

# Local Market Update – April 2023

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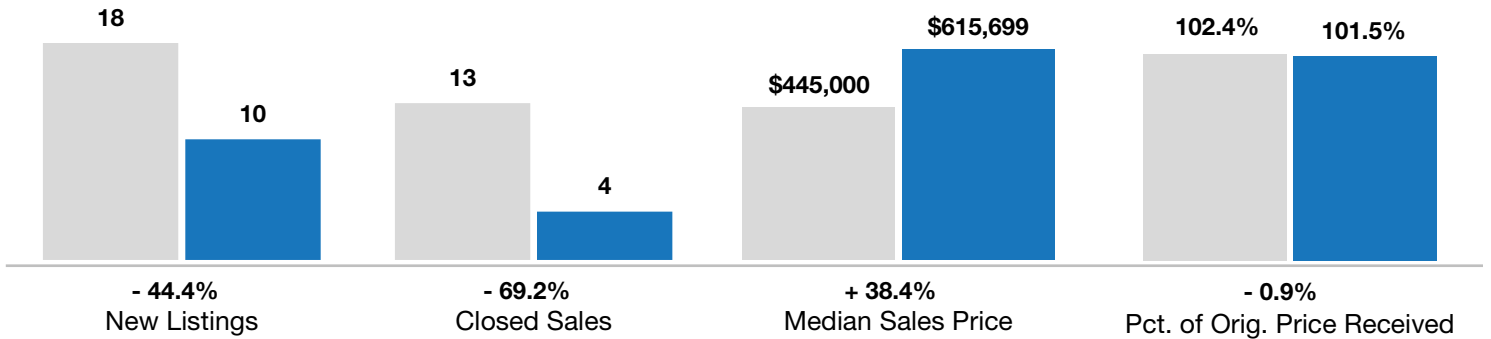
## Apison

Key Metrics	April			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	18	10	- 44.4%	69	32	- 53.6%
Closed Sales	13	4	- 69.2%	51	33	- 35.3%
Median Sales Price	\$445,000	\$615,699	+ 38.4%	\$445,000	\$533,838	+ 20.0%
Pct. of Orig. Price Received	102.4%	101.5%	- 0.9%	99.8%	99.9%	+ 0.1%
Days on Market Until Sale	30	1	- 96.7%	22	61	+ 177.3%
Inventory of Homes for Sale	23	21	- 8.7%	--	--	--
Months Supply of Inventory	1.9	2.0	+ 5.3%	--	--	--

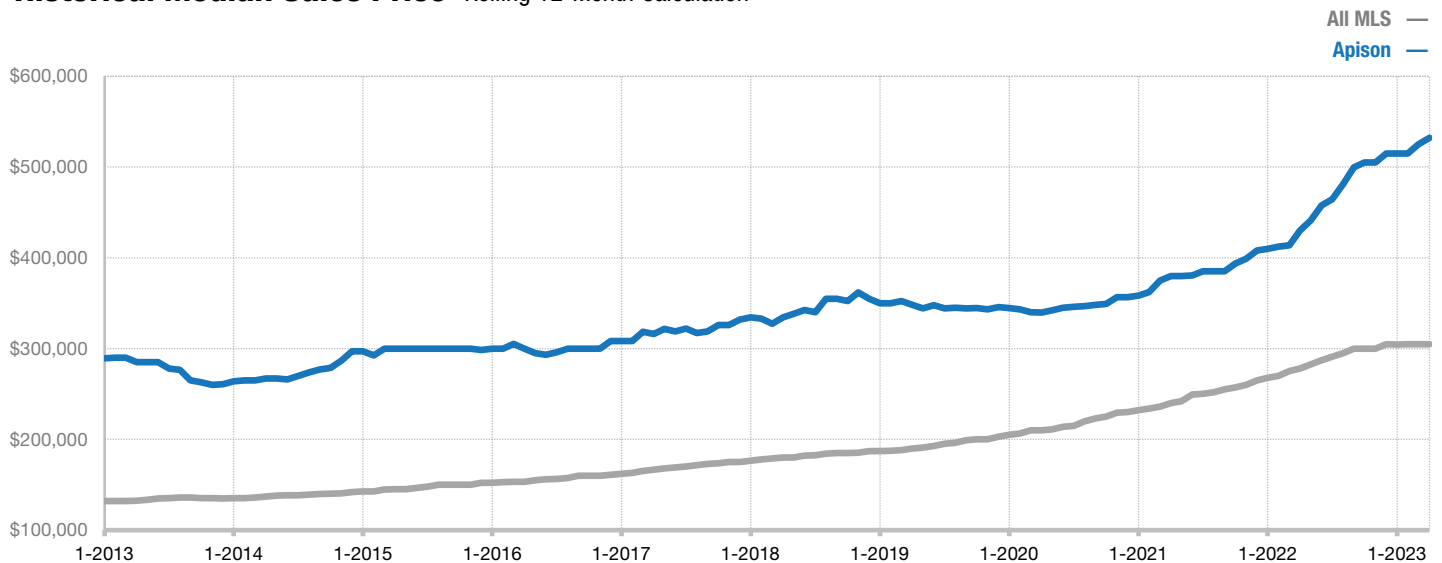
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### April

■ 2022 ■ 2023



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



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## Bakewell / Lakesite / Sale Creek / Soddy

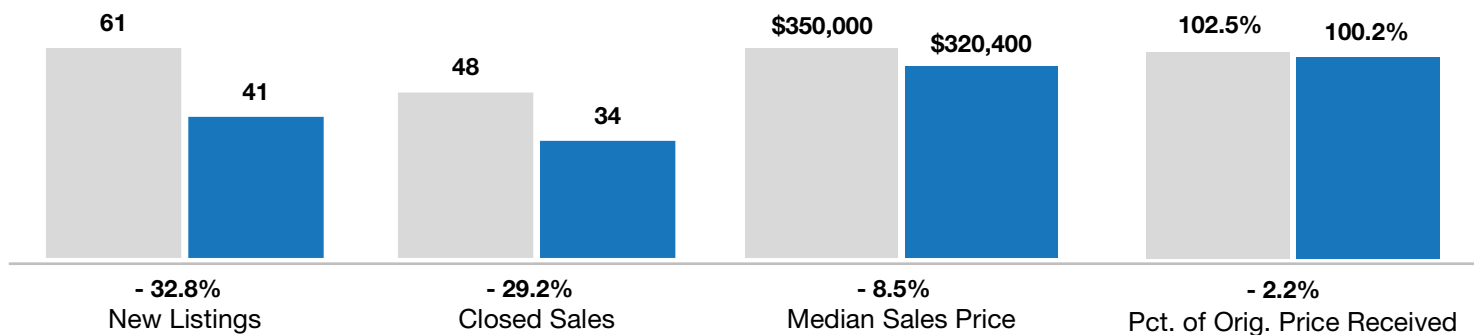
ZIP Codes: 37379 and 37384

Key Metrics	April			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	61	41	- 32.8%	193	172	- 10.9%
Closed Sales	48	34	- 29.2%	164	129	- 21.3%
Median Sales Price	\$350,000	\$320,400	- 8.5%	\$329,850	\$325,000	- 1.5%
Pct. of Orig. Price Received	102.5%	100.2%	- 2.2%	100.7%	97.2%	- 3.5%
Days on Market Until Sale	7	23	+ 228.6%	19	27	+ 42.1%
Inventory of Homes for Sale	49	52	+ 6.1%	--	--	--
Months Supply of Inventory	1.1	1.1	0.0%	--	--	--

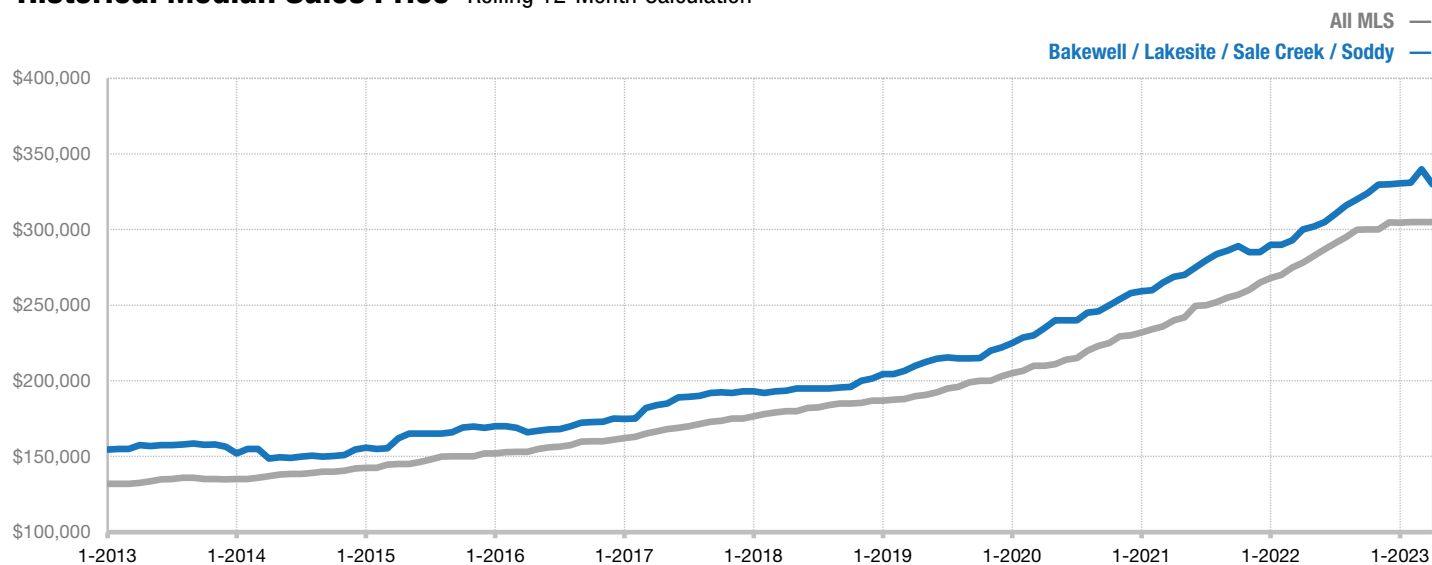
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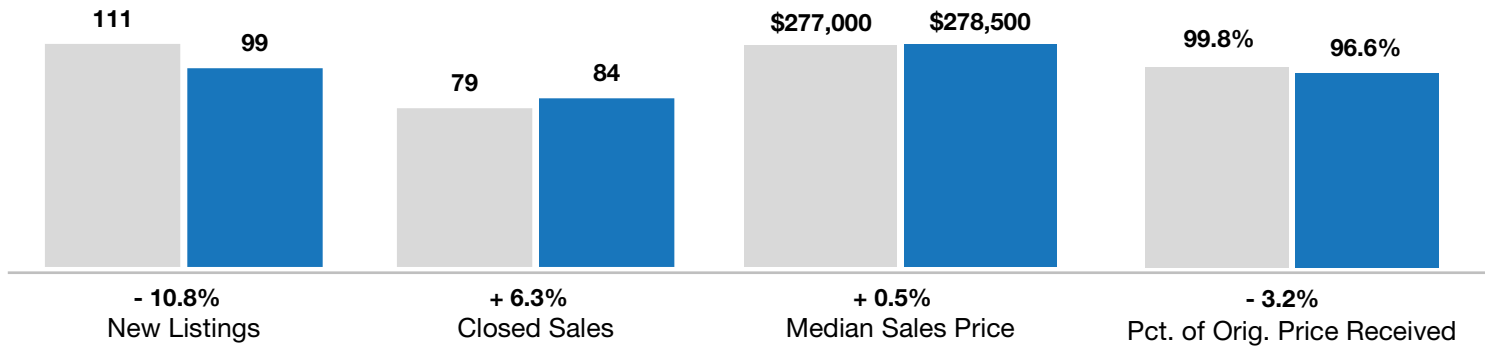
## Bradley County

Key Metrics	April			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	111	99	- 10.8%	429	403	- 6.1%
Closed Sales	79	84	+ 6.3%	330	335	+ 1.5%
Median Sales Price	\$277,000	\$278,500	+ 0.5%	\$269,000	\$295,000	+ 9.7%
Pct. of Orig. Price Received	99.8%	96.6%	- 3.2%	98.7%	95.6%	- 3.1%
Days on Market Until Sale	11	40	+ 263.6%	20	42	+ 110.0%
Inventory of Homes for Sale	102	146	+ 43.1%	--	--	--
Months Supply of Inventory	1.0	1.4	+ 40.0%	--	--	--

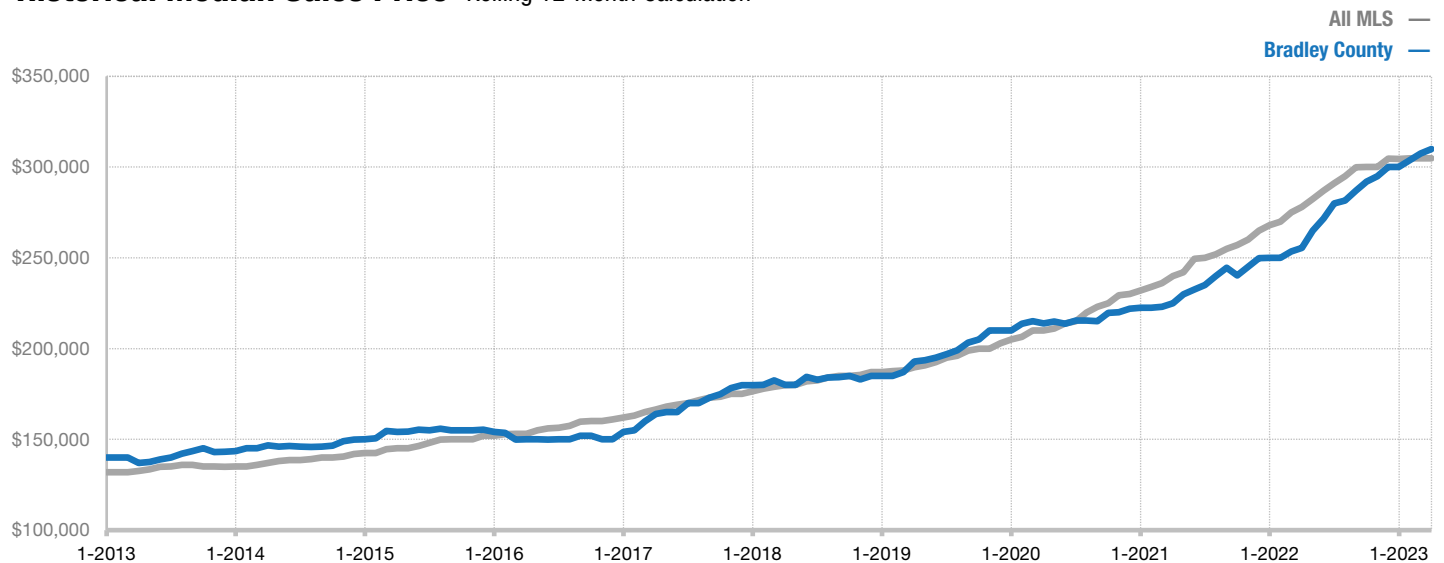
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## Brainerd

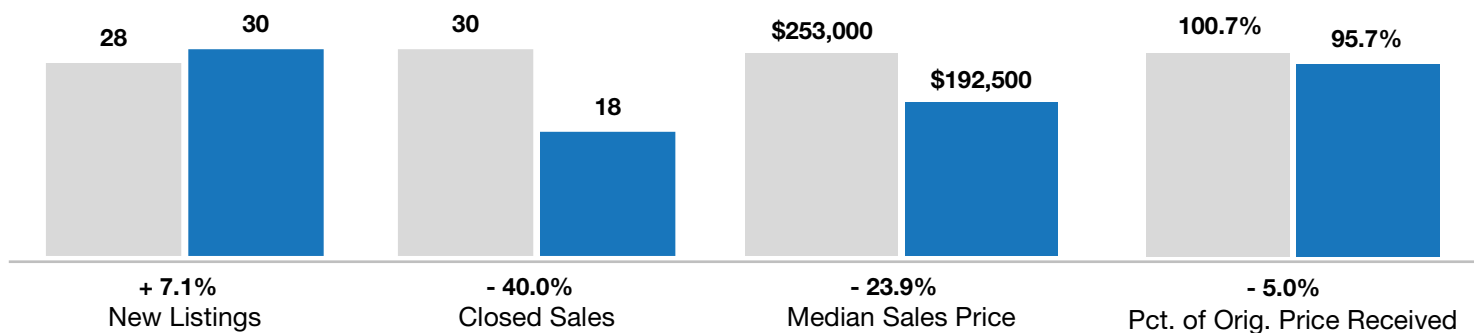
Includes the Ridgeside Community

Key Metrics	April			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	28	30	+ 7.1%	117	106	- 9.4%
Closed Sales	30	18	- 40.0%	111	89	- 19.8%
Median Sales Price	\$253,000	\$192,500	- 23.9%	\$235,000	\$225,000	- 4.3%
Pct. of Orig. Price Received	100.7%	95.7%	- 5.0%	99.4%	97.1%	- 2.3%
Days on Market Until Sale	9	18	+ 100.0%	12	22	+ 83.3%
Inventory of Homes for Sale	15	21	+ 40.0%	--	--	--
Months Supply of Inventory	0.6	1.0	+ 66.7%	--	--	--

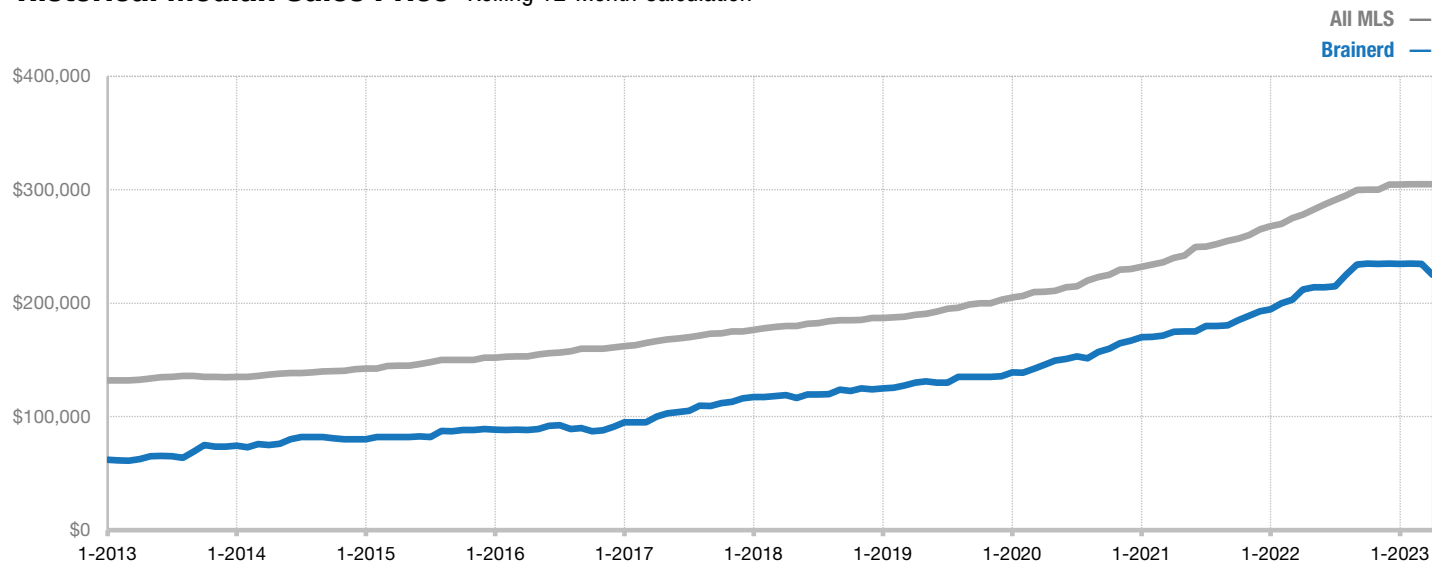
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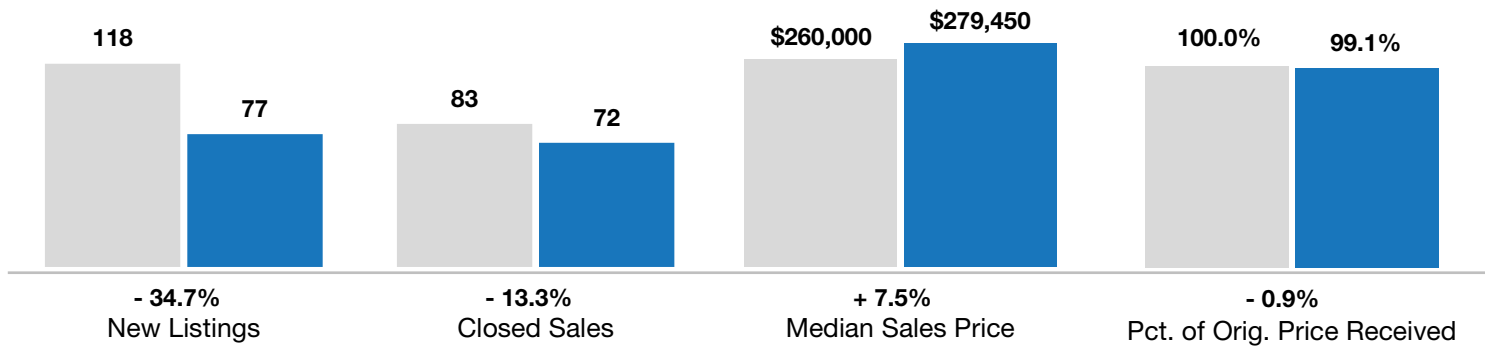
## Catoosa County

Key Metrics	April			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	118	77	- 34.7%	362	328	- 9.4%
Closed Sales	83	72	- 13.3%	291	264	- 9.3%
Median Sales Price	\$260,000	\$279,450	+ 7.5%	\$262,150	\$275,000	+ 4.9%
Pct. of Orig. Price Received	100.0%	99.1%	- 0.9%	99.3%	96.5%	- 2.8%
Days on Market Until Sale	14	39	+ 178.6%	15	44	+ 193.3%
Inventory of Homes for Sale	89	99	+ 11.2%	--	--	--
Months Supply of Inventory	1.0	1.4	+ 40.0%	--	--	--

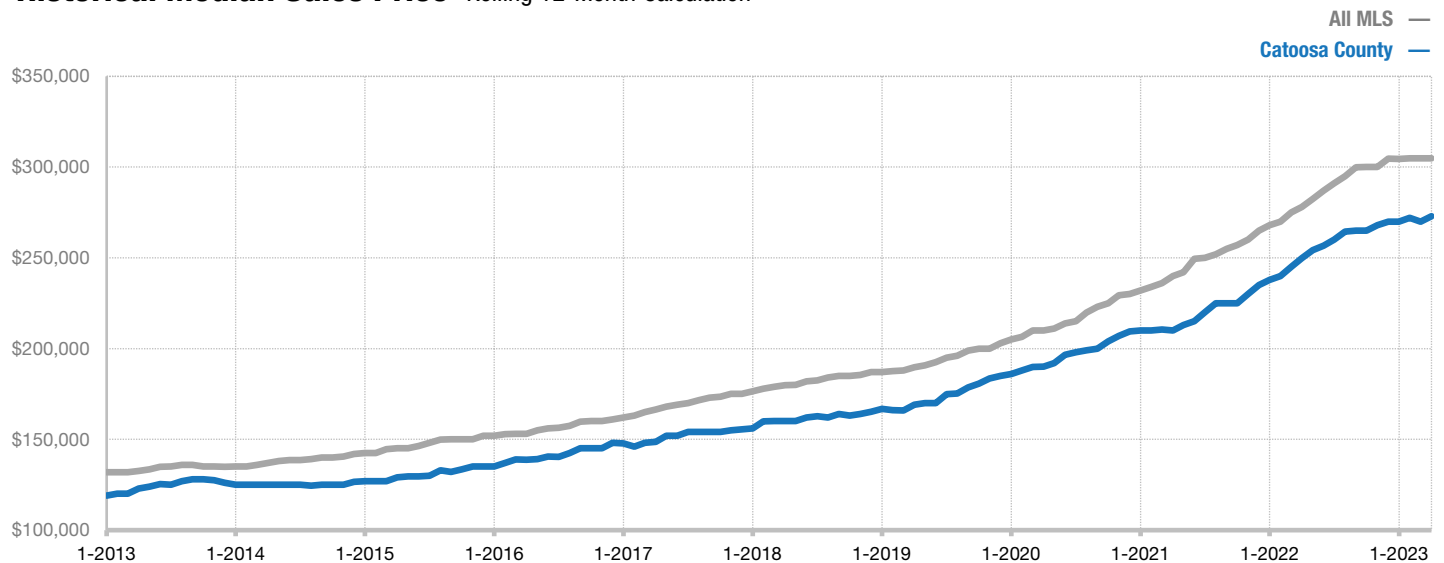
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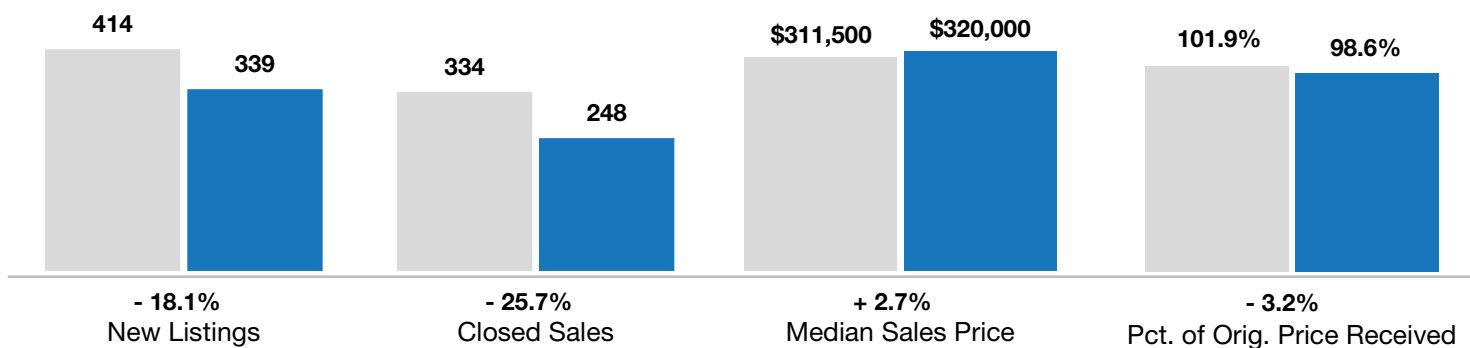
## Chattanooga

Key Metrics	April			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	414	<b>339</b>	- 18.1%	1,432	<b>1,261</b>	- 11.9%
Closed Sales	334	<b>248</b>	- 25.7%	1,175	<b>968</b>	- 17.6%
Median Sales Price	\$311,500	<b>\$320,000</b>	+ 2.7%	\$300,000	<b>\$307,000</b>	+ 2.3%
Pct. of Orig. Price Received	101.9%	<b>98.6%</b>	- 3.2%	100.5%	<b>97.2%</b>	- 3.3%
Days on Market Until Sale	14	<b>22</b>	+ 57.1%	15	<b>31</b>	+ 106.7%
Inventory of Homes for Sale	329	<b>390</b>	+ 18.5%	--	--	--
Months Supply of Inventory	0.9	<b>1.3</b>	+ 44.4%	--	--	--

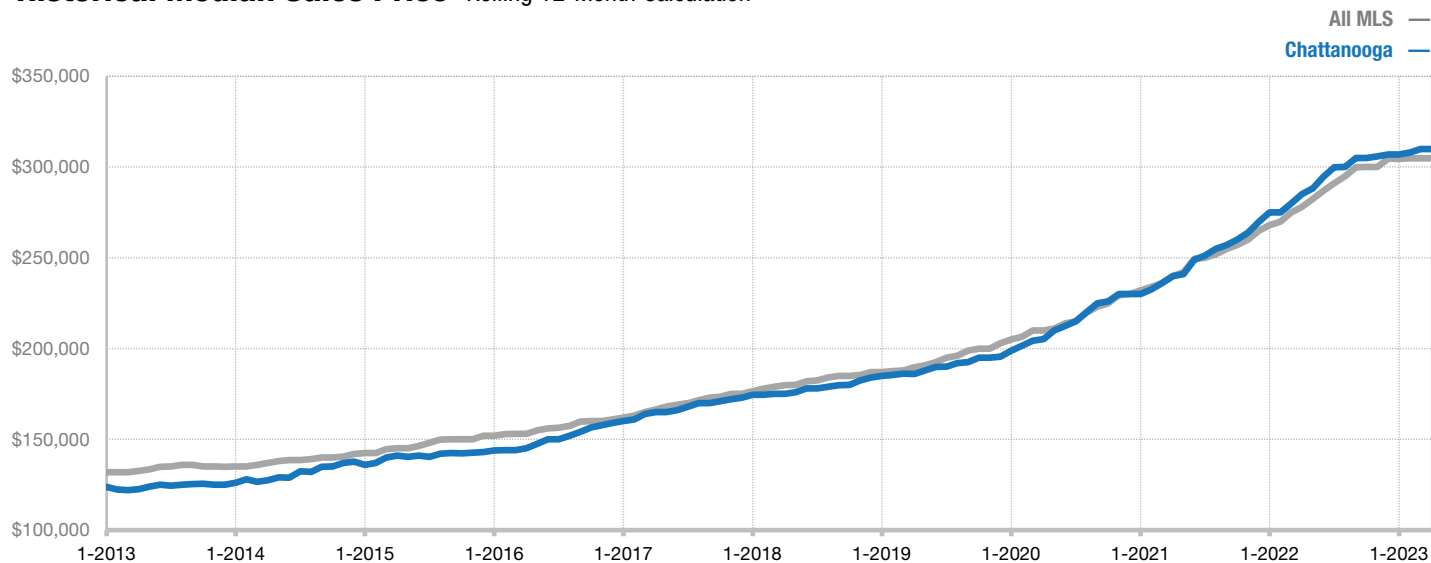
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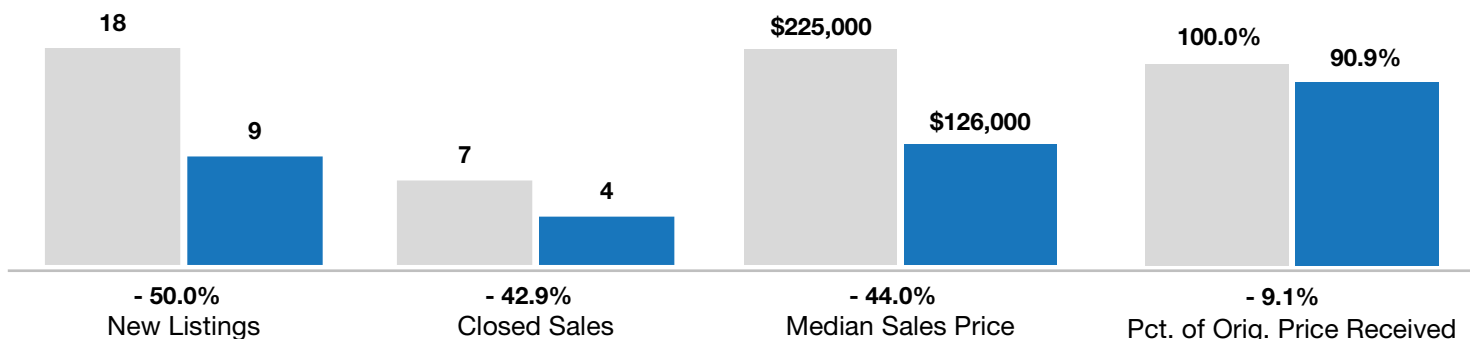
## Chattooga County

Key Metrics	April			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	18	9	- 50.0%	55	35	- 36.4%
Closed Sales	7	4	- 42.9%	32	26	- 18.8%
Median Sales Price	\$225,000	<b>\$126,000</b>	- 44.0%	\$195,000	<b>\$189,250</b>	- 2.9%
Pct. of Orig. Price Received	100.0%	<b>90.9%</b>	- 9.1%	96.5%	<b>95.4%</b>	- 1.1%
Days on Market Until Sale	32	6	- 81.3%	21	30	+ 42.9%
Inventory of Homes for Sale	16	18	+ 12.5%	--	--	--
Months Supply of Inventory	1.7	2.4	+ 41.2%	--	--	--

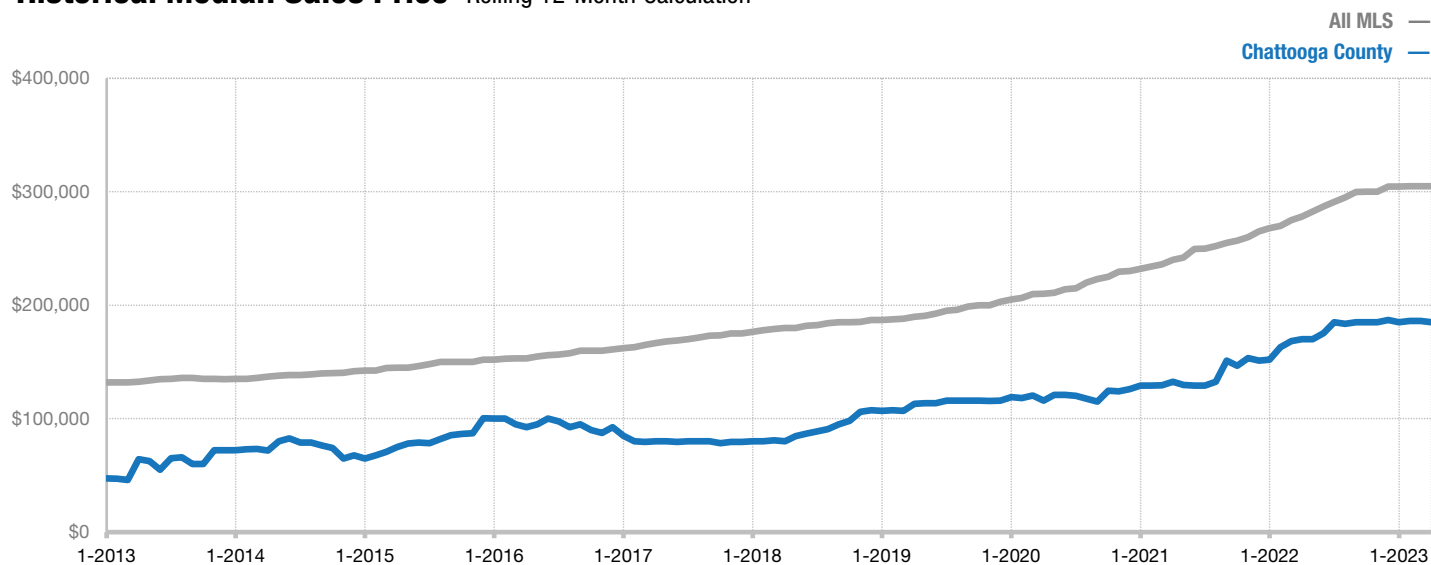
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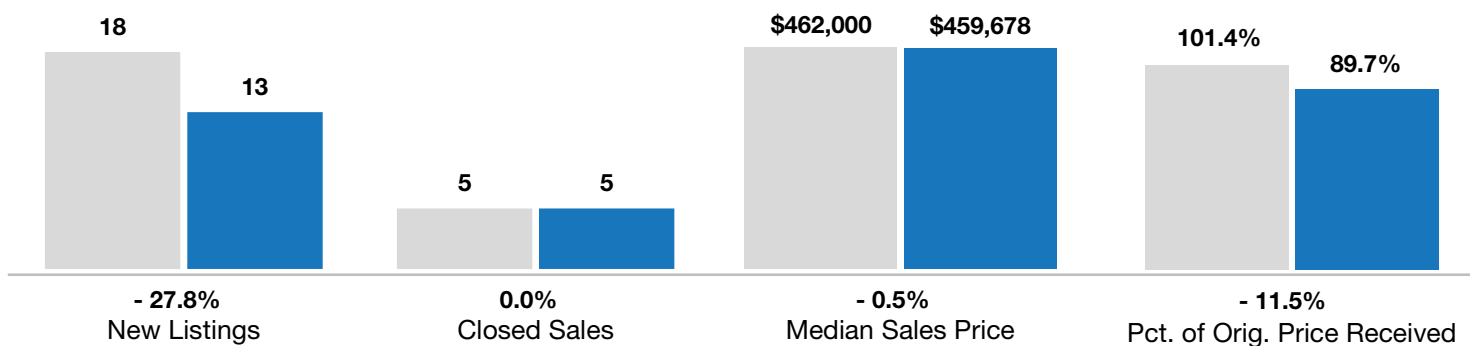
## Collegedale

Key Metrics	April			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	18	13	- 27.8%	31	38	+ 22.6%
Closed Sales	5	5	0.0%	27	34	+ 25.9%
Median Sales Price	\$462,000	\$459,678	- 0.5%	\$440,000	\$452,253	+ 2.8%
Pct. of Orig. Price Received	101.4%	89.7%	- 11.5%	101.0%	98.1%	- 2.9%
Days on Market Until Sale	27	169	+ 525.9%	30	93	+ 210.0%
Inventory of Homes for Sale	18	25	+ 38.9%	--	--	--
Months Supply of Inventory	1.3	1.9	+ 46.2%	--	--	--

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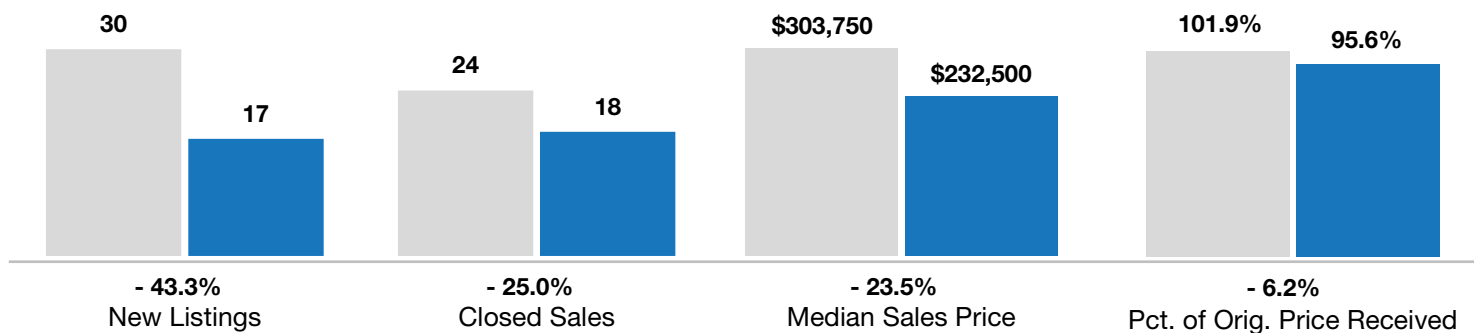
## Dade County

Key Metrics	April			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	30	17	- 43.3%	91	59	- 35.2%
Closed Sales	24	18	- 25.0%	67	47	- 29.9%
Median Sales Price	\$303,750	<b>\$232,500</b>	- 23.5%	\$274,500	<b>\$245,000</b>	- 10.7%
Pct. of Orig. Price Received	101.9%	<b>95.6%</b>	- 6.2%	97.7%	<b>93.3%</b>	- 4.5%
Days on Market Until Sale	26	39	+ 50.0%	42	52	+ 23.8%
Inventory of Homes for Sale	38	38	0.0%	--	--	--
Months Supply of Inventory	2.2	2.5	+ 13.6%	--	--	--

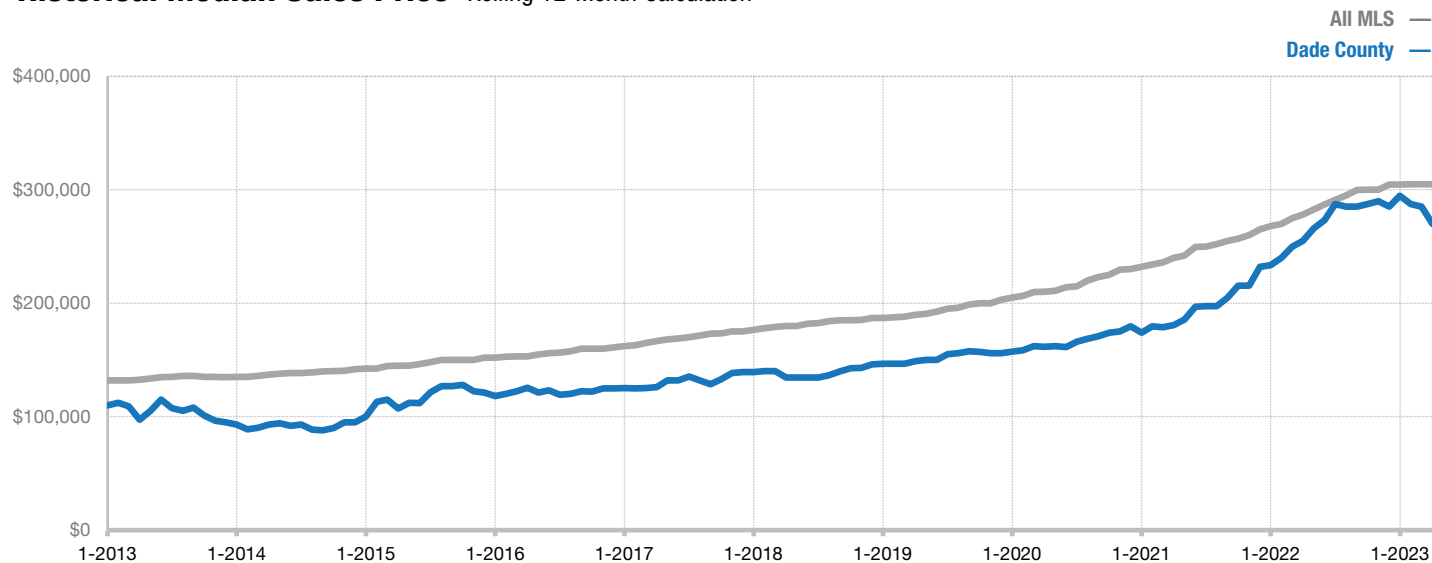
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## Downtown Chattanooga

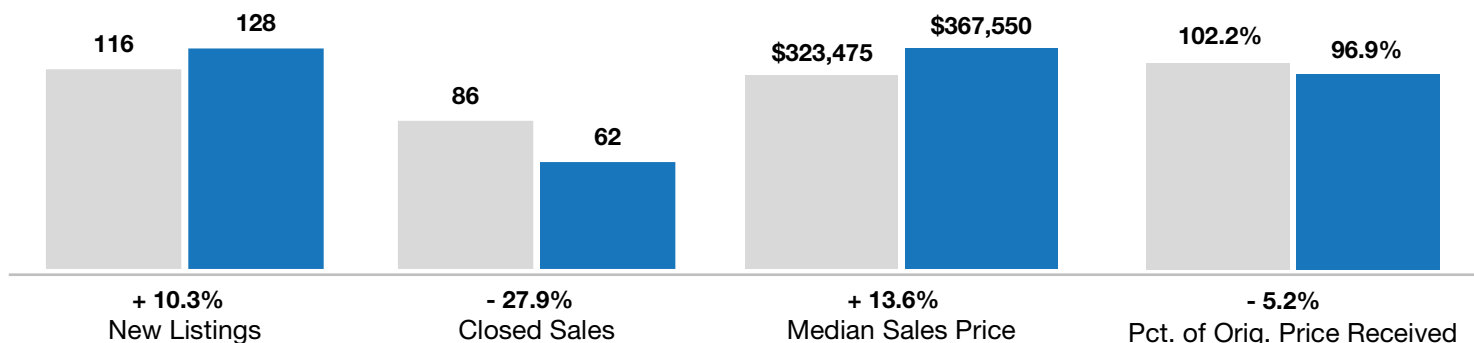
ZIP Codes: 37402, 37403, 37404, 37405, 37406, 37408 and 37450

Key Metrics	April			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	116	<b>128</b>	+ 10.3%	393	<b>433</b>	+ 10.2%
Closed Sales	86	<b>62</b>	- 27.9%	321	<b>278</b>	- 13.4%
Median Sales Price	\$323,475	<b>\$367,550</b>	+ 13.6%	\$325,000	<b>\$325,000</b>	0.0%
Pct. of Orig. Price Received	102.2%	<b>96.9%</b>	- 5.2%	100.6%	<b>95.2%</b>	- 5.4%
Days on Market Until Sale	18	<b>33</b>	+ 83.3%	21	<b>38</b>	+ 81.0%
Inventory of Homes for Sale	125	<b>188</b>	+ 50.4%	--	--	--
Months Supply of Inventory	1.1	<b>1.9</b>	+ 72.7%	--	--	--

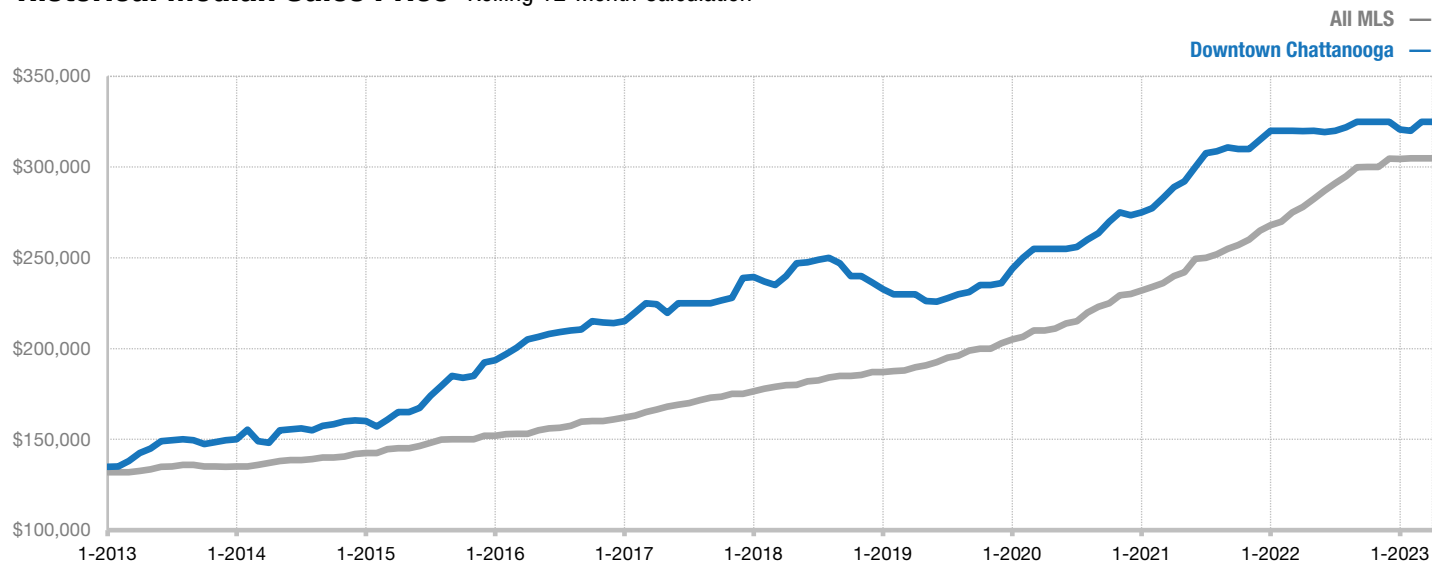
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## East Brainerd

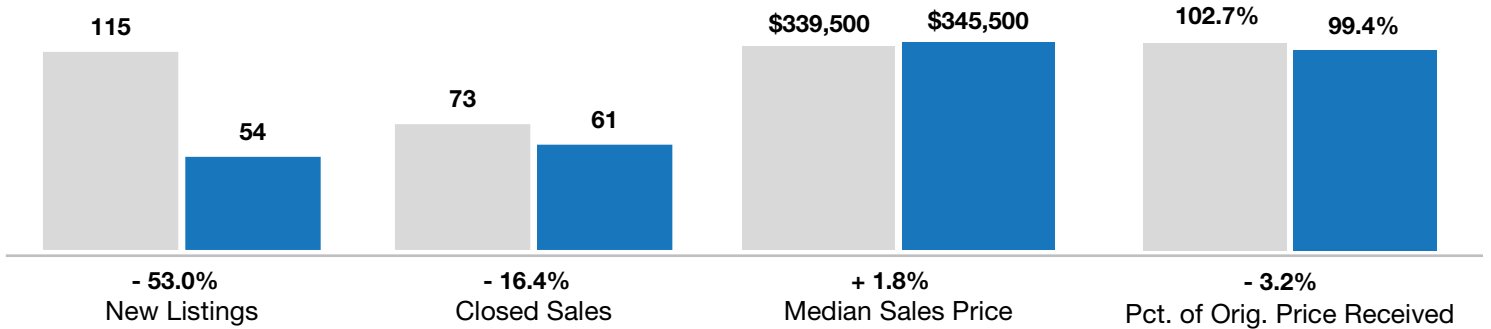
Includes the Cromwell, Dalewood, Eastdale & Tyner Communities

Key Metrics	April			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	115	54	- 53.0%	368	225	- 38.9%
Closed Sales	73	61	- 16.4%	283	203	- 28.3%
Median Sales Price	\$339,500	<b>\$345,500</b>	+ 1.8%	\$340,000	<b>\$347,900</b>	+ 2.3%
Pct. of Orig. Price Received	102.7%	<b>99.4%</b>	- 3.2%	100.5%	<b>97.8%</b>	- 2.7%
Days on Market Until Sale	13	<b>23</b>	+ 76.9%	13	<b>36</b>	+ 176.9%
Inventory of Homes for Sale	81	<b>66</b>	- 18.5%	--	--	--
Months Supply of Inventory	0.9	<b>1.1</b>	+ 22.2%	--	--	--

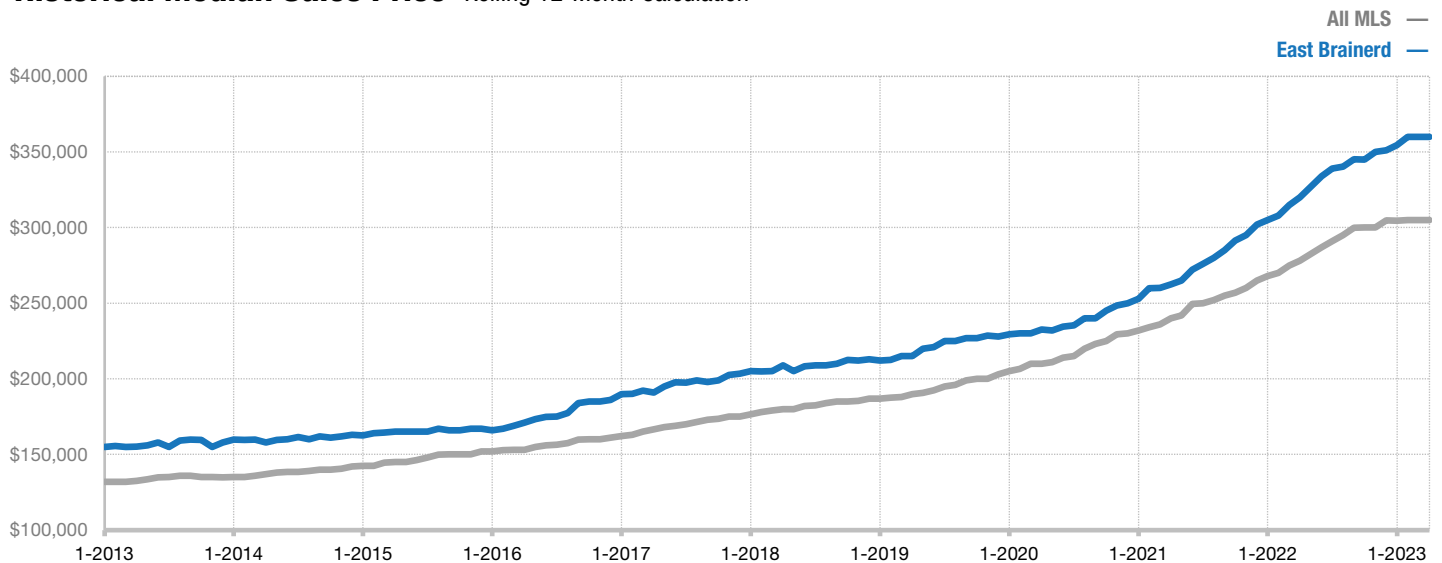
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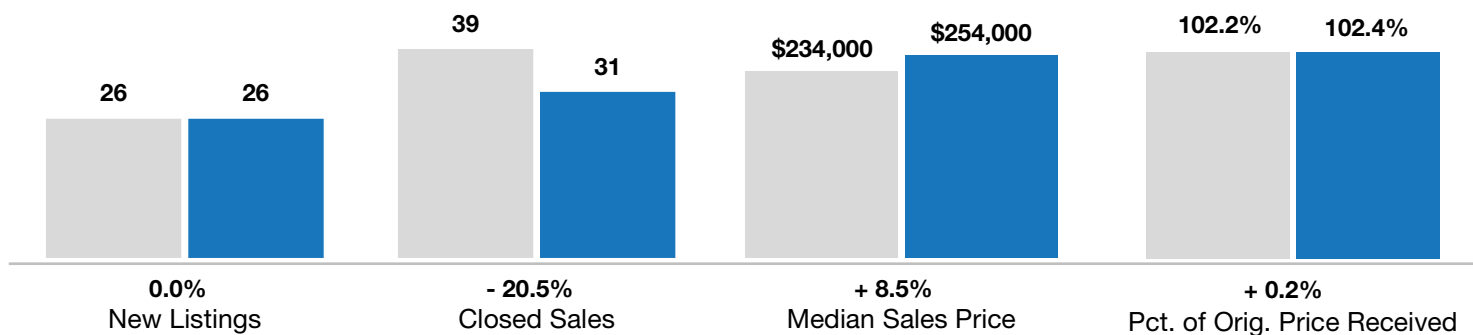
## East Ridge

Key Metrics	April			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	26	<b>26</b>	0.0%	84	<b>136</b>	+ 61.9%
Closed Sales	39	<b>31</b>	- 20.5%	88	<b>112</b>	+ 27.3%
Median Sales Price	\$234,000	<b>\$254,000</b>	+ 8.5%	\$233,250	<b>\$250,000</b>	+ 7.2%
Pct. of Orig. Price Received	102.2%	<b>102.4%</b>	+ 0.2%	101.1%	<b>97.4%</b>	- 3.7%
Days on Market Until Sale	8	<b>9</b>	+ 12.5%	10	<b>21</b>	+ 110.0%
Inventory of Homes for Sale	11	<b>18</b>	+ 63.6%	--	--	--
Months Supply of Inventory	0.4	<b>0.6</b>	+ 50.0%	--	--	--

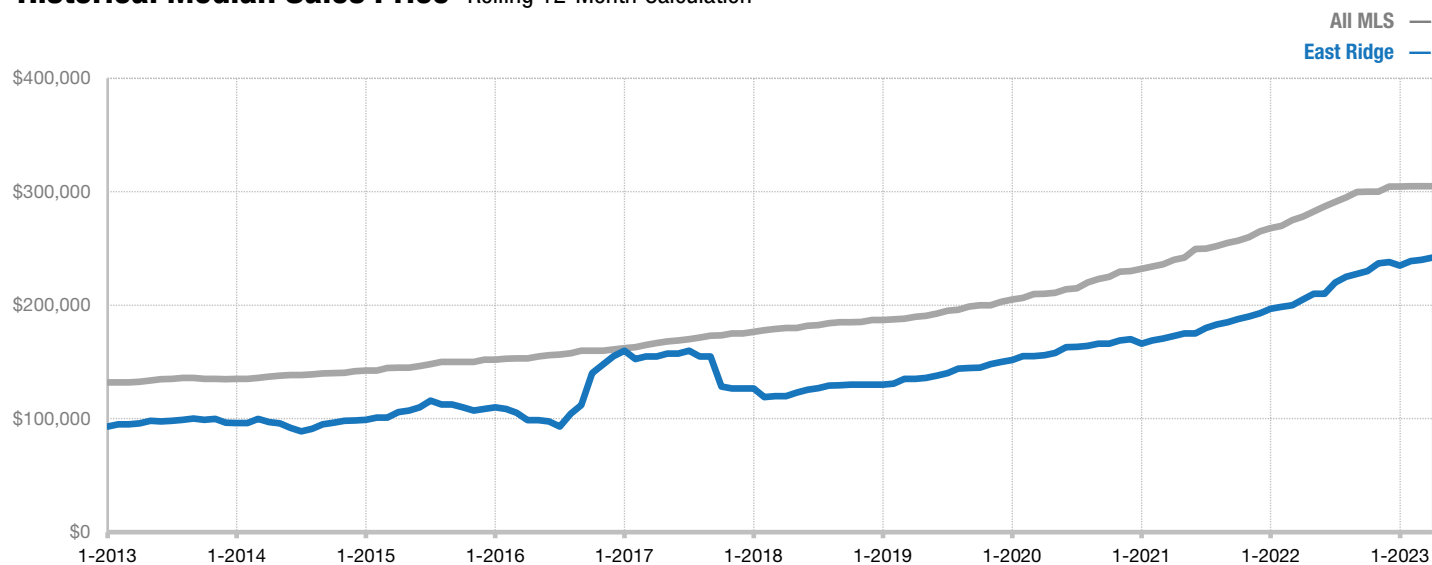
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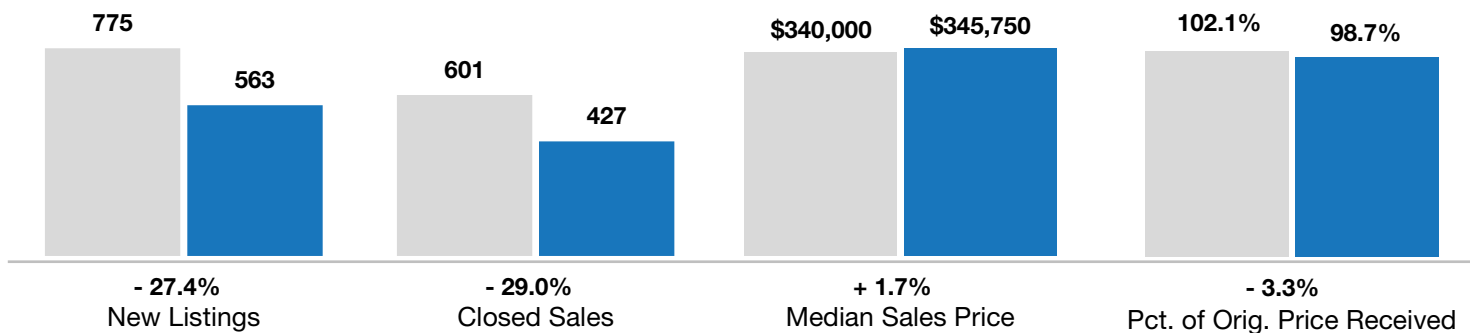
## Hamilton County

Key Metrics	April			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	775	563	- 27.4%	2,538	2,174	- 14.3%
Closed Sales	601	427	- 29.0%	2,092	1,733	- 17.2%
Median Sales Price	\$340,000	\$345,750	+ 1.7%	\$336,693	\$347,900	+ 3.3%
Pct. of Orig. Price Received	102.1%	98.7%	- 3.3%	100.8%	97.4%	- 3.4%
Days on Market Until Sale	13	27	+ 107.7%	16	32	+ 100.0%
Inventory of Homes for Sale	601	731	+ 21.6%	--	--	--
Months Supply of Inventory	0.9	1.3	+ 44.4%	--	--	--

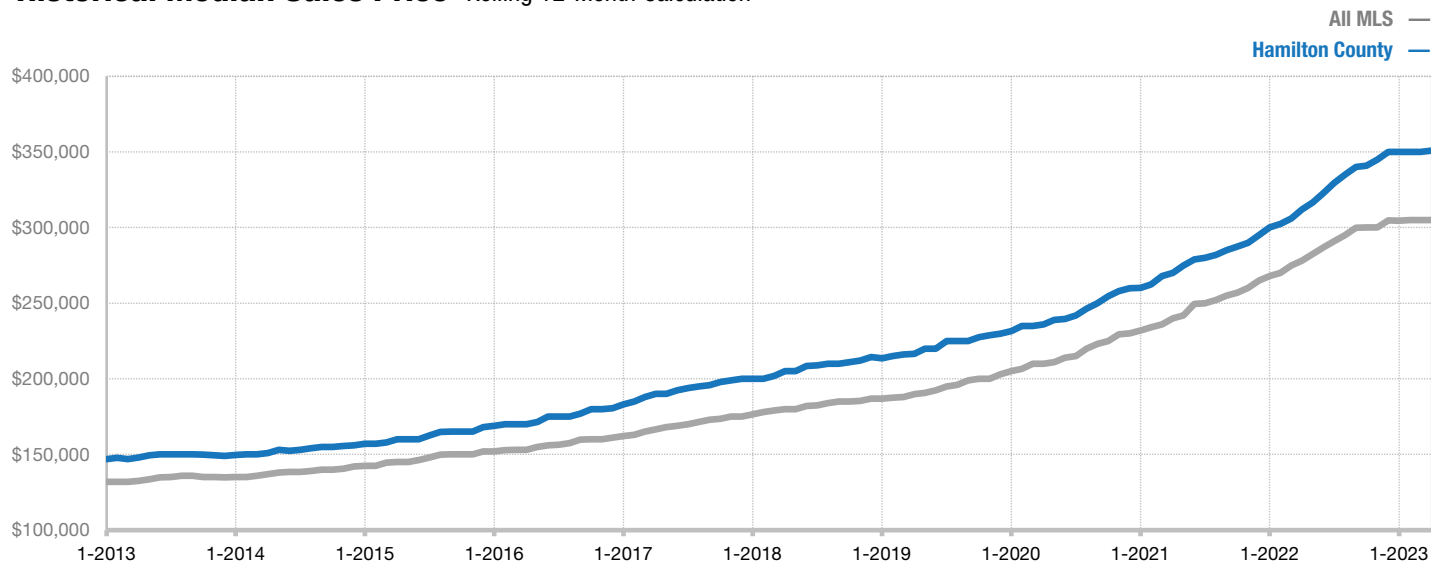
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## Harrison / Georgetown

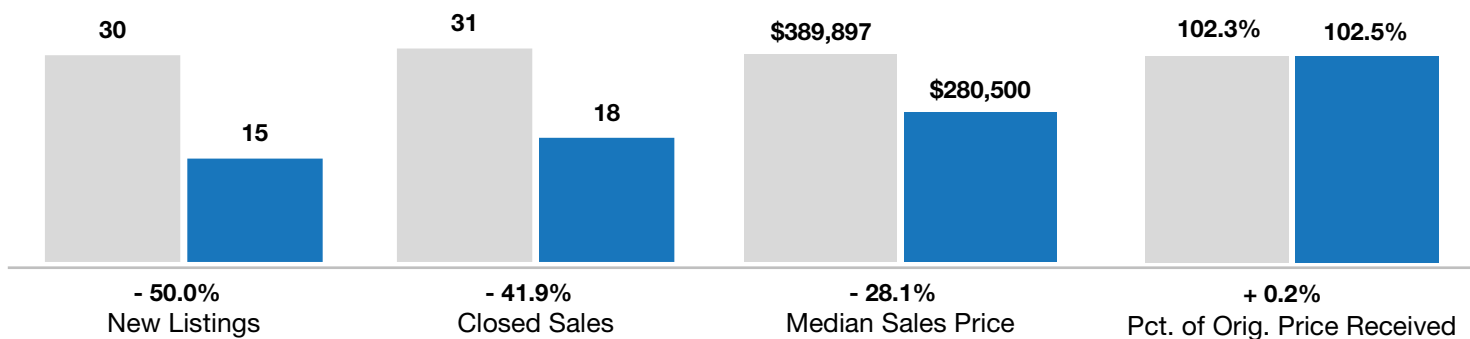
ZIP Codes: 37341 and 37308

Key Metrics	April			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	30	15	- 50.0%	108	65	- 39.8%
Closed Sales	31	18	- 41.9%	89	61	- 31.5%
Median Sales Price	\$389,897	\$280,500	- 28.1%	\$320,000	\$313,000	- 2.2%
Pct. of Orig. Price Received	102.3%	102.5%	+ 0.2%	101.1%	97.7%	- 3.4%
Days on Market Until Sale	15	95	+ 533.3%	15	66	+ 340.0%
Inventory of Homes for Sale	26	31	+ 19.2%	--	--	--
Months Supply of Inventory	1.1	1.7	+ 54.5%	--	--	--

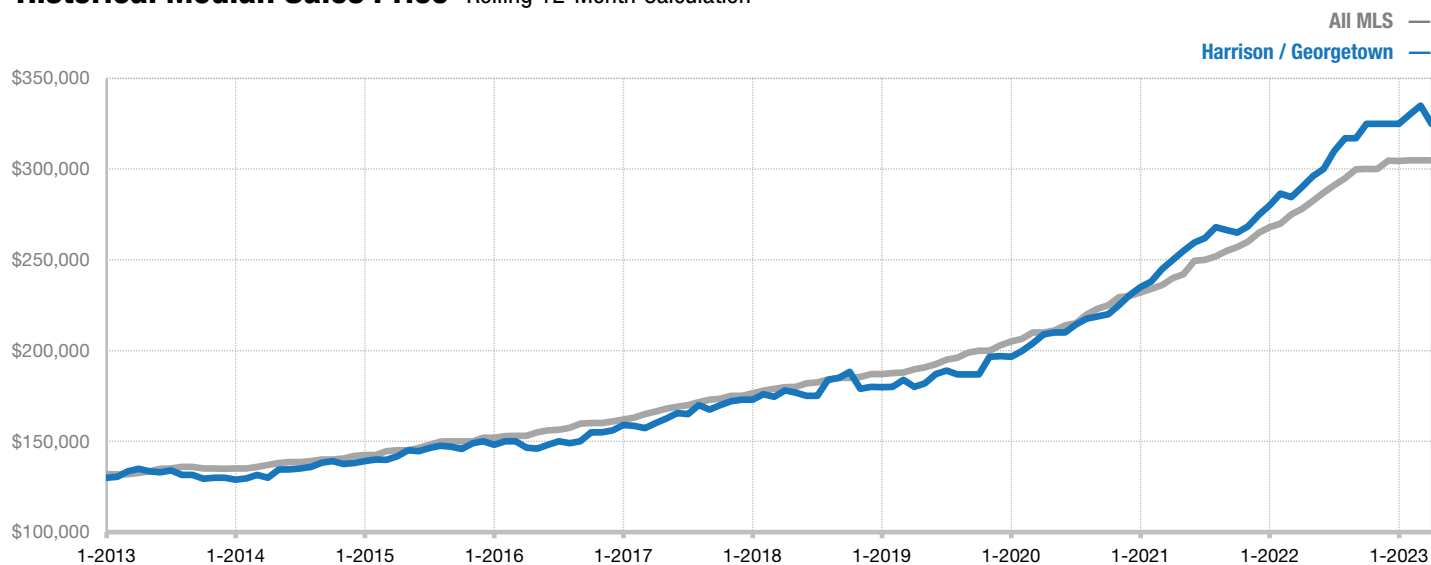
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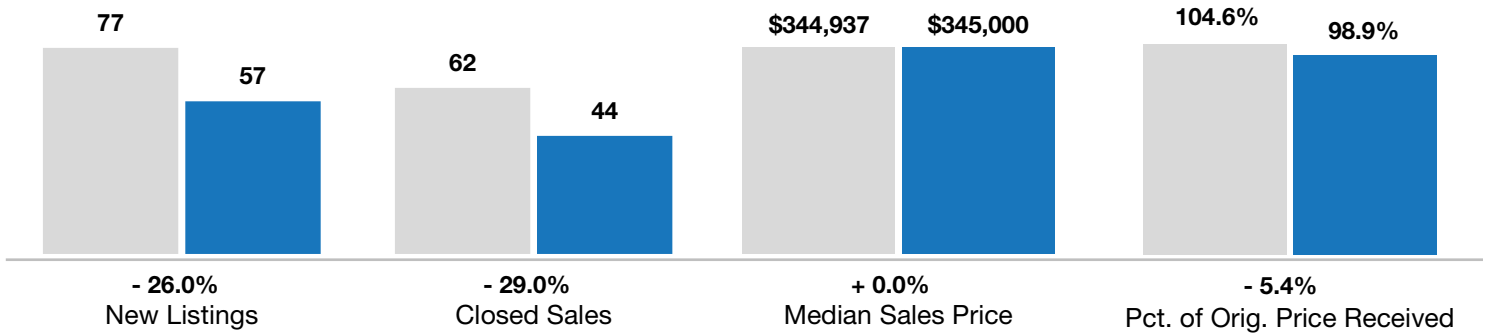
## Hixson

Key Metrics	April			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	77	57	- 26.0%	242	239	- 1.2%
Closed Sales	62	44	- 29.0%	219	212	- 3.2%
Median Sales Price	\$344,937	\$345,000	+ 0.0%	\$335,000	\$345,000	+ 3.0%
Pct. of Orig. Price Received	104.6%	98.9%	- 5.4%	102.7%	98.2%	- 4.4%
Days on Market Until Sale	13	16	+ 23.1%	16	24	+ 50.0%
Inventory of Homes for Sale	44	65	+ 47.7%	--	--	--
Months Supply of Inventory	0.6	0.8	+ 33.3%	--	--	--

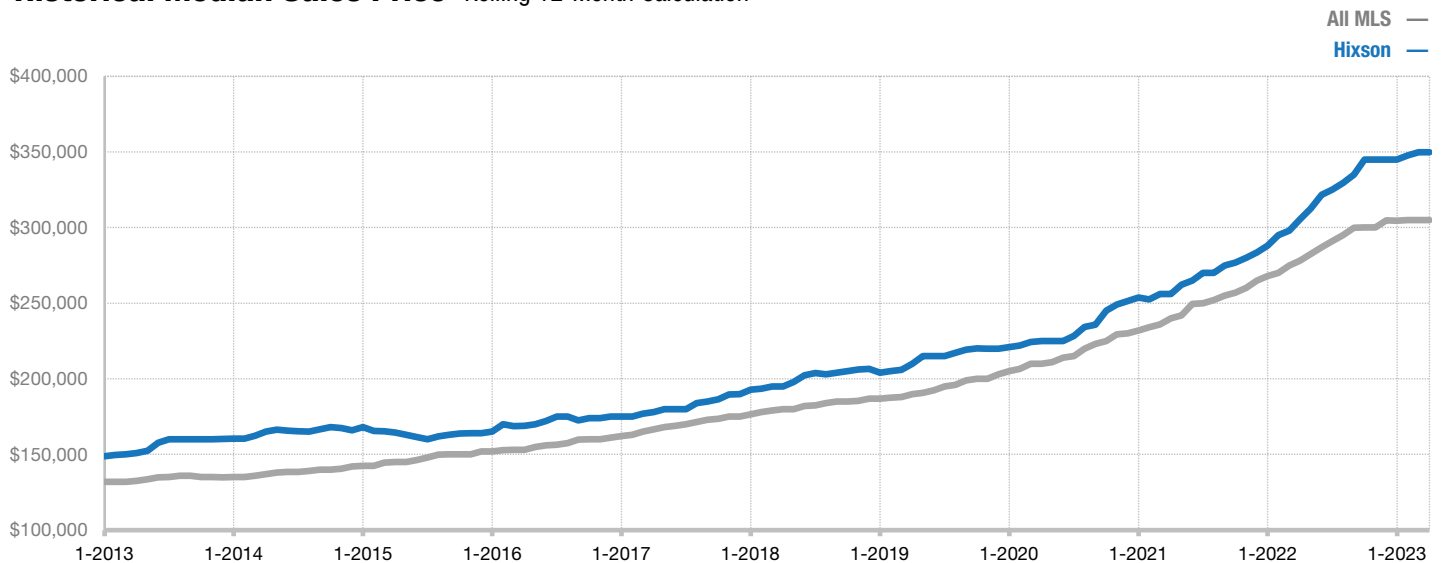
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## Lookout Mountain

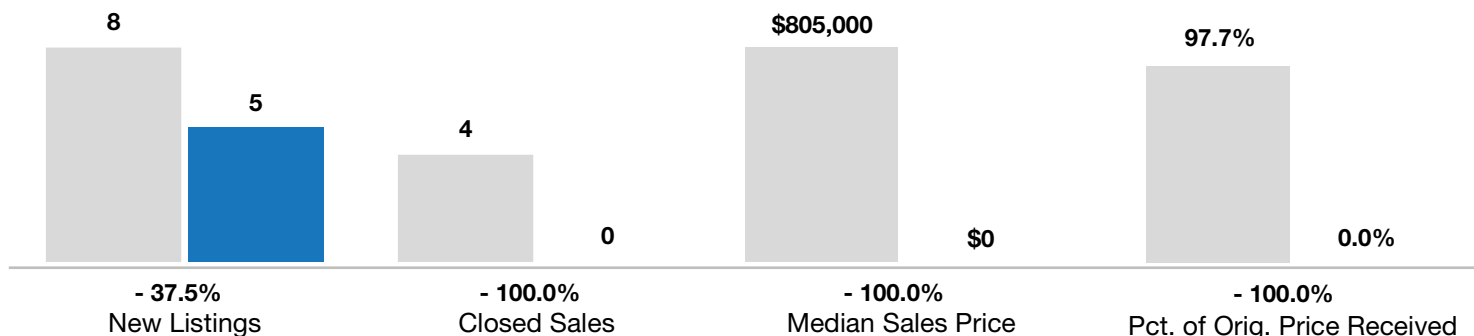
Hamilton County Only

Key Metrics	April			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	8	5	- 37.5%	14	15	+ 7.1%
Closed Sales	4	0	- 100.0%	10	10	0.0%
Median Sales Price	\$805,000	\$0	- 100.0%	\$1,091,000	\$1,050,000	- 3.8%
Pct. of Orig. Price Received	97.7%	0.0%	- 100.0%	97.7%	94.2%	- 3.6%
Days on Market Until Sale	0	0	--	29	33	+ 13.8%
Inventory of Homes for Sale	3	9	+ 200.0%	--	--	--
Months Supply of Inventory	0.3	2.8	+ 833.3%	--	--	--

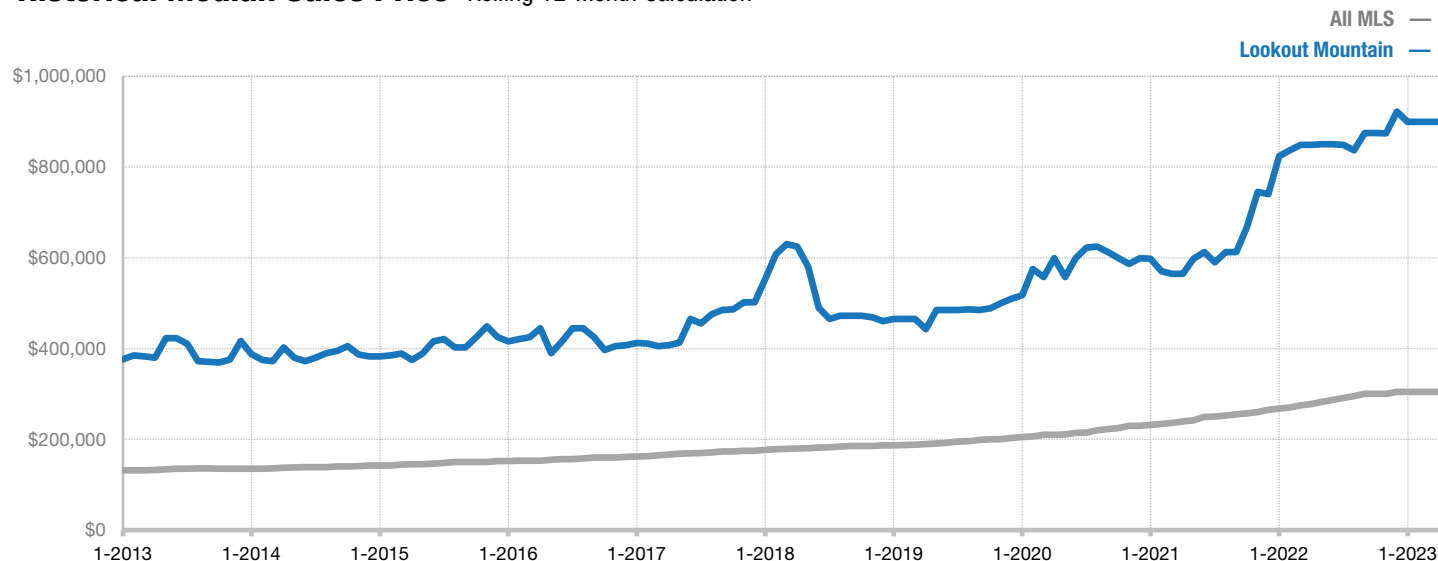
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### April

■ 2022 ■ 2023



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





# Local Market Update – April 2023

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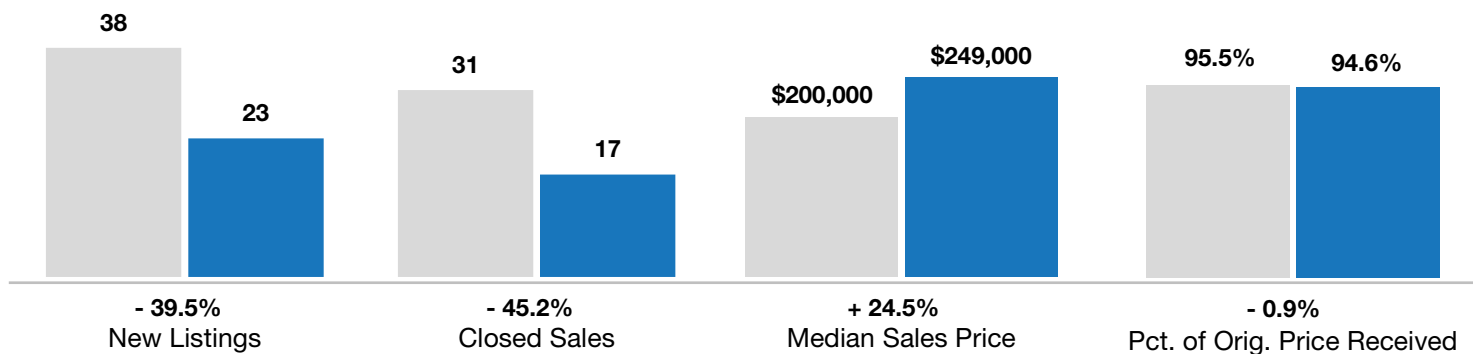
## Marion County

Key Metrics	April			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	38	23	- 39.5%	122	108	- 11.5%
Closed Sales	31	17	- 45.2%	96	68	- 29.2%
Median Sales Price	\$200,000	<b>\$249,000</b>	+ 24.5%	\$215,000	<b>\$230,000</b>	+ 7.0%
Pct. of Orig. Price Received	95.5%	<b>94.6%</b>	- 0.9%	96.6%	<b>93.5%</b>	- 3.2%
Days on Market Until Sale	19	<b>45</b>	+ 136.8%	31	<b>46</b>	+ 48.4%
Inventory of Homes for Sale	55	<b>53</b>	- 3.6%	--	--	--
Months Supply of Inventory	2.4	<b>2.6</b>	+ 8.3%	--	--	--

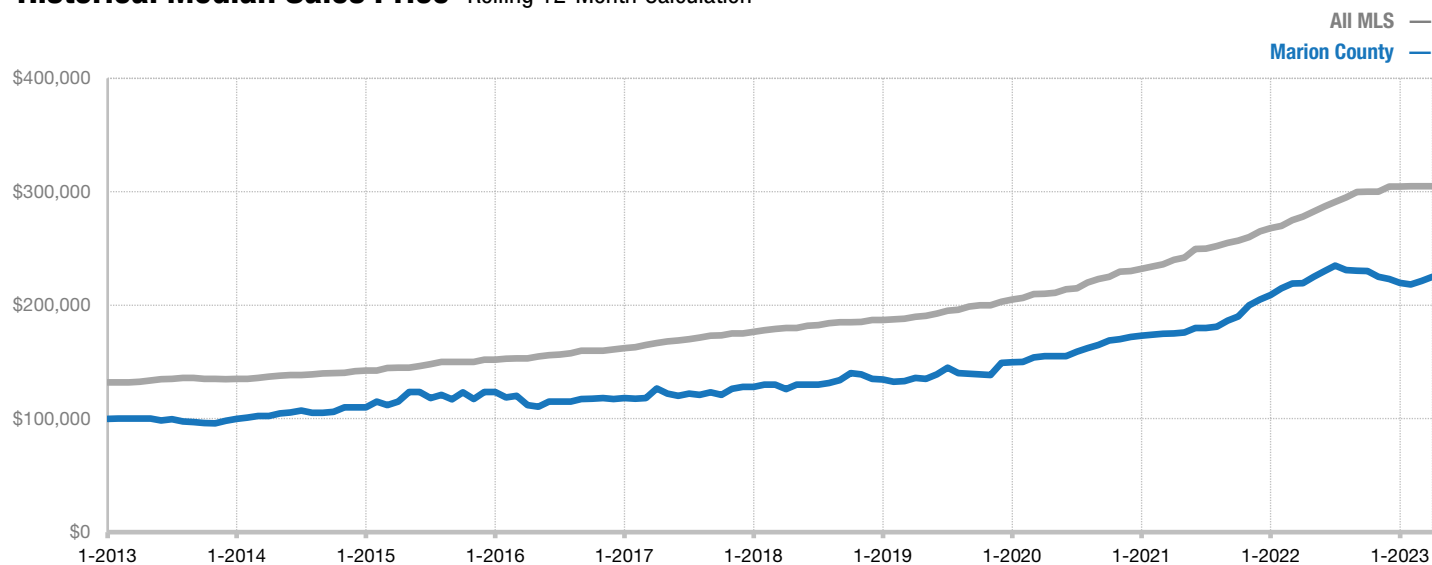
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### April

■ 2022 ■ 2023



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



# Local Market Update – April 2023

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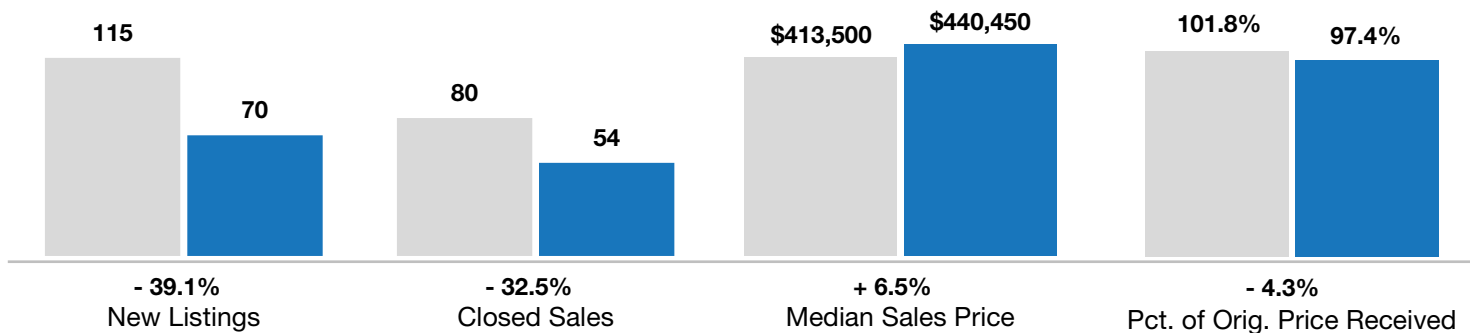
## Ooltewah

Key Metrics	April			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	115	70	- 39.1%	355	275	- 22.5%
Closed Sales	80	54	- 32.5%	278	233	- 16.2%
Median Sales Price	\$413,500	\$440,450	+ 6.5%	\$430,000	\$425,339	- 1.1%
Pct. of Orig. Price Received	101.8%	97.4%	- 4.3%	101.1%	98.2%	- 2.9%
Days on Market Until Sale	14	45	+ 221.4%	15	38	+ 153.3%
Inventory of Homes for Sale	96	124	+ 29.2%	--	--	--
Months Supply of Inventory	1.2	1.9	+ 58.3%	--	--	--

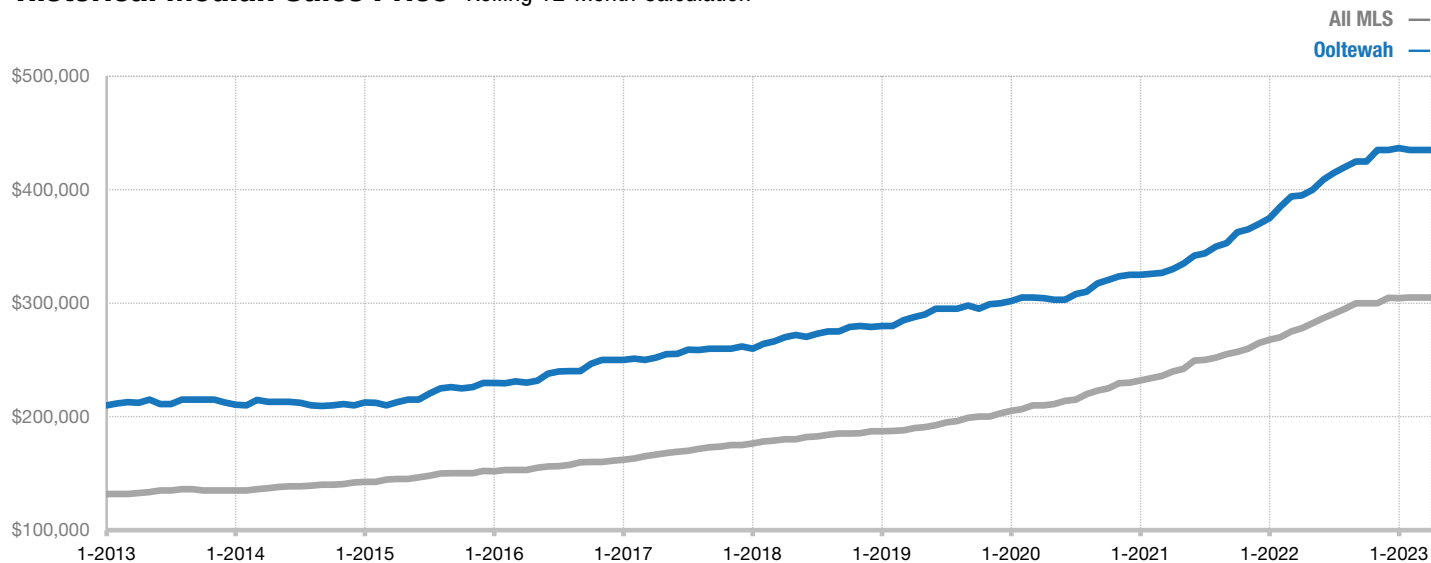
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### April

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



# Local Market Update – April 2023

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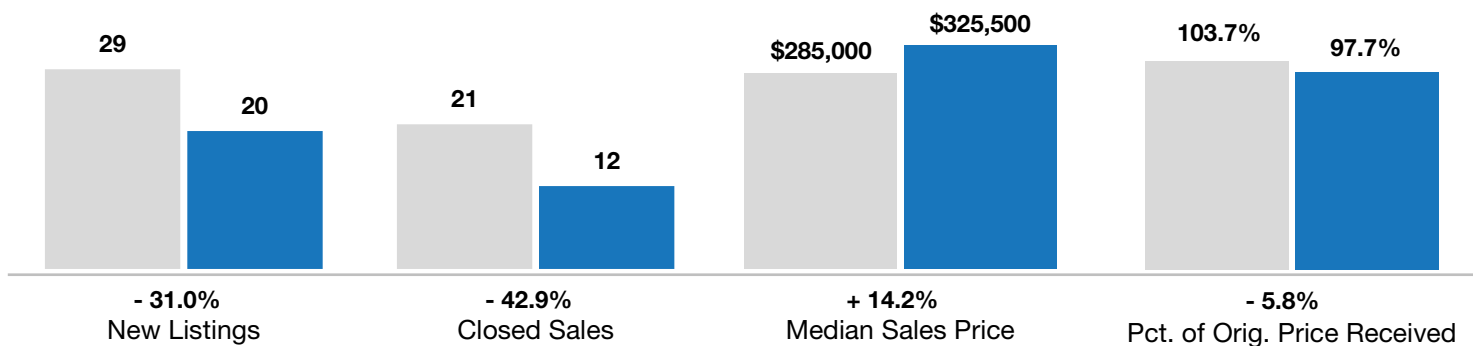
## Red Bank

Key Metrics	April			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	29	20	- 31.0%	60	75	+ 25.0%
Closed Sales	21	12	- 42.9%	48	52	+ 8.3%
Median Sales Price	\$285,000	\$325,500	+ 14.2%	\$280,000	\$300,500	+ 7.3%
Pct. of Orig. Price Received	103.7%	97.7%	- 5.8%	102.2%	98.8%	- 3.3%
Days on Market Until Sale	4	24	+ 500.0%	10	24	+ 140.0%
Inventory of Homes for Sale	12	15	+ 25.0%	--	--	--
Months Supply of Inventory	0.7	1.0	+ 42.9%	--	--	--

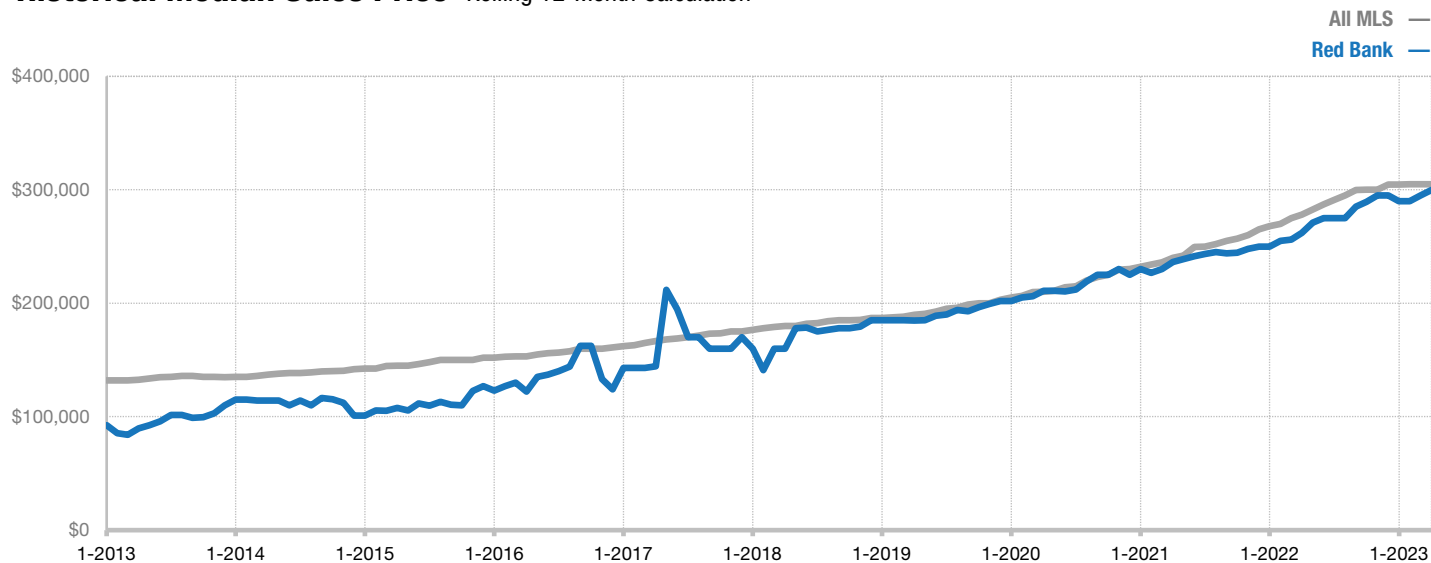
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### April

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



# Local Market Update – April 2023

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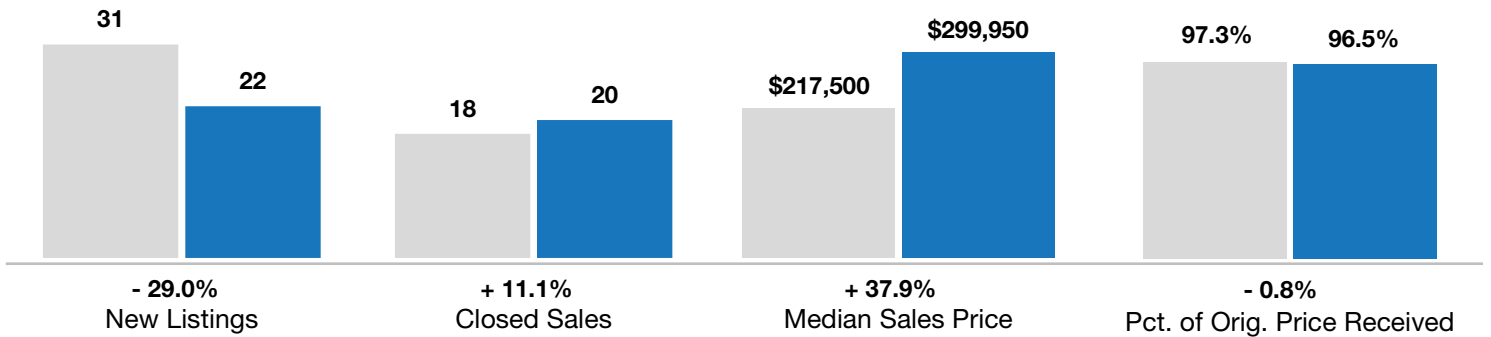
## Rhea County

Key Metrics	April			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	31	22	- 29.0%	109	88	- 19.3%
Closed Sales	18	20	+ 11.1%	85	71	- 16.5%
Median Sales Price	\$217,500	<b>\$299,950</b>	+ 37.9%	\$205,000	<b>\$260,000</b>	+ 26.8%
Pct. of Orig. Price Received	97.3%	<b>96.5%</b>	- 0.8%	97.9%	<b>98.4%</b>	+ 0.5%
Days on Market Until Sale	11	55	+ 400.0%	24	37	+ 54.2%
Inventory of Homes for Sale	34	36	+ 5.9%	--	--	--
Months Supply of Inventory	1.4	1.7	+ 21.4%	--	--	--

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

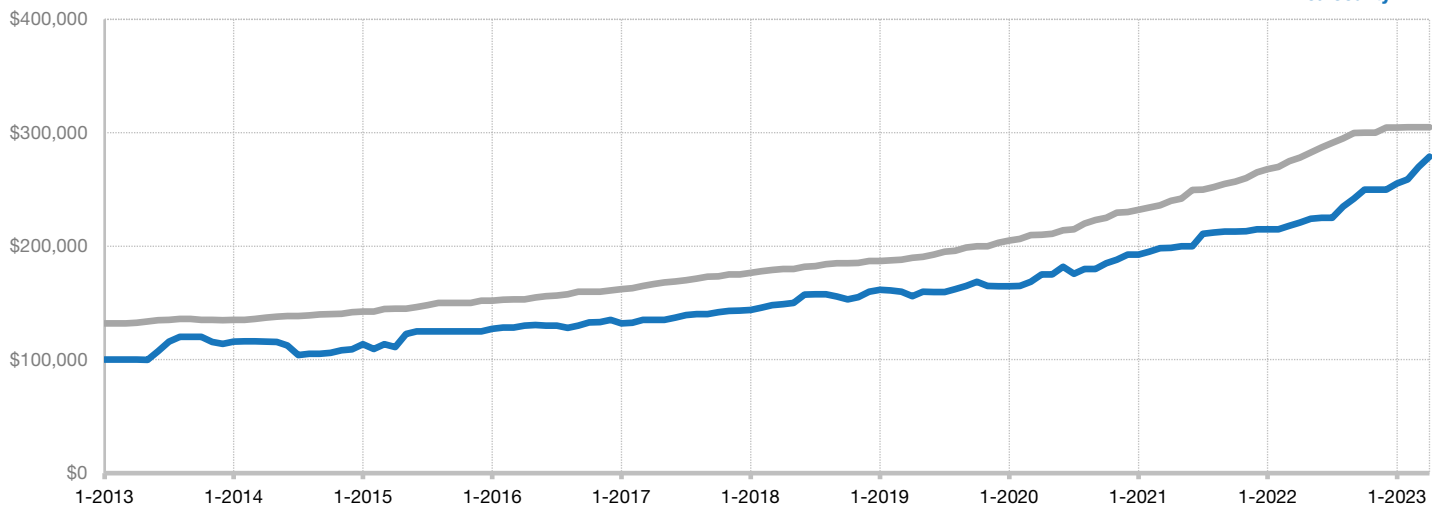
### April

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

All MLS —  
Rhea County —



# Local Market Update – April 2023

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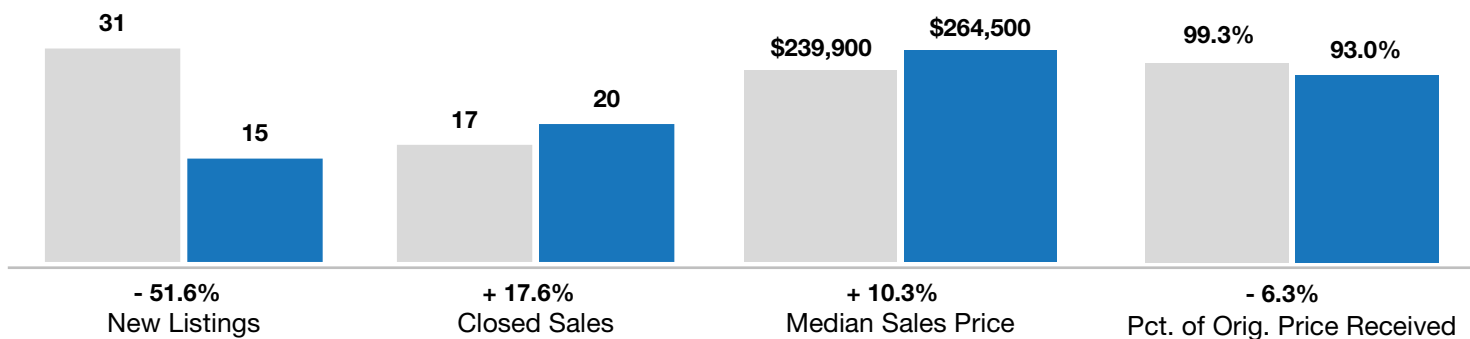
## Sequatchie County

Key Metrics	April			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	31	15	- 51.6%	82	66	- 19.5%
Closed Sales	17	20	+ 17.6%	54	56	+ 3.7%
Median Sales Price	\$239,900	<b>\$264,500</b>	+ 10.3%	\$219,450	<b>\$300,000</b>	+ 36.7%
Pct. of Orig. Price Received	99.3%	<b>93.0%</b>	- 6.3%	96.8%	<b>92.9%</b>	- 4.0%
Days on Market Until Sale	38	<b>64</b>	+ 68.4%	41	<b>54</b>	+ 31.7%
Inventory of Homes for Sale	39	<b>23</b>	- 41.0%	--	--	--
Months Supply of Inventory	2.3	<b>1.4</b>	- 39.1%	--	--	--

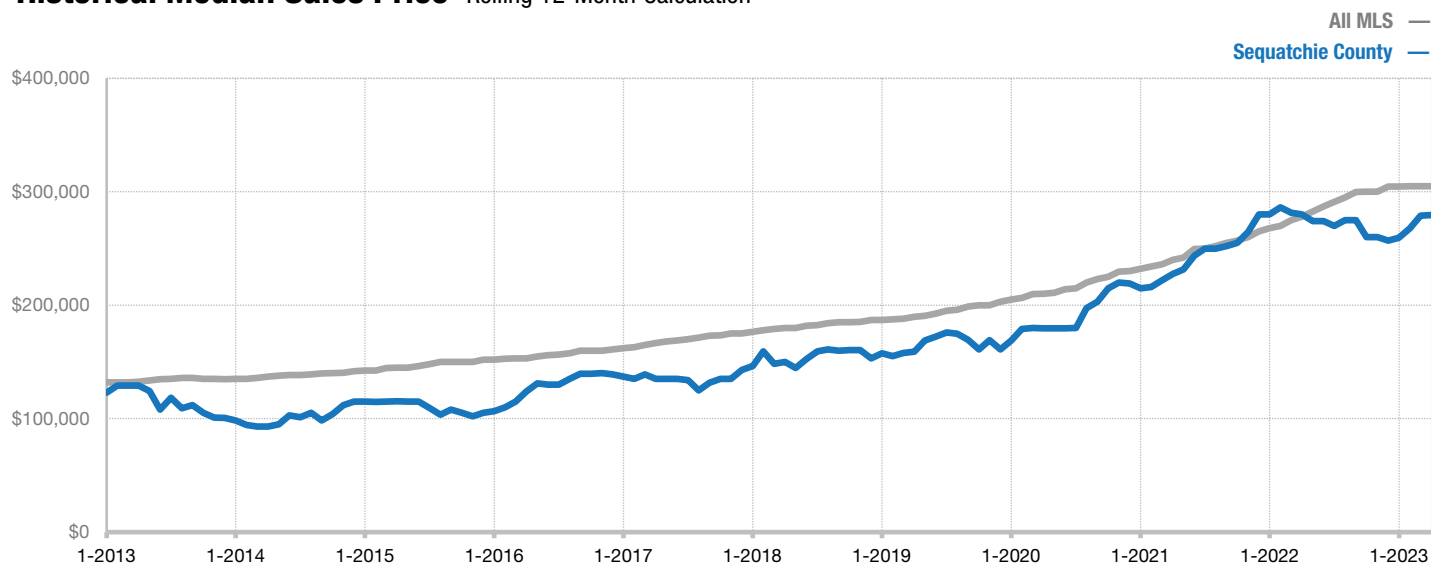
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### April

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



# Local Market Update – April 2023

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## Signal Mountain

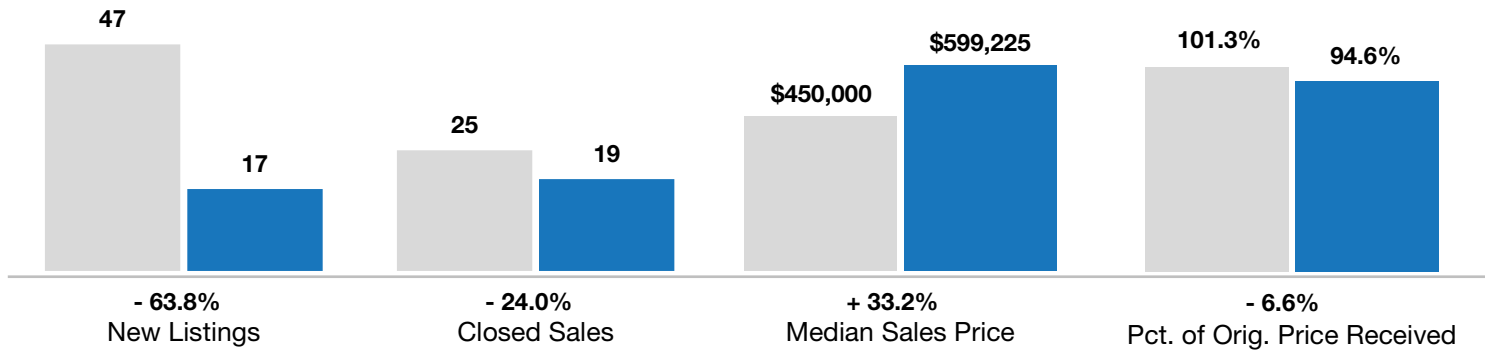
Hamilton County Only

Key Metrics	April			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	47	17	- 63.8%	113	74	- 34.5%
Closed Sales	25	19	- 24.0%	91	69	- 24.2%
Median Sales Price	\$450,000	\$599,225	+ 33.2%	\$520,000	\$650,000	+ 25.0%
Pct. of Orig. Price Received	101.3%	94.6%	- 6.6%	100.5%	95.4%	- 5.1%
Days on Market Until Sale	6	24	+ 300.0%	14	30	+ 114.3%
Inventory of Homes for Sale	22	20	- 9.1%	--	--	--
Months Supply of Inventory	0.8	1.0	+ 25.0%	--	--	--

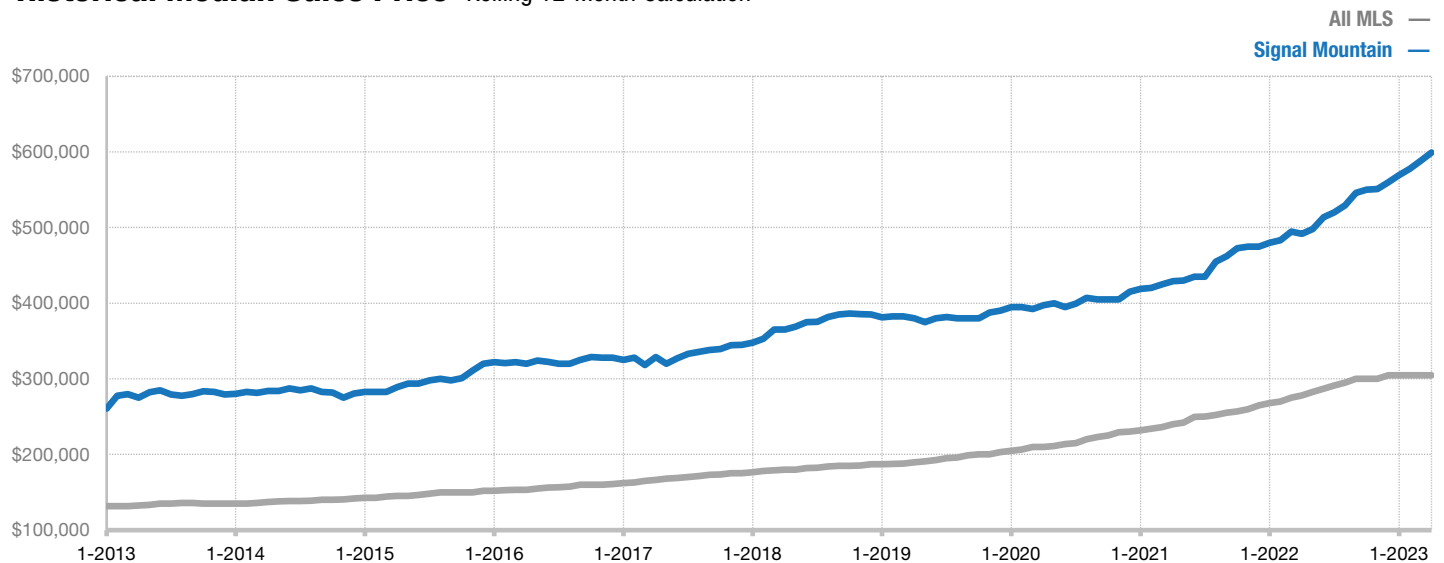
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### April

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



# Local Market Update – April 2023

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## St. Elmo / High Park / Avondale

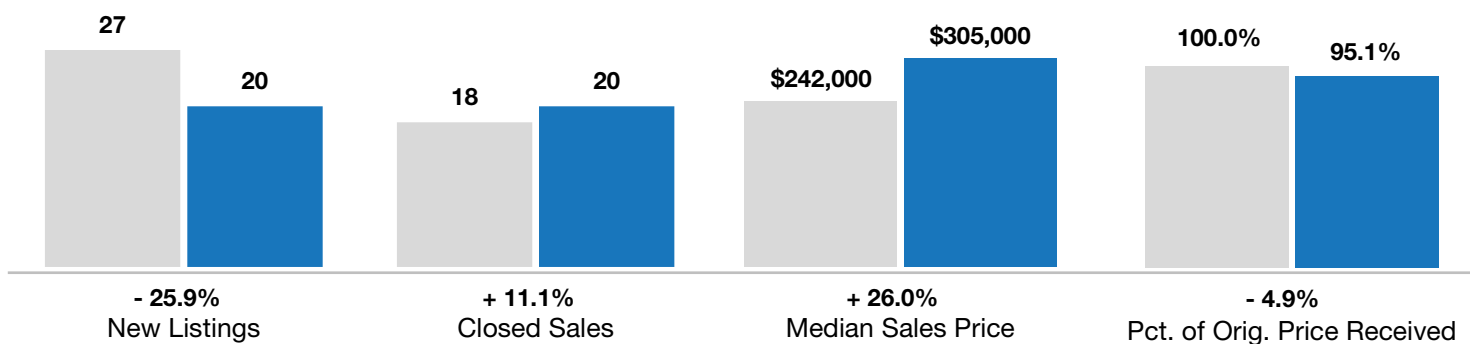
ZIP Codes: 37407, 37409 and 37410

Key Metrics	April			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	27	20	- 25.9%	91	72	- 20.9%
Closed Sales	18	20	+ 11.1%	59	54	- 8.5%
Median Sales Price	\$242,000	<b>\$305,000</b>	+ 26.0%	\$163,750	<b>\$202,450</b>	+ 23.6%
Pct. of Orig. Price Received	100.0%	<b>95.1%</b>	- 4.9%	97.1%	<b>97.1%</b>	0.0%
Days on Market Until Sale	16	<b>39</b>	+ 143.8%	20	<b>29</b>	+ 45.0%
Inventory of Homes for Sale	21	<b>24</b>	+ 14.3%	--	--	--
Months Supply of Inventory	0.8	<b>1.4</b>	+ 75.0%	--	--	--

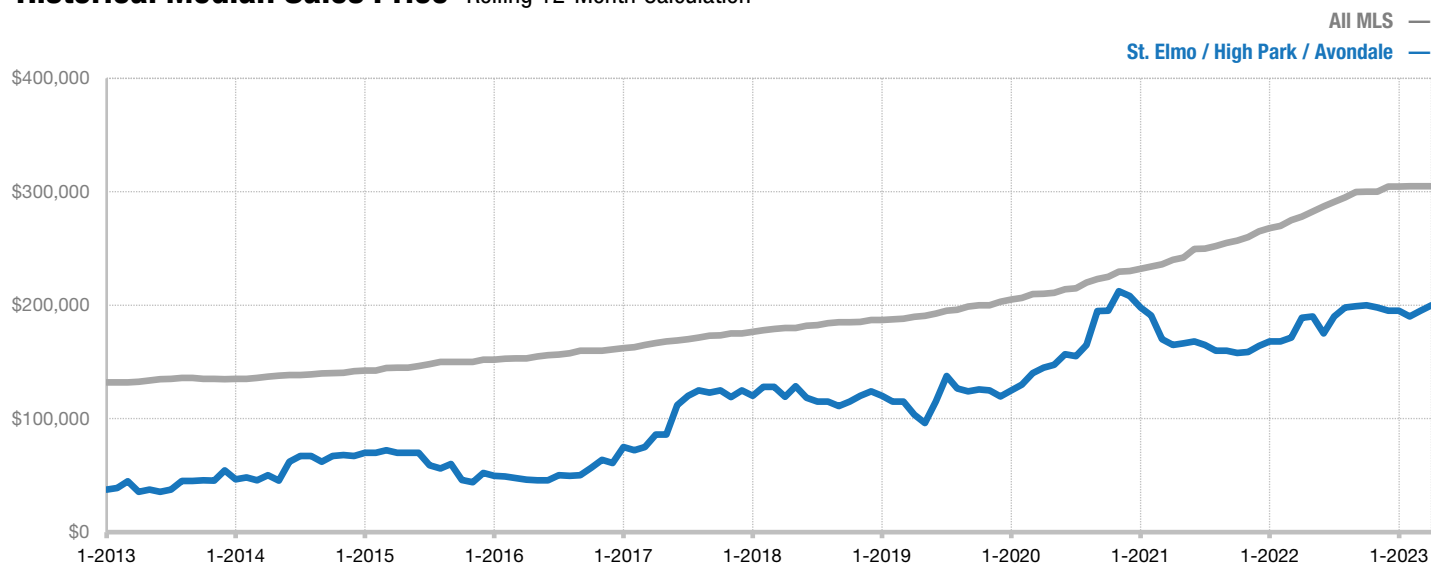
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### April

■ 2022 ■ 2023



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



# Local Market Update – April 2023

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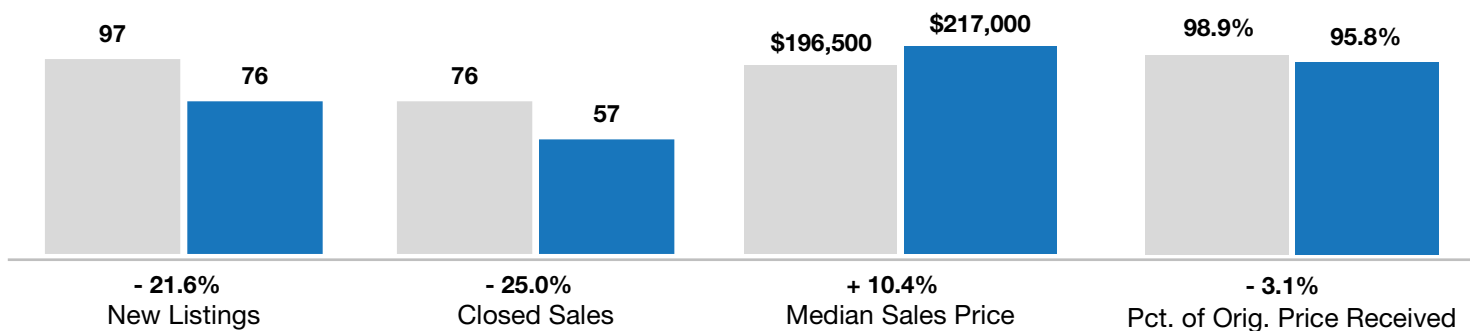
## Walker County

Key Metrics	April			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	97	76	- 21.6%	378	316	- 16.4%
Closed Sales	76	57	- 25.0%	293	235	- 19.8%
Median Sales Price	\$196,500	\$217,000	+ 10.4%	\$204,900	\$220,000	+ 7.4%
Pct. of Orig. Price Received	98.9%	95.8%	- 3.1%	98.5%	96.3%	- 2.2%
Days on Market Until Sale	23	41	+ 78.3%	18	32	+ 77.8%
Inventory of Homes for Sale	96	124	+ 29.2%	--	--	--
Months Supply of Inventory	1.1	1.7	+ 54.5%	--	--	--

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

### April

■ 2022 ■ 2023



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

