

# Local Market Update – June 2021

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER  
CHATTANOOGA  
REALTORS®

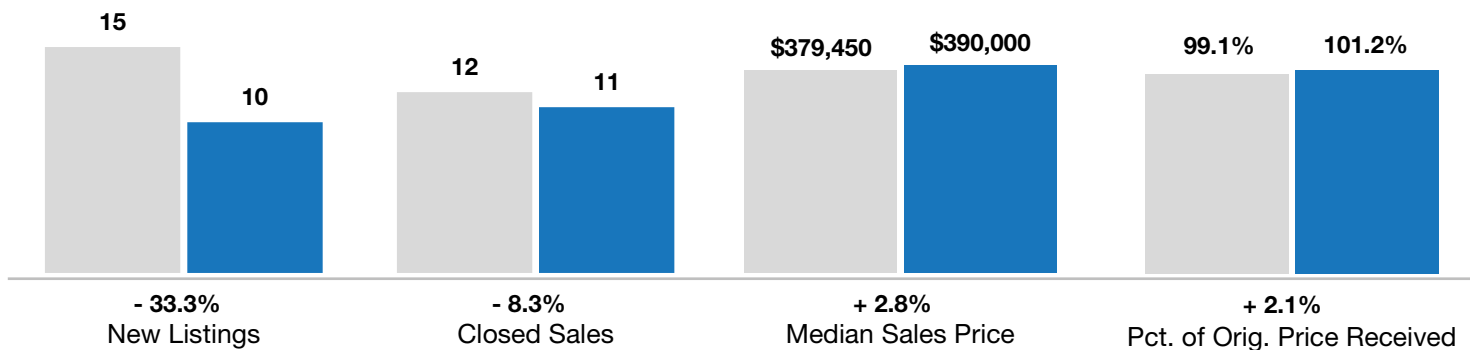
## Apison

Key Metrics	June			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	15	10	- 33.3%	82	61	- 25.6%
Closed Sales	12	11	- 8.3%	56	74	+ 32.1%
Median Sales Price	\$379,450	\$390,000	+ 2.8%	\$339,963	\$391,873	+ 15.3%
Pct. of Orig. Price Received	99.1%	101.2%	+ 2.1%	96.9%	98.9%	+ 2.1%
Days on Market Until Sale	152	33	- 78.3%	101	55	- 45.5%
Inventory of Homes for Sale	31	5	- 83.9%	--	--	--
Months Supply of Inventory	3.2	0.4	- 87.5%	--	--	--

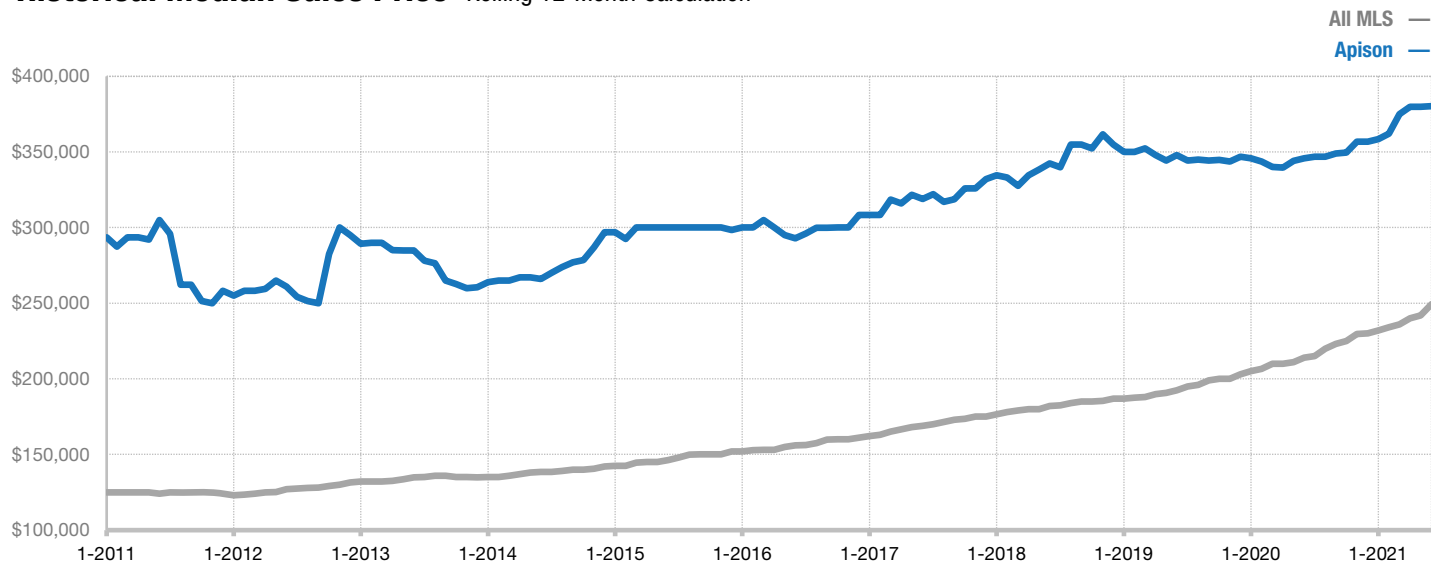
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### June

■ 2020 ■ 2021



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



# Local Market Update – June 2021

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER  
CHATTANOOGA  
REALTORS®

## Bakewell / Lakesite / Sale Creek / Soddy

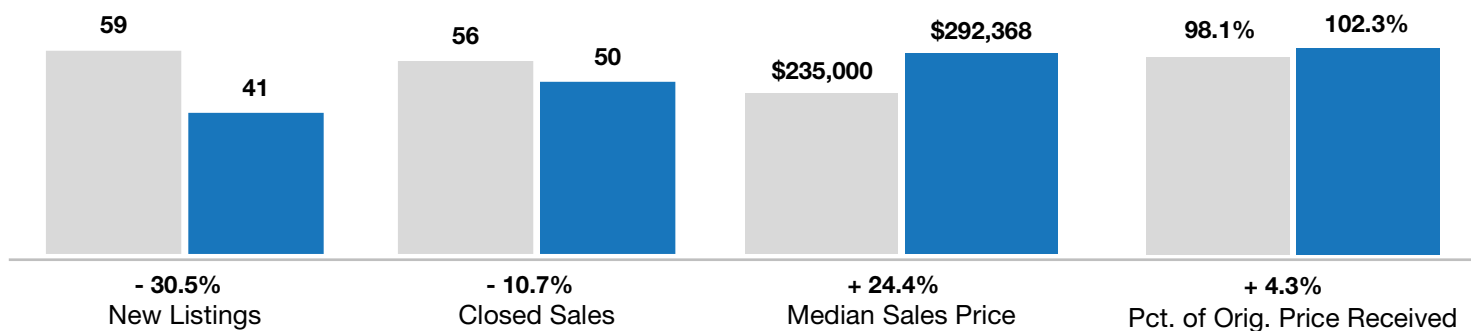
ZIP Codes: 37379 and 37384

Key Metrics	June			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	59	41	- 30.5%	302	263	- 12.9%
Closed Sales	56	50	- 10.7%	223	252	+ 13.0%
Median Sales Price	\$235,000	<b>\$292,368</b>	+ 24.4%	\$246,000	<b>\$285,000</b>	+ 15.9%
Pct. of Orig. Price Received	98.1%	<b>102.3%</b>	+ 4.3%	97.7%	<b>99.7%</b>	+ 2.0%
Days on Market Until Sale	36	8	- 77.8%	43	26	- 39.5%
Inventory of Homes for Sale	79	20	- 74.7%	--	--	--
Months Supply of Inventory	1.9	0.4	- 78.9%	--	--	--

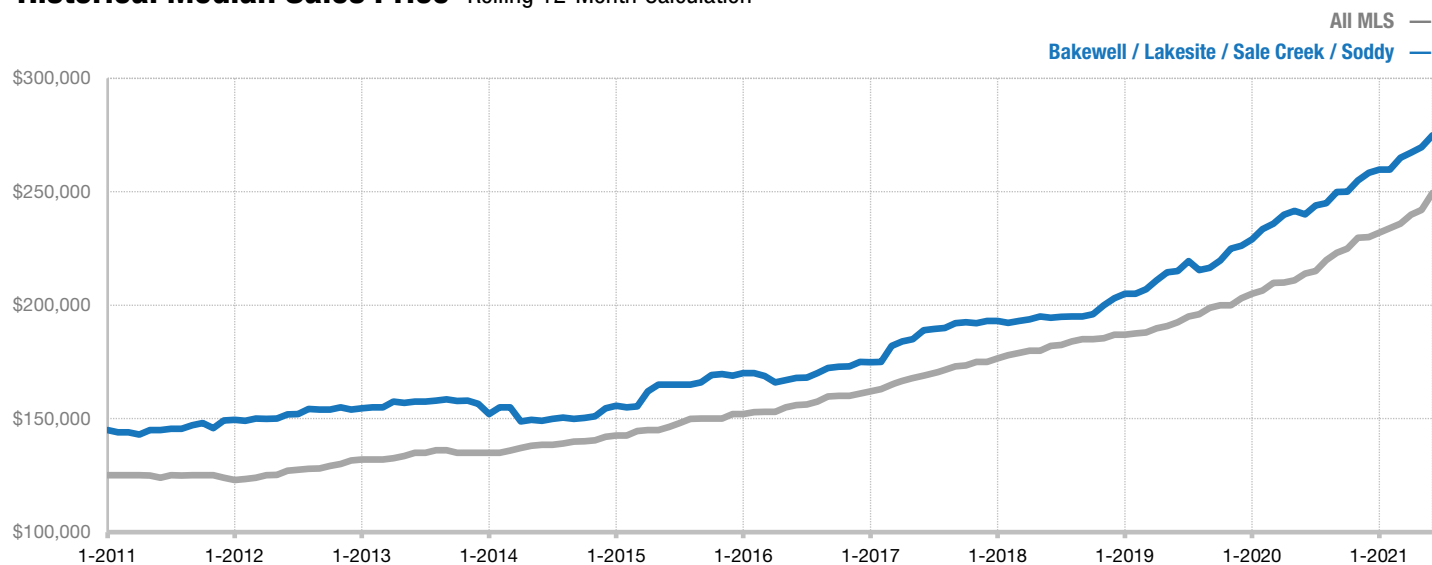
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### June

■ 2020 ■ 2021



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



# Local Market Update – June 2021

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER  
CHATTANOOGA  
REALTORS®

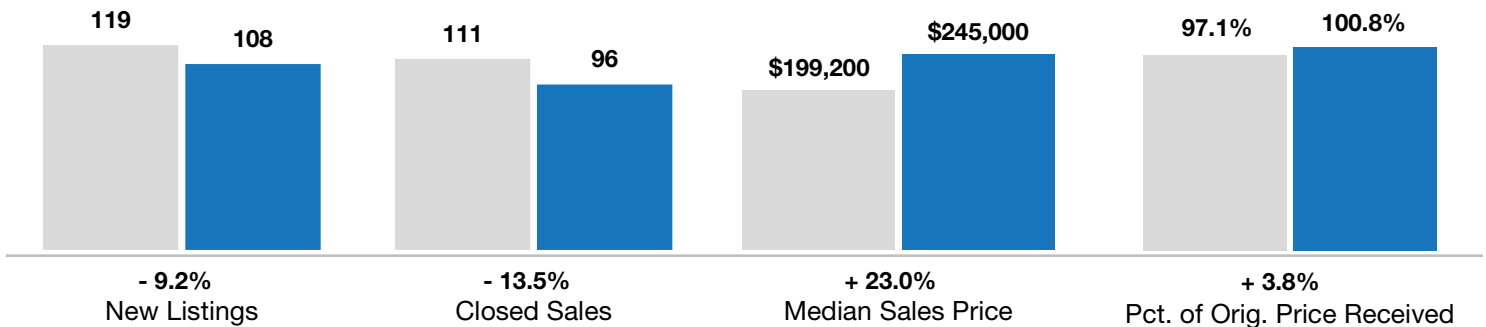
## Bradley County

Key Metrics	June			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	119	<b>108</b>	- 9.2%	642	<b>639</b>	- 0.5%
Closed Sales	111	<b>96</b>	- 13.5%	491	<b>533</b>	+ 8.6%
Median Sales Price	\$199,200	<b>\$245,000</b>	+ 23.0%	\$210,000	<b>\$237,900</b>	+ 13.3%
Pct. of Orig. Price Received	97.1%	<b>100.8%</b>	+ 3.8%	96.6%	<b>99.1%</b>	+ 2.6%
Days on Market Until Sale	46	<b>19</b>	- 58.7%	46	<b>26</b>	- 43.5%
Inventory of Homes for Sale	156	<b>77</b>	- 50.6%	--	--	--
Months Supply of Inventory	1.7	<b>0.8</b>	- 52.9%	--	--	--

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

### June

■ 2020 ■ 2021



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



# Local Market Update – June 2021

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER  
CHATTANOOGA  
REALTORS®

## Brainerd

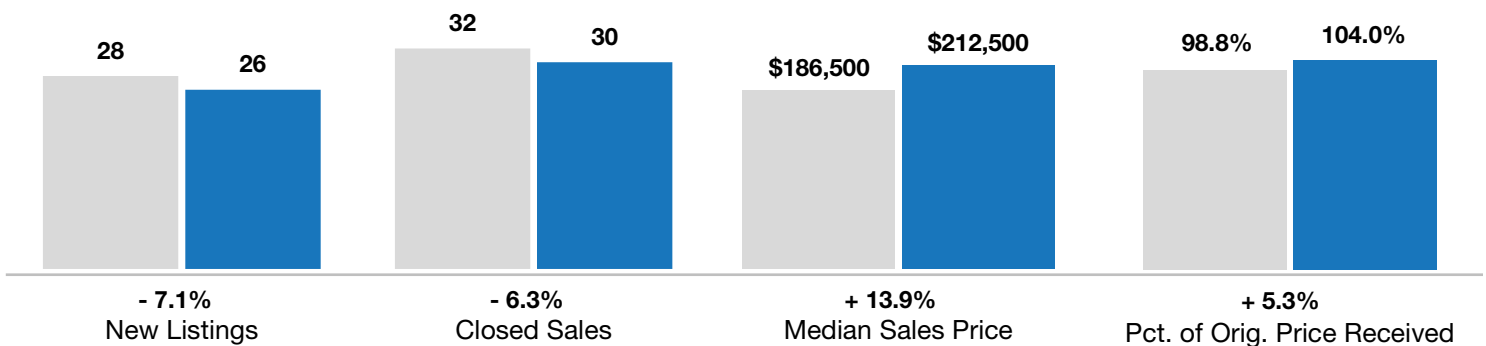
Includes the Ridgeside Community

Key Metrics	June			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	28	26	- 7.1%	170	165	- 2.9%
Closed Sales	32	30	- 6.3%	136	144	+ 5.9%
Median Sales Price	\$186,500	<b>\$212,500</b>	+ 13.9%	\$162,500	<b>\$185,500</b>	+ 14.2%
Pct. of Orig. Price Received	98.8%	<b>104.0%</b>	+ 5.3%	96.7%	<b>100.3%</b>	+ 3.7%
Days on Market Until Sale	16	10	- 37.5%	35	20	- 42.9%
Inventory of Homes for Sale	36	19	- 47.2%	--	--	--
Months Supply of Inventory	1.5	0.8	- 46.7%	--	--	--

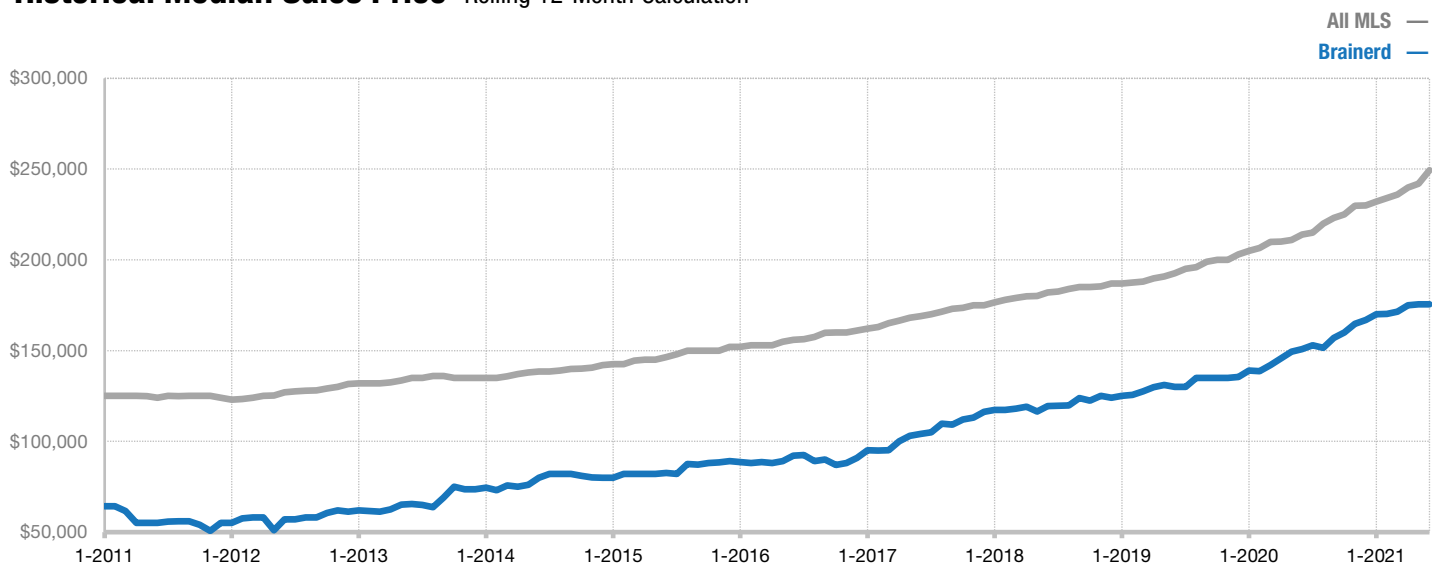
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### June

■ 2020 ■ 2021



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



# Local Market Update – June 2021

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER  
CHATTANOOGA  
REALTORS®

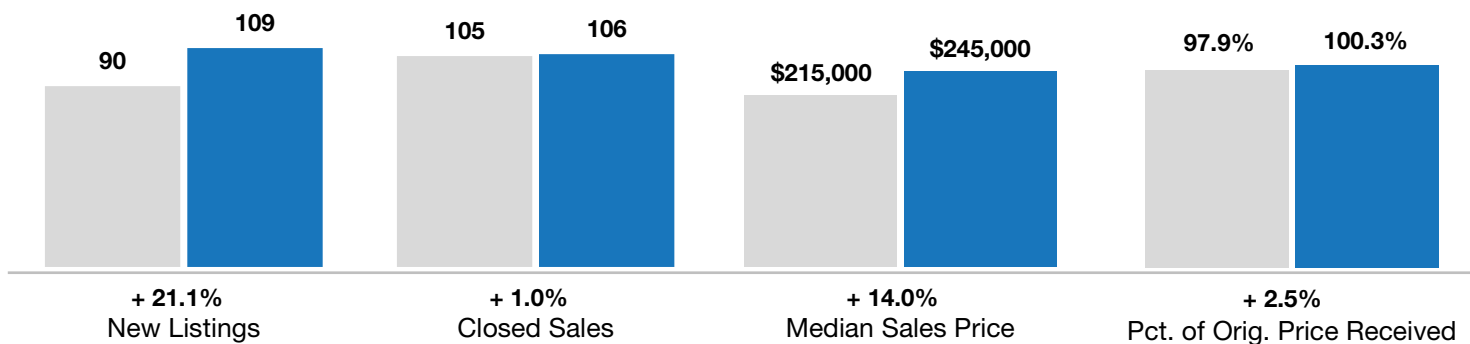
## Catoosa County

Key Metrics	June			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	90	<b>109</b>	+ 21.1%	626	<b>554</b>	- 11.5%
Closed Sales	105	<b>106</b>	+ 1.0%	493	<b>510</b>	+ 3.4%
Median Sales Price	\$215,000	<b>\$245,000</b>	+ 14.0%	\$205,000	<b>\$220,000</b>	+ 7.3%
Pct. of Orig. Price Received	97.9%	<b>100.3%</b>	+ 2.5%	97.3%	<b>99.3%</b>	+ 2.1%
Days on Market Until Sale	47	<b>20</b>	- 57.4%	46	<b>23</b>	- 50.0%
Inventory of Homes for Sale	129	<b>65</b>	- 49.6%	--	--	--
Months Supply of Inventory	1.5	<b>0.7</b>	- 53.3%	--	--	--

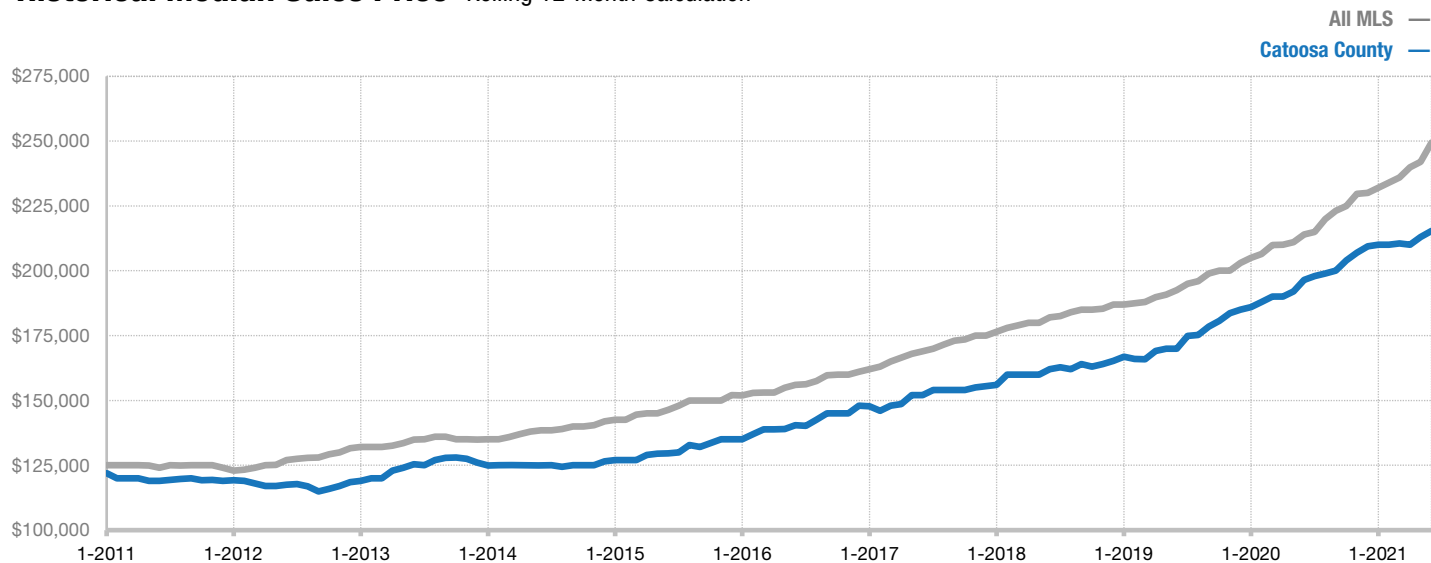
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### June

■ 2020 ■ 2021



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



# Local Market Update – June 2021

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER  
CHATTANOOGA  
REALTORS®

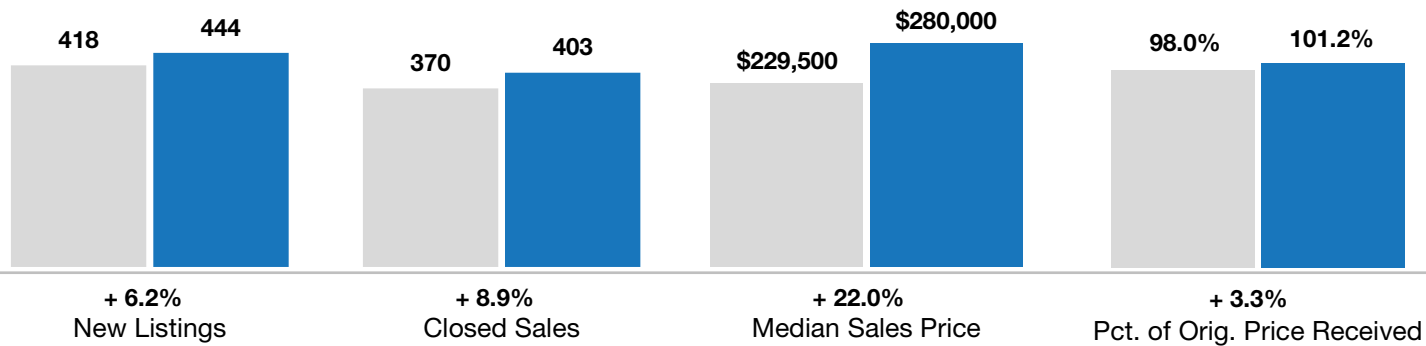
## Chattanooga

Key Metrics	June			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	418	<b>444</b>	+ 6.2%	2,134	<b>2,294</b>	+ 7.5%
Closed Sales	370	<b>403</b>	+ 8.9%	1,594	<b>1,915</b>	+ 20.1%
Median Sales Price	\$229,500	<b>\$280,000</b>	+ 22.0%	\$220,000	<b>\$256,000</b>	+ 16.4%
Pct. of Orig. Price Received	98.0%	<b>101.2%</b>	+ 3.3%	97.0%	<b>99.7%</b>	+ 2.8%
Days on Market Until Sale	31	<b>14</b>	- 54.8%	43	<b>24</b>	- 44.2%
Inventory of Homes for Sale	626	<b>318</b>	- 49.2%	--	--	--
Months Supply of Inventory	2.0	<b>0.9</b>	- 55.0%	--	--	--

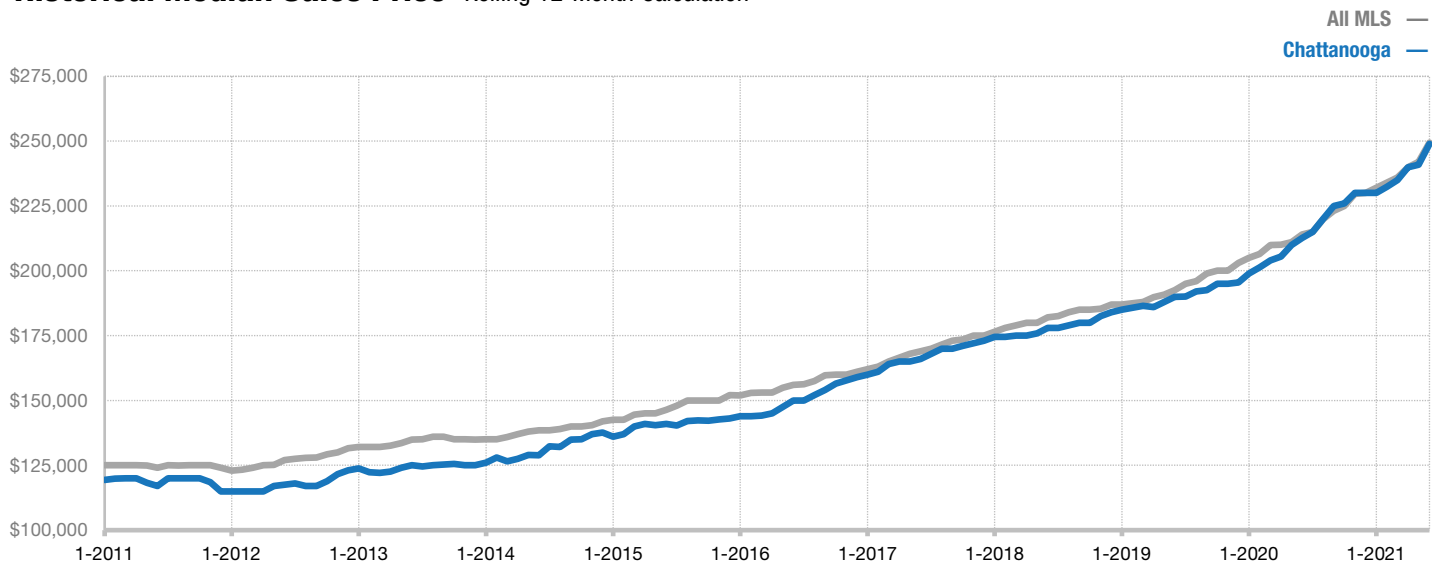
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### June

■ 2020 ■ 2021



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



# Local Market Update – June 2021

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER  
CHATTANOOGA  
REALTORS®

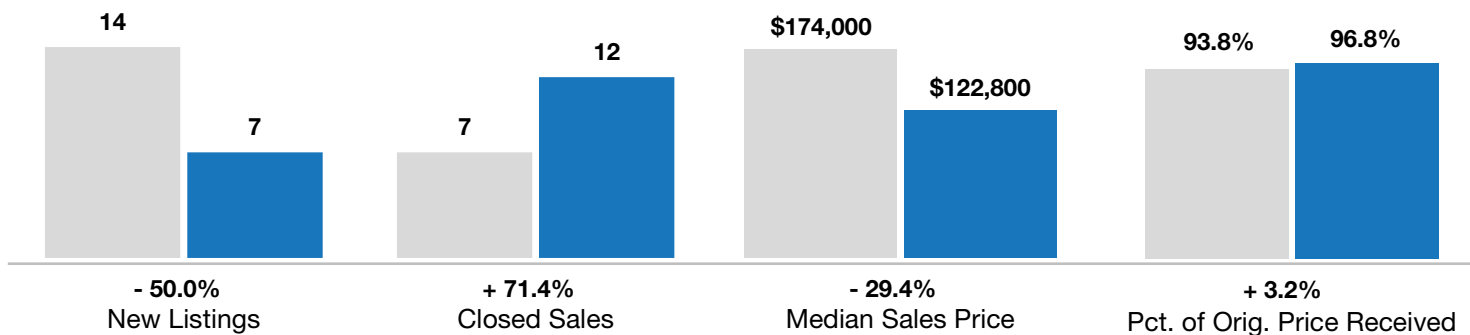
## Chattooga County

Key Metrics	June			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	14	7	- 50.0%	58	51	- 12.1%
Closed Sales	7	12	+ 71.4%	41	48	+ 17.1%
Median Sales Price	\$174,000	<b>\$122,800</b>	- 29.4%	\$112,000	<b>\$124,750</b>	+ 11.4%
Pct. of Orig. Price Received	93.8%	<b>96.8%</b>	+ 3.2%	93.0%	<b>96.7%</b>	+ 4.0%
Days on Market Until Sale	57	13	- 77.2%	55	14	- 74.5%
Inventory of Homes for Sale	17	5	- 70.6%	--	--	--
Months Supply of Inventory	2.4	0.6	- 75.0%	--	--	--

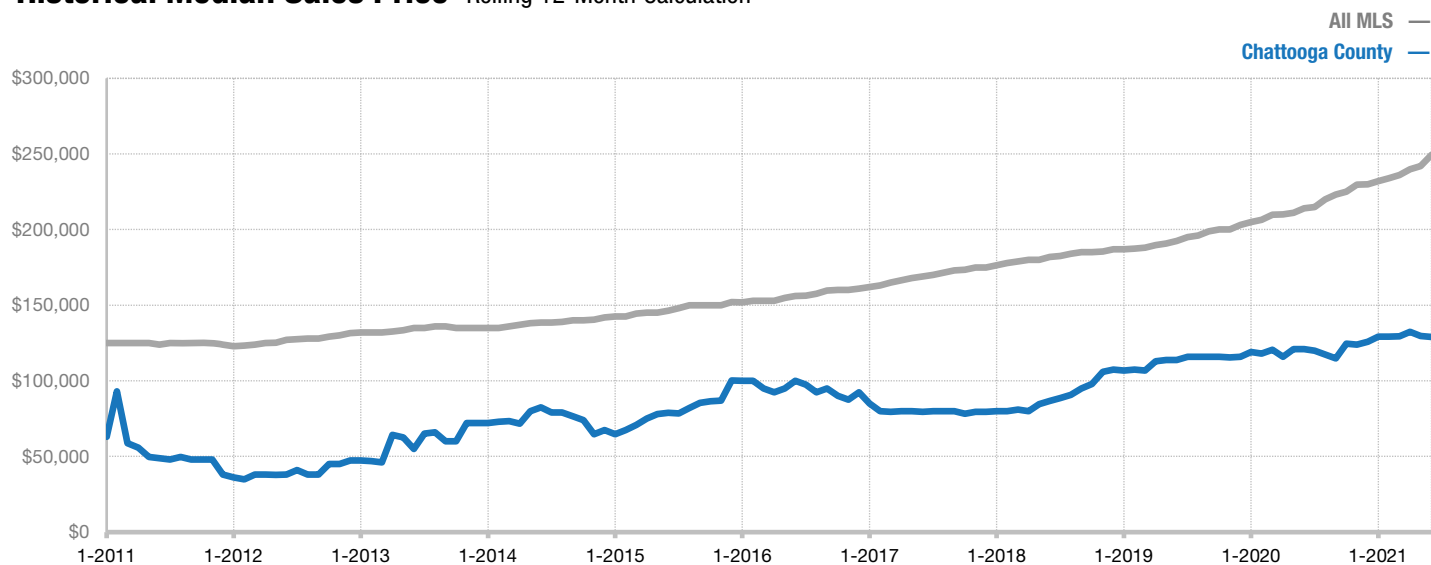
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### June

■ 2020 ■ 2021



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



# Local Market Update – June 2021

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER  
CHATTANOOGA  
REALTORS®

## Collegedale

Key Metrics	June			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	0	0	--	2	4	+ 100.0%
Closed Sales	0	0	--	0	1	--
Median Sales Price	\$0	\$0	--	\$0	\$379,900	--
Pct. of Orig. Price Received	0.0%	0.0%	--	0	108.6%	--
Days on Market Until Sale	0	0	--	0	2	--
Inventory of Homes for Sale	2	1	- 50.0%	--	--	--
Months Supply of Inventory	2.0	0	- 100.0%	--	--	--

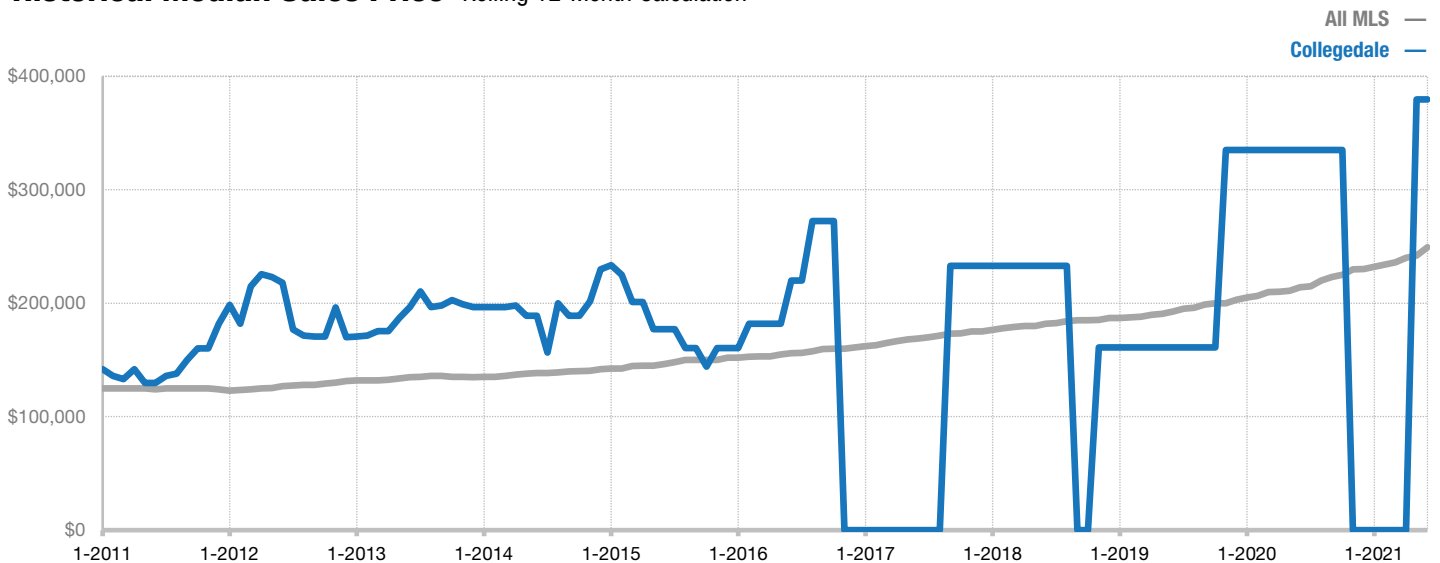
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### June

■ 2020 ■ 2021



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





# Local Market Update – June 2021

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER  
CHATTANOOGA  
REALTORS®

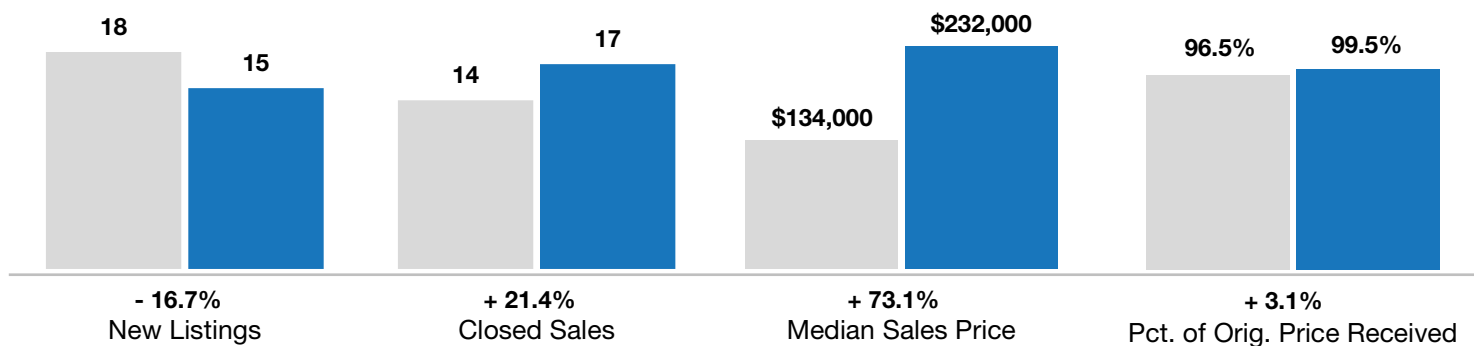
## Dade County

Key Metrics	June			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	18	15	- 16.7%	109	106	- 2.8%
Closed Sales	14	17	+ 21.4%	56	90	+ 60.7%
Median Sales Price	\$134,000	<b>\$232,000</b>	+ 73.1%	\$162,000	<b>\$196,950</b>	+ 21.6%
Pct. of Orig. Price Received	96.5%	<b>99.5%</b>	+ 3.1%	95.2%	<b>97.0%</b>	+ 1.9%
Days on Market Until Sale	48	11	- 77.1%	55	49	- 10.9%
Inventory of Homes for Sale	66	31	- 53.0%	--	--	--
Months Supply of Inventory	5.3	1.7	- 67.9%	--	--	--

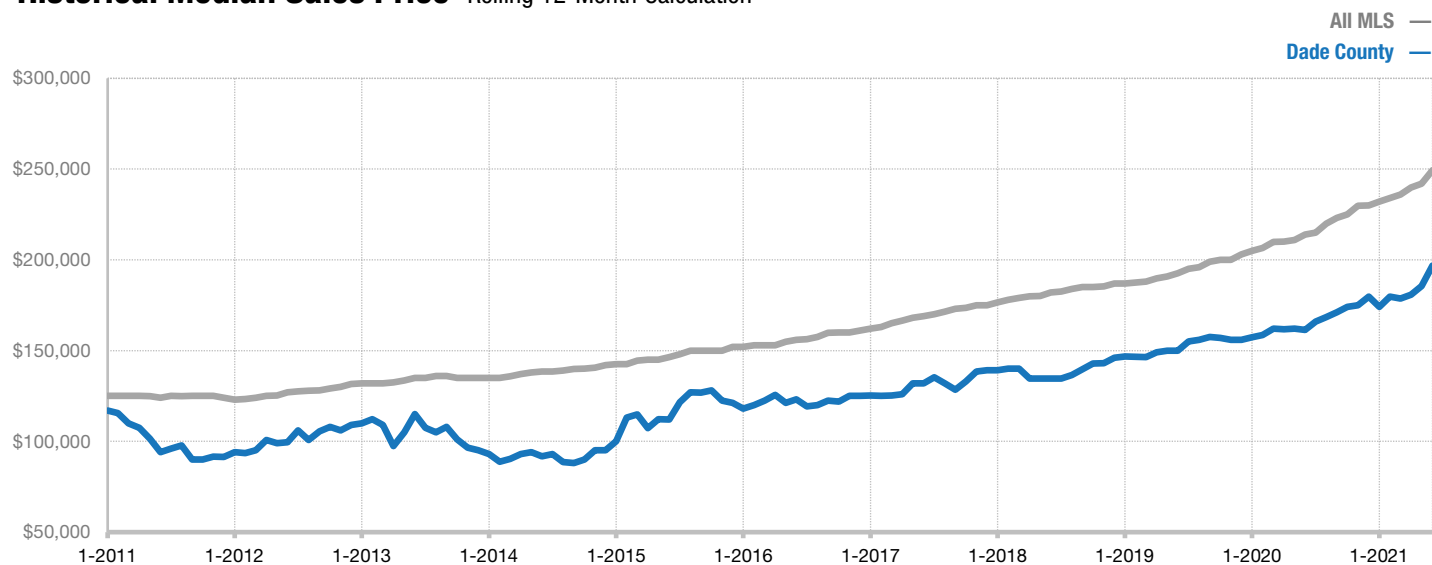
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### June

■ 2020 ■ 2021



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



# Local Market Update – June 2021

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER  
CHATTANOOGA  
REALTORS®

## Downtown Chattanooga

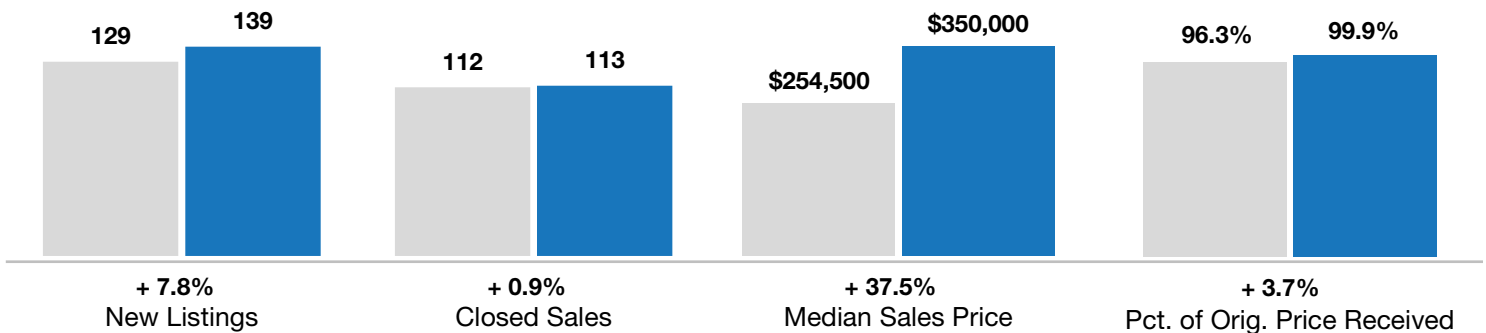
ZIP Codes: 37402, 37403, 37404, 37405, 37406, 37408 and 37450

Key Metrics	June			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	129	<b>139</b>	+ 7.8%	715	<b>723</b>	+ 1.1%
Closed Sales	112	<b>113</b>	+ 0.9%	481	<b>589</b>	+ 22.5%
Median Sales Price	\$254,500	<b>\$350,000</b>	+ 37.5%	\$260,000	<b>\$317,400</b>	+ 22.1%
Pct. of Orig. Price Received	96.3%	<b>99.9%</b>	+ 3.7%	96.1%	<b>98.5%</b>	+ 2.5%
Days on Market Until Sale	47	<b>25</b>	- 46.8%	54	<b>38</b>	- 29.6%
Inventory of Homes for Sale	286	<b>129</b>	- 54.9%	--	--	--
Months Supply of Inventory	3.0	<b>1.2</b>	- 60.0%	--	--	--

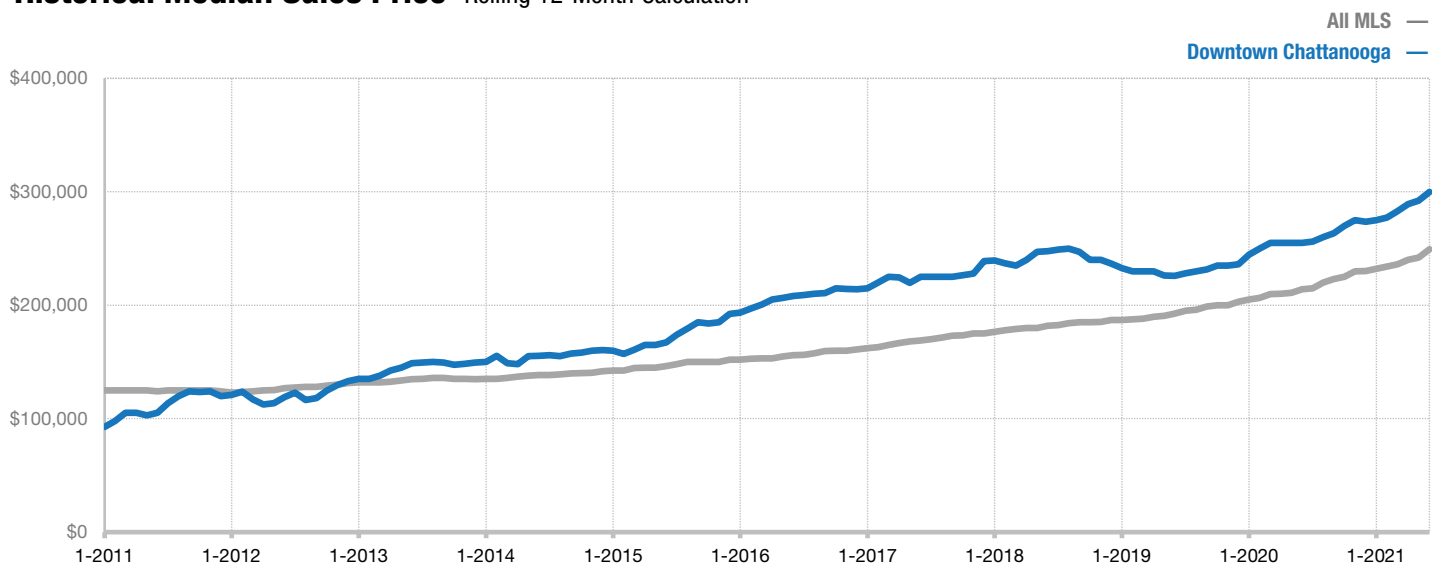
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### June

■ 2020 ■ 2021



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



# Local Market Update – June 2021

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER  
CHATTANOOGA  
REALTORS®

## East Brainerd

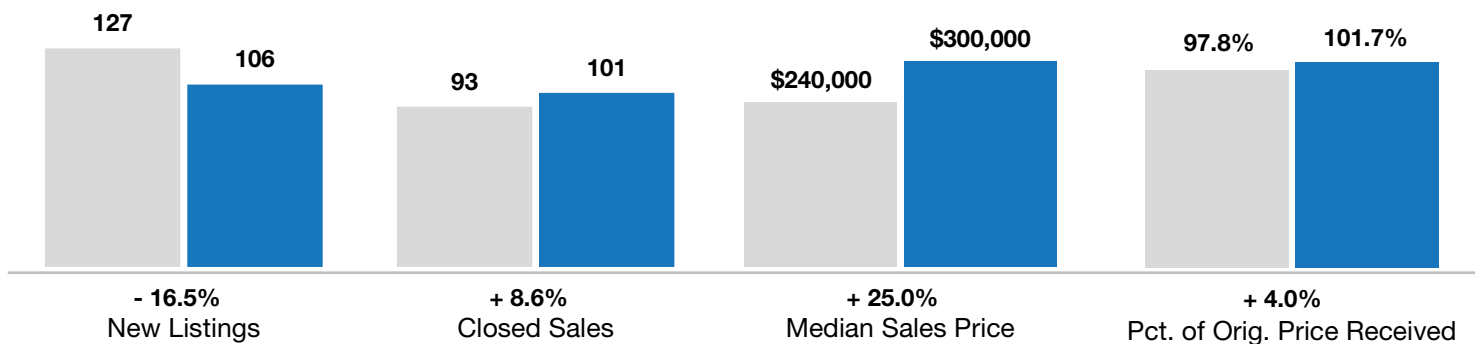
Includes the Cromwell, Dalewood, Eastdale & Tyner Communities

Key Metrics	June			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	127	<b>106</b>	- 16.5%	506	<b>538</b>	+ 6.3%
Closed Sales	93	<b>101</b>	+ 8.6%	342	<b>463</b>	+ 35.4%
Median Sales Price	\$240,000	<b>\$300,000</b>	+ 25.0%	\$240,000	<b>\$283,450</b>	+ 18.1%
Pct. of Orig. Price Received	97.8%	<b>101.7%</b>	+ 4.0%	97.8%	<b>100.4%</b>	+ 2.7%
Days on Market Until Sale	30	<b>8</b>	- 73.3%	36	<b>17</b>	- 52.8%
Inventory of Homes for Sale	121	<b>58</b>	- 52.1%	--	--	--
Months Supply of Inventory	2.0	<b>0.8</b>	- 60.0%	--	--	--

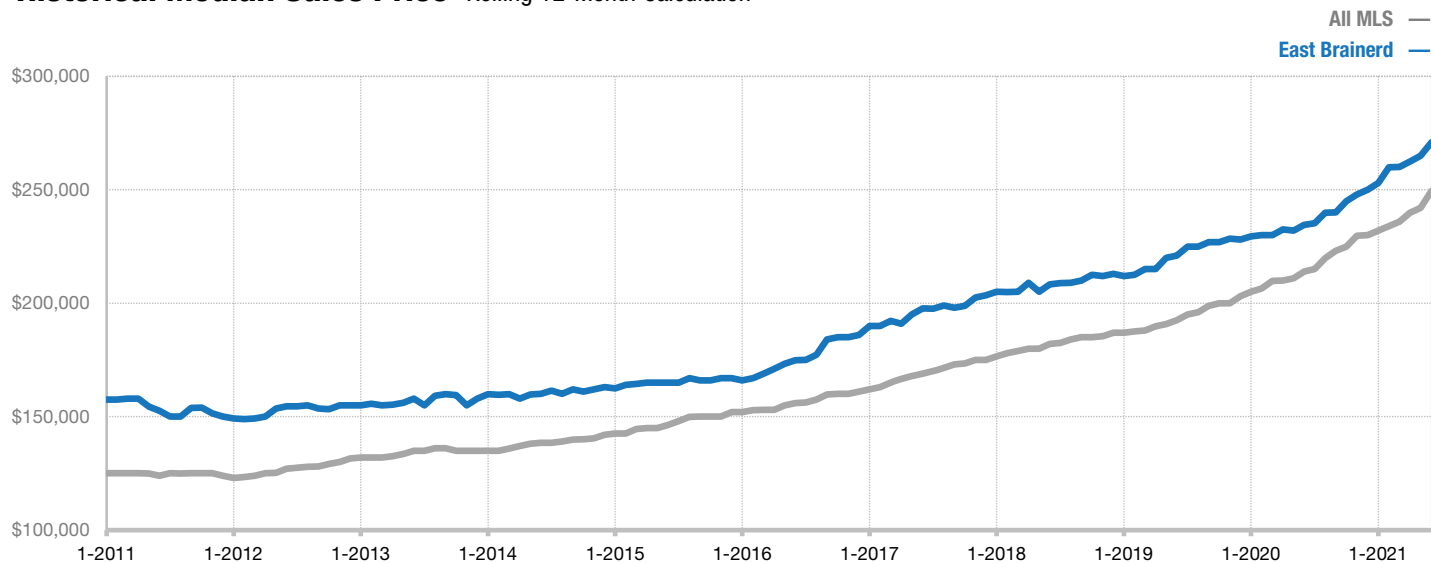
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### June

■ 2020 ■ 2021



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



# Local Market Update – June 2021

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER  
CHATTANOOGA  
REALTORS®

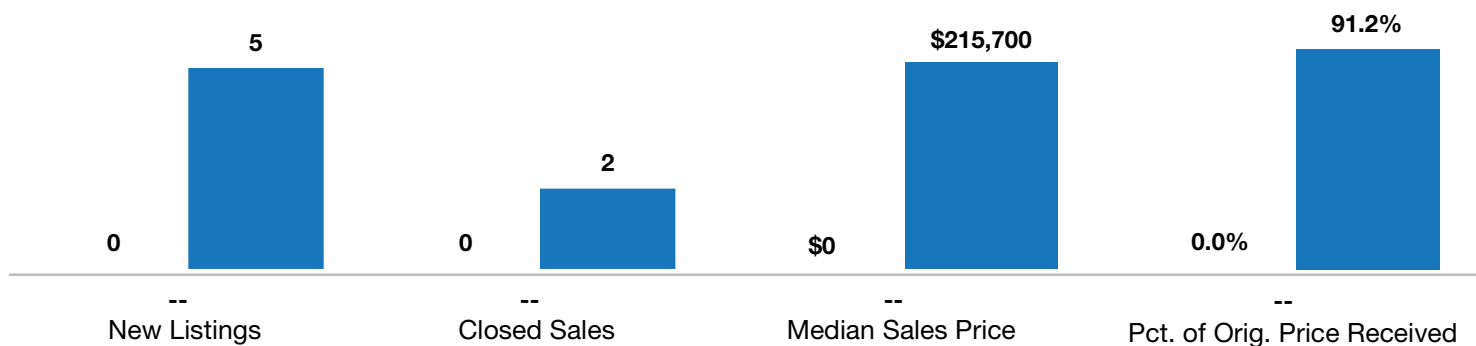
## East Ridge

Key Metrics	June			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	0	5	--	1	9	+ 800.0%
Closed Sales	0	2	--	1	6	+ 500.0%
Median Sales Price	\$0	\$215,700	--	\$259,900	\$130,750	- 49.7%
Pct. of Orig. Price Received	0.0%	91.2%	--	101.2%	95.3%	- 5.8%
Days on Market Until Sale	0	0	--	4	18	+ 350.0%
Inventory of Homes for Sale	0	1	--	--	--	--
Months Supply of Inventory	0	0.5	--	--	--	--

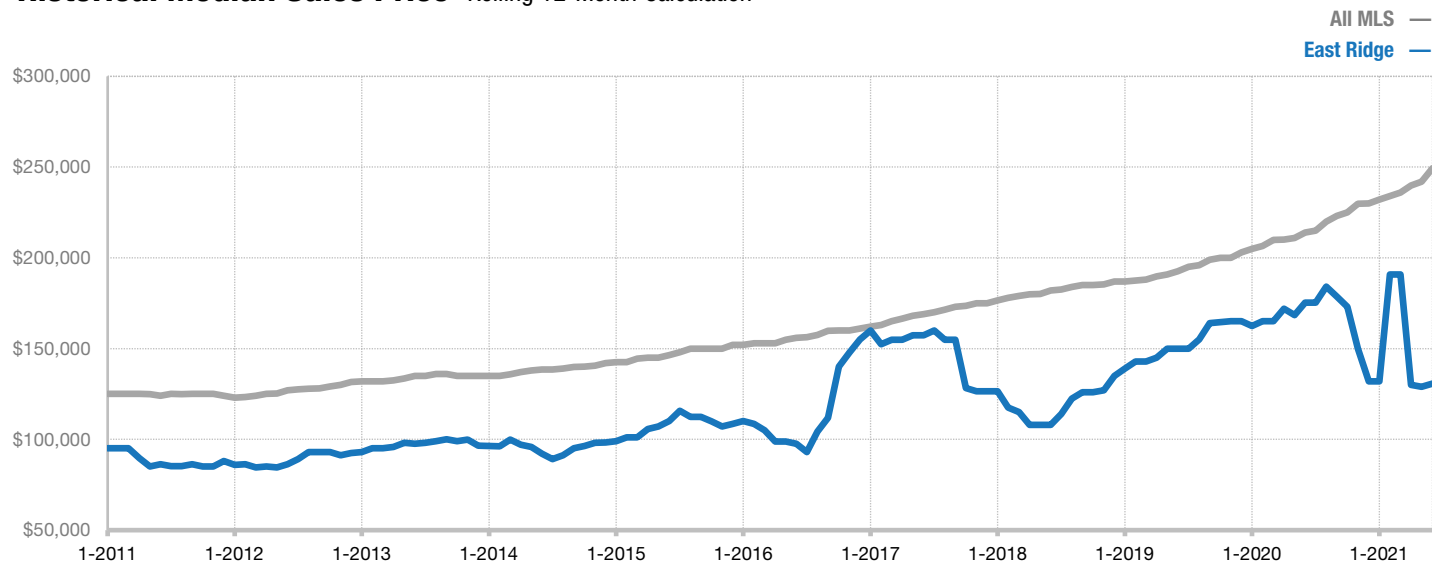
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### June

■ 2020 ■ 2021



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



# Local Market Update – June 2021

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER  
CHATTANOOGA  
REALTORS®

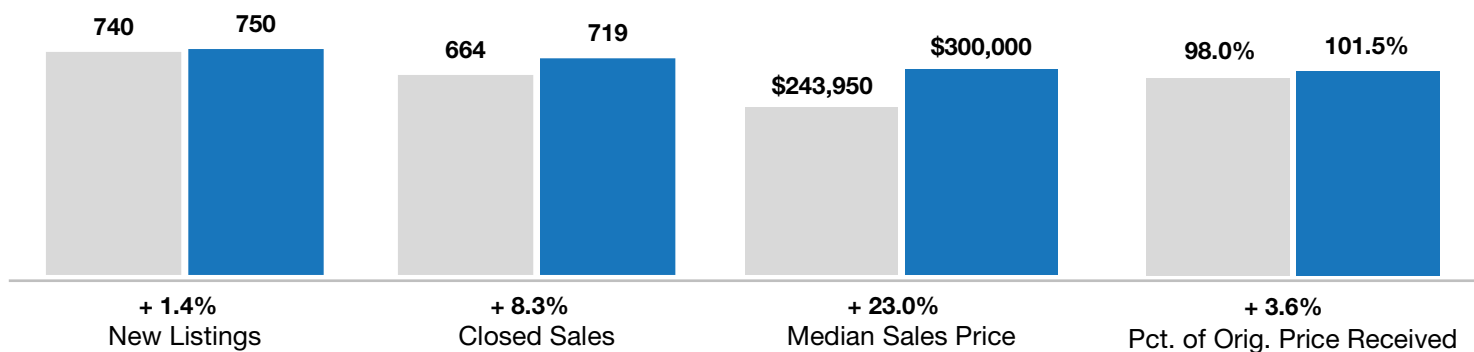
## Hamilton County

Key Metrics	June			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	740	<b>750</b>	+ 1.4%	3,901	<b>4,024</b>	+ 3.2%
Closed Sales	664	<b>719</b>	+ 8.3%	2,948	<b>3,514</b>	+ 19.2%
Median Sales Price	\$243,950	<b>\$300,000</b>	+ 23.0%	\$244,000	<b>\$285,000</b>	+ 16.8%
Pct. of Orig. Price Received	98.0%	<b>101.5%</b>	+ 3.6%	97.2%	<b>100.0%</b>	+ 2.9%
Days on Market Until Sale	38	<b>14</b>	- 63.2%	49	<b>25</b>	- 49.0%
Inventory of Homes for Sale	1,120	<b>505</b>	- 54.9%	--	--	--
Months Supply of Inventory	2.0	<b>0.8</b>	- 60.0%	--	--	--

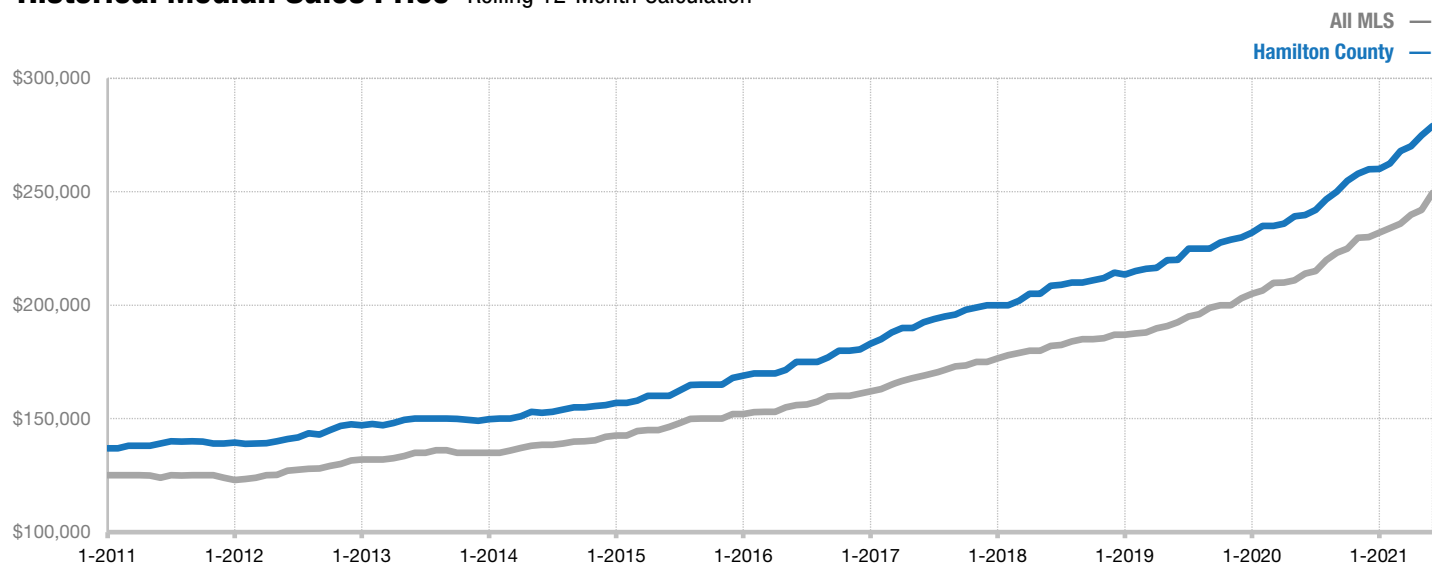
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### June

■ 2020 ■ 2021



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



# Local Market Update – June 2021

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER  
CHATTANOOGA  
REALTORS®

## Harrison / Georgetown

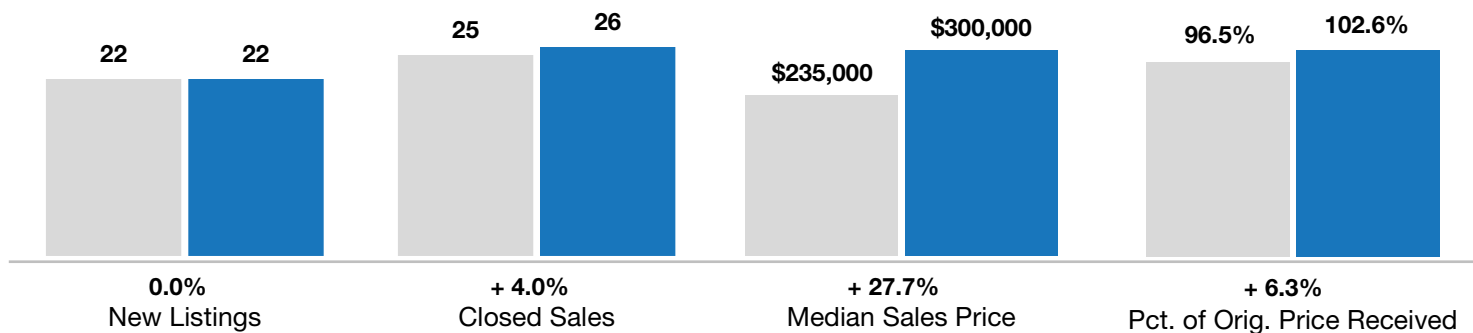
ZIP Codes: 37341 and 37308

Key Metrics	June			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	22	<b>22</b>	0.0%	157	<b>152</b>	- 3.2%
Closed Sales	25	<b>26</b>	+ 4.0%	141	<b>137</b>	- 2.8%
Median Sales Price	\$235,000	<b>\$300,000</b>	+ 27.7%	\$209,900	<b>\$269,900</b>	+ 28.6%
Pct. of Orig. Price Received	96.5%	<b>102.6%</b>	+ 6.3%	96.5%	<b>100.2%</b>	+ 3.8%
Days on Market Until Sale	59	<b>4</b>	- 93.2%	64	<b>21</b>	- 67.2%
Inventory of Homes for Sale	49	<b>17</b>	- 65.3%	--	--	--
Months Supply of Inventory	2.1	<b>0.7</b>	- 66.7%	--	--	--

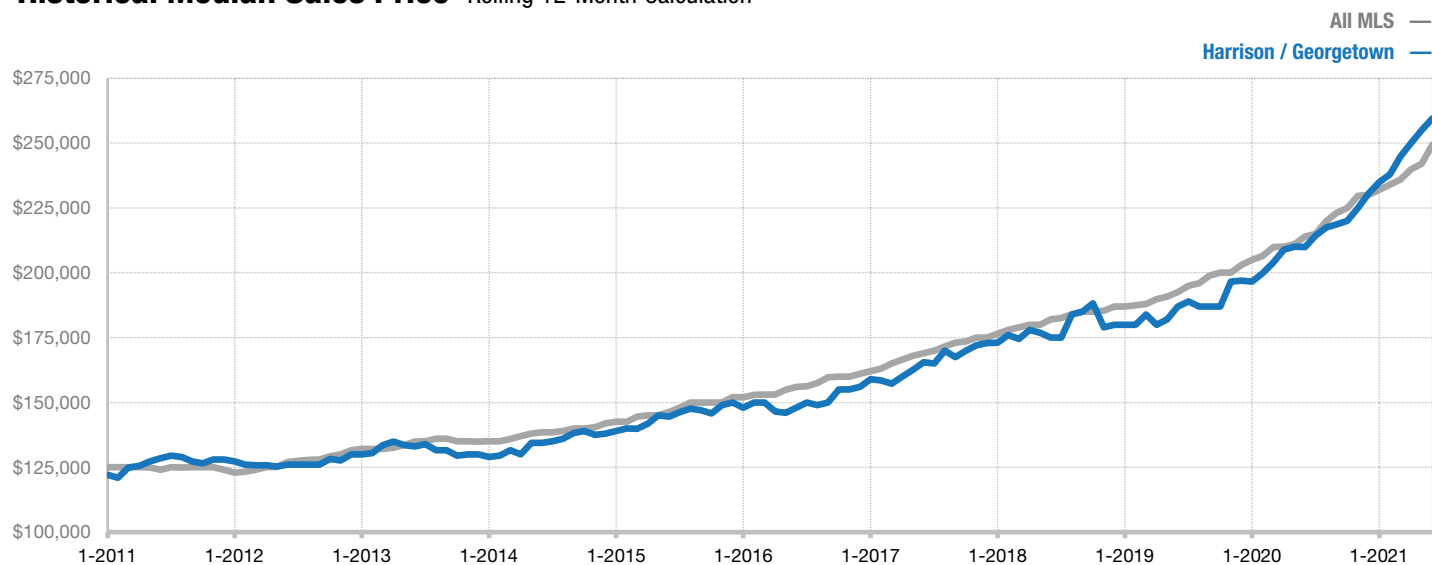
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### June

■ 2020 ■ 2021



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



# Local Market Update – June 2021

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER  
CHATTANOOGA  
REALTORS®

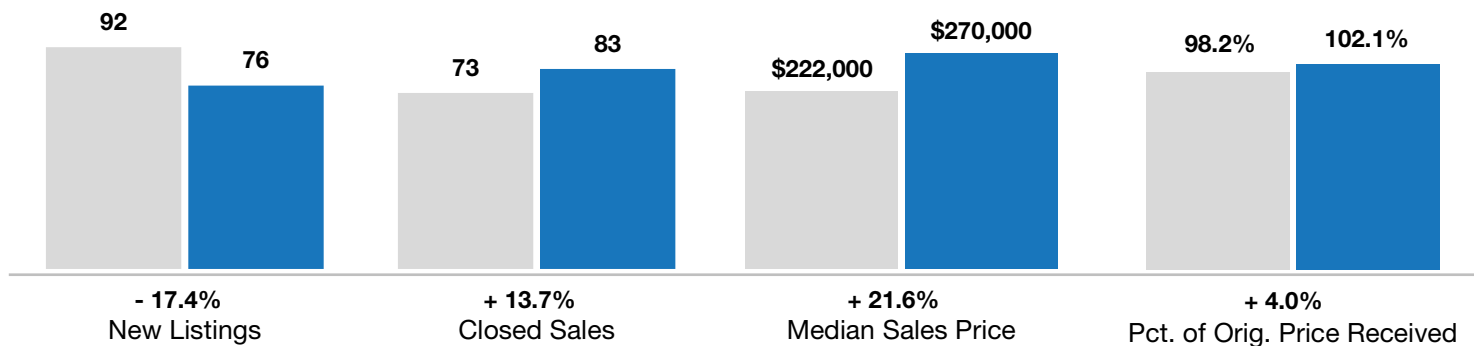
## Hixson

Key Metrics	June			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	92	76	- 17.4%	474	464	- 2.1%
Closed Sales	73	83	+ 13.7%	364	445	+ 22.3%
Median Sales Price	\$222,000	\$270,000	+ 21.6%	\$233,500	\$270,000	+ 15.6%
Pct. of Orig. Price Received	98.2%	102.1%	+ 4.0%	98.1%	101.6%	+ 3.6%
Days on Market Until Sale	33	17	- 48.5%	42	19	- 54.8%
Inventory of Homes for Sale	98	29	- 70.4%	--	--	--
Months Supply of Inventory	1.4	0.4	- 71.4%	--	--	--

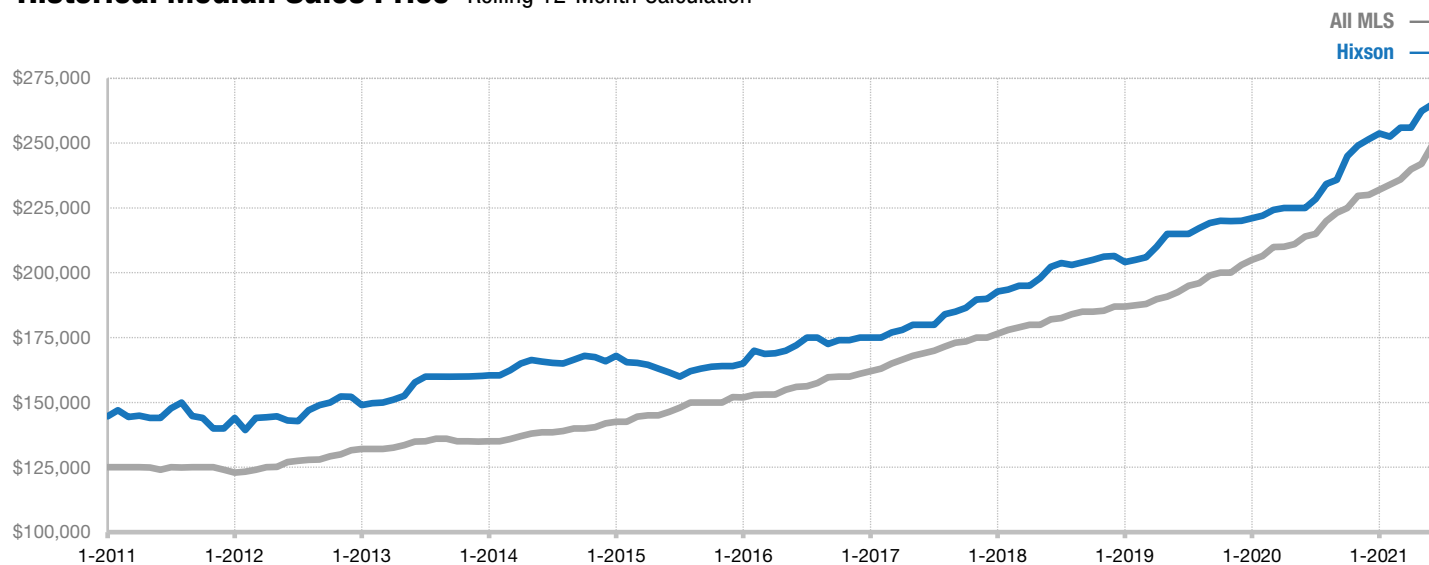
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### June

■ 2020 ■ 2021



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



# Local Market Update – June 2021

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER  
CHATTANOOGA  
REALTORS®

## Lookout Mountain

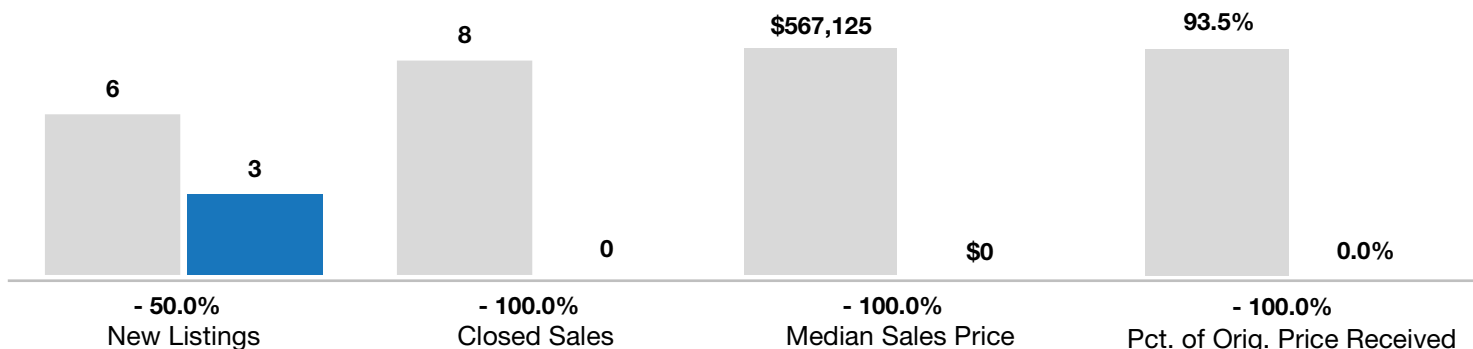
Hamilton County Only

Key Metrics	June			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	6	3	- 50.0%	25	21	- 16.0%
Closed Sales	8	0	- 100.0%	21	16	- 23.8%
Median Sales Price	\$567,125	\$0	- 100.0%	\$600,000	\$656,250	+ 9.4%
Pct. of Orig. Price Received	93.5%	0.0%	- 100.0%	96.0%	98.4%	+ 2.5%
Days on Market Until Sale	74	0	- 100.0%	63	8	- 87.3%
Inventory of Homes for Sale	10	8	- 20.0%	--	--	--
Months Supply of Inventory	2.7	2.9	+ 7.4%	--	--	--

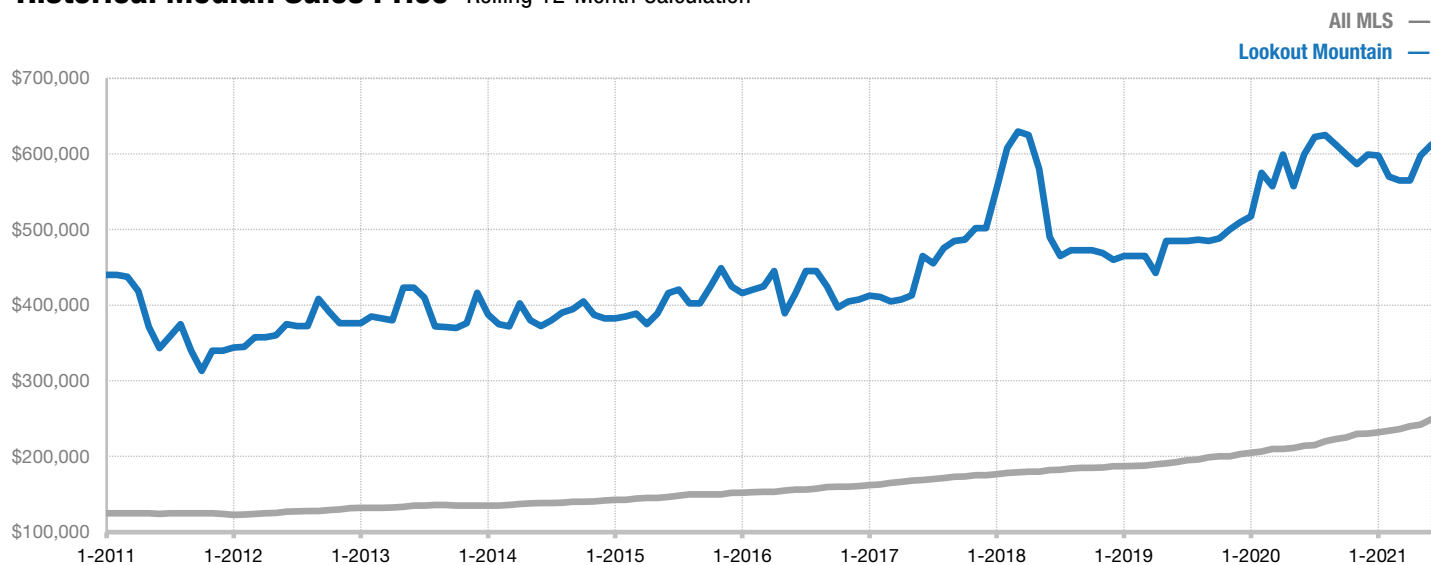
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### June

■ 2020 ■ 2021



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





# Local Market Update – June 2021

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER  
CHATTANOOGA  
REALTORS®

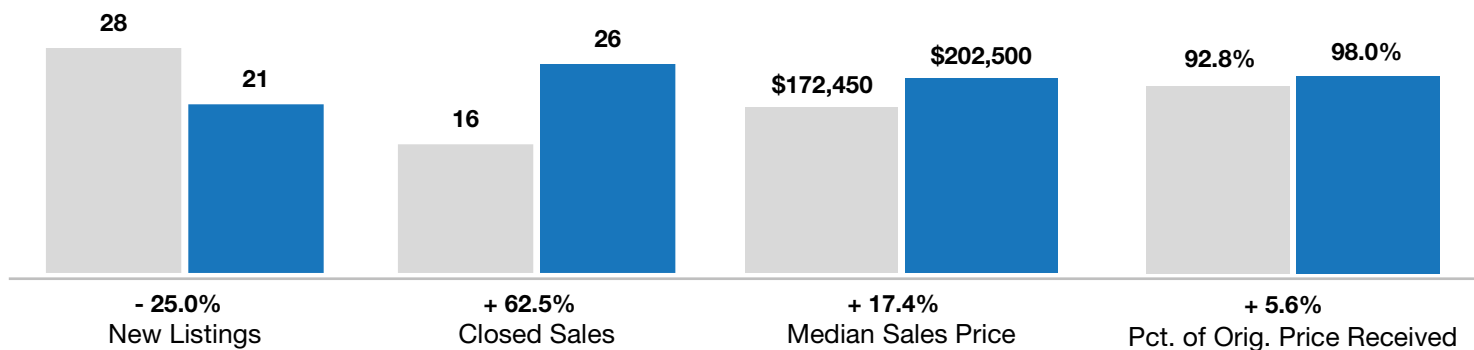
## Marion County

Key Metrics	June			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	28	21	- 25.0%	125	133	+ 6.4%
Closed Sales	16	26	+ 62.5%	94	114	+ 21.3%
Median Sales Price	\$172,450	\$202,500	+ 17.4%	\$165,000	\$181,000	+ 9.7%
Pct. of Orig. Price Received	92.8%	98.0%	+ 5.6%	95.0%	95.4%	+ 0.4%
Days on Market Until Sale	98	43	- 56.1%	70	48	- 31.4%
Inventory of Homes for Sale	68	27	- 60.3%	--	--	--
Months Supply of Inventory	4.1	1.4	- 65.9%	--	--	--

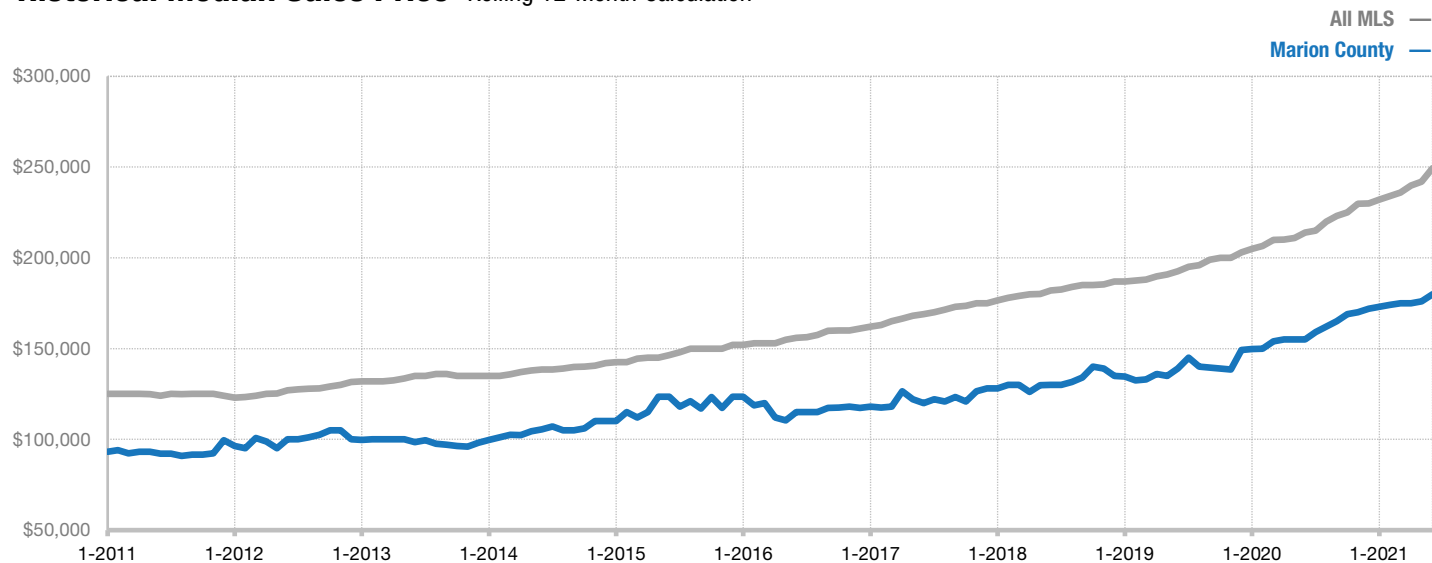
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### June

■ 2020 ■ 2021



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



# Local Market Update – June 2021

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER  
CHATTANOOGA  
REALTORS®

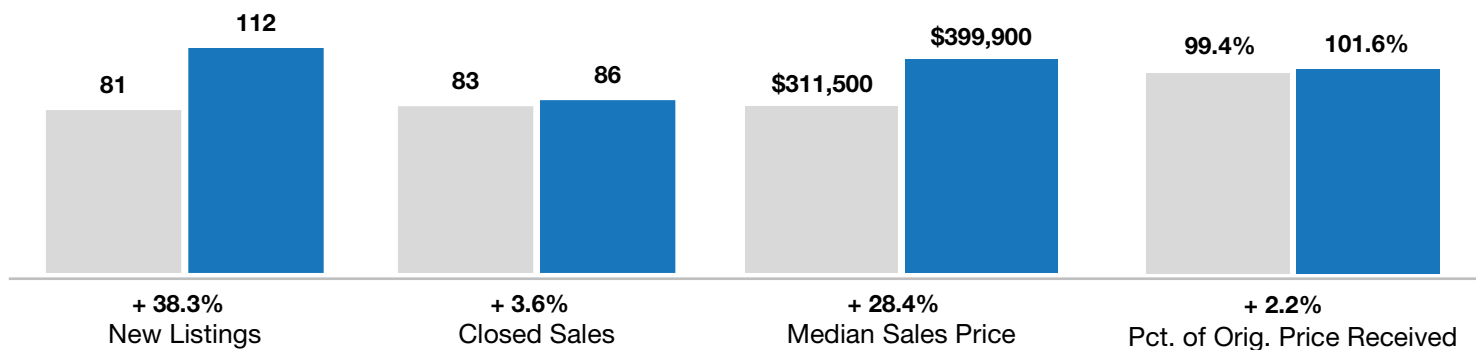
## Ooltewah

Key Metrics	June			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	81	<b>112</b>	+ 38.3%	517	<b>526</b>	+ 1.7%
Closed Sales	83	<b>86</b>	+ 3.6%	402	<b>470</b>	+ 16.9%
Median Sales Price	\$311,500	<b>\$399,900</b>	+ 28.4%	\$309,000	<b>\$360,000</b>	+ 16.5%
Pct. of Orig. Price Received	99.4%	<b>101.6%</b>	+ 2.2%	97.8%	<b>100.4%</b>	+ 2.7%
Days on Market Until Sale	60	<b>20</b>	- 66.7%	67	<b>32</b>	- 52.2%
Inventory of Homes for Sale	164	<b>76</b>	- 53.7%	--	--	--
Months Supply of Inventory	2.1	<b>0.9</b>	- 57.1%	--	--	--

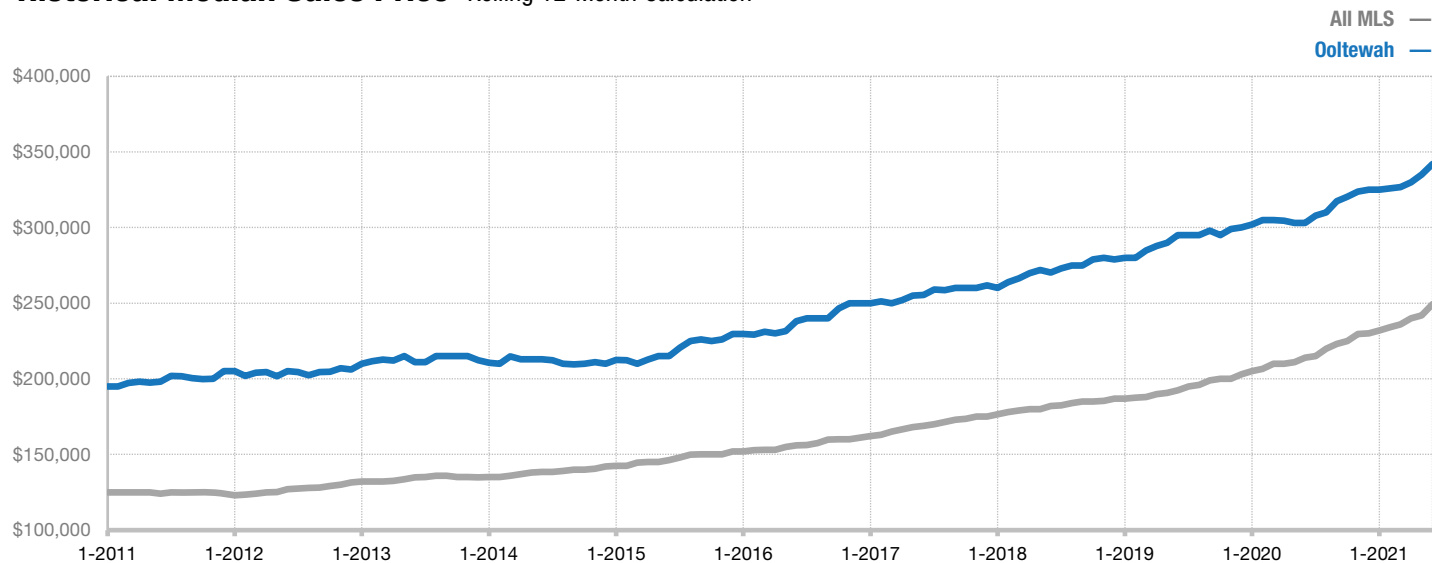
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### June

■ 2020 ■ 2021



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



# Local Market Update – June 2021

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER  
CHATTANOOGA  
REALTORS®

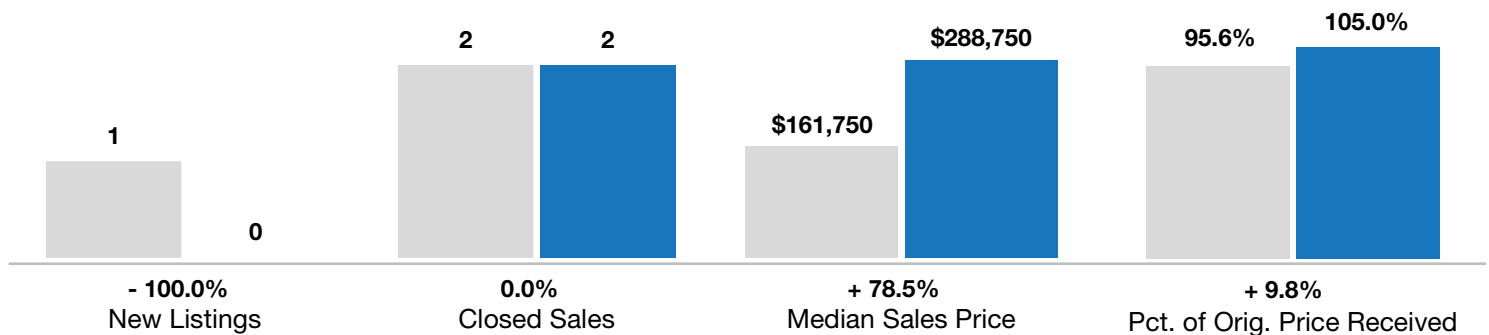
## Red Bank

Key Metrics	June			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	1	0	- 100.0%	4	4	0.0%
Closed Sales	2	2	0.0%	8	5	- 37.5%
Median Sales Price	\$161,750	<b>\$288,750</b>	+ 78.5%	\$217,200	<b>\$272,500</b>	+ 25.5%
Pct. of Orig. Price Received	95.6%	<b>105.0%</b>	+ 9.8%	94.7%	<b>101.8%</b>	+ 7.5%
Days on Market Until Sale	43	<b>16</b>	- 62.8%	125	<b>79</b>	- 36.8%
Inventory of Homes for Sale	2	0	- 100.0%	--	--	--
Months Supply of Inventory	0.9	0	- 100.0%	--	--	--

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

### June

■ 2020 ■ 2021



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



# Local Market Update – June 2021

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER  
CHATTANOOGA  
REALTORS®

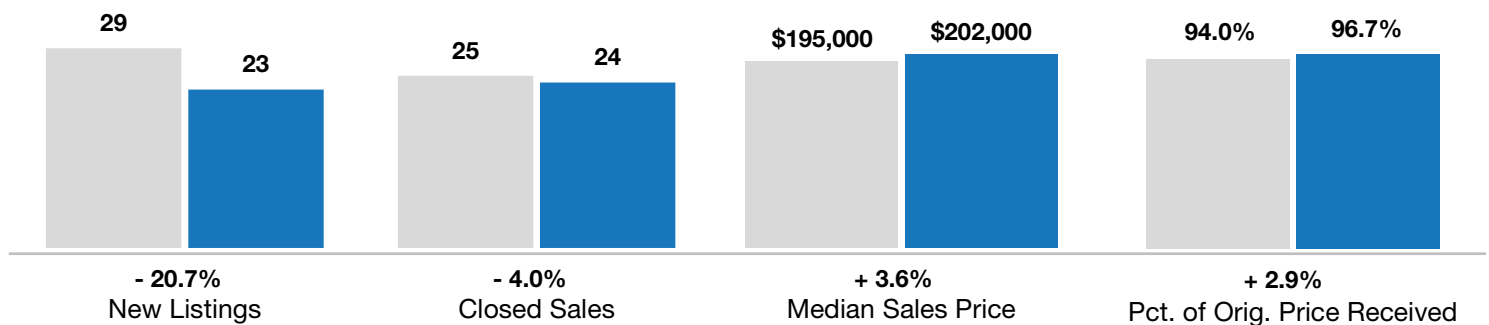
## Rhea County

Key Metrics	June			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	29	23	- 20.7%	141	156	+ 10.6%
Closed Sales	25	24	- 4.0%	110	142	+ 29.1%
Median Sales Price	\$195,000	\$202,000	+ 3.6%	\$186,000	\$209,000	+ 12.4%
Pct. of Orig. Price Received	94.0%	96.7%	+ 2.9%	95.1%	96.7%	+ 1.7%
Days on Market Until Sale	83	33	- 60.2%	70	44	- 37.1%
Inventory of Homes for Sale	58	33	- 43.1%	--	--	--
Months Supply of Inventory	2.7	1.4	- 48.1%	--	--	--

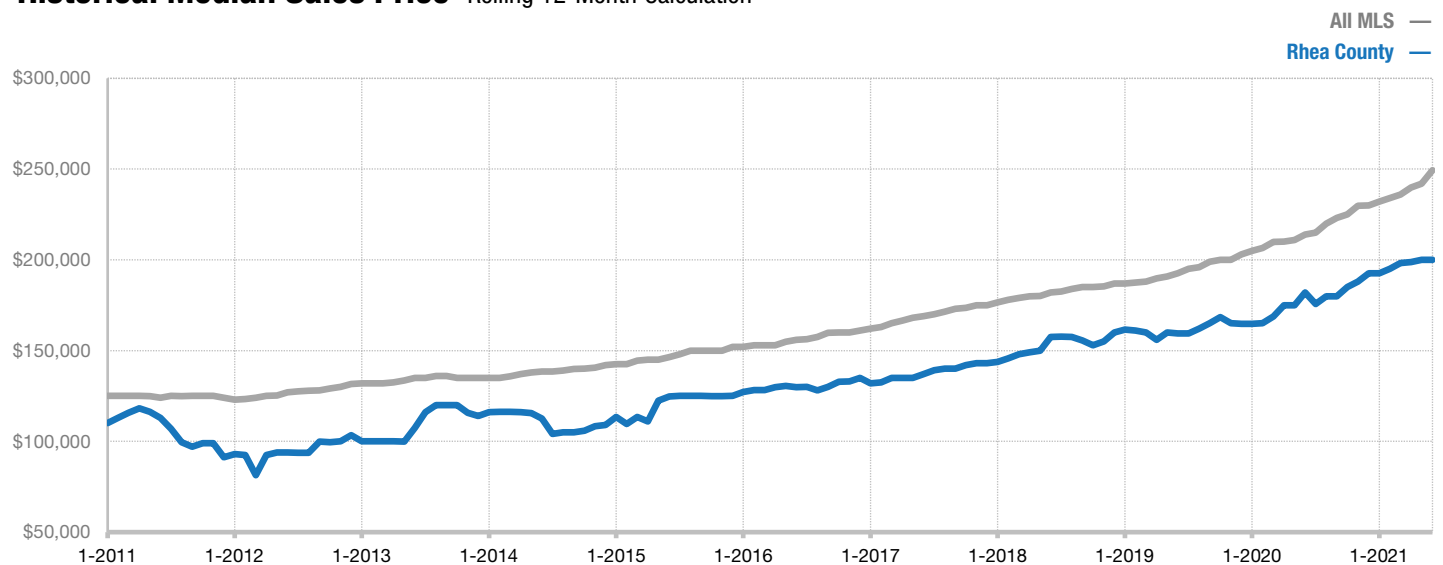
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### June

■ 2020 ■ 2021



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



# Local Market Update – June 2021

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER  
CHATTANOOGA  
REALTORS®

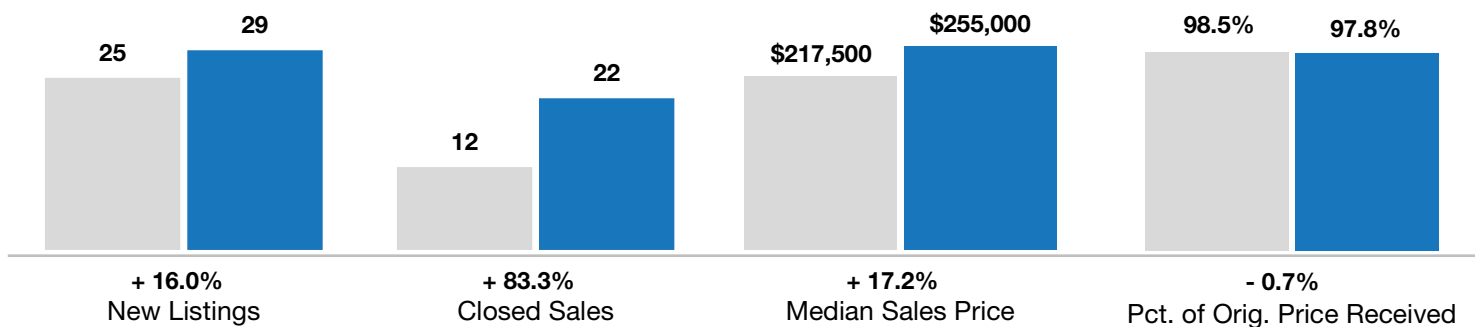
## Sequatchie County

Key Metrics	June			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	25	<b>29</b>	+ 16.0%	105	<b>143</b>	+ 36.2%
Closed Sales	12	<b>22</b>	+ 83.3%	80	<b>106</b>	+ 32.5%
Median Sales Price	\$217,500	<b>\$255,000</b>	+ 17.2%	\$199,900	<b>\$263,250</b>	+ 31.7%
Pct. of Orig. Price Received	98.5%	<b>97.8%</b>	- 0.7%	94.7%	<b>98.3%</b>	+ 3.8%
Days on Market Until Sale	20	<b>33</b>	+ 65.0%	67	<b>34</b>	- 49.3%
Inventory of Homes for Sale	42	<b>24</b>	- 42.9%	--	--	--
Months Supply of Inventory	3.3	<b>1.4</b>	- 57.6%	--	--	--

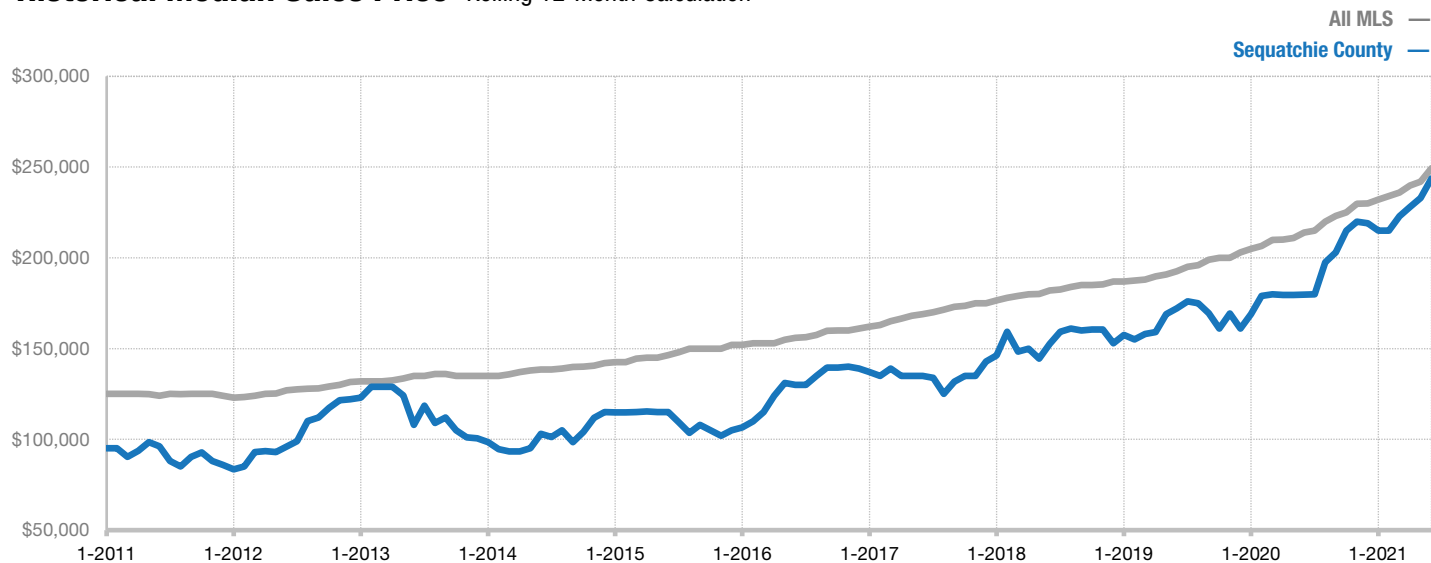
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### June

■ 2020 ■ 2021



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



# Local Market Update – June 2021

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER  
CHATTANOOGA  
REALTORS®

## Signal Mountain

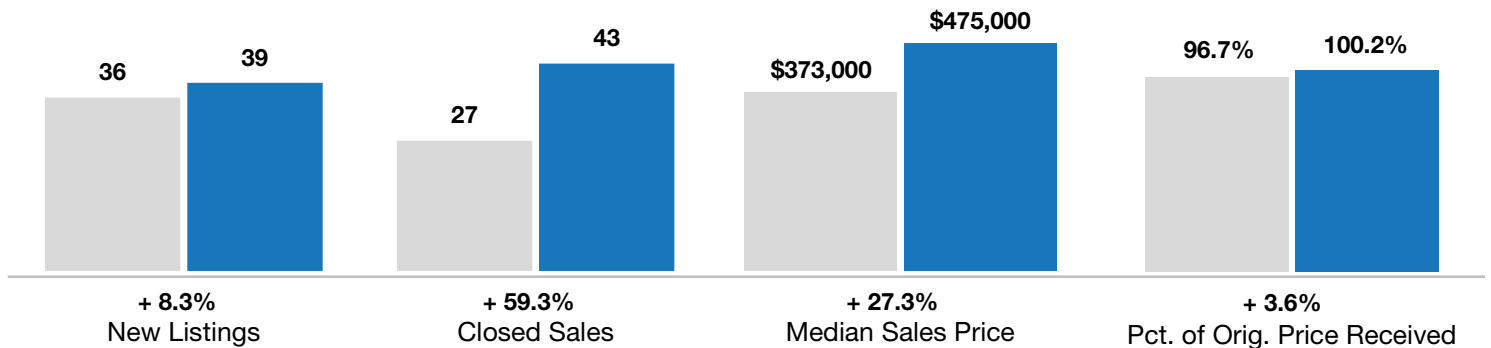
Hamilton County Only

Key Metrics	June			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	36	<b>39</b>	+ 8.3%	177	<b>184</b>	+ 4.0%
Closed Sales	27	<b>43</b>	+ 59.3%	122	<b>156</b>	+ 27.9%
Median Sales Price	\$373,000	<b>\$475,000</b>	+ 27.3%	\$380,500	<b>\$463,250</b>	+ 21.7%
Pct. of Orig. Price Received	96.7%	<b>100.2%</b>	+ 3.6%	96.0%	<b>99.7%</b>	+ 3.9%
Days on Market Until Sale	27	<b>13</b>	- 51.9%	53	<b>31</b>	- 41.5%
Inventory of Homes for Sale	56	<b>23</b>	- 58.9%	--	--	--
Months Supply of Inventory	2.2	<b>0.8</b>	- 63.6%	--	--	--

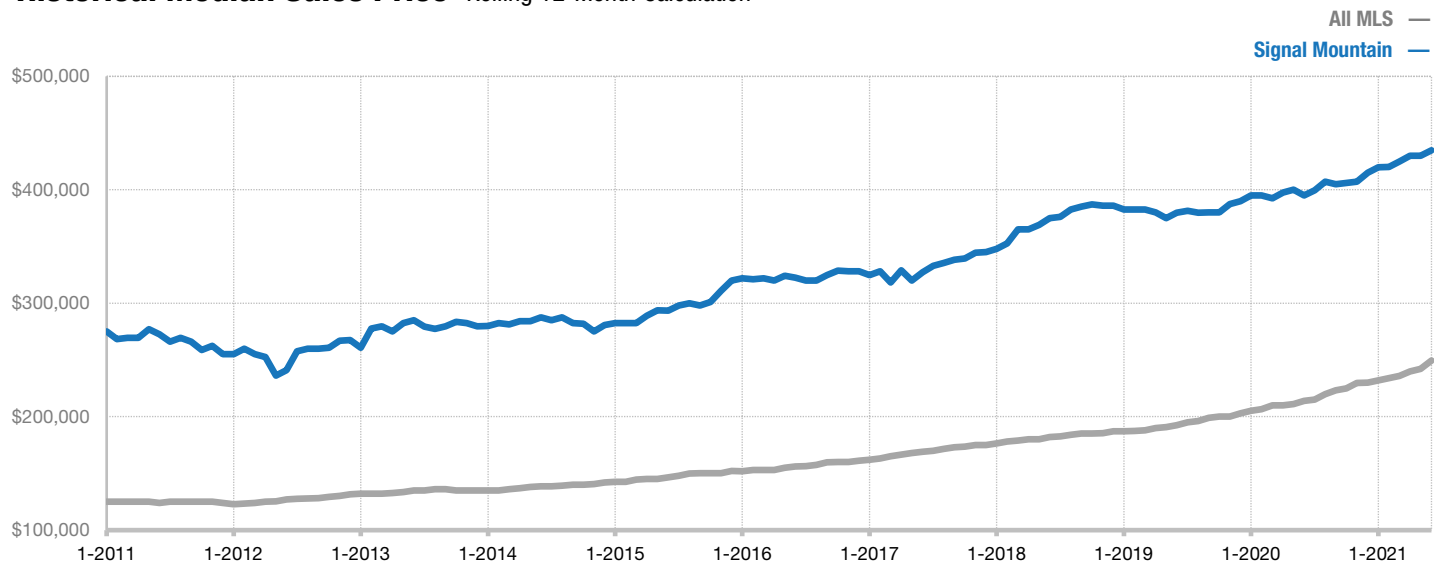
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### June

■ 2020 ■ 2021



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



# Local Market Update – June 2021

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER  
CHATTANOOGA  
REALTORS®

## St. Elmo / High Park / Avondale

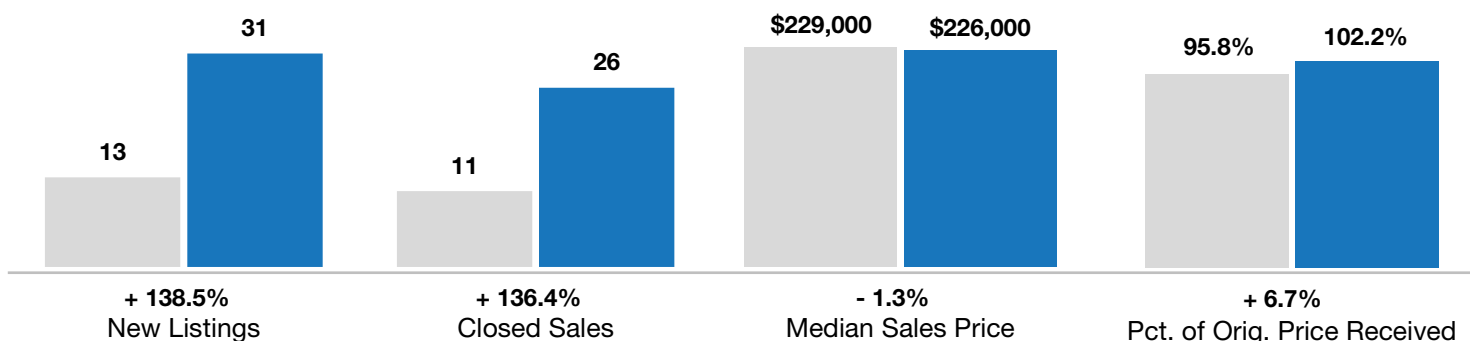
ZIP Codes: 37407, 37409 and 37410

Key Metrics	June			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	13	31	+ 138.5%	96	137	+ 42.7%
Closed Sales	11	26	+ 136.4%	70	109	+ 55.7%
Median Sales Price	\$229,000	\$226,000	- 1.3%	\$206,850	\$160,000	- 22.6%
Pct. of Orig. Price Received	95.8%	102.2%	+ 6.7%	93.6%	98.7%	+ 5.4%
Days on Market Until Sale	29	5	- 82.8%	32	17	- 46.9%
Inventory of Homes for Sale	25	26	+ 4.0%	--	--	--
Months Supply of Inventory	1.8	1.8	0.0%	--	--	--

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

### June

■ 2020 ■ 2021



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



# Local Market Update – June 2021

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



GREATER  
CHATTANOOGA  
REALTORS®

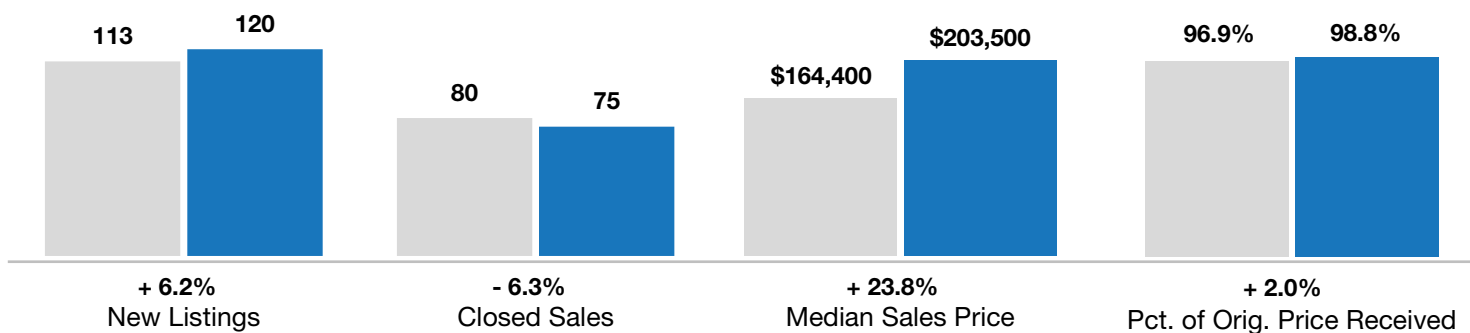
## Walker County

Key Metrics	June			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	113	120	+ 6.2%	512	561	+ 9.6%
Closed Sales	80	75	- 6.3%	397	450	+ 13.4%
Median Sales Price	\$164,400	\$203,500	+ 23.8%	\$151,200	\$178,000	+ 17.7%
Pct. of Orig. Price Received	96.9%	98.8%	+ 2.0%	95.5%	97.5%	+ 2.1%
Days on Market Until Sale	27	15	- 44.4%	47	26	- 44.7%
Inventory of Homes for Sale	154	85	- 44.8%	--	--	--
Months Supply of Inventory	2.1	1.1	- 47.6%	--	--	--

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

### June

■ 2020 ■ 2021



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

