

Local Market Update – June 2020

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER
CHATTANOOGA
REALTORS®

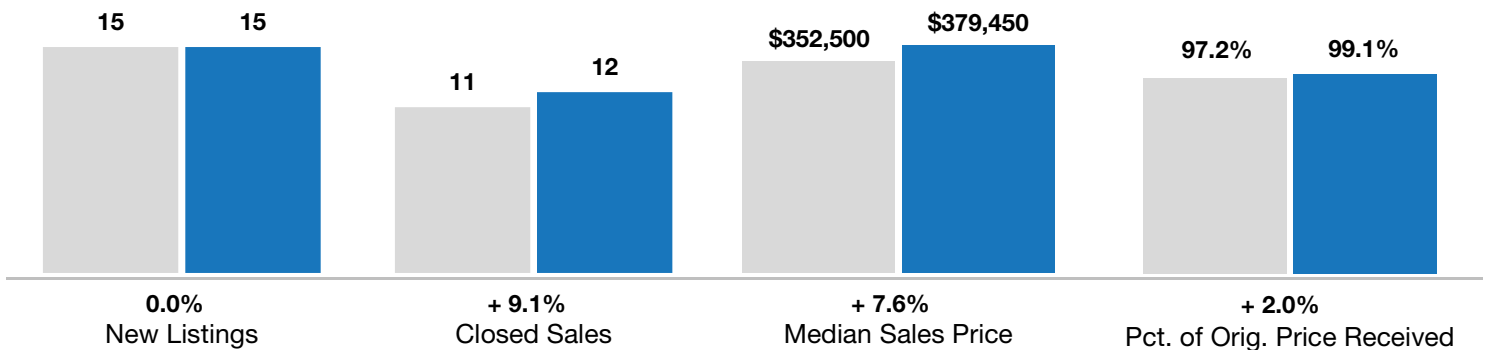
Apison

Key Metrics	June			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	15	15	0.0%	75	82	+ 9.3%
Closed Sales	11	12	+ 9.1%	53	56	+ 5.7%
Median Sales Price	\$352,500	\$379,450	+ 7.6%	\$325,000	\$339,963	+ 4.6%
Pct. of Orig. Price Received	97.2%	99.1%	+ 2.0%	97.4%	96.9%	- 0.5%
Days on Market Until Sale	104	152	+ 46.2%	93	101	+ 8.6%
Inventory of Homes for Sale	50	28	- 44.0%	--	--	--
Months Supply of Inventory	6.7	2.8	- 58.2%	--	--	--

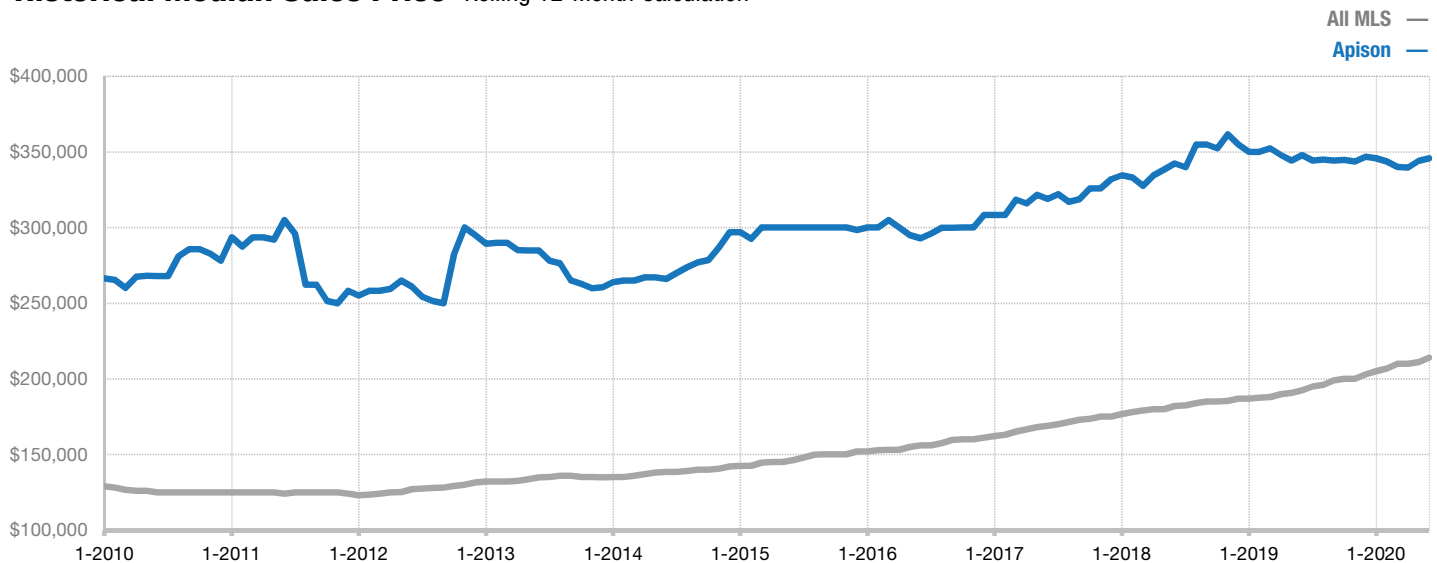
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

June

■ 2019 ■ 2020



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – June 2020

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER
CHATTANOOGA
REALTORS®

Bakewell / Lakesite / Sale Creek / Soddy

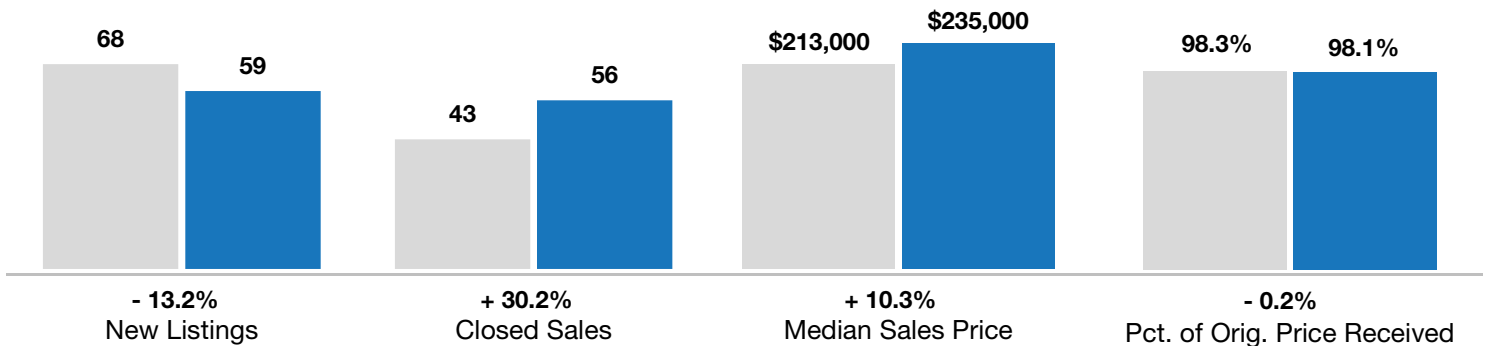
ZIP Codes: 37379 and 37384

Key Metrics	June			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	68	59	- 13.2%	331	302	- 8.8%
Closed Sales	43	56	+ 30.2%	241	223	- 7.5%
Median Sales Price	\$213,000	\$235,000	+ 10.3%	\$215,500	\$246,000	+ 14.2%
Pct. of Orig. Price Received	98.3%	98.1%	- 0.2%	96.3%	97.7%	+ 1.5%
Days on Market Until Sale	34	36	+ 5.9%	55	43	- 21.8%
Inventory of Homes for Sale	130	66	- 49.2%	--	--	--
Months Supply of Inventory	3.3	1.6	- 51.5%	--	--	--

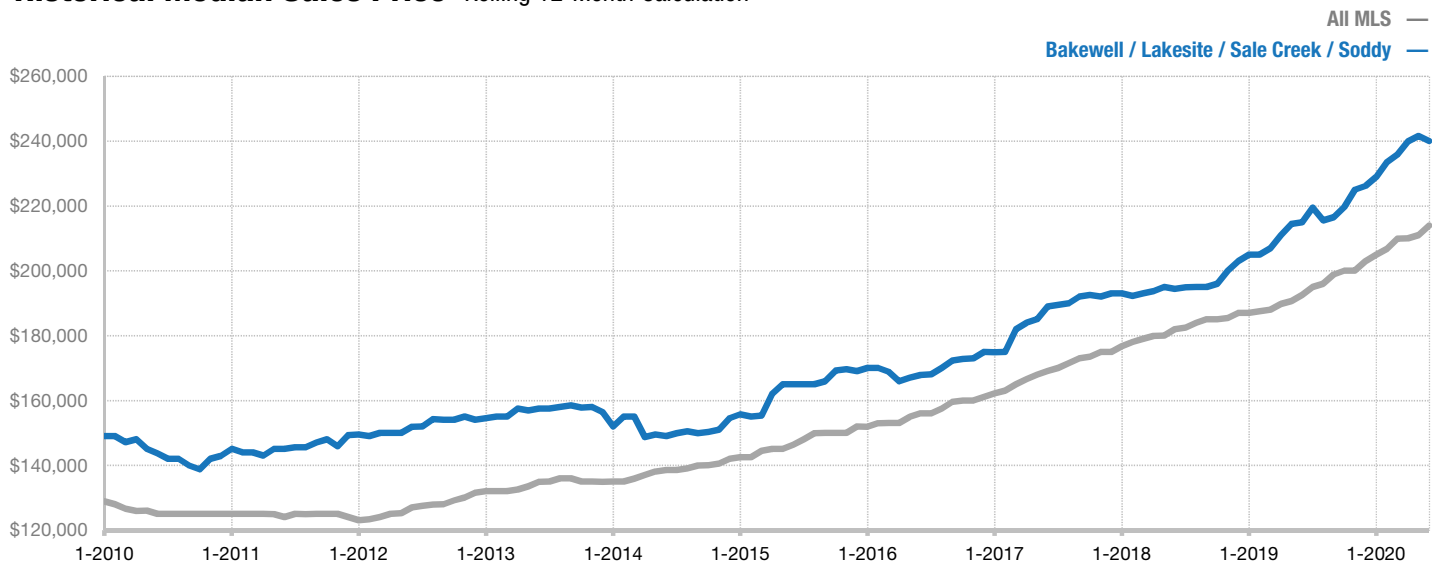
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

June

■ 2019 ■ 2020



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – June 2020

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER
CHATTANOOGA
REALTORS®

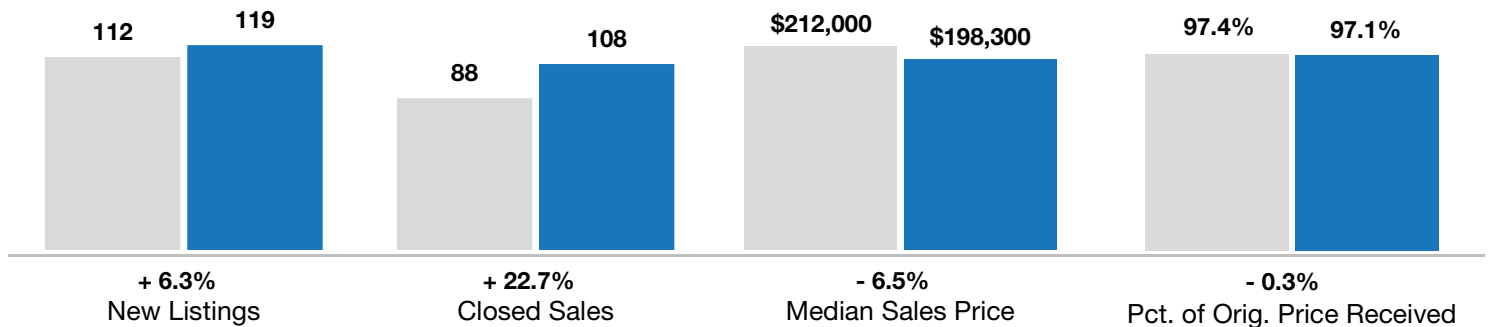
Bradley County

Key Metrics	June			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	112	119	+ 6.3%	649	642	- 1.1%
Closed Sales	88	108	+ 22.7%	439	485	+ 10.5%
Median Sales Price	\$212,000	\$198,300	- 6.5%	\$205,000	\$210,000	+ 2.4%
Pct. of Orig. Price Received	97.4%	97.1%	- 0.3%	96.5%	96.5%	0.0%
Days on Market Until Sale	31	44	+ 41.9%	44	45	+ 2.3%
Inventory of Homes for Sale	224	129	- 42.4%	--	--	--
Months Supply of Inventory	3.0	1.4	- 53.3%	--	--	--

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

June

■ 2019 ■ 2020



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – June 2020

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER
CHATTANOOGA
REALTORS®

Brainerd

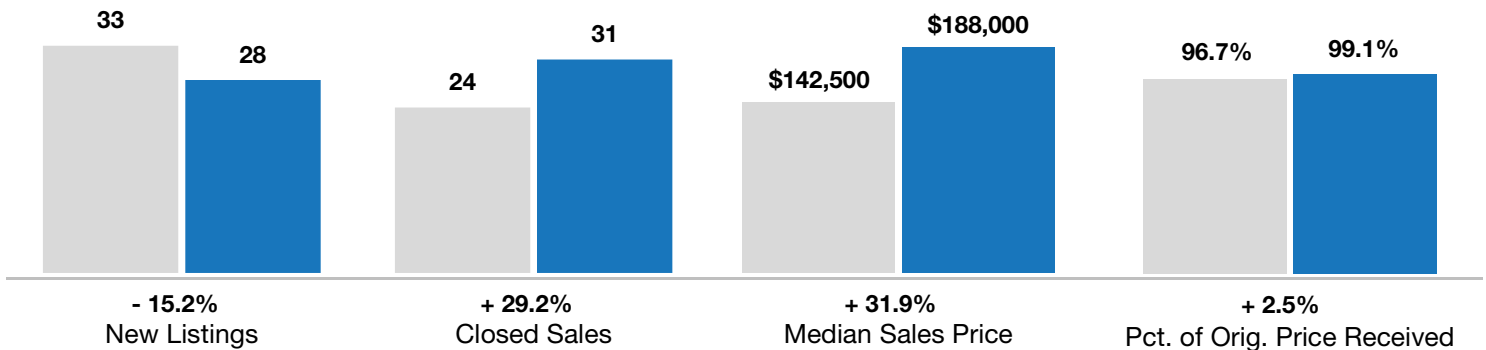
Includes the Ridgeside Community

Key Metrics	June			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	33	28	- 15.2%	190	170	- 10.5%
Closed Sales	24	31	+ 29.2%	142	135	- 4.9%
Median Sales Price	\$142,500	\$188,000	+ 31.9%	\$134,200	\$165,000	+ 23.0%
Pct. of Orig. Price Received	96.7%	99.1%	+ 2.5%	95.3%	96.7%	+ 1.5%
Days on Market Until Sale	46	15	- 67.4%	43	35	- 18.6%
Inventory of Homes for Sale	63	29	- 54.0%	--	--	--
Months Supply of Inventory	2.6	1.2	- 53.8%	--	--	--

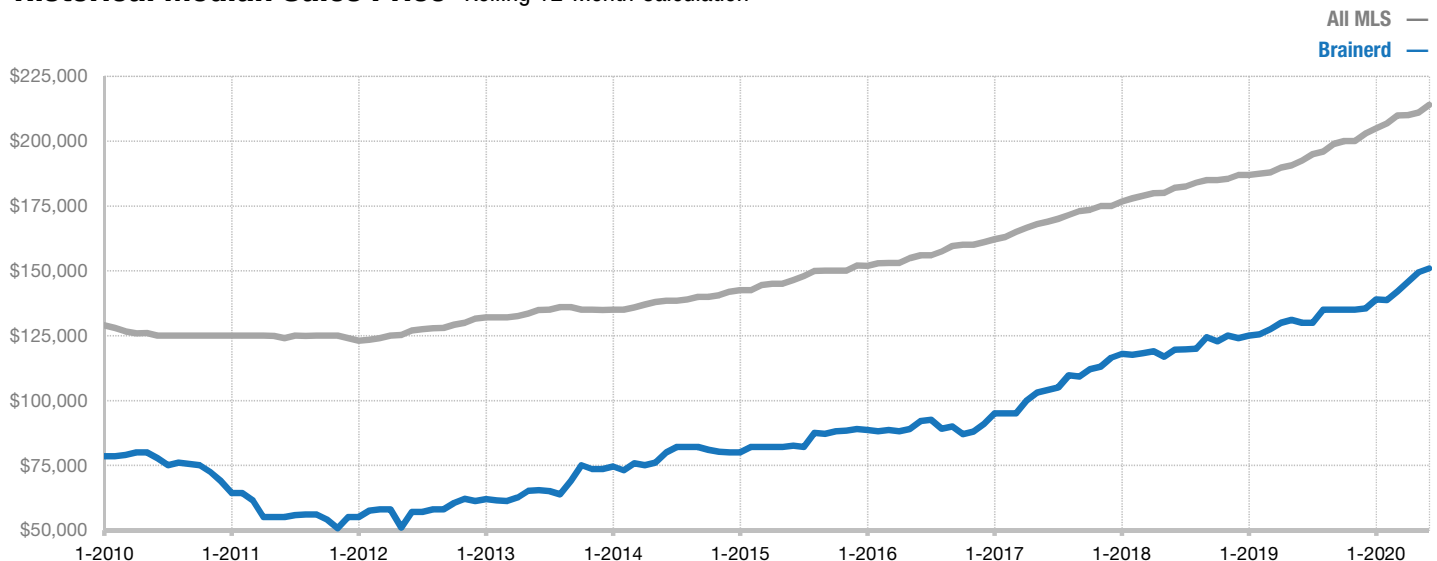
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

June

■ 2019 ■ 2020



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – June 2020

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER
CHATTANOOGA
REALTORS®

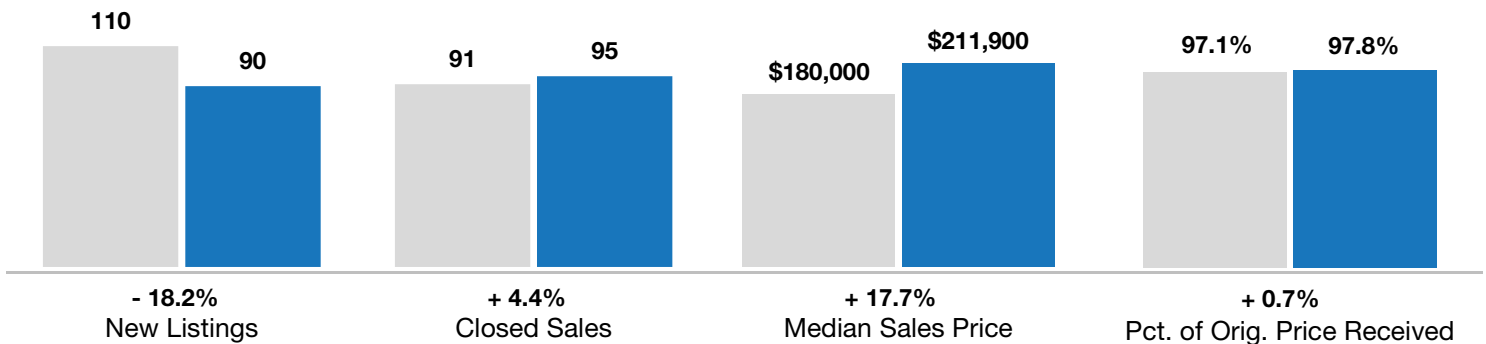
Catoosa County

Key Metrics	June			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	110	90	- 18.2%	654	625	- 4.4%
Closed Sales	91	95	+ 4.4%	485	475	- 2.1%
Median Sales Price	\$180,000	\$211,900	+ 17.7%	\$178,500	\$201,000	+ 12.6%
Pct. of Orig. Price Received	97.1%	97.8%	+ 0.7%	96.9%	97.3%	+ 0.4%
Days on Market Until Sale	38	45	+ 18.4%	44	46	+ 4.5%
Inventory of Homes for Sale	189	107	- 43.4%	--	--	--
Months Supply of Inventory	2.3	1.2	- 47.8%	--	--	--

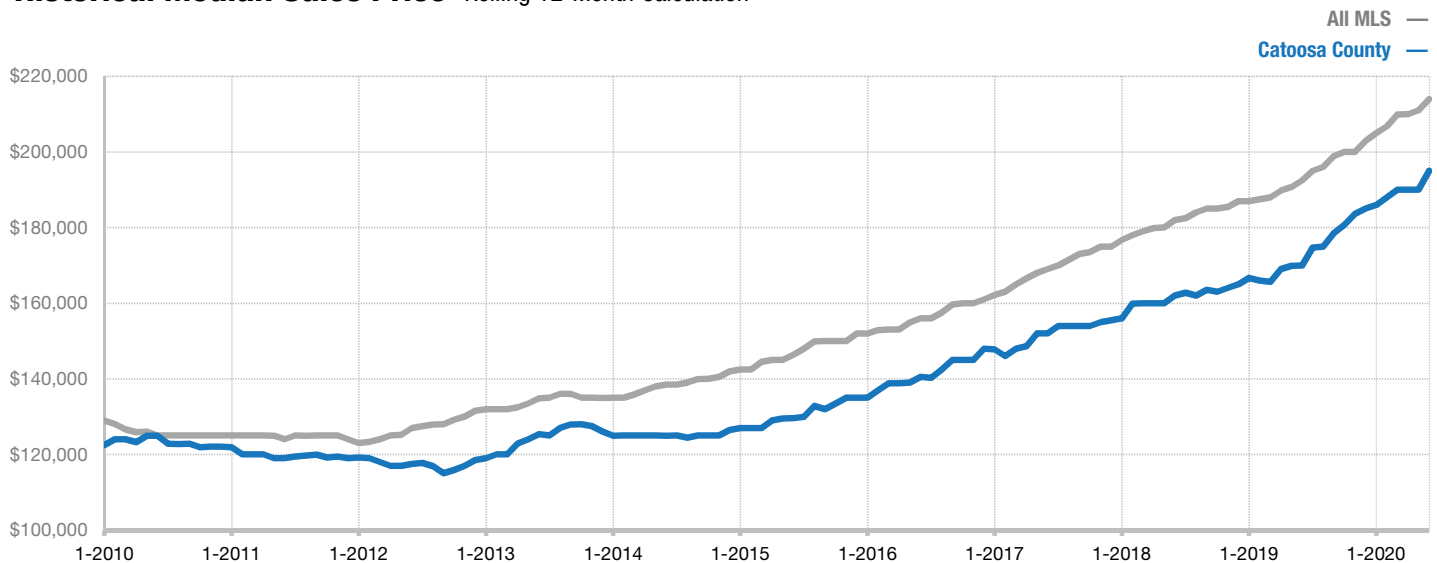
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

June

■ 2019 ■ 2020



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – June 2020

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER
CHATTANOOGA
REALTORS®

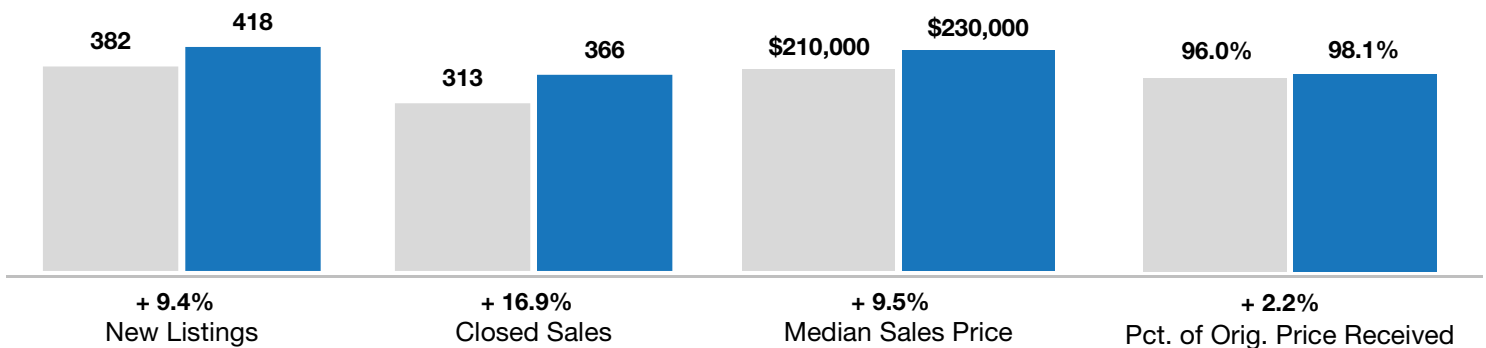
Chattanooga

Key Metrics	June			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	382	418	+ 9.4%	2,469	2,134	- 13.6%
Closed Sales	313	366	+ 16.9%	1,703	1,589	- 6.7%
Median Sales Price	\$210,000	\$230,000	+ 9.5%	\$190,000	\$220,000	+ 15.8%
Pct. of Orig. Price Received	96.0%	98.1%	+ 2.2%	95.5%	97.0%	+ 1.6%
Days on Market Until Sale	38	31	- 18.4%	44	43	- 2.3%
Inventory of Homes for Sale	930	524	- 43.7%	--	--	--
Months Supply of Inventory	3.3	1.6	- 51.5%	--	--	--

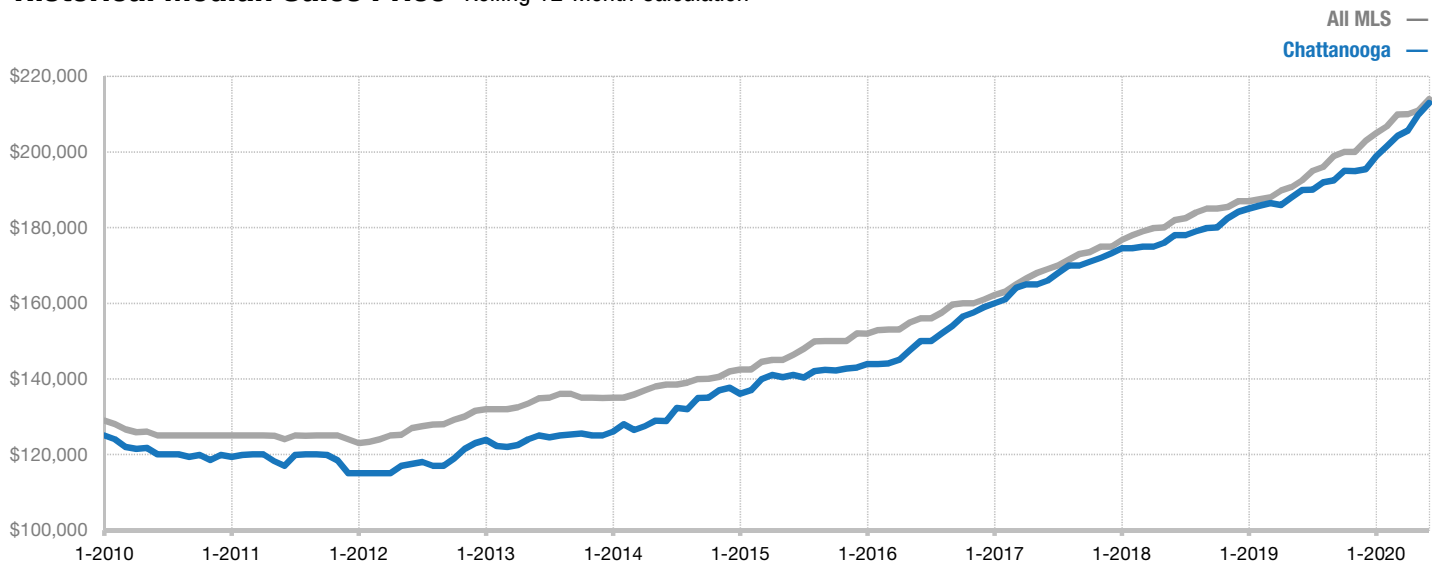
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

June

■ 2019 ■ 2020



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – June 2020

A RESEARCH TOOL PROVIDED BY GREATER CHATTAHOOGA REALTORS®



GREATER
CHATTAHOOGA
REALTORS®

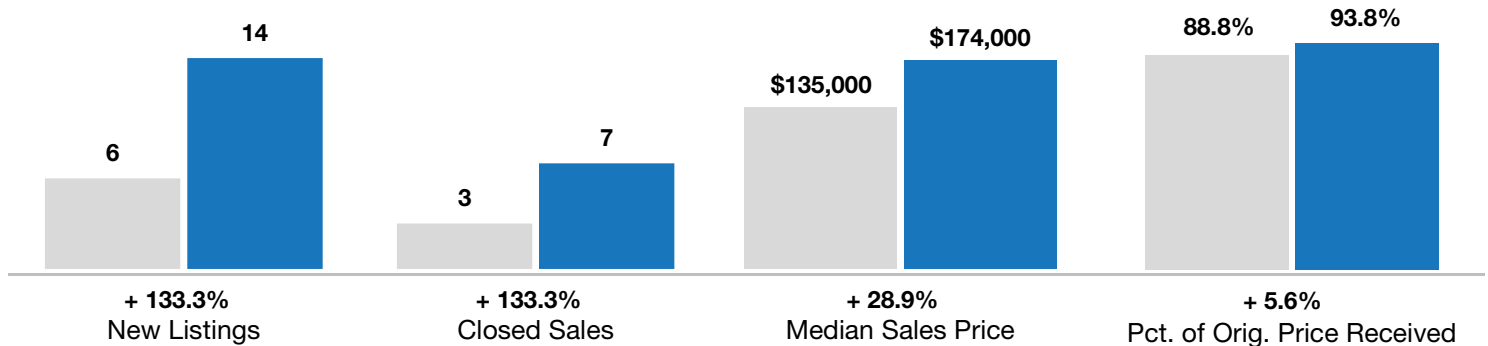
Chattooga County

Key Metrics	June			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	6	14	+ 133.3%	46	58	+ 26.1%
Closed Sales	3	7	+ 133.3%	37	41	+ 10.8%
Median Sales Price	\$135,000	\$174,000	+ 28.9%	\$99,000	\$112,000	+ 13.1%
Pct. of Orig. Price Received	88.8%	93.8%	+ 5.6%	90.8%	93.0%	+ 2.4%
Days on Market Until Sale	178	57	- 68.0%	68	55	- 19.1%
Inventory of Homes for Sale	25	16	- 36.0%	--	--	--
Months Supply of Inventory	4.1	2.3	- 43.9%	--	--	--

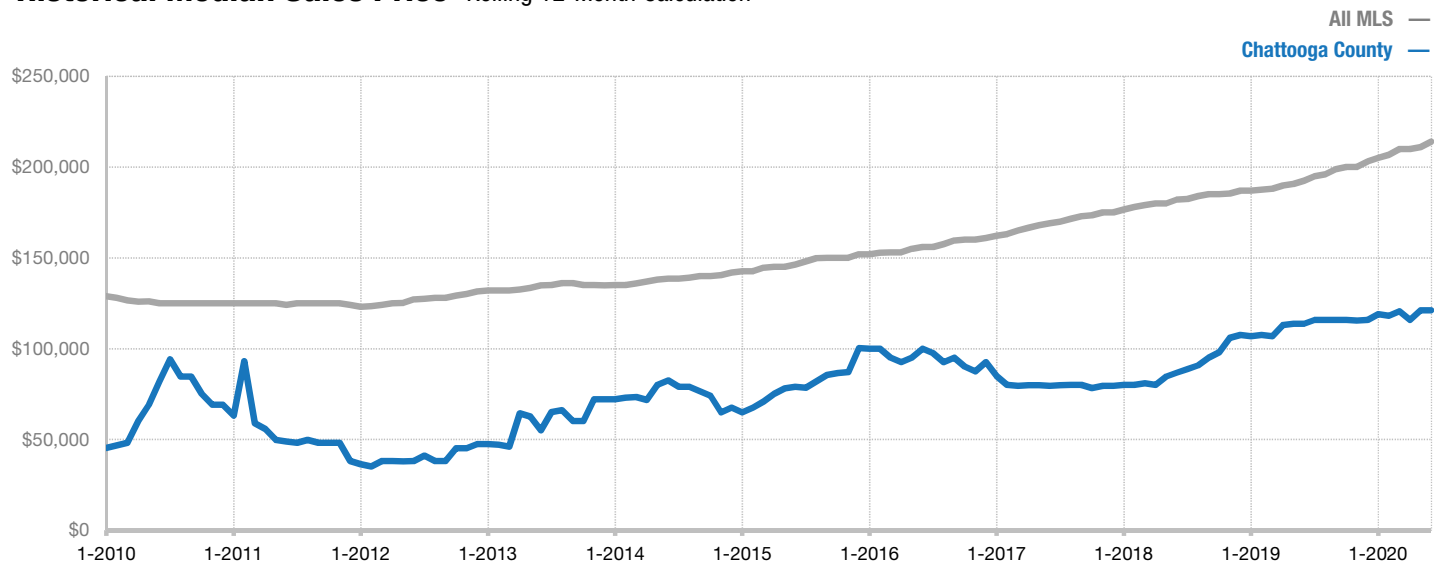
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

June

■ 2019 ■ 2020



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – June 2020

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER
CHATTANOOGA
REALTORS®

Collegedale

Key Metrics	June			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	0	0	--	0	4	--
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	0	4	--	--	--	--
Months Supply of Inventory	\$0	4.0	--	--	--	--

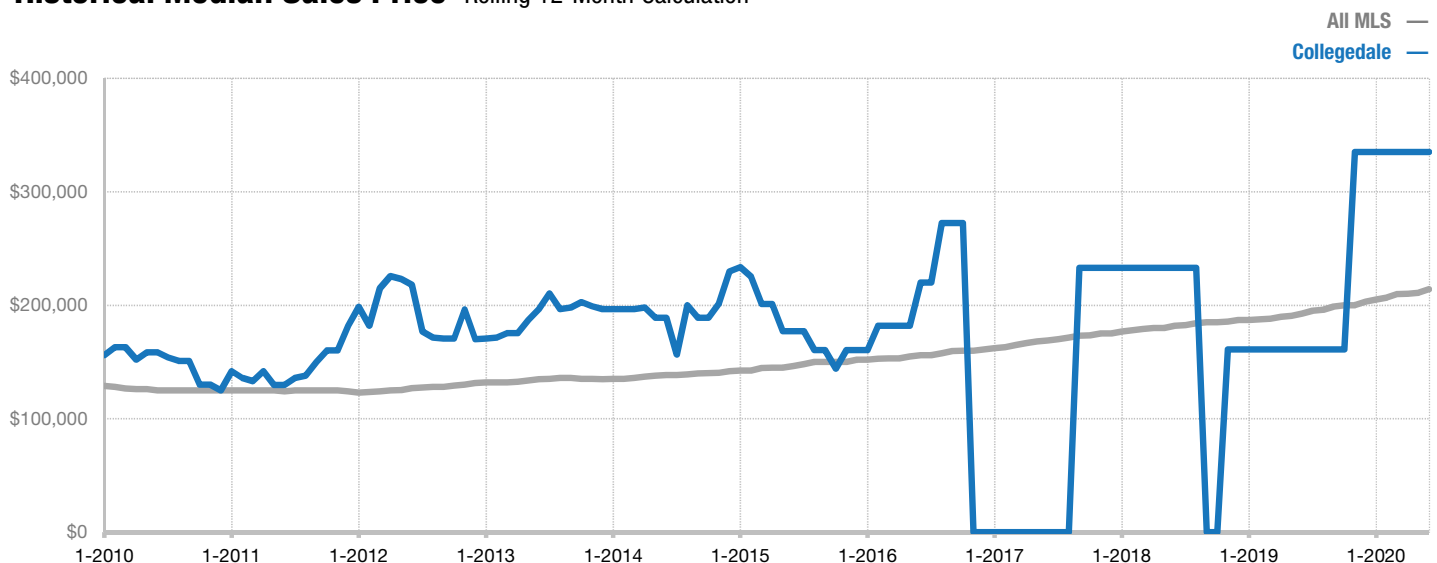
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

June

■ 2019 ■ 2020

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

Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – June 2020

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER
CHATTANOOGA
REALTORS®

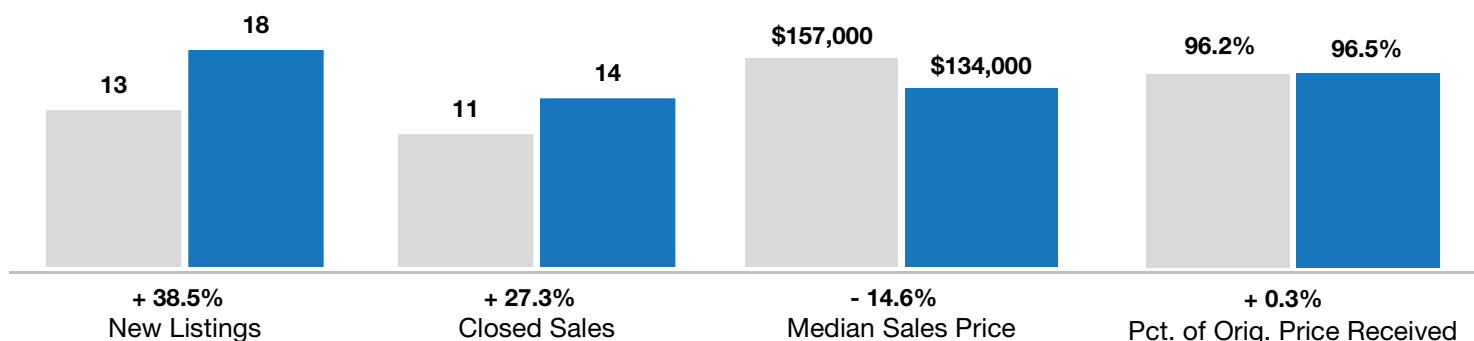
Dade County

Key Metrics	June			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	13	18	+ 38.5%	107	109	+ 1.9%
Closed Sales	11	14	+ 27.3%	59	56	- 5.1%
Median Sales Price	\$157,000	\$134,000	- 14.6%	\$150,000	\$162,000	+ 8.0%
Pct. of Orig. Price Received	96.2%	96.5%	+ 0.3%	92.5%	95.2%	+ 2.9%
Days on Market Until Sale	52	48	- 7.7%	69	55	- 20.3%
Inventory of Homes for Sale	68	60	- 11.8%	--	--	--
Months Supply of Inventory	6.0	4.6	- 23.3%	--	--	--

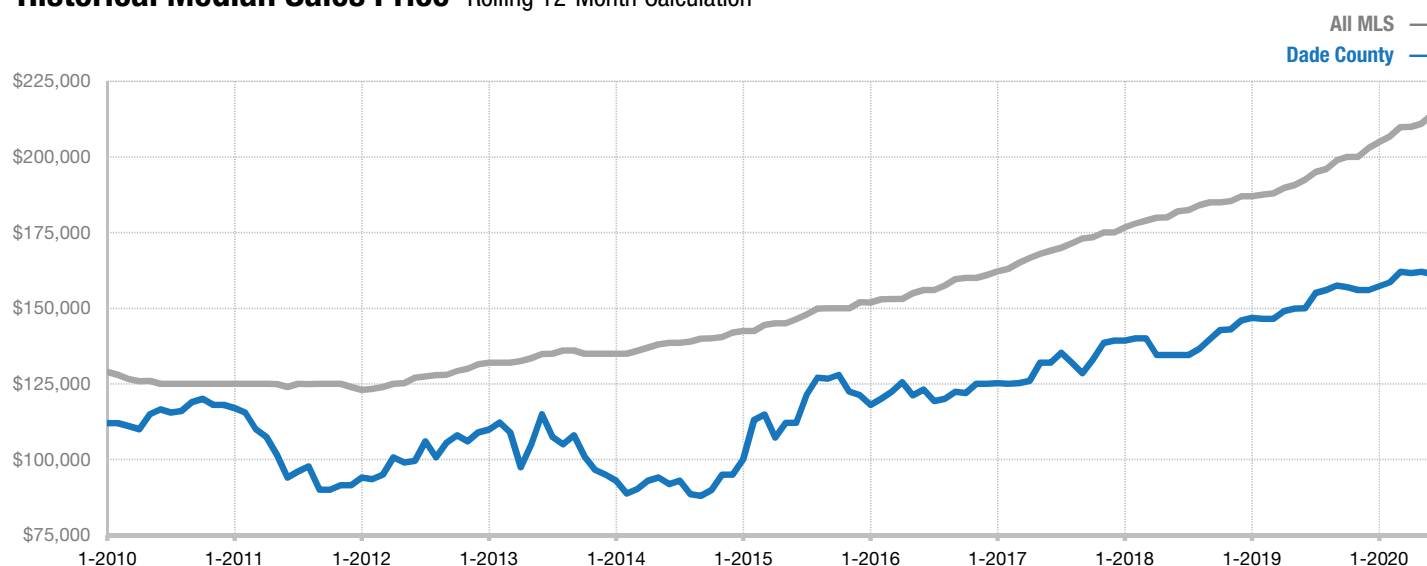
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

June

■ 2019 ■ 2020



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – June 2020

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER
CHATTANOOGA
REALTORS®

Downtown Chattanooga

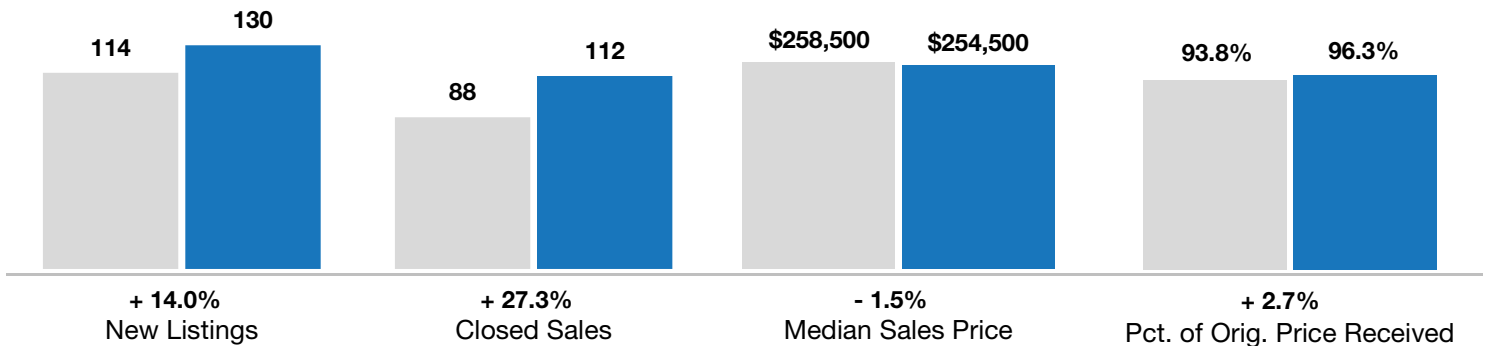
ZIP Codes: 37402, 37403, 37404, 37405, 37406, 37408 and 37450

Key Metrics	June			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	114	130	+ 14.0%	795	716	- 9.9%
Closed Sales	88	112	+ 27.3%	486	481	- 1.0%
Median Sales Price	\$258,500	\$254,500	- 1.5%	\$225,500	\$260,000	+ 15.3%
Pct. of Orig. Price Received	93.8%	96.3%	+ 2.7%	93.2%	96.1%	+ 3.1%
Days on Market Until Sale	50	47	- 6.0%	61	54	- 11.5%
Inventory of Homes for Sale	381	249	- 34.6%	--	--	--
Months Supply of Inventory	4.9	2.5	- 49.0%	--	--	--

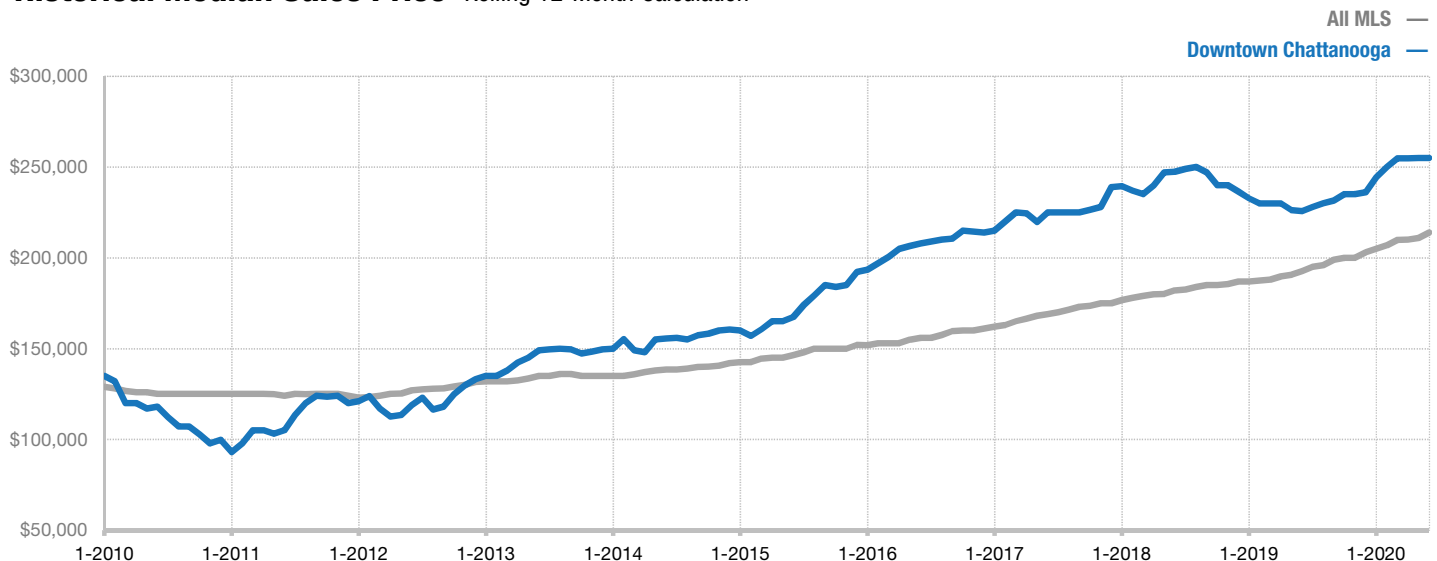
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

June

■ 2019 ■ 2020



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – June 2020

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER
CHATTANOOGA
REALTORS®

East Brainerd

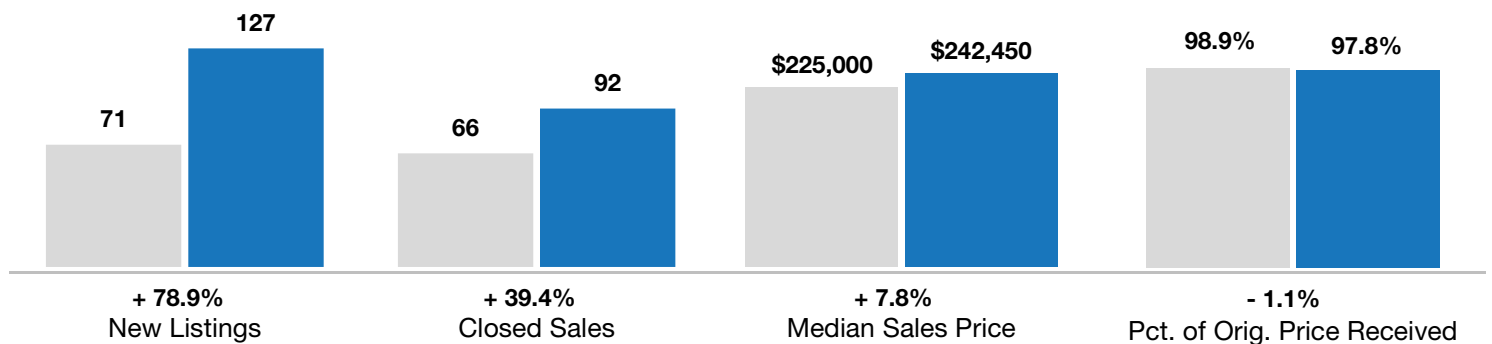
Includes the Cromwell, Dalewood, Eastdale & Tyner Communities

Key Metrics	June			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	71	127	+ 78.9%	532	506	- 4.9%
Closed Sales	66	92	+ 39.4%	415	340	- 18.1%
Median Sales Price	\$225,000	\$242,450	+ 7.8%	\$225,000	\$240,000	+ 6.7%
Pct. of Orig. Price Received	98.9%	97.8%	- 1.1%	97.6%	97.8%	+ 0.2%
Days on Market Until Sale	31	30	- 3.2%	37	35	- 5.4%
Inventory of Homes for Sale	170	103	- 39.4%	--	--	--
Months Supply of Inventory	2.7	1.6	- 40.7%	--	--	--

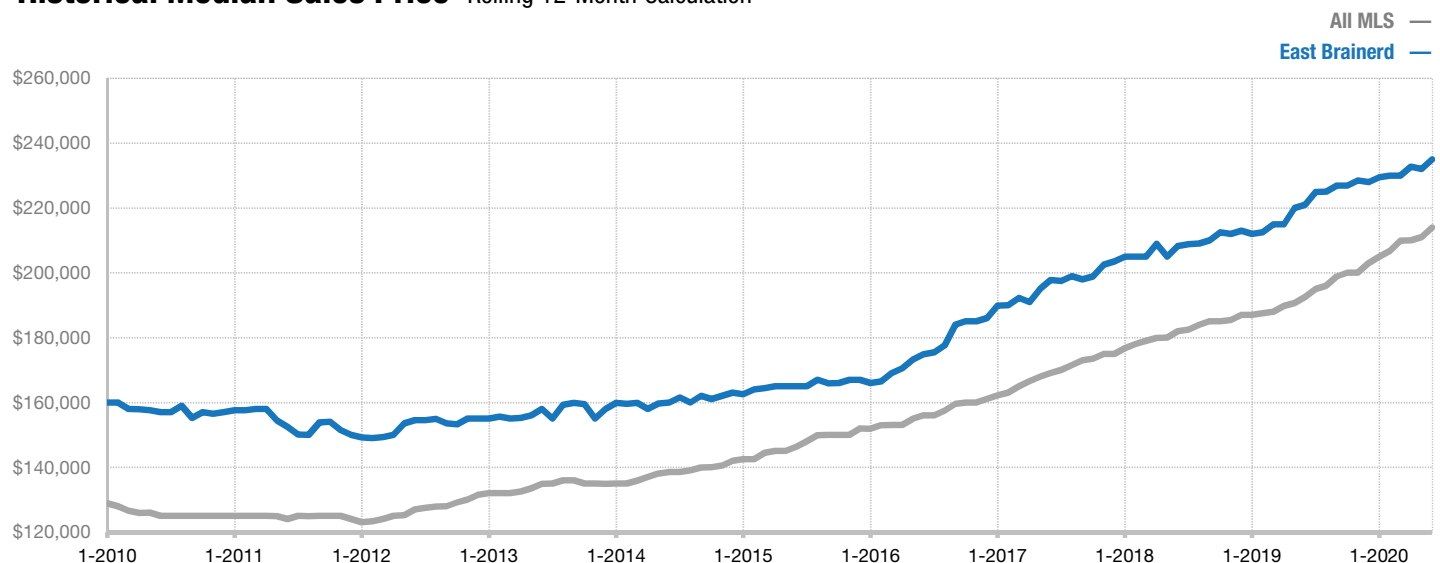
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

June

■ 2019 ■ 2020



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – June 2020

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER
CHATTANOOGA
REALTORS®

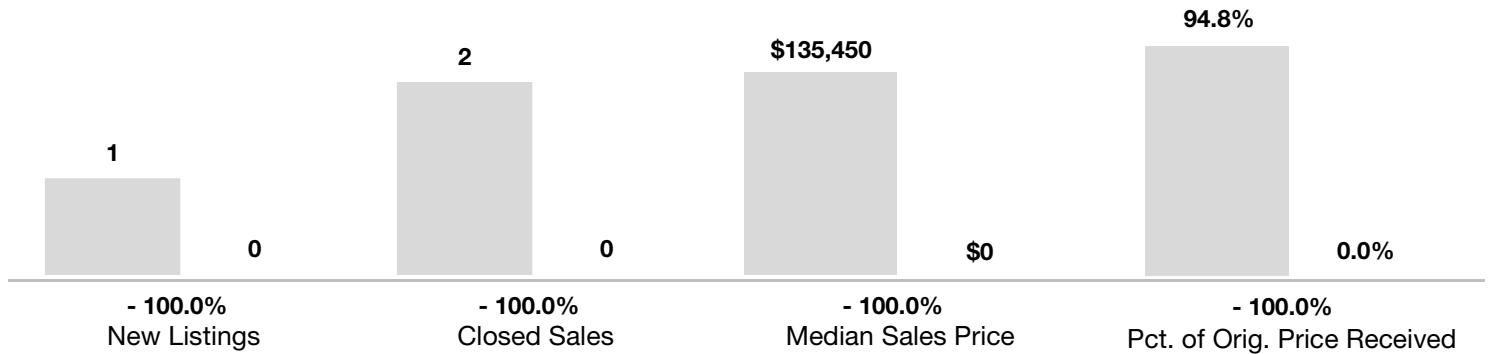
East Ridge

Key Metrics	June			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	1	0	- 100.0%	8	1	- 87.5%
Closed Sales	2	0	- 100.0%	12	1	- 91.7%
Median Sales Price	\$135,450	\$0	- 100.0%	\$154,950	\$259,900	+ 67.7%
Pct. of Orig. Price Received	94.8%	0	- 100.0%	97.4%	101.2%	+ 3.9%
Days on Market Until Sale	103	\$0	- 100.0%	42	4	- 90.5%
Inventory of Homes for Sale	3	0	- 100.0%	--	--	--
Months Supply of Inventory	1.1	\$0	- 100.0%	--	--	--

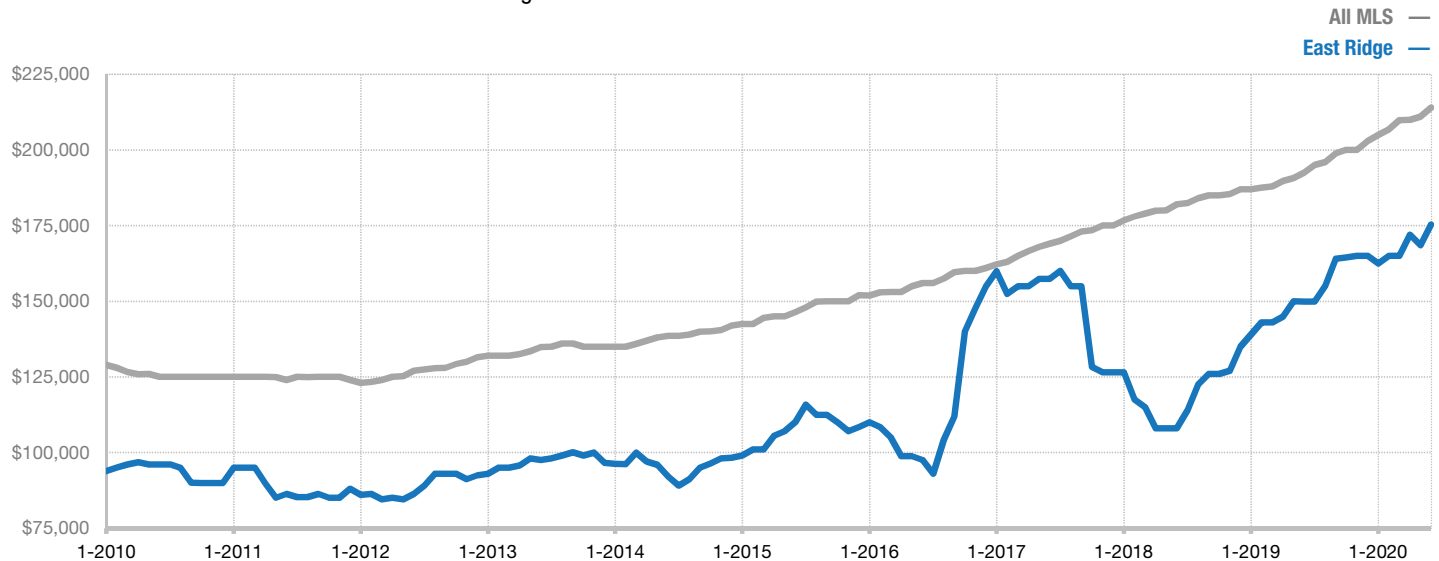
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

June

2019 2020



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – June 2020

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER
CHATTANOOGA
REALTORS®

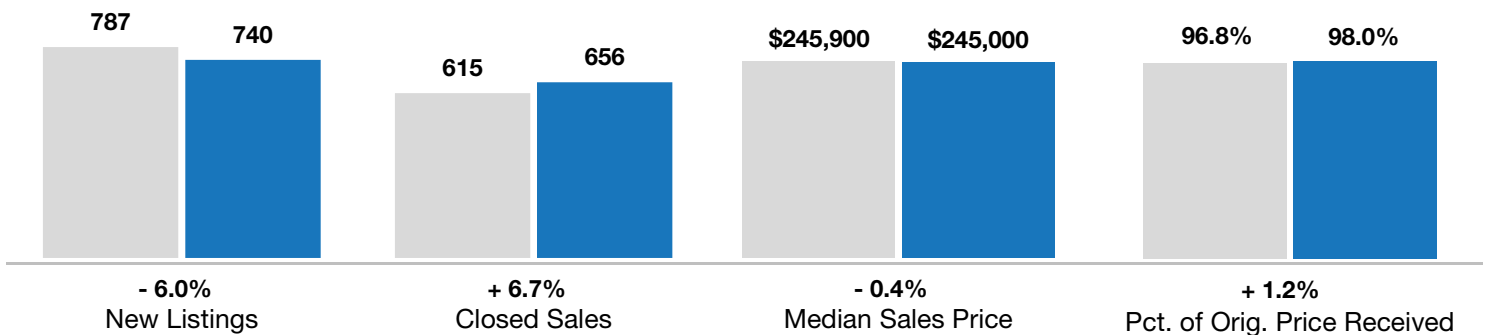
Hamilton County

Key Metrics	June			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	787	740	- 6.0%	4,525	3,900	- 13.8%
Closed Sales	615	656	+ 6.7%	3,178	2,930	- 7.8%
Median Sales Price	\$245,900	\$245,000	- 0.4%	\$225,500	\$245,000	+ 8.6%
Pct. of Orig. Price Received	96.8%	98.0%	+ 1.2%	96.3%	97.2%	+ 0.9%
Days on Market Until Sale	44	38	- 13.6%	49	49	0.0%
Inventory of Homes for Sale	1,737	958	- 44.8%	--	--	--
Months Supply of Inventory	3.3	1.6	- 51.5%	--	--	--

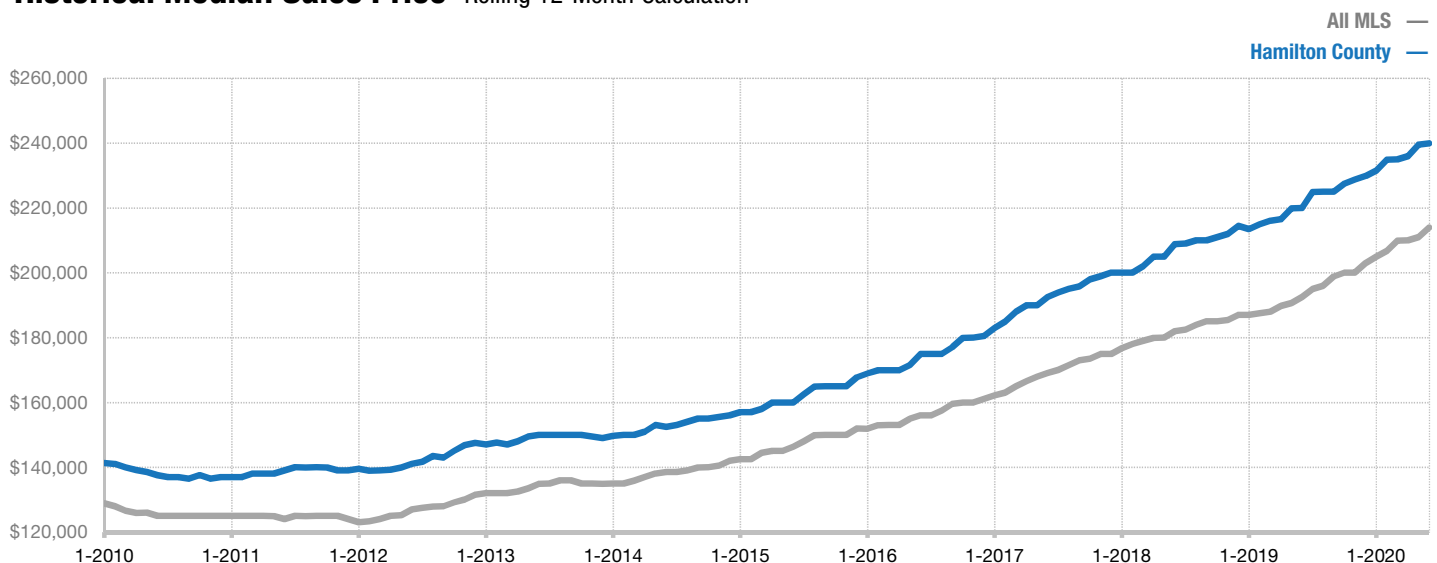
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

June

■ 2019 ■ 2020



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – June 2020

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER
CHATTANOOGA
REALTORS®

Harrison / Georgetown

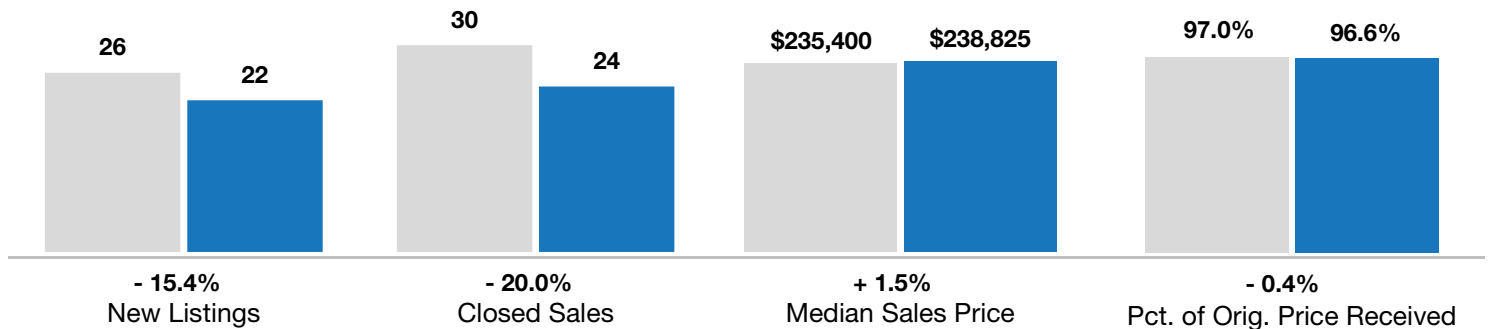
ZIP Codes: 37341 and 37308

Key Metrics	June			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	26	22	- 15.4%	206	157	- 23.8%
Closed Sales	30	24	- 20.0%	127	133	+ 4.7%
Median Sales Price	\$235,400	\$238,825	+ 1.5%	\$187,000	\$205,500	+ 9.9%
Pct. of Orig. Price Received	97.0%	96.6%	- 0.4%	96.8%	96.3%	- 0.5%
Days on Market Until Sale	46	60	+ 30.4%	37	63	+ 70.3%
Inventory of Homes for Sale	80	36	- 55.0%	--	--	--
Months Supply of Inventory	3.6	1.5	- 58.3%	--	--	--

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

June

■ 2019 ■ 2020



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – June 2020

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER
CHATTANOOGA
REALTORS®

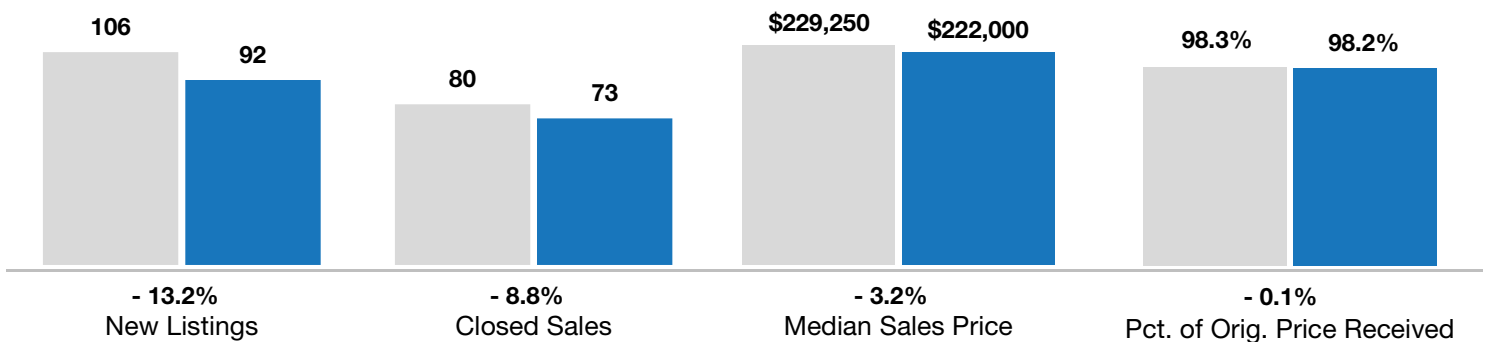
Hixson

Key Metrics	June			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	106	92	- 13.2%	487	473	- 2.9%
Closed Sales	80	73	- 8.8%	384	363	- 5.5%
Median Sales Price	\$229,250	\$222,000	- 3.2%	\$225,000	\$234,000	+ 4.0%
Pct. of Orig. Price Received	98.3%	98.2%	- 0.1%	97.6%	98.1%	+ 0.5%
Days on Market Until Sale	28	33	+ 17.9%	44	42	- 4.5%
Inventory of Homes for Sale	133	86	- 35.3%	--	--	--
Months Supply of Inventory	2.1	1.2	- 42.9%	--	--	--

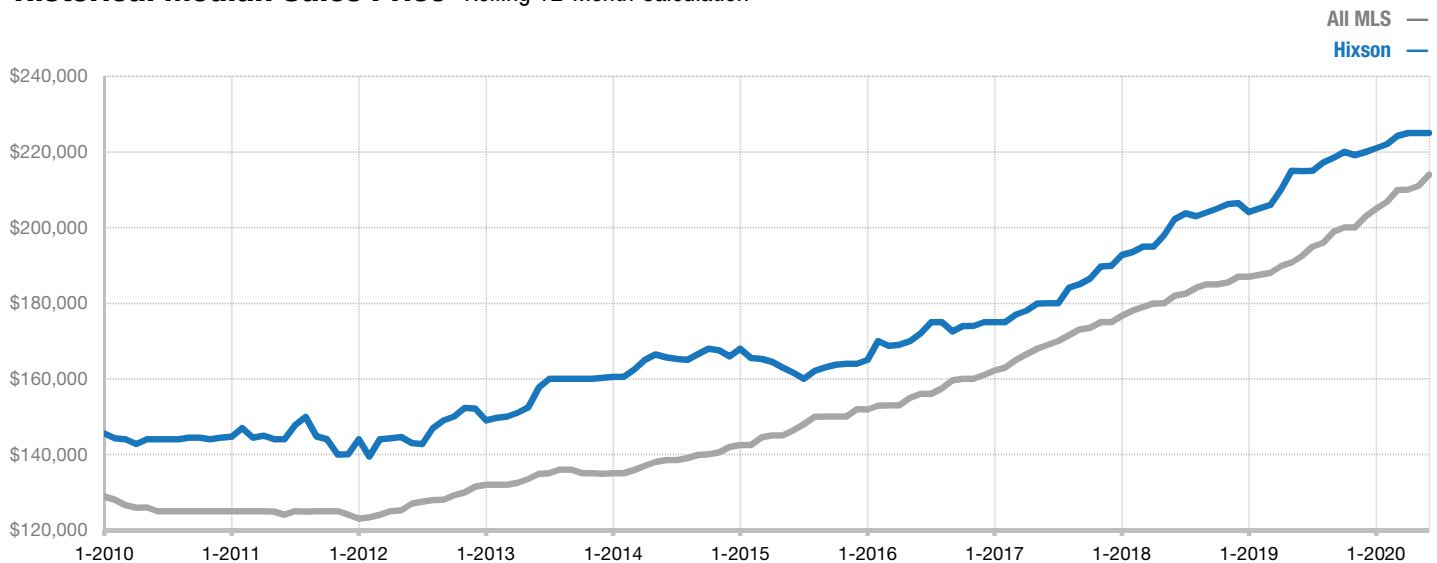
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

June

■ 2019 ■ 2020



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – June 2020

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER
CHATTANOOGA
REALTORS®

Lookout Mountain

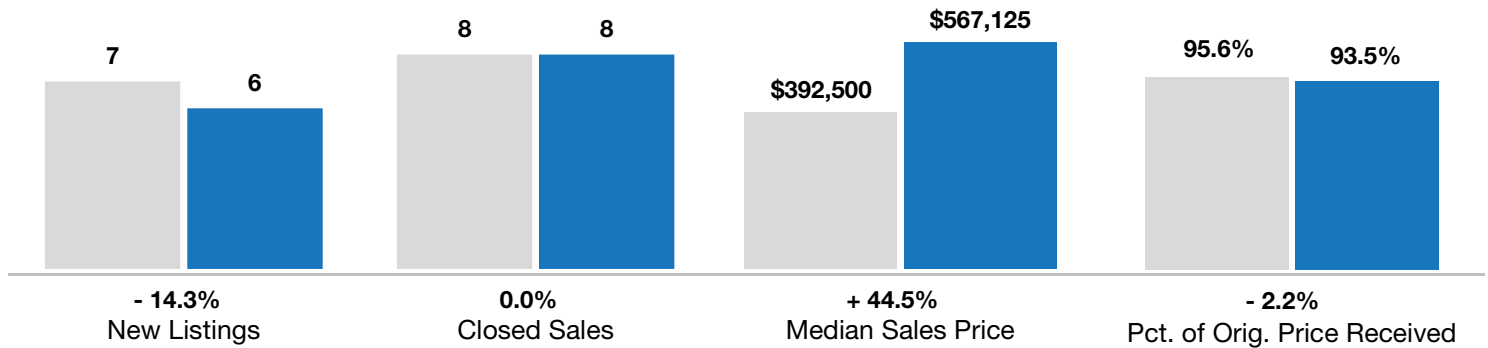
Hamilton County Only

Key Metrics	June			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	7	6	- 14.3%	46	25	- 45.7%
Closed Sales	8	8	0.0%	36	21	- 41.7%
Median Sales Price	\$392,500	\$567,125	+ 44.5%	\$501,250	\$600,000	+ 19.7%
Pct. of Orig. Price Received	95.6%	93.5%	- 2.2%	95.9%	96.0%	+ 0.1%
Days on Market Until Sale	31	74	+ 138.7%	39	63	+ 61.5%
Inventory of Homes for Sale	18	10	- 44.4%	--	--	--
Months Supply of Inventory	2.5	2.7	+ 8.0%	--	--	--

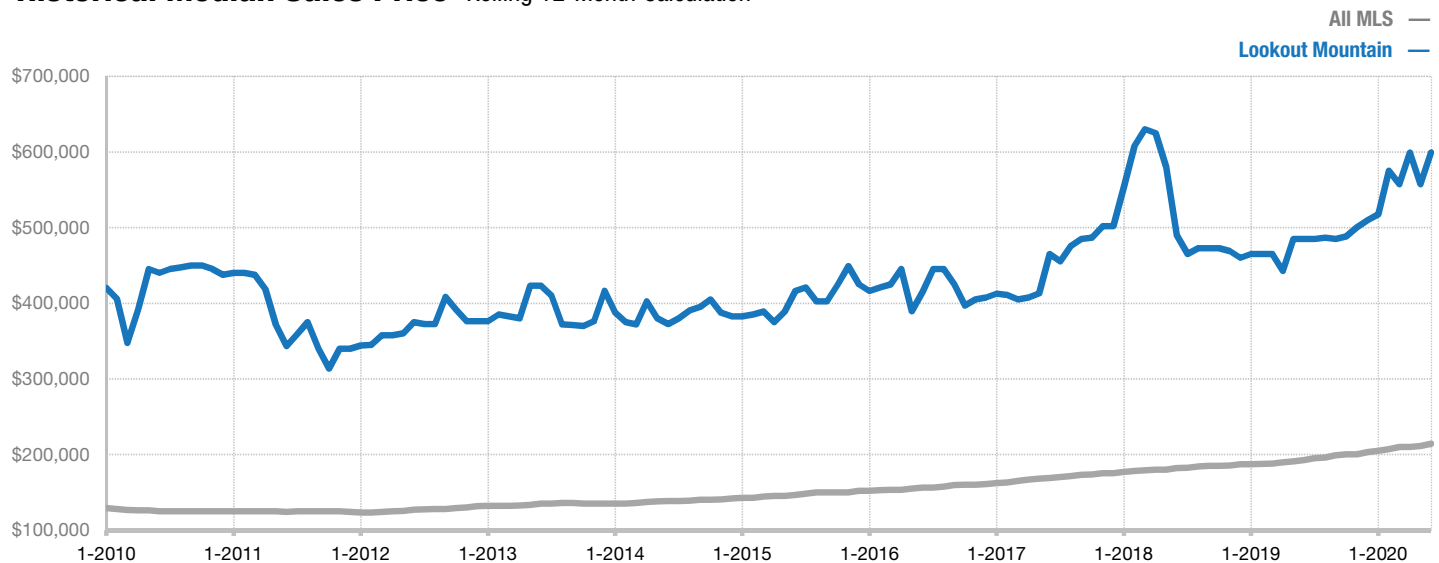
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

June

■ 2019 ■ 2020



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – June 2020

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER
CHATTANOOGA
REALTORS®

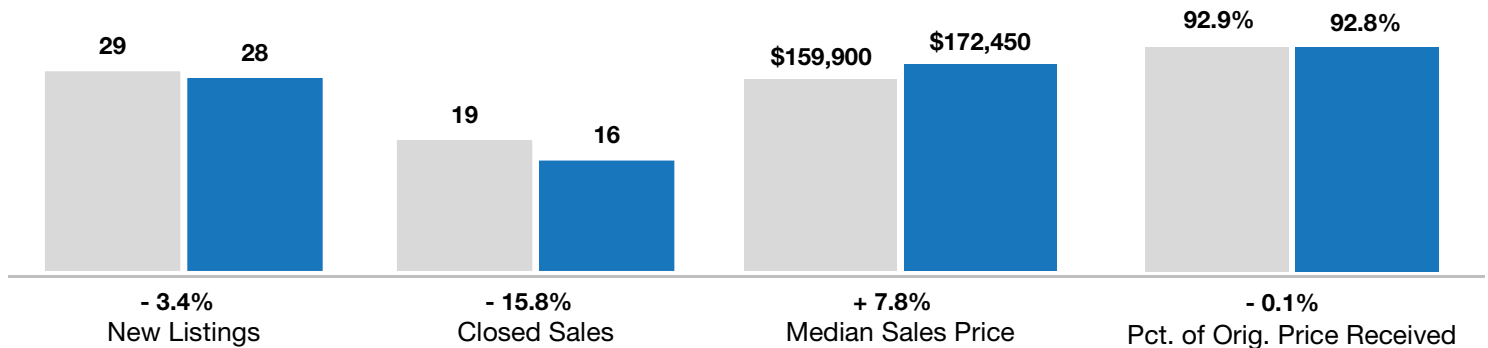
Marion County

Key Metrics	June			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	29	28	- 3.4%	148	125	- 15.5%
Closed Sales	19	16	- 15.8%	98	94	- 4.1%
Median Sales Price	\$159,900	\$172,450	+ 7.8%	\$136,500	\$165,000	+ 20.9%
Pct. of Orig. Price Received	92.9%	92.8%	- 0.1%	92.7%	95.0%	+ 2.5%
Days on Market Until Sale	102	98	- 3.9%	79	70	- 11.4%
Inventory of Homes for Sale	85	60	- 29.4%	--	--	--
Months Supply of Inventory	4.9	3.6	- 26.5%	--	--	--

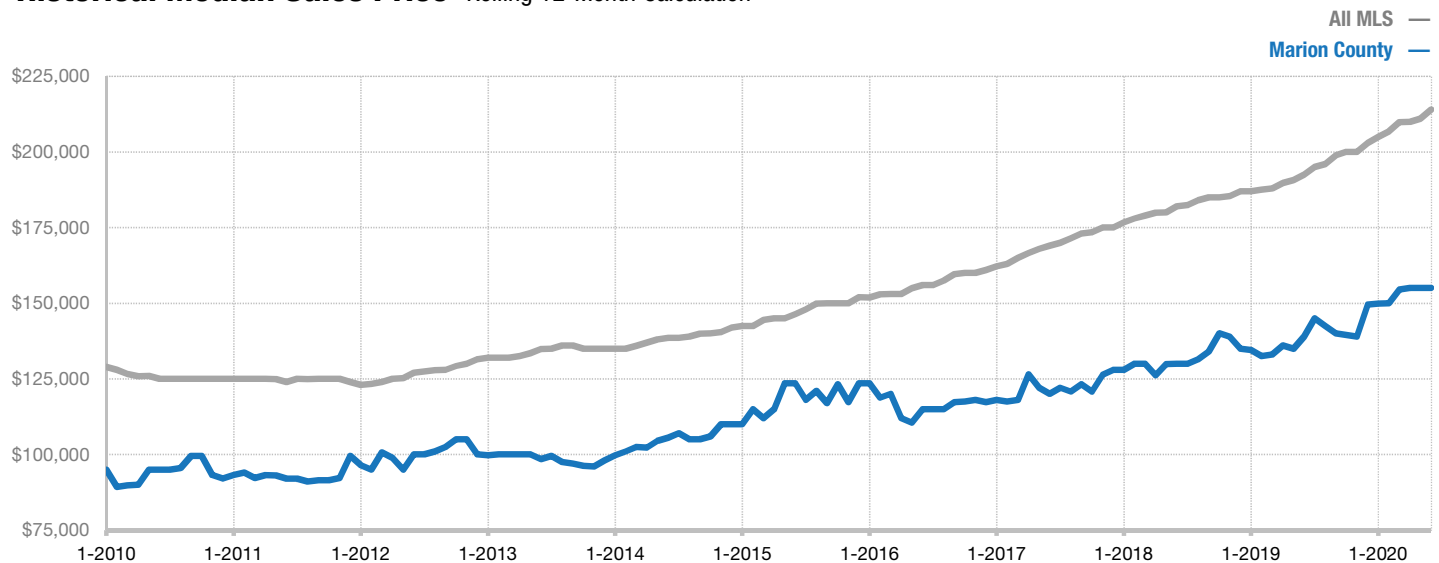
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

June

■ 2019 ■ 2020



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – June 2020

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER
CHATTANOOGA
REALTORS®

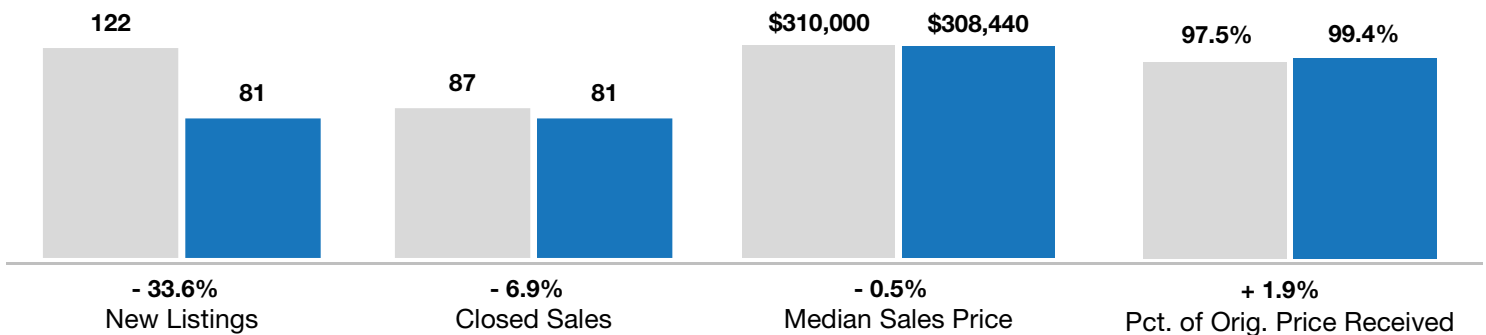
Ooltewah

Key Metrics	June			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	122	81	- 33.6%	621	515	- 17.1%
Closed Sales	87	81	- 6.9%	450	400	- 11.1%
Median Sales Price	\$310,000	\$308,440	- 0.5%	\$308,000	\$309,000	+ 0.3%
Pct. of Orig. Price Received	97.5%	99.4%	+ 1.9%	98.0%	97.8%	- 0.2%
Days on Market Until Sale	71	56	- 21.1%	62	67	+ 8.1%
Inventory of Homes for Sale	260	143	- 45.0%	--	--	--
Months Supply of Inventory	3.7	1.8	- 51.4%	--	--	--

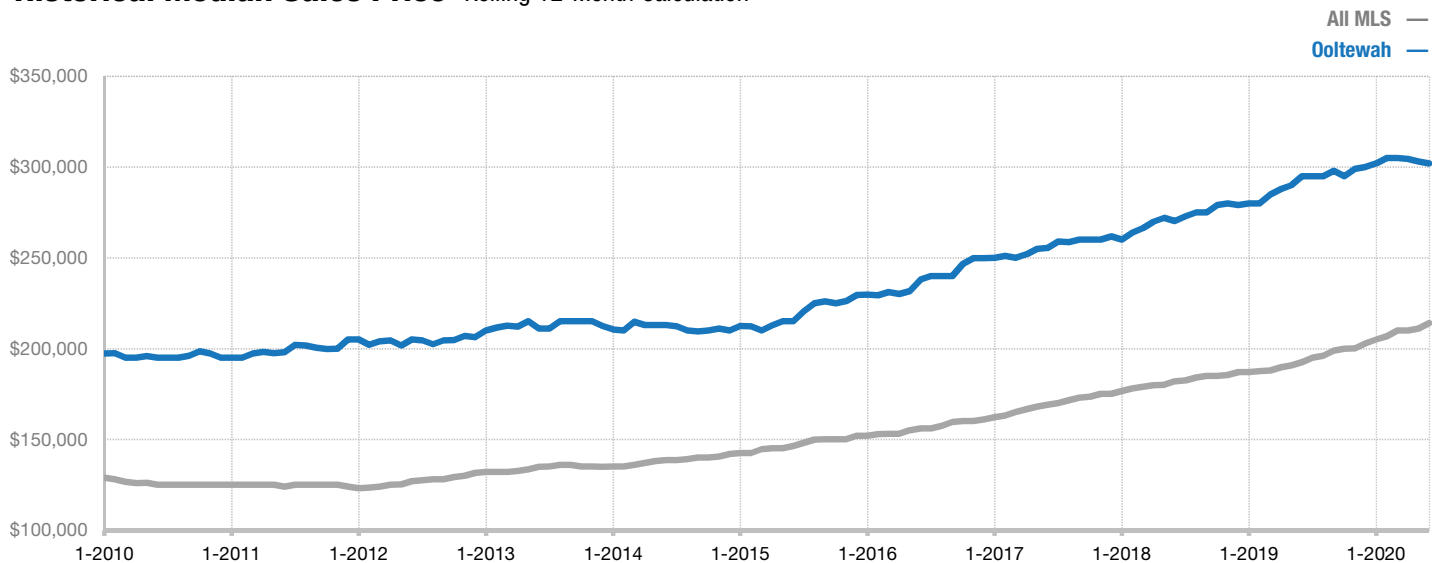
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

June

■ 2019 ■ 2020



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – June 2020

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER
CHATTANOOGA
REALTORS®

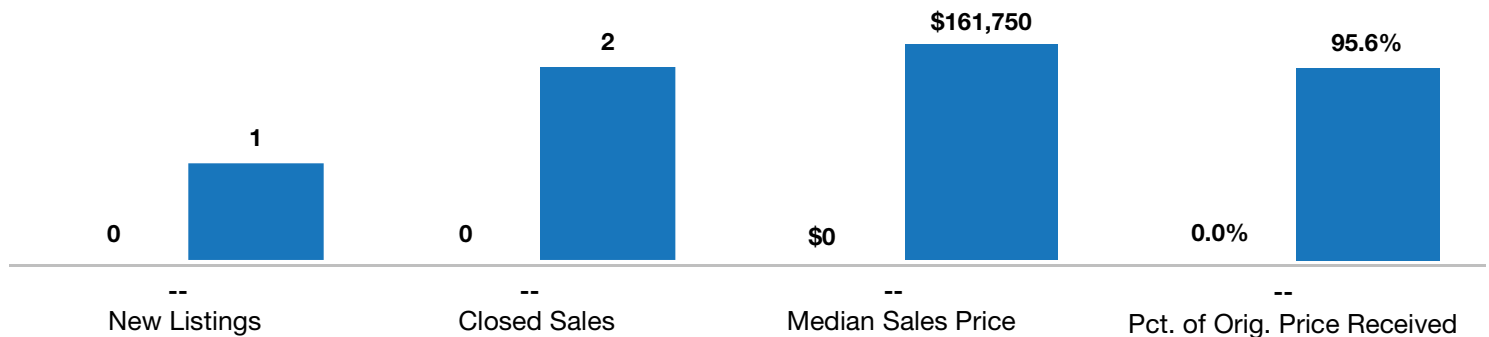
Red Bank

Key Metrics	June			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	0	1	--	4	4	0.0%
Closed Sales	0	2	--	3	8	+ 166.7%
Median Sales Price	\$0	\$161,750	--	\$230,000	\$217,200	- 5.6%
Pct. of Orig. Price Received	0	95.6%	--	90.4%	94.7%	+ 4.8%
Days on Market Until Sale	\$0	43	--	28	125	+ 346.4%
Inventory of Homes for Sale	3	2	- 33.3%	--	--	--
Months Supply of Inventory	2.4	0.9	- 62.5%	--	--	--

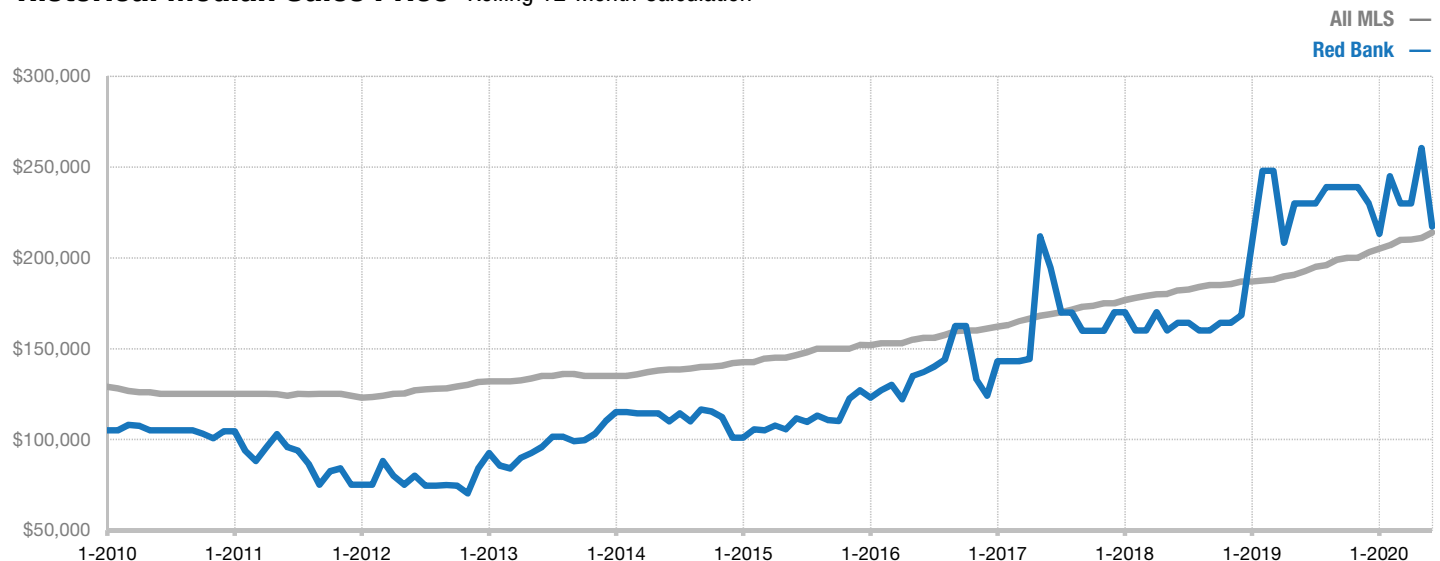
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

June

■ 2019 ■ 2020



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – June 2020

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER
CHATTANOOGA
REALTORS®

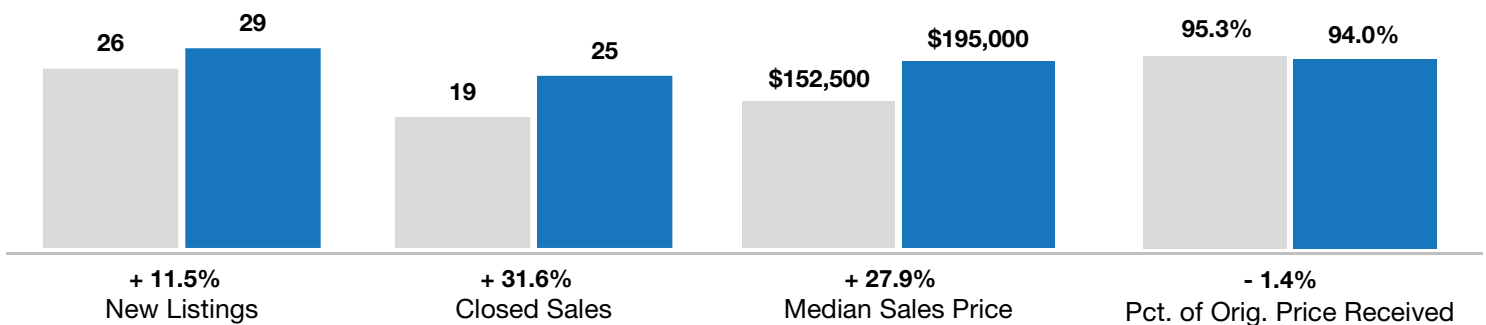
Rhea County

Key Metrics	June			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	26	29	+ 11.5%	168	141	- 16.1%
Closed Sales	19	25	+ 31.6%	113	110	- 2.7%
Median Sales Price	\$152,500	\$195,000	+ 27.9%	\$155,000	\$186,000	+ 20.0%
Pct. of Orig. Price Received	95.3%	94.0%	- 1.4%	94.4%	95.1%	+ 0.7%
Days on Market Until Sale	30	83	+ 176.7%	67	70	+ 4.5%
Inventory of Homes for Sale	100	57	- 43.0%	--	--	--
Months Supply of Inventory	5.3	2.6	- 50.9%	--	--	--

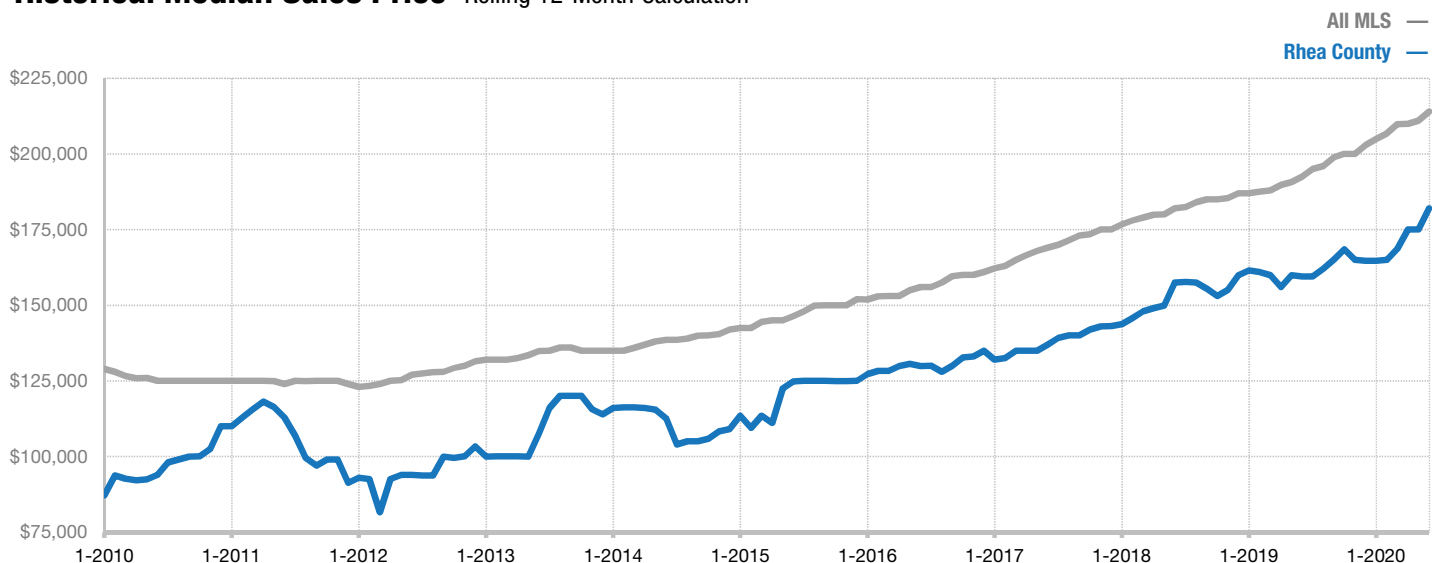
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

June

■ 2019 ■ 2020



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – June 2020

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER
CHATTANOOGA
REALTORS®

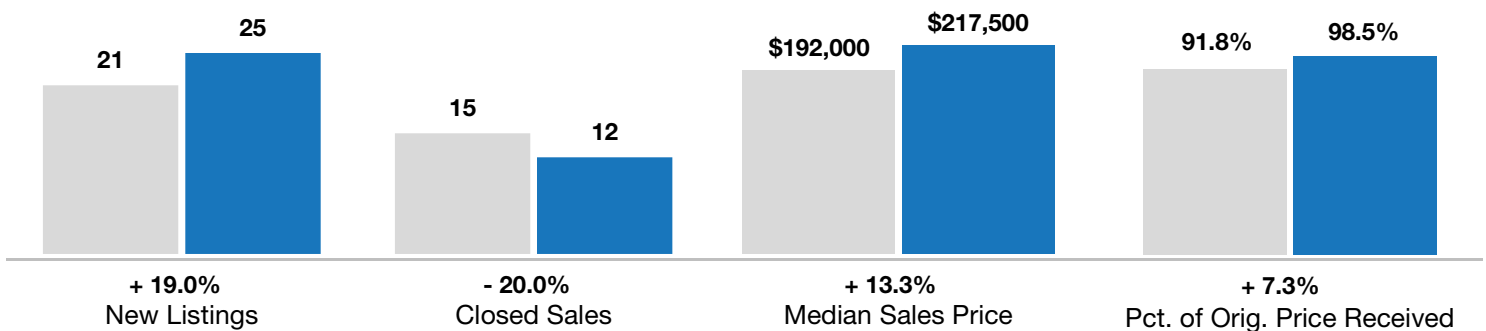
Sequatchie County

Key Metrics	June			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	21	25	+ 19.0%	111	105	- 5.4%
Closed Sales	15	12	- 20.0%	66	80	+ 21.2%
Median Sales Price	\$192,000	\$217,500	+ 13.3%	\$172,250	\$199,900	+ 16.1%
Pct. of Orig. Price Received	91.8%	98.5%	+ 7.3%	94.9%	94.7%	- 0.2%
Days on Market Until Sale	87	20	- 77.0%	59	67	+ 13.6%
Inventory of Homes for Sale	58	37	- 36.2%	--	--	--
Months Supply of Inventory	4.9	2.9	- 40.8%	--	--	--

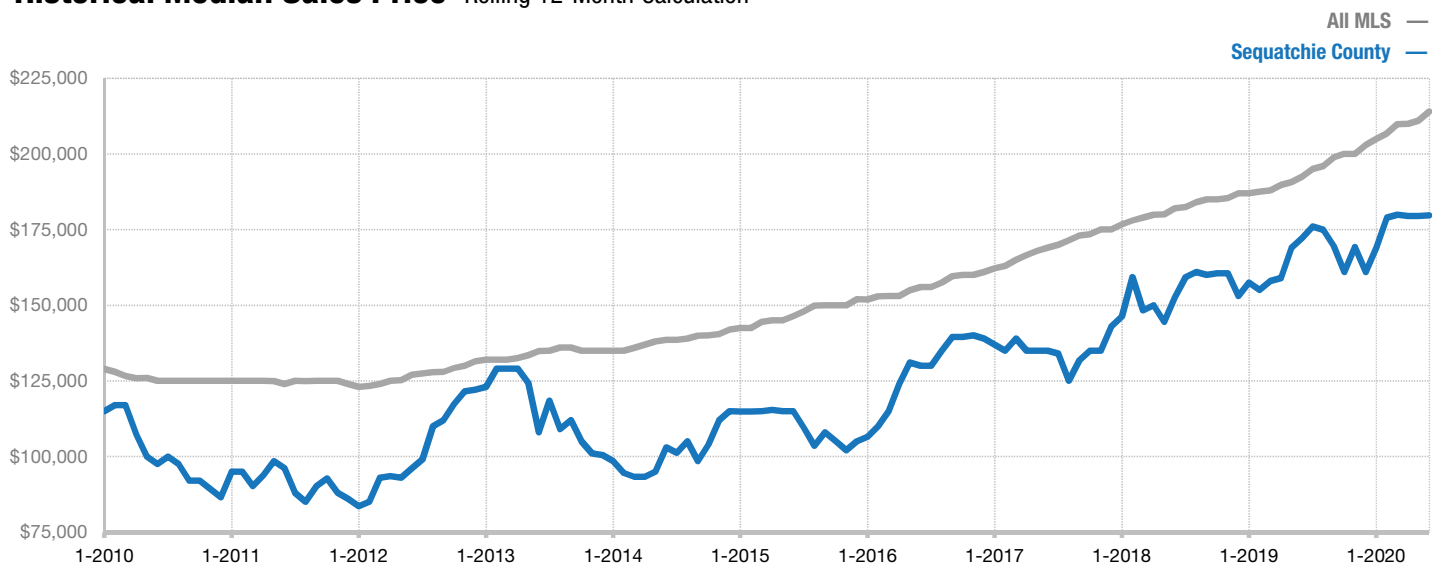
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

June

■ 2019 ■ 2020



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – June 2020

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER
CHATTANOOGA
REALTORS®

Signal Mountain

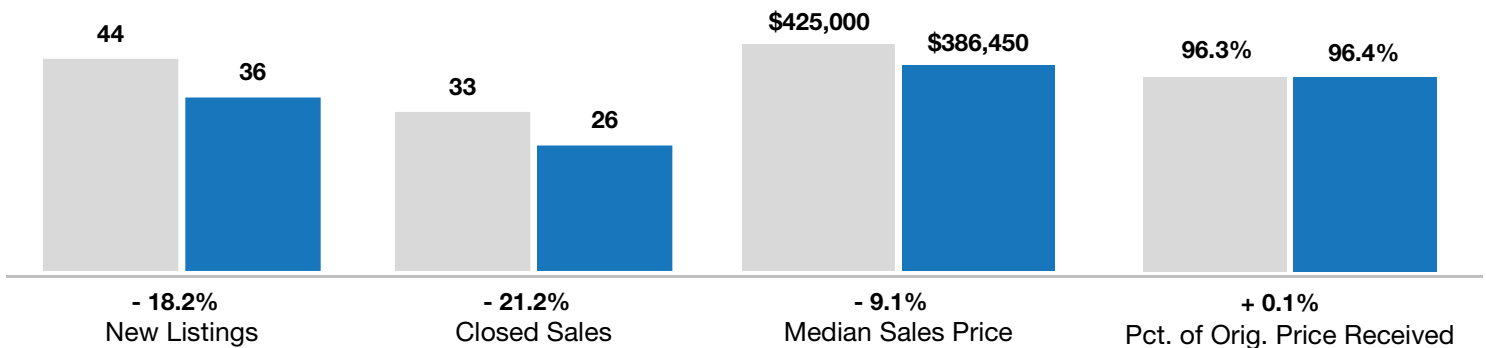
Hamilton County Only

Key Metrics	June			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	44	36	- 18.2%	233	177	- 24.0%
Closed Sales	33	26	- 21.2%	138	121	- 12.3%
Median Sales Price	\$425,000	\$386,450	- 9.1%	\$377,925	\$382,000	+ 1.1%
Pct. of Orig. Price Received	96.3%	96.4%	+ 0.1%	95.9%	95.9%	0.0%
Days on Market Until Sale	44	28	- 36.4%	53	53	0.0%
Inventory of Homes for Sale	111	54	- 51.4%	--	--	--
Months Supply of Inventory	5.0	2.2	- 56.0%	--	--	--

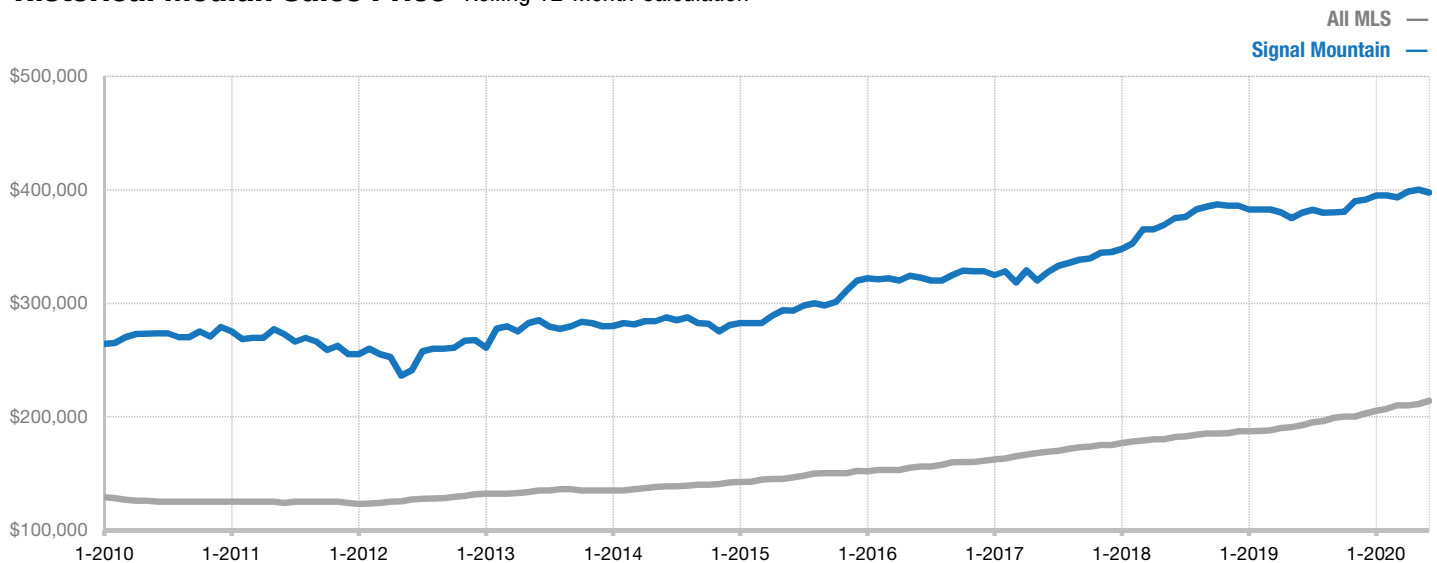
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

June

■ 2019 ■ 2020



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – June 2020

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER
CHATTANOOGA
REALTORS®

St. Elmo / High Park / Avondale

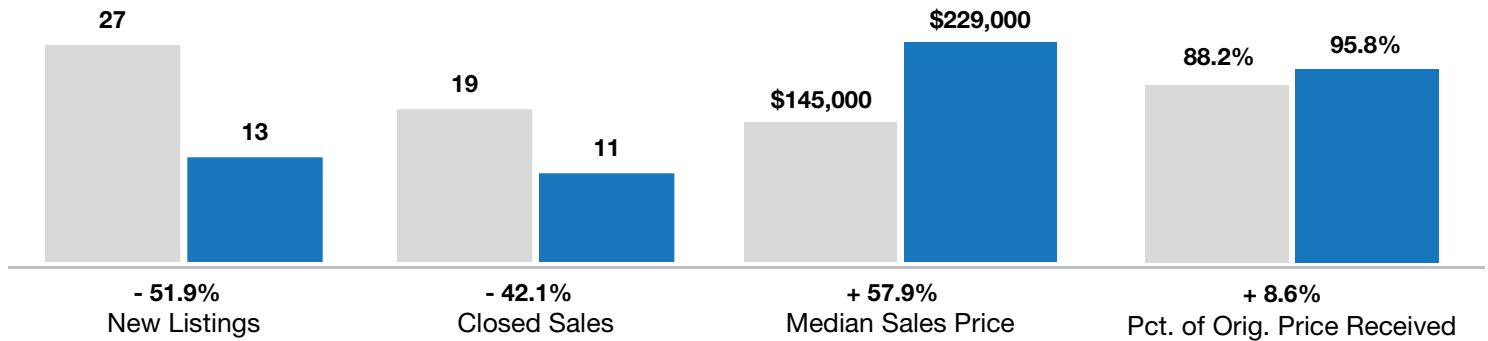
ZIP Codes: 37407, 37409 and 37410

Key Metrics	June			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	27	13	- 51.9%	142	96	- 32.4%
Closed Sales	19	11	- 42.1%	89	70	- 21.3%
Median Sales Price	\$145,000	\$229,000	+ 57.9%	\$89,000	\$206,850	+ 132.4%
Pct. of Orig. Price Received	88.2%	95.8%	+ 8.6%	91.4%	93.6%	+ 2.4%
Days on Market Until Sale	53	29	- 45.3%	44	32	- 27.3%
Inventory of Homes for Sale	57	20	- 64.9%	--	--	--
Months Supply of Inventory	4.0	1.4	- 65.0%	--	--	--

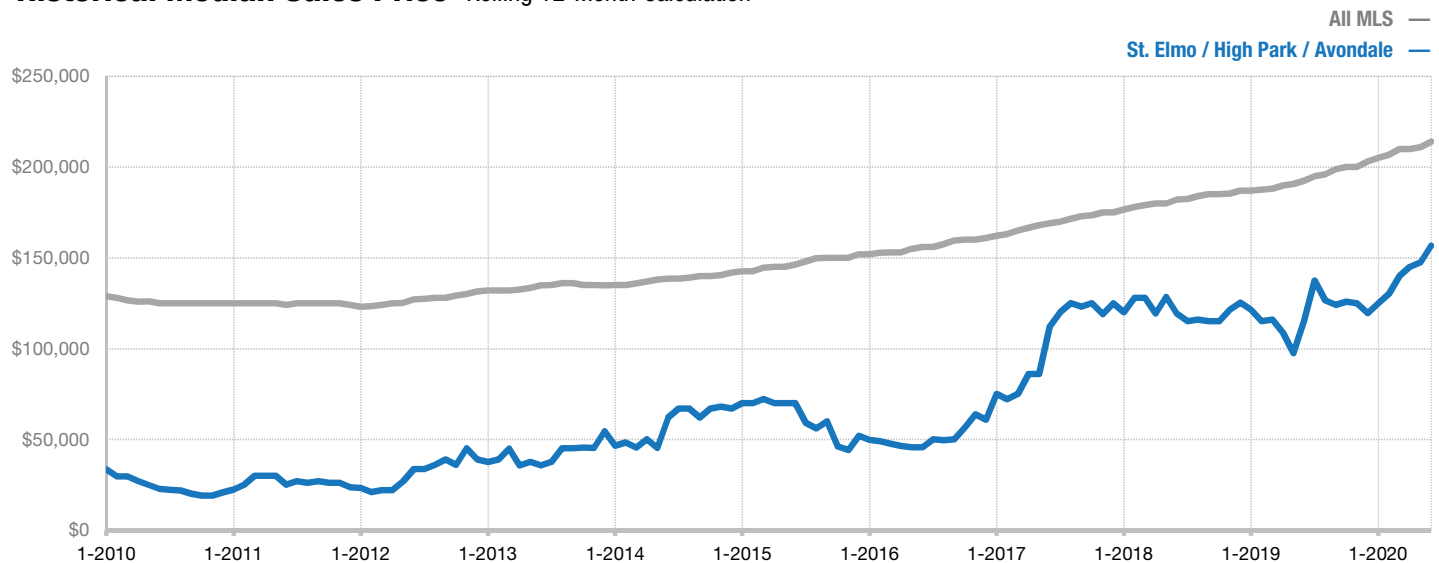
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

June

■ 2019 ■ 2020



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – June 2020

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER
CHATTANOOGA
REALTORS®

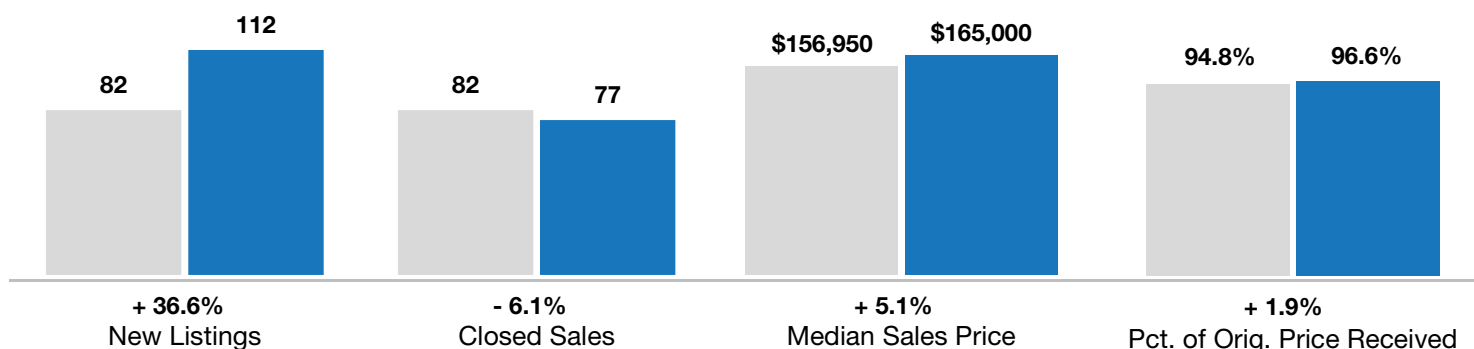
Walker County

Key Metrics	June			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	82	112	+ 36.6%	569	510	- 10.4%
Closed Sales	82	77	- 6.1%	412	390	- 5.3%
Median Sales Price	\$156,950	\$165,000	+ 5.1%	\$144,950	\$151,650	+ 4.6%
Pct. of Orig. Price Received	94.8%	96.6%	+ 1.9%	94.9%	95.4%	+ 0.5%
Days on Market Until Sale	48	28	- 41.7%	56	48	- 14.3%
Inventory of Homes for Sale	234	131	- 44.0%	--	--	--
Months Supply of Inventory	3.5	1.8	- 48.6%	--	--	--

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

June

■ 2019 ■ 2020



Historical Median Sales Price Rolling 12-Month Calculation

