

Local Market Update – November 2020

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



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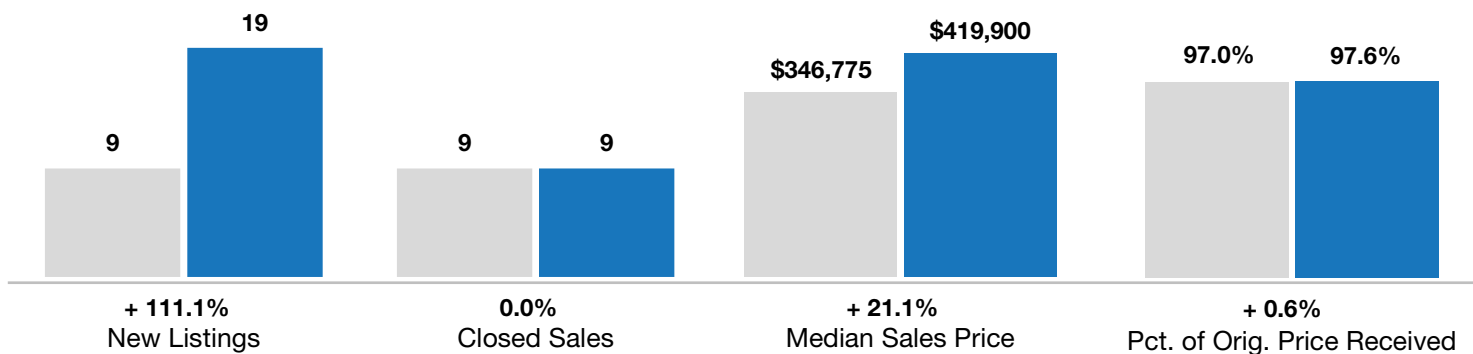
Apison

Key Metrics	November			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	9	19	+ 111.1%	124	145	+ 16.9%
Closed Sales	9	9	0.0%	91	112	+ 23.1%
Median Sales Price	\$346,775	\$419,900	+ 21.1%	\$343,650	\$355,000	+ 3.3%
Pct. of Orig. Price Received	97.0%	97.6%	+ 0.6%	97.1%	97.8%	+ 0.7%
Days on Market Until Sale	111	94	- 15.3%	90	92	+ 2.2%
Inventory of Homes for Sale	40	19	- 52.5%	--	--	--
Months Supply of Inventory	4.6	1.6	- 65.2%	--	--	--

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

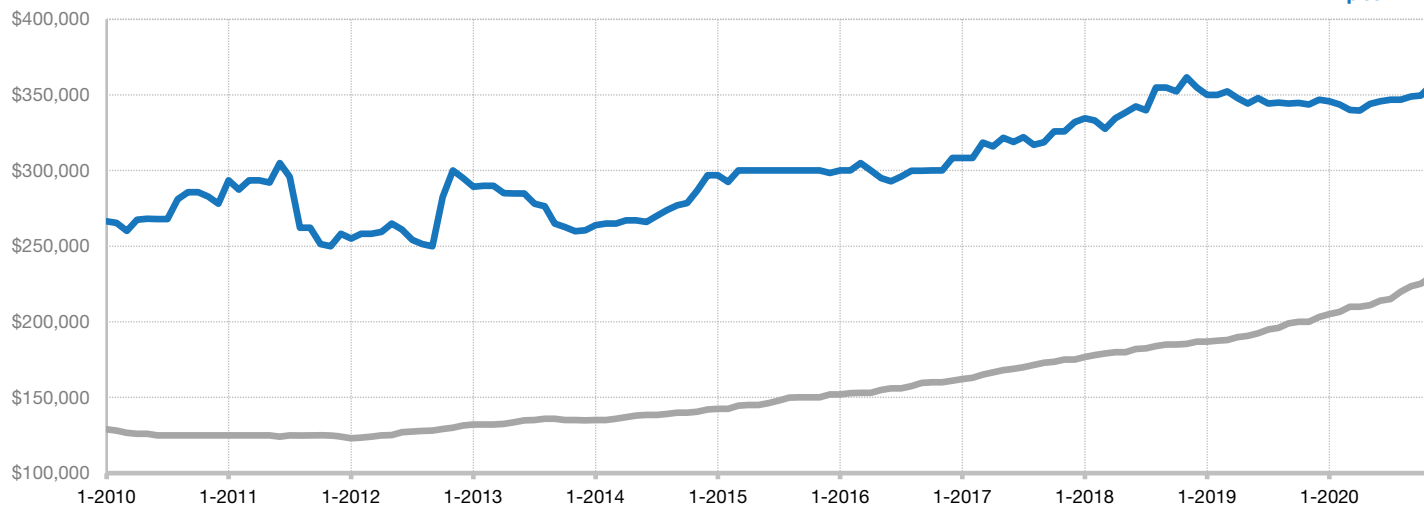
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Historical Median Sales Price Rolling 12-Month Calculation

— All MLS
— Apison



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Bakewell / Lakesite / Sale Creek / Soddy

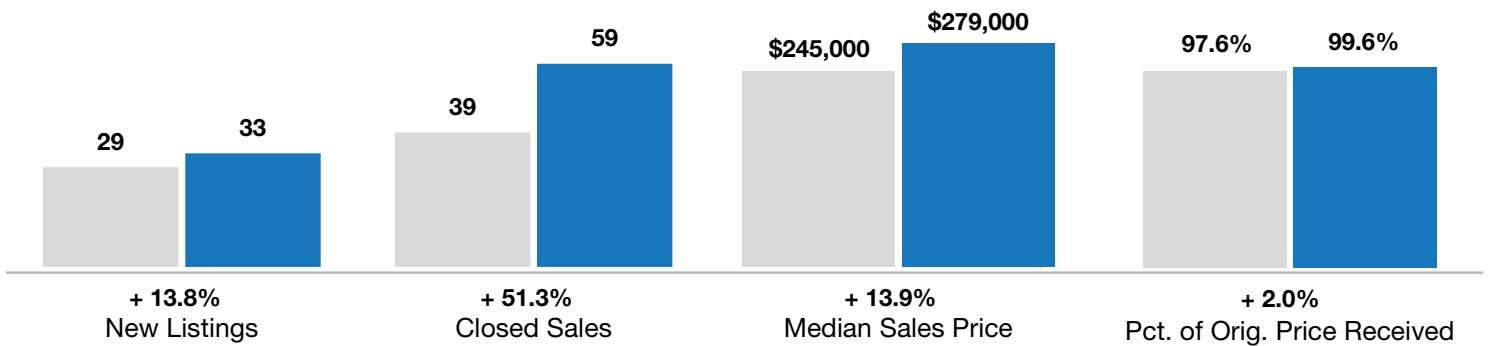
ZIP Codes: 37379 and 37384

Key Metrics	November			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	29	33	+ 13.8%	554	570	+ 2.9%
Closed Sales	39	59	+ 51.3%	454	506	+ 11.5%
Median Sales Price	\$245,000	\$279,000	+ 13.9%	\$225,000	\$255,000	+ 13.3%
Pct. of Orig. Price Received	97.6%	99.6%	+ 2.0%	96.9%	98.5%	+ 1.7%
Days on Market Until Sale	48	23	- 52.1%	49	36	- 26.5%
Inventory of Homes for Sale	97	53	- 45.4%	--	--	--
Months Supply of Inventory	2.4	1.2	- 50.0%	--	--	--

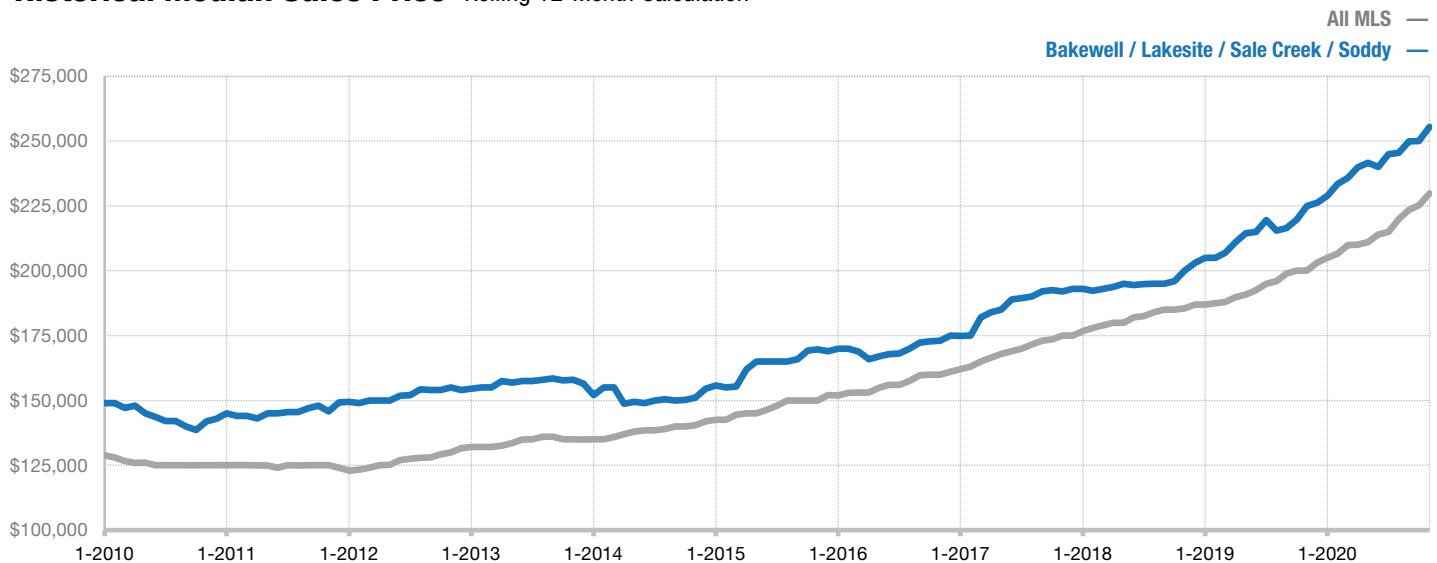
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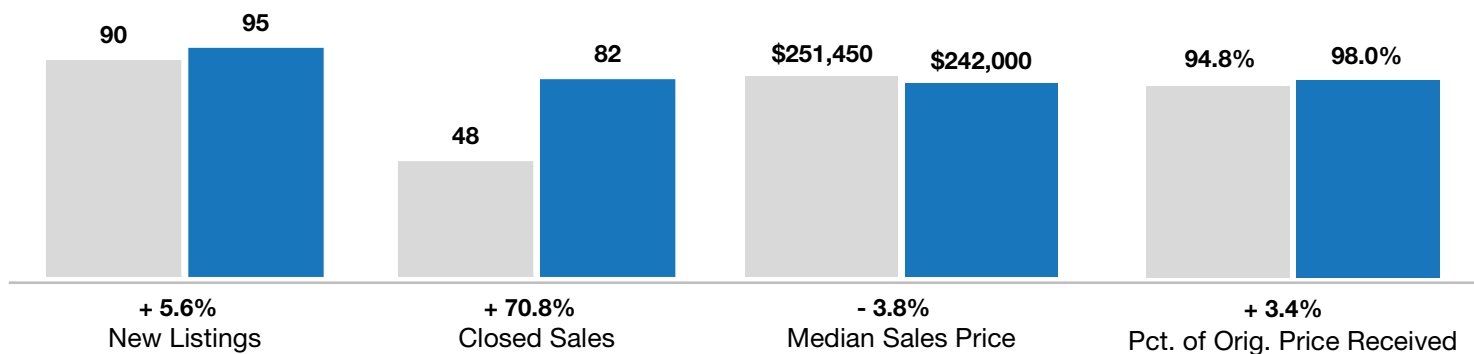
Bradley County

Key Metrics	November			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	90	95	+ 5.6%	1,186	1,175	- 0.9%
Closed Sales	48	82	+ 70.8%	831	996	+ 19.9%
Median Sales Price	\$251,450	\$242,000	- 3.8%	\$210,000	\$220,000	+ 4.8%
Pct. of Orig. Price Received	94.8%	98.0%	+ 3.4%	96.4%	97.5%	+ 1.1%
Days on Market Until Sale	55	24	- 56.4%	41	37	- 9.8%
Inventory of Homes for Sale	230	111	- 51.7%	--	--	--
Months Supply of Inventory	2.9	1.1	- 62.1%	--	--	--

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

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Brainerd

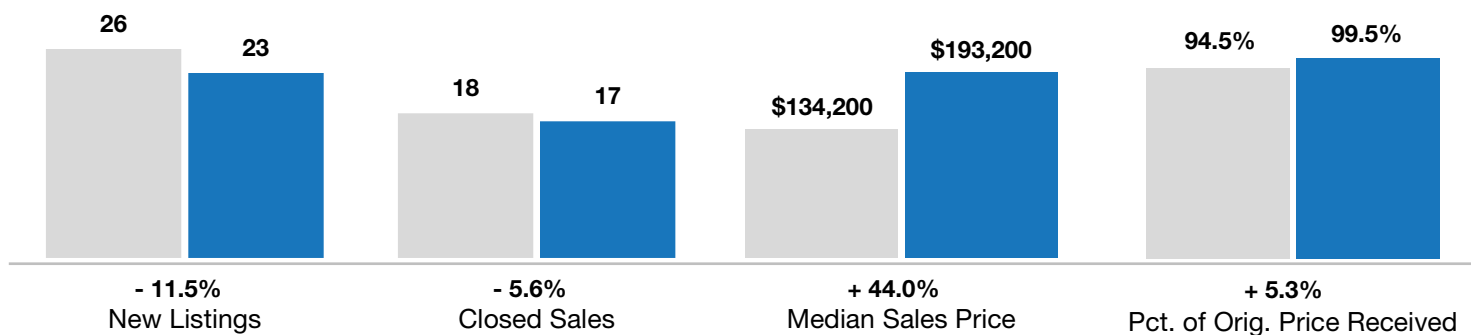
Includes the Ridgeside Community

Key Metrics	November			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	26	23	- 11.5%	326	295	- 9.5%
Closed Sales	18	17	- 5.6%	264	246	- 6.8%
Median Sales Price	\$134,200	\$193,200	+ 44.0%	\$135,250	\$168,750	+ 24.8%
Pct. of Orig. Price Received	94.5%	99.5%	+ 5.3%	95.1%	97.9%	+ 2.9%
Days on Market Until Sale	28	17	- 39.3%	39	25	- 35.9%
Inventory of Homes for Sale	57	33	- 42.1%	--	--	--
Months Supply of Inventory	2.5	1.5	- 40.0%	--	--	--

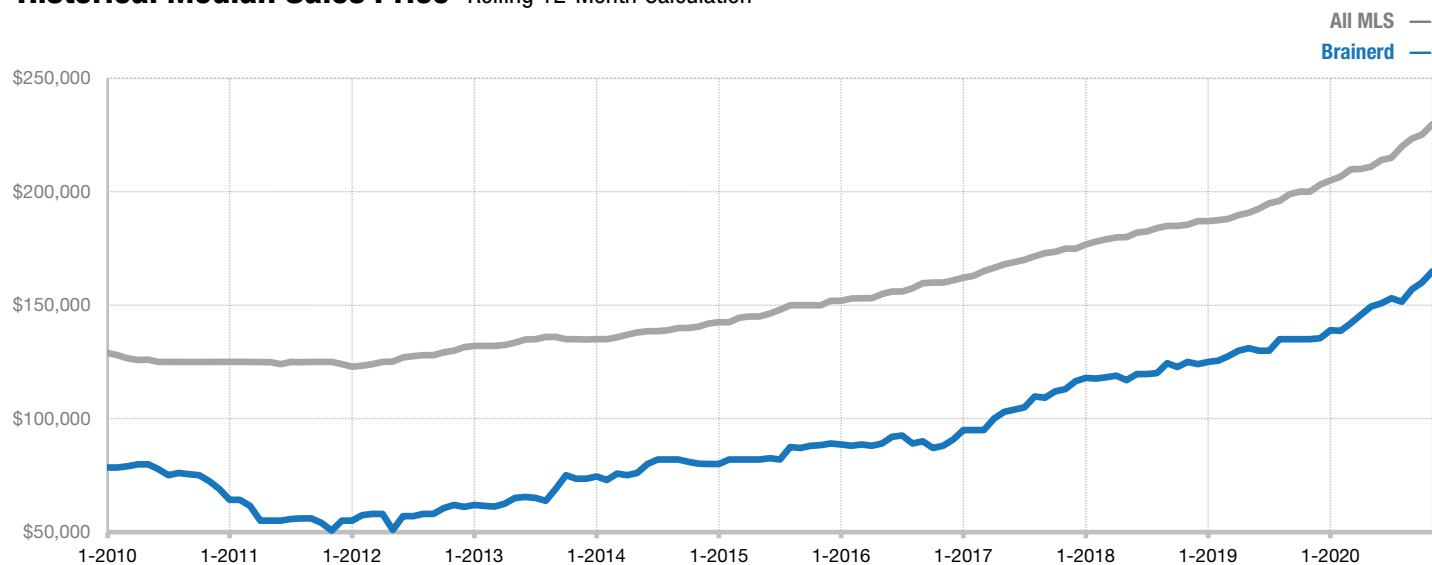
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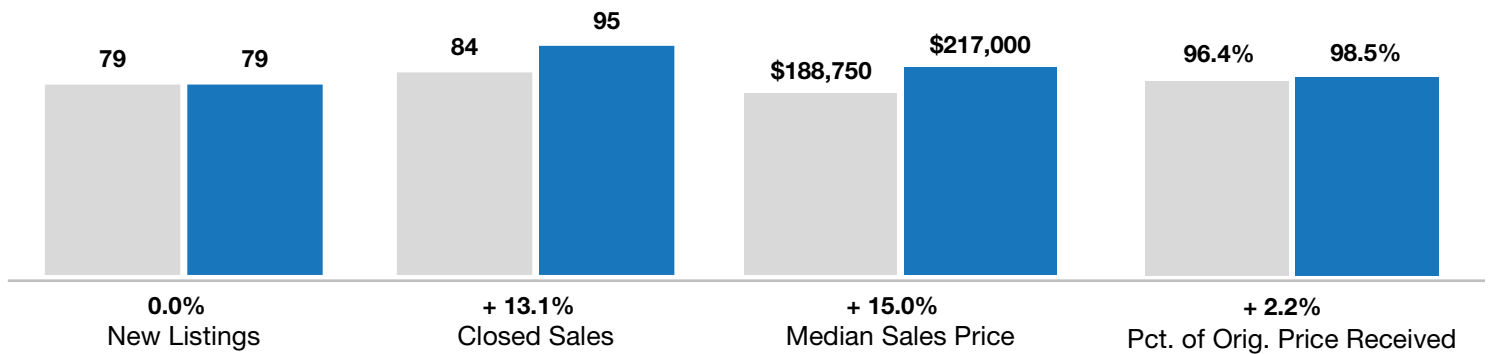
Catoosa County

Key Metrics	November			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	79	79	0.0%	1,190	1,174	- 1.3%
Closed Sales	84	95	+ 13.1%	954	1,025	+ 7.4%
Median Sales Price	\$188,750	\$217,000	+ 15.0%	\$185,000	\$207,000	+ 11.9%
Pct. of Orig. Price Received	96.4%	98.5%	+ 2.2%	96.7%	97.5%	+ 0.8%
Days on Market Until Sale	43	24	- 44.2%	43	38	- 11.6%
Inventory of Homes for Sale	209	99	- 52.6%	--	--	--
Months Supply of Inventory	2.5	1.1	- 56.0%	--	--	--

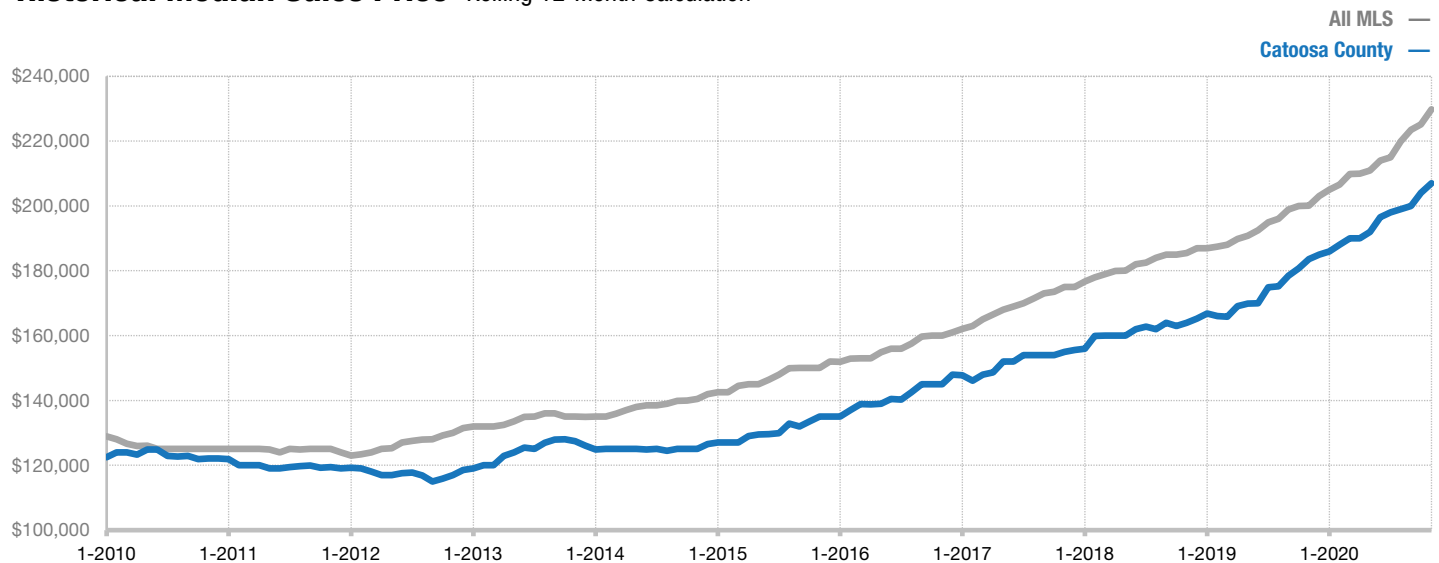
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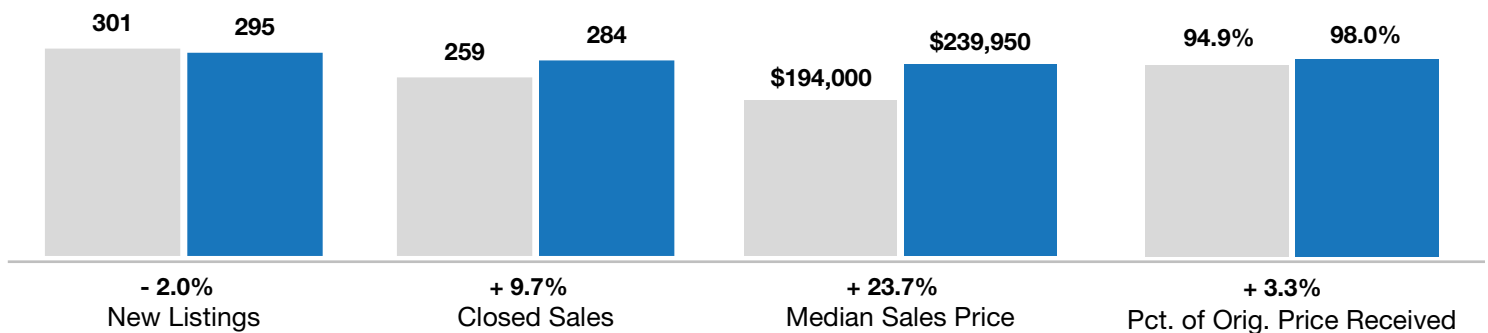
Chattanooga

Key Metrics	November			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	301	295	- 2.0%	4,305	3,957	- 8.1%
Closed Sales	259	284	+ 9.7%	3,191	3,224	+ 1.0%
Median Sales Price	\$194,000	\$239,950	+ 23.7%	\$193,000	\$230,000	+ 19.2%
Pct. of Orig. Price Received	94.9%	98.0%	+ 3.3%	95.6%	97.6%	+ 2.1%
Days on Market Until Sale	46	25	- 45.7%	43	38	- 11.6%
Inventory of Homes for Sale	835	451	- 46.0%	--	--	--
Months Supply of Inventory	2.7	1.2	- 55.6%	--	--	--

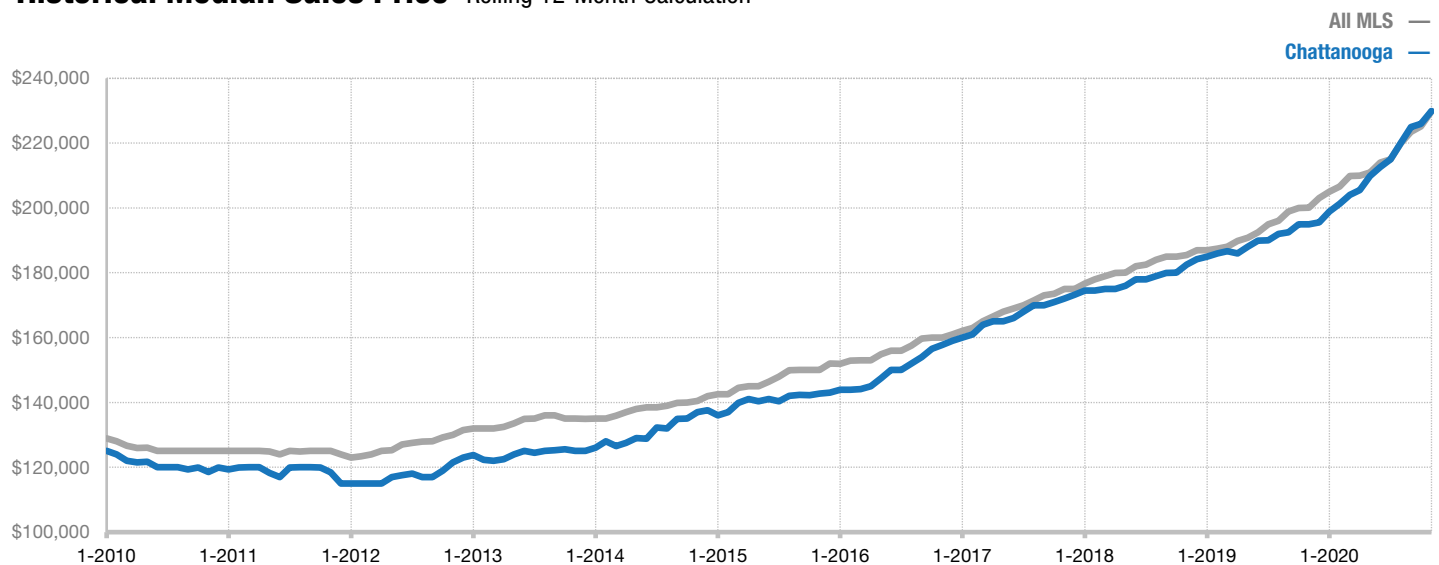
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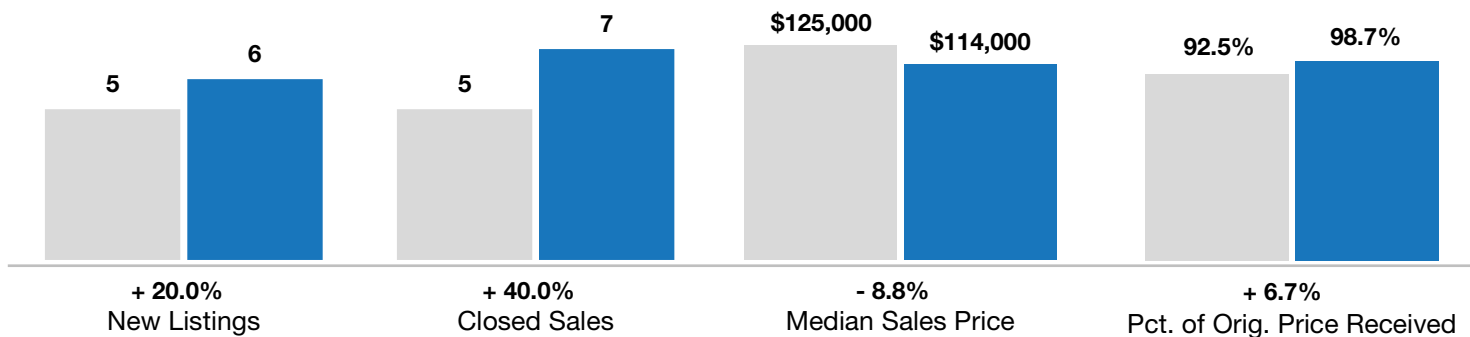
Chattooga County

Key Metrics	November			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	5	6	+ 20.0%	85	99	+ 16.5%
Closed Sales	5	7	+ 40.0%	65	91	+ 40.0%
Median Sales Price	\$125,000	\$114,000	- 8.8%	\$115,000	\$114,909	- 0.1%
Pct. of Orig. Price Received	92.5%	98.7%	+ 6.7%	92.8%	95.0%	+ 2.4%
Days on Market Until Sale	90	16	- 82.2%	59	39	- 33.9%
Inventory of Homes for Sale	20	10	- 50.0%	--	--	--
Months Supply of Inventory	3.3	1.3	- 60.6%	--	--	--

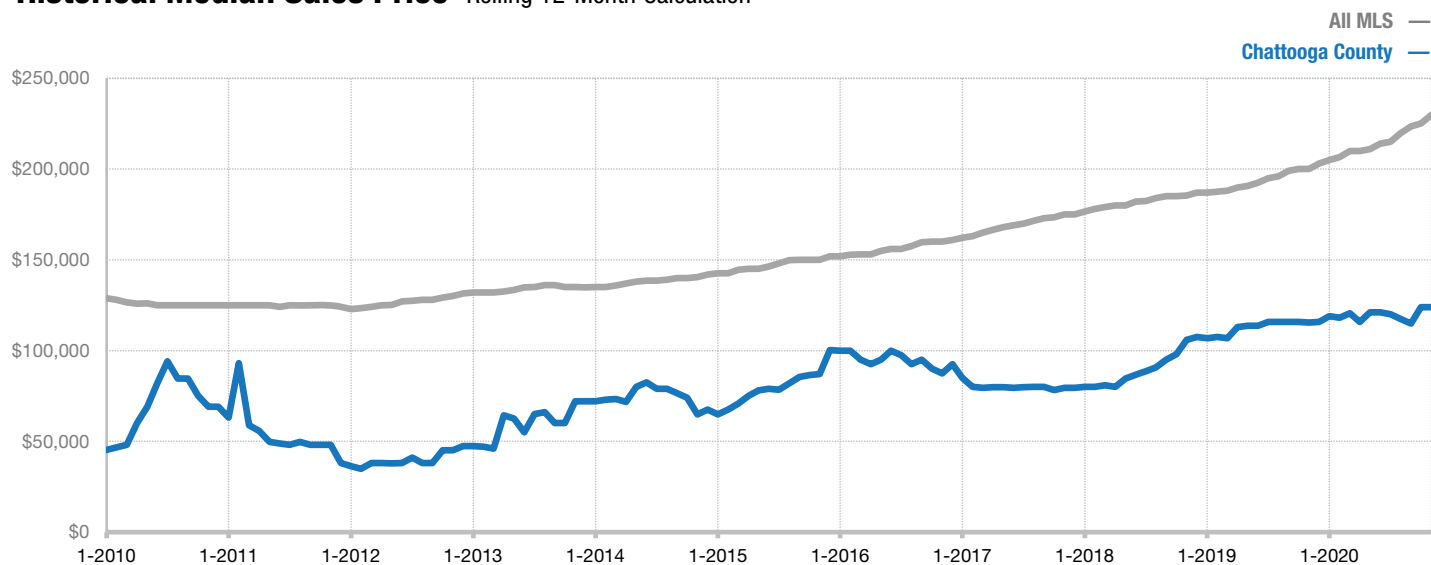
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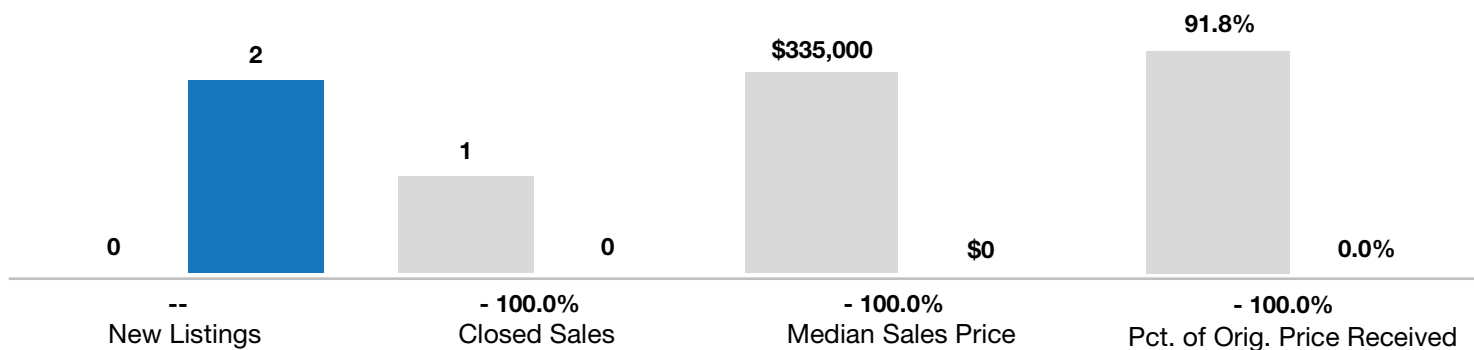
Collegedale

Key Metrics	November			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	0	2	--	1	4	+ 300.0%
Closed Sales	1	0	- 100.0%	1	0	- 100.0%
Median Sales Price	\$335,000	\$0	- 100.0%	\$335,000	\$0	- 100.0%
Pct. of Orig. Price Received	91.8%	0	- 100.0%	91.8%	0	- 100.0%
Days on Market Until Sale	53	0	- 100.0%	53	0	- 100.0%
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	\$0	\$0	--	--	--	--

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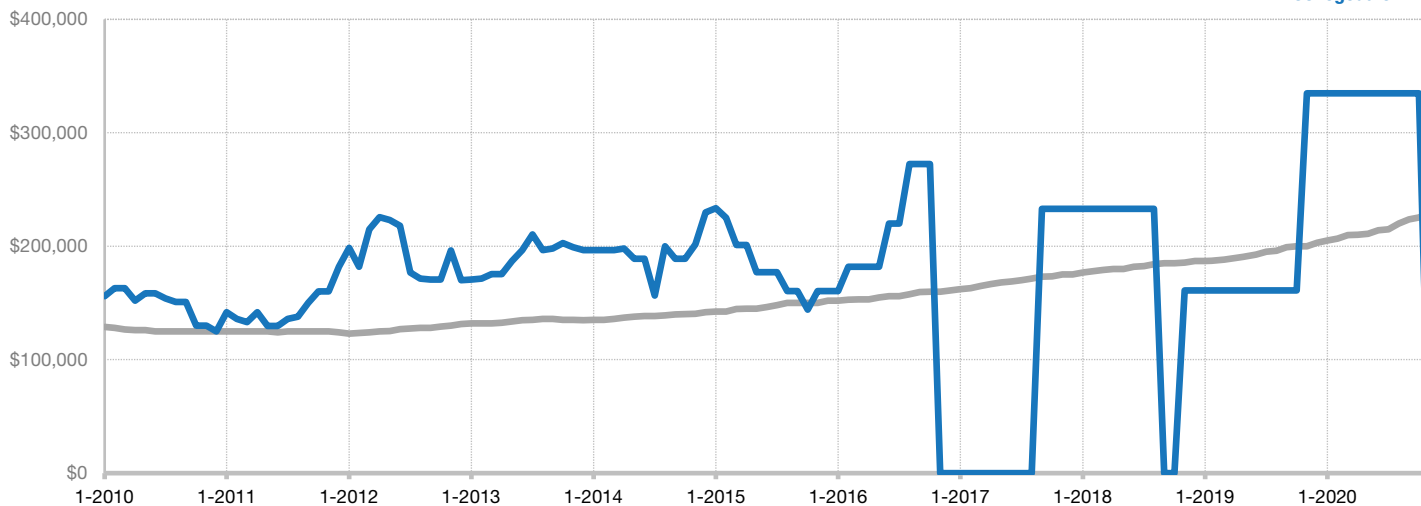
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— All MLS —
— Collegedale —



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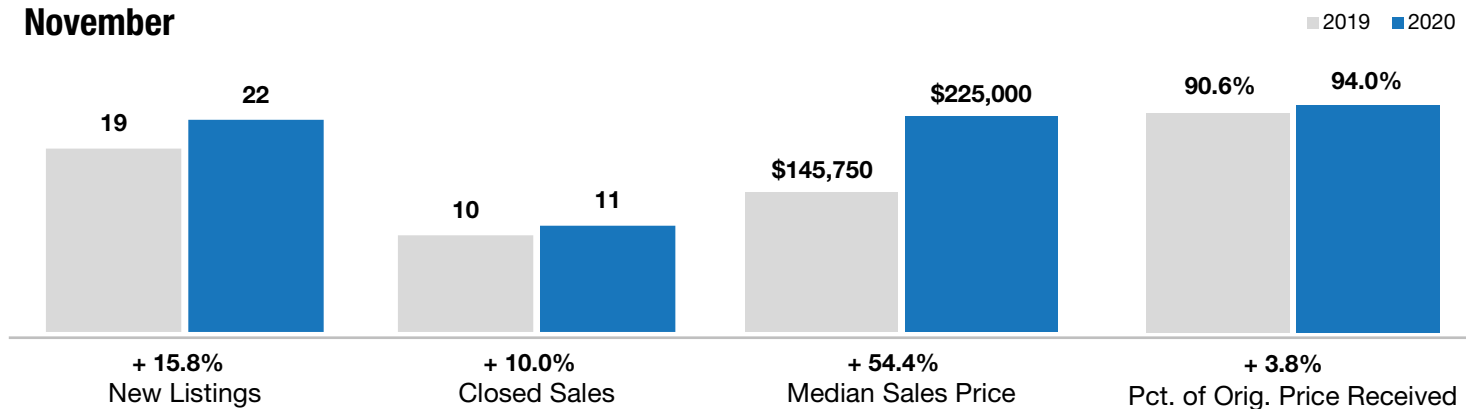
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Dade County

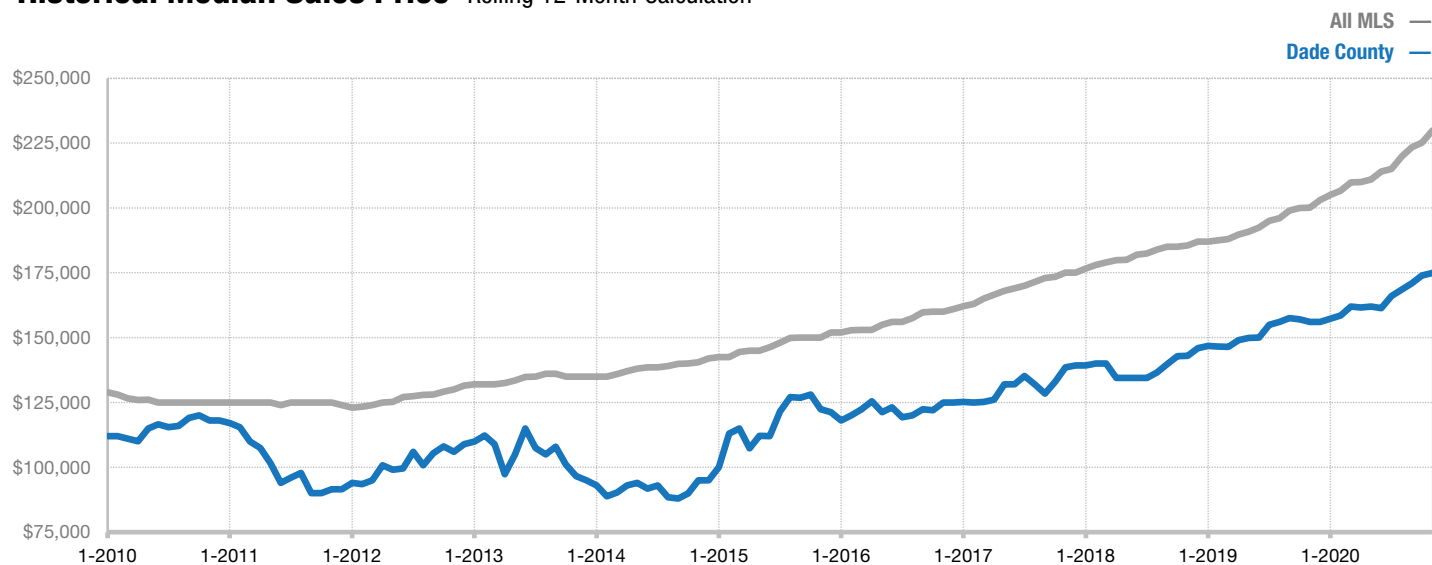
Key Metrics	November			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	19	22	+ 15.8%	194	205	+ 5.7%
Closed Sales	10	11	+ 10.0%	115	140	+ 21.7%
Median Sales Price	\$145,750	\$225,000	+ 54.4%	\$155,000	\$179,500	+ 15.8%
Pct. of Orig. Price Received	90.6%	94.0%	+ 3.8%	92.0%	95.8%	+ 4.1%
Days on Market Until Sale	63	90	+ 42.9%	59	67	+ 13.6%
Inventory of Homes for Sale	70	42	- 40.0%	--	--	--
Months Supply of Inventory	6.8	2.6	- 61.8%	--	--	--

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Downtown Chattanooga

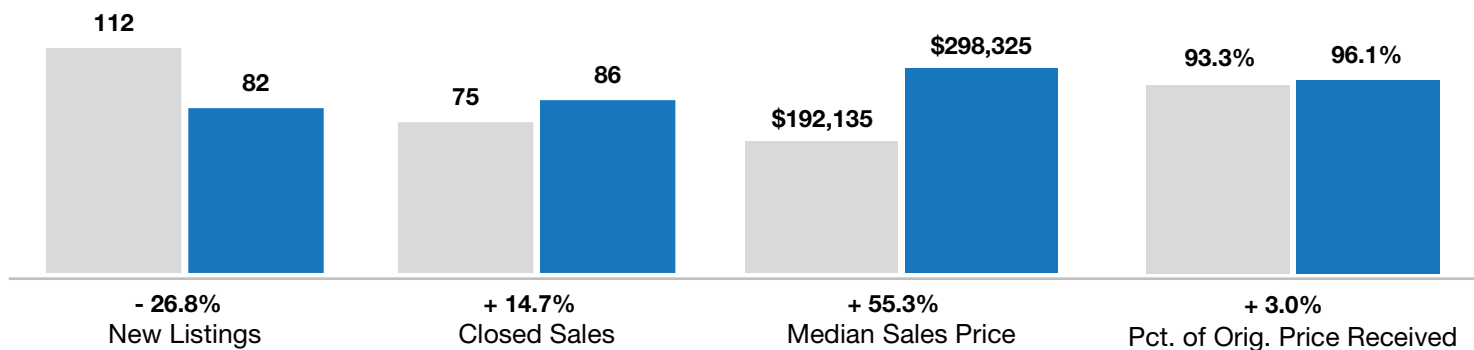
ZIP Codes: 37402, 37403, 37404, 37405, 37406, 37408 and 37450

Key Metrics	November			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	112	82	- 26.8%	1,362	1,341	- 1.5%
Closed Sales	75	86	+ 14.7%	908	968	+ 6.6%
Median Sales Price	\$192,135	\$298,325	+ 55.3%	\$232,000	\$272,400	+ 17.4%
Pct. of Orig. Price Received	93.3%	96.1%	+ 3.0%	93.9%	96.3%	+ 2.6%
Days on Market Until Sale	63	35	- 44.4%	56	51	- 8.9%
Inventory of Homes for Sale	357	229	- 35.9%	--	--	--
Months Supply of Inventory	3.9	1.7	- 56.4%	--	--	--

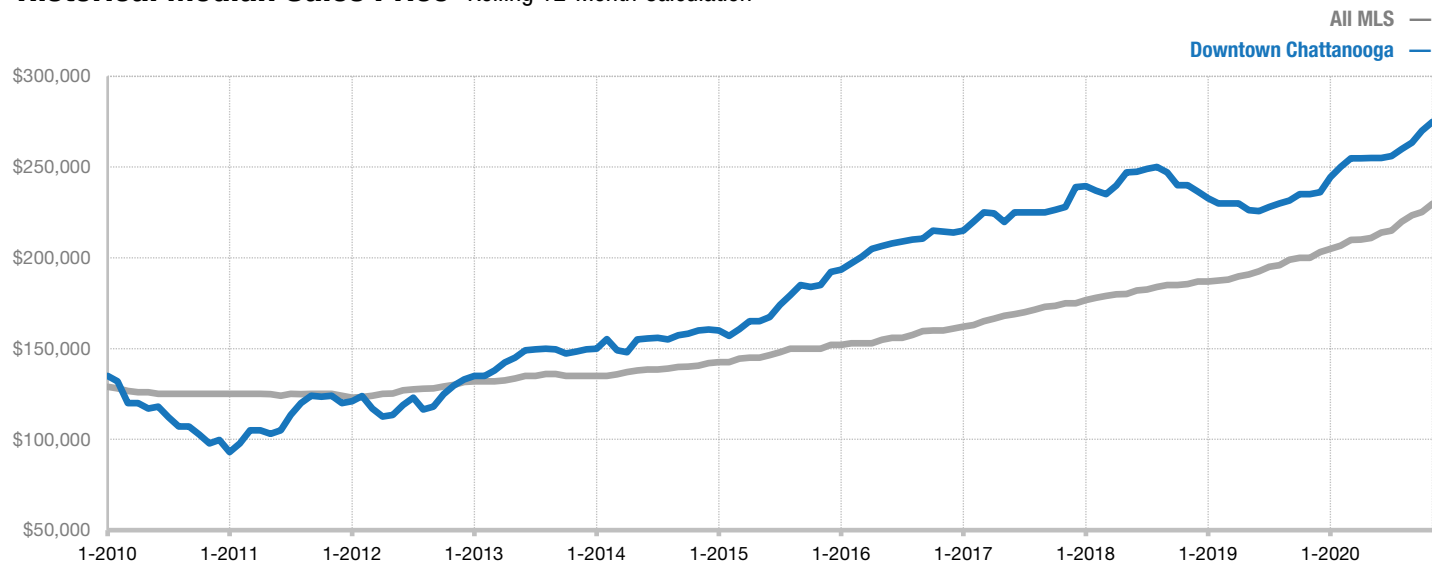
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East Brainerd

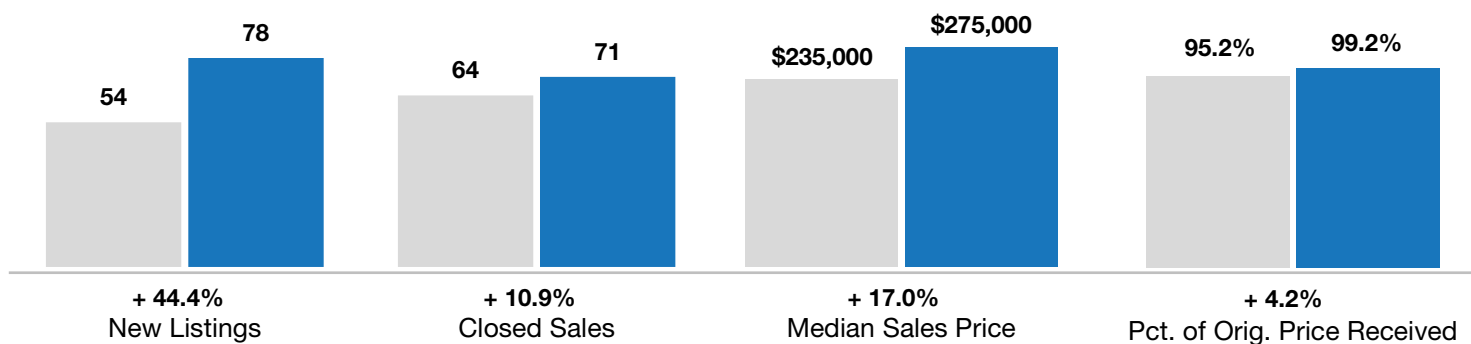
Includes the Cromwell, Dalewood, Eastdale & Tyner Communities

Key Metrics	November			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	54	78	+ 44.4%	945	941	- 0.4%
Closed Sales	64	71	+ 10.9%	763	770	+ 0.9%
Median Sales Price	\$235,000	\$275,000	+ 17.0%	\$228,000	\$250,000	+ 9.6%
Pct. of Orig. Price Received	95.2%	99.2%	+ 4.2%	97.0%	98.3%	+ 1.3%
Days on Market Until Sale	51	25	- 51.0%	40	31	- 22.5%
Inventory of Homes for Sale	148	76	- 48.6%	--	--	--
Months Supply of Inventory	2.2	1.1	- 50.0%	--	--	--

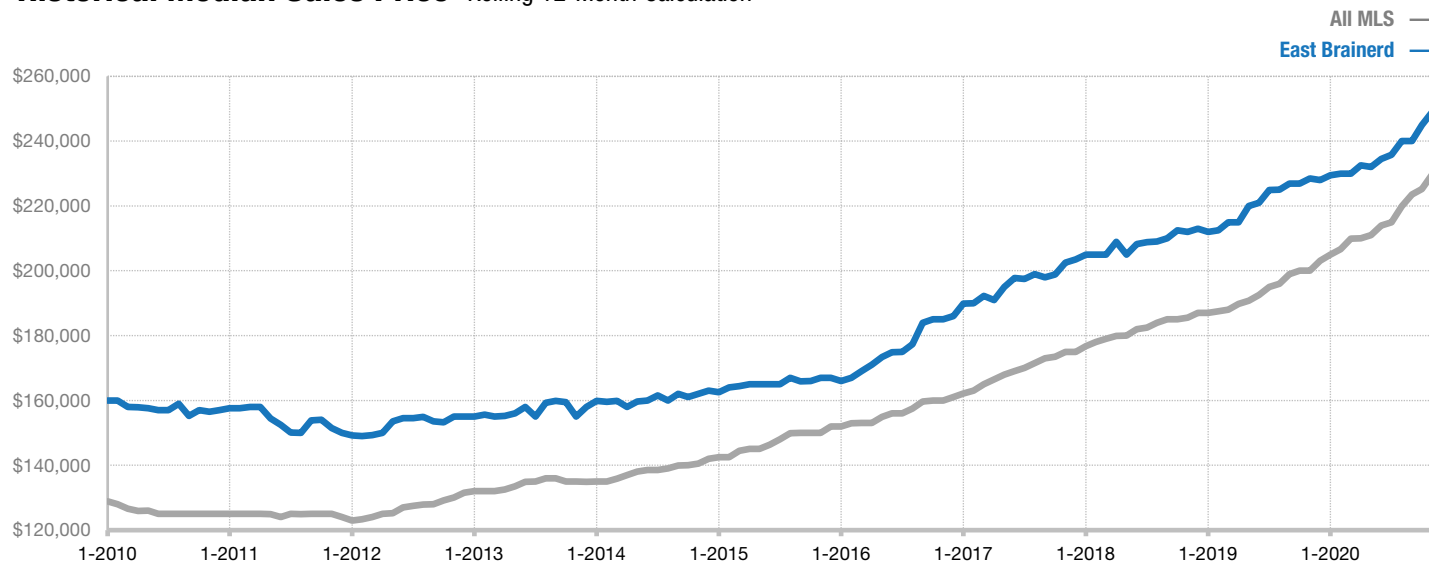
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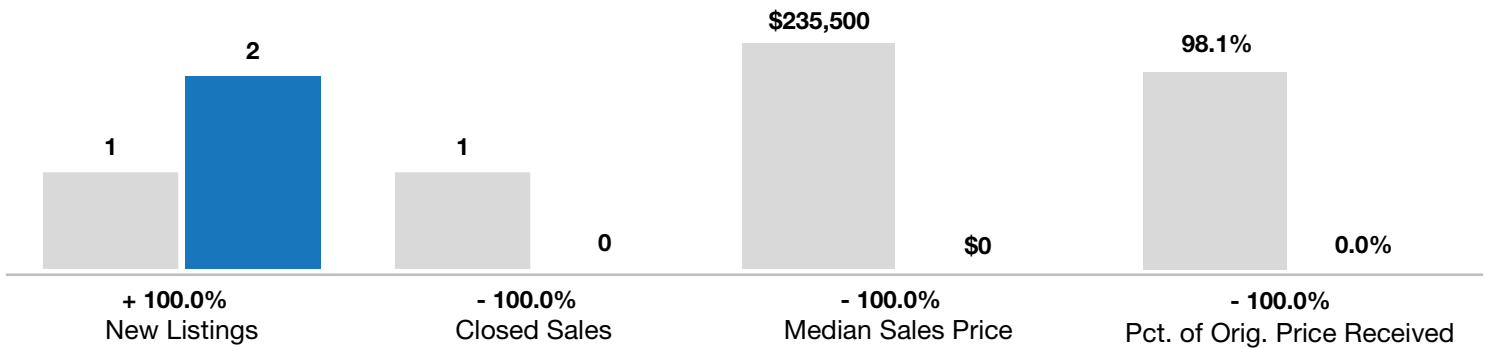
East Ridge

Key Metrics	November			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	1	2	+ 100.0%	16	7	- 56.3%
Closed Sales	1	0	- 100.0%	18	4	- 77.8%
Median Sales Price	\$235,500	\$0	- 100.0%	\$168,500	\$195,950	+ 16.3%
Pct. of Orig. Price Received	98.1%	0	- 100.0%	97.6%	100.7%	+ 3.2%
Days on Market Until Sale	44	0	- 100.0%	41	4	- 90.2%
Inventory of Homes for Sale	3	1	- 66.7%	--	--	--
Months Supply of Inventory	1.8	0.7	- 61.1%	--	--	--

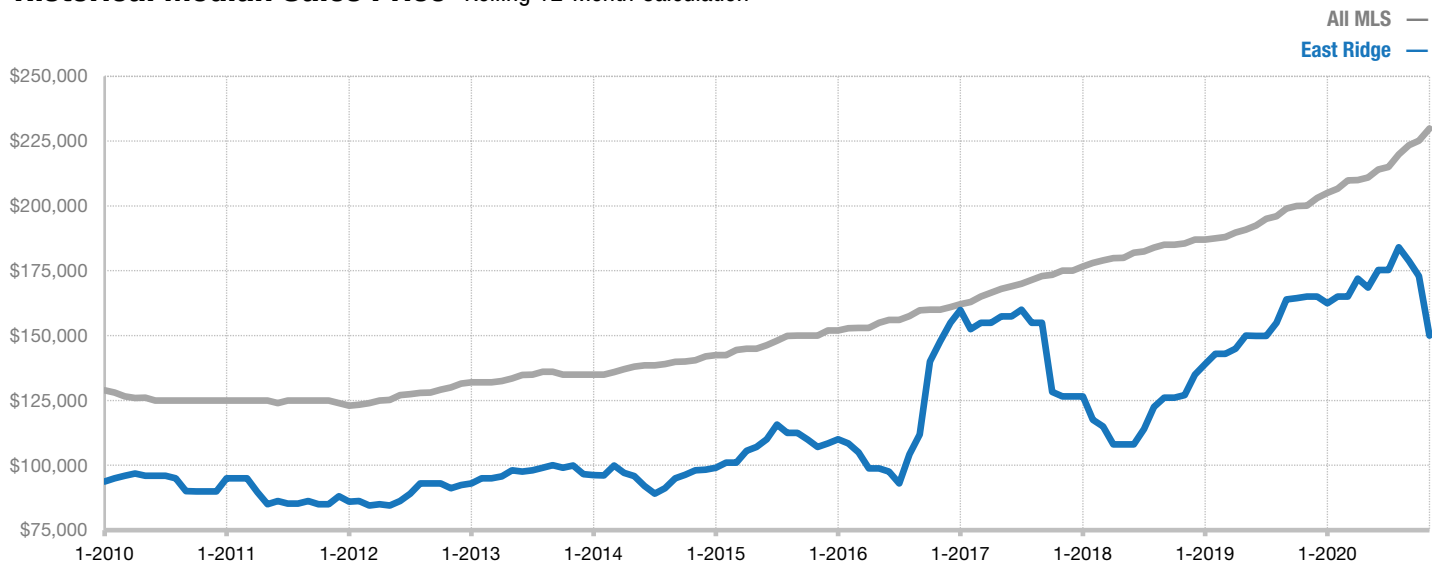
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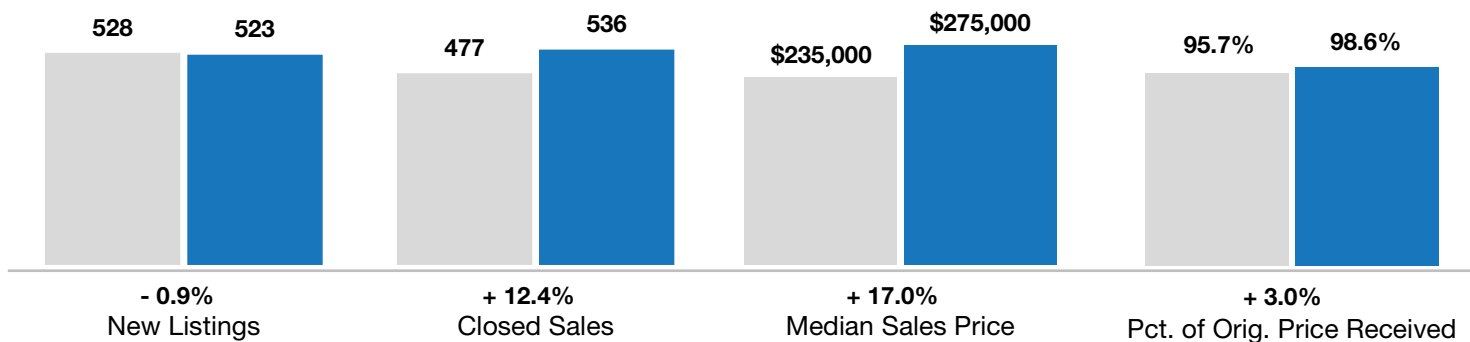
Hamilton County

Key Metrics	November			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	528	523	- 0.9%	7,831	7,218	- 7.8%
Closed Sales	477	536	+ 12.4%	5,937	6,144	+ 3.5%
Median Sales Price	\$235,000	\$275,000	+ 17.0%	\$228,500	\$259,000	+ 13.3%
Pct. of Orig. Price Received	95.7%	98.6%	+ 3.0%	96.3%	97.9%	+ 1.7%
Days on Market Until Sale	50	31	- 38.0%	47	43	- 8.5%
Inventory of Homes for Sale	1,558	769	- 50.6%	--	--	--
Months Supply of Inventory	2.8	1.2	- 57.1%	--	--	--

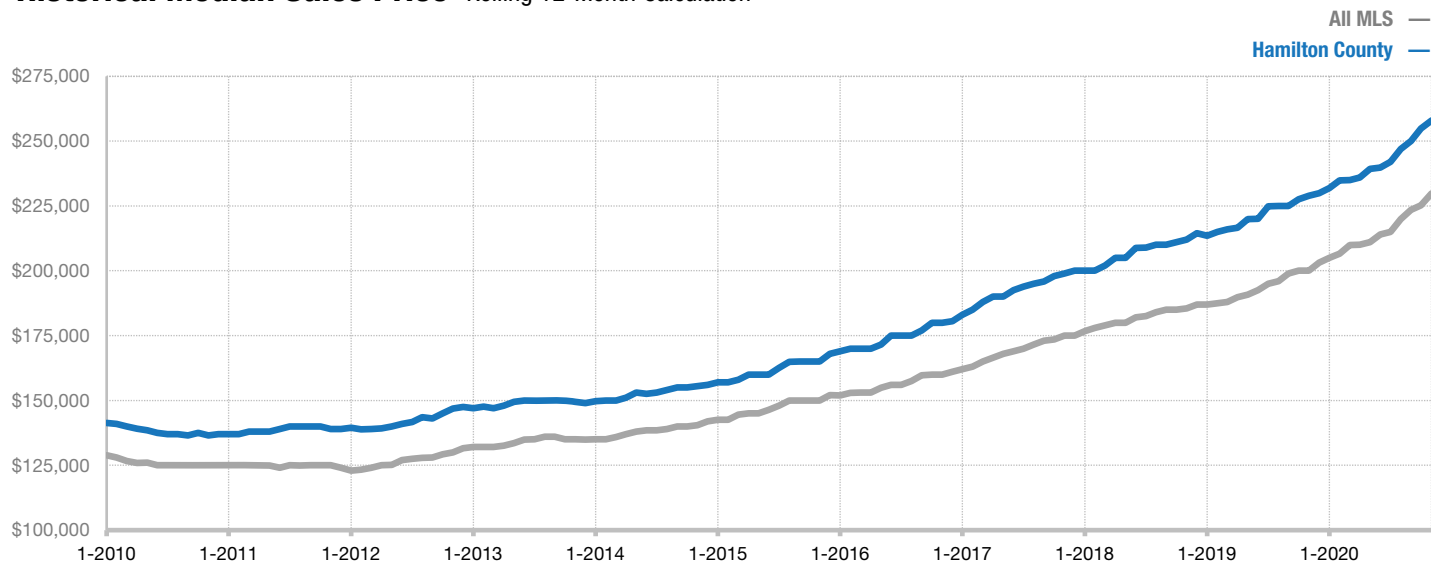
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Harrison / Georgetown

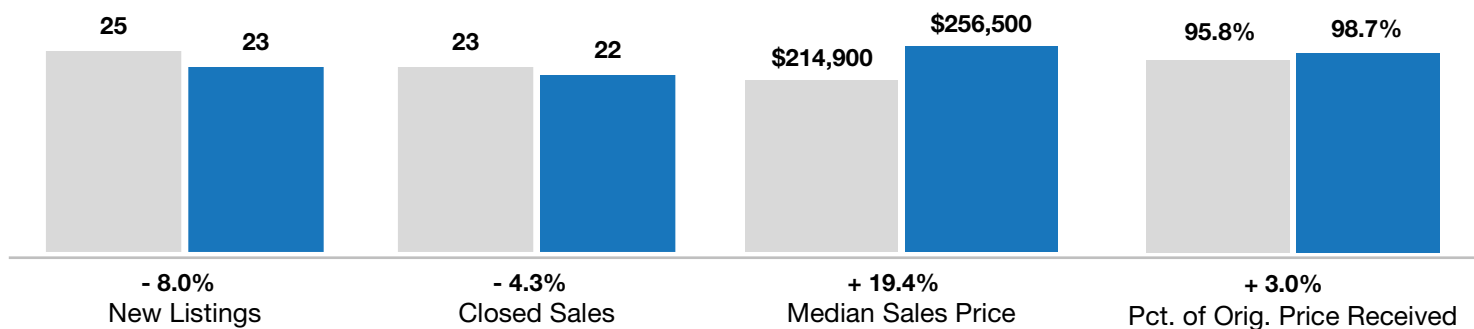
ZIP Codes: 37341 and 37308

Key Metrics	November			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	25	23	- 8.0%	367	297	- 19.1%
Closed Sales	23	22	- 4.3%	239	283	+ 18.4%
Median Sales Price	\$214,900	\$256,500	+ 19.4%	\$197,000	\$230,000	+ 16.8%
Pct. of Orig. Price Received	95.8%	98.7%	+ 3.0%	96.7%	98.0%	+ 1.3%
Days on Market Until Sale	82	63	- 23.2%	47	56	+ 19.1%
Inventory of Homes for Sale	80	24	- 70.0%	--	--	--
Months Supply of Inventory	3.4	0.9	- 73.5%	--	--	--

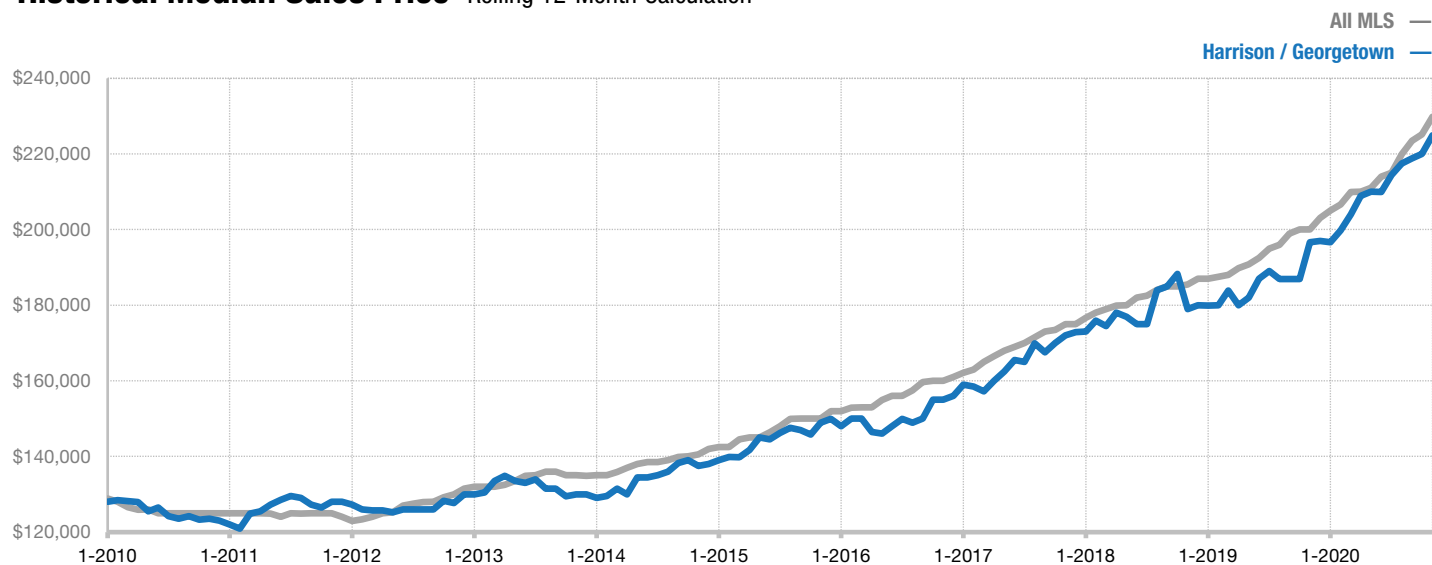
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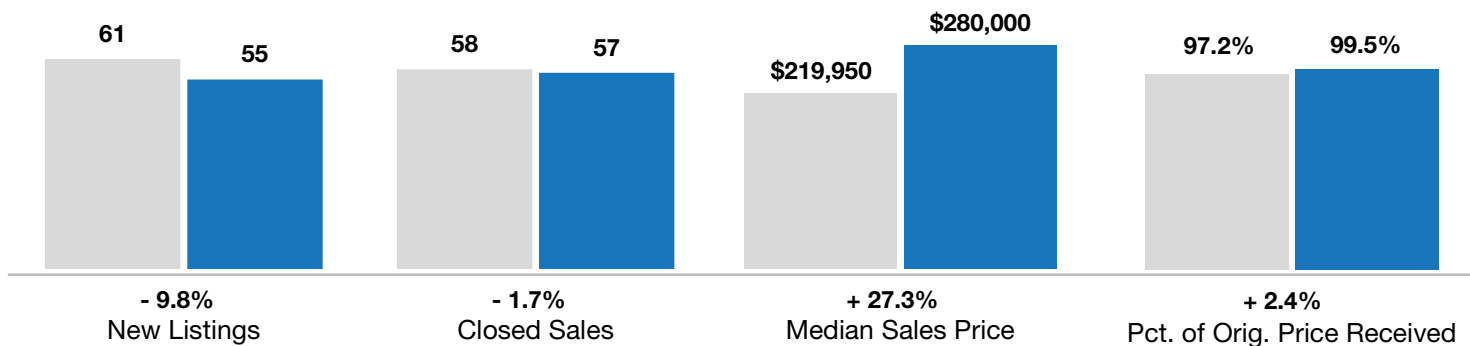
Hixson

Key Metrics	November			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	61	55	- 9.8%	848	871	+ 2.7%
Closed Sales	58	57	- 1.7%	715	771	+ 7.8%
Median Sales Price	\$219,950	\$280,000	+ 27.3%	\$220,000	\$250,000	+ 13.6%
Pct. of Orig. Price Received	97.2%	99.5%	+ 2.4%	97.5%	98.8%	+ 1.3%
Days on Market Until Sale	29	31	+ 6.9%	39	35	- 10.3%
Inventory of Homes for Sale	139	75	- 46.0%	--	--	--
Months Supply of Inventory	2.1	0.9	- 57.1%	--	--	--

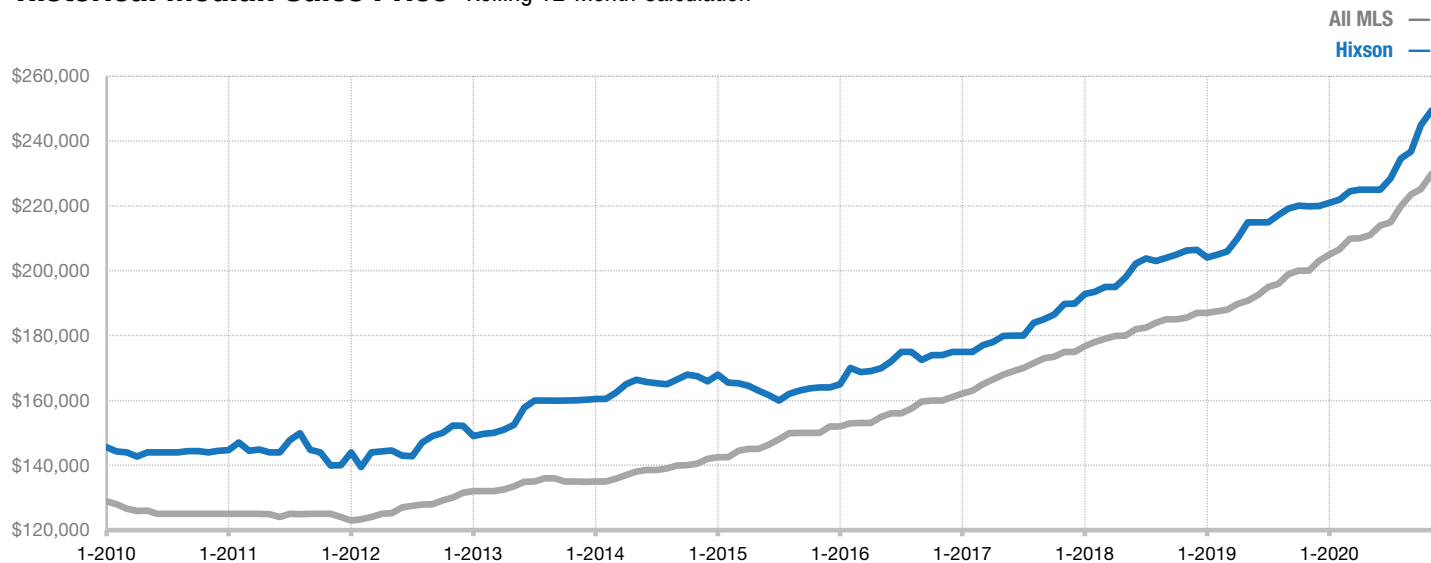
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Lookout Mountain

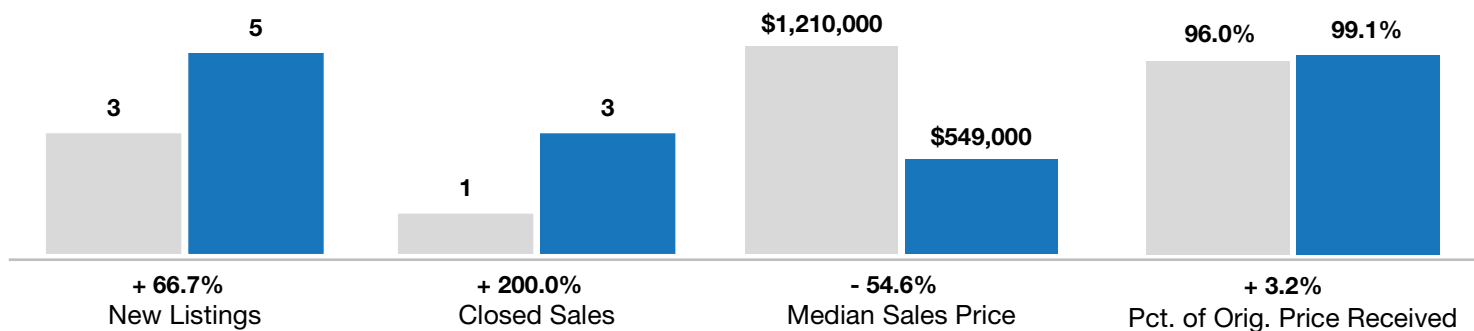
Hamilton County Only

Key Metrics	November			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	3	5	+ 66.7%	66	42	- 36.4%
Closed Sales	1	3	+ 200.0%	49	38	- 22.4%
Median Sales Price	\$1,210,000	\$549,000	- 54.6%	\$510,000	\$586,500	+ 15.0%
Pct. of Orig. Price Received	96.0%	99.1%	+ 3.2%	94.3%	96.4%	+ 2.2%
Days on Market Until Sale	6	2	- 66.7%	42	60	+ 42.9%
Inventory of Homes for Sale	16	5	- 68.8%	--	--	--
Months Supply of Inventory	2.8	1.3	- 53.6%	--	--	--

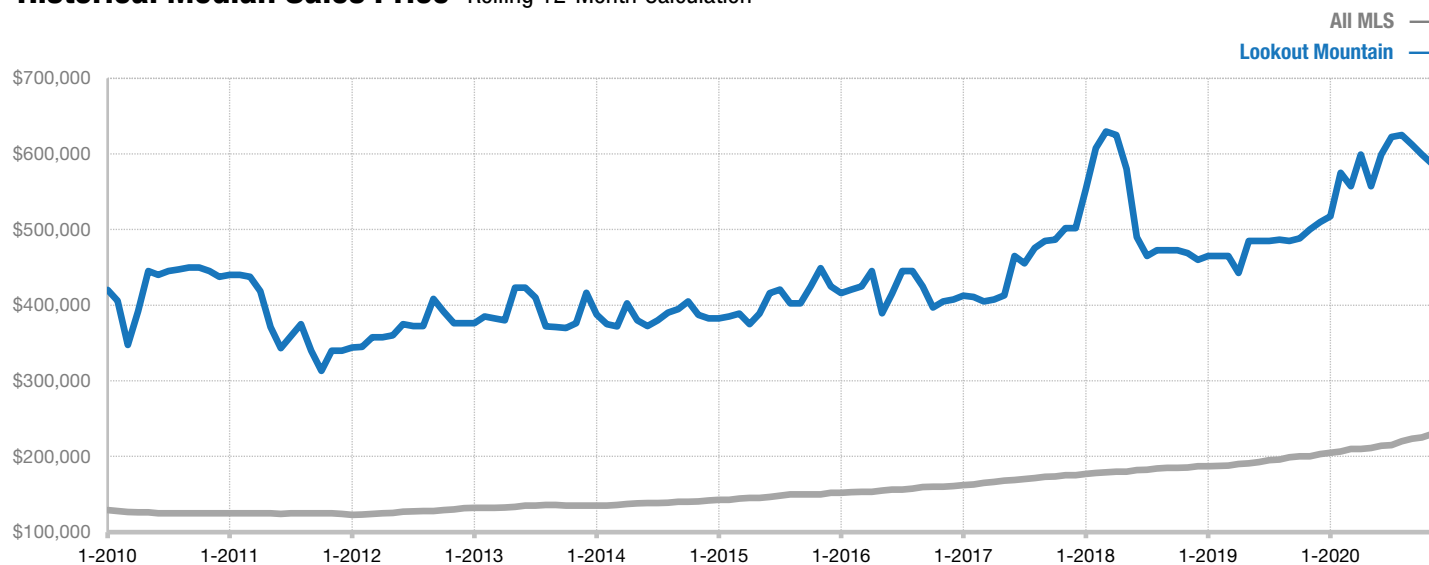
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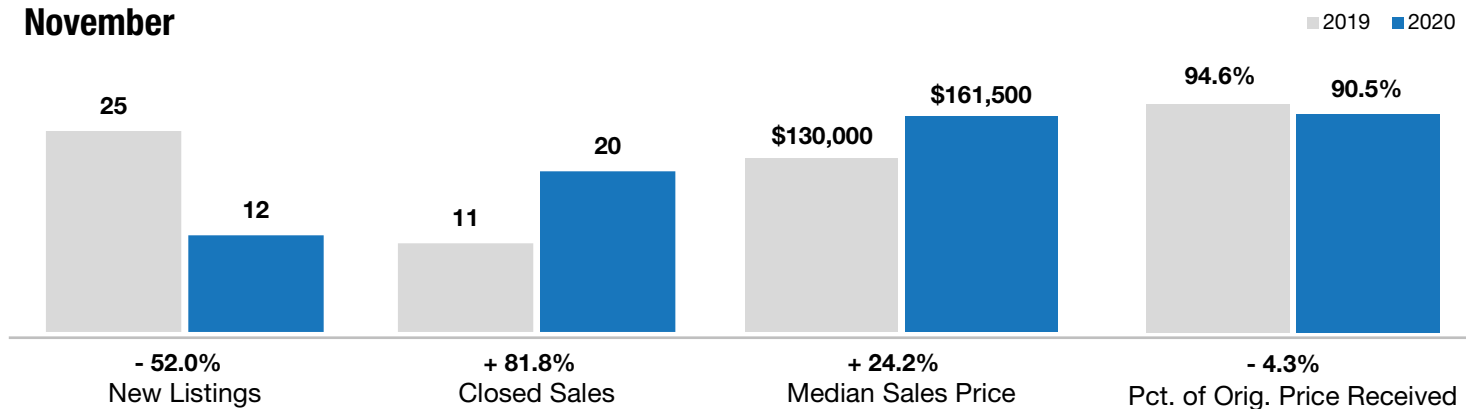
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Marion County

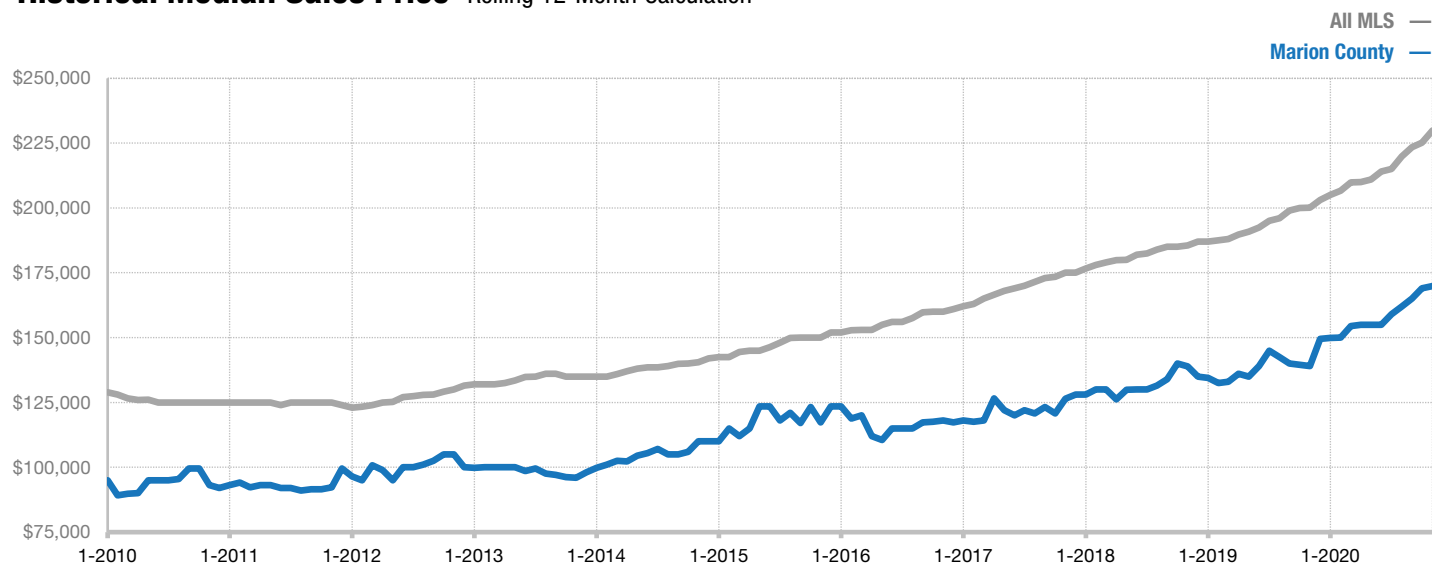
Key Metrics	November			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	25	12	- 52.0%	273	222	- 18.7%
Closed Sales	11	20	+ 81.8%	177	199	+ 12.4%
Median Sales Price	\$130,000	\$161,500	+ 24.2%	\$146,000	\$170,000	+ 16.4%
Pct. of Orig. Price Received	94.6%	90.5%	- 4.3%	93.1%	95.1%	+ 2.1%
Days on Market Until Sale	51	168	+ 229.4%	71	76	+ 7.0%
Inventory of Homes for Sale	95	40	- 57.9%	--	--	--
Months Supply of Inventory	5.6	2.3	- 58.9%	--	--	--

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

November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – November 2020

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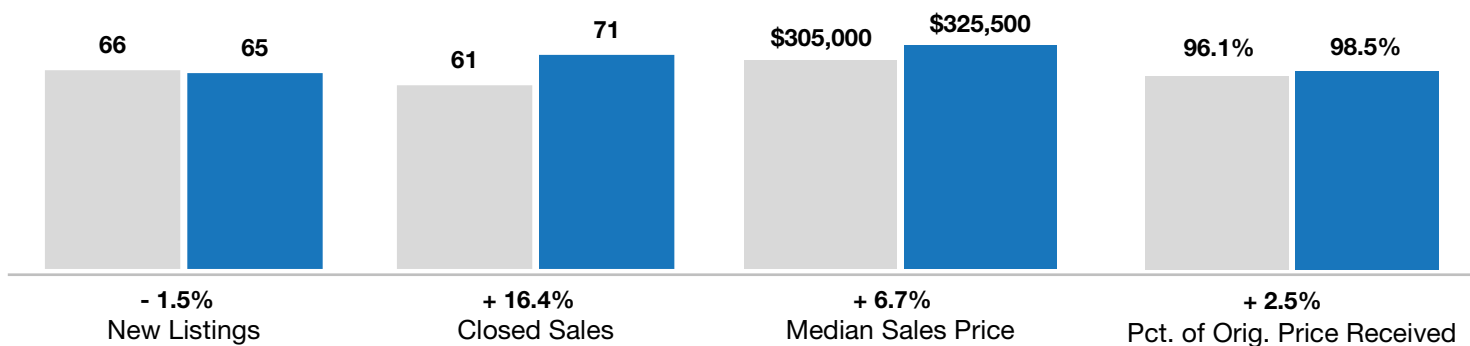
Ooltewah

Key Metrics	November			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	66	65	- 1.5%	1,070	953	- 10.9%
Closed Sales	61	71	+ 16.4%	836	863	+ 3.2%
Median Sales Price	\$305,000	\$325,500	+ 6.7%	\$300,000	\$324,900	+ 8.3%
Pct. of Orig. Price Received	96.1%	98.5%	+ 2.5%	97.7%	98.2%	+ 0.5%
Days on Market Until Sale	65	35	- 46.2%	57	56	- 1.8%
Inventory of Homes for Sale	242	110	- 54.5%	--	--	--
Months Supply of Inventory	3.2	1.4	- 56.3%	--	--	--

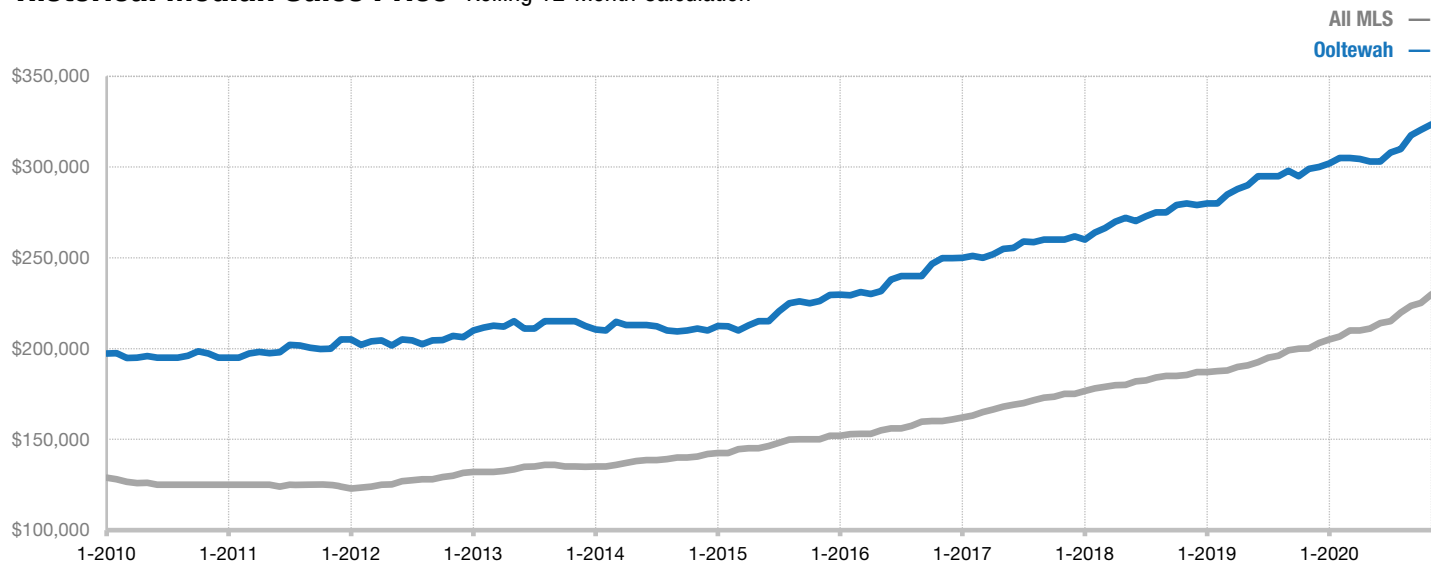
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November

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Historical Median Sales Price Rolling 12-Month Calculation



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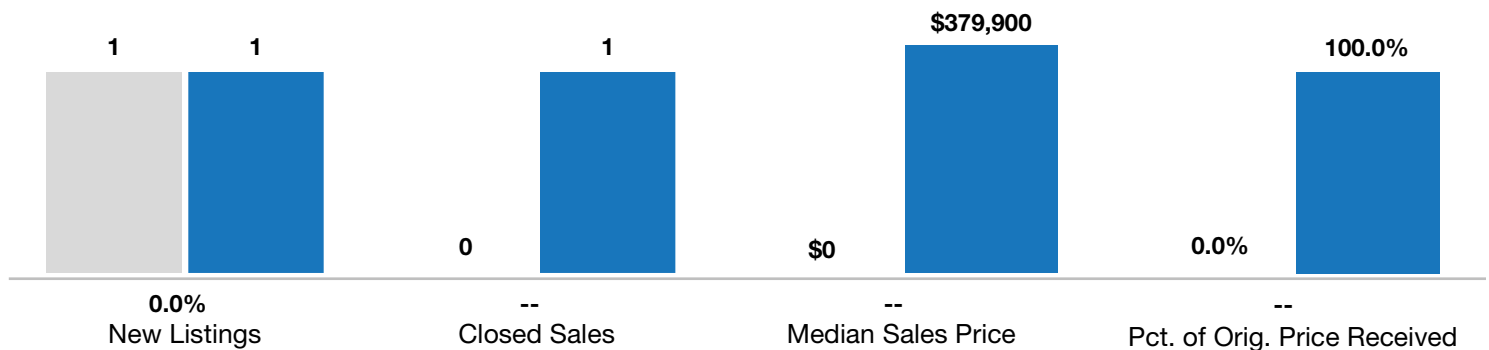
Red Bank

Key Metrics	November			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	1	1	0.0%	7	7	0.0%
Closed Sales	0	1	--	3	11	+ 266.7%
Median Sales Price	\$0	\$379,900	--	\$230,000	\$259,900	+ 13.0%
Pct. of Orig. Price Received	0	100.0%	--	90.4%	96.9%	+ 7.2%
Days on Market Until Sale	0	68	--	28	97	+ 246.4%
Inventory of Homes for Sale	6	1	- 83.3%	--	--	--
Months Supply of Inventory	4.5	0.5	- 88.9%	--	--	--

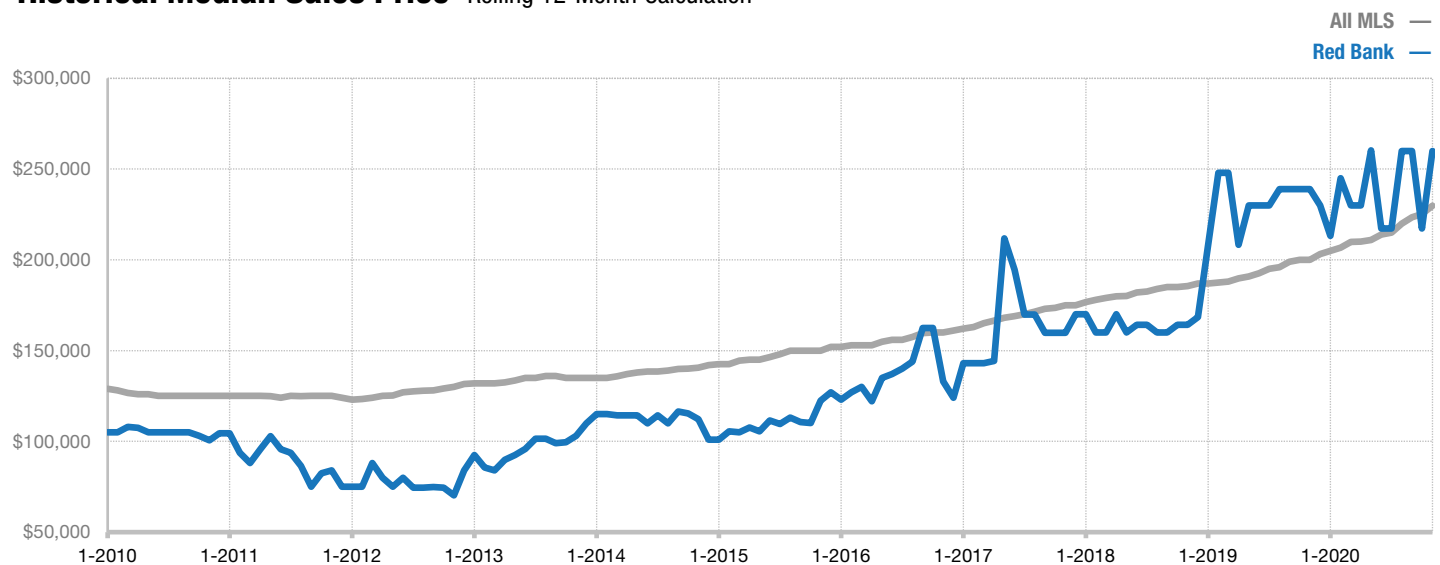
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November

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – November 2020

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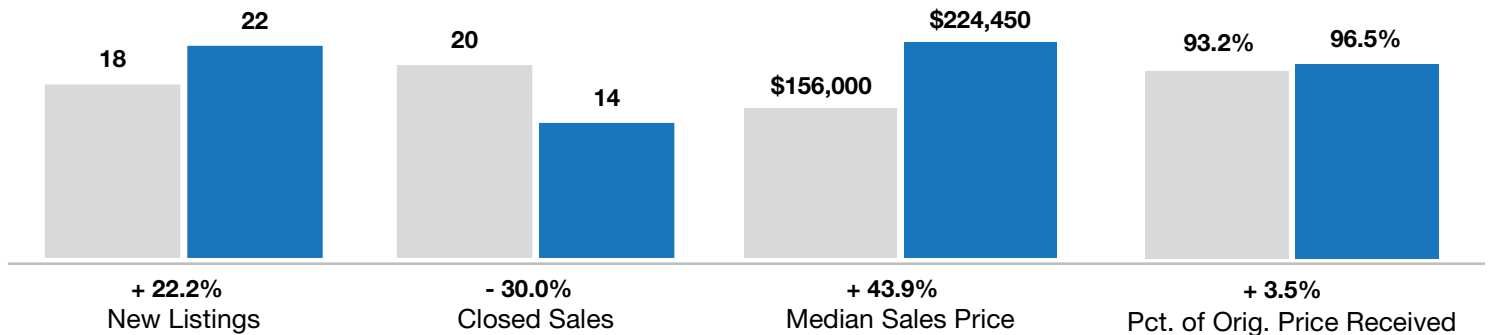
Rhea County

Key Metrics	November			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	18	22	+ 22.2%	322	263	- 18.3%
Closed Sales	20	14	- 30.0%	222	234	+ 5.4%
Median Sales Price	\$156,000	\$224,450	+ 43.9%	\$164,900	\$189,950	+ 15.2%
Pct. of Orig. Price Received	93.2%	96.5%	+ 3.5%	94.0%	95.4%	+ 1.5%
Days on Market Until Sale	80	43	- 46.3%	70	66	- 5.7%
Inventory of Homes for Sale	92	38	- 58.7%	--	--	--
Months Supply of Inventory	4.5	1.7	- 62.2%	--	--	--

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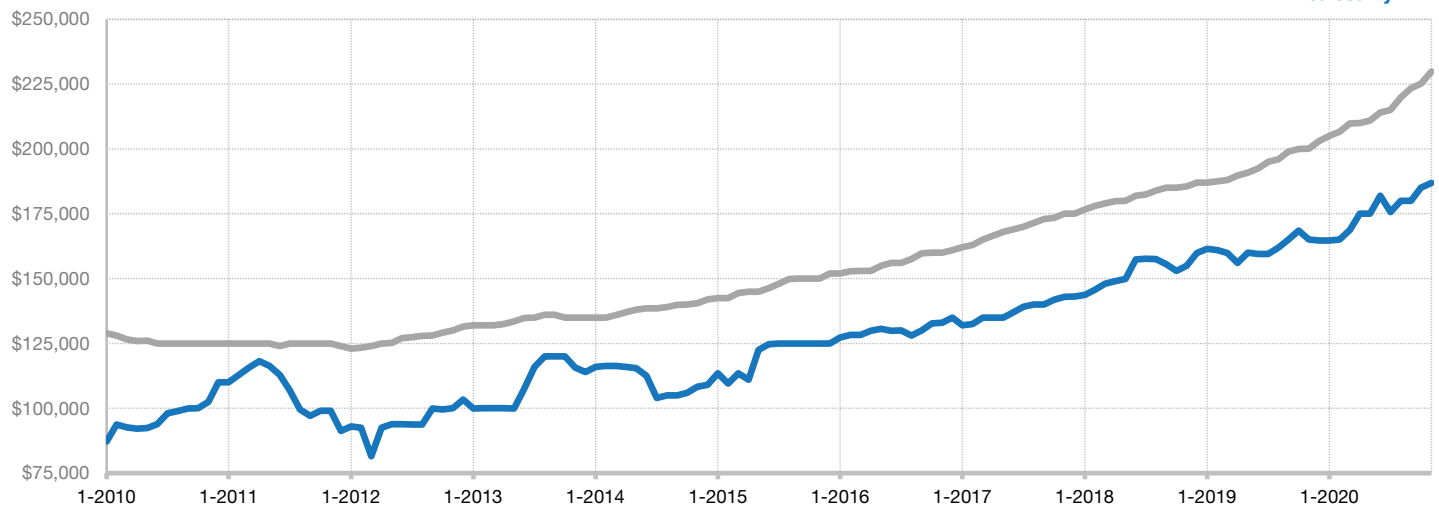
November

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Historical Median Sales Price Rolling 12-Month Calculation

All MLS —
Rhea County —



Local Market Update – November 2020

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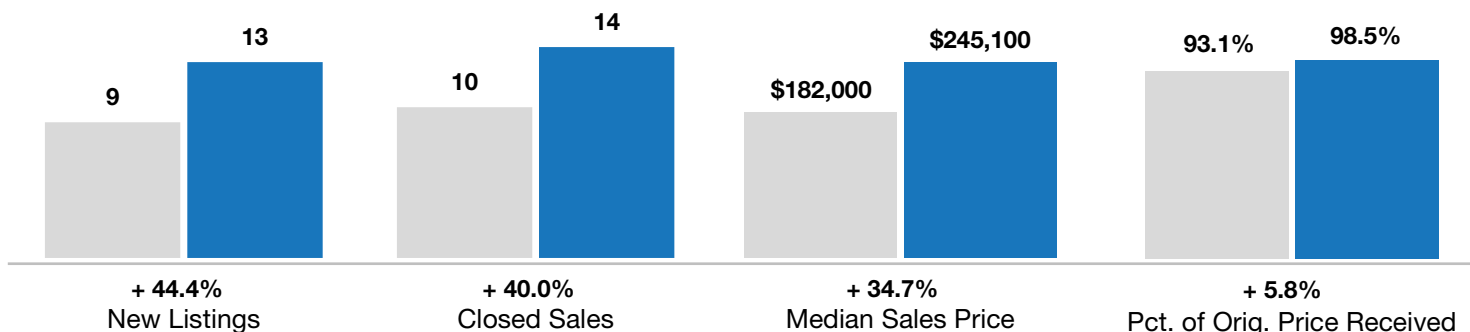
Sequatchie County

Key Metrics	November			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	9	13	+ 44.4%	204	198	- 2.9%
Closed Sales	10	14	+ 40.0%	124	169	+ 36.3%
Median Sales Price	\$182,000	\$245,100	+ 34.7%	\$158,500	\$219,500	+ 38.5%
Pct. of Orig. Price Received	93.1%	98.5%	+ 5.8%	95.3%	95.9%	+ 0.6%
Days on Market Until Sale	76	60	- 21.1%	54	63	+ 16.7%
Inventory of Homes for Sale	62	29	- 53.2%	--	--	--
Months Supply of Inventory	5.3	1.8	- 66.0%	--	--	--

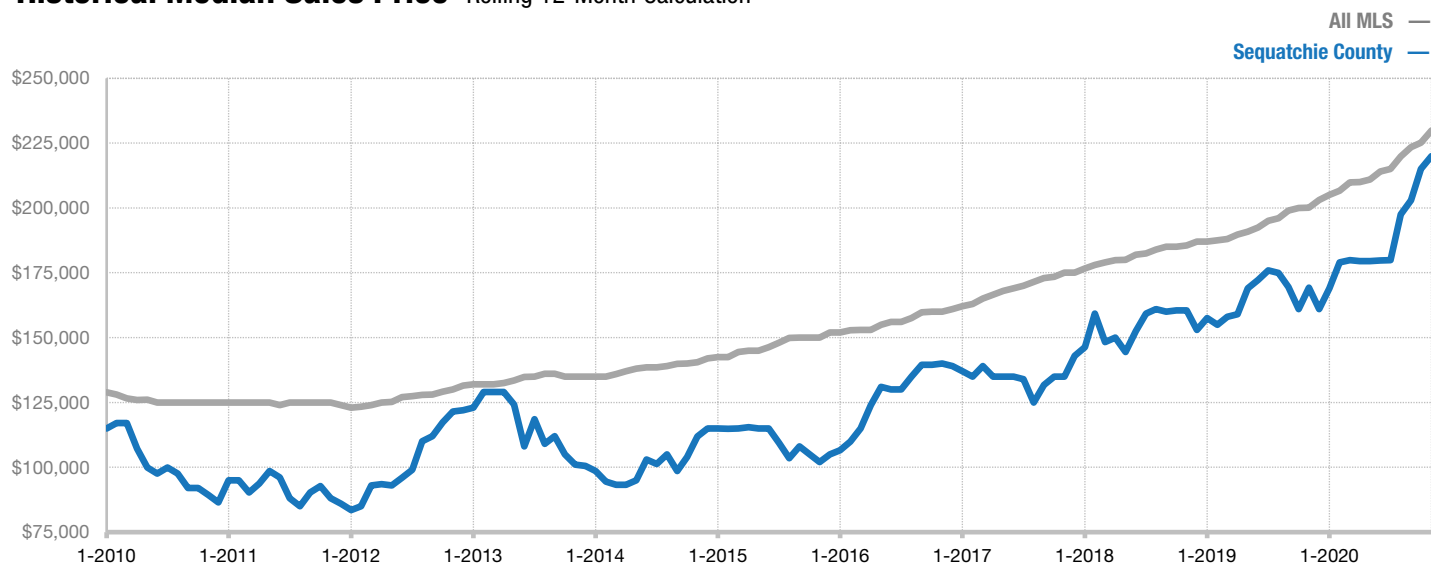
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November

■ 2019 ■ 2020



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – November 2020

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Signal Mountain

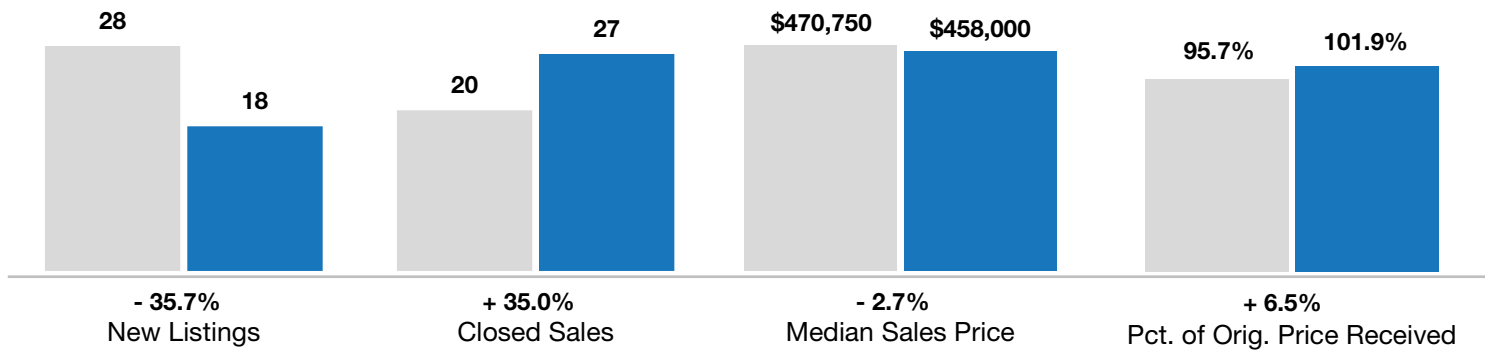
Hamilton County Only

Key Metrics	November			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	28	18	- 35.7%	388	315	- 18.8%
Closed Sales	20	27	+ 35.0%	264	295	+ 11.7%
Median Sales Price	\$470,750	\$458,000	- 2.7%	\$390,000	\$410,000	+ 5.1%
Pct. of Orig. Price Received	95.7%	101.9%	+ 6.5%	96.0%	97.3%	+ 1.4%
Days on Market Until Sale	56	47	- 16.1%	57	53	- 7.0%
Inventory of Homes for Sale	96	23	- 76.0%	--	--	--
Months Supply of Inventory	4.0	0.8	- 80.0%	--	--	--

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

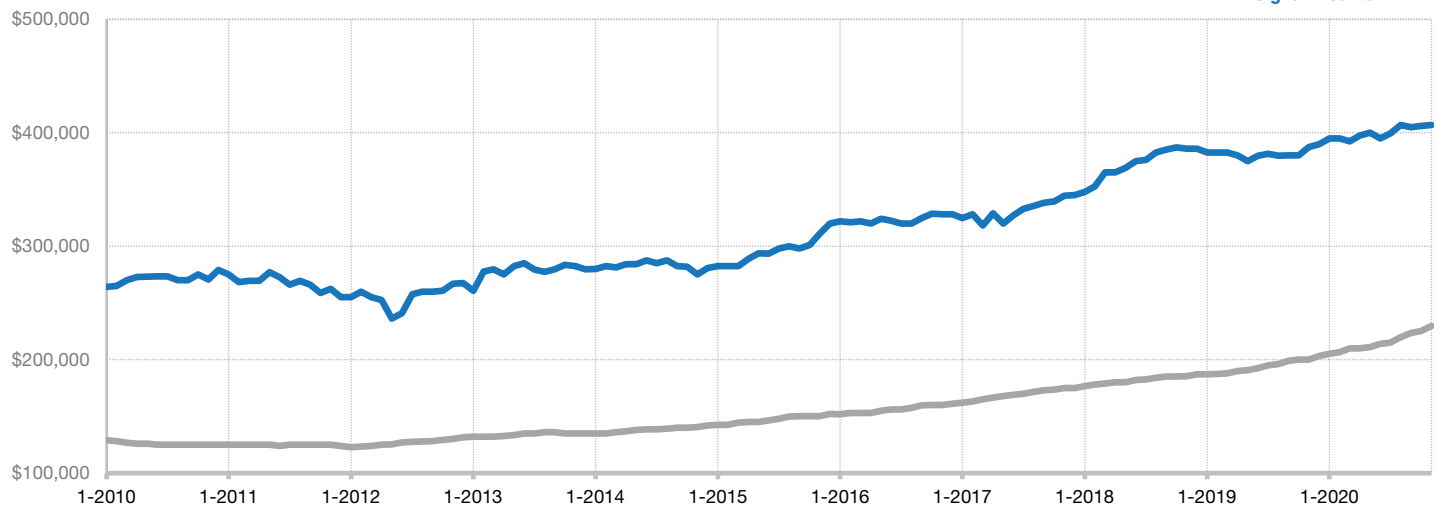
November

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Historical Median Sales Price Rolling 12-Month Calculation

All MLS —
Signal Mountain —



Local Market Update – November 2020

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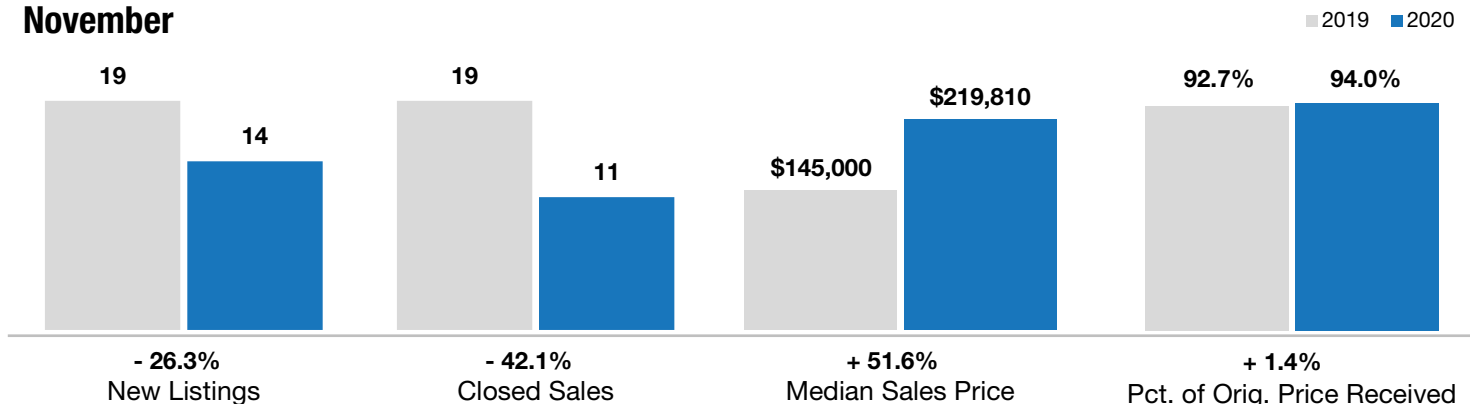
St. Elmo / High Park / Avondale

ZIP Codes: 37407, 37409 and 37410

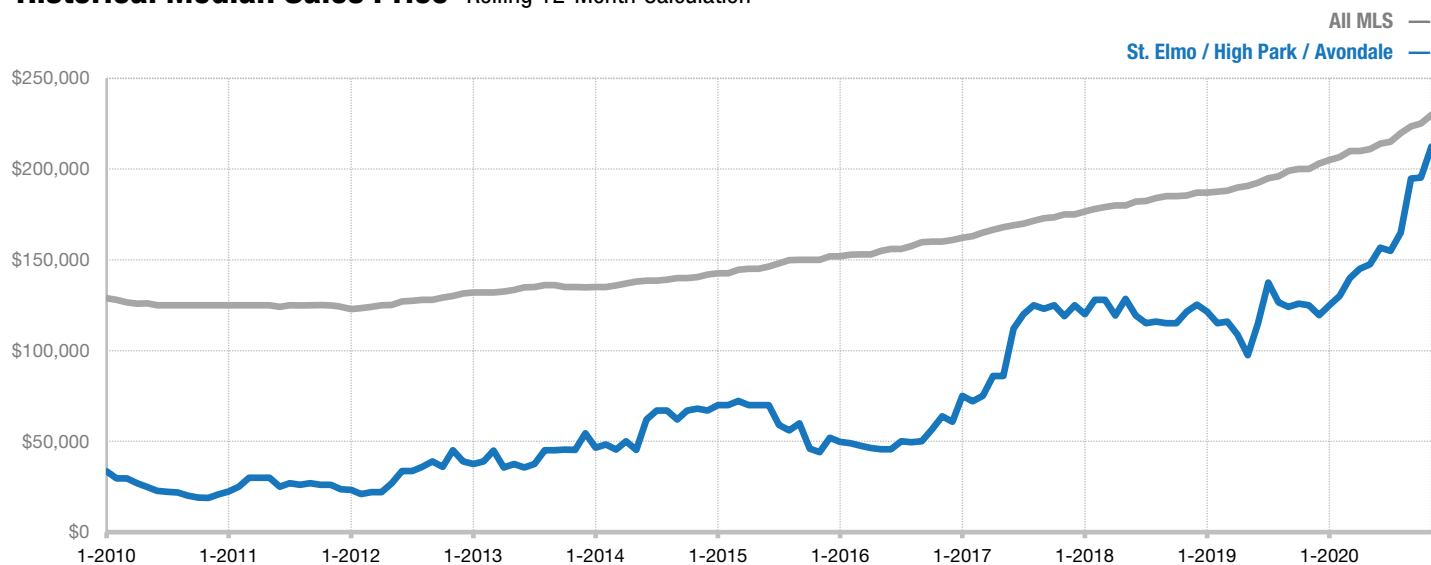
Key Metrics	November			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	19	14	- 26.3%	239	165	- 31.0%
Closed Sales	19	11	- 42.1%	170	127	- 25.3%
Median Sales Price	\$145,000	\$219,810	+ 51.6%	\$115,000	\$214,900	+ 86.9%
Pct. of Orig. Price Received	92.7%	94.0%	+ 1.4%	92.5%	94.9%	+ 2.6%
Days on Market Until Sale	35	47	+ 34.3%	43	31	- 27.9%
Inventory of Homes for Sale	47	16	- 66.0%	--	--	--
Months Supply of Inventory	3.1	1.4	- 54.8%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – November 2020

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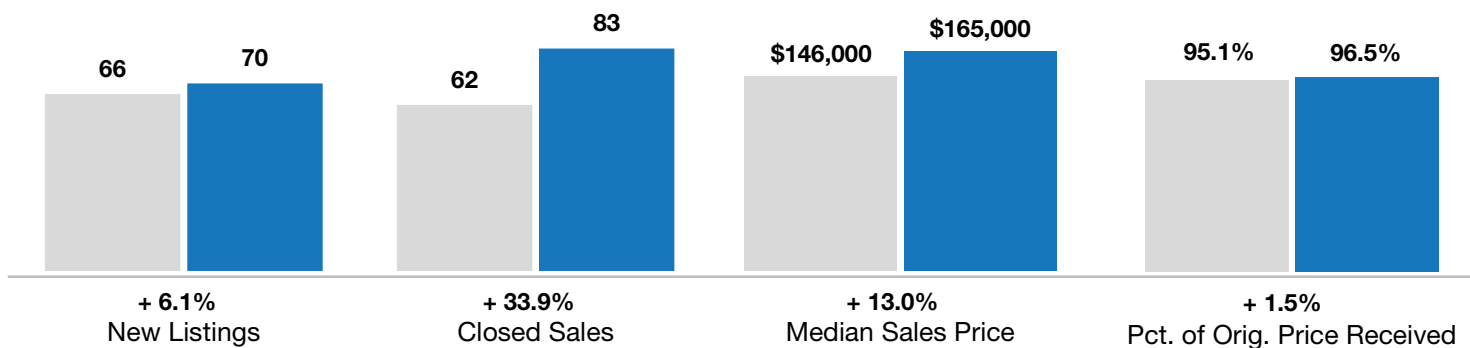
Walker County

Key Metrics	November			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	66	70	+ 6.1%	1,023	954	- 6.7%
Closed Sales	62	83	+ 33.9%	767	816	+ 6.4%
Median Sales Price	\$146,000	\$165,000	+ 13.0%	\$148,500	\$159,250	+ 7.2%
Pct. of Orig. Price Received	95.1%	96.5%	+ 1.5%	95.0%	95.9%	+ 0.9%
Days on Market Until Sale	32	36	+ 12.5%	49	42	- 14.3%
Inventory of Homes for Sale	237	104	- 56.1%	--	--	--
Months Supply of Inventory	3.4	1.4	- 58.8%	--	--	--

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

November

■ 2019 ■ 2020



Historical Median Sales Price Rolling 12-Month Calculation

