

Local Market Update – October 2023

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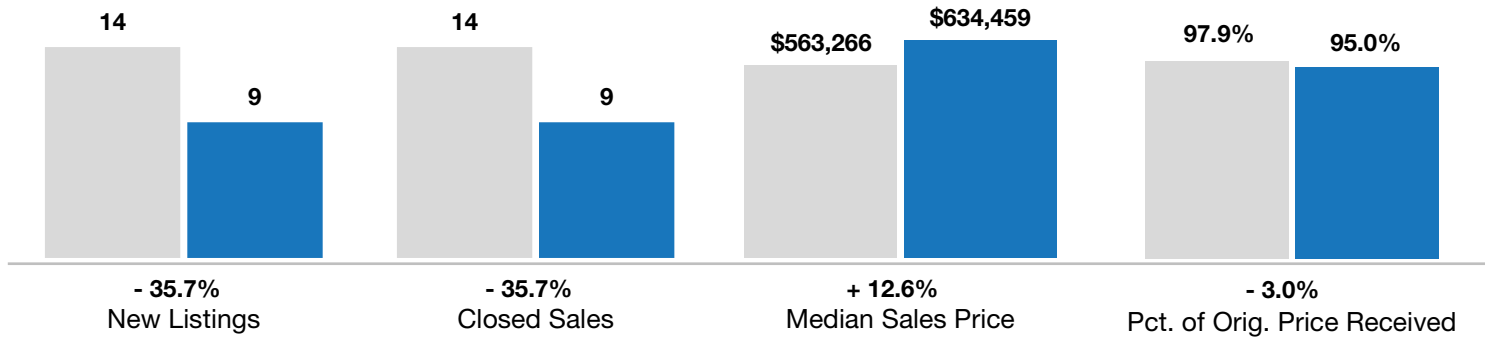
Apison

Key Metrics	October			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	14	9	- 35.7%	166	93	- 44.0%
Closed Sales	14	9	- 35.7%	147	81	- 44.9%
Median Sales Price	\$563,266	\$634,459	+ 12.6%	\$515,000	\$560,000	+ 8.7%
Pct. of Orig. Price Received	97.9%	95.0%	- 3.0%	99.6%	98.7%	- 0.9%
Days on Market Until Sale	31	42	+ 35.5%	20	73	+ 265.0%
Inventory of Homes for Sale	35	32	- 8.6%	--	--	--
Months Supply of Inventory	2.7	4.3	+ 59.3%	--	--	--

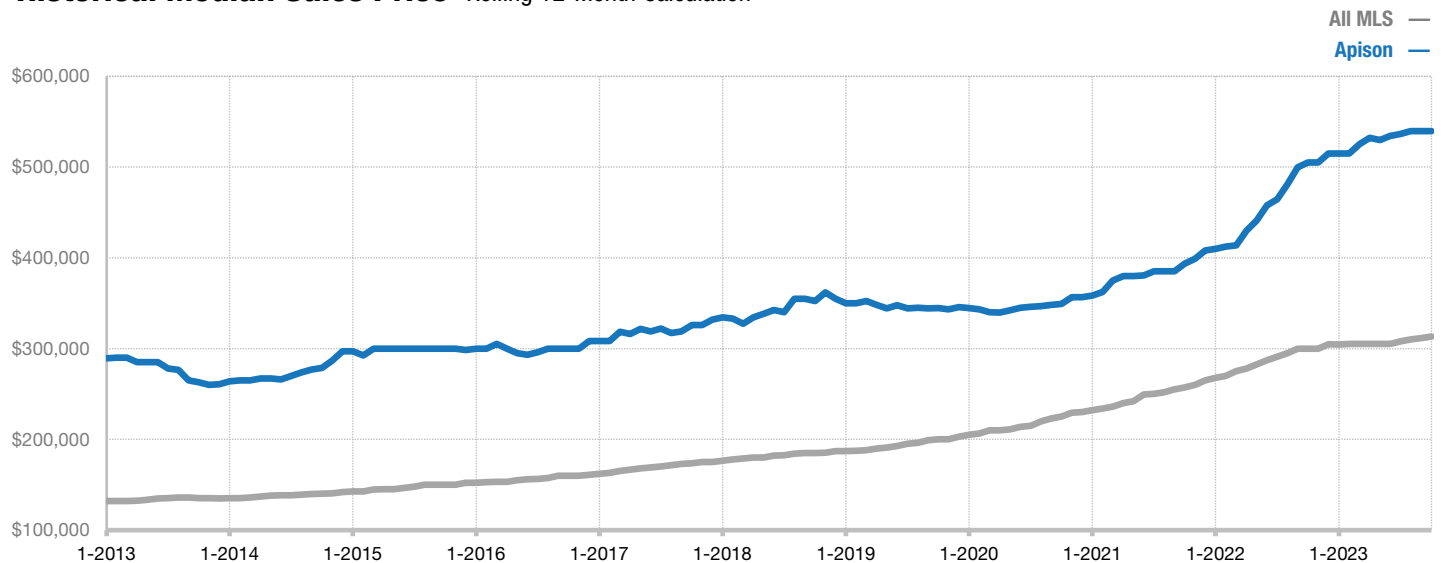
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

October

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Bakewell / Lakesite / Sale Creek / Soddy

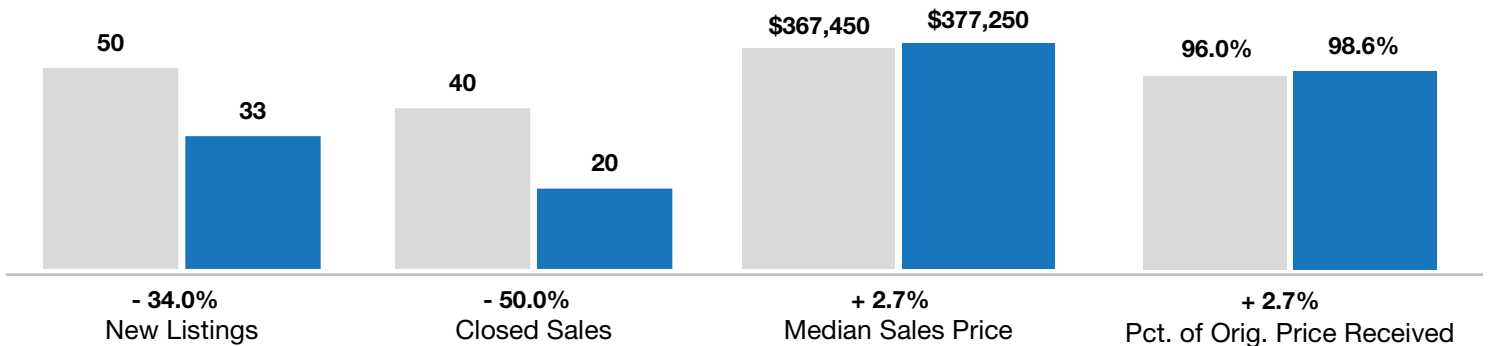
ZIP Codes: 37379 and 37384

Key Metrics	October			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	50	33	- 34.0%	541	404	- 25.3%
Closed Sales	40	20	- 50.0%	446	342	- 23.3%
Median Sales Price	\$367,450	\$377,250	+ 2.7%	\$329,950	\$352,500	+ 6.8%
Pct. of Orig. Price Received	96.0%	98.6%	+ 2.7%	98.9%	98.2%	- 0.7%
Days on Market Until Sale	16	38	+ 137.5%	15	30	+ 100.0%
Inventory of Homes for Sale	74	57	- 23.0%	--	--	--
Months Supply of Inventory	1.7	1.5	- 11.8%	--	--	--

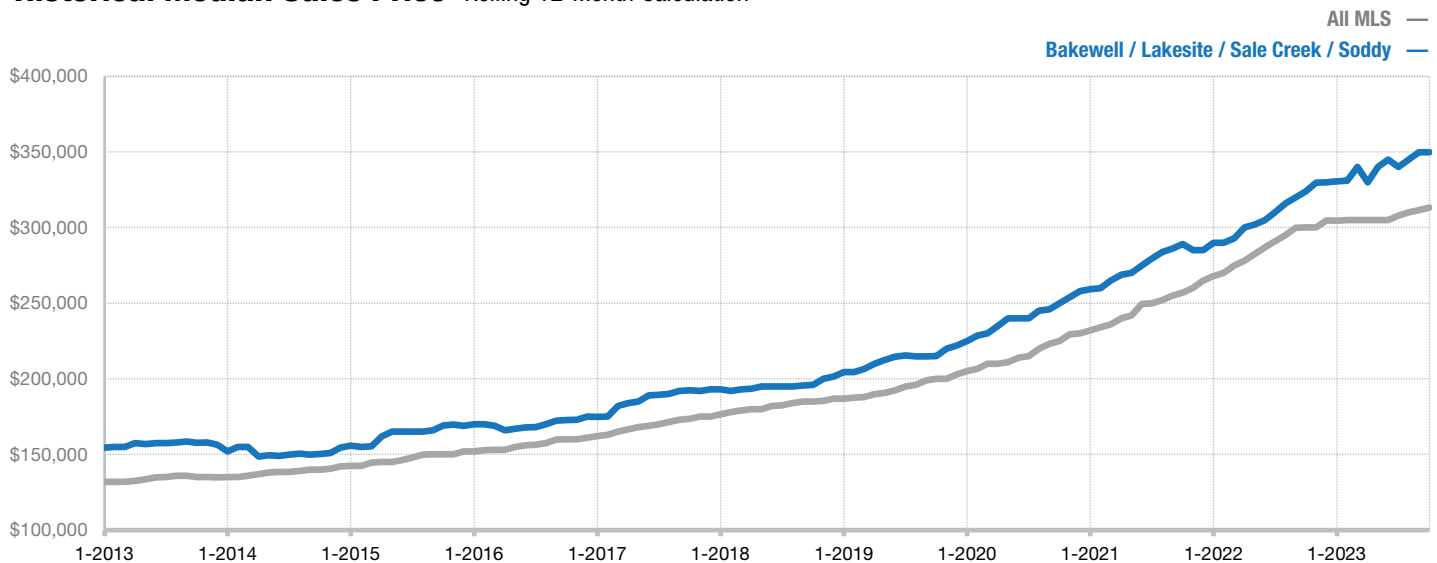
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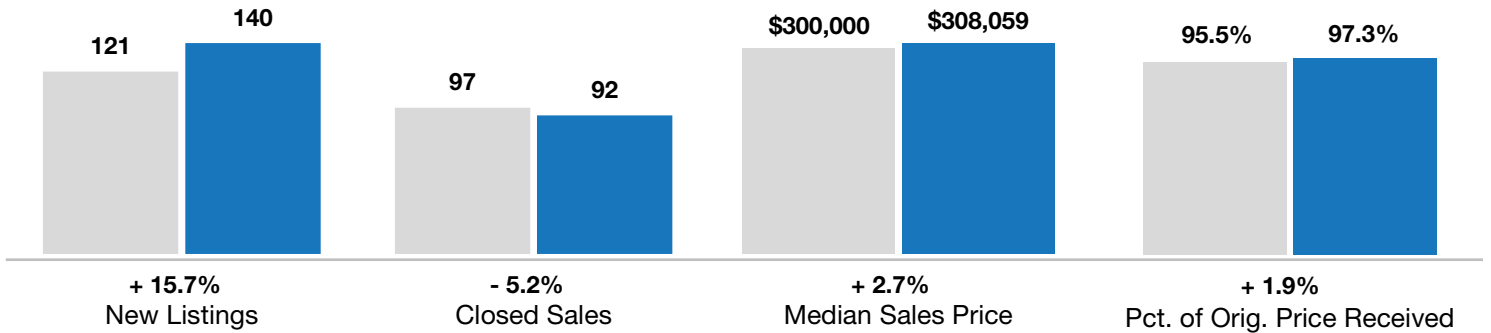
Bradley County

Key Metrics	October			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	121	140	+ 15.7%	1,324	1,075	- 18.8%
Closed Sales	97	92	- 5.2%	964	881	- 8.6%
Median Sales Price	\$300,000	\$308,059	+ 2.7%	\$300,000	\$310,000	+ 3.3%
Pct. of Orig. Price Received	95.5%	97.3%	+ 1.9%	97.8%	96.5%	- 1.3%
Days on Market Until Sale	25	30	+ 20.0%	18	40	+ 122.2%
Inventory of Homes for Sale	286	200	- 30.1%	--	--	--
Months Supply of Inventory	2.4	2.2	- 8.3%	--	--	--

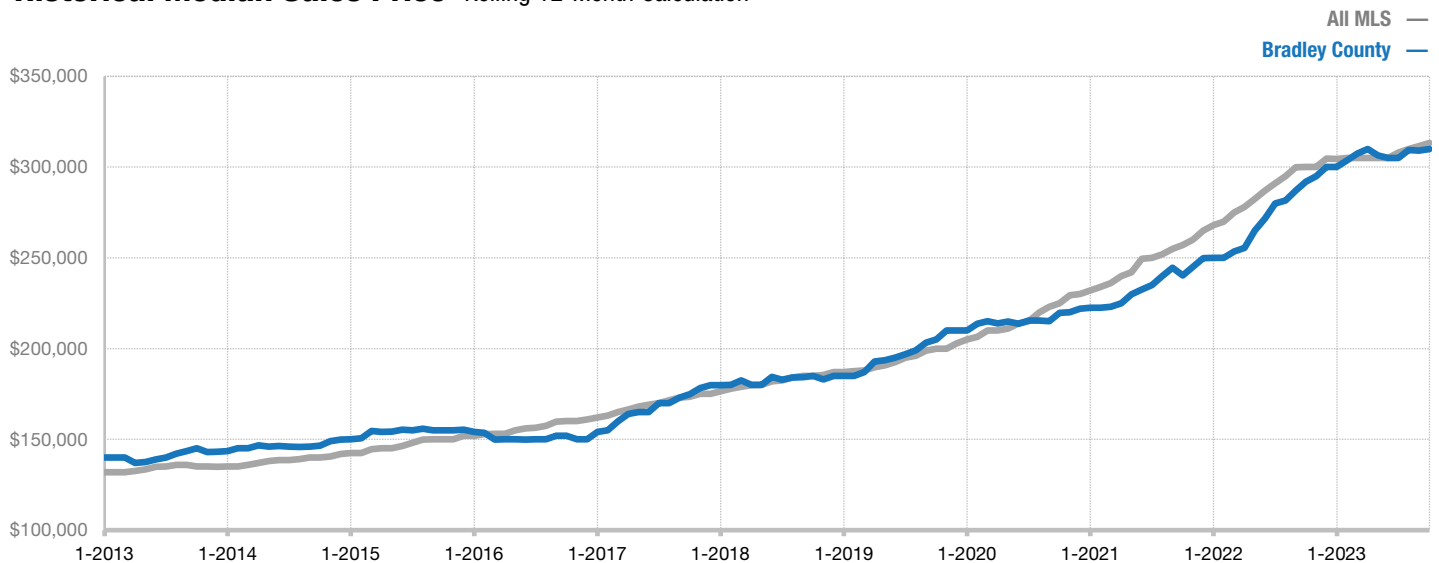
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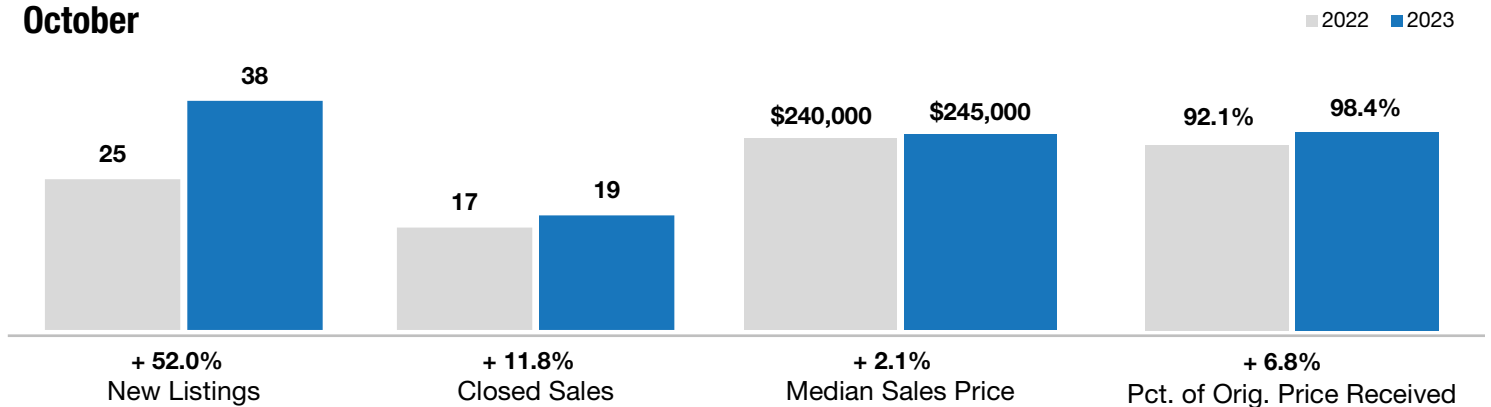
Brainerd

Includes the Ridgeside Community

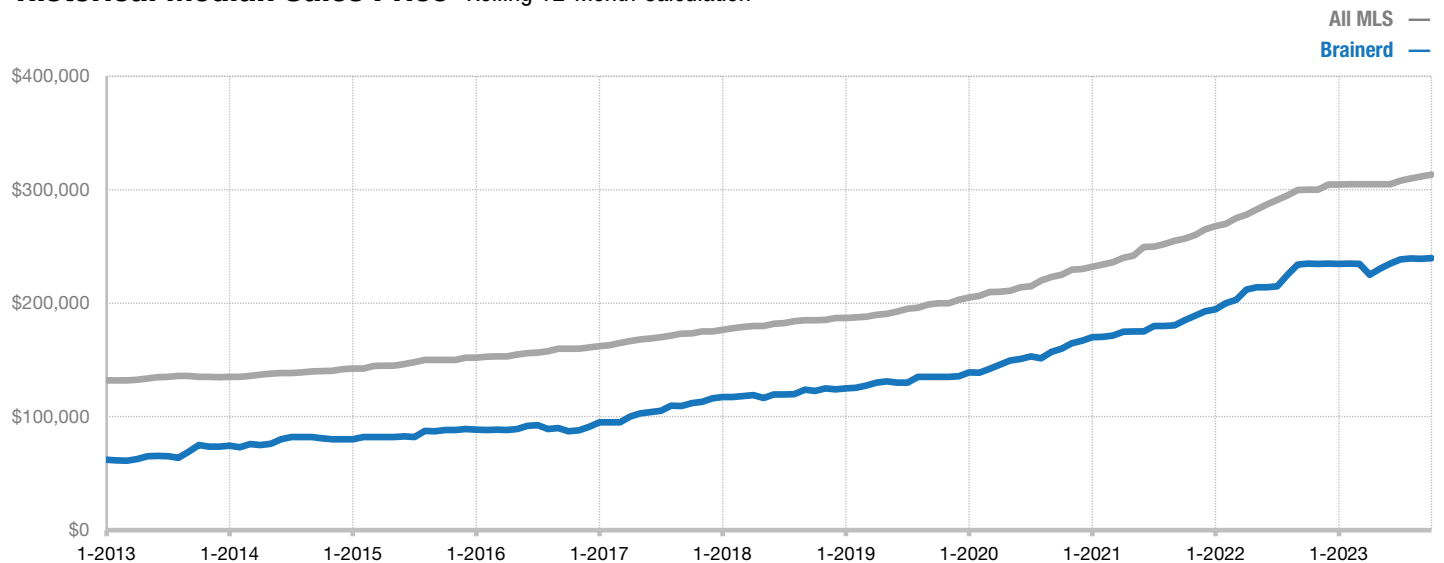
Key Metrics	October			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	25	38	+ 52.0%	278	306	+ 10.1%
Closed Sales	17	19	+ 11.8%	256	230	- 10.2%
Median Sales Price	\$240,000	\$245,000	+ 2.1%	\$235,000	\$240,000	+ 2.1%
Pct. of Orig. Price Received	92.1%	98.4%	+ 6.8%	98.7%	98.0%	- 0.7%
Days on Market Until Sale	33	25	- 24.2%	16	19	+ 18.8%
Inventory of Homes for Sale	32	47	+ 46.9%	--	--	--
Months Supply of Inventory	1.3	2.1	+ 61.5%	--	--	--

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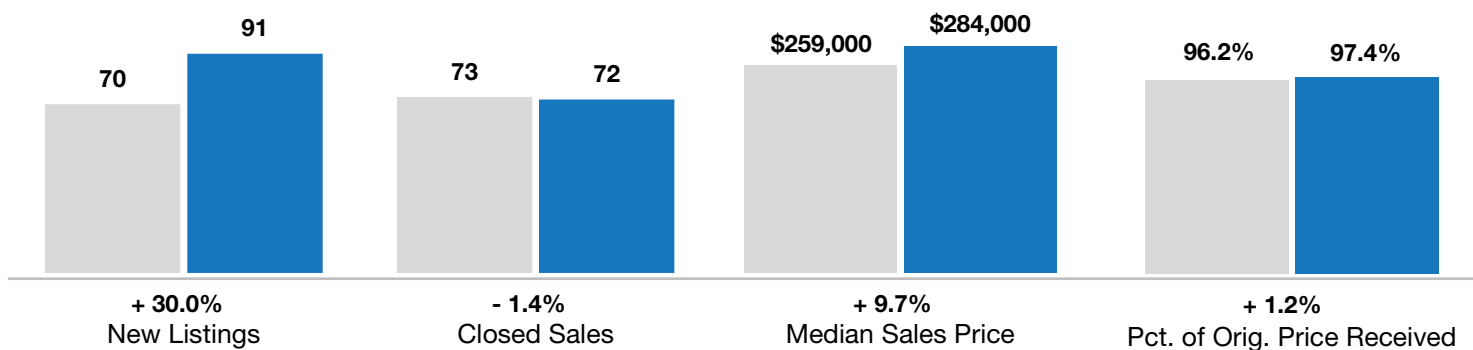
Catoosa County

Key Metrics	October			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	70	91	+ 30.0%	997	887	- 11.0%
Closed Sales	73	72	- 1.4%	806	686	- 14.9%
Median Sales Price	\$259,000	\$284,000	+ 9.7%	\$267,000	\$285,000	+ 6.7%
Pct. of Orig. Price Received	96.2%	97.4%	+ 1.2%	98.9%	97.2%	- 1.7%
Days on Market Until Sale	26	37	+ 42.3%	14	35	+ 150.0%
Inventory of Homes for Sale	170	177	+ 4.1%	--	--	--
Months Supply of Inventory	2.2	2.7	+ 22.7%	--	--	--

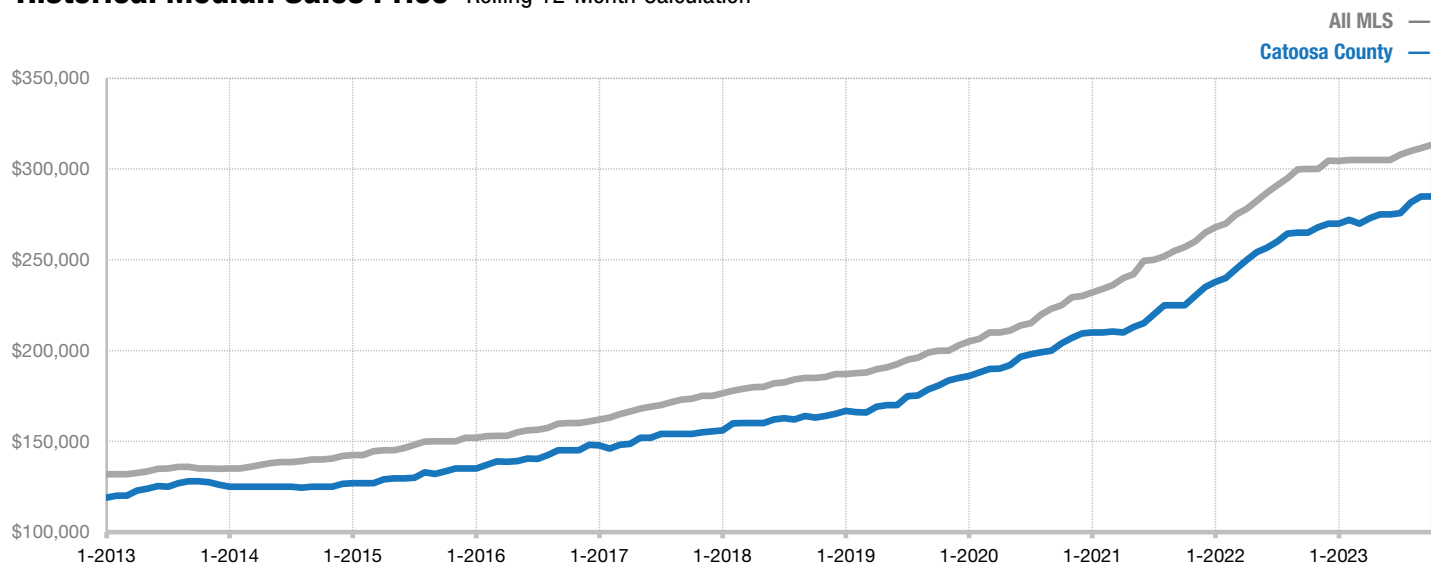
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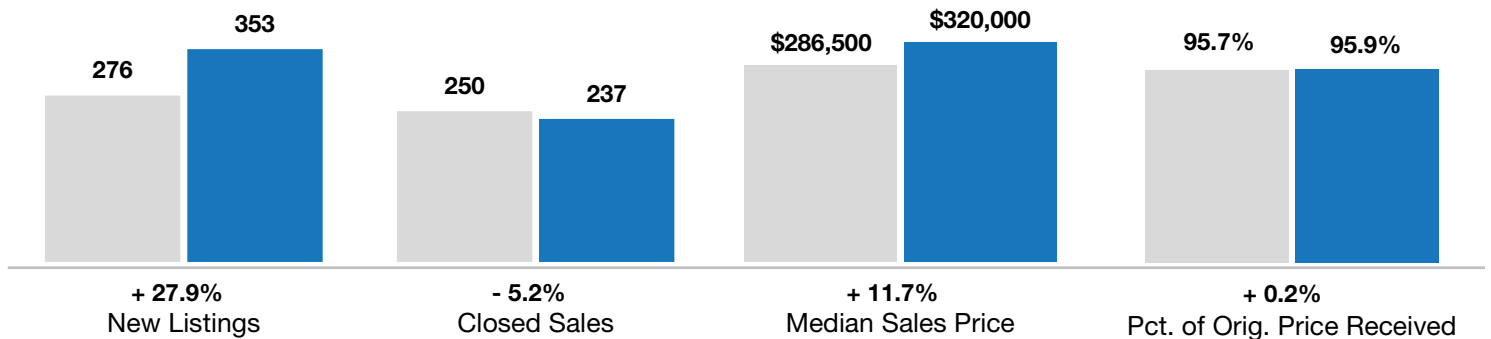
Chattanooga

Key Metrics	October			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	276	353	+ 27.9%	3,658	3,367	- 8.0%
Closed Sales	250	237	- 5.2%	2,969	2,549	- 14.1%
Median Sales Price	\$286,500	\$320,000	+ 11.7%	\$309,000	\$320,000	+ 3.6%
Pct. of Orig. Price Received	95.7%	95.9%	+ 0.2%	99.7%	97.3%	- 2.4%
Days on Market Until Sale	24	26	+ 8.3%	15	26	+ 73.3%
Inventory of Homes for Sale	572	601	+ 5.1%	--	--	--
Months Supply of Inventory	1.9	2.1	+ 10.5%	--	--	--

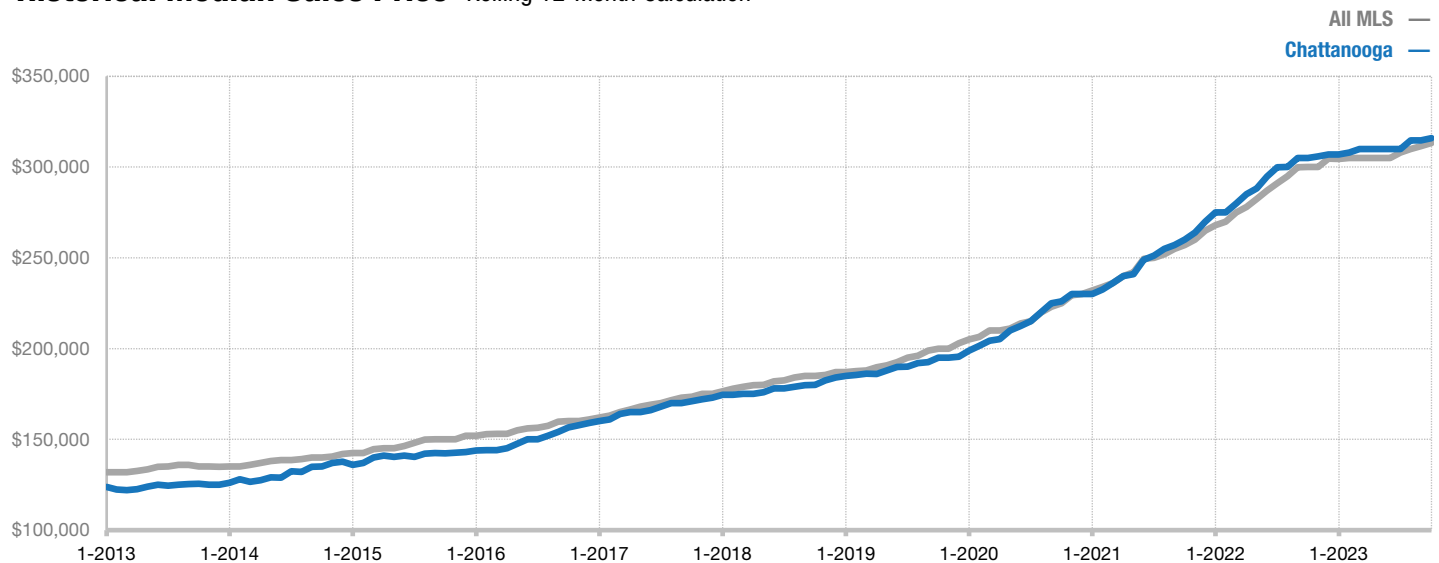
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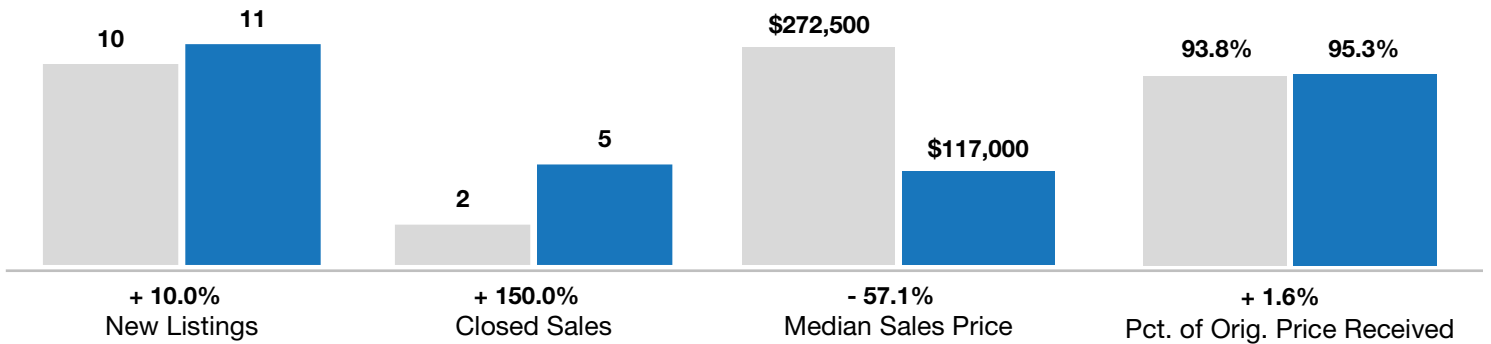
Chattooga County

Key Metrics	October			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	10	11	+ 10.0%	112	87	- 22.3%
Closed Sales	2	5	+ 150.0%	97	61	- 37.1%
Median Sales Price	\$272,500	\$117,000	- 57.1%	\$187,000	\$190,000	+ 1.6%
Pct. of Orig. Price Received	93.8%	95.3%	+ 1.6%	97.0%	95.7%	- 1.3%
Days on Market Until Sale	35	38	+ 8.6%	18	34	+ 88.9%
Inventory of Homes for Sale	16	19	+ 18.8%	--	--	--
Months Supply of Inventory	1.8	2.9	+ 61.1%	--	--	--

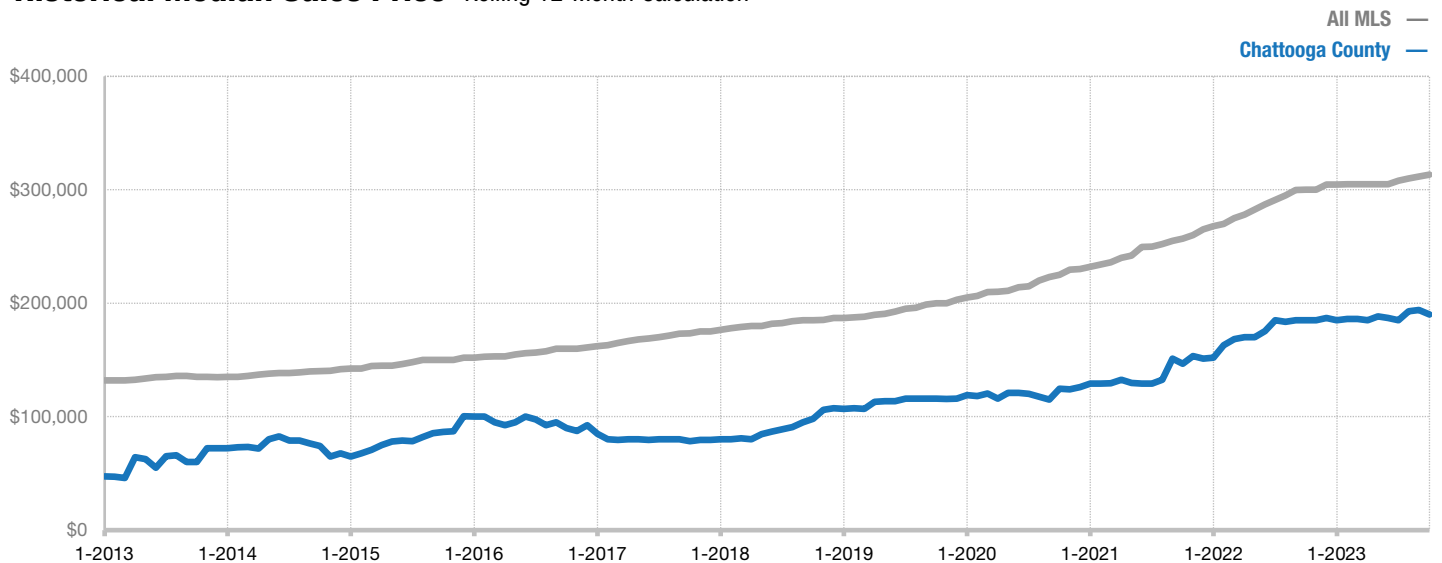
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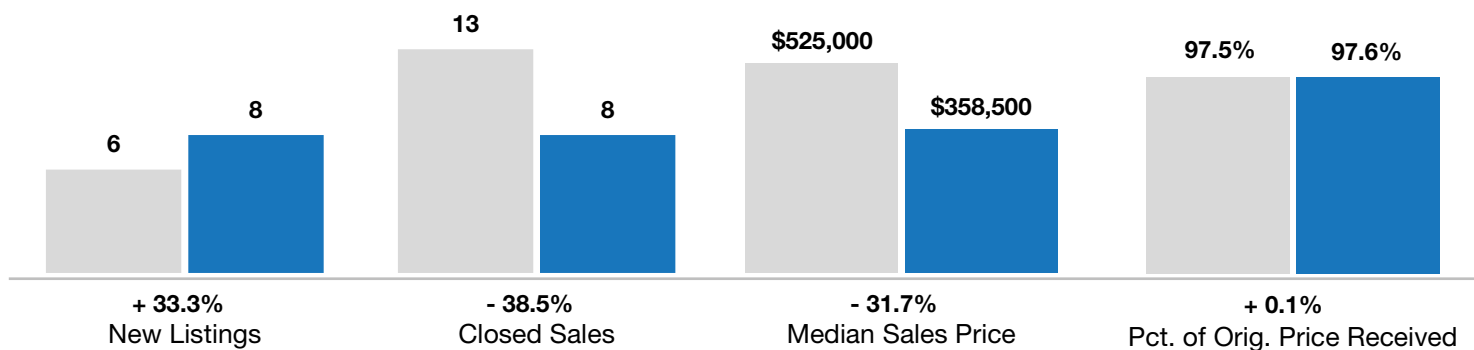
Collegedale

Key Metrics	October			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	6	8	+ 33.3%	142	115	- 19.0%
Closed Sales	13	8	- 38.5%	117	93	- 20.5%
Median Sales Price	\$525,000	\$358,500	- 31.7%	\$443,700	\$455,000	+ 2.5%
Pct. of Orig. Price Received	97.5%	97.6%	+ 0.1%	99.6%	97.8%	- 1.8%
Days on Market Until Sale	35	24	- 31.4%	28	75	+ 167.9%
Inventory of Homes for Sale	44	28	- 36.4%	--	--	--
Months Supply of Inventory	4.0	2.7	- 32.5%	--	--	--

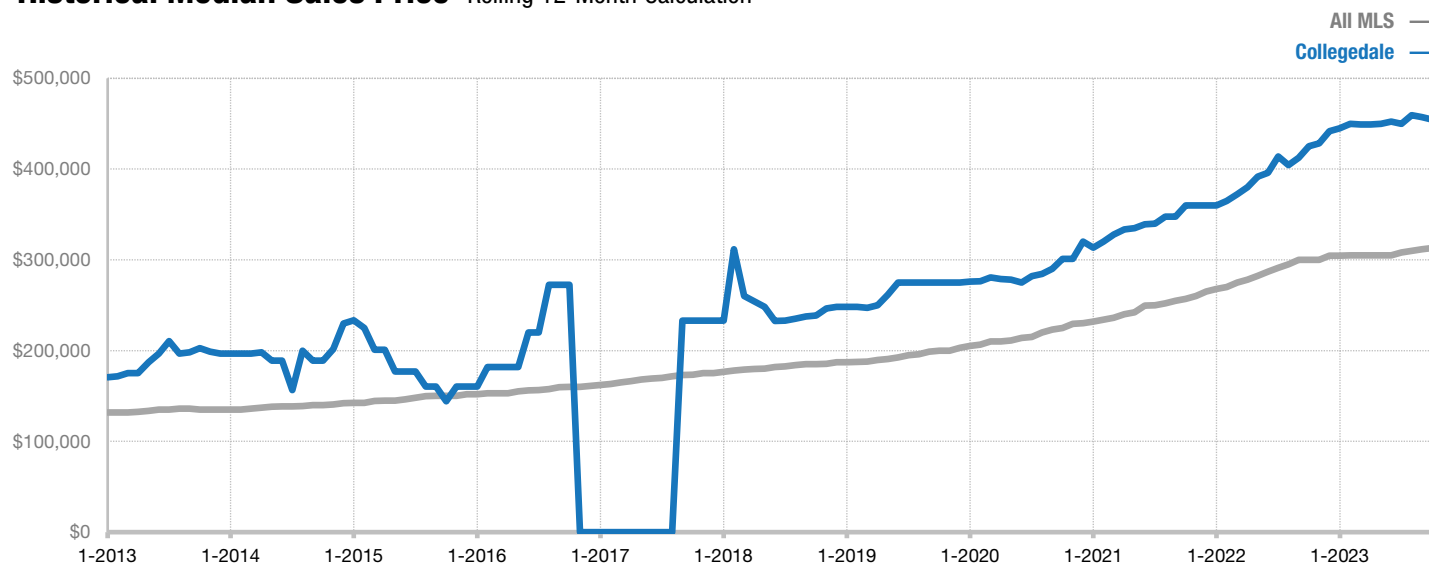
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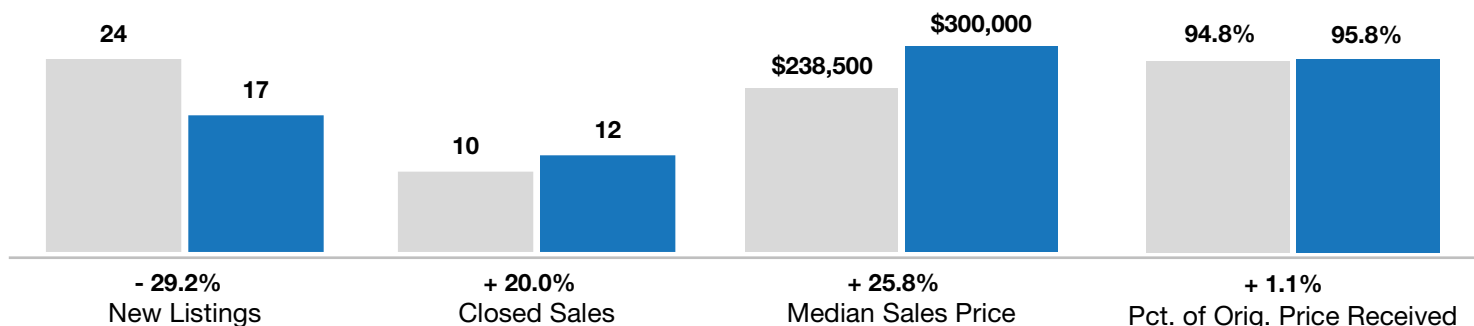
Dade County

Key Metrics	October			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	24	17	- 29.2%	219	165	- 24.7%
Closed Sales	10	12	+ 20.0%	176	129	- 26.7%
Median Sales Price	\$238,500	\$300,000	+ 25.8%	\$290,000	\$251,000	- 13.4%
Pct. of Orig. Price Received	94.8%	95.8%	+ 1.1%	97.1%	94.8%	- 2.4%
Days on Market Until Sale	33	58	+ 75.8%	33	41	+ 24.2%
Inventory of Homes for Sale	44	37	- 15.9%	--	--	--
Months Supply of Inventory	2.7	3.1	+ 14.8%	--	--	--

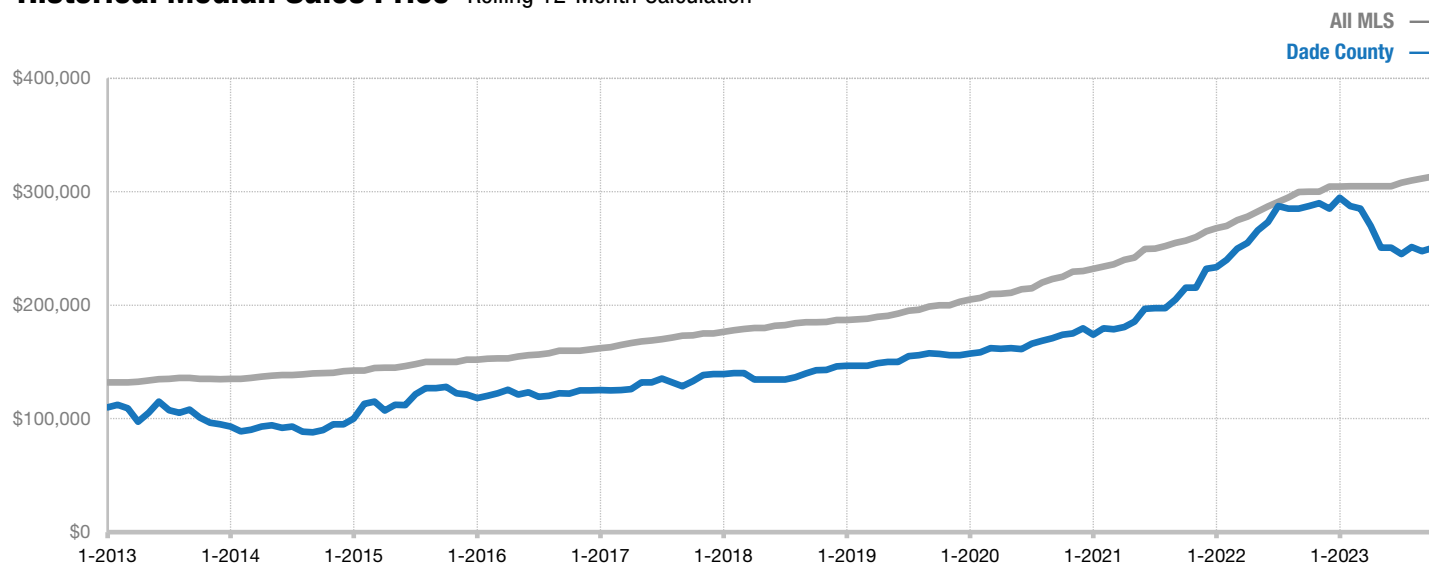
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Downtown Chattanooga

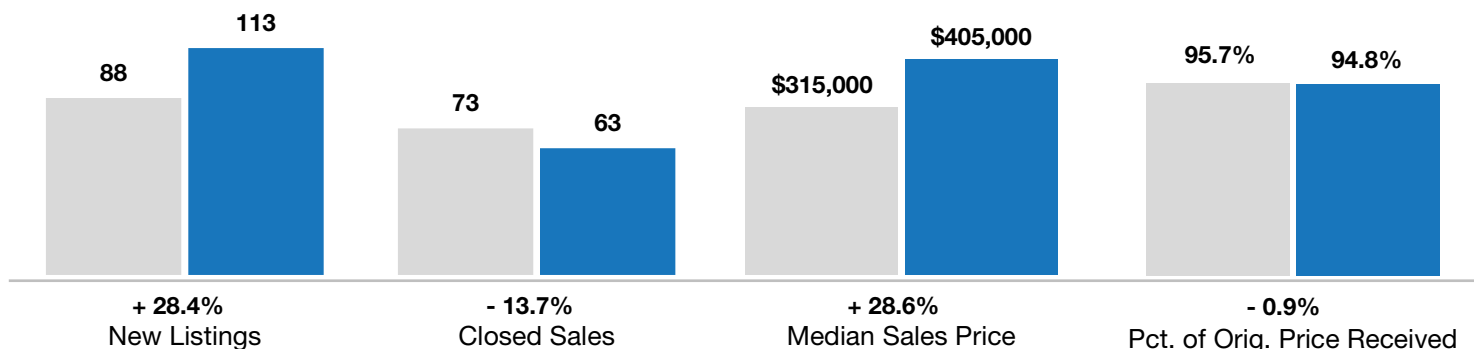
ZIP Codes: 37402, 37403, 37404, 37405, 37406, 37408 and 37450

Key Metrics	October			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	88	113	+ 28.4%	1,082	1,194	+ 10.4%
Closed Sales	73	63	- 13.7%	846	777	- 8.2%
Median Sales Price	\$315,000	\$405,000	+ 28.6%	\$325,000	\$350,000	+ 7.7%
Pct. of Orig. Price Received	95.7%	94.8%	- 0.9%	99.5%	96.2%	- 3.3%
Days on Market Until Sale	31	29	- 6.5%	21	31	+ 47.6%
Inventory of Homes for Sale	211	269	+ 27.5%	--	--	--
Months Supply of Inventory	2.5	2.9	+ 16.0%	--	--	--

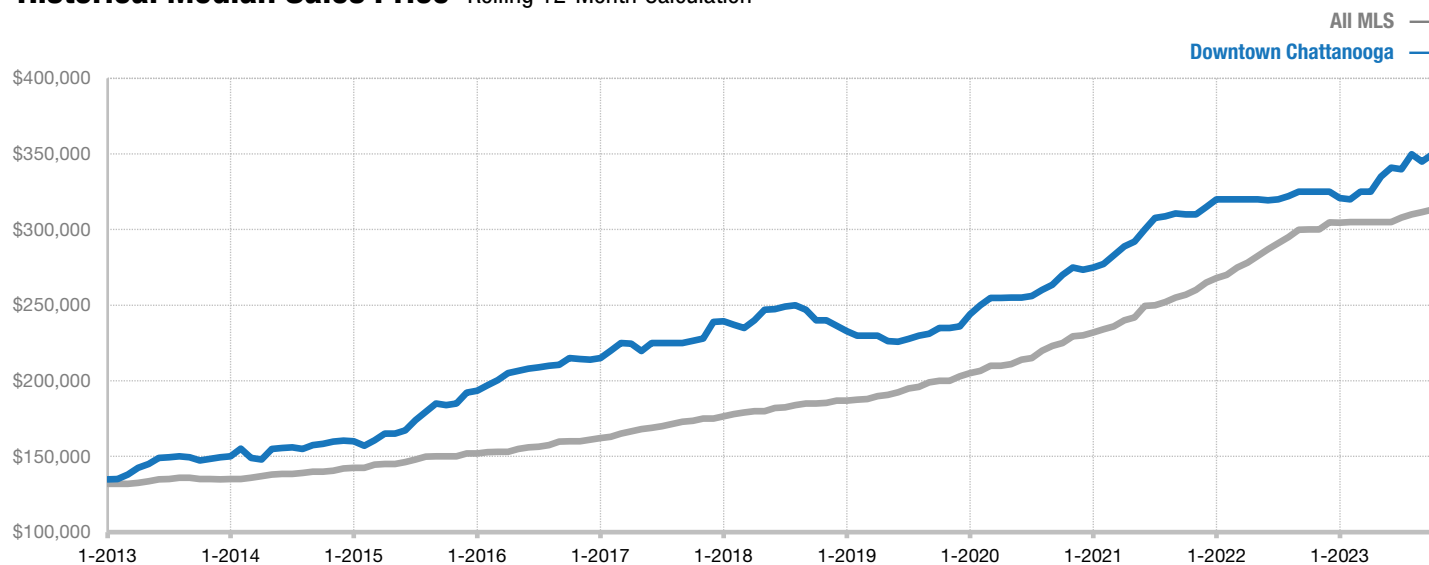
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East Brainerd

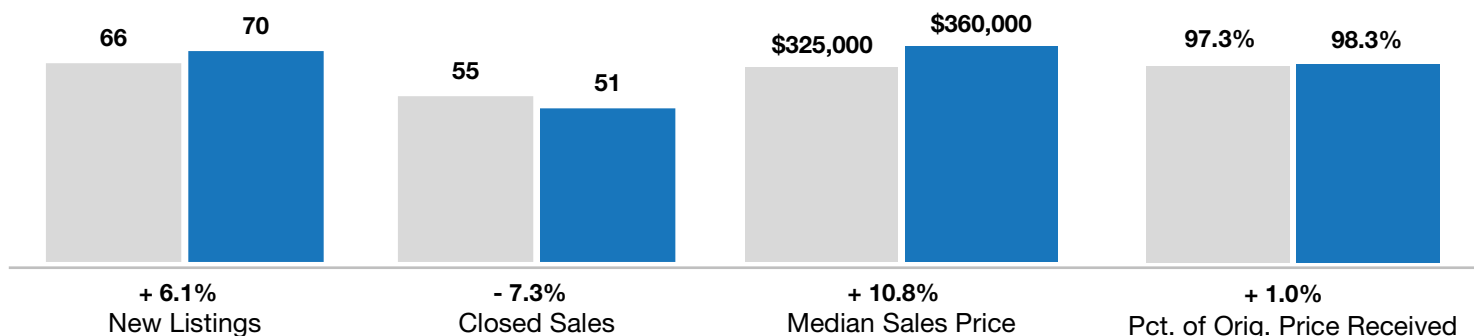
Includes the Cromwell, Dalewood, Eastdale & Tyner Communities

Key Metrics	October			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	66	70	+ 6.1%	897	639	- 28.8%
Closed Sales	55	51	- 7.3%	726	545	- 24.9%
Median Sales Price	\$325,000	\$360,000	+ 10.8%	\$350,000	\$356,000	+ 1.7%
Pct. of Orig. Price Received	97.3%	98.3%	+ 1.0%	99.7%	98.0%	- 1.7%
Days on Market Until Sale	14	22	+ 57.1%	13	29	+ 123.1%
Inventory of Homes for Sale	134	102	- 23.9%	--	--	--
Months Supply of Inventory	2.0	2.0	0.0%	--	--	--

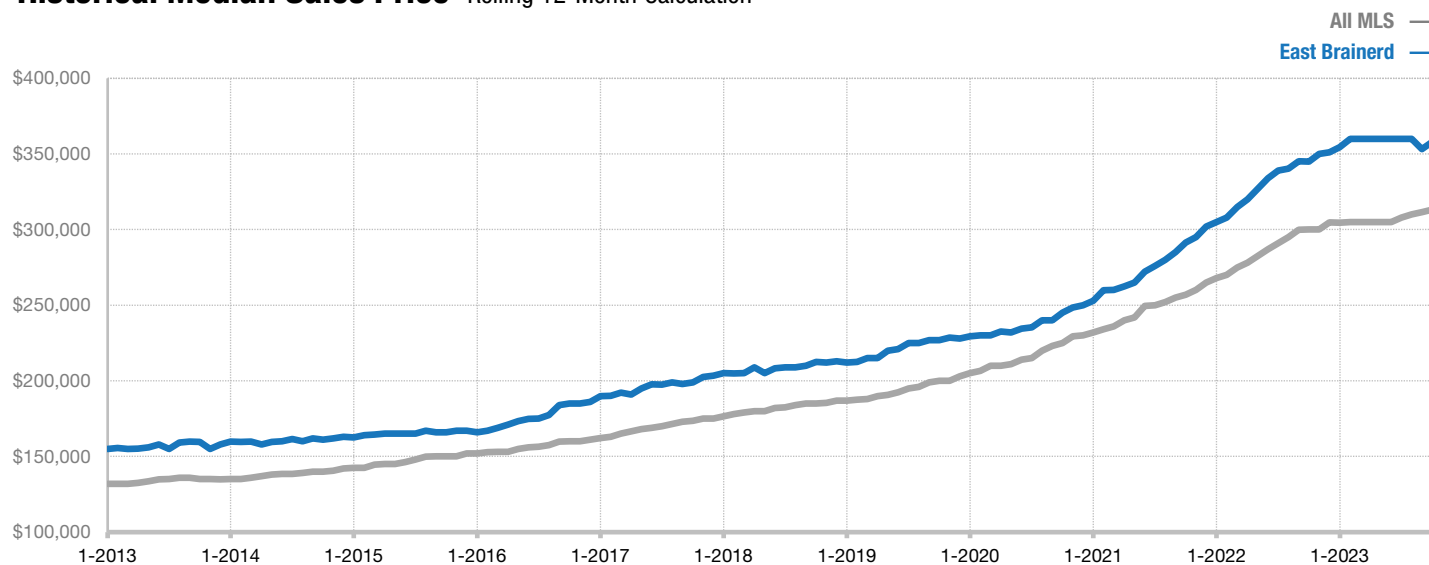
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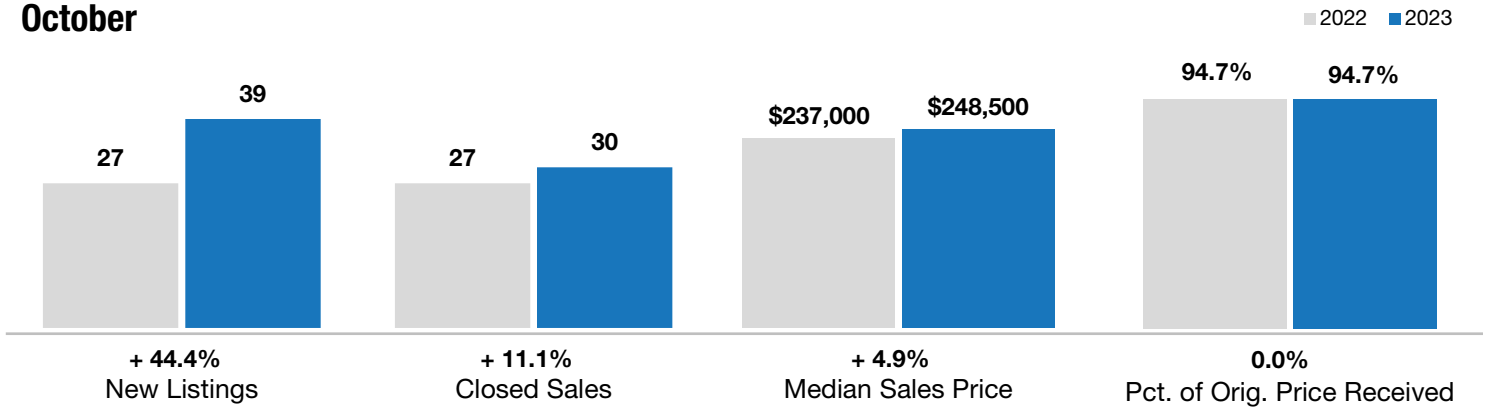
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East Ridge

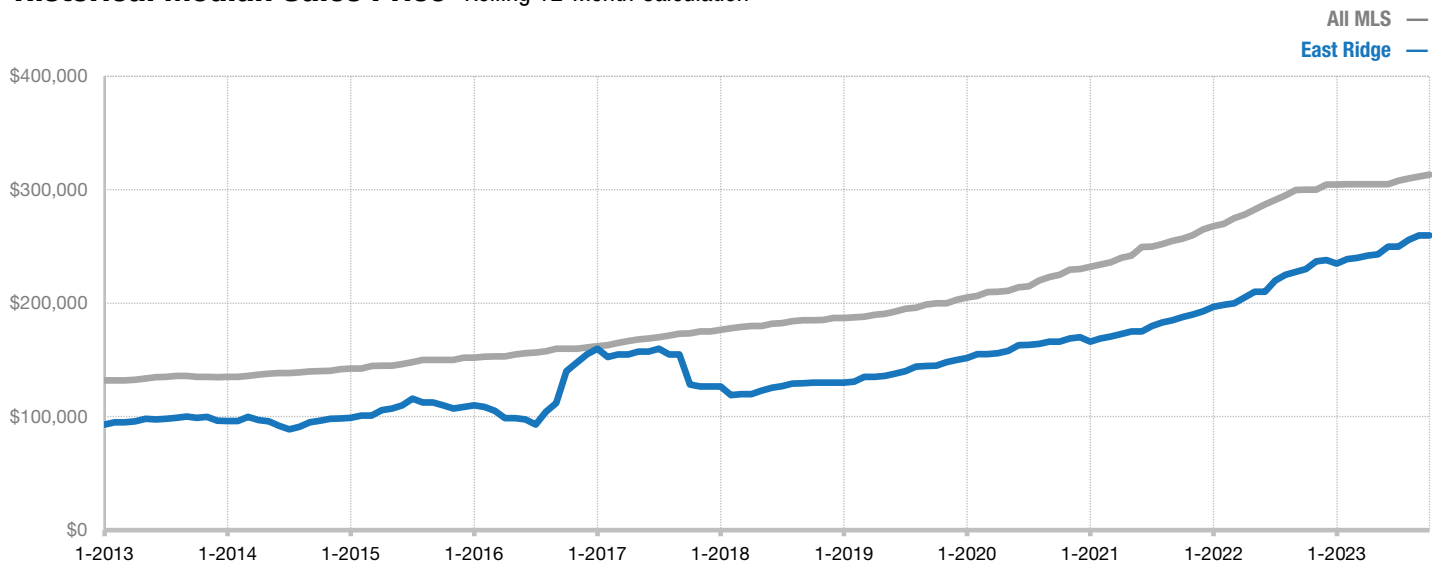
Key Metrics	October			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	27	39	+ 44.4%	289	336	+ 16.3%
Closed Sales	27	30	+ 11.1%	239	264	+ 10.5%
Median Sales Price	\$237,000	\$248,500	+ 4.9%	\$238,000	\$265,000	+ 11.3%
Pct. of Orig. Price Received	94.7%	94.7%	0.0%	99.9%	97.5%	- 2.4%
Days on Market Until Sale	18	24	+ 33.3%	10	20	+ 100.0%
Inventory of Homes for Sale	47	47	0.0%	--	--	--
Months Supply of Inventory	2.0	1.6	- 20.0%	--	--	--

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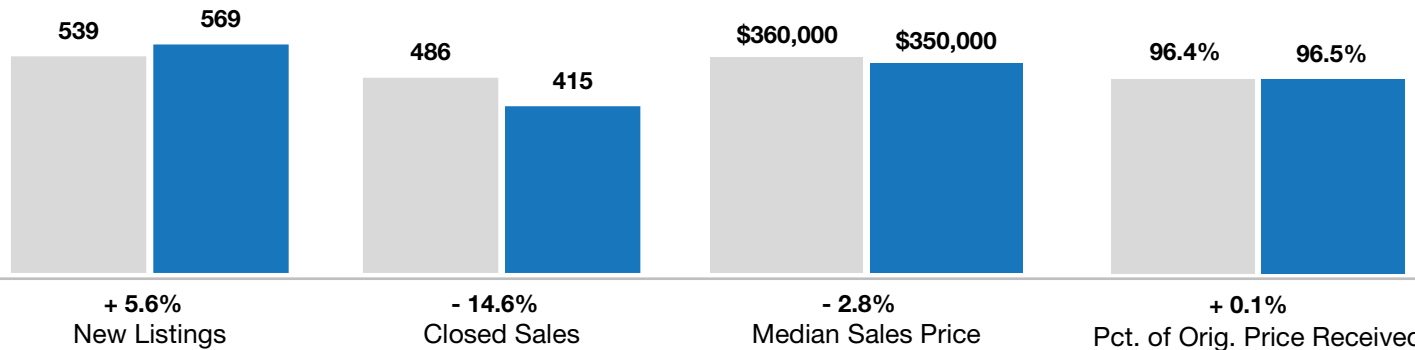
Hamilton County

Key Metrics	October			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	539	569	+ 5.6%	6,761	5,843	- 13.6%
Closed Sales	486	415	- 14.6%	5,530	4,632	- 16.2%
Median Sales Price	\$360,000	\$350,000	- 2.8%	\$350,000	\$355,000	+ 1.4%
Pct. of Orig. Price Received	96.4%	96.5%	+ 0.1%	99.9%	97.6%	- 2.3%
Days on Market Until Sale	23	28	+ 21.7%	16	29	+ 81.3%
Inventory of Homes for Sale	1,058	1,044	- 1.3%	--	--	--
Months Supply of Inventory	1.9	2.1	+ 10.5%	--	--	--

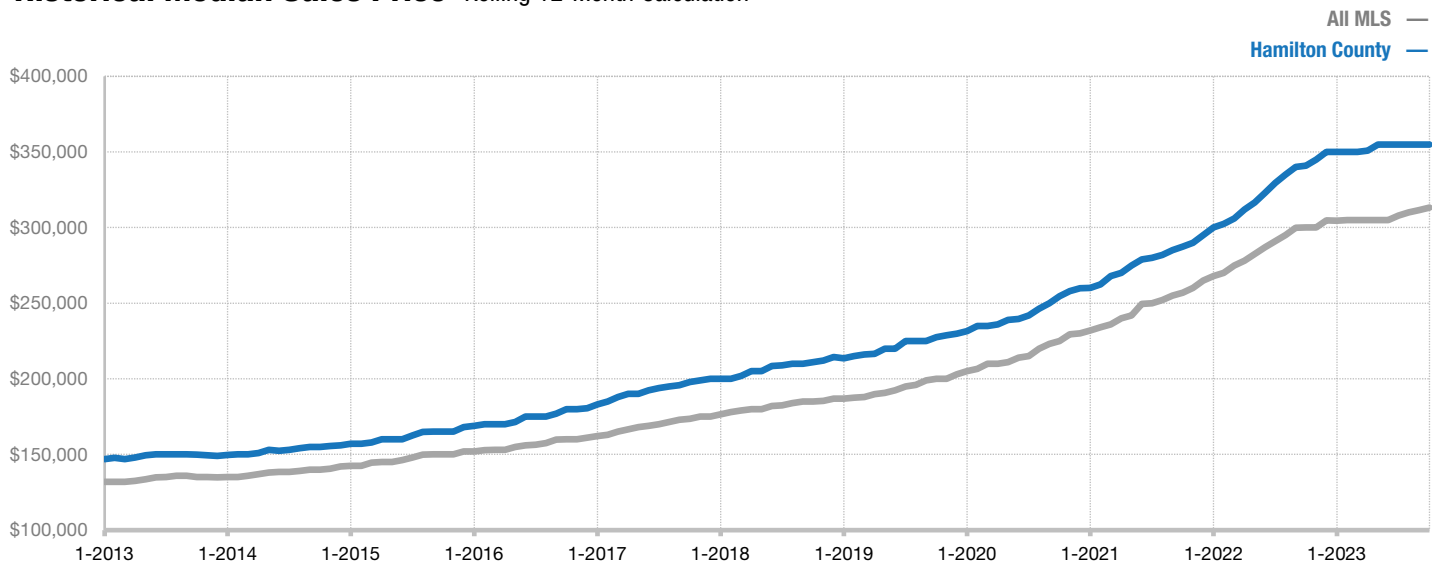
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Harrison / Georgetown

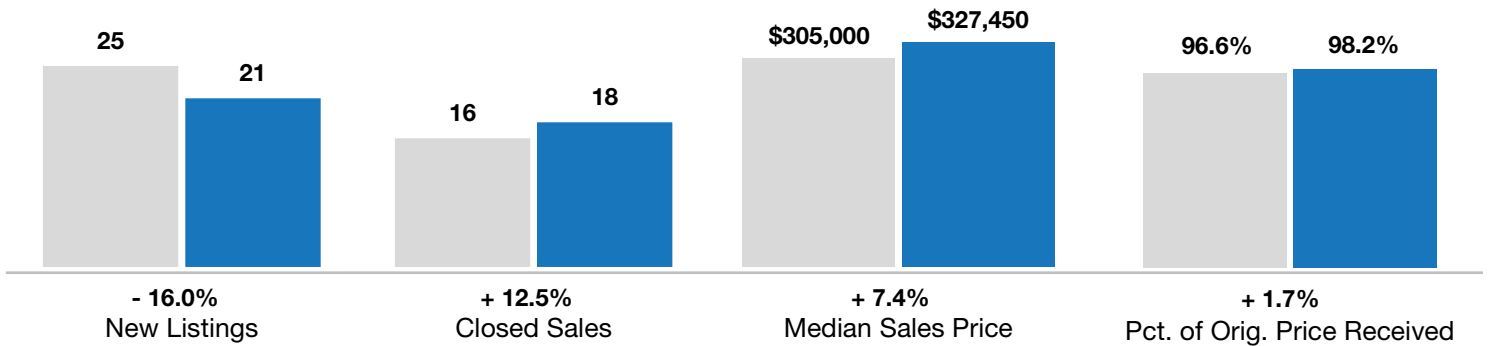
ZIP Codes: 37341 and 37308

Key Metrics	October			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	25	21	- 16.0%	298	222	- 25.5%
Closed Sales	16	18	+ 12.5%	231	188	- 18.6%
Median Sales Price	\$305,000	\$327,450	+ 7.4%	\$330,000	\$352,950	+ 7.0%
Pct. of Orig. Price Received	96.6%	98.2%	+ 1.7%	100.4%	97.4%	- 3.0%
Days on Market Until Sale	29	15	- 48.3%	18	47	+ 161.1%
Inventory of Homes for Sale	60	35	- 41.7%	--	--	--
Months Supply of Inventory	2.8	1.9	- 32.1%	--	--	--

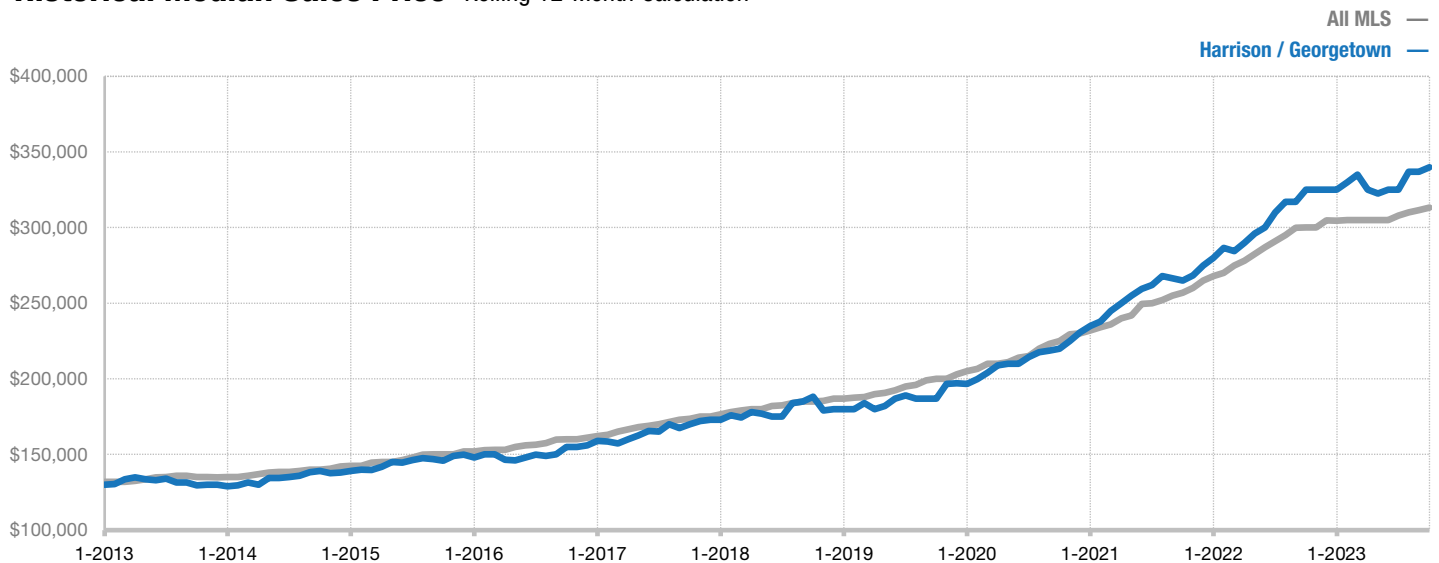
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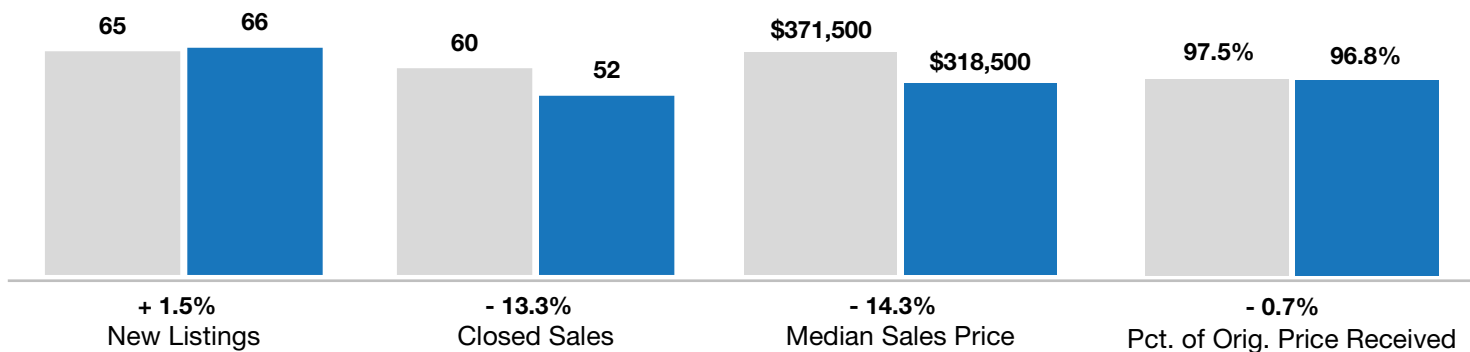
Hixson

Key Metrics	October			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	65	66	+ 1.5%	757	668	- 11.8%
Closed Sales	60	52	- 13.3%	653	568	- 13.0%
Median Sales Price	\$371,500	\$318,500	- 14.3%	\$345,000	\$350,000	+ 1.4%
Pct. of Orig. Price Received	97.5%	96.8%	- 0.7%	101.2%	98.4%	- 2.8%
Days on Market Until Sale	18	29	+ 61.1%	14	23	+ 64.3%
Inventory of Homes for Sale	95	94	- 1.1%	--	--	--
Months Supply of Inventory	1.2	1.6	+ 33.3%	--	--	--

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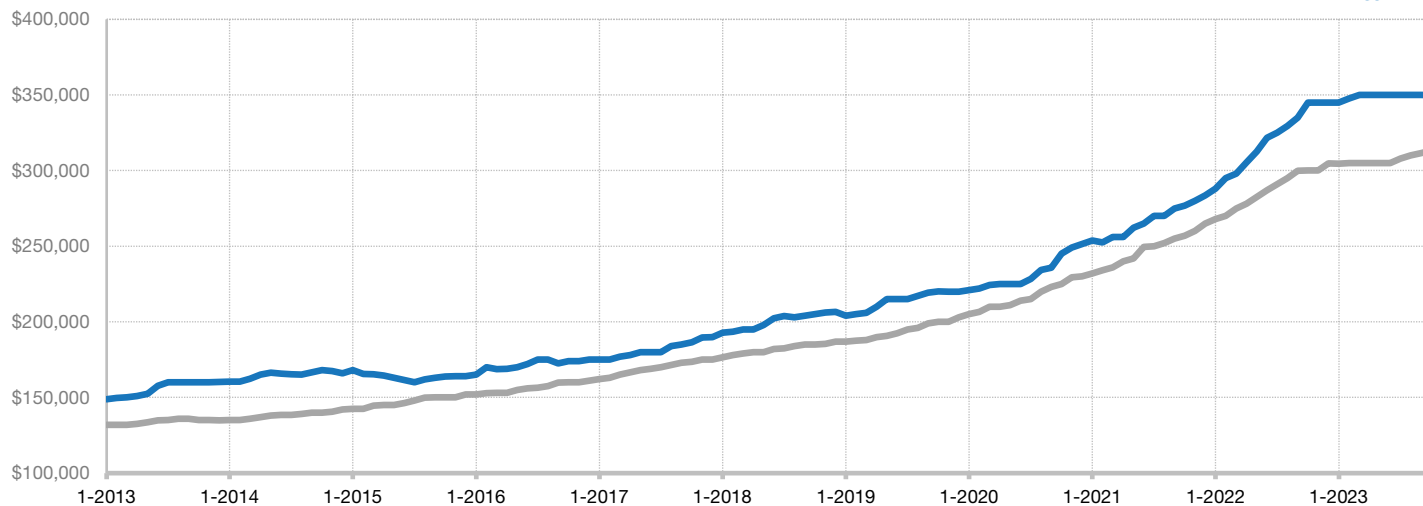
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— All MLS —
— Hixson —



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Lookout Mountain

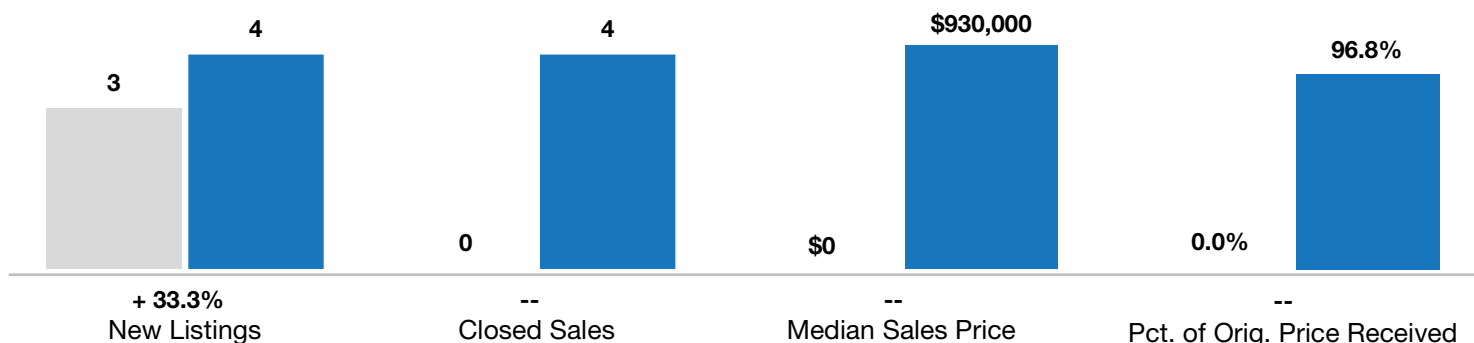
Hamilton County Only

Key Metrics	October			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	3	4	+ 33.3%	35	32	- 8.6%
Closed Sales	0	4	--	27	28	+ 3.7%
Median Sales Price	\$0	\$930,000	--	\$900,000	\$875,000	- 2.8%
Pct. of Orig. Price Received	0.0%	96.8%	--	99.9%	95.7%	- 4.2%
Days on Market Until Sale	0	14	--	15	30	+ 100.0%
Inventory of Homes for Sale	9	5	- 44.4%	--	--	--
Months Supply of Inventory	2.6	1.4	- 46.2%	--	--	--

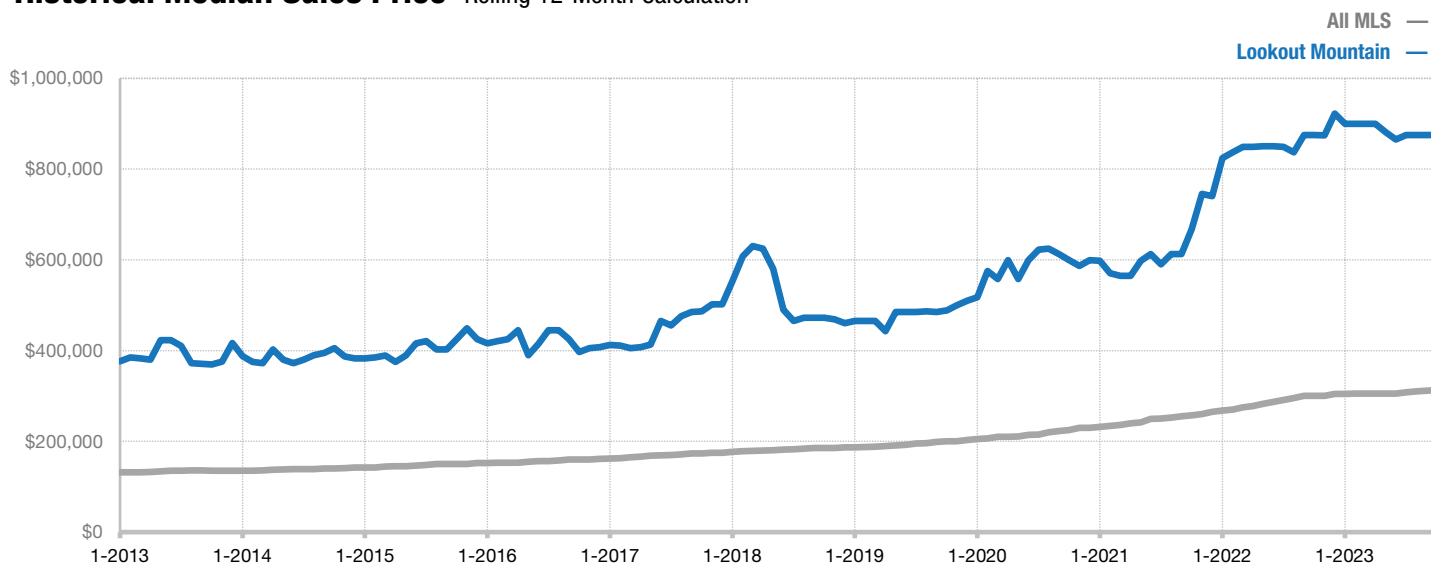
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

October

■ 2022 ■ 2023



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – October 2023

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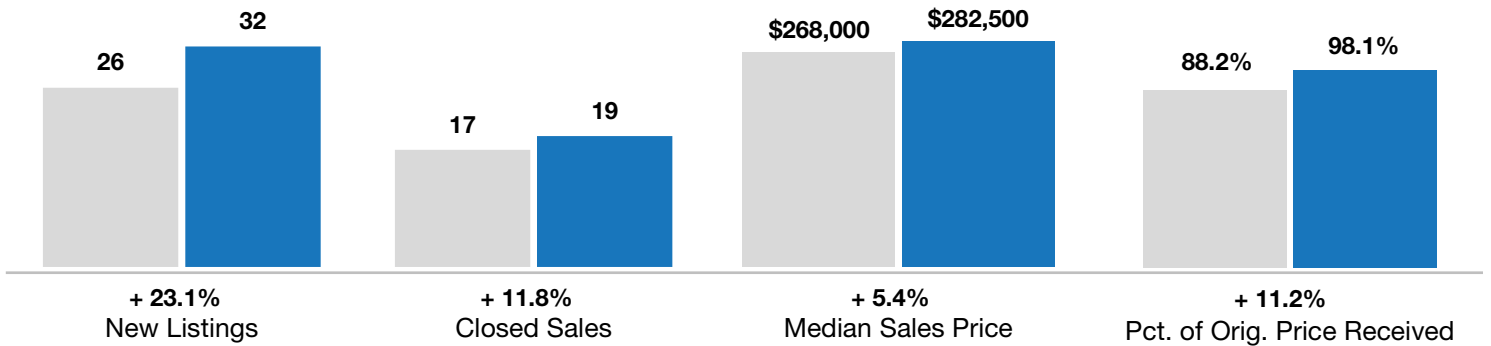
Marion County

Key Metrics	October			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	26	32	+ 23.1%	319	288	- 9.7%
Closed Sales	17	19	+ 11.8%	236	196	- 16.9%
Median Sales Price	\$268,000	\$282,500	+ 5.4%	\$228,000	\$262,000	+ 14.9%
Pct. of Orig. Price Received	88.2%	98.1%	+ 11.2%	94.9%	93.5%	- 1.5%
Days on Market Until Sale	72	34	- 52.8%	35	48	+ 37.1%
Inventory of Homes for Sale	83	65	- 21.7%	--	--	--
Months Supply of Inventory	3.7	3.3	- 10.8%	--	--	--

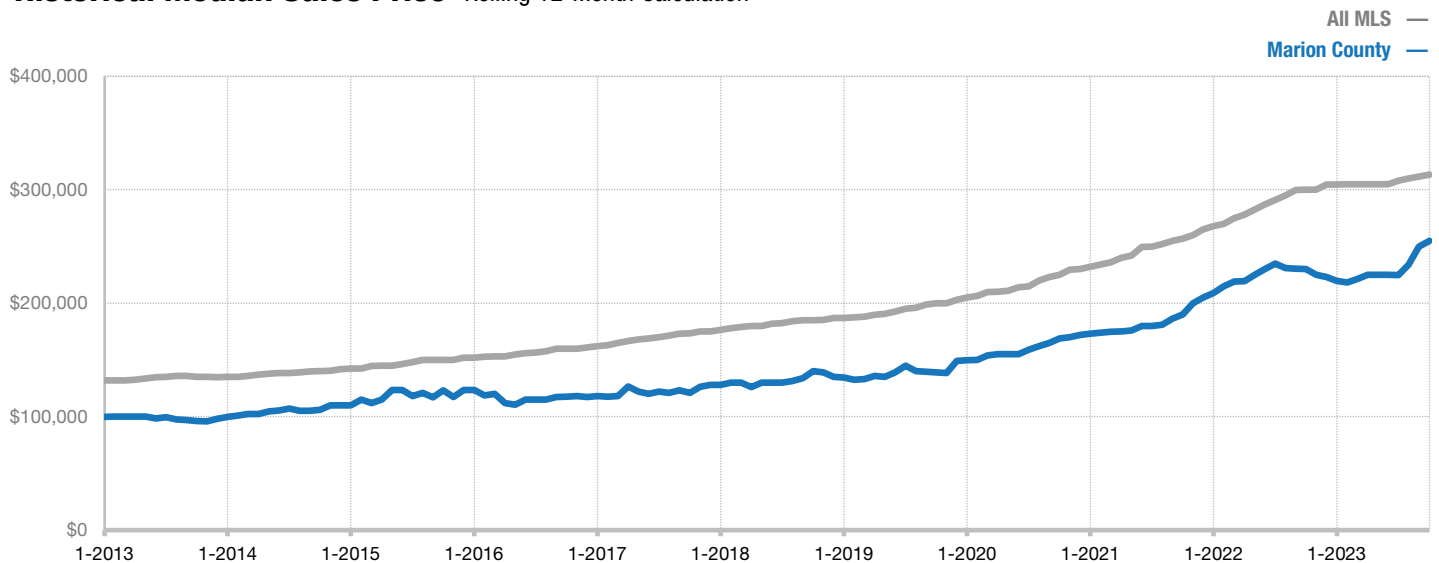
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October

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – October 2023

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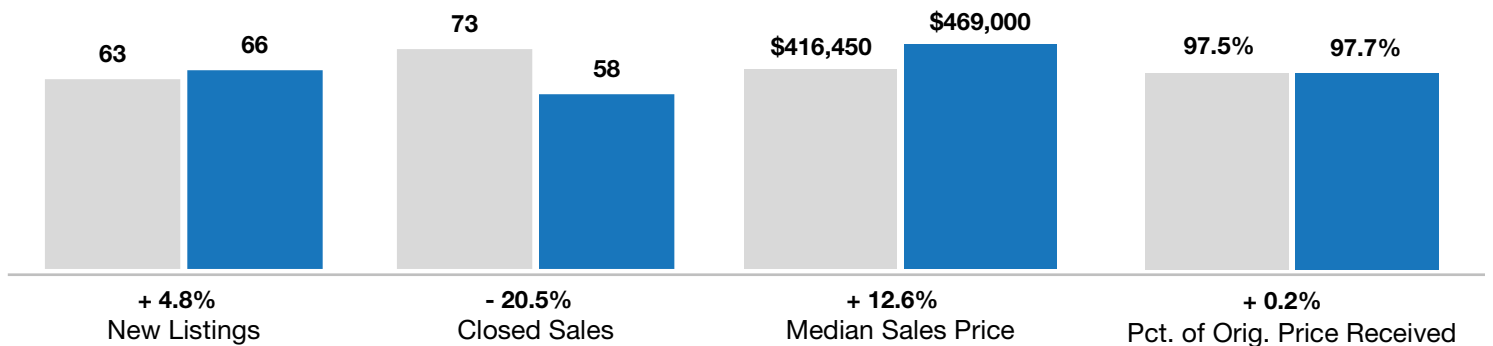
Ooltewah

Key Metrics	October			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	63	66	+ 4.8%	945	767	- 18.8%
Closed Sales	73	58	- 20.5%	752	633	- 15.8%
Median Sales Price	\$416,450	\$469,000	+ 12.6%	\$436,000	\$445,943	+ 2.3%
Pct. of Orig. Price Received	97.5%	97.7%	+ 0.2%	100.1%	98.2%	- 1.9%
Days on Market Until Sale	25	33	+ 32.0%	17	36	+ 111.8%
Inventory of Homes for Sale	163	170	+ 4.3%	--	--	--
Months Supply of Inventory	2.2	2.7	+ 22.7%	--	--	--

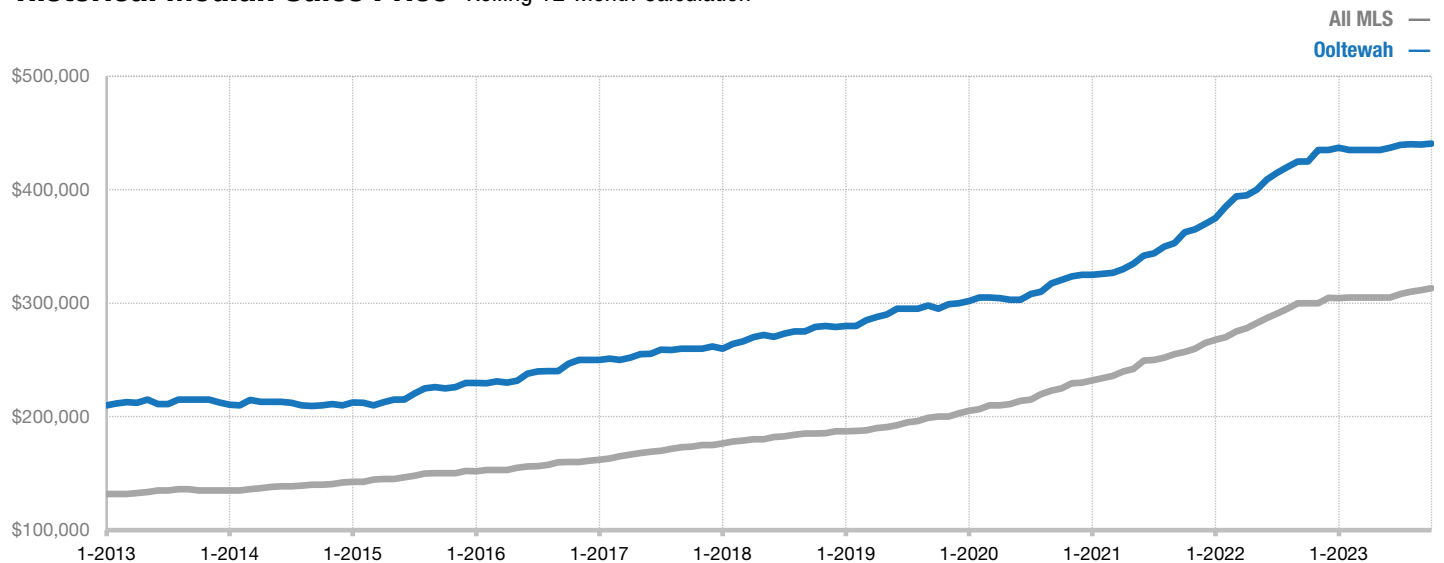
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October

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Historical Median Sales Price Rolling 12-Month Calculation



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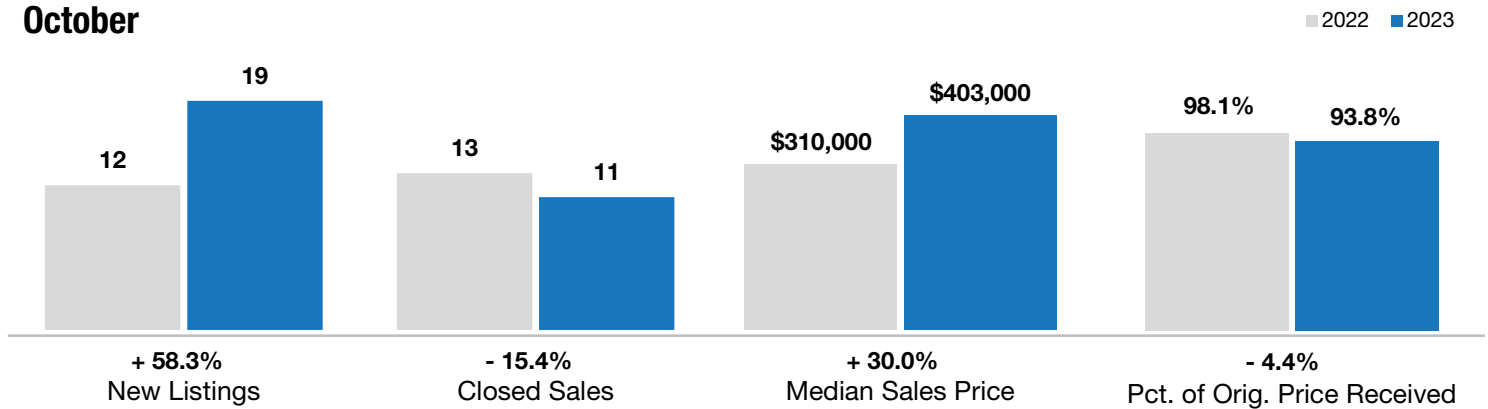
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Red Bank

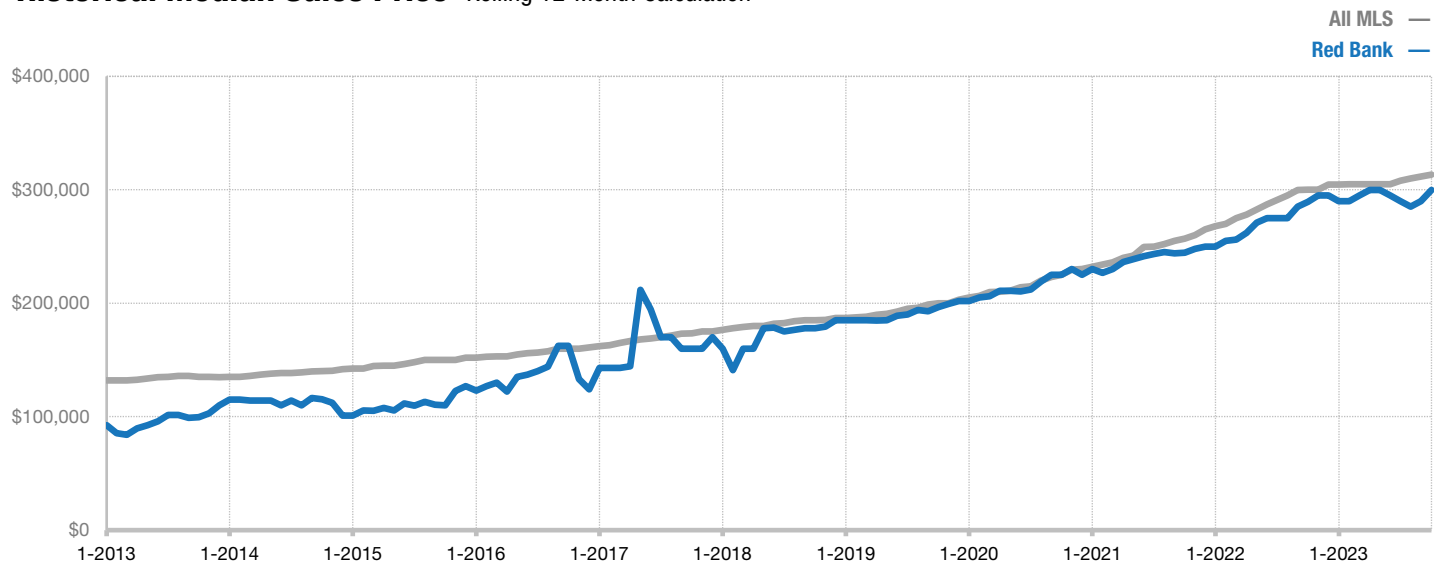
Key Metrics	October			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	12	19	+ 58.3%	168	164	- 2.4%
Closed Sales	13	11	- 15.4%	143	131	- 8.4%
Median Sales Price	\$310,000	\$403,000	+ 30.0%	\$300,000	\$301,000	+ 0.3%
Pct. of Orig. Price Received	98.1%	93.8%	- 4.4%	101.3%	98.8%	- 2.5%
Days on Market Until Sale	27	37	+ 37.0%	11	22	+ 100.0%
Inventory of Homes for Sale	18	23	+ 27.8%	--	--	--
Months Supply of Inventory	1.1	1.8	+ 63.6%	--	--	--

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

October



Historical Median Sales Price Rolling 12-Month Calculation



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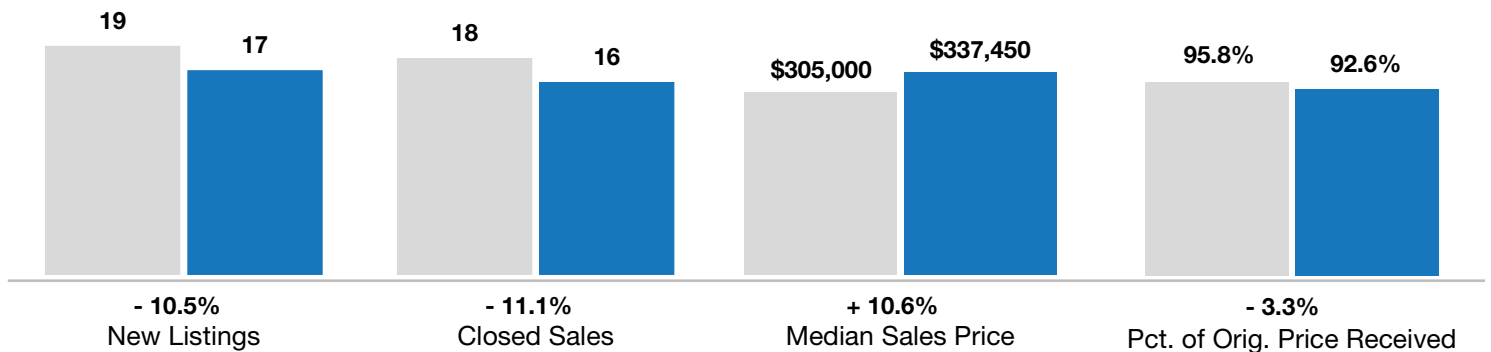
Rhea County

Key Metrics	October			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	19	17	- 10.5%	289	253	- 12.5%
Closed Sales	18	16	- 11.1%	241	194	- 19.5%
Median Sales Price	\$305,000	\$337,450	+ 10.6%	\$250,000	\$281,500	+ 12.6%
Pct. of Orig. Price Received	95.8%	92.6%	- 3.3%	96.7%	96.7%	0.0%
Days on Market Until Sale	38	28	- 26.3%	24	36	+ 50.0%
Inventory of Homes for Sale	54	59	+ 9.3%	--	--	--
Months Supply of Inventory	2.3	3.2	+ 39.1%	--	--	--

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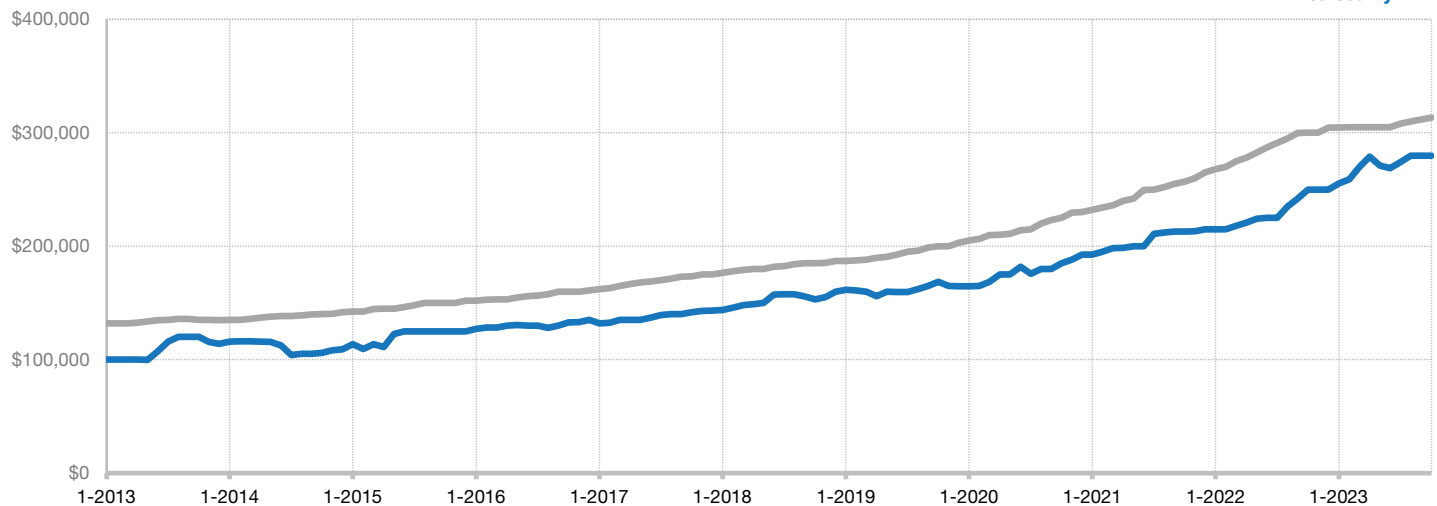
October

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Historical Median Sales Price Rolling 12-Month Calculation

All MLS —
Rhea County —



Local Market Update – October 2023

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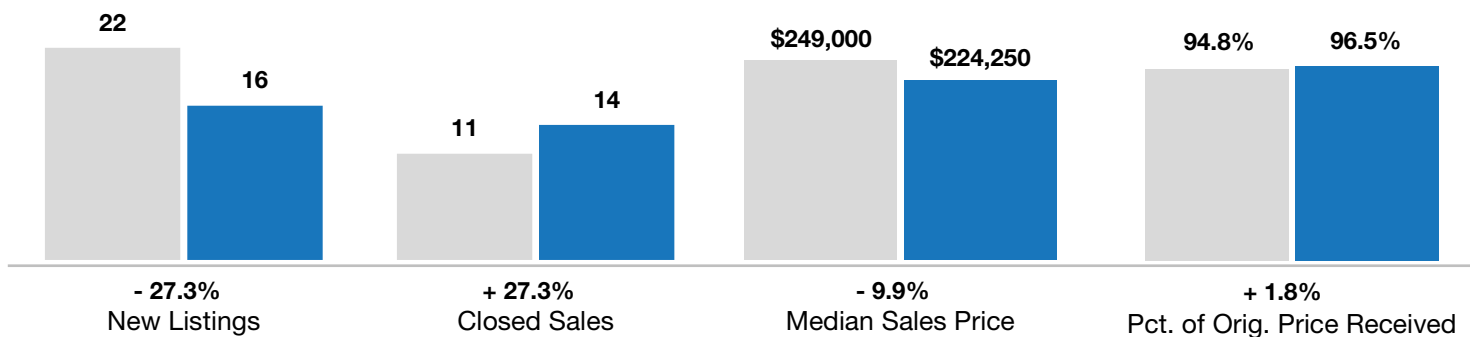
Sequatchie County

Key Metrics	October			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	22	16	- 27.3%	238	165	- 30.7%
Closed Sales	11	14	+ 27.3%	158	129	- 18.4%
Median Sales Price	\$249,000	\$224,250	- 9.9%	\$257,450	\$291,650	+ 13.3%
Pct. of Orig. Price Received	94.8%	96.5%	+ 1.8%	96.5%	94.4%	- 2.2%
Days on Market Until Sale	26	28	+ 7.7%	26	41	+ 57.7%
Inventory of Homes for Sale	62	41	- 33.9%	--	--	--
Months Supply of Inventory	3.9	3.2	- 17.9%	--	--	--

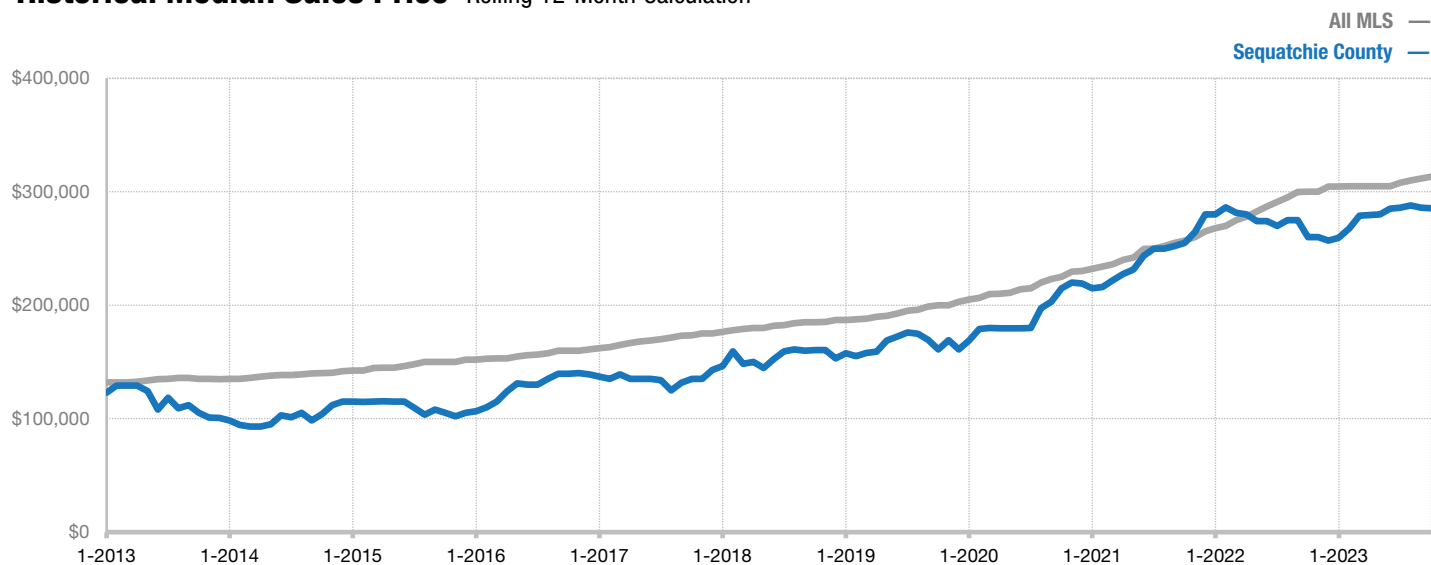
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October

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Signal Mountain

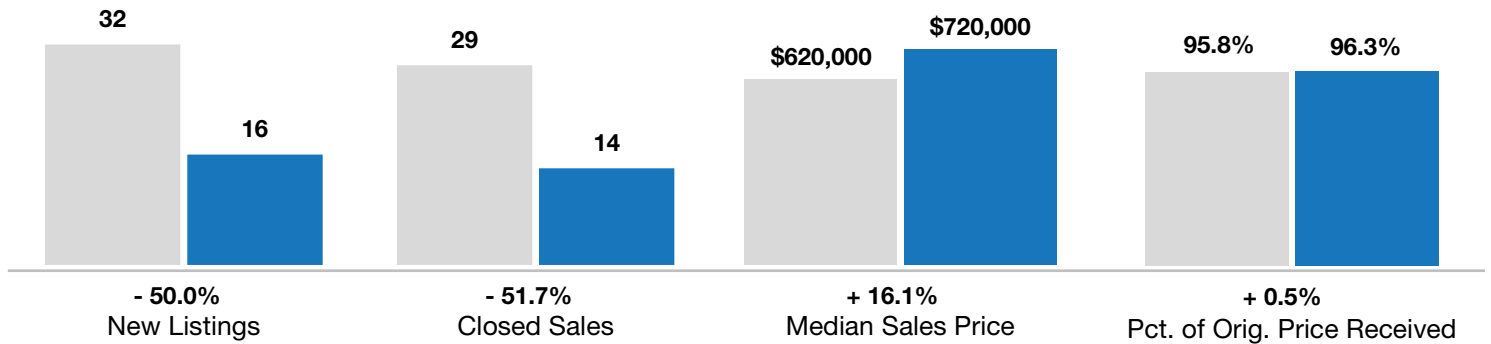
Hamilton County Only

Key Metrics	October			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	32	16	- 50.0%	302	216	- 28.5%
Closed Sales	29	14	- 51.7%	260	181	- 30.4%
Median Sales Price	\$620,000	\$720,000	+ 16.1%	\$557,262	\$650,000	+ 16.6%
Pct. of Orig. Price Received	95.8%	96.3%	+ 0.5%	99.1%	96.9%	- 2.2%
Days on Market Until Sale	25	29	+ 16.0%	14	24	+ 71.4%
Inventory of Homes for Sale	35	30	- 14.3%	--	--	--
Months Supply of Inventory	1.4	1.8	+ 28.6%	--	--	--

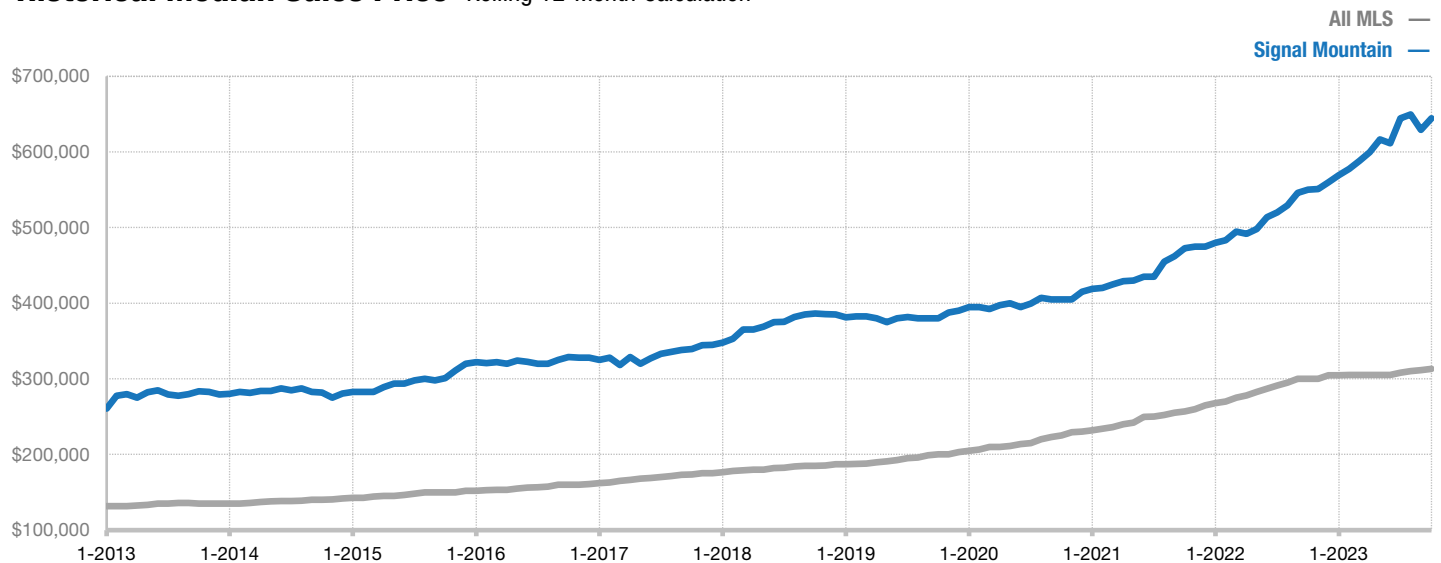
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October

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – October 2023

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St. Elmo / High Park / Avondale

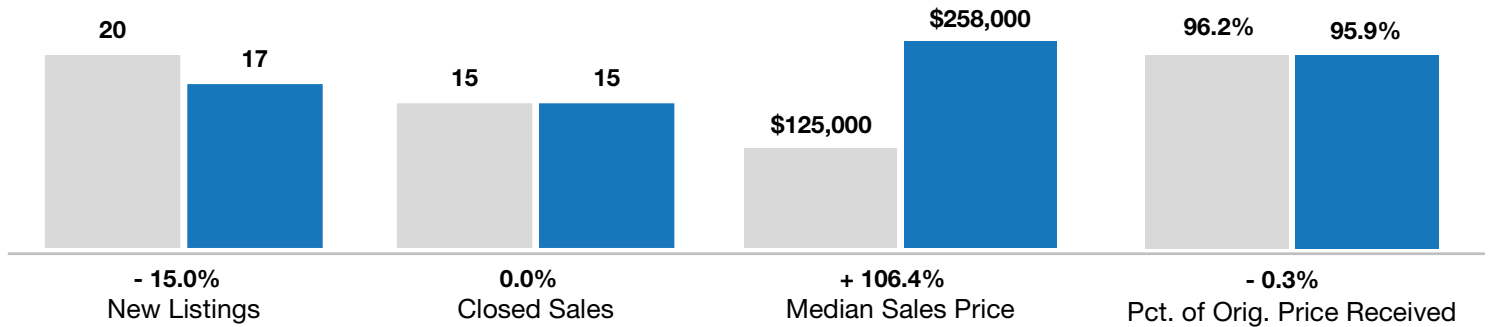
ZIP Codes: 37407, 37409 and 37410

Key Metrics	October			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	20	17	- 15.0%	223	172	- 22.9%
Closed Sales	15	15	0.0%	160	137	- 14.4%
Median Sales Price	\$125,000	\$258,000	+ 106.4%	\$199,900	\$230,000	+ 15.1%
Pct. of Orig. Price Received	96.2%	95.9%	- 0.3%	98.7%	95.5%	- 3.2%
Days on Market Until Sale	19	12	- 36.8%	15	24	+ 60.0%
Inventory of Homes for Sale	34	27	- 20.6%	--	--	--
Months Supply of Inventory	1.5	1.9	+ 26.7%	--	--	--

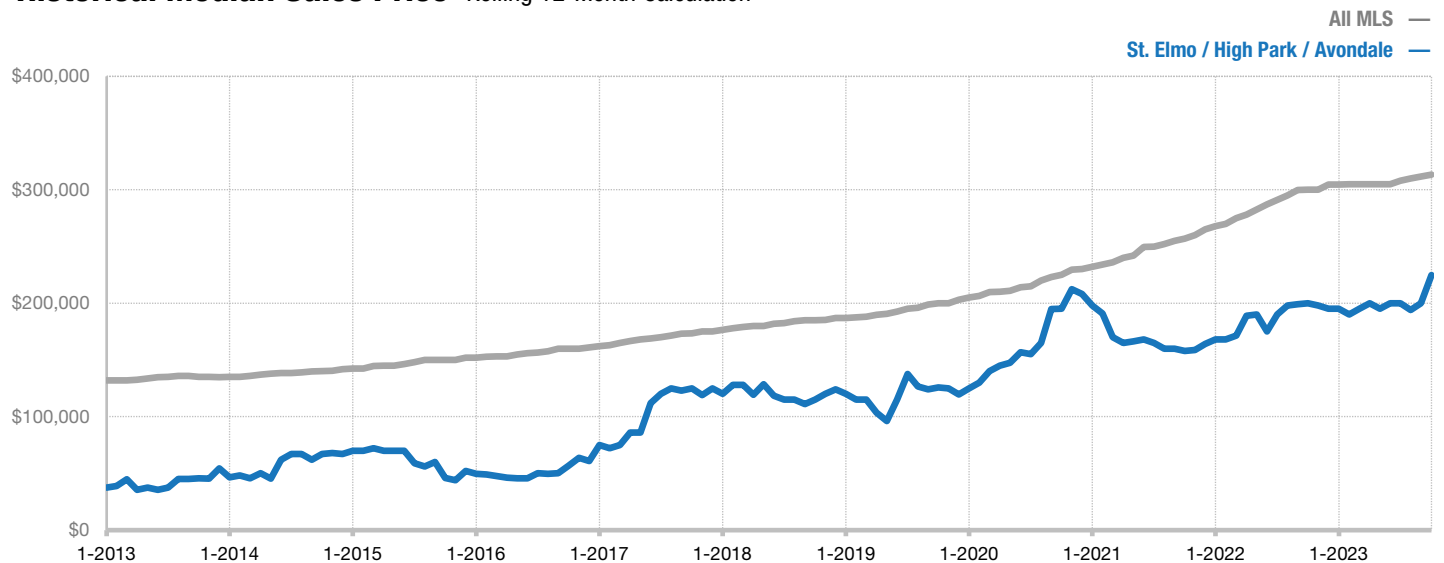
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October

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Historical Median Sales Price Rolling 12-Month Calculation



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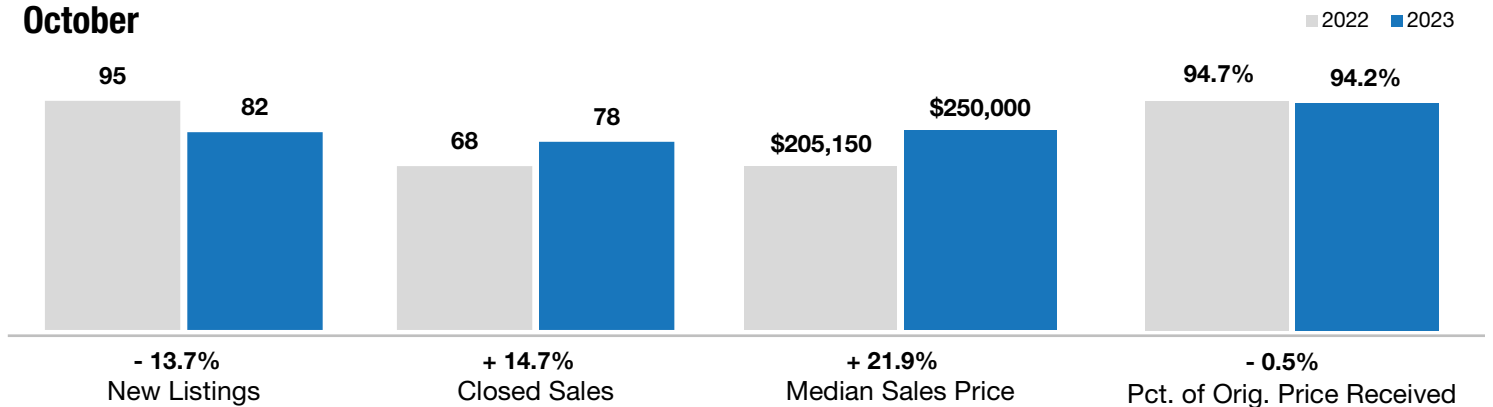
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Walker County

Key Metrics	October			YTD		
	2022	2023	Percent Change	2022	2023	Percent Change
New Listings	95	82	- 13.7%	1,000	864	- 13.6%
Closed Sales	68	78	+ 14.7%	775	661	- 14.7%
Median Sales Price	\$205,150	\$250,000	+ 21.9%	\$215,000	\$230,000	+ 7.0%
Pct. of Orig. Price Received	94.7%	94.2%	- 0.5%	97.6%	96.1%	- 1.5%
Days on Market Until Sale	25	39	+ 56.0%	18	31	+ 72.2%
Inventory of Homes for Sale	170	158	- 7.1%	--	--	--
Months Supply of Inventory	2.2	2.5	+ 13.6%	--	--	--

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

October



Historical Median Sales Price Rolling 12-Month Calculation

