

Local Market Update – March 2021

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



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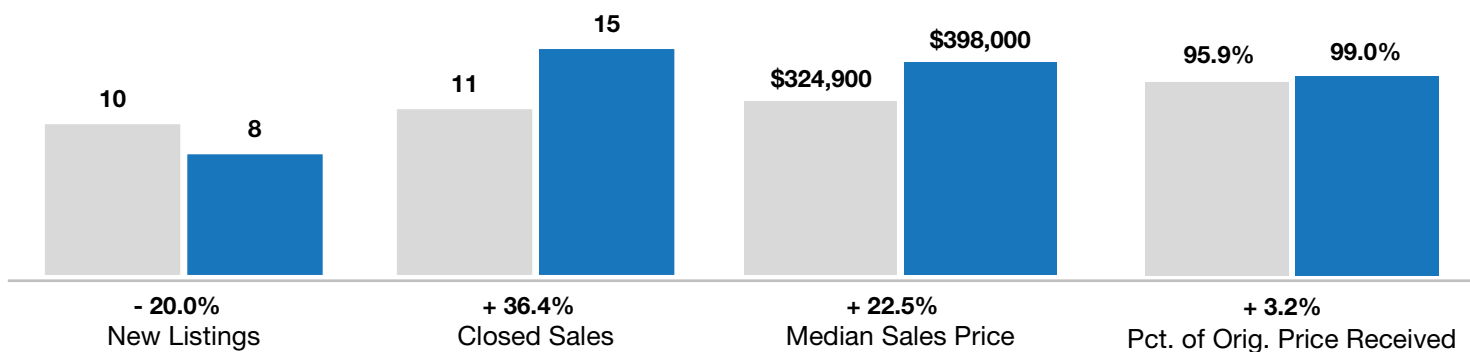
Apison

Key Metrics	March			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	10	8	- 20.0%	38	34	- 10.5%
Closed Sales	11	15	+ 36.4%	25	40	+ 60.0%
Median Sales Price	\$324,900	\$398,000	+ 22.5%	\$324,900	\$391,488	+ 20.5%
Pct. of Orig. Price Received	95.9%	99.0%	+ 3.2%	97.3%	98.3%	+ 1.0%
Days on Market Until Sale	76	42	- 44.7%	76	51	- 32.9%
Inventory of Homes for Sale	39	7	- 82.1%	--	--	--
Months Supply of Inventory	4.5	0.5	- 88.9%	--	--	--

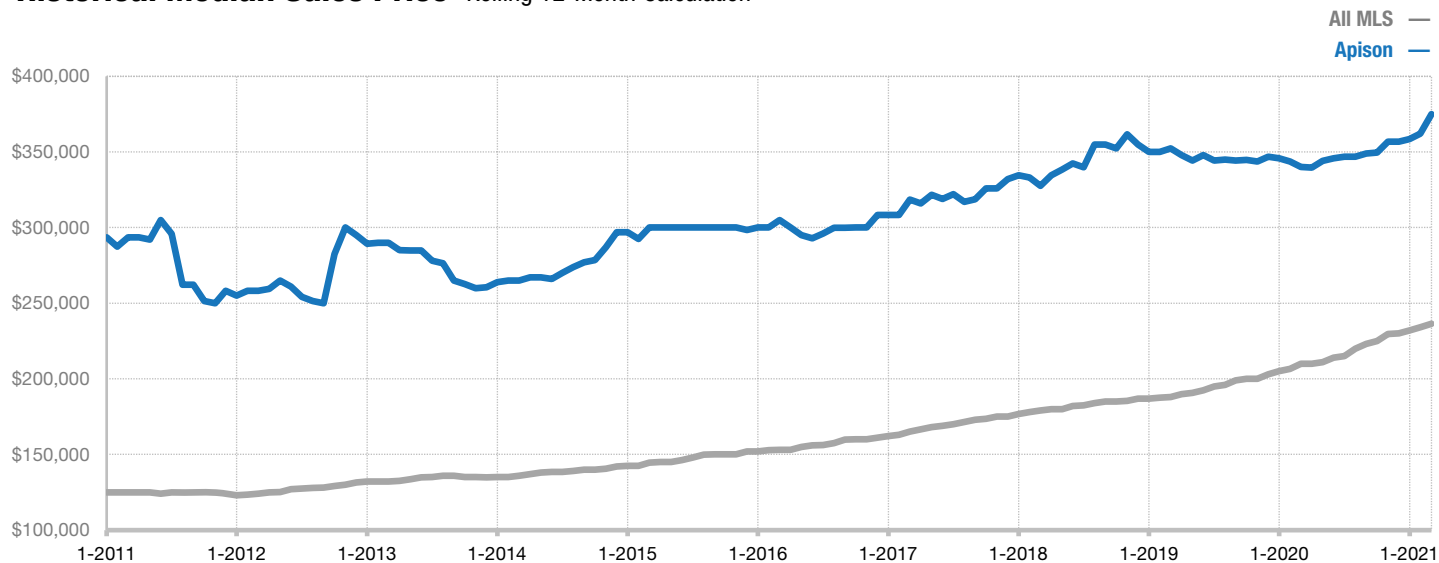
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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Bakewell / Lakesite / Sale Creek / Soddy

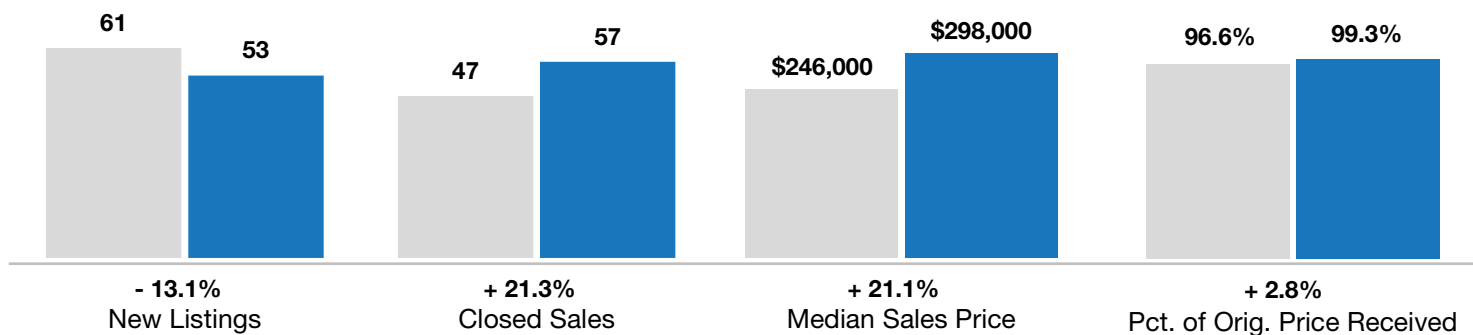
ZIP Codes: 37379 and 37384

Key Metrics	March			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	61	53	- 13.1%	143	119	- 16.8%
Closed Sales	47	57	+ 21.3%	96	109	+ 13.5%
Median Sales Price	\$246,000	\$298,000	+ 21.1%	\$249,950	\$275,000	+ 10.0%
Pct. of Orig. Price Received	96.6%	99.3%	+ 2.8%	96.6%	98.9%	+ 2.4%
Days on Market Until Sale	46	19	- 58.7%	47	30	- 36.2%
Inventory of Homes for Sale	88	21	- 76.1%	--	--	--
Months Supply of Inventory	2.2	0.4	- 81.8%	--	--	--

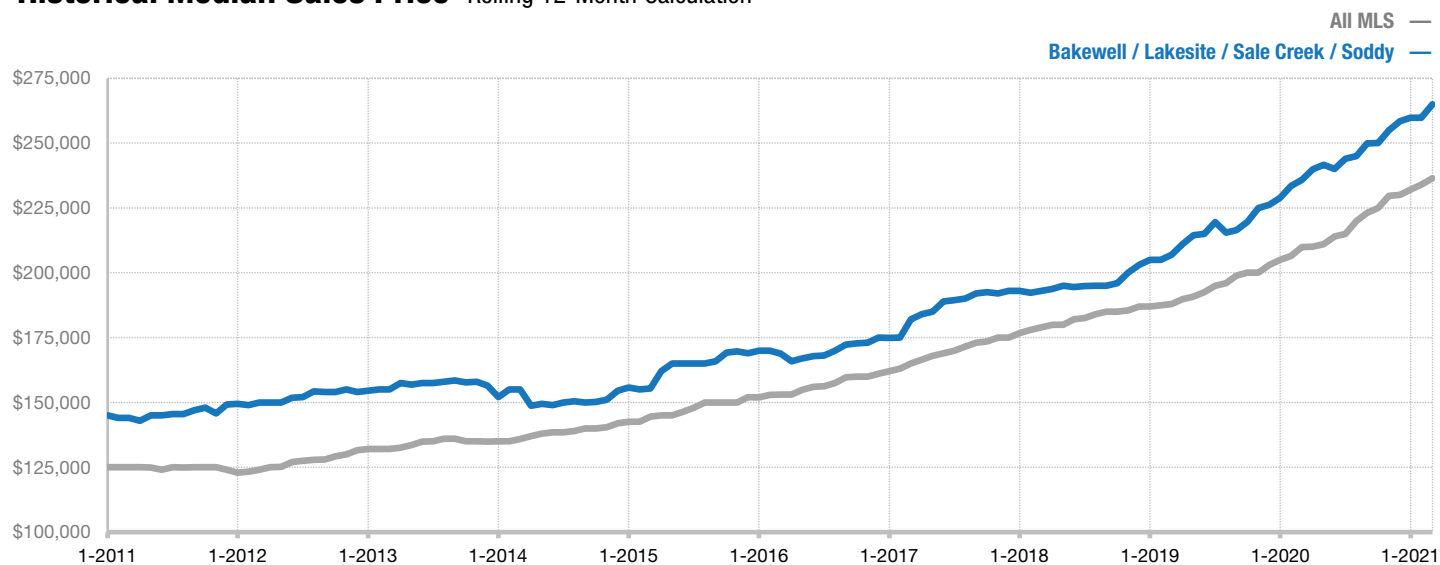
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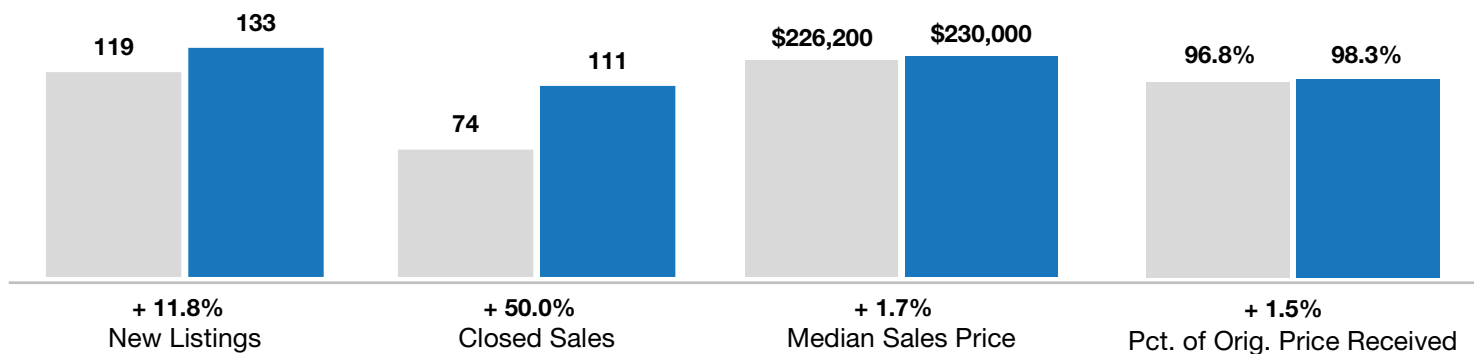
Bradley County

Key Metrics	March			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	119	133	+ 11.8%	313	331	+ 5.8%
Closed Sales	74	111	+ 50.0%	218	241	+ 10.6%
Median Sales Price	\$226,200	\$230,000	+ 1.7%	\$218,000	\$222,000	+ 1.8%
Pct. of Orig. Price Received	96.8%	98.3%	+ 1.5%	96.4%	98.2%	+ 1.9%
Days on Market Until Sale	64	25	- 60.9%	55	33	- 40.0%
Inventory of Homes for Sale	211	82	- 61.1%	--	--	--
Months Supply of Inventory	2.6	0.8	- 69.2%	--	--	--

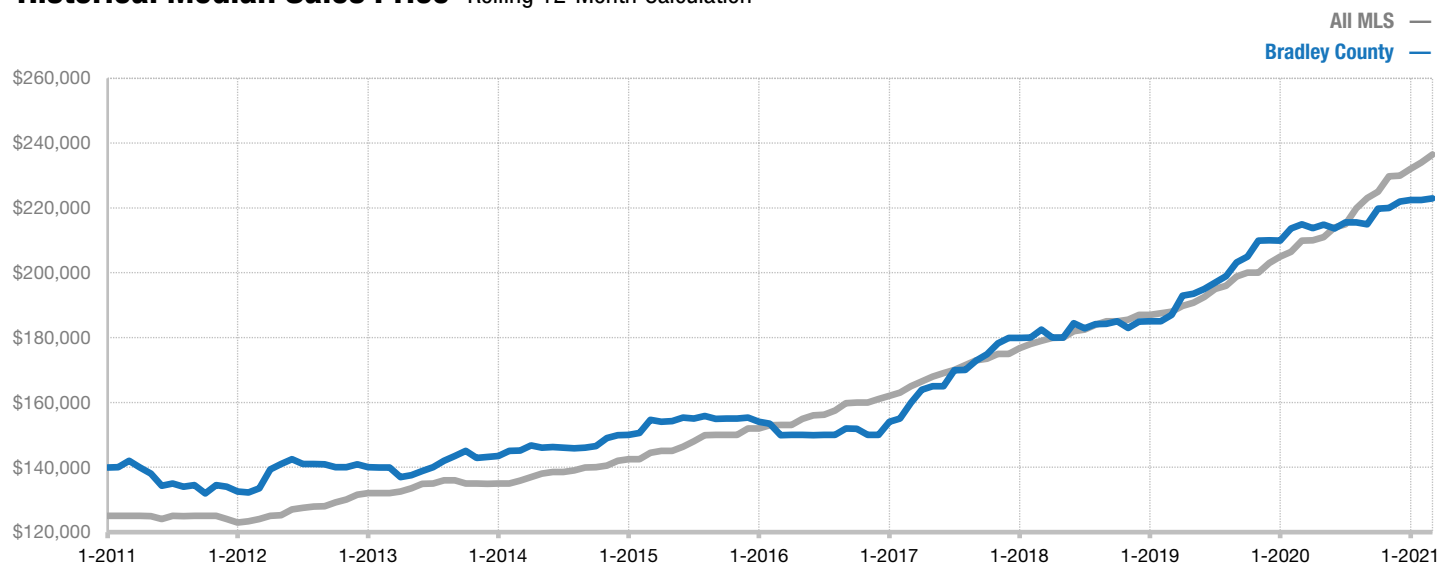
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Brainerd

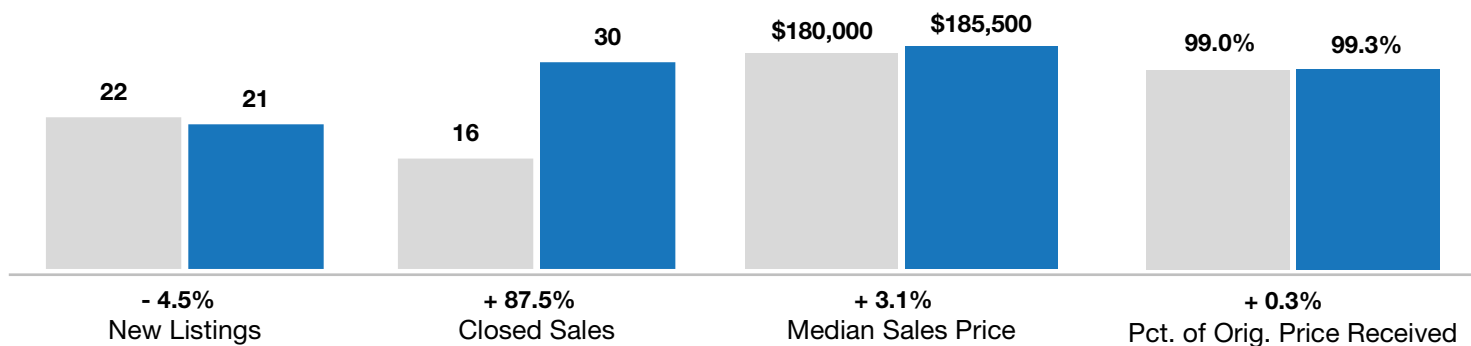
Includes the Ridgese Community

Key Metrics	March			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	22	21	- 4.5%	69	74	+ 7.2%
Closed Sales	16	30	+ 87.5%	50	66	+ 32.0%
Median Sales Price	\$180,000	\$185,500	+ 3.1%	\$152,950	\$180,500	+ 18.0%
Pct. of Orig. Price Received	99.0%	99.3%	+ 0.3%	94.2%	98.0%	+ 4.0%
Days on Market Until Sale	42	21	- 50.0%	50	29	- 42.0%
Inventory of Homes for Sale	40	15	- 62.5%	--	--	--
Months Supply of Inventory	1.8	0.6	- 66.7%	--	--	--

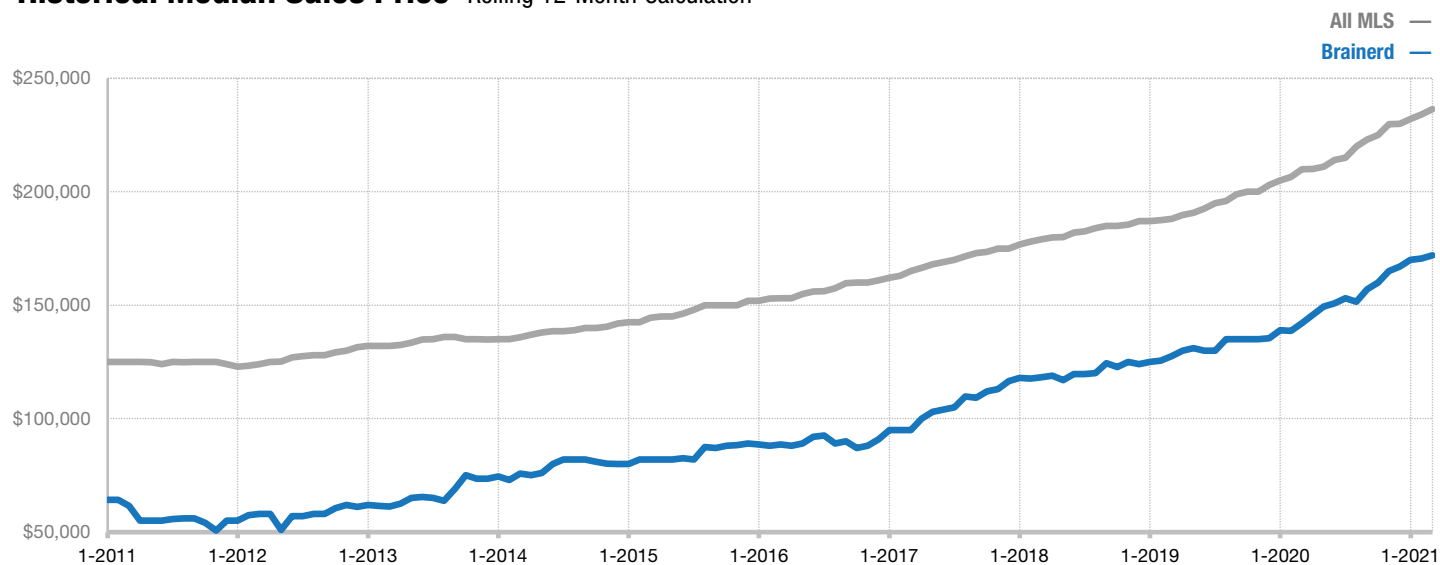
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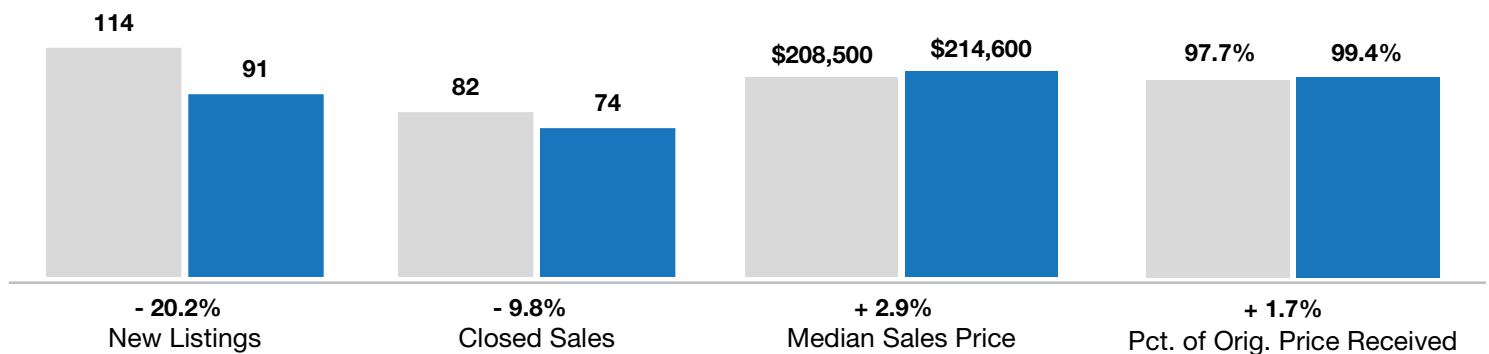
Catoosa County

Key Metrics	March			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	114	91	- 20.2%	314	223	- 29.0%
Closed Sales	82	74	- 9.8%	209	216	+ 3.3%
Median Sales Price	\$208,500	\$214,600	+ 2.9%	\$197,845	\$211,700	+ 7.0%
Pct. of Orig. Price Received	97.7%	99.4%	+ 1.7%	96.6%	98.3%	+ 1.8%
Days on Market Until Sale	53	23	- 56.6%	49	30	- 38.8%
Inventory of Homes for Sale	191	57	- 70.2%	--	--	--
Months Supply of Inventory	2.3	0.6	- 73.9%	--	--	--

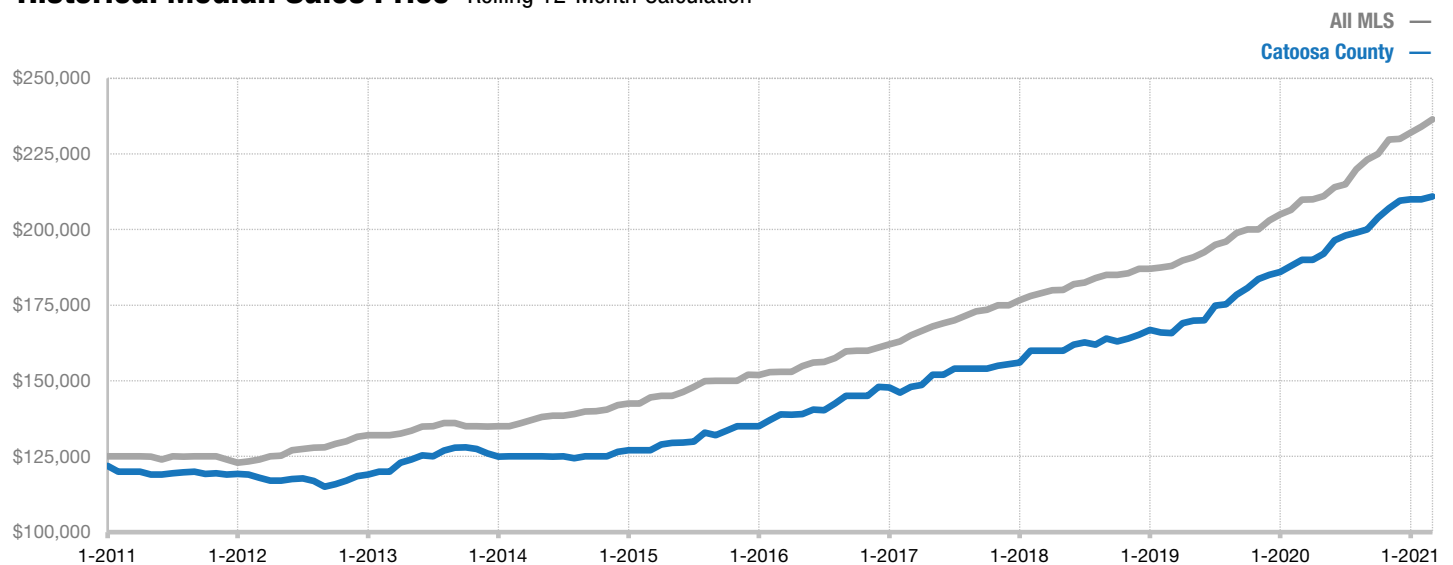
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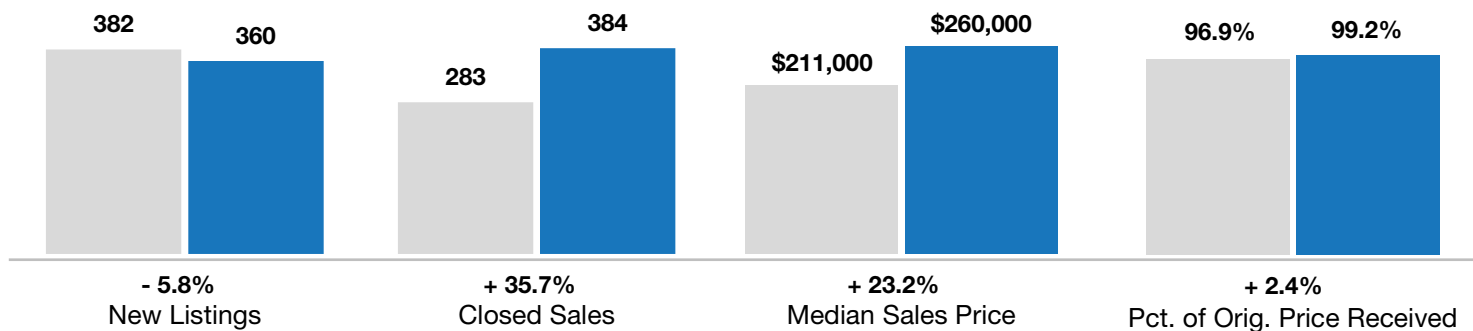
Chattanooga

Key Metrics	March			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	382	360	- 5.8%	1,016	1,002	- 1.4%
Closed Sales	283	384	+ 35.7%	713	854	+ 19.8%
Median Sales Price	\$211,000	\$260,000	+ 23.2%	\$217,250	\$249,900	+ 15.0%
Pct. of Orig. Price Received	96.9%	99.2%	+ 2.4%	96.3%	98.4%	+ 2.2%
Days on Market Until Sale	53	27	- 49.1%	54	30	- 44.4%
Inventory of Homes for Sale	672	252	- 62.5%	--	--	--
Months Supply of Inventory	2.2	0.7	- 68.2%	--	--	--

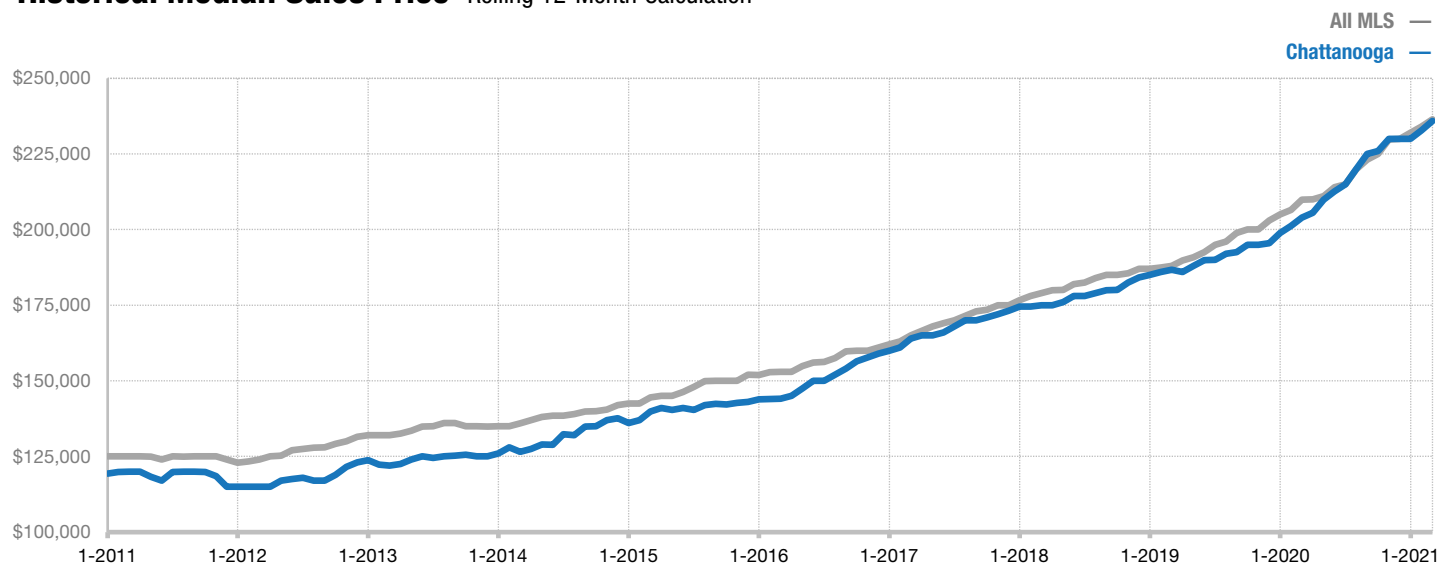
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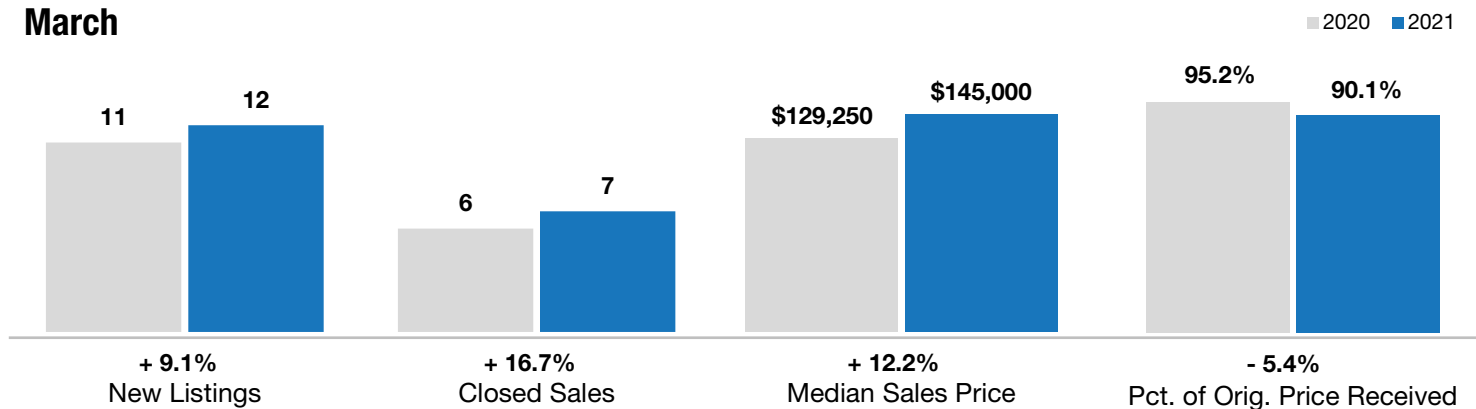
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Chattooga County

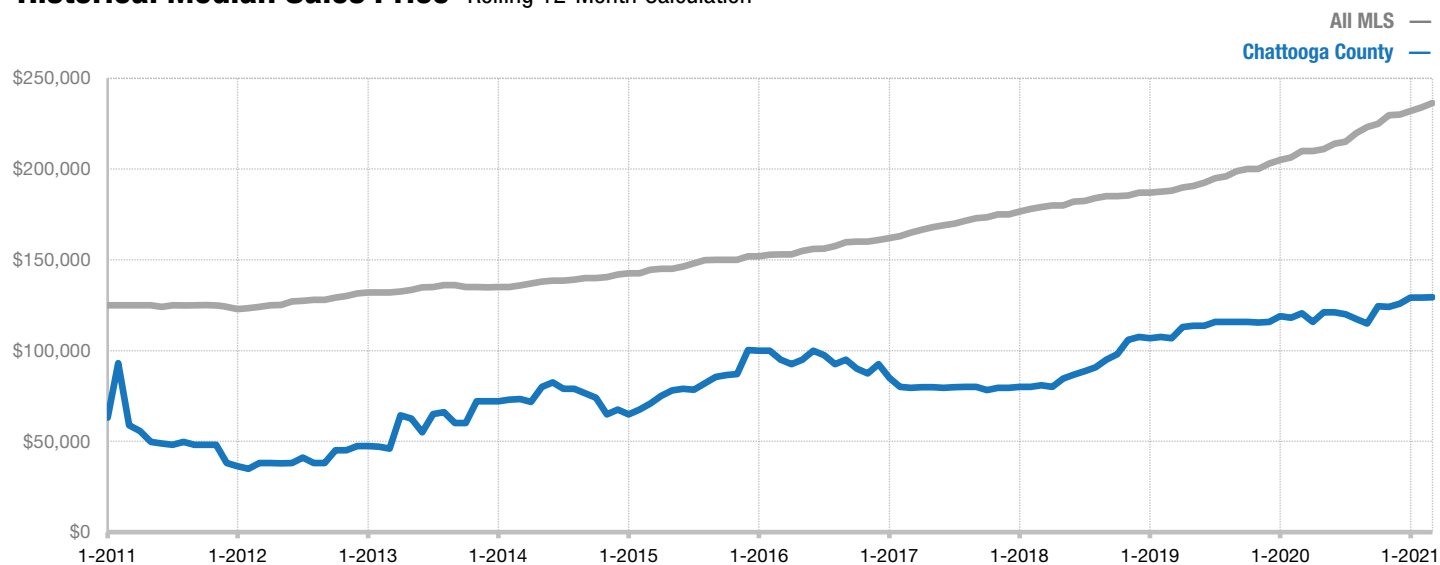
Key Metrics	March			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	11	12	+ 9.1%	30	29	- 3.3%
Closed Sales	6	7	+ 16.7%	22	21	- 4.5%
Median Sales Price	\$129,250	\$145,000	+ 12.2%	\$111,000	\$125,000	+ 12.6%
Pct. of Orig. Price Received	95.2%	90.1%	- 5.4%	94.2%	94.9%	+ 0.7%
Days on Market Until Sale	92	18	- 80.4%	57	12	- 78.9%
Inventory of Homes for Sale	24	10	- 58.3%	--	--	--
Months Supply of Inventory	4.2	1.2	- 71.4%	--	--	--

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Collegedale

Key Metrics	March			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	0	1	--	0	1	--
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	--	--	--	--

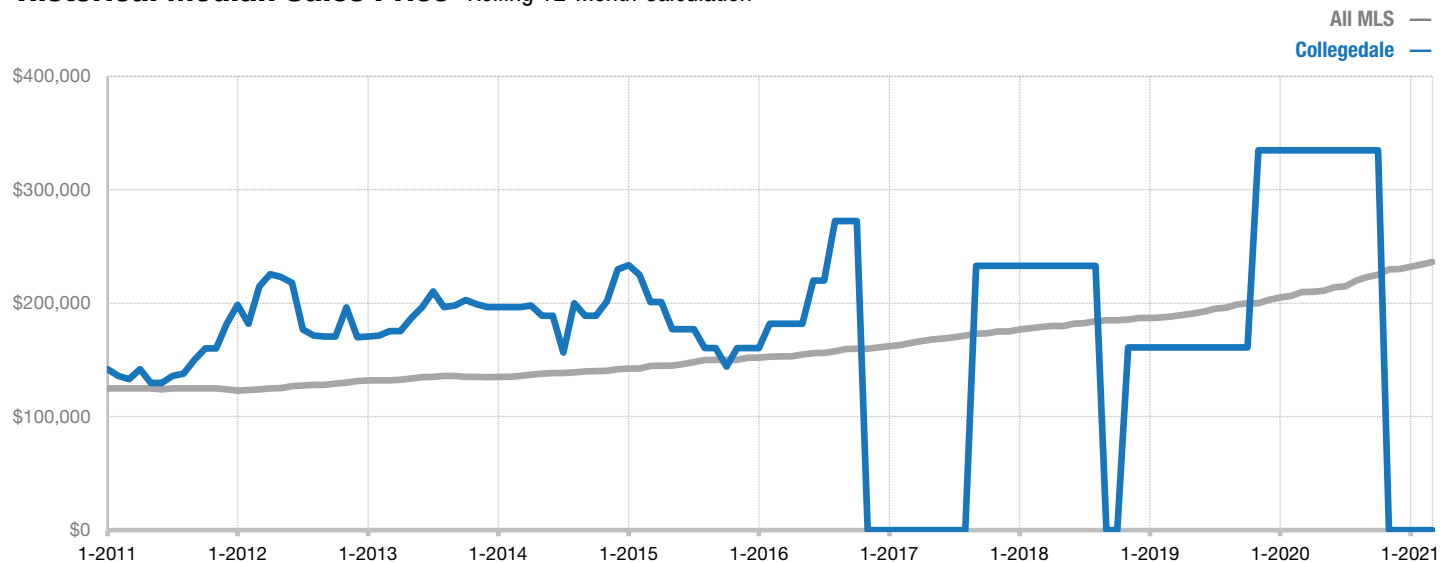
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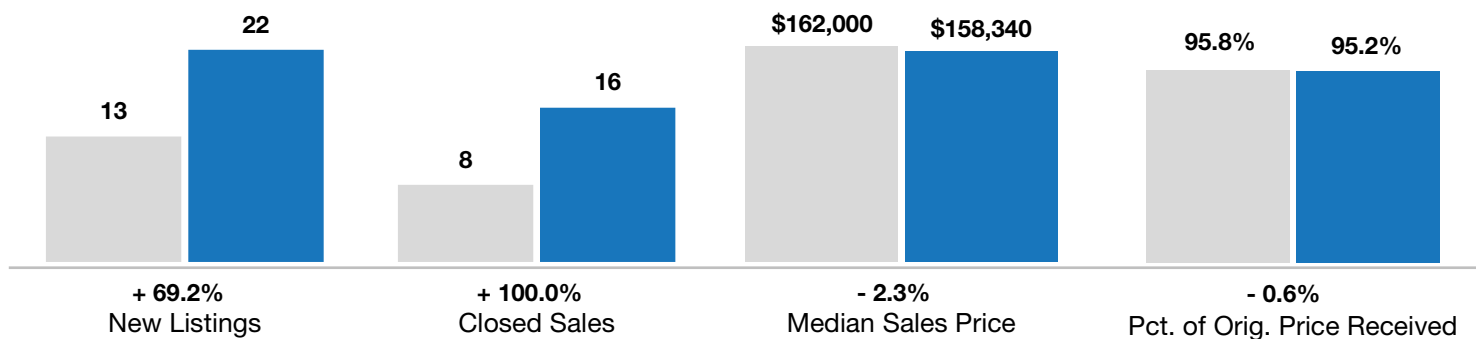
Dade County

Key Metrics	March			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	13	22	+ 69.2%	41	46	+ 12.2%
Closed Sales	8	16	+ 100.0%	25	37	+ 48.0%
Median Sales Price	\$162,000	\$158,340	- 2.3%	\$180,000	\$177,900	- 1.2%
Pct. of Orig. Price Received	95.8%	95.2%	- 0.6%	93.4%	95.1%	+ 1.8%
Days on Market Until Sale	51	54	+ 5.9%	50	63	+ 26.0%
Inventory of Homes for Sale	66	28	- 57.6%	--	--	--
Months Supply of Inventory	6.7	1.4	- 79.1%	--	--	--

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Downtown Chattanooga

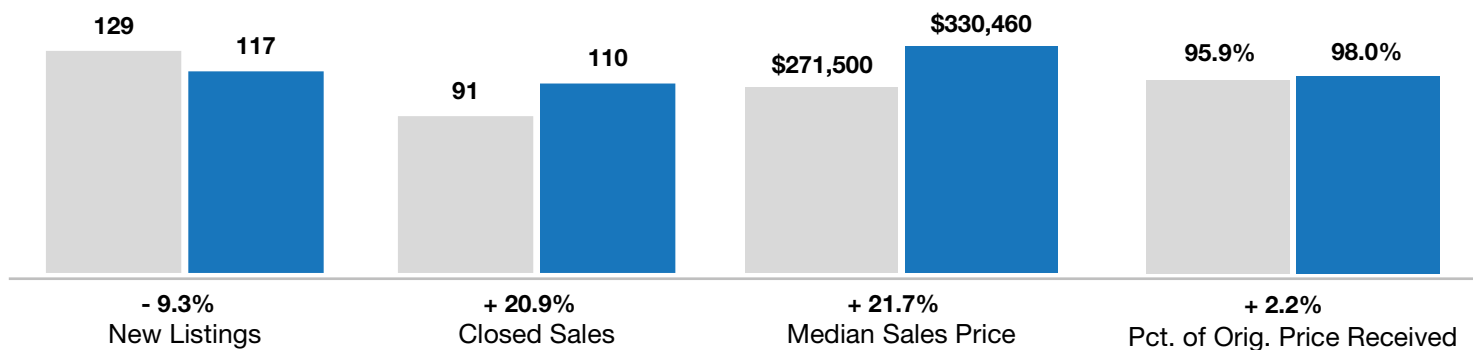
ZIP Codes: 37402, 37403, 37404, 37405, 37406, 37408 and 37450

Key Metrics	March			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	129	117	- 9.3%	357	317	- 11.2%
Closed Sales	91	110	+ 20.9%	225	256	+ 13.8%
Median Sales Price	\$271,500	\$330,460	+ 21.7%	\$265,000	\$315,000	+ 18.9%
Pct. of Orig. Price Received	95.9%	98.0%	+ 2.2%	95.9%	97.4%	+ 1.6%
Days on Market Until Sale	64	47	- 26.6%	60	44	- 26.7%
Inventory of Homes for Sale	307	115	- 62.5%	--	--	--
Months Supply of Inventory	3.4	0.8	- 76.5%	--	--	--

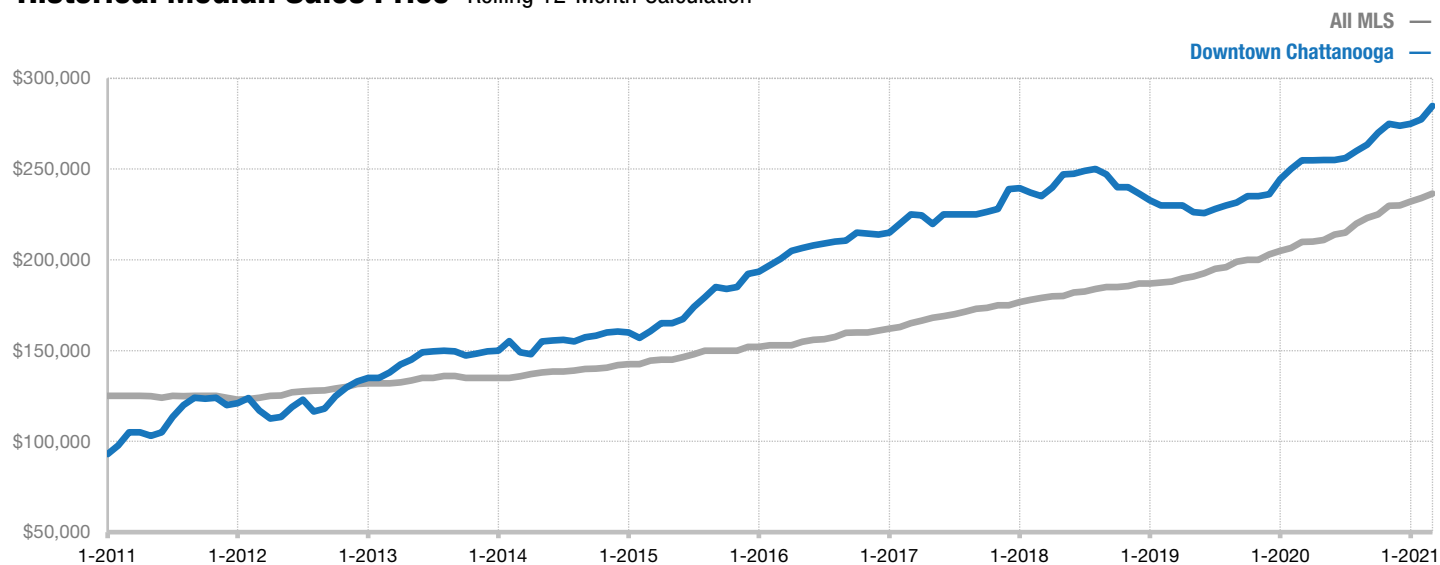
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East Brainerd

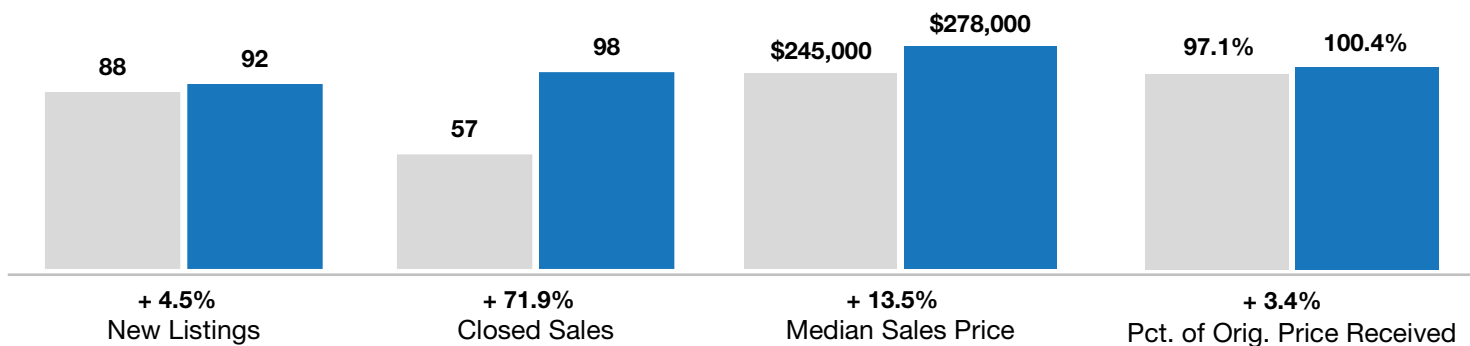
Includes the Cromwell, Dalewood, Eastdale & Tyner Communities

Key Metrics	March			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	88	92	+ 4.5%	236	235	- 0.4%
Closed Sales	57	98	+ 71.9%	149	207	+ 38.9%
Median Sales Price	\$245,000	\$278,000	+ 13.5%	\$235,000	\$274,500	+ 16.8%
Pct. of Orig. Price Received	97.1%	100.4%	+ 3.4%	97.4%	99.5%	+ 2.2%
Days on Market Until Sale	39	20	- 48.7%	44	24	- 45.5%
Inventory of Homes for Sale	136	37	- 72.8%	--	--	--
Months Supply of Inventory	2.2	0.5	- 77.3%	--	--	--

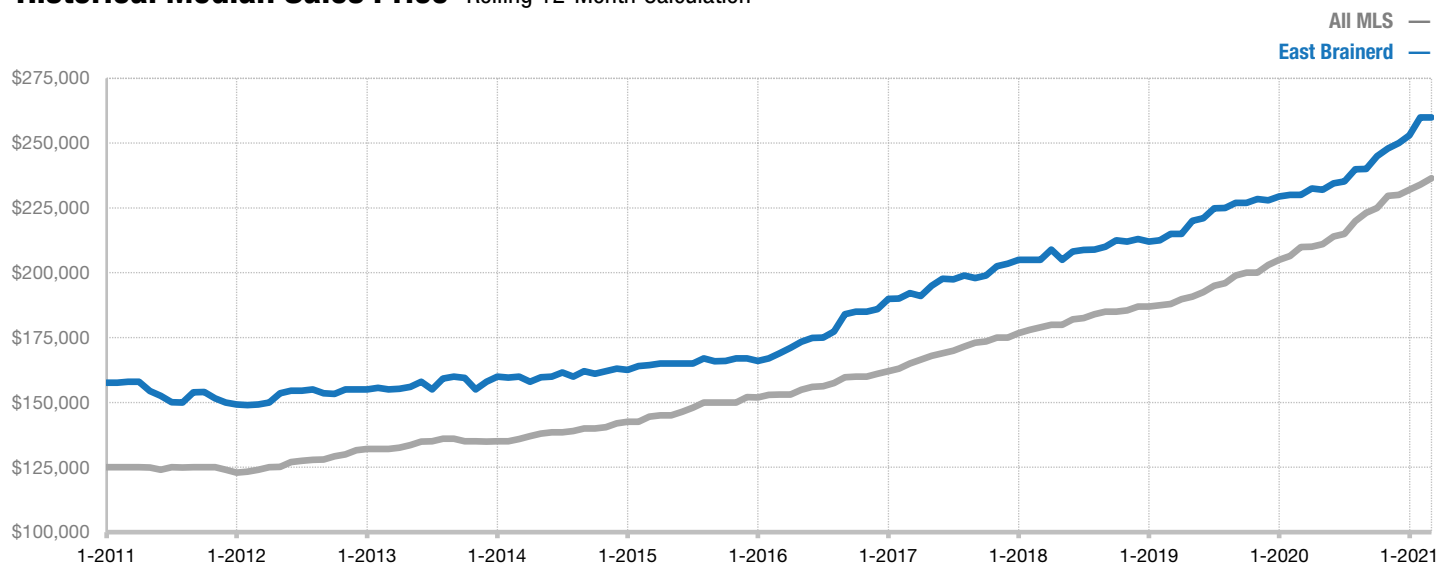
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East Ridge

Key Metrics	March			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	1	2	+ 100.0%	1	2	+ 100.0%
Closed Sales	0	0	--	0	1	--
Median Sales Price	\$0	\$0	--	\$0	\$249,900	--
Pct. of Orig. Price Received	0.0%	0.0%	--	0	100.0%	--
Days on Market Until Sale	0	0	--	0	71	--
Inventory of Homes for Sale	2	1	- 50.0%	--	--	--
Months Supply of Inventory	1.3	0.7	- 46.2%	--	--	--

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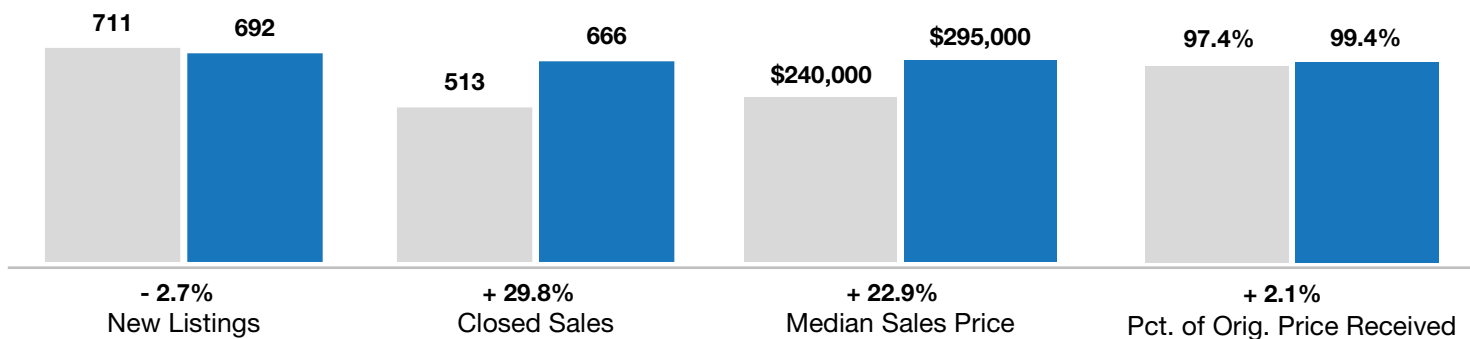
Hamilton County

Key Metrics	March			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	711	692	- 2.7%	1,879	1,792	- 4.6%
Closed Sales	513	666	+ 29.8%	1,329	1,563	+ 17.6%
Median Sales Price	\$240,000	\$295,000	+ 22.9%	\$241,000	\$280,000	+ 16.2%
Pct. of Orig. Price Received	97.4%	99.4%	+ 2.1%	96.7%	98.9%	+ 2.3%
Days on Market Until Sale	54	30	- 44.4%	58	33	- 43.1%
Inventory of Homes for Sale	1,315	431	- 67.2%	--	--	--
Months Supply of Inventory	2.4	0.6	- 75.0%	--	--	--

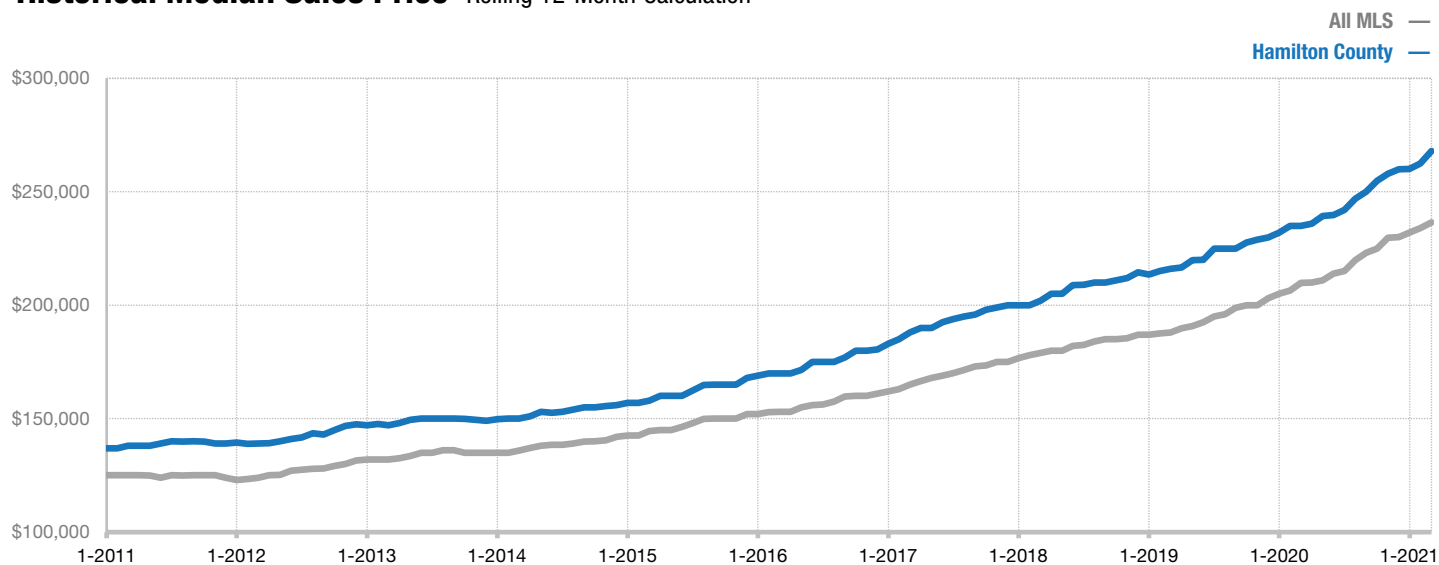
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Harrison / Georgetown

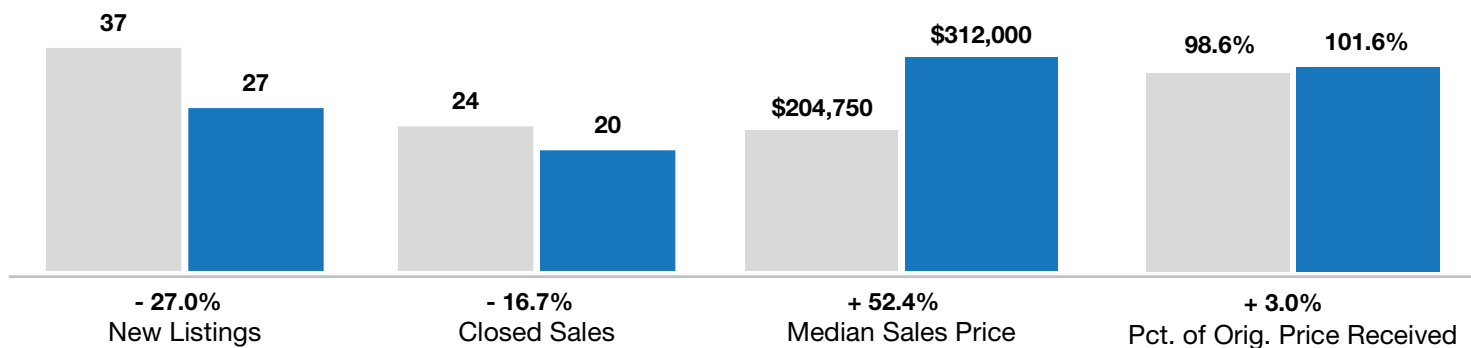
ZIP Codes: 37341 and 37308

Key Metrics	March			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	37	27	- 27.0%	85	71	- 16.5%
Closed Sales	24	20	- 16.7%	74	66	- 10.8%
Median Sales Price	\$204,750	\$312,000	+ 52.4%	\$202,250	\$254,950	+ 26.1%
Pct. of Orig. Price Received	98.6%	101.6%	+ 3.0%	96.4%	99.3%	+ 3.0%
Days on Market Until Sale	52	53	+ 1.9%	69	32	- 53.6%
Inventory of Homes for Sale	82	22	- 73.2%	--	--	--
Months Supply of Inventory	3.3	0.9	- 72.7%	--	--	--

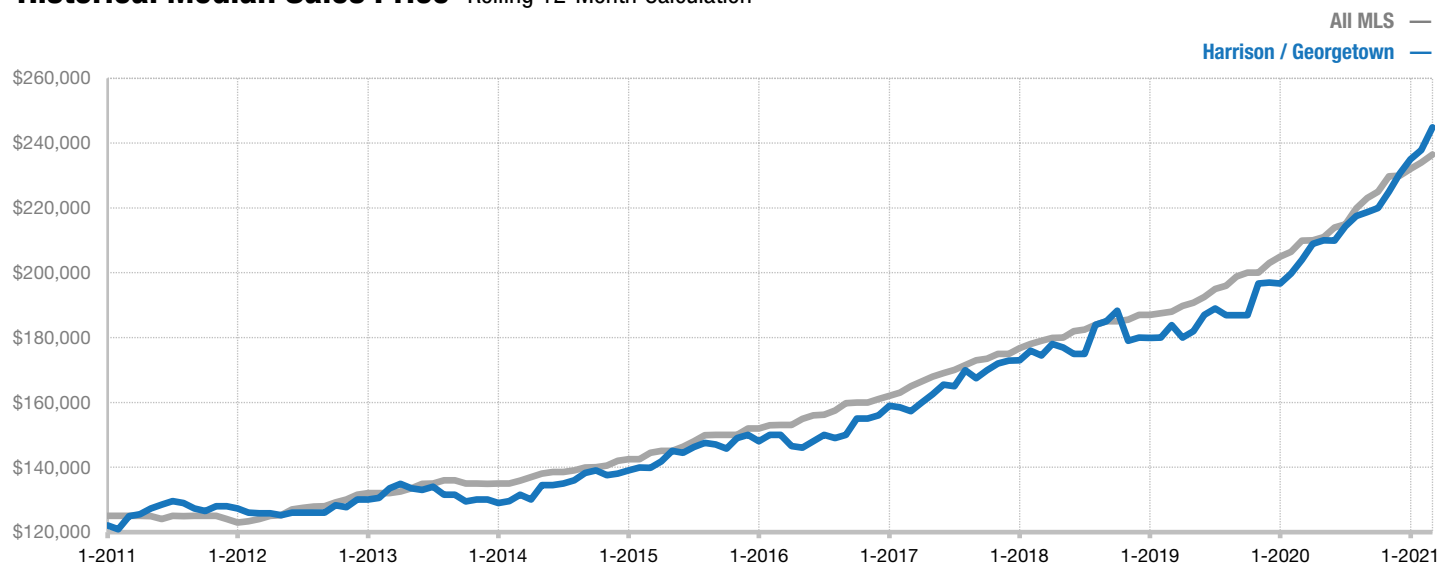
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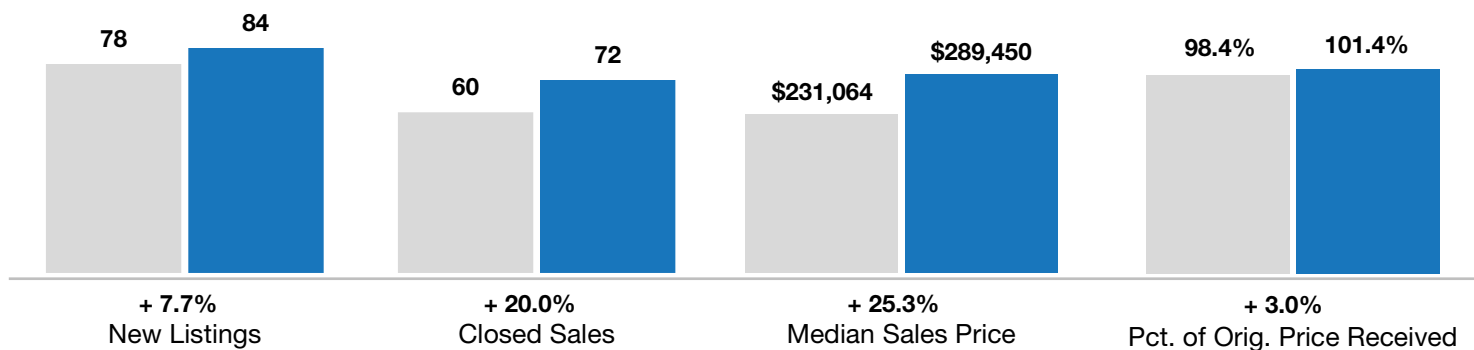
Hixson

Key Metrics	March			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	78	84	+ 7.7%	231	221	- 4.3%
Closed Sales	60	72	+ 20.0%	159	198	+ 24.5%
Median Sales Price	\$231,064	\$289,450	+ 25.3%	\$234,900	\$259,900	+ 10.6%
Pct. of Orig. Price Received	98.4%	101.4%	+ 3.0%	97.8%	100.4%	+ 2.7%
Days on Market Until Sale	45	20	- 55.6%	48	22	- 54.2%
Inventory of Homes for Sale	120	26	- 78.3%	--	--	--
Months Supply of Inventory	1.9	0.3	- 84.2%	--	--	--

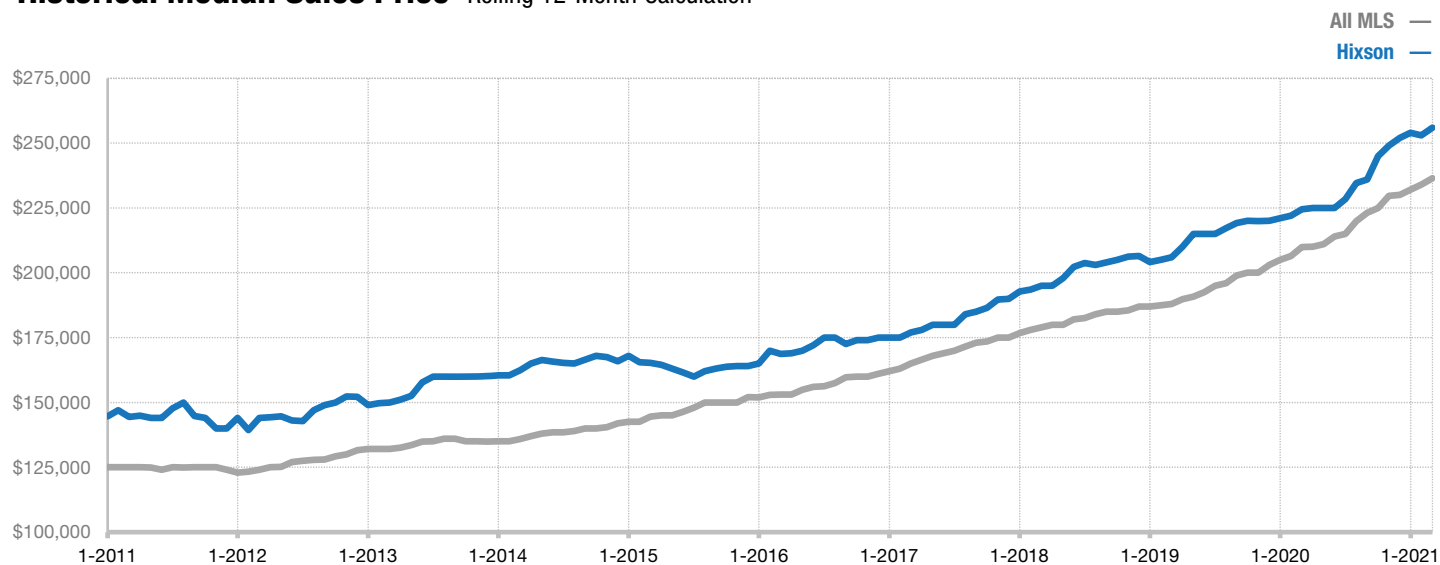
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Lookout Mountain

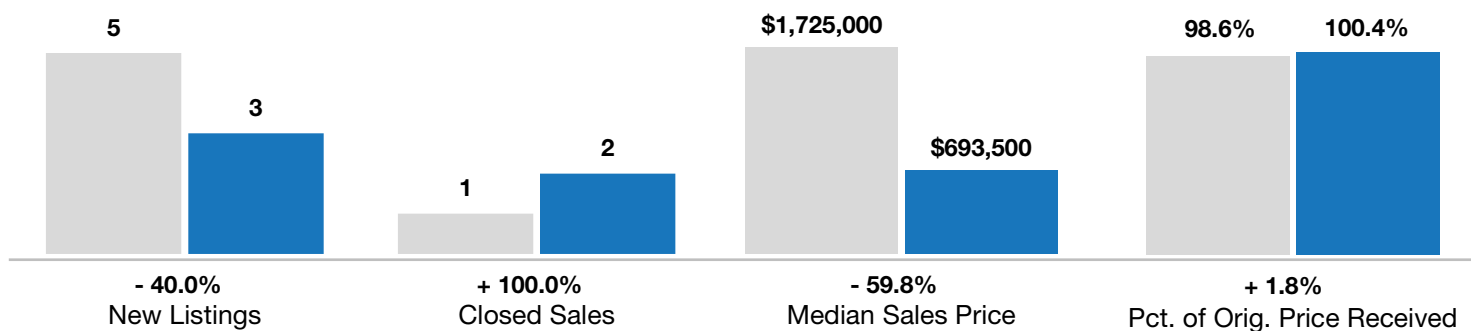
Hamilton County Only

Key Metrics	March			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	5	3	- 40.0%	10	14	+ 40.0%
Closed Sales	1	2	+ 100.0%	7	11	+ 57.1%
Median Sales Price	\$1,725,000	\$693,500	- 59.8%	\$960,000	\$500,000	- 47.9%
Pct. of Orig. Price Received	98.6%	100.4%	+ 1.8%	100.9%	98.9%	- 2.0%
Days on Market Until Sale	35	4	- 88.6%	55	7	- 87.3%
Inventory of Homes for Sale	11	6	- 45.5%	--	--	--
Months Supply of Inventory	1.7	1.4	- 17.6%	--	--	--

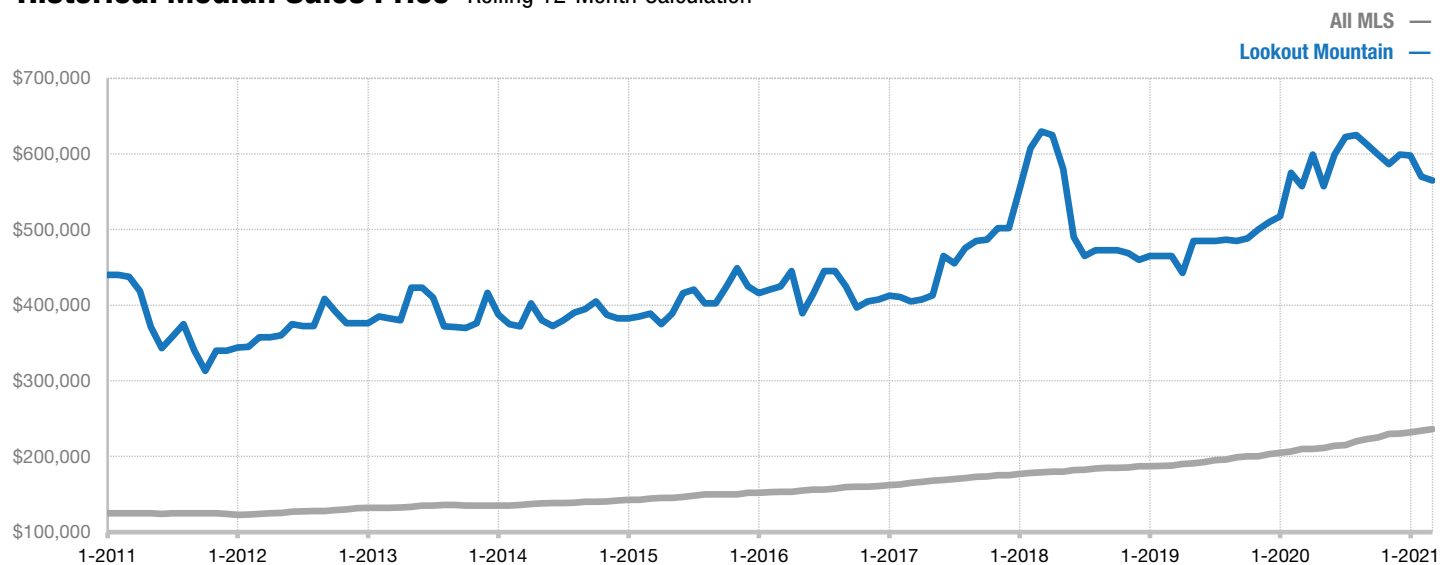
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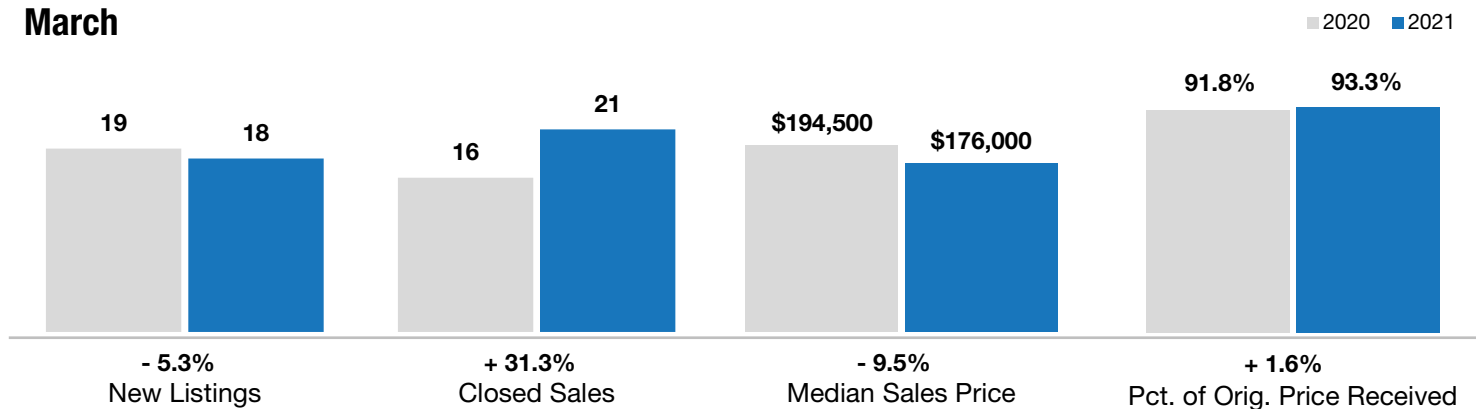
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Marion County

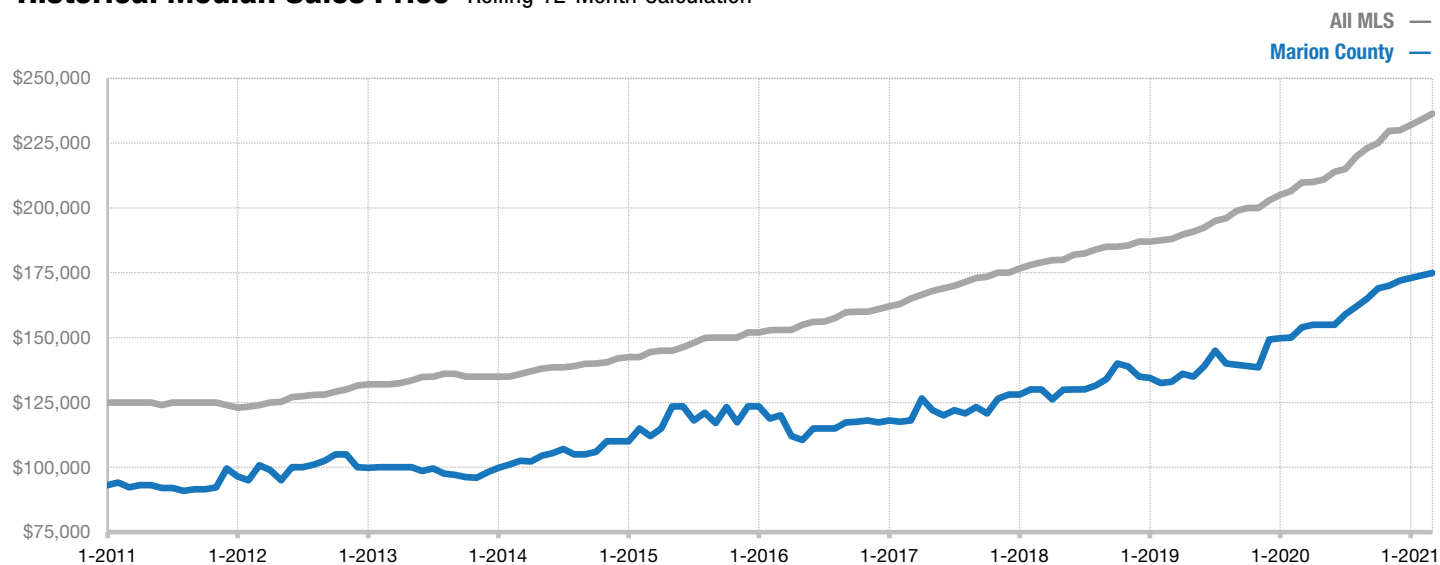
Key Metrics	March			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	19	18	- 5.3%	57	49	- 14.0%
Closed Sales	16	21	+ 31.3%	48	49	+ 2.1%
Median Sales Price	\$194,500	\$176,000	- 9.5%	\$155,000	\$175,000	+ 12.9%
Pct. of Orig. Price Received	91.8%	93.3%	+ 1.6%	96.5%	92.6%	- 4.0%
Days on Market Until Sale	115	73	- 36.5%	62	63	+ 1.6%
Inventory of Homes for Sale	80	21	- 73.8%	--	--	--
Months Supply of Inventory	4.7	1.1	- 76.6%	--	--	--

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

March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – March 2021

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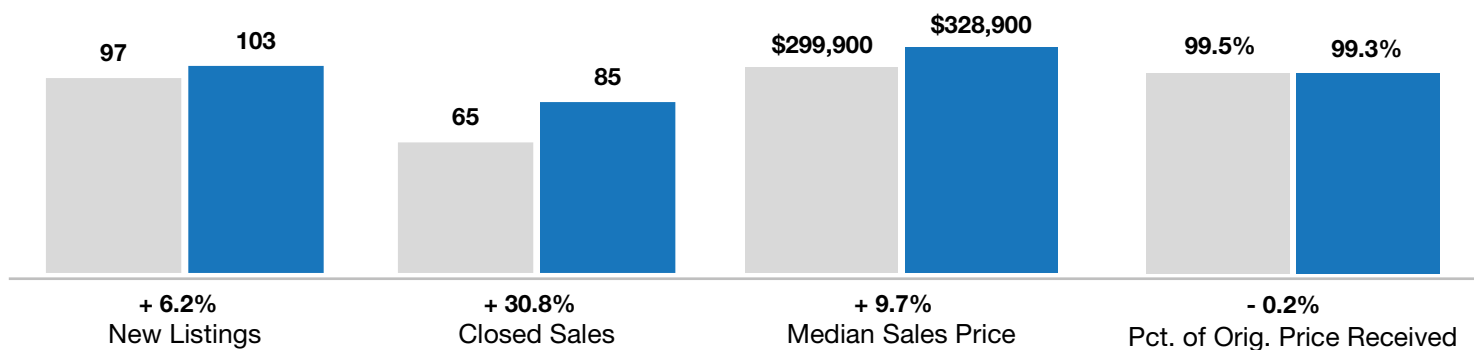
Ooltewah

Key Metrics	March			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	97	103	+ 6.2%	272	234	- 14.0%
Closed Sales	65	85	+ 30.8%	195	224	+ 14.9%
Median Sales Price	\$299,900	\$328,900	+ 9.7%	\$324,900	\$338,935	+ 4.3%
Pct. of Orig. Price Received	99.5%	99.3%	- 0.2%	97.3%	99.3%	+ 2.1%
Days on Market Until Sale	67	42	- 37.3%	76	44	- 42.1%
Inventory of Homes for Sale	225	60	- 73.3%	--	--	--
Months Supply of Inventory	3.0	0.7	- 76.7%	--	--	--

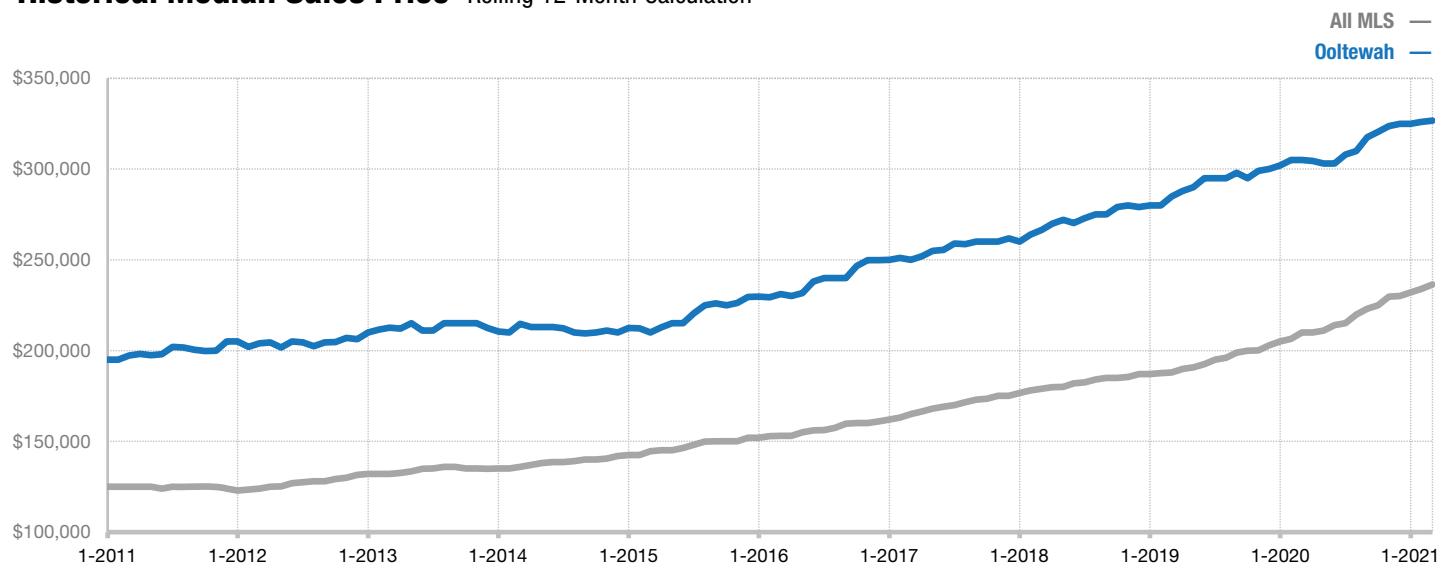
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March

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – March 2021

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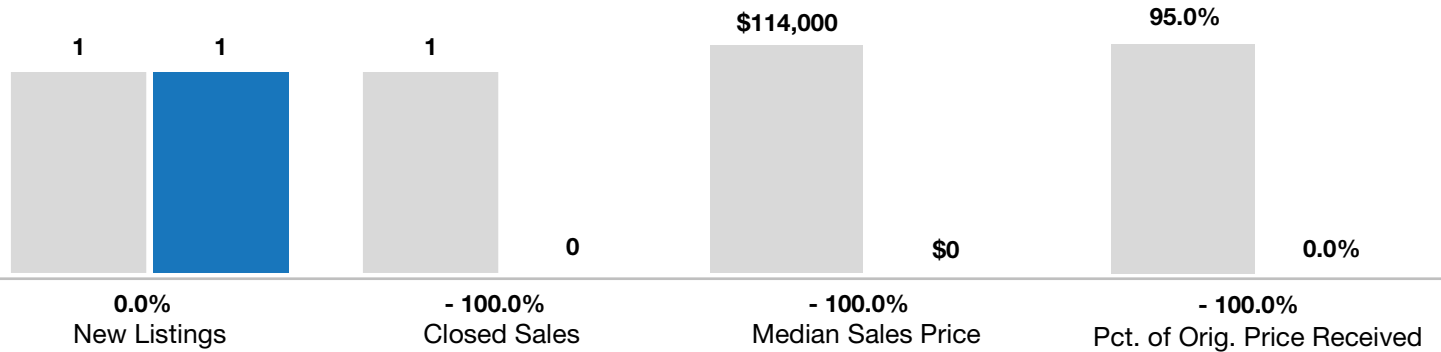
Red Bank

Key Metrics	March			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	1	1	0.0%	1	3	+ 200.0%
Closed Sales	1	0	- 100.0%	5	2	- 60.0%
Median Sales Price	\$114,000	\$0	- 100.0%	\$259,900	\$212,450	- 18.3%
Pct. of Orig. Price Received	95.0%	0.0%	- 100.0%	93.2%	101.7%	+ 9.1%
Days on Market Until Sale	83	0	- 100.0%	177	145	- 18.1%
Inventory of Homes for Sale	3	1	- 66.7%	--	--	--
Months Supply of Inventory	1.7	0.7	- 58.8%	--	--	--

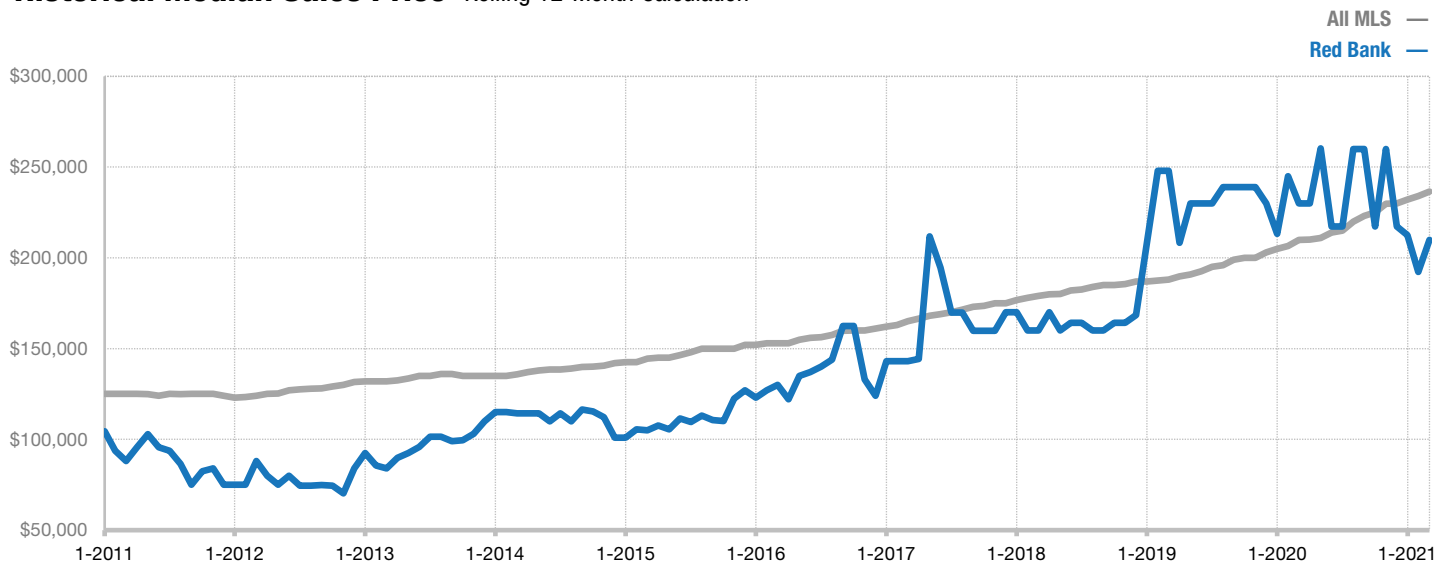
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March

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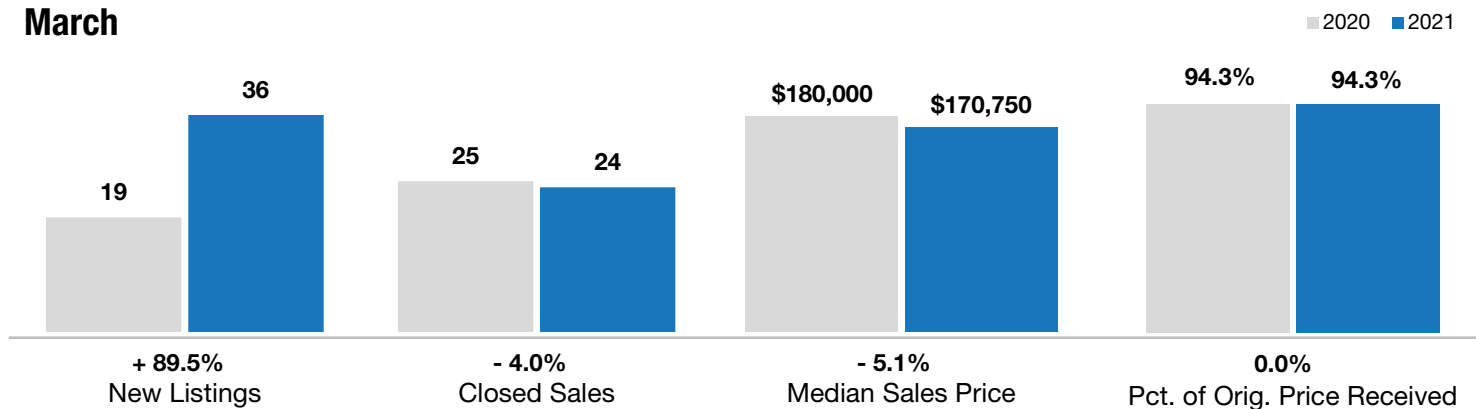
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Rhea County

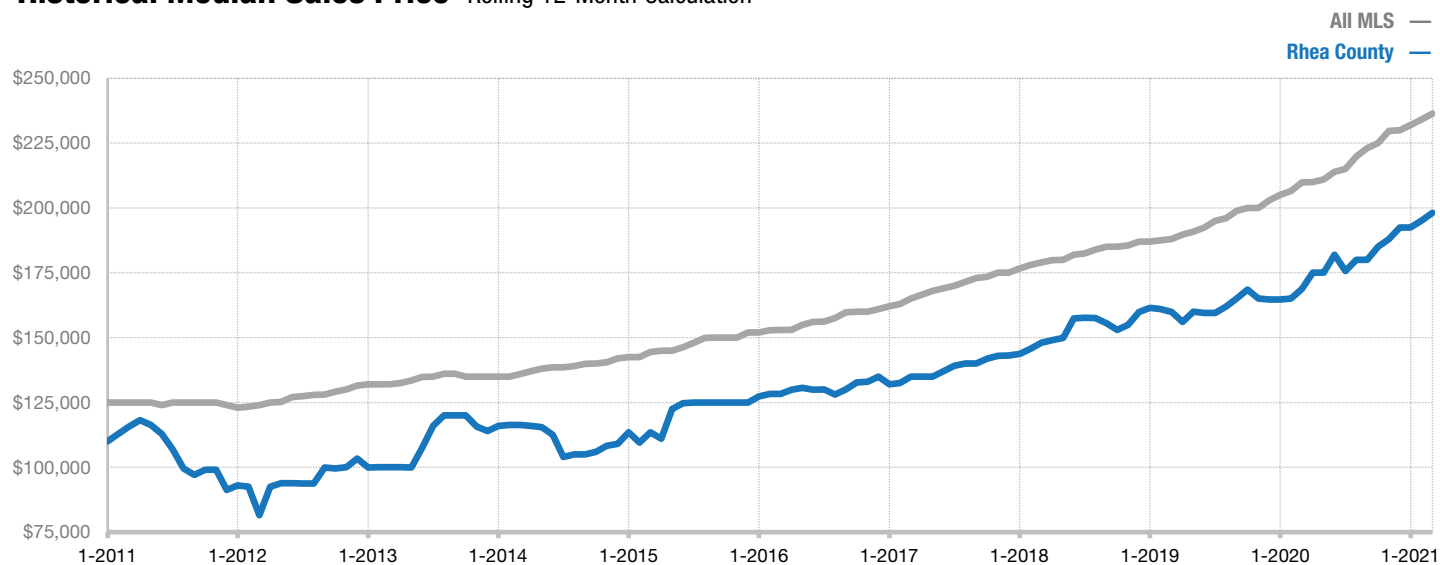
Key Metrics	March			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	19	36	+ 89.5%	67	81	+ 20.9%
Closed Sales	25	24	- 4.0%	51	66	+ 29.4%
Median Sales Price	\$180,000	\$170,750	- 5.1%	\$183,600	\$203,500	+ 10.8%
Pct. of Orig. Price Received	94.3%	94.3%	0.0%	94.1%	96.3%	+ 2.3%
Days on Market Until Sale	64	35	- 45.3%	61	49	- 19.7%
Inventory of Homes for Sale	68	36	- 47.1%	--	--	--
Months Supply of Inventory	3.3	1.4	- 57.6%	--	--	--

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

March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – March 2021

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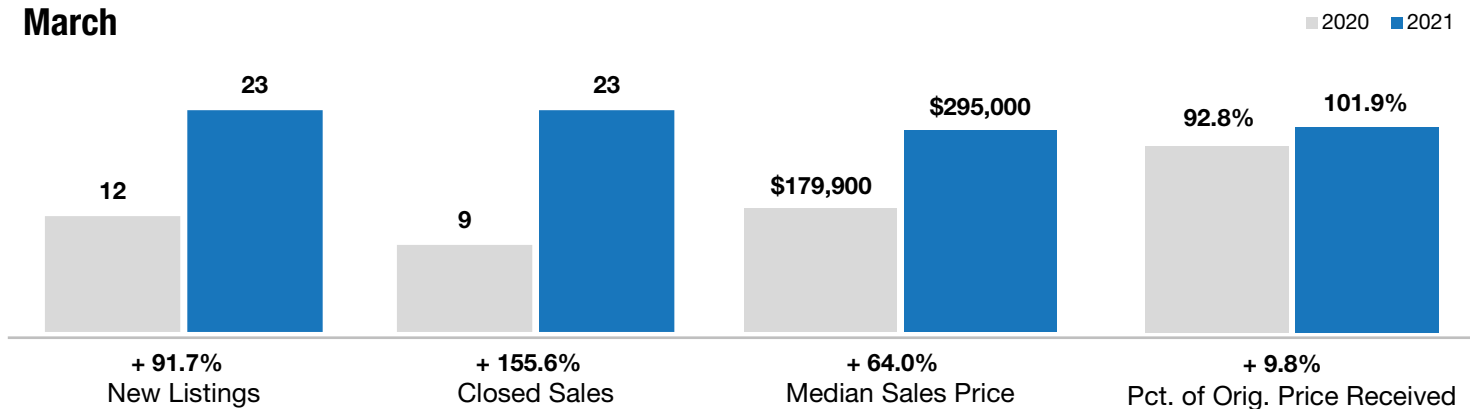
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Sequatchie County

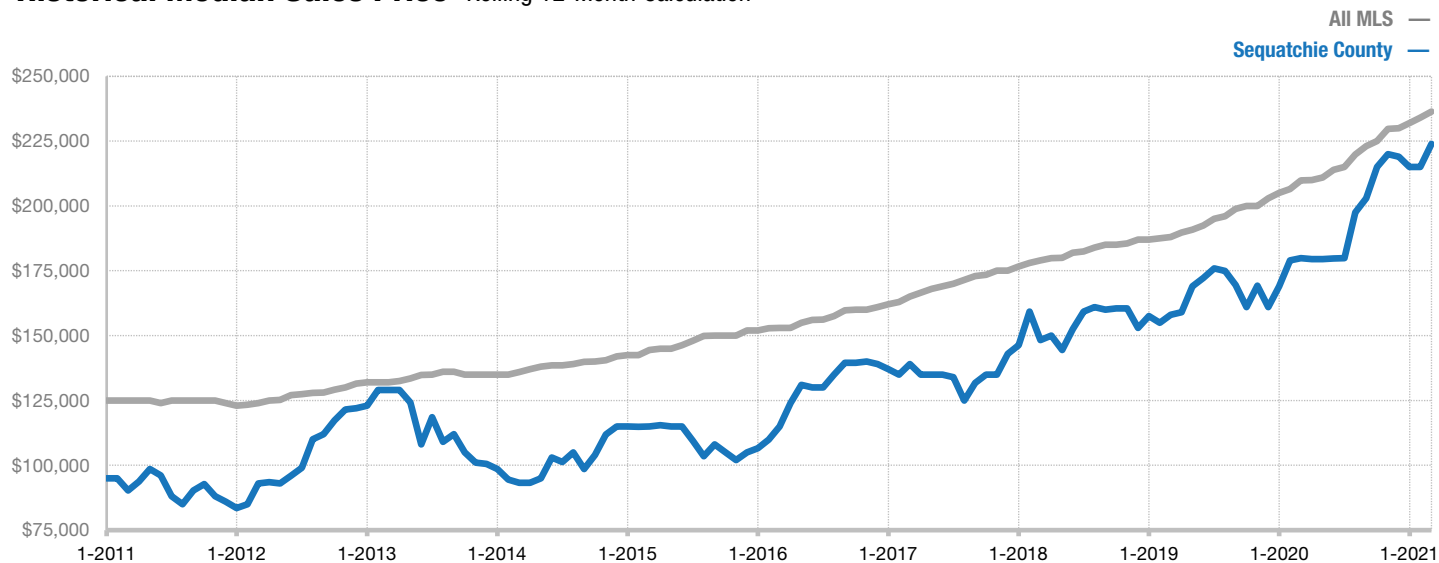
Key Metrics	March			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	12	23	+ 91.7%	53	70	+ 32.1%
Closed Sales	9	23	+ 155.6%	38	50	+ 31.6%
Median Sales Price	\$179,900	\$295,000	+ 64.0%	\$217,000	\$234,900	+ 8.2%
Pct. of Orig. Price Received	92.8%	101.9%	+ 9.8%	94.7%	99.0%	+ 4.5%
Days on Market Until Sale	53	35	- 34.0%	66	39	- 40.9%
Inventory of Homes for Sale	50	27	- 46.0%	--	--	--
Months Supply of Inventory	4.2	1.5	- 64.3%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – March 2021

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Signal Mountain

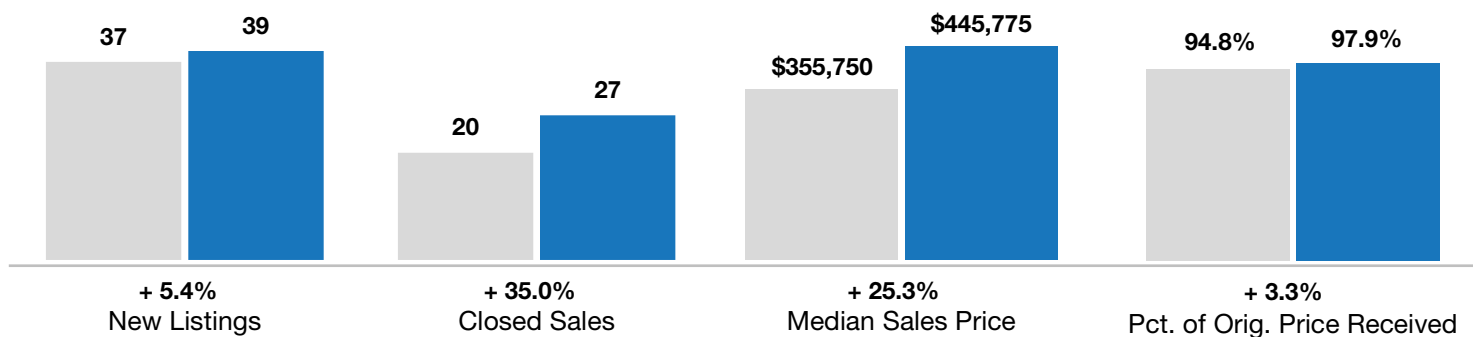
Hamilton County Only

Key Metrics	March			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	37	39	+ 5.4%	76	79	+ 3.9%
Closed Sales	20	27	+ 35.0%	47	52	+ 10.6%
Median Sales Price	\$355,750	\$445,775	+ 25.3%	\$372,000	\$440,388	+ 18.4%
Pct. of Orig. Price Received	94.8%	97.9%	+ 3.3%	95.8%	97.3%	+ 1.6%
Days on Market Until Sale	62	40	- 35.5%	72	69	- 4.2%
Inventory of Homes for Sale	74	20	- 73.0%	--	--	--
Months Supply of Inventory	3.0	0.7	- 76.7%	--	--	--

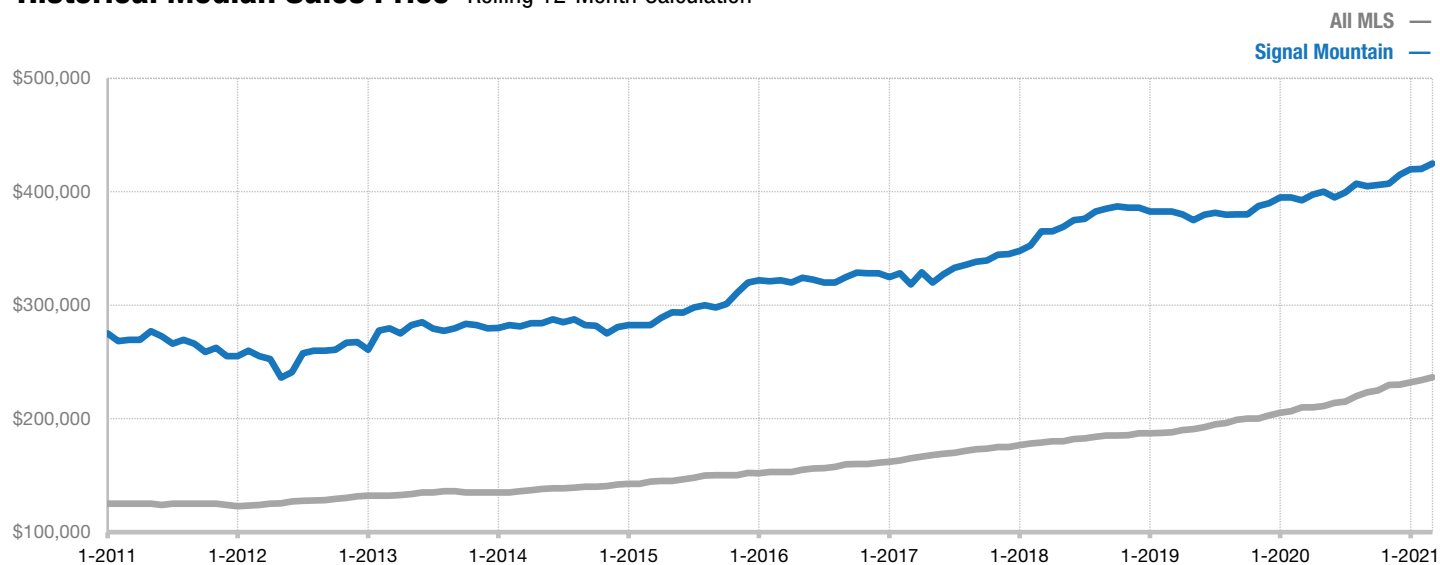
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March

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – March 2021

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St. Elmo / High Park / Avondale

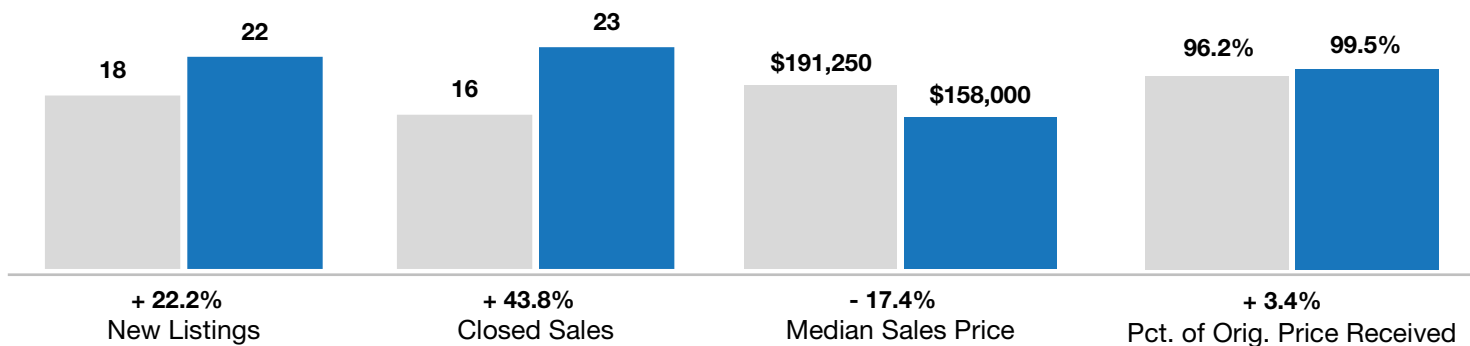
ZIP Codes: 37407, 37409 and 37410

Key Metrics	March			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	18	22	+ 22.2%	49	61	+ 24.5%
Closed Sales	16	23	+ 43.8%	33	50	+ 51.5%
Median Sales Price	\$191,250	\$158,000	- 17.4%	\$187,500	\$155,000	- 17.3%
Pct. of Orig. Price Received	96.2%	99.5%	+ 3.4%	94.6%	97.8%	+ 3.4%
Days on Market Until Sale	24	18	- 25.0%	33	23	- 30.3%
Inventory of Homes for Sale	31	14	- 54.8%	--	--	--
Months Supply of Inventory	2.2	0.9	- 59.1%	--	--	--

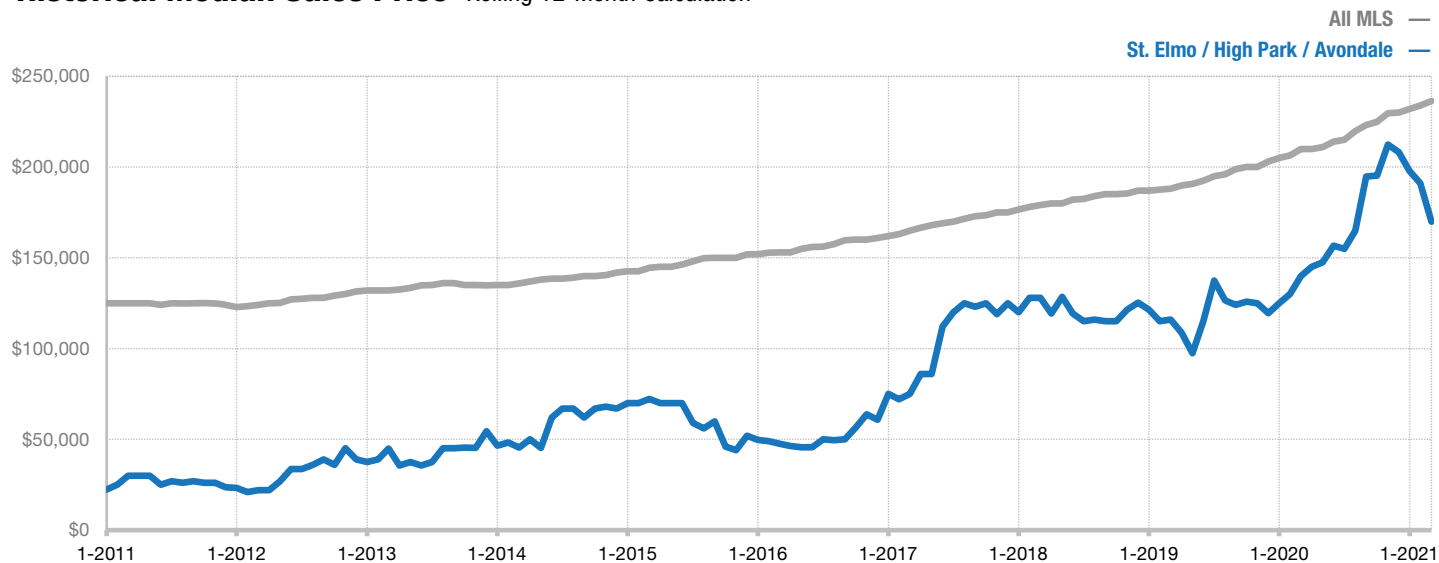
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March

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – March 2021

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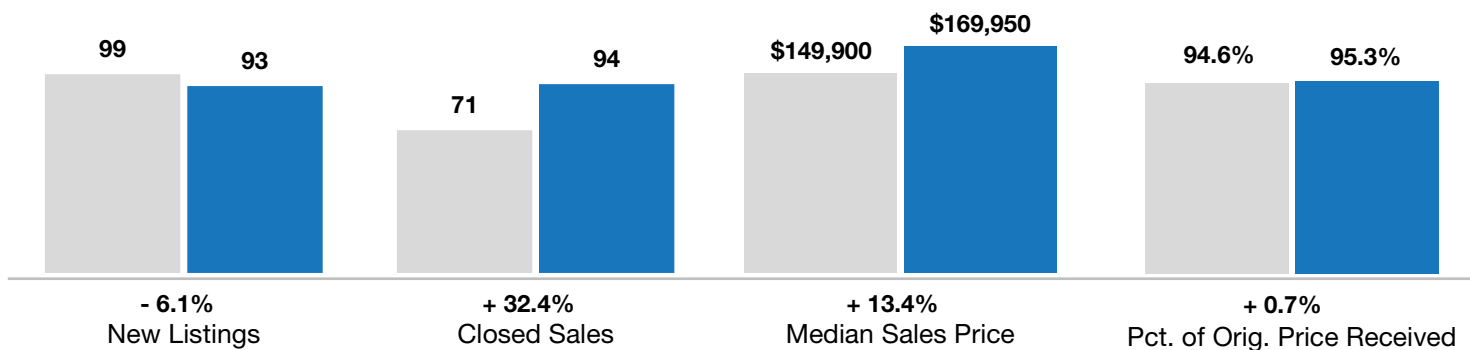
Walker County

Key Metrics	March			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	99	93	- 6.1%	239	246	+ 2.9%
Closed Sales	71	94	+ 32.4%	187	213	+ 13.9%
Median Sales Price	\$149,900	\$169,950	+ 13.4%	\$141,000	\$170,000	+ 20.6%
Pct. of Orig. Price Received	94.6%	95.3%	+ 0.7%	93.2%	95.5%	+ 2.5%
Days on Market Until Sale	61	35	- 42.6%	62	39	- 37.1%
Inventory of Homes for Sale	160	68	- 57.5%	--	--	--
Months Supply of Inventory	2.3	0.9	- 60.9%	--	--	--

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

March

■ 2020 ■ 2021



Historical Median Sales Price Rolling 12-Month Calculation

