

Local Market Update – August 2021

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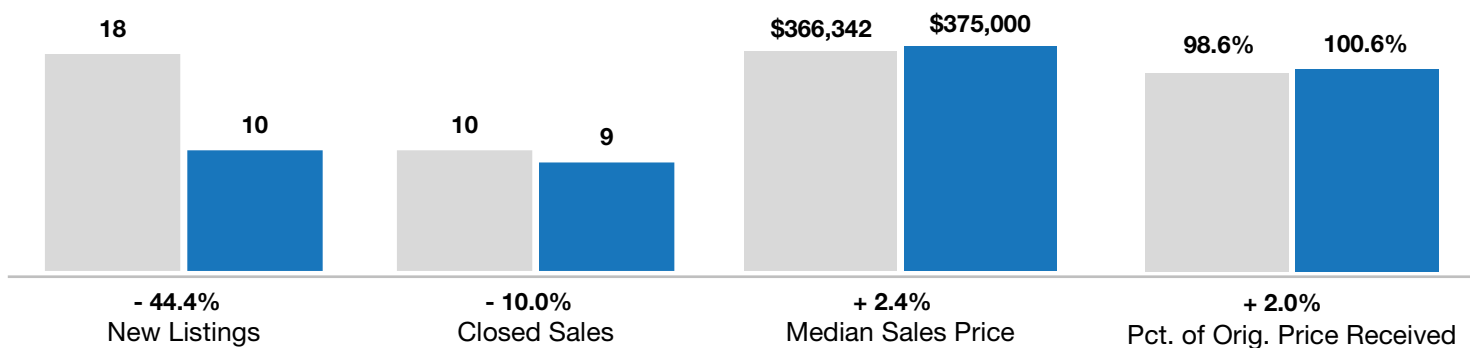
Apison

Key Metrics	August			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	18	10	- 44.4%	113	86	- 23.9%
Closed Sales	10	9	- 10.0%	86	88	+ 2.3%
Median Sales Price	\$366,342	\$375,000	+ 2.4%	\$345,000	\$389,616	+ 12.9%
Pct. of Orig. Price Received	98.6%	100.6%	+ 2.0%	97.6%	99.2%	+ 1.6%
Days on Market Until Sale	119	5	- 95.8%	100	47	- 53.0%
Inventory of Homes for Sale	35	9	- 74.3%	--	--	--
Months Supply of Inventory	3.4	0.8	- 76.5%	--	--	--

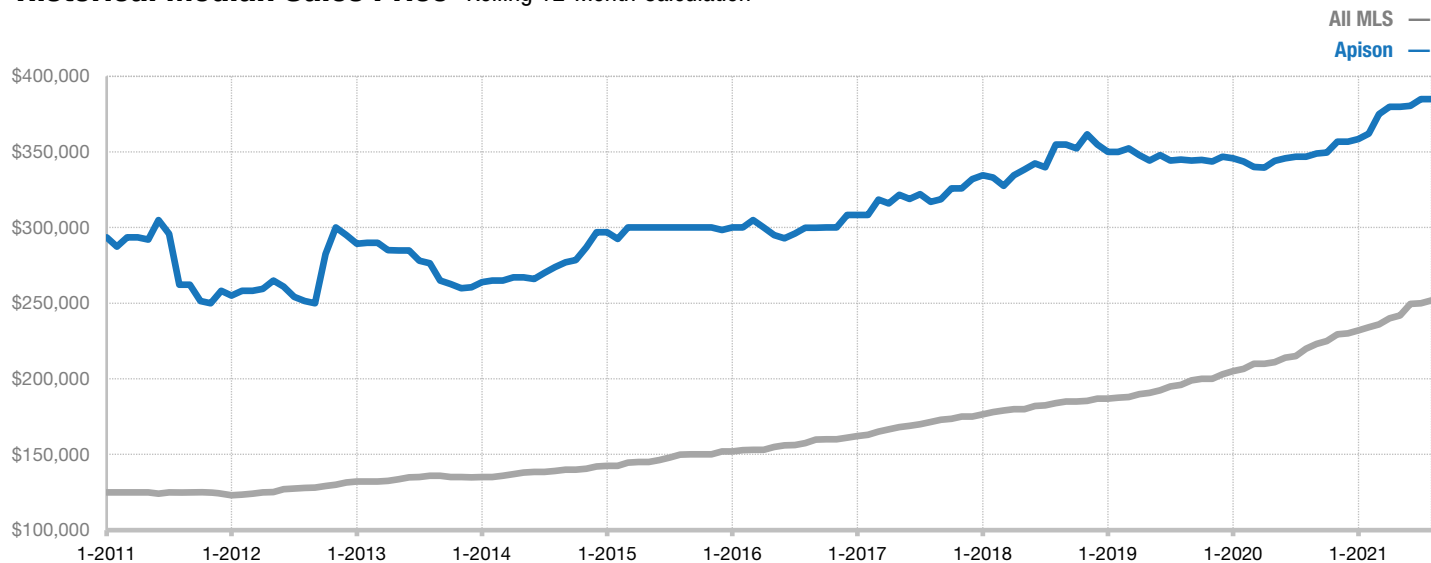
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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Local Market Update – August 2021

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Bakewell / Lakesite / Sale Creek / Soddy

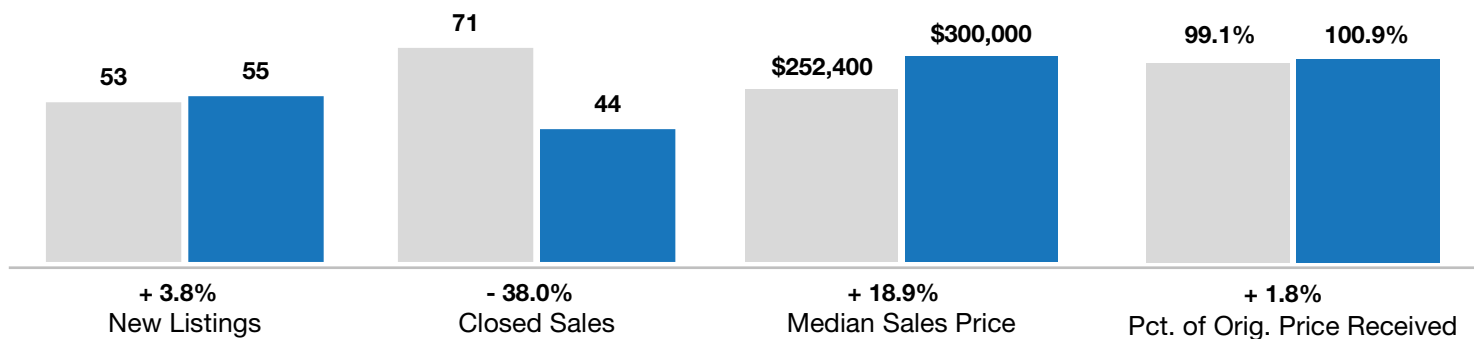
ZIP Codes: 37379 and 37384

Key Metrics	August			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	53	55	+ 3.8%	426	382	- 10.3%
Closed Sales	71	44	- 38.0%	357	345	- 3.4%
Median Sales Price	\$252,400	\$300,000	+ 18.9%	\$249,900	\$285,000	+ 14.0%
Pct. of Orig. Price Received	99.1%	100.9%	+ 1.8%	98.0%	99.9%	+ 1.9%
Days on Market Until Sale	32	6	- 81.3%	39	23	- 41.0%
Inventory of Homes for Sale	68	33	- 51.5%	--	--	--
Months Supply of Inventory	1.6	0.7	- 56.3%	--	--	--

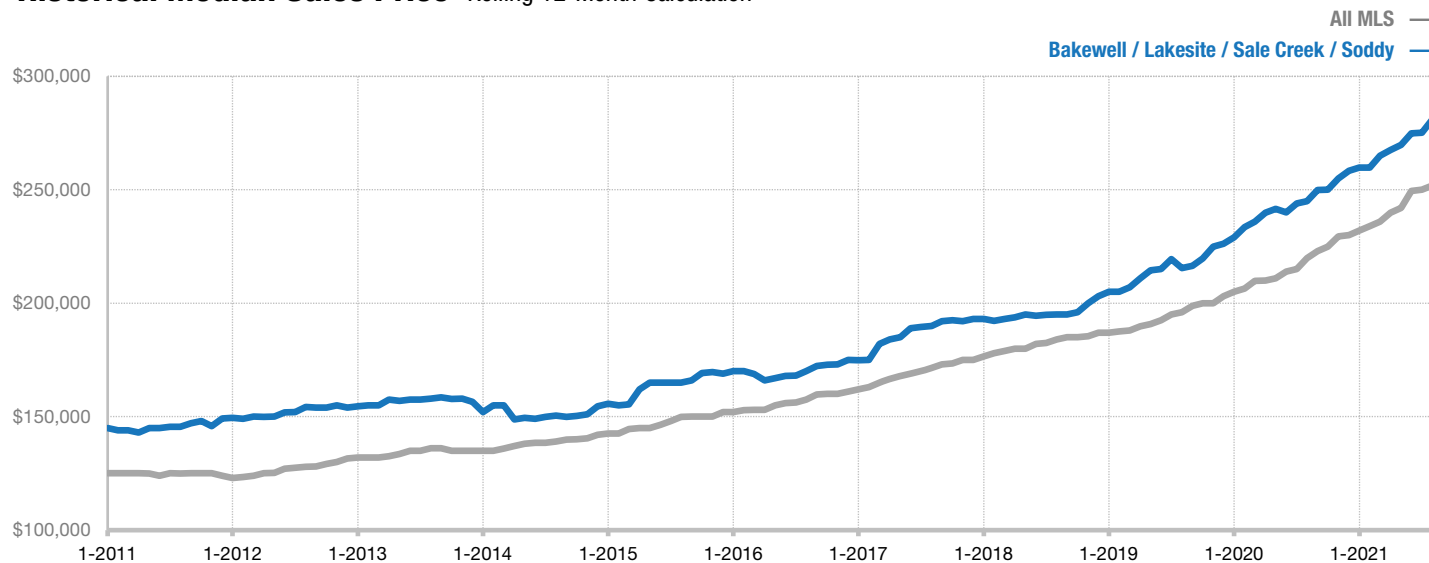
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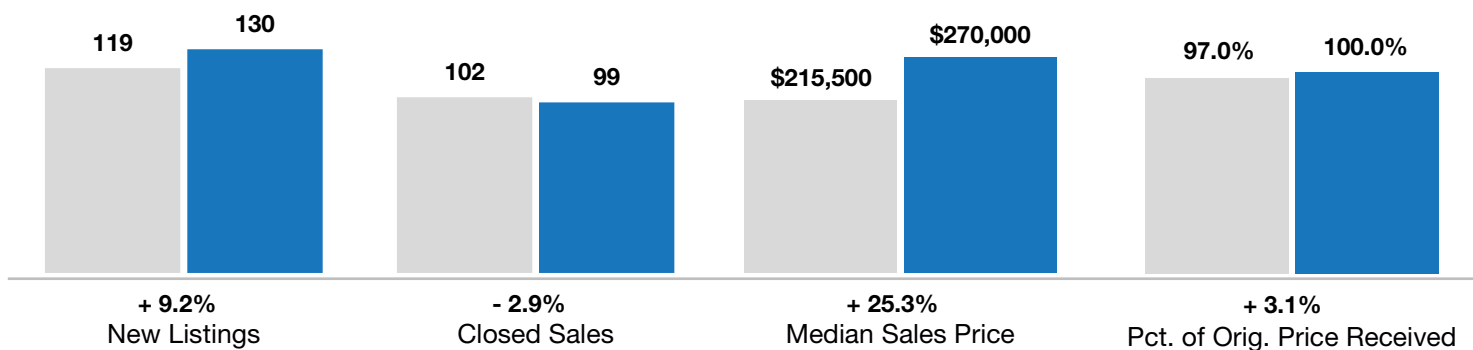
Bradley County

Key Metrics	August			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	119	130	+ 9.2%	865	905	+ 4.6%
Closed Sales	102	99	- 2.9%	720	733	+ 1.8%
Median Sales Price	\$215,500	\$270,000	+ 25.3%	\$213,900	\$240,000	+ 12.2%
Pct. of Orig. Price Received	97.0%	100.0%	+ 3.1%	97.2%	99.3%	+ 2.2%
Days on Market Until Sale	27	13	- 51.9%	42	23	- 45.2%
Inventory of Homes for Sale	136	103	- 24.3%	--	--	--
Months Supply of Inventory	1.5	1.0	- 33.3%	--	--	--

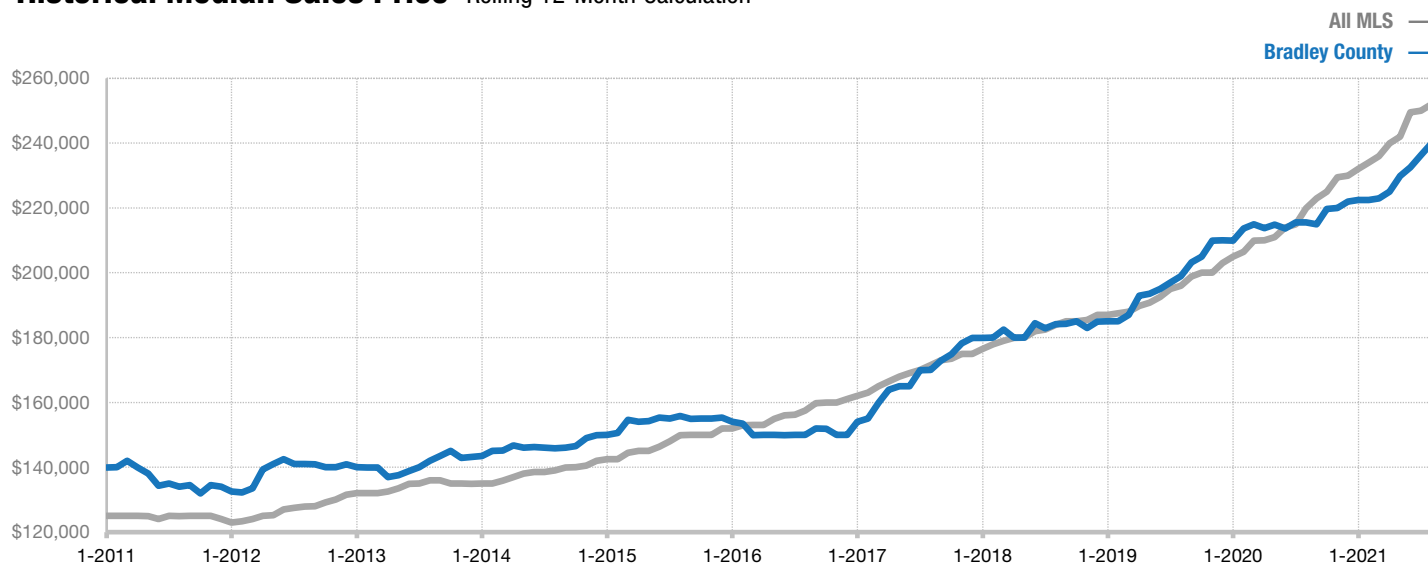
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Brainerd

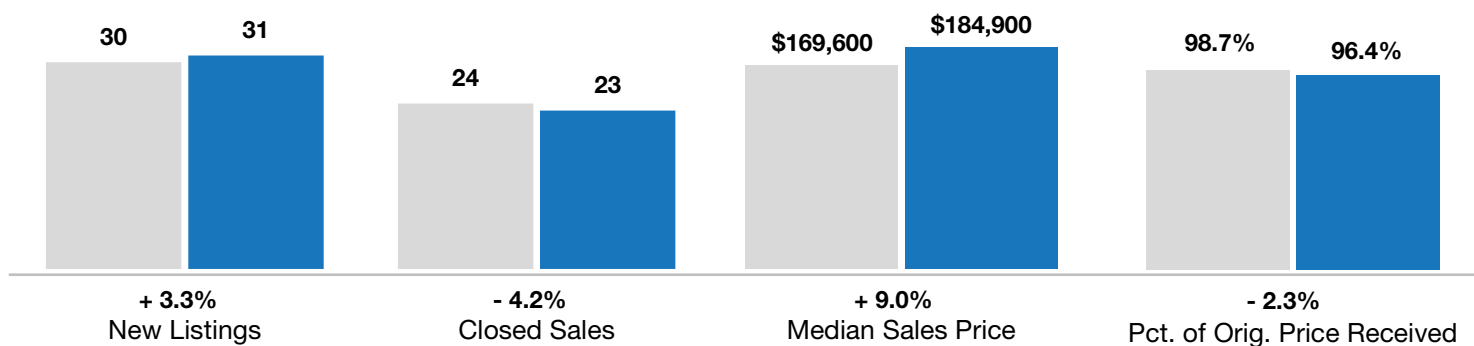
Includes the Ridgese Community

Key Metrics	August			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	30	31	+ 3.3%	223	238	+ 6.7%
Closed Sales	24	23	- 4.2%	193	194	+ 0.5%
Median Sales Price	\$169,600	\$184,900	+ 9.0%	\$164,300	\$185,500	+ 12.9%
Pct. of Orig. Price Received	98.7%	96.4%	- 2.3%	97.1%	99.9%	+ 2.9%
Days on Market Until Sale	13	16	+ 23.1%	29	19	- 34.5%
Inventory of Homes for Sale	31	30	- 3.2%	--	--	--
Months Supply of Inventory	1.4	1.3	- 7.1%	--	--	--

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

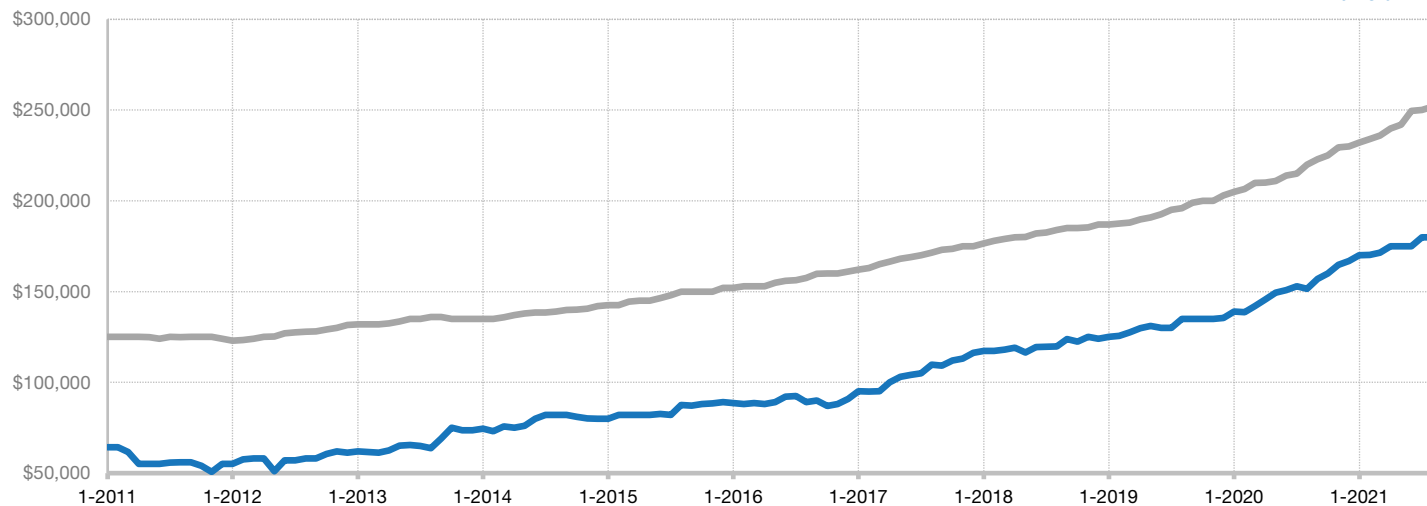
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All MLS —
Brainerd —



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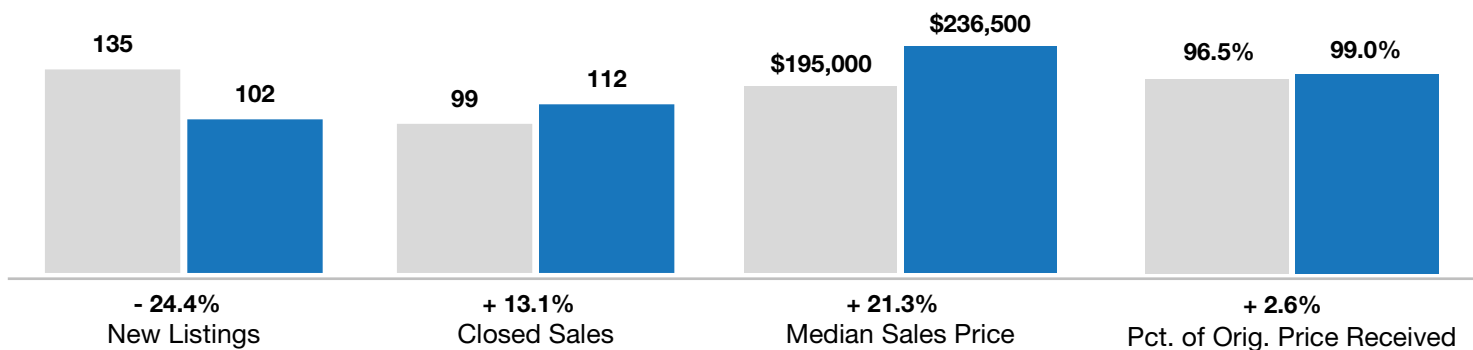
Catoosa County

Key Metrics	August			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	135	102	- 24.4%	871	797	- 8.5%
Closed Sales	99	112	+ 13.1%	712	721	+ 1.3%
Median Sales Price	\$195,000	\$236,500	+ 21.3%	\$200,750	\$225,000	+ 12.1%
Pct. of Orig. Price Received	96.5%	99.0%	+ 2.6%	97.3%	99.4%	+ 2.2%
Days on Market Until Sale	47	13	- 72.3%	43	20	- 53.5%
Inventory of Homes for Sale	128	89	- 30.5%	--	--	--
Months Supply of Inventory	1.5	1.0	- 33.3%	--	--	--

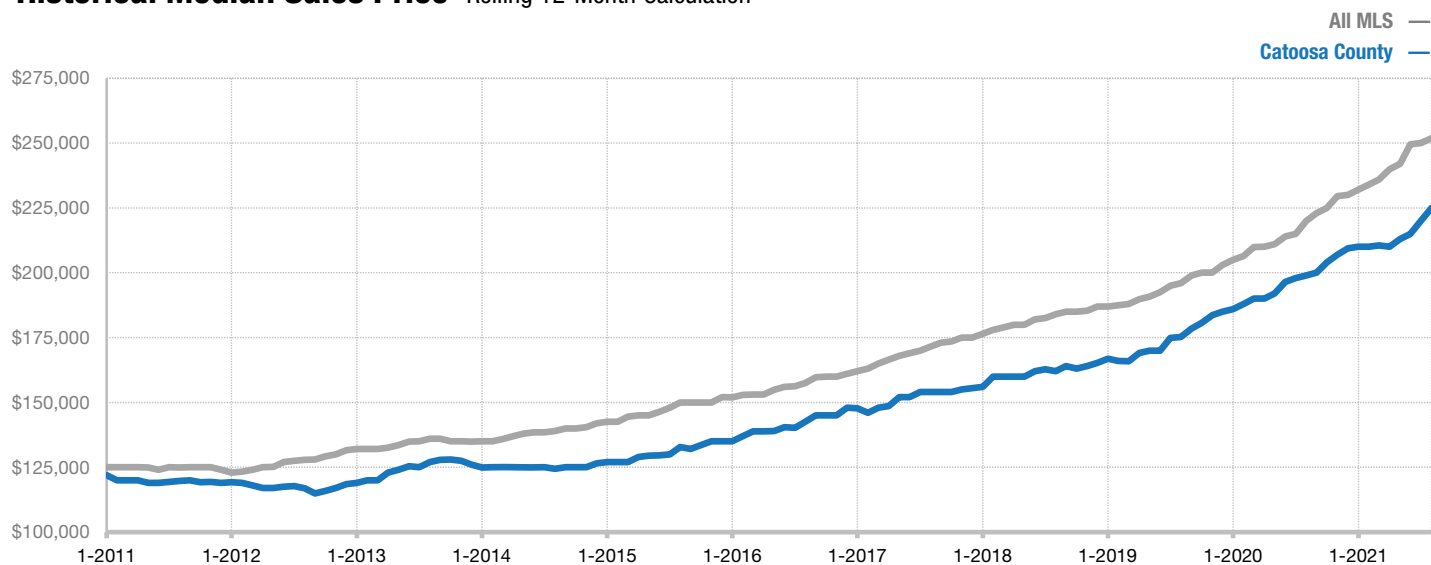
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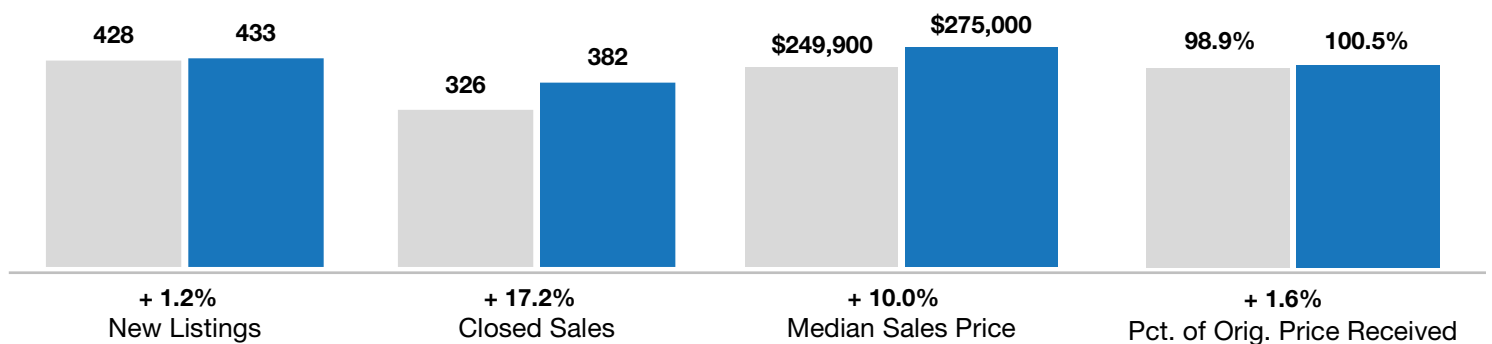
Chattanooga

Key Metrics	August			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	428	433	+ 1.2%	2,934	3,236	+ 10.3%
Closed Sales	326	382	+ 17.2%	2,296	2,712	+ 18.1%
Median Sales Price	\$249,900	\$275,000	+ 10.0%	\$225,000	\$260,000	+ 15.6%
Pct. of Orig. Price Received	98.9%	100.5%	+ 1.6%	97.4%	99.9%	+ 2.6%
Days on Market Until Sale	32	19	- 40.6%	40	22	- 45.0%
Inventory of Homes for Sale	604	350	- 42.1%	--	--	--
Months Supply of Inventory	1.7	1.0	- 41.2%	--	--	--

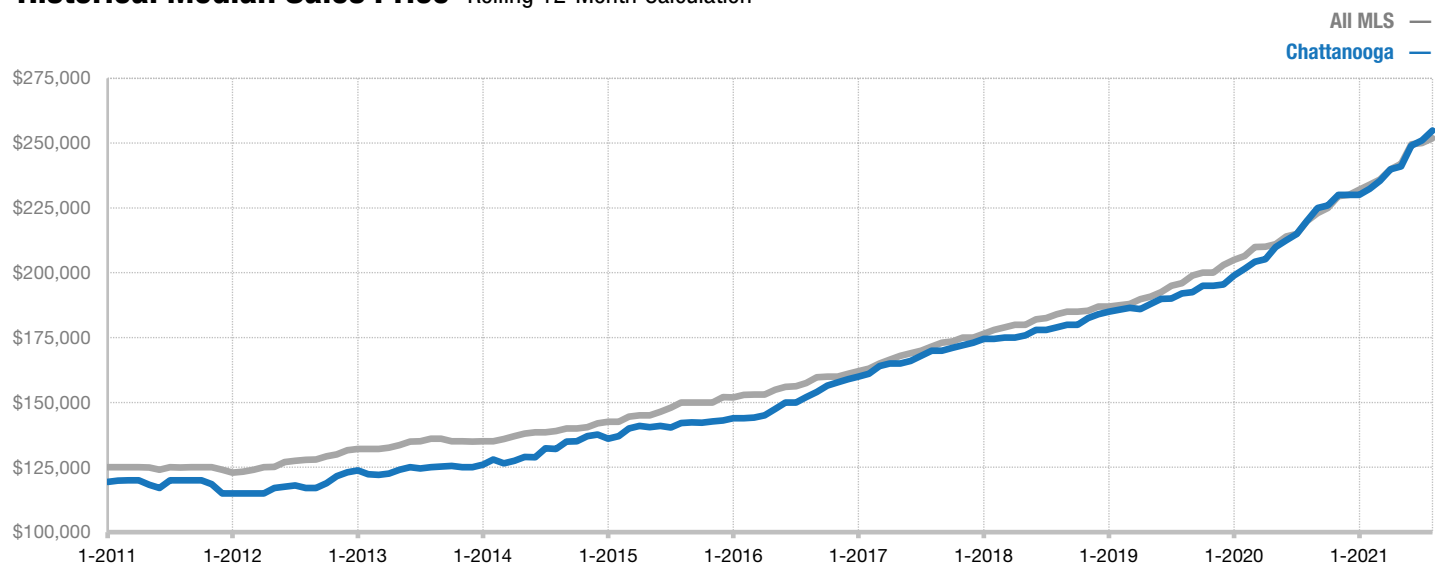
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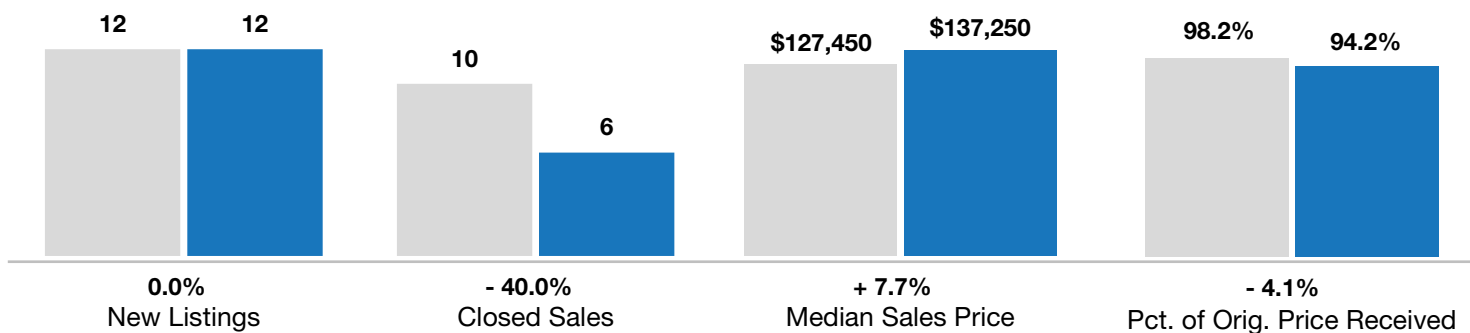
Chattooga County

Key Metrics	August			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	12	12	0.0%	76	84	+ 10.5%
Closed Sales	10	6	- 40.0%	63	64	+ 1.6%
Median Sales Price	\$127,450	\$137,250	+ 7.7%	\$114,909	\$125,500	+ 9.2%
Pct. of Orig. Price Received	98.2%	94.2%	- 4.1%	94.8%	96.5%	+ 1.8%
Days on Market Until Sale	25	17	- 32.0%	47	15	- 68.1%
Inventory of Homes for Sale	11	15	+ 36.4%	--	--	--
Months Supply of Inventory	1.5	1.8	+ 20.0%	--	--	--

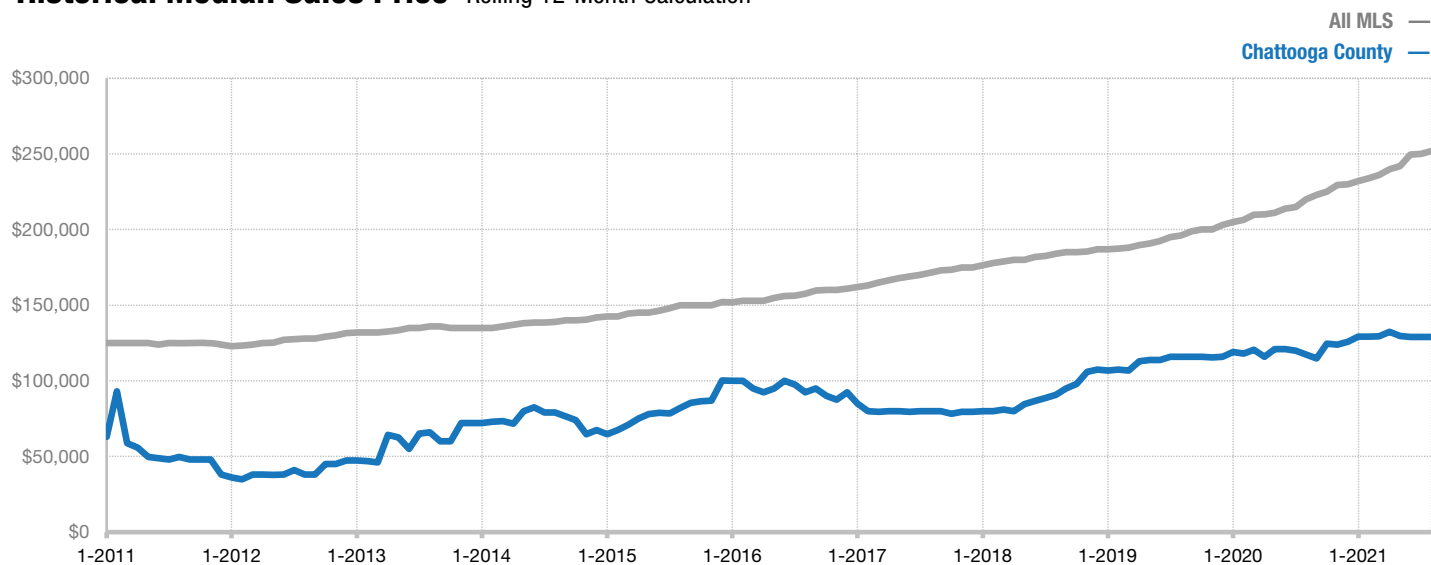
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Collegedale

Key Metrics	August			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	0	0	--	2	10	+ 400.0%
Closed Sales	0	0	--	0	3	--
Median Sales Price	\$0	\$0	--	\$0	\$355,000	--
Pct. of Orig. Price Received	0.0%	0.0%	--	0	101.7%	--
Days on Market Until Sale	0	0	--	0	2	--
Inventory of Homes for Sale	2	6	+ 200.0%	--	--	--
Months Supply of Inventory	2.0	0	- 100.0%	--	--	--

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

August

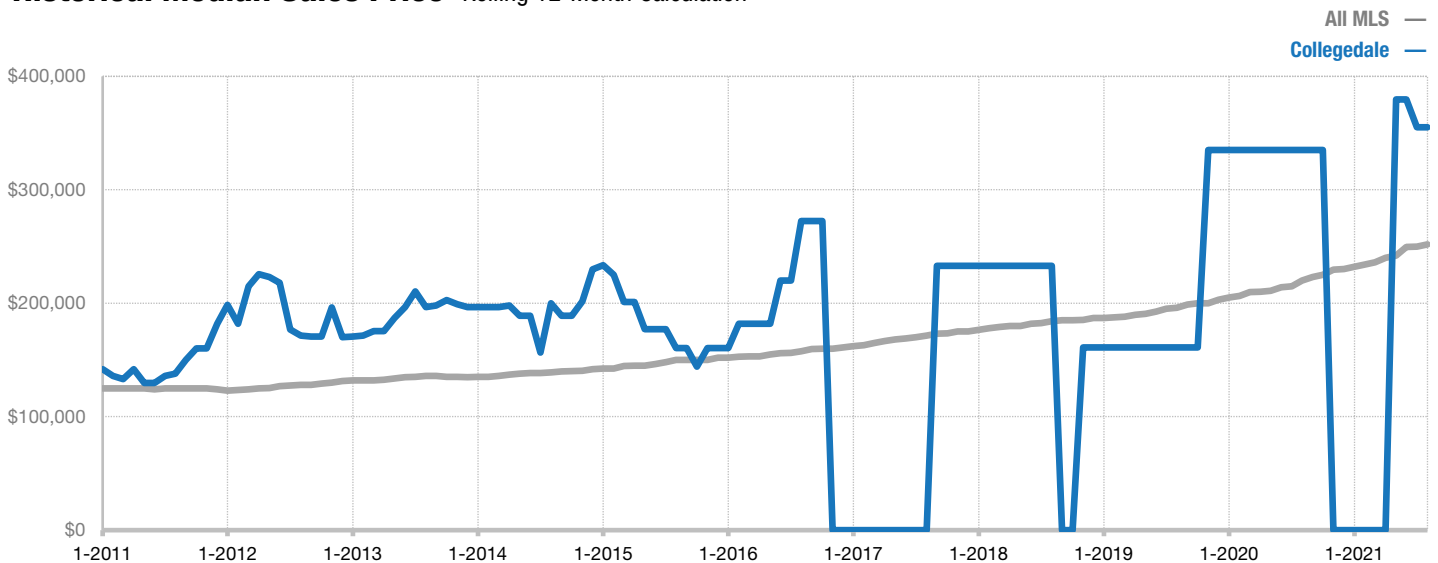
■ 2020 ■ 2021

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New Listings Closed Sales Median Sales Price Pct. of Orig. Price Received

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Local Market Update – August 2021

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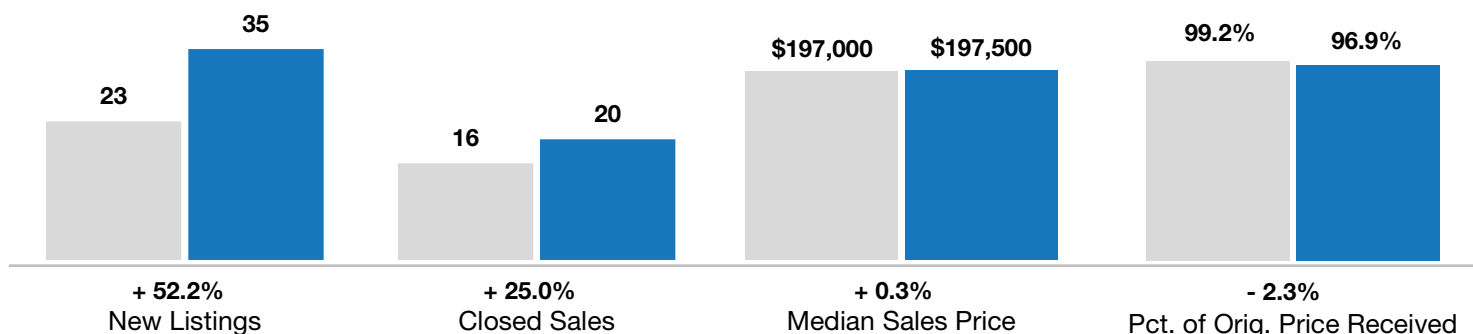
Dade County

Key Metrics	August			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	23	35	+ 52.2%	152	177	+ 16.4%
Closed Sales	16	20	+ 25.0%	91	128	+ 40.7%
Median Sales Price	\$197,000	\$197,500	+ 0.3%	\$170,500	\$197,500	+ 15.8%
Pct. of Orig. Price Received	99.2%	96.9%	- 2.3%	96.2%	96.6%	+ 0.4%
Days on Market Until Sale	94	25	- 73.4%	64	42	- 34.4%
Inventory of Homes for Sale	59	46	- 22.0%	--	--	--
Months Supply of Inventory	4.4	2.4	- 45.5%	--	--	--

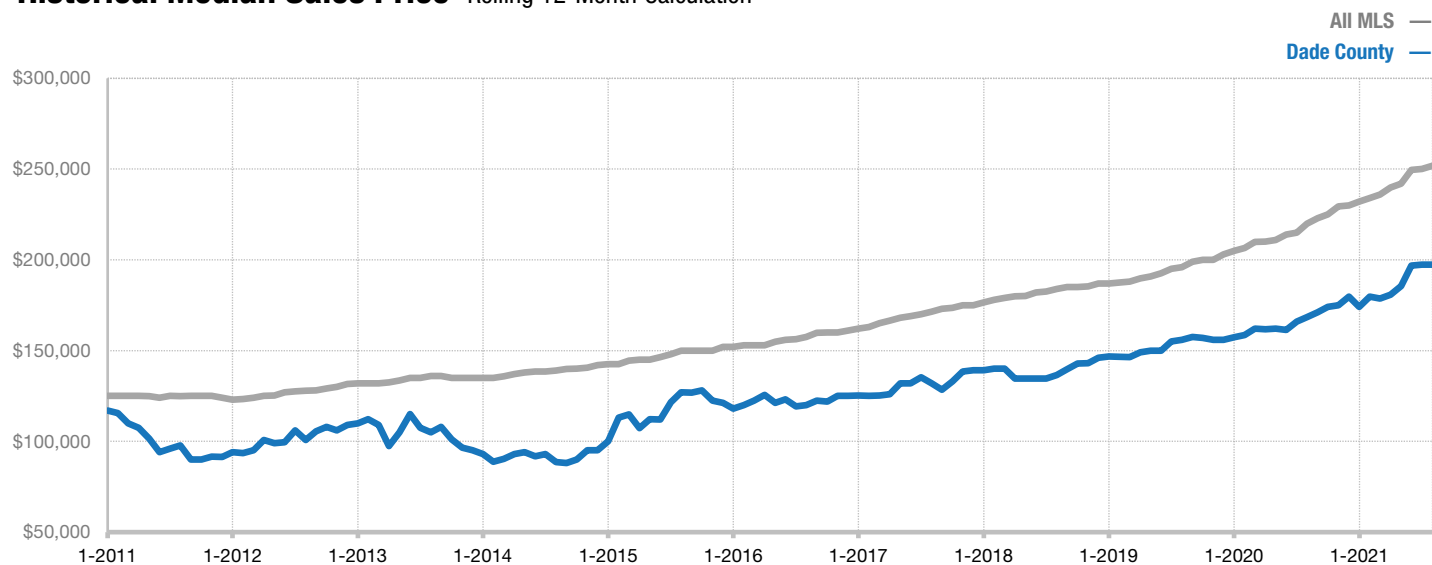
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Local Market Update – August 2021

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Downtown Chattanooga

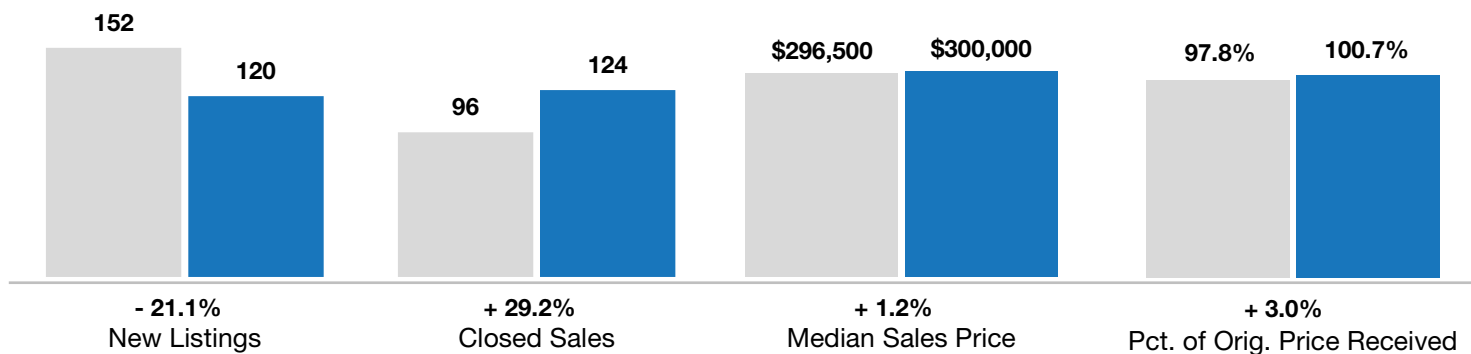
ZIP Codes: 37402, 37403, 37404, 37405, 37406, 37408 and 37450

Key Metrics	August			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	152	120	- 21.1%	1,000	981	- 1.9%
Closed Sales	96	124	+ 29.2%	681	842	+ 23.6%
Median Sales Price	\$296,500	\$300,000	+ 1.2%	\$268,200	\$315,000	+ 17.4%
Pct. of Orig. Price Received	97.8%	100.7%	+ 3.0%	96.4%	99.0%	+ 2.7%
Days on Market Until Sale	43	36	- 16.3%	52	34	- 34.6%
Inventory of Homes for Sale	300	118	- 60.7%	--	--	--
Months Supply of Inventory	2.5	1.1	- 56.0%	--	--	--

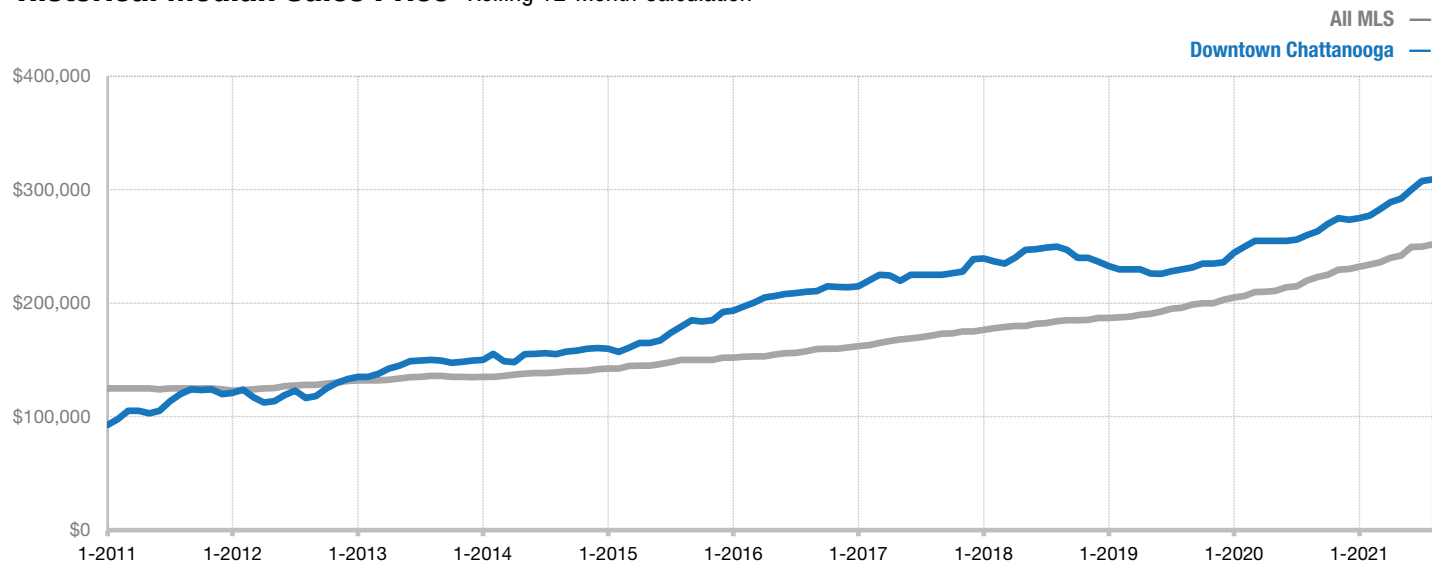
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■ 2020 ■ 2021



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Local Market Update – August 2021

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East Brainerd

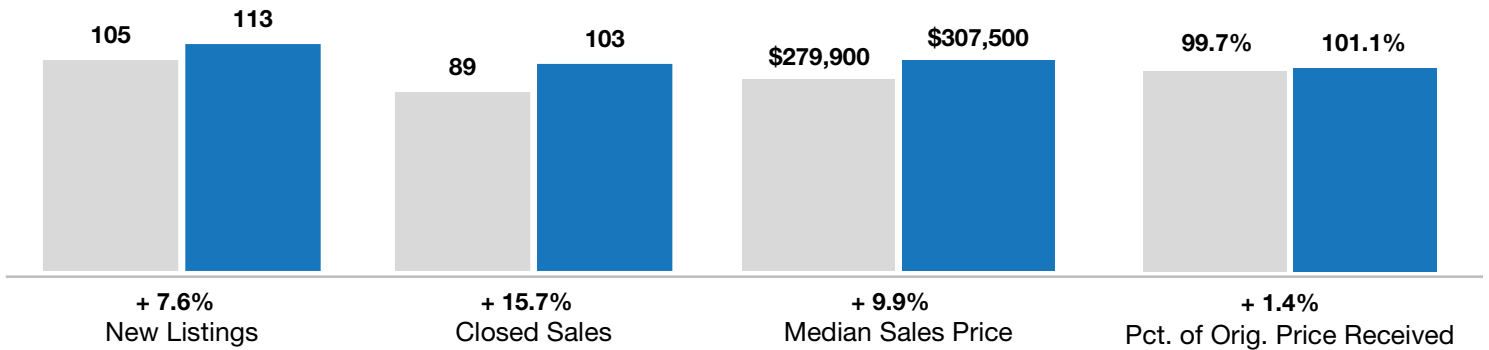
Includes the Cromwell, Dalewood, Eastdale & Tyner Communities

Key Metrics	August			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	105	113	+ 7.6%	703	774	+ 10.1%
Closed Sales	89	103	+ 15.7%	528	665	+ 25.9%
Median Sales Price	\$279,900	\$307,500	+ 9.9%	\$246,151	\$290,700	+ 18.1%
Pct. of Orig. Price Received	99.7%	101.1%	+ 1.4%	98.0%	100.8%	+ 2.9%
Days on Market Until Sale	23	11	- 52.2%	32	15	- 53.1%
Inventory of Homes for Sale	106	70	- 34.0%	--	--	--
Months Supply of Inventory	1.6	0.8	- 50.0%	--	--	--

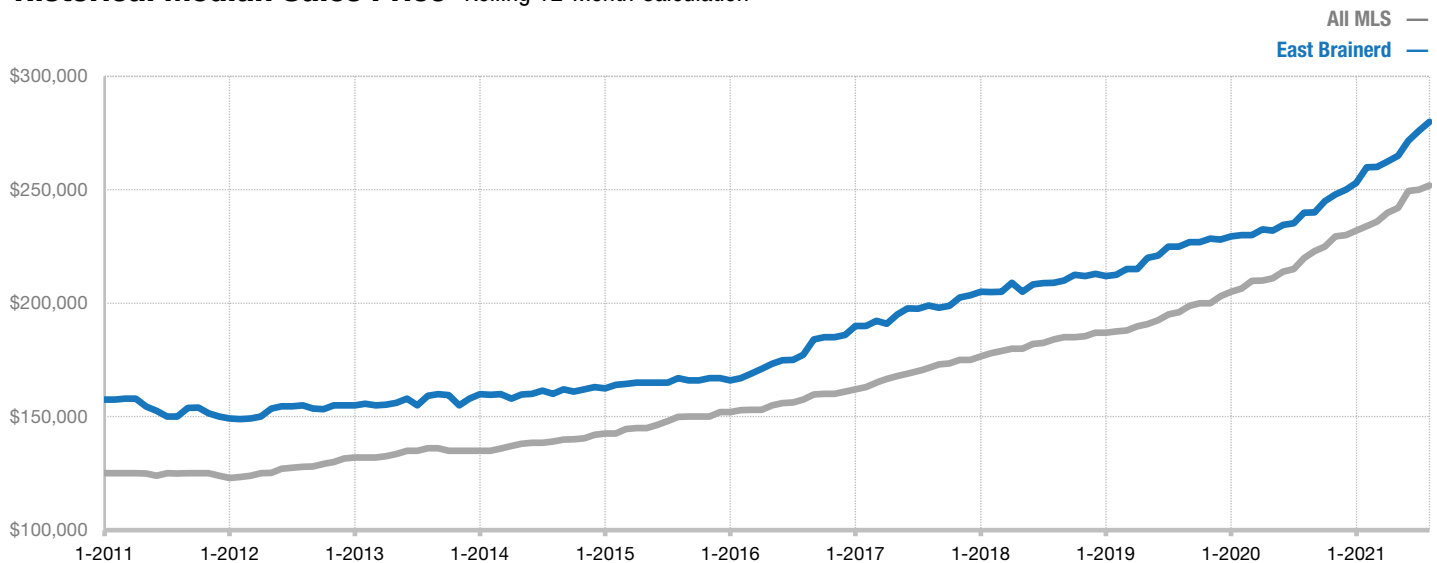
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Local Market Update – August 2021

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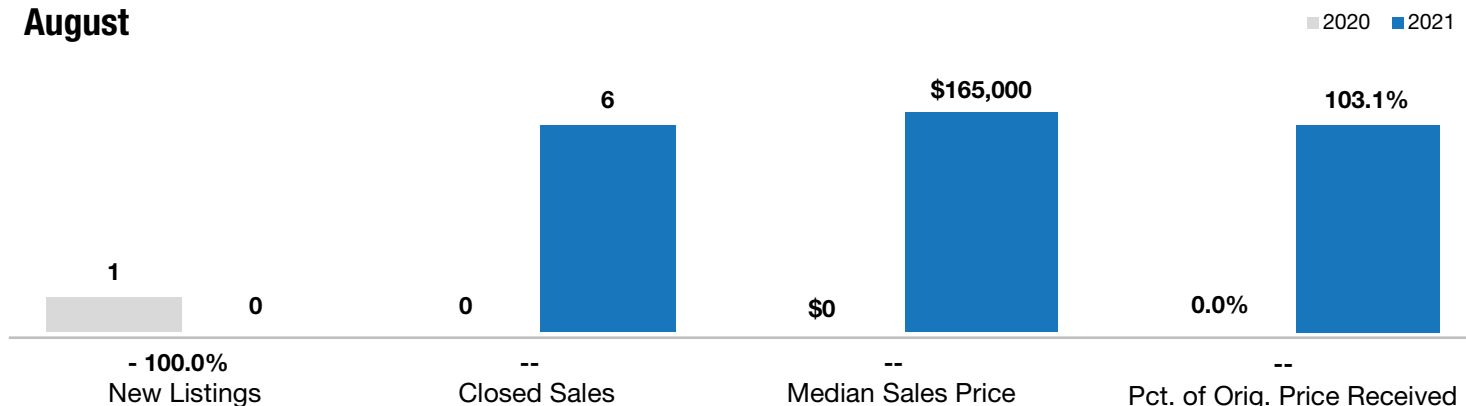
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East Ridge

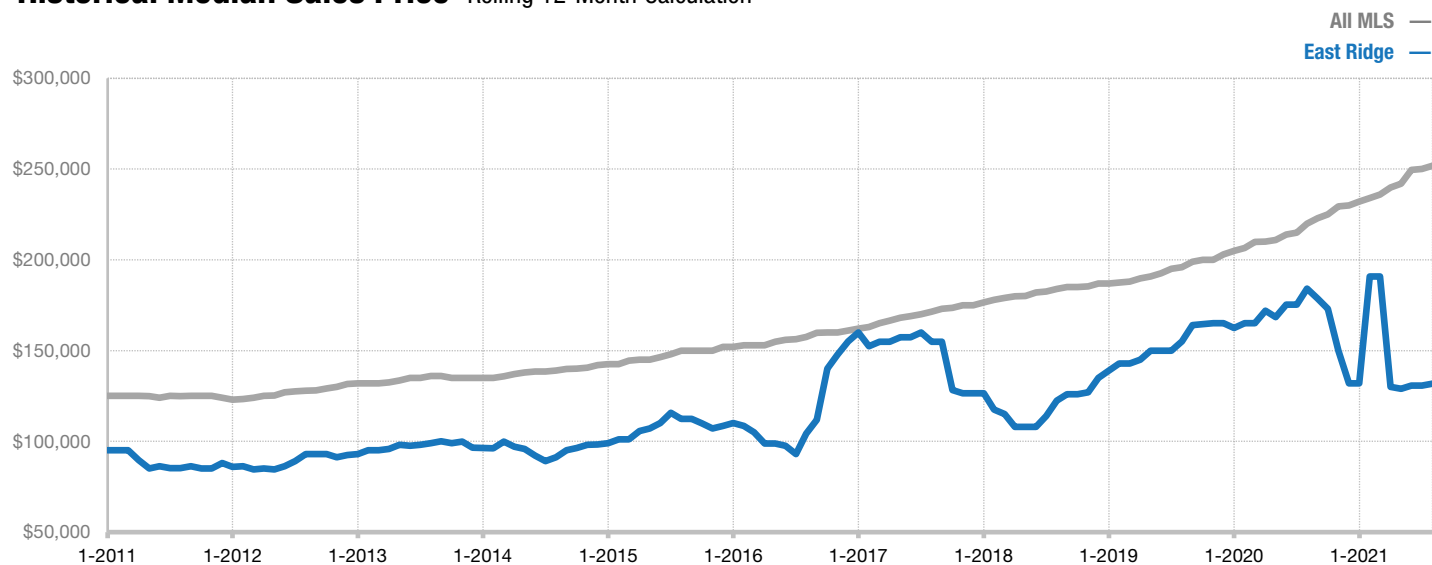
Key Metrics	August			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	1	0	- 100.0%	3	12	+ 300.0%
Closed Sales	0	6	--	1	12	+ 1,100.0%
Median Sales Price	\$0	\$165,000	--	\$259,900	\$139,750	- 46.2%
Pct. of Orig. Price Received	0.0%	103.1%	--	101.2%	99.2%	- 2.0%
Days on Market Until Sale	0	5	--	4	11	+ 175.0%
Inventory of Homes for Sale	0	1	--	--	--	--
Months Supply of Inventory	0	0.5	--	--	--	--

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Local Market Update – August 2021

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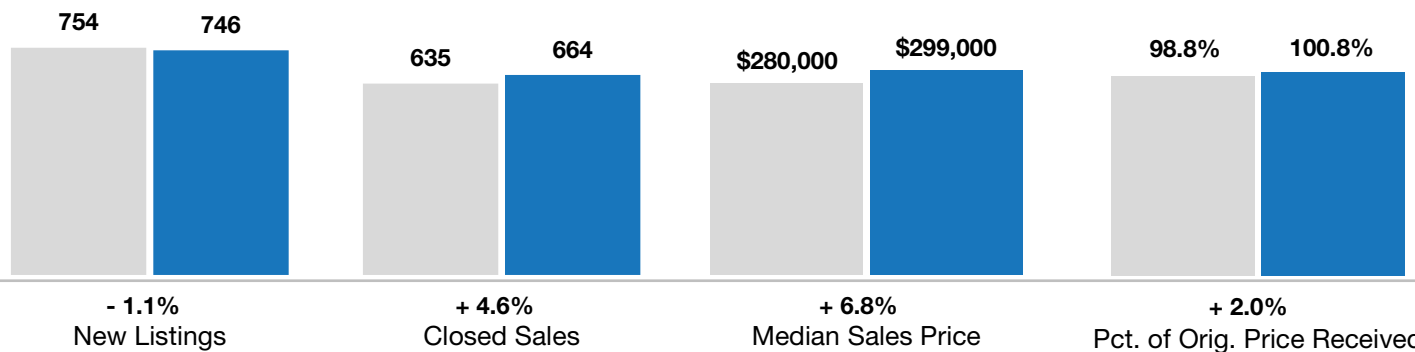
Hamilton County

Key Metrics	August			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	754	746	- 1.1%	5,375	5,649	+ 5.1%
Closed Sales	635	664	+ 4.6%	4,343	4,892	+ 12.6%
Median Sales Price	\$280,000	\$299,000	+ 6.8%	\$252,900	\$288,000	+ 13.9%
Pct. of Orig. Price Received	98.8%	100.8%	+ 2.0%	97.6%	100.2%	+ 2.7%
Days on Market Until Sale	37	16	- 56.8%	46	23	- 50.0%
Inventory of Homes for Sale	1,036	605	- 41.6%	--	--	--
Months Supply of Inventory	1.7	0.9	- 47.1%	--	--	--

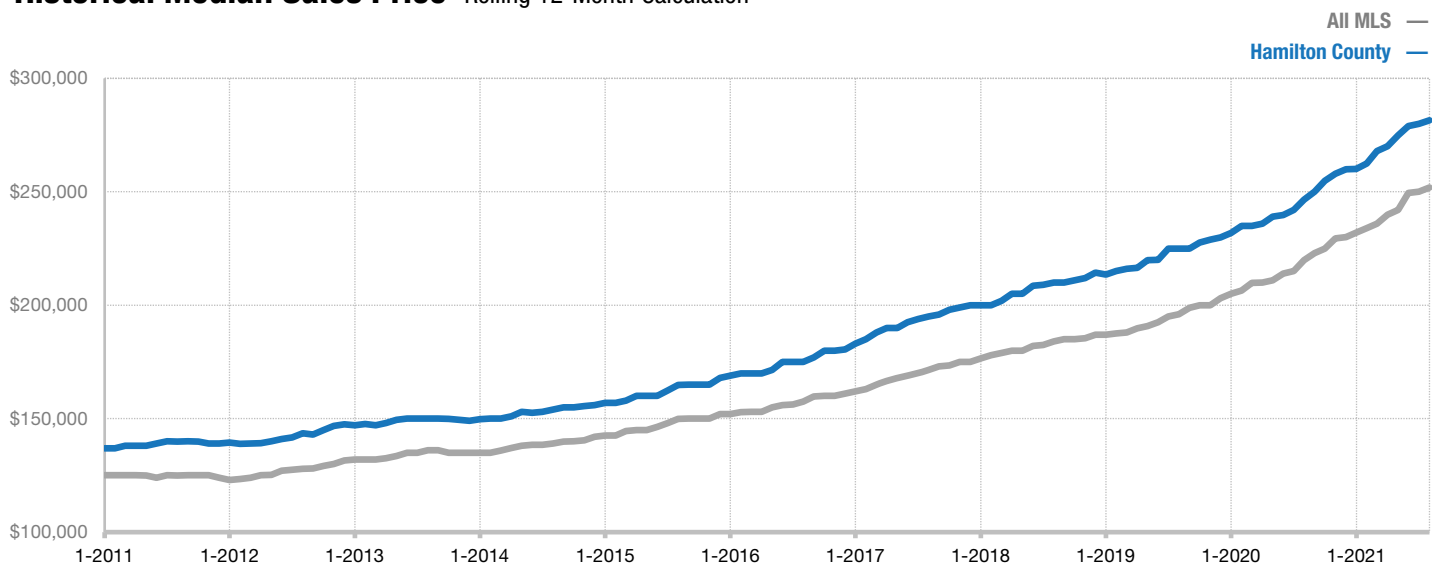
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■ 2020 ■ 2021



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Local Market Update – August 2021

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Harrison / Georgetown

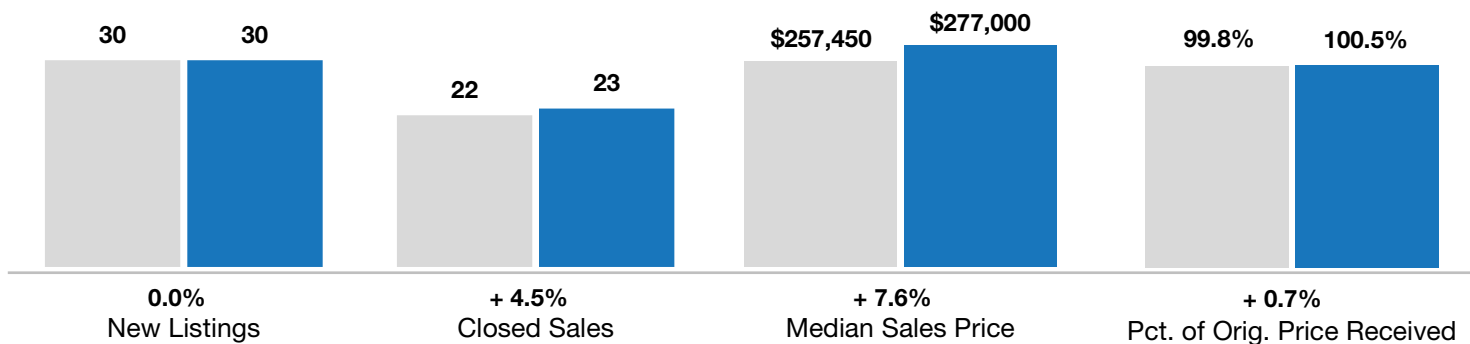
ZIP Codes: 37341 and 37308

Key Metrics	August			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	30	30	0.0%	218	211	- 3.2%
Closed Sales	22	23	+ 4.5%	198	184	- 7.1%
Median Sales Price	\$257,450	\$277,000	+ 7.6%	\$218,500	\$278,450	+ 27.4%
Pct. of Orig. Price Received	99.8%	100.5%	+ 0.7%	97.4%	100.2%	+ 2.9%
Days on Market Until Sale	34	11	- 67.6%	60	20	- 66.7%
Inventory of Homes for Sale	42	28	- 33.3%	--	--	--
Months Supply of Inventory	1.7	1.2	- 29.4%	--	--	--

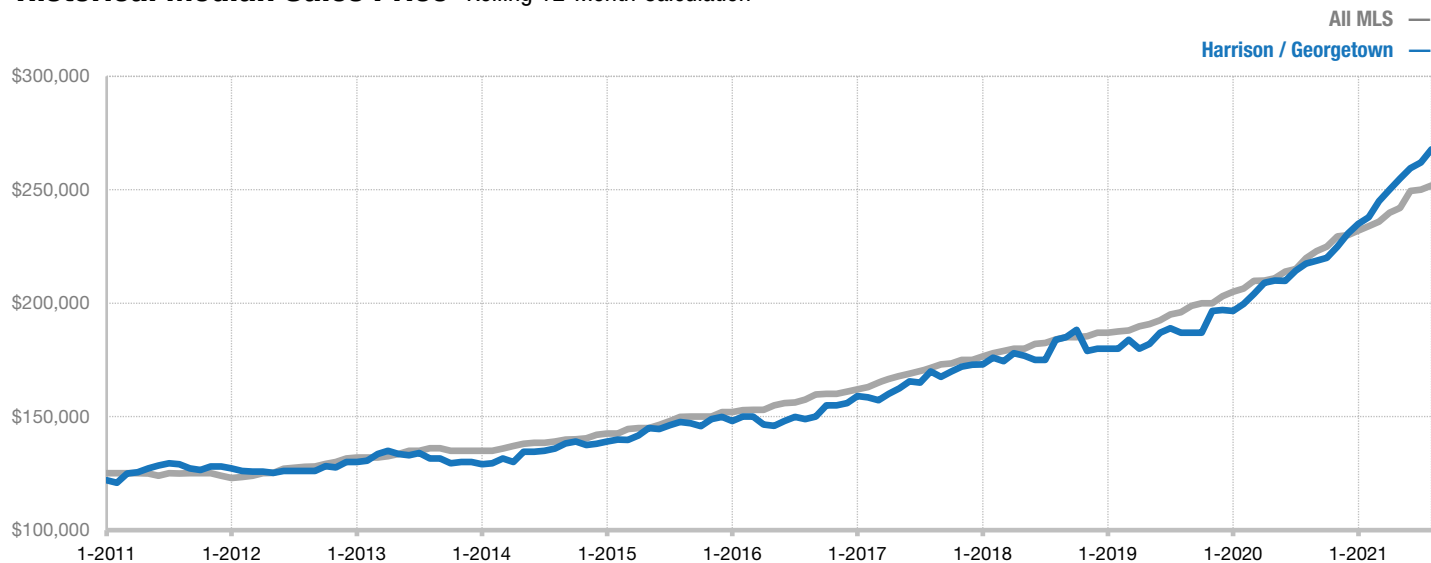
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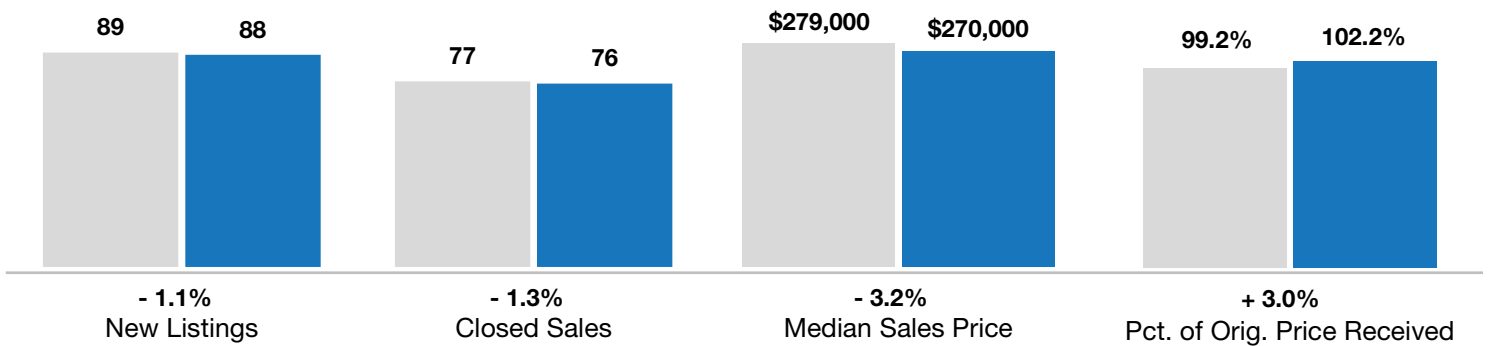
Hixson

Key Metrics	August			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	89	88	- 1.1%	654	652	- 0.3%
Closed Sales	77	76	- 1.3%	539	614	+ 13.9%
Median Sales Price	\$279,000	\$270,000	- 3.2%	\$245,000	\$275,000	+ 12.2%
Pct. of Orig. Price Received	99.2%	102.2%	+ 3.0%	98.6%	101.8%	+ 3.2%
Days on Market Until Sale	28	10	- 64.3%	38	17	- 55.3%
Inventory of Homes for Sale	80	53	- 33.8%	--	--	--
Months Supply of Inventory	1.1	0.7	- 36.4%	--	--	--

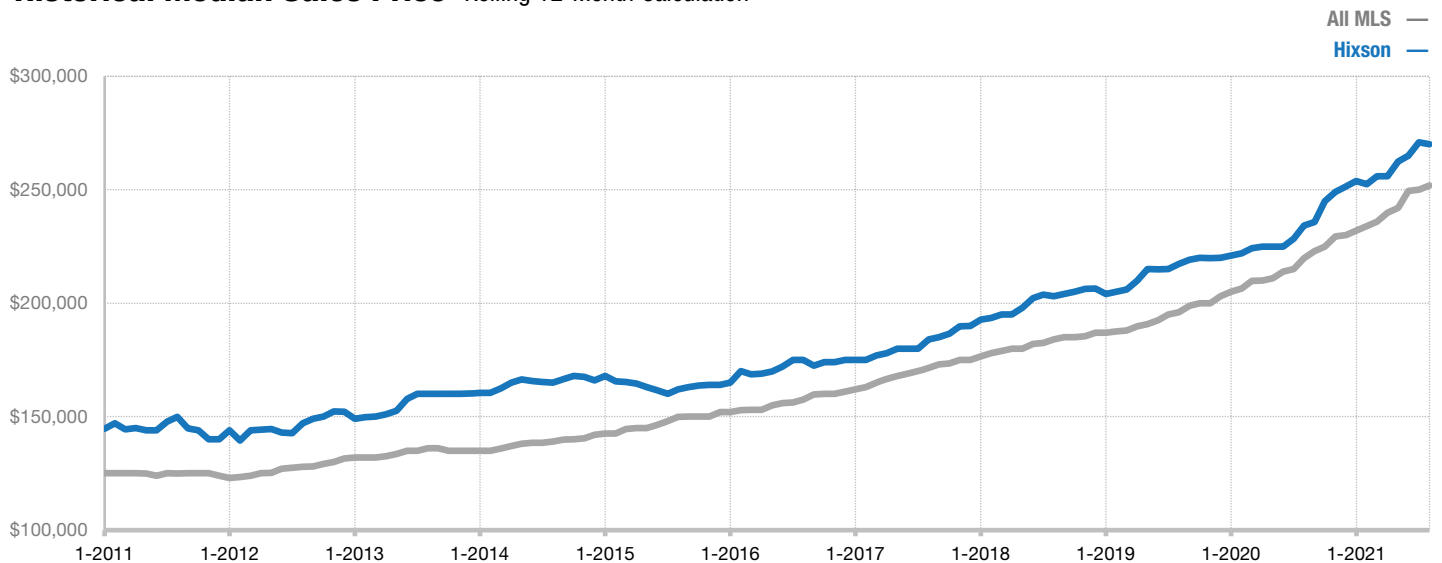
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Lookout Mountain

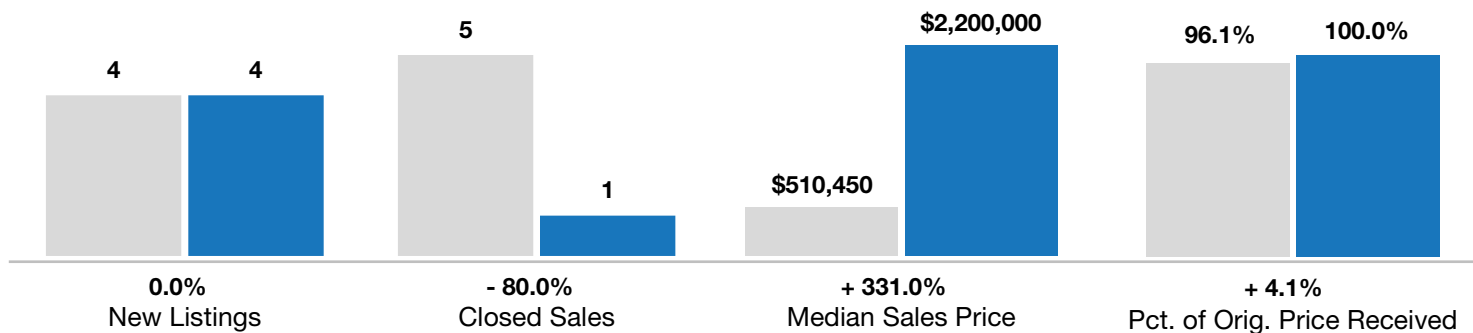
Hamilton County Only

Key Metrics	August			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	4	4	0.0%	30	26	- 13.3%
Closed Sales	5	1	- 80.0%	27	18	- 33.3%
Median Sales Price	\$510,450	\$2,200,000	+ 331.0%	\$600,000	\$656,250	+ 9.4%
Pct. of Orig. Price Received	96.1%	100.0%	+ 4.1%	96.1%	98.5%	+ 2.5%
Days on Market Until Sale	131	0	- 100.0%	74	15	- 79.7%
Inventory of Homes for Sale	5	9	+ 80.0%	--	--	--
Months Supply of Inventory	1.3	3.3	+ 153.8%	--	--	--

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August

■ 2020 ■ 2021



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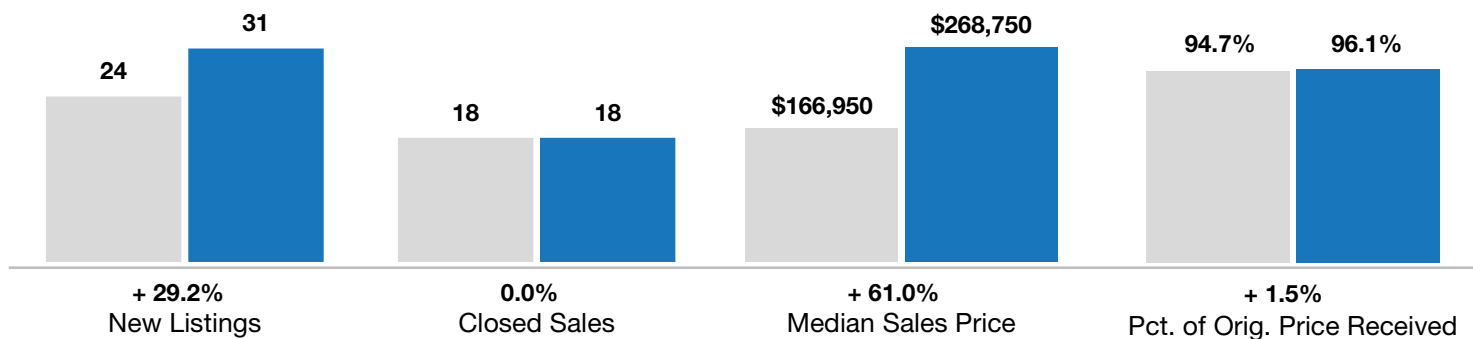
Marion County

Key Metrics	August			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	24	31	+ 29.2%	170	189	+ 11.2%
Closed Sales	18	18	0.0%	137	154	+ 12.4%
Median Sales Price	\$166,950	\$268,750	+ 61.0%	\$167,000	\$182,000	+ 9.0%
Pct. of Orig. Price Received	94.7%	96.1%	+ 1.5%	95.1%	96.0%	+ 0.9%
Days on Market Until Sale	95	20	- 78.9%	71	42	- 40.8%
Inventory of Homes for Sale	61	38	- 37.7%	--	--	--
Months Supply of Inventory	3.6	2.0	- 44.4%	--	--	--

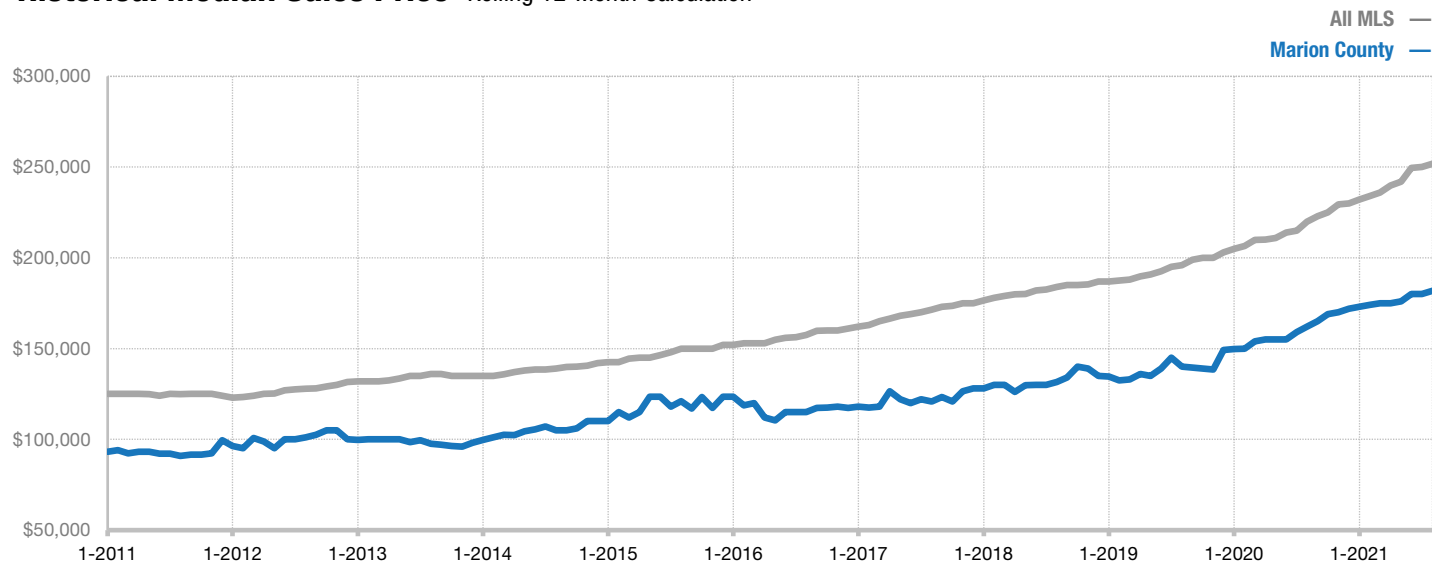
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

August

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – August 2021

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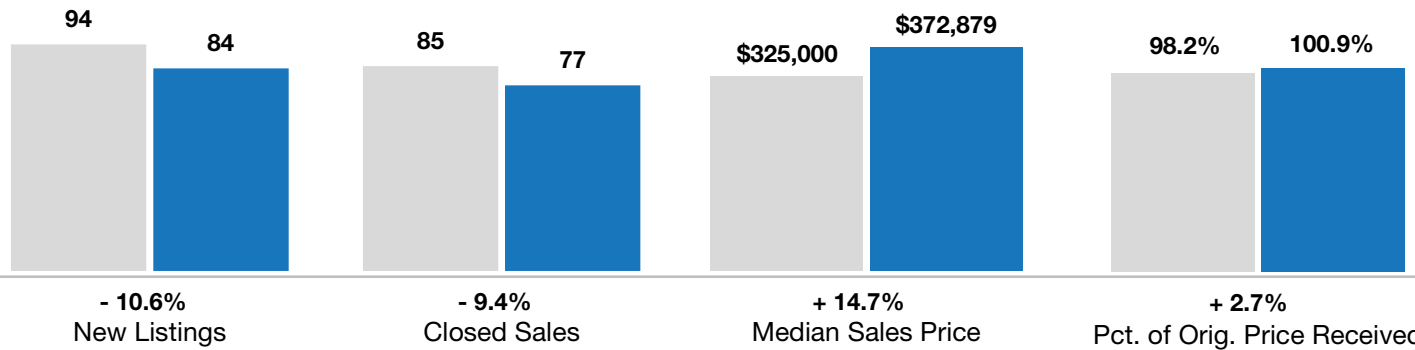
Ooltewah

Key Metrics	August			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	94	84	- 10.6%	702	719	+ 2.4%
Closed Sales	85	77	- 9.4%	601	639	+ 6.3%
Median Sales Price	\$325,000	\$372,879	+ 14.7%	\$319,900	\$360,000	+ 12.5%
Pct. of Orig. Price Received	98.2%	100.9%	+ 2.7%	97.9%	100.5%	+ 2.7%
Days on Market Until Sale	61	19	- 68.9%	66	28	- 57.6%
Inventory of Homes for Sale	149	85	- 43.0%	--	--	--
Months Supply of Inventory	2.0	1.0	- 50.0%	--	--	--

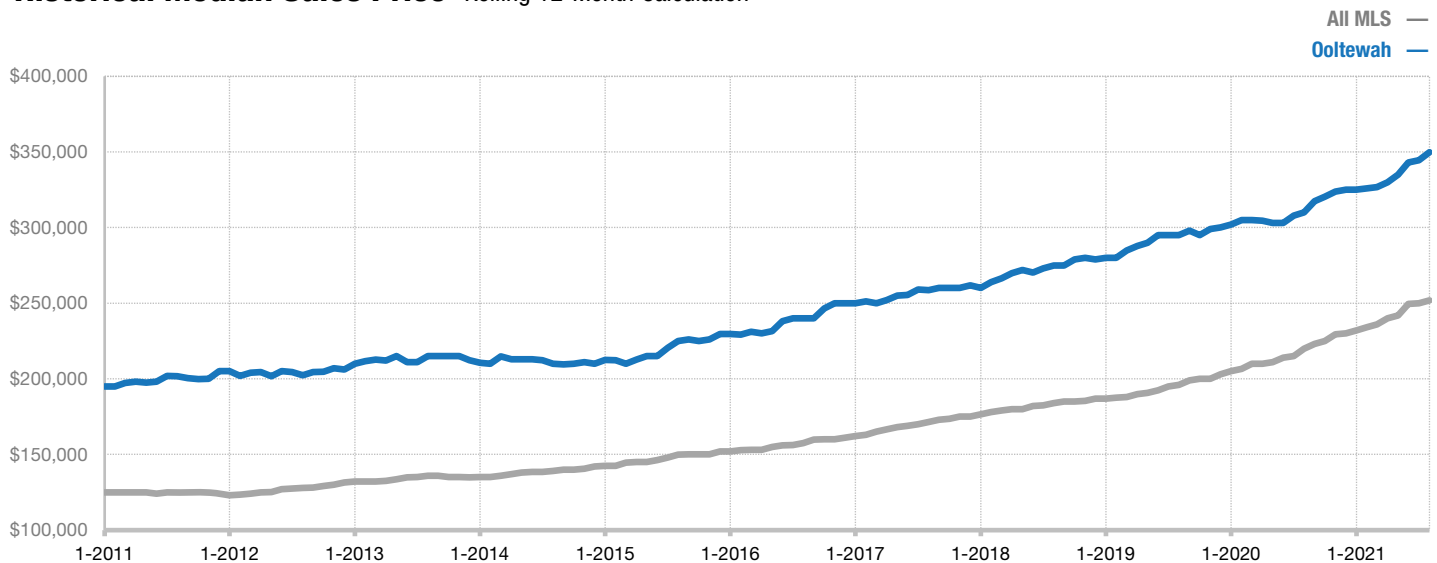
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August

■ 2020 ■ 2021



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – August 2021

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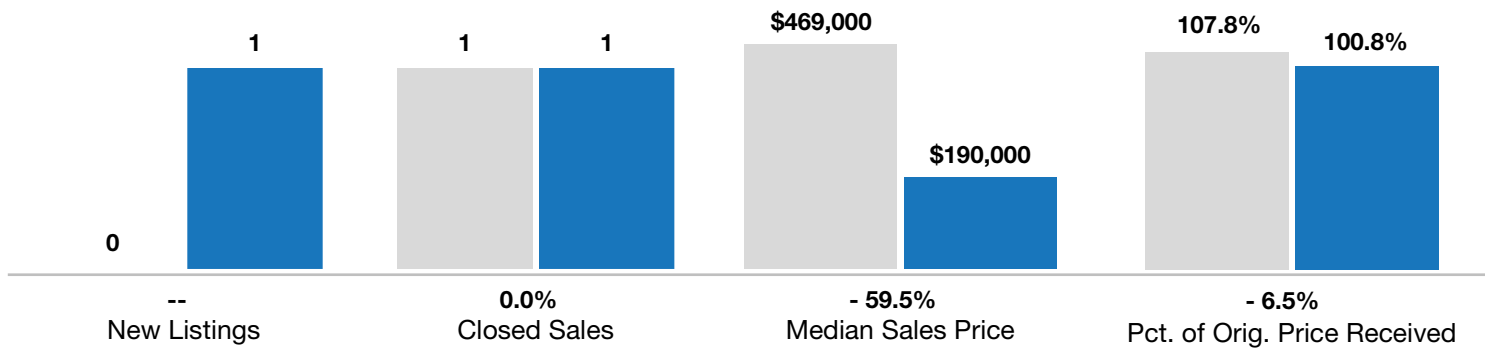
Red Bank

Key Metrics	August			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	0	1	--	5	7	+ 40.0%
Closed Sales	1	1	0.0%	9	6	- 33.3%
Median Sales Price	\$469,000	\$190,000	- 59.5%	\$259,900	\$243,750	- 6.2%
Pct. of Orig. Price Received	107.8%	100.8%	- 6.5%	96.2%	101.7%	+ 5.7%
Days on Market Until Sale	2	1	- 50.0%	112	66	- 41.1%
Inventory of Homes for Sale	3	1	- 66.7%	--	--	--
Months Supply of Inventory	1.3	0.9	- 30.8%	--	--	--

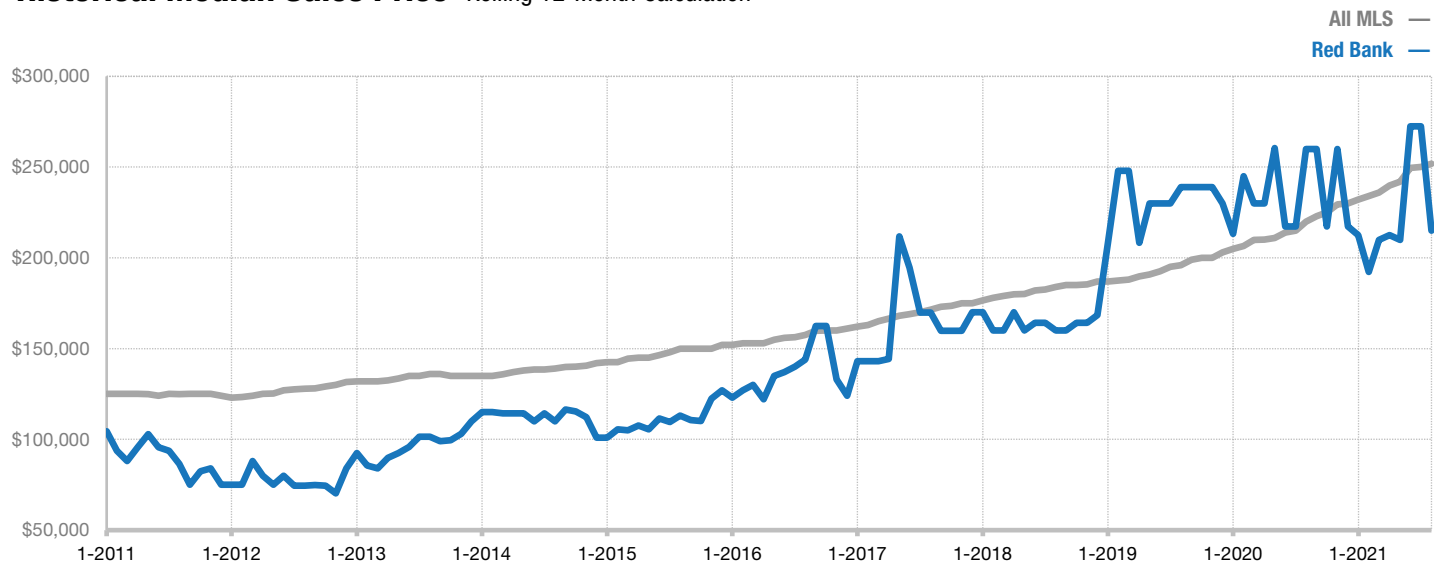
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August

■ 2020 ■ 2021



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – August 2021

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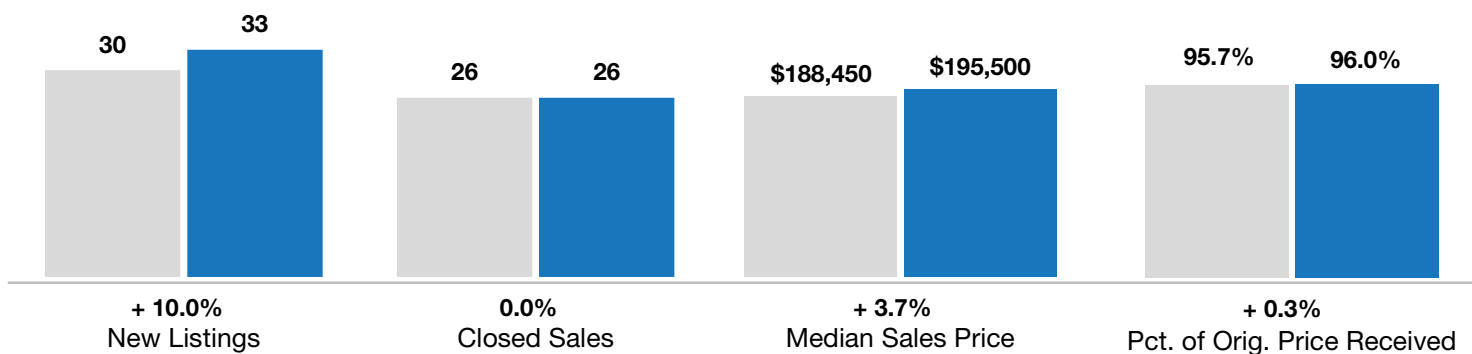
Rhea County

Key Metrics	August			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	30	33	+ 10.0%	194	223	+ 14.9%
Closed Sales	26	26	0.0%	158	200	+ 26.6%
Median Sales Price	\$188,450	\$195,500	+ 3.7%	\$185,000	\$212,500	+ 14.9%
Pct. of Orig. Price Received	95.7%	96.0%	+ 0.3%	95.1%	96.5%	+ 1.5%
Days on Market Until Sale	42	32	- 23.8%	68	42	- 38.2%
Inventory of Homes for Sale	44	32	- 27.3%	--	--	--
Months Supply of Inventory	1.9	1.4	- 26.3%	--	--	--

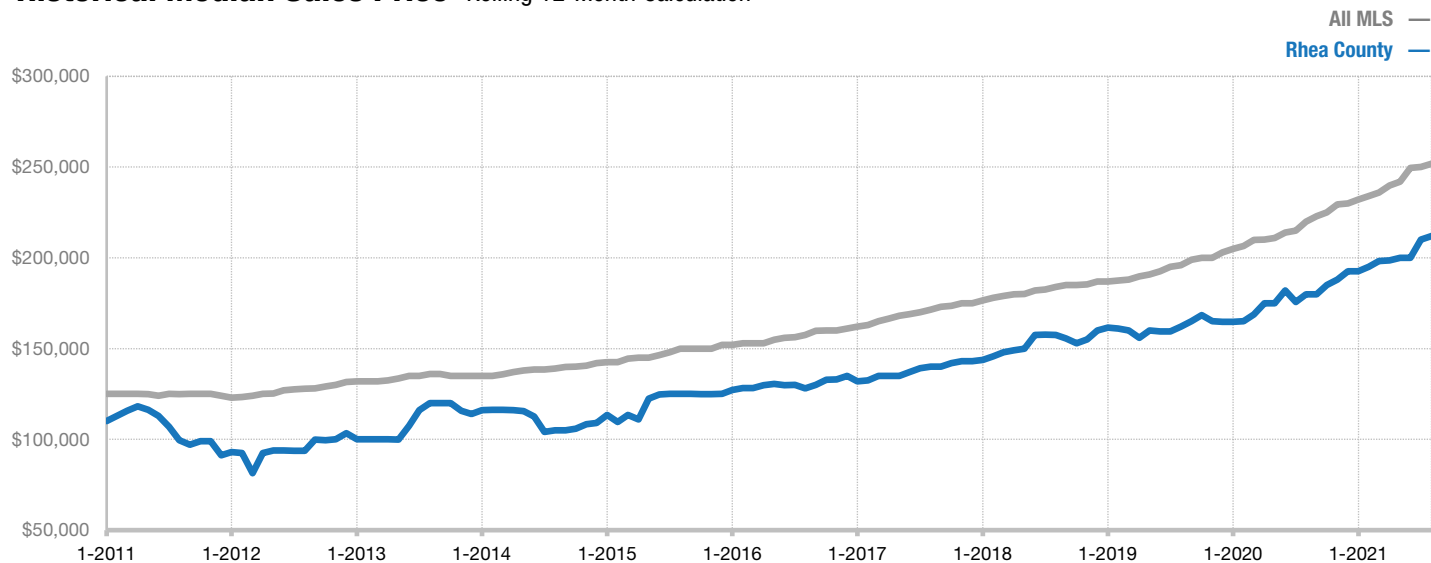
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August

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Local Market Update – August 2021

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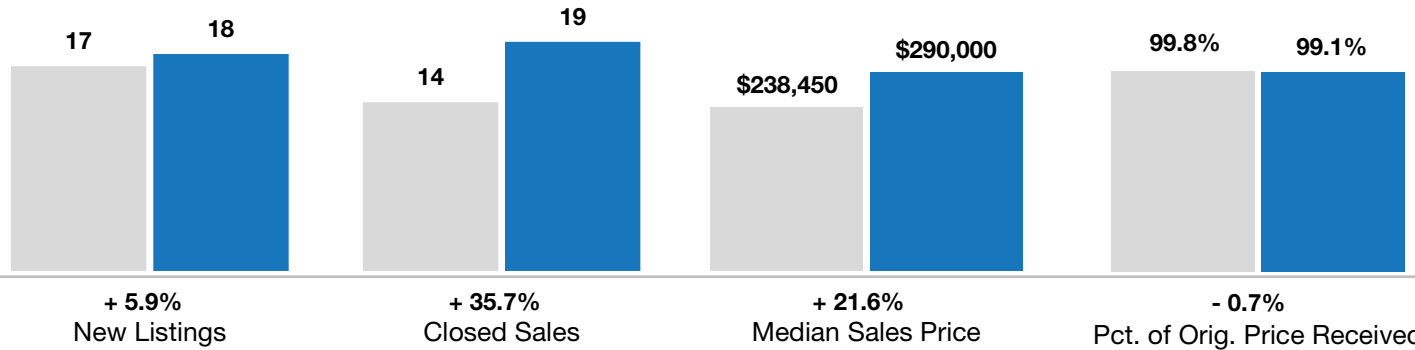
Sequatchie County

Key Metrics	August			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	17	18	+ 5.9%	141	193	+ 36.9%
Closed Sales	14	19	+ 35.7%	114	148	+ 29.8%
Median Sales Price	\$238,450	\$290,000	+ 21.6%	\$214,900	\$280,000	+ 30.3%
Pct. of Orig. Price Received	99.8%	99.1%	- 0.7%	95.3%	98.3%	+ 3.1%
Days on Market Until Sale	16	18	+ 12.5%	65	31	- 52.3%
Inventory of Homes for Sale	43	27	- 37.2%	--	--	--
Months Supply of Inventory	3.3	1.5	- 54.5%	--	--	--

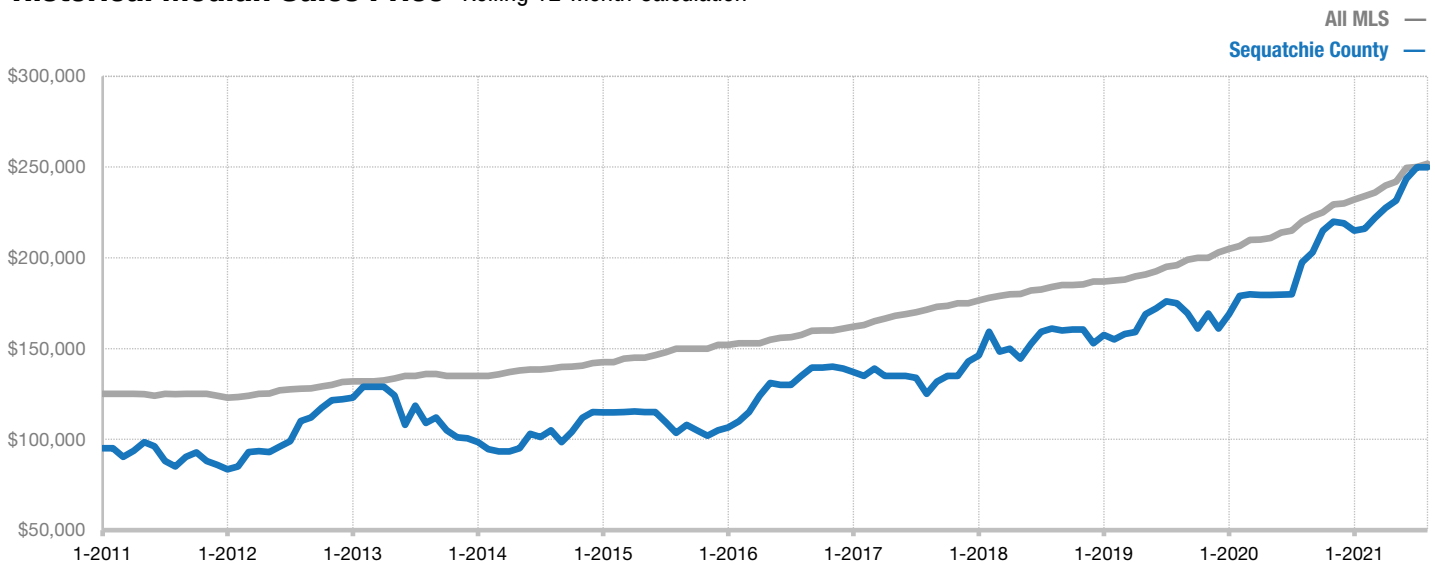
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August

■ 2020 ■ 2021



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Local Market Update – August 2021

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Signal Mountain

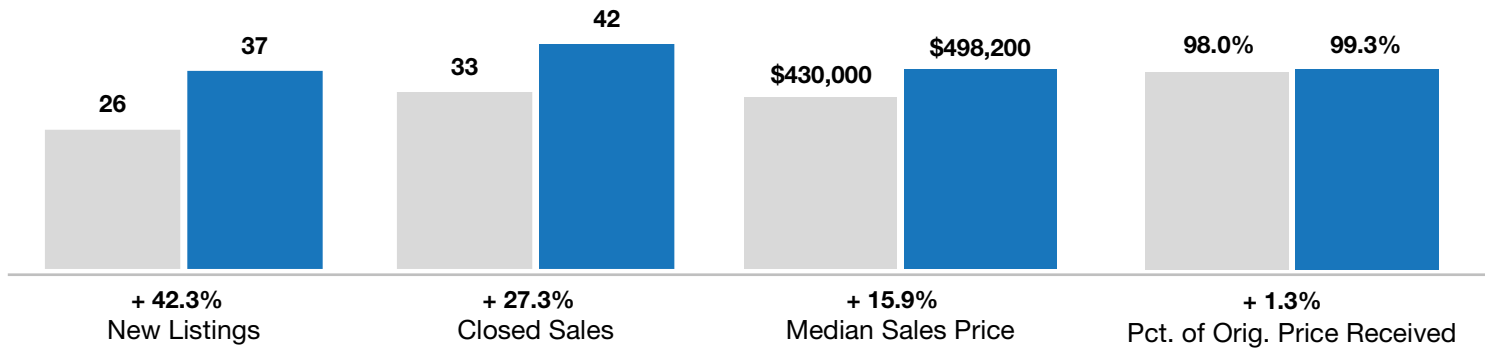
Hamilton County Only

Key Metrics	August			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	26	37	+ 42.3%	247	256	+ 3.6%
Closed Sales	33	42	+ 27.3%	204	225	+ 10.3%
Median Sales Price	\$430,000	\$498,200	+ 15.9%	\$405,000	\$466,500	+ 15.2%
Pct. of Orig. Price Received	98.0%	99.3%	+ 1.3%	96.8%	99.7%	+ 3.0%
Days on Market Until Sale	39	15	- 61.5%	55	29	- 47.3%
Inventory of Homes for Sale	39	22	- 43.6%	--	--	--
Months Supply of Inventory	1.4	0.8	- 42.9%	--	--	--

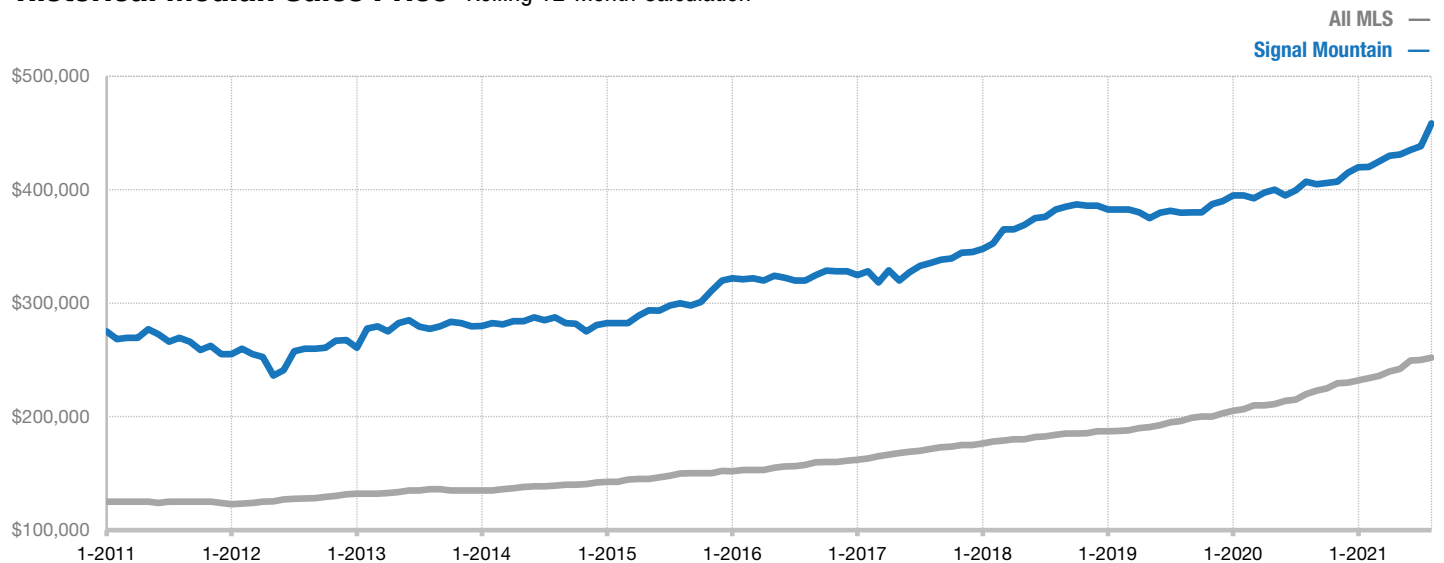
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August

■ 2020 ■ 2021



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Local Market Update – August 2021

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St. Elmo / High Park / Avondale

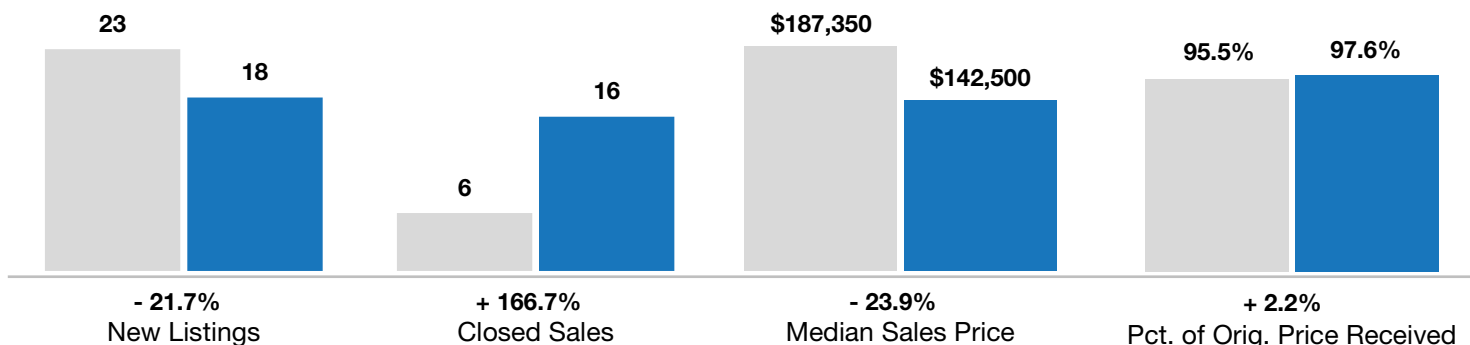
ZIP Codes: 37407, 37409 and 37410

Key Metrics	August			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	23	18	- 21.7%	132	178	+ 34.8%
Closed Sales	6	16	+ 166.7%	92	148	+ 60.9%
Median Sales Price	\$187,350	\$142,500	- 23.9%	\$208,000	\$158,750	- 23.7%
Pct. of Orig. Price Received	95.5%	97.6%	+ 2.2%	94.1%	98.6%	+ 4.8%
Days on Market Until Sale	27	10	- 63.0%	31	16	- 48.4%
Inventory of Homes for Sale	29	22	- 24.1%	--	--	--
Months Supply of Inventory	2.4	1.4	- 41.7%	--	--	--

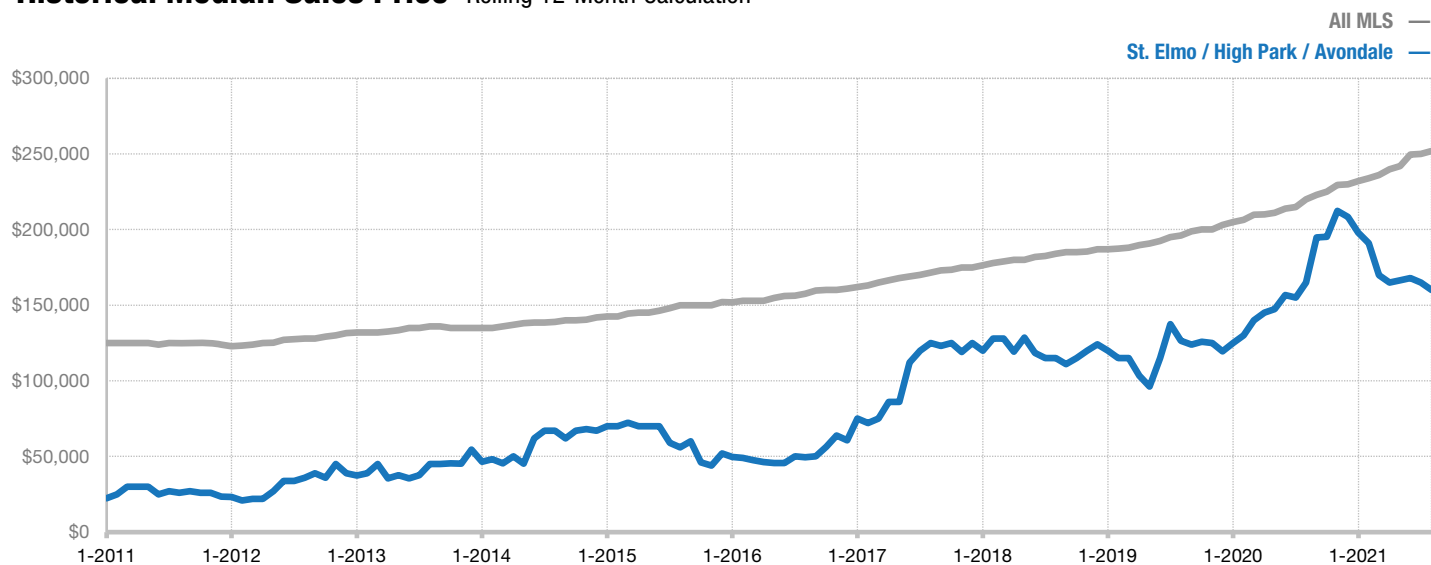
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Local Market Update – August 2021

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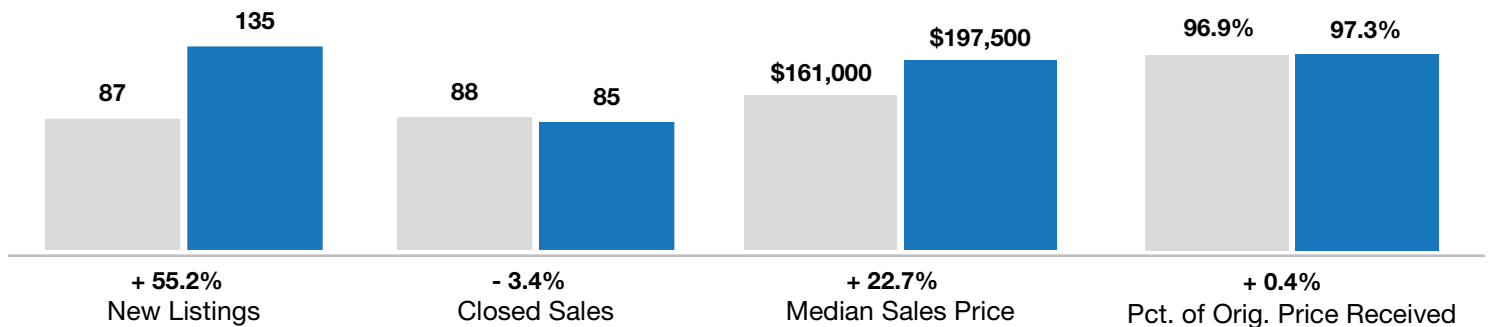
Walker County

Key Metrics	August			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	87	135	+ 55.2%	693	828	+ 19.5%
Closed Sales	88	85	- 3.4%	572	638	+ 11.5%
Median Sales Price	\$161,000	\$197,500	+ 22.7%	\$153,000	\$185,000	+ 20.9%
Pct. of Orig. Price Received	96.9%	97.3%	+ 0.4%	95.9%	97.7%	+ 1.9%
Days on Market Until Sale	37	13	- 64.9%	42	22	- 47.6%
Inventory of Homes for Sale	127	132	+ 3.9%	--	--	--
Months Supply of Inventory	1.7	1.6	- 5.9%	--	--	--

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

August

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Historical Median Sales Price Rolling 12-Month Calculation

