

Local Market Update – April 2024

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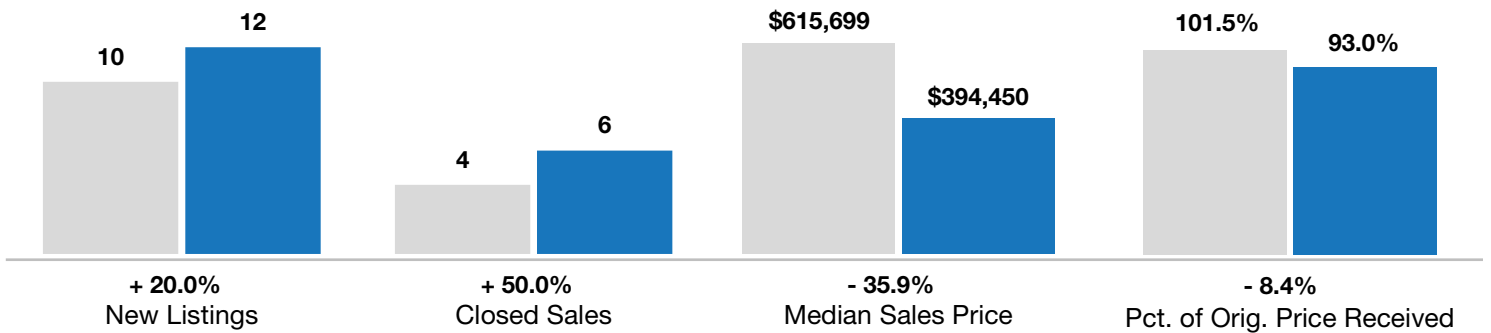
Apison

Key Metrics	April			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	10	12	+ 20.0%	32	48	+ 50.0%
Closed Sales	4	6	+ 50.0%	33	25	- 24.2%
Median Sales Price	\$615,699	\$394,450	- 35.9%	\$533,838	\$484,900	- 9.2%
Pct. of Orig. Price Received	101.5%	93.0%	- 8.4%	99.9%	96.2%	- 3.7%
Days on Market Until Sale	1	81	+ 8,000.0%	61	55	- 9.8%
Inventory of Homes for Sale	27	36	+ 33.3%	--	--	--
Months Supply of Inventory	2.6	5.1	+ 96.2%	--	--	--

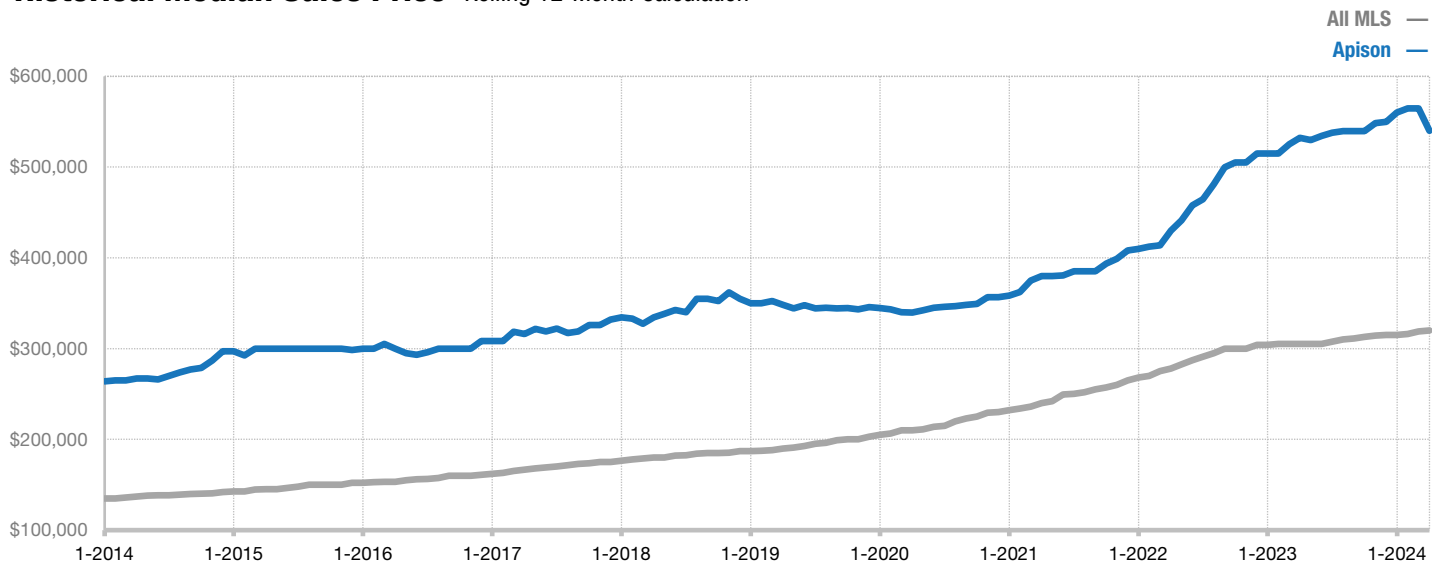
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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Historical Median Sales Price Rolling 12-Month Calculation



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Bakewell / Lakesite / Sale Creek / Soddy

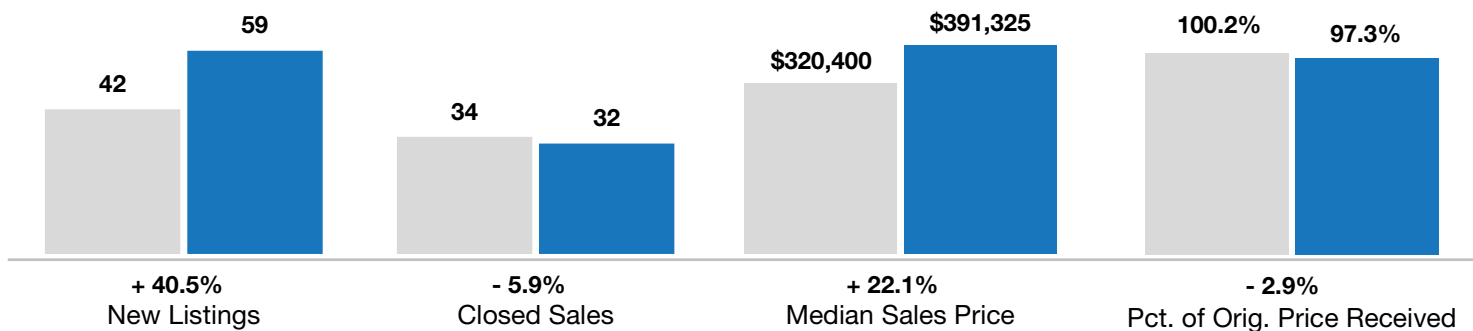
ZIP Codes: 37379 and 37384

Key Metrics	April			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	42	59	+ 40.5%	173	169	- 2.3%
Closed Sales	34	32	- 5.9%	130	117	- 10.0%
Median Sales Price	\$320,400	\$391,325	+ 22.1%	\$325,450	\$380,000	+ 16.8%
Pct. of Orig. Price Received	100.2%	97.3%	- 2.9%	97.1%	98.1%	+ 1.0%
Days on Market Until Sale	23	37	+ 60.9%	28	35	+ 25.0%
Inventory of Homes for Sale	57	74	+ 29.8%	--	--	--
Months Supply of Inventory	1.2	1.9	+ 58.3%	--	--	--

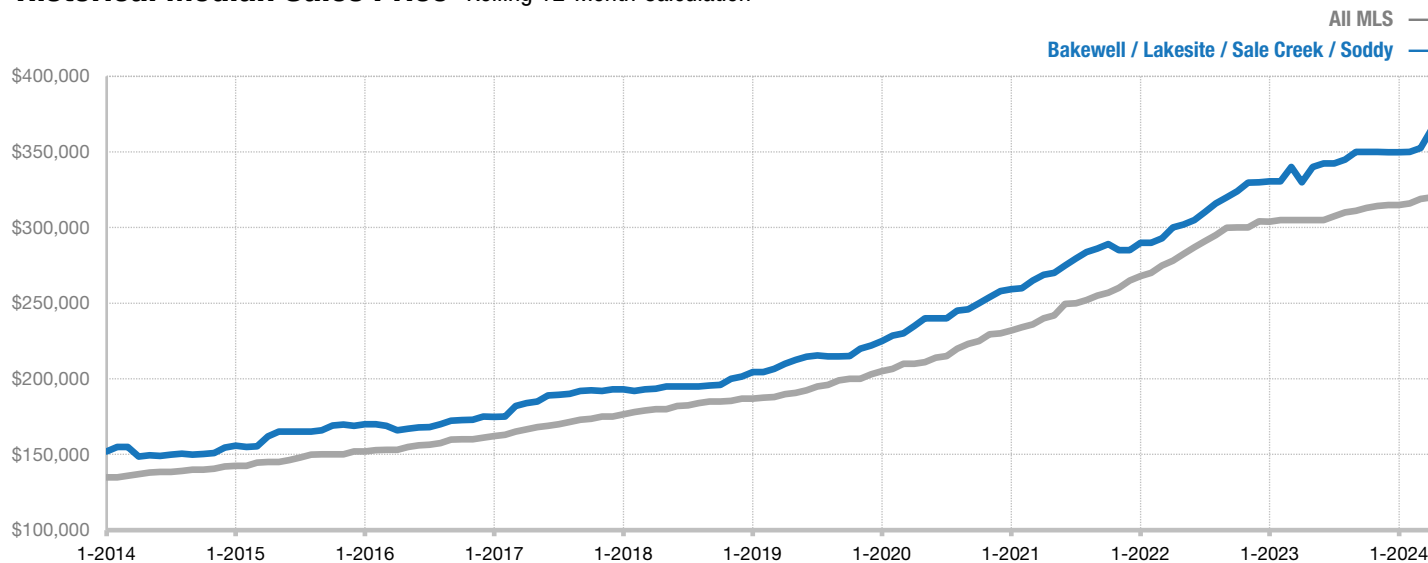
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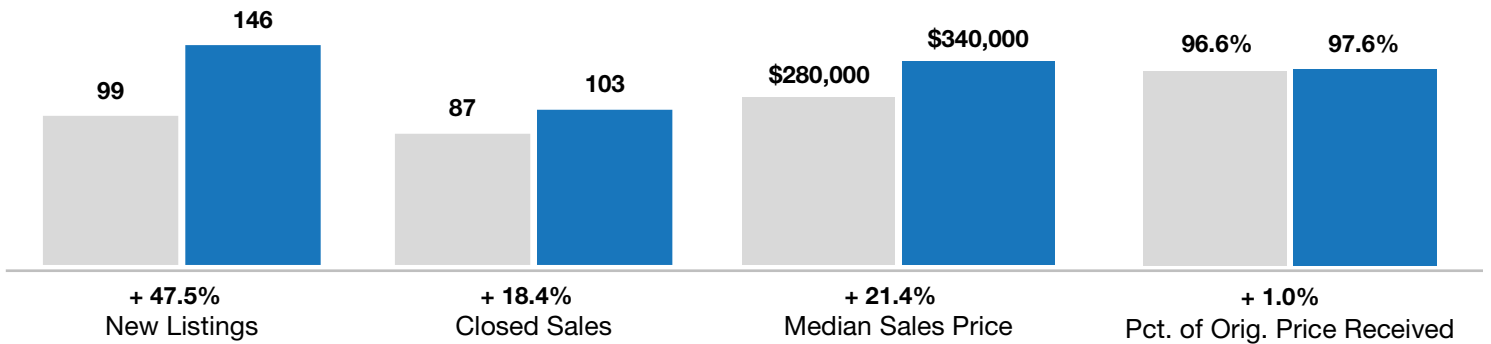
Bradley County

Key Metrics	April			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	99	146	+ 47.5%	404	499	+ 23.5%
Closed Sales	87	103	+ 18.4%	339	331	- 2.4%
Median Sales Price	\$280,000	\$340,000	+ 21.4%	\$295,000	\$315,000	+ 6.8%
Pct. of Orig. Price Received	96.6%	97.6%	+ 1.0%	95.5%	96.6%	+ 1.2%
Days on Market Until Sale	39	36	- 7.7%	42	44	+ 4.8%
Inventory of Homes for Sale	189	222	+ 17.5%	--	--	--
Months Supply of Inventory	1.6	2.4	+ 50.0%	--	--	--

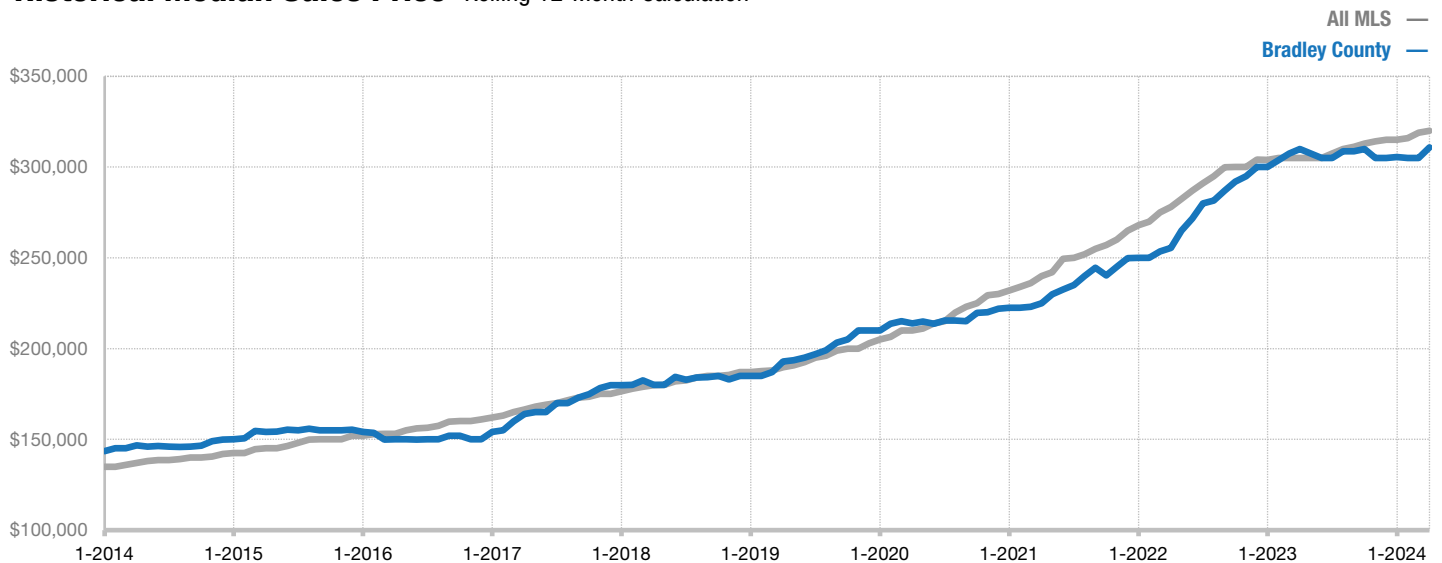
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Brainerd

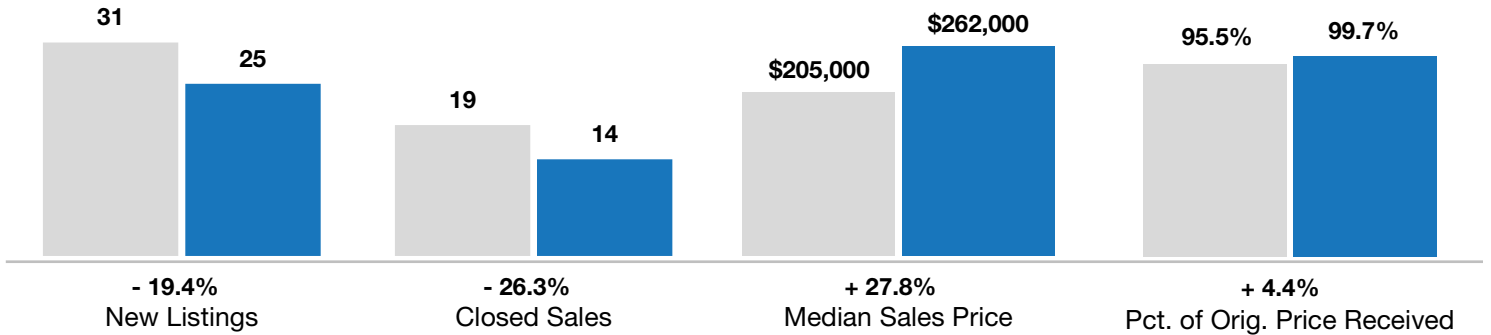
Includes the Ridgeside Community

Key Metrics	April			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	31	25	- 19.4%	107	84	- 21.5%
Closed Sales	19	14	- 26.3%	90	70	- 22.2%
Median Sales Price	\$205,000	\$262,000	+ 27.8%	\$226,500	\$255,000	+ 12.6%
Pct. of Orig. Price Received	95.5%	99.7%	+ 4.4%	97.1%	97.4%	+ 0.3%
Days on Market Until Sale	23	39	+ 69.6%	23	25	+ 8.7%
Inventory of Homes for Sale	28	32	+ 14.3%	--	--	--
Months Supply of Inventory	1.3	1.6	+ 23.1%	--	--	--

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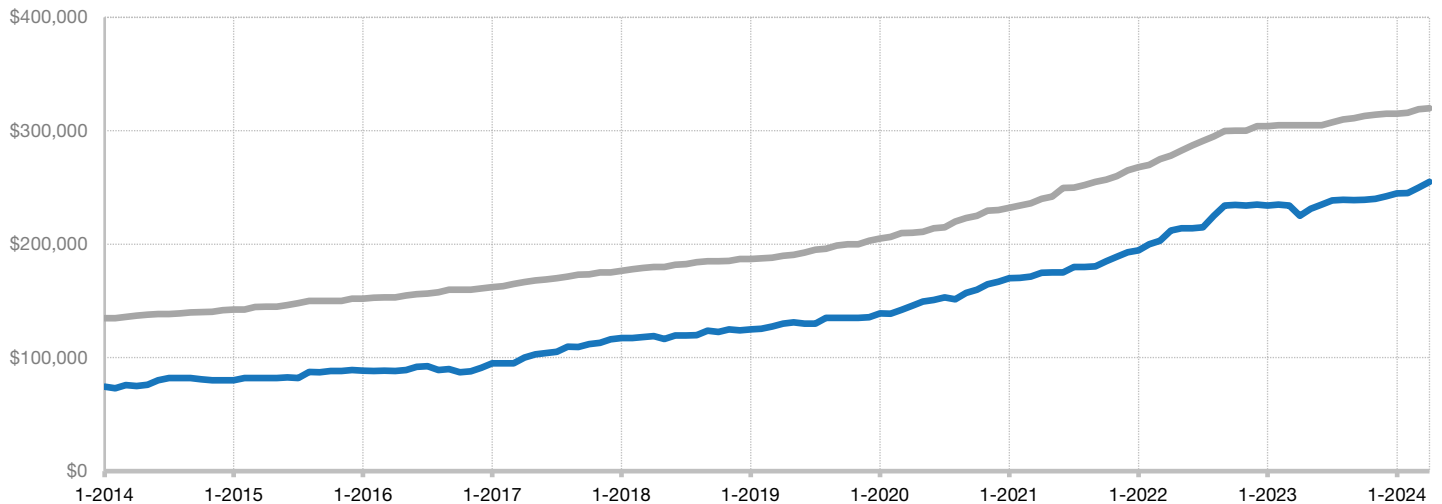
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All MLS —
Brainerd —



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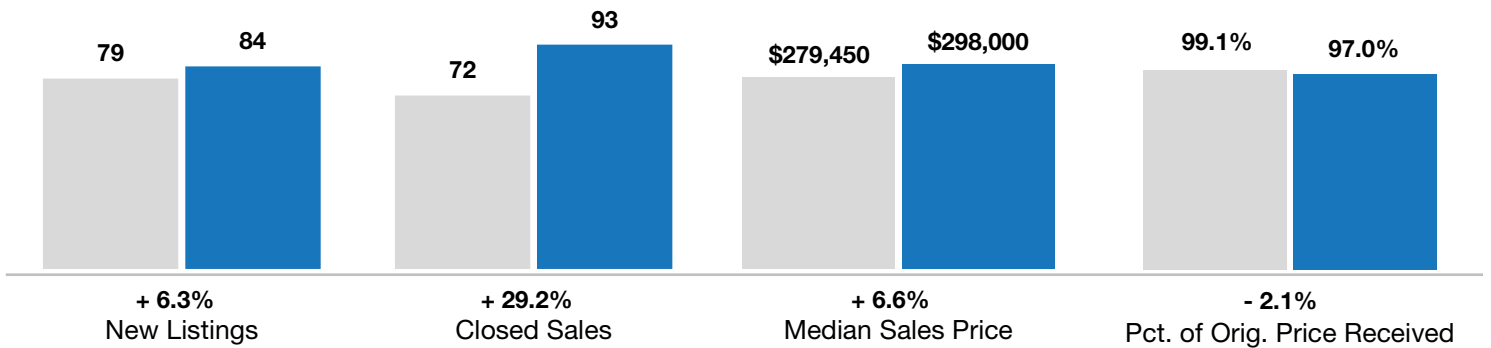
Catoosa County

Key Metrics	April			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	79	84	+ 6.3%	331	375	+ 13.3%
Closed Sales	72	93	+ 29.2%	266	292	+ 9.8%
Median Sales Price	\$279,450	\$298,000	+ 6.6%	\$275,000	\$298,500	+ 8.5%
Pct. of Orig. Price Received	99.1%	97.0%	- 2.1%	96.4%	96.8%	+ 0.4%
Days on Market Until Sale	39	33	- 15.4%	44	42	- 4.5%
Inventory of Homes for Sale	112	144	+ 28.6%	--	--	--
Months Supply of Inventory	1.6	2.0	+ 25.0%	--	--	--

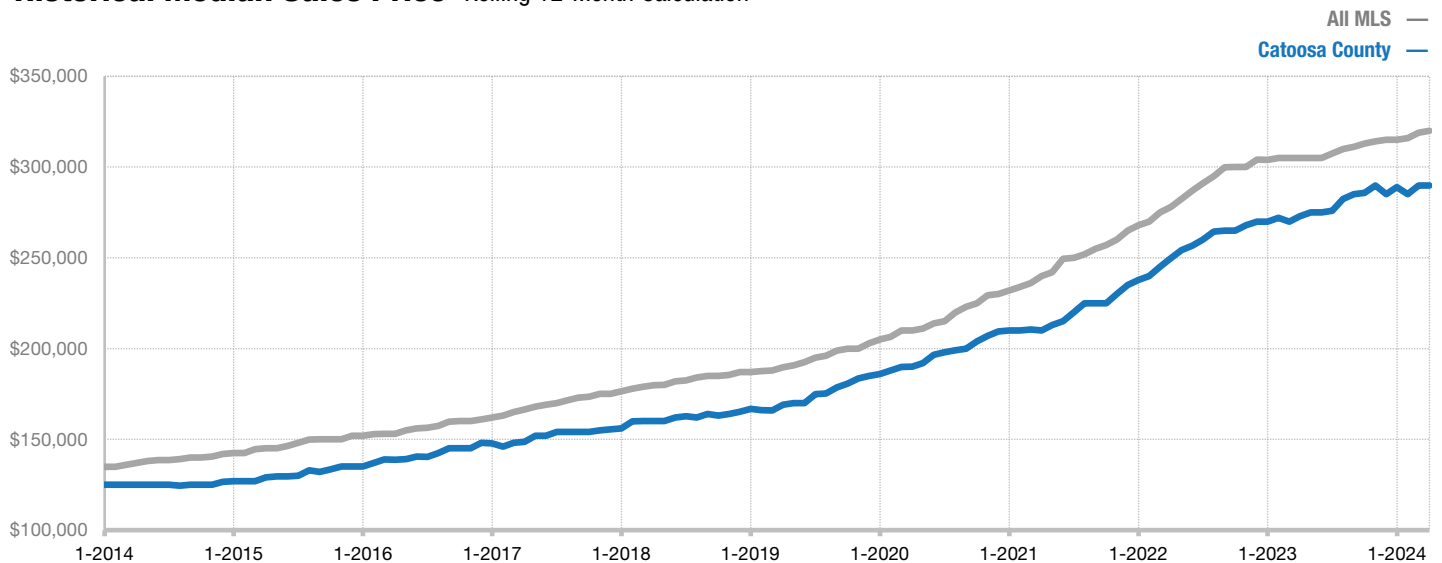
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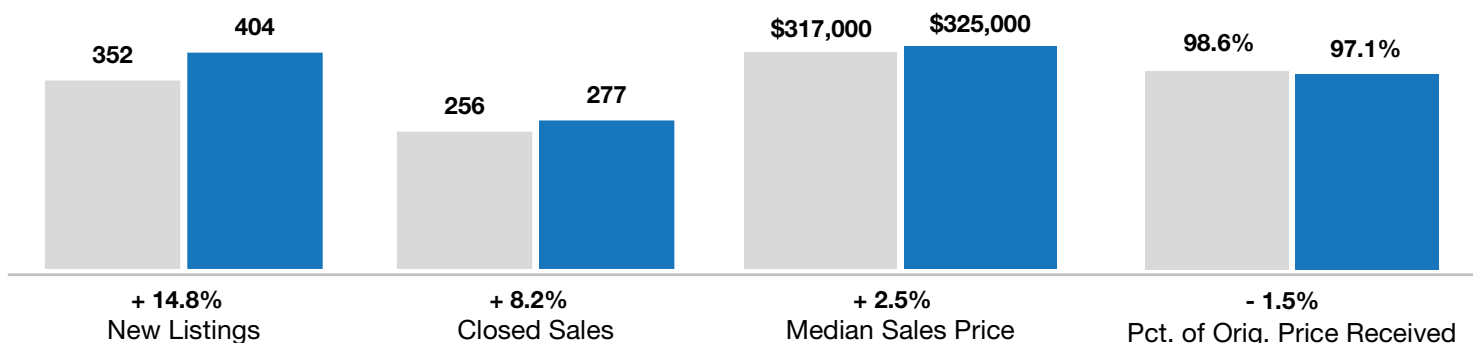
Chattanooga

Key Metrics	April			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	352	404	+ 14.8%	1,274	1,524	+ 19.6%
Closed Sales	256	277	+ 8.2%	979	948	- 3.2%
Median Sales Price	\$317,000	\$325,000	+ 2.5%	\$305,000	\$316,000	+ 3.6%
Pct. of Orig. Price Received	98.6%	97.1%	- 1.5%	97.2%	96.6%	- 0.6%
Days on Market Until Sale	23	29	+ 26.1%	30	35	+ 16.7%
Inventory of Homes for Sale	464	589	+ 26.9%	--	--	--
Months Supply of Inventory	1.5	2.0	+ 33.3%	--	--	--

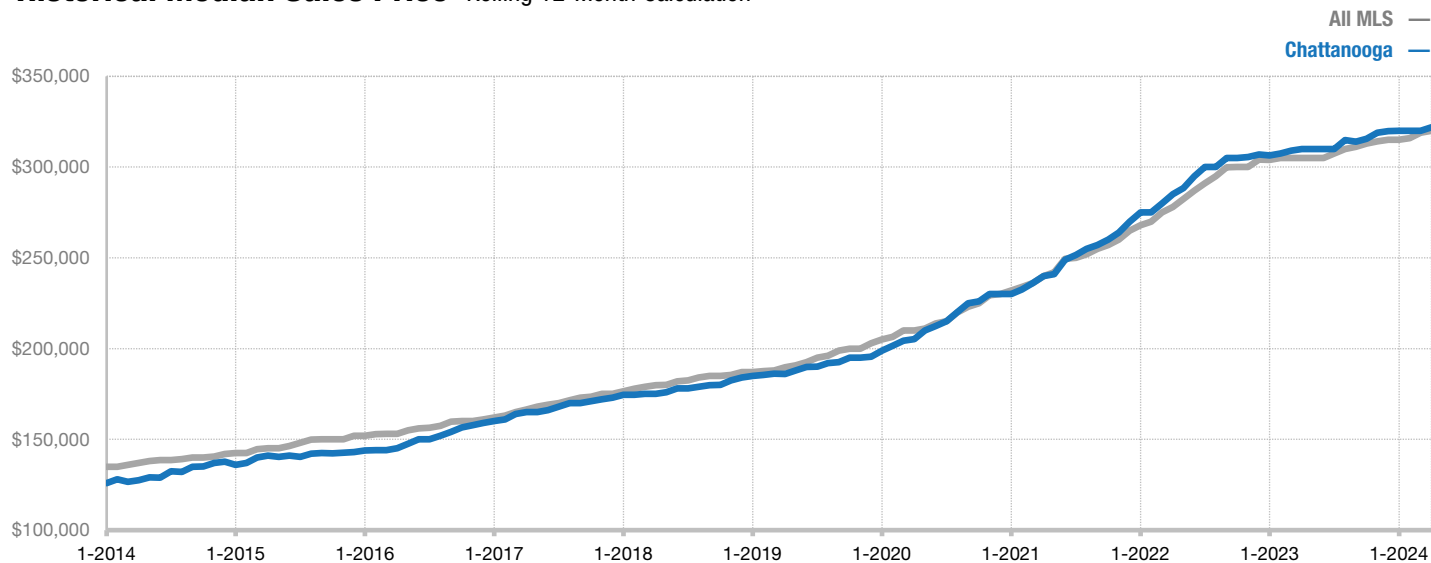
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Chattanooga MSA

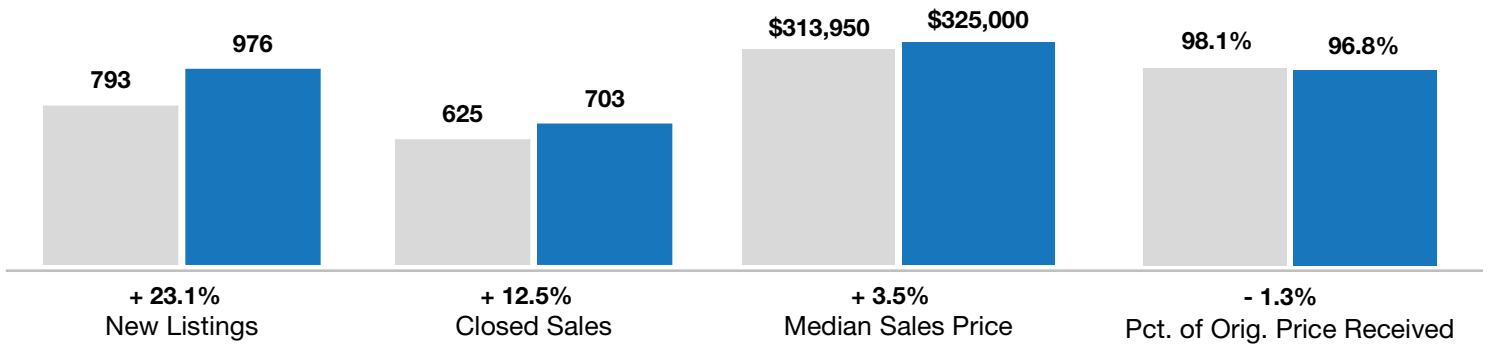
Includes Catoosa, Dade, Hamilton, Marion, Sequatchie and Walker Counties

Key Metrics	April			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	793	976	+ 23.1%	3,075	3,561	+ 15.8%
Closed Sales	625	703	+ 12.5%	2,427	2,374	- 2.2%
Median Sales Price	\$313,950	\$325,000	+ 3.5%	\$316,000	\$330,000	+ 4.4%
Pct. of Orig. Price Received	98.1%	96.8%	- 1.3%	96.9%	96.6%	- 0.3%
Days on Market Until Sale	32	36	+ 12.5%	35	40	+ 14.3%
Inventory of Homes for Sale	1,241	1,524	+ 22.8%	--	--	--
Months Supply of Inventory	1.7	2.2	+ 29.4%	--	--	--

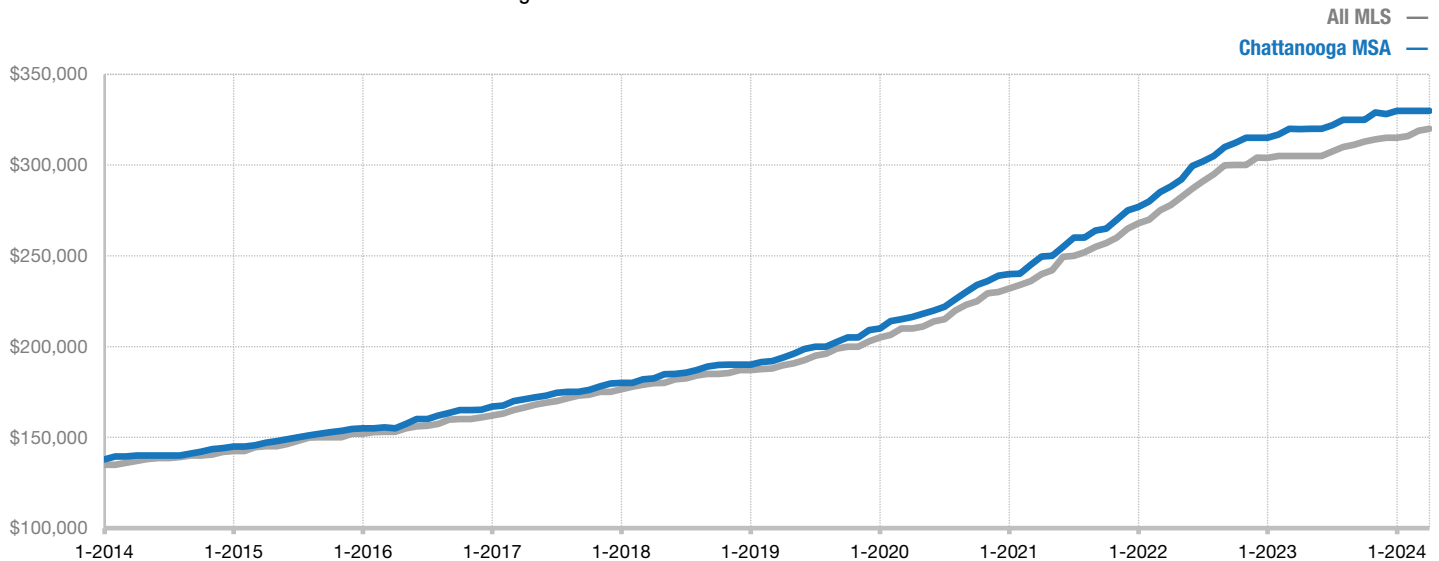
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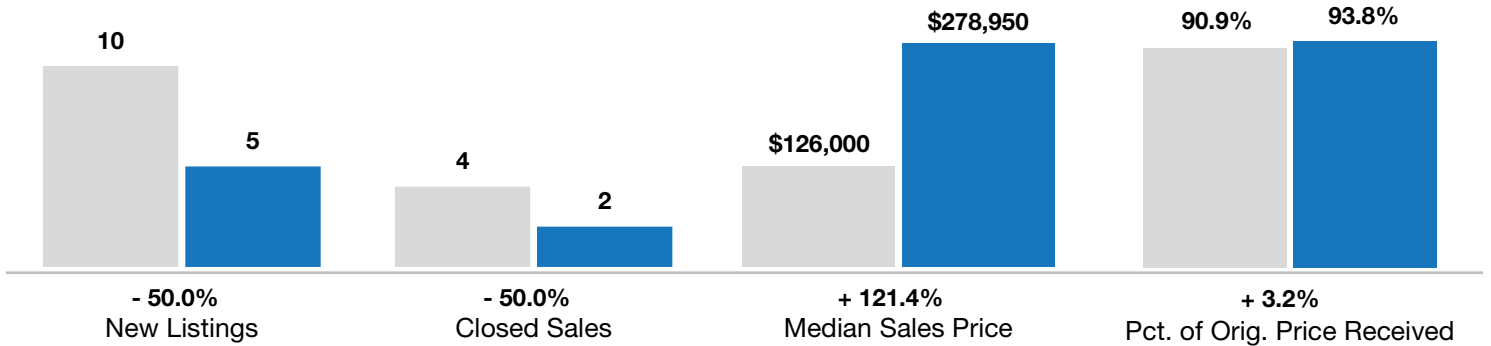
Chattooga County

Key Metrics	April			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	10	5	- 50.0%	36	21	- 41.7%
Closed Sales	4	2	- 50.0%	26	23	- 11.5%
Median Sales Price	\$126,000	\$278,950	+ 121.4%	\$189,250	\$174,900	- 7.6%
Pct. of Orig. Price Received	90.9%	93.8%	+ 3.2%	95.4%	94.9%	- 0.5%
Days on Market Until Sale	6	0	- 100.0%	30	29	- 3.3%
Inventory of Homes for Sale	18	12	- 33.3%	--	--	--
Months Supply of Inventory	2.4	2.0	- 16.7%	--	--	--

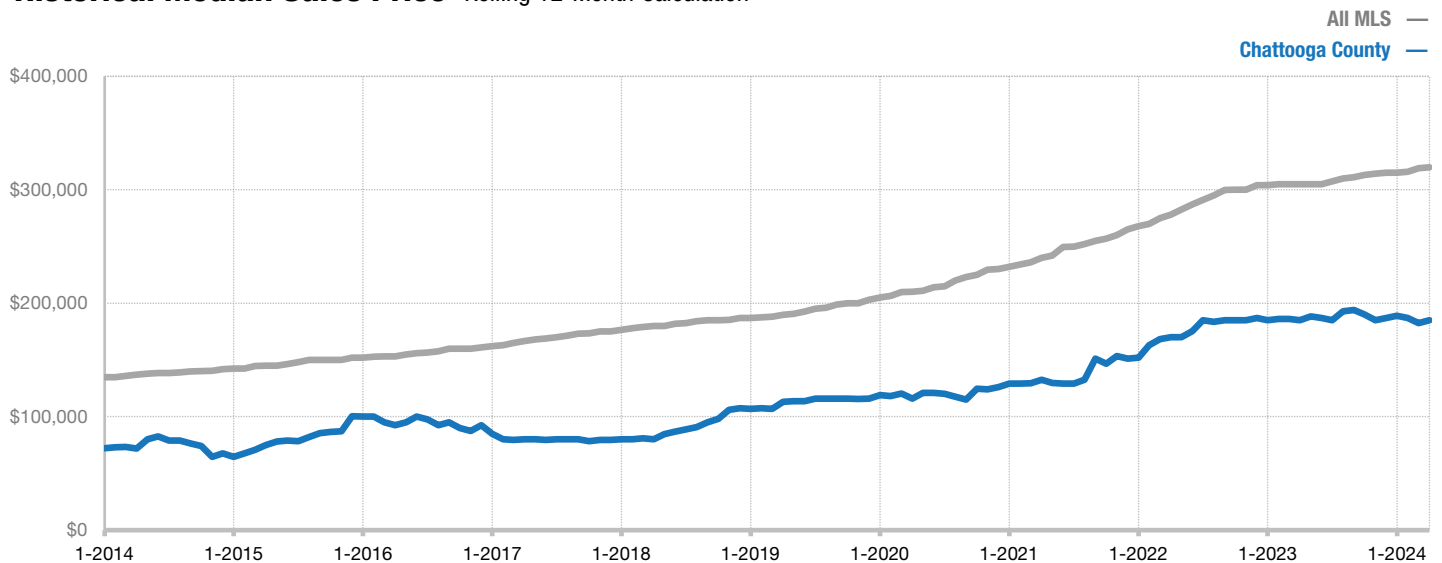
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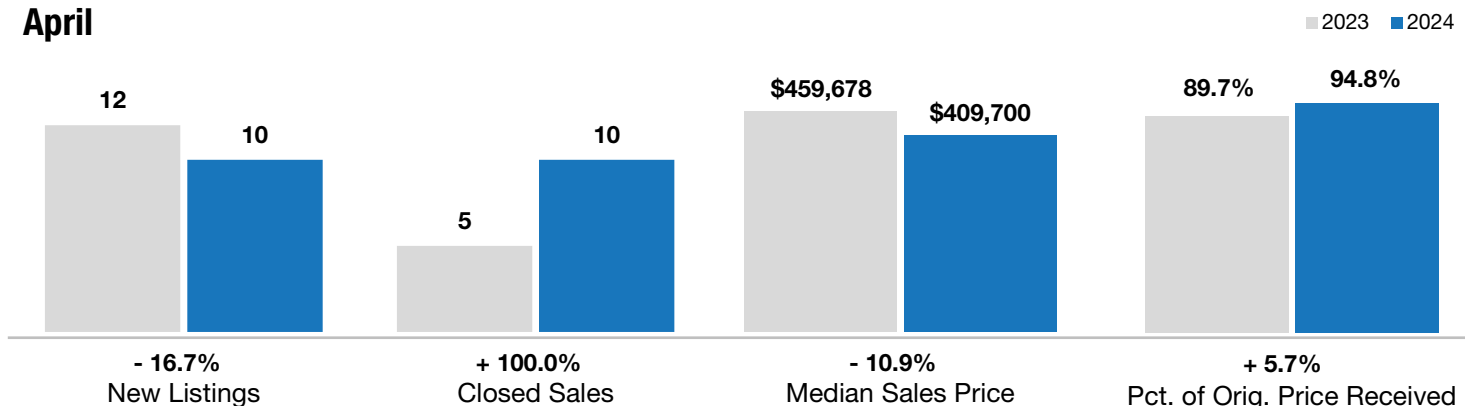
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Collegedale

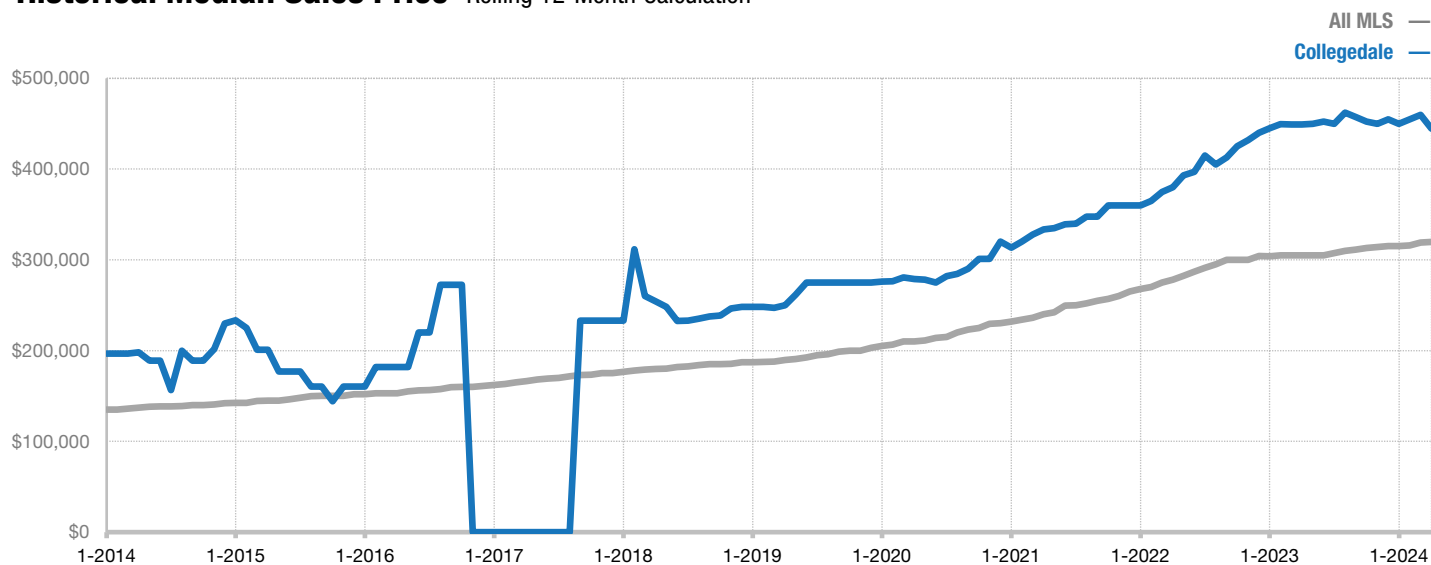
Key Metrics	April			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	12	10	- 16.7%	37	67	+ 81.1%
Closed Sales	5	10	+ 100.0%	34	30	- 11.8%
Median Sales Price	\$459,678	\$409,700	- 10.9%	\$452,253	\$413,500	- 8.6%
Pct. of Orig. Price Received	89.7%	94.8%	+ 5.7%	98.1%	99.0%	+ 0.9%
Days on Market Until Sale	169	64	- 62.1%	93	49	- 47.3%
Inventory of Homes for Sale	24	36	+ 50.0%	--	--	--
Months Supply of Inventory	1.8	4.1	+ 127.8%	--	--	--

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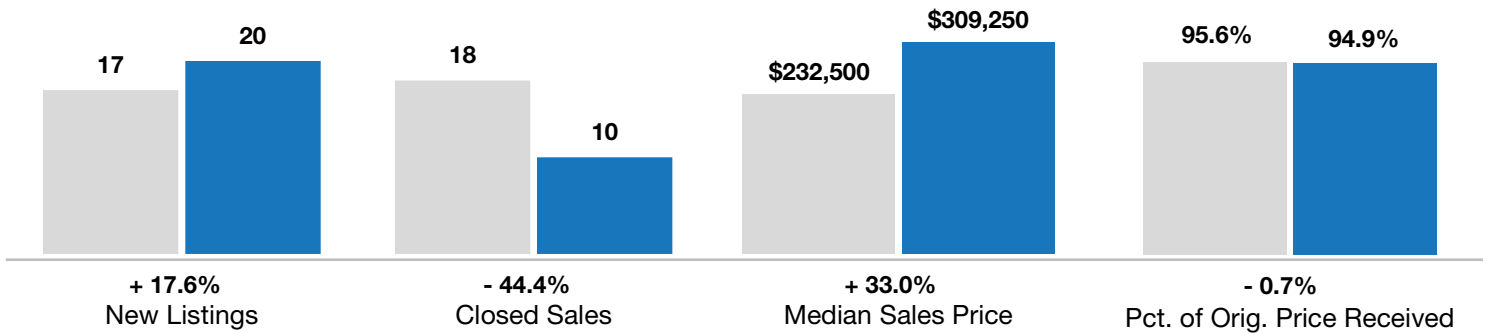
Dade County

Key Metrics	April			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	17	20	+ 17.6%	59	60	+ 1.7%
Closed Sales	18	10	- 44.4%	47	41	- 12.8%
Median Sales Price	\$232,500	\$309,250	+ 33.0%	\$245,000	\$292,000	+ 19.2%
Pct. of Orig. Price Received	95.6%	94.9%	- 0.7%	93.3%	95.5%	+ 2.4%
Days on Market Until Sale	39	62	+ 59.0%	52	63	+ 21.2%
Inventory of Homes for Sale	42	29	- 31.0%	--	--	--
Months Supply of Inventory	2.8	2.3	- 17.9%	--	--	--

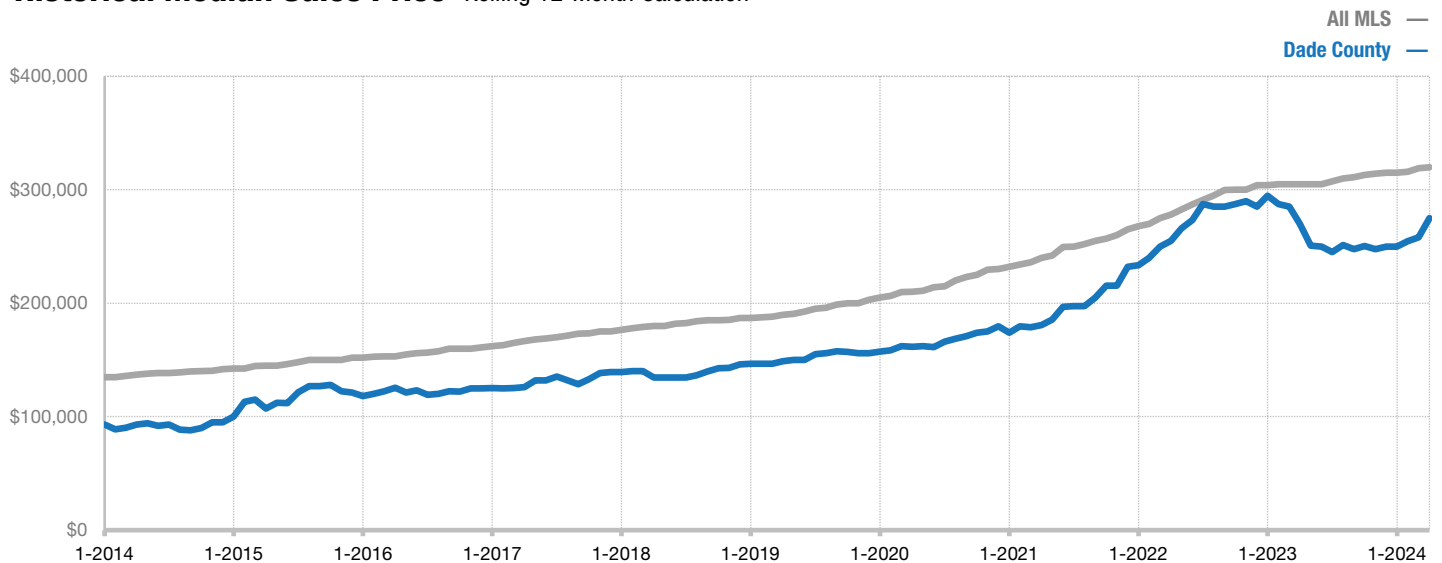
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Downtown Chattanooga

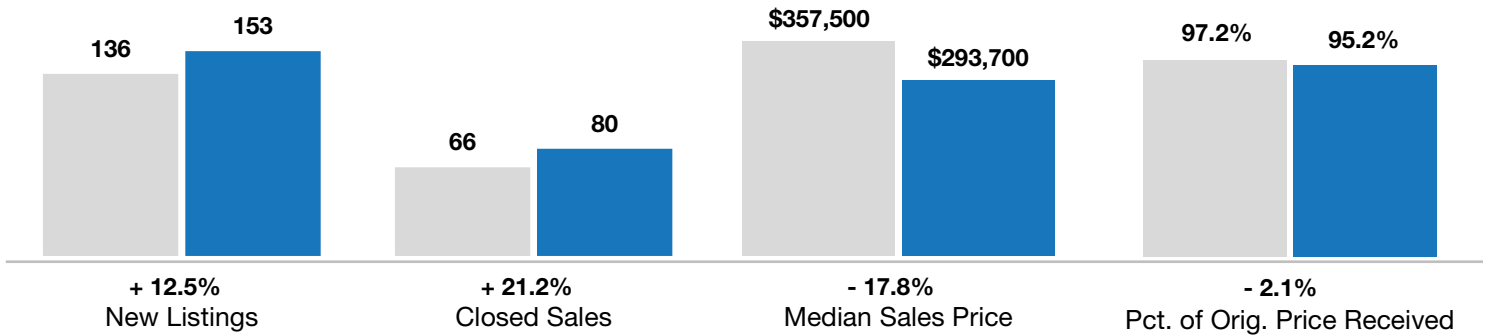
ZIP Codes: 37402, 37403, 37404, 37405, 37406, 37408 and 37450

Key Metrics	April			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	136	153	+ 12.5%	441	610	+ 38.3%
Closed Sales	66	80	+ 21.2%	282	286	+ 1.4%
Median Sales Price	\$357,500	\$293,700	- 17.8%	\$320,000	\$305,000	- 4.7%
Pct. of Orig. Price Received	97.2%	95.2%	- 2.1%	95.3%	94.9%	- 0.4%
Days on Market Until Sale	32	31	- 3.1%	38	44	+ 15.8%
Inventory of Homes for Sale	222	297	+ 33.8%	--	--	--
Months Supply of Inventory	2.2	3.1	+ 40.9%	--	--	--

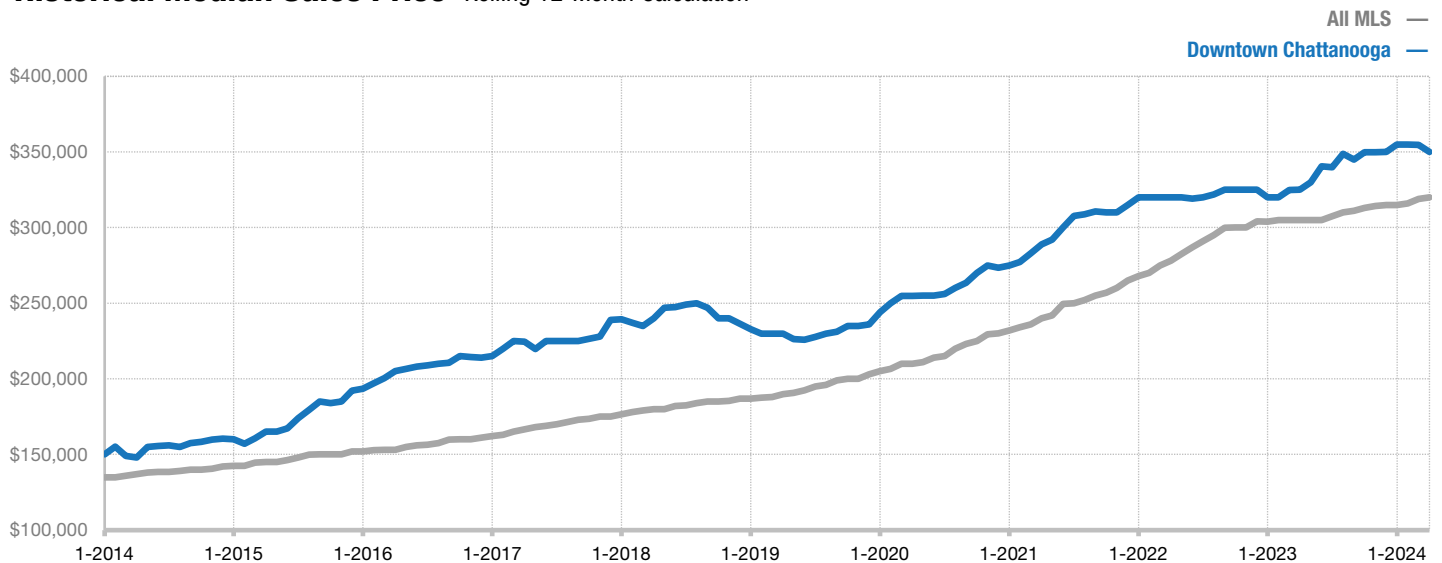
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East Brainerd

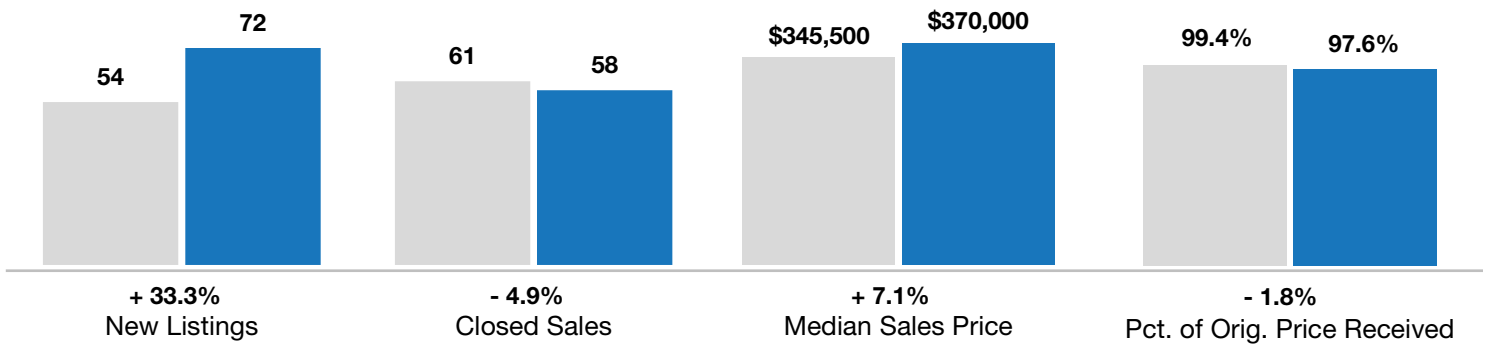
Includes the Cromwell, Dalewood, Eastdale & Tyner Communities

Key Metrics	April			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	54	72	+ 33.3%	224	279	+ 24.6%
Closed Sales	61	58	- 4.9%	204	197	- 3.4%
Median Sales Price	\$345,500	\$370,000	+ 7.1%	\$347,950	\$370,500	+ 6.5%
Pct. of Orig. Price Received	99.4%	97.6%	- 1.8%	97.8%	97.5%	- 0.3%
Days on Market Until Sale	23	27	+ 17.4%	36	35	- 2.8%
Inventory of Homes for Sale	77	93	+ 20.8%	--	--	--
Months Supply of Inventory	1.3	1.6	+ 23.1%	--	--	--

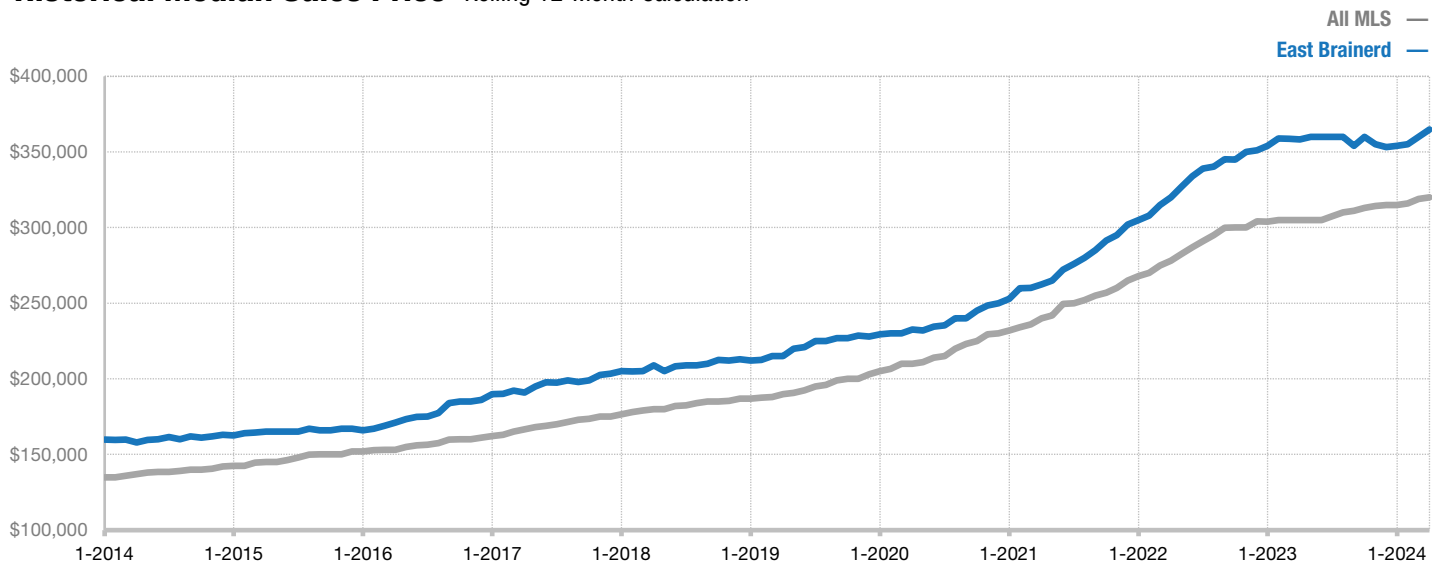
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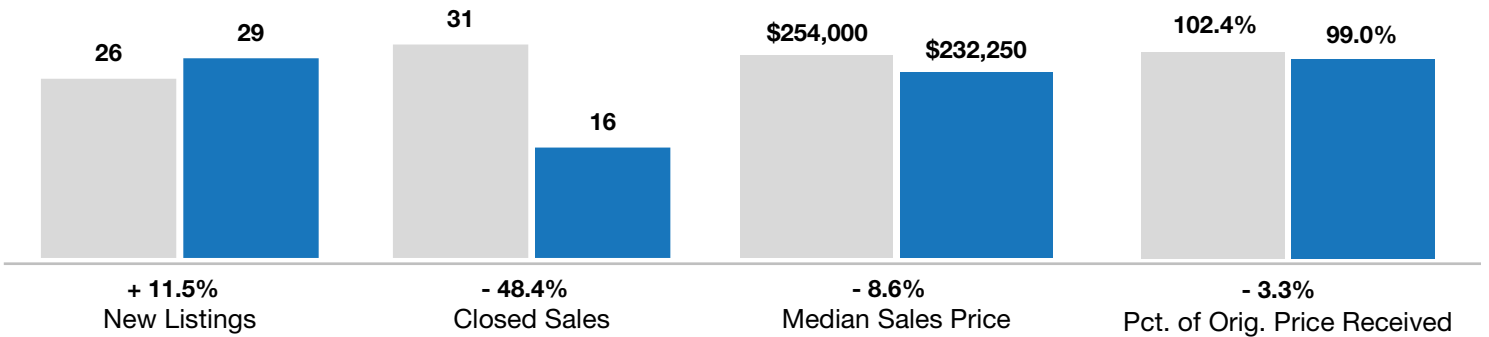
East Ridge

Key Metrics	April			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	26	29	+ 11.5%	136	107	- 21.3%
Closed Sales	31	16	- 48.4%	112	74	- 33.9%
Median Sales Price	\$254,000	\$232,250	- 8.6%	\$250,000	\$269,000	+ 7.6%
Pct. of Orig. Price Received	102.4%	99.0%	- 3.3%	97.4%	97.5%	+ 0.1%
Days on Market Until Sale	9	19	+ 111.1%	21	26	+ 23.8%
Inventory of Homes for Sale	21	31	+ 47.6%	--	--	--
Months Supply of Inventory	0.7	1.2	+ 71.4%	--	--	--

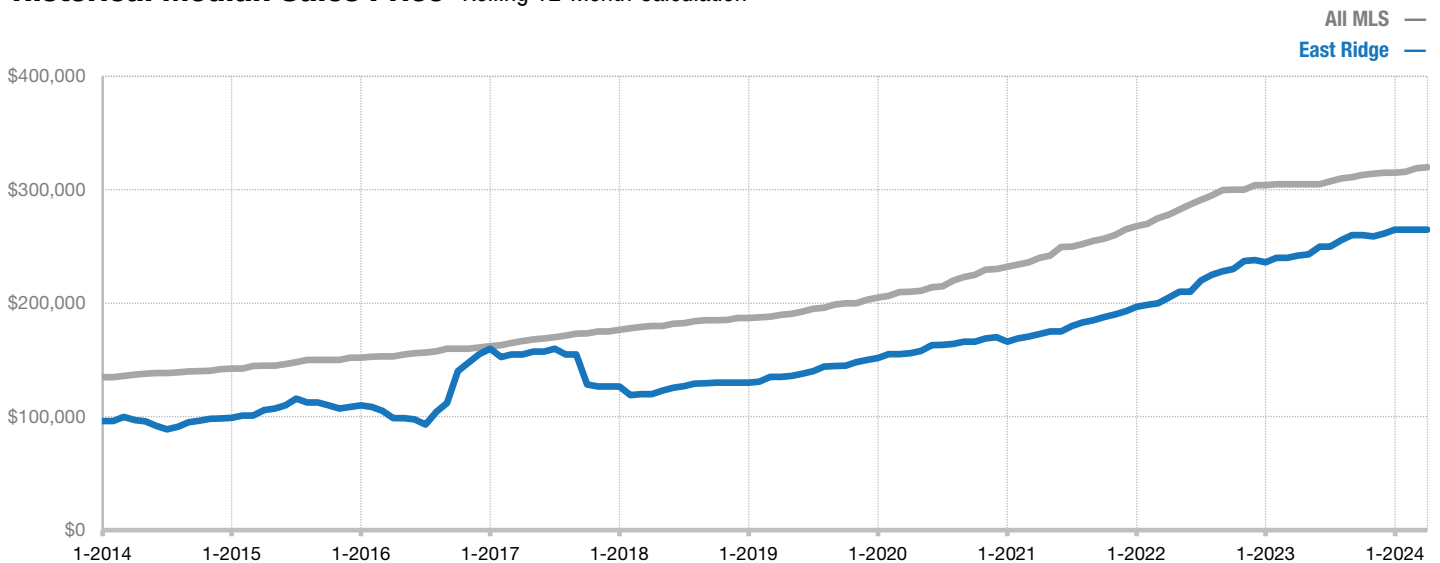
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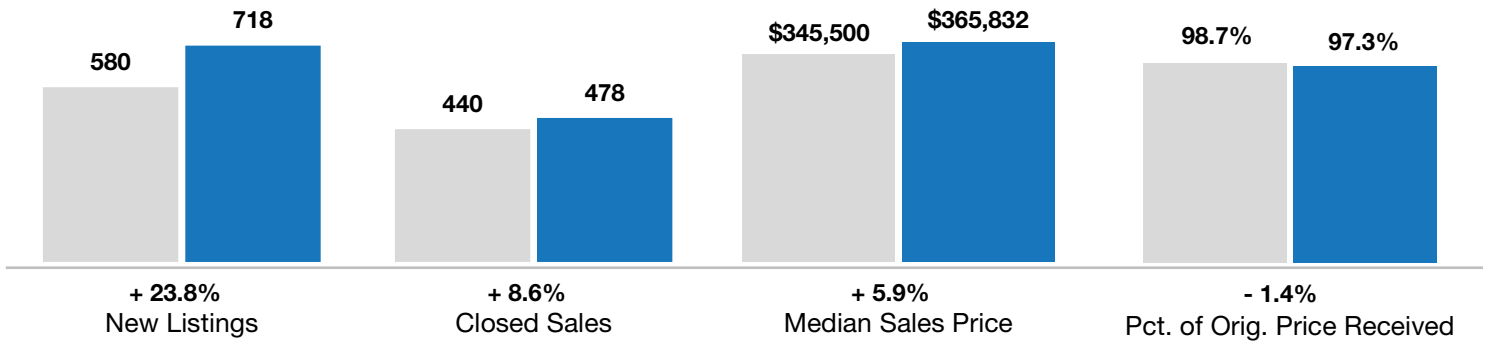
Hamilton County

Key Metrics	April			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	580	718	+ 23.8%	2,191	2,551	+ 16.4%
Closed Sales	440	478	+ 8.6%	1,752	1,646	- 6.1%
Median Sales Price	\$345,500	\$365,832	+ 5.9%	\$347,900	\$364,000	+ 4.6%
Pct. of Orig. Price Received	98.7%	97.3%	- 1.4%	97.5%	97.1%	- 0.4%
Days on Market Until Sale	28	36	+ 28.6%	32	38	+ 18.8%
Inventory of Homes for Sale	840	1,069	+ 27.3%	--	--	--
Months Supply of Inventory	1.5	2.2	+ 46.7%	--	--	--

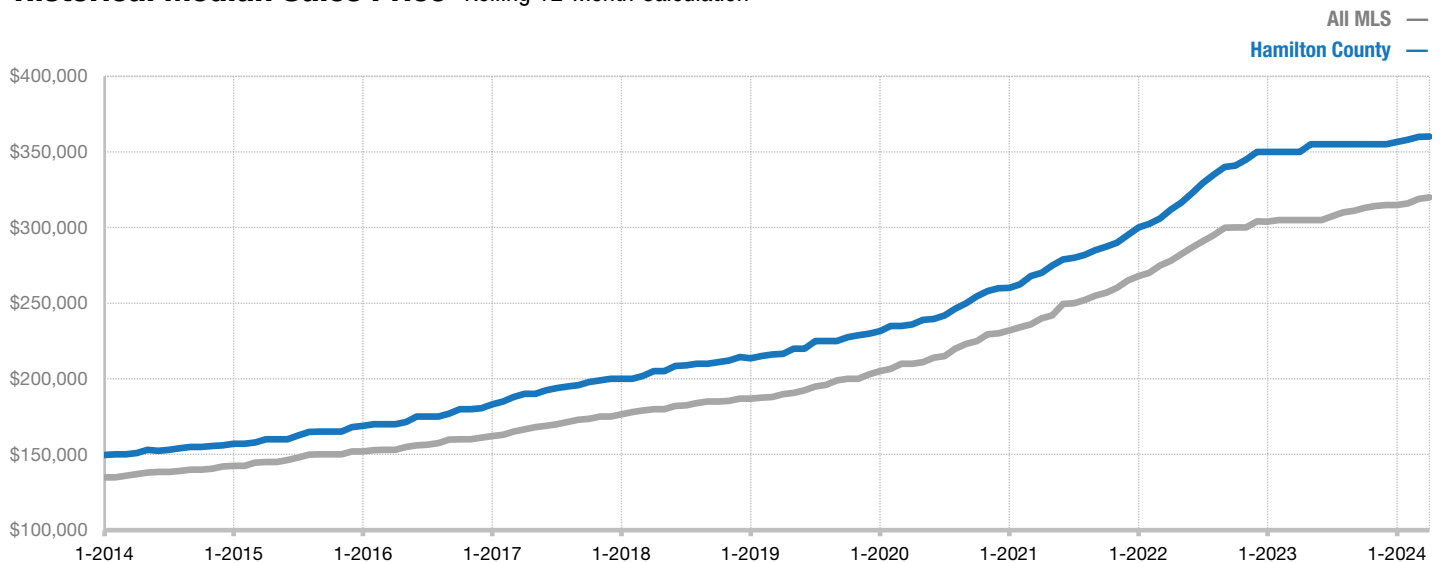
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Harrison / Georgetown

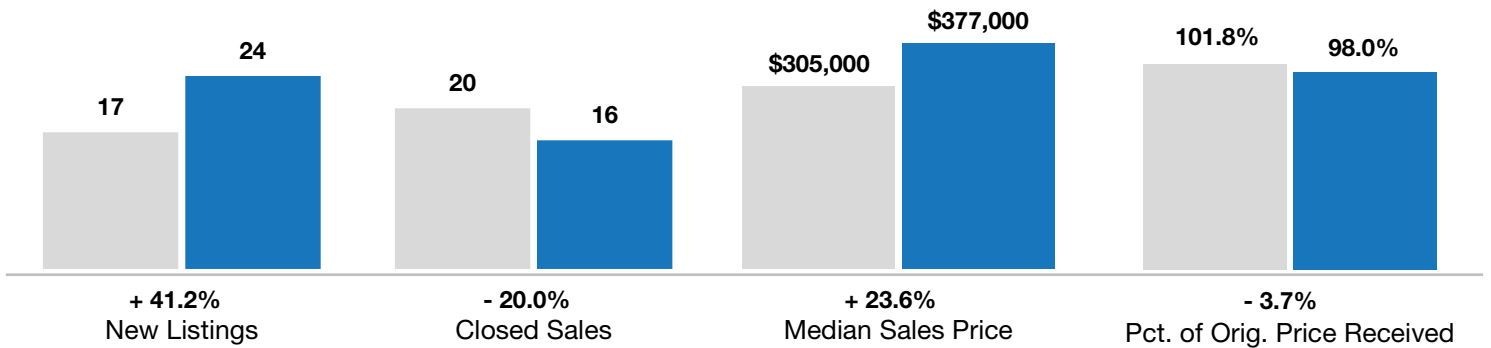
ZIP Codes: 37341 and 37308

Key Metrics	April			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	17	24	+ 41.2%	67	86	+ 28.4%
Closed Sales	20	16	- 20.0%	63	50	- 20.6%
Median Sales Price	\$305,000	\$377,000	+ 23.6%	\$315,000	\$367,000	+ 16.5%
Pct. of Orig. Price Received	101.8%	98.0%	- 3.7%	97.6%	96.3%	- 1.3%
Days on Market Until Sale	103	40	- 61.2%	69	39	- 43.5%
Inventory of Homes for Sale	31	43	+ 38.7%	--	--	--
Months Supply of Inventory	1.6	2.4	+ 50.0%	--	--	--

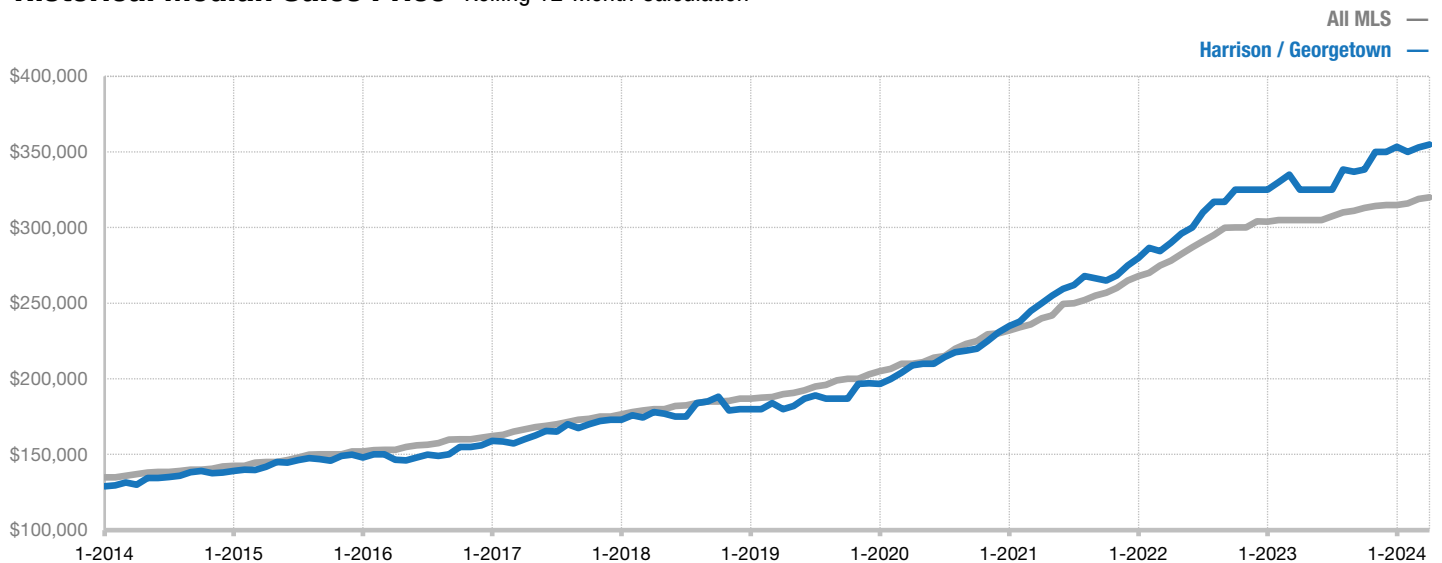
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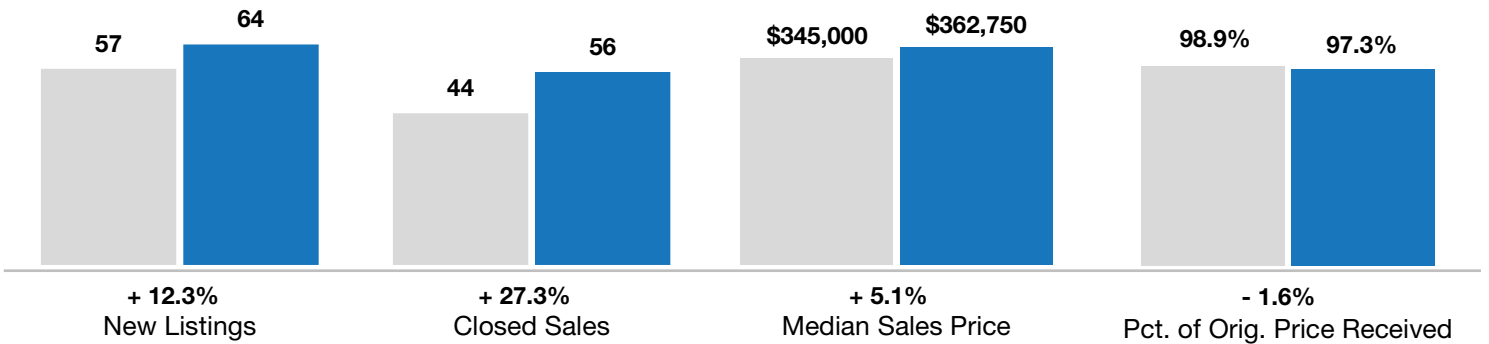
Hixson

Key Metrics	April			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	57	64	+ 12.3%	239	230	- 3.8%
Closed Sales	44	56	+ 27.3%	213	205	- 3.8%
Median Sales Price	\$345,000	\$362,750	+ 5.1%	\$342,500	\$357,900	+ 4.5%
Pct. of Orig. Price Received	98.9%	97.3%	- 1.6%	98.2%	97.3%	- 0.9%
Days on Market Until Sale	16	41	+ 156.3%	24	40	+ 66.7%
Inventory of Homes for Sale	76	56	- 26.3%	--	--	--
Months Supply of Inventory	1.0	1.0	0.0%	--	--	--

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

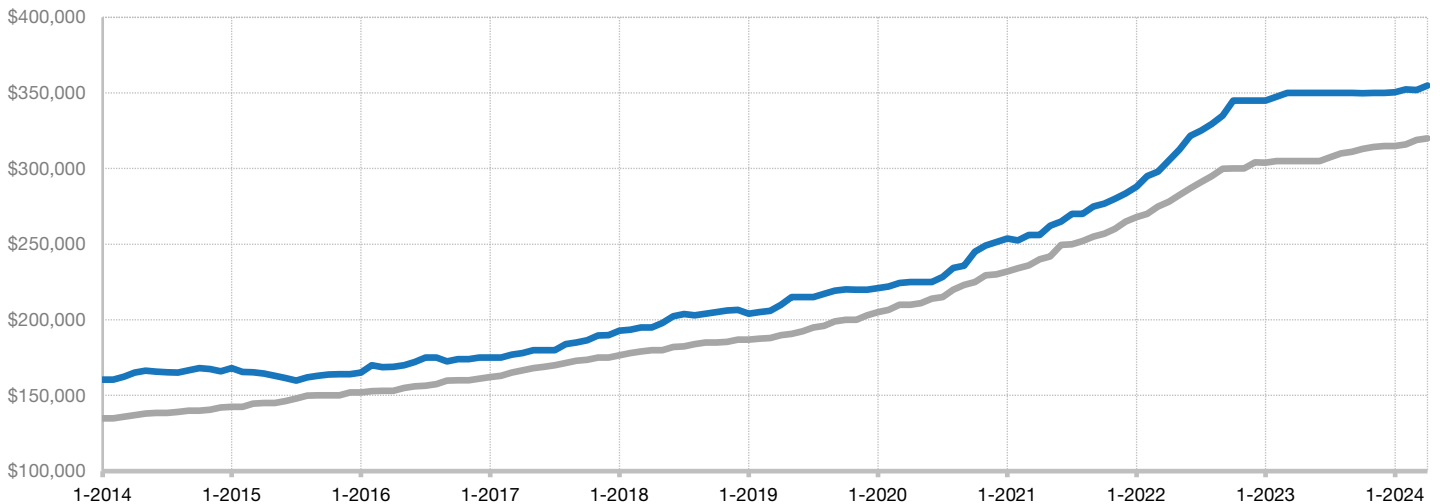
April

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Historical Median Sales Price Rolling 12-Month Calculation

— All MLS —
— Hixson —



Local Market Update – April 2024

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Lookout Mountain

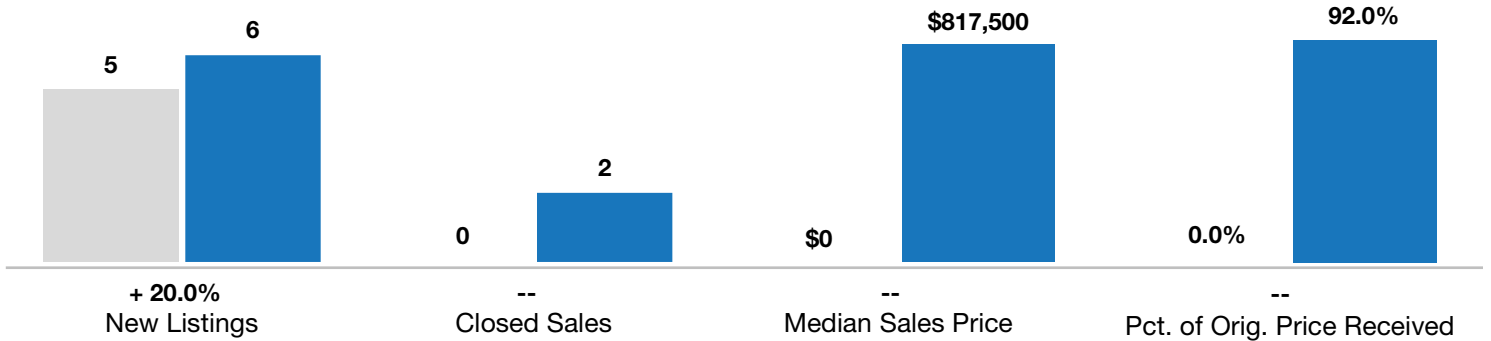
Hamilton County Only

Key Metrics	April			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	5	6	+ 20.0%	15	12	- 20.0%
Closed Sales	0	2	--	10	9	- 10.0%
Median Sales Price	\$0	\$817,500	--	\$1,050,000	\$1,050,000	0.0%
Pct. of Orig. Price Received	0.0%	92.0%	--	94.2%	94.0%	- 0.2%
Days on Market Until Sale	0	5	--	33	24	- 27.3%
Inventory of Homes for Sale	9	5	- 44.4%	--	--	--
Months Supply of Inventory	2.8	1.5	- 46.4%	--	--	--

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



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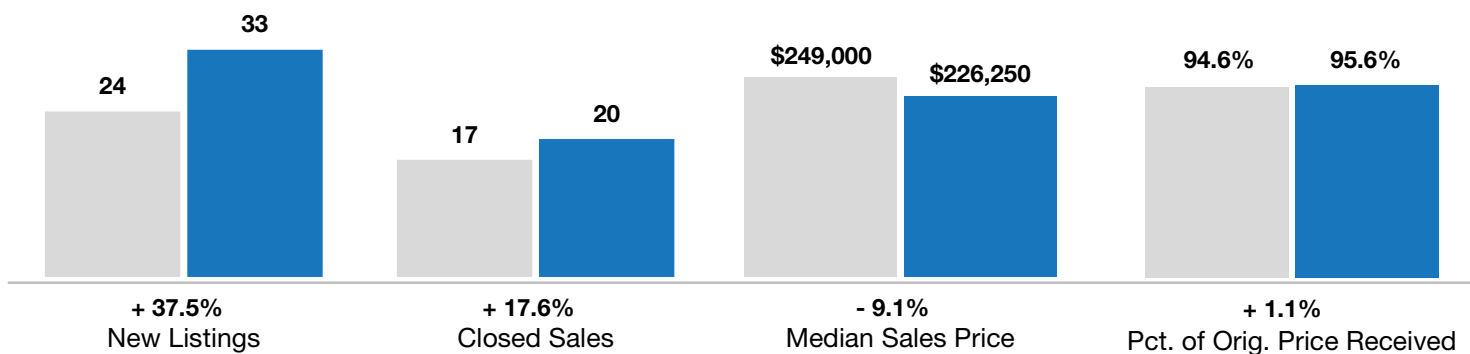
Marion County

Key Metrics	April			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	24	33	+ 37.5%	109	116	+ 6.4%
Closed Sales	17	20	+ 17.6%	69	71	+ 2.9%
Median Sales Price	\$249,000	\$226,250	- 9.1%	\$232,500	\$275,000	+ 18.3%
Pct. of Orig. Price Received	94.6%	95.6%	+ 1.1%	93.3%	95.2%	+ 2.0%
Days on Market Until Sale	45	31	- 31.1%	46	39	- 15.2%
Inventory of Homes for Sale	67	81	+ 20.9%	--	--	--
Months Supply of Inventory	3.3	4.3	+ 30.3%	--	--	--

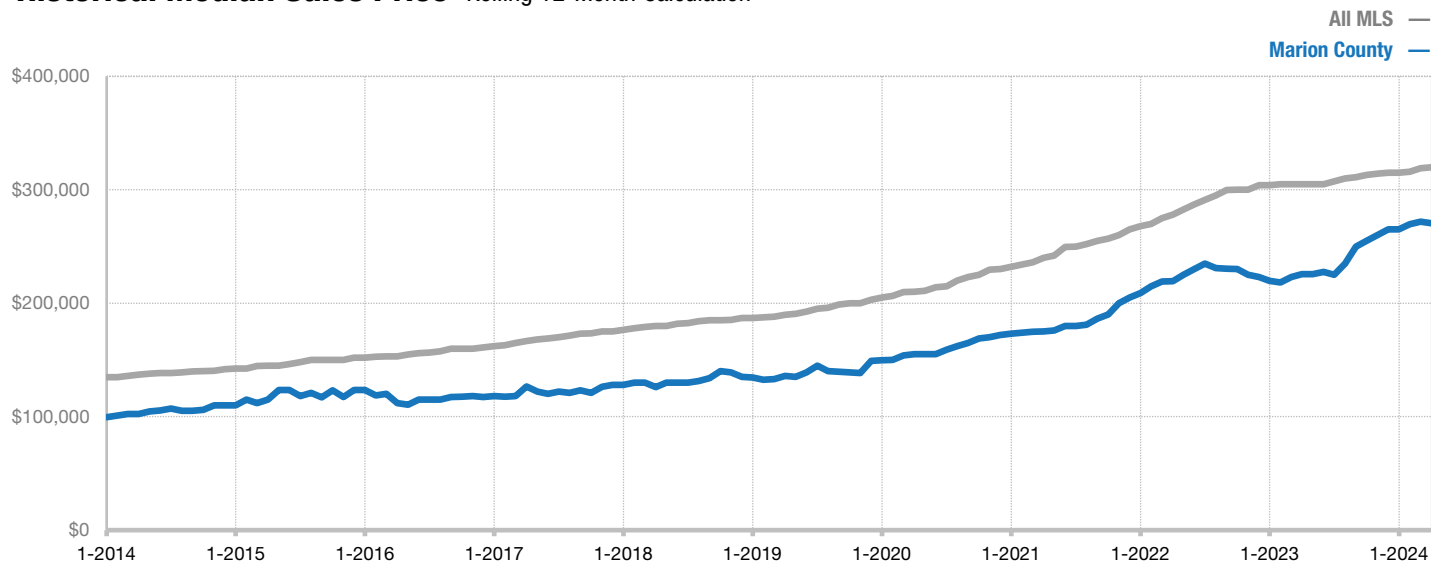
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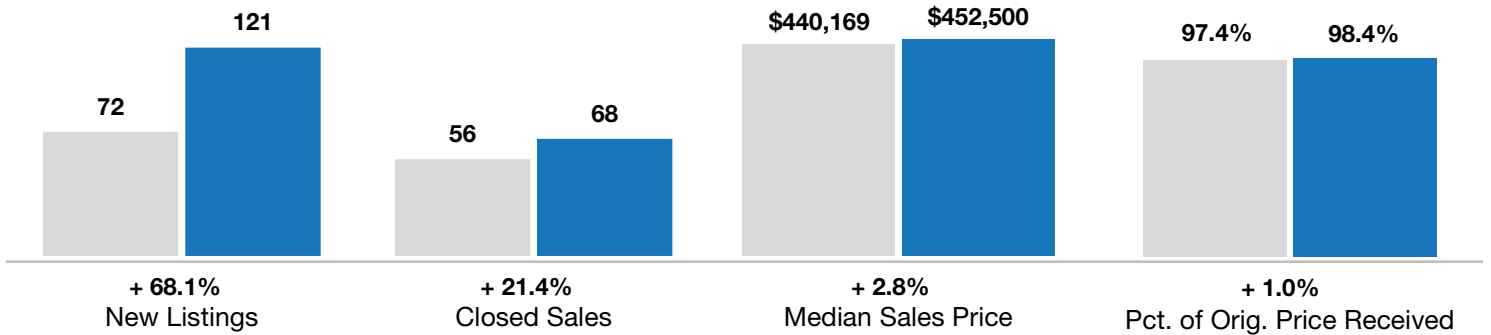
Ooltewah

Key Metrics	April			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	72	121	+ 68.1%	277	378	+ 36.5%
Closed Sales	56	68	+ 21.4%	236	213	- 9.7%
Median Sales Price	\$440,169	\$452,500	+ 2.8%	\$425,920	\$464,248	+ 9.0%
Pct. of Orig. Price Received	97.4%	98.4%	+ 1.0%	98.1%	98.4%	+ 0.3%
Days on Market Until Sale	44	50	+ 13.6%	38	48	+ 26.3%
Inventory of Homes for Sale	133	213	+ 60.2%	--	--	--
Months Supply of Inventory	2.0	3.3	+ 65.0%	--	--	--

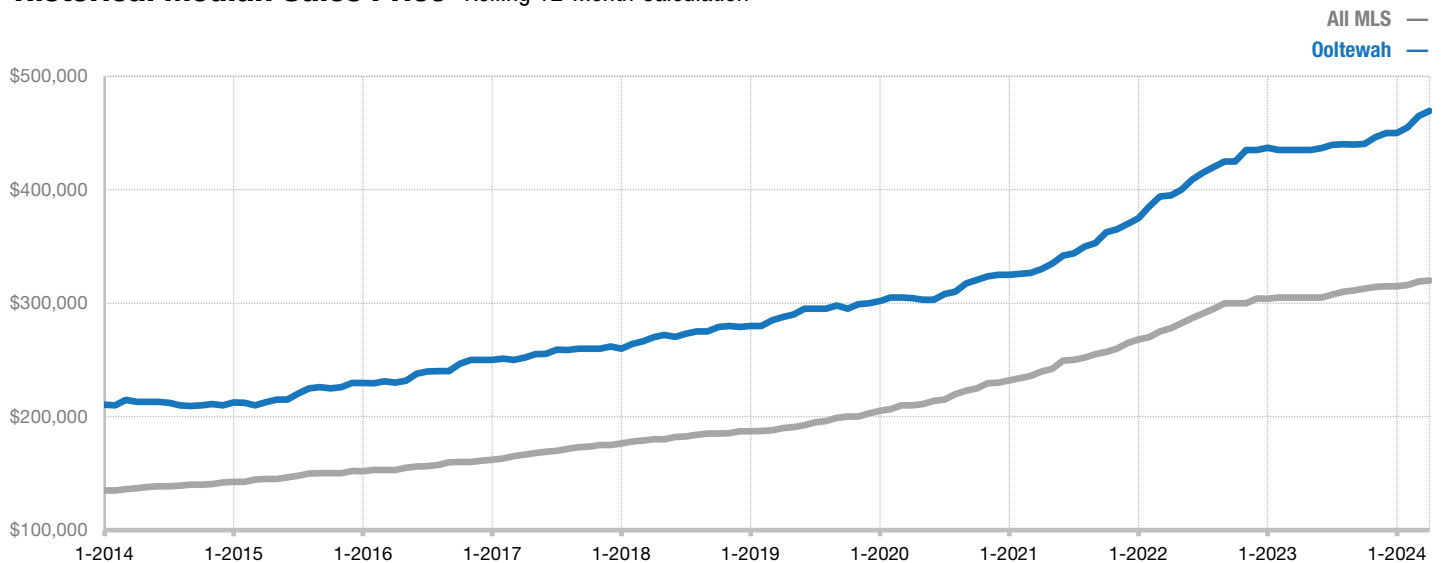
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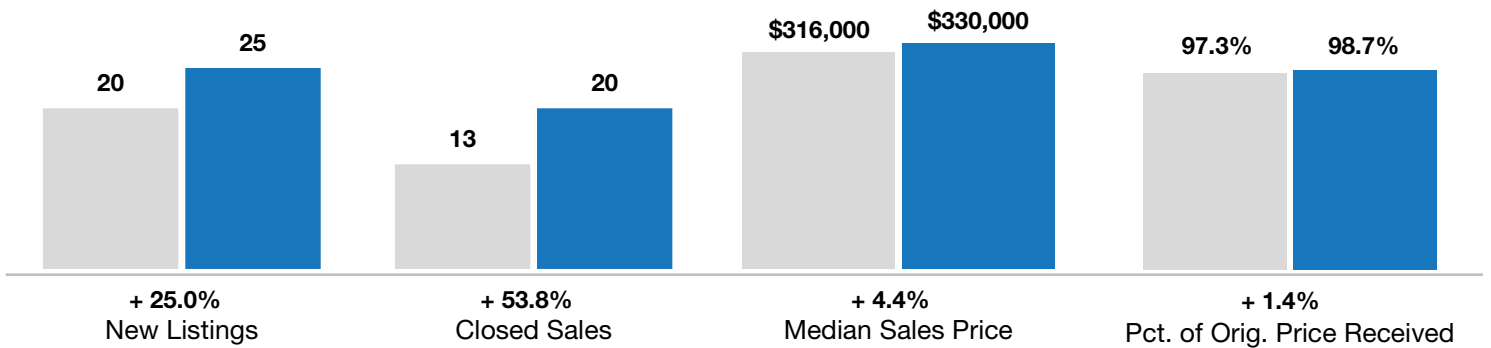
Red Bank

Key Metrics	April			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	20	25	+ 25.0%	75	81	+ 8.0%
Closed Sales	13	20	+ 53.8%	53	57	+ 7.5%
Median Sales Price	\$316,000	\$330,000	+ 4.4%	\$300,000	\$330,000	+ 10.0%
Pct. of Orig. Price Received	97.3%	98.7%	+ 1.4%	98.7%	96.1%	- 2.6%
Days on Market Until Sale	23	11	- 52.2%	24	36	+ 50.0%
Inventory of Homes for Sale	17	20	+ 17.6%	--	--	--
Months Supply of Inventory	1.2	1.6	+ 33.3%	--	--	--

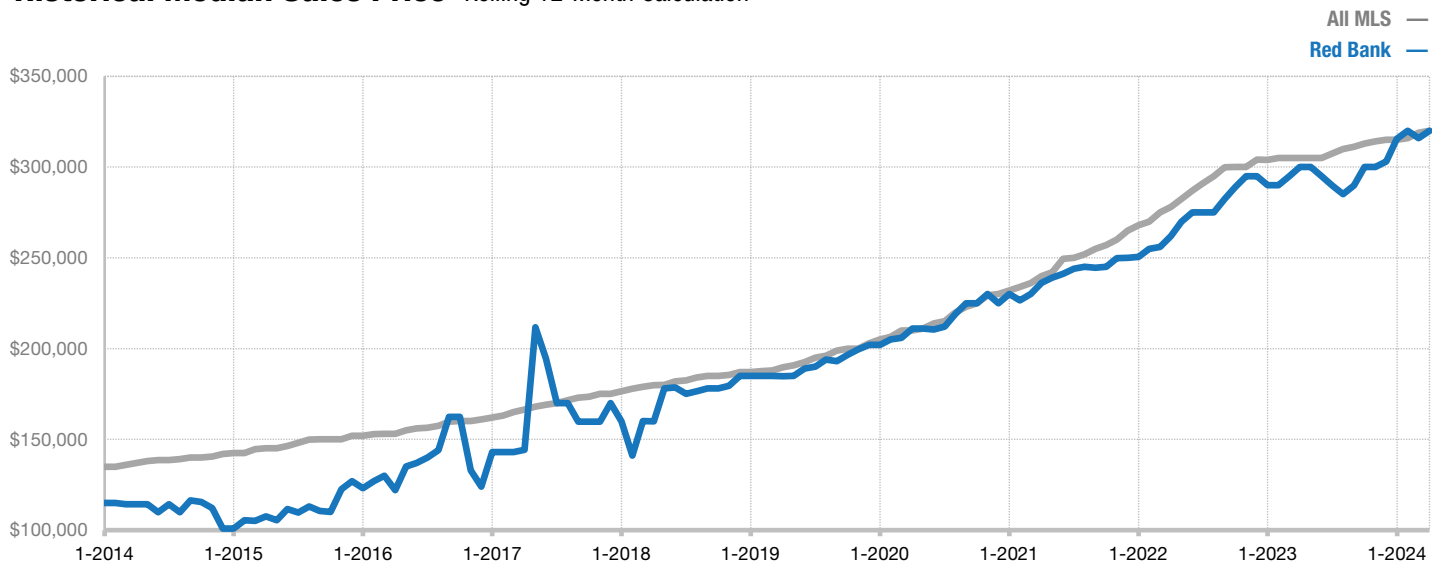
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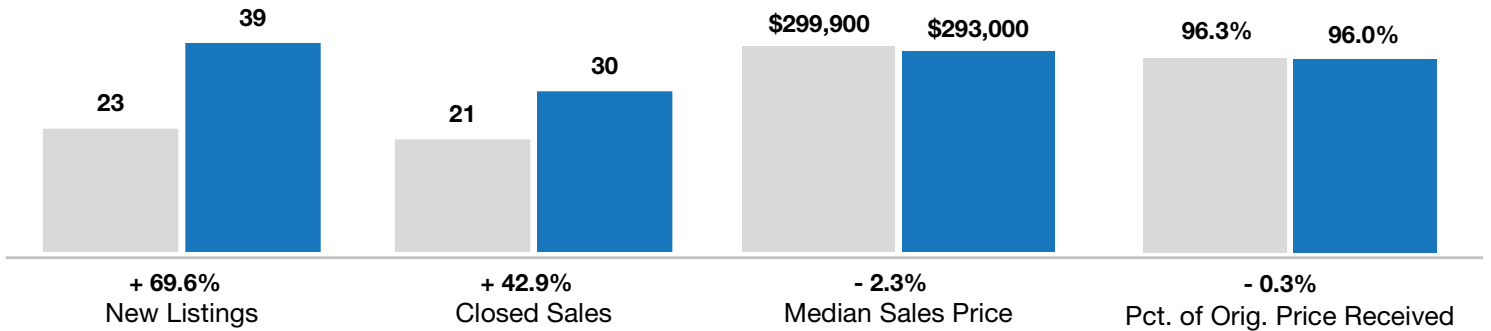
Rhea County

Key Metrics	April			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	23	39	+ 69.6%	89	95	+ 6.7%
Closed Sales	21	30	+ 42.9%	72	65	- 9.7%
Median Sales Price	\$299,900	\$293,000	- 2.3%	\$260,000	\$285,000	+ 9.6%
Pct. of Orig. Price Received	96.3%	96.0%	- 0.3%	98.3%	95.0%	- 3.4%
Days on Market Until Sale	59	61	+ 3.4%	39	62	+ 59.0%
Inventory of Homes for Sale	39	51	+ 30.8%	--	--	--
Months Supply of Inventory	1.9	2.8	+ 47.4%	--	--	--

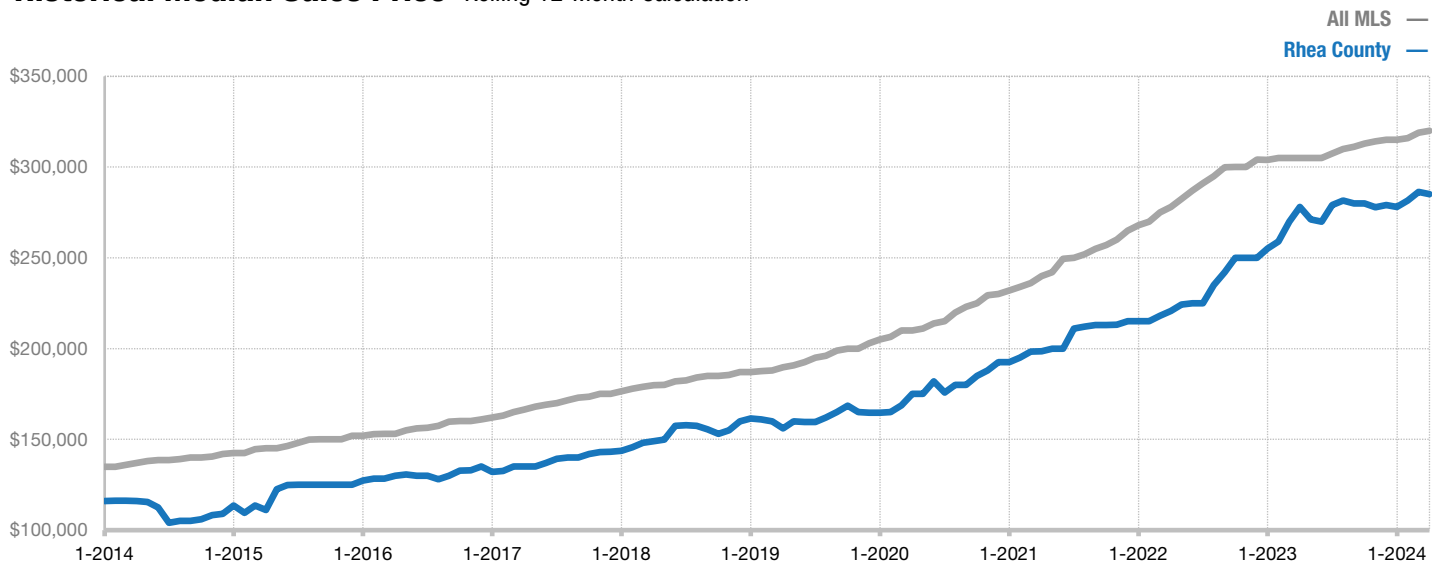
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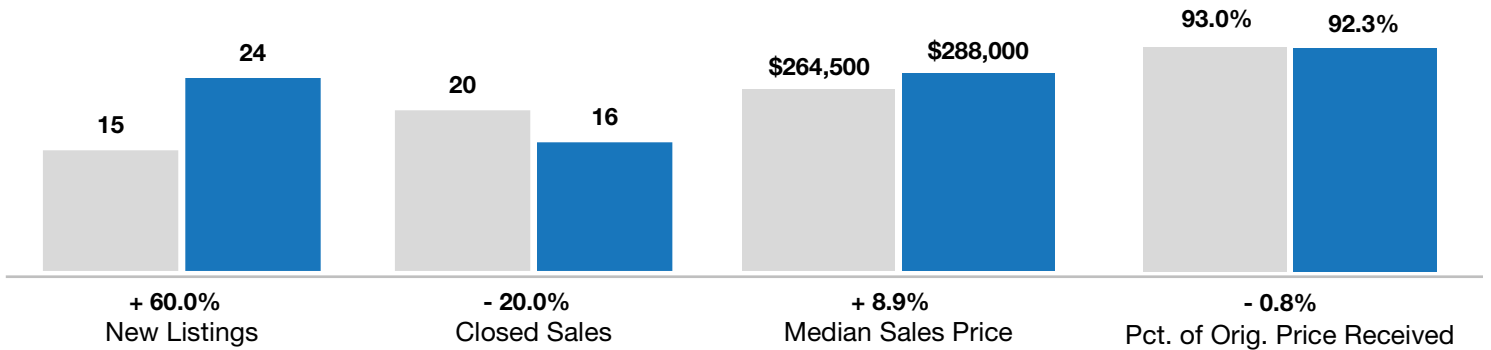
Sequatchie County

Key Metrics	April			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	15	24	+ 60.0%	66	77	+ 16.7%
Closed Sales	20	16	- 20.0%	56	45	- 19.6%
Median Sales Price	\$264,500	\$288,000	+ 8.9%	\$300,000	\$270,000	- 10.0%
Pct. of Orig. Price Received	93.0%	92.3%	- 0.8%	92.9%	91.8%	- 1.2%
Days on Market Until Sale	64	42	- 34.4%	54	52	- 3.7%
Inventory of Homes for Sale	33	43	+ 30.3%	--	--	--
Months Supply of Inventory	2.1	3.7	+ 76.2%	--	--	--

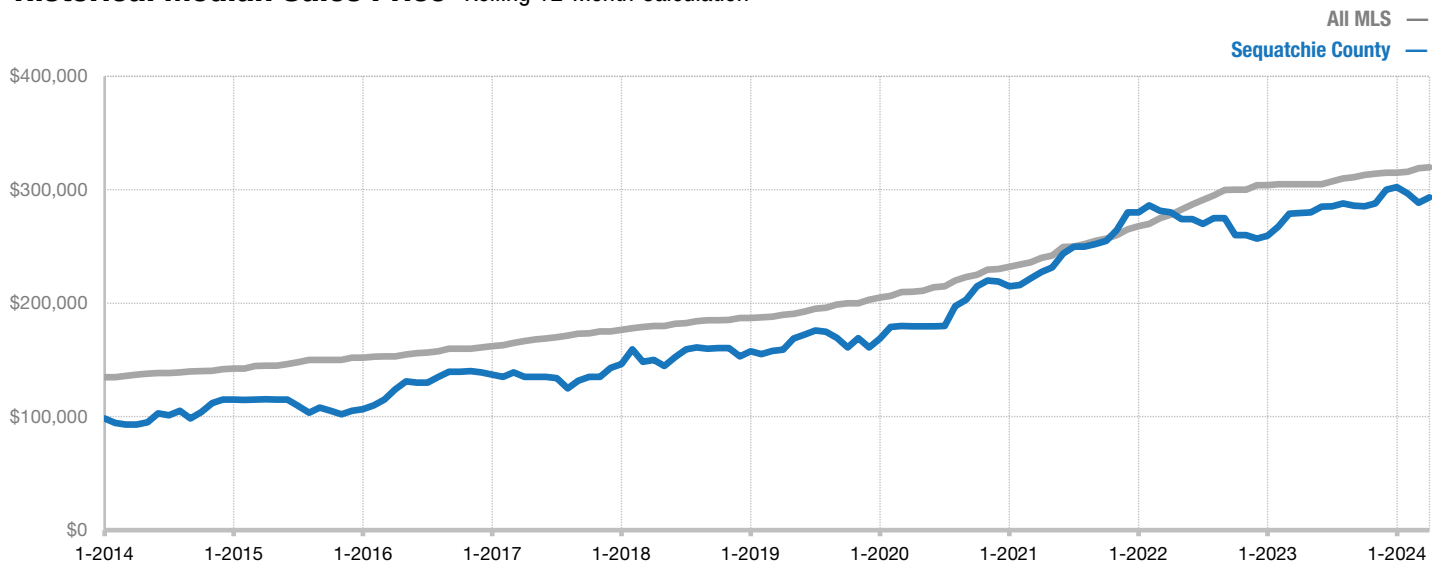
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April

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Signal Mountain

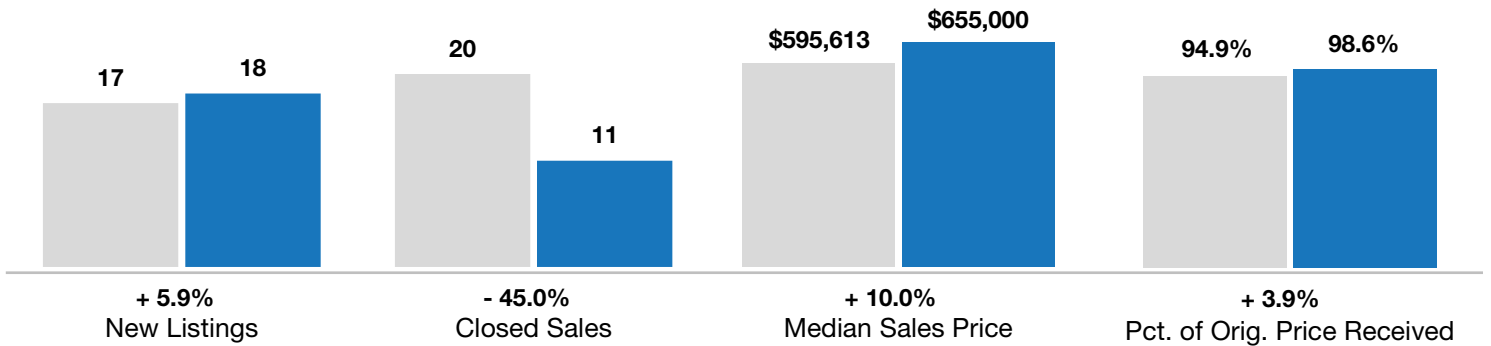
Hamilton County Only

Key Metrics	April			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	17	18	+ 5.9%	75	70	- 6.7%
Closed Sales	20	11	- 45.0%	70	52	- 25.7%
Median Sales Price	\$595,613	\$655,000	+ 10.0%	\$630,250	\$645,000	+ 2.3%
Pct. of Orig. Price Received	94.9%	98.6%	+ 3.9%	95.5%	98.9%	+ 3.6%
Days on Market Until Sale	23	26	+ 13.0%	30	28	- 6.7%
Inventory of Homes for Sale	20	27	+ 35.0%	--	--	--
Months Supply of Inventory	1.0	1.8	+ 80.0%	--	--	--

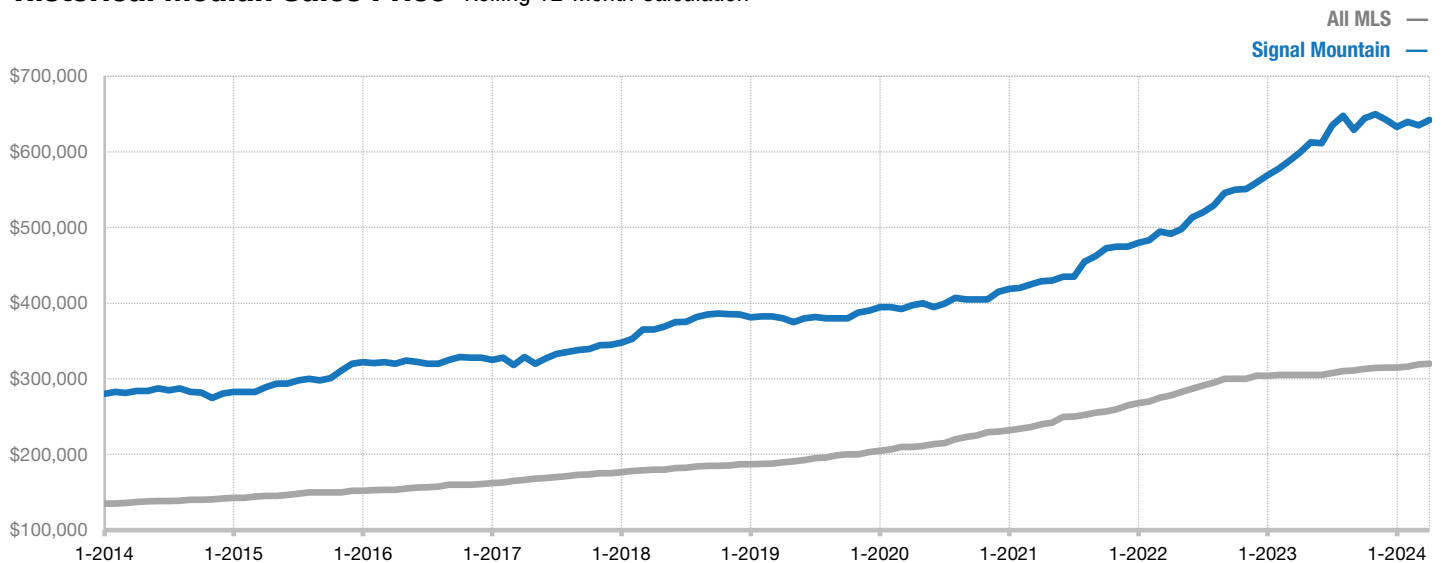
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St. Elmo / High Park / Avondale

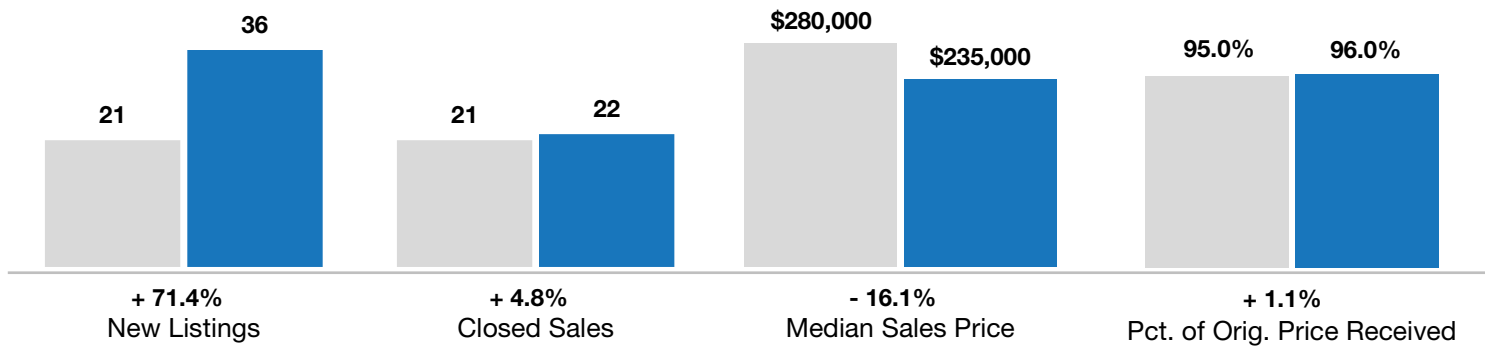
ZIP Codes: 37407, 37409 and 37410

Key Metrics	April			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	21	36	+ 71.4%	73	108	+ 47.9%
Closed Sales	21	22	+ 4.8%	56	69	+ 23.2%
Median Sales Price	\$280,000	\$235,000	- 16.1%	\$215,000	\$195,000	- 9.3%
Pct. of Orig. Price Received	95.0%	96.0%	+ 1.1%	97.1%	95.6%	- 1.5%
Days on Market Until Sale	38	22	- 42.1%	28	24	- 14.3%
Inventory of Homes for Sale	31	30	- 3.2%	--	--	--
Months Supply of Inventory	1.8	1.8	0.0%	--	--	--

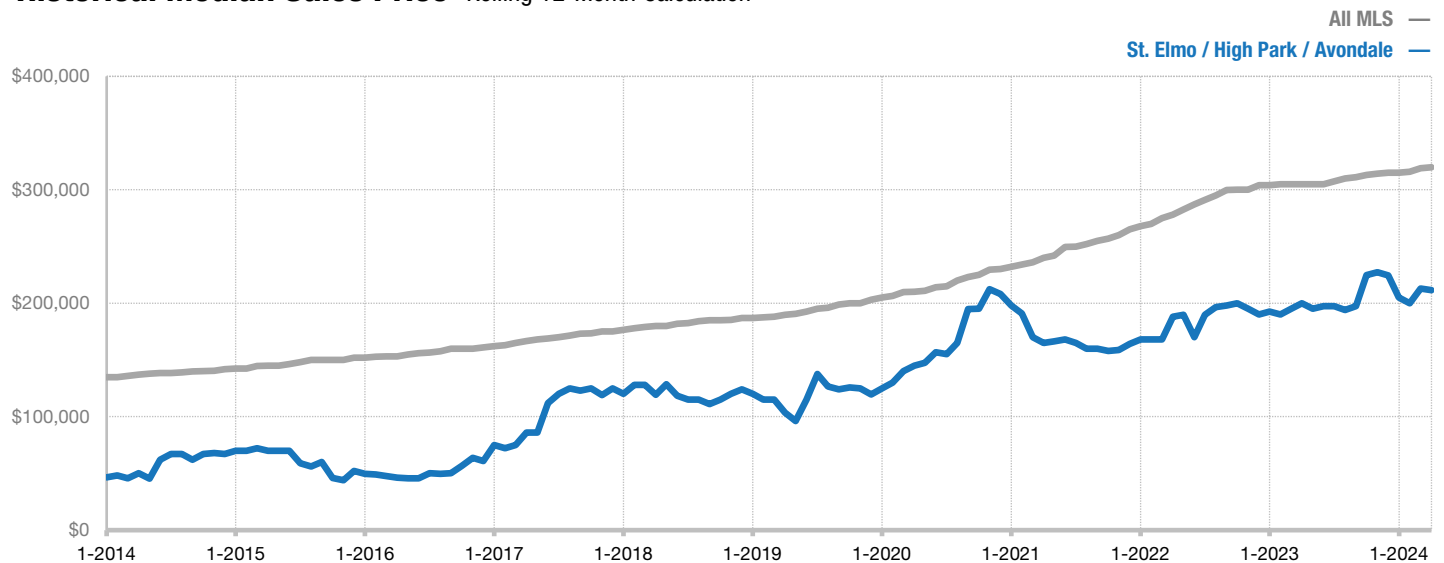
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April

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Local Market Update – April 2024

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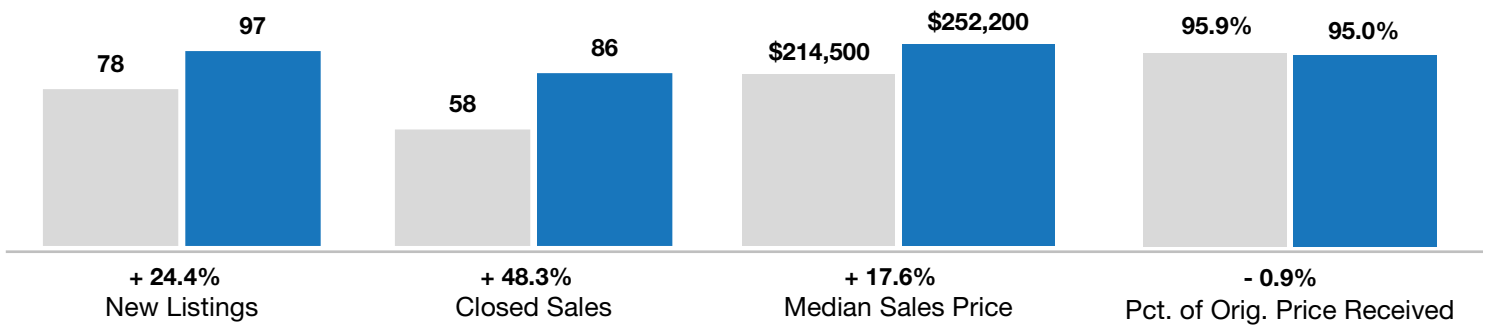
Walker County

Key Metrics	April			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	78	97	+ 24.4%	319	382	+ 19.7%
Closed Sales	58	86	+ 48.3%	237	279	+ 17.7%
Median Sales Price	\$214,500	\$252,200	+ 17.6%	\$219,000	\$240,000	+ 9.6%
Pct. of Orig. Price Received	95.9%	95.0%	- 0.9%	96.3%	94.9%	- 1.5%
Days on Market Until Sale	41	38	- 7.3%	32	41	+ 28.1%
Inventory of Homes for Sale	147	158	+ 7.5%	--	--	--
Months Supply of Inventory	2.1	2.1	0.0%	--	--	--

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

April

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Historical Median Sales Price Rolling 12-Month Calculation

