

Local Market Update – May 2021

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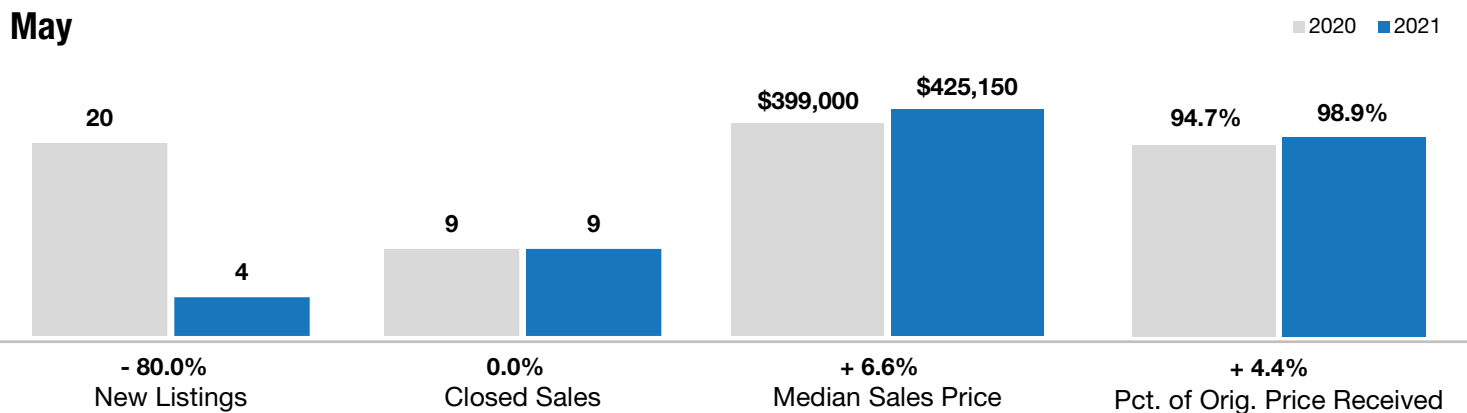


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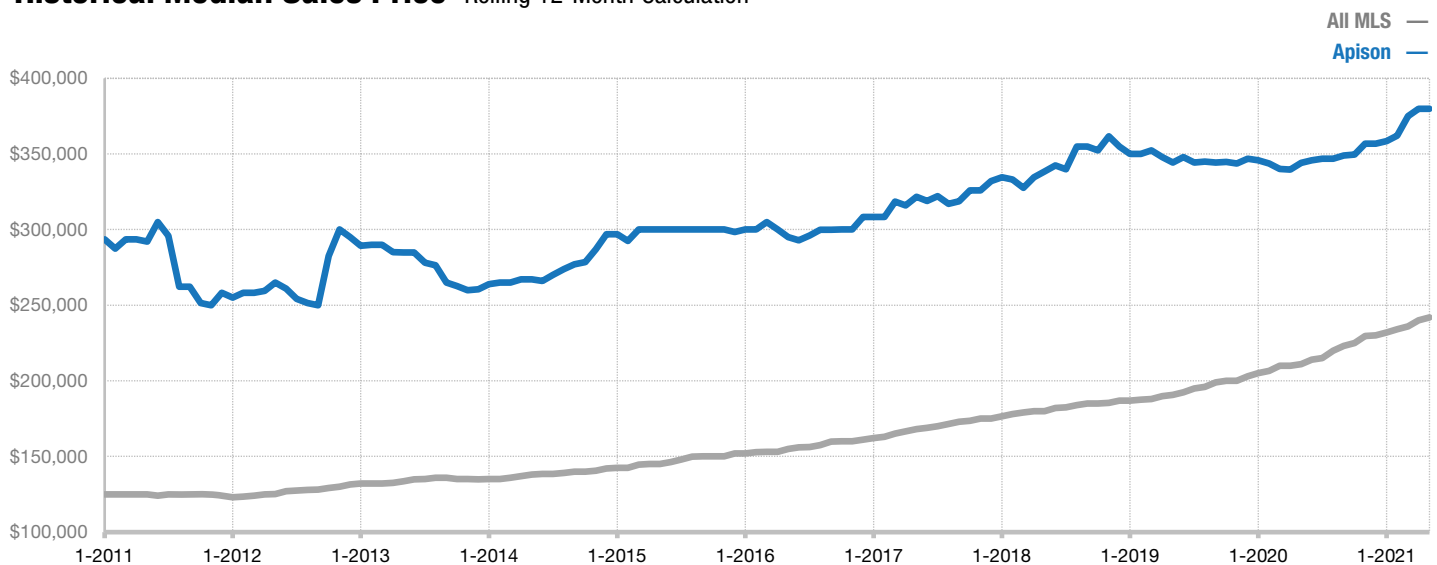
Apison

Key Metrics	May			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	20	4	- 80.0%	67	51	- 23.9%
Closed Sales	9	9	0.0%	44	63	+ 43.2%
Median Sales Price	\$399,000	\$425,150	+ 6.6%	\$335,800	\$393,745	+ 17.3%
Pct. of Orig. Price Received	94.7%	98.9%	+ 4.4%	96.4%	98.5%	+ 2.2%
Days on Market Until Sale	114	109	- 4.4%	88	59	- 33.0%
Inventory of Homes for Sale	36	3	- 91.7%	--	--	--
Months Supply of Inventory	4.0	0.2	- 95.0%	--	--	--

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



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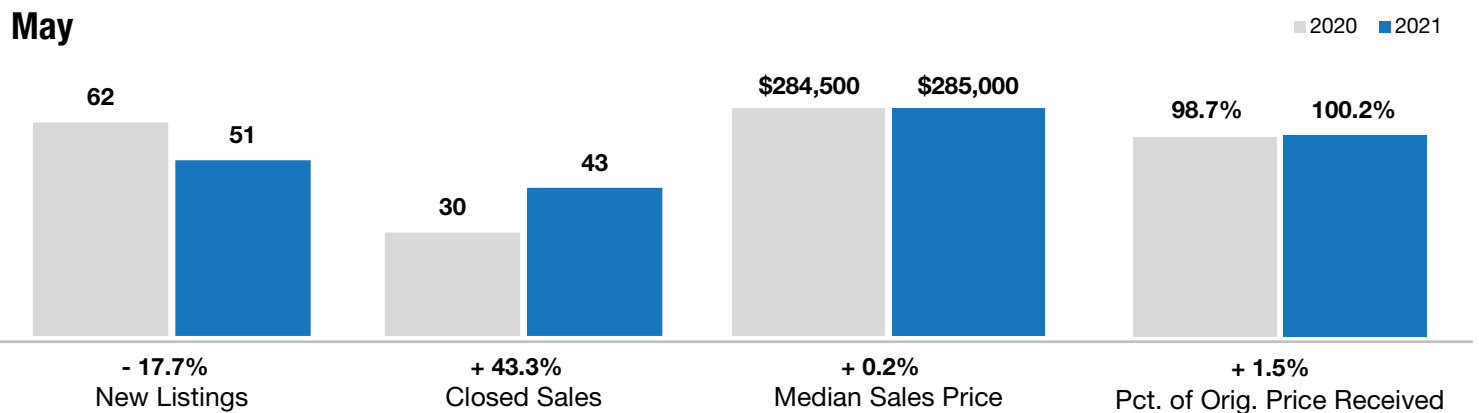
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Bakewell / Lakesite / Sale Creek / Soddy

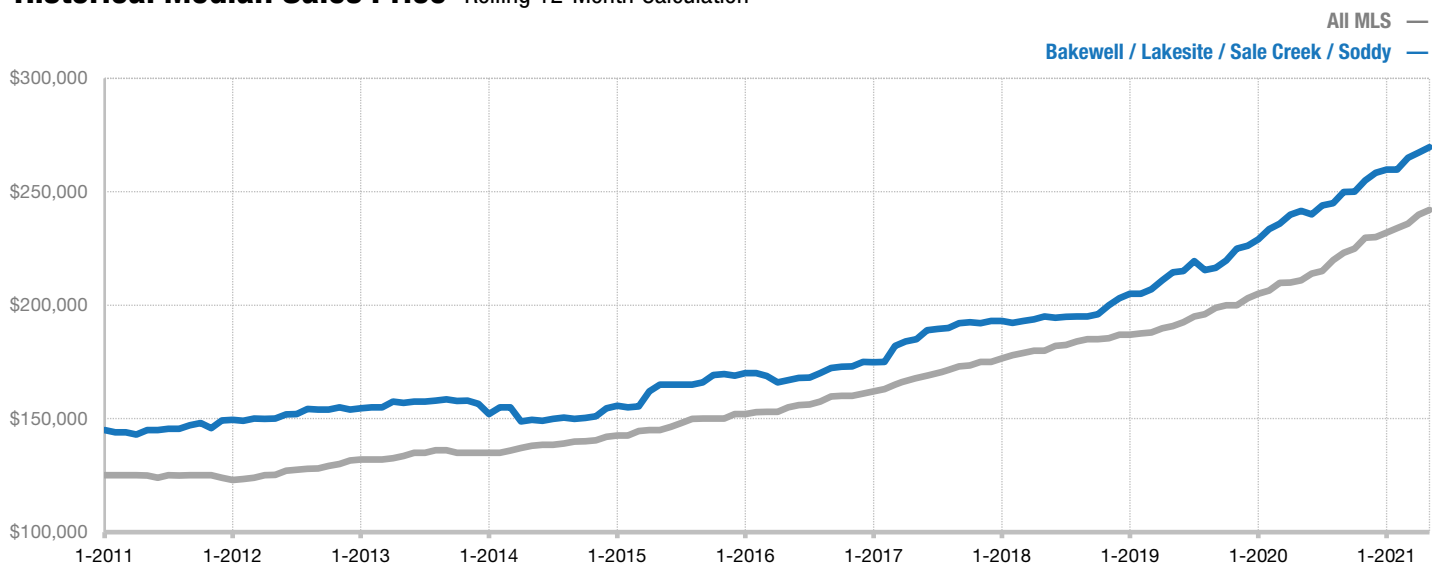
ZIP Codes: 37379 and 37384

Key Metrics	May			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	62	51	- 17.7%	243	222	- 8.6%
Closed Sales	30	43	+ 43.3%	167	202	+ 21.0%
Median Sales Price	\$284,500	\$285,000	+ 0.2%	\$256,900	\$280,563	+ 9.2%
Pct. of Orig. Price Received	98.7%	100.2%	+ 1.5%	97.5%	99.0%	+ 1.5%
Days on Market Until Sale	31	43	+ 38.7%	46	31	- 32.6%
Inventory of Homes for Sale	77	25	- 67.5%	--	--	--
Months Supply of Inventory	1.9	0.5	- 73.7%	--	--	--

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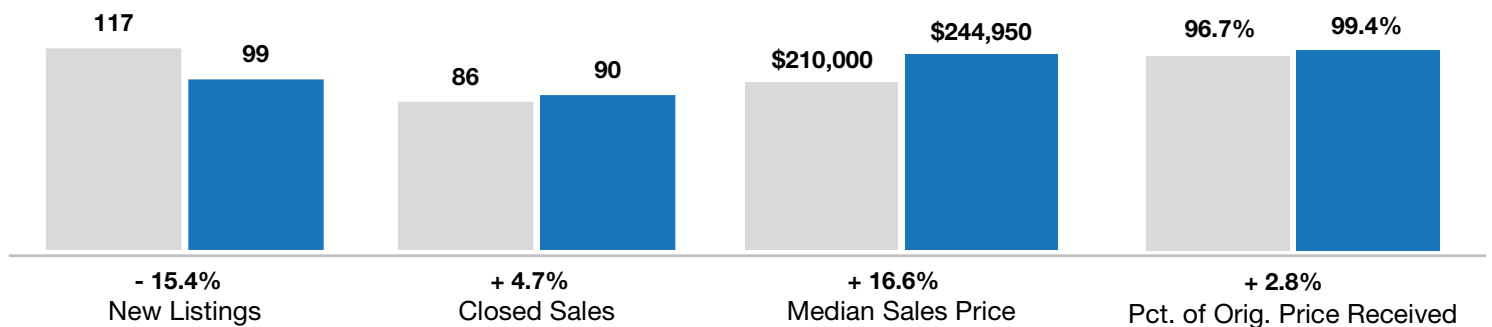
Bradley County

Key Metrics	May			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	117	99	- 15.4%	523	528	+ 1.0%
Closed Sales	86	90	+ 4.7%	380	434	+ 14.2%
Median Sales Price	\$210,000	\$244,950	+ 16.6%	\$212,900	\$235,000	+ 10.4%
Pct. of Orig. Price Received	96.7%	99.4%	+ 2.8%	96.5%	98.7%	+ 2.3%
Days on Market Until Sale	31	19	- 38.7%	46	28	- 39.1%
Inventory of Homes for Sale	181	89	- 50.8%	--	--	--
Months Supply of Inventory	2.1	0.9	- 57.1%	--	--	--

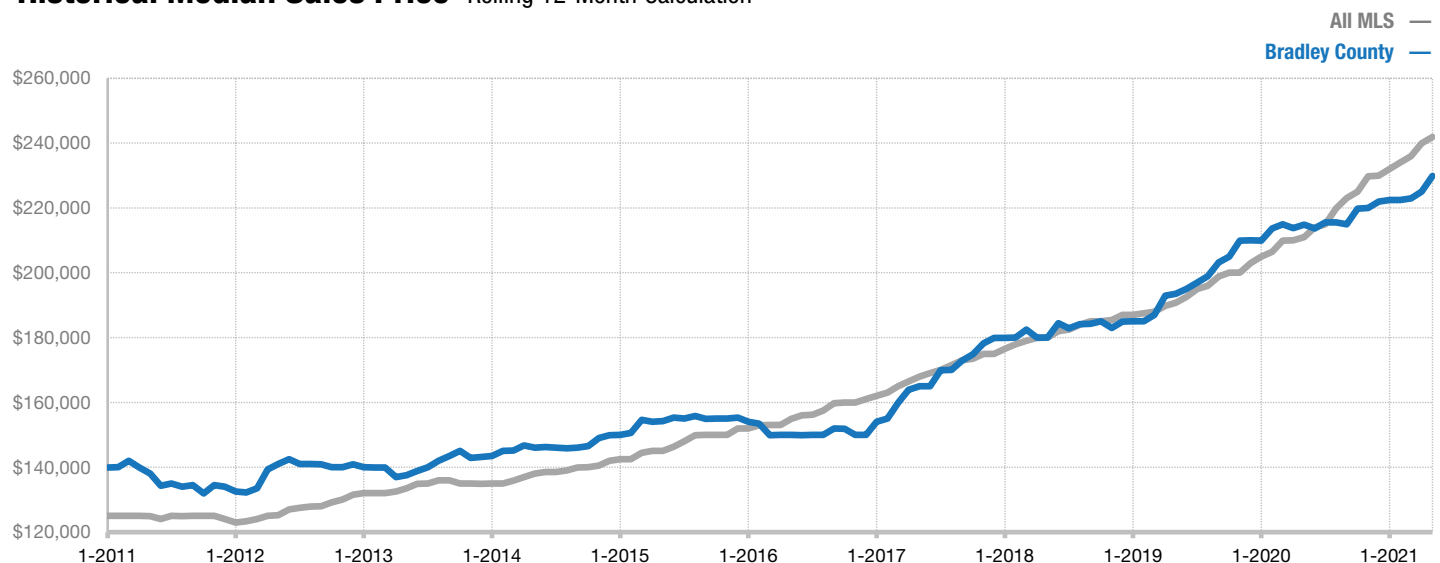
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May

■ 2020 ■ 2021



Historical Median Sales Price Rolling 12-Month Calculation



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Brainerd

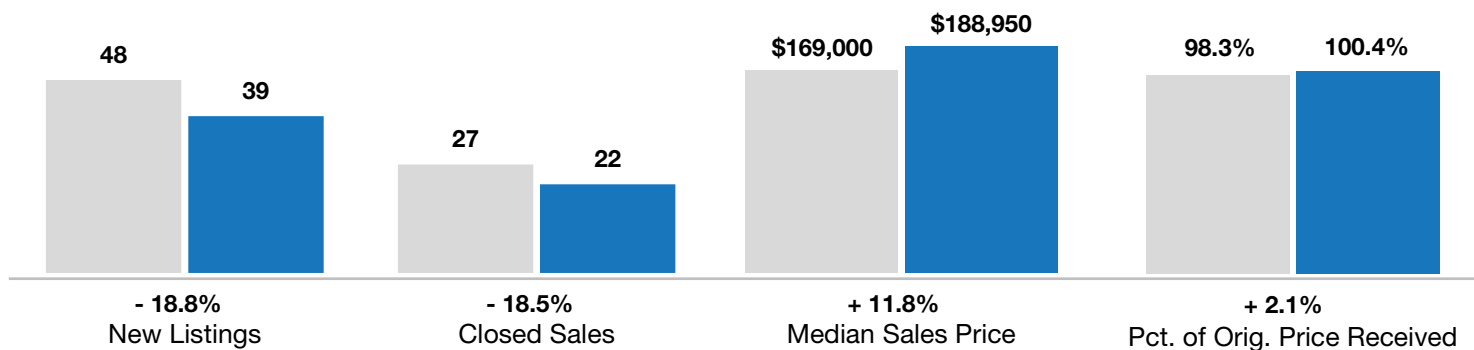
Includes the Ridgeside Community

Key Metrics	May			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	48	39	- 18.8%	142	138	- 2.8%
Closed Sales	27	22	- 18.5%	104	114	+ 9.6%
Median Sales Price	\$169,000	\$188,950	+ 11.8%	\$158,250	\$183,000	+ 15.6%
Pct. of Orig. Price Received	98.3%	100.4%	+ 2.1%	96.0%	99.3%	+ 3.4%
Days on Market Until Sale	30	10	- 66.7%	41	22	- 46.3%
Inventory of Homes for Sale	46	17	- 63.0%	--	--	--
Months Supply of Inventory	2.0	0.7	- 65.0%	--	--	--

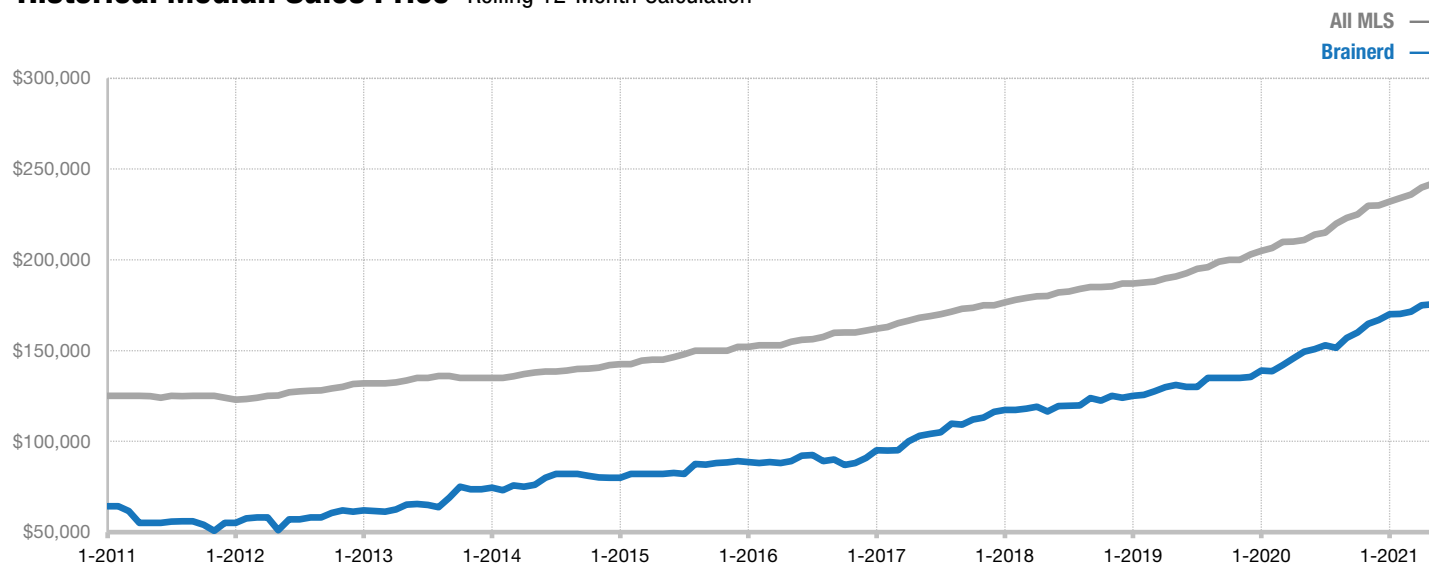
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May

■ 2020 ■ 2021



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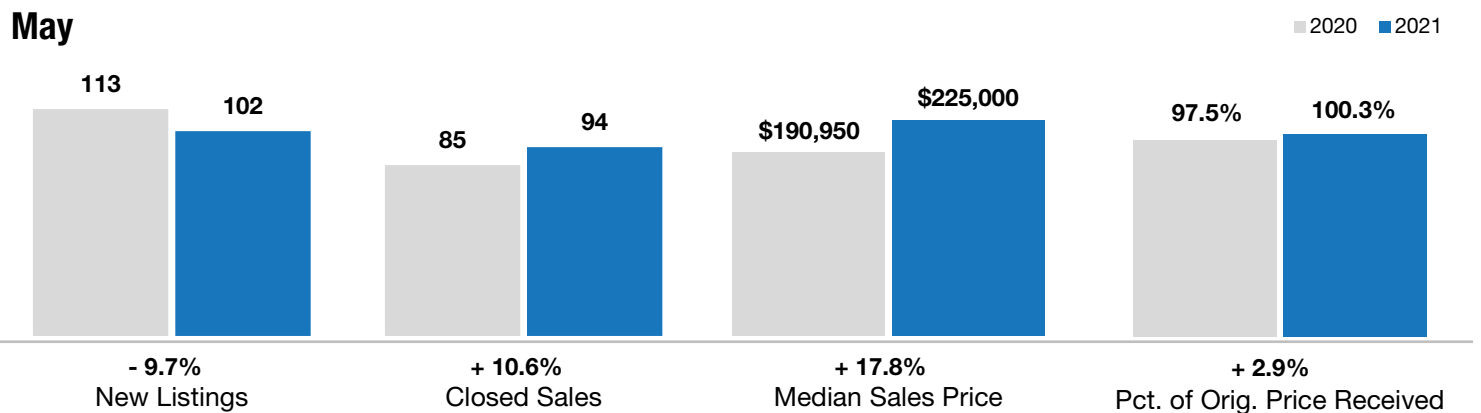


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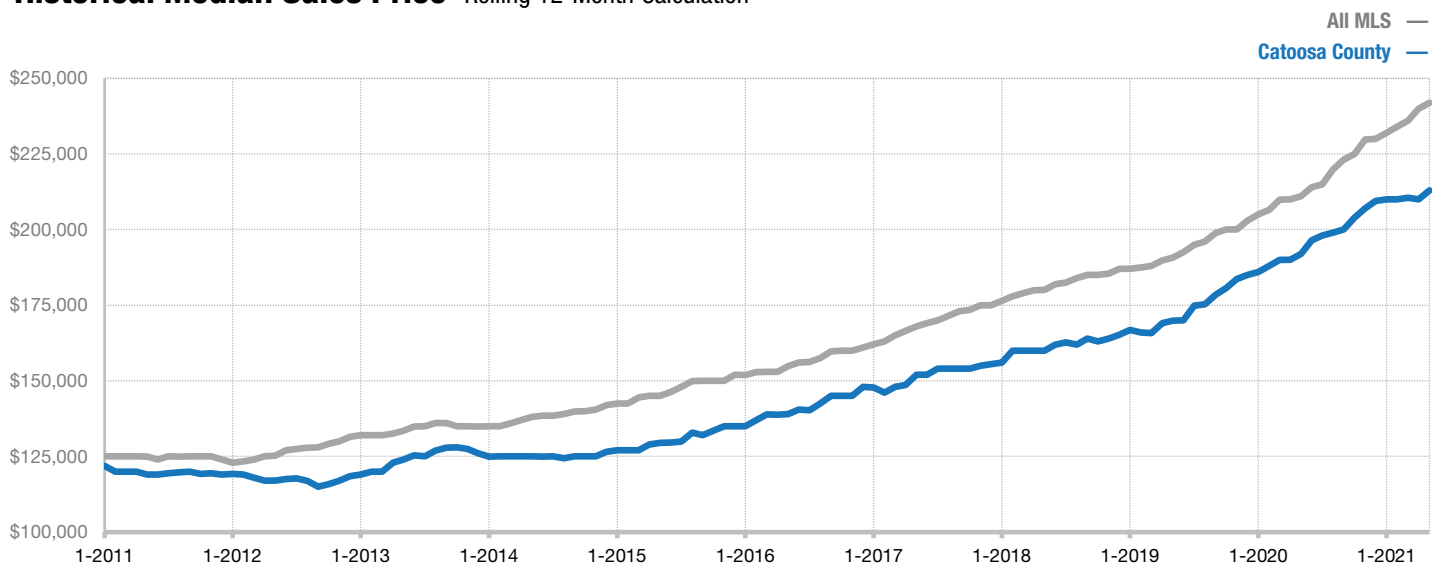
Catoosa County

Key Metrics	May			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	113	102	- 9.7%	536	445	- 17.0%
Closed Sales	85	94	+ 10.6%	388	402	+ 3.6%
Median Sales Price	\$190,950	\$225,000	+ 17.8%	\$199,950	\$214,500	+ 7.3%
Pct. of Orig. Price Received	97.5%	100.3%	+ 2.9%	97.2%	99.1%	+ 2.0%
Days on Market Until Sale	37	13	- 64.9%	46	23	- 50.0%
Inventory of Homes for Sale	174	67	- 61.5%	--	--	--
Months Supply of Inventory	2.1	0.7	- 66.7%	--	--	--

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



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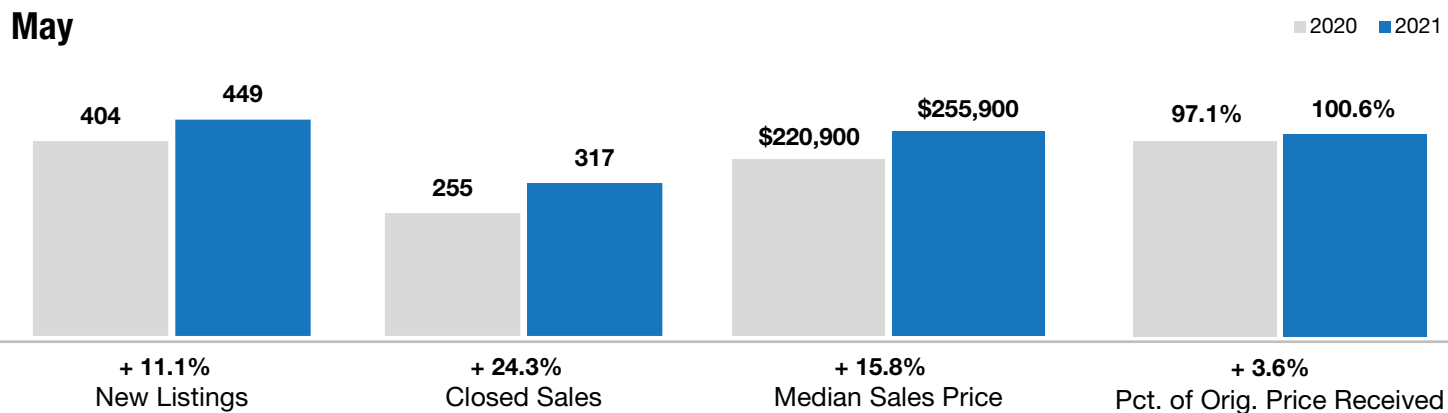


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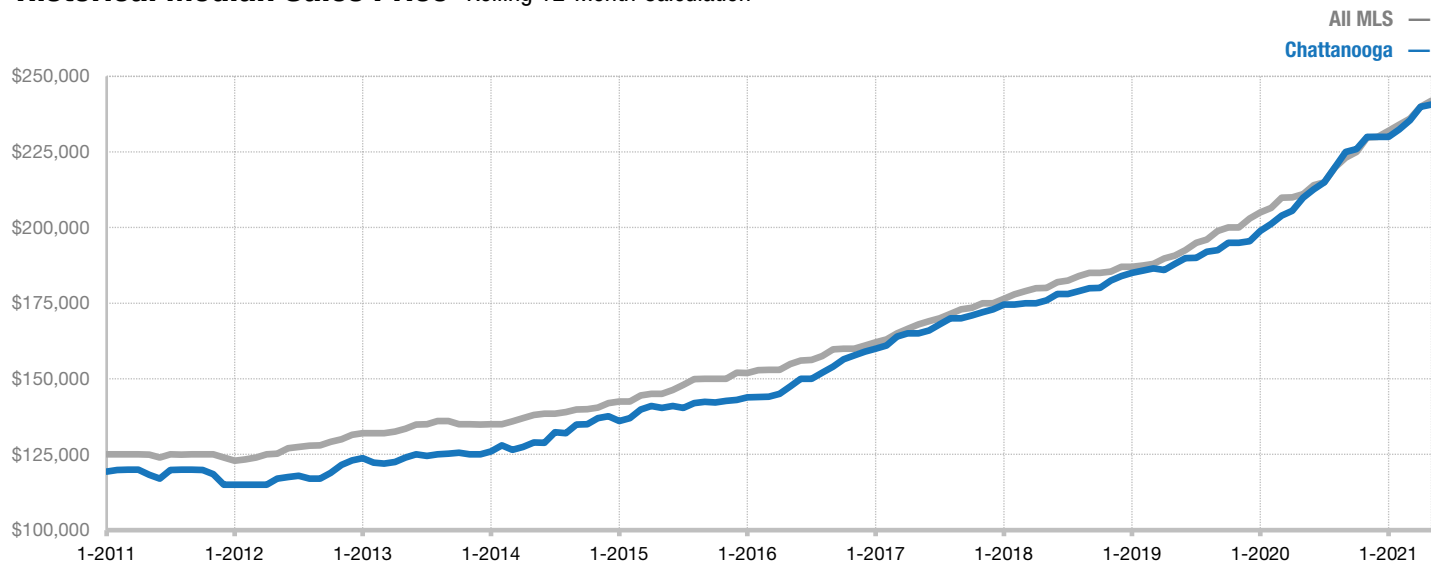
Chattanooga

Key Metrics	May			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	404	449	+ 11.1%	1,716	1,847	+ 7.6%
Closed Sales	255	317	+ 24.3%	1,224	1,508	+ 23.2%
Median Sales Price	\$220,900	\$255,900	+ 15.8%	\$216,000	\$250,000	+ 15.7%
Pct. of Orig. Price Received	97.1%	100.6%	+ 3.6%	96.7%	99.3%	+ 2.7%
Days on Market Until Sale	34	21	- 38.2%	47	27	- 42.6%
Inventory of Homes for Sale	637	263	- 58.7%	--	--	--
Months Supply of Inventory	2.0	0.7	- 65.0%	--	--	--

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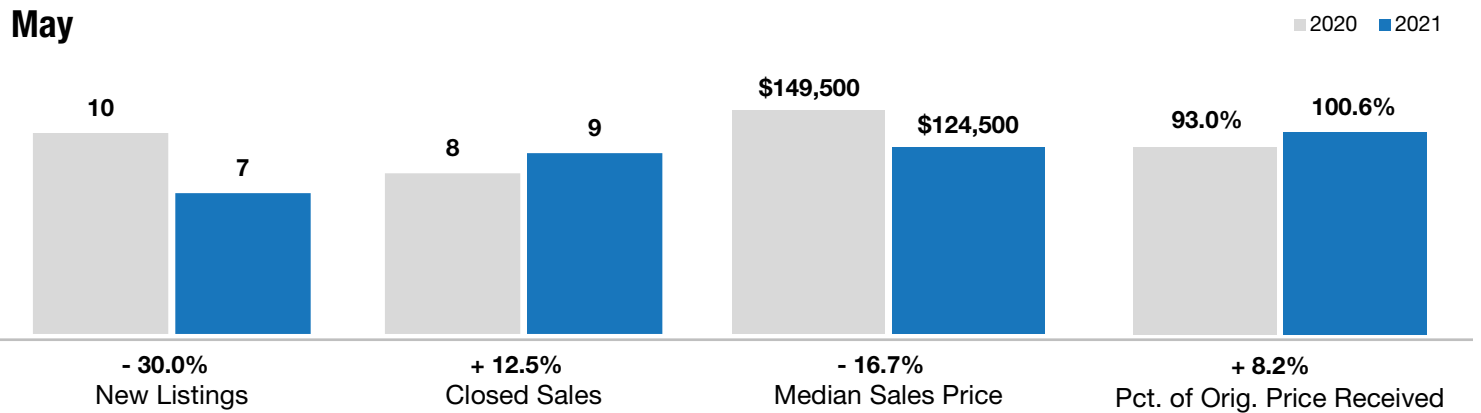


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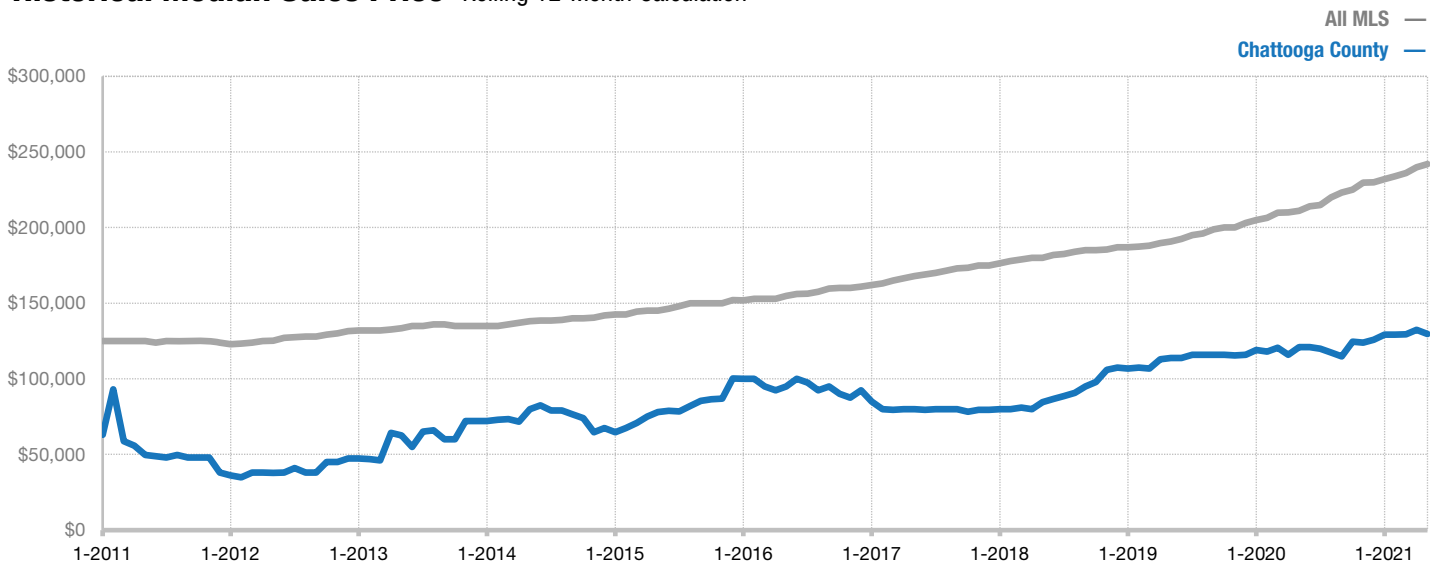
Chattooga County

Key Metrics	May			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	10	7	- 30.0%	44	44	0.0%
Closed Sales	8	9	+ 12.5%	34	36	+ 5.9%
Median Sales Price	\$149,500	\$124,500	- 16.7%	\$111,000	\$124,750	+ 12.4%
Pct. of Orig. Price Received	93.0%	100.6%	+ 8.2%	92.8%	96.6%	+ 4.1%
Days on Market Until Sale	47	16	- 66.0%	55	14	- 74.5%
Inventory of Homes for Sale	23	6	- 73.9%	--	--	--
Months Supply of Inventory	3.7	0.7	- 81.1%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



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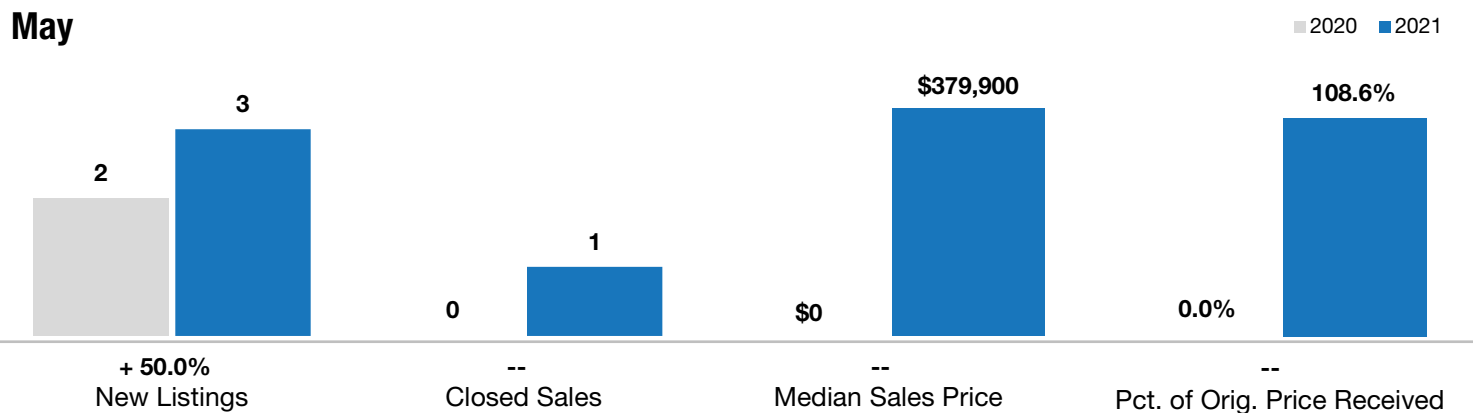


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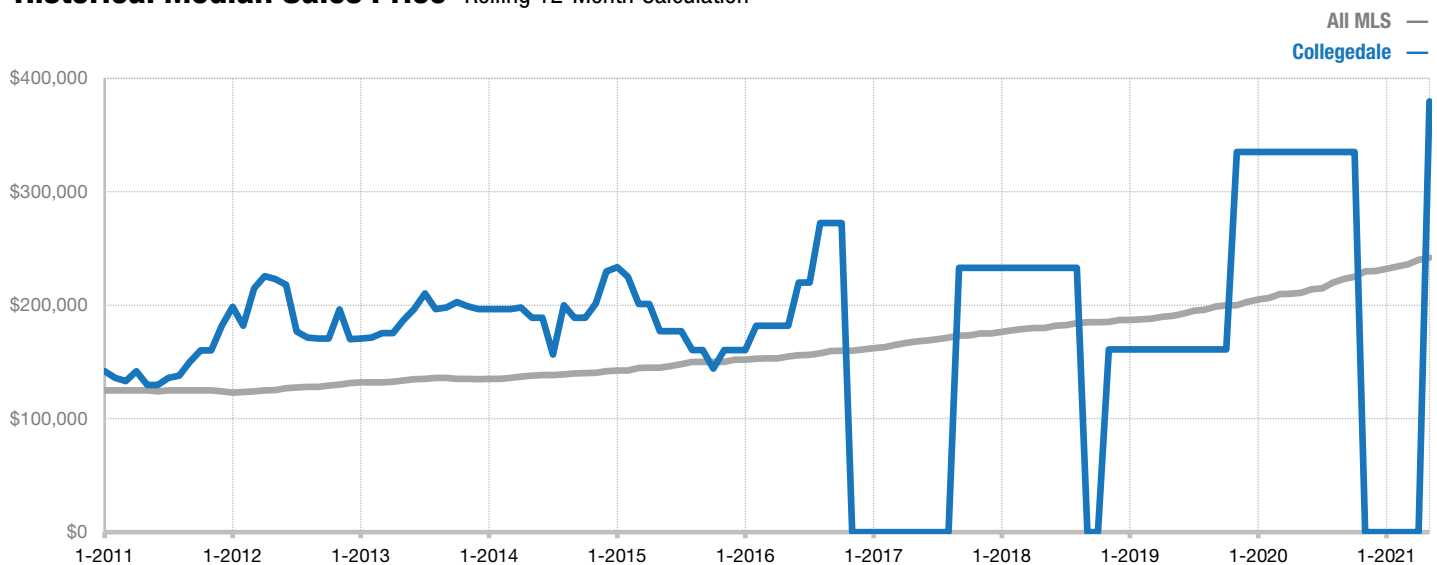
Collegedale

Key Metrics	May			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	2	3	+ 50.0%	2	4	+ 100.0%
Closed Sales	0	1	--	0	1	--
Median Sales Price	\$0	\$379,900	--	\$0	\$379,900	--
Pct. of Orig. Price Received	0.0%	108.6%	--	0	108.6%	--
Days on Market Until Sale	0	2	--	0	2	--
Inventory of Homes for Sale	2	5	+ 150.0%	--	--	--
Months Supply of Inventory	2.0	0.5	- 75.0%	--	--	--

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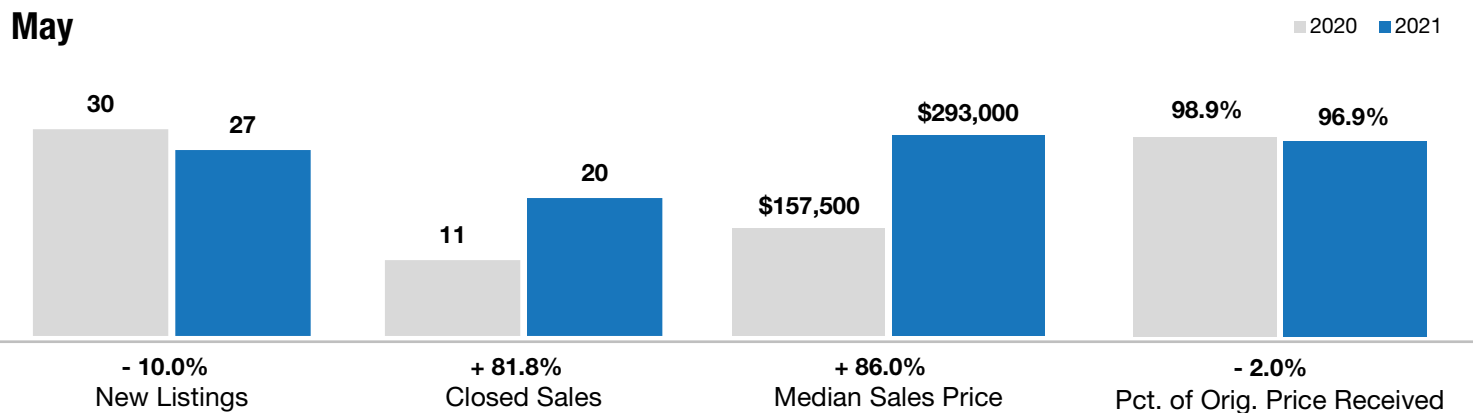


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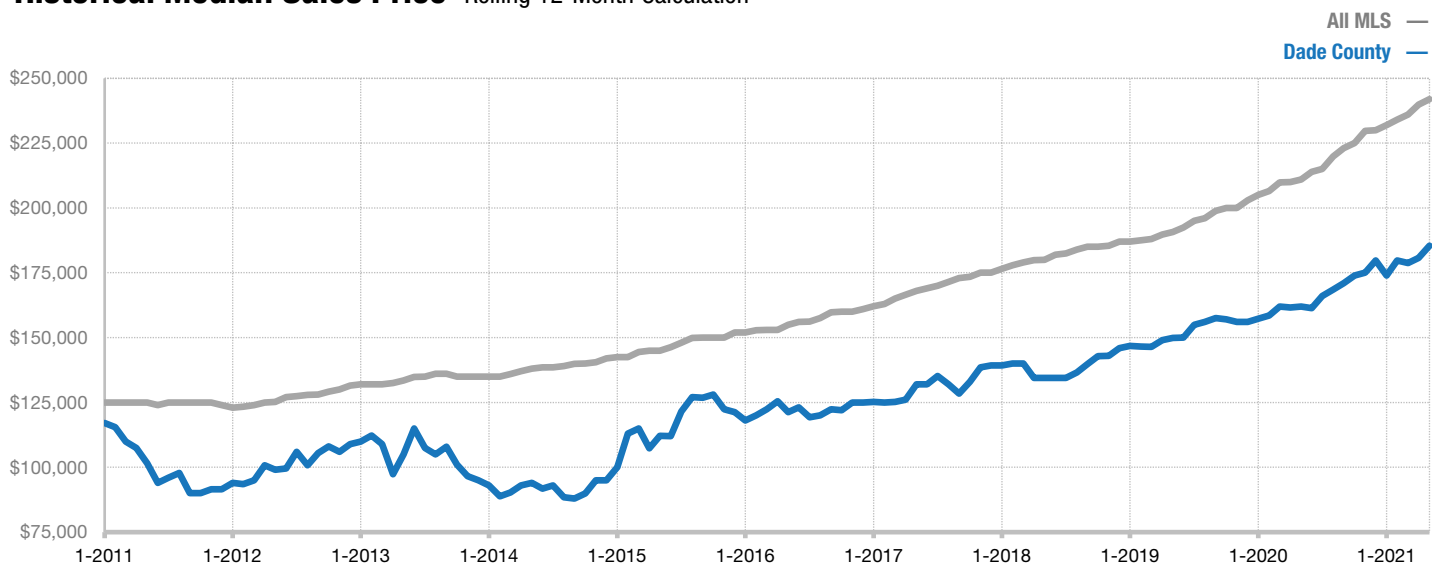
Dade County

Key Metrics	May			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	30	27	- 10.0%	91	91	0.0%
Closed Sales	11	20	+ 81.8%	42	73	+ 73.8%
Median Sales Price	\$157,500	\$293,000	+ 86.0%	\$165,700	\$196,900	+ 18.8%
Pct. of Orig. Price Received	98.9%	96.9%	- 2.0%	94.8%	96.4%	+ 1.7%
Days on Market Until Sale	45	70	+ 55.6%	57	58	+ 1.8%
Inventory of Homes for Sale	79	31	- 60.8%	--	--	--
Months Supply of Inventory	6.9	1.4	- 79.7%	--	--	--

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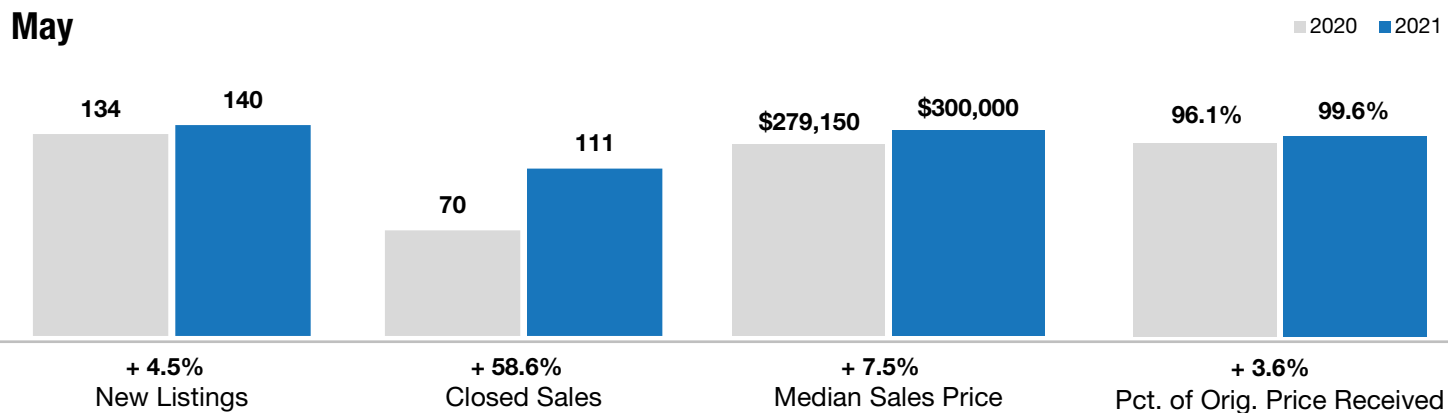
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Downtown Chattanooga

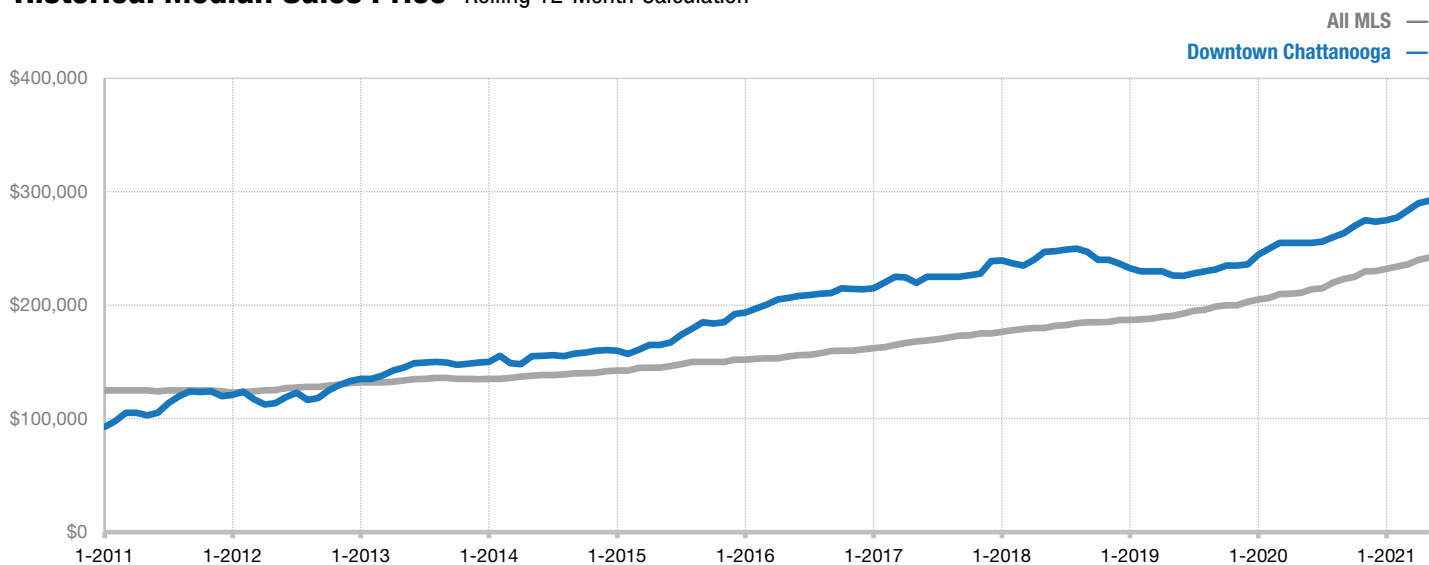
ZIP Codes: 37402, 37403, 37404, 37405, 37406, 37408 and 37450

Key Metrics	May			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	134	140	+ 4.5%	586	584	- 0.3%
Closed Sales	70	111	+ 58.6%	369	475	+ 28.7%
Median Sales Price	\$279,150	\$300,000	+ 7.5%	\$264,000	\$311,000	+ 17.8%
Pct. of Orig. Price Received	96.1%	99.6%	+ 3.6%	96.0%	98.2%	+ 2.3%
Days on Market Until Sale	46	35	- 23.9%	57	41	- 28.1%
Inventory of Homes for Sale	287	113	- 60.6%	--	--	--
Months Supply of Inventory	2.9	1.0	- 65.5%	--	--	--

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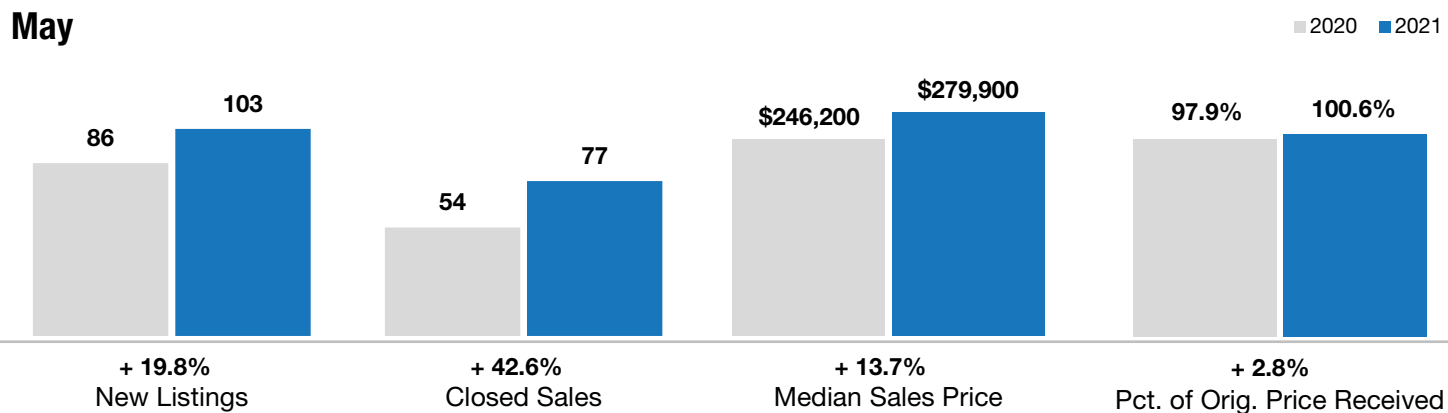
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East Brainerd

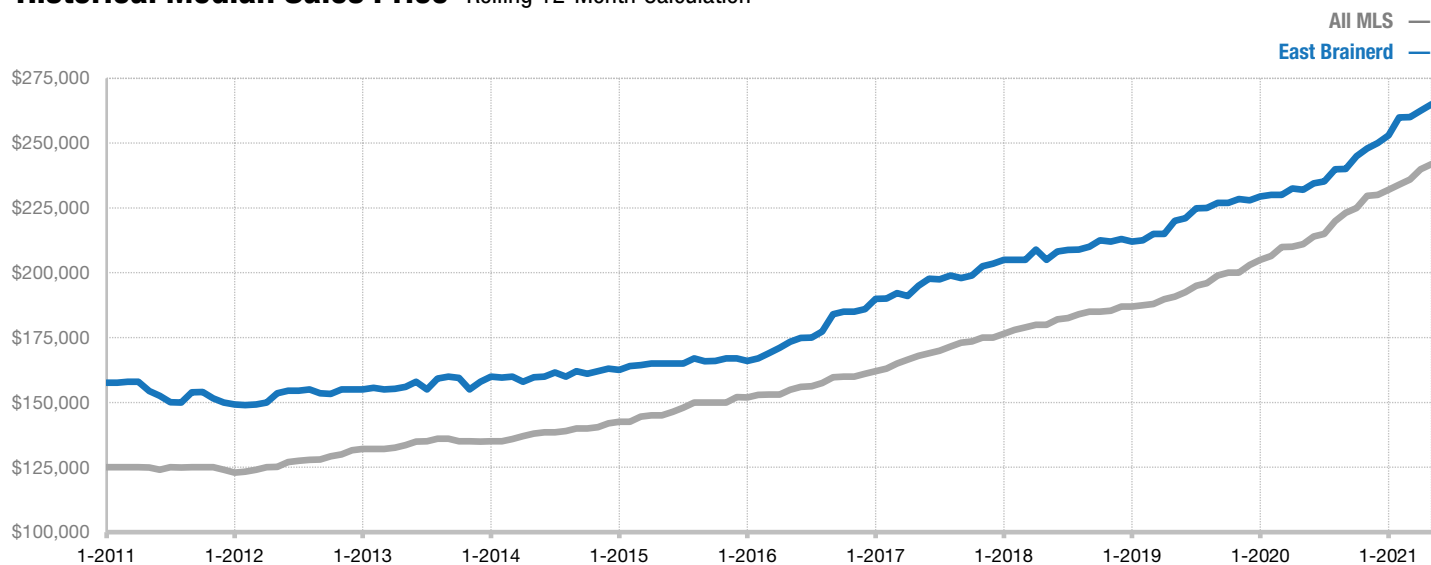
Includes the Cromwell, Dalewood, Eastdale & Tyner Communities

Key Metrics	May			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	86	103	+ 19.8%	379	432	+ 14.0%
Closed Sales	54	77	+ 42.6%	249	362	+ 45.4%
Median Sales Price	\$246,200	\$279,900	+ 13.7%	\$239,900	\$275,000	+ 14.6%
Pct. of Orig. Price Received	97.9%	100.6%	+ 2.8%	97.7%	100.1%	+ 2.5%
Days on Market Until Sale	34	13	- 61.8%	38	19	- 50.0%
Inventory of Homes for Sale	122	54	- 55.7%	--	--	--
Months Supply of Inventory	2.1	0.7	- 66.7%	--	--	--

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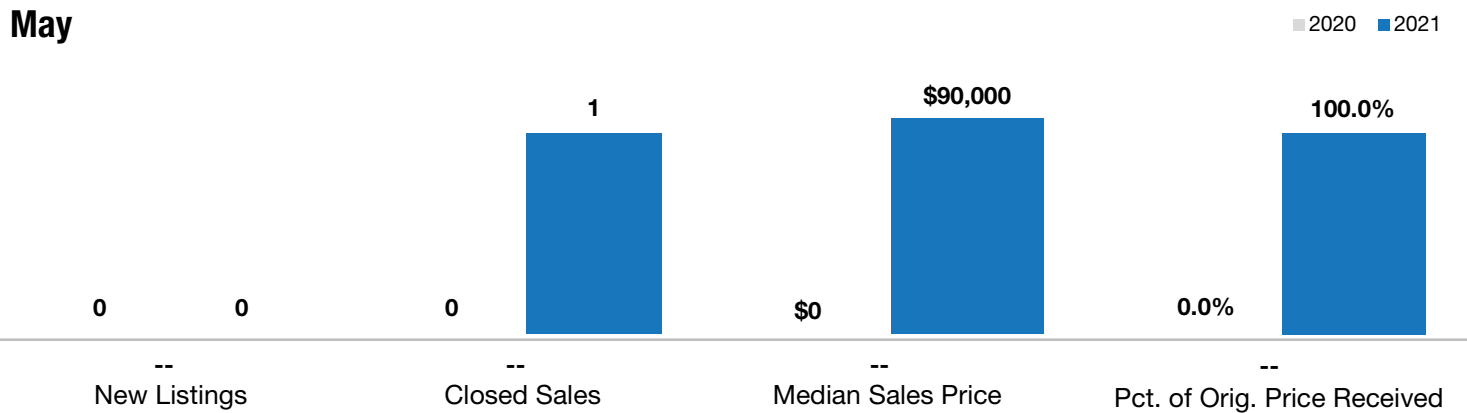


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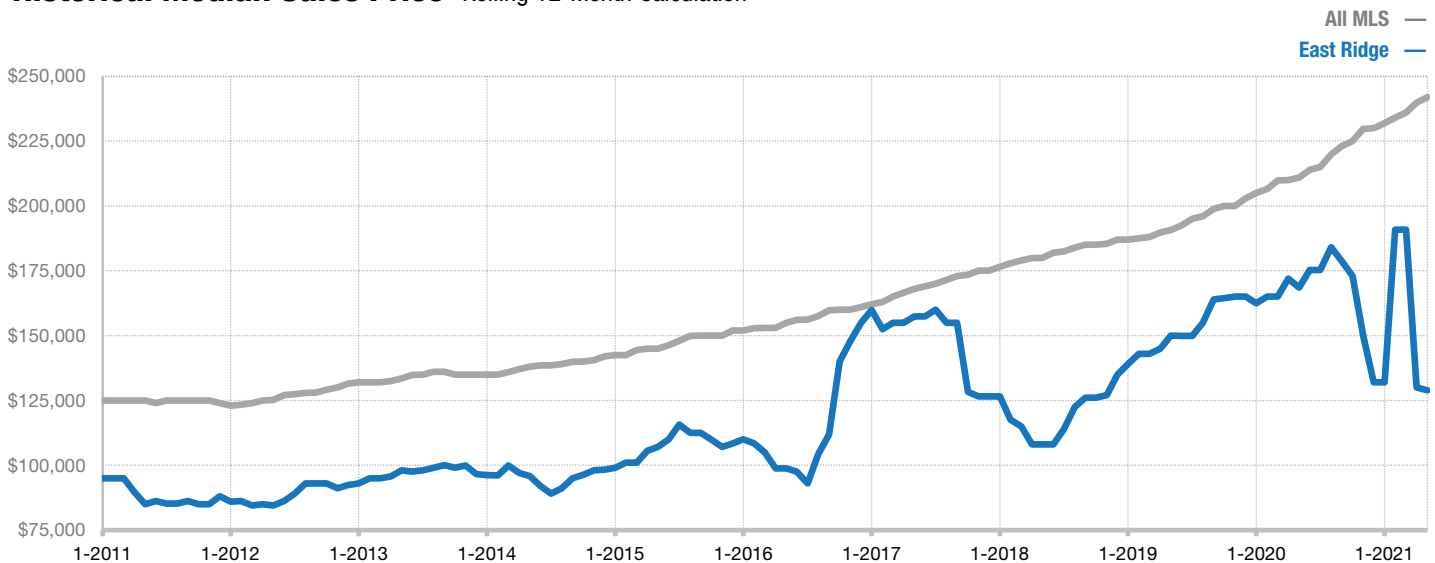
East Ridge

Key Metrics	May			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	0	0	--	1	4	+ 300.0%
Closed Sales	0	1	--	1	4	+ 300.0%
Median Sales Price	\$0	\$90,000	--	\$259,900	\$128,950	- 50.4%
Pct. of Orig. Price Received	0.0%	100.0%	--	101.2%	97.3%	- 3.9%
Days on Market Until Sale	0	0	--	4	26	+ 550.0%
Inventory of Homes for Sale	1	0	- 100.0%	--	--	--
Months Supply of Inventory	0.9	0	- 100.0%	--	--	--

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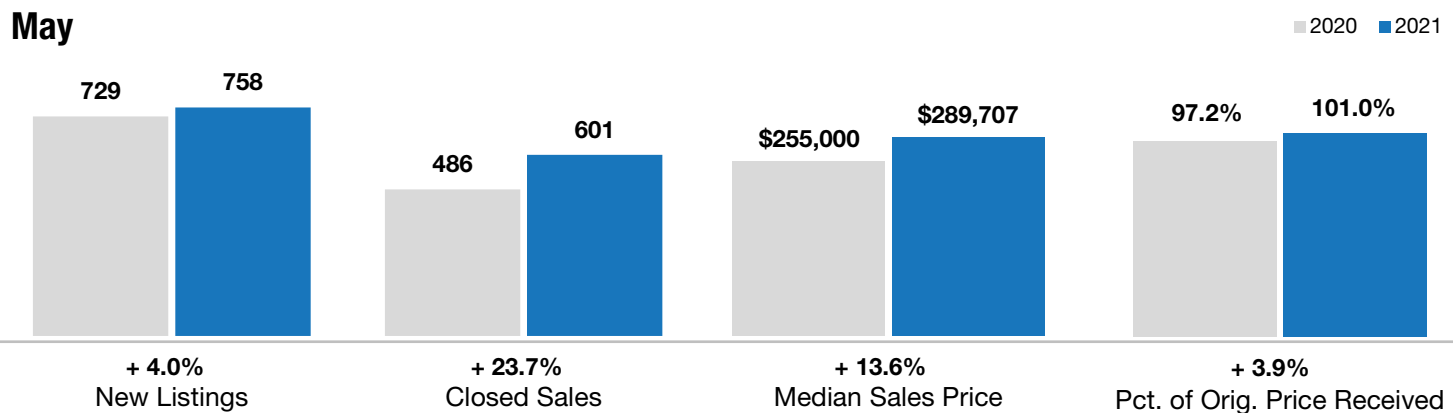


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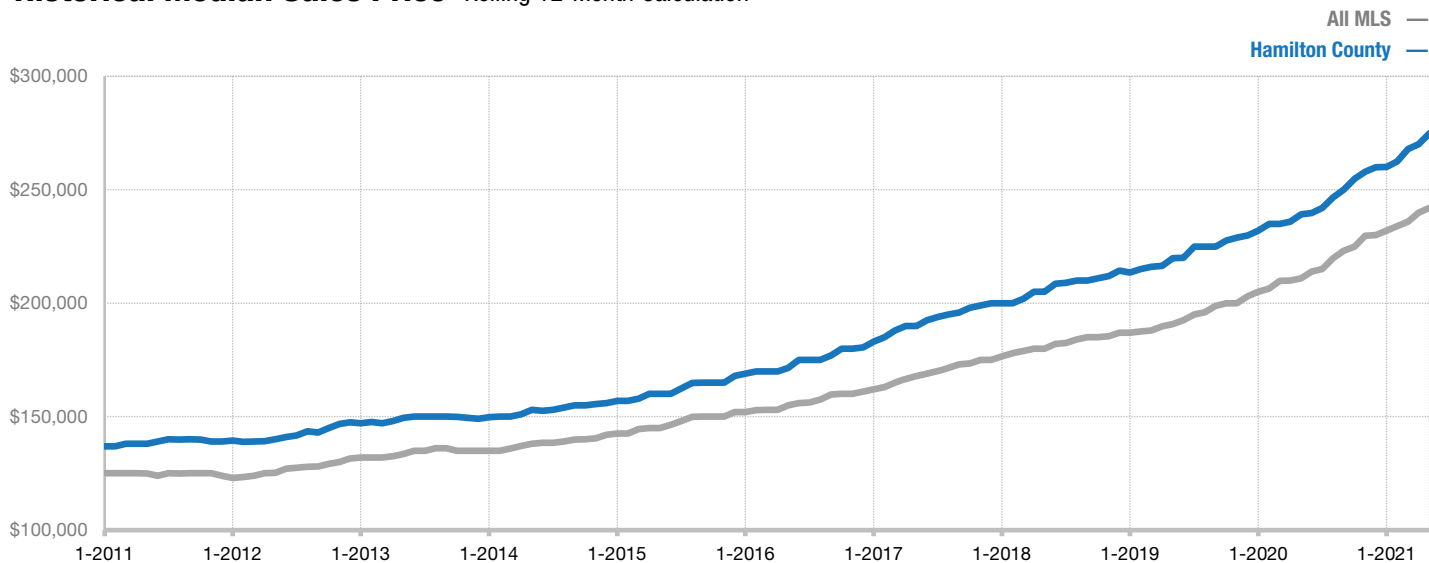
Hamilton County

Key Metrics	May			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	729	758	+ 4.0%	3,161	3,268	+ 3.4%
Closed Sales	486	601	+ 23.7%	2,284	2,789	+ 22.1%
Median Sales Price	\$255,000	\$289,707	+ 13.6%	\$244,000	\$281,000	+ 15.2%
Pct. of Orig. Price Received	97.2%	101.0%	+ 3.9%	97.0%	99.7%	+ 2.8%
Days on Market Until Sale	41	22	- 46.3%	52	28	- 46.2%
Inventory of Homes for Sale	1,216	449	- 63.1%	--	--	--
Months Supply of Inventory	2.2	0.7	- 68.2%	--	--	--

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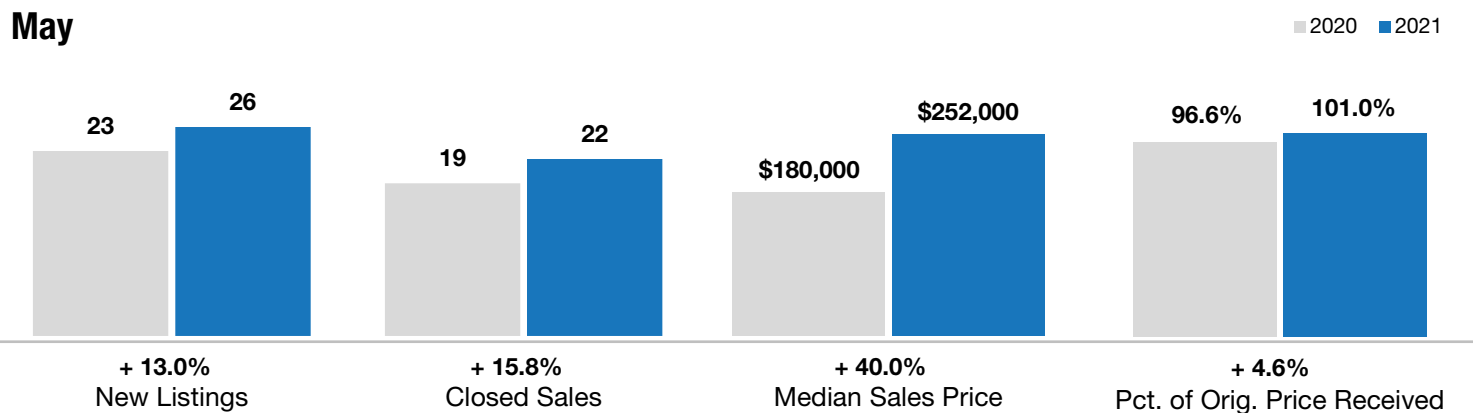
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Harrison / Georgetown

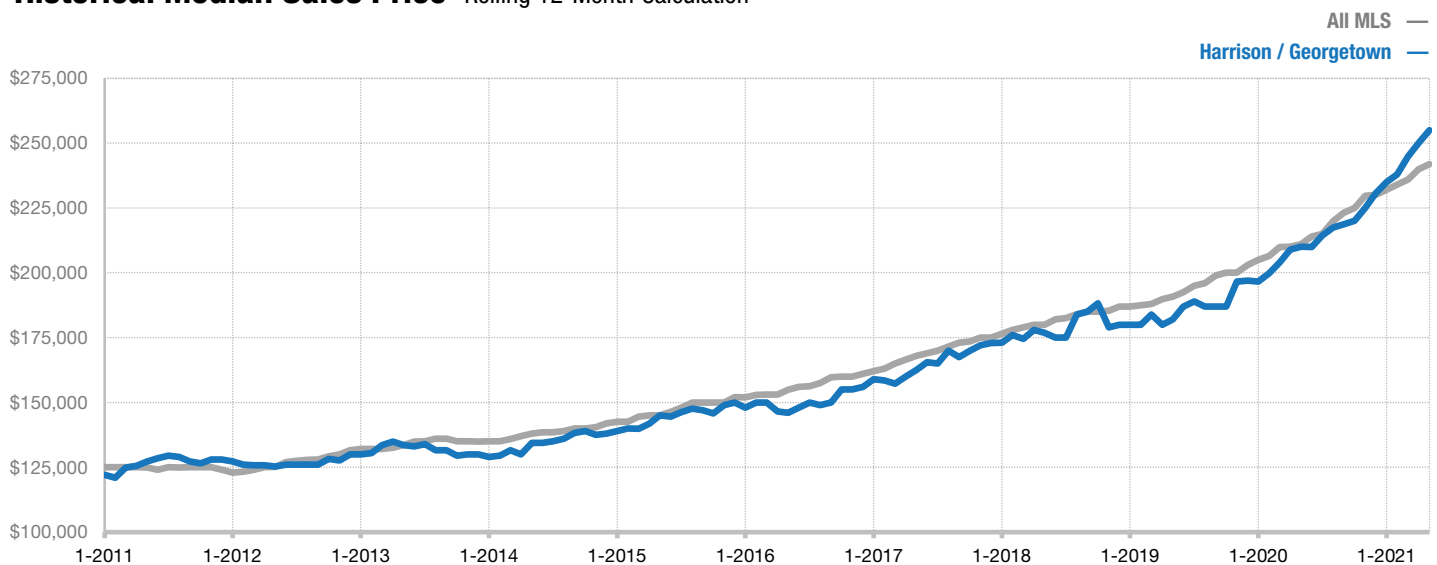
ZIP Codes: 37341 and 37308

Key Metrics	May			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	23	26	+ 13.0%	135	130	- 3.7%
Closed Sales	19	22	+ 15.8%	116	111	- 4.3%
Median Sales Price	\$180,000	\$252,000	+ 40.0%	\$205,250	\$262,000	+ 27.6%
Pct. of Orig. Price Received	96.6%	101.0%	+ 4.6%	96.5%	99.6%	+ 3.2%
Days on Market Until Sale	73	14	- 80.8%	65	25	- 61.5%
Inventory of Homes for Sale	67	26	- 61.2%	--	--	--
Months Supply of Inventory	2.9	1.0	- 65.5%	--	--	--

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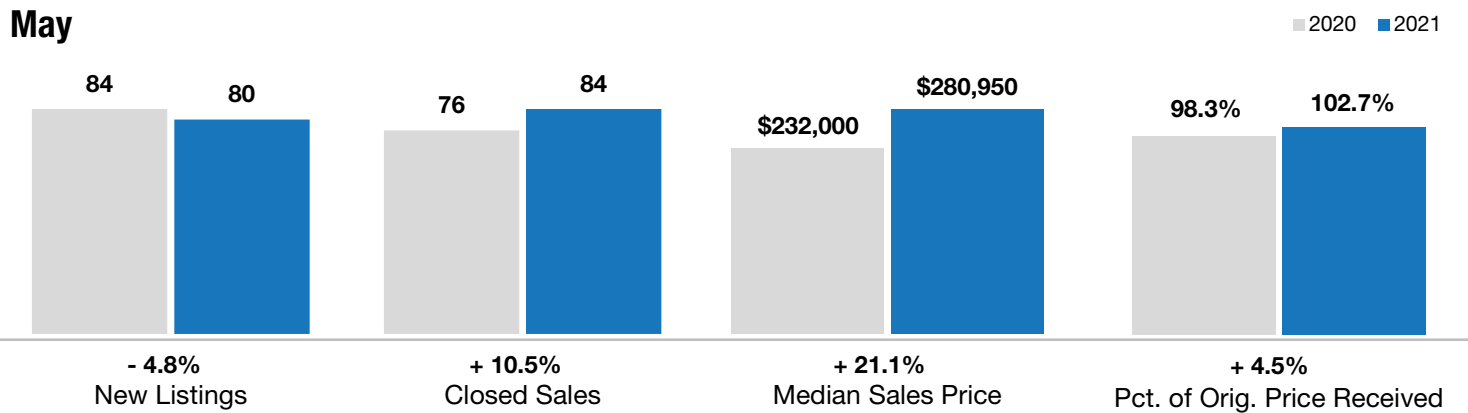


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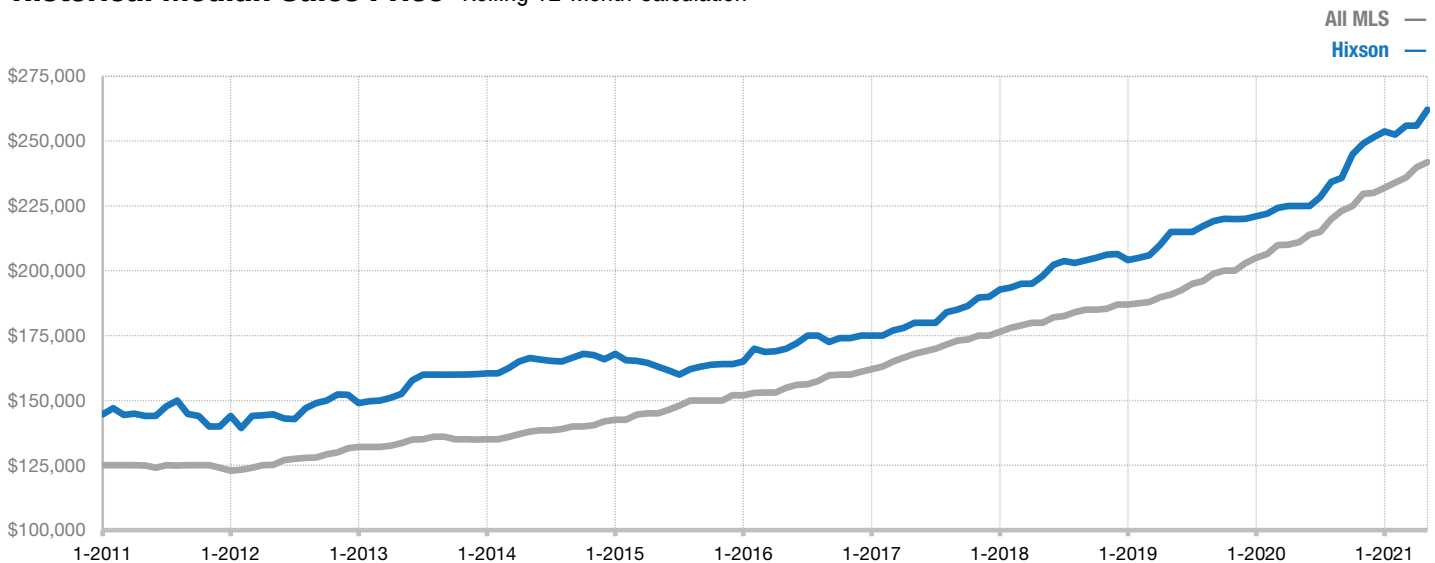
Hixson

Key Metrics	May			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	84	80	- 4.8%	382	386	+ 1.0%
Closed Sales	76	84	+ 10.5%	291	361	+ 24.1%
Median Sales Price	\$232,000	\$280,950	+ 21.1%	\$235,000	\$270,000	+ 14.9%
Pct. of Orig. Price Received	98.3%	102.7%	+ 4.5%	98.1%	101.5%	+ 3.5%
Days on Market Until Sale	41	17	- 58.5%	44	19	- 56.8%
Inventory of Homes for Sale	99	32	- 67.7%	--	--	--
Months Supply of Inventory	1.5	0.4	- 73.3%	--	--	--

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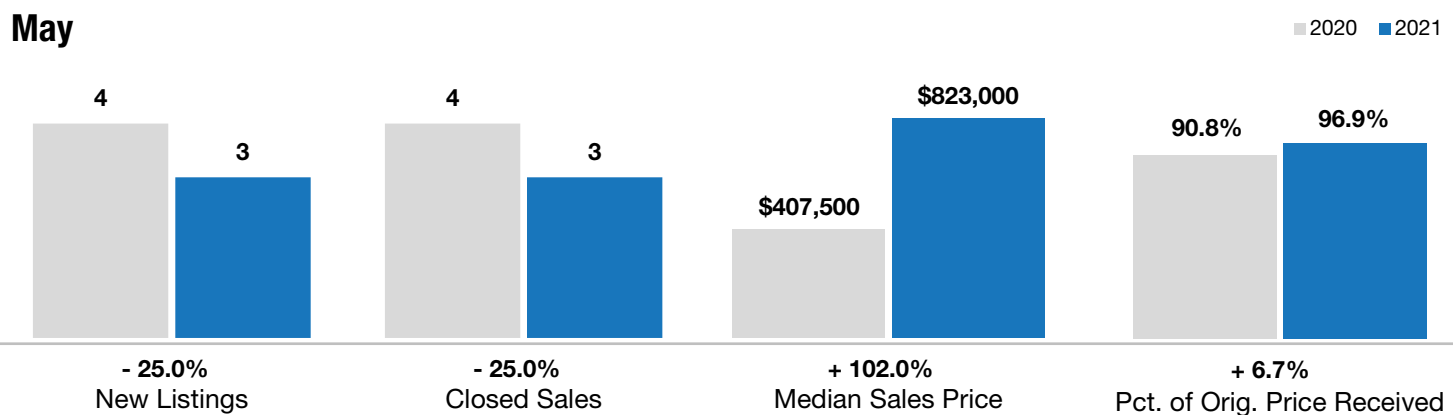
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Lookout Mountain

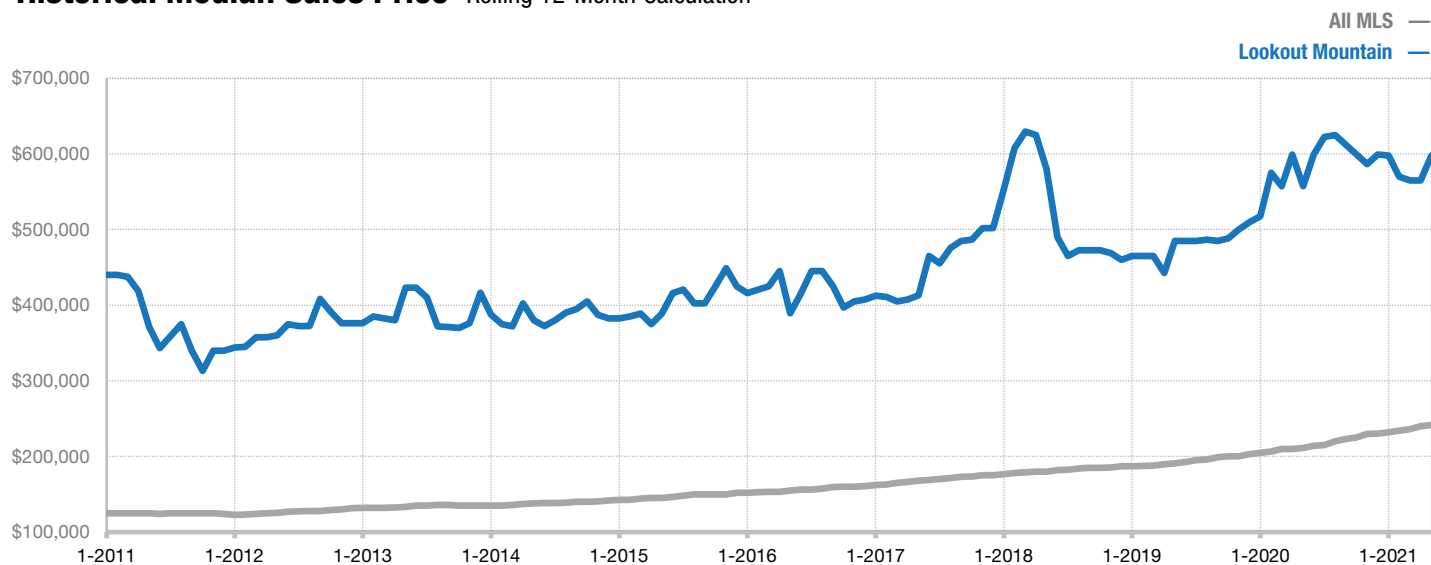
Hamilton County Only

Key Metrics	May			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	4	3	- 25.0%	19	18	- 5.3%
Closed Sales	4	3	- 25.0%	13	16	+ 23.1%
Median Sales Price	\$407,500	\$823,000	+ 102.0%	\$675,000	\$656,250	- 2.8%
Pct. of Orig. Price Received	90.8%	96.9%	+ 6.7%	97.6%	98.4%	+ 0.8%
Days on Market Until Sale	88	18	- 79.5%	57	8	- 86.0%
Inventory of Homes for Sale	9	6	- 33.3%	--	--	--
Months Supply of Inventory	2.0	1.9	- 5.0%	--	--	--

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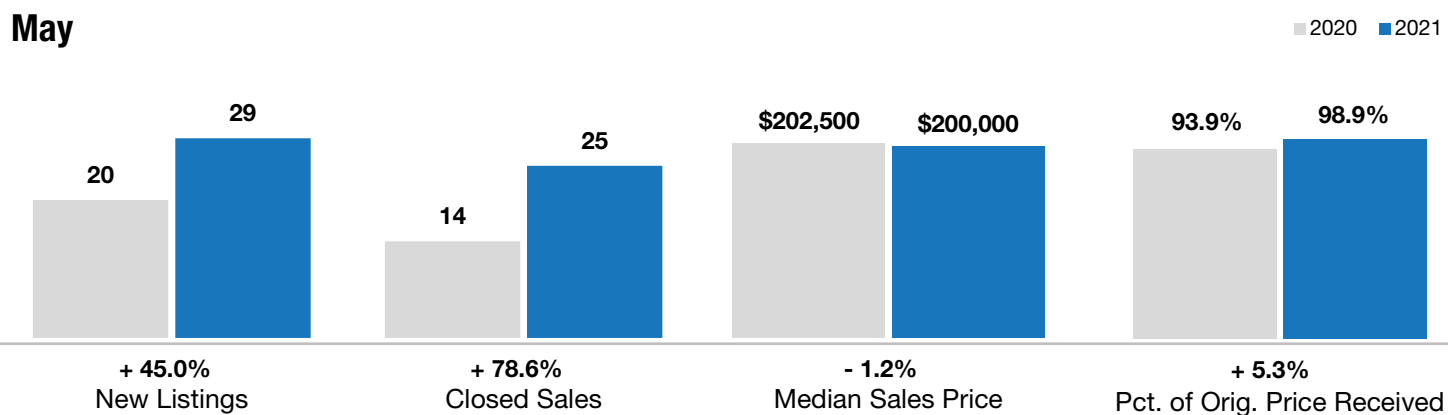


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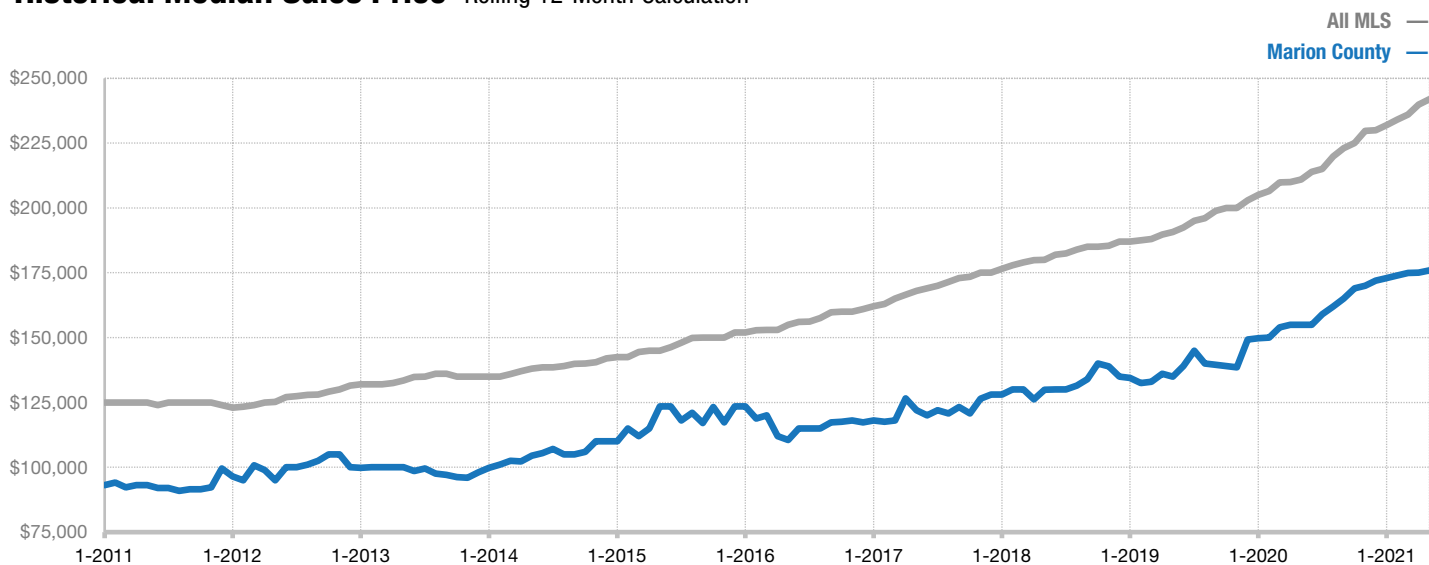
Marion County

Key Metrics	May			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	20	29	+ 45.0%	97	111	+ 14.4%
Closed Sales	14	25	+ 78.6%	78	88	+ 12.8%
Median Sales Price	\$202,500	\$200,000	- 1.2%	\$161,800	\$181,000	+ 11.9%
Pct. of Orig. Price Received	93.9%	98.9%	+ 5.3%	95.5%	94.6%	- 0.9%
Days on Market Until Sale	85	29	- 65.9%	64	50	- 21.9%
Inventory of Homes for Sale	72	21	- 70.8%	--	--	--
Months Supply of Inventory	4.5	1.1	- 75.6%	--	--	--

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 – May 2021

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®

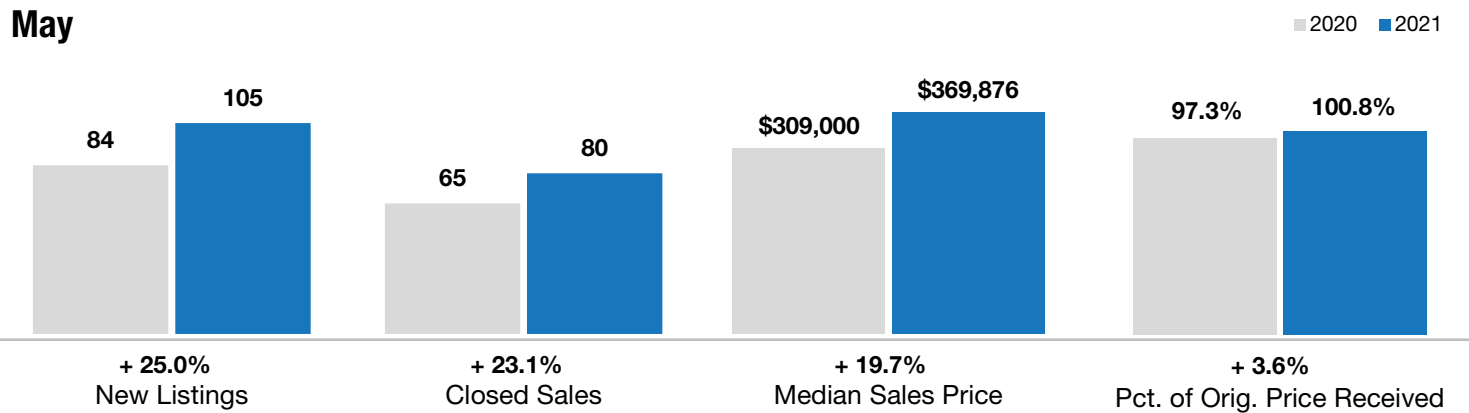


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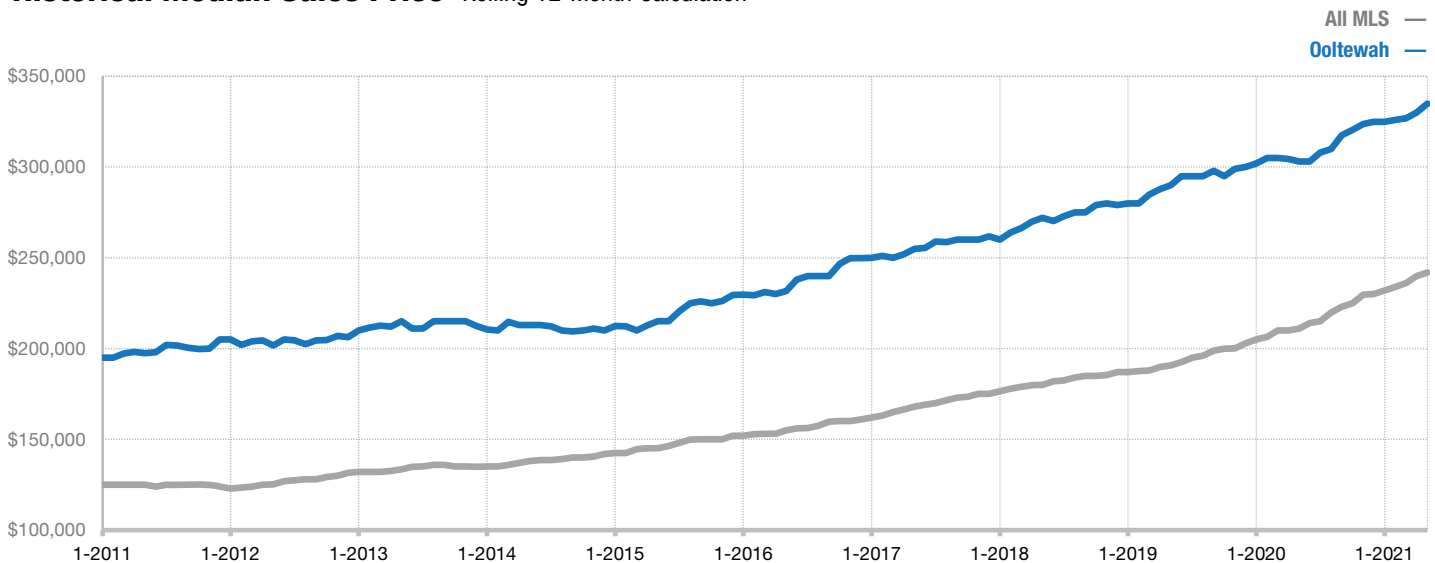
Ooltewah

Key Metrics	May			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	84	105	+ 25.0%	436	414	- 5.0%
Closed Sales	65	80	+ 23.1%	319	383	+ 20.1%
Median Sales Price	\$309,000	\$369,876	+ 19.7%	\$309,000	\$350,000	+ 13.3%
Pct. of Orig. Price Received	97.3%	100.8%	+ 3.6%	97.4%	100.1%	+ 2.8%
Days on Market Until Sale	53	19	- 64.2%	69	34	- 50.7%
Inventory of Homes for Sale	206	64	- 68.9%	--	--	--
Months Supply of Inventory	2.8	0.7	- 75.0%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – May 2021

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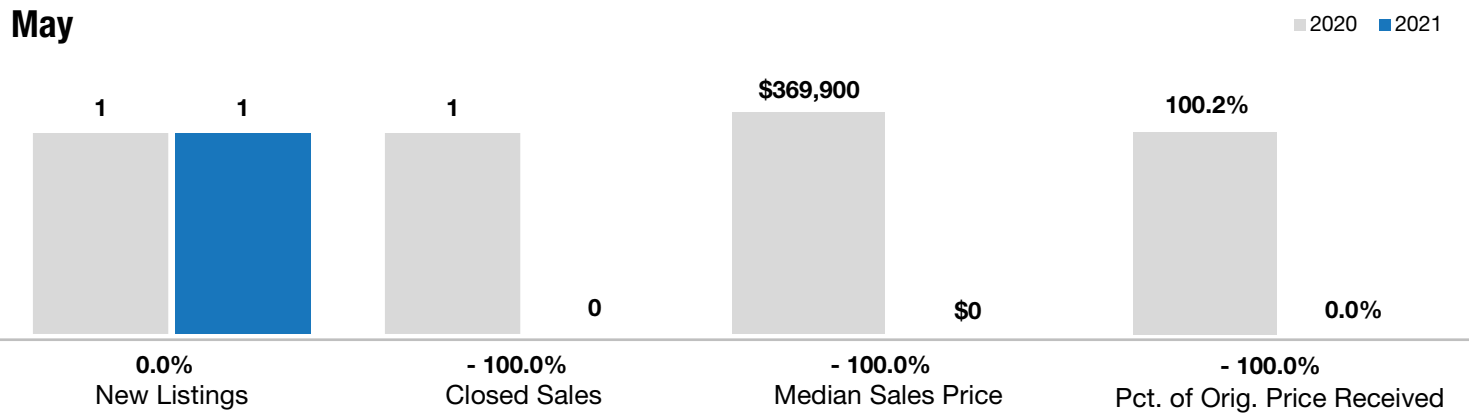


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Red Bank

Key Metrics	May			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	1	1	0.0%	3	4	+ 33.3%
Closed Sales	1	0	- 100.0%	6	3	- 50.0%
Median Sales Price	\$369,900	\$0	- 100.0%	\$260,450	\$215,000	- 17.5%
Pct. of Orig. Price Received	100.2%	0.0%	- 100.0%	94.4%	99.7%	+ 5.6%
Days on Market Until Sale	31	0	- 100.0%	153	122	- 20.3%
Inventory of Homes for Sale	3	0	- 100.0%	--	--	--
Months Supply of Inventory	1.3	0	- 100.0%	--	--	--

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



Local Market Update – May 2021

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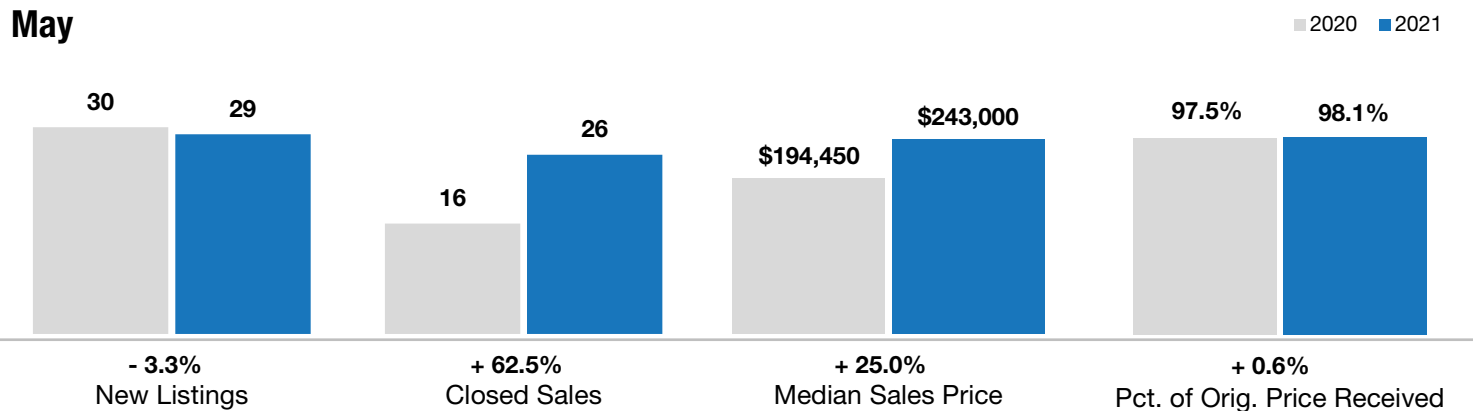


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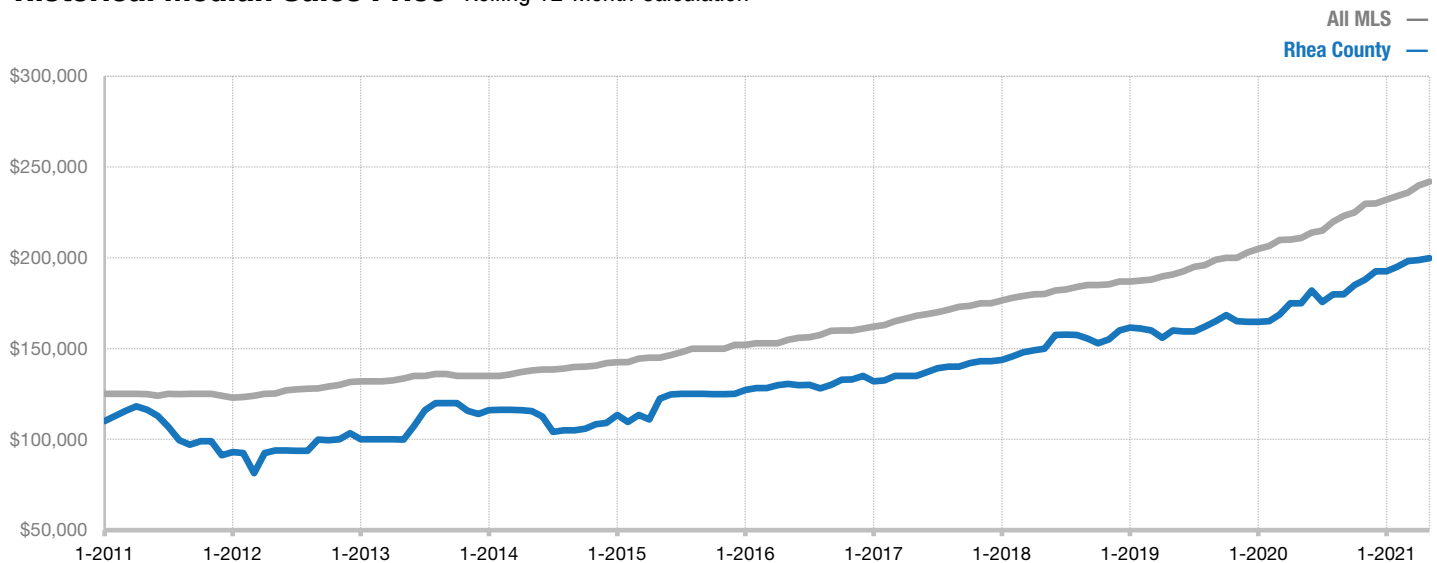
Rhea County

Key Metrics	May			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	30	29	- 3.3%	112	133	+ 18.8%
Closed Sales	16	26	+ 62.5%	85	118	+ 38.8%
Median Sales Price	\$194,450	\$243,000	+ 25.0%	\$186,000	\$209,000	+ 12.4%
Pct. of Orig. Price Received	97.5%	98.1%	+ 0.6%	95.5%	96.7%	+ 1.3%
Days on Market Until Sale	75	37	- 50.7%	66	46	- 30.3%
Inventory of Homes for Sale	59	38	- 35.6%	--	--	--
Months Supply of Inventory	2.8	1.6	- 42.9%	--	--	--

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 – May 2021

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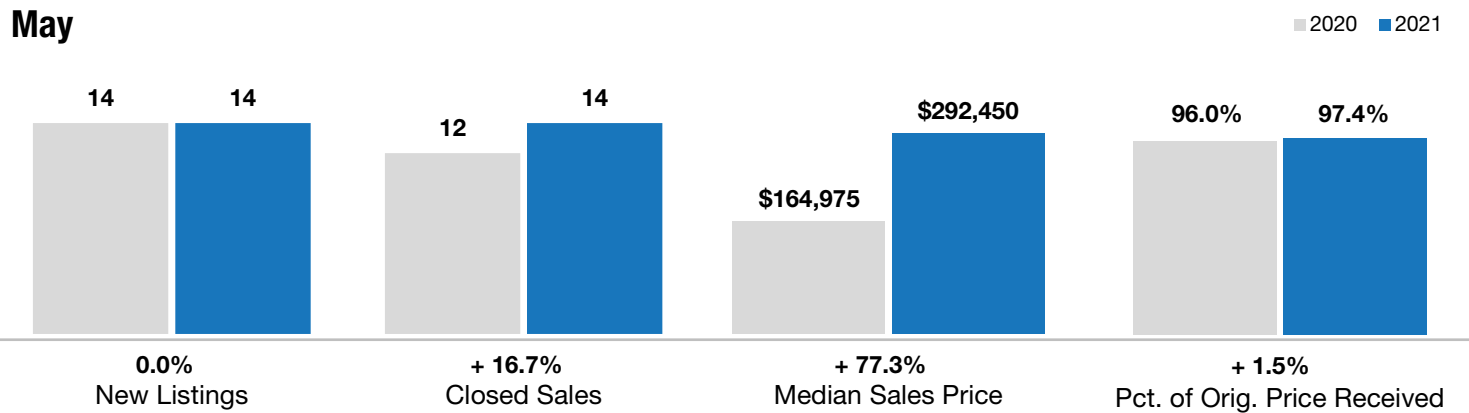


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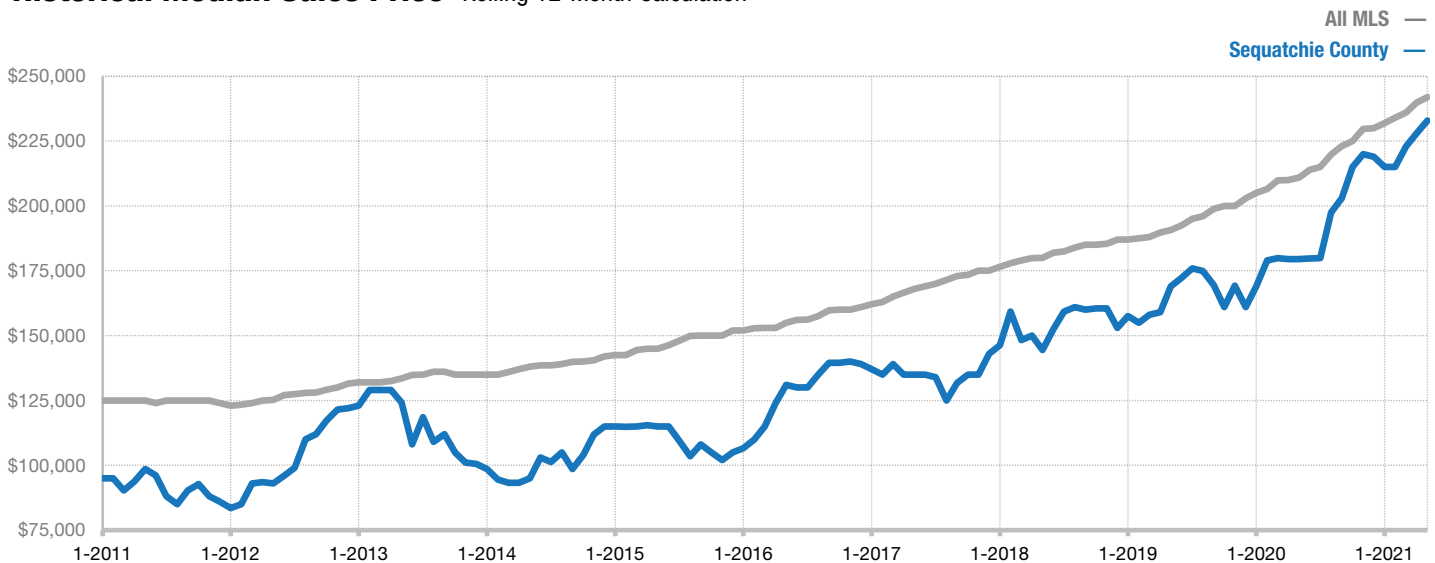
Sequatchie County

Key Metrics	May			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	14	14	0.0%	80	114	+ 42.5%
Closed Sales	12	14	+ 16.7%	68	84	+ 23.5%
Median Sales Price	\$164,975	\$292,450	+ 77.3%	\$190,000	\$271,500	+ 42.9%
Pct. of Orig. Price Received	96.0%	97.4%	+ 1.5%	94.0%	98.4%	+ 4.7%
Days on Market Until Sale	57	25	- 56.1%	75	34	- 54.7%
Inventory of Homes for Sale	40	24	- 40.0%	--	--	--
Months Supply of Inventory	3.3	1.3	- 60.6%	--	--	--

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 – May 2021

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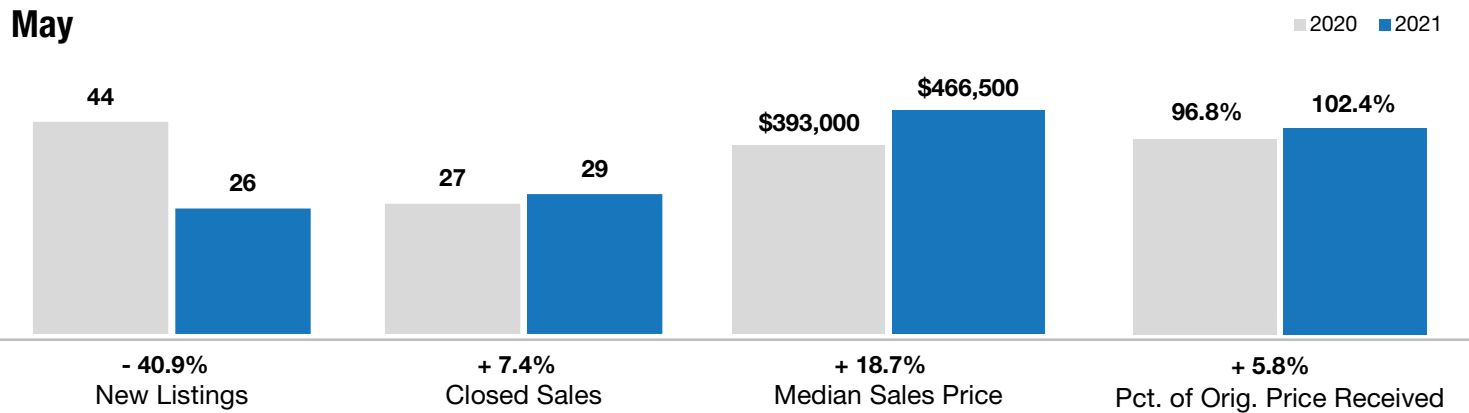
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Signal Mountain

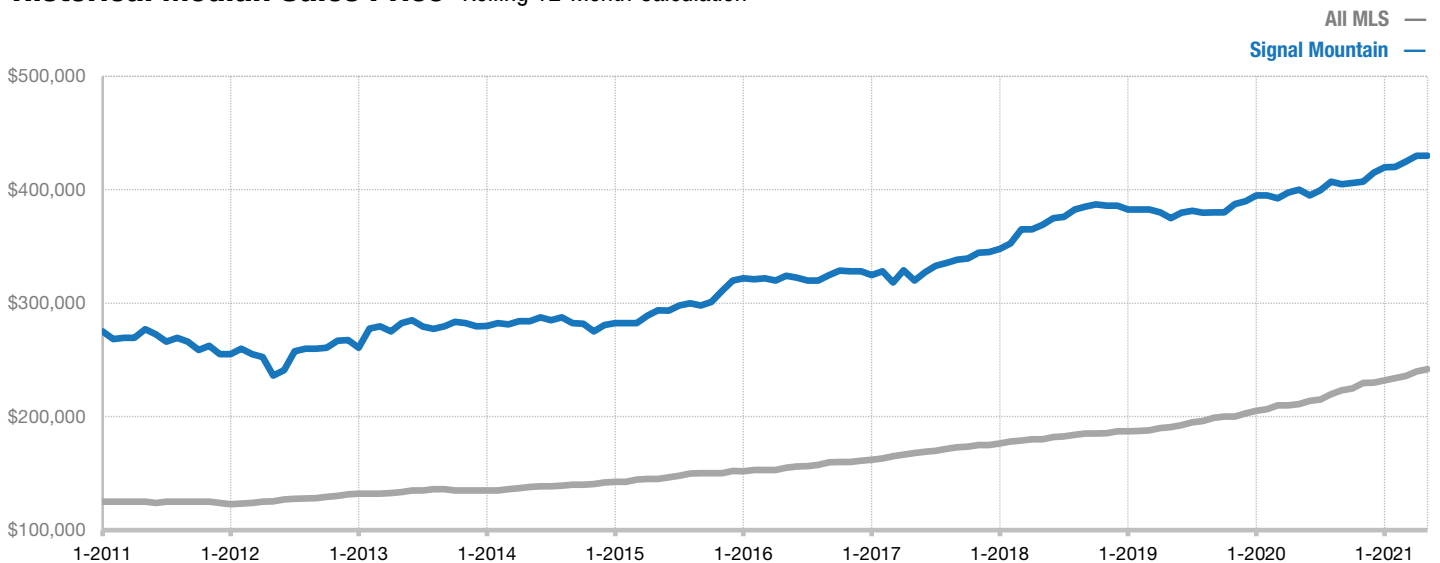
Hamilton County Only

Key Metrics	May			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	44	26	- 40.9%	141	144	+ 2.1%
Closed Sales	27	29	+ 7.4%	95	113	+ 18.9%
Median Sales Price	\$393,000	\$466,500	+ 18.7%	\$382,000	\$460,000	+ 20.4%
Pct. of Orig. Price Received	96.8%	102.4%	+ 5.8%	95.8%	99.5%	+ 3.9%
Days on Market Until Sale	41	7	- 82.9%	60	37	- 38.3%
Inventory of Homes for Sale	75	16	- 78.7%	--	--	--
Months Supply of Inventory	3.3	0.5	- 84.8%	--	--	--

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 – May 2021

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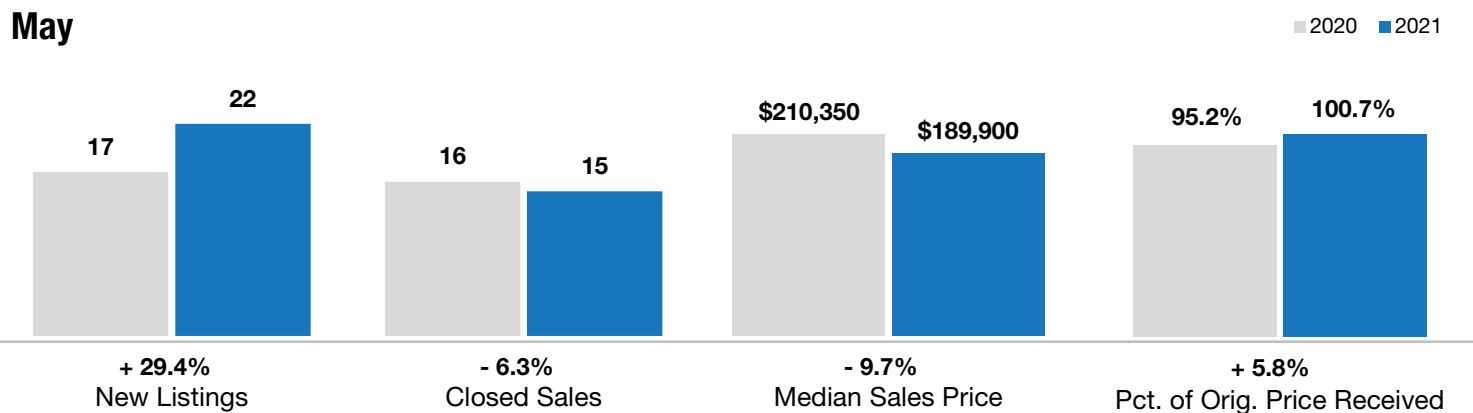
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St. Elmo / High Park / Avondale

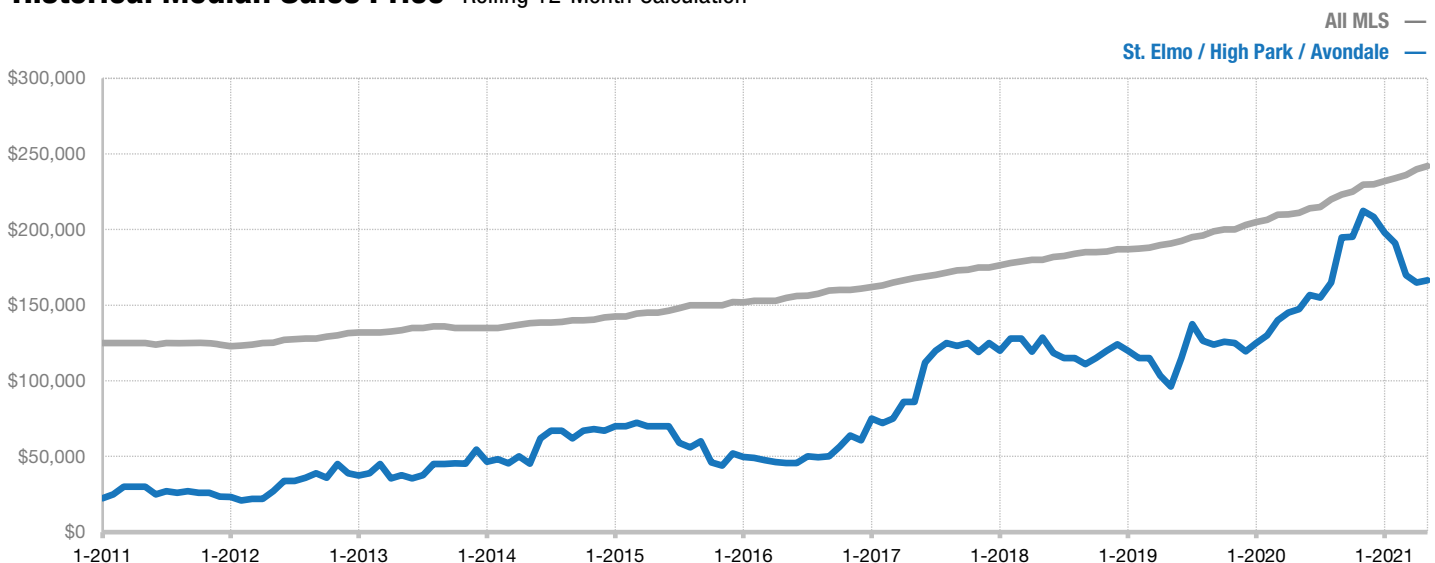
ZIP Codes: 37407, 37409 and 37410

Key Metrics	May			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	17	22	+ 29.4%	83	106	+ 27.7%
Closed Sales	16	15	- 6.3%	59	83	+ 40.7%
Median Sales Price	\$210,350	\$189,900	- 9.7%	\$187,500	\$155,000	- 17.3%
Pct. of Orig. Price Received	95.2%	100.7%	+ 5.8%	93.2%	97.6%	+ 4.7%
Days on Market Until Sale	15	16	+ 6.7%	33	21	- 36.4%
Inventory of Homes for Sale	24	15	- 37.5%	--	--	--
Months Supply of Inventory	1.7	1.1	- 35.3%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – May 2021

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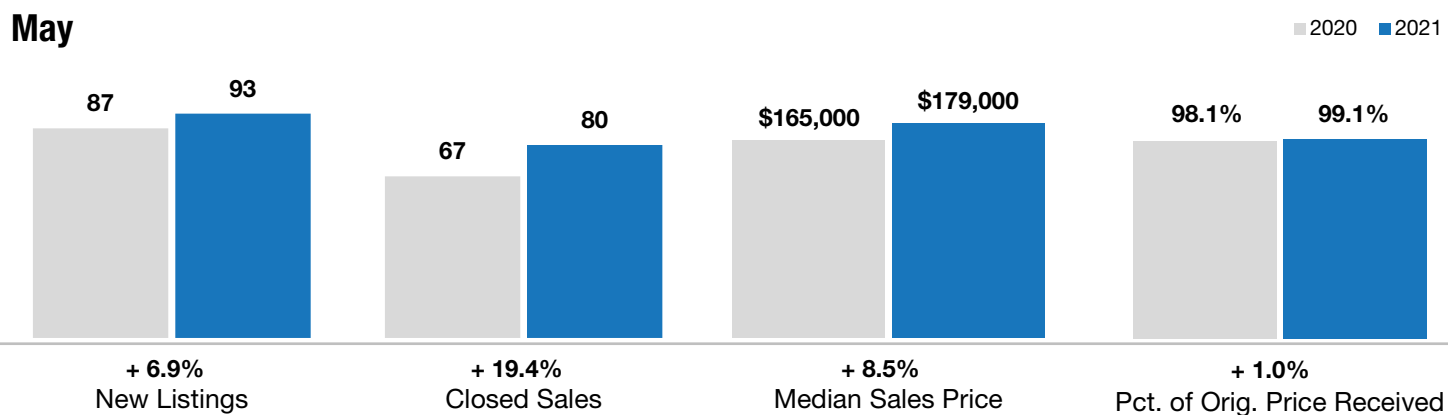


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Walker County

Key Metrics	May			YTD		
	2020	2021	Percent Change	2020	2021	Percent Change
New Listings	87	93	+ 6.9%	399	441	+ 10.5%
Closed Sales	67	80	+ 19.4%	317	374	+ 18.0%
Median Sales Price	\$165,000	\$179,000	+ 8.5%	\$150,000	\$175,000	+ 16.7%
Pct. of Orig. Price Received	98.1%	99.1%	+ 1.0%	95.1%	97.3%	+ 2.3%
Days on Market Until Sale	31	17	- 45.2%	52	28	- 46.2%
Inventory of Homes for Sale	144	80	- 44.4%	--	--	--
Months Supply of Inventory	2.1	1.0	- 52.4%	--	--	--

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

