

Local Market Update – July 2021

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



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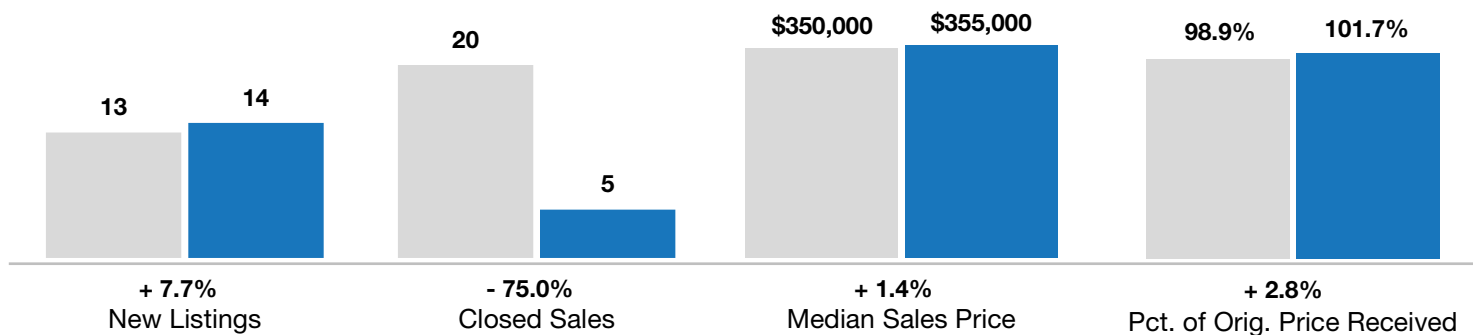
Apison

Key Metrics	July			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	13	14	+ 7.7%	95	75	- 21.1%
Closed Sales	20	5	- 75.0%	76	79	+ 3.9%
Median Sales Price	\$350,000	\$355,000	+ 1.4%	\$340,000	\$390,000	+ 14.7%
Pct. of Orig. Price Received	98.9%	101.7%	+ 2.8%	97.5%	99.0%	+ 1.5%
Days on Market Until Sale	86	13	- 84.9%	97	52	- 46.4%
Inventory of Homes for Sale	34	8	- 76.5%	--	--	--
Months Supply of Inventory	3.5	0.7	- 80.0%	--	--	--

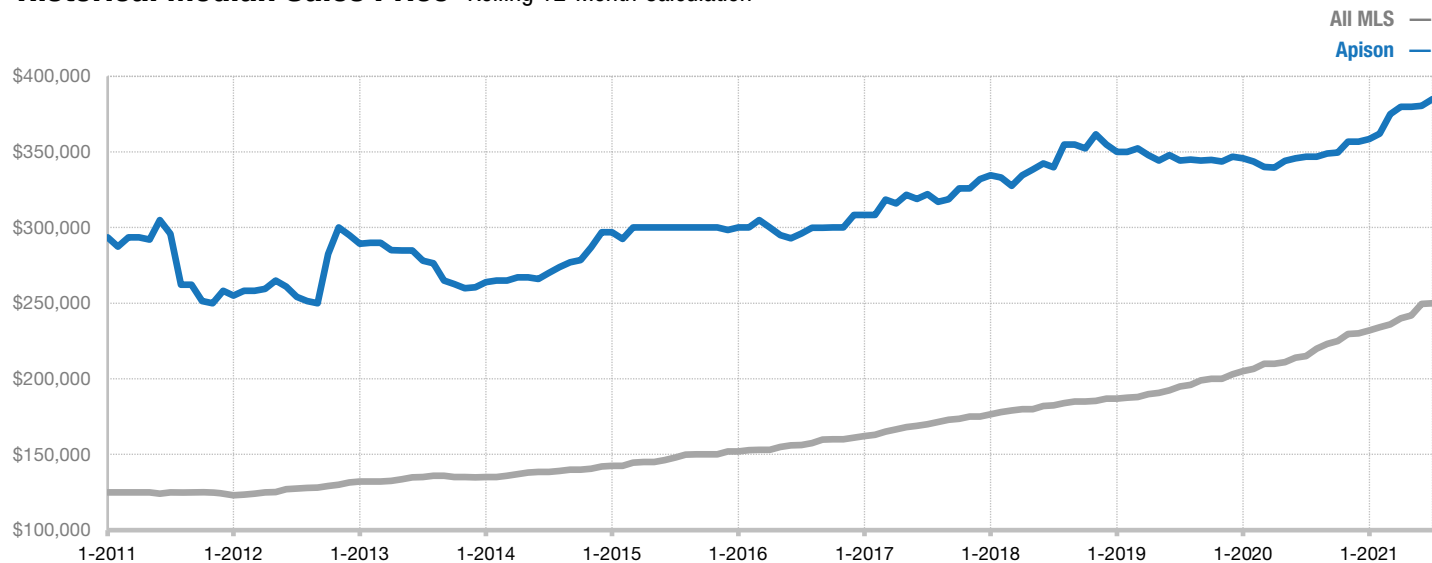
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

July

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Historical Median Sales Price Rolling 12-Month Calculation



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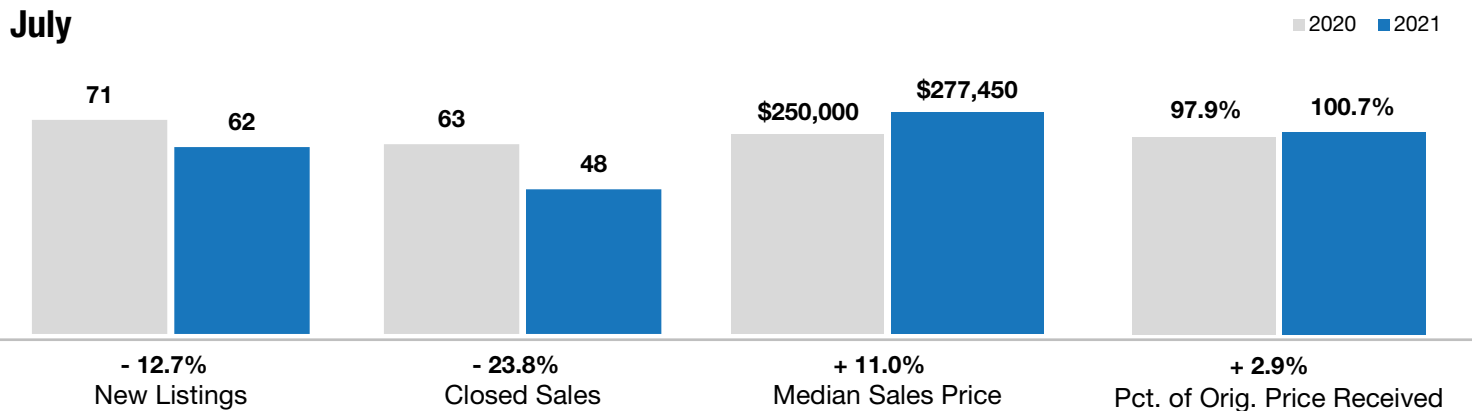
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Bakewell / Lakesite / Sale Creek / Soddy

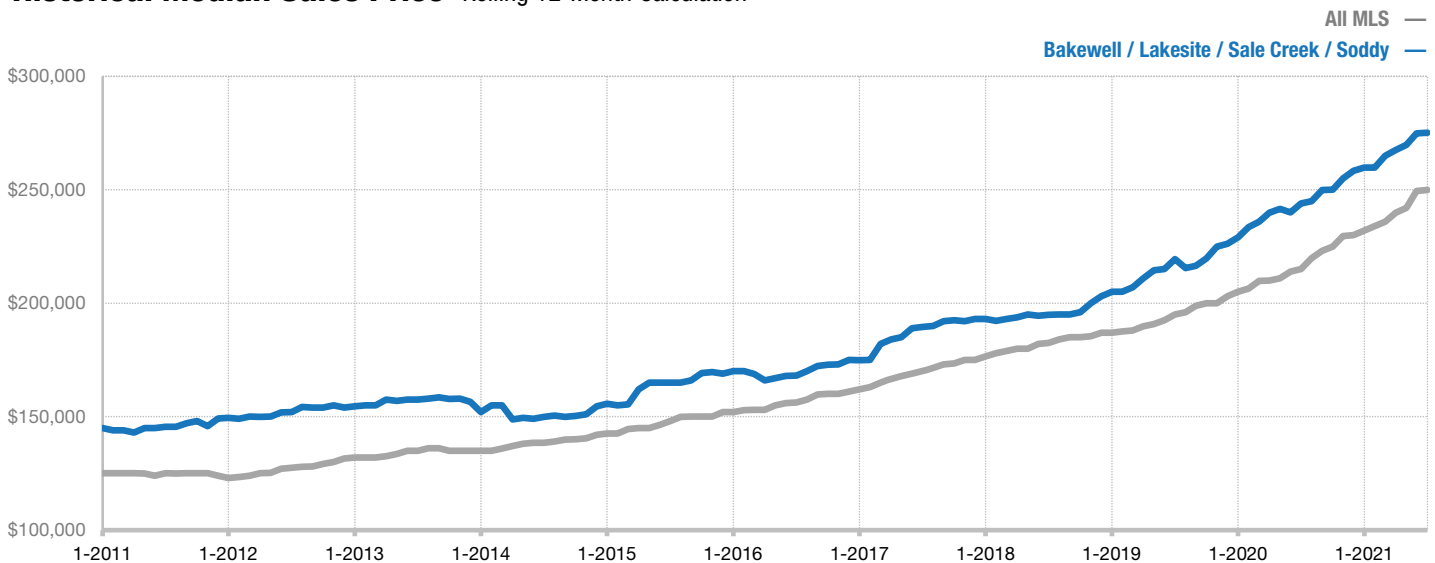
ZIP Codes: 37379 and 37384

Key Metrics	July			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	71	62	- 12.7%	373	327	- 12.3%
Closed Sales	63	48	- 23.8%	286	301	+ 5.2%
Median Sales Price	\$250,000	\$277,450	+ 11.0%	\$247,950	\$285,000	+ 14.9%
Pct. of Orig. Price Received	97.9%	100.7%	+ 2.9%	97.7%	99.8%	+ 2.1%
Days on Market Until Sale	32	19	- 40.6%	41	25	- 39.0%
Inventory of Homes for Sale	76	32	- 57.9%	--	--	--
Months Supply of Inventory	1.8	0.7	- 61.1%	--	--	--

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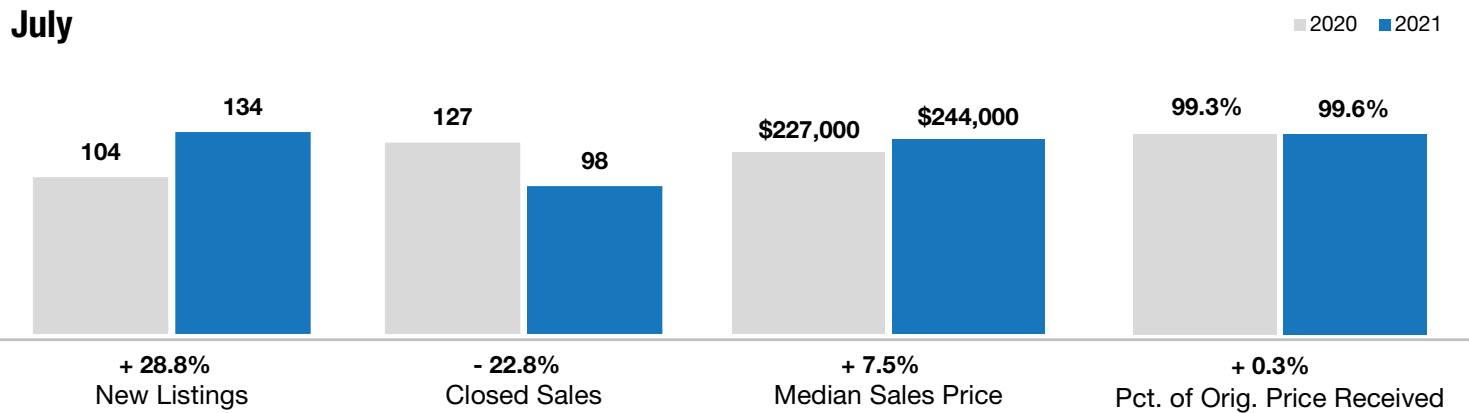


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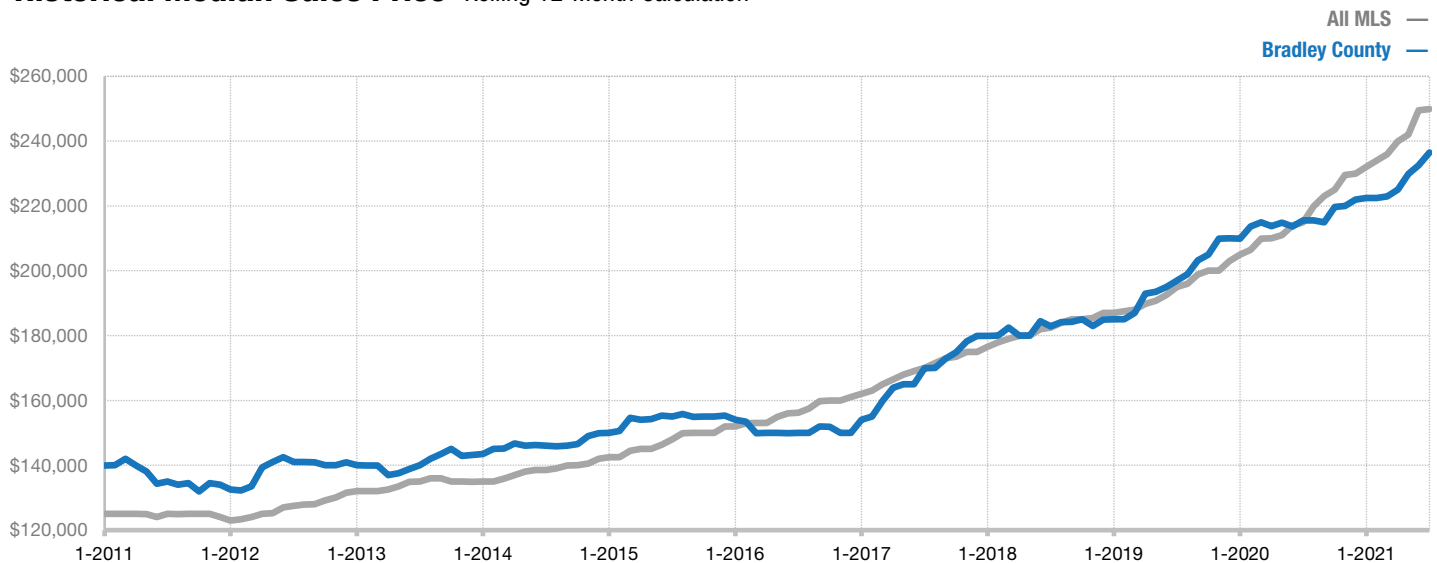
Bradley County

Key Metrics	July			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	104	134	+ 28.8%	746	774	+ 3.8%
Closed Sales	127	98	- 22.8%	618	633	+ 2.4%
Median Sales Price	\$227,000	\$244,000	+ 7.5%	\$213,750	\$238,250	+ 11.5%
Pct. of Orig. Price Received	99.3%	99.6%	+ 0.3%	97.2%	99.2%	+ 2.1%
Days on Market Until Sale	39	17	- 56.4%	45	25	- 44.4%
Inventory of Homes for Sale	125	97	- 22.4%	--	--	--
Months Supply of Inventory	1.4	1.0	- 28.6%	--	--	--

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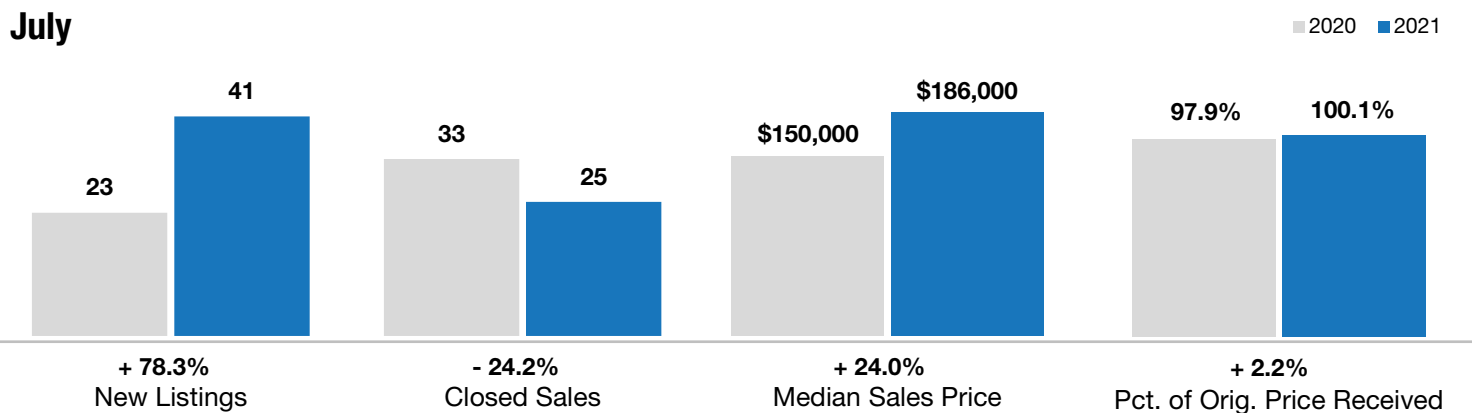
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Brainerd

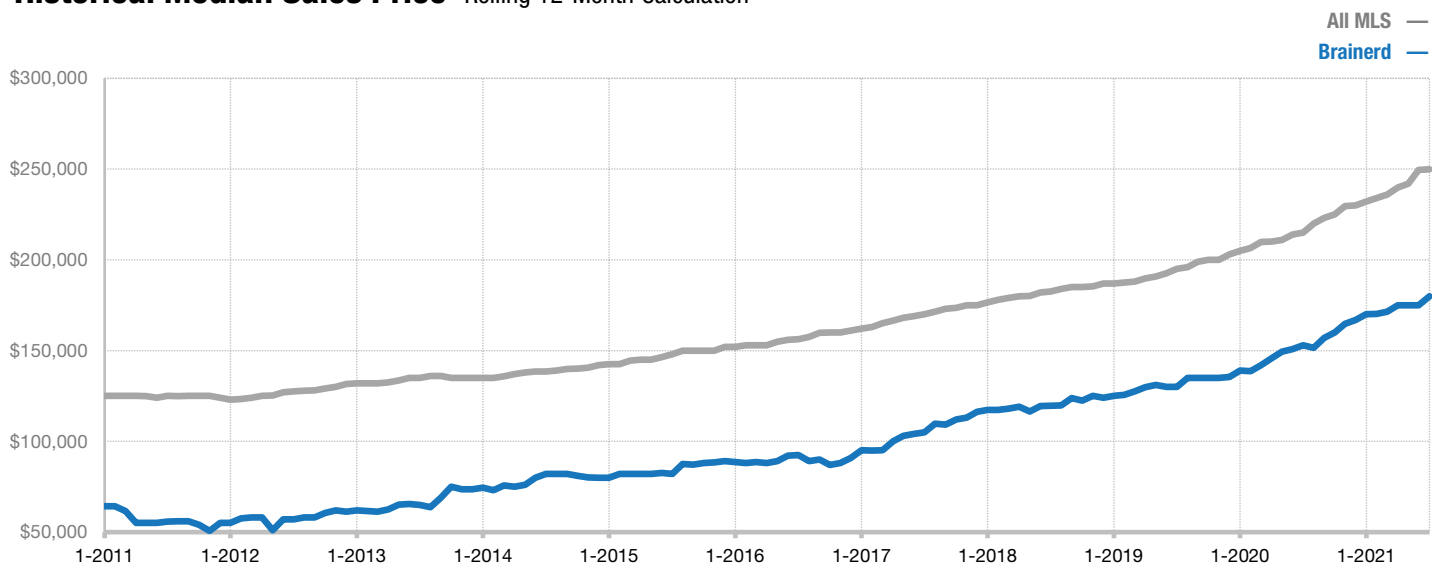
Includes the Ridgeside Community

Key Metrics	July			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	23	41	+ 78.3%	193	207	+ 7.3%
Closed Sales	33	25	- 24.2%	169	170	+ 0.6%
Median Sales Price	\$150,000	\$186,000	+ 24.0%	\$160,000	\$185,500	+ 15.9%
Pct. of Orig. Price Received	97.9%	100.1%	+ 2.2%	96.9%	100.3%	+ 3.5%
Days on Market Until Sale	18	19	+ 5.6%	32	19	- 40.6%
Inventory of Homes for Sale	36	29	- 19.4%	--	--	--
Months Supply of Inventory	1.6	1.3	- 18.8%	--	--	--

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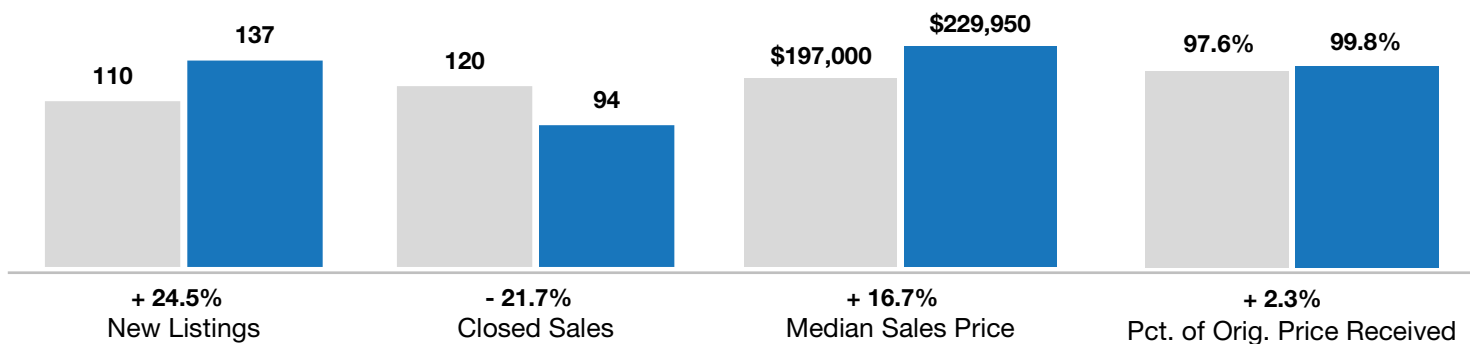
Catoosa County

Key Metrics	July			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	110	137	+ 24.5%	736	693	- 5.8%
Closed Sales	120	94	- 21.7%	613	607	- 1.0%
Median Sales Price	\$197,000	\$229,950	+ 16.7%	\$202,000	\$220,500	+ 9.2%
Pct. of Orig. Price Received	97.6%	99.8%	+ 2.3%	97.4%	99.4%	+ 2.1%
Days on Market Until Sale	28	18	- 35.7%	42	22	- 47.6%
Inventory of Homes for Sale	124	91	- 26.6%	--	--	--
Months Supply of Inventory	1.4	1.0	- 28.6%	--	--	--

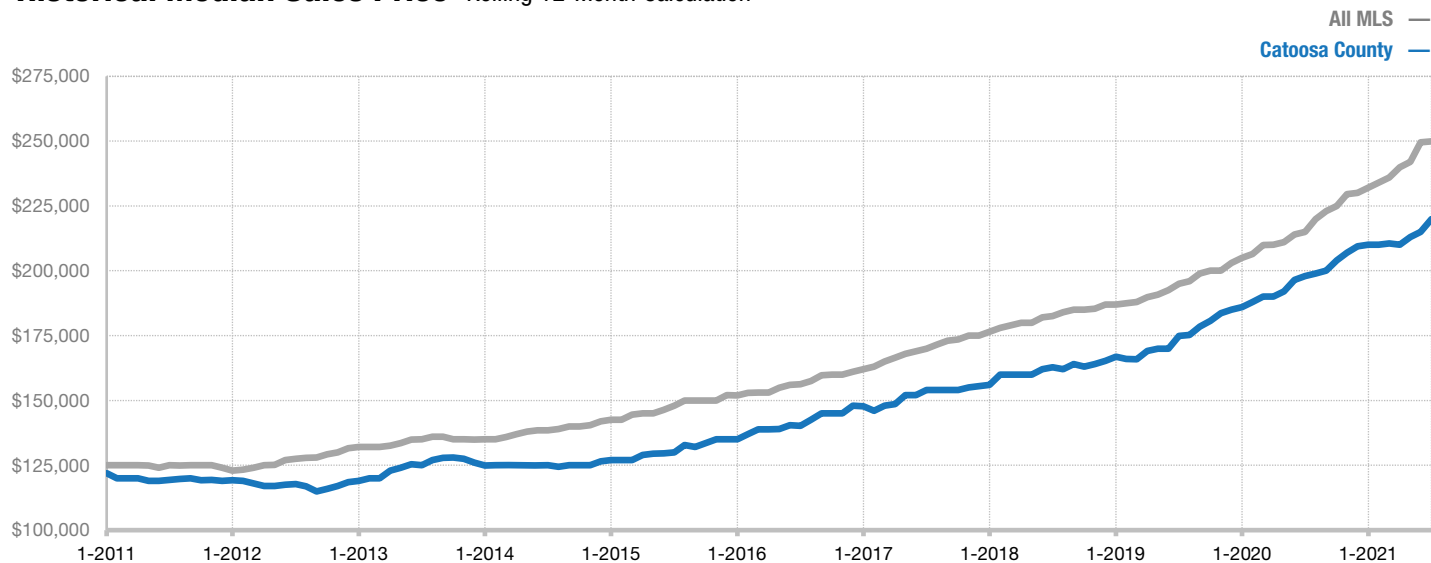
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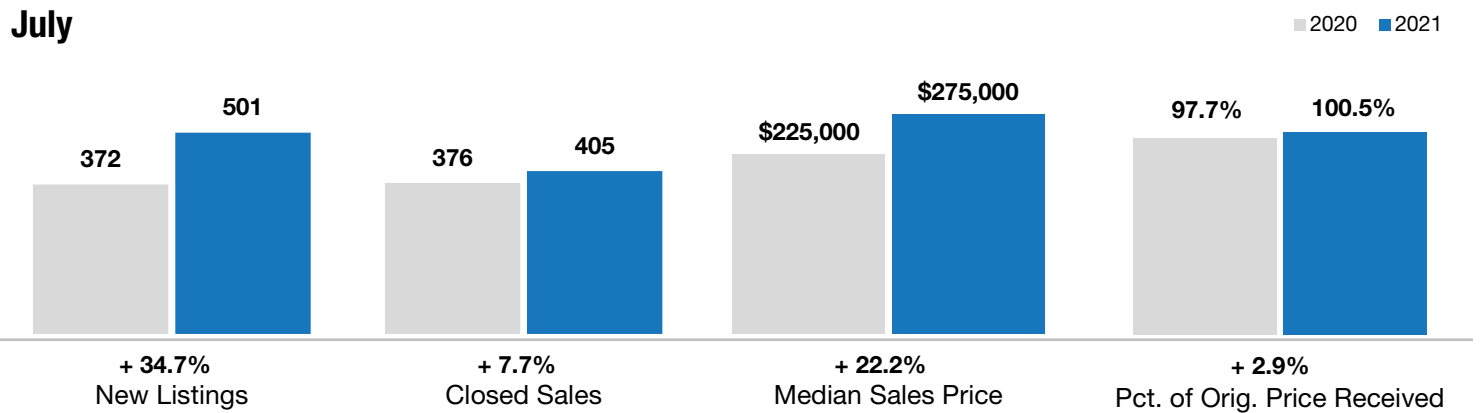


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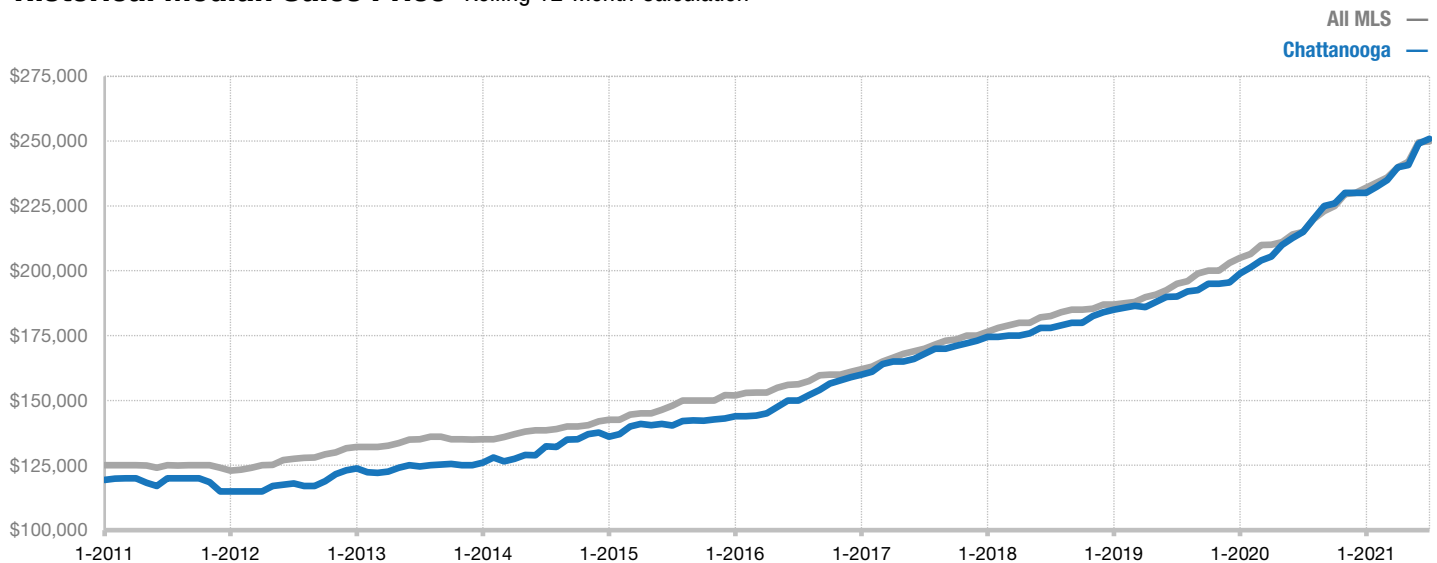
Chattanooga

Key Metrics	July			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	372	501	+ 34.7%	2,506	2,799	+ 11.7%
Closed Sales	376	405	+ 7.7%	1,970	2,324	+ 18.0%
Median Sales Price	\$225,000	\$275,000	+ 22.2%	\$220,000	\$260,000	+ 18.2%
Pct. of Orig. Price Received	97.7%	100.5%	+ 2.9%	97.1%	99.8%	+ 2.8%
Days on Market Until Sale	35	12	- 65.7%	42	22	- 47.6%
Inventory of Homes for Sale	601	365	- 39.3%	--	--	--
Months Supply of Inventory	1.8	1.1	- 38.9%	--	--	--

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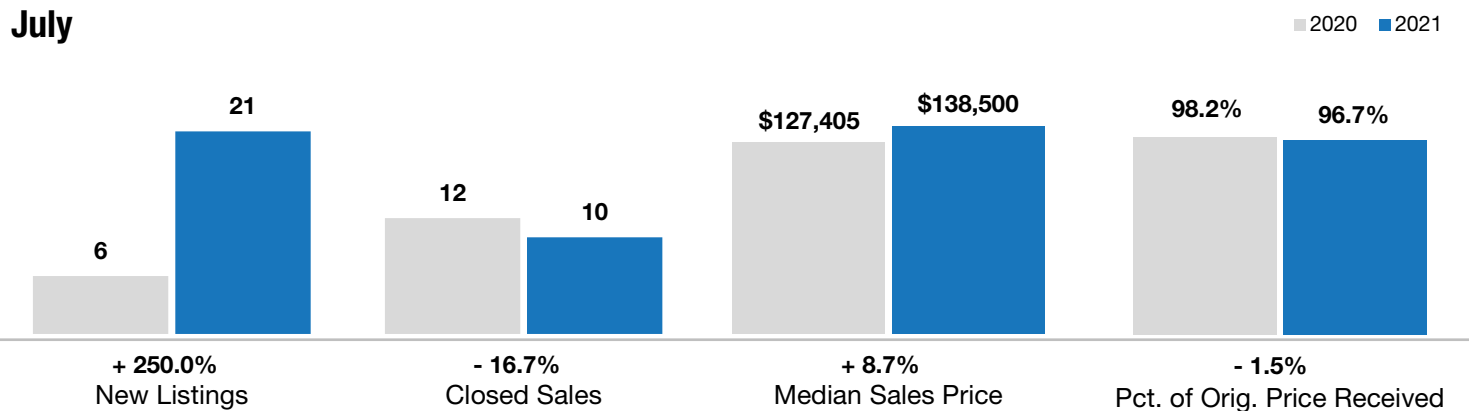


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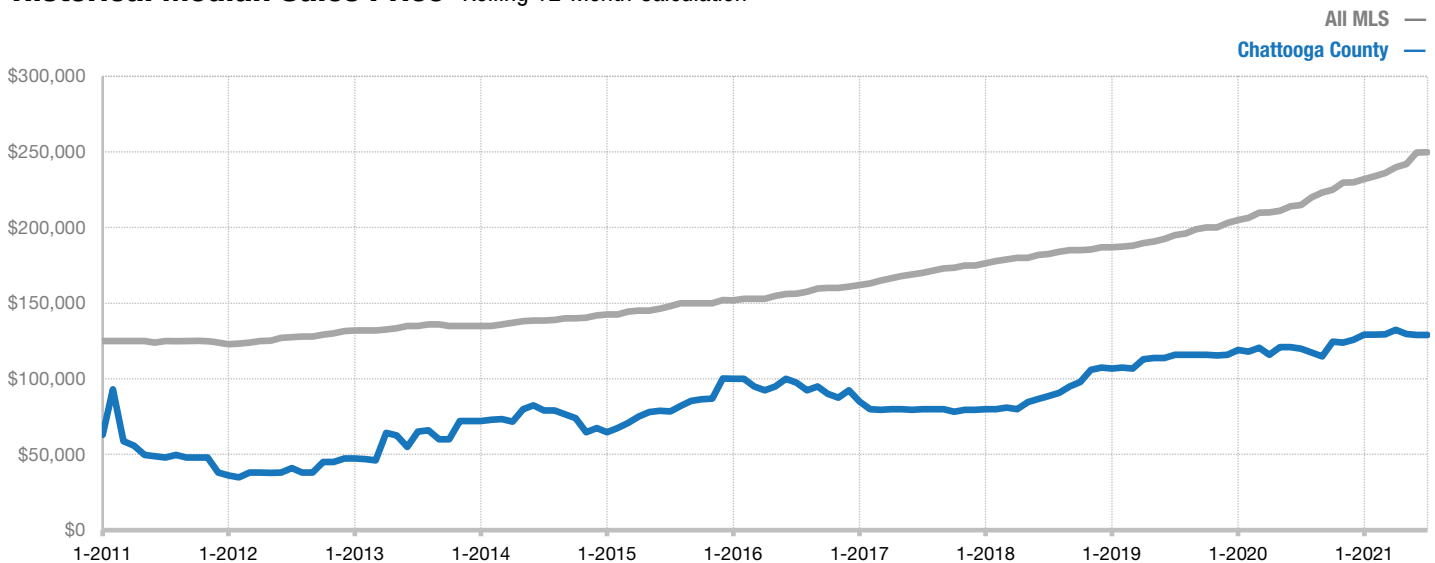
Chattooga County

Key Metrics	July			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	6	21	+ 250.0%	64	72	+ 12.5%
Closed Sales	12	10	- 16.7%	53	58	+ 9.4%
Median Sales Price	\$127,405	\$138,500	+ 8.7%	\$114,000	\$125,000	+ 9.6%
Pct. of Orig. Price Received	98.2%	96.7%	- 1.5%	94.2%	96.7%	+ 2.7%
Days on Market Until Sale	37	18	- 51.4%	51	15	- 70.6%
Inventory of Homes for Sale	11	13	+ 18.2%	--	--	--
Months Supply of Inventory	1.5	1.5	0.0%	--	--	--

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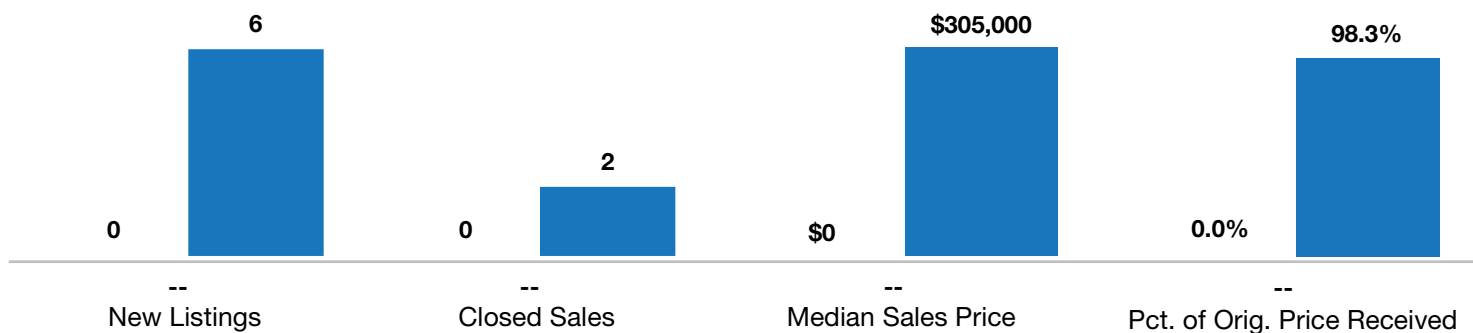
Collegedale

Key Metrics	July			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	0	6	--	2	10	+ 400.0%
Closed Sales	0	2	--	0	3	--
Median Sales Price	\$0	\$305,000	--	\$0	\$355,000	--
Pct. of Orig. Price Received	0.0%	98.3%	--	0	101.7%	--
Days on Market Until Sale	0	3	--	0	2	--
Inventory of Homes for Sale	2	6	+ 200.0%	--	--	--
Months Supply of Inventory	2.0	0	- 100.0%	--	--	--

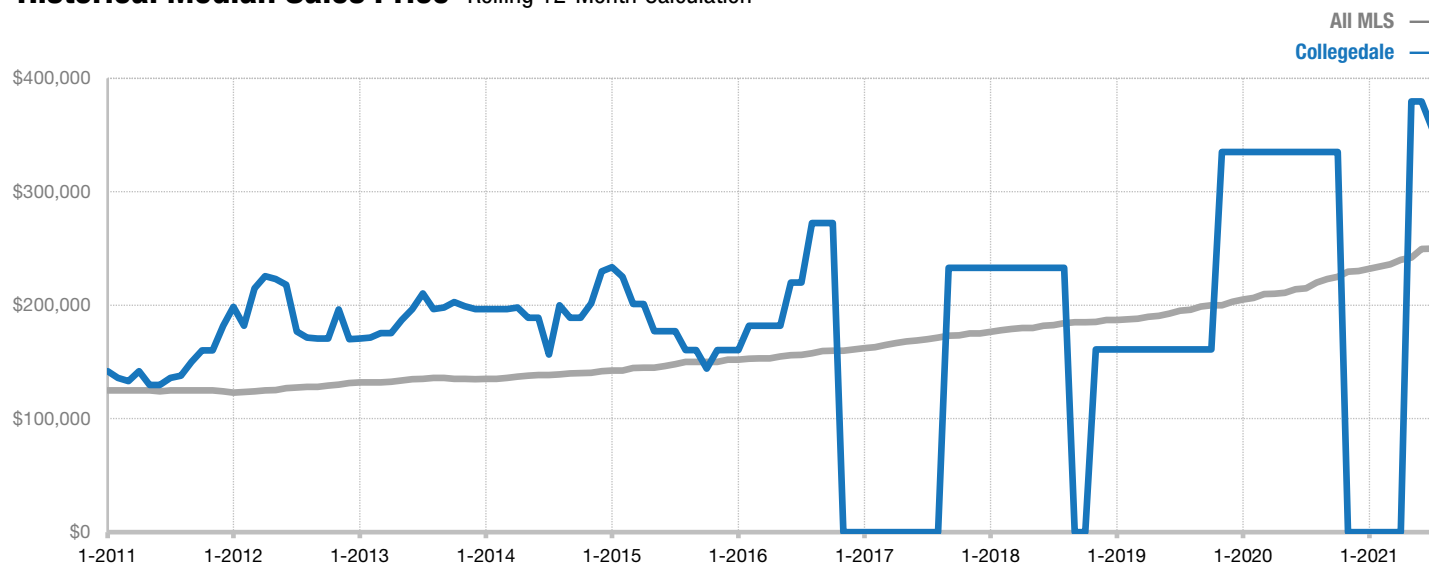
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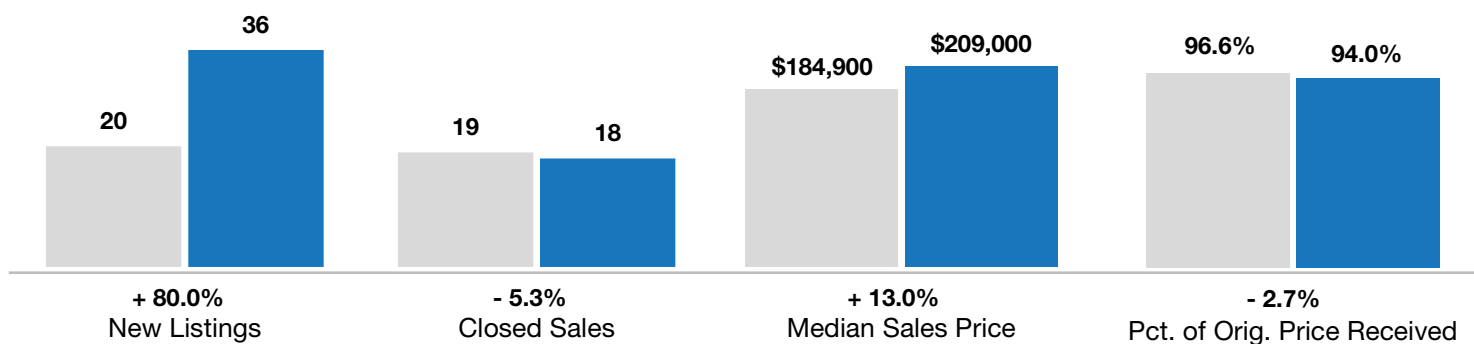
Dade County

Key Metrics	July			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	20	36	+ 80.0%	129	142	+ 10.1%
Closed Sales	19	18	- 5.3%	75	108	+ 44.0%
Median Sales Price	\$184,900	\$209,000	+ 13.0%	\$168,500	\$197,500	+ 17.2%
Pct. of Orig. Price Received	96.6%	94.0%	- 2.7%	95.6%	96.5%	+ 0.9%
Days on Market Until Sale	67	26	- 61.2%	58	45	- 22.4%
Inventory of Homes for Sale	52	36	- 30.8%	--	--	--
Months Supply of Inventory	4.8	2.1	- 56.3%	--	--	--

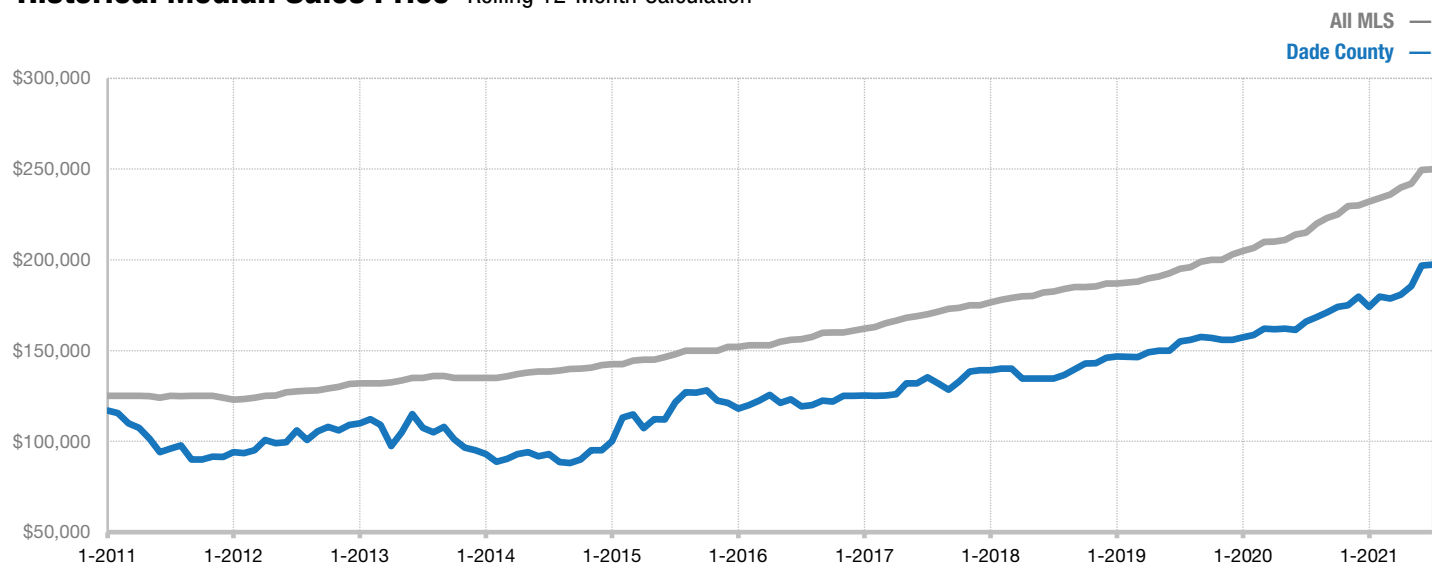
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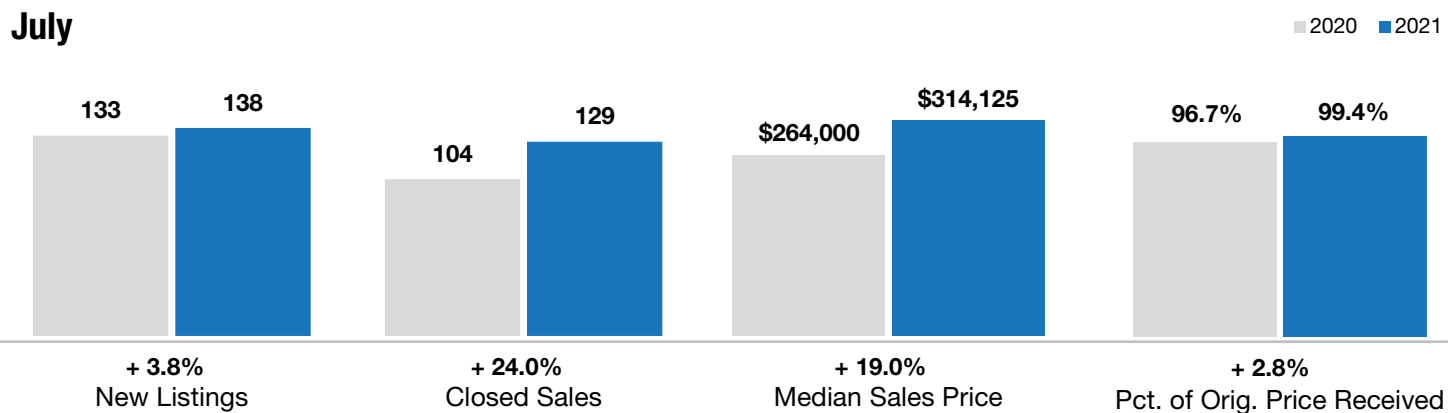
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Downtown Chattanooga

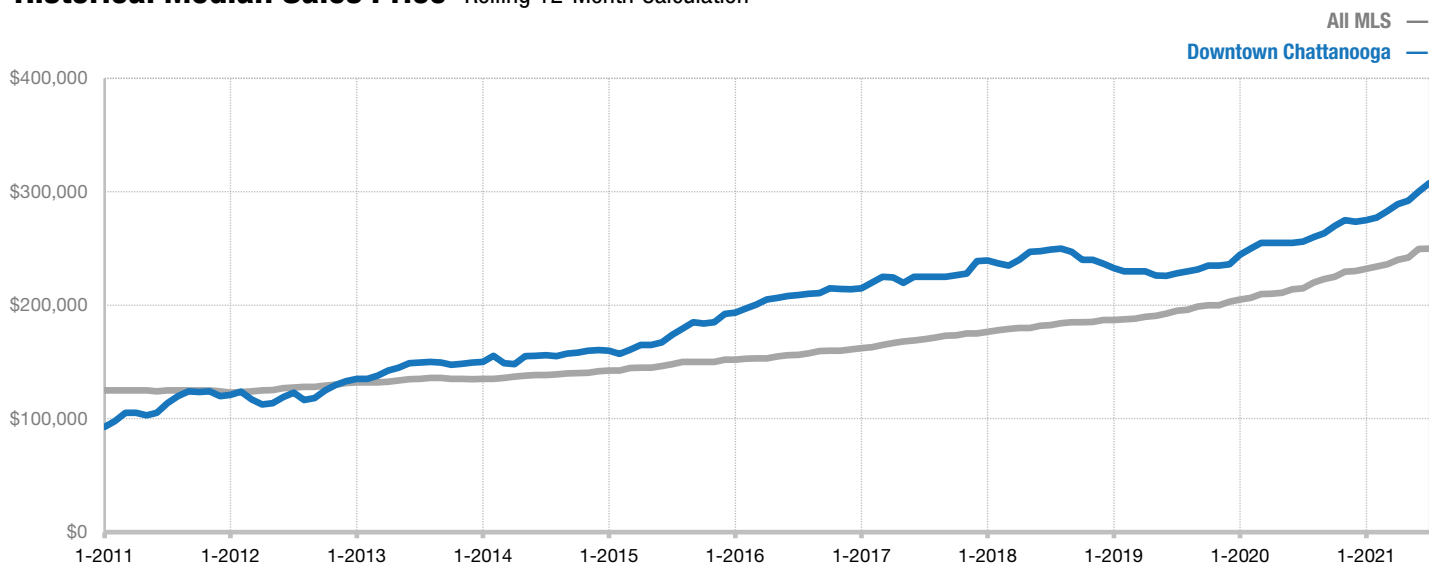
ZIP Codes: 37402, 37403, 37404, 37405, 37406, 37408 and 37450

Key Metrics	July			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	133	138	+ 3.8%	848	861	+ 1.5%
Closed Sales	104	129	+ 24.0%	585	718	+ 22.7%
Median Sales Price	\$264,000	\$314,125	+ 19.0%	\$262,000	\$316,350	+ 20.7%
Pct. of Orig. Price Received	96.7%	99.4%	+ 2.8%	96.2%	98.7%	+ 2.6%
Days on Market Until Sale	52	15	- 71.2%	54	34	- 37.0%
Inventory of Homes for Sale	285	134	- 53.0%	--	--	--
Months Supply of Inventory	2.8	1.2	- 57.1%	--	--	--

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East Brainerd

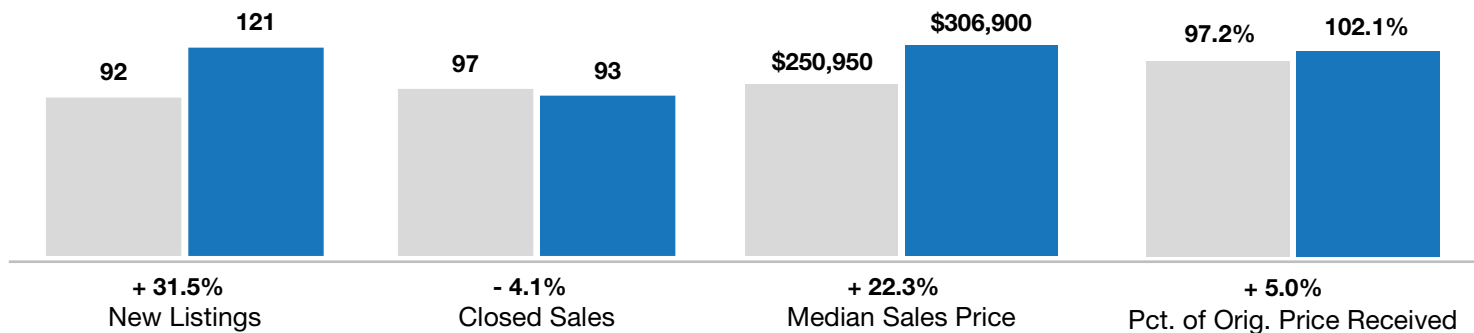
Includes the Cromwell, Dalewood, Eastdale & Tyner Communities

Key Metrics	July			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	92	121	+ 31.5%	598	660	+ 10.4%
Closed Sales	97	93	- 4.1%	439	558	+ 27.1%
Median Sales Price	\$250,950	\$306,900	+ 22.3%	\$240,000	\$289,900	+ 20.8%
Pct. of Orig. Price Received	97.2%	102.1%	+ 5.0%	97.6%	100.7%	+ 3.2%
Days on Market Until Sale	30	9	- 70.0%	34	16	- 52.9%
Inventory of Homes for Sale	106	67	- 36.8%	--	--	--
Months Supply of Inventory	1.6	0.9	- 43.8%	--	--	--

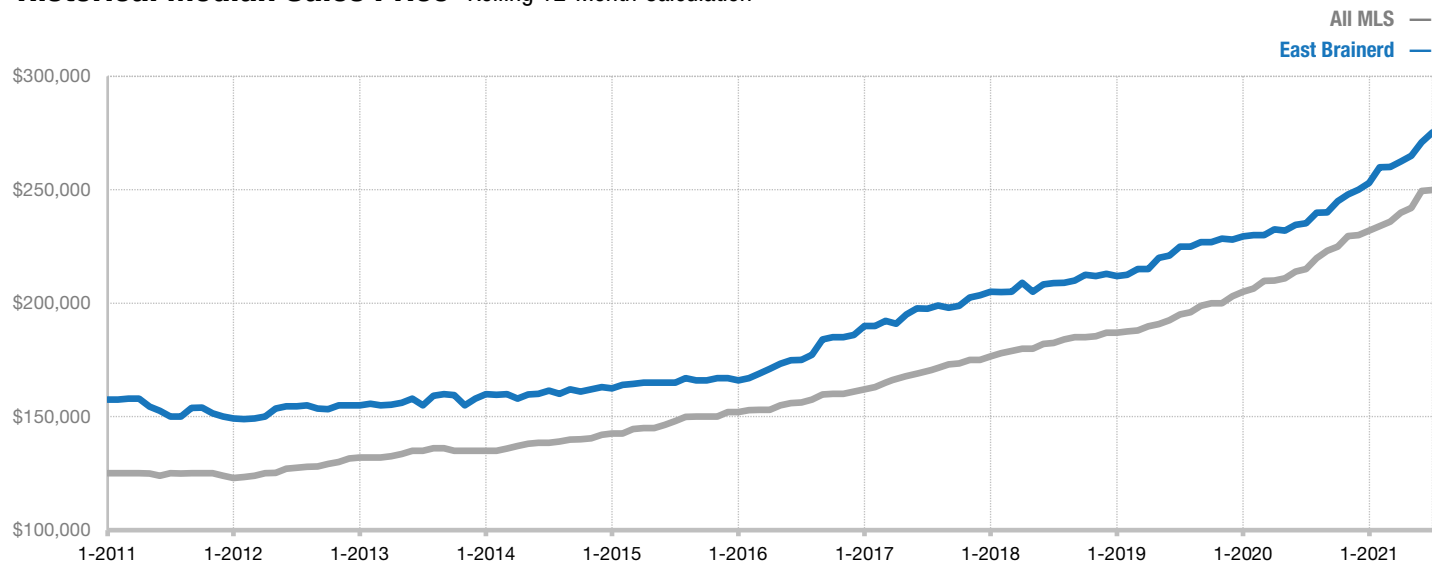
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East Ridge

Key Metrics	July			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	1	3	+ 200.0%	2	12	+ 500.0%
Closed Sales	0	0	--	1	6	+ 500.0%
Median Sales Price	\$0	\$0	--	\$259,900	\$130,750	- 49.7%
Pct. of Orig. Price Received	0.0%	0.0%	--	101.2%	95.3%	- 5.8%
Days on Market Until Sale	0	0	--	4	18	+ 350.0%
Inventory of Homes for Sale	1	2	+ 100.0%	--	--	--
Months Supply of Inventory	0.8	0.9	+ 12.5%	--	--	--

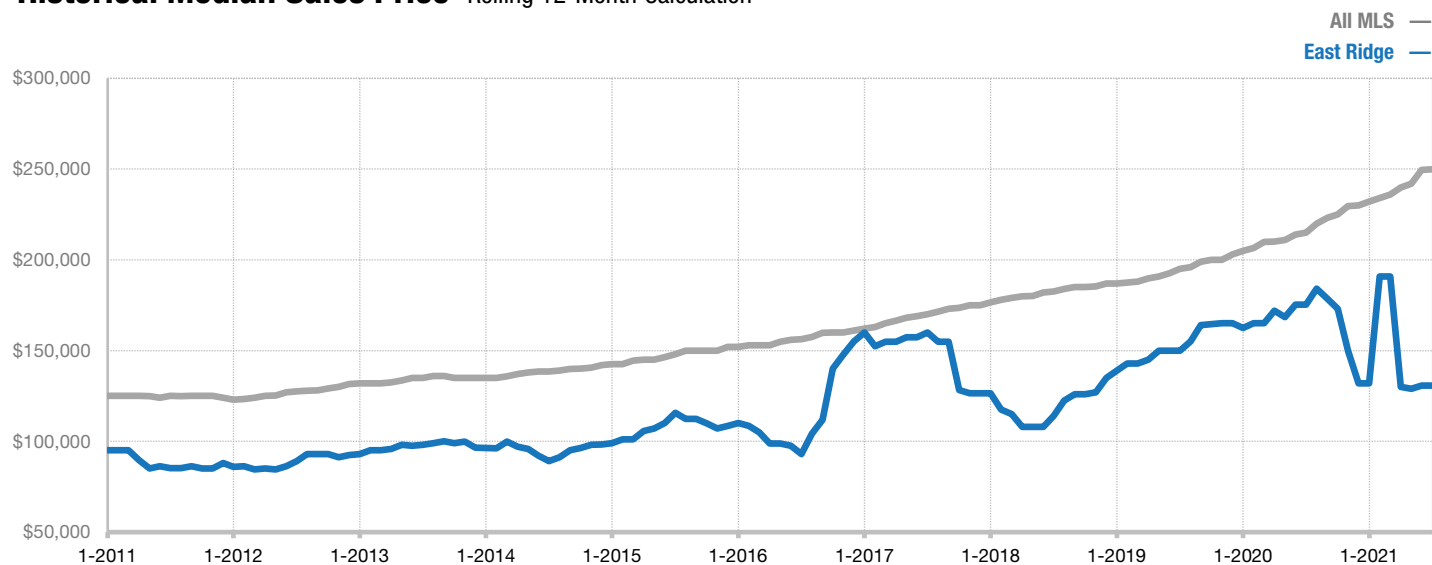
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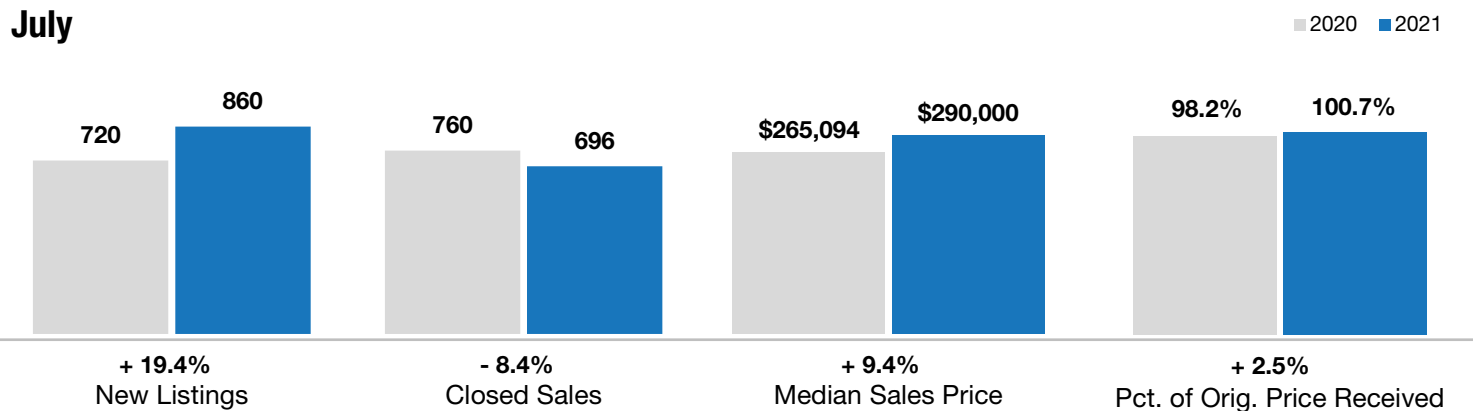


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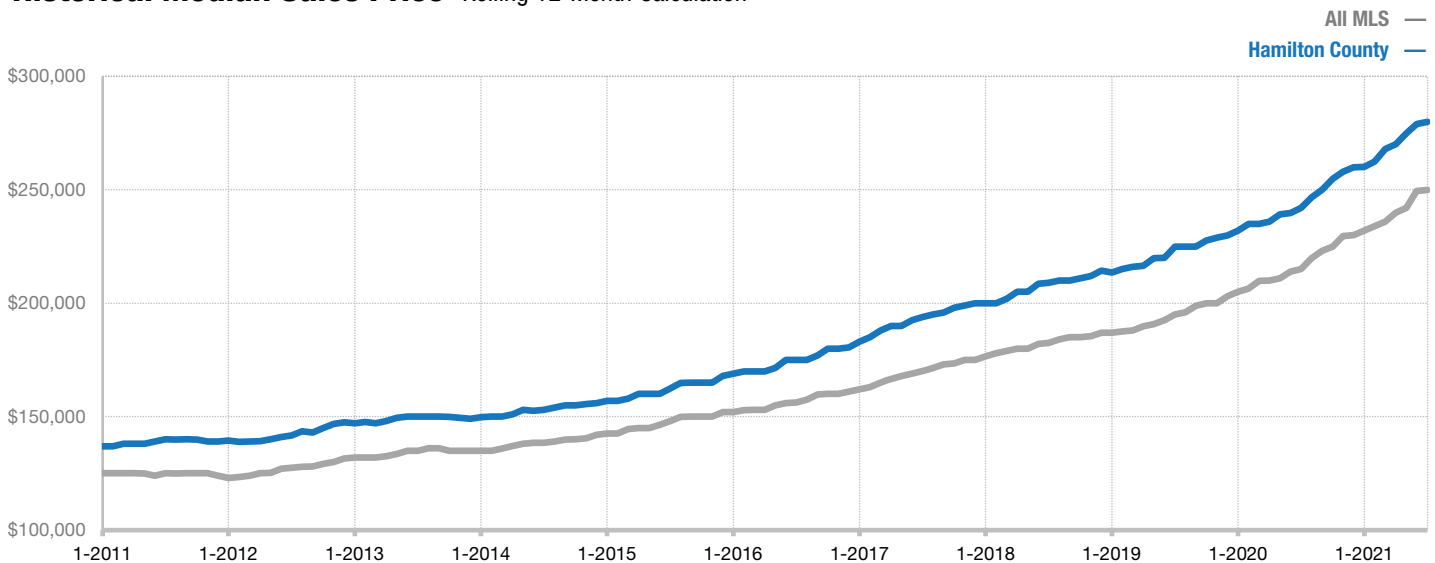
Hamilton County

Key Metrics	July			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	720	860	+ 19.4%	4,621	4,894	+ 5.9%
Closed Sales	760	696	- 8.4%	3,708	4,217	+ 13.7%
Median Sales Price	\$265,094	\$290,000	+ 9.4%	\$249,900	\$287,000	+ 14.8%
Pct. of Orig. Price Received	98.2%	100.7%	+ 2.5%	97.4%	100.1%	+ 2.8%
Days on Market Until Sale	43	14	- 67.4%	48	24	- 50.0%
Inventory of Homes for Sale	1,072	599	- 44.1%	--	--	--
Months Supply of Inventory	1.8	0.9	- 50.0%	--	--	--

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Harrison / Georgetown

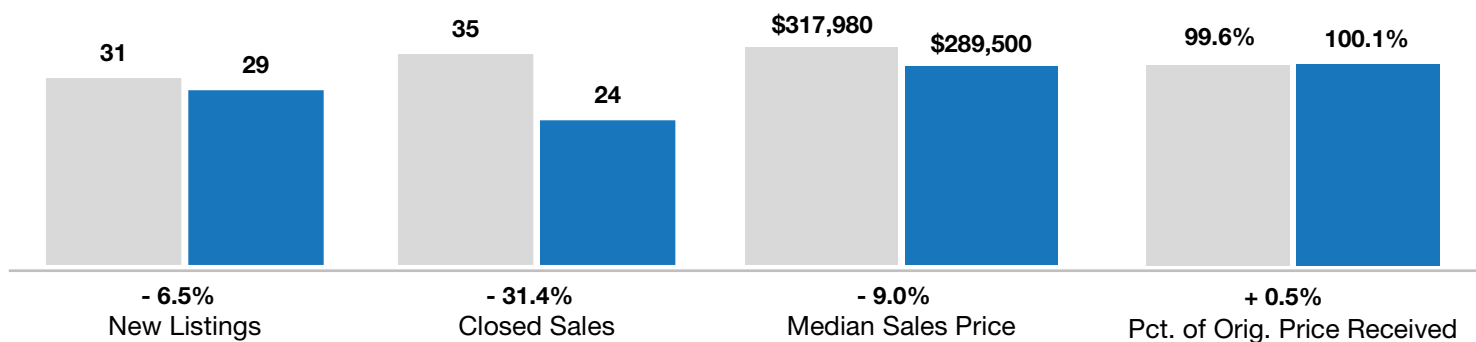
ZIP Codes: 37341 and 37308

Key Metrics	July			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	31	29	- 6.5%	188	181	- 3.7%
Closed Sales	35	24	- 31.4%	176	161	- 8.5%
Median Sales Price	\$317,980	\$289,500	- 9.0%	\$215,450	\$279,900	+ 29.9%
Pct. of Orig. Price Received	99.6%	100.1%	+ 0.5%	97.1%	100.2%	+ 3.2%
Days on Market Until Sale	61	24	- 60.7%	63	21	- 66.7%
Inventory of Homes for Sale	46	17	- 63.0%	--	--	--
Months Supply of Inventory	1.9	0.7	- 63.2%	--	--	--

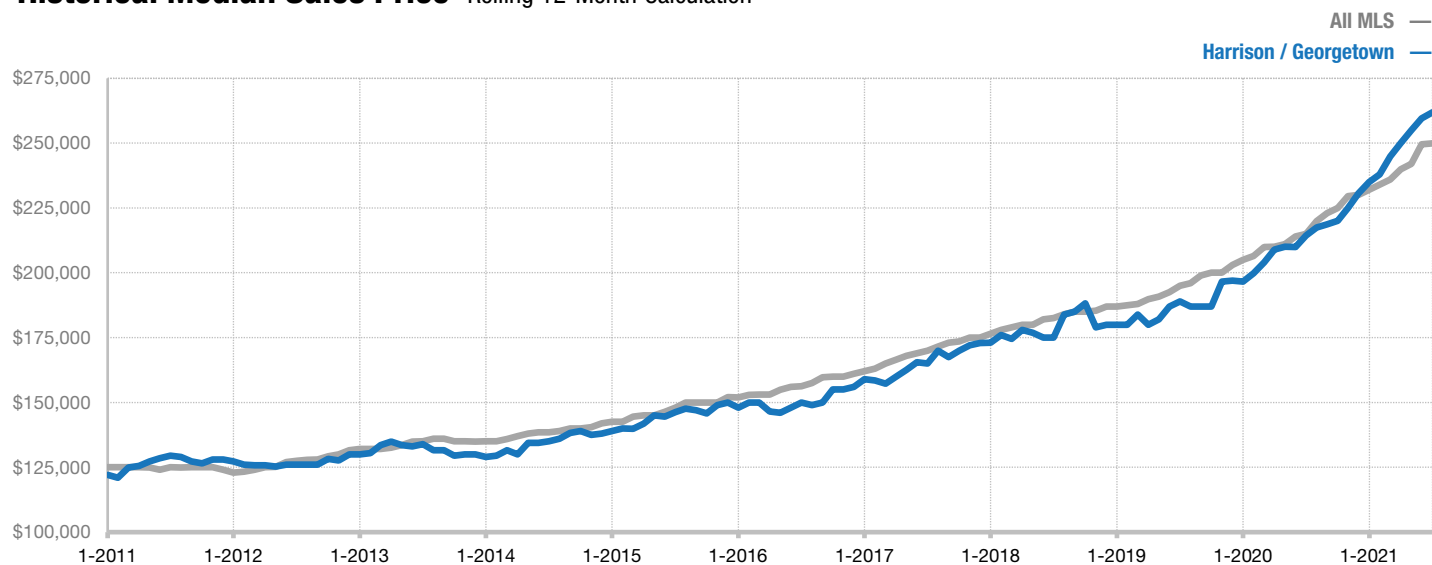
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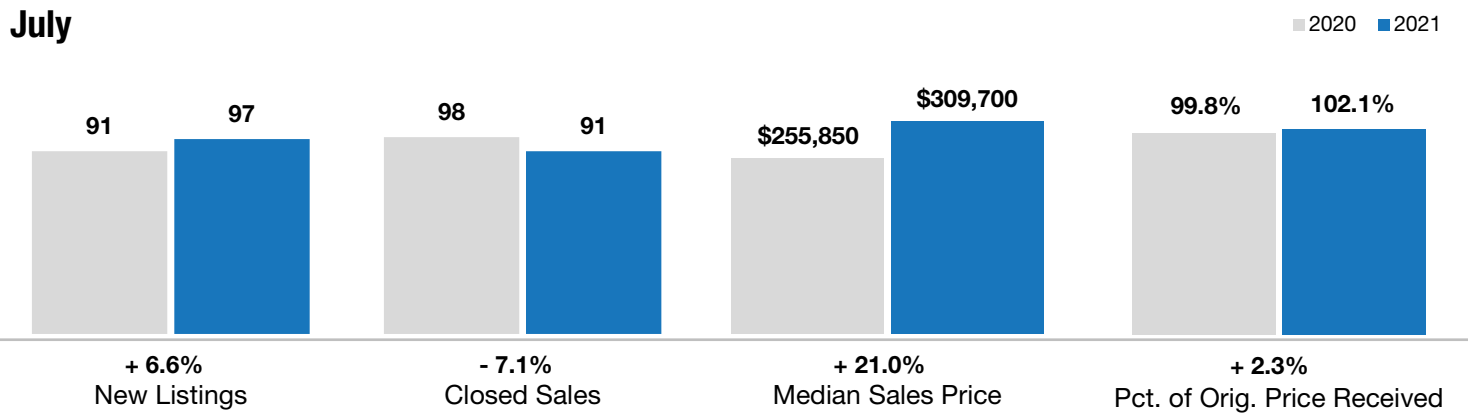


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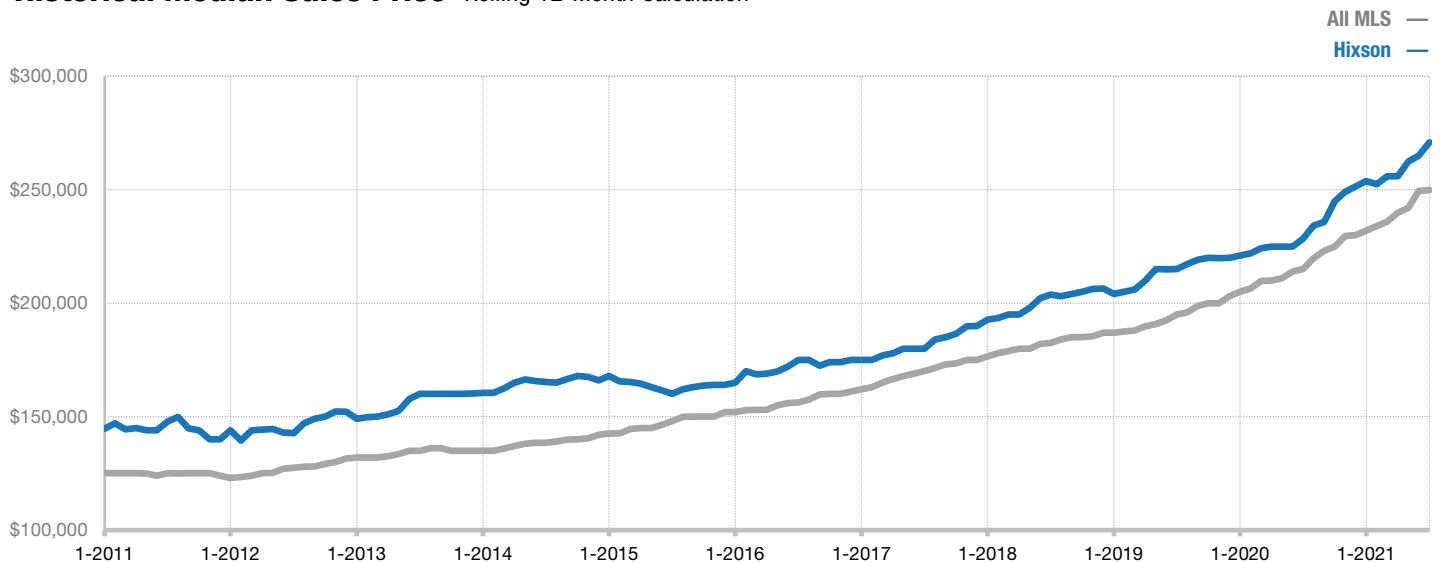
Hixson

Key Metrics	July			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	91	97	+ 6.6%	565	563	- 0.4%
Closed Sales	98	91	- 7.1%	462	536	+ 16.0%
Median Sales Price	\$255,850	\$309,700	+ 21.0%	\$236,750	\$276,268	+ 16.7%
Pct. of Orig. Price Received	99.8%	102.1%	+ 2.3%	98.4%	101.7%	+ 3.4%
Days on Market Until Sale	29	14	- 51.7%	39	18	- 53.8%
Inventory of Homes for Sale	84	44	- 47.6%	--	--	--
Months Supply of Inventory	1.2	0.5	- 58.3%	--	--	--

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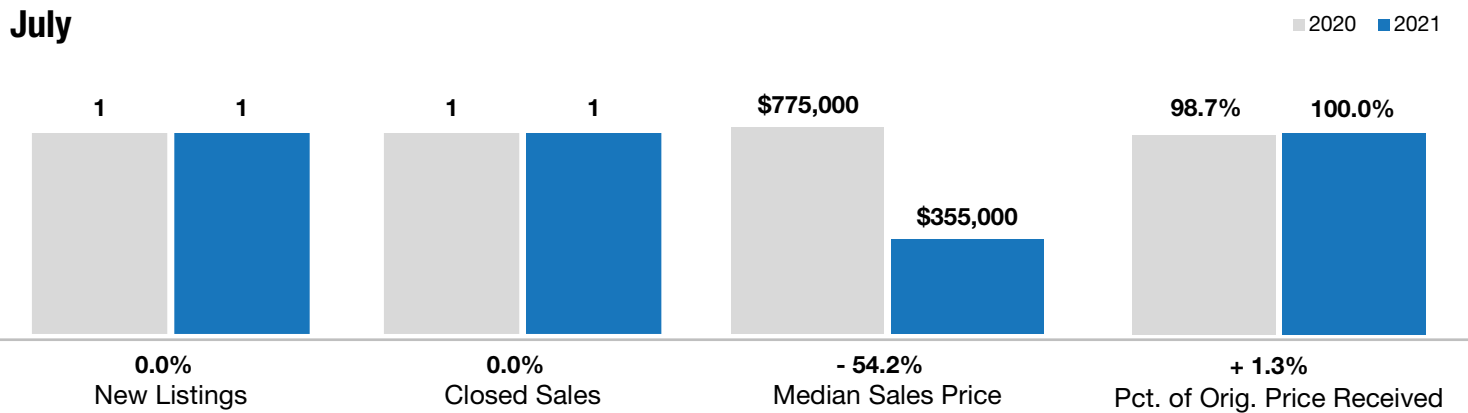
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Lookout Mountain

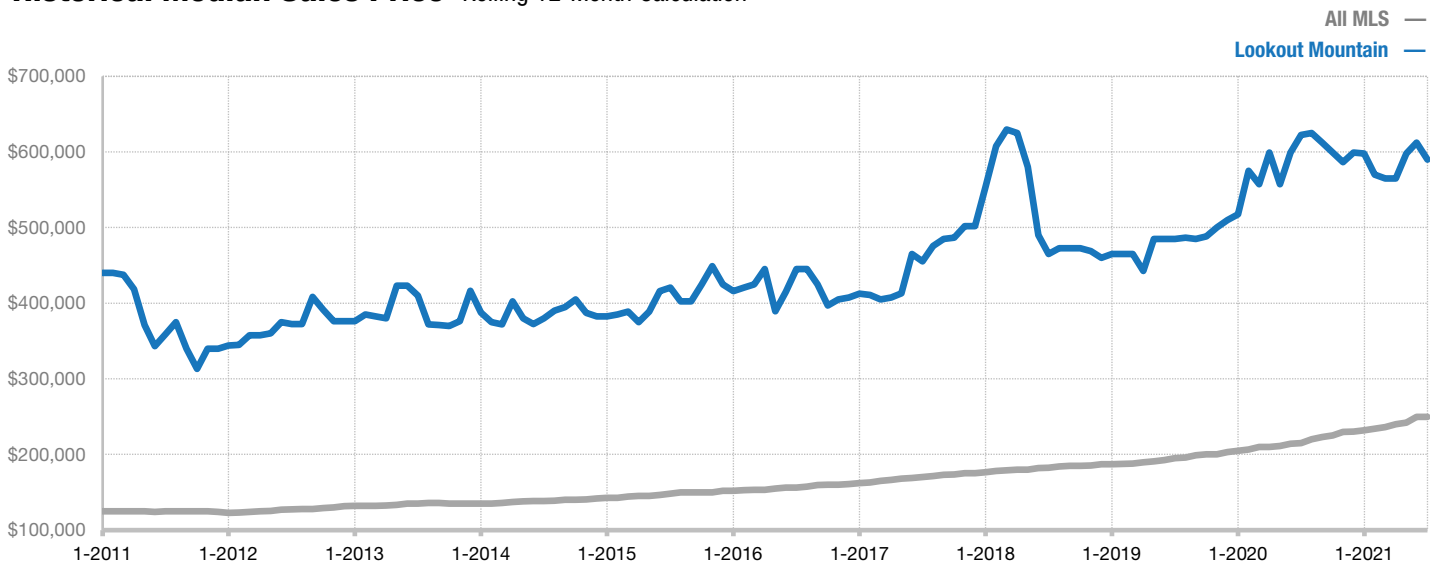
Hamilton County Only

Key Metrics	July			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	1	1	0.0%	26	22	- 15.4%
Closed Sales	1	1	0.0%	22	17	- 22.7%
Median Sales Price	\$775,000	\$355,000	- 54.2%	\$612,500	\$612,500	0.0%
Pct. of Orig. Price Received	98.7%	100.0%	+ 1.3%	96.2%	98.5%	+ 2.4%
Days on Market Until Sale	2	136	+ 6,700.0%	61	16	- 73.8%
Inventory of Homes for Sale	8	8	0.0%	--	--	--
Months Supply of Inventory	2.0	2.9	+ 45.0%	--	--	--

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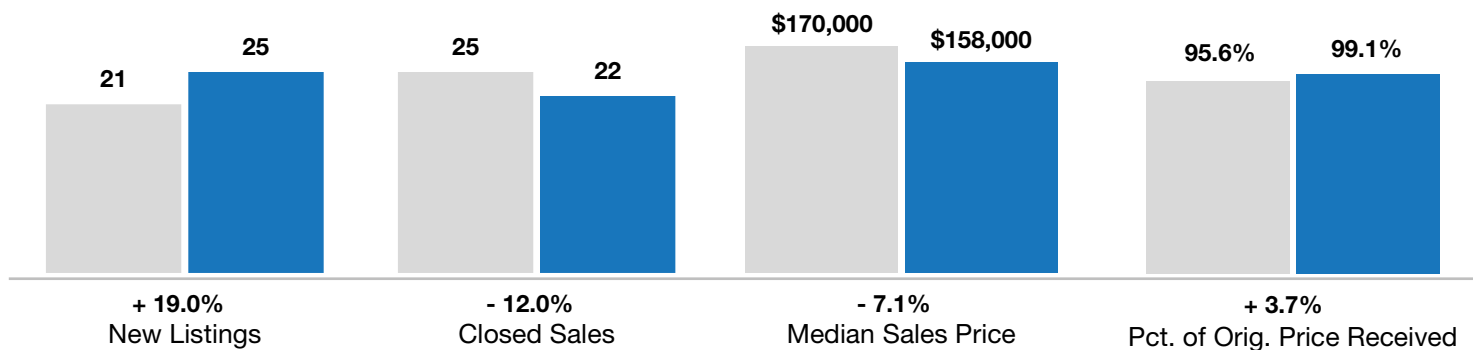
Marion County

Key Metrics	July			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	21	25	+ 19.0%	146	158	+ 8.2%
Closed Sales	25	22	- 12.0%	119	136	+ 14.3%
Median Sales Price	\$170,000	\$158,000	- 7.1%	\$167,000	\$180,000	+ 7.8%
Pct. of Orig. Price Received	95.6%	99.1%	+ 3.7%	95.2%	96.0%	+ 0.8%
Days on Market Until Sale	57	30	- 47.4%	67	45	- 32.8%
Inventory of Homes for Sale	68	27	- 60.3%	--	--	--
Months Supply of Inventory	4.1	1.4	- 65.9%	--	--	--

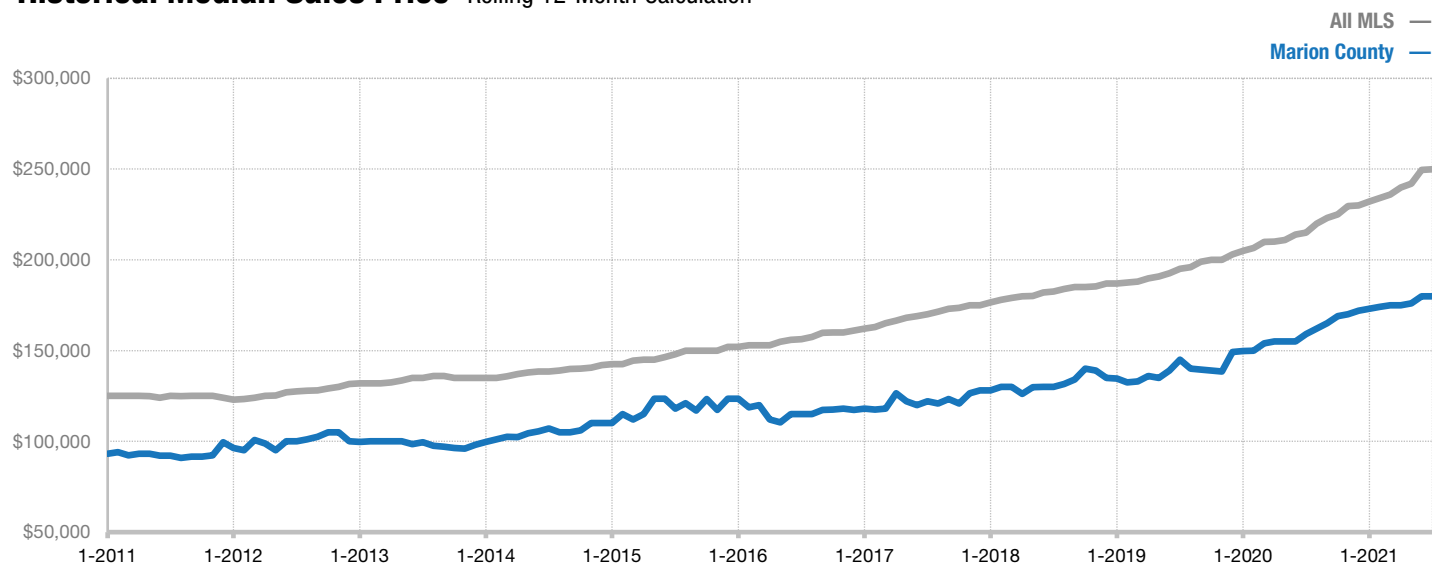
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

July

■ 2020 ■ 2021



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – July 2021

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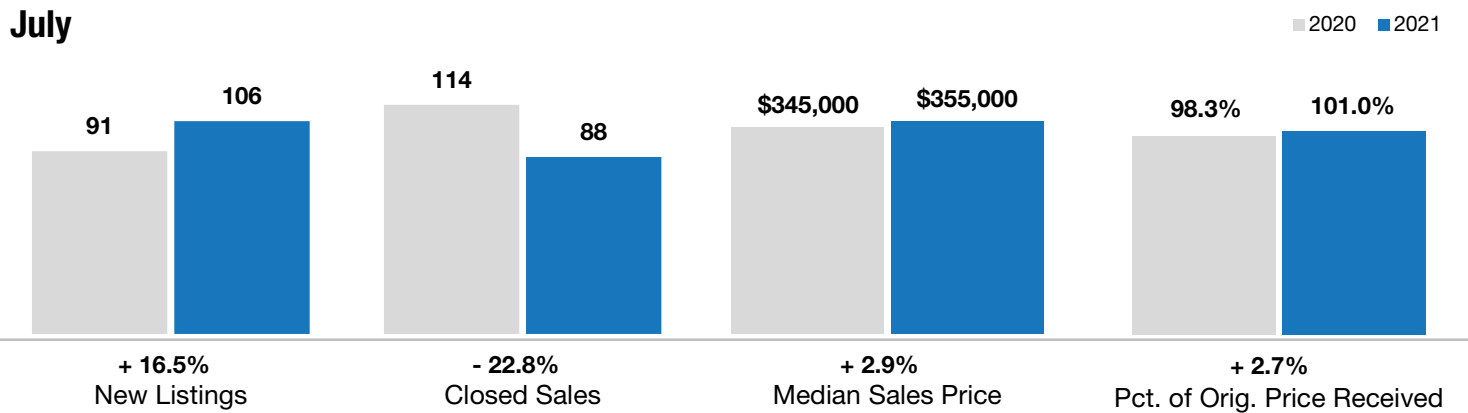


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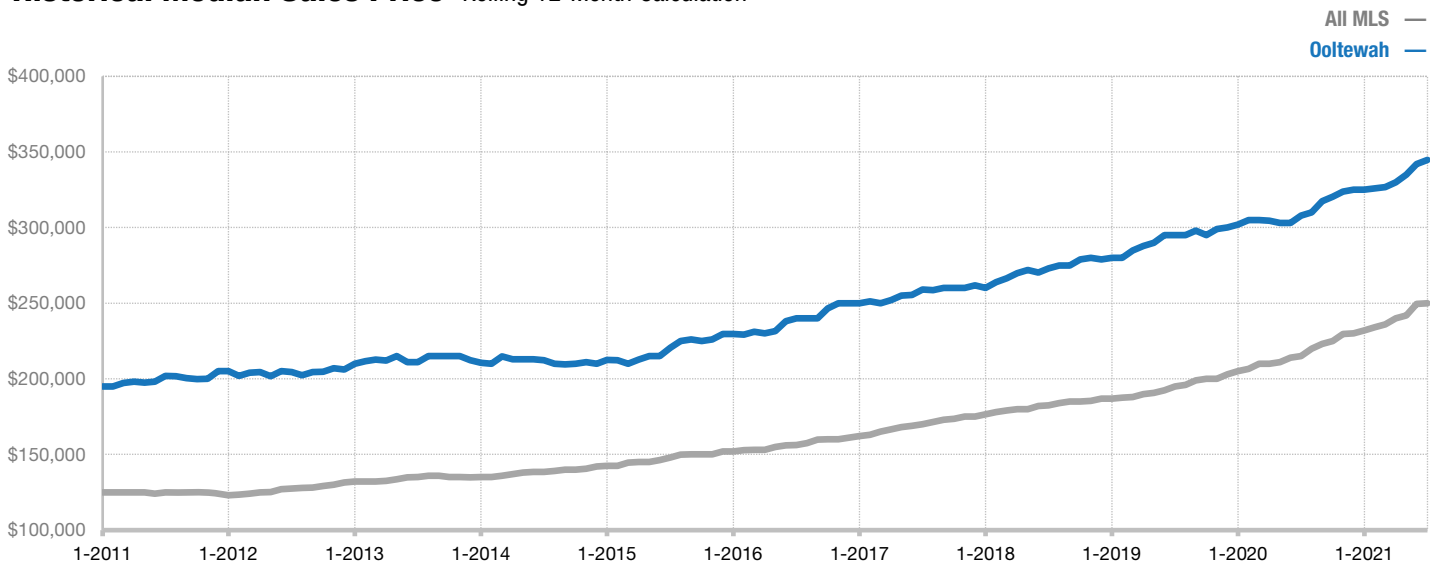
Ooltewah

Key Metrics	July			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	91	106	+ 16.5%	608	633	+ 4.1%
Closed Sales	114	88	- 22.8%	516	559	+ 8.3%
Median Sales Price	\$345,000	\$355,000	+ 2.9%	\$315,000	\$359,500	+ 14.1%
Pct. of Orig. Price Received	98.3%	101.0%	+ 2.7%	97.9%	100.5%	+ 2.7%
Days on Market Until Sale	64	12	- 81.3%	67	29	- 56.7%
Inventory of Homes for Sale	160	83	- 48.1%	--	--	--
Months Supply of Inventory	2.1	0.9	- 57.1%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – July 2021

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Red Bank

Key Metrics	July			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	1	1	0.0%	5	6	+ 20.0%
Closed Sales	0	0	--	8	5	- 37.5%
Median Sales Price	\$0	\$0	--	\$217,200	\$272,500	+ 25.5%
Pct. of Orig. Price Received	0.0%	0.0%	--	94.7%	101.8%	+ 7.5%
Days on Market Until Sale	0	0	--	125	79	- 36.8%
Inventory of Homes for Sale	3	1	- 66.7%	--	--	--
Months Supply of Inventory	1.3	0.9	- 30.8%	--	--	--

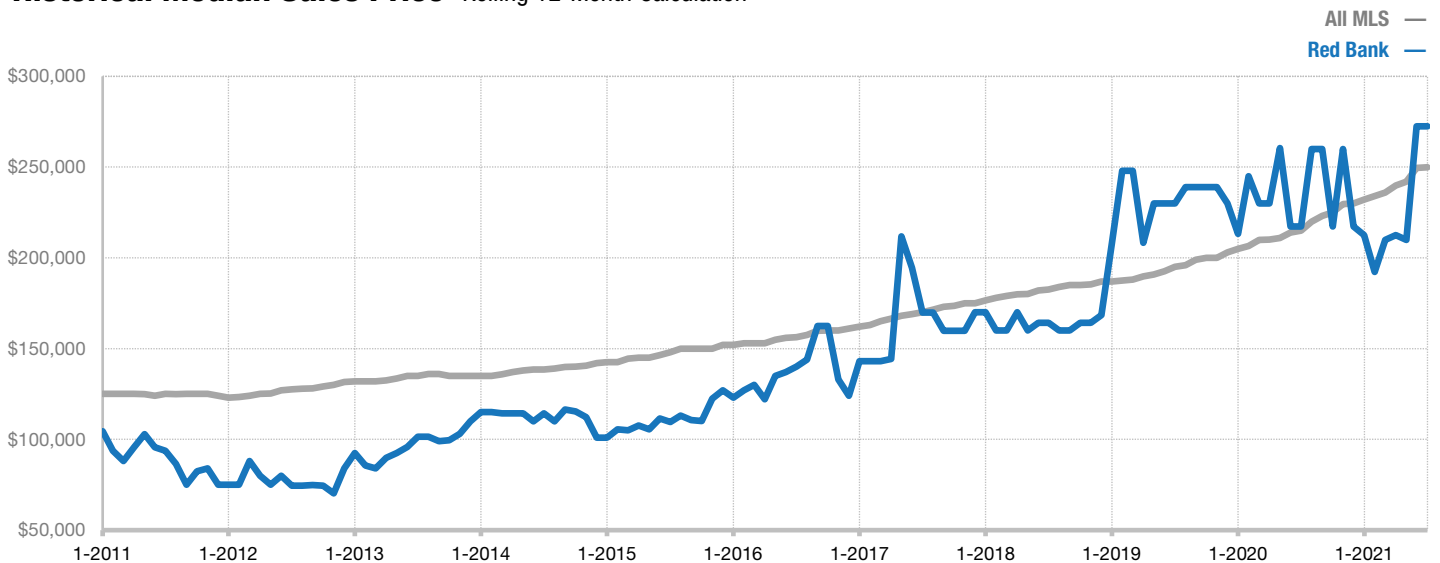
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July

■ 2020 ■ 2021



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – July 2021

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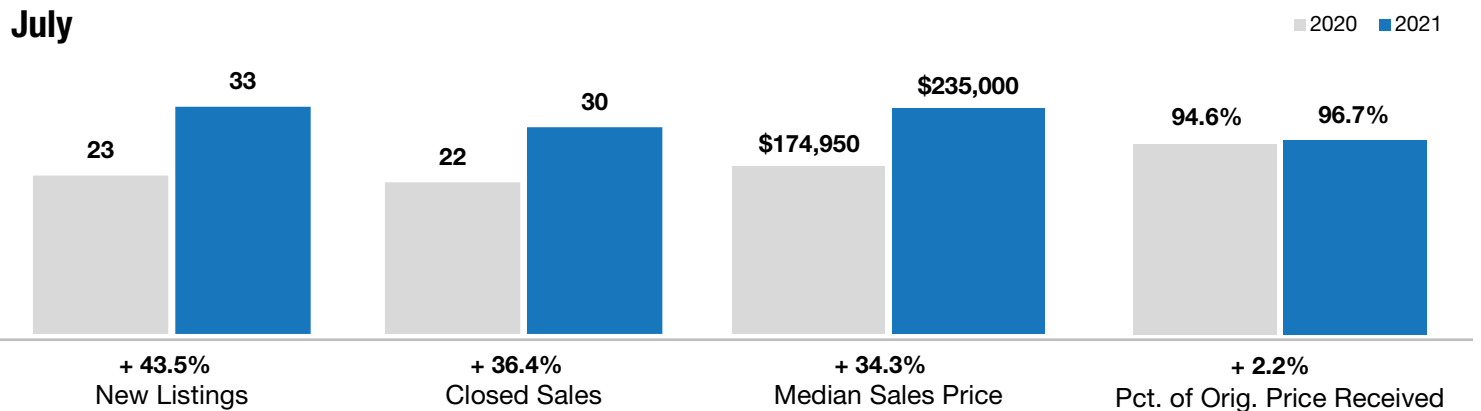


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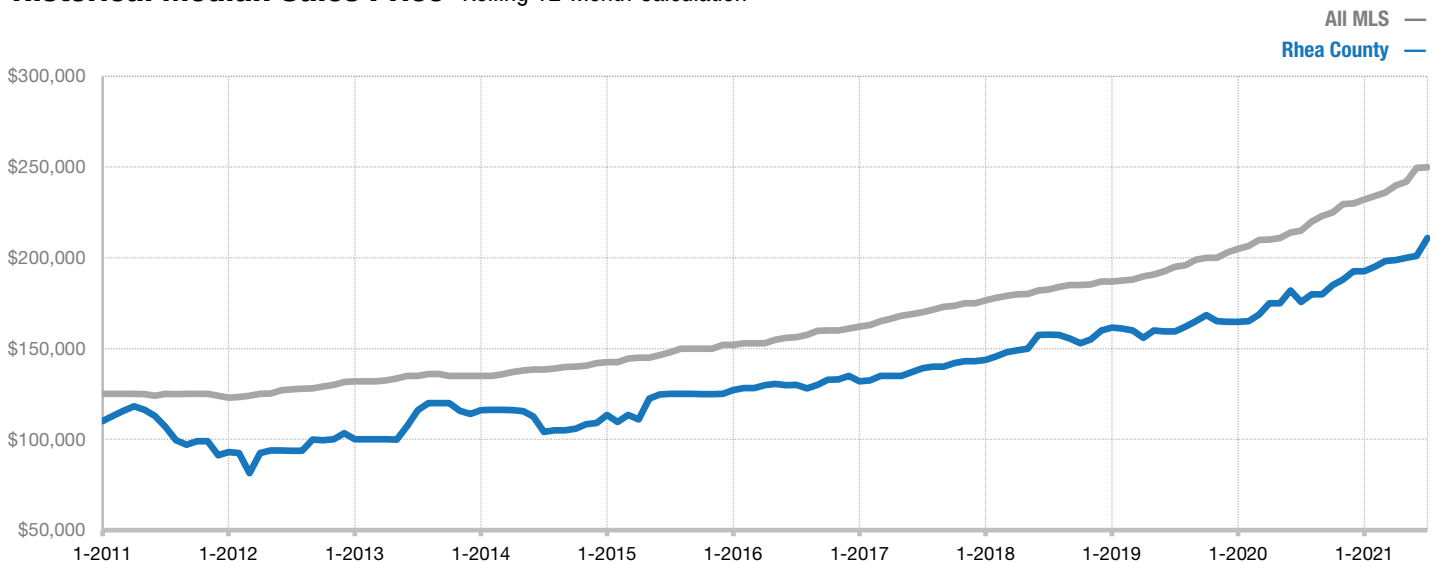
Rhea County

Key Metrics	July			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	23	33	+ 43.5%	164	190	+ 15.9%
Closed Sales	22	30	+ 36.4%	132	173	+ 31.1%
Median Sales Price	\$174,950	\$235,000	+ 34.3%	\$185,000	\$215,000	+ 16.2%
Pct. of Orig. Price Received	94.6%	96.7%	+ 2.2%	95.0%	96.6%	+ 1.7%
Days on Market Until Sale	85	39	- 54.1%	73	44	- 39.7%
Inventory of Homes for Sale	51	38	- 25.5%	--	--	--
Months Supply of Inventory	2.4	1.6	- 33.3%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – July 2021

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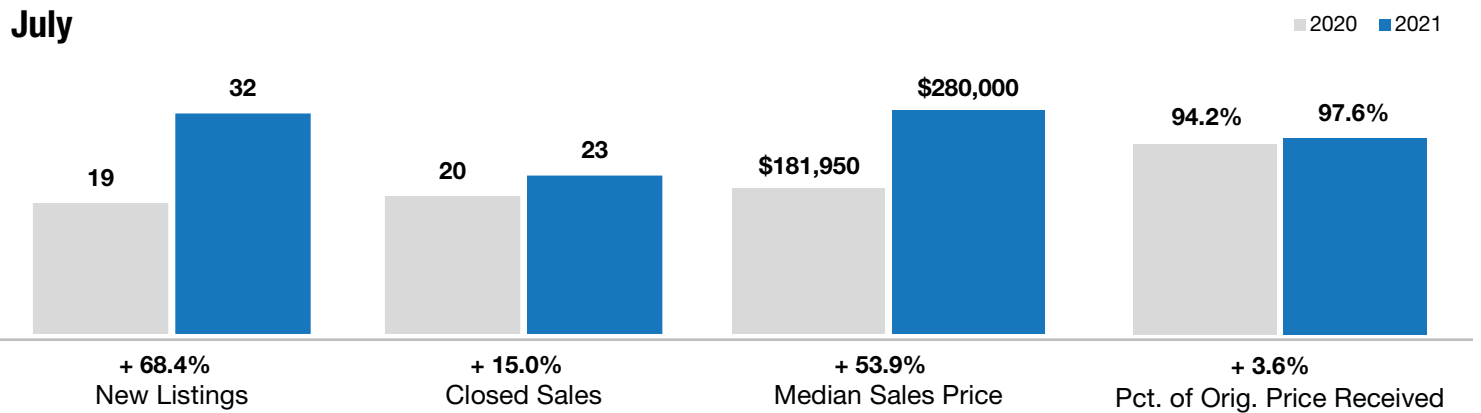


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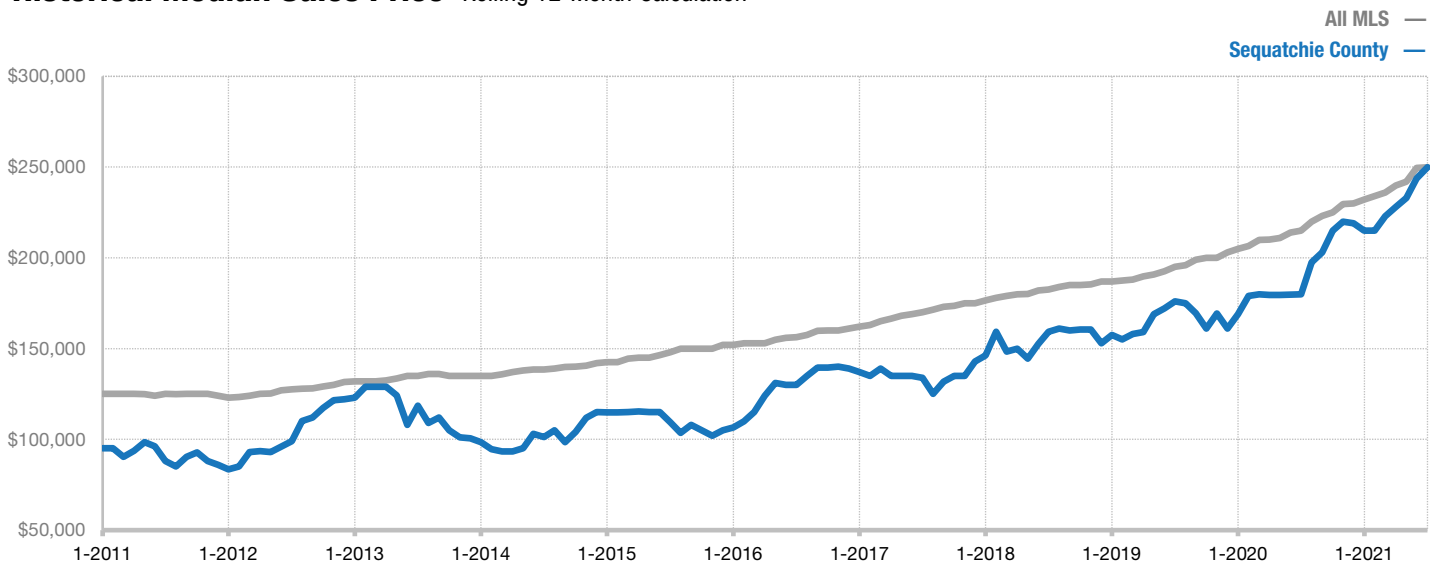
Sequatchie County

Key Metrics	July			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	19	32	+ 68.4%	124	175	+ 41.1%
Closed Sales	20	23	+ 15.0%	100	129	+ 29.0%
Median Sales Price	\$181,950	\$280,000	+ 53.9%	\$190,000	\$271,500	+ 42.9%
Pct. of Orig. Price Received	94.2%	97.6%	+ 3.6%	94.6%	98.2%	+ 3.8%
Days on Market Until Sale	95	26	- 72.6%	72	32	- 55.6%
Inventory of Homes for Sale	42	35	- 16.7%	--	--	--
Months Supply of Inventory	3.3	2.0	- 39.4%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – July 2021

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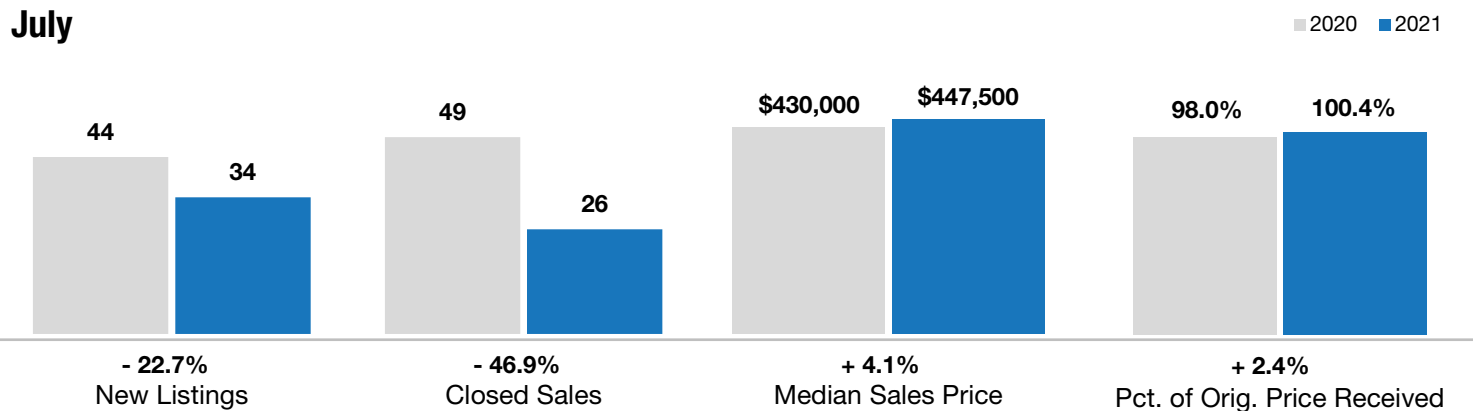
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Signal Mountain

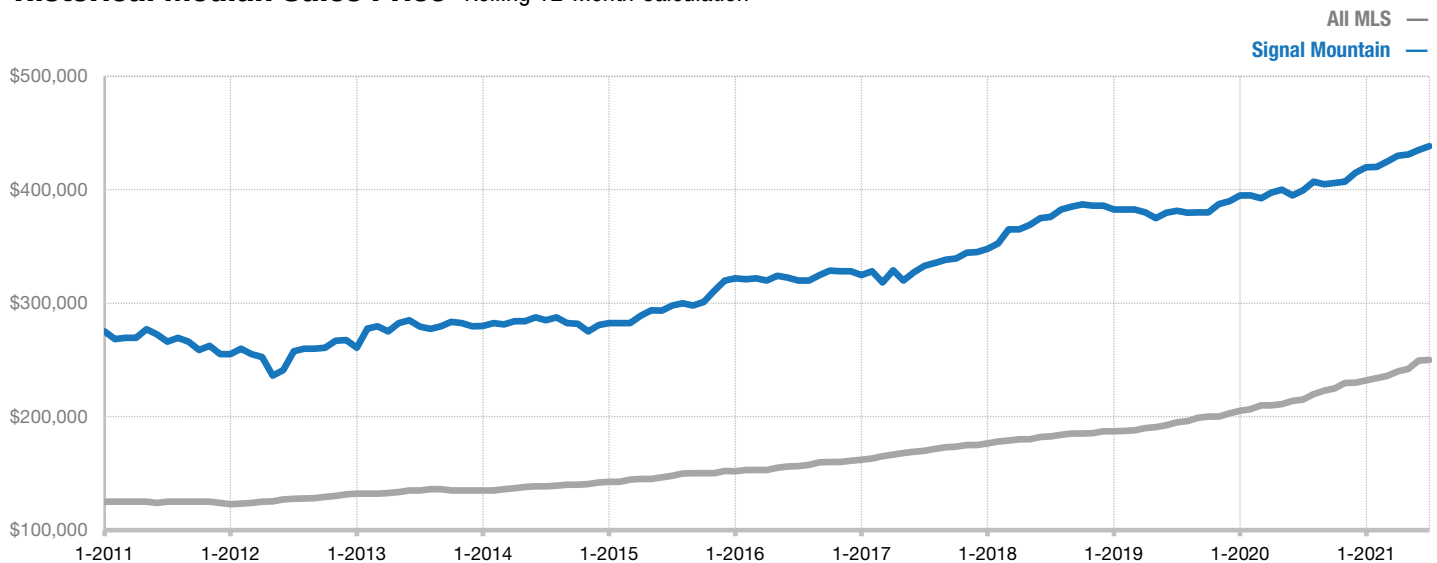
Hamilton County Only

Key Metrics	July			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	44	34	- 22.7%	221	218	- 1.4%
Closed Sales	49	26	- 46.9%	171	183	+ 7.0%
Median Sales Price	\$430,000	\$447,500	+ 4.1%	\$400,000	\$460,000	+ 15.0%
Pct. of Orig. Price Received	98.0%	100.4%	+ 2.4%	96.6%	99.8%	+ 3.3%
Days on Market Until Sale	71	39	- 45.1%	58	32	- 44.8%
Inventory of Homes for Sale	54	24	- 55.6%	--	--	--
Months Supply of Inventory	2.1	0.9	- 57.1%	--	--	--

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



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – July 2021

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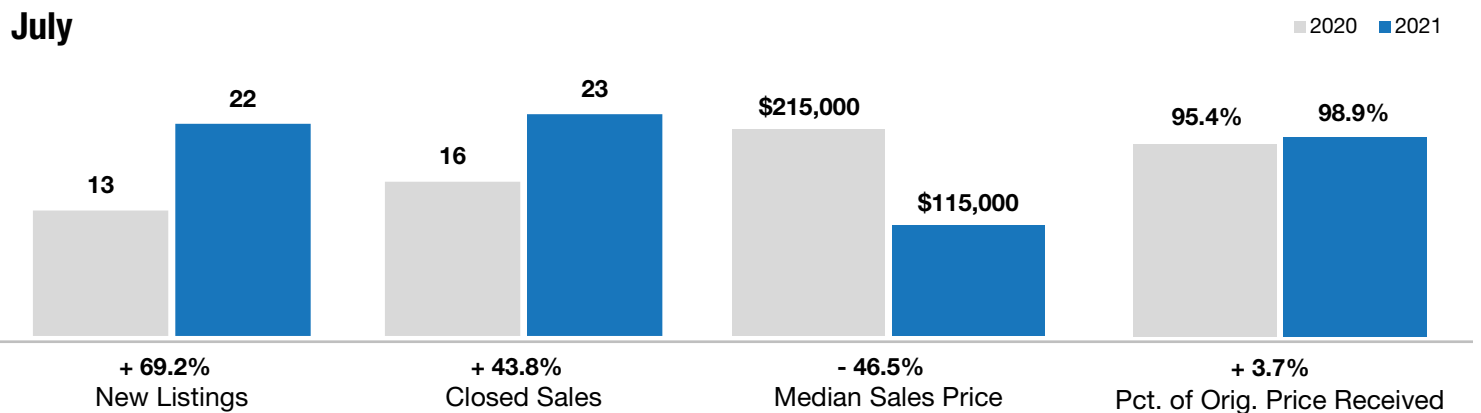
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St. Elmo / High Park / Avondale

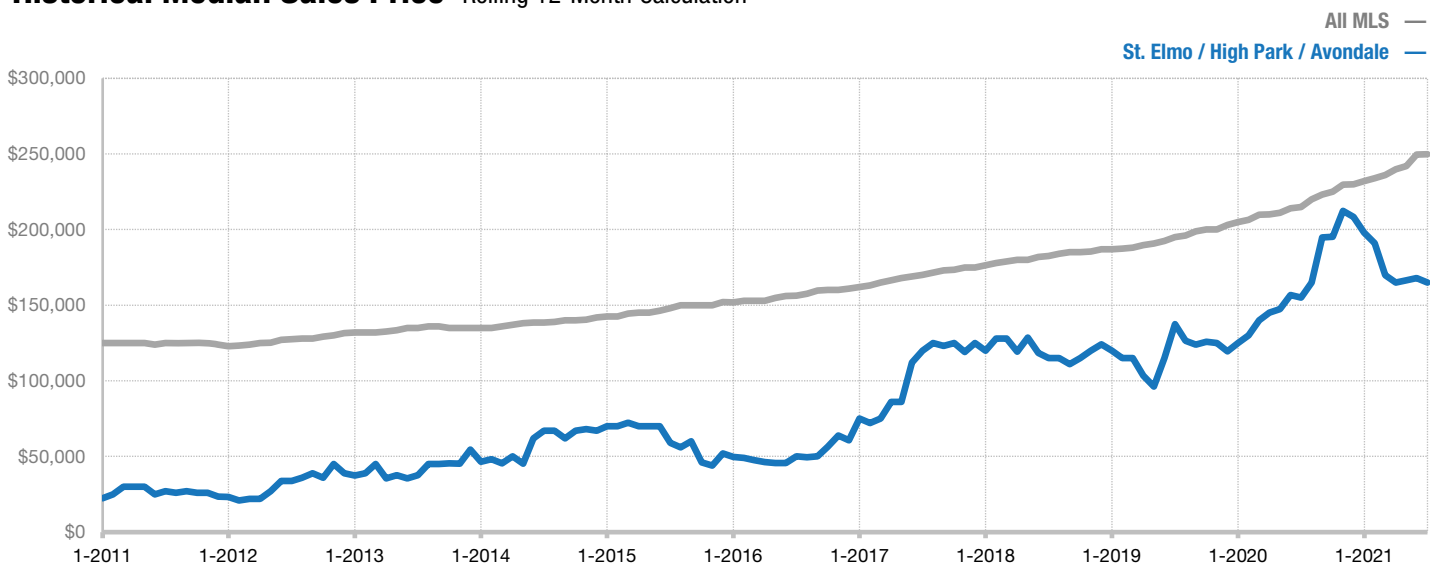
ZIP Codes: 37407, 37409 and 37410

Key Metrics	July			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	13	22	+ 69.2%	109	159	+ 45.9%
Closed Sales	16	23	+ 43.8%	86	132	+ 53.5%
Median Sales Price	\$215,000	\$115,000	- 46.5%	\$208,000	\$159,750	- 23.2%
Pct. of Orig. Price Received	95.4%	98.9%	+ 3.7%	93.9%	98.7%	+ 5.1%
Days on Market Until Sale	25	12	- 52.0%	31	16	- 48.4%
Inventory of Homes for Sale	26	23	- 11.5%	--	--	--
Months Supply of Inventory	2.0	1.4	- 30.0%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – July 2021

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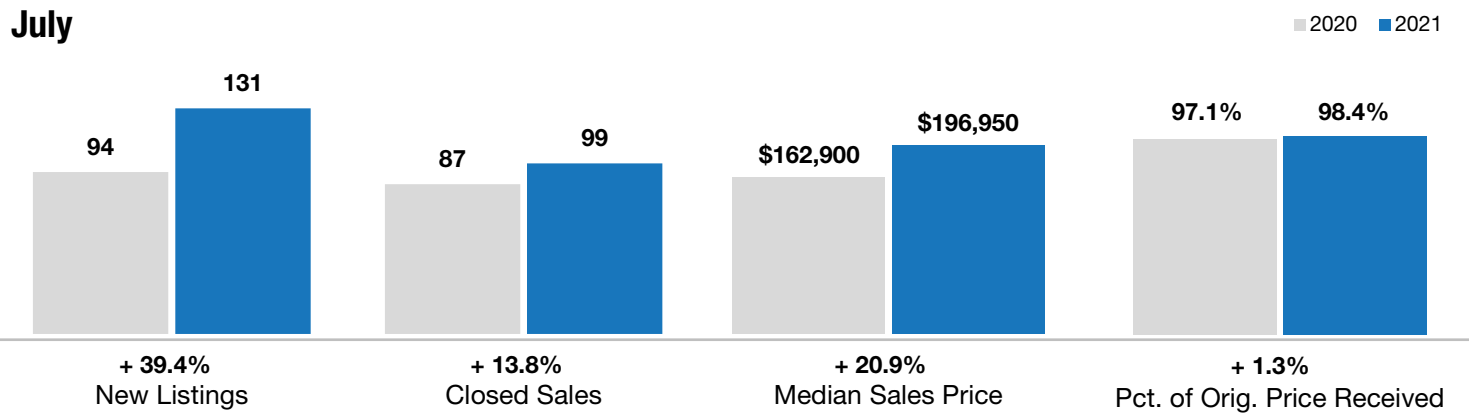


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Walker County

Key Metrics	July			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	94	131	+ 39.4%	606	693	+ 14.4%
Closed Sales	87	99	+ 13.8%	484	551	+ 13.8%
Median Sales Price	\$162,900	\$196,950	+ 20.9%	\$152,000	\$181,500	+ 19.4%
Pct. of Orig. Price Received	97.1%	98.4%	+ 1.3%	95.7%	97.7%	+ 2.1%
Days on Market Until Sale	20	14	- 30.0%	42	24	- 42.9%
Inventory of Homes for Sale	141	114	- 19.1%	--	--	--
Months Supply of Inventory	2.0	1.4	- 30.0%	--	--	--

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



Historical Median Sales Price Rolling 12-Month Calculation

