

# Local Market Update – May 2024

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®

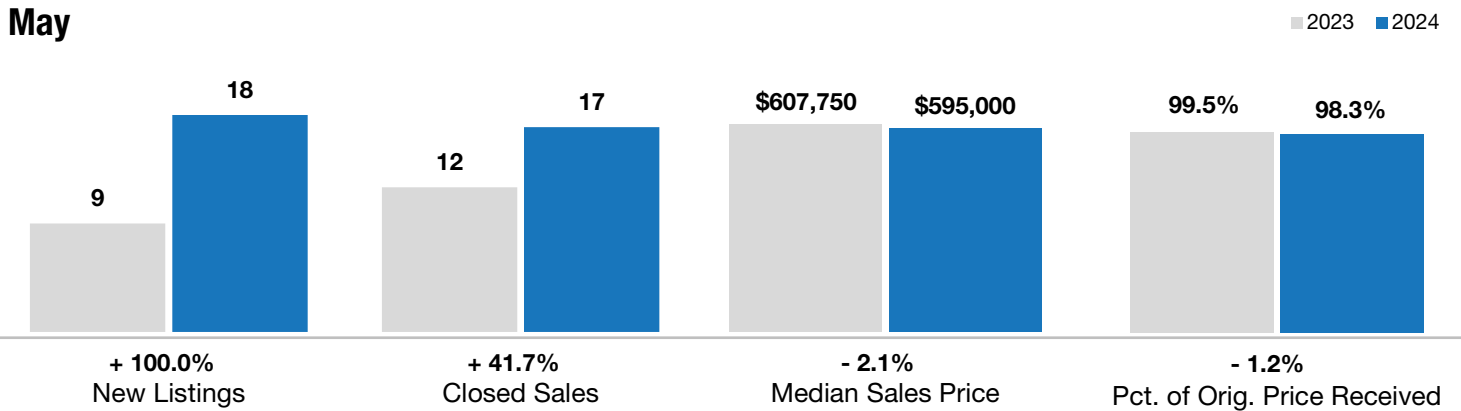


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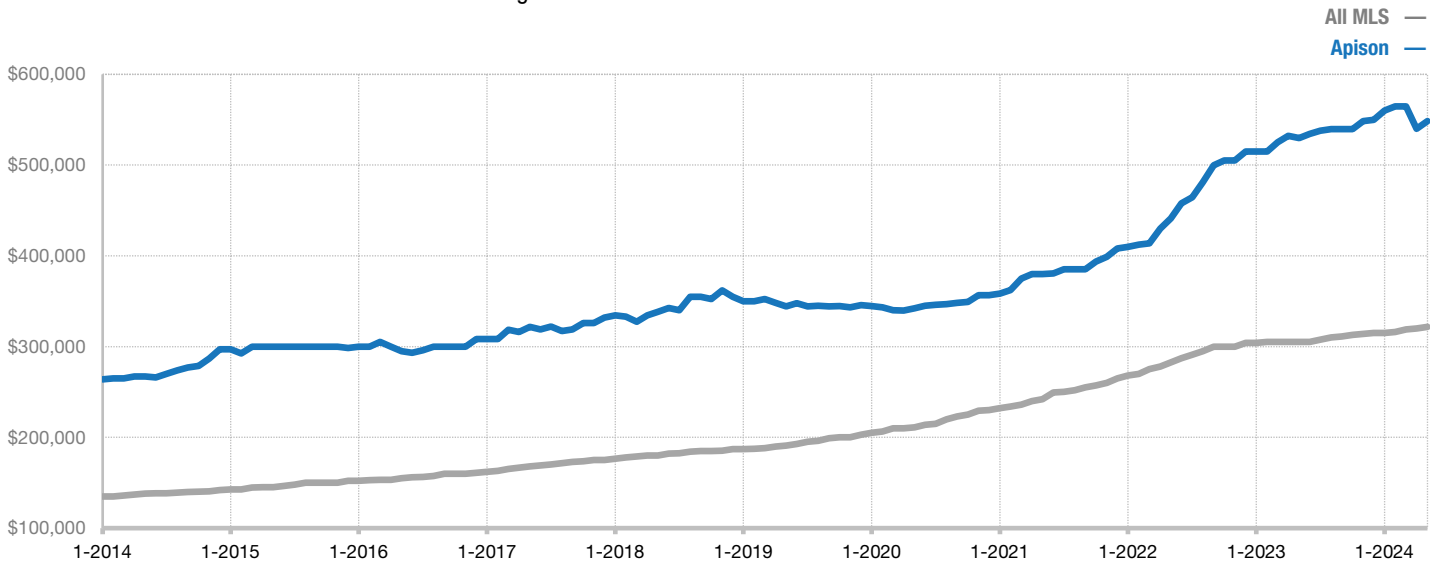
## Apison

| Key Metrics                  | May       |           |                | YTD       |           |                |
|------------------------------|-----------|-----------|----------------|-----------|-----------|----------------|
|                              | 2023      | 2024      | Percent Change | 2023      | 2024      | Percent Change |
| New Listings                 | 9         | 18        | + 100.0%       | 41        | 66        | + 61.0%        |
| Closed Sales                 | 12        | 17        | + 41.7%        | 45        | 42        | - 6.7%         |
| Median Sales Price           | \$607,750 | \$595,000 | - 2.1%         | \$536,397 | \$502,950 | - 6.2%         |
| Pct. of Orig. Price Received | 99.5%     | 98.3%     | - 1.2%         | 99.8%     | 97.1%     | - 2.7%         |
| Days on Market Until Sale    | 152       | 31        | - 79.6%        | 85        | 45        | - 47.1%        |
| Inventory of Homes for Sale  | 21        | 42        | + 100.0%       | --        | --        | --             |
| Months Supply of Inventory   | 2.1       | 5.9       | + 181.0%       | --        | --        | --             |

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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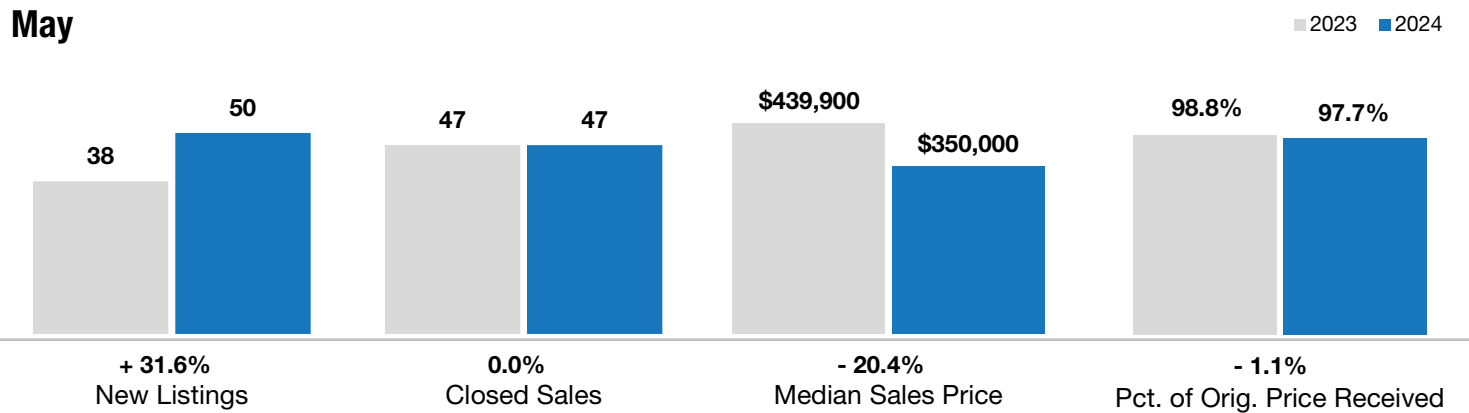
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## Bakewell / Lakesite / Sale Creek / Soddy

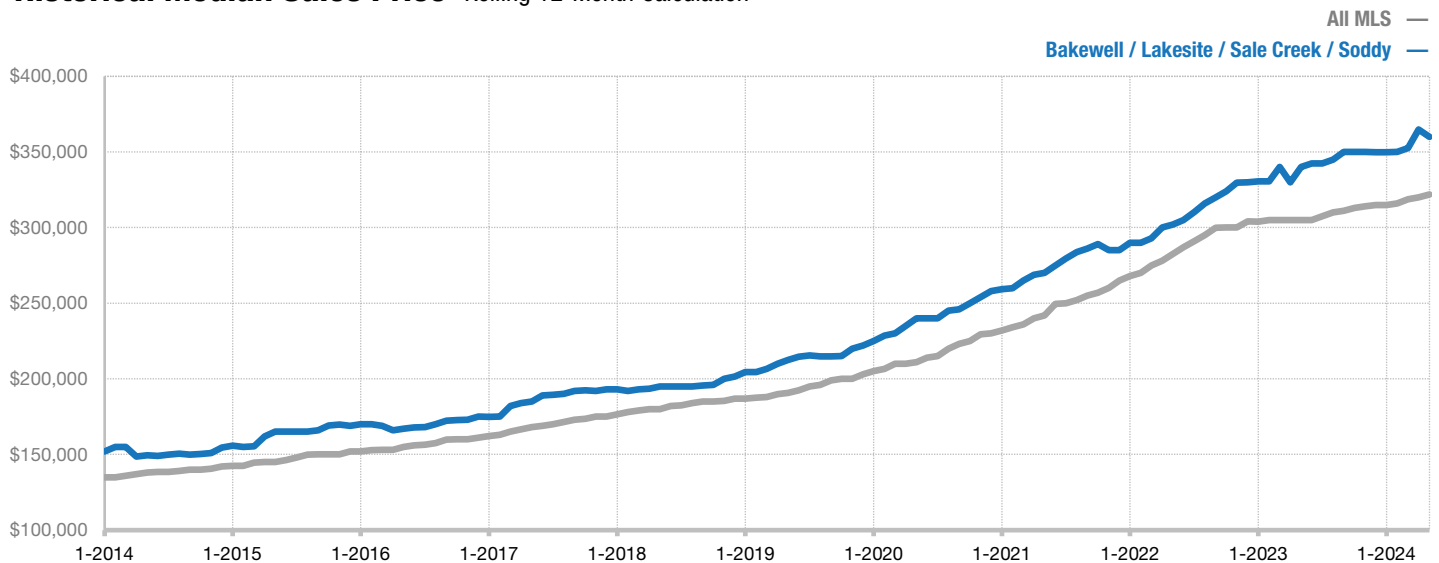
ZIP Codes: 37379 and 37384

| Key Metrics                  | May       |           |                | YTD       |           |                |
|------------------------------|-----------|-----------|----------------|-----------|-----------|----------------|
|                              | 2023      | 2024      | Percent Change | 2023      | 2024      | Percent Change |
| New Listings                 | 38        | 50        | + 31.6%        | 211       | 219       | + 3.8%         |
| Closed Sales                 | 47        | 47        | 0.0%           | 177       | 164       | - 7.3%         |
| Median Sales Price           | \$439,900 | \$350,000 | - 20.4%        | \$347,900 | \$375,000 | + 7.8%         |
| Pct. of Orig. Price Received | 98.8%     | 97.7%     | - 1.1%         | 97.6%     | 98.0%     | + 0.4%         |
| Days on Market Until Sale    | 35        | 29        | - 17.1%        | 29        | 33        | + 13.8%        |
| Inventory of Homes for Sale  | 64        | 76        | + 18.8%        | --        | --        | --             |
| Months Supply of Inventory   | 1.4       | 2.0       | + 42.9%        | --        | --        | --             |

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### Historical Median Sales Price Rolling 12-Month Calculation



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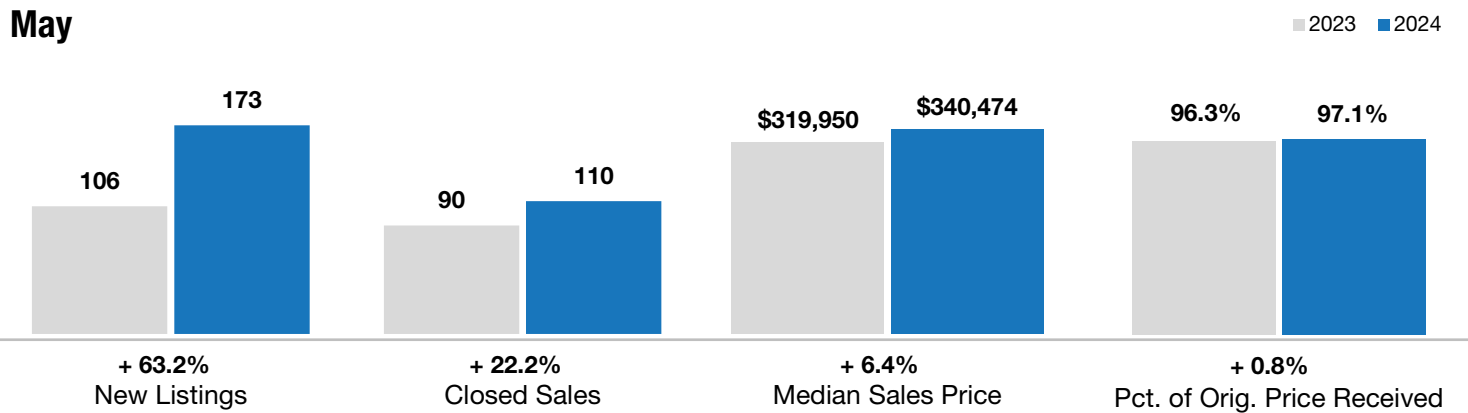


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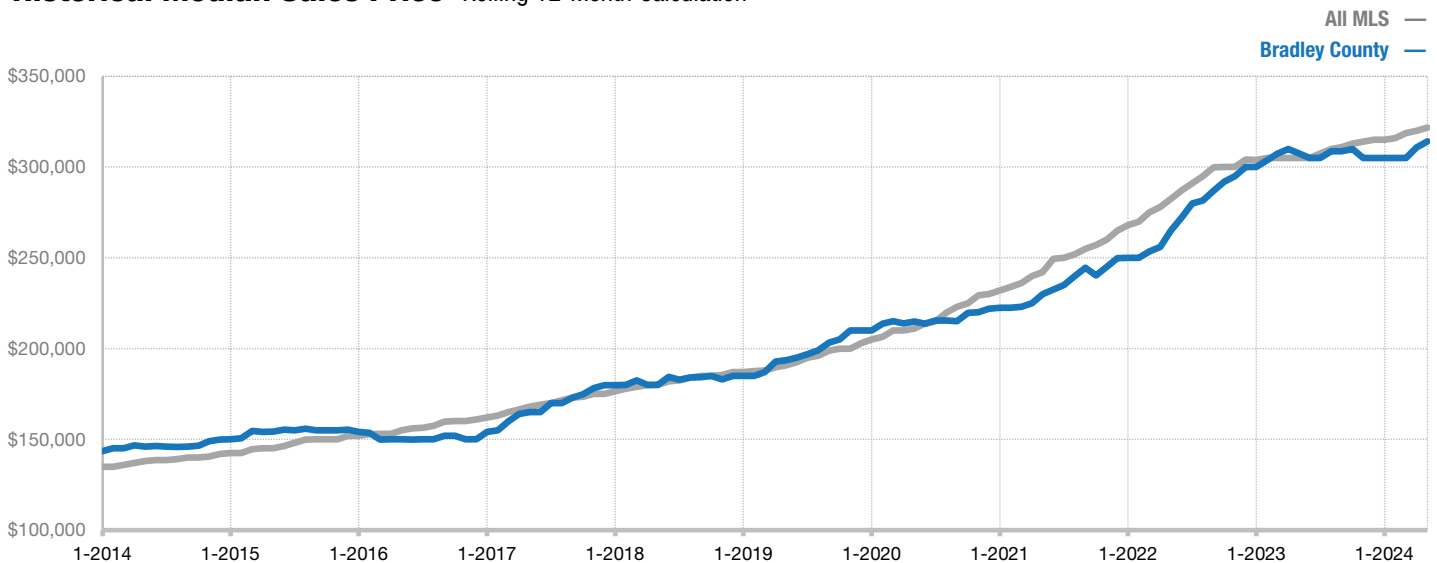
## Bradley County

| Key Metrics                  | May       |           |                | YTD       |           |                |
|------------------------------|-----------|-----------|----------------|-----------|-----------|----------------|
|                              | 2023      | 2024      | Percent Change | 2023      | 2024      | Percent Change |
| New Listings                 | 106       | 173       | + 63.2%        | 510       | 675       | + 32.4%        |
| Closed Sales                 | 90        | 110       | + 22.2%        | 429       | 443       | + 3.3%         |
| Median Sales Price           | \$319,950 | \$340,474 | + 6.4%         | \$300,000 | \$320,042 | + 6.7%         |
| Pct. of Orig. Price Received | 96.3%     | 97.1%     | + 0.8%         | 95.6%     | 96.9%     | + 1.4%         |
| Days on Market Until Sale    | 45        | 37        | - 17.8%        | 43        | 42        | - 2.3%         |
| Inventory of Homes for Sale  | 197       | 280       | + 42.1%        | --        | --        | --             |
| Months Supply of Inventory   | 1.6       | 2.9       | + 81.3%        | --        | --        | --             |

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### Historical Median Sales Price Rolling 12-Month Calculation



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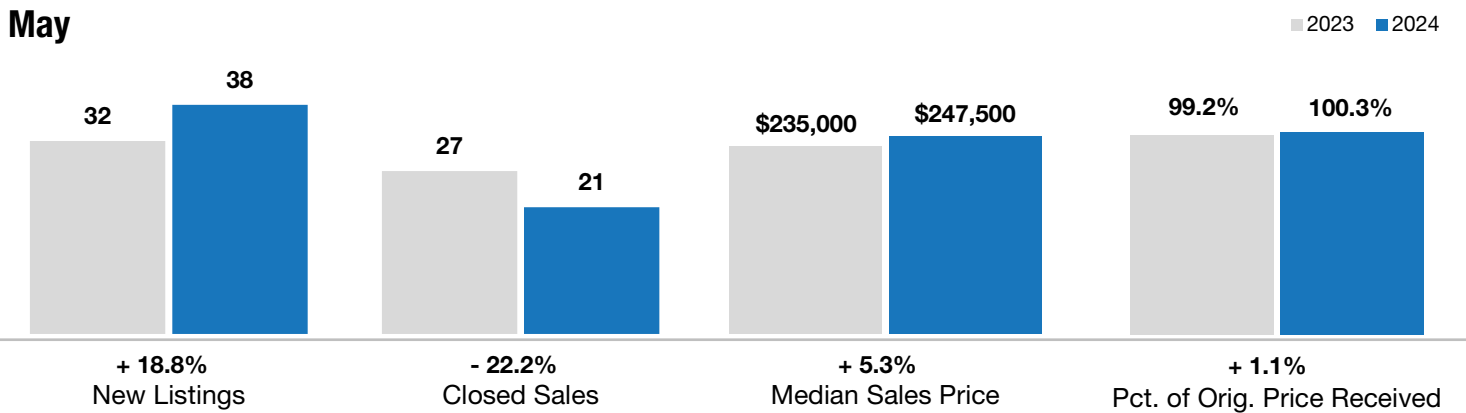
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## Brainerd

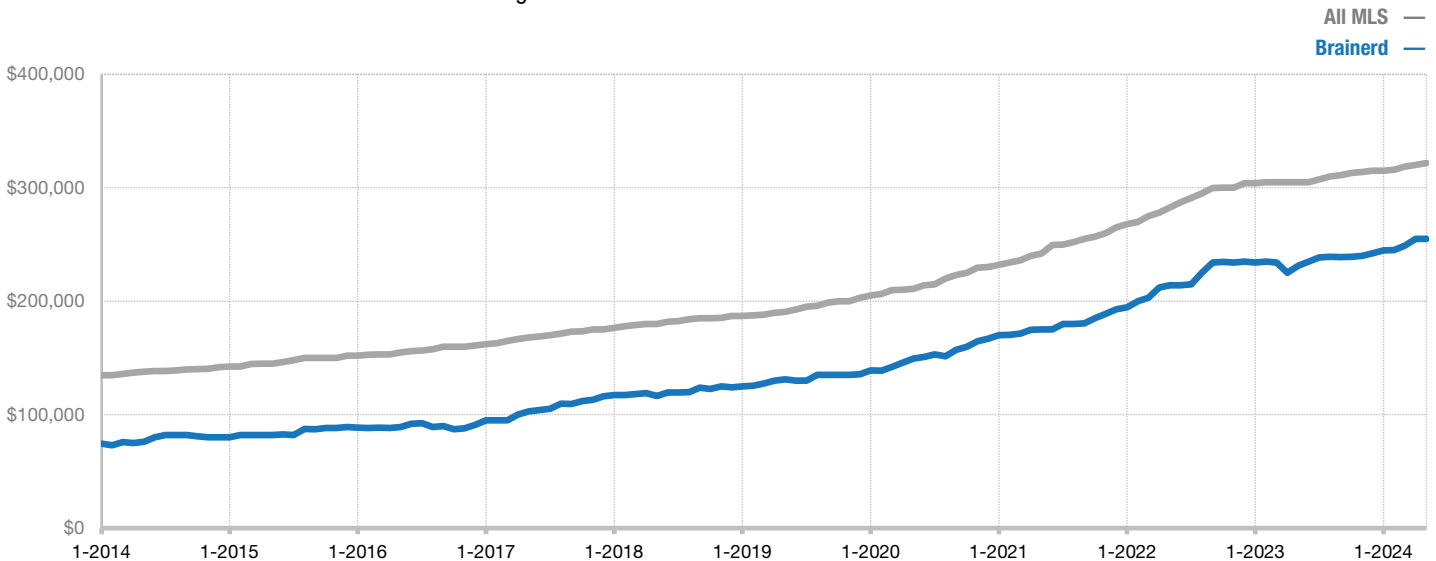
Includes the Ridgeside Community

| Key Metrics                  | May       |                  |                | YTD       |                  |                |
|------------------------------|-----------|------------------|----------------|-----------|------------------|----------------|
|                              | 2023      | 2024             | Percent Change | 2023      | 2024             | Percent Change |
| New Listings                 | 32        | <b>38</b>        | + 18.8%        | 139       | <b>122</b>       | - 12.2%        |
| Closed Sales                 | 27        | <b>21</b>        | - 22.2%        | 117       | <b>91</b>        | - 22.2%        |
| Median Sales Price           | \$235,000 | <b>\$247,500</b> | + 5.3%         | \$230,000 | <b>\$252,500</b> | + 9.8%         |
| Pct. of Orig. Price Received | 99.2%     | <b>100.3%</b>    | + 1.1%         | 97.6%     | <b>98.2%</b>     | + 0.6%         |
| Days on Market Until Sale    | 15        | <b>20</b>        | + 33.3%        | 21        | <b>24</b>        | + 14.3%        |
| Inventory of Homes for Sale  | 29        | <b>45</b>        | + 55.2%        | --        | --               | --             |
| Months Supply of Inventory   | 1.3       | <b>2.3</b>       | + 76.9%        | --        | --               | --             |

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



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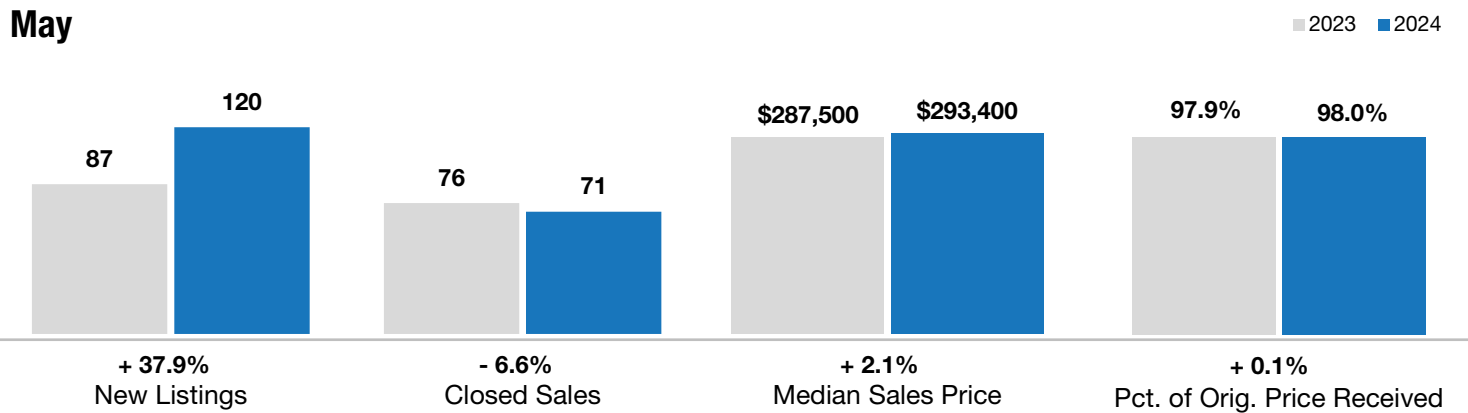


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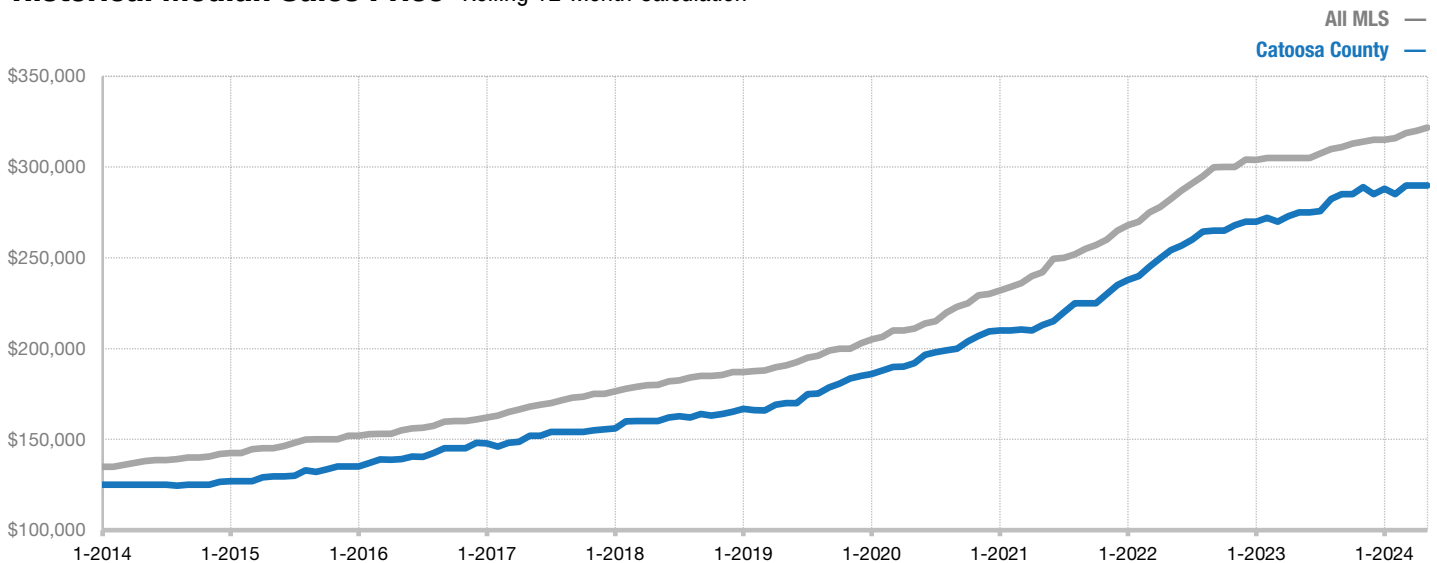
## Catoosa County

| Key Metrics                  | May       |           |                | YTD       |           |                |
|------------------------------|-----------|-----------|----------------|-----------|-----------|----------------|
|                              | 2023      | 2024      | Percent Change | 2023      | 2024      | Percent Change |
| New Listings                 | 87        | 120       | + 37.9%        | 418       | 495       | + 18.4%        |
| Closed Sales                 | 76        | 71        | - 6.6%         | 342       | 364       | + 6.4%         |
| Median Sales Price           | \$287,500 | \$293,400 | + 2.1%         | \$279,950 | \$295,000 | + 5.4%         |
| Pct. of Orig. Price Received | 97.9%     | 98.0%     | + 0.1%         | 96.8%     | 97.0%     | + 0.2%         |
| Days on Market Until Sale    | 33        | 29        | - 12.1%        | 42        | 40        | - 4.8%         |
| Inventory of Homes for Sale  | 133       | 164       | + 23.3%        | --        | --        | --             |
| Months Supply of Inventory   | 1.9       | 2.3       | + 21.1%        | --        | --        | --             |

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### Historical Median Sales Price Rolling 12-Month Calculation



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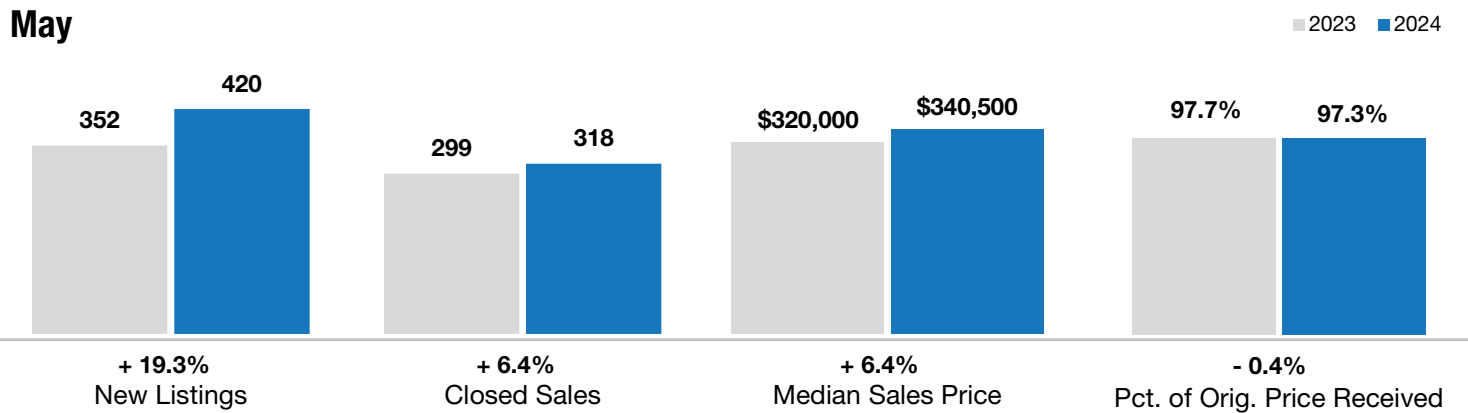


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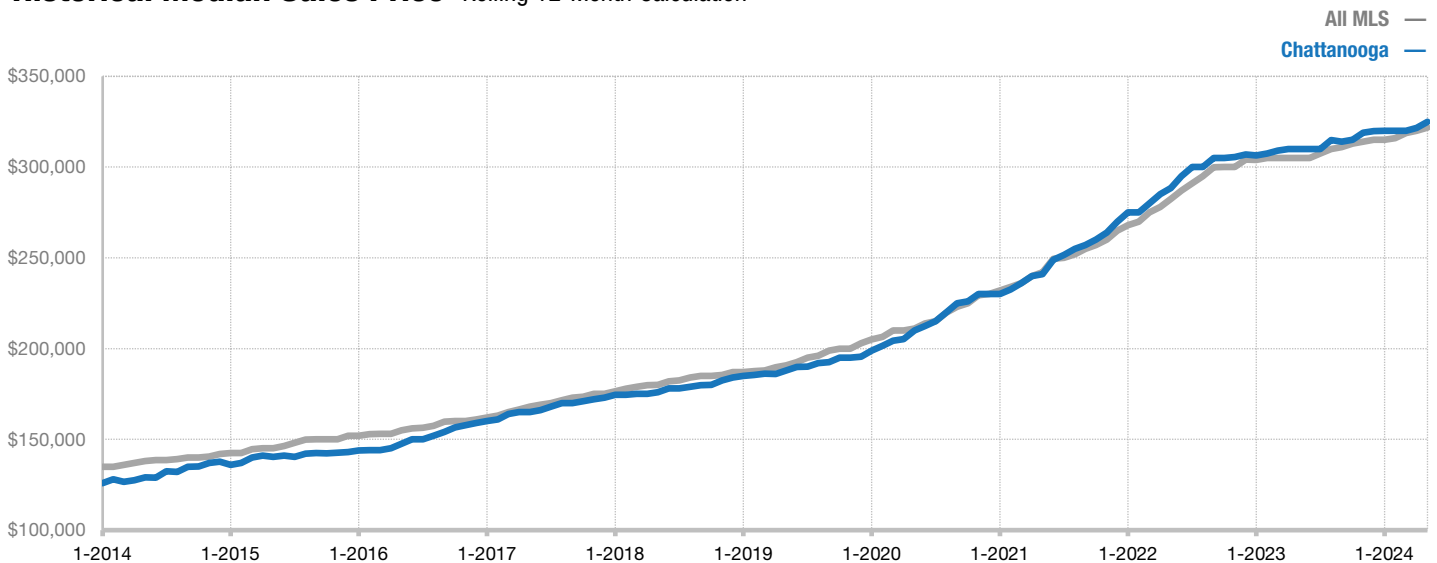
## Chattanooga

| Key Metrics                  | May       |                  |                | YTD       |                  |                |
|------------------------------|-----------|------------------|----------------|-----------|------------------|----------------|
|                              | 2023      | 2024             | Percent Change | 2023      | 2024             | Percent Change |
| New Listings                 | 352       | <b>420</b>       | + 19.3%        | 1,626     | <b>1,945</b>     | + 19.6%        |
| Closed Sales                 | 299       | <b>318</b>       | + 6.4%         | 1,278     | <b>1,273</b>     | - 0.4%         |
| Median Sales Price           | \$320,000 | <b>\$340,500</b> | + 6.4%         | \$308,100 | <b>\$321,250</b> | + 4.3%         |
| Pct. of Orig. Price Received | 97.7%     | <b>97.3%</b>     | - 0.4%         | 97.3%     | <b>96.8%</b>     | - 0.5%         |
| Days on Market Until Sale    | 24        | <b>27</b>        | + 12.5%        | 29        | <b>33</b>        | + 13.8%        |
| Inventory of Homes for Sale  | 495       | <b>650</b>       | + 31.3%        | --        | --               | --             |
| Months Supply of Inventory   | 1.6       | <b>2.3</b>       | + 43.8%        | --        | --               | --             |

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



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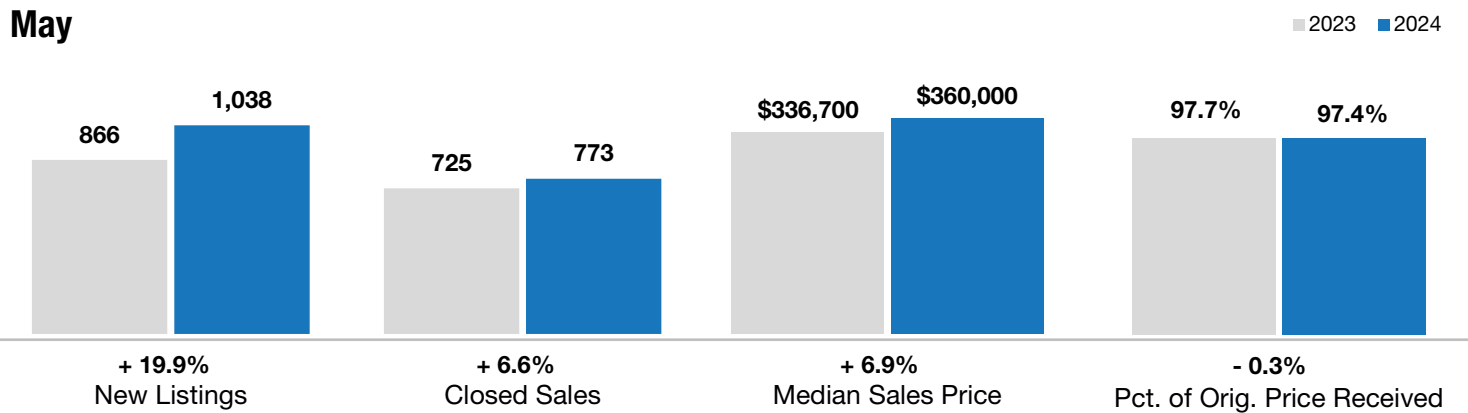
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## Chattanooga MSA

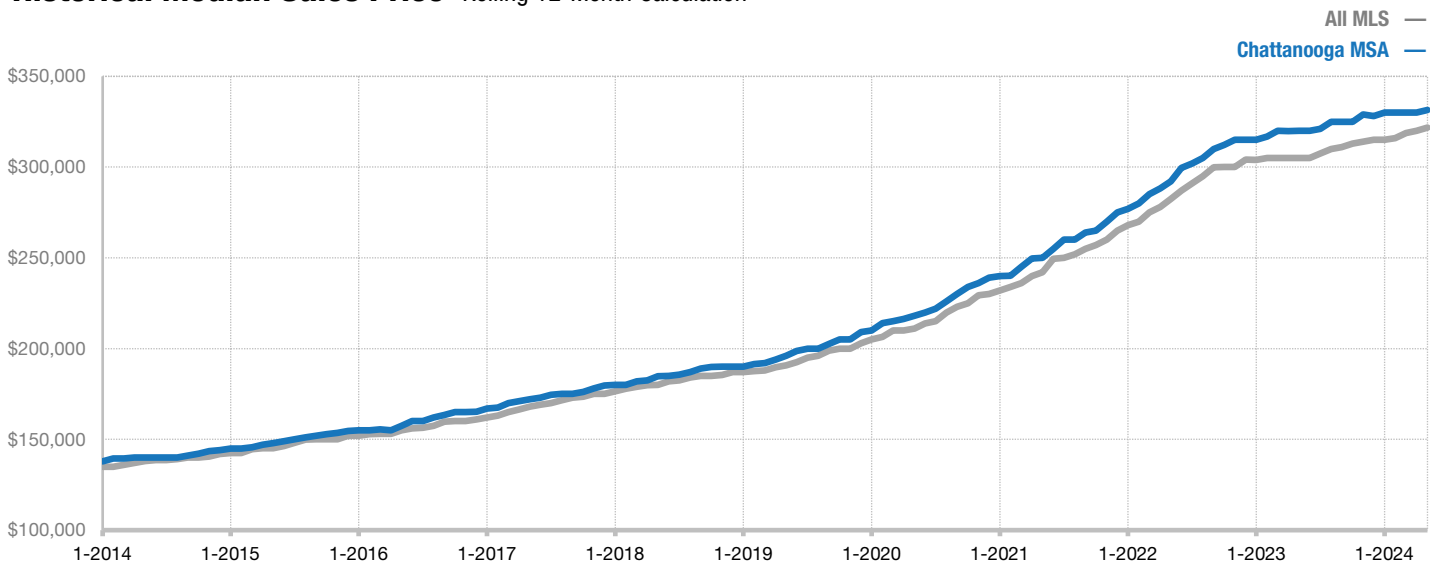
Includes Catoosa, Dade, Hamilton, Marion, Sequatchie and Walker Counties

| Key Metrics                  | May       |                  |                | YTD       |                  |                |
|------------------------------|-----------|------------------|----------------|-----------|------------------|----------------|
|                              | 2023      | 2024             | Percent Change | 2023      | 2024             | Percent Change |
| New Listings                 | 866       | <b>1,038</b>     | + 19.9%        | 3,941     | <b>4,607</b>     | + 16.9%        |
| Closed Sales                 | 725       | <b>773</b>       | + 6.6%         | 3,152     | <b>3,163</b>     | + 0.3%         |
| Median Sales Price           | \$336,700 | <b>\$360,000</b> | + 6.9%         | \$320,000 | <b>\$335,000</b> | + 4.7%         |
| Pct. of Orig. Price Received | 97.7%     | <b>97.4%</b>     | - 0.3%         | 97.1%     | <b>96.8%</b>     | - 0.3%         |
| Days on Market Until Sale    | 32        | <b>28</b>        | - 12.5%        | 34        | <b>37</b>        | + 8.8%         |
| Inventory of Homes for Sale  | 1,309     | <b>1,654</b>     | + 26.4%        | --        | --               | --             |
| Months Supply of Inventory   | 1.8       | <b>2.5</b>       | + 38.9%        | --        | --               | --             |

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



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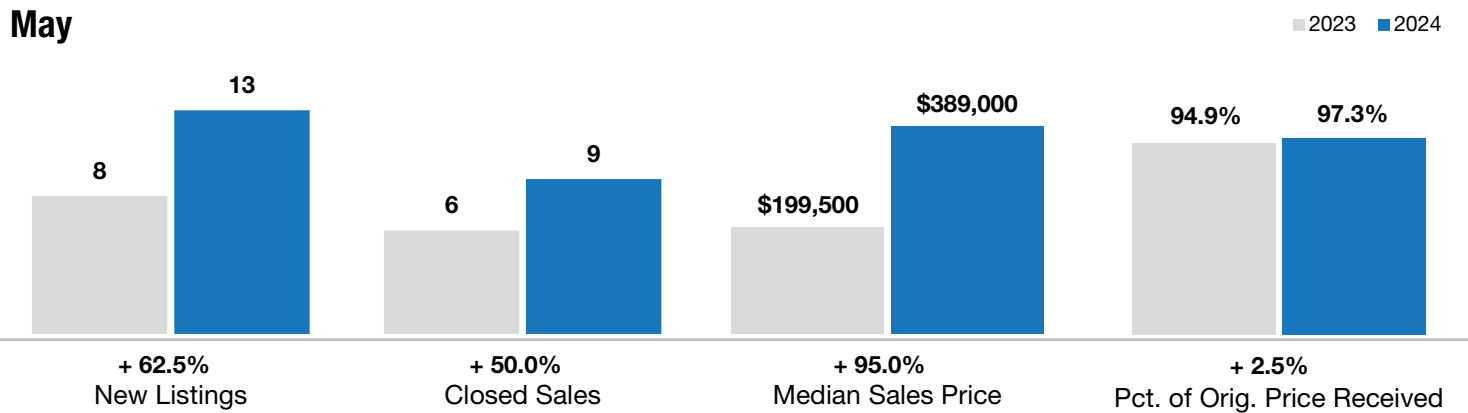


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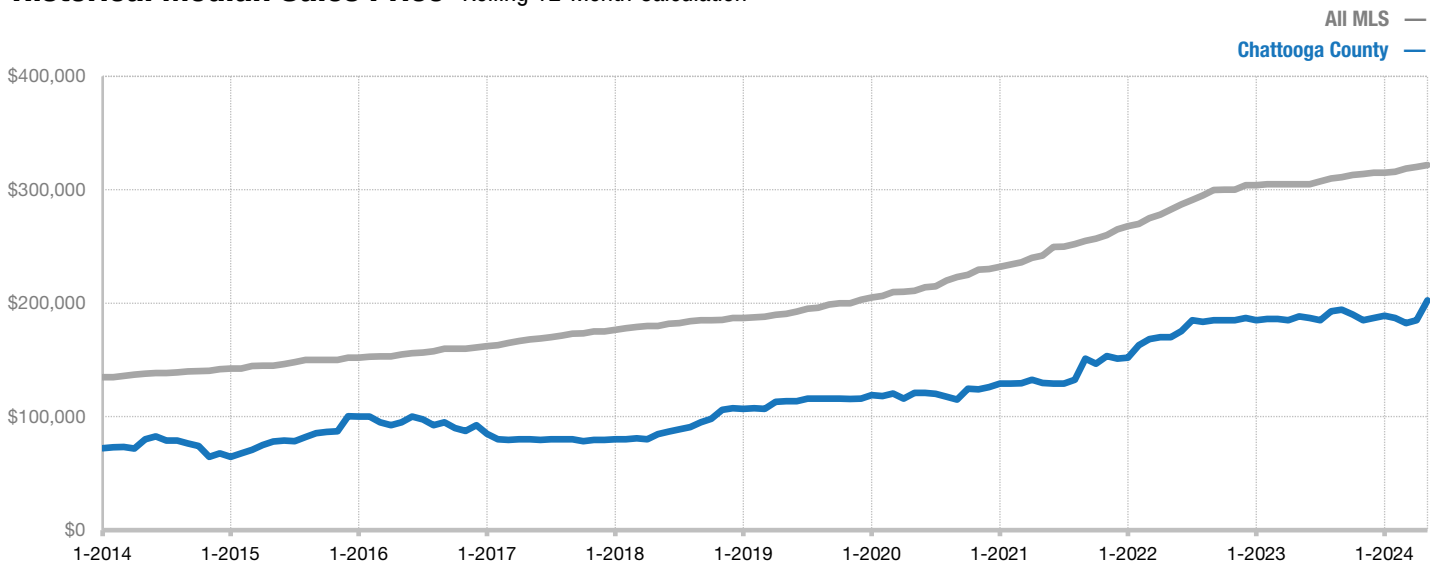
## Chattooga County

| Key Metrics                  | May       |           |                | YTD       |           |                |
|------------------------------|-----------|-----------|----------------|-----------|-----------|----------------|
|                              | 2023      | 2024      | Percent Change | 2023      | 2024      | Percent Change |
| New Listings                 | 8         | 13        | + 62.5%        | 44        | 34        | - 22.7%        |
| Closed Sales                 | 6         | 9         | + 50.0%        | 32        | 32        | 0.0%           |
| Median Sales Price           | \$199,500 | \$389,000 | + 95.0%        | \$189,250 | \$230,000 | + 21.5%        |
| Pct. of Orig. Price Received | 94.9%     | 97.3%     | + 2.5%         | 95.4%     | 95.5%     | + 0.1%         |
| Days on Market Until Sale    | 35        | 40        | + 14.3%        | 30        | 32        | + 6.7%         |
| Inventory of Homes for Sale  | 18        | 15        | - 16.7%        | --        | --        | --             |
| Months Supply of Inventory   | 2.8       | 2.4       | - 14.3%        | --        | --        | --             |

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### Historical Median Sales Price Rolling 12-Month Calculation





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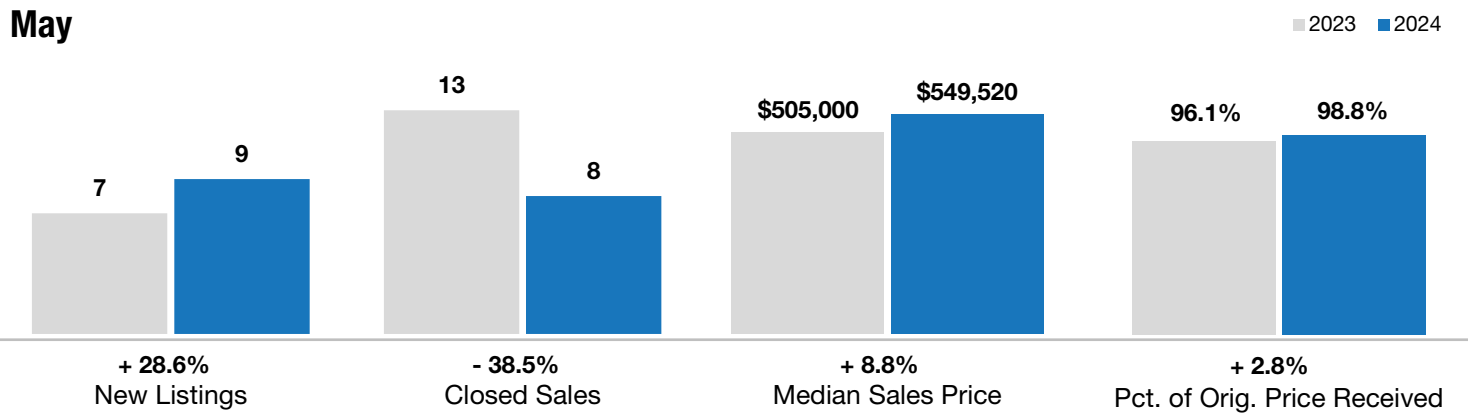


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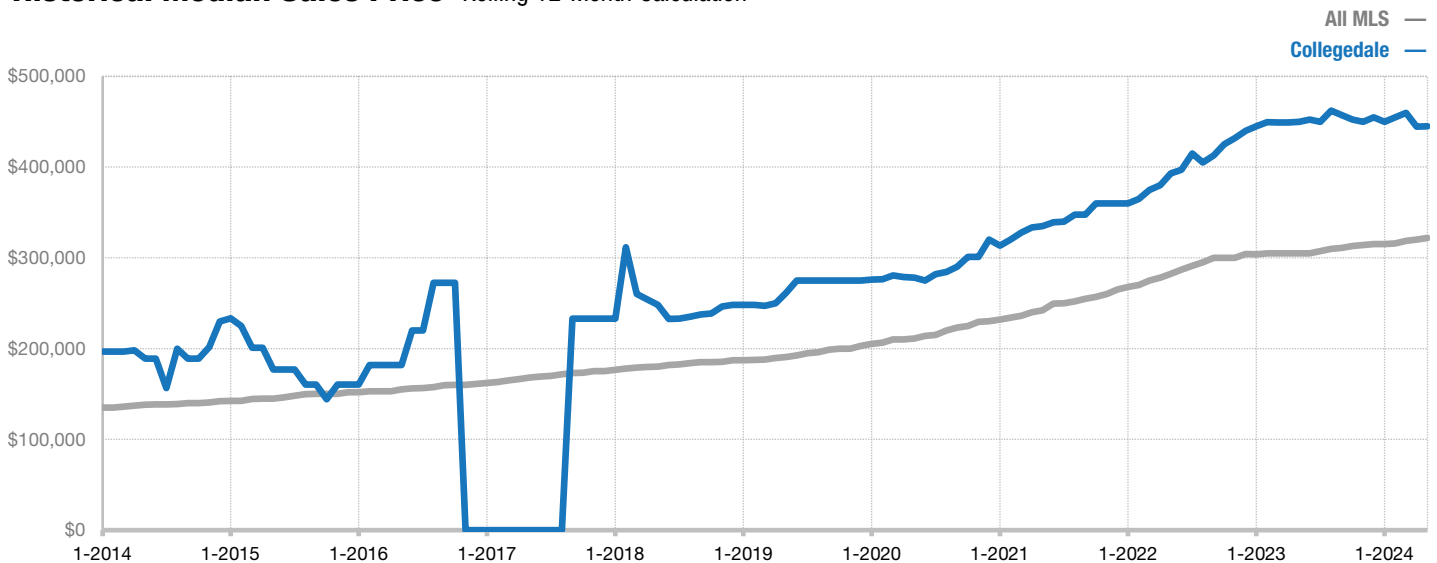
## Collegedale

| Key Metrics                  | May       |                  |                | YTD       |                  |                |
|------------------------------|-----------|------------------|----------------|-----------|------------------|----------------|
|                              | 2023      | 2024             | Percent Change | 2023      | 2024             | Percent Change |
| New Listings                 | 7         | 9                | + 28.6%        | 44        | 76               | + 72.7%        |
| Closed Sales                 | 13        | 8                | - 38.5%        | 47        | 38               | - 19.1%        |
| Median Sales Price           | \$505,000 | <b>\$549,520</b> | + 8.8%         | \$469,299 | <b>\$485,000</b> | + 3.3%         |
| Pct. of Orig. Price Received | 96.1%     | <b>98.8%</b>     | + 2.8%         | 97.5%     | <b>99.0%</b>     | + 1.5%         |
| Days on Market Until Sale    | 75        | <b>27</b>        | - 64.0%        | 88        | <b>44</b>        | - 50.0%        |
| Inventory of Homes for Sale  | 19        | <b>35</b>        | + 84.2%        | --        | --               | --             |
| Months Supply of Inventory   | 1.6       | <b>3.9</b>       | + 143.8%       | --        | --               | --             |

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### Historical Median Sales Price Rolling 12-Month Calculation



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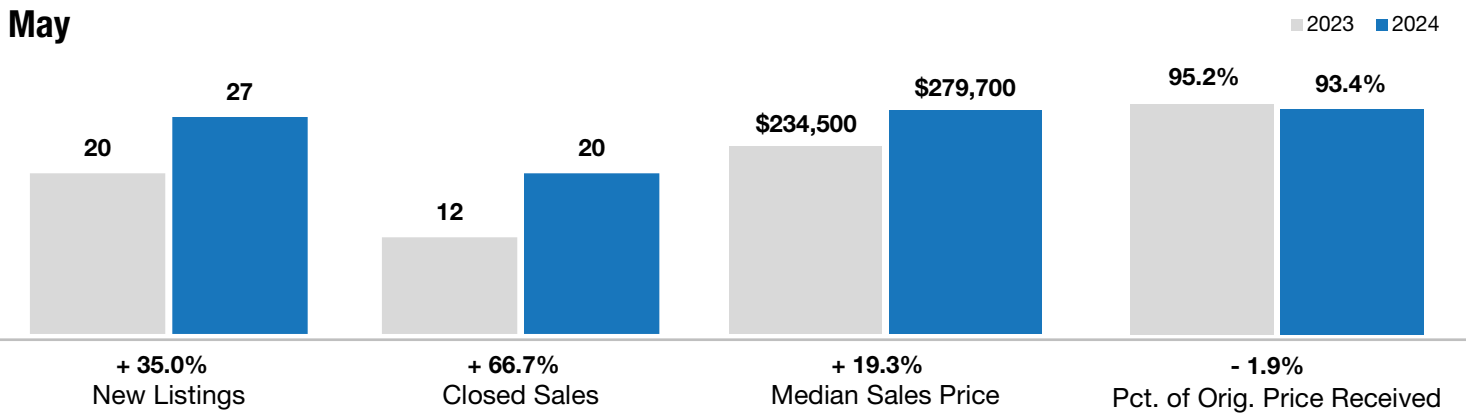


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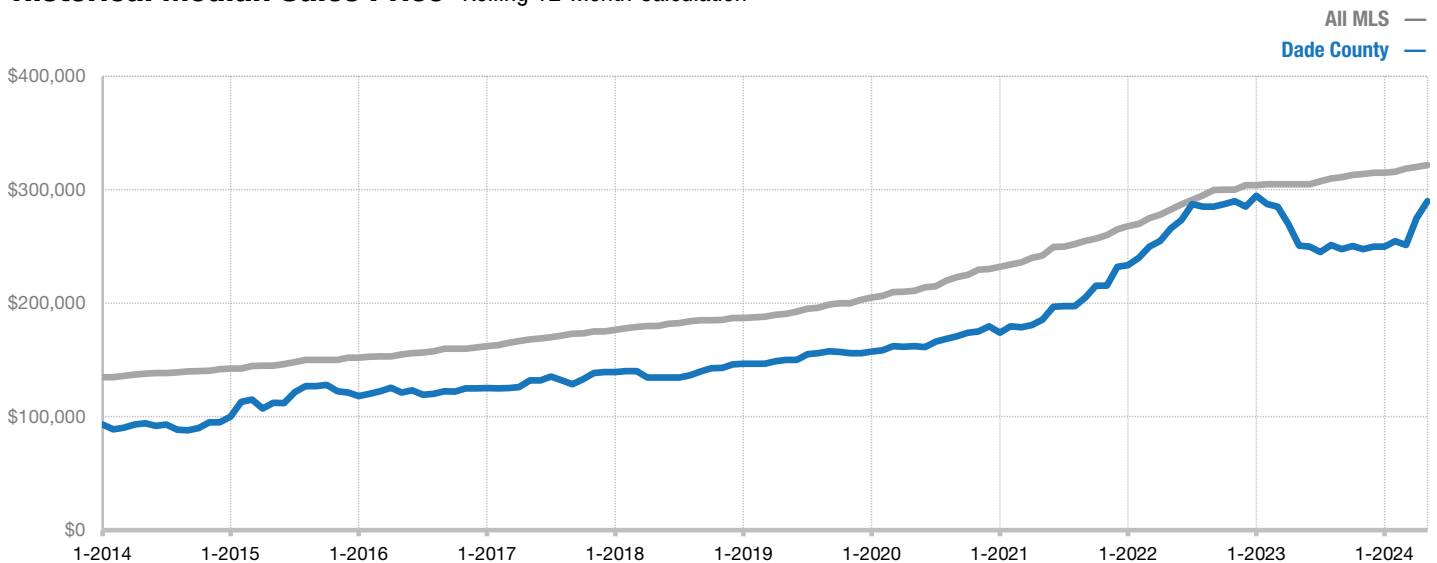
## Dade County

| Key Metrics                  | May       |           |                | YTD       |           |                |
|------------------------------|-----------|-----------|----------------|-----------|-----------|----------------|
|                              | 2023      | 2024      | Percent Change | 2023      | 2024      | Percent Change |
| New Listings                 | 20        | 27        | + 35.0%        | 79        | 88        | + 11.4%        |
| Closed Sales                 | 12        | 20        | + 66.7%        | 59        | 63        | + 6.8%         |
| Median Sales Price           | \$234,500 | \$279,700 | + 19.3%        | \$240,000 | \$290,000 | + 20.8%        |
| Pct. of Orig. Price Received | 95.2%     | 93.4%     | - 1.9%         | 93.7%     | 94.3%     | + 0.6%         |
| Days on Market Until Sale    | 51        | 29        | - 43.1%        | 52        | 51        | - 1.9%         |
| Inventory of Homes for Sale  | 42        | 43        | + 2.4%         | --        | --        | --             |
| Months Supply of Inventory   | 3.2       | 3.5       | + 9.4%         | --        | --        | --             |

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### Historical Median Sales Price Rolling 12-Month Calculation



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## Downtown Chattanooga

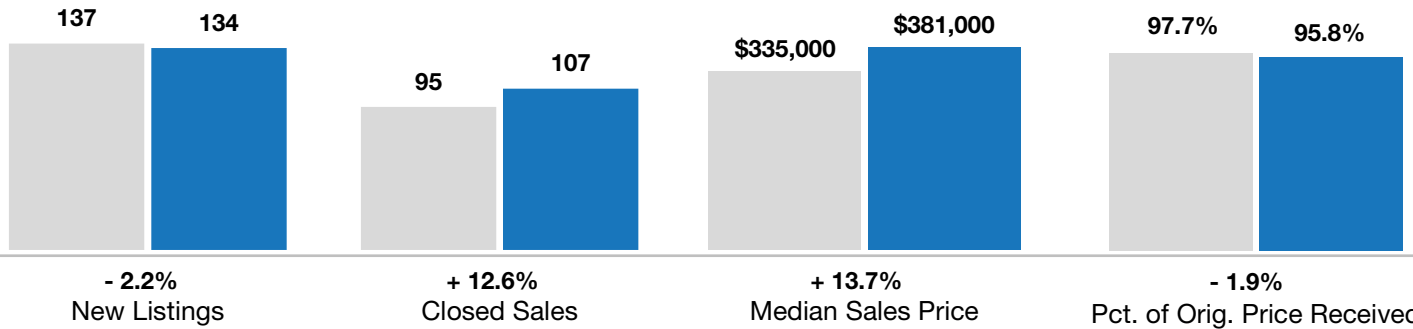
ZIP Codes: 37402, 37403, 37404, 37405, 37406, 37408 and 37450

| Key Metrics                  | May       |                  |                | YTD       |                  |                |
|------------------------------|-----------|------------------|----------------|-----------|------------------|----------------|
|                              | 2023      | 2024             | Percent Change | 2023      | 2024             | Percent Change |
| New Listings                 | 137       | <b>134</b>       | - 2.2%         | 578       | <b>744</b>       | + 28.7%        |
| Closed Sales                 | 95        | <b>107</b>       | + 12.6%        | 377       | <b>393</b>       | + 4.2%         |
| Median Sales Price           | \$335,000 | <b>\$381,000</b> | + 13.7%        | \$322,500 | <b>\$330,000</b> | + 2.3%         |
| Pct. of Orig. Price Received | 97.7%     | <b>95.8%</b>     | - 1.9%         | 95.9%     | <b>95.2%</b>     | - 0.7%         |
| Days on Market Until Sale    | 21        | <b>28</b>        | + 33.3%        | 34        | <b>39</b>        | + 14.7%        |
| Inventory of Homes for Sale  | 236       | <b>296</b>       | + 25.4%        | --        | --               | --             |
| Months Supply of Inventory   | 2.4       | <b>3.1</b>       | + 29.2%        | --        | --               | --             |

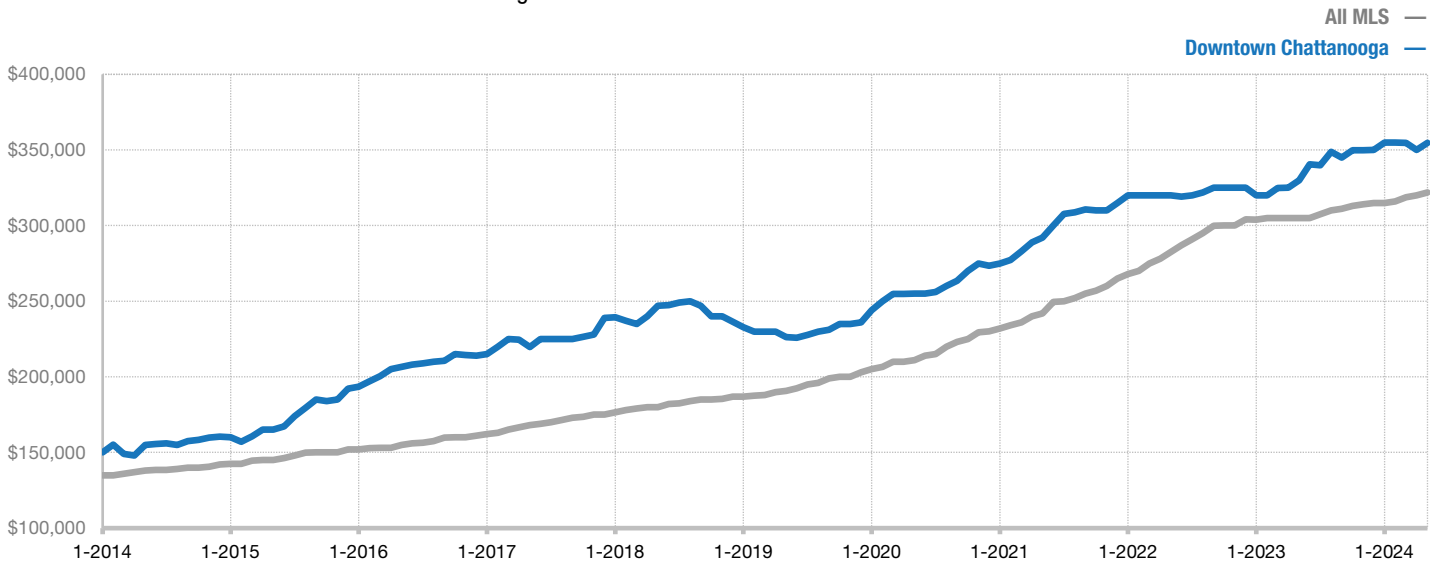
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### May

■ 2023 ■ 2024



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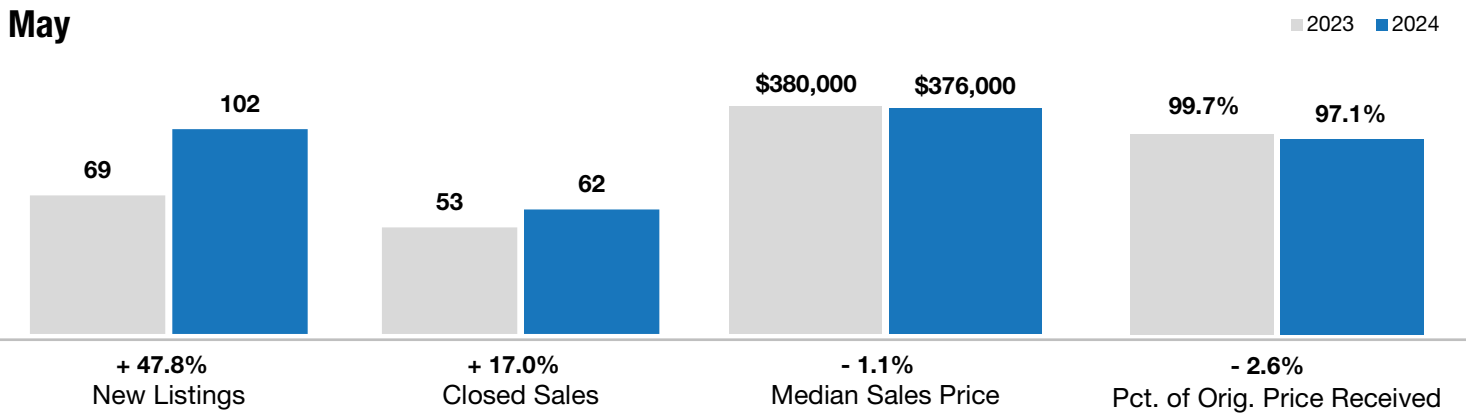
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## East Brainerd

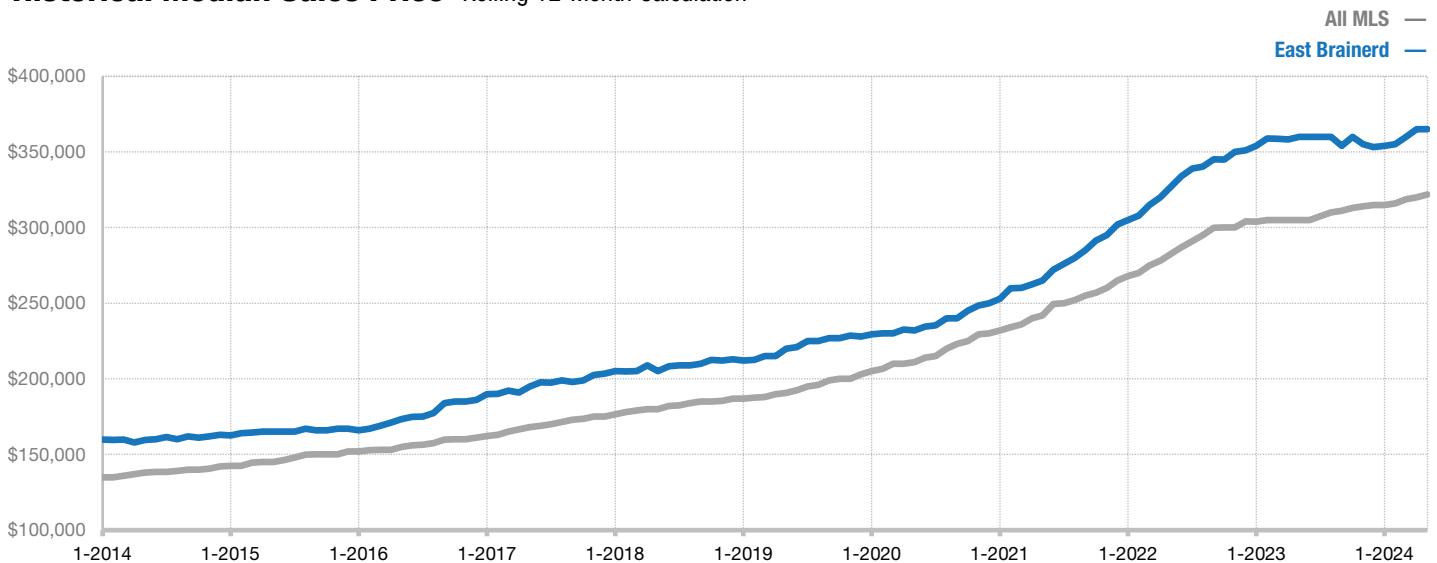
Includes the Cromwell, Dalewood, Eastdale & Tyner Communities

| Key Metrics                  | May       |           |                | YTD       |           |                |
|------------------------------|-----------|-----------|----------------|-----------|-----------|----------------|
|                              | 2023      | 2024      | Percent Change | 2023      | 2024      | Percent Change |
| New Listings                 | 69        | 102       | + 47.8%        | 293       | 382       | + 30.4%        |
| Closed Sales                 | 53        | 62        | + 17.0%        | 257       | 262       | + 1.9%         |
| Median Sales Price           | \$380,000 | \$376,000 | - 1.1%         | \$355,000 | \$372,750 | + 5.0%         |
| Pct. of Orig. Price Received | 99.7%     | 97.1%     | - 2.6%         | 98.2%     | 97.4%     | - 0.8%         |
| Days on Market Until Sale    | 28        | 33        | + 17.9%        | 34        | 35        | + 2.9%         |
| Inventory of Homes for Sale  | 83        | 127       | + 53.0%        | --        | --        | --             |
| Months Supply of Inventory   | 1.4       | 2.4       | + 71.4%        | --        | --        | --             |

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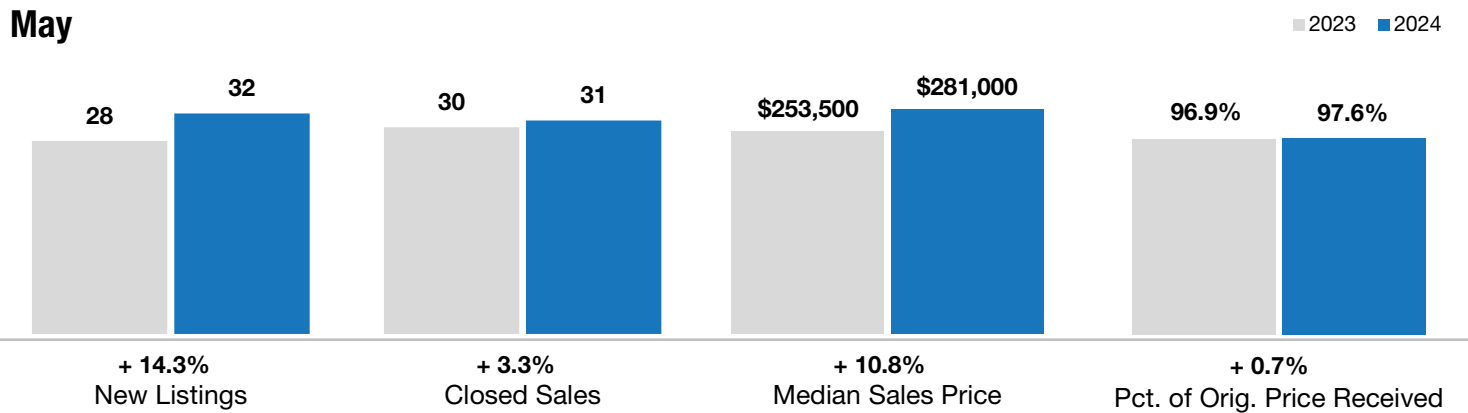


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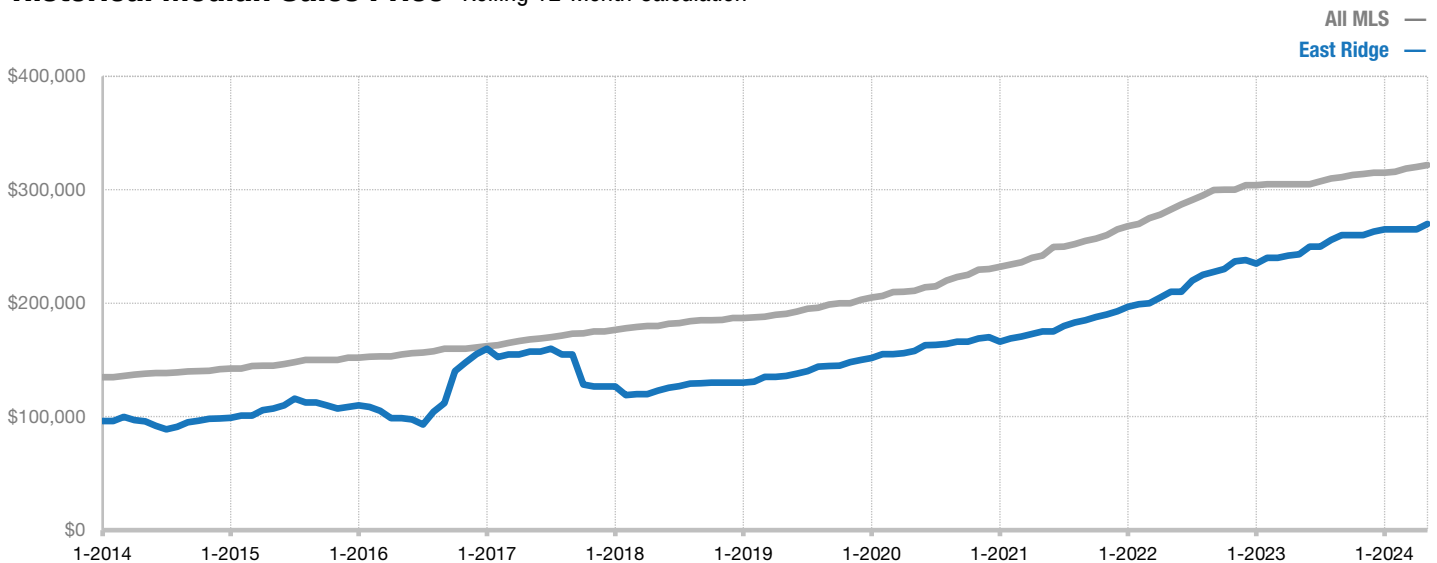
## East Ridge

| Key Metrics                  | May       |                  |                | YTD       |                  |                |
|------------------------------|-----------|------------------|----------------|-----------|------------------|----------------|
|                              | 2023      | 2024             | Percent Change | 2023      | 2024             | Percent Change |
| New Listings                 | 28        | 32               | + 14.3%        | 164       | 139              | - 15.2%        |
| Closed Sales                 | 30        | 31               | + 3.3%         | 142       | 107              | - 24.6%        |
| Median Sales Price           | \$253,500 | <b>\$281,000</b> | + 10.8%        | \$251,000 | <b>\$273,000</b> | + 8.8%         |
| Pct. of Orig. Price Received | 96.9%     | <b>97.6%</b>     | + 0.7%         | 97.3%     | <b>97.5%</b>     | + 0.2%         |
| Days on Market Until Sale    | 27        | 21               | - 22.2%        | 22        | 24               | + 9.1%         |
| Inventory of Homes for Sale  | 33        | 34               | + 3.0%         | --        | --               | --             |
| Months Supply of Inventory   | 1.0       | 1.3              | + 30.0%        | --        | --               | --             |

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 2024

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®

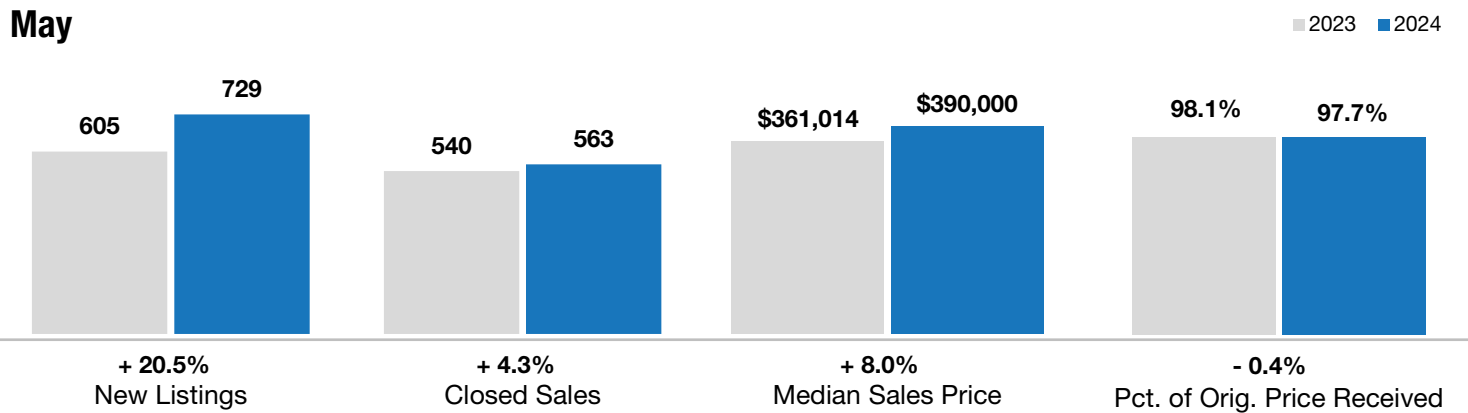


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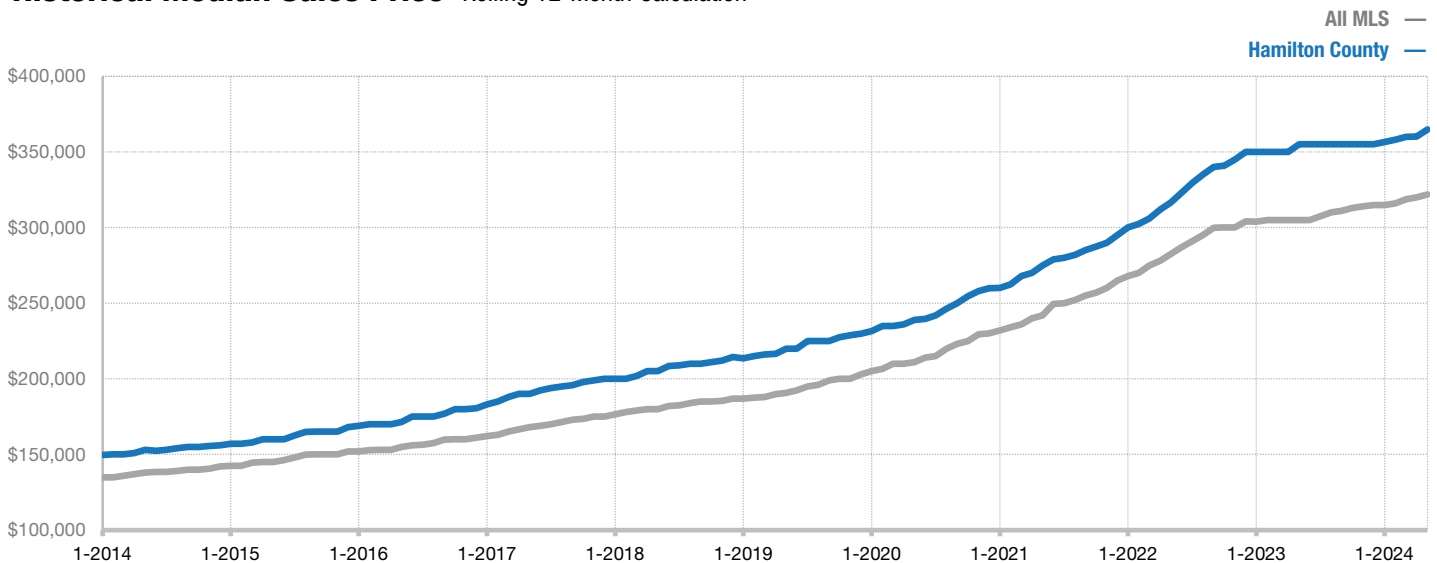
## Hamilton County

| Key Metrics                  | May       |                  |                | YTD       |                  |                |
|------------------------------|-----------|------------------|----------------|-----------|------------------|----------------|
|                              | 2023      | 2024             | Percent Change | 2023      | 2024             | Percent Change |
| New Listings                 | 605       | <b>729</b>       | + 20.5%        | 2,796     | <b>3,285</b>     | + 17.5%        |
| Closed Sales                 | 540       | <b>563</b>       | + 4.3%         | 2,292     | <b>2,217</b>     | - 3.3%         |
| Median Sales Price           | \$361,014 | <b>\$390,000</b> | + 8.0%         | \$350,000 | <b>\$370,000</b> | + 5.7%         |
| Pct. of Orig. Price Received | 98.1%     | <b>97.7%</b>     | - 0.4%         | 97.6%     | <b>97.3%</b>     | - 0.3%         |
| Days on Market Until Sale    | 30        | <b>28</b>        | - 6.7%         | 32        | <b>36</b>        | + 12.5%        |
| Inventory of Homes for Sale  | 885       | <b>1,160</b>     | + 31.1%        | --        | --               | --             |
| Months Supply of Inventory   | 1.6       | <b>2.4</b>       | + 50.0%        | --        | --               | --             |

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 2024

A RESEARCH TOOL PROVIDED BY GREATER CHATTANOOGA REALTORS®



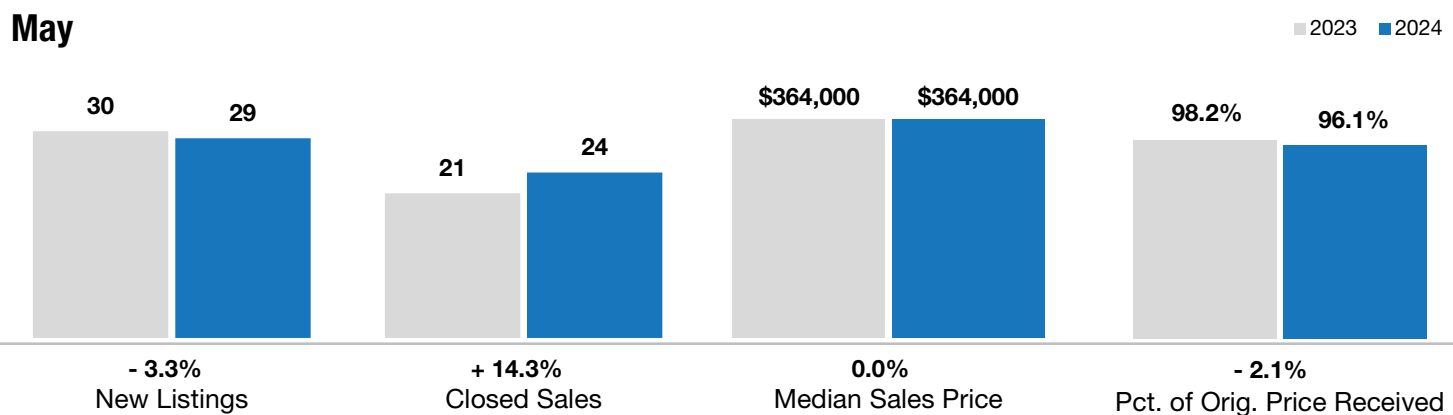
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## Harrison / Georgetown

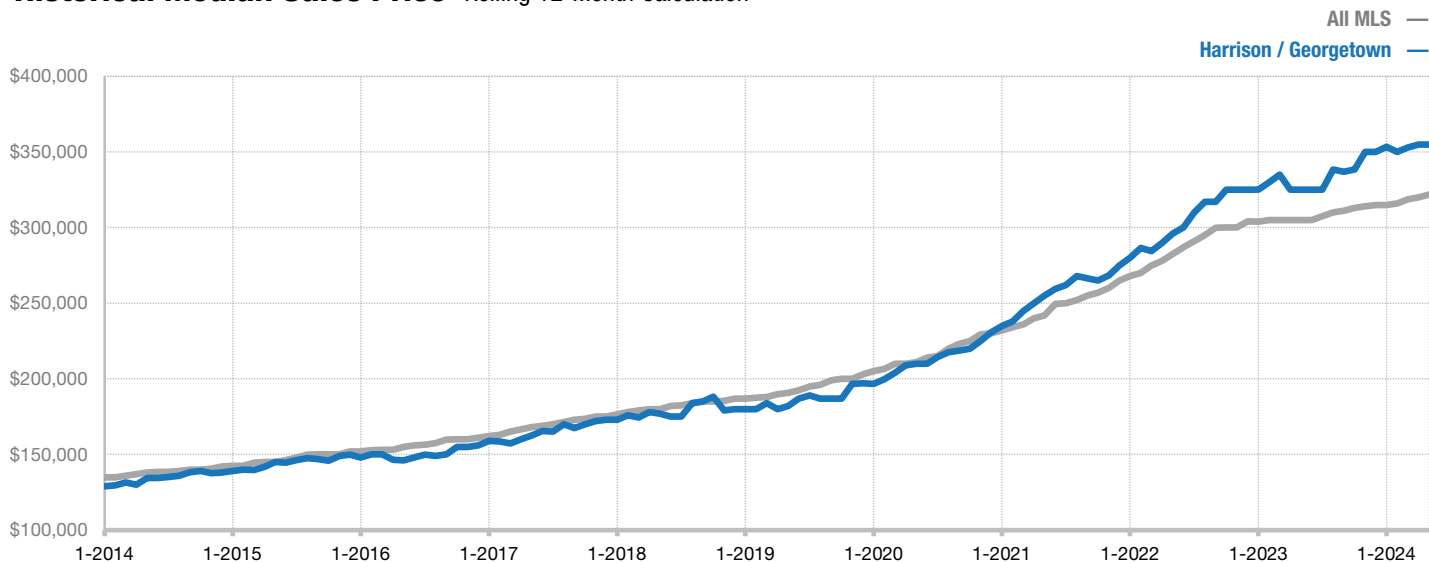
ZIP Codes: 37341 and 37308

| Key Metrics                  | May       |           |                | YTD       |           |                |
|------------------------------|-----------|-----------|----------------|-----------|-----------|----------------|
|                              | 2023      | 2024      | Percent Change | 2023      | 2024      | Percent Change |
| New Listings                 | 30        | 29        | - 3.3%         | 97        | 116       | + 19.6%        |
| Closed Sales                 | 21        | 24        | + 14.3%        | 84        | 74        | - 11.9%        |
| Median Sales Price           | \$364,000 | \$364,000 | 0.0%           | \$328,450 | \$367,000 | + 11.7%        |
| Pct. of Orig. Price Received | 98.2%     | 96.1%     | - 2.1%         | 97.8%     | 96.3%     | - 1.5%         |
| Days on Market Until Sale    | 36        | 39        | + 8.3%         | 61        | 39        | - 36.1%        |
| Inventory of Homes for Sale  | 41        | 48        | + 17.1%        | --        | --        | --             |
| Months Supply of Inventory   | 2.2       | 2.7       | + 22.7%        | --        | --        | --             |

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



# Local Market Update – May 2024

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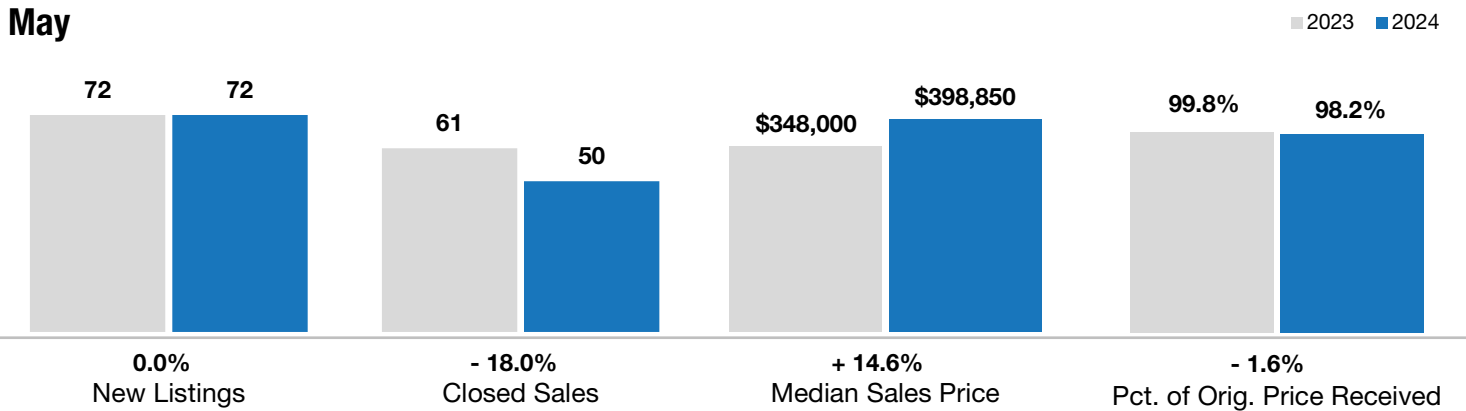


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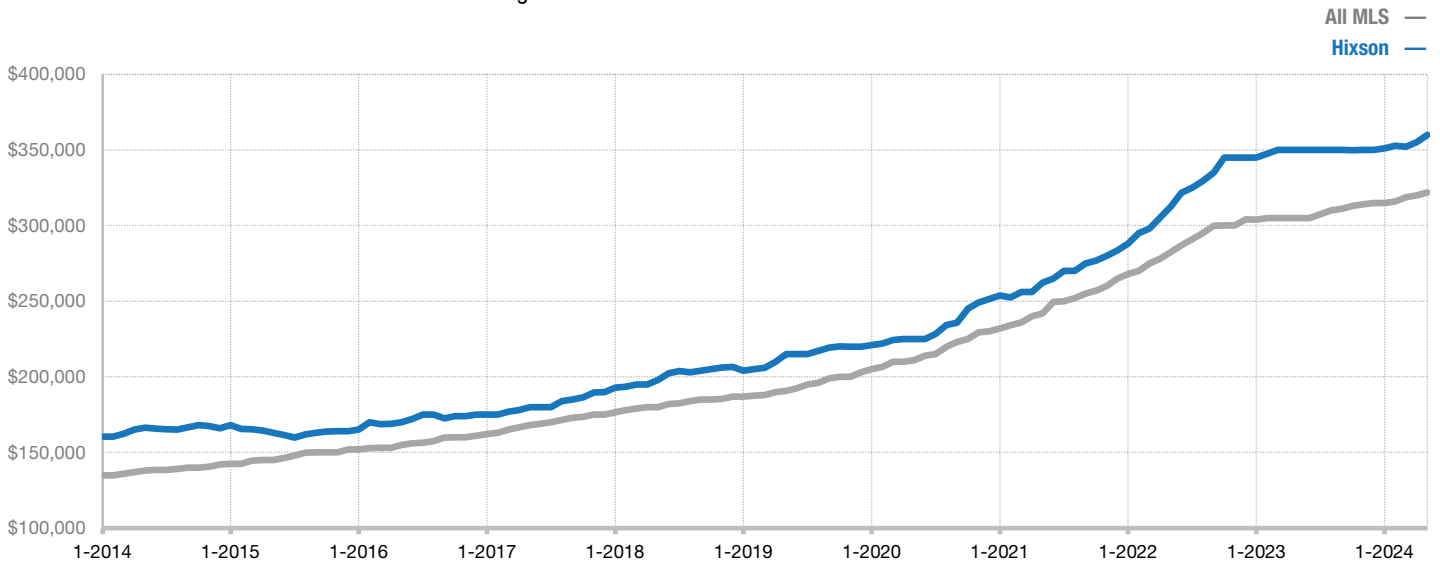
## Hixson

| Key Metrics                  | May       |           |                | YTD       |           |                |
|------------------------------|-----------|-----------|----------------|-----------|-----------|----------------|
|                              | 2023      | 2024      | Percent Change | 2023      | 2024      | Percent Change |
| New Listings                 | 72        | 72        | 0.0%           | 311       | 304       | - 2.3%         |
| Closed Sales                 | 61        | 50        | - 18.0%        | 274       | 255       | - 6.9%         |
| Median Sales Price           | \$348,000 | \$398,850 | + 14.6%        | \$345,000 | \$366,369 | + 6.2%         |
| Pct. of Orig. Price Received | 99.8%     | 98.2%     | - 1.6%         | 98.6%     | 97.5%     | - 1.1%         |
| Days on Market Until Sale    | 16        | 15        | - 6.3%         | 22        | 35        | + 59.1%        |
| Inventory of Homes for Sale  | 84        | 64        | - 23.8%        | --        | --        | --             |
| Months Supply of Inventory   | 1.2       | 1.2       | 0.0%           | --        | --        | --             |

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 2024

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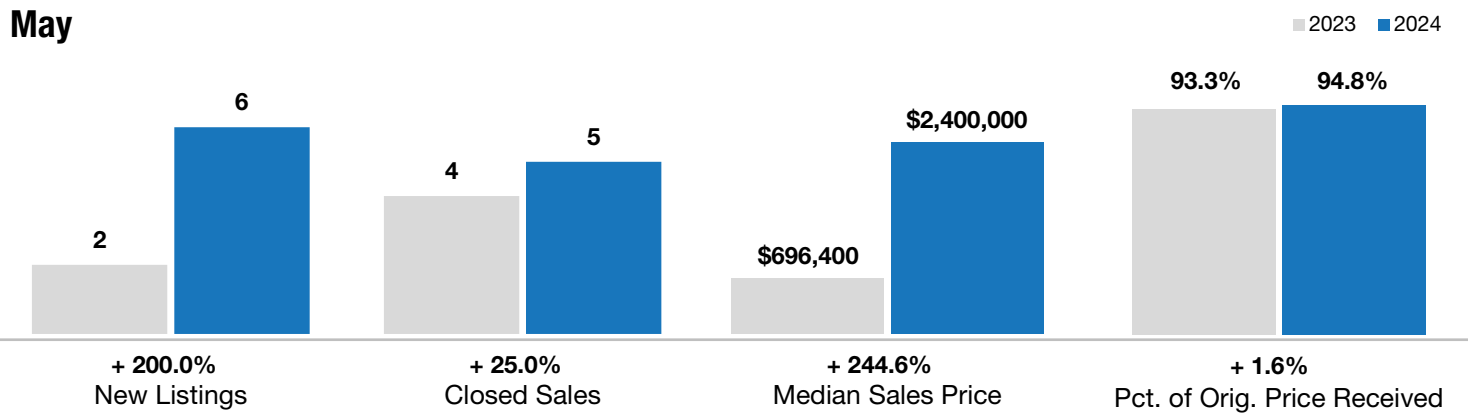
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## Lookout Mountain

Hamilton County Only

| Key Metrics                  | May       |             |                | YTD       |             |                |
|------------------------------|-----------|-------------|----------------|-----------|-------------|----------------|
|                              | 2023      | 2024        | Percent Change | 2023      | 2024        | Percent Change |
| New Listings                 | 2         | 6           | + 200.0%       | 17        | 18          | + 5.9%         |
| Closed Sales                 | 4         | 5           | + 25.0%        | 14        | 14          | 0.0%           |
| Median Sales Price           | \$696,400 | \$2,400,000 | + 244.6%       | \$881,500 | \$1,125,500 | + 27.7%        |
| Pct. of Orig. Price Received | 93.3%     | 94.8%       | + 1.6%         | 93.9%     | 94.3%       | + 0.4%         |
| Days on Market Until Sale    | 41        | 16          | - 61.0%        | 35        | 21          | - 40.0%        |
| Inventory of Homes for Sale  | 7         | 5           | - 28.6%        | --        | --          | --             |
| Months Supply of Inventory   | 2.4       | 1.3         | - 45.8%        | --        | --          | --             |

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 2024

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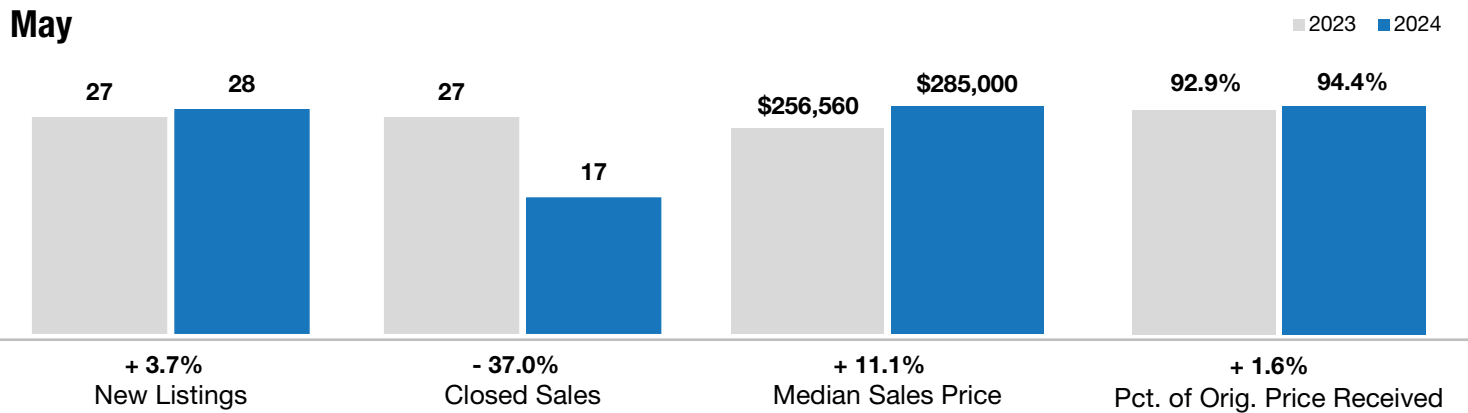


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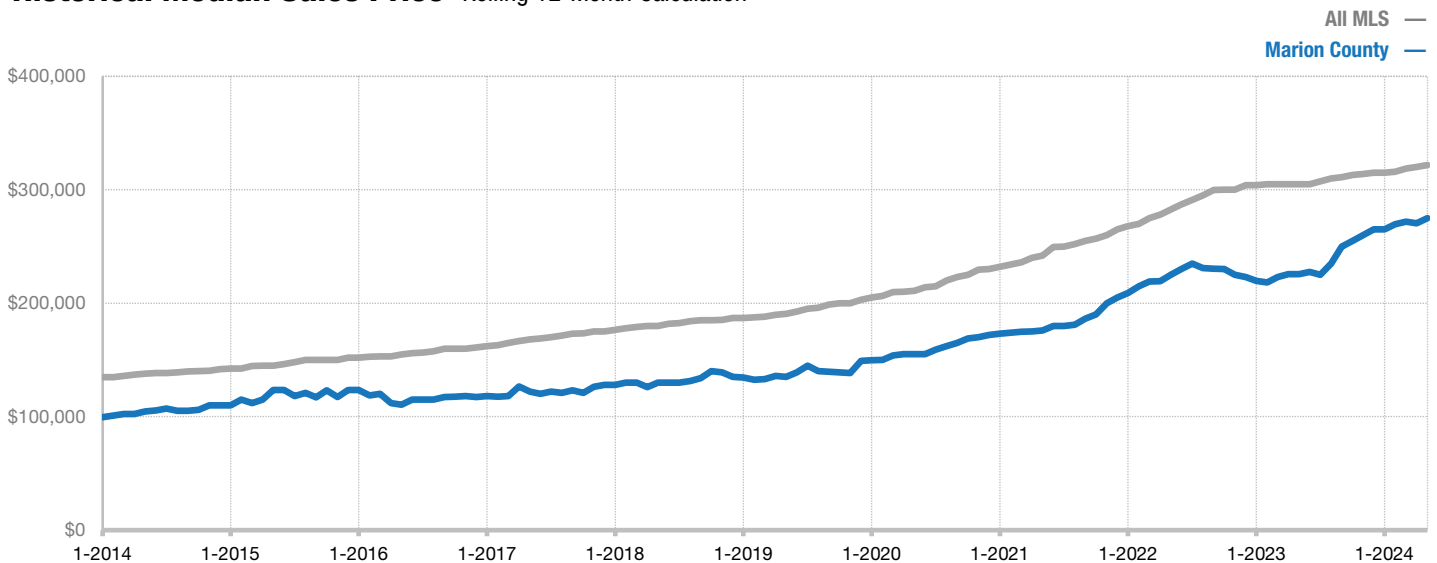
## Marion County

| Key Metrics                  | May       |           |                | YTD       |           |                |
|------------------------------|-----------|-----------|----------------|-----------|-----------|----------------|
|                              | 2023      | 2024      | Percent Change | 2023      | 2024      | Percent Change |
| New Listings                 | 27        | 28        | + 3.7%         | 136       | 144       | + 5.9%         |
| Closed Sales                 | 27        | 17        | - 37.0%        | 96        | 88        | - 8.3%         |
| Median Sales Price           | \$256,560 | \$285,000 | + 11.1%        | \$245,000 | \$275,750 | + 12.6%        |
| Pct. of Orig. Price Received | 92.9%     | 94.4%     | + 1.6%         | 93.2%     | 95.1%     | + 2.0%         |
| Days on Market Until Sale    | 82        | 35        | - 57.3%        | 56        | 39        | - 30.4%        |
| Inventory of Homes for Sale  | 66        | 76        | + 15.2%        | --        | --        | --             |
| Months Supply of Inventory   | 3.3       | 4.0       | + 21.2%        | --        | --        | --             |

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 2024

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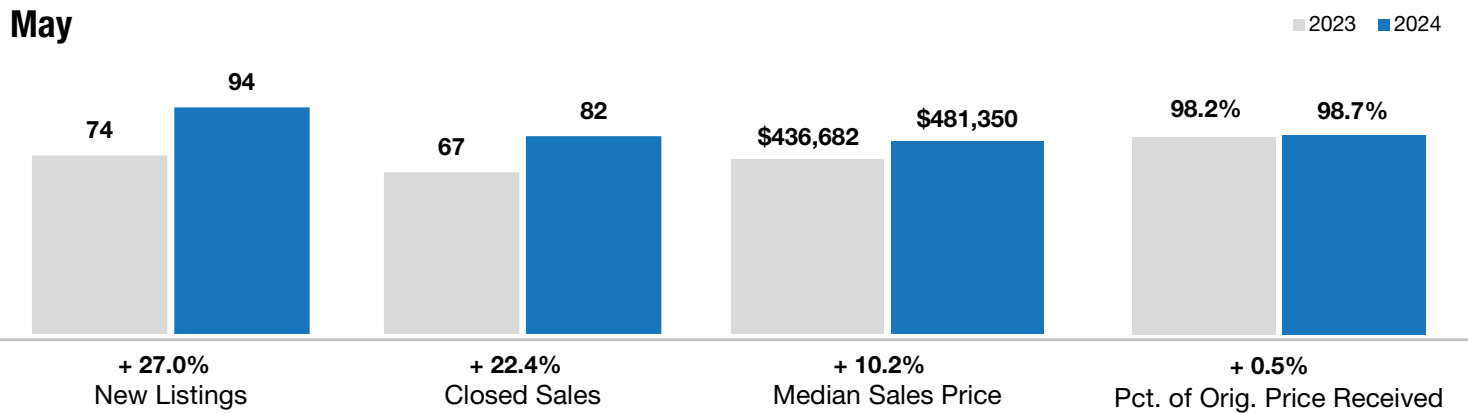


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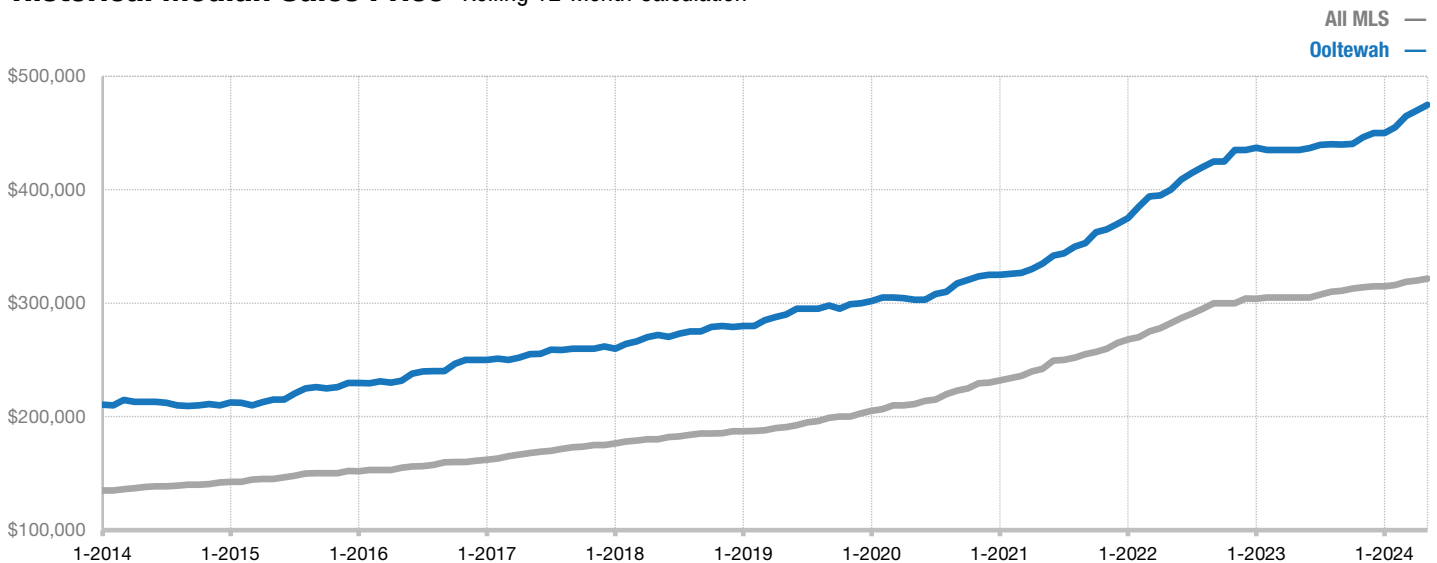
## Ooltewah

| Key Metrics                  | May       |                  |                | YTD       |                  |                |
|------------------------------|-----------|------------------|----------------|-----------|------------------|----------------|
|                              | 2023      | 2024             | Percent Change | 2023      | 2024             | Percent Change |
| New Listings                 | 74        | <b>94</b>        | + 27.0%        | 351       | <b>472</b>       | + 34.5%        |
| Closed Sales                 | 67        | <b>82</b>        | + 22.4%        | 303       | <b>296</b>       | - 2.3%         |
| Median Sales Price           | \$436,682 | <b>\$481,350</b> | + 10.2%        | \$430,000 | <b>\$471,750</b> | + 9.7%         |
| Pct. of Orig. Price Received | 98.2%     | <b>98.7%</b>     | + 0.5%         | 98.1%     | <b>98.5%</b>     | + 0.4%         |
| Days on Market Until Sale    | 33        | <b>33</b>        | 0.0%           | 37        | <b>44</b>        | + 18.9%        |
| Inventory of Homes for Sale  | 135       | <b>213</b>       | + 57.8%        | --        | --               | --             |
| Months Supply of Inventory   | 2.1       | <b>3.4</b>       | + 61.9%        | --        | --               | --             |

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 2024

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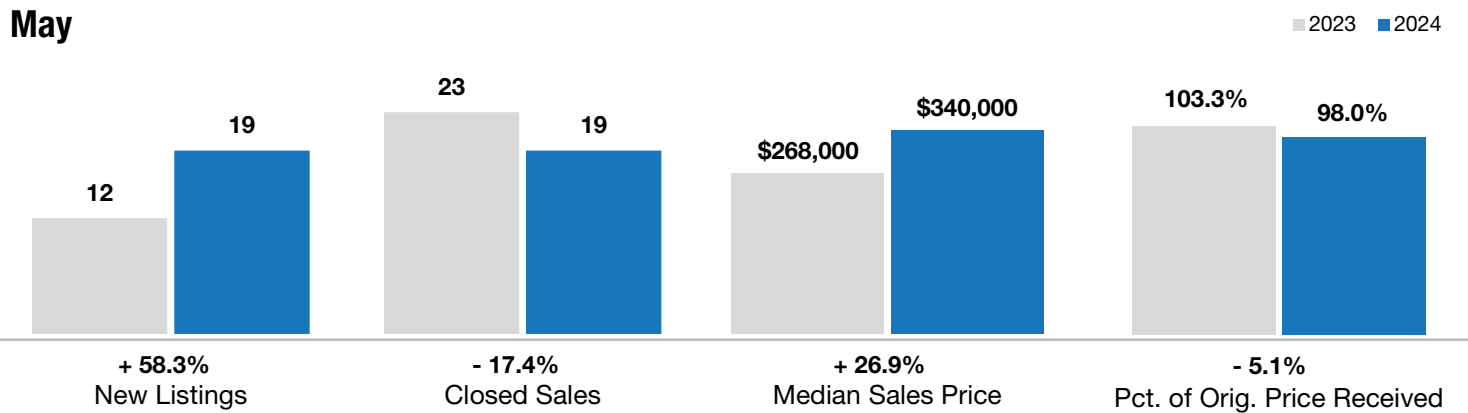


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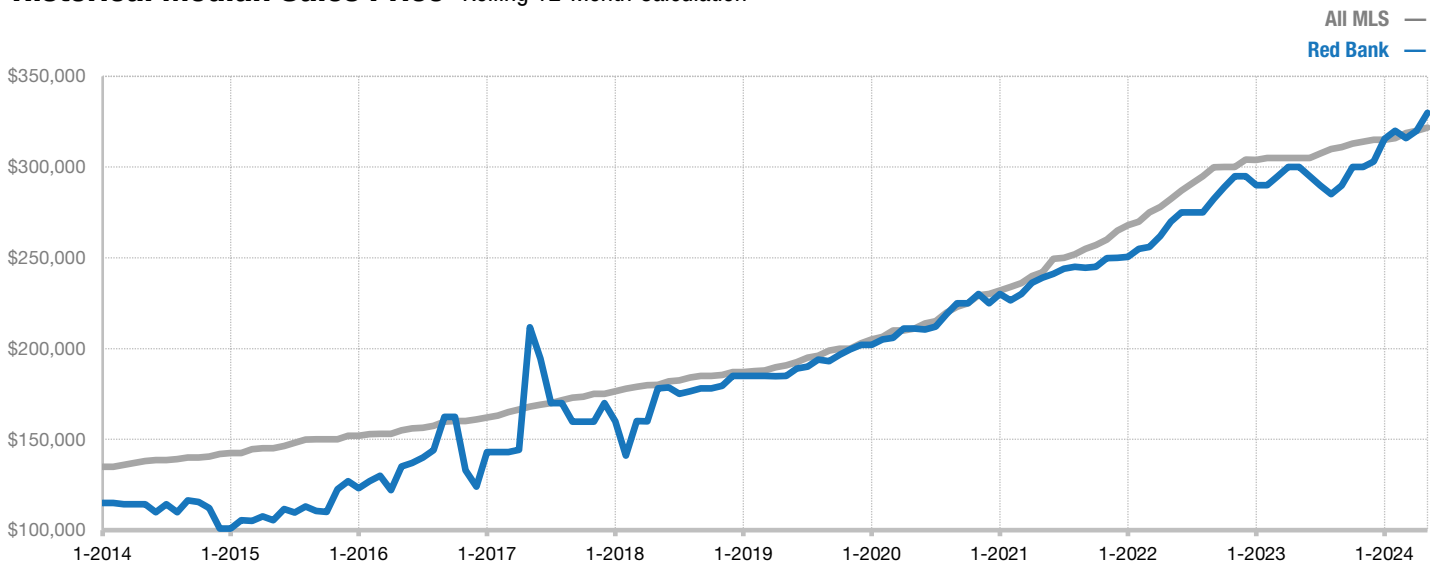
## Red Bank

| Key Metrics                  | May       |           |                | YTD       |           |                |
|------------------------------|-----------|-----------|----------------|-----------|-----------|----------------|
|                              | 2023      | 2024      | Percent Change | 2023      | 2024      | Percent Change |
| New Listings                 | 12        | 19        | + 58.3%        | 87        | 100       | + 14.9%        |
| Closed Sales                 | 23        | 19        | - 17.4%        | 76        | 76        | 0.0%           |
| Median Sales Price           | \$268,000 | \$340,000 | + 26.9%        | \$287,450 | \$330,000 | + 14.8%        |
| Pct. of Orig. Price Received | 103.3%    | 98.0%     | - 5.1%         | 100.1%    | 96.6%     | - 3.5%         |
| Days on Market Until Sale    | 12        | 12        | 0.0%           | 21        | 30        | + 42.9%        |
| Inventory of Homes for Sale  | 17        | 19        | + 11.8%        | --        | --        | --             |
| Months Supply of Inventory   | 1.2       | 1.4       | + 16.7%        | --        | --        | --             |

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



# Local Market Update – May 2024

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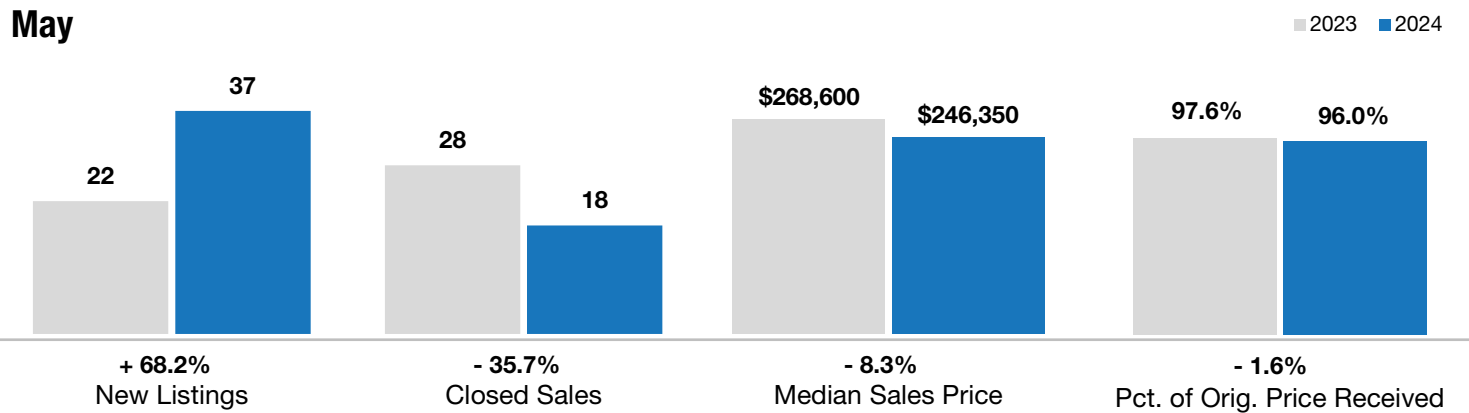


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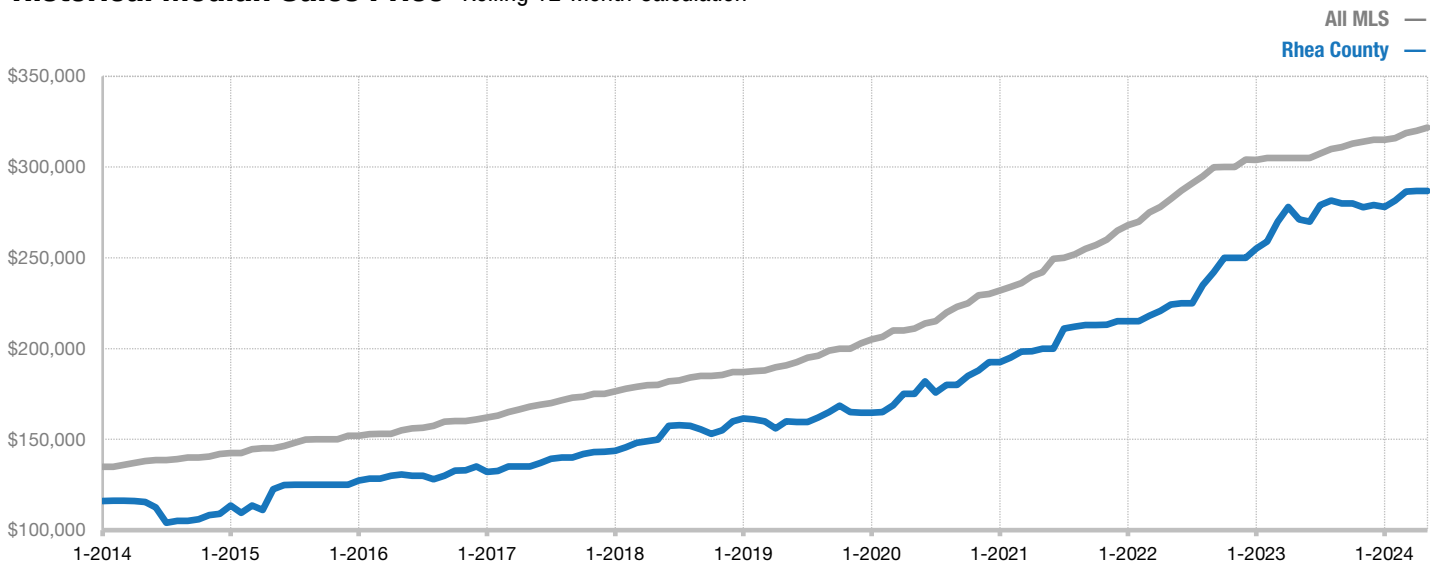
## Rhea County

| Key Metrics                  | May       |           |                | YTD       |           |                |
|------------------------------|-----------|-----------|----------------|-----------|-----------|----------------|
|                              | 2023      | 2024      | Percent Change | 2023      | 2024      | Percent Change |
| New Listings                 | 22        | 37        | + 68.2%        | 111       | 132       | + 18.9%        |
| Closed Sales                 | 28        | 18        | - 35.7%        | 100       | 84        | - 16.0%        |
| Median Sales Price           | \$268,600 | \$246,350 | - 8.3%         | \$262,500 | \$280,000 | + 6.7%         |
| Pct. of Orig. Price Received | 97.6%     | 96.0%     | - 1.6%         | 98.1%     | 95.3%     | - 2.9%         |
| Days on Market Until Sale    | 24        | 17        | - 29.2%        | 34        | 52        | + 52.9%        |
| Inventory of Homes for Sale  | 41        | 64        | + 56.1%        | --        | --        | --             |
| Months Supply of Inventory   | 2.0       | 3.5       | + 75.0%        | --        | --        | --             |

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 2024

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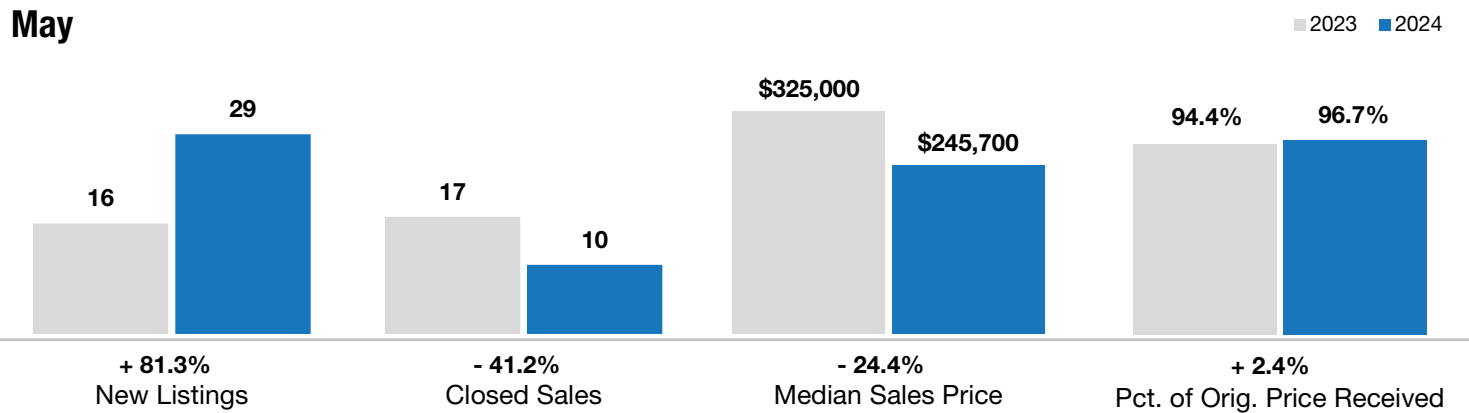


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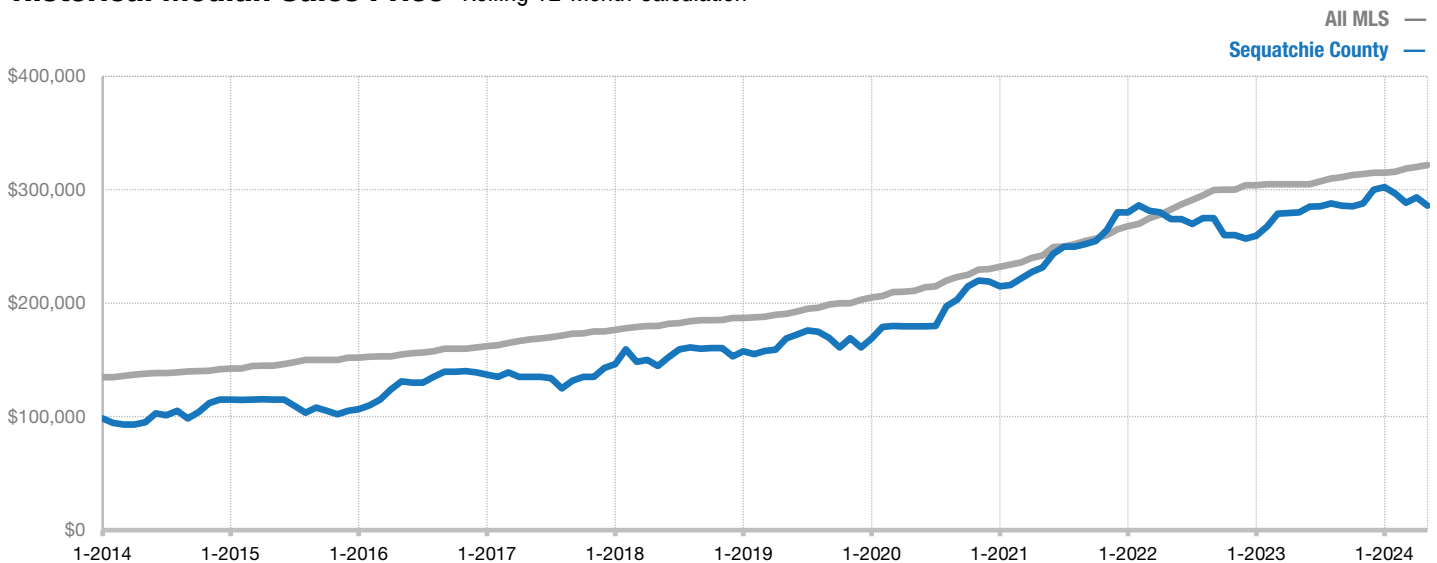
## Sequatchie County

| Key Metrics                  | May       |           |                | YTD       |           |                |
|------------------------------|-----------|-----------|----------------|-----------|-----------|----------------|
|                              | 2023      | 2024      | Percent Change | 2023      | 2024      | Percent Change |
| New Listings                 | 16        | 29        | + 81.3%        | 82        | 106       | + 29.3%        |
| Closed Sales                 | 17        | 10        | - 41.2%        | 73        | 55        | - 24.7%        |
| Median Sales Price           | \$325,000 | \$245,700 | - 24.4%        | \$302,500 | \$259,900 | - 14.1%        |
| Pct. of Orig. Price Received | 94.4%     | 96.7%     | + 2.4%         | 93.2%     | 92.7%     | - 0.5%         |
| Days on Market Until Sale    | 38        | 31        | - 18.4%        | 50        | 49        | - 2.0%         |
| Inventory of Homes for Sale  | 33        | 53        | + 60.6%        | --        | --        | --             |
| Months Supply of Inventory   | 2.1       | 4.6       | + 119.0%       | --        | --        | --             |

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 2024

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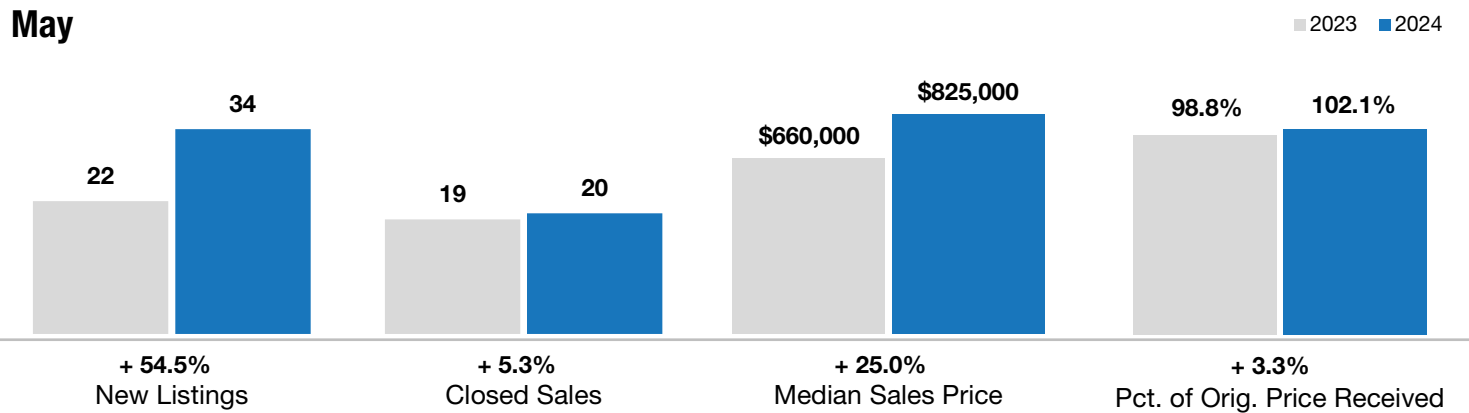
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## Signal Mountain

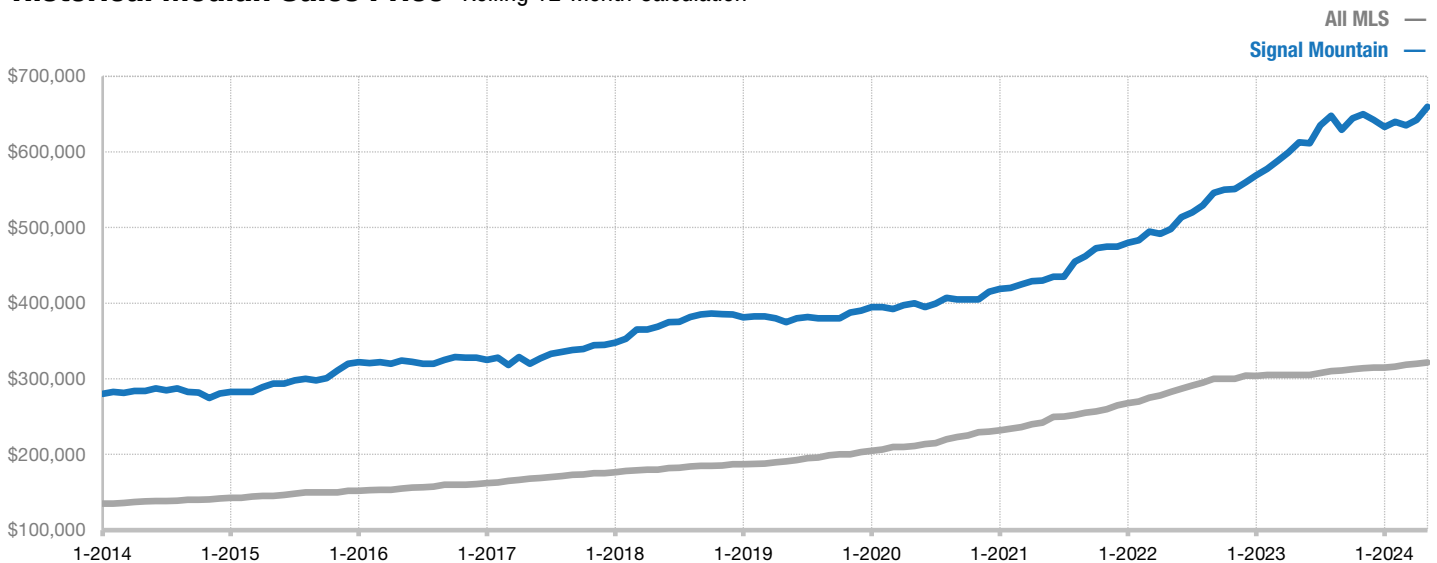
Hamilton County Only

| Key Metrics                  | May       |                  |                | YTD       |                  |                |
|------------------------------|-----------|------------------|----------------|-----------|------------------|----------------|
|                              | 2023      | 2024             | Percent Change | 2023      | 2024             | Percent Change |
| New Listings                 | 22        | 34               | + 54.5%        | 97        | 105              | + 8.2%         |
| Closed Sales                 | 19        | 20               | + 5.3%         | 89        | 72               | - 19.1%        |
| Median Sales Price           | \$660,000 | <b>\$825,000</b> | + 25.0%        | \$650,000 | <b>\$690,000</b> | + 6.2%         |
| Pct. of Orig. Price Received | 98.8%     | <b>102.1%</b>    | + 3.3%         | 96.2%     | <b>99.8%</b>     | + 3.7%         |
| Days on Market Until Sale    | 26        | 34               | + 30.8%        | 29        | 30               | + 3.4%         |
| Inventory of Homes for Sale  | 18        | 39               | + 116.7%       | --        | --               | --             |
| Months Supply of Inventory   | 0.9       | 2.5              | + 177.8%       | --        | --               | --             |

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 2024

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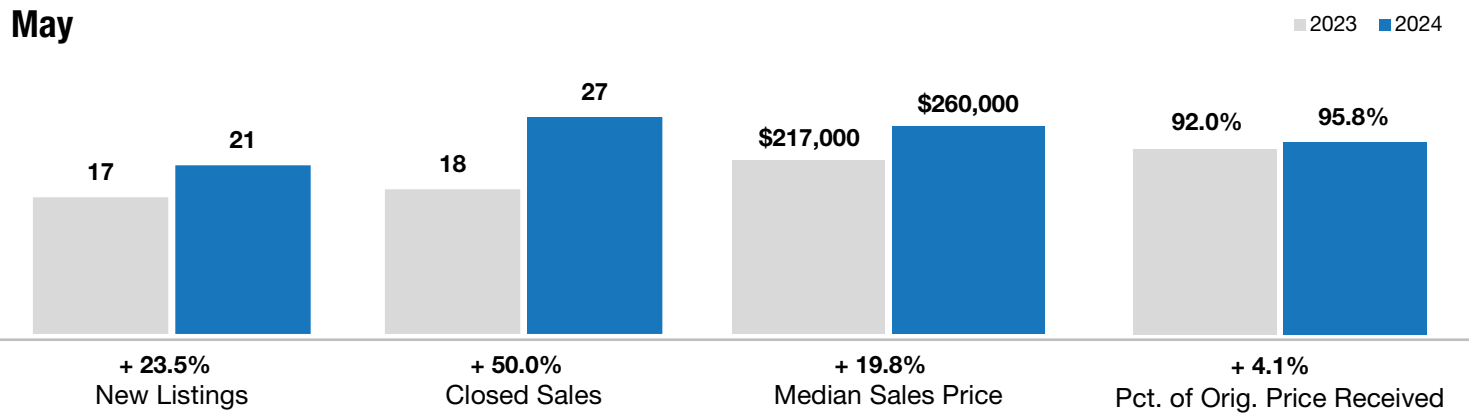
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## St. Elmo / High Park / Avondale

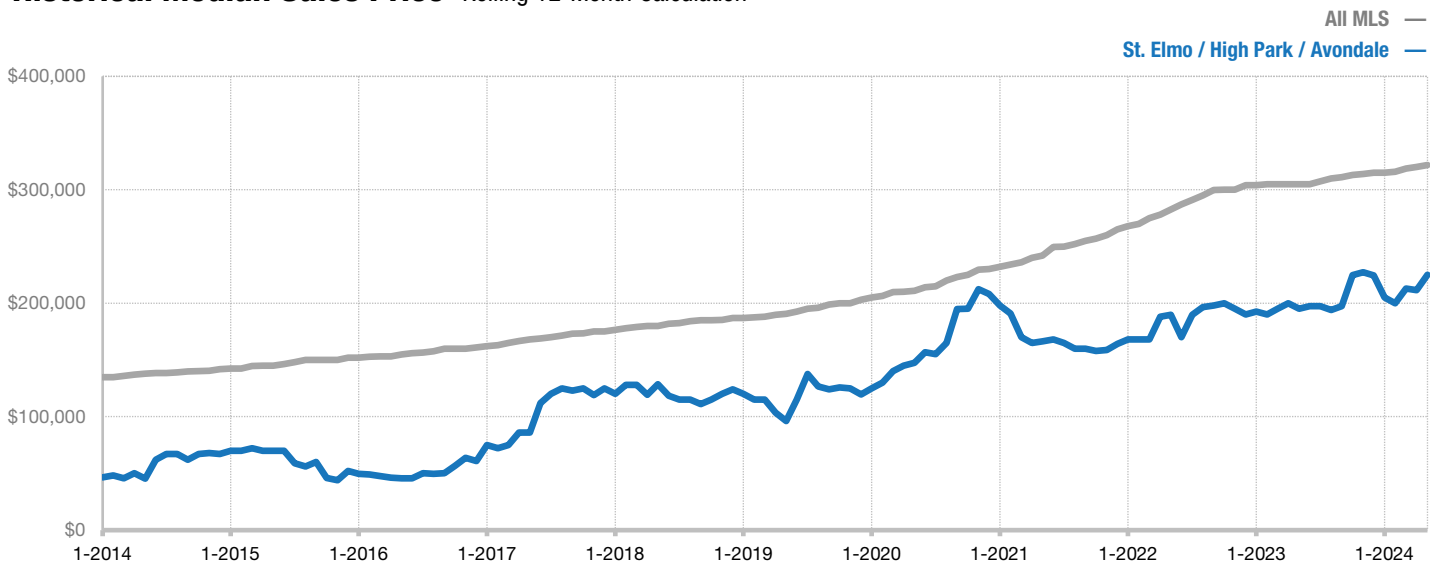
ZIP Codes: 37407, 37409 and 37410

| Key Metrics                  | May       |           |                | YTD       |           |                |
|------------------------------|-----------|-----------|----------------|-----------|-----------|----------------|
|                              | 2023      | 2024      | Percent Change | 2023      | 2024      | Percent Change |
| New Listings                 | 17        | 21        | + 23.5%        | 90        | 129       | + 43.3%        |
| Closed Sales                 | 18        | 27        | + 50.0%        | 74        | 96        | + 29.7%        |
| Median Sales Price           | \$217,000 | \$260,000 | + 19.8%        | \$215,000 | \$226,250 | + 5.2%         |
| Pct. of Orig. Price Received | 92.0%     | 95.8%     | + 4.1%         | 95.9%     | 95.7%     | - 0.2%         |
| Days on Market Until Sale    | 27        | 32        | + 18.5%        | 28        | 26        | - 7.1%         |
| Inventory of Homes for Sale  | 33        | 38        | + 15.2%        | --        | --        | --             |
| 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.



### Historical Median Sales Price Rolling 12-Month Calculation





# Local Market Update – May 2024

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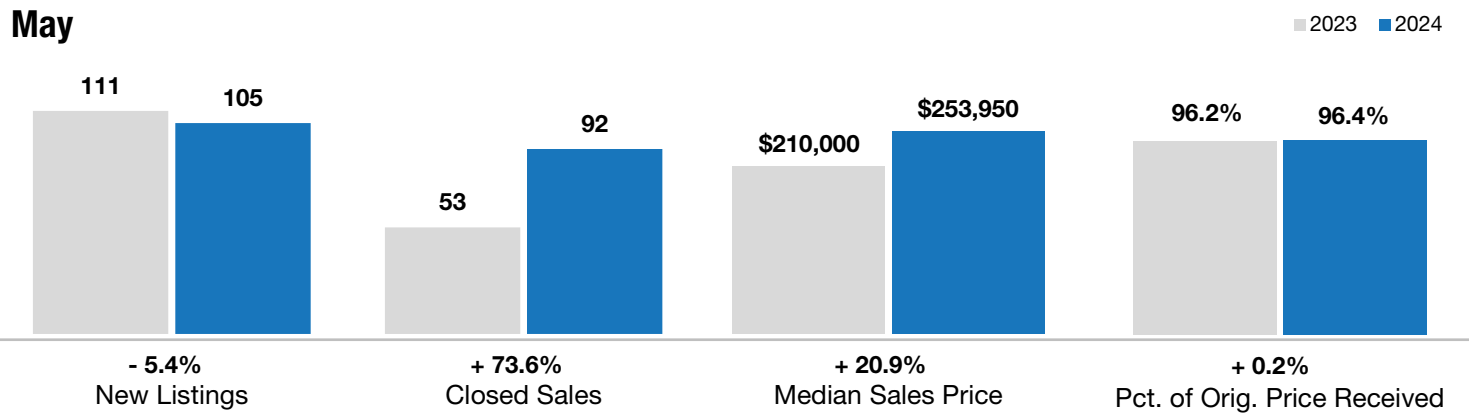


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## Walker County

| Key Metrics                  | May       |           |                | YTD       |           |                |
|------------------------------|-----------|-----------|----------------|-----------|-----------|----------------|
|                              | 2023      | 2024      | Percent Change | 2023      | 2024      | Percent Change |
| New Listings                 | 111       | 105       | - 5.4%         | 430       | 489       | + 13.7%        |
| Closed Sales                 | 53        | 92        | + 73.6%        | 290       | 376       | + 29.7%        |
| Median Sales Price           | \$210,000 | \$253,950 | + 20.9%        | \$216,000 | \$242,500 | + 12.3%        |
| Pct. of Orig. Price Received | 96.2%     | 96.4%     | + 0.2%         | 96.3%     | 95.3%     | - 1.0%         |
| Days on Market Until Sale    | 24        | 31        | + 29.2%        | 30        | 39        | + 30.0%        |
| Inventory of Homes for Sale  | 150       | 158       | + 5.3%         | --        | --        | --             |
| Months Supply of Inventory   | 2.1       | 2.2       | + 4.8%         | --        | --        | --             |

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

