

Local Market Update – August 2020

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



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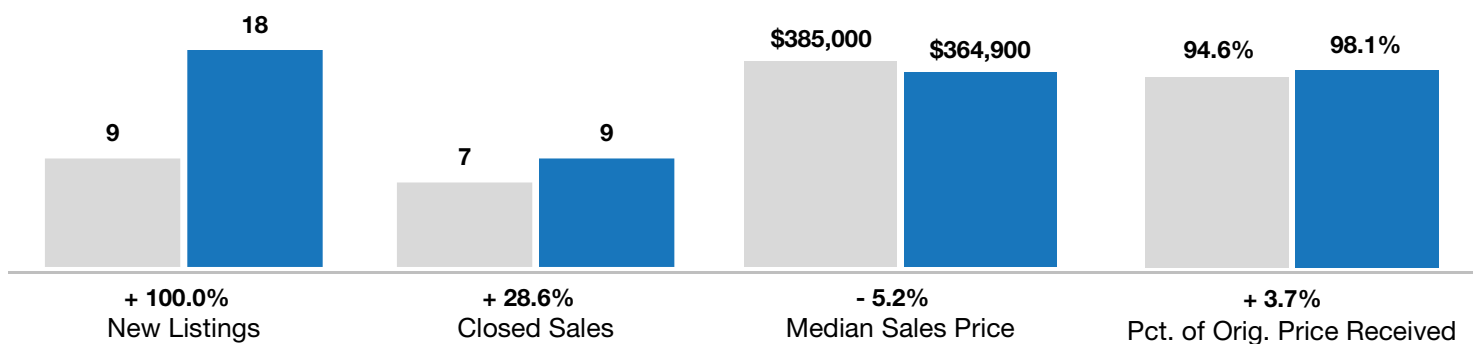
Apison

Key Metrics	August			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	9	18	+ 100.0%	98	112	+ 14.3%
Closed Sales	7	9	+ 28.6%	71	85	+ 19.7%
Median Sales Price	\$385,000	\$364,900	- 5.2%	\$343,650	\$345,000	+ 0.4%
Pct. of Orig. Price Received	94.6%	98.1%	+ 3.7%	97.0%	97.5%	+ 0.5%
Days on Market Until Sale	114	99	- 13.2%	92	97	+ 5.4%
Inventory of Homes for Sale	42	32	- 23.8%	--	--	--
Months Supply of Inventory	5.1	3.1	- 39.2%	--	--	--

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

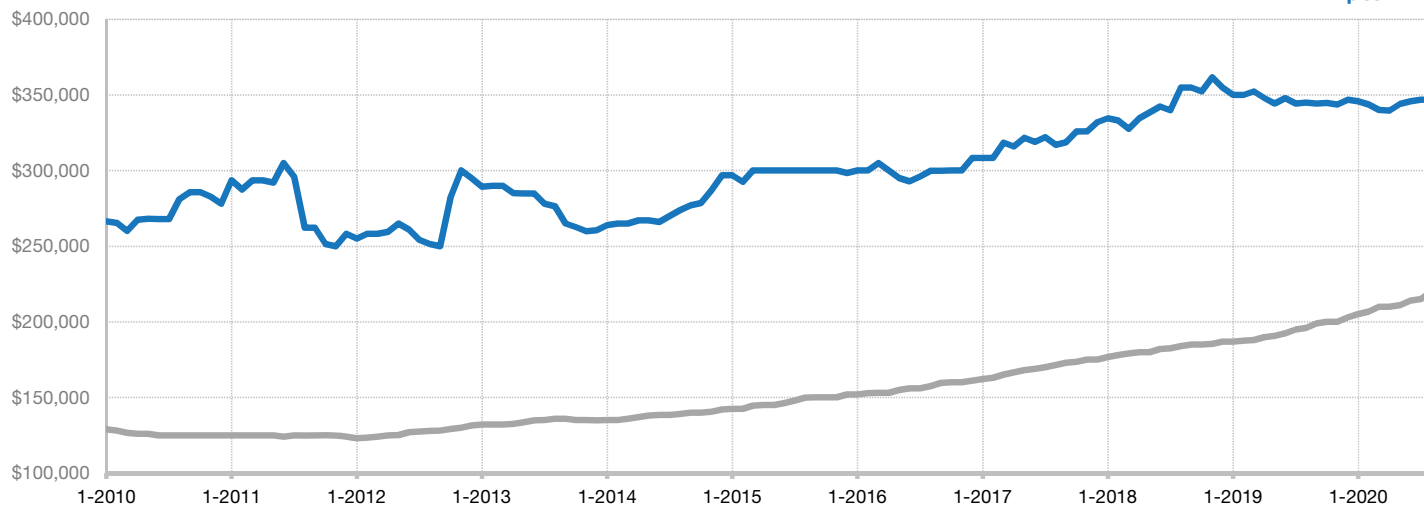
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Historical Median Sales Price Rolling 12-Month Calculation

All MLS —
Apison —



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Bakewell / Lakesite / Sale Creek / Soddy

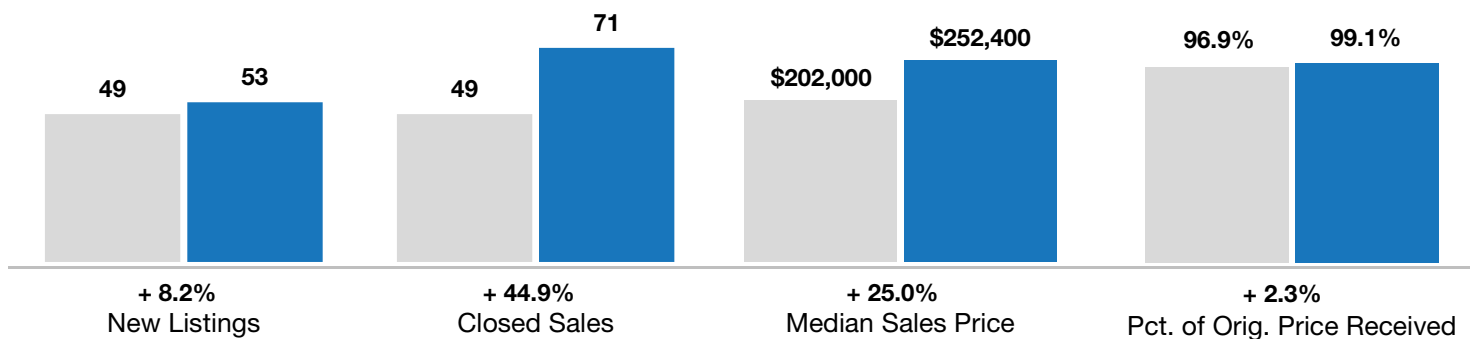
ZIP Codes: 37379 and 37384

Key Metrics	August			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	49	53	+ 8.2%	441	426	- 3.4%
Closed Sales	49	71	+ 44.9%	326	356	+ 9.2%
Median Sales Price	\$202,000	\$252,400	+ 25.0%	\$216,500	\$249,900	+ 15.4%
Pct. of Orig. Price Received	96.9%	99.1%	+ 2.3%	96.9%	98.0%	+ 1.1%
Days on Market Until Sale	39	32	- 17.9%	50	39	- 22.0%
Inventory of Homes for Sale	121	54	- 55.4%	--	--	--
Months Supply of Inventory	3.0	1.2	- 60.0%	--	--	--

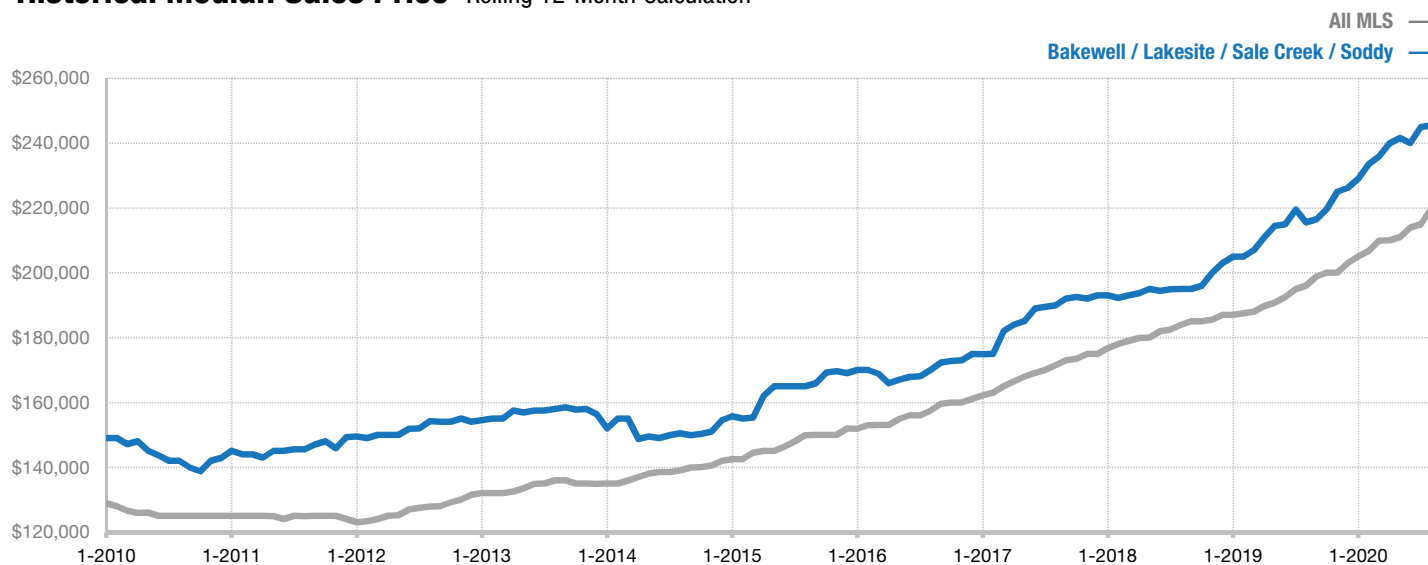
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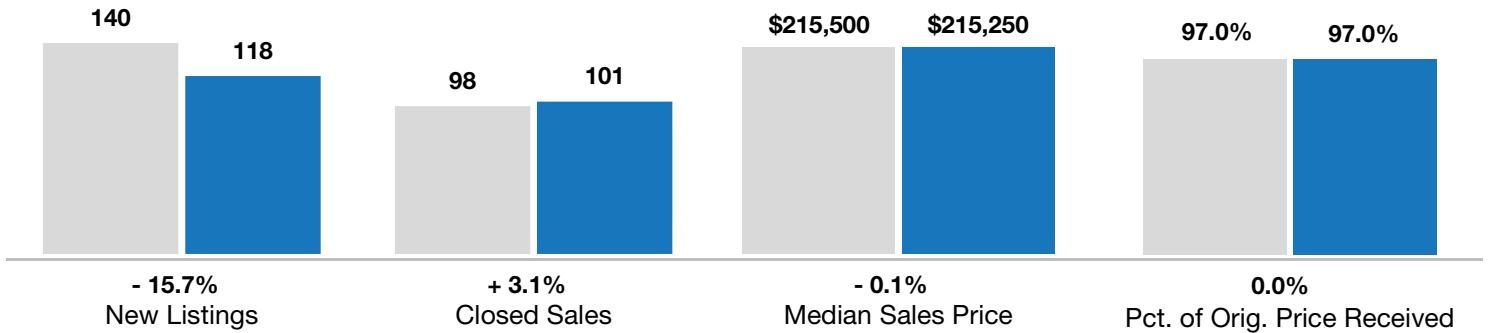
Bradley County

Key Metrics	August			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	140	118	- 15.7%	903	862	- 4.5%
Closed Sales	98	101	+ 3.1%	628	715	+ 13.9%
Median Sales Price	\$215,500	\$215,250	- 0.1%	\$205,000	\$213,750	+ 4.3%
Pct. of Orig. Price Received	97.0%	97.0%	0.0%	96.7%	97.1%	+ 0.4%
Days on Market Until Sale	36	27	- 25.0%	41	41	0.0%
Inventory of Homes for Sale	243	109	- 55.1%	--	--	--
Months Supply of Inventory	3.1	1.1	- 64.5%	--	--	--

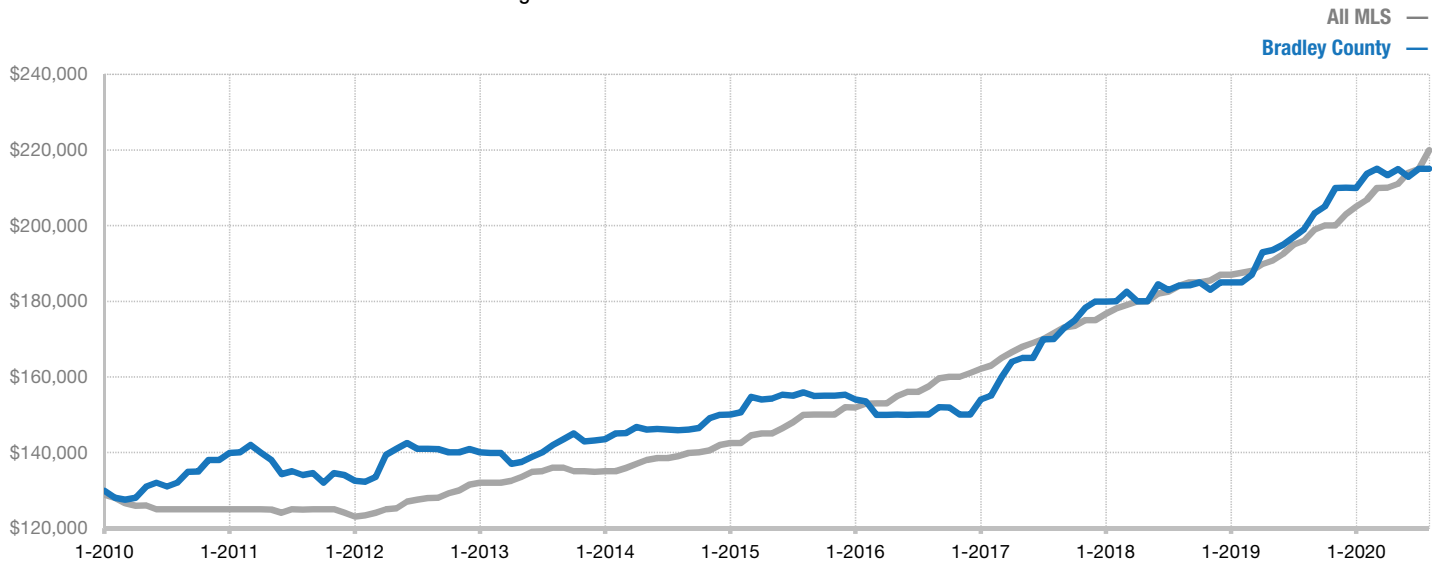
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Brainerd

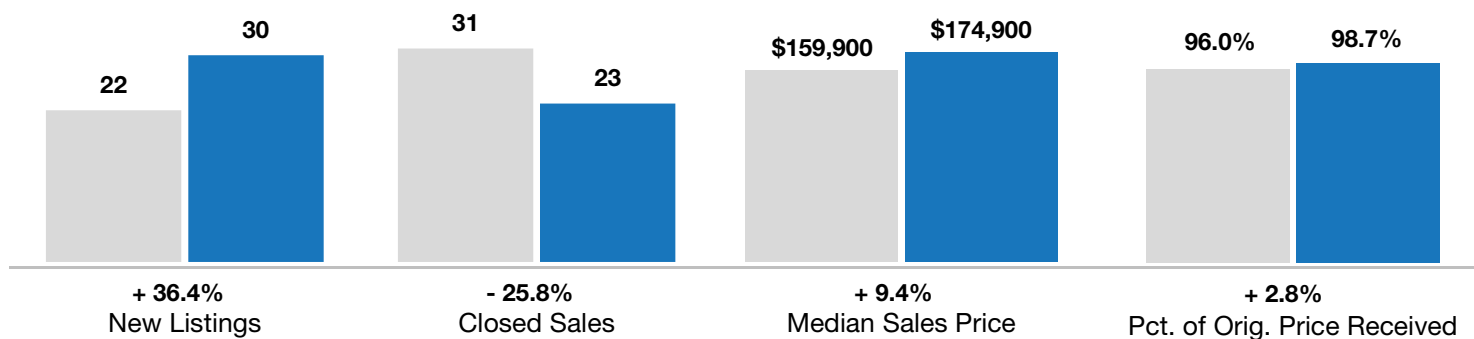
Includes the Ridgeside Community

Key Metrics	August			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	22	30	+ 36.4%	243	223	- 8.2%
Closed Sales	31	23	- 25.8%	200	192	- 4.0%
Median Sales Price	\$159,900	\$174,900	+ 9.4%	\$135,000	\$164,650	+ 22.0%
Pct. of Orig. Price Received	96.0%	98.7%	+ 2.8%	94.8%	97.1%	+ 2.4%
Days on Market Until Sale	32	13	- 59.4%	40	30	- 25.0%
Inventory of Homes for Sale	52	26	- 50.0%	--	--	--
Months Supply of Inventory	2.2	1.1	- 50.0%	--	--	--

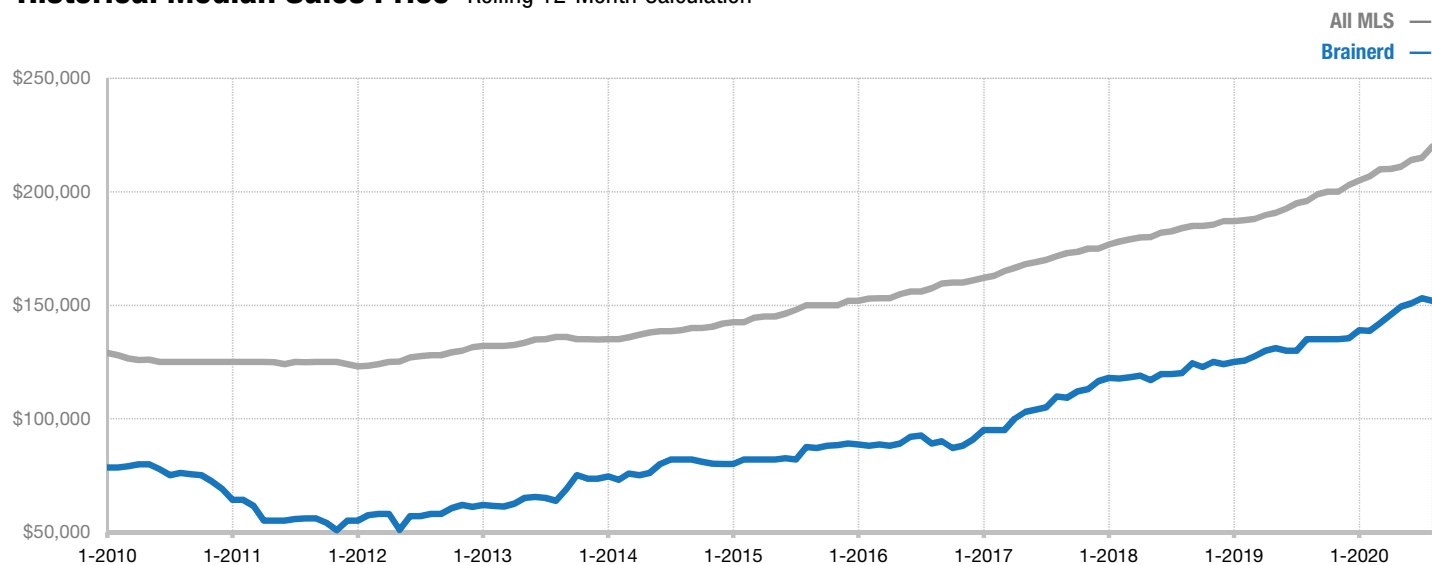
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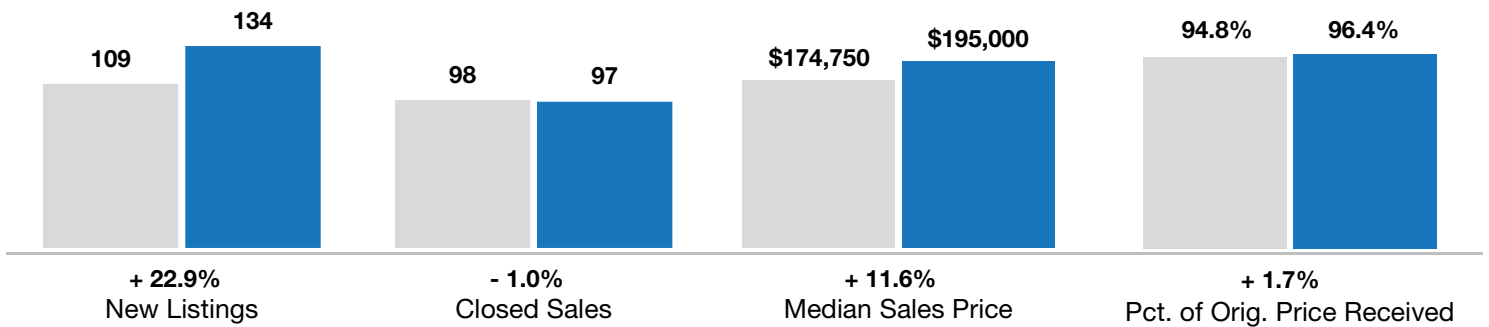
Catoosa County

Key Metrics	August			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	109	134	+ 22.9%	890	869	- 2.4%
Closed Sales	98	97	- 1.0%	699	706	+ 1.0%
Median Sales Price	\$174,750	\$195,000	+ 11.6%	\$182,450	\$200,440	+ 9.9%
Pct. of Orig. Price Received	94.8%	96.4%	+ 1.7%	96.7%	97.2%	+ 0.5%
Days on Market Until Sale	51	45	- 11.8%	43	43	0.0%
Inventory of Homes for Sale	200	109	- 45.5%	--	--	--
Months Supply of Inventory	2.5	1.2	- 52.0%	--	--	--

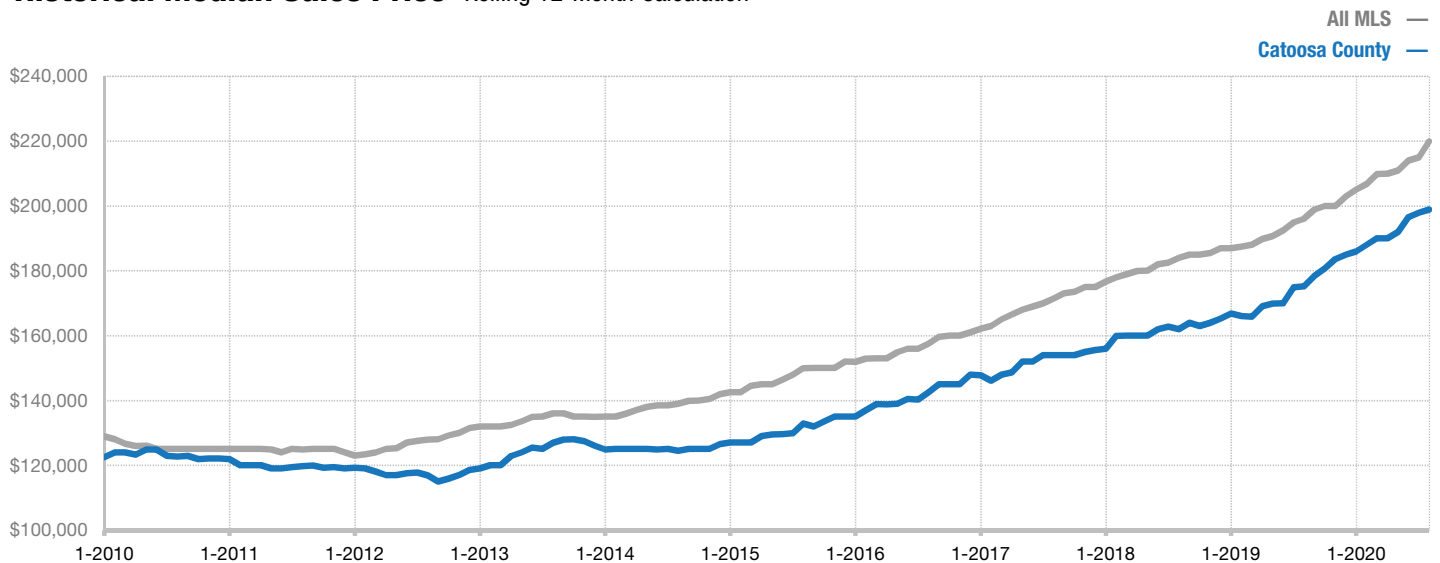
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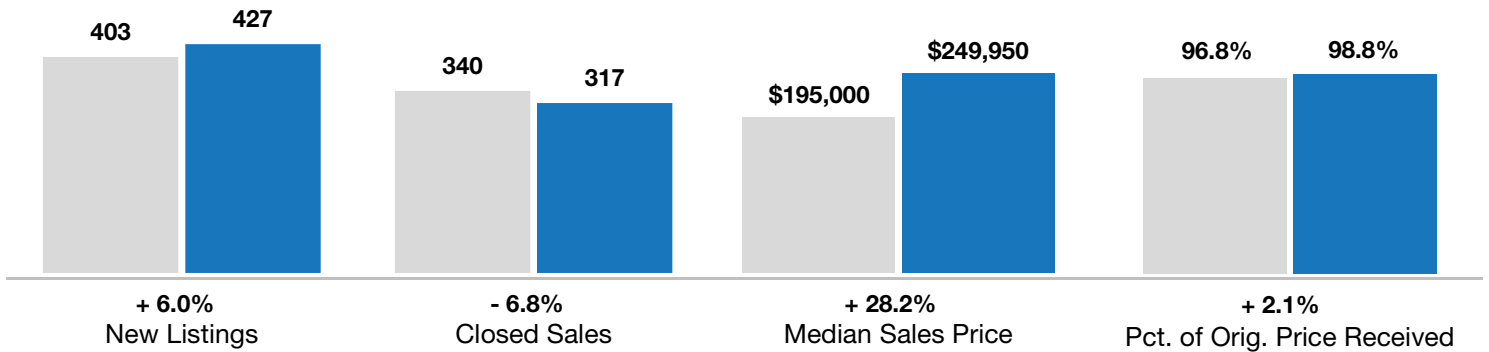
Chattanooga

Key Metrics	August			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	403	427	+ 6.0%	3,290	2,933	- 10.9%
Closed Sales	340	317	- 6.8%	2,350	2,285	- 2.8%
Median Sales Price	\$195,000	\$249,950	+ 28.2%	\$192,000	\$225,000	+ 17.2%
Pct. of Orig. Price Received	96.8%	98.8%	+ 2.1%	95.7%	97.4%	+ 1.8%
Days on Market Until Sale	36	33	- 8.3%	43	40	- 7.0%
Inventory of Homes for Sale	895	492	- 45.0%	--	--	--
Months Supply of Inventory	2.9	1.4	- 51.7%	--	--	--

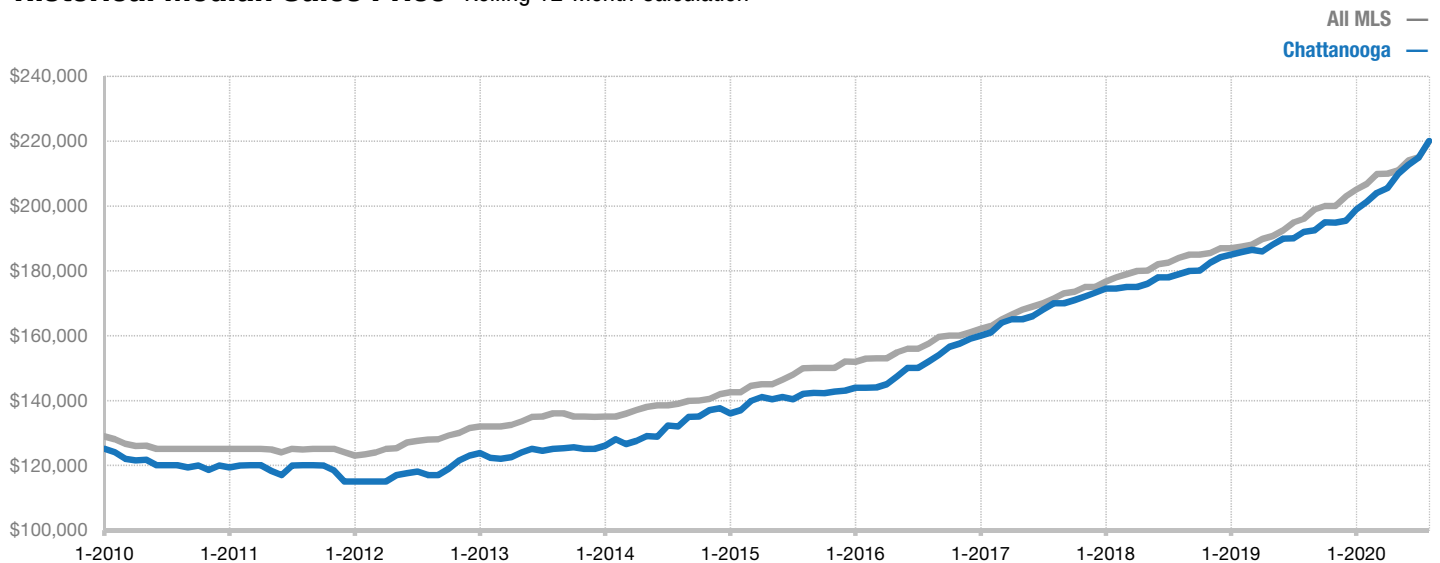
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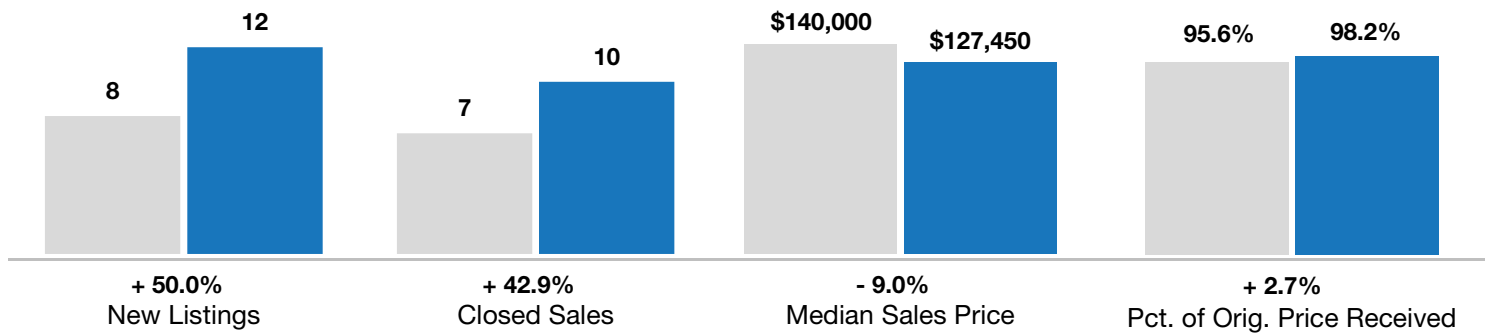
Chattooga County

Key Metrics	August			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	8	12	+ 50.0%	62	76	+ 22.6%
Closed Sales	7	10	+ 42.9%	52	63	+ 21.2%
Median Sales Price	\$140,000	\$127,450	- 9.0%	\$115,438	\$114,909	- 0.5%
Pct. of Orig. Price Received	95.6%	98.2%	+ 2.7%	92.0%	94.8%	+ 3.0%
Days on Market Until Sale	73	25	- 65.8%	62	47	- 24.2%
Inventory of Homes for Sale	23	10	- 56.5%	--	--	--
Months Supply of Inventory	3.6	1.3	- 63.9%	--	--	--

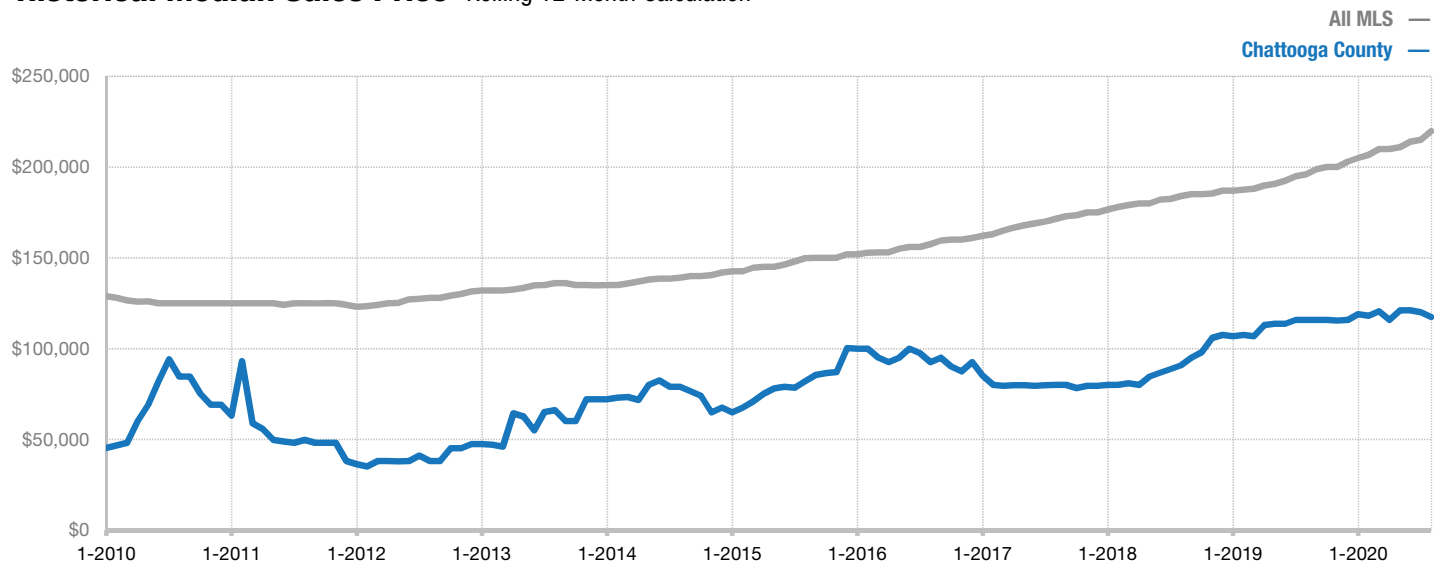
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Collegedale

Key Metrics	August			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	1	0	- 100.0%	1	2	+ 100.0%
Closed Sales	0	0	--	0	0	--
Median Sales Price	\$0	\$0	--	\$0	\$0	--
Pct. of Orig. Price Received	0	0	--	0	0	--
Days on Market Until Sale	\$0	\$0	--	\$0	\$0	--
Inventory of Homes for Sale	1	2	+ 100.0%	--	--	--
Months Supply of Inventory	1.0	2.0	+ 100.0%	--	--	--

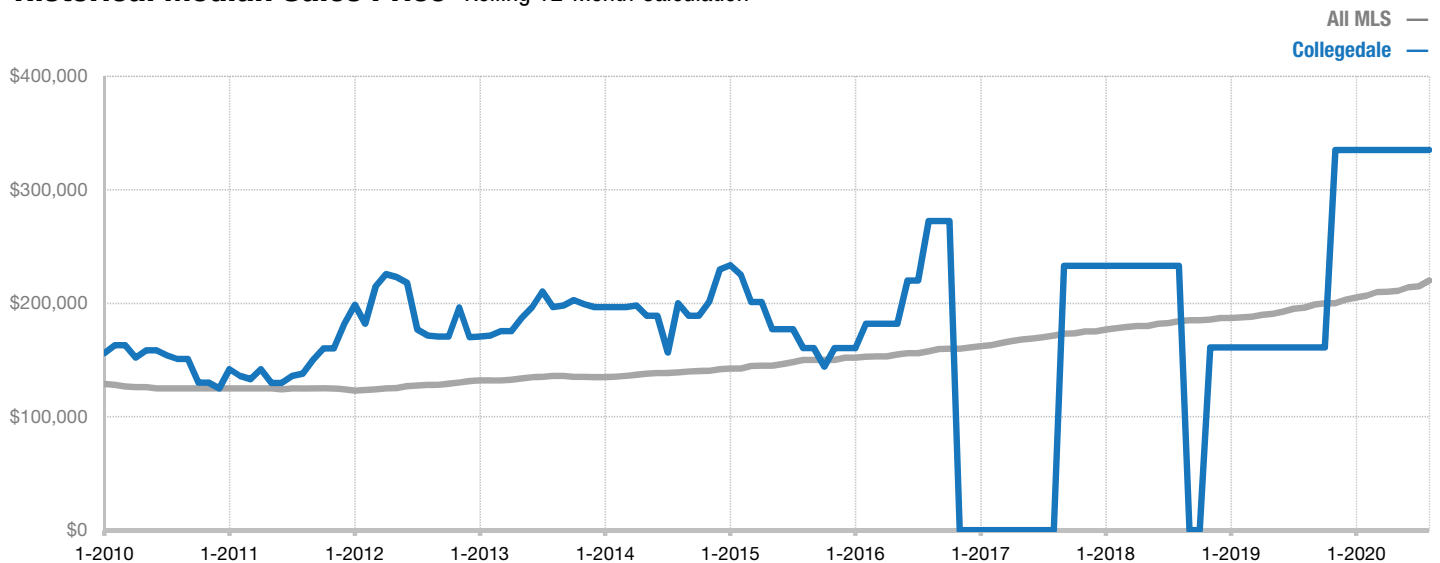
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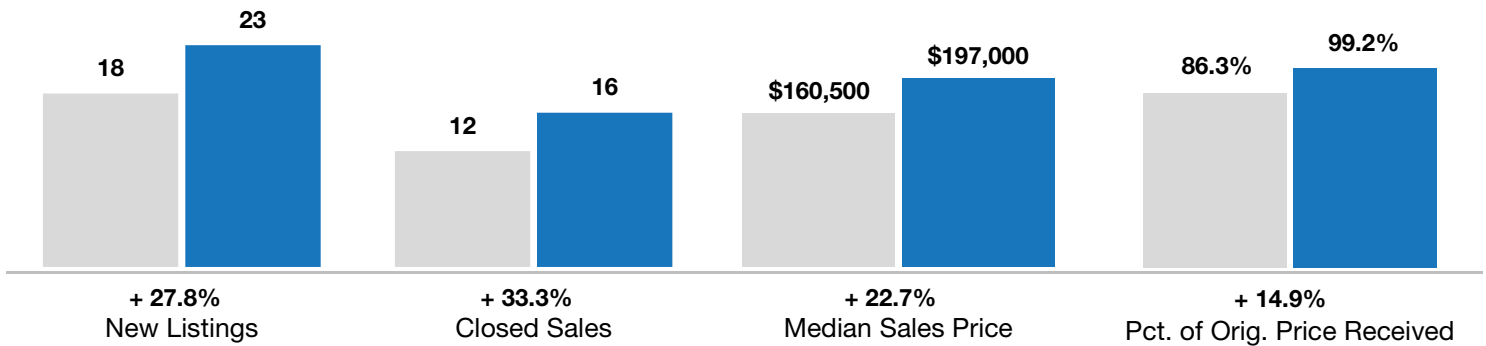
Dade County

Key Metrics	August			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	18	23	+ 27.8%	147	152	+ 3.4%
Closed Sales	12	16	+ 33.3%	86	91	+ 5.8%
Median Sales Price	\$160,500	\$197,000	+ 22.7%	\$155,000	\$170,500	+ 10.0%
Pct. of Orig. Price Received	86.3%	99.2%	+ 14.9%	92.3%	96.2%	+ 4.2%
Days on Market Until Sale	53	94	+ 77.4%	60	64	+ 6.7%
Inventory of Homes for Sale	66	55	- 16.7%	--	--	--
Months Supply of Inventory	6.0	4.0	- 33.3%	--	--	--

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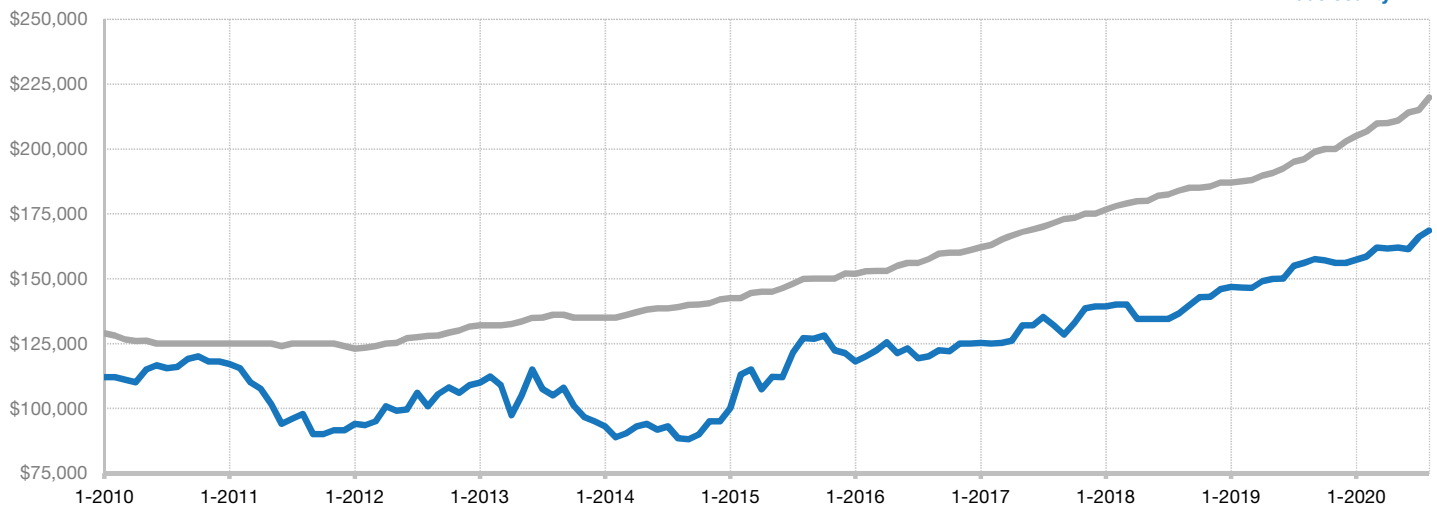
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All MLS —
Dade County —



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Downtown Chattanooga

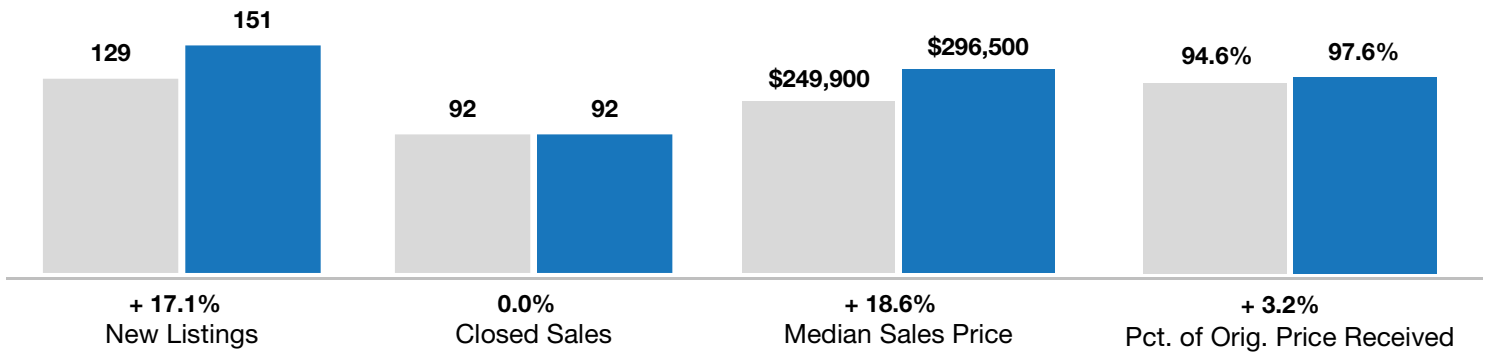
ZIP Codes: 37402, 37403, 37404, 37405, 37406, 37408 and 37450

Key Metrics	August			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	129	151	+ 17.1%	1,040	999	- 3.9%
Closed Sales	92	92	0.0%	675	677	+ 0.3%
Median Sales Price	\$249,900	\$296,500	+ 18.6%	\$229,900	\$266,950	+ 16.1%
Pct. of Orig. Price Received	94.6%	97.6%	+ 3.2%	93.5%	96.4%	+ 3.1%
Days on Market Until Sale	49	45	- 8.2%	58	53	- 8.6%
Inventory of Homes for Sale	391	250	- 36.1%	--	--	--
Months Supply of Inventory	4.6	2.2	- 52.2%	--	--	--

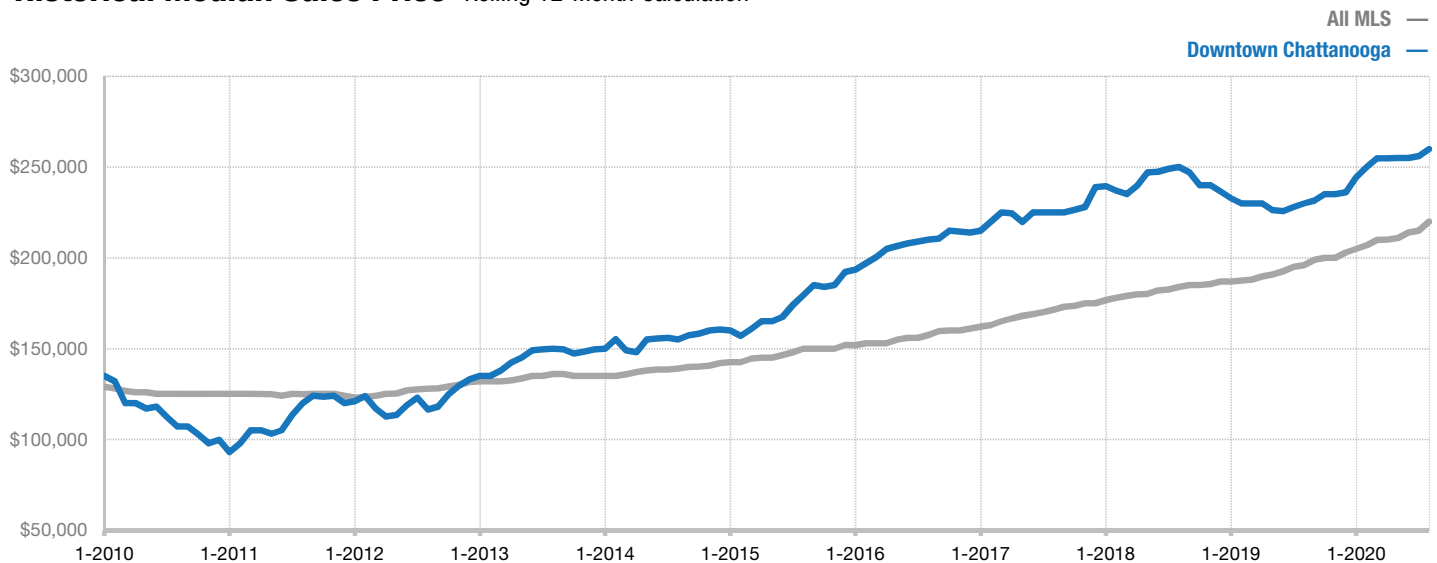
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East Brainerd

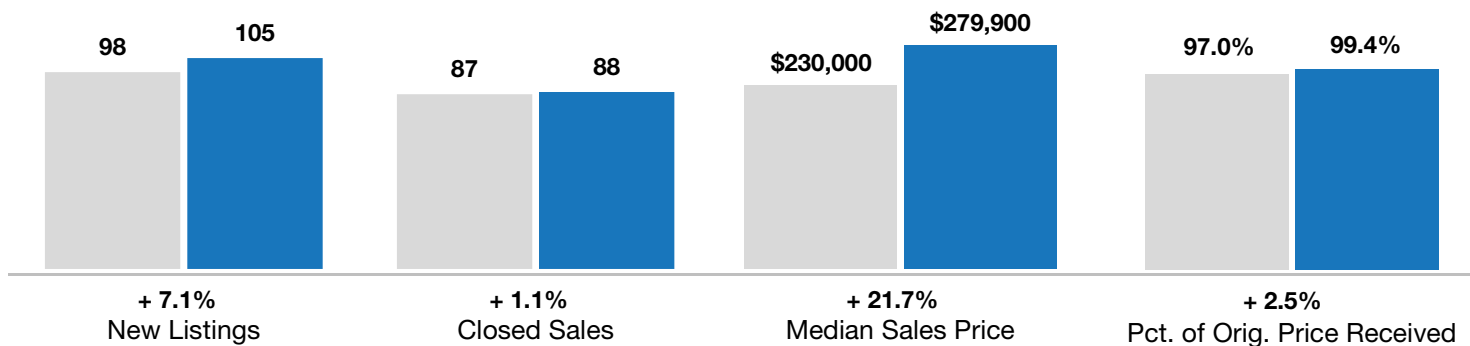
Includes the Cromwell, Dalewood, Eastdale & Tyner Communities

Key Metrics	August			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	98	105	+ 7.1%	738	703	- 4.7%
Closed Sales	87	88	+ 1.1%	563	526	- 6.6%
Median Sales Price	\$230,000	\$279,900	+ 21.7%	\$225,000	\$247,000	+ 9.8%
Pct. of Orig. Price Received	97.0%	99.4%	+ 2.5%	97.3%	98.0%	+ 0.7%
Days on Market Until Sale	35	23	- 34.3%	38	32	- 15.8%
Inventory of Homes for Sale	159	88	- 44.7%	--	--	--
Months Supply of Inventory	2.4	1.3	- 45.8%	--	--	--

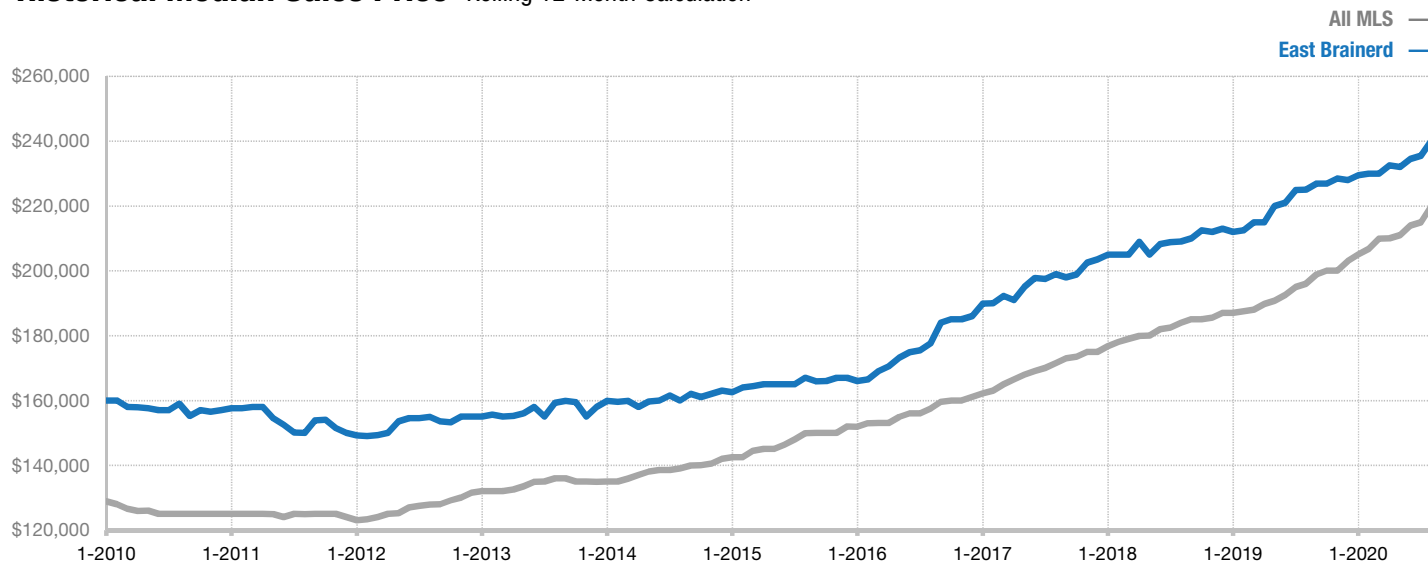
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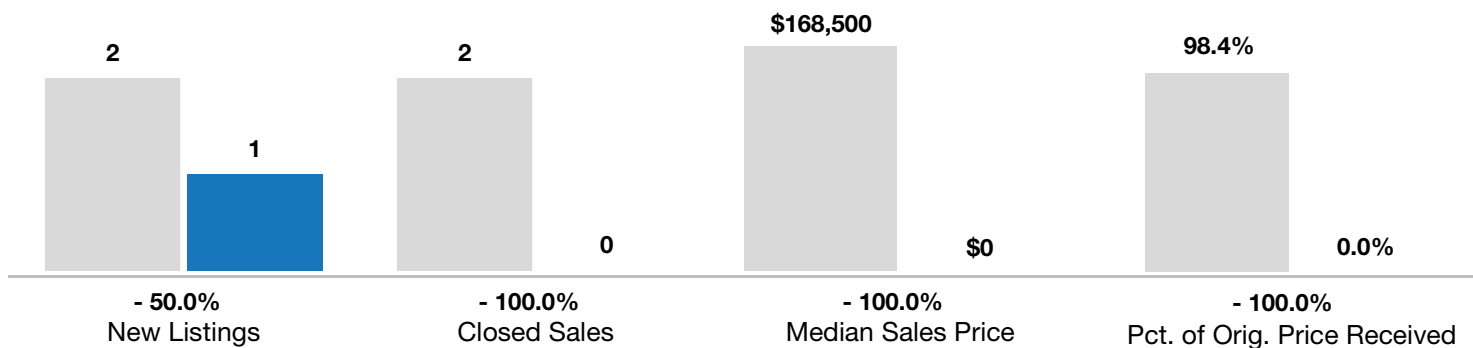
East Ridge

Key Metrics	August			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	2	1	- 50.0%	11	3	- 72.7%
Closed Sales	2	0	- 100.0%	14	1	- 92.9%
Median Sales Price	\$168,500	\$0	- 100.0%	\$162,500	\$259,900	+ 59.9%
Pct. of Orig. Price Received	98.4%	0	- 100.0%	97.5%	101.2%	+ 3.8%
Days on Market Until Sale	5	\$0	- 100.0%	37	4	- 89.2%
Inventory of Homes for Sale	3	0	- 100.0%	--	--	--
Months Supply of Inventory	1.9	\$0	- 100.0%	--	--	--

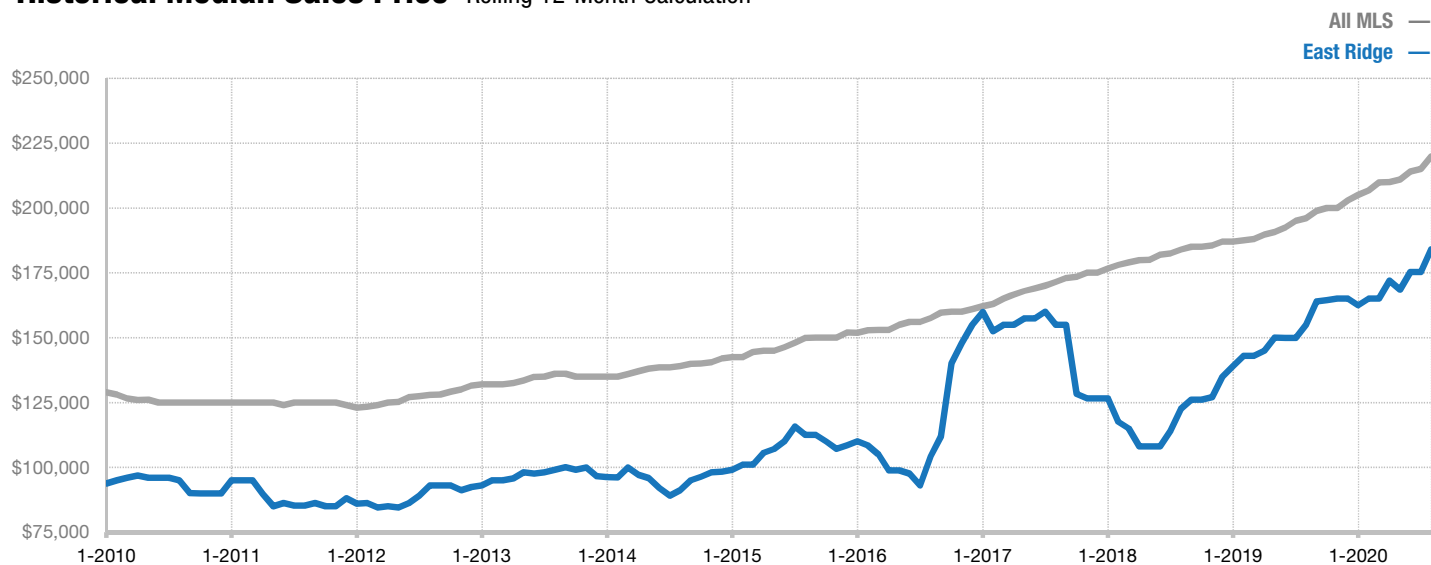
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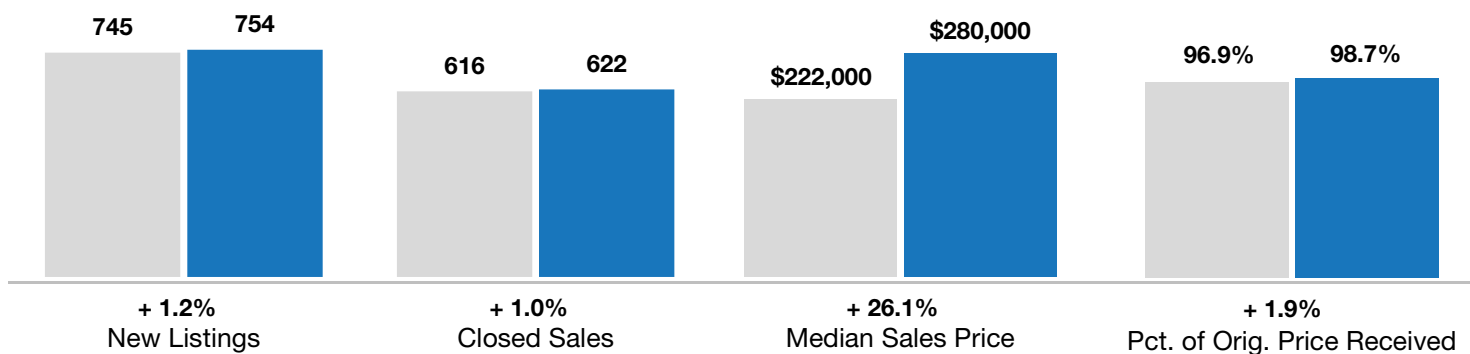
Hamilton County

Key Metrics	August			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	745	754	+ 1.2%	6,028	5,374	- 10.8%
Closed Sales	616	622	+ 1.0%	4,405	4,323	- 1.9%
Median Sales Price	\$222,000	\$280,000	+ 26.1%	\$227,500	\$253,000	+ 11.2%
Pct. of Orig. Price Received	96.9%	98.7%	+ 1.9%	96.4%	97.6%	+ 1.2%
Days on Market Until Sale	39	37	- 5.1%	46	46	0.0%
Inventory of Homes for Sale	1,704	861	- 49.5%	--	--	--
Months Supply of Inventory	3.1	1.4	- 54.8%	--	--	--

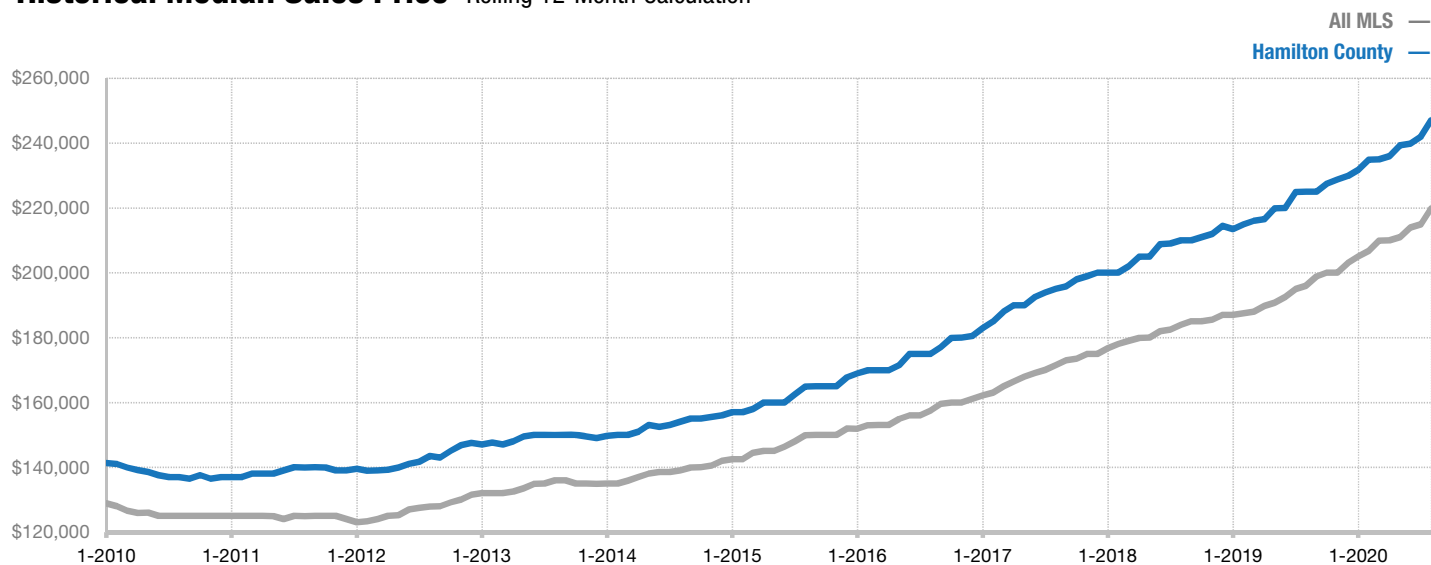
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Harrison / Georgetown

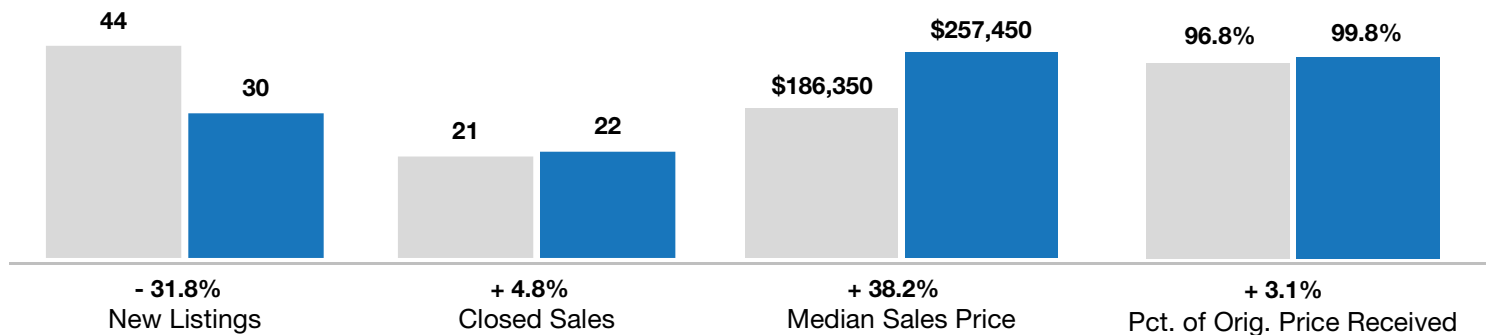
ZIP Codes: 37341 and 37308

Key Metrics	August			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	44	30	- 31.8%	276	219	- 20.7%
Closed Sales	21	22	+ 4.8%	176	195	+ 10.8%
Median Sales Price	\$186,350	\$257,450	+ 38.2%	\$189,500	\$218,610	+ 15.4%
Pct. of Orig. Price Received	96.8%	99.8%	+ 3.1%	96.7%	97.4%	+ 0.7%
Days on Market Until Sale	45	34	- 24.4%	39	59	+ 51.3%
Inventory of Homes for Sale	89	33	- 62.9%	--	--	--
Months Supply of Inventory	4.0	1.3	- 67.5%	--	--	--

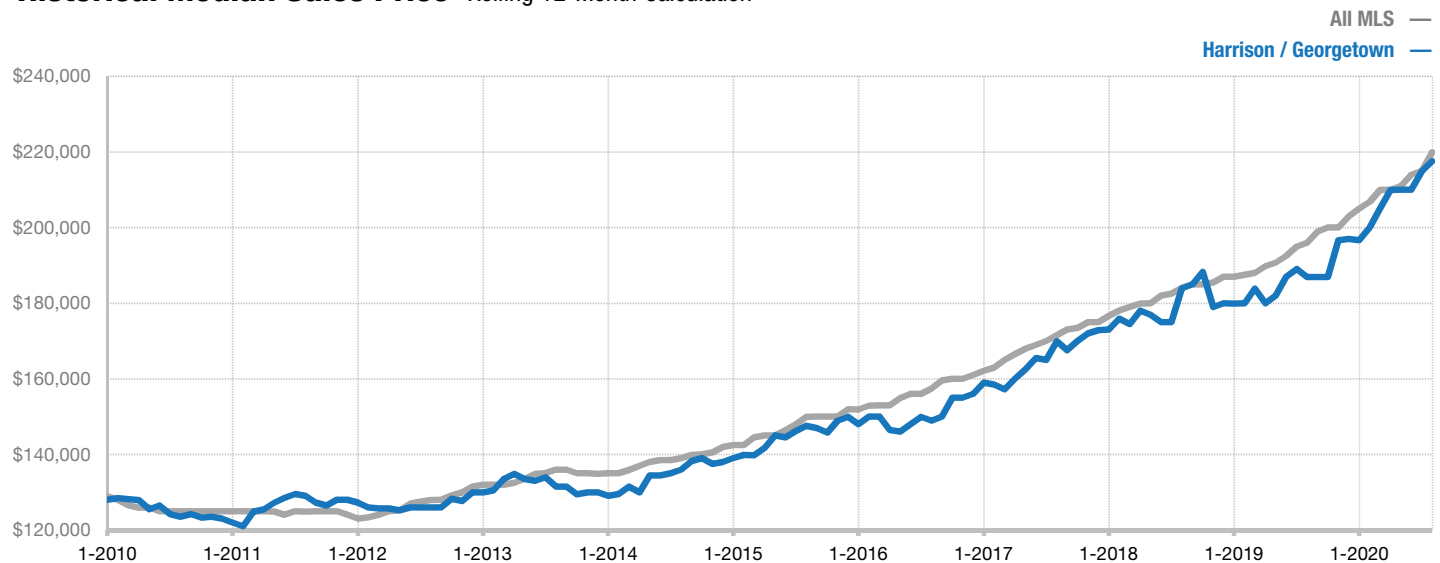
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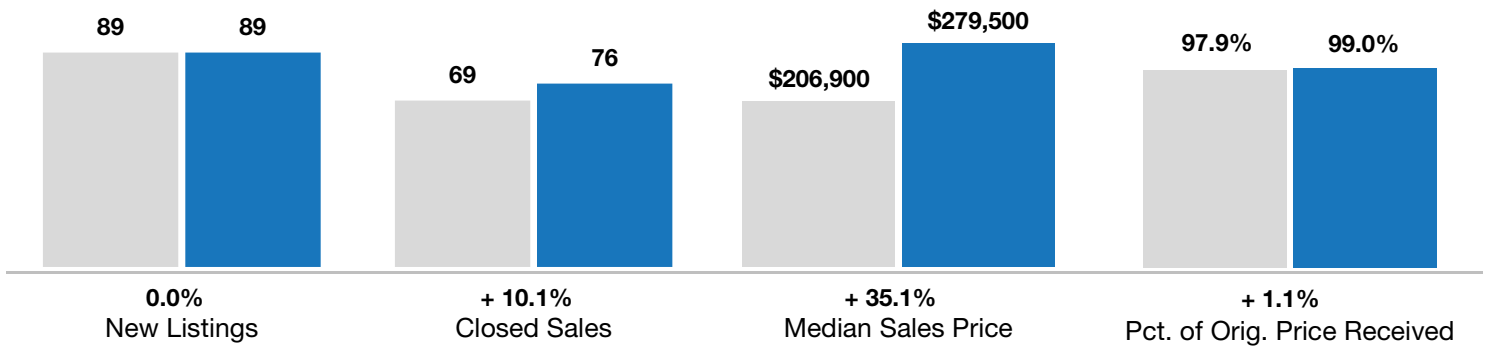
Hixson

Key Metrics	August			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	89	89	0.0%	664	653	- 1.7%
Closed Sales	69	76	+ 10.1%	533	537	+ 0.8%
Median Sales Price	\$206,900	\$279,500	+ 35.1%	\$222,000	\$245,000	+ 10.4%
Pct. of Orig. Price Received	97.9%	99.0%	+ 1.1%	97.7%	98.5%	+ 0.8%
Days on Market Until Sale	33	28	- 15.2%	41	38	- 7.3%
Inventory of Homes for Sale	150	66	- 56.0%	--	--	--
Months Supply of Inventory	2.4	0.9	- 62.5%	--	--	--

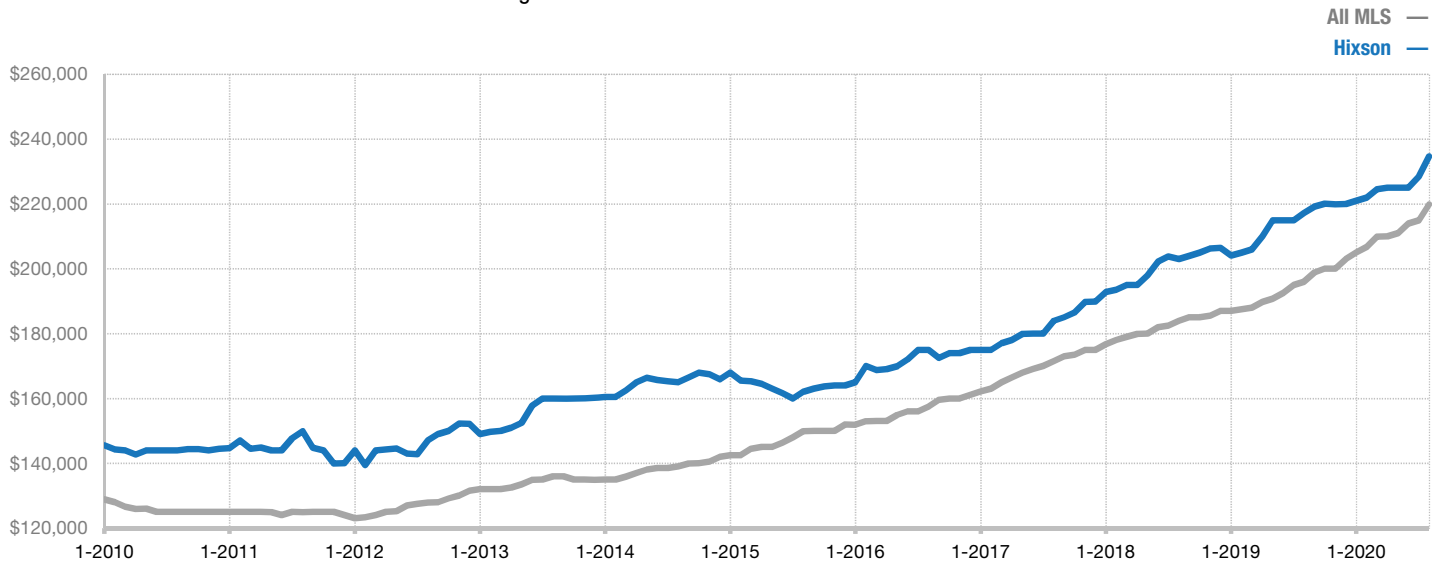
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Lookout Mountain

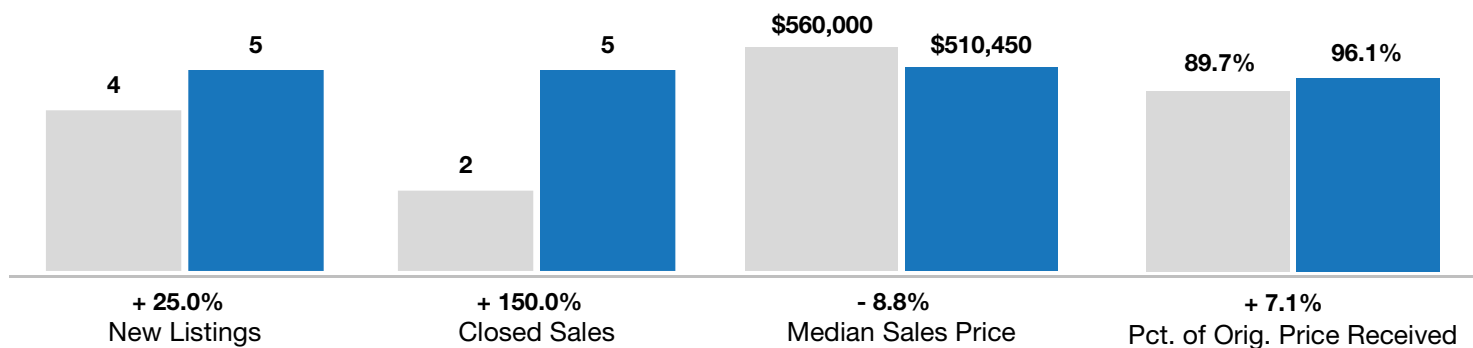
Hamilton County Only

Key Metrics	August			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	4	5	+ 25.0%	54	31	- 42.6%
Closed Sales	2	5	+ 150.0%	45	27	- 40.0%
Median Sales Price	\$560,000	\$510,450	- 8.8%	\$500,000	\$600,000	+ 20.0%
Pct. of Orig. Price Received	89.7%	96.1%	+ 7.1%	94.8%	96.1%	+ 1.4%
Days on Market Until Sale	163	131	- 19.6%	43	74	+ 72.1%
Inventory of Homes for Sale	19	5	- 73.7%	--	--	--
Months Supply of Inventory	3.3	1.0	- 69.7%	--	--	--

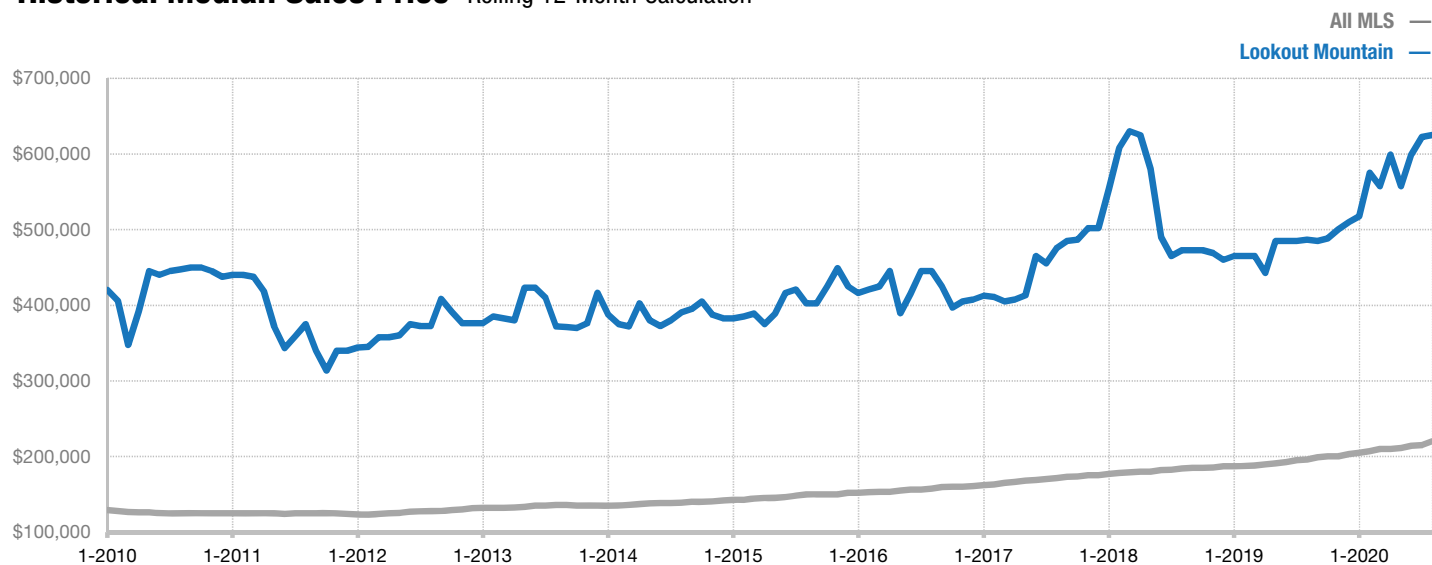
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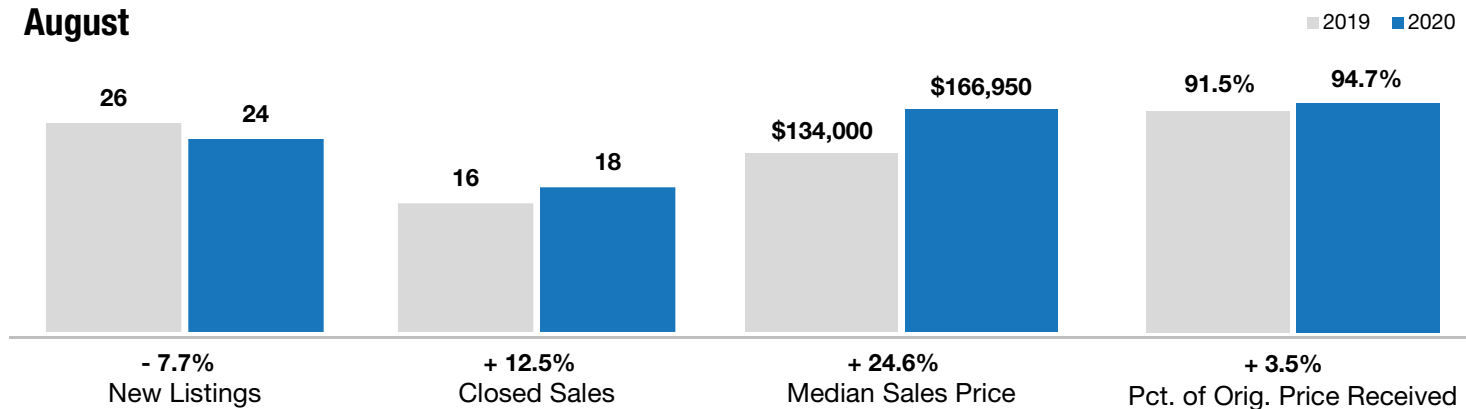
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Marion County

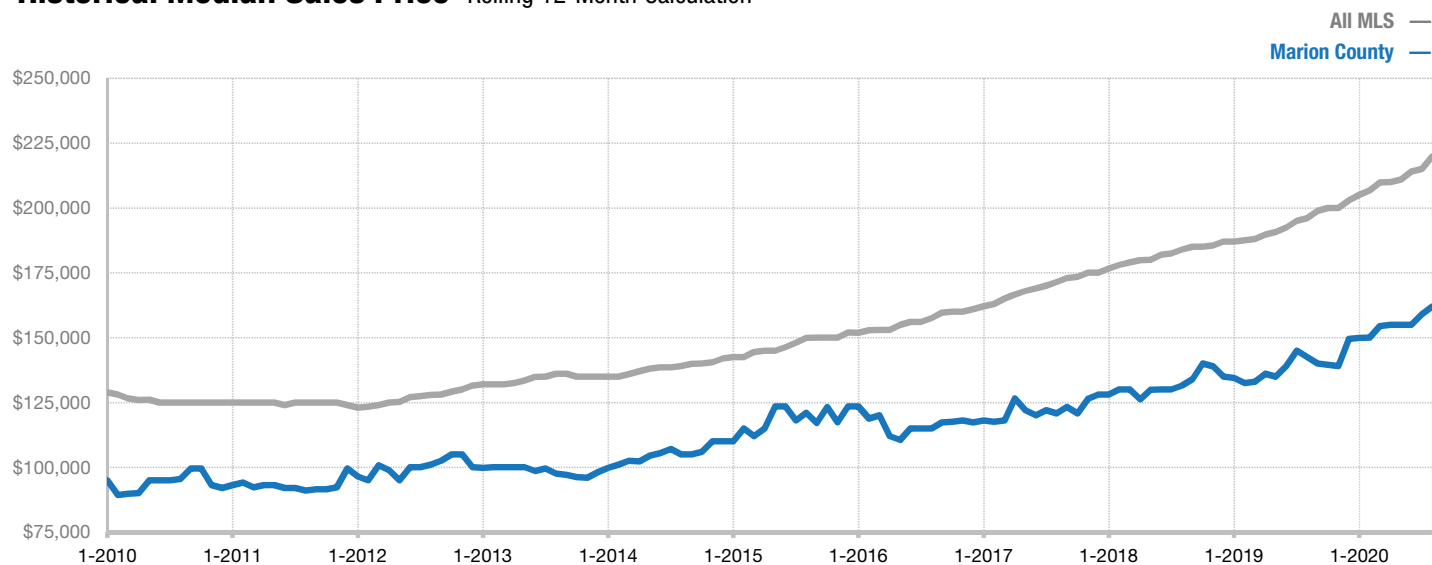
Key Metrics	August			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	26	24	- 7.7%	204	169	- 17.2%
Closed Sales	16	18	+ 12.5%	138	137	- 0.7%
Median Sales Price	\$134,000	\$166,950	+ 24.6%	\$139,000	\$167,000	+ 20.1%
Pct. of Orig. Price Received	91.5%	94.7%	+ 3.5%	92.7%	95.1%	+ 2.6%
Days on Market Until Sale	83	95	+ 14.5%	78	71	- 9.0%
Inventory of Homes for Sale	94	50	- 46.8%	--	--	--
Months Supply of Inventory	5.4	2.9	- 46.3%	--	--	--

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

August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – August 2020

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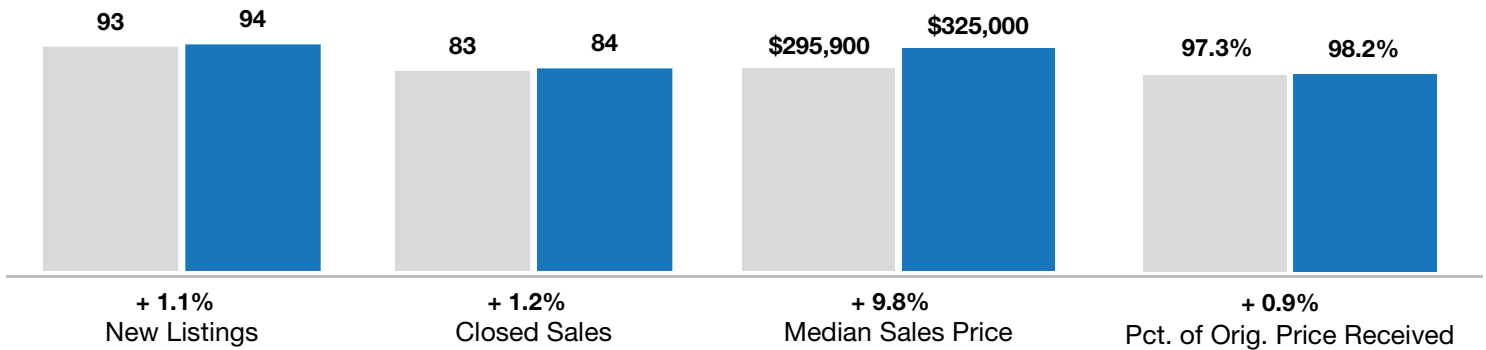
Ooltewah

Key Metrics	August			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	93	94	+ 1.1%	822	702	- 14.6%
Closed Sales	83	84	+ 1.2%	629	600	- 4.6%
Median Sales Price	\$295,900	\$325,000	+ 9.8%	\$303,000	\$318,900	+ 5.2%
Pct. of Orig. Price Received	97.3%	98.2%	+ 0.9%	97.9%	97.9%	0.0%
Days on Market Until Sale	41	60	+ 46.3%	56	66	+ 17.9%
Inventory of Homes for Sale	259	128	- 50.6%	--	--	--
Months Supply of Inventory	3.6	1.7	- 52.8%	--	--	--

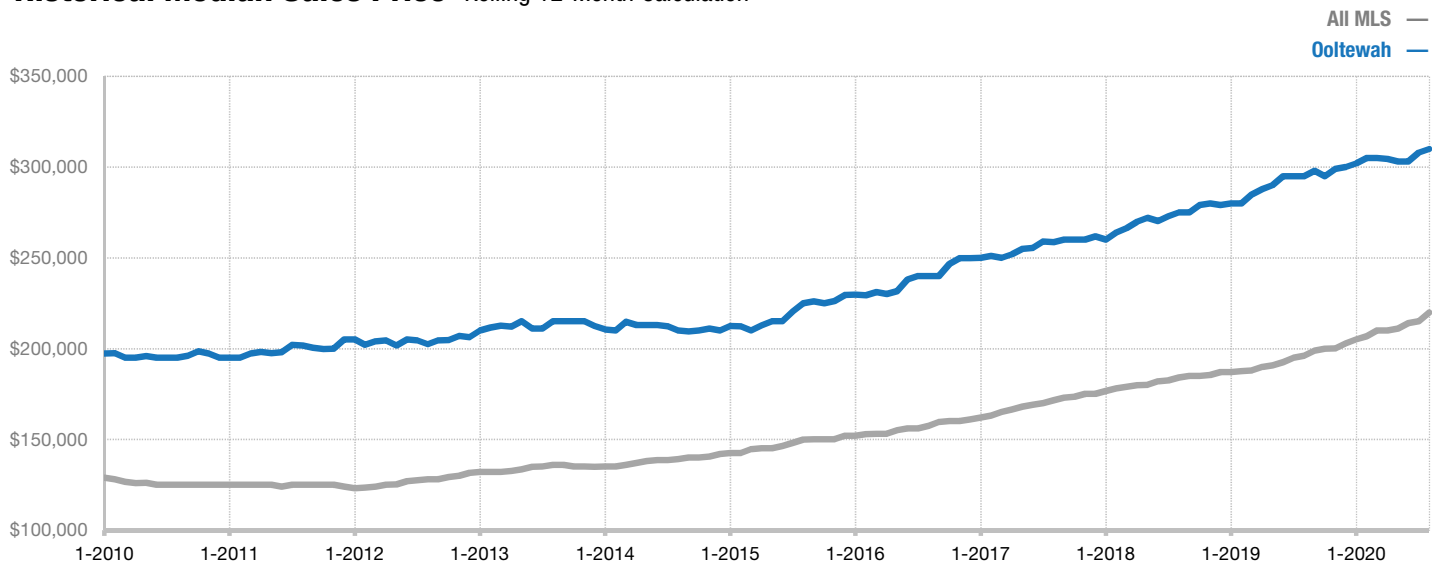
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August

■ 2019 ■ 2020



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – August 2020

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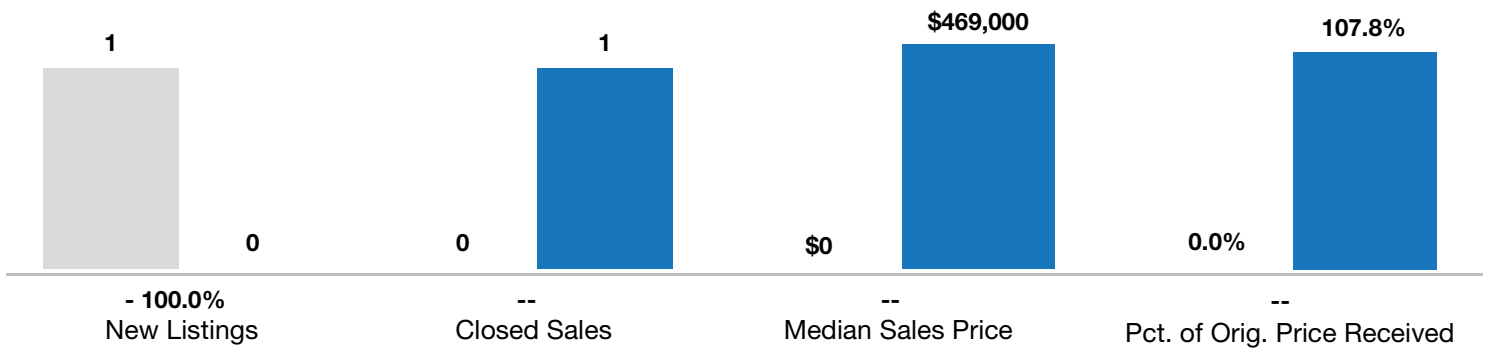
Red Bank

Key Metrics	August			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	1	0	- 100.0%	5	5	0.0%
Closed Sales	0	1	--	3	9	+ 200.0%
Median Sales Price	\$0	\$469,000	--	\$230,000	\$259,900	+ 13.0%
Pct. of Orig. Price Received	0	107.8%	--	90.4%	96.2%	+ 6.4%
Days on Market Until Sale	\$0	2	--	28	112	+ 300.0%
Inventory of Homes for Sale	4	3	- 25.0%	--	--	--
Months Supply of Inventory	3.0	1.3	- 56.7%	--	--	--

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August

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Historical Median Sales Price Rolling 12-Month Calculation



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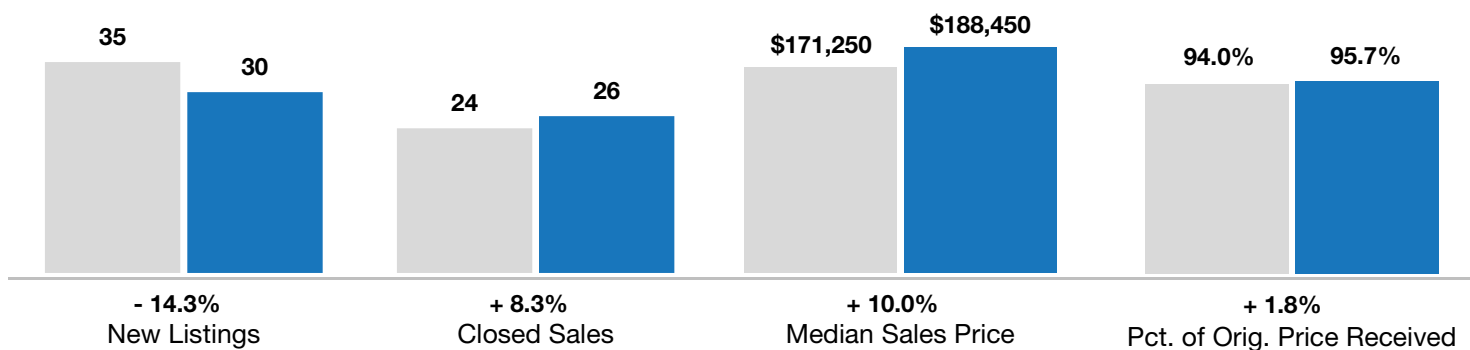
Rhea County

Key Metrics	August			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	35	30	- 14.3%	238	194	- 18.5%
Closed Sales	24	26	+ 8.3%	156	157	+ 0.6%
Median Sales Price	\$171,250	\$188,450	+ 10.0%	\$160,000	\$185,000	+ 15.6%
Pct. of Orig. Price Received	94.0%	95.7%	+ 1.8%	93.8%	95.2%	+ 1.5%
Days on Market Until Sale	79	42	- 46.8%	73	66	- 9.6%
Inventory of Homes for Sale	106	39	- 63.2%	--	--	--
Months Supply of Inventory	5.6	1.7	- 69.6%	--	--	--

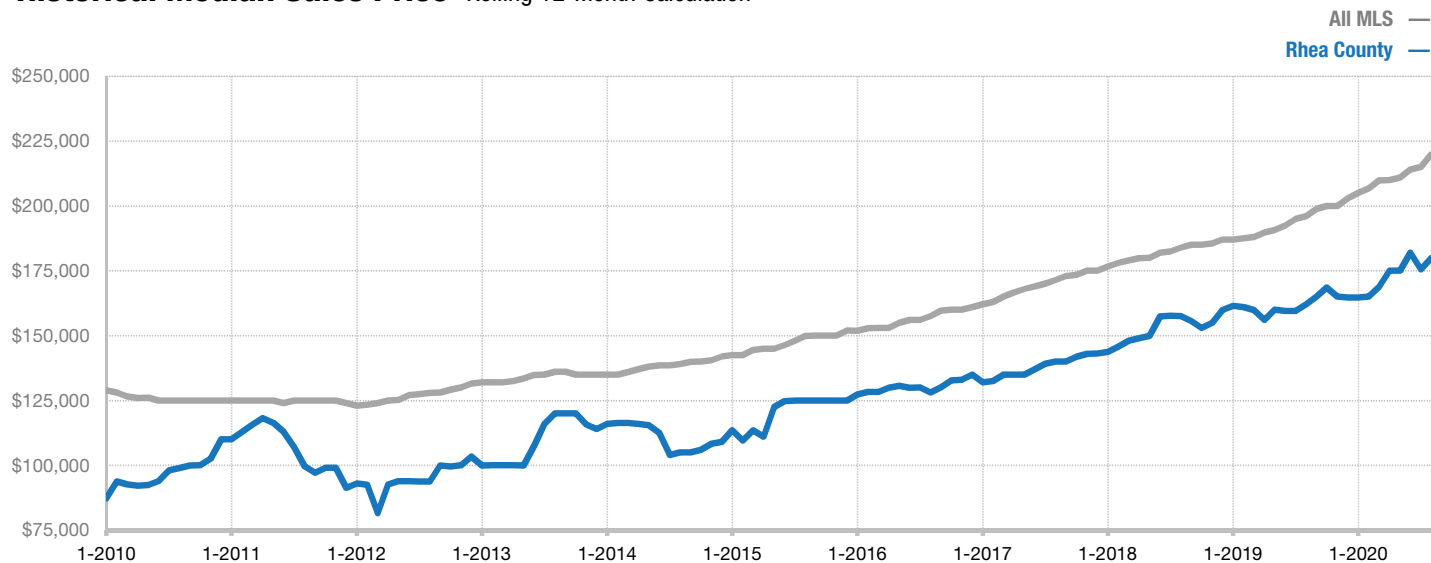
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August

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – August 2020

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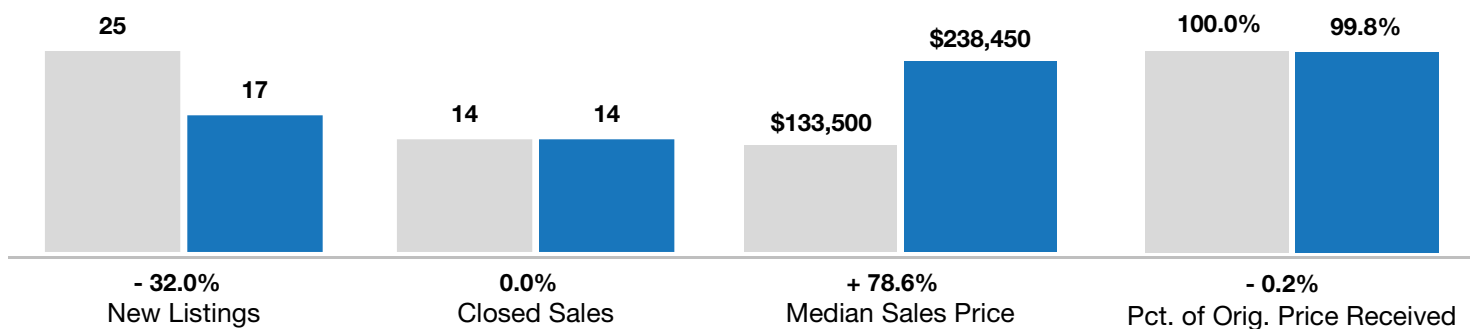
Sequatchie County

Key Metrics	August			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	25	17	- 32.0%	163	141	- 13.5%
Closed Sales	14	14	0.0%	95	114	+ 20.0%
Median Sales Price	\$133,500	\$238,450	+ 78.6%	\$161,000	\$214,900	+ 33.5%
Pct. of Orig. Price Received	100.0%	99.8%	- 0.2%	95.3%	95.3%	0.0%
Days on Market Until Sale	28	16	- 42.9%	54	65	+ 20.4%
Inventory of Homes for Sale	67	37	- 44.8%	--	--	--
Months Supply of Inventory	5.7	2.8	- 50.9%	--	--	--

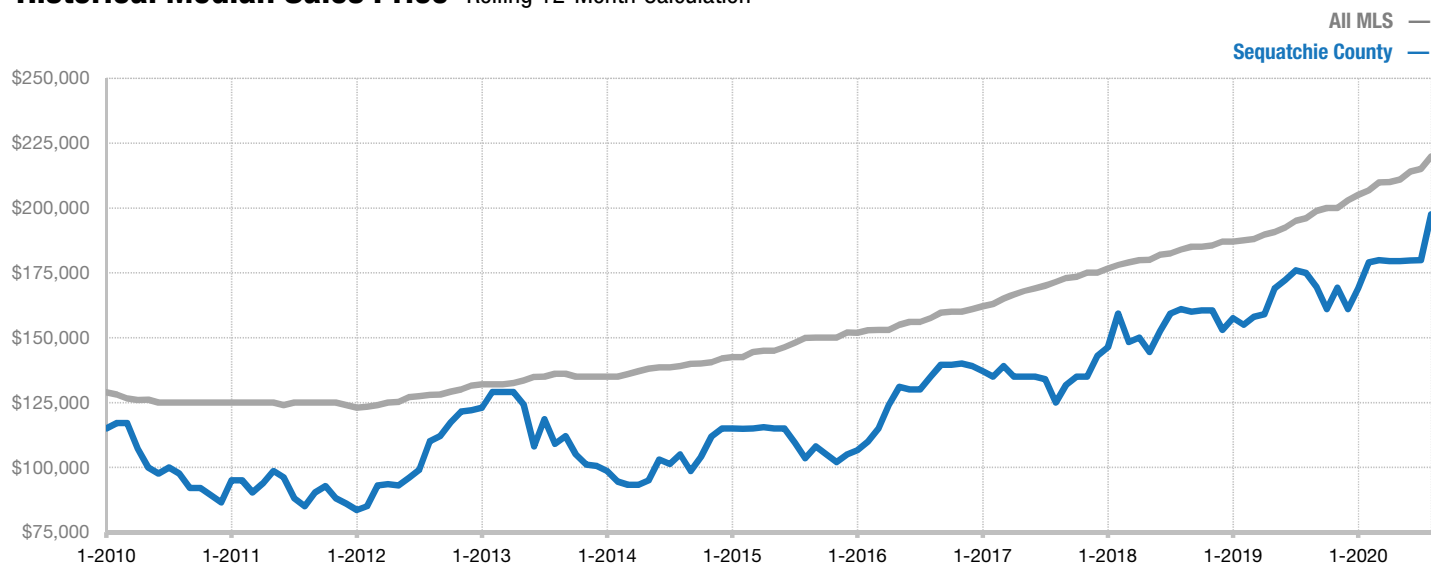
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August

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – August 2020

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Signal Mountain

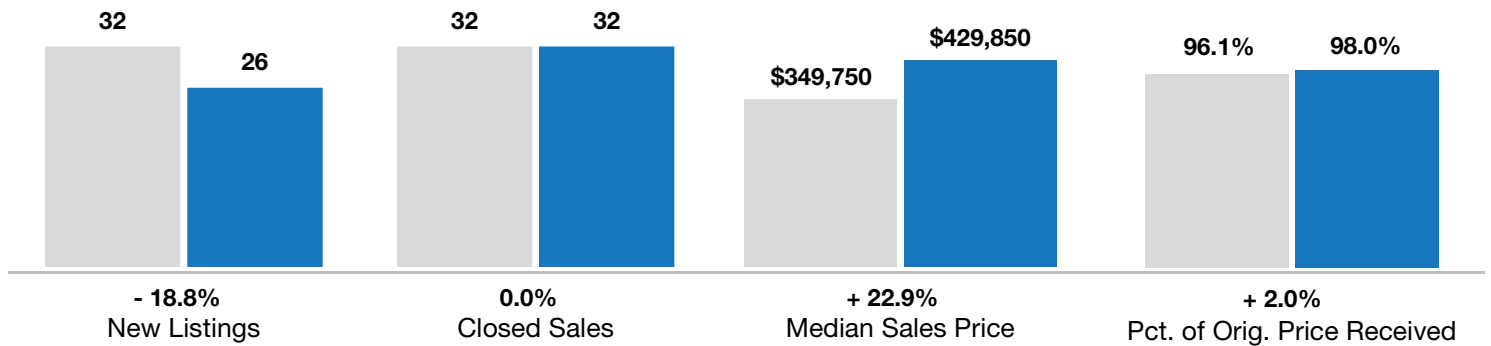
Hamilton County Only

Key Metrics	August			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	32	26	- 18.8%	296	247	- 16.6%
Closed Sales	32	32	0.0%	209	203	- 2.9%
Median Sales Price	\$349,750	\$429,850	+ 22.9%	\$381,500	\$405,000	+ 6.2%
Pct. of Orig. Price Received	96.1%	98.0%	+ 2.0%	96.4%	96.8%	+ 0.4%
Days on Market Until Sale	54	40	- 25.9%	51	55	+ 7.8%
Inventory of Homes for Sale	105	36	- 65.7%	--	--	--
Months Supply of Inventory	4.5	1.3	- 71.1%	--	--	--

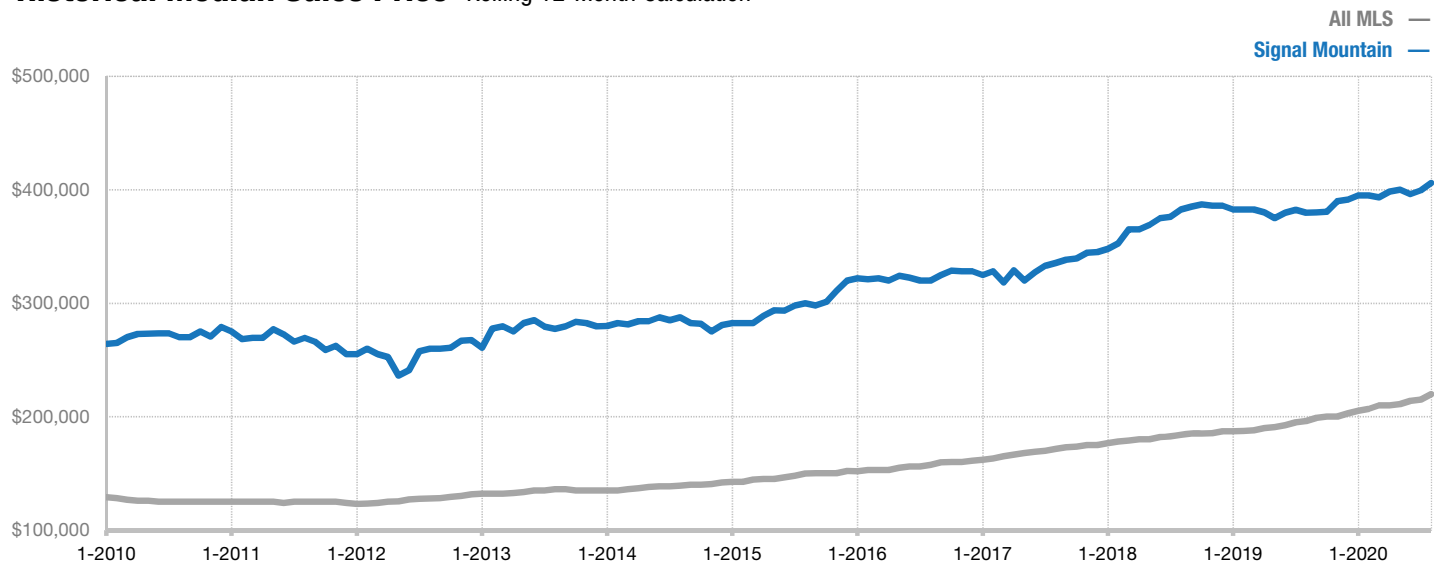
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August

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – August 2020

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St. Elmo / High Park / Avondale

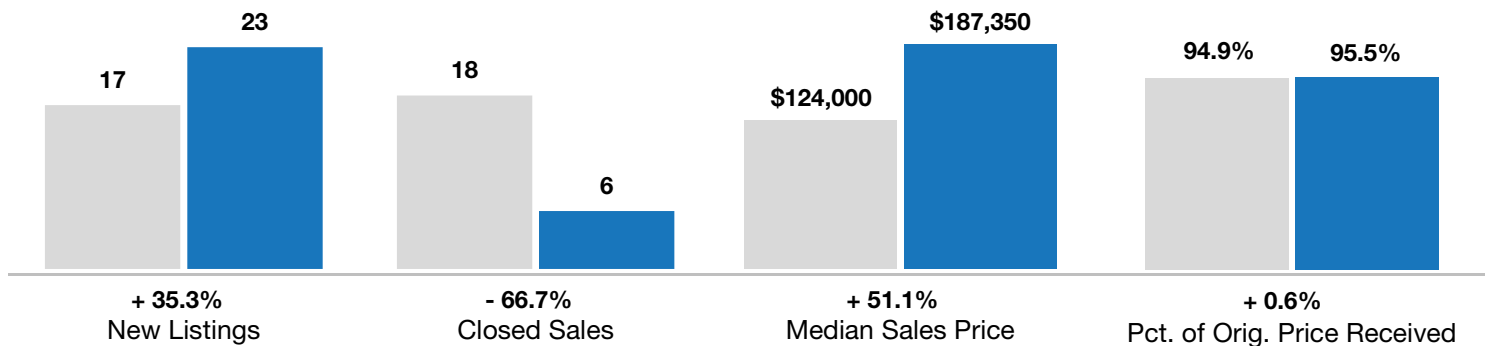
ZIP Codes: 37407, 37409 and 37410

Key Metrics	August			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	17	23	+ 35.3%	187	132	- 29.4%
Closed Sales	18	6	- 66.7%	125	92	- 26.4%
Median Sales Price	\$124,000	\$187,350	+ 51.1%	\$110,000	\$208,000	+ 89.1%
Pct. of Orig. Price Received	94.9%	95.5%	+ 0.6%	92.9%	94.1%	+ 1.3%
Days on Market Until Sale	38	27	- 28.9%	43	31	- 27.9%
Inventory of Homes for Sale	47	25	- 46.8%	--	--	--
Months Supply of Inventory	3.0	2.0	- 33.3%	--	--	--

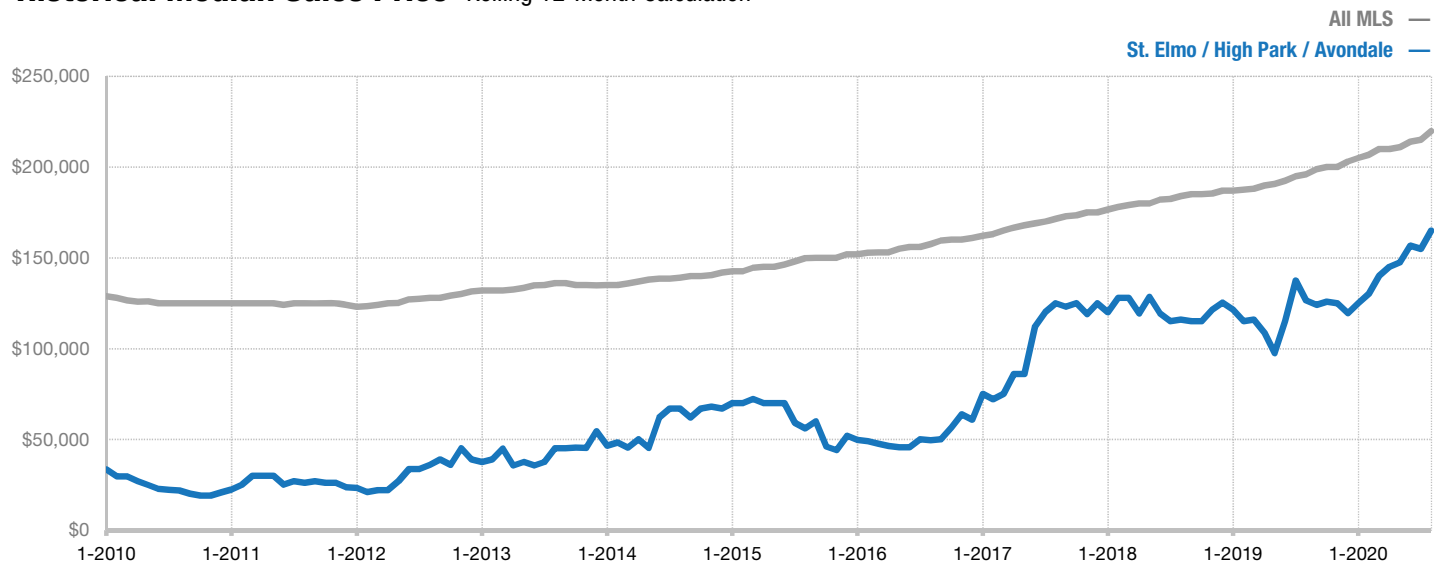
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August

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – August 2020

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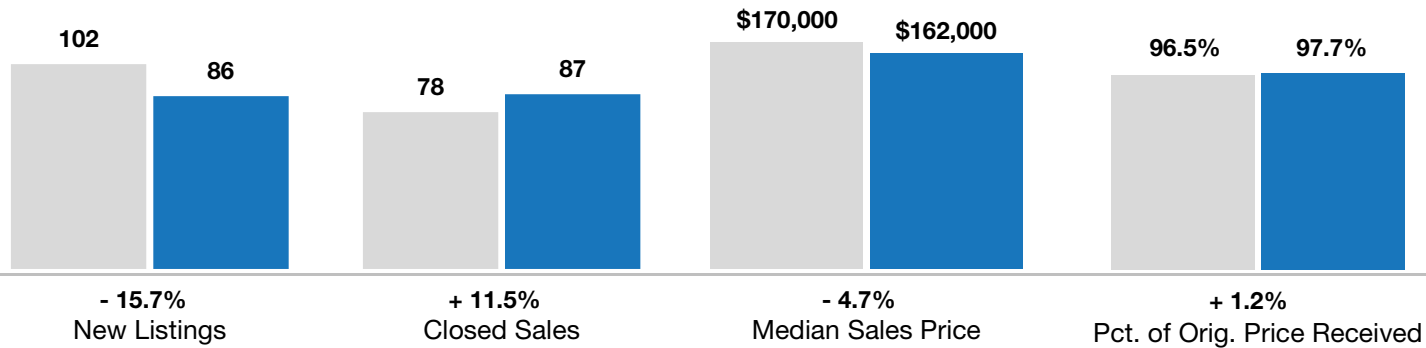
Walker County

Key Metrics	August			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	102	86	- 15.7%	772	691	- 10.5%
Closed Sales	78	87	+ 11.5%	576	568	- 1.4%
Median Sales Price	\$170,000	\$162,000	- 4.7%	\$147,100	\$153,000	+ 4.0%
Pct. of Orig. Price Received	96.5%	97.7%	+ 1.2%	95.2%	96.0%	+ 0.8%
Days on Market Until Sale	48	36	- 25.0%	54	42	- 22.2%
Inventory of Homes for Sale	254	111	- 56.3%	--	--	--
Months Supply of Inventory	3.7	1.5	- 59.5%	--	--	--

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

August

■ 2019 ■ 2020



Historical Median Sales Price Rolling 12-Month Calculation

All MLS —
Walker County —

