

Local Market Update – February 2021

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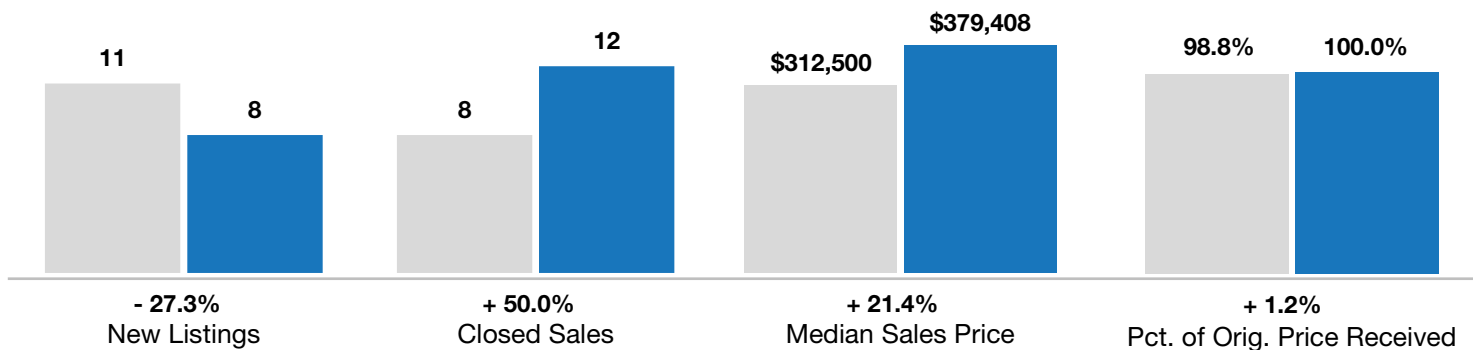
Apison

Key Metrics	February			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	11	8	- 27.3%	28	26	- 7.1%
Closed Sales	8	12	+ 50.0%	14	25	+ 78.6%
Median Sales Price	\$312,500	\$379,408	+ 21.4%	\$326,250	\$369,585	+ 13.3%
Pct. of Orig. Price Received	98.8%	100.0%	+ 1.2%	98.4%	97.9%	- 0.5%
Days on Market Until Sale	85	75	- 11.8%	76	56	- 26.3%
Inventory of Homes for Sale	37	10	- 73.0%	--	--	--
Months Supply of Inventory	4.1	0.8	- 80.5%	--	--	--

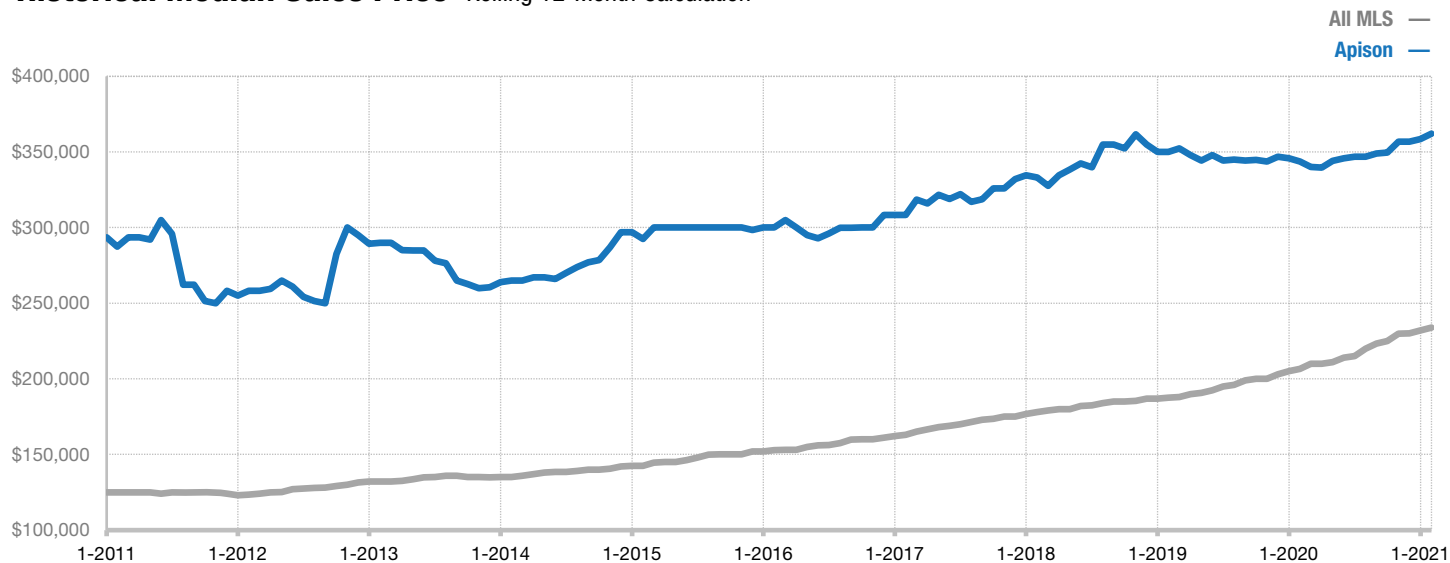
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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Bakewell / Lakesite / Sale Creek / Soddy

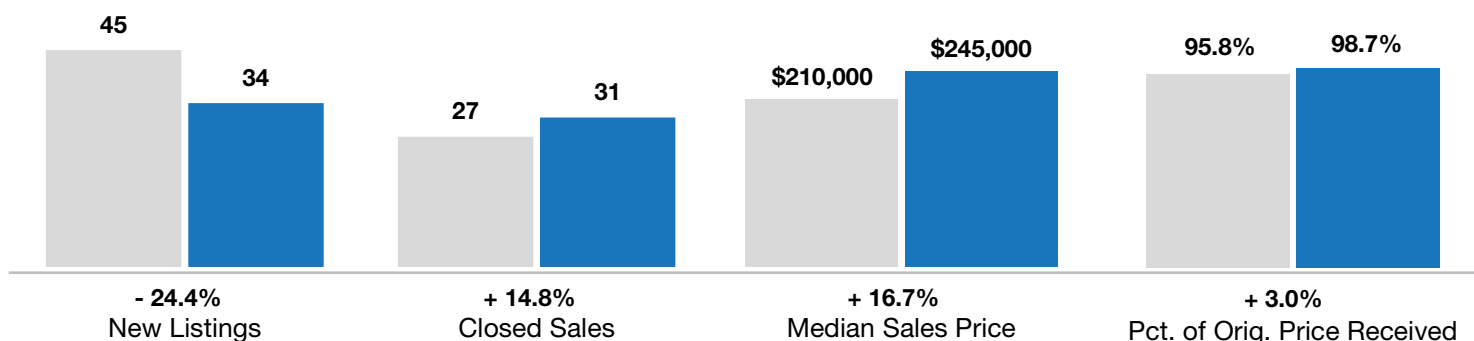
ZIP Codes: 37379 and 37384

Key Metrics	February			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	45	34	- 24.4%	82	66	- 19.5%
Closed Sales	27	31	+ 14.8%	49	52	+ 6.1%
Median Sales Price	\$210,000	\$245,000	+ 16.7%	\$256,900	\$258,950	+ 0.8%
Pct. of Orig. Price Received	95.8%	98.7%	+ 3.0%	96.5%	98.6%	+ 2.2%
Days on Market Until Sale	44	35	- 20.5%	48	43	- 10.4%
Inventory of Homes for Sale	84	25	- 70.2%	--	--	--
Months Supply of Inventory	2.1	0.5	- 76.2%	--	--	--

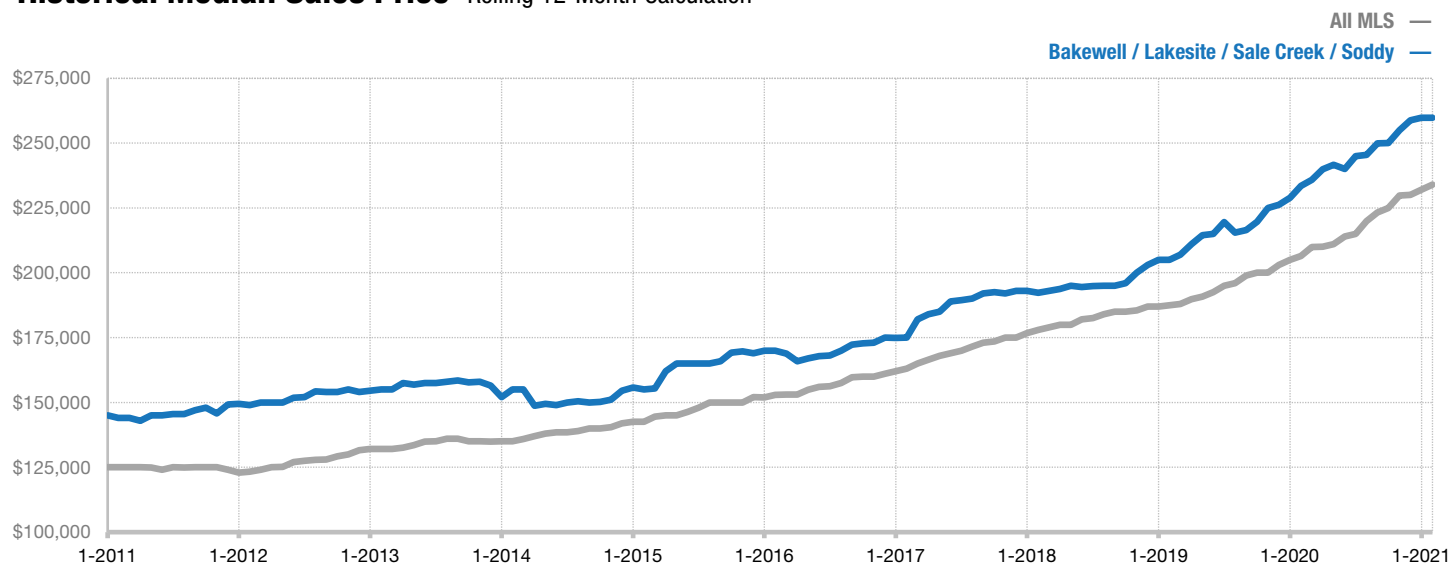
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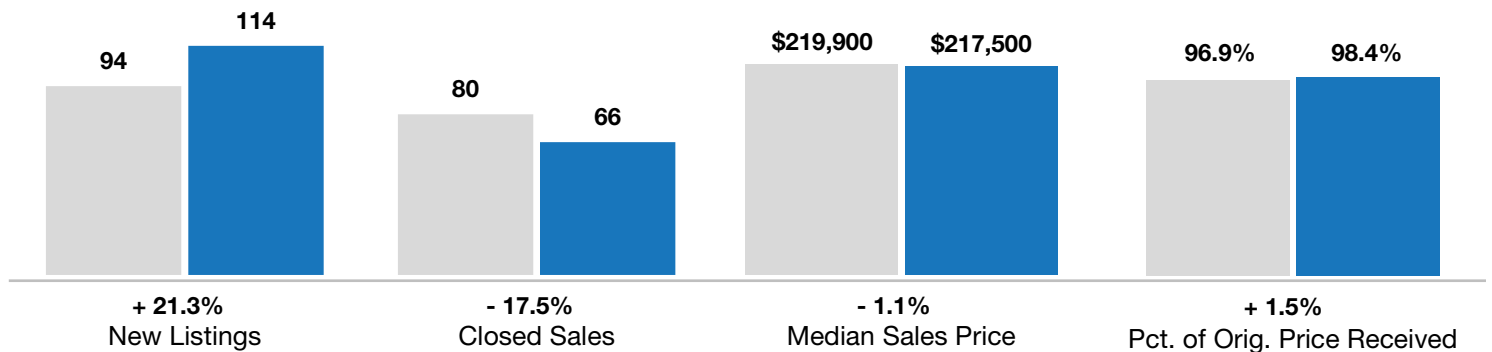
Bradley County

Key Metrics	February			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	94	114	+ 21.3%	194	198	+ 2.1%
Closed Sales	80	66	- 17.5%	144	127	- 11.8%
Median Sales Price	\$219,900	\$217,500	- 1.1%	\$211,200	\$215,000	+ 1.8%
Pct. of Orig. Price Received	96.9%	98.4%	+ 1.5%	96.2%	98.2%	+ 2.1%
Days on Market Until Sale	52	42	- 19.2%	50	41	- 18.0%
Inventory of Homes for Sale	194	73	- 62.4%	--	--	--
Months Supply of Inventory	2.4	0.7	- 70.8%	--	--	--

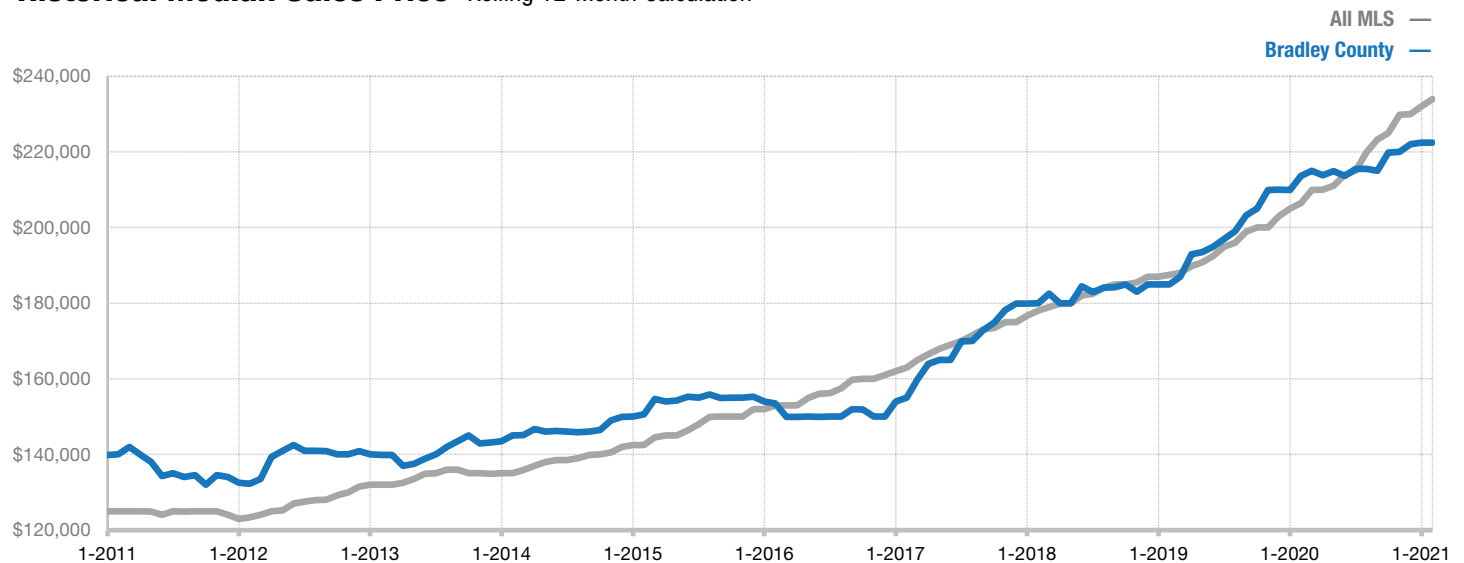
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Brainerd

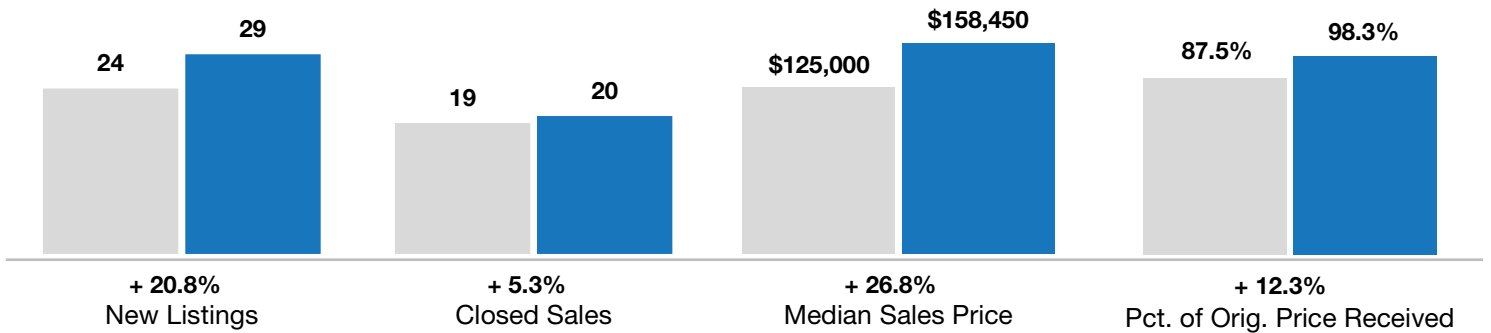
Includes the Ridgeside Community

Key Metrics	February			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	24	29	+ 20.8%	47	52	+ 10.6%
Closed Sales	19	20	+ 5.3%	34	36	+ 5.9%
Median Sales Price	\$125,000	\$158,450	+ 26.8%	\$146,750	\$177,450	+ 20.9%
Pct. of Orig. Price Received	87.5%	98.3%	+ 12.3%	91.9%	97.0%	+ 5.5%
Days on Market Until Sale	68	27	- 60.3%	54	36	- 33.3%
Inventory of Homes for Sale	43	19	- 55.8%	--	--	--
Months Supply of Inventory	1.8	0.8	- 55.6%	--	--	--

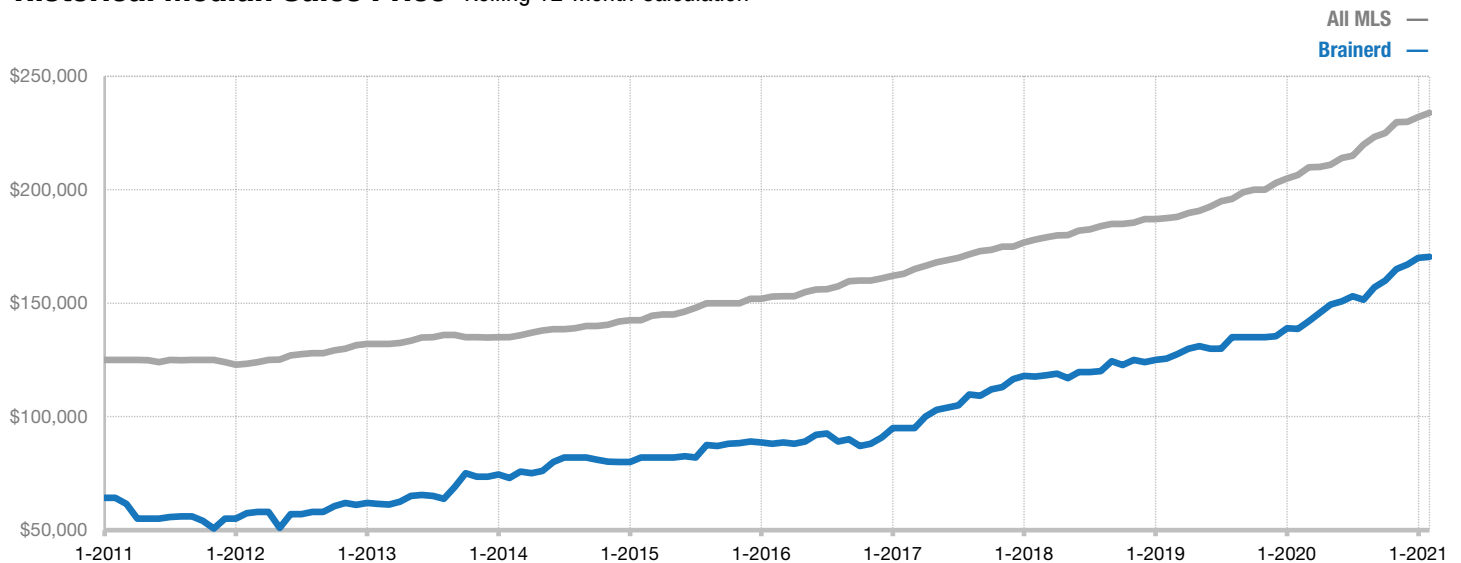
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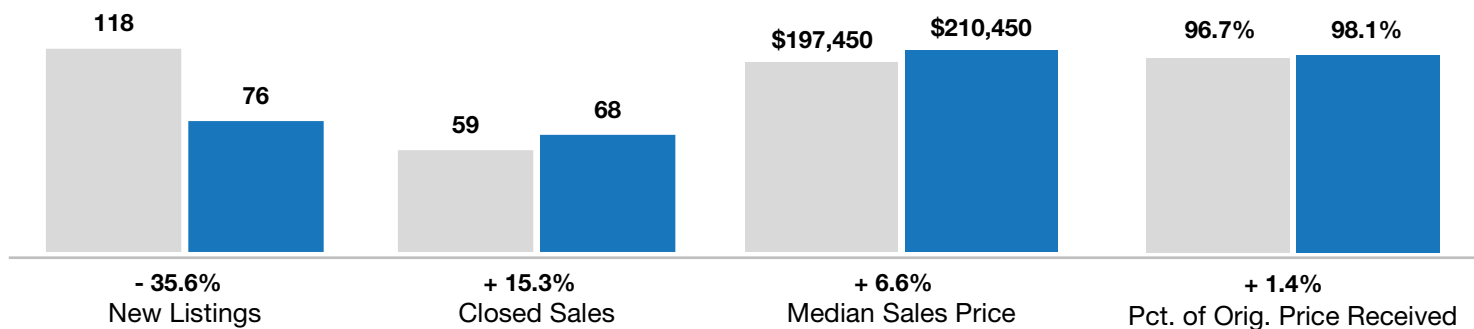
Catoosa County

Key Metrics	February			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	118	76	- 35.6%	200	132	- 34.0%
Closed Sales	59	68	+ 15.3%	127	141	+ 11.0%
Median Sales Price	\$197,450	\$210,450	+ 6.6%	\$194,350	\$211,000	+ 8.6%
Pct. of Orig. Price Received	96.7%	98.1%	+ 1.4%	95.9%	97.7%	+ 1.9%
Days on Market Until Sale	51	32	- 37.3%	46	34	- 26.1%
Inventory of Homes for Sale	206	58	- 71.8%	--	--	--
Months Supply of Inventory	2.4	0.6	- 75.0%	--	--	--

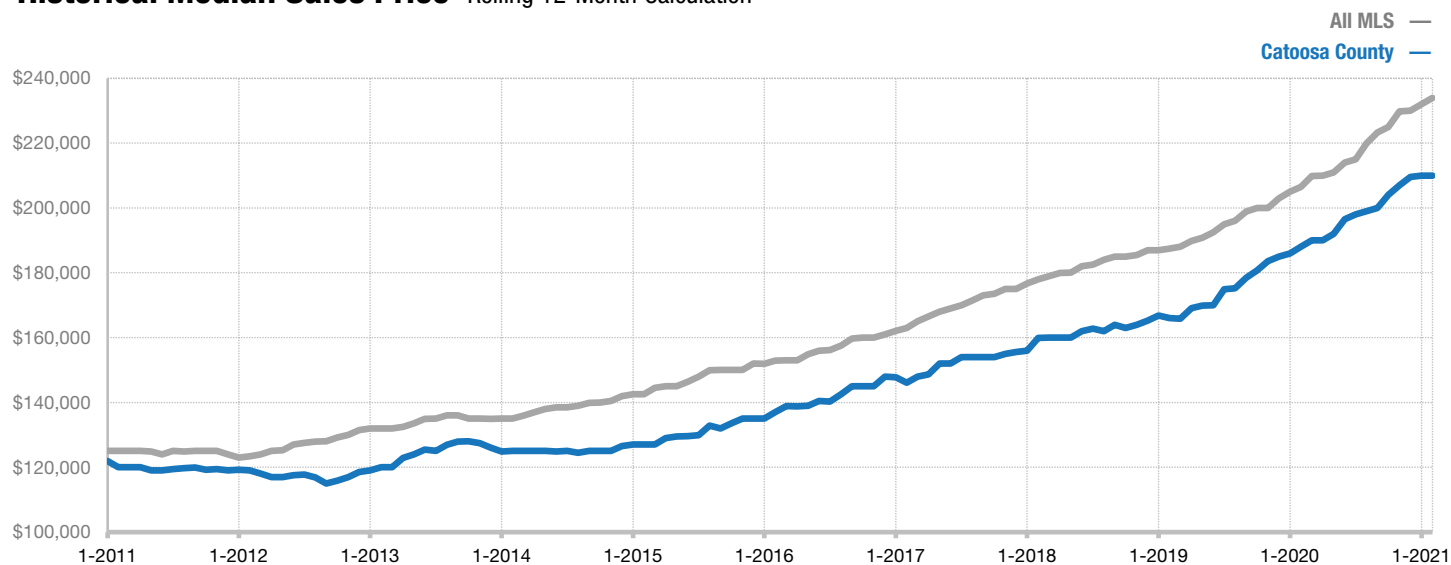
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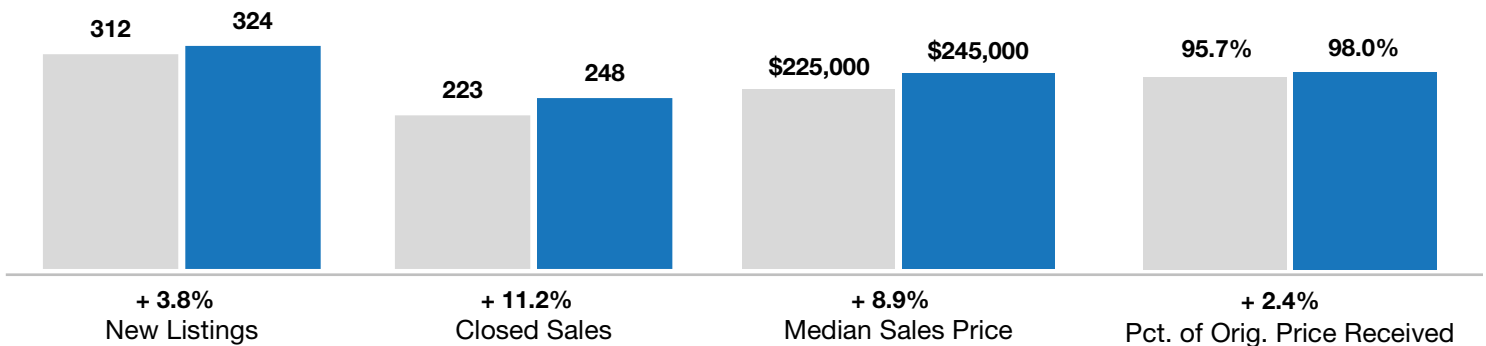
Chattanooga

Key Metrics	February			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	312	324	+ 3.8%	634	639	+ 0.8%
Closed Sales	223	248	+ 11.2%	430	467	+ 8.6%
Median Sales Price	\$225,000	\$245,000	+ 8.9%	\$220,000	\$239,900	+ 9.0%
Pct. of Orig. Price Received	95.7%	98.0%	+ 2.4%	96.0%	97.9%	+ 2.0%
Days on Market Until Sale	57	36	- 36.8%	55	33	- 40.0%
Inventory of Homes for Sale	654	284	- 56.6%	--	--	--
Months Supply of Inventory	2.1	0.8	- 61.9%	--	--	--

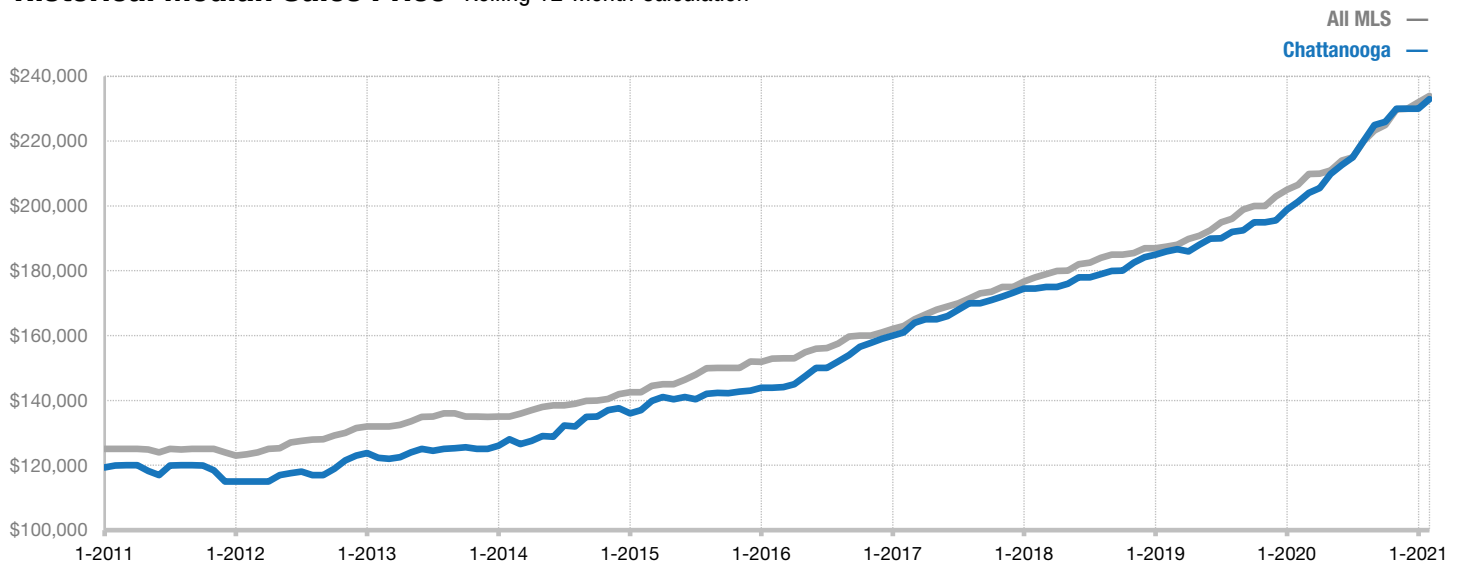
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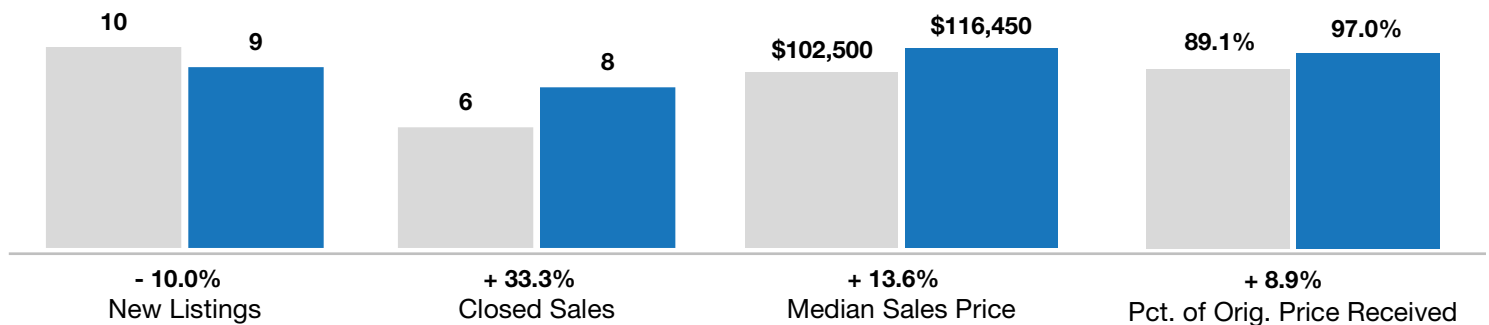
Chattooga County

Key Metrics	February			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	10	9	- 10.0%	19	17	- 10.5%
Closed Sales	6	8	+ 33.3%	16	14	- 12.5%
Median Sales Price	\$102,500	\$116,450	+ 13.6%	\$105,000	\$122,500	+ 16.7%
Pct. of Orig. Price Received	89.1%	97.0%	+ 8.9%	93.9%	97.2%	+ 3.5%
Days on Market Until Sale	76	13	- 82.9%	45	10	- 77.8%
Inventory of Homes for Sale	21	8	- 61.9%	--	--	--
Months Supply of Inventory	3.7	1.0	- 73.0%	--	--	--

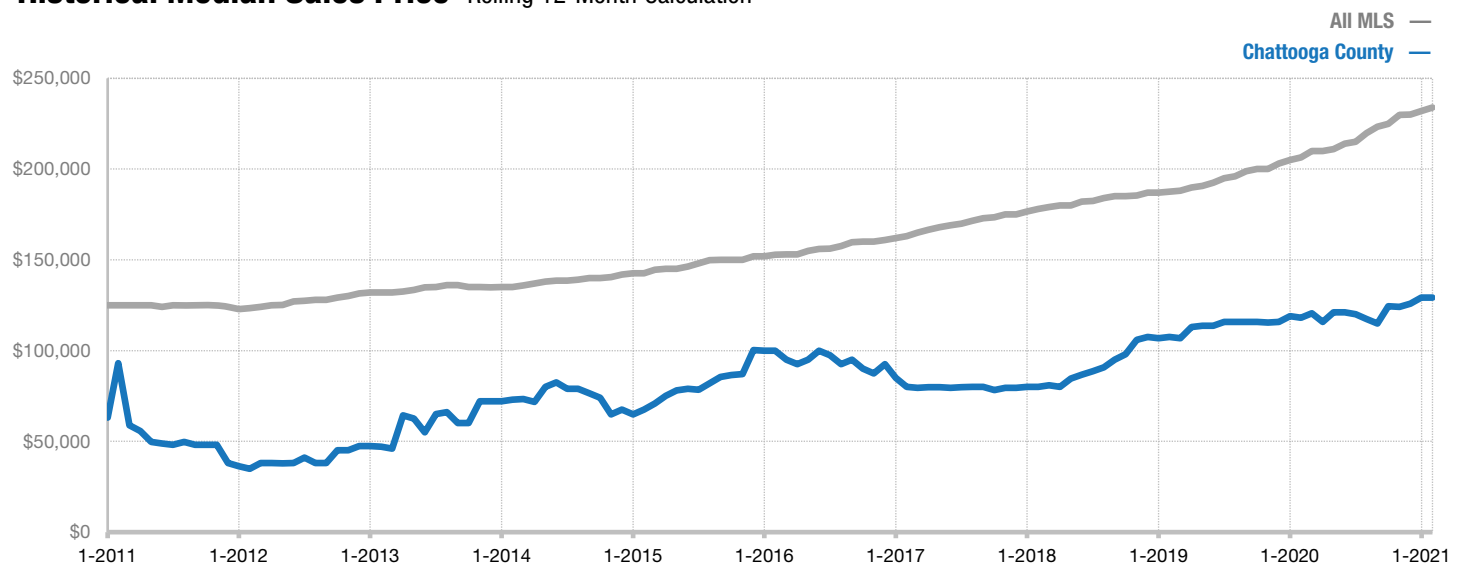
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Collegedale

Key Metrics	February			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	0	0	--	0	0	--
Closed Sales	0	0	--	0	0	--
Median Sales Price	\$0	\$0	--	\$0	\$0	--
Pct. of Orig. Price Received	0.0%	0.0%	--	0	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	5	--	--	--	--
Months Supply of Inventory	0	0	--	--	--	--

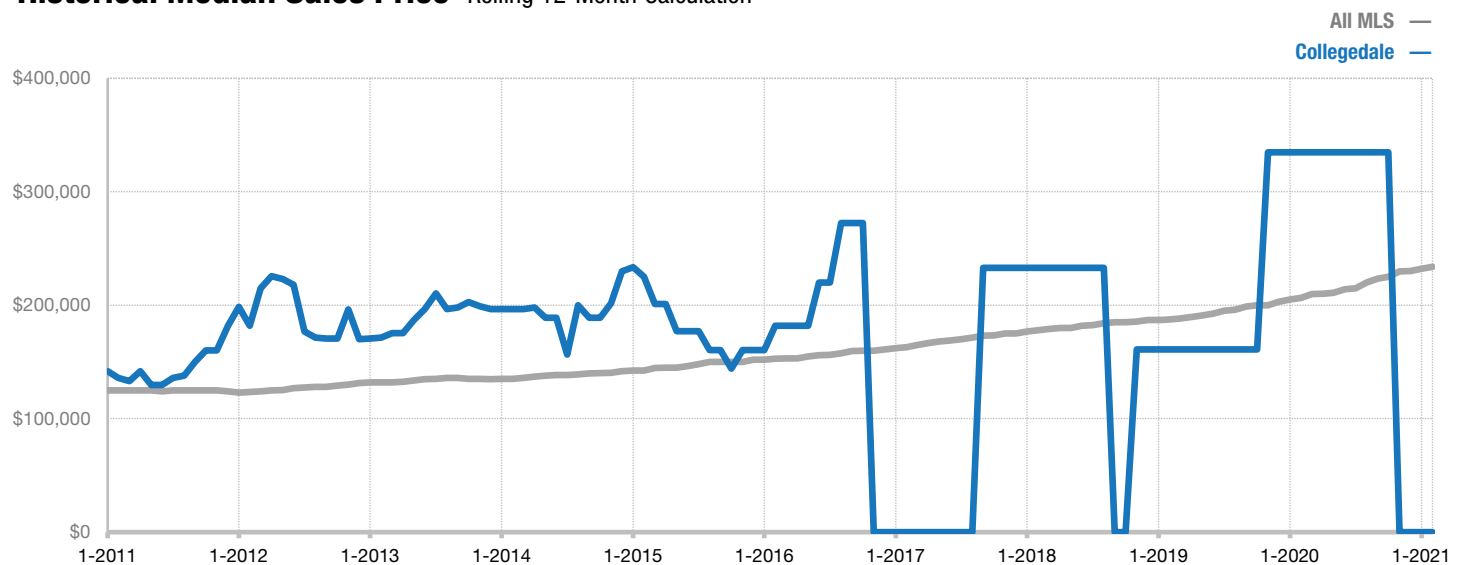
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0	0	0	0	\$0	\$0	0.0%	0.0%
--	--	--	--	--	--	--	--
New Listings	Closed Sales	Median Sales Price	Pct. of Orig. Price Received				

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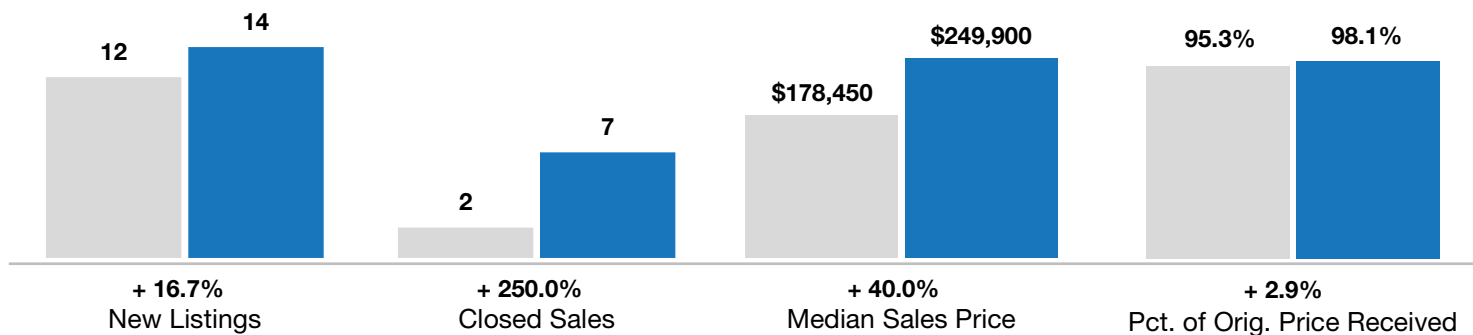
Dade County

Key Metrics	February			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	12	14	+ 16.7%	28	24	- 14.3%
Closed Sales	2	7	+ 250.0%	17	21	+ 23.5%
Median Sales Price	\$178,450	\$249,900	+ 40.0%	\$204,000	\$186,000	- 8.8%
Pct. of Orig. Price Received	95.3%	98.1%	+ 2.9%	92.3%	95.0%	+ 2.9%
Days on Market Until Sale	69	61	- 11.6%	50	69	+ 38.0%
Inventory of Homes for Sale	61	26	- 57.4%	--	--	--
Months Supply of Inventory	5.9	1.5	- 74.6%	--	--	--

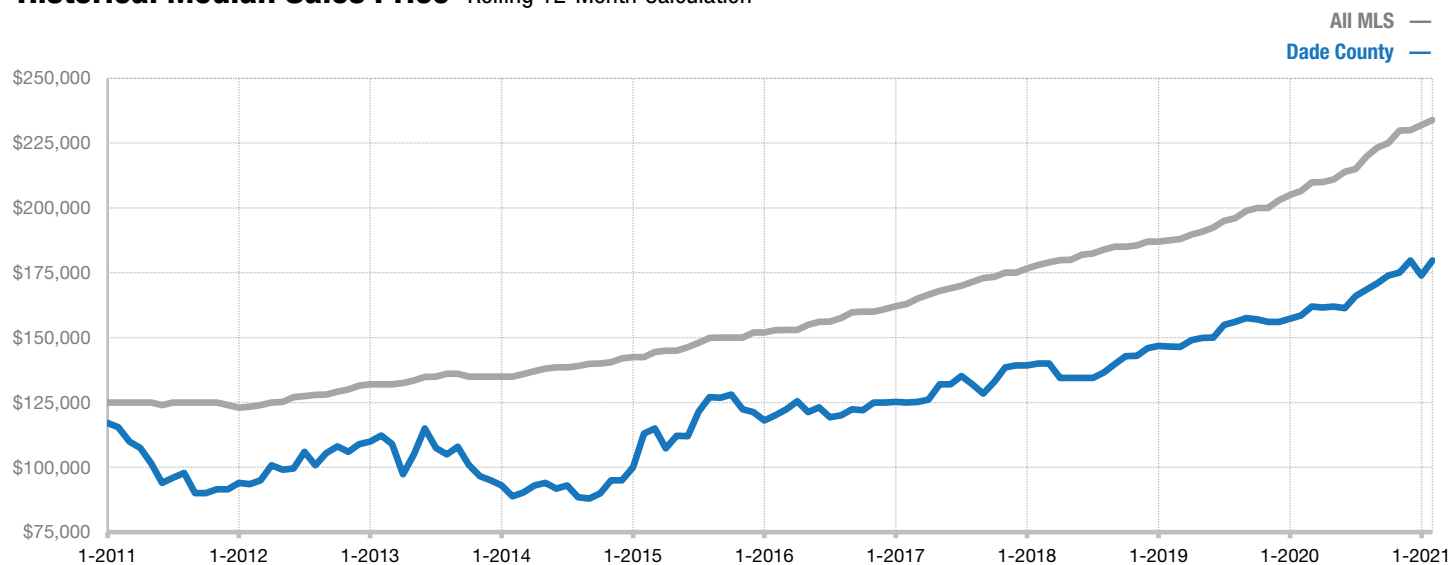
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Downtown Chattanooga

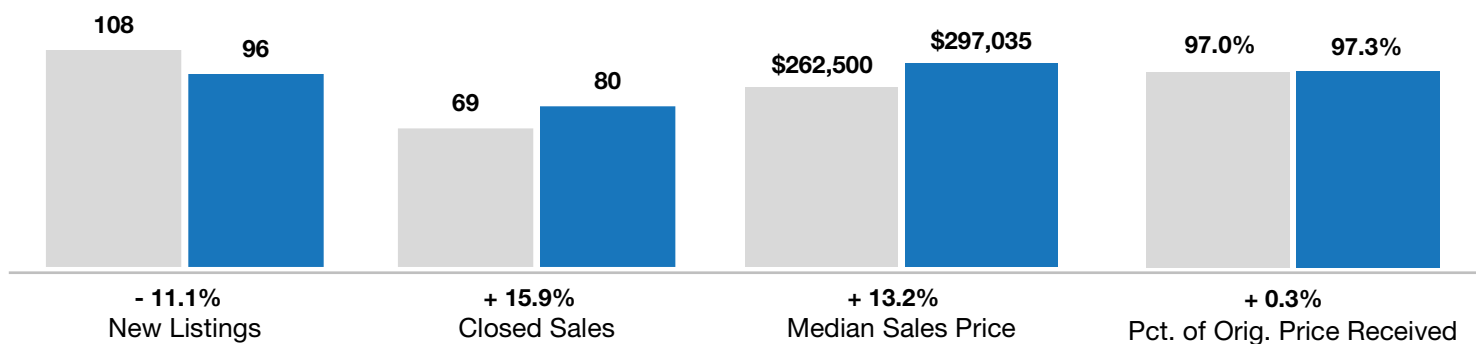
ZIP Codes: 37402, 37403, 37404, 37405, 37406, 37408 and 37450

Key Metrics	February			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	108	96	- 11.1%	228	200	- 12.3%
Closed Sales	69	80	+ 15.9%	134	145	+ 8.2%
Median Sales Price	\$262,500	\$297,035	+ 13.2%	\$265,000	\$284,500	+ 7.4%
Pct. of Orig. Price Received	97.0%	97.3%	+ 0.3%	95.9%	97.4%	+ 1.6%
Days on Market Until Sale	57	50	- 12.3%	58	42	- 27.6%
Inventory of Homes for Sale	297	135	- 54.5%	--	--	--
Months Supply of Inventory	3.1	1.0	- 67.7%	--	--	--

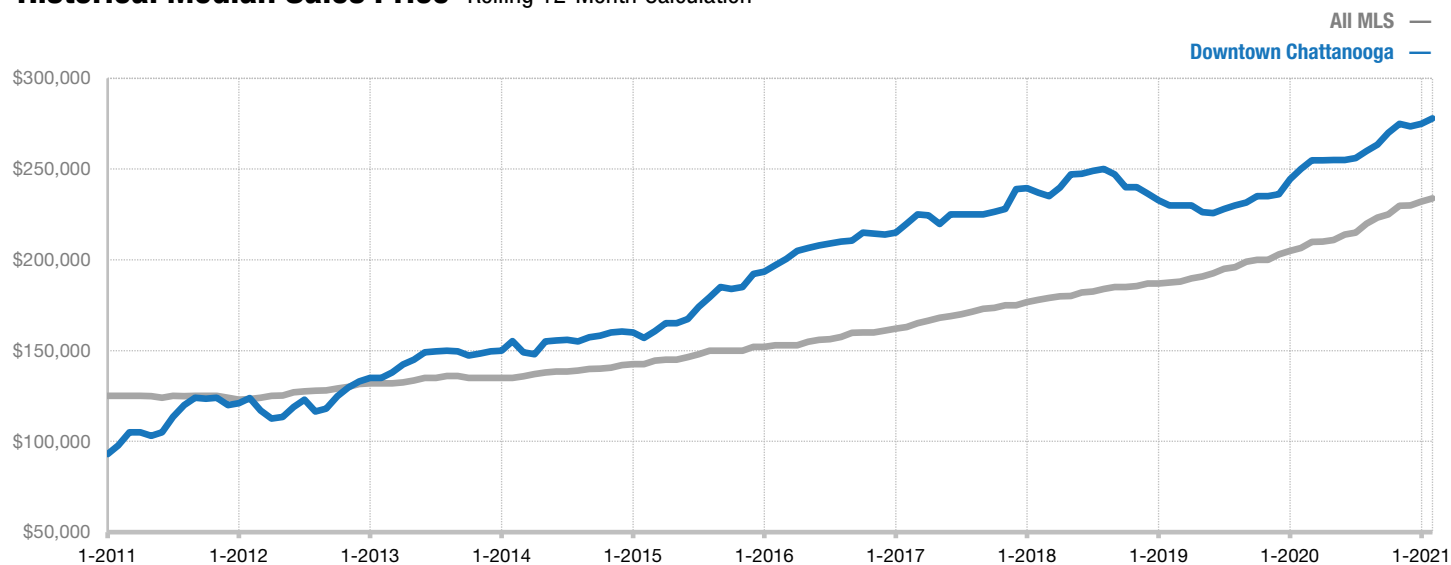
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East Brainerd

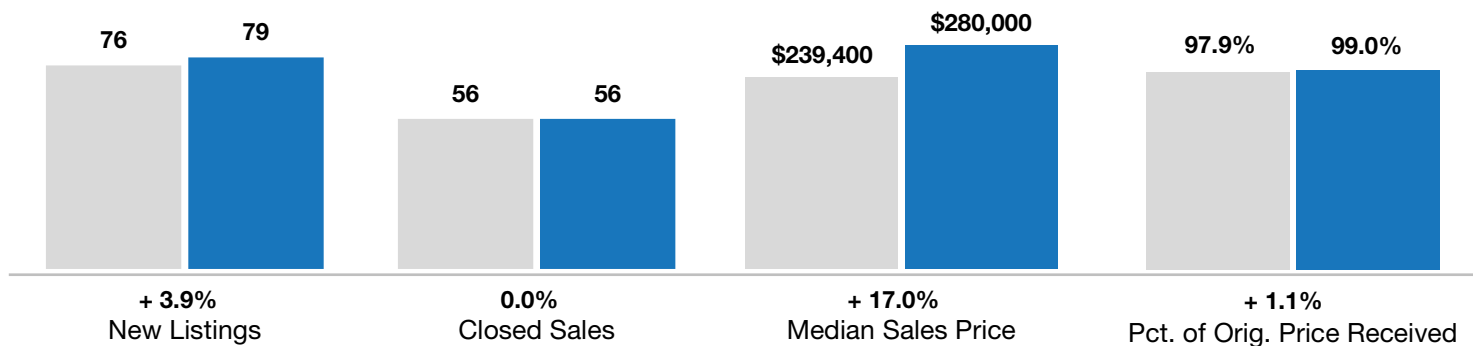
Includes the Cromwell, Dalewood, Eastdale & Tyner Communities

Key Metrics	February			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	76	79	+ 3.9%	148	143	- 3.4%
Closed Sales	56	56	0.0%	92	108	+ 17.4%
Median Sales Price	\$239,400	\$280,000	+ 17.0%	\$232,450	\$269,700	+ 16.0%
Pct. of Orig. Price Received	97.9%	99.0%	+ 1.1%	97.6%	98.7%	+ 1.1%
Days on Market Until Sale	52	26	- 50.0%	47	28	- 40.4%
Inventory of Homes for Sale	123	43	- 65.0%	--	--	--
Months Supply of Inventory	1.9	0.6	- 68.4%	--	--	--

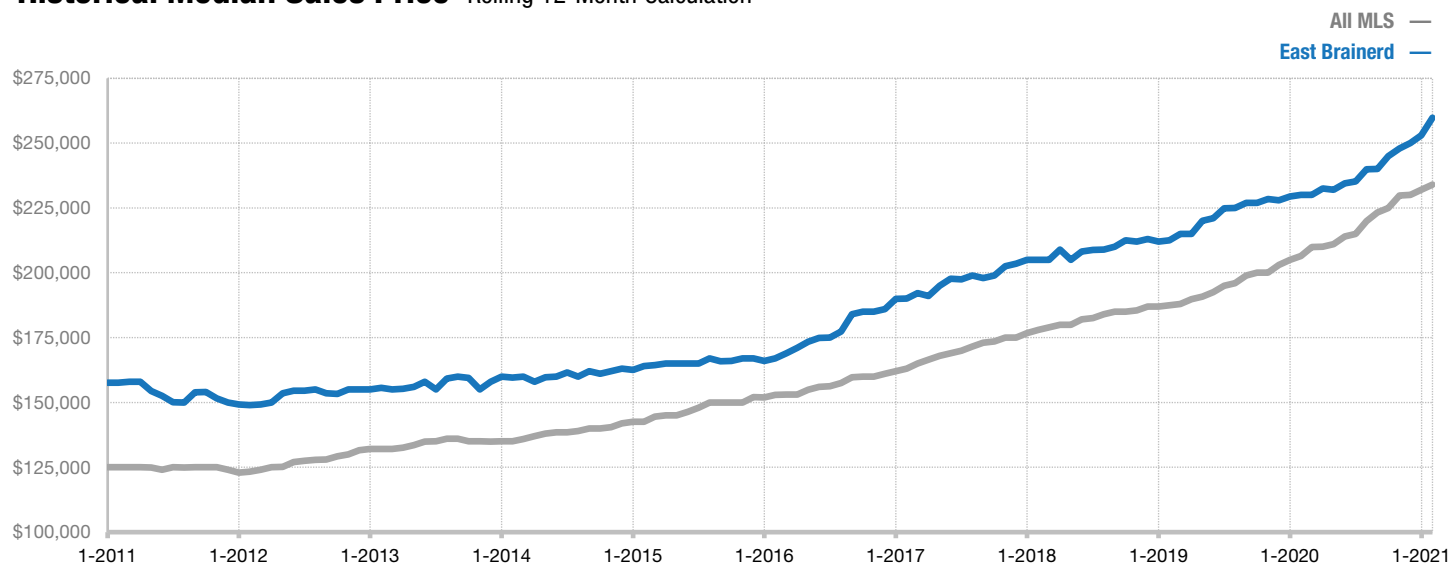
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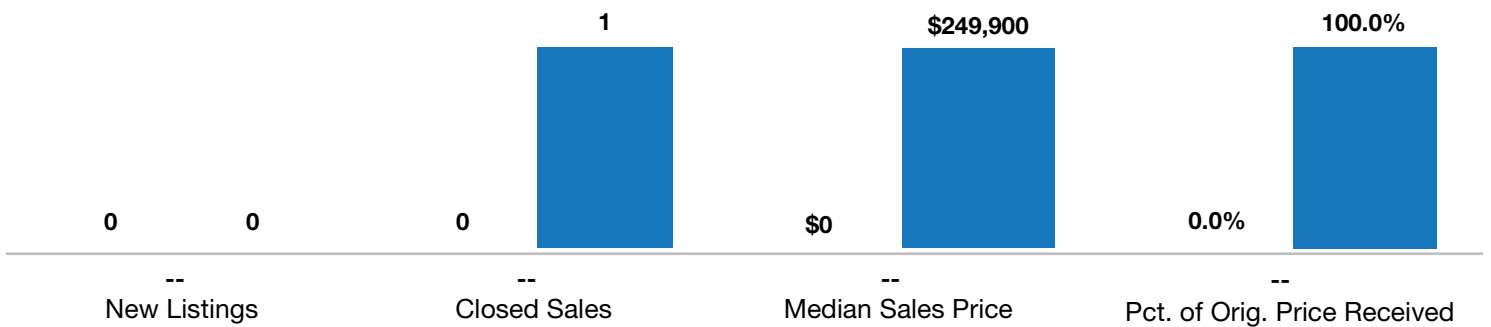
East Ridge

Key Metrics	February			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	0	0	--	0	0	--
Closed Sales	0	1	--	0	1	--
Median Sales Price	\$0	\$249,900	--	\$0	\$249,900	--
Pct. of Orig. Price Received	0.0%	100.0%	--	0	100.0%	--
Days on Market Until Sale	0	71	--	0	71	--
Inventory of Homes for Sale	2	0	- 100.0%	--	--	--
Months Supply of Inventory	1.3	0	- 100.0%	--	--	--

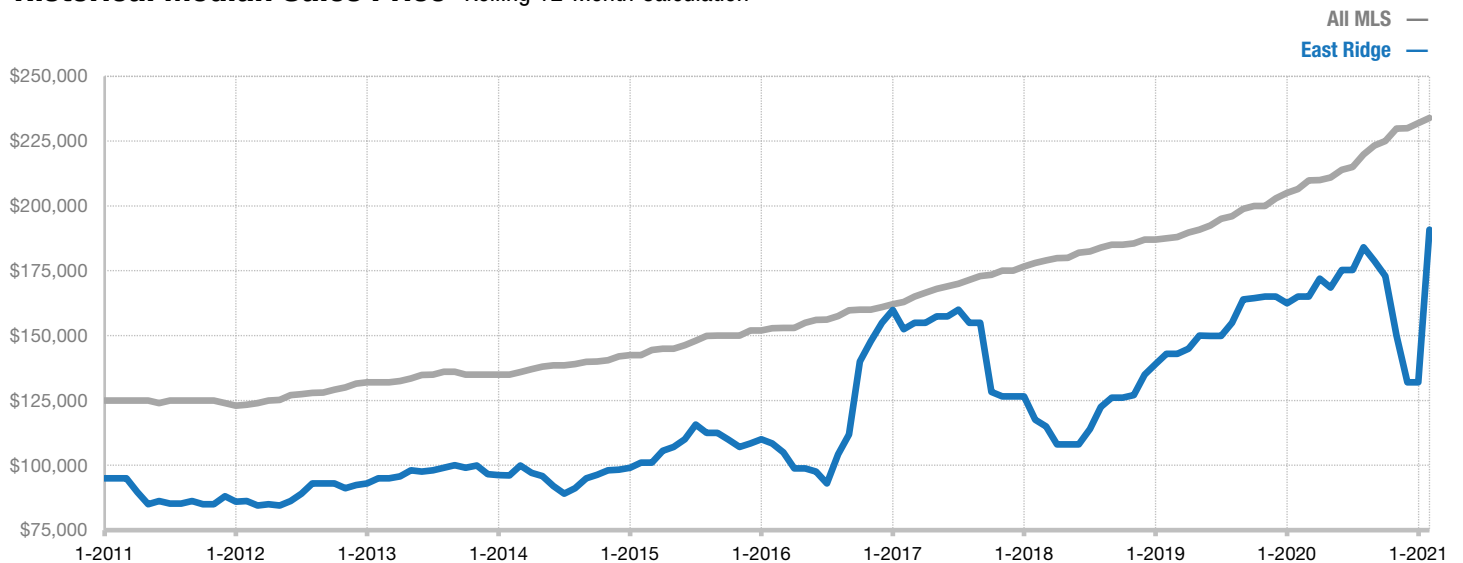
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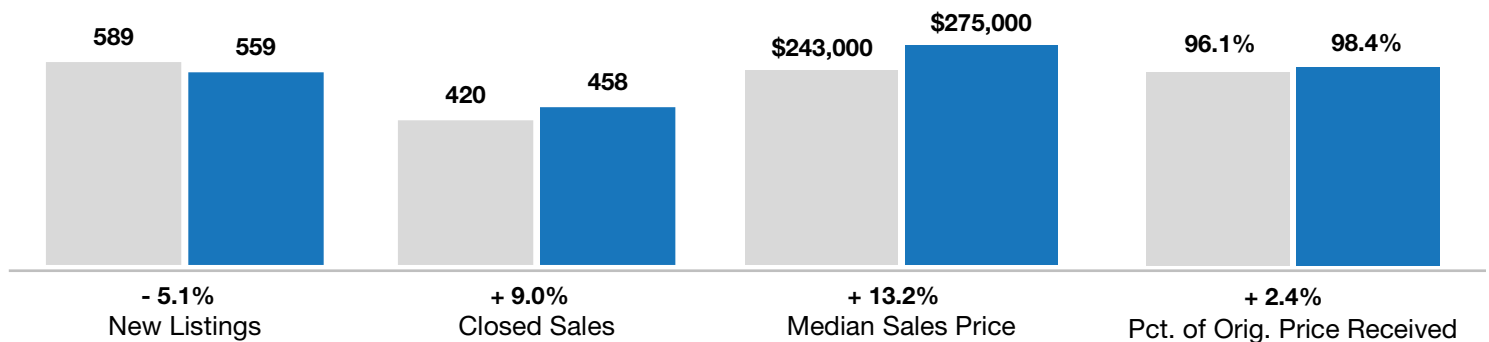
Hamilton County

Key Metrics	February			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	589	559	- 5.1%	1,168	1,096	- 6.2%
Closed Sales	420	458	+ 9.0%	816	892	+ 9.3%
Median Sales Price	\$243,000	\$275,000	+ 13.2%	\$241,900	\$269,900	+ 11.6%
Pct. of Orig. Price Received	96.1%	98.4%	+ 2.4%	96.3%	98.5%	+ 2.3%
Days on Market Until Sale	62	38	- 38.7%	61	36	- 41.0%
Inventory of Homes for Sale	1,247	451	- 63.8%	--	--	--
Months Supply of Inventory	2.2	0.7	- 68.2%	--	--	--

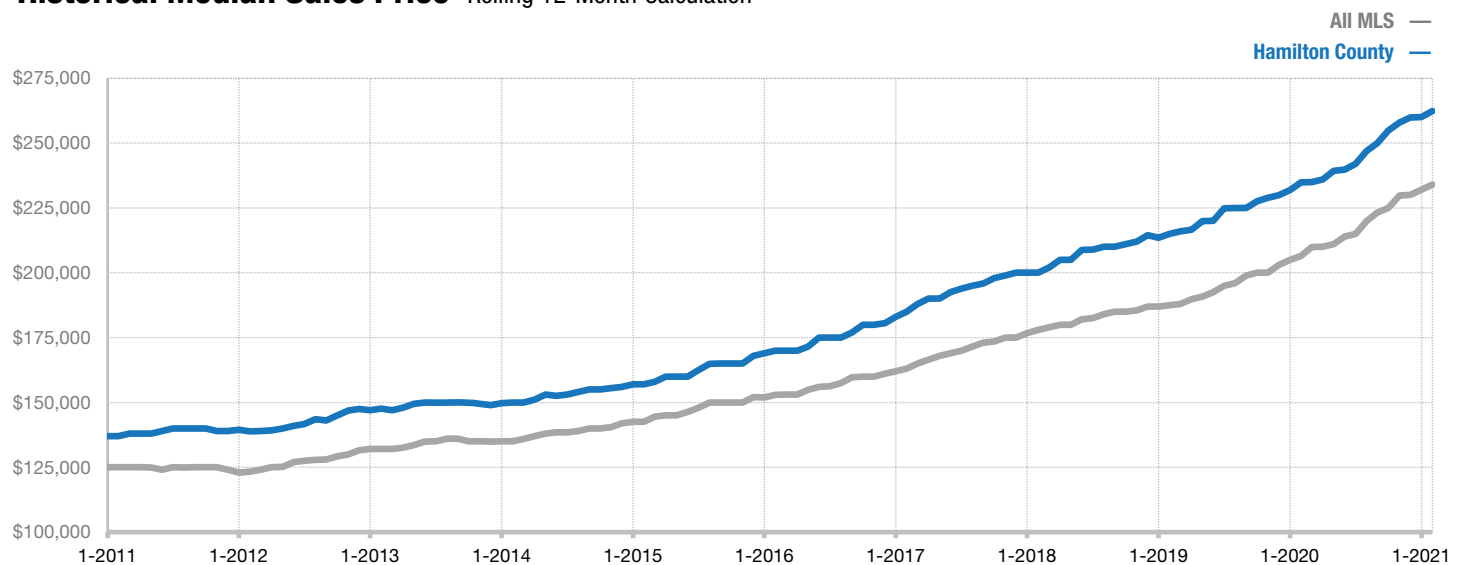
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Harrison / Georgetown

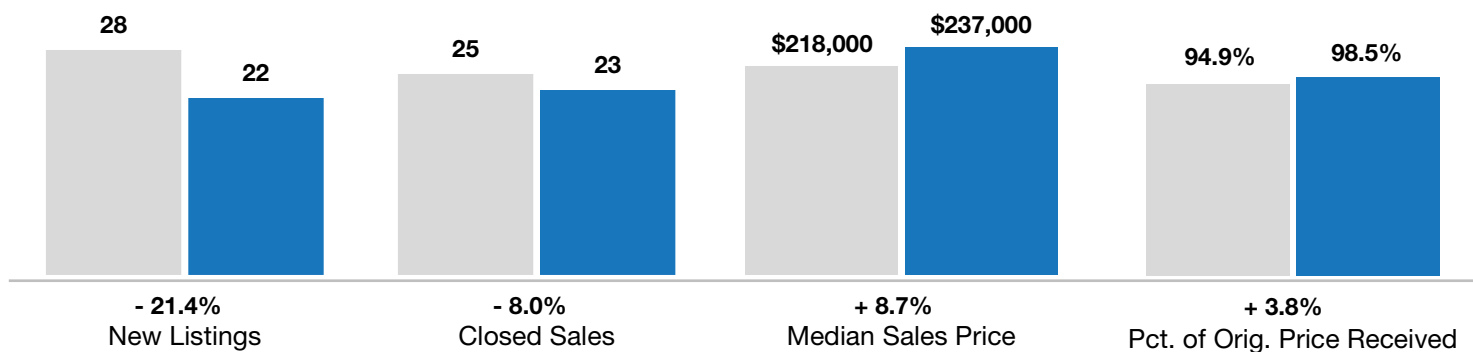
ZIP Codes: 37341 and 37308

Key Metrics	February			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	28	22	- 21.4%	48	44	- 8.3%
Closed Sales	25	23	- 8.0%	50	46	- 8.0%
Median Sales Price	\$218,000	\$237,000	+ 8.7%	\$202,000	\$237,443	+ 17.5%
Pct. of Orig. Price Received	94.9%	98.5%	+ 3.8%	95.3%	98.4%	+ 3.3%
Days on Market Until Sale	86	24	- 72.1%	78	23	- 70.5%
Inventory of Homes for Sale	73	14	- 80.8%	--	--	--
Months Supply of Inventory	2.9	0.6	- 79.3%	--	--	--

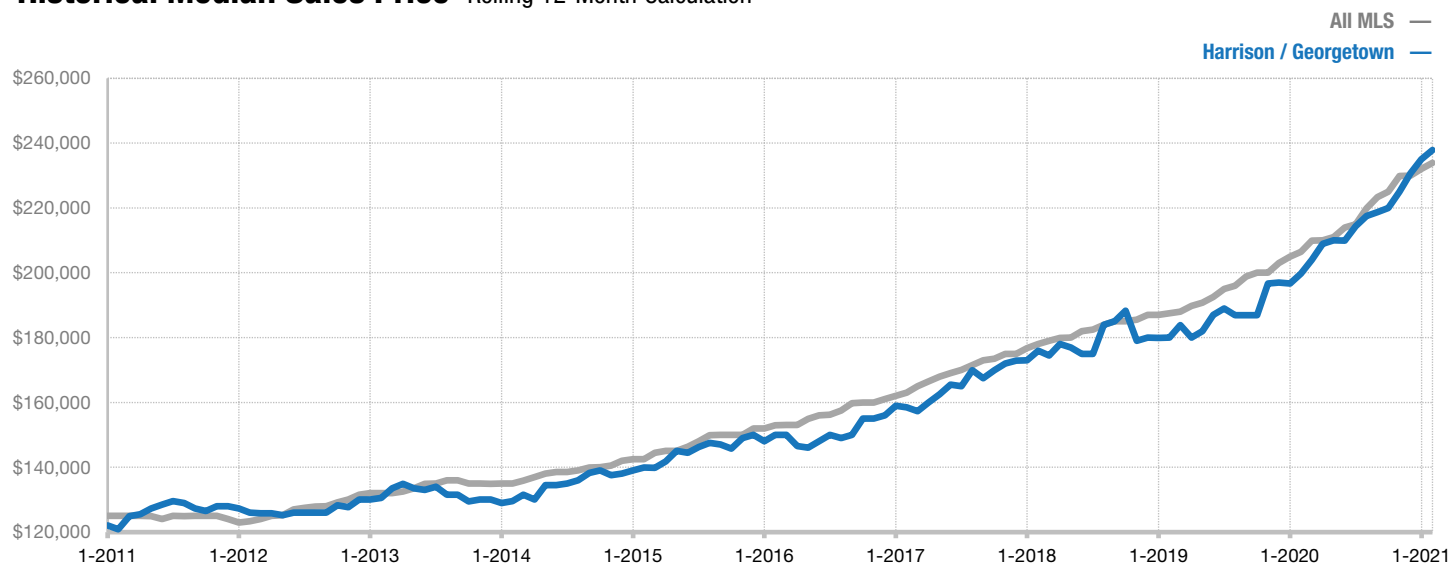
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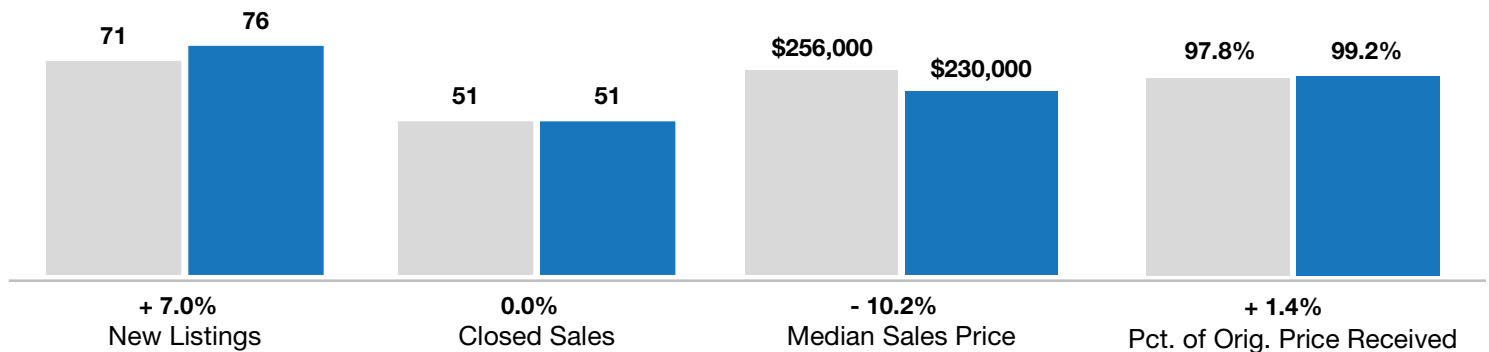
Hixson

Key Metrics	February			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	71	76	+ 7.0%	153	136	- 11.1%
Closed Sales	51	51	0.0%	99	125	+ 26.3%
Median Sales Price	\$256,000	\$230,000	- 10.2%	\$235,000	\$238,500	+ 1.5%
Pct. of Orig. Price Received	97.8%	99.2%	+ 1.4%	97.4%	99.9%	+ 2.6%
Days on Market Until Sale	43	24	- 44.2%	49	23	- 53.1%
Inventory of Homes for Sale	112	34	- 69.6%	--	--	--
Months Supply of Inventory	1.8	0.4	- 77.8%	--	--	--

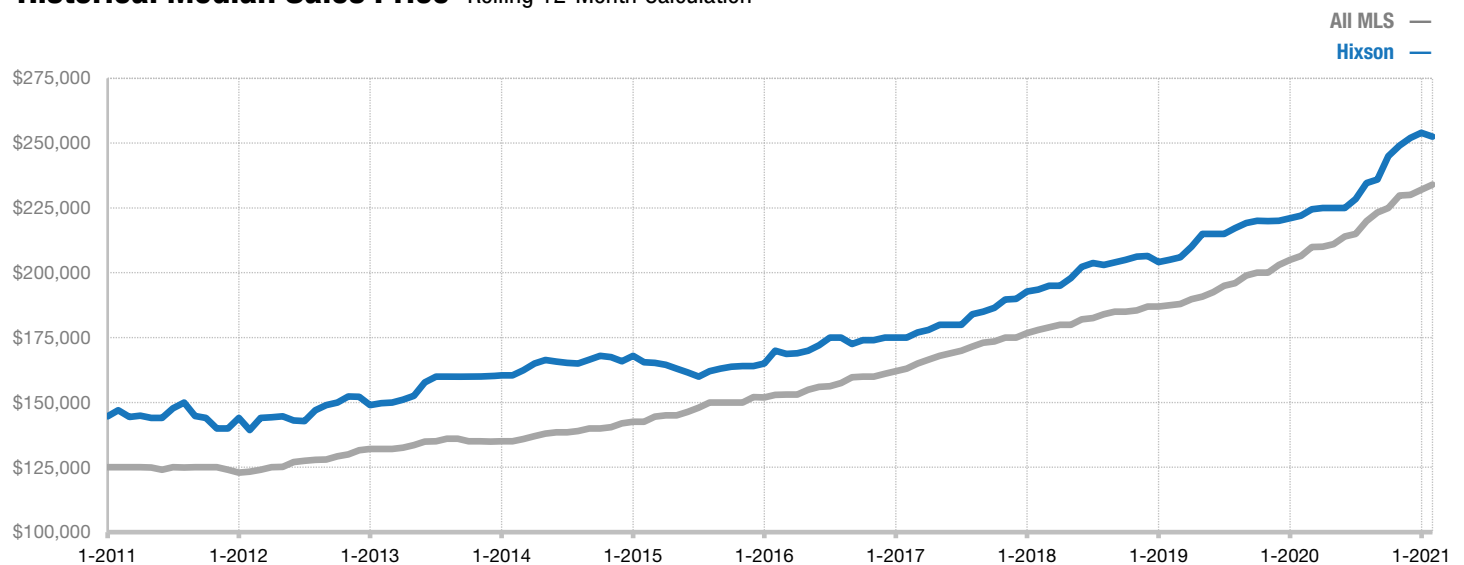
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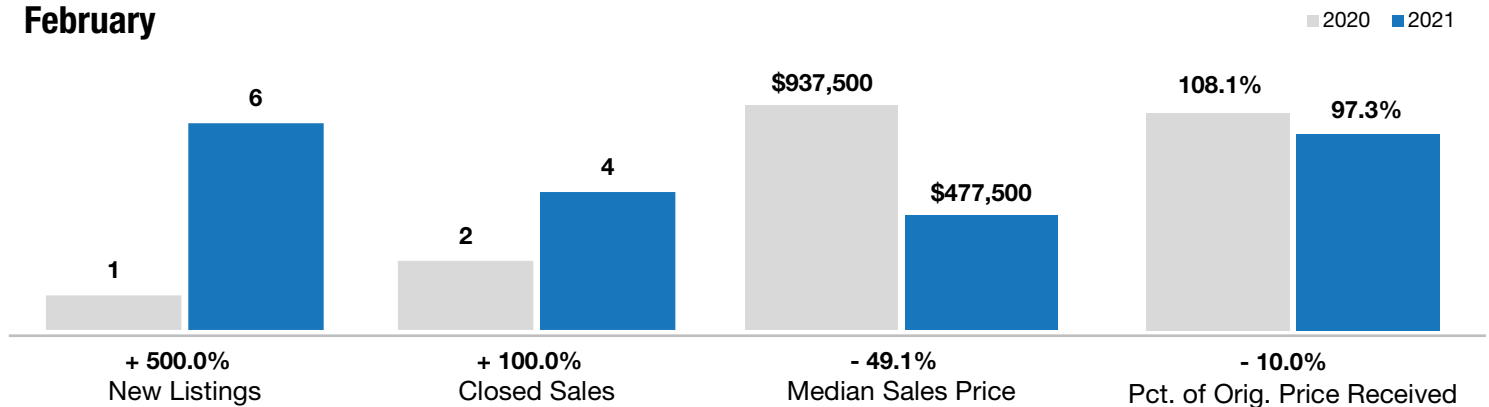
Lookout Mountain

Hamilton County Only

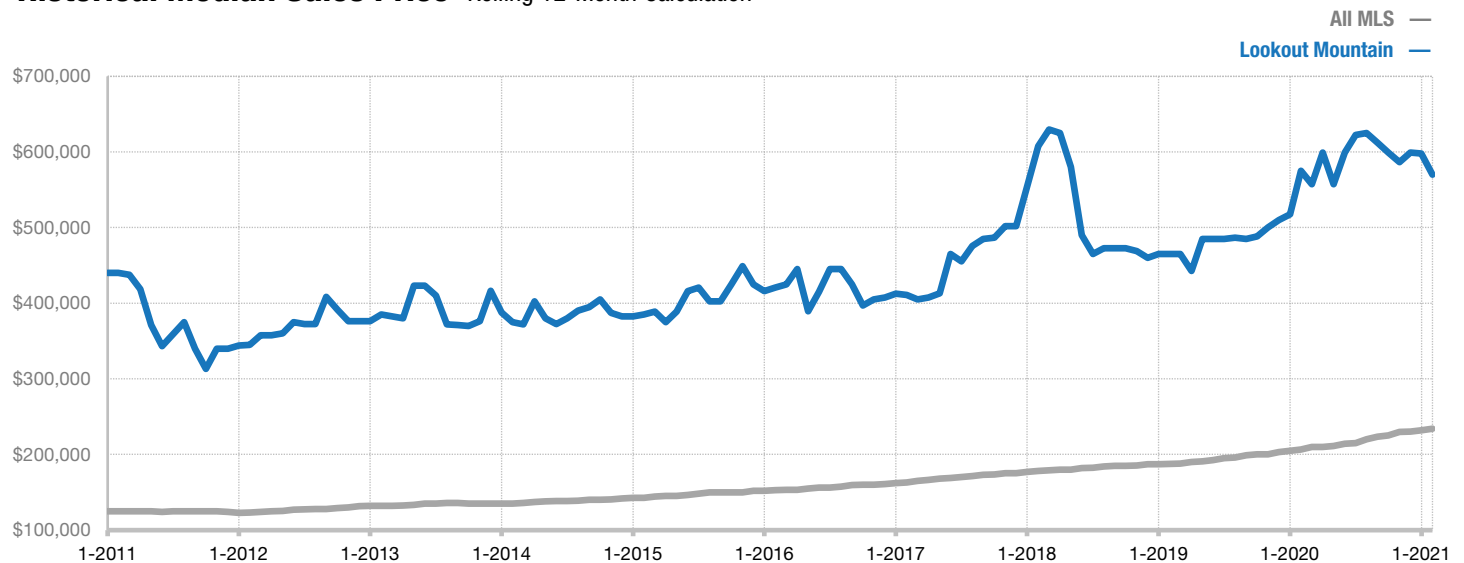
Key Metrics	February			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	1	6	+ 500.0%	5	11	+ 120.0%
Closed Sales	2	4	+ 100.0%	6	9	+ 50.0%
Median Sales Price	\$937,500	\$477,500	- 49.1%	\$842,500	\$500,000	- 40.7%
Pct. of Orig. Price Received	108.1%	97.3%	- 10.0%	101.3%	98.6%	- 2.7%
Days on Market Until Sale	94	15	- 84.0%	58	7	- 87.9%
Inventory of Homes for Sale	11	5	- 54.5%	--	--	--
Months Supply of Inventory	1.6	1.3	- 18.8%	--	--	--

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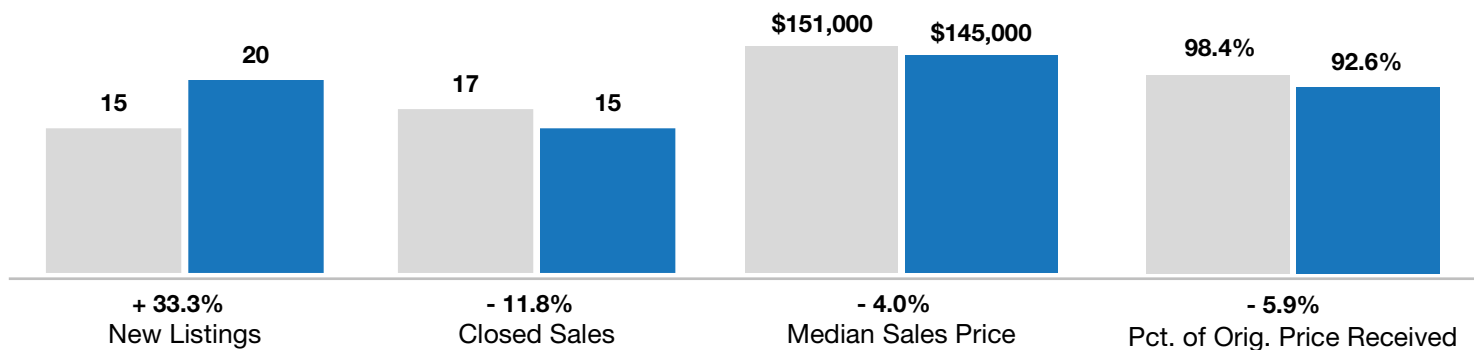
Marion County

Key Metrics	February			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	15	20	+ 33.3%	38	31	- 18.4%
Closed Sales	17	15	- 11.8%	32	28	- 12.5%
Median Sales Price	\$151,000	\$145,000	- 4.0%	\$147,000	\$157,500	+ 7.1%
Pct. of Orig. Price Received	98.4%	92.6%	- 5.9%	99.0%	92.1%	- 7.0%
Days on Market Until Sale	28	30	+ 7.1%	36	56	+ 55.6%
Inventory of Homes for Sale	81	22	- 72.8%	--	--	--
Months Supply of Inventory	4.7	1.2	- 74.5%	--	--	--

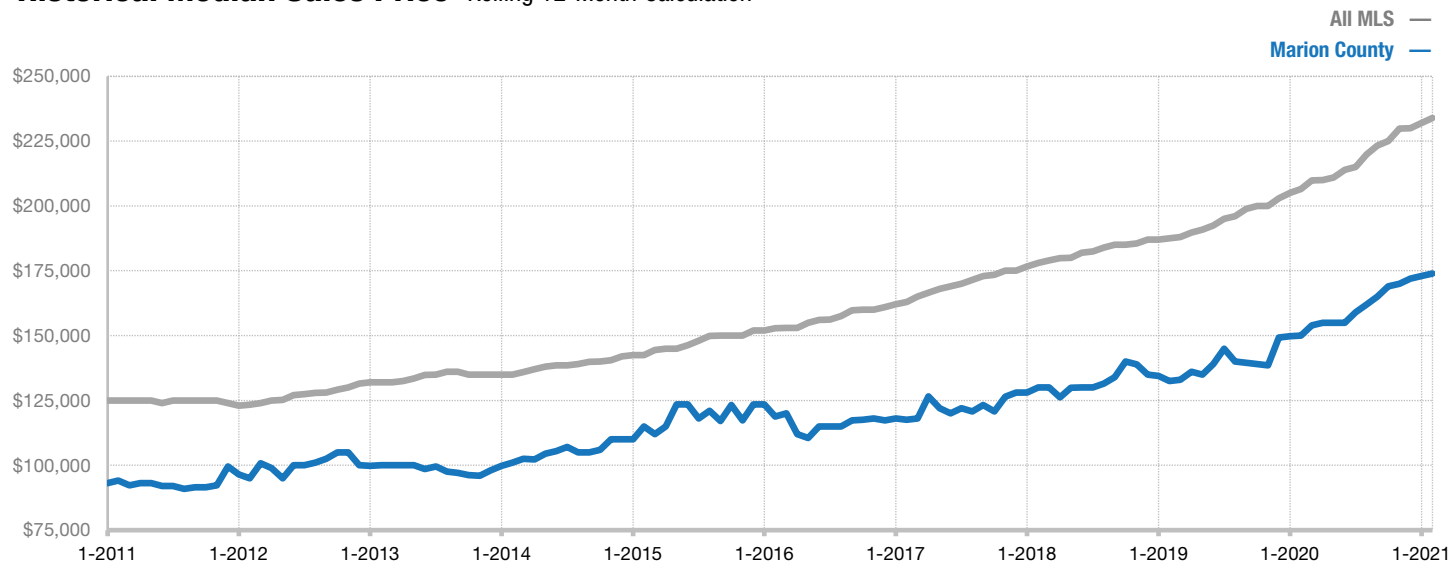
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

February

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – February 2021

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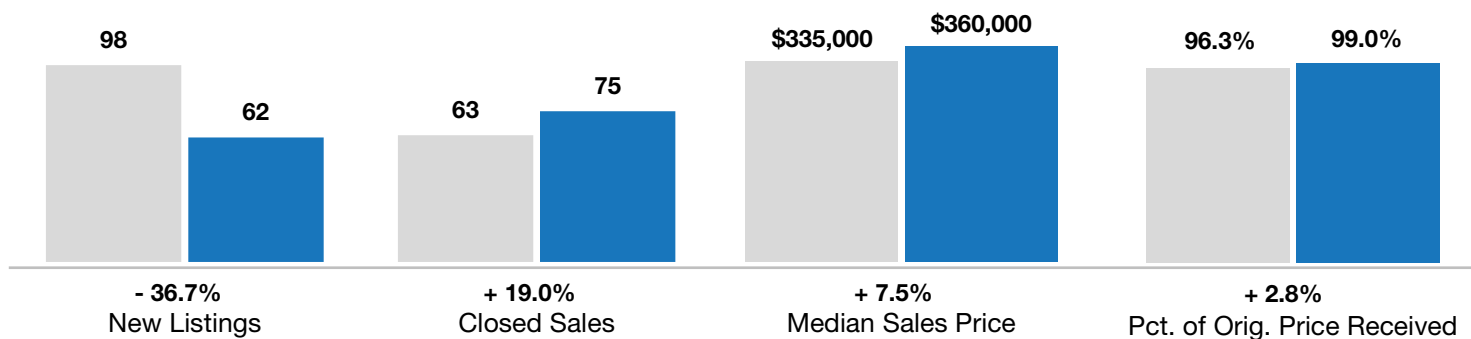
Ooltewah

Key Metrics	February			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	98	62	- 36.7%	175	131	- 25.1%
Closed Sales	63	75	+ 19.0%	130	138	+ 6.2%
Median Sales Price	\$335,000	\$360,000	+ 7.5%	\$326,250	\$347,450	+ 6.5%
Pct. of Orig. Price Received	96.3%	99.0%	+ 2.8%	96.3%	99.4%	+ 3.2%
Days on Market Until Sale	81	51	- 37.0%	81	44	- 45.7%
Inventory of Homes for Sale	207	53	- 74.4%	--	--	--
Months Supply of Inventory	2.7	0.6	- 77.8%	--	--	--

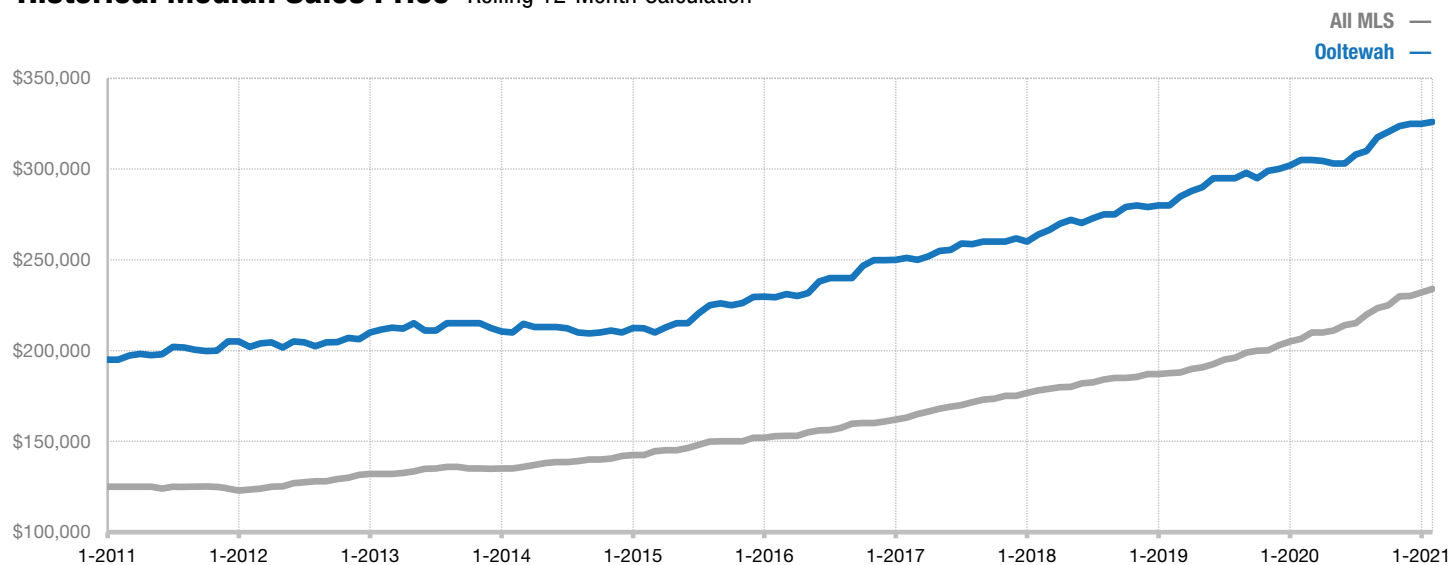
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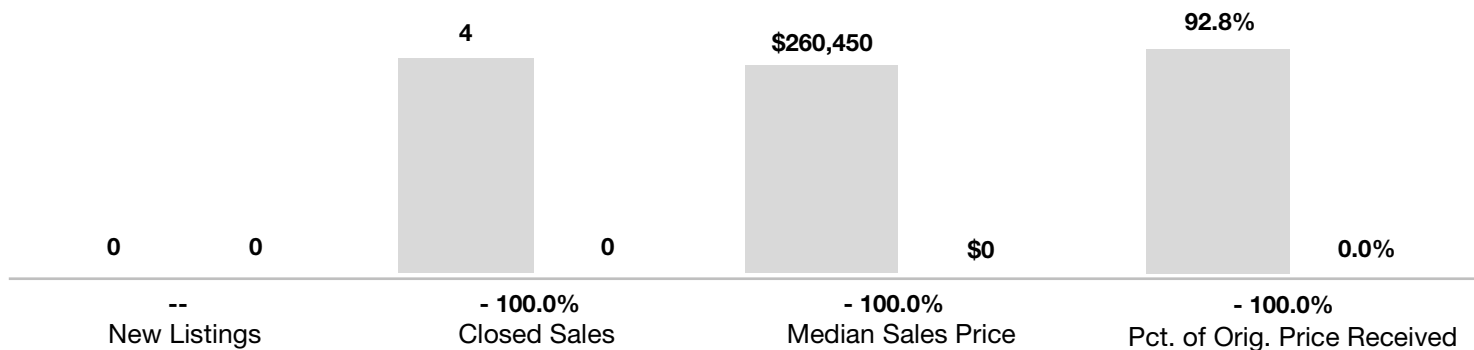
Red Bank

Key Metrics	February			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	0	0	--	0	2	--
Closed Sales	4	0	- 100.0%	4	2	- 50.0%
Median Sales Price	\$260,450	\$0	- 100.0%	\$260,450	\$212,450	- 18.4%
Pct. of Orig. Price Received	92.8%	0.0%	- 100.0%	92.8%	101.7%	+ 9.6%
Days on Market Until Sale	201	0	- 100.0%	201	145	- 27.9%
Inventory of Homes for Sale	2	1	- 50.0%	--	--	--
Months Supply of Inventory	1.1	0.7	- 36.4%	--	--	--

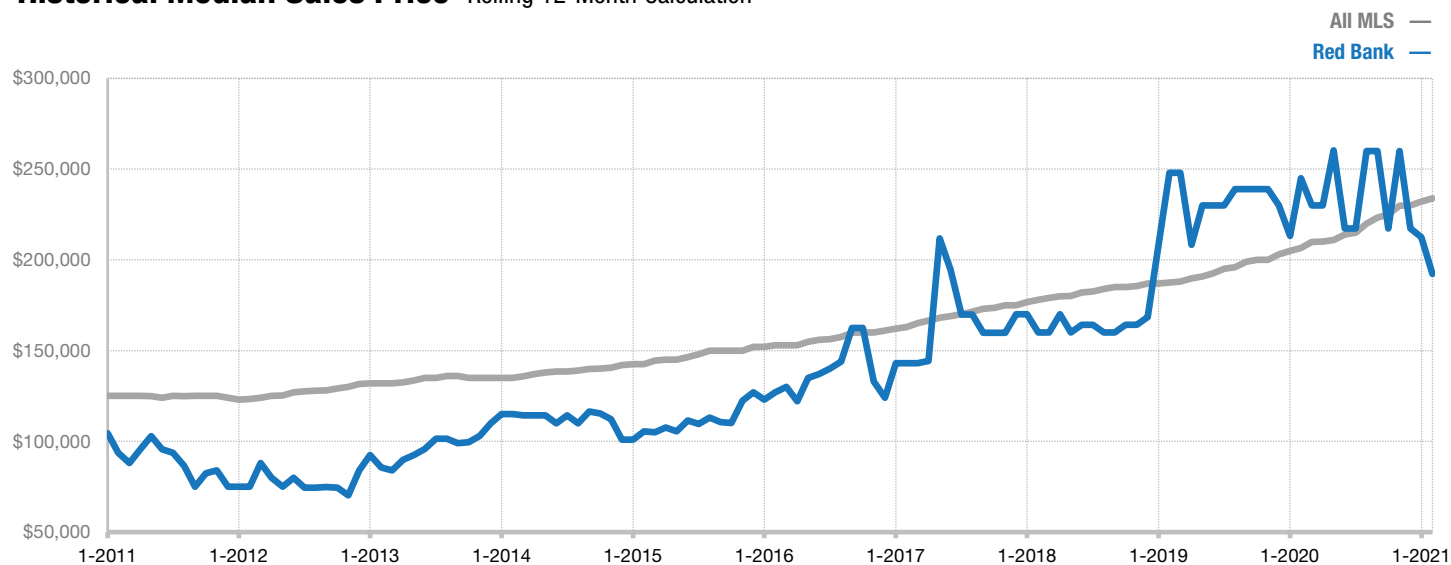
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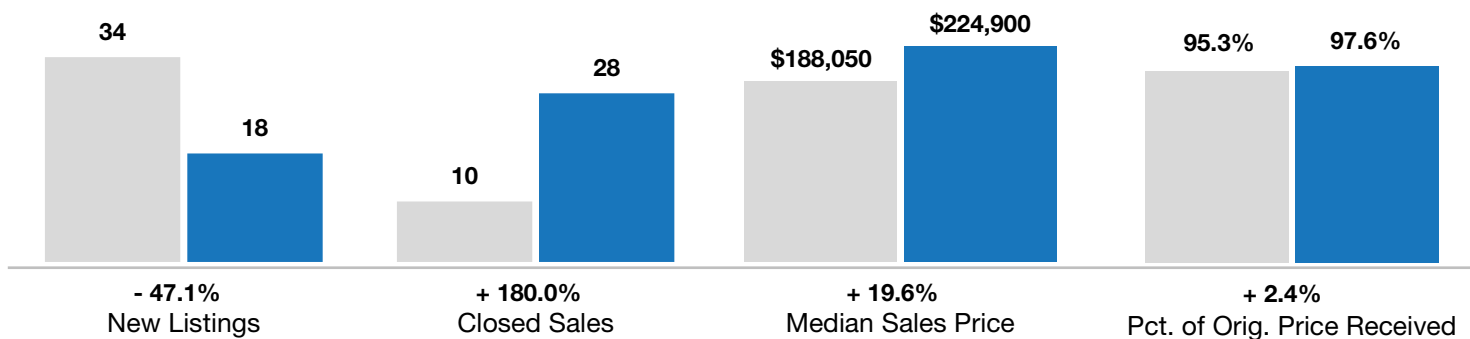
Rhea County

Key Metrics	February			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	34	18	- 47.1%	48	45	- 6.3%
Closed Sales	10	28	+ 180.0%	26	42	+ 61.5%
Median Sales Price	\$188,050	\$224,900	+ 19.6%	\$184,300	\$215,000	+ 16.7%
Pct. of Orig. Price Received	95.3%	97.6%	+ 2.4%	93.9%	97.2%	+ 3.5%
Days on Market Until Sale	28	52	+ 85.7%	58	57	- 1.7%
Inventory of Homes for Sale	75	37	- 50.7%	--	--	--
Months Supply of Inventory	3.6	1.5	- 58.3%	--	--	--

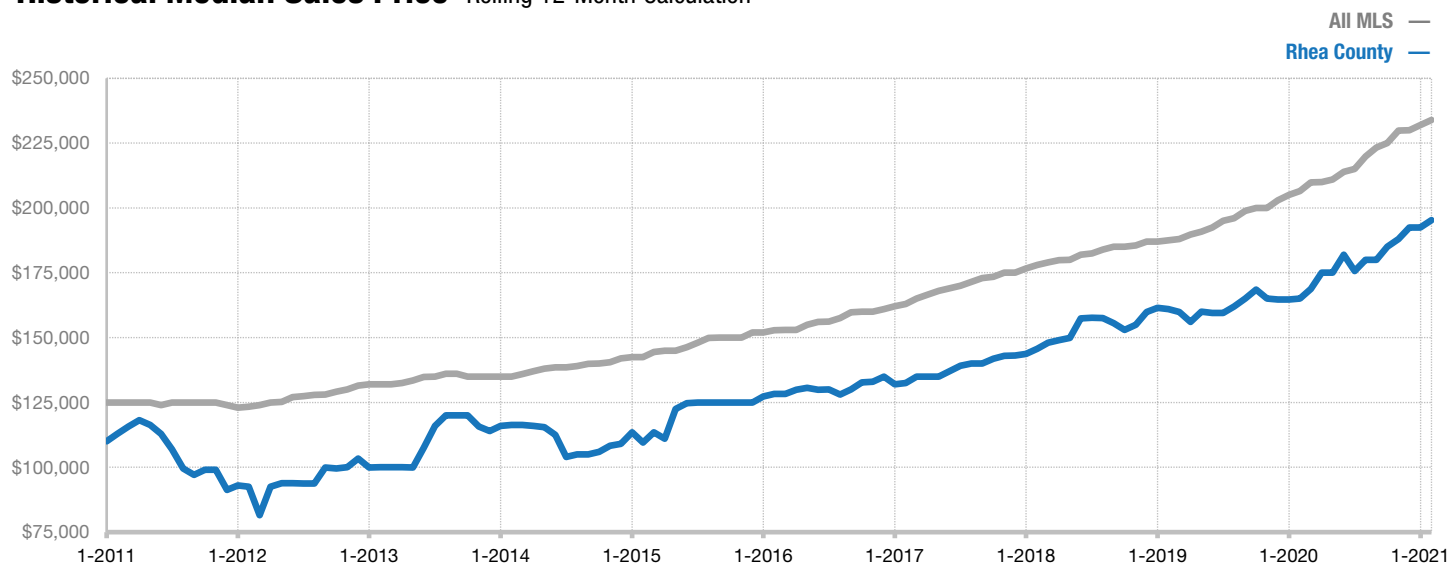
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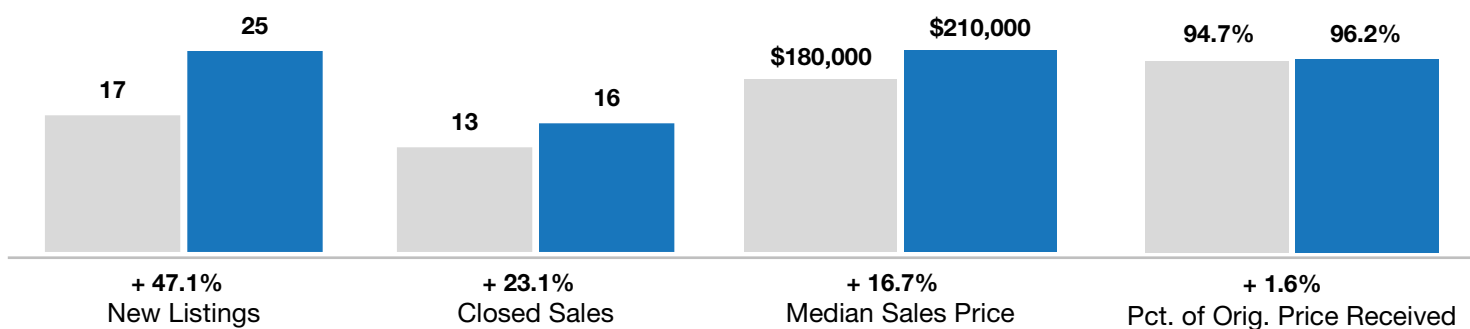
Sequatchie County

Key Metrics	February			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	17	25	+ 47.1%	41	47	+ 14.6%
Closed Sales	13	16	+ 23.1%	29	27	- 6.9%
Median Sales Price	\$180,000	\$210,000	+ 16.7%	\$227,500	\$207,000	- 9.0%
Pct. of Orig. Price Received	94.7%	96.2%	+ 1.6%	95.3%	96.4%	+ 1.2%
Days on Market Until Sale	83	49	- 41.0%	69	43	- 37.7%
Inventory of Homes for Sale	61	30	- 50.8%	--	--	--
Months Supply of Inventory	5.2	1.7	- 67.3%	--	--	--

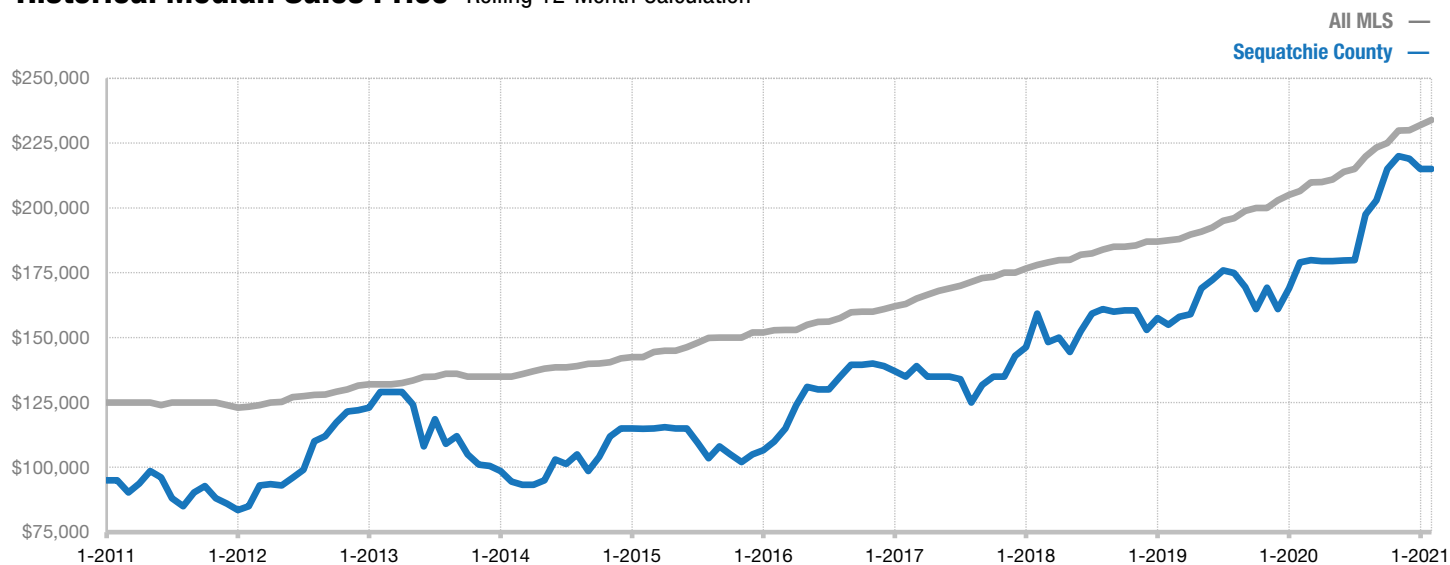
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Signal Mountain

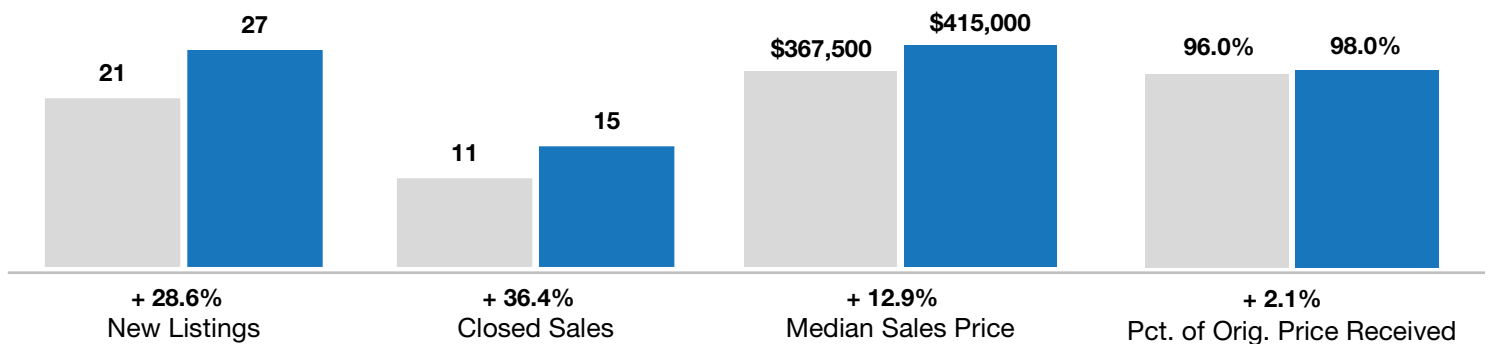
Hamilton County Only

Key Metrics	February			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	21	27	+ 28.6%	39	40	+ 2.6%
Closed Sales	11	15	+ 36.4%	27	25	- 7.4%
Median Sales Price	\$367,500	\$415,000	+ 12.9%	\$375,000	\$435,000	+ 16.0%
Pct. of Orig. Price Received	96.0%	98.0%	+ 2.1%	96.6%	96.7%	+ 0.1%
Days on Market Until Sale	63	48	- 23.8%	79	100	+ 26.6%
Inventory of Homes for Sale	67	17	- 74.6%	--	--	--
Months Supply of Inventory	2.6	0.6	- 76.9%	--	--	--

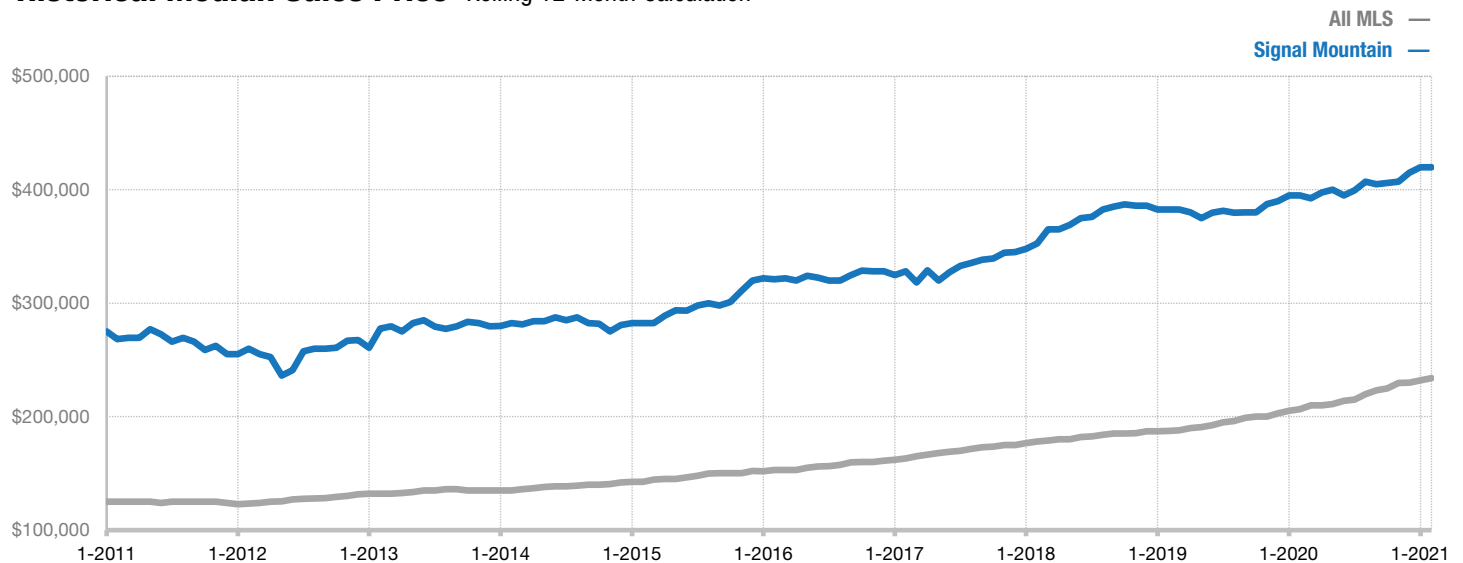
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St. Elmo / High Park / Avondale

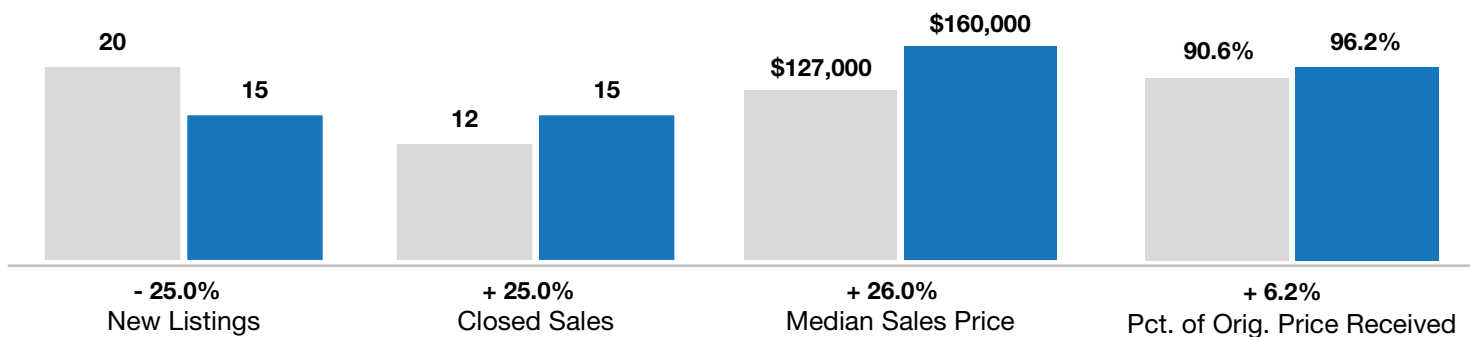
ZIP Codes: 37407, 37409 and 37410

Key Metrics	February			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	20	15	- 25.0%	31	38	+ 22.6%
Closed Sales	12	15	+ 25.0%	17	27	+ 58.8%
Median Sales Price	\$127,000	\$160,000	+ 26.0%	\$187,500	\$134,950	- 28.0%
Pct. of Orig. Price Received	90.6%	96.2%	+ 6.2%	93.0%	96.3%	+ 3.5%
Days on Market Until Sale	48	20	- 58.3%	41	27	- 34.1%
Inventory of Homes for Sale	26	9	- 65.4%	--	--	--
Months Supply of Inventory	1.7	0.7	- 58.8%	--	--	--

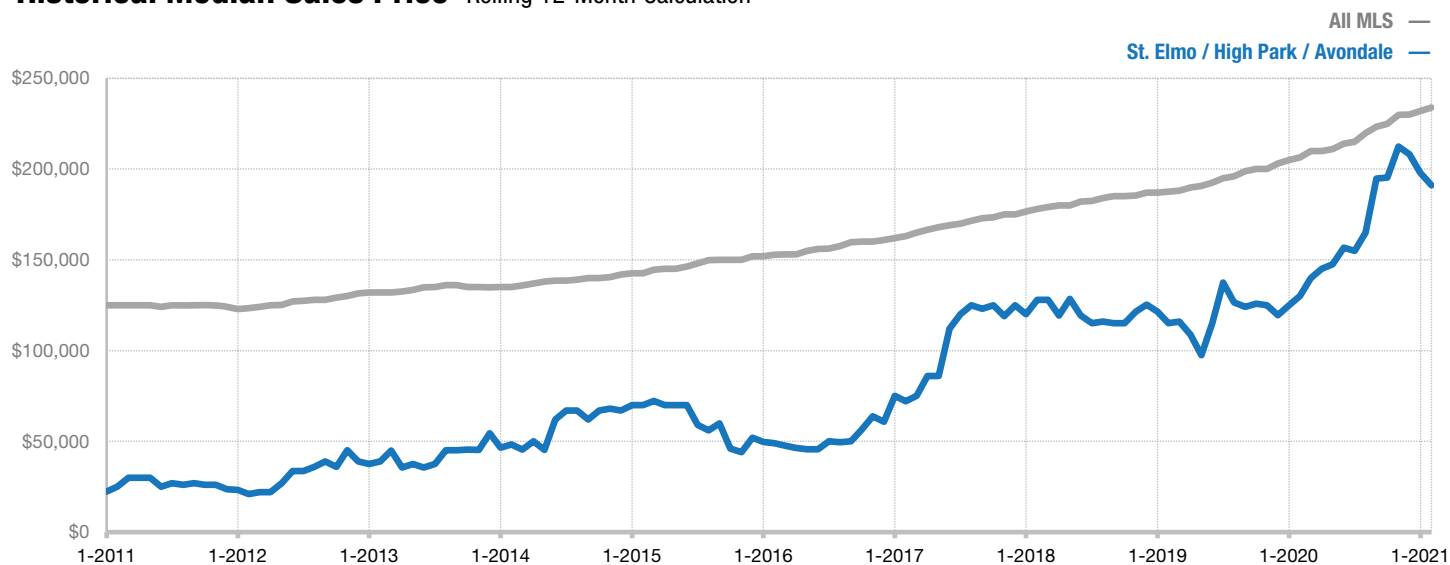
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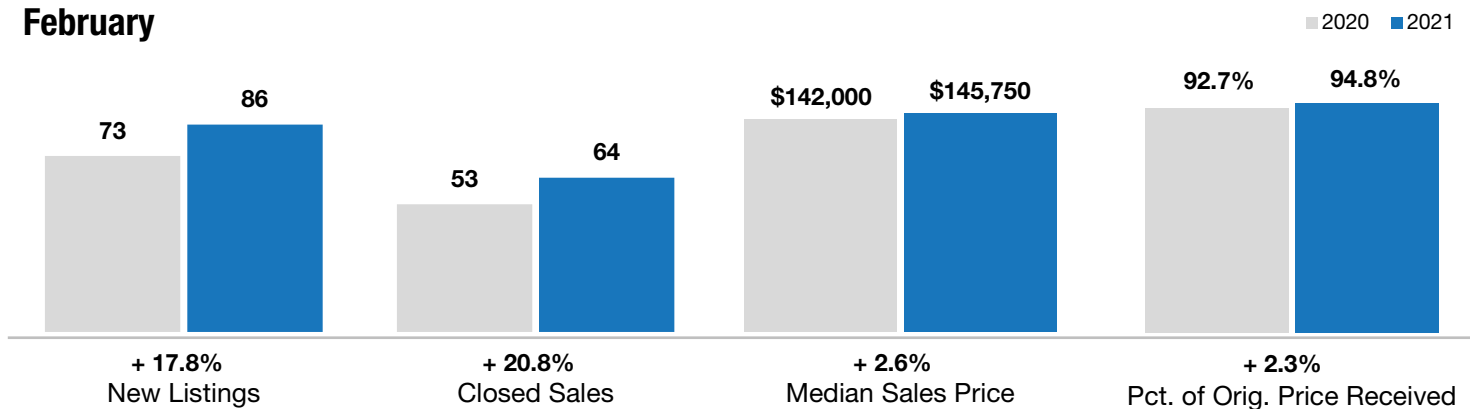
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Walker County

Key Metrics	February			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	73	86	+ 17.8%	140	153	+ 9.3%
Closed Sales	53	64	+ 20.8%	116	117	+ 0.9%
Median Sales Price	\$142,000	\$145,750	+ 2.6%	\$135,250	\$167,000	+ 23.5%
Pct. of Orig. Price Received	92.7%	94.8%	+ 2.3%	92.3%	95.5%	+ 3.5%
Days on Market Until Sale	68	45	- 33.8%	63	41	- 34.9%
Inventory of Homes for Sale	176	67	- 61.9%	--	--	--
Months Supply of Inventory	2.5	0.9	- 64.0%	--	--	--

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

February



Historical Median Sales Price Rolling 12-Month Calculation

