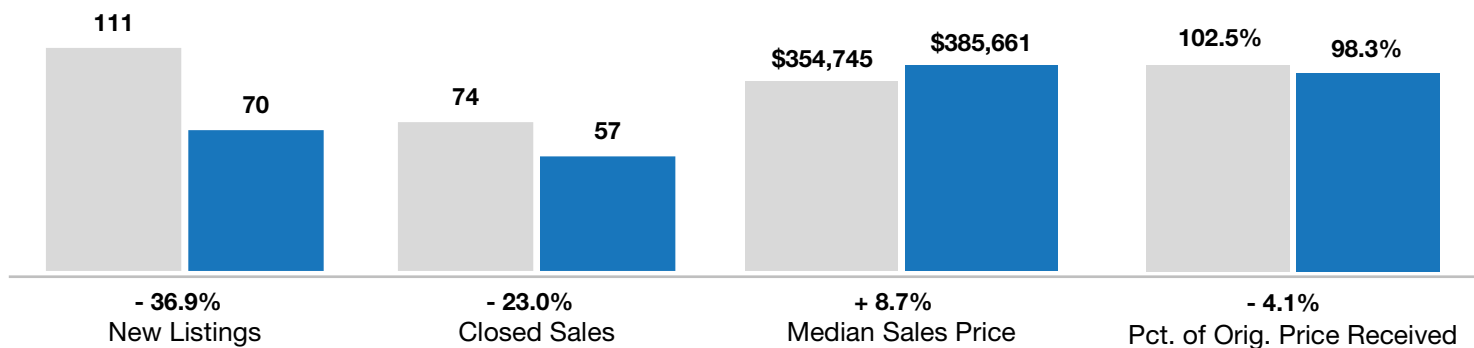
## Hixson

Key Metrics	June			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	111	70	- 36.9%	443	381	- 14.0%
Closed Sales	74	57	- 23.0%	373	330	- 11.5%
Median Sales Price	\$354,745	\$385,661	+ 8.7%	\$344,700	\$350,000	+ 1.5%
Pct. of Orig. Price Received	102.5%	98.3%	- 4.1%	102.7%	98.5%	- 4.1%
Days on Market Until Sale	5	24	+ 380.0%	12	22	+ 83.3%
Inventory of Homes for Sale	66	67	+ 1.5%	--	--	--
Months Supply of Inventory	0.9	1.0	+ 11.1%	--	--	--

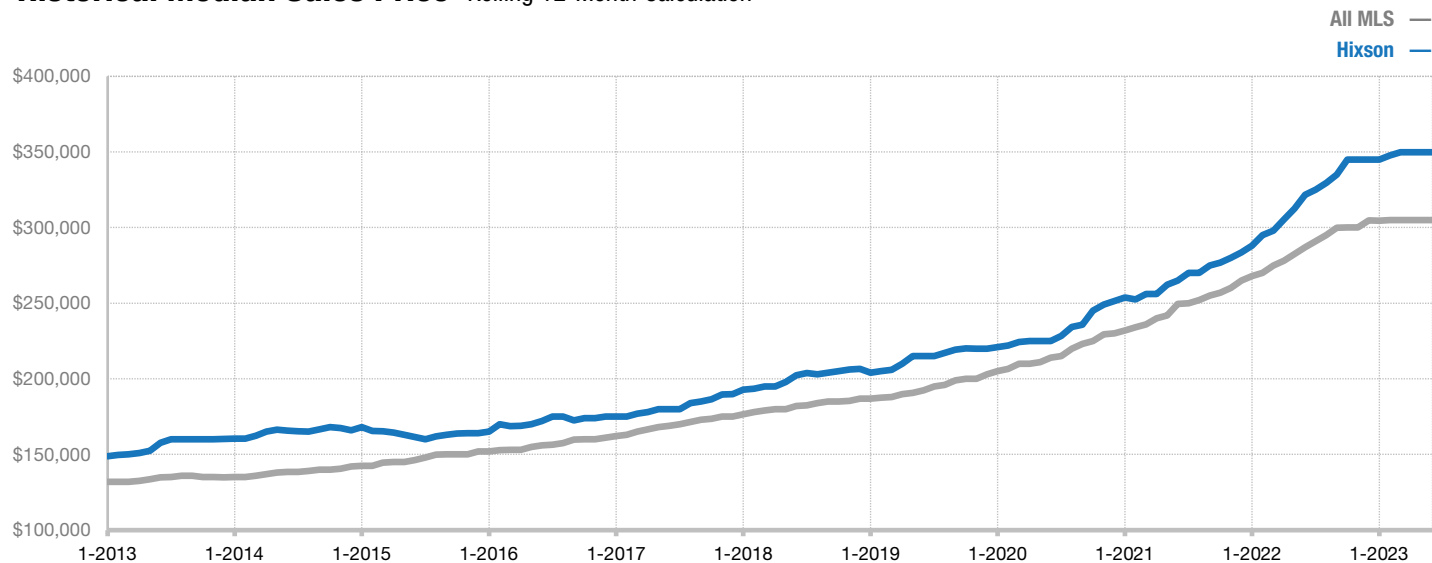
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## Lookout Mountain

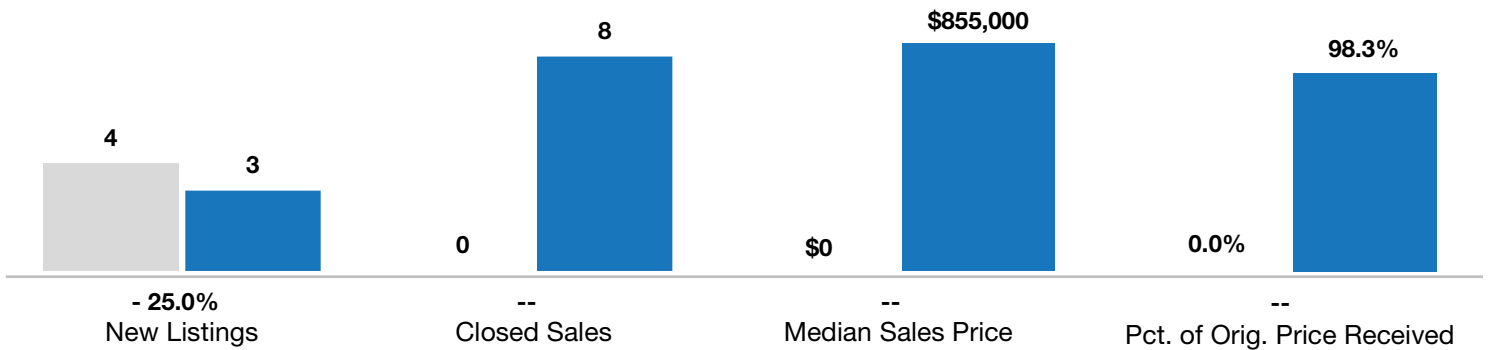
Hamilton County Only

Key Metrics	June			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	4	3	- 25.0%	21	20	- 4.8%
Closed Sales	0	8	--	17	22	+ 29.4%
Median Sales Price	\$0	\$855,000	--	\$1,035,000	\$870,000	- 15.9%
Pct. of Orig. Price Received	0.0%	98.3%	--	101.3%	95.5%	- 5.7%
Days on Market Until Sale	0	17	--	17	29	+ 70.6%
Inventory of Homes for Sale	4	5	+ 25.0%	--	--	--
Months Supply of Inventory	0.3	1.5	+ 400.0%	--	--	--

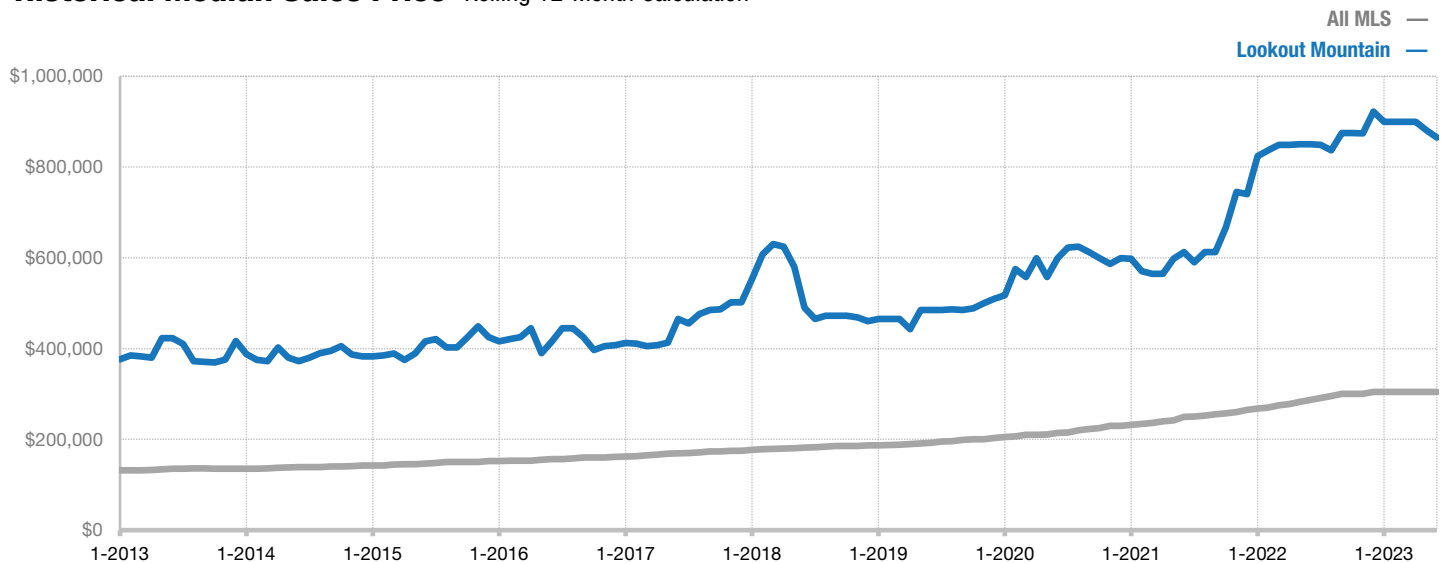
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### June

■ 2022 ■ 2023



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





# Local Market Update – June 2023

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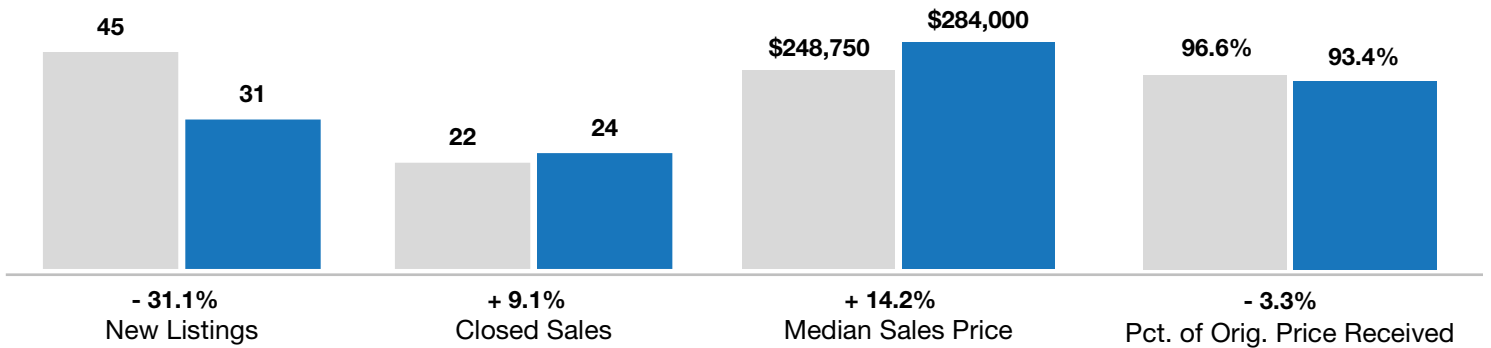
## Marion County

Key Metrics	June			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	45	31	- 31.1%	193	167	- 13.5%
Closed Sales	22	24	+ 9.1%	139	119	- 14.4%
Median Sales Price	\$248,750	<b>\$284,000</b>	+ 14.2%	\$235,000	<b>\$258,280</b>	+ 9.9%
Pct. of Orig. Price Received	96.6%	<b>93.4%</b>	- 3.3%	96.1%	<b>93.4%</b>	- 2.8%
Days on Market Until Sale	33	<b>36</b>	+ 9.1%	33	<b>52</b>	+ 57.6%
Inventory of Homes for Sale	70	<b>59</b>	- 15.7%	--	--	--
Months Supply of Inventory	3.1	<b>3.0</b>	- 3.2%	--	--	--

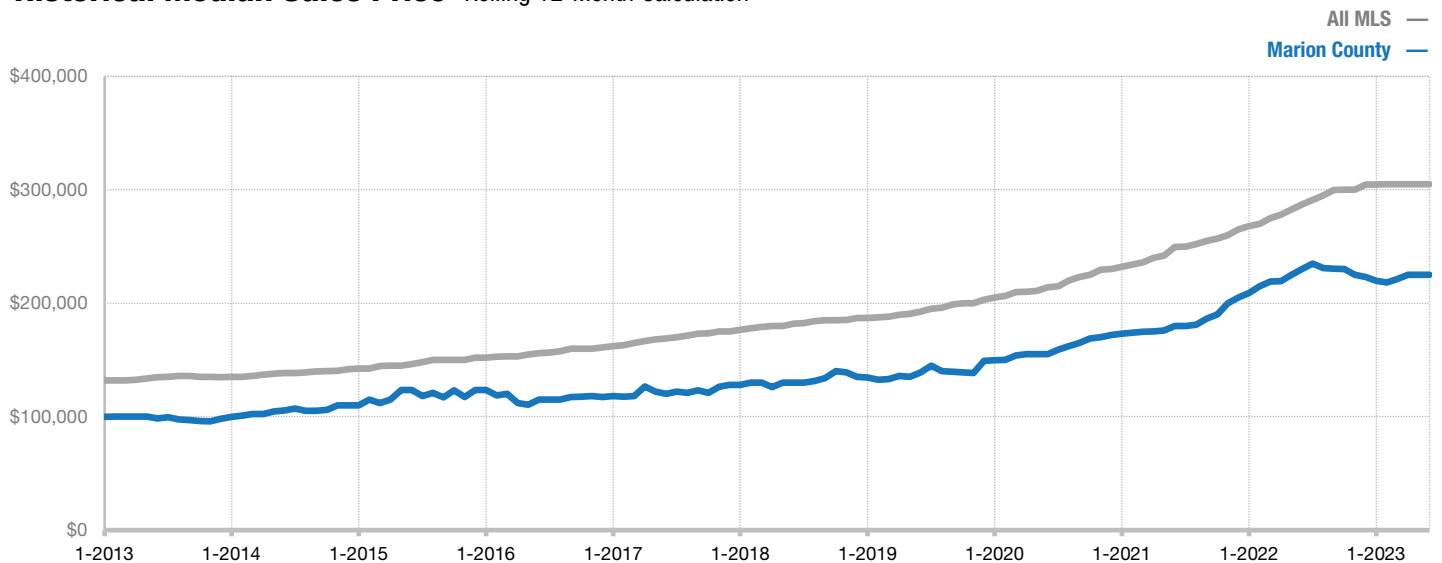
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### June

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



# Local Market Update – June 2023

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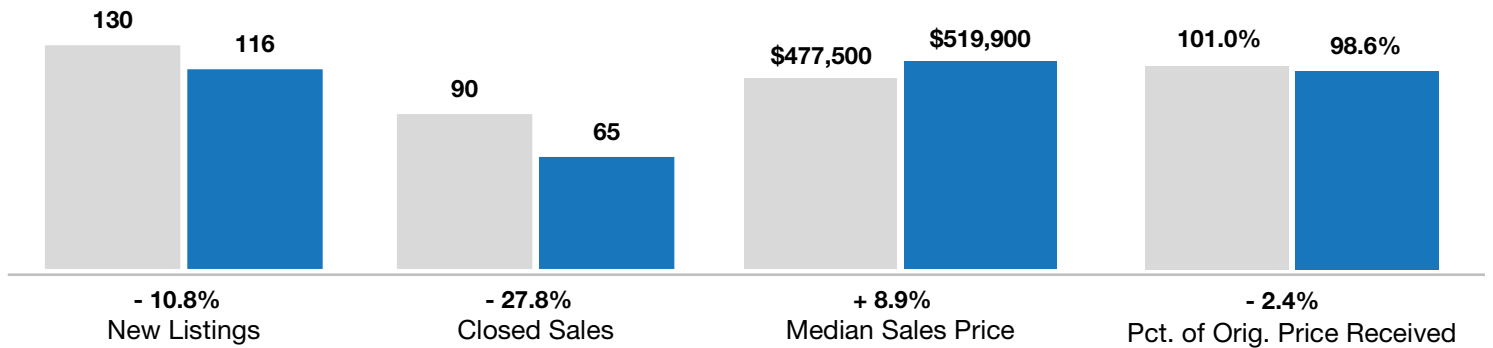
## Ooltewah

Key Metrics	June			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	130	<b>116</b>	- 10.8%	599	<b>465</b>	- 22.4%
Closed Sales	90	<b>65</b>	- 27.8%	447	<b>367</b>	- 17.9%
Median Sales Price	\$477,500	<b>\$519,900</b>	+ 8.9%	\$440,000	<b>\$440,885</b>	+ 0.2%
Pct. of Orig. Price Received	101.0%	<b>98.6%</b>	- 2.4%	101.3%	<b>98.2%</b>	- 3.1%
Days on Market Until Sale	17	<b>36</b>	+ 111.8%	15	<b>37</b>	+ 146.7%
Inventory of Homes for Sale	156	<b>156</b>	0.0%	--	<b>--</b>	--
Months Supply of Inventory	2.0	<b>2.4</b>	+ 20.0%	--	<b>--</b>	--

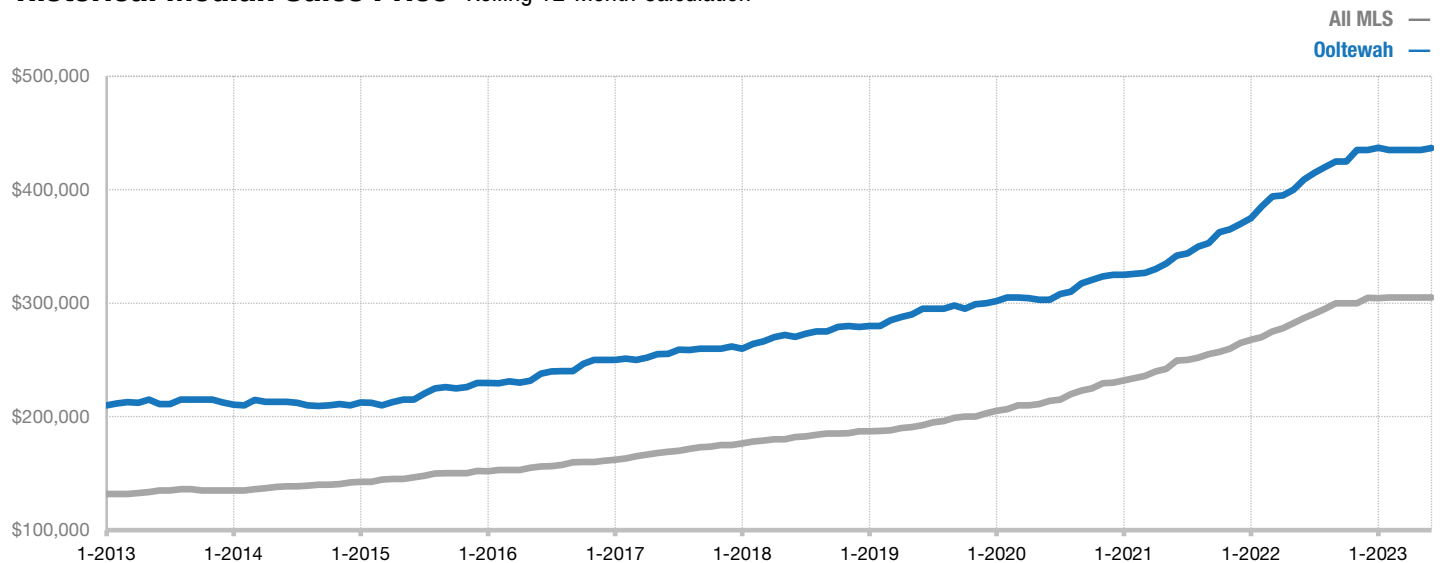
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### June

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



# Local Market Update – June 2023

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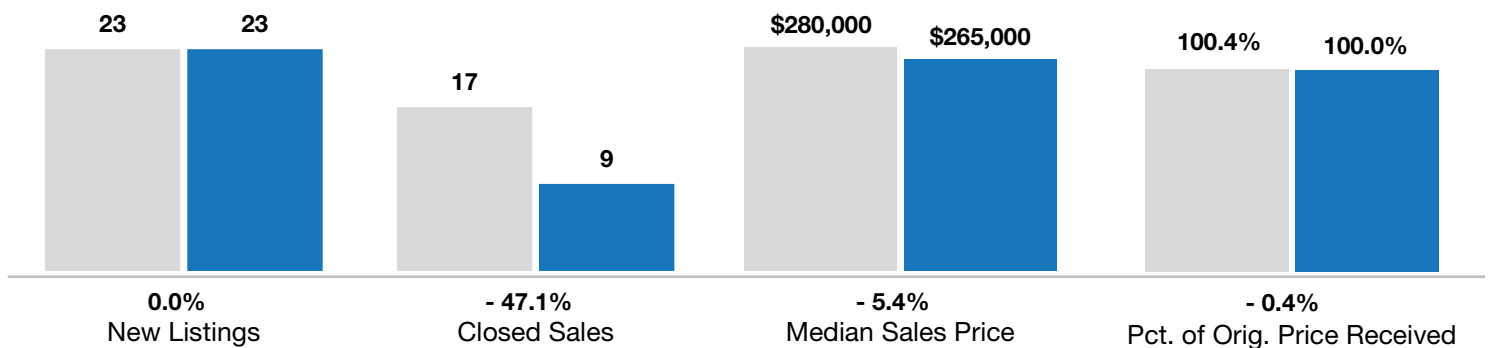
## Red Bank

Key Metrics	June			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	23	<b>23</b>	0.0%	99	<b>110</b>	+ 11.1%
Closed Sales	17	<b>9</b>	- 47.1%	83	<b>85</b>	+ 2.4%
Median Sales Price	\$280,000	<b>\$265,000</b>	- 5.4%	\$290,000	<b>\$285,000</b>	- 1.7%
Pct. of Orig. Price Received	100.4%	<b>100.0%</b>	- 0.4%	102.8%	<b>100.1%</b>	- 2.6%
Days on Market Until Sale	13	<b>8</b>	- 38.5%	10	<b>19</b>	+ 90.0%
Inventory of Homes for Sale	13	<b>23</b>	+ 76.9%	--	--	--
Months Supply of Inventory	0.8	<b>1.7</b>	+ 112.5%	--	--	--

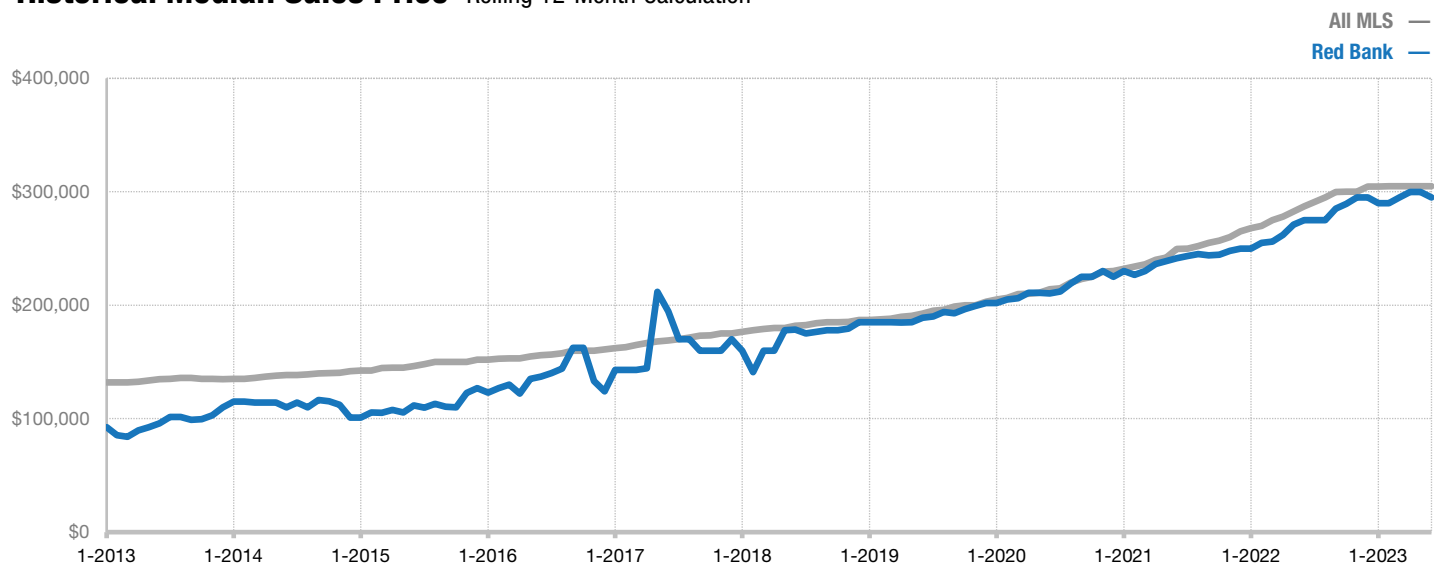
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### June

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



# Local Market Update – June 2023

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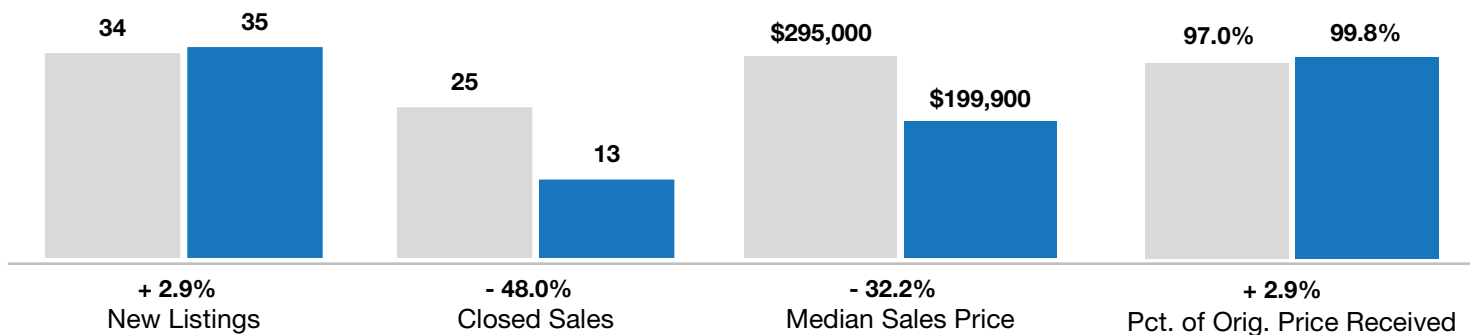
## Rhea County

Key Metrics	June			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	34	35	+ 2.9%	180	146	- 18.9%
Closed Sales	25	13	- 48.0%	137	113	- 17.5%
Median Sales Price	\$295,000	\$199,900	- 32.2%	\$230,000	\$260,000	+ 13.0%
Pct. of Orig. Price Received	97.0%	99.8%	+ 2.9%	97.7%	98.3%	+ 0.6%
Days on Market Until Sale	28	36	+ 28.6%	23	35	+ 52.2%
Inventory of Homes for Sale	52	52	0.0%	--	--	--
Months Supply of Inventory	2.1	2.7	+ 28.6%	--	--	--

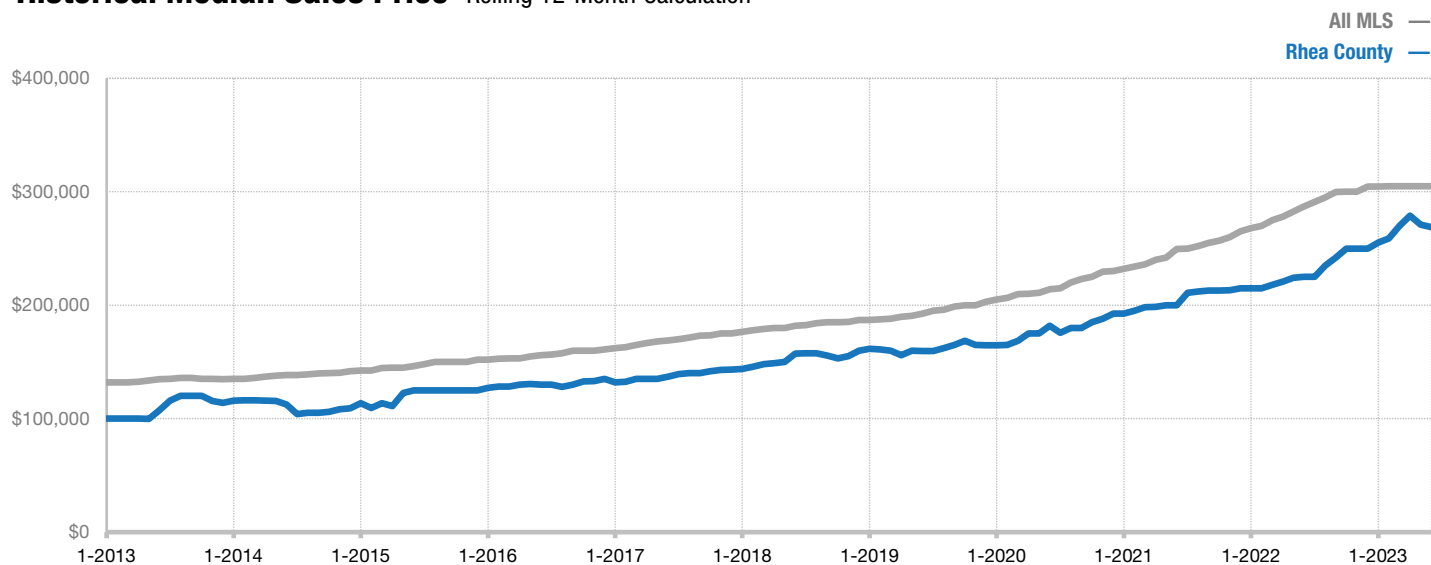
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### June

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



# Local Market Update – June 2023

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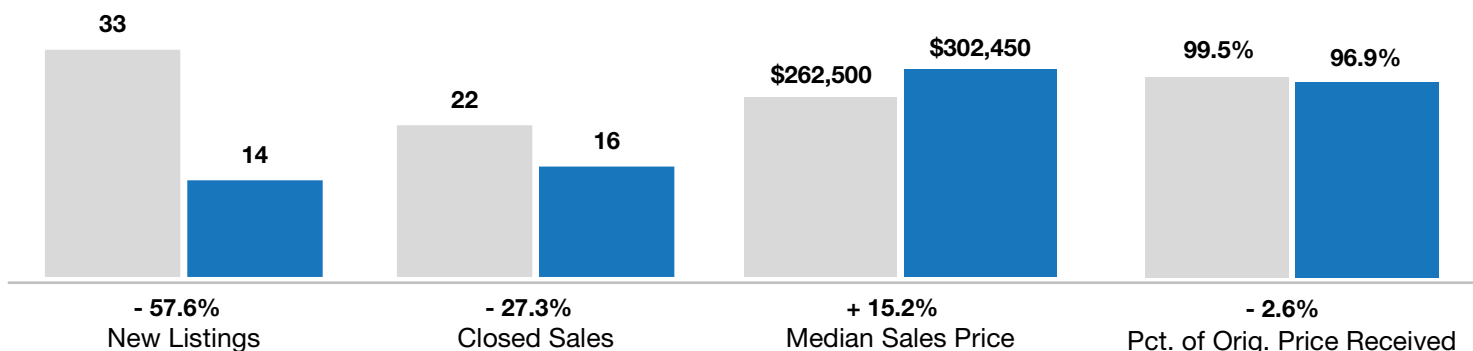
## Sequatchie County

Key Metrics	June			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	33	14	- 57.6%	144	96	- 33.3%
Closed Sales	22	16	- 27.3%	96	89	- 7.3%
Median Sales Price	\$262,500	<b>\$302,450</b>	+ 15.2%	\$249,500	<b>\$302,500</b>	+ 21.2%
Pct. of Orig. Price Received	99.5%	<b>96.9%</b>	- 2.6%	97.4%	<b>93.9%</b>	- 3.6%
Days on Market Until Sale	9	<b>28</b>	+ 211.1%	28	<b>46</b>	+ 64.3%
Inventory of Homes for Sale	48	<b>28</b>	- 41.7%	--	--	--
Months Supply of Inventory	2.8	<b>2.0</b>	- 28.6%	--	--	--

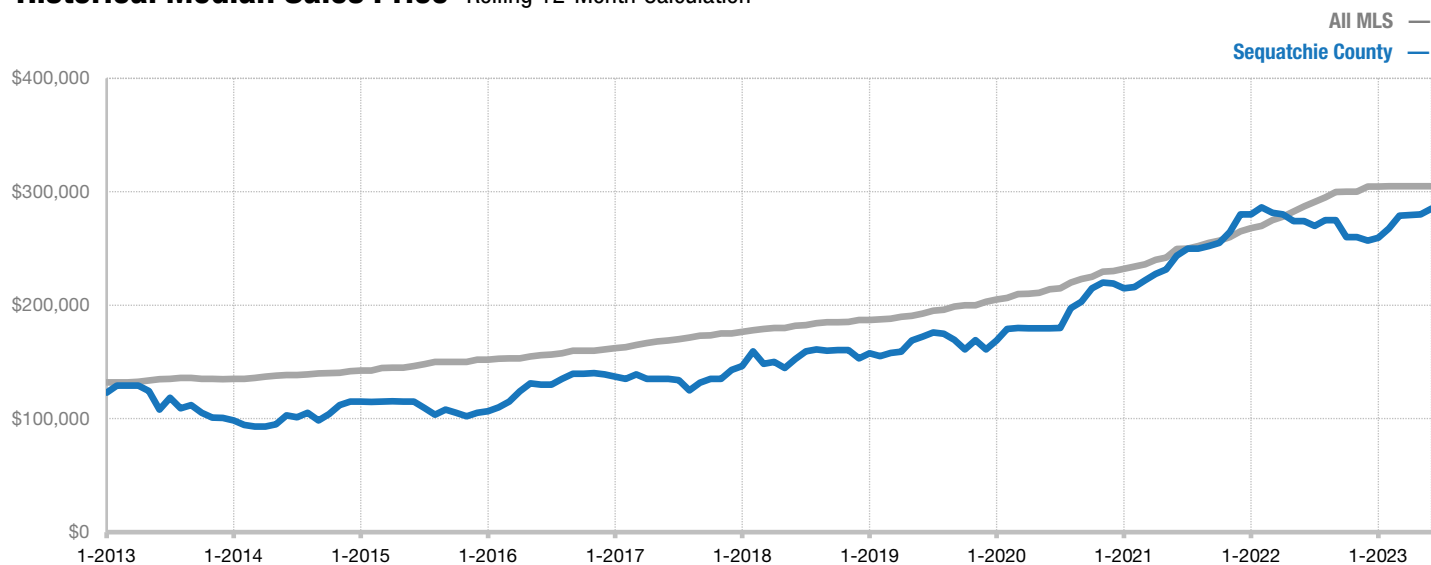
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### June

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



# Local Market Update – June 2023

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## Signal Mountain

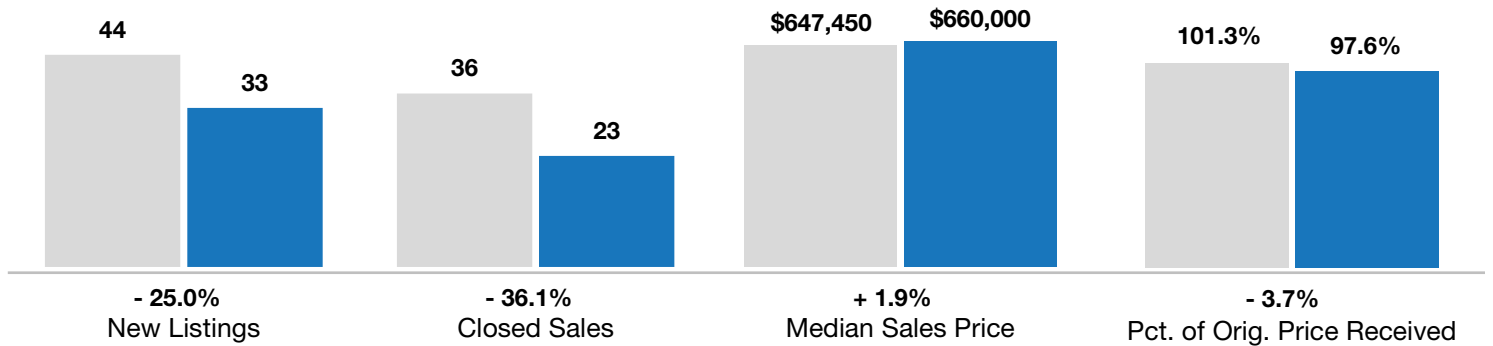
Hamilton County Only

Key Metrics	June			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	44	33	- 25.0%	191	129	- 32.5%
Closed Sales	36	23	- 36.1%	156	112	- 28.2%
Median Sales Price	\$647,450	\$660,000	+ 1.9%	\$537,063	\$650,000	+ 21.0%
Pct. of Orig. Price Received	101.3%	97.6%	- 3.7%	100.6%	96.5%	- 4.1%
Days on Market Until Sale	16	27	+ 68.8%	13	29	+ 123.1%
Inventory of Homes for Sale	38	27	- 28.9%	--	--	--
Months Supply of Inventory	1.4	1.4	0.0%	--	--	--

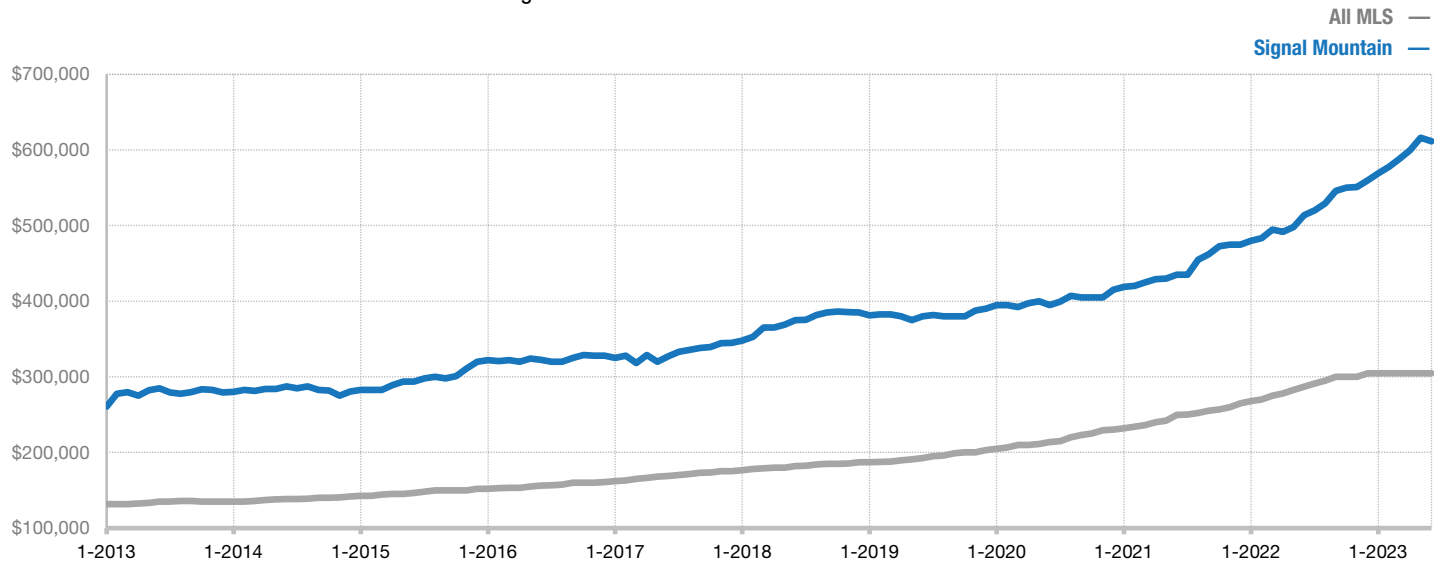
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### June

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



# Local Market Update – June 2023

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## St. Elmo / High Park / Avondale

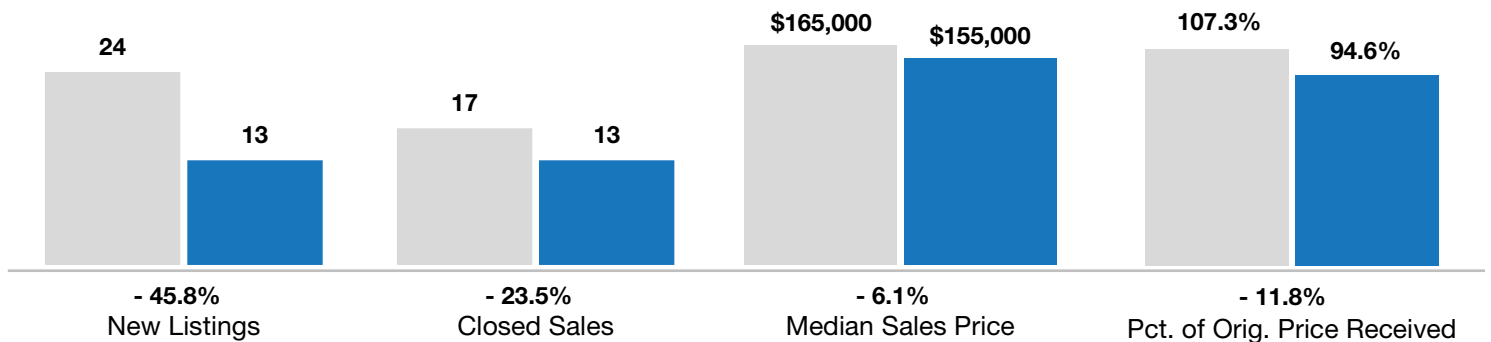
ZIP Codes: 37407, 37409 and 37410

Key Metrics	June			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	24	13	- 45.8%	137	103	- 24.8%
Closed Sales	17	13	- 23.5%	93	87	- 6.5%
Median Sales Price	\$165,000	\$155,000	- 6.1%	\$177,500	\$202,000	+ 13.8%
Pct. of Orig. Price Received	107.3%	94.6%	- 11.8%	99.5%	95.7%	- 3.8%
Days on Market Until Sale	3	22	+ 633.3%	15	27	+ 80.0%
Inventory of Homes for Sale	36	22	- 38.9%	--	--	--
Months Supply of Inventory	1.7	1.3	- 23.5%	--	--	--

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### June

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



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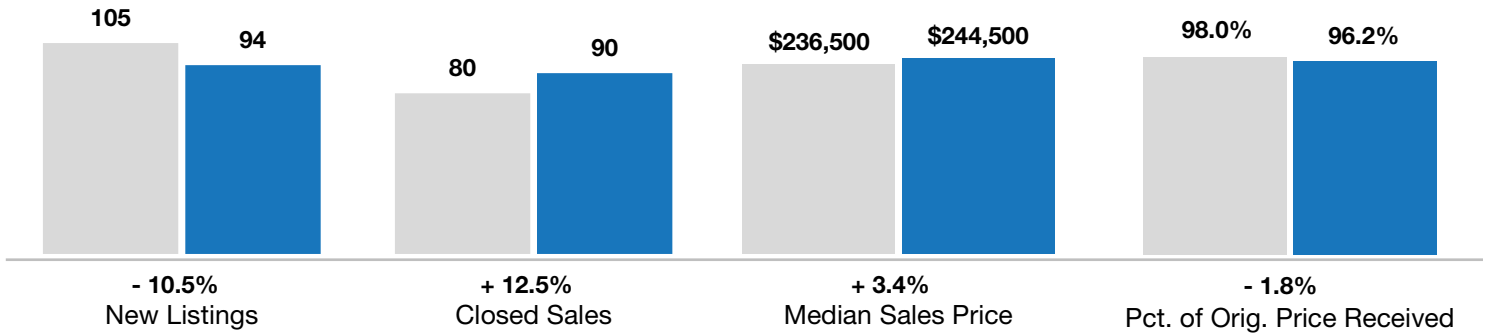
## Walker County

Key Metrics	June			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	105	<b>94</b>	- 10.5%	578	<b>525</b>	- 9.2%
Closed Sales	80	<b>90</b>	+ 12.5%	465	<b>380</b>	- 18.3%
Median Sales Price	\$236,500	<b>\$244,500</b>	+ 3.4%	\$218,000	<b>\$224,250</b>	+ 2.9%
Pct. of Orig. Price Received	98.0%	<b>96.2%</b>	- 1.8%	98.5%	<b>96.3%</b>	- 2.2%
Days on Market Until Sale	16	<b>33</b>	+ 106.3%	17	<b>31</b>	+ 82.4%
Inventory of Homes for Sale	125	<b>134</b>	+ 7.2%	--	--	--
Months Supply of Inventory	1.5	<b>1.9</b>	+ 26.7%	--	--	--

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### June

■ 2022 ■ 2023



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

