

Local Market Update – January 2021

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



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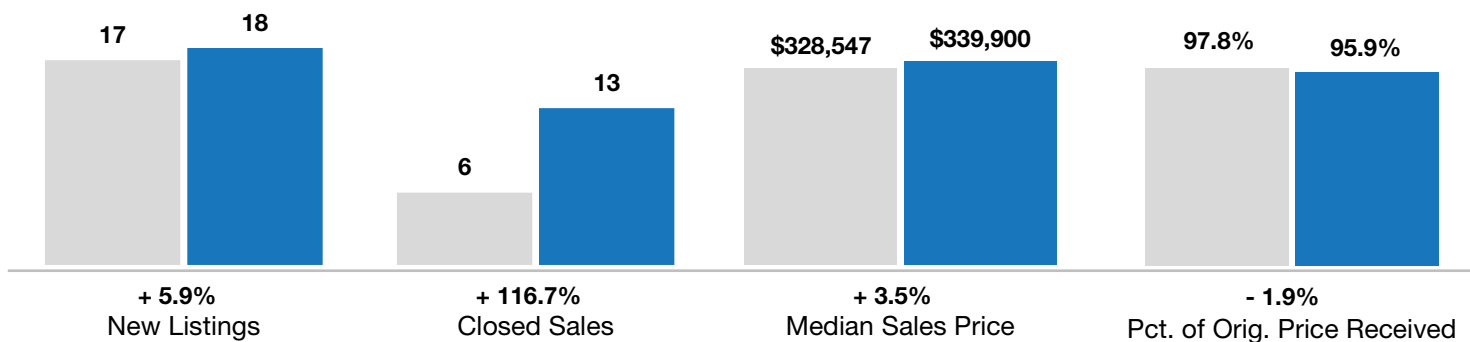
Apison

Key Metrics	January			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	17	18	+ 5.9%	17	18	+ 5.9%
Closed Sales	6	13	+ 116.7%	6	13	+ 116.7%
Median Sales Price	\$328,547	\$339,900	+ 3.5%	\$328,547	\$339,900	+ 3.5%
Pct. of Orig. Price Received	97.8%	95.9%	- 1.9%	97.8%	95.9%	- 1.9%
Days on Market Until Sale	65	39	- 40.0%	65	39	- 40.0%
Inventory of Homes for Sale	40	13	- 67.5%	--	--	--
Months Supply of Inventory	4.5	1.0	- 77.8%	--	--	--

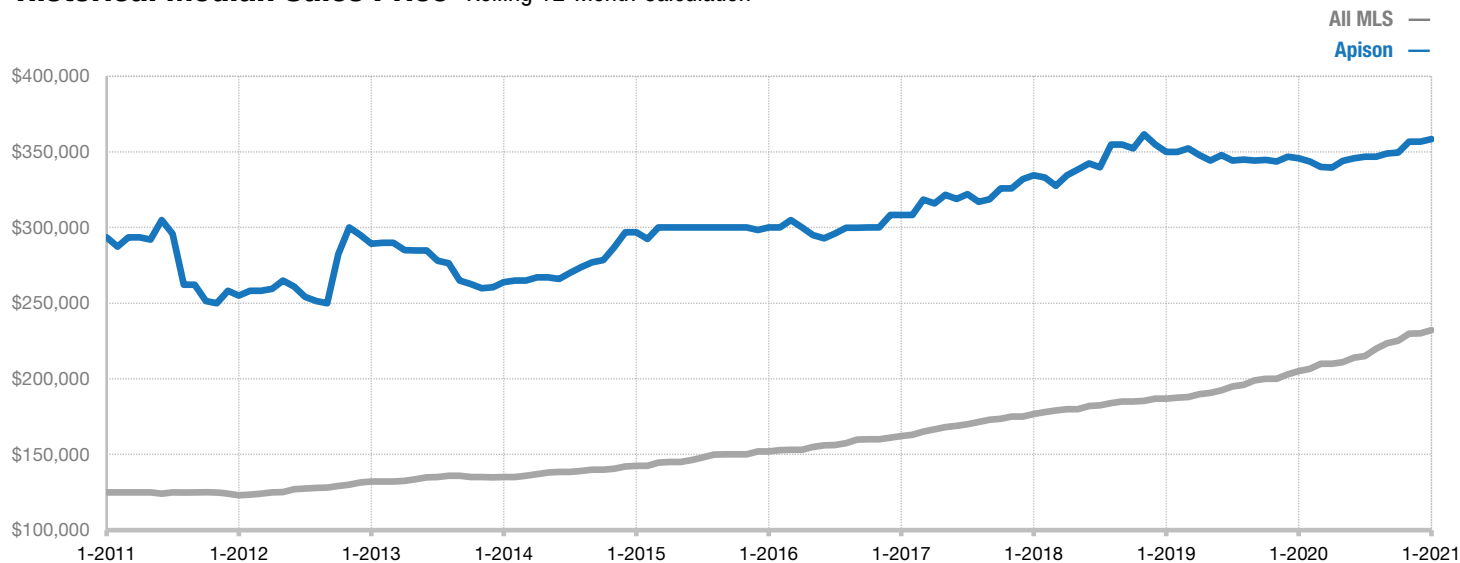
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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Bakewell / Lakesite / Sale Creek / Soddy

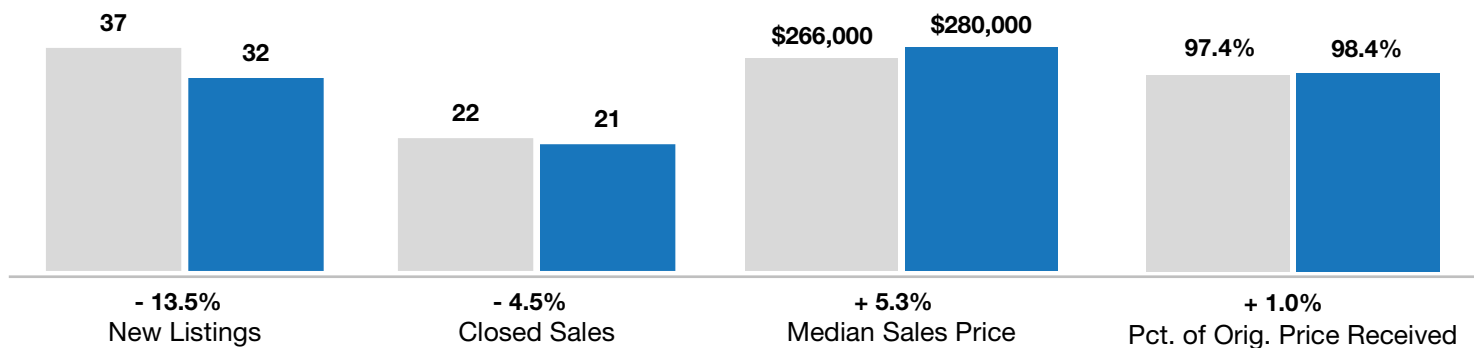
ZIP Codes: 37379 and 37384

Key Metrics	January			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	37	32	- 13.5%	37	32	- 13.5%
Closed Sales	22	21	- 4.5%	22	21	- 4.5%
Median Sales Price	\$266,000	\$280,000	+ 5.3%	\$266,000	\$280,000	+ 5.3%
Pct. of Orig. Price Received	97.4%	98.4%	+ 1.0%	97.4%	98.4%	+ 1.0%
Days on Market Until Sale	52	55	+ 5.8%	52	55	+ 5.8%
Inventory of Homes for Sale	88	33	- 62.5%	--	--	--
Months Supply of Inventory	2.2	0.7	- 68.2%	--	--	--

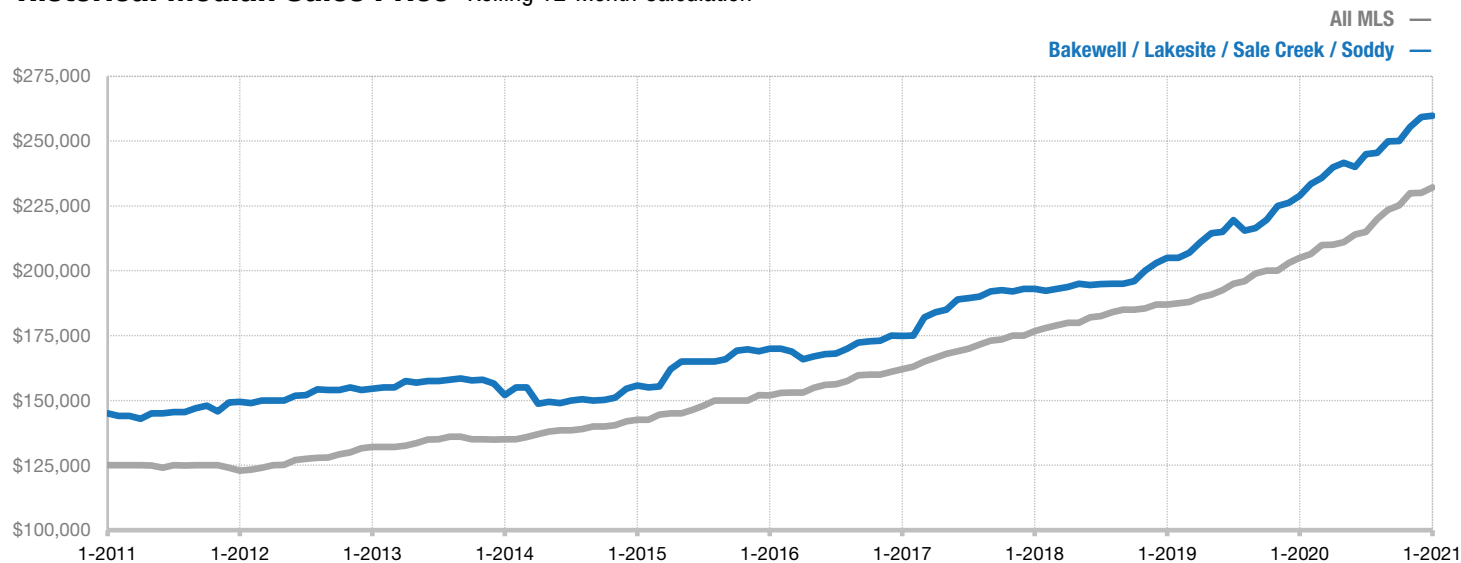
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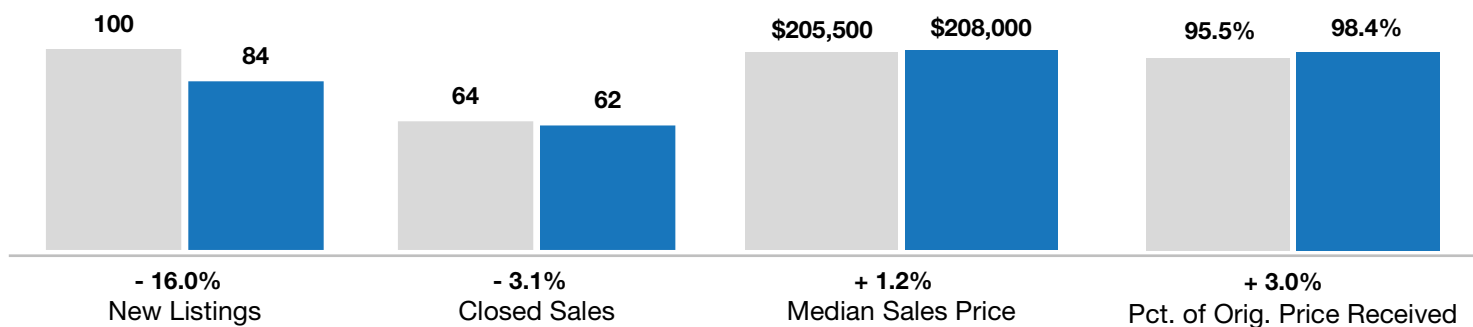
Bradley County

Key Metrics	January			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	100	84	- 16.0%	100	84	- 16.0%
Closed Sales	64	62	- 3.1%	64	62	- 3.1%
Median Sales Price	\$205,500	\$208,000	+ 1.2%	\$205,500	\$208,000	+ 1.2%
Pct. of Orig. Price Received	95.5%	98.4%	+ 3.0%	95.5%	98.4%	+ 3.0%
Days on Market Until Sale	47	41	- 12.8%	47	41	- 12.8%
Inventory of Homes for Sale	194	70	- 63.9%	--	--	--
Months Supply of Inventory	2.4	0.7	- 70.8%	--	--	--

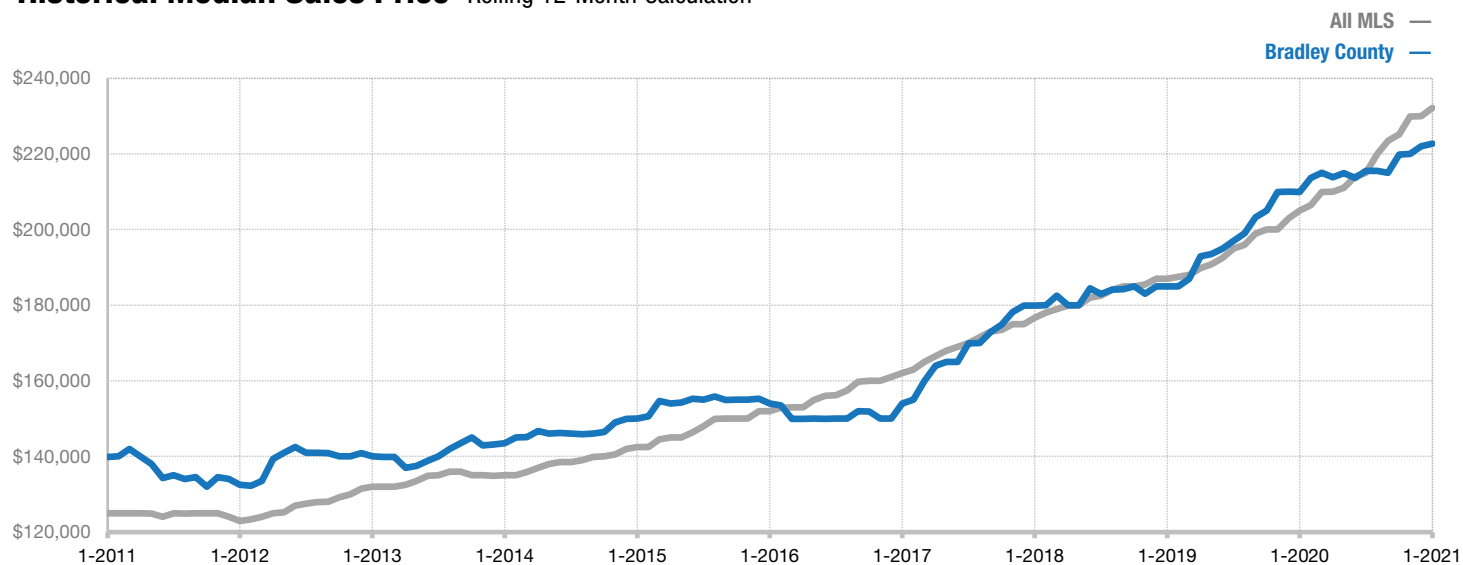
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Brainerd

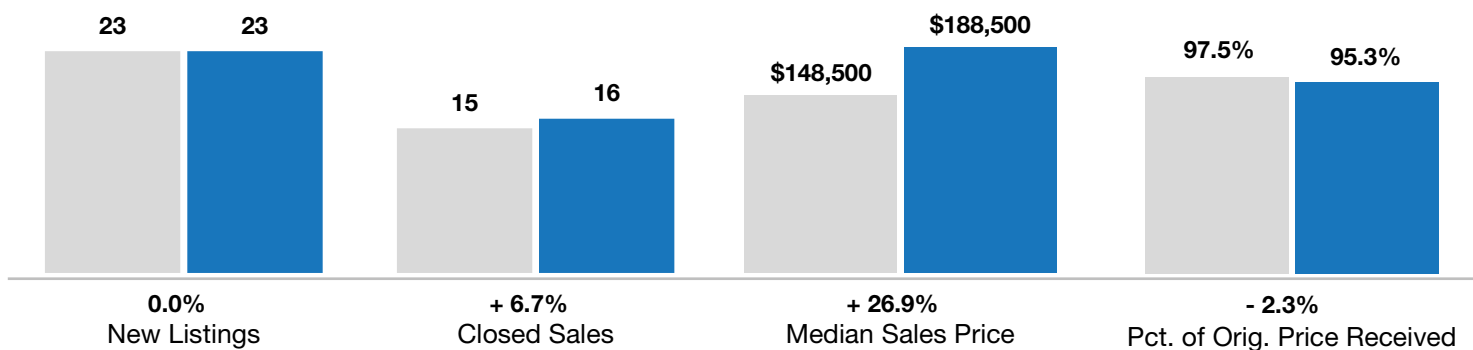
Includes the Ridgeside Community

Key Metrics	January			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	23	23	0.0%	23	23	0.0%
Closed Sales	15	16	+ 6.7%	15	16	+ 6.7%
Median Sales Price	\$148,500	\$188,500	+ 26.9%	\$148,500	\$188,500	+ 26.9%
Pct. of Orig. Price Received	97.5%	95.3%	- 2.3%	97.5%	95.3%	- 2.3%
Days on Market Until Sale	36	48	+ 33.3%	36	48	+ 33.3%
Inventory of Homes for Sale	44	20	- 54.5%	--	--	--
Months Supply of Inventory	1.8	0.8	- 55.6%	--	--	--

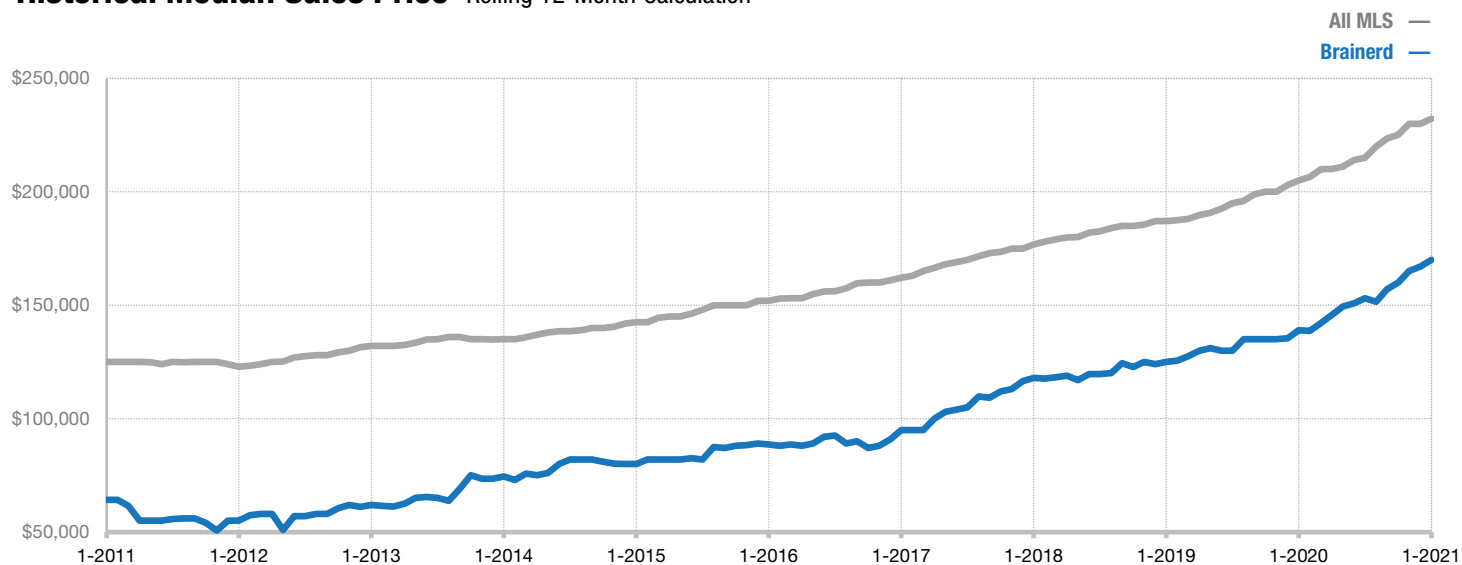
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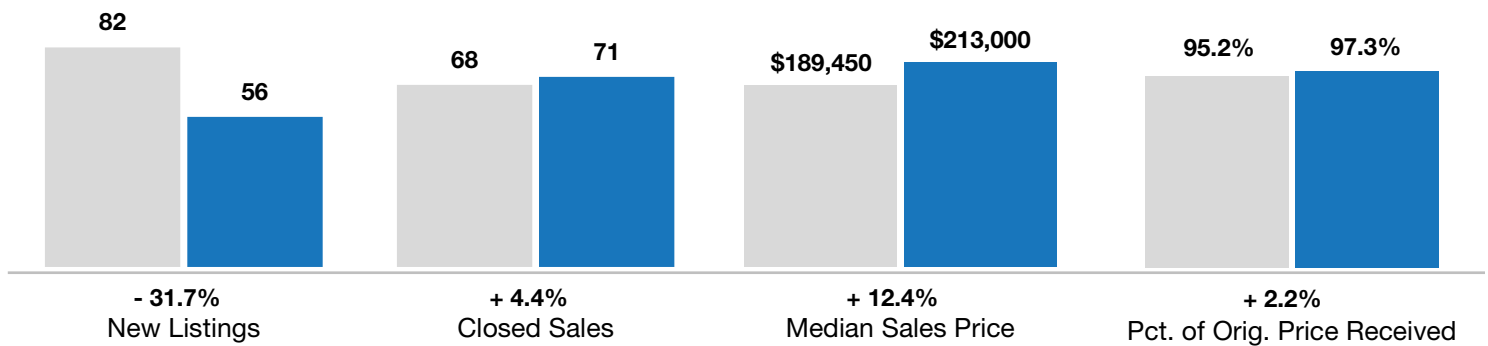
Catoosa County

Key Metrics	January			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	82	56	- 31.7%	82	56	- 31.7%
Closed Sales	68	71	+ 4.4%	68	71	+ 4.4%
Median Sales Price	\$189,450	\$213,000	+ 12.4%	\$189,450	\$213,000	+ 12.4%
Pct. of Orig. Price Received	95.2%	97.3%	+ 2.2%	95.2%	97.3%	+ 2.2%
Days on Market Until Sale	41	38	- 7.3%	41	38	- 7.3%
Inventory of Homes for Sale	195	53	- 72.8%	--	--	--
Months Supply of Inventory	2.3	0.6	- 73.9%	--	--	--

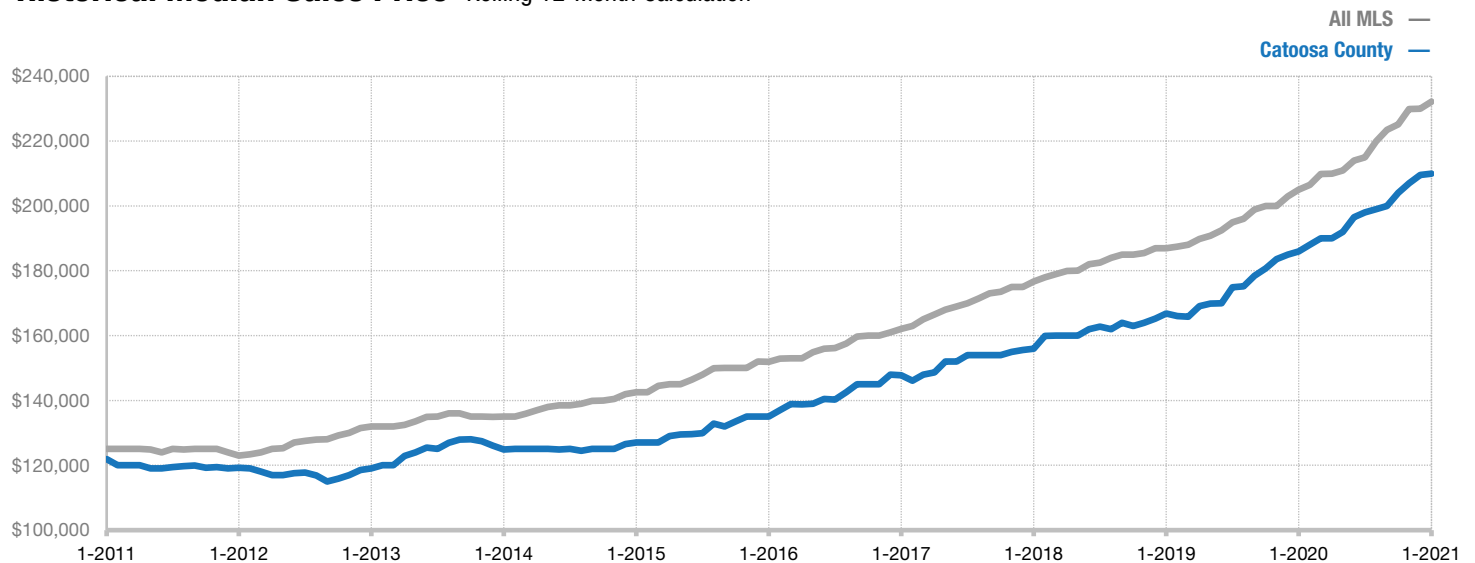
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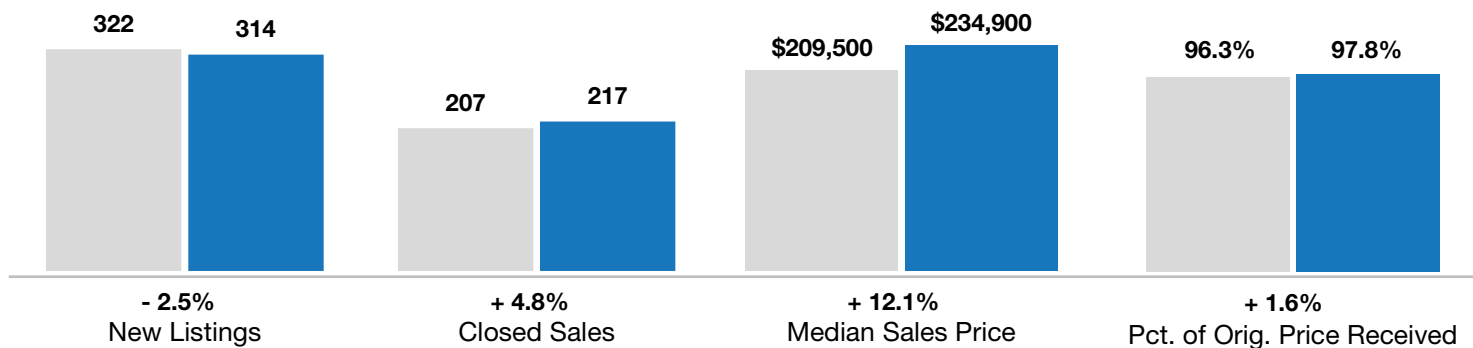
Chattanooga

Key Metrics	January			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	322	314	- 2.5%	322	314	- 2.5%
Closed Sales	207	217	+ 4.8%	207	217	+ 4.8%
Median Sales Price	\$209,500	\$234,900	+ 12.1%	\$209,500	\$234,900	+ 12.1%
Pct. of Orig. Price Received	96.3%	97.8%	+ 1.6%	96.3%	97.8%	+ 1.6%
Days on Market Until Sale	52	30	- 42.3%	52	30	- 42.3%
Inventory of Homes for Sale	701	310	- 55.8%	--	--	--
Months Supply of Inventory	2.2	0.8	- 63.6%	--	--	--

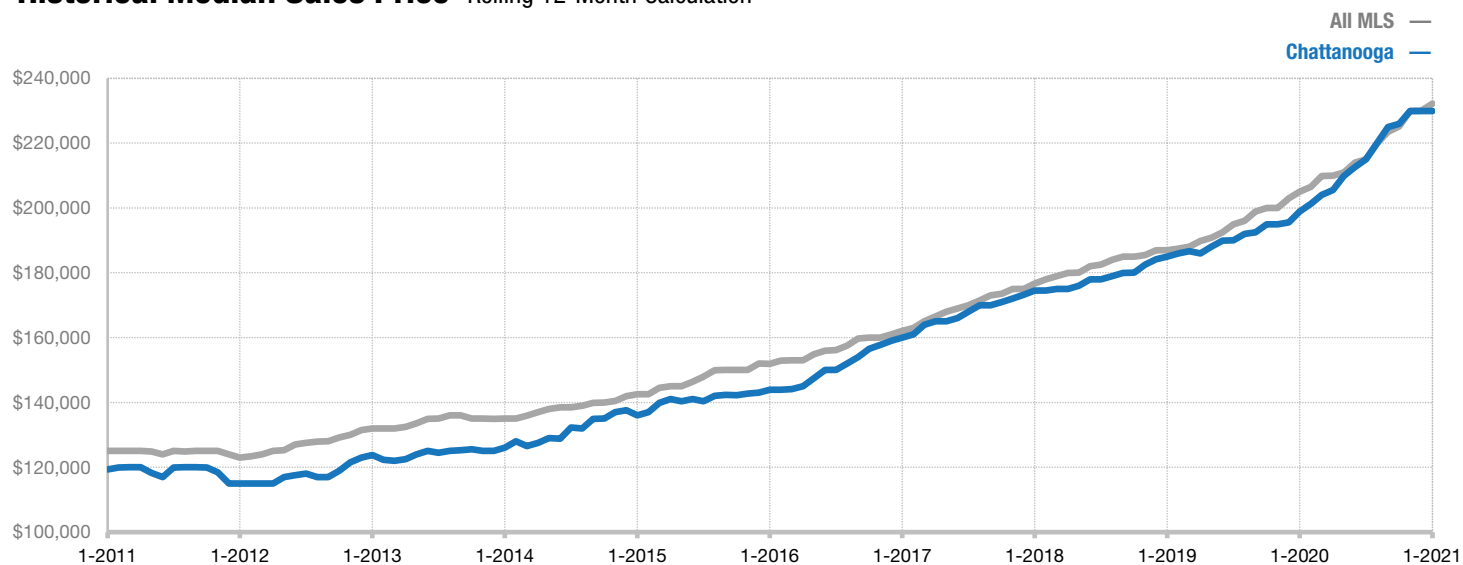
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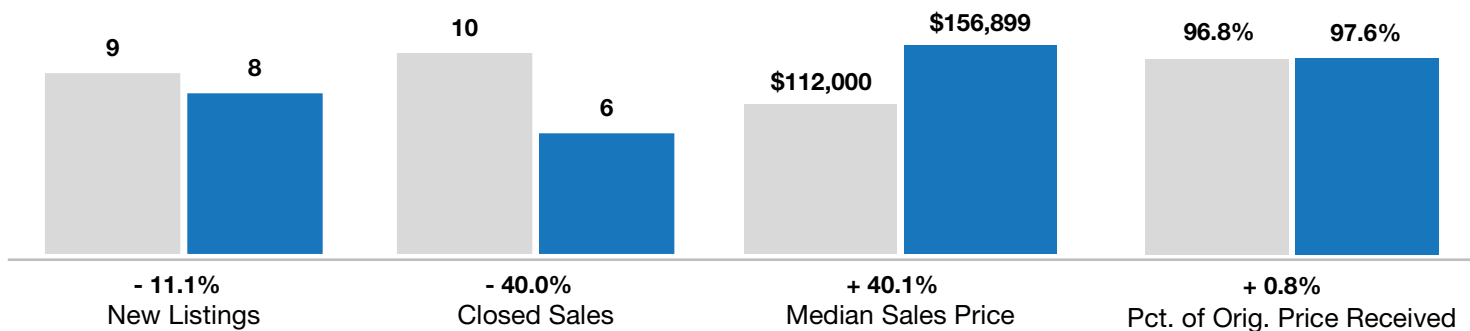
Chattooga County

Key Metrics	January			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	9	8	- 11.1%	9	8	- 11.1%
Closed Sales	10	6	- 40.0%	10	6	- 40.0%
Median Sales Price	\$112,000	\$156,899	+ 40.1%	\$112,000	\$156,899	+ 40.1%
Pct. of Orig. Price Received	96.8%	97.6%	+ 0.8%	96.8%	97.6%	+ 0.8%
Days on Market Until Sale	25	6	- 76.0%	25	6	- 76.0%
Inventory of Homes for Sale	20	5	- 75.0%	--	--	--
Months Supply of Inventory	3.3	0.6	- 81.8%	--	--	--

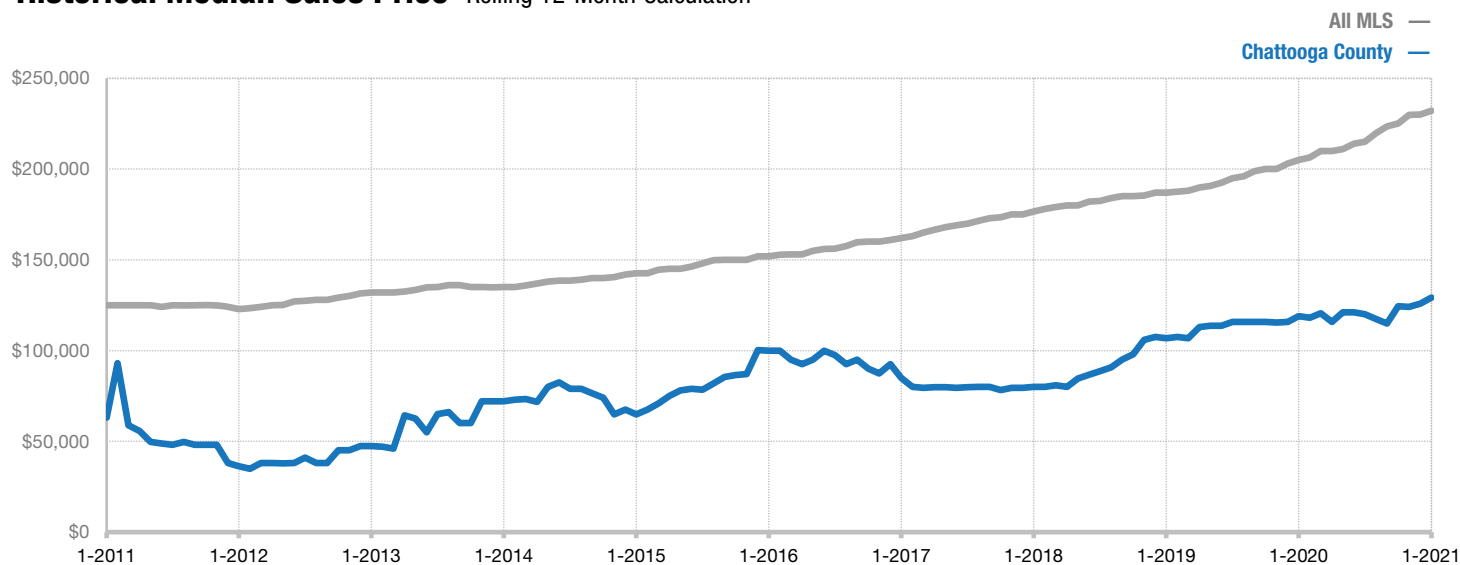
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Collegedale

Key Metrics	January			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	6	--	--	--	--
Months Supply of Inventory	0	0	--	--	--	--

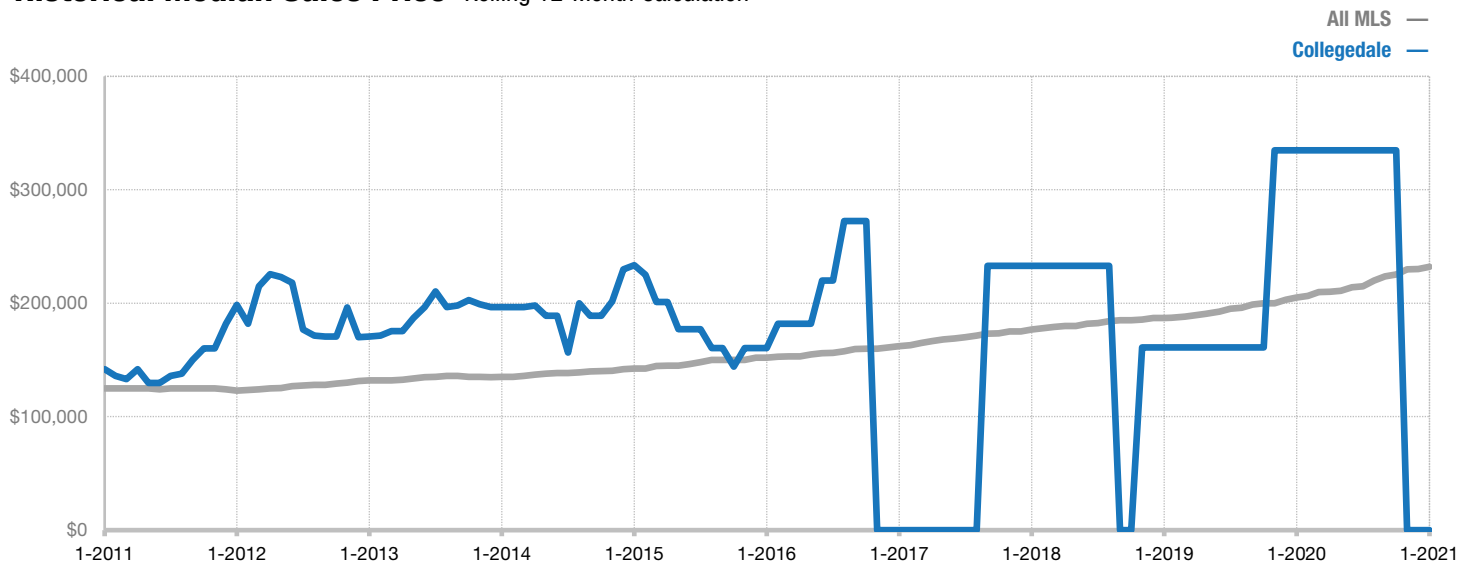
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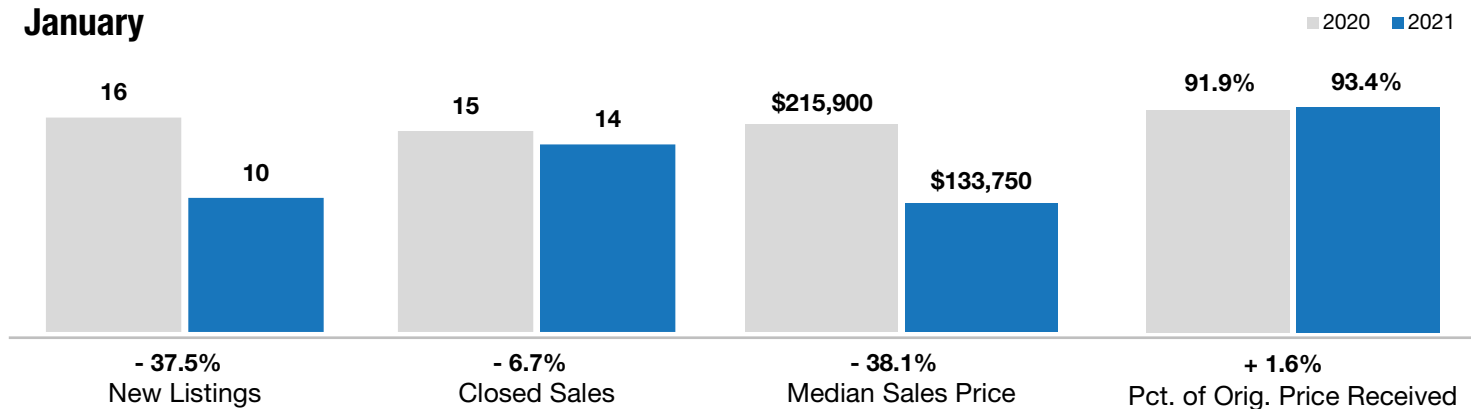
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Dade County

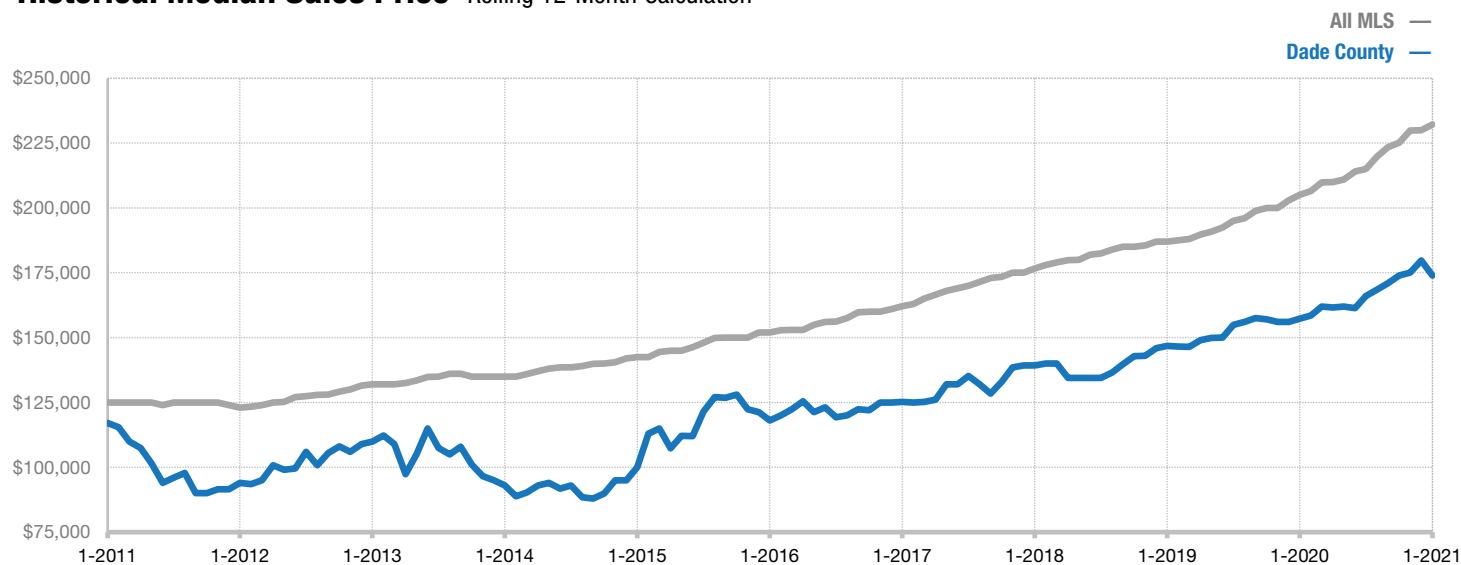
Key Metrics	January			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	16	10	- 37.5%	16	10	- 37.5%
Closed Sales	15	14	- 6.7%	15	14	- 6.7%
Median Sales Price	\$215,900	\$133,750	- 38.1%	\$215,900	\$133,750	- 38.1%
Pct. of Orig. Price Received	91.9%	93.4%	+ 1.6%	91.9%	93.4%	+ 1.6%
Days on Market Until Sale	47	73	+ 55.3%	47	73	+ 55.3%
Inventory of Homes for Sale	62	27	- 56.5%	--	--	--
Months Supply of Inventory	5.8	1.9	- 67.2%	--	--	--

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Downtown Chattanooga

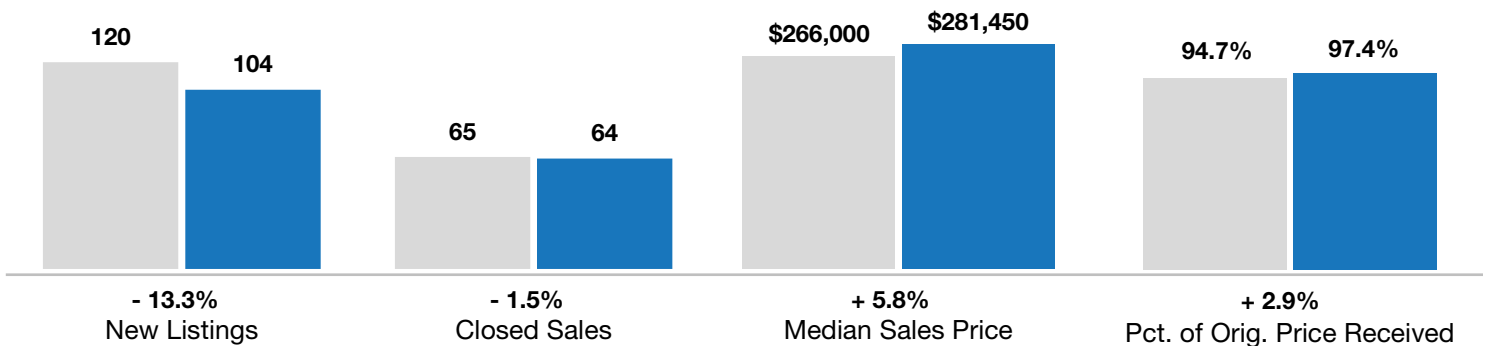
ZIP Codes: 37402, 37403, 37404, 37405, 37406, 37408 and 37450

Key Metrics	January			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	120	104	- 13.3%	120	104	- 13.3%
Closed Sales	65	64	- 1.5%	65	64	- 1.5%
Median Sales Price	\$266,000	\$281,450	+ 5.8%	\$266,000	\$281,450	+ 5.8%
Pct. of Orig. Price Received	94.7%	97.4%	+ 2.9%	94.7%	97.4%	+ 2.9%
Days on Market Until Sale	58	33	- 43.1%	58	33	- 43.1%
Inventory of Homes for Sale	318	142	- 55.3%	--	--	--
Months Supply of Inventory	3.4	0.9	- 73.5%	--	--	--

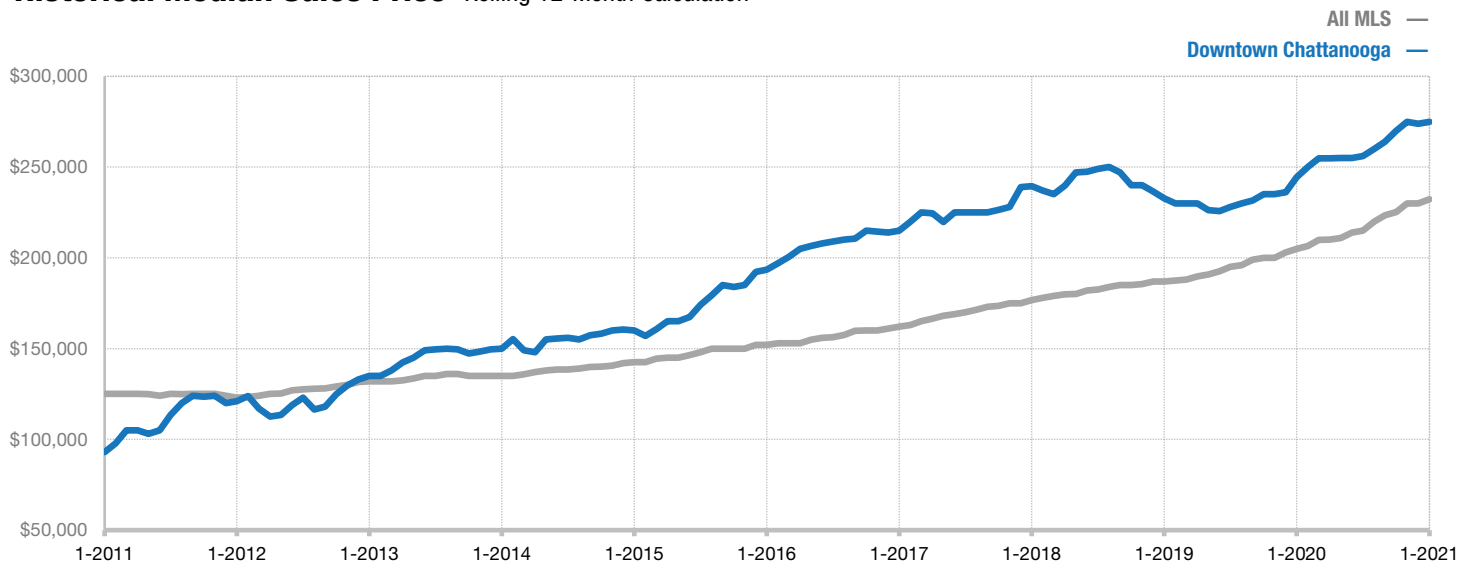
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East Brainerd

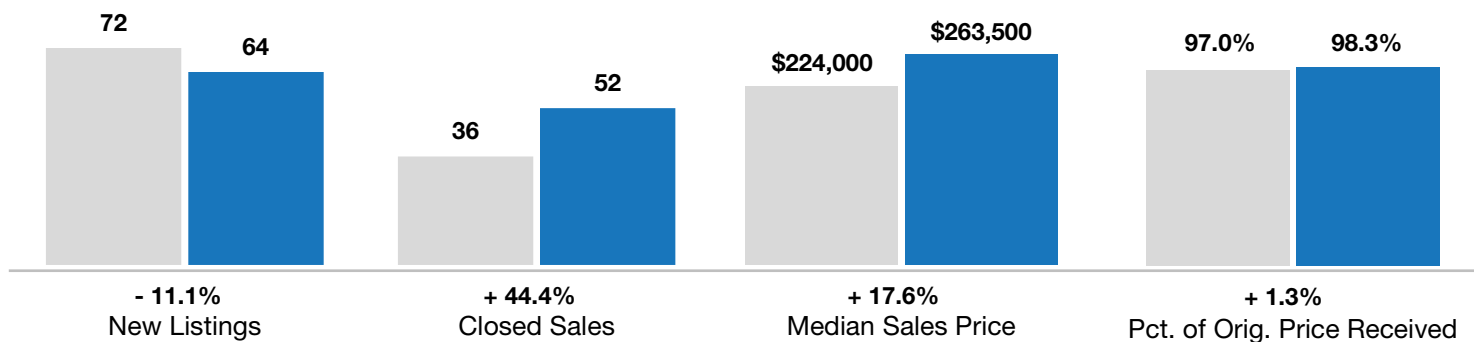
Includes the Cromwell, Dalewood, Eastdale & Tyner Communities

Key Metrics	January			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	72	64	- 11.1%	72	64	- 11.1%
Closed Sales	36	52	+ 44.4%	36	52	+ 44.4%
Median Sales Price	\$224,000	\$263,500	+ 17.6%	\$224,000	\$263,500	+ 17.6%
Pct. of Orig. Price Received	97.0%	98.3%	+ 1.3%	97.0%	98.3%	+ 1.3%
Days on Market Until Sale	39	30	- 23.1%	39	30	- 23.1%
Inventory of Homes for Sale	126	46	- 63.5%	--	--	--
Months Supply of Inventory	1.9	0.6	- 68.4%	--	--	--

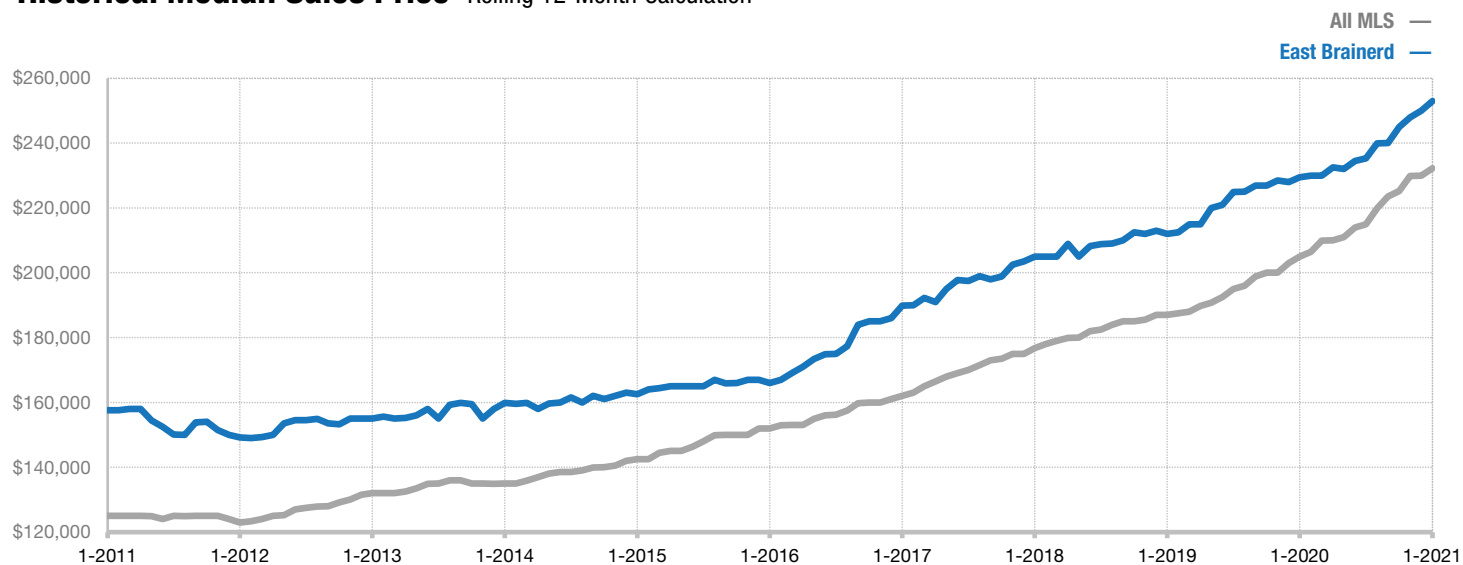
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East Ridge

Key Metrics	January			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	2	0	- 100.0%	--	--	--
Months Supply of Inventory	1.3	0	- 100.0%	--	--	--

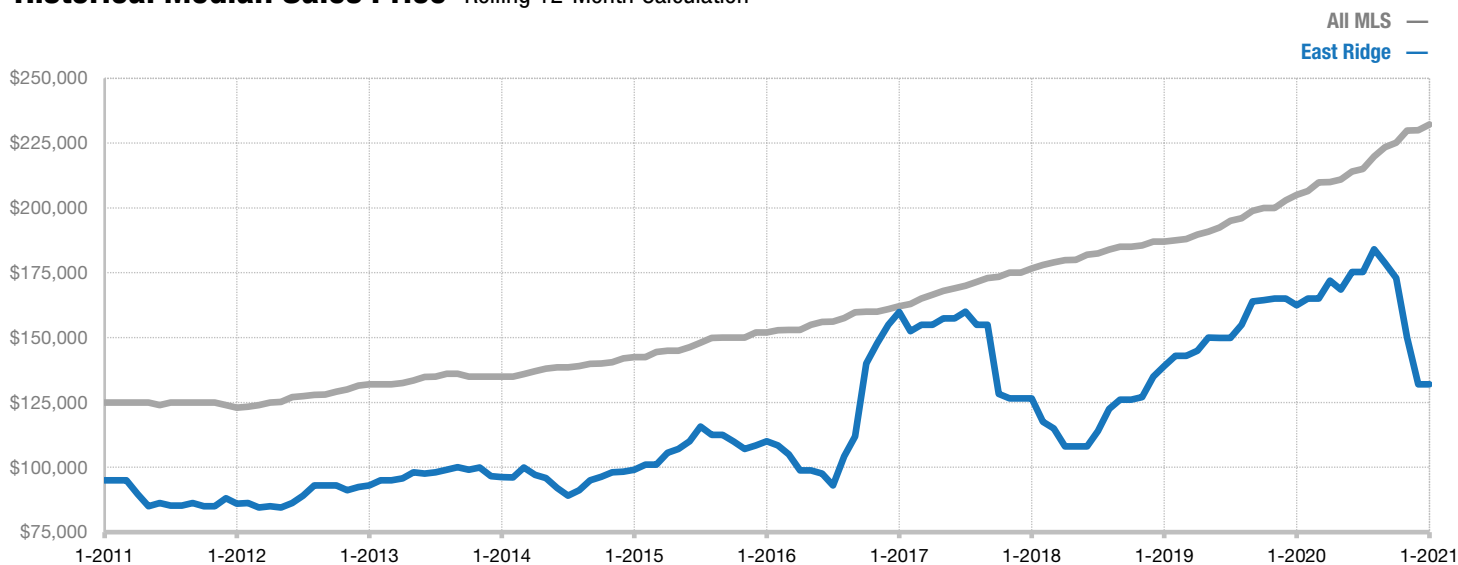
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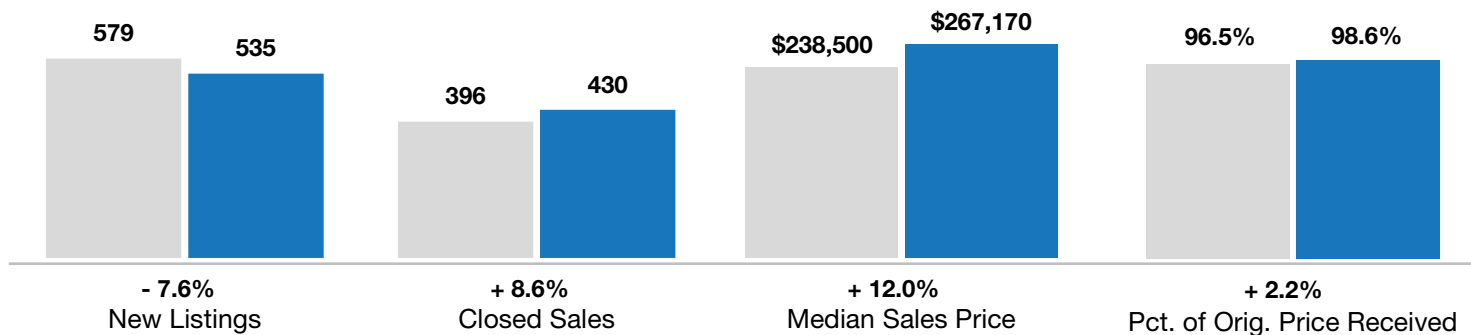
Hamilton County

Key Metrics	January			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	579	535	- 7.6%	579	535	- 7.6%
Closed Sales	396	430	+ 8.6%	396	430	+ 8.6%
Median Sales Price	\$238,500	\$267,170	+ 12.0%	\$238,500	\$267,170	+ 12.0%
Pct. of Orig. Price Received	96.5%	98.6%	+ 2.2%	96.5%	98.6%	+ 2.2%
Days on Market Until Sale	60	34	- 43.3%	60	34	- 43.3%
Inventory of Homes for Sale	1,304	505	- 61.3%	--	--	--
Months Supply of Inventory	2.3	0.7	- 69.6%	--	--	--

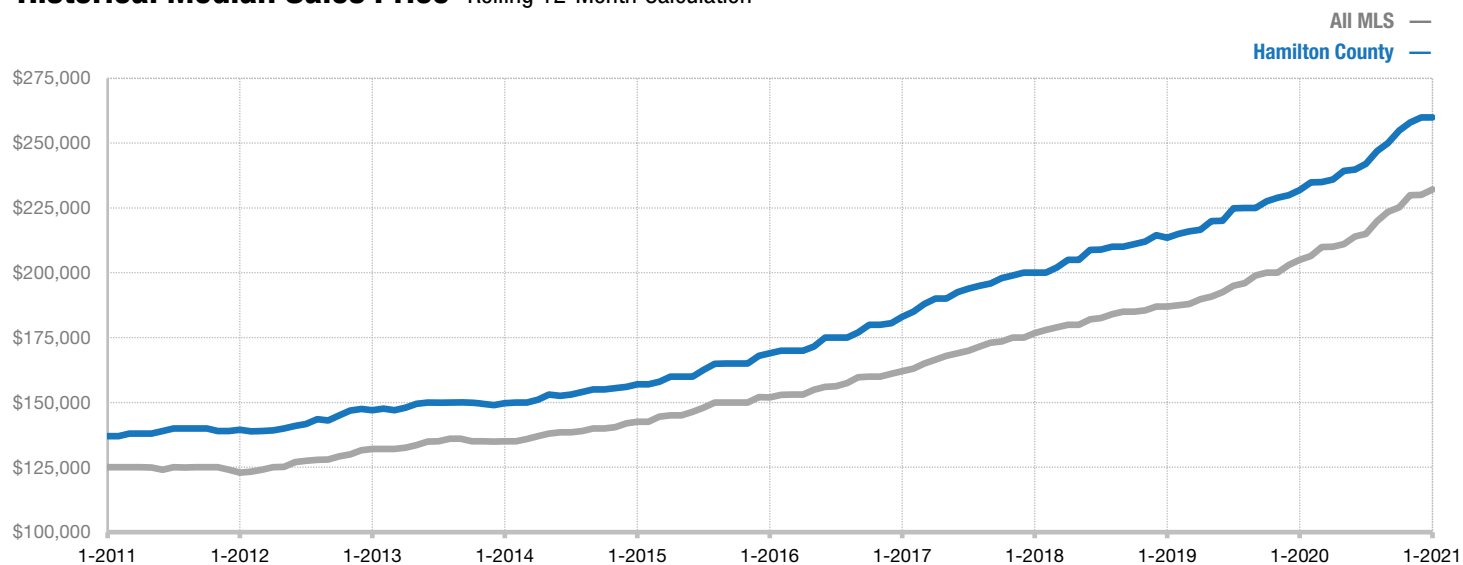
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Harrison / Georgetown

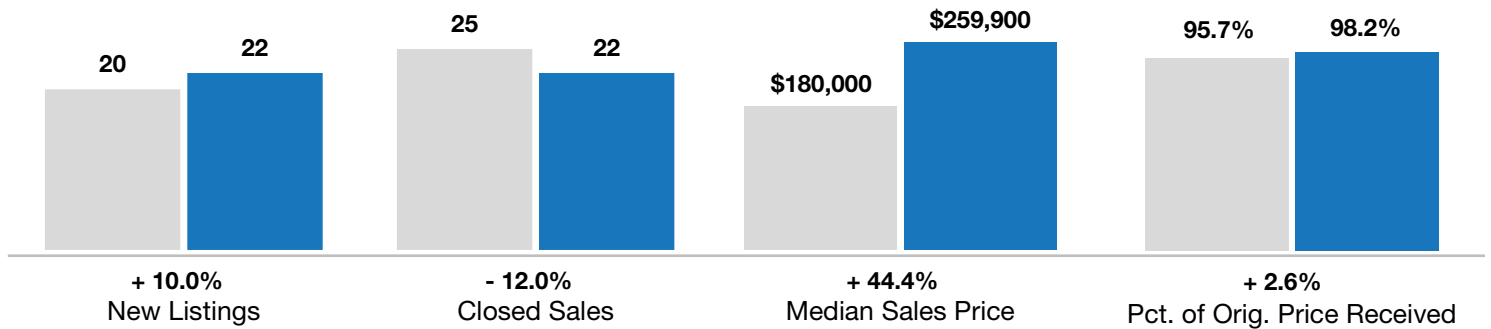
ZIP Codes: 37341 and 37308

Key Metrics	January			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	20	22	+ 10.0%	20	22	+ 10.0%
Closed Sales	25	22	- 12.0%	25	22	- 12.0%
Median Sales Price	\$180,000	\$259,900	+ 44.4%	\$180,000	\$259,900	+ 44.4%
Pct. of Orig. Price Received	95.7%	98.2%	+ 2.6%	95.7%	98.2%	+ 2.6%
Days on Market Until Sale	69	23	- 66.7%	69	23	- 66.7%
Inventory of Homes for Sale	74	16	- 78.4%	--	--	--
Months Supply of Inventory	3.0	0.6	- 80.0%	--	--	--

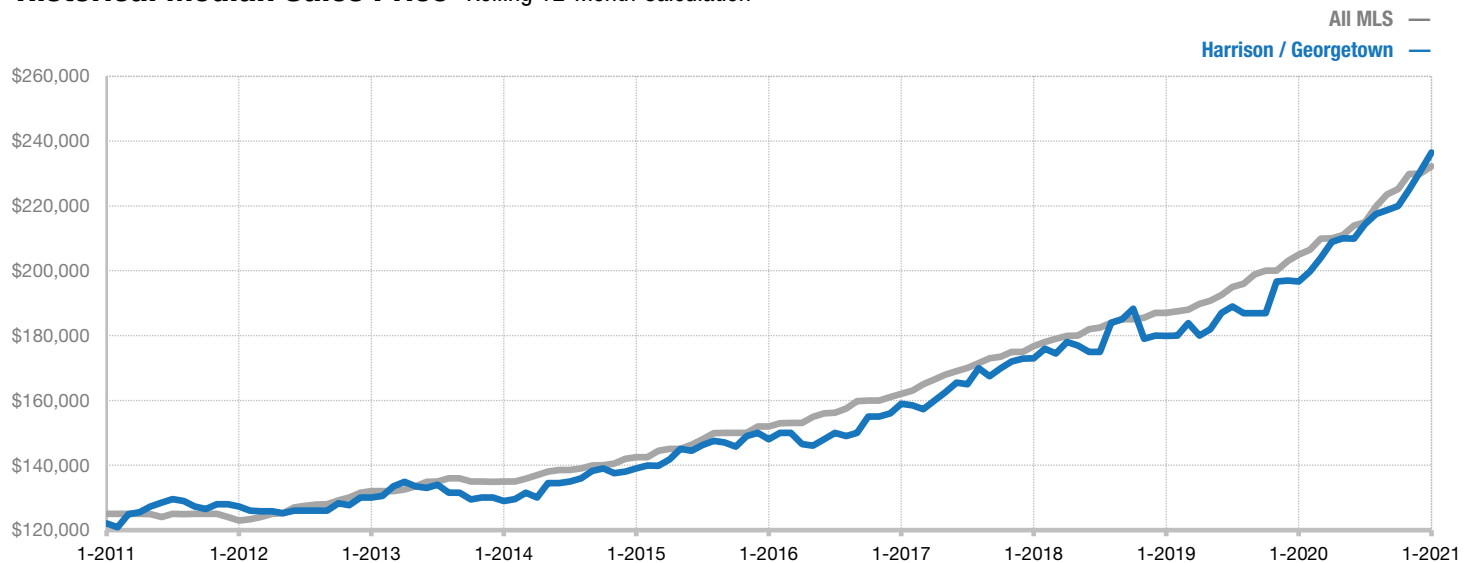
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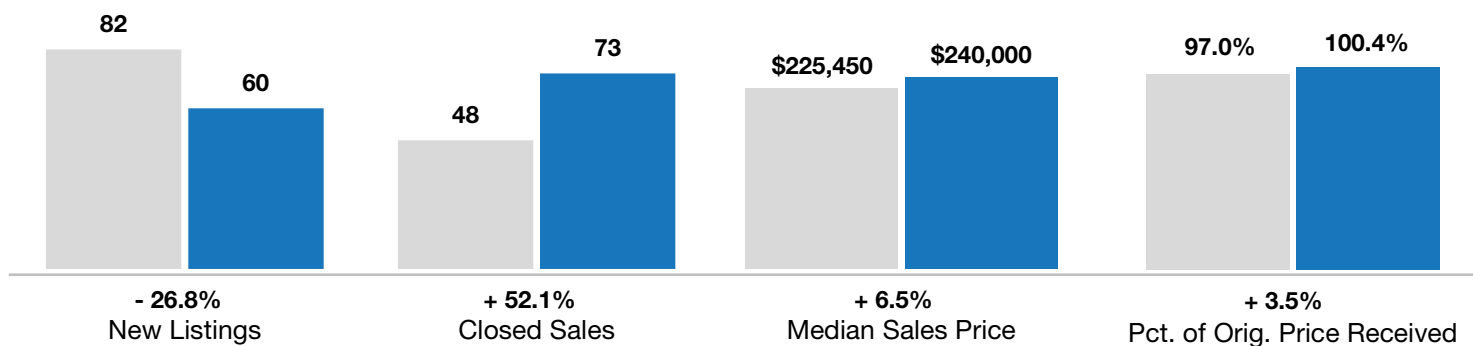
Hixson

Key Metrics	January			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	82	60	- 26.8%	82	60	- 26.8%
Closed Sales	48	73	+ 52.1%	48	73	+ 52.1%
Median Sales Price	\$225,450	\$240,000	+ 6.5%	\$225,450	\$240,000	+ 6.5%
Pct. of Orig. Price Received	97.0%	100.4%	+ 3.5%	97.0%	100.4%	+ 3.5%
Days on Market Until Sale	57	23	- 59.6%	57	23	- 59.6%
Inventory of Homes for Sale	112	37	- 67.0%	--	--	--
Months Supply of Inventory	1.7	0.4	- 76.5%	--	--	--

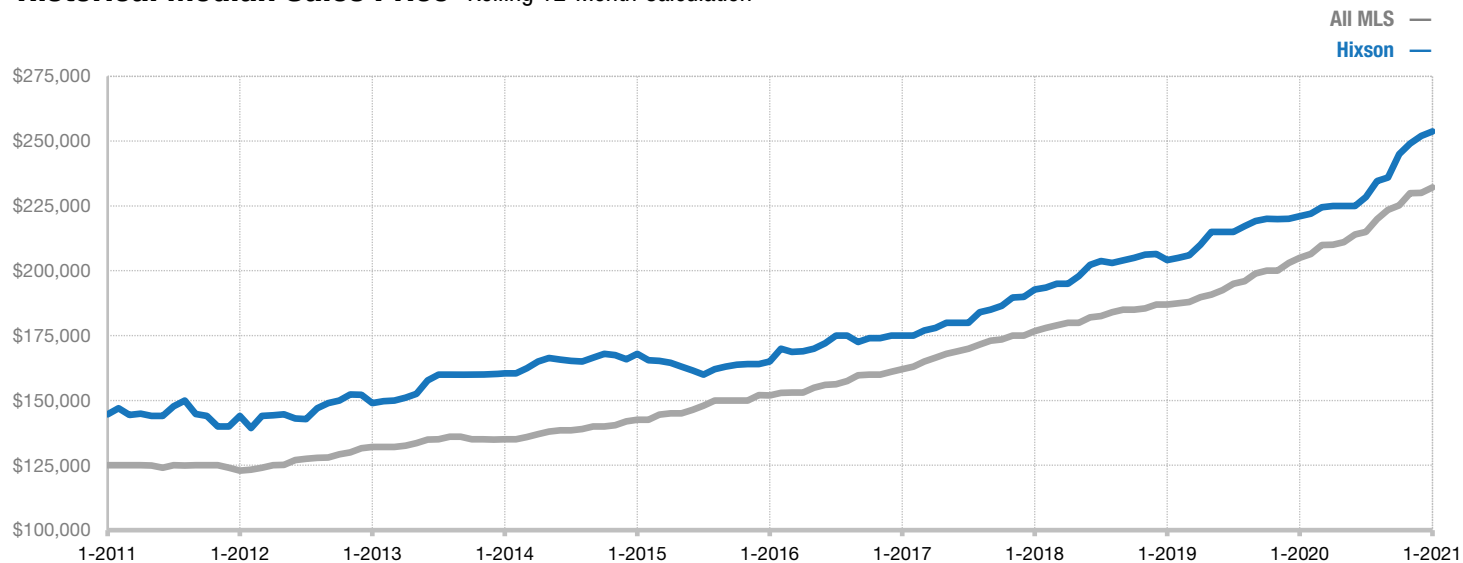
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Lookout Mountain

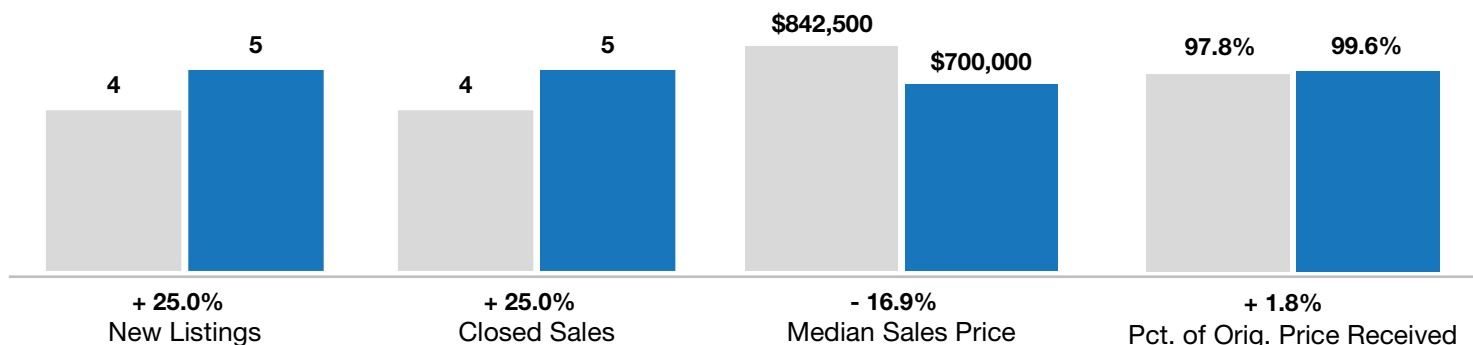
Hamilton County Only

Key Metrics	January			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	4	5	+ 25.0%	4	5	+ 25.0%
Closed Sales	4	5	+ 25.0%	4	5	+ 25.0%
Median Sales Price	\$842,500	\$700,000	- 16.9%	\$842,500	\$700,000	- 16.9%
Pct. of Orig. Price Received	97.8%	99.6%	+ 1.8%	97.8%	99.6%	+ 1.8%
Days on Market Until Sale	41	1	- 97.6%	41	1	- 97.6%
Inventory of Homes for Sale	16	3	- 81.3%	--	--	--
Months Supply of Inventory	2.8	0.6	- 78.6%	--	--	--

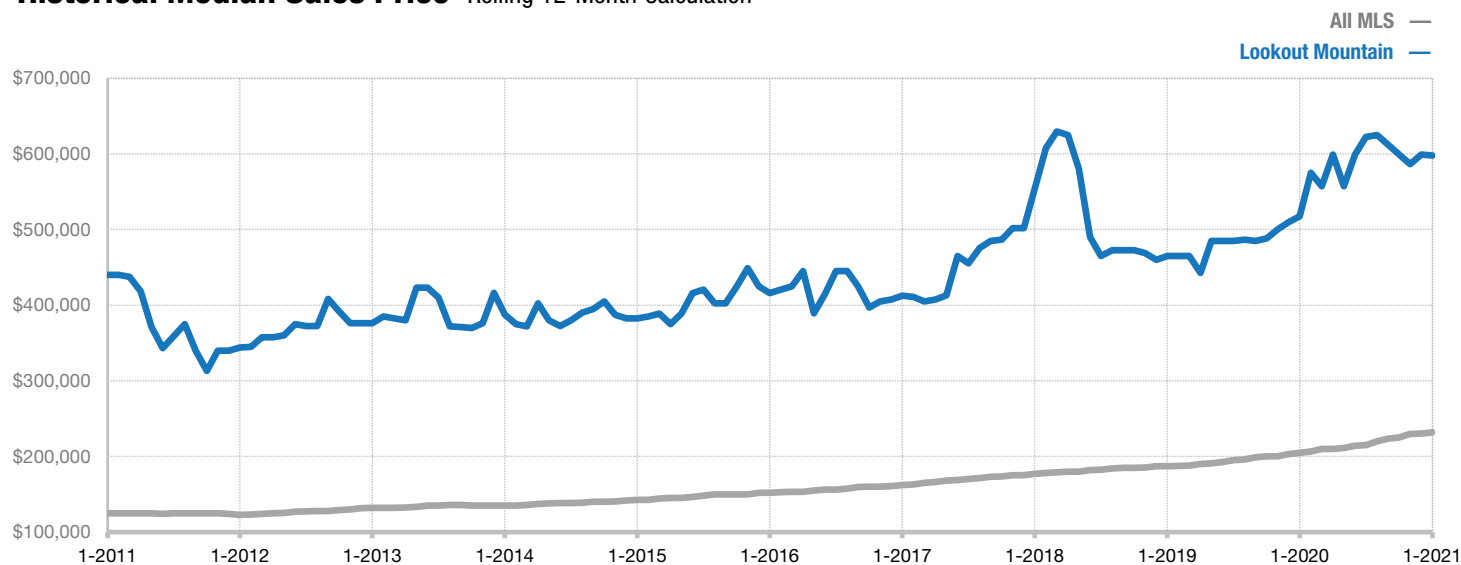
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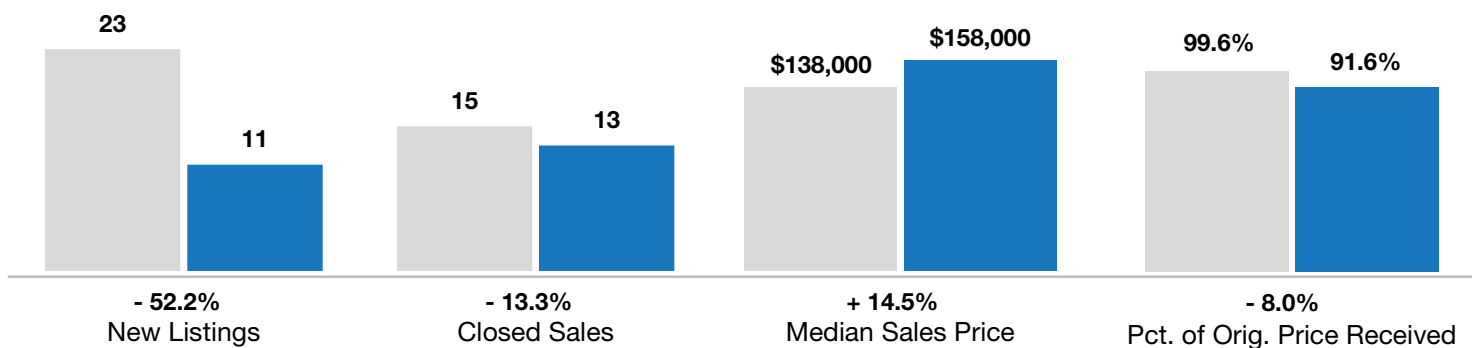
Marion County

Key Metrics	January			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	23	11	- 52.2%	23	11	- 52.2%
Closed Sales	15	13	- 13.3%	15	13	- 13.3%
Median Sales Price	\$138,000	\$158,000	+ 14.5%	\$138,000	\$158,000	+ 14.5%
Pct. of Orig. Price Received	99.6%	91.6%	- 8.0%	99.6%	91.6%	- 8.0%
Days on Market Until Sale	44	86	+ 95.5%	44	86	+ 95.5%
Inventory of Homes for Sale	88	22	- 75.0%	--	--	--
Months Supply of Inventory	5.2	1.2	- 76.9%	--	--	--

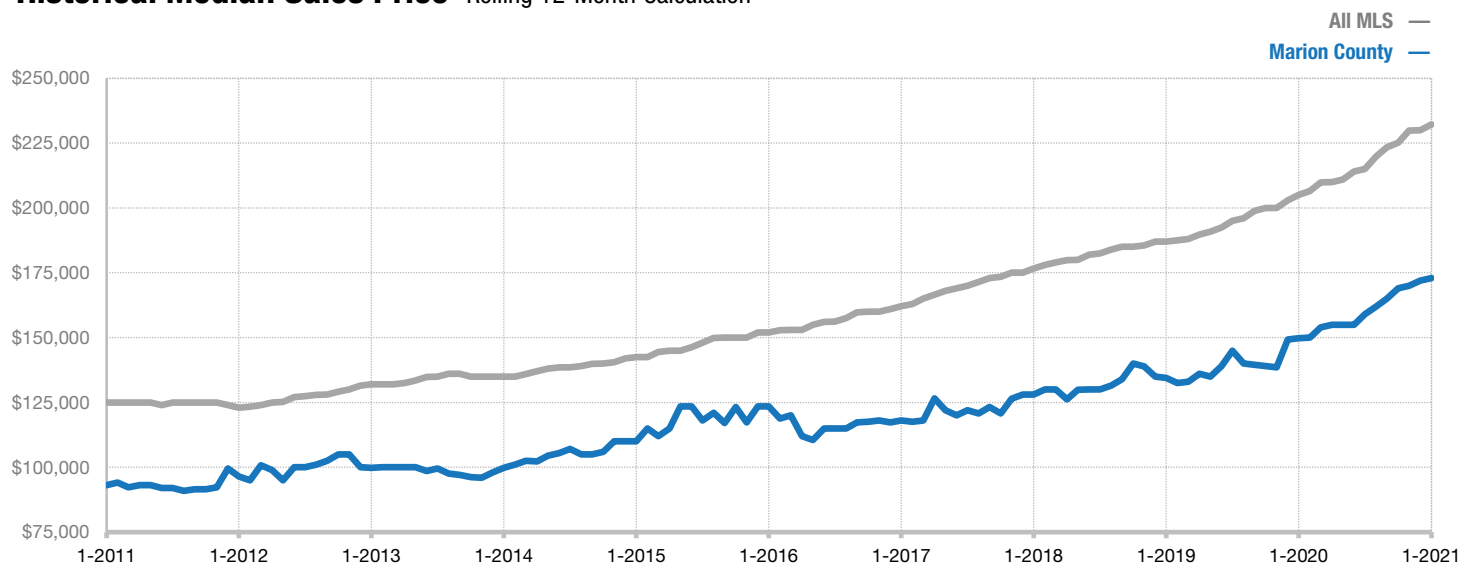
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

January

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – January 2021

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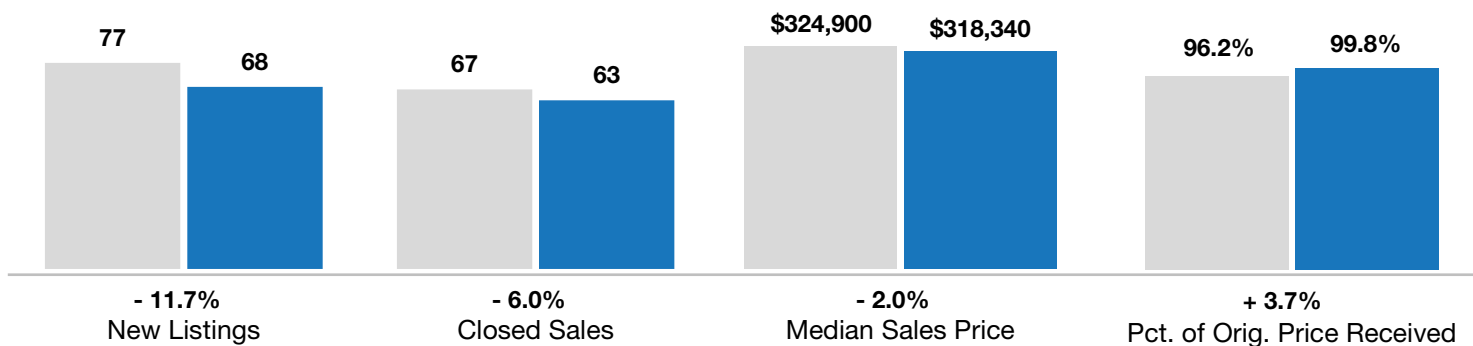
Ooltewah

Key Metrics	January			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	77	68	- 11.7%	77	68	- 11.7%
Closed Sales	67	63	- 6.0%	67	63	- 6.0%
Median Sales Price	\$324,900	\$318,340	- 2.0%	\$324,900	\$318,340	- 2.0%
Pct. of Orig. Price Received	96.2%	99.8%	+ 3.7%	96.2%	99.8%	+ 3.7%
Days on Market Until Sale	80	36	- 55.0%	80	36	- 55.0%
Inventory of Homes for Sale	196	68	- 65.3%	--	--	--
Months Supply of Inventory	2.5	0.8	- 68.0%	--	--	--

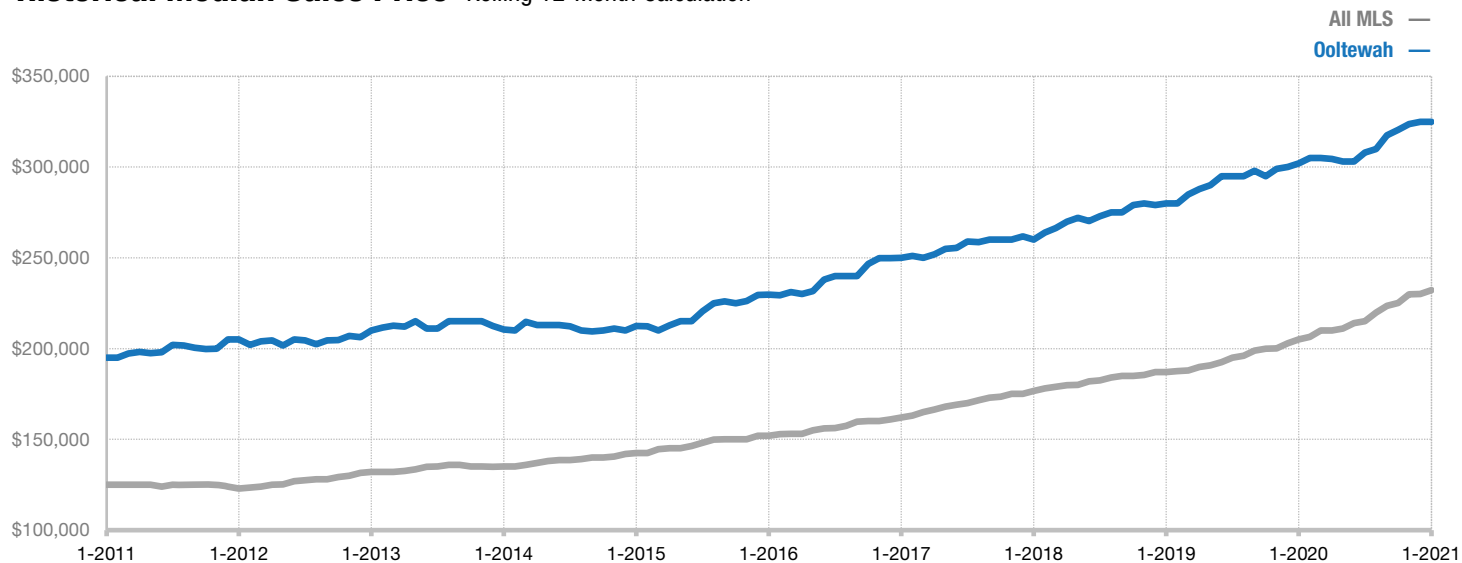
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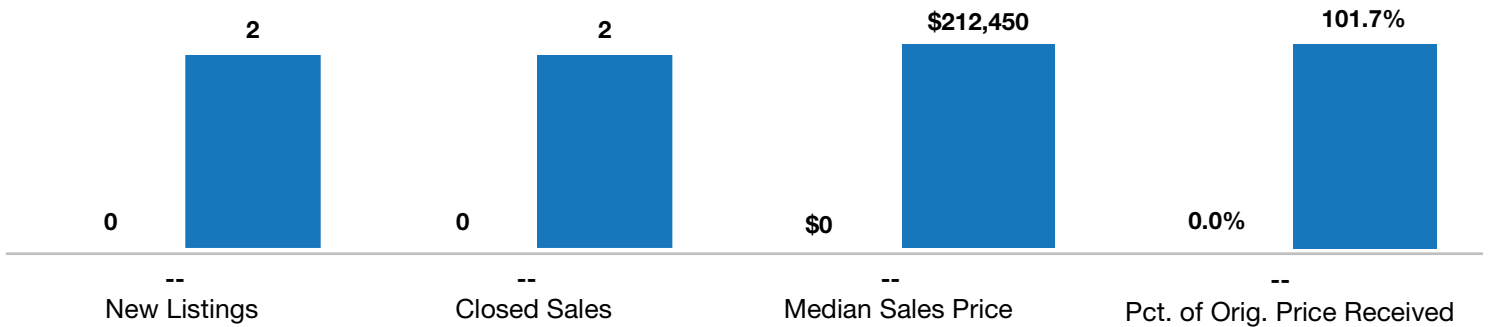
Red Bank

Key Metrics	January			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	0	2	--	0	2	--
Closed Sales	0	2	--	0	2	--
Median Sales Price	\$0	\$212,450	--	\$0	\$212,450	--
Pct. of Orig. Price Received	0.0%	101.7%	--	0	101.7%	--
Days on Market Until Sale	0	145	--	0	145	--
Inventory of Homes for Sale	3	1	- 66.7%	--	--	--
Months Supply of Inventory	1.5	0.7	- 53.3%	--	--	--

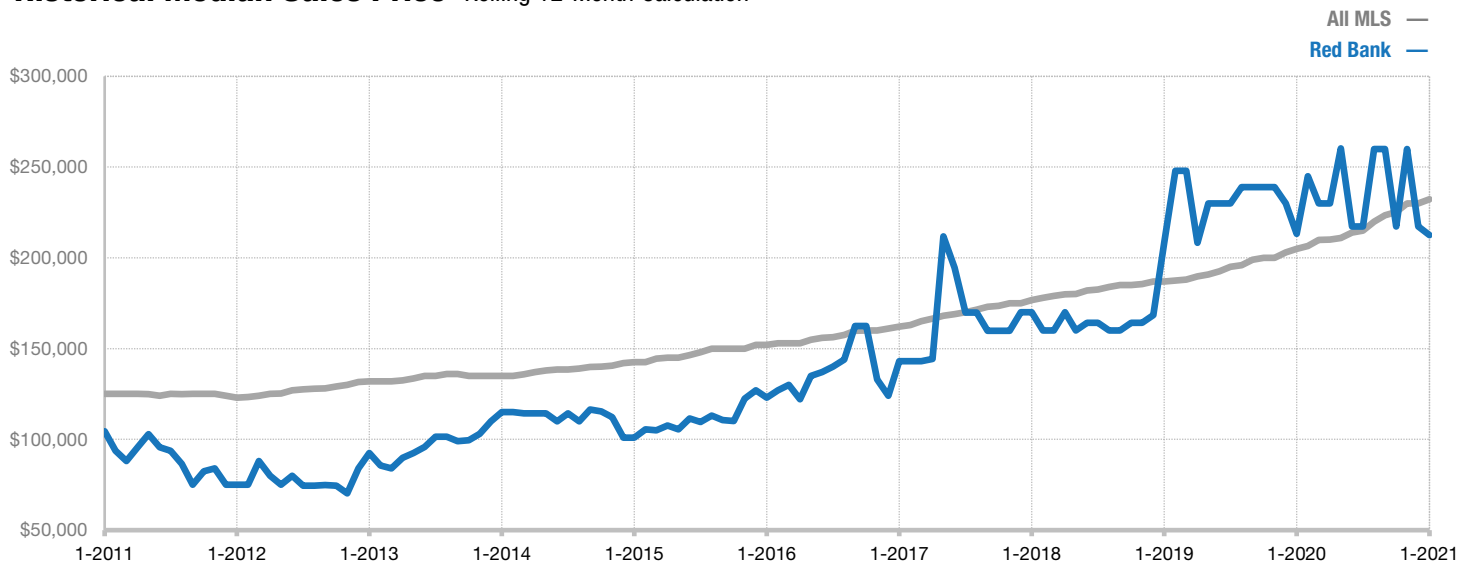
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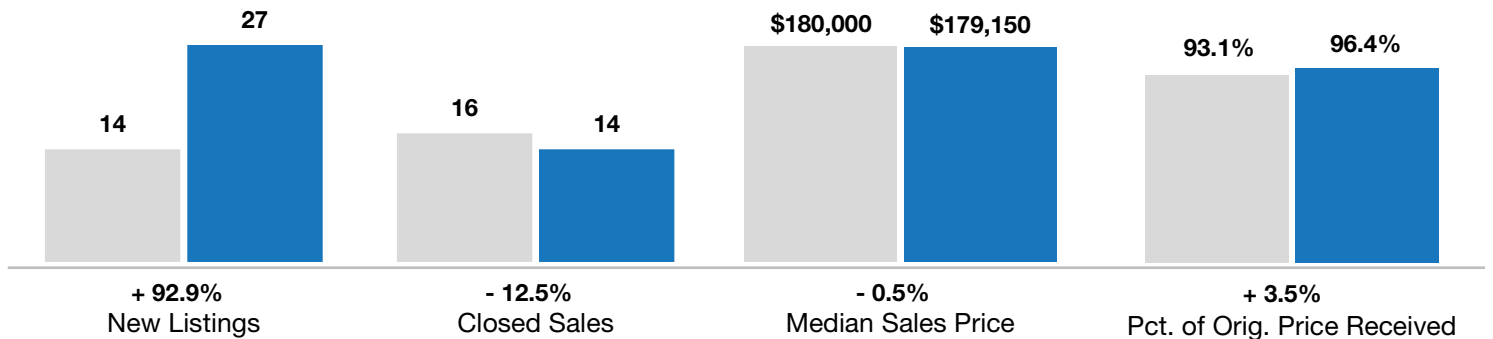
Rhea County

Key Metrics	January			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	14	27	+ 92.9%	14	27	+ 92.9%
Closed Sales	16	14	- 12.5%	16	14	- 12.5%
Median Sales Price	\$180,000	\$179,150	- 0.5%	\$180,000	\$179,150	- 0.5%
Pct. of Orig. Price Received	93.1%	96.4%	+ 3.5%	93.1%	96.4%	+ 3.5%
Days on Market Until Sale	77	67	- 13.0%	77	67	- 13.0%
Inventory of Homes for Sale	70	46	- 34.3%	--	--	--
Months Supply of Inventory	3.5	1.7	- 51.4%	--	--	--

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

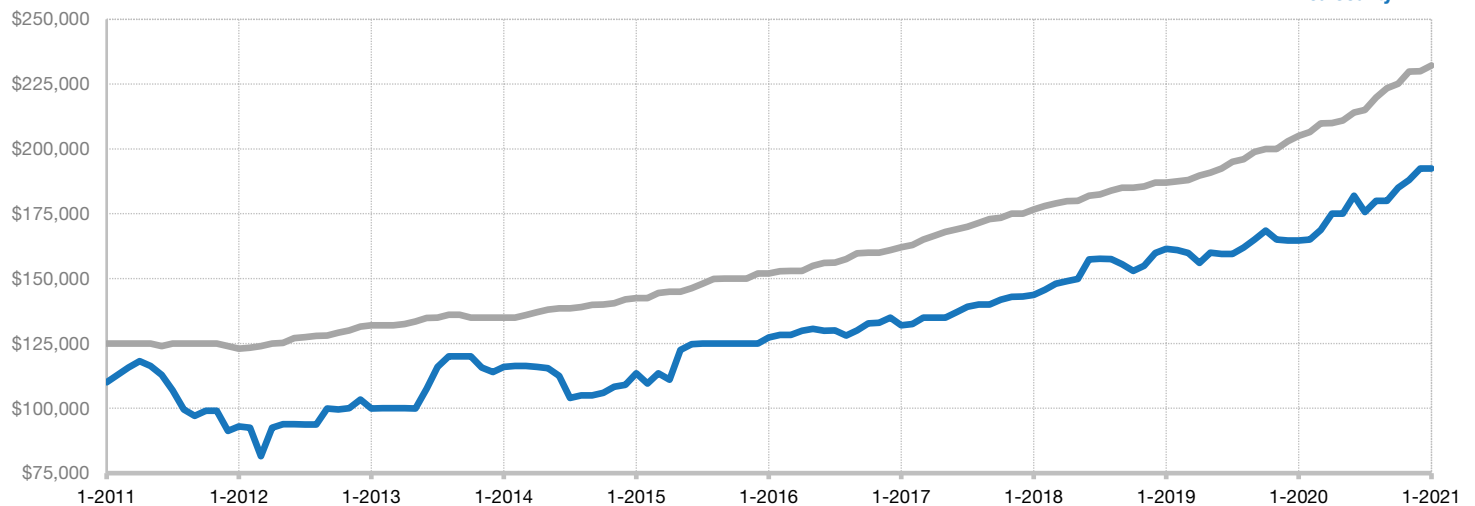
January

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Historical Median Sales Price Rolling 12-Month Calculation

All MLS —
Rhea County —



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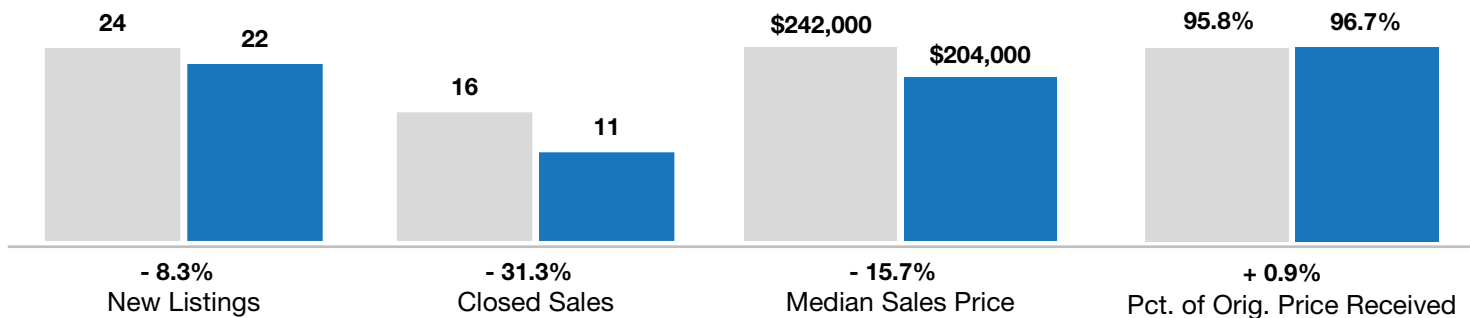
Sequatchie County

Key Metrics	January			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	24	22	- 8.3%	24	22	- 8.3%
Closed Sales	16	11	- 31.3%	16	11	- 31.3%
Median Sales Price	\$242,000	\$204,000	- 15.7%	\$242,000	\$204,000	- 15.7%
Pct. of Orig. Price Received	95.8%	96.7%	+ 0.9%	95.8%	96.7%	+ 0.9%
Days on Market Until Sale	58	34	- 41.4%	58	34	- 41.4%
Inventory of Homes for Sale	57	24	- 57.9%	--	--	--
Months Supply of Inventory	4.7	1.4	- 70.2%	--	--	--

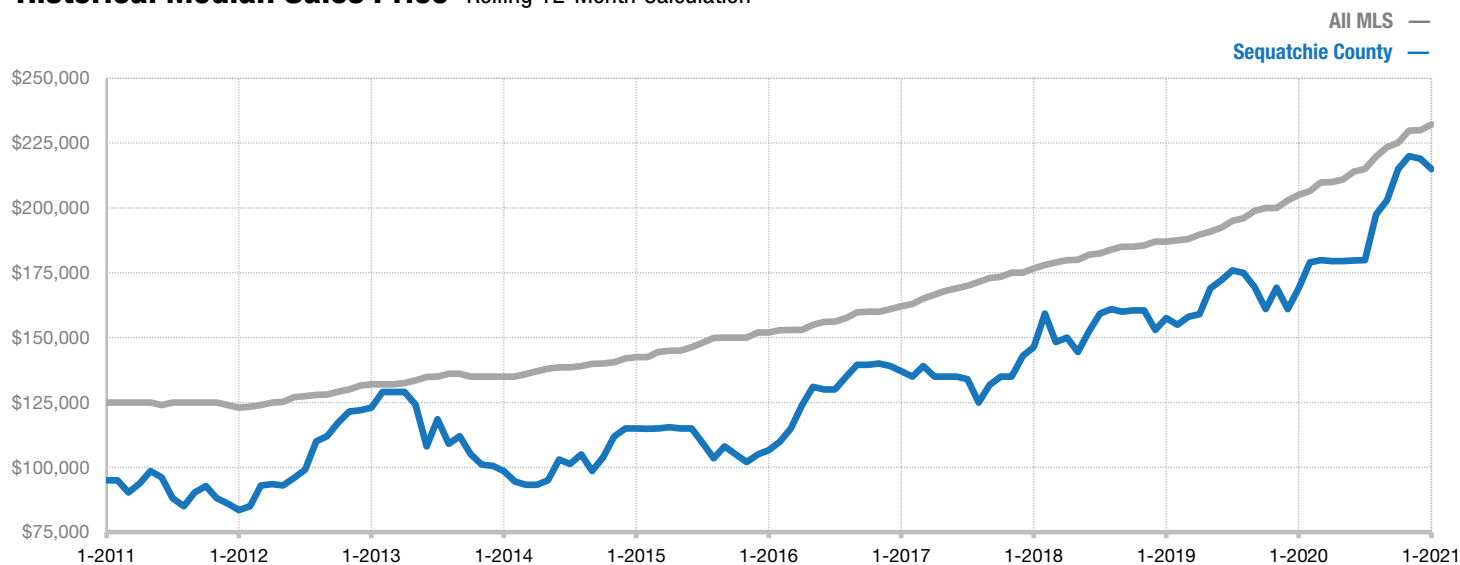
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Signal Mountain

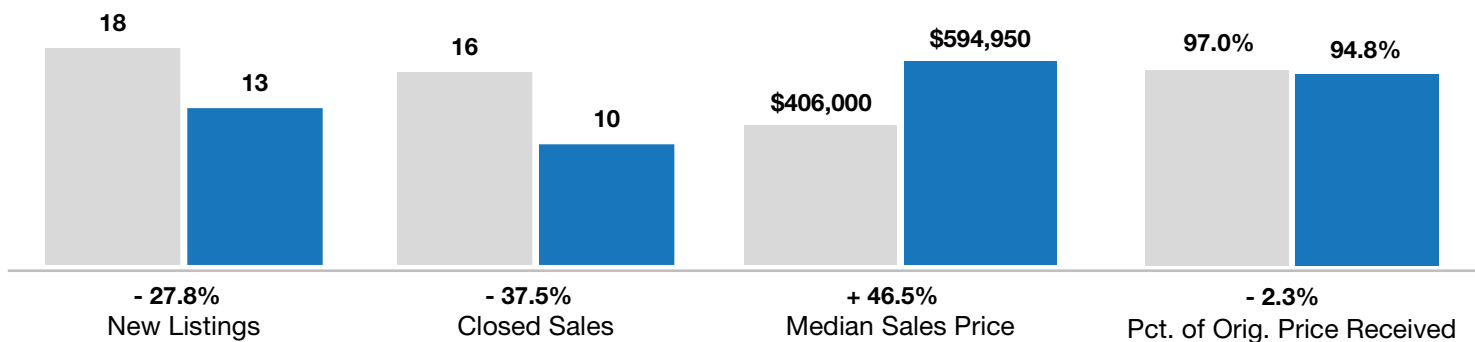
Hamilton County Only

Key Metrics	January			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	18	13	- 27.8%	18	13	- 27.8%
Closed Sales	16	10	- 37.5%	16	10	- 37.5%
Median Sales Price	\$406,000	\$594,950	+ 46.5%	\$406,000	\$594,950	+ 46.5%
Pct. of Orig. Price Received	97.0%	94.8%	- 2.3%	97.0%	94.8%	- 2.3%
Days on Market Until Sale	91	177	+ 94.5%	91	177	+ 94.5%
Inventory of Homes for Sale	72	13	- 81.9%	--	--	--
Months Supply of Inventory	2.8	0.5	- 82.1%	--	--	--

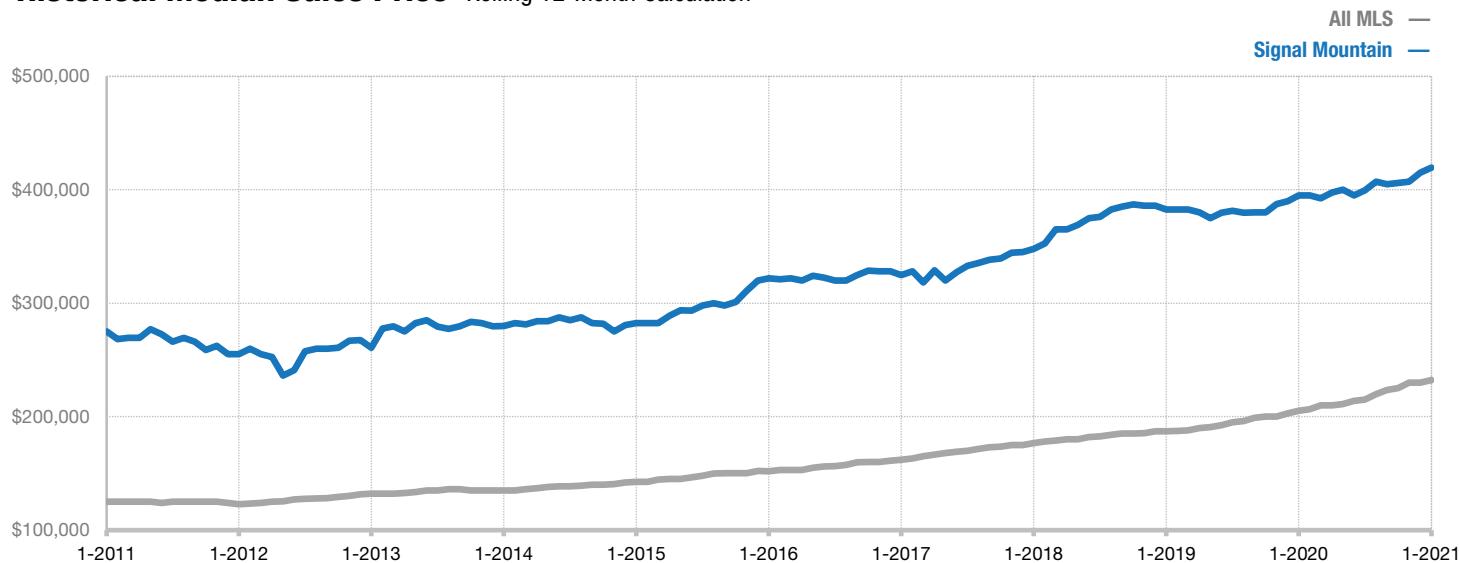
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Historical Median Sales Price Rolling 12-Month Calculation



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St. Elmo / High Park / Avondale

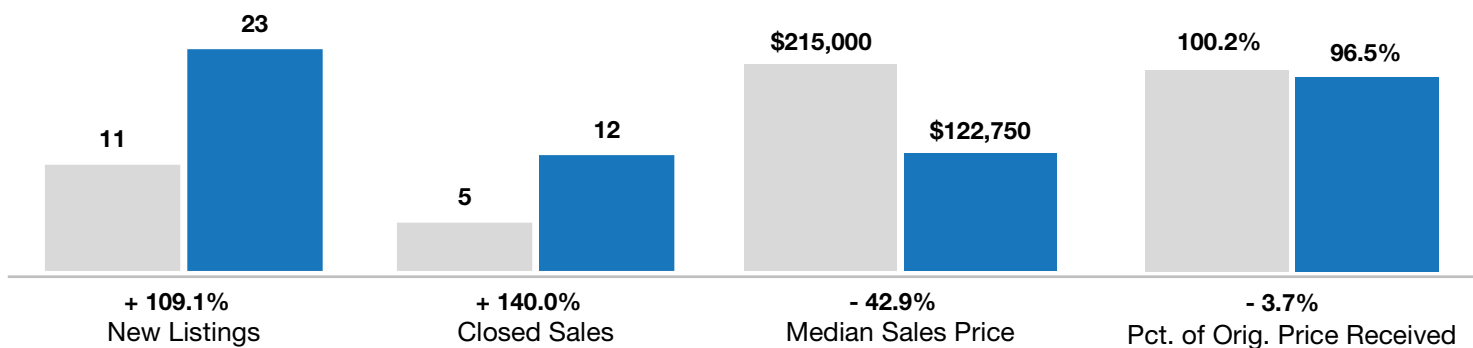
ZIP Codes: 37407, 37409 and 37410

Key Metrics	January			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	11	23	+ 109.1%	11	23	+ 109.1%
Closed Sales	5	12	+ 140.0%	5	12	+ 140.0%
Median Sales Price	\$215,000	\$122,750	- 42.9%	\$215,000	\$122,750	- 42.9%
Pct. of Orig. Price Received	100.2%	96.5%	- 3.7%	100.2%	96.5%	- 3.7%
Days on Market Until Sale	23	35	+ 52.2%	23	35	+ 52.2%
Inventory of Homes for Sale	25	16	- 36.0%	--	--	--
Months Supply of Inventory	1.6	1.2	- 25.0%	--	--	--

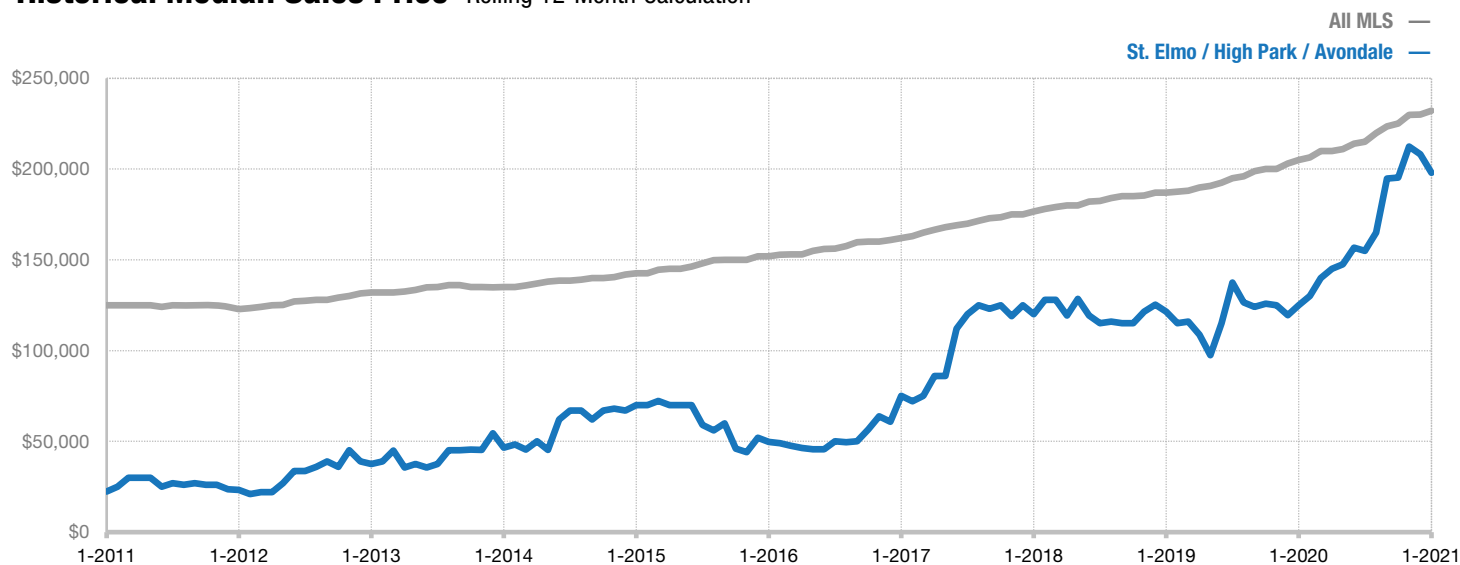
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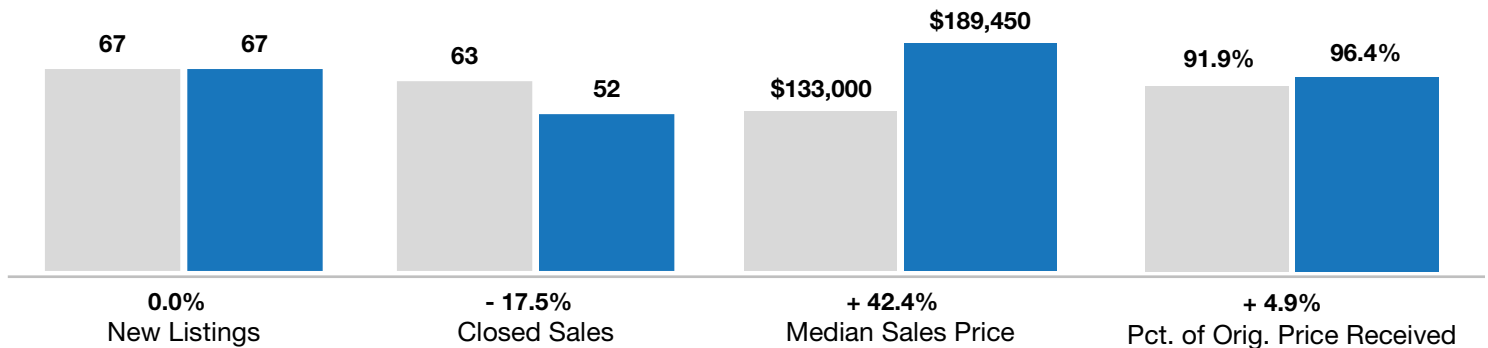
Walker County

Key Metrics	January			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	67	67	0.0%	67	67	0.0%
Closed Sales	63	52	- 17.5%	63	52	- 17.5%
Median Sales Price	\$133,000	\$189,450	+ 42.4%	\$133,000	\$189,450	+ 42.4%
Pct. of Orig. Price Received	91.9%	96.4%	+ 4.9%	91.9%	96.4%	+ 4.9%
Days on Market Until Sale	59	38	- 35.6%	59	38	- 35.6%
Inventory of Homes for Sale	183	78	- 57.4%	--	--	--
Months Supply of Inventory	2.5	1.0	- 60.0%	--	--	--

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

January

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