

Local Market Update – August 2024

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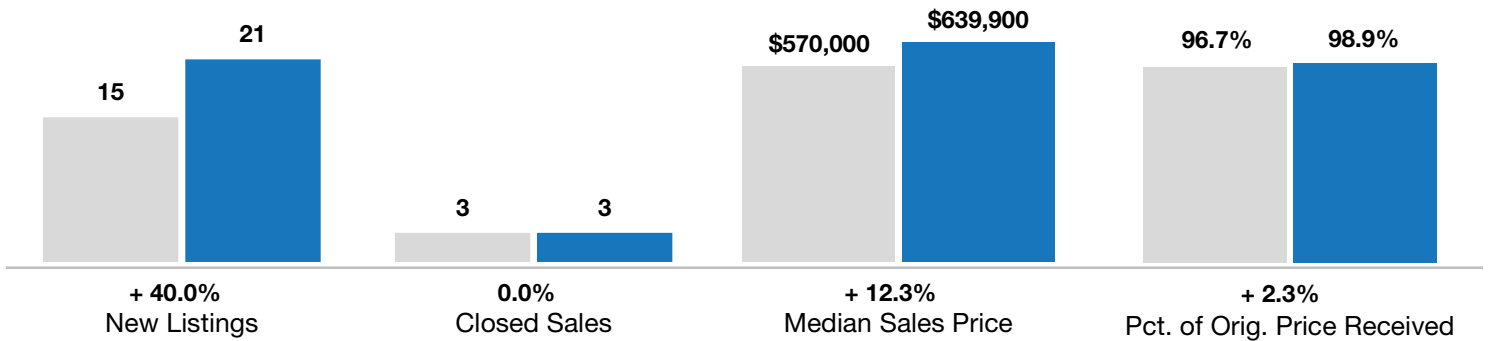
Apison

Key Metrics	August			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	15	21	+ 40.0%	77	115	+ 49.4%
Closed Sales	3	3	0.0%	68	56	- 17.6%
Median Sales Price	\$570,000	\$639,900	+ 12.3%	\$555,000	\$539,950	- 2.7%
Pct. of Orig. Price Received	96.7%	98.9%	+ 2.3%	99.5%	96.9%	- 2.6%
Days on Market Until Sale	32	227	+ 609.4%	72	58	- 19.4%
Inventory of Homes for Sale	29	58	+ 100.0%	--	--	--
Months Supply of Inventory	3.7	8.0	+ 116.2%	--	--	--

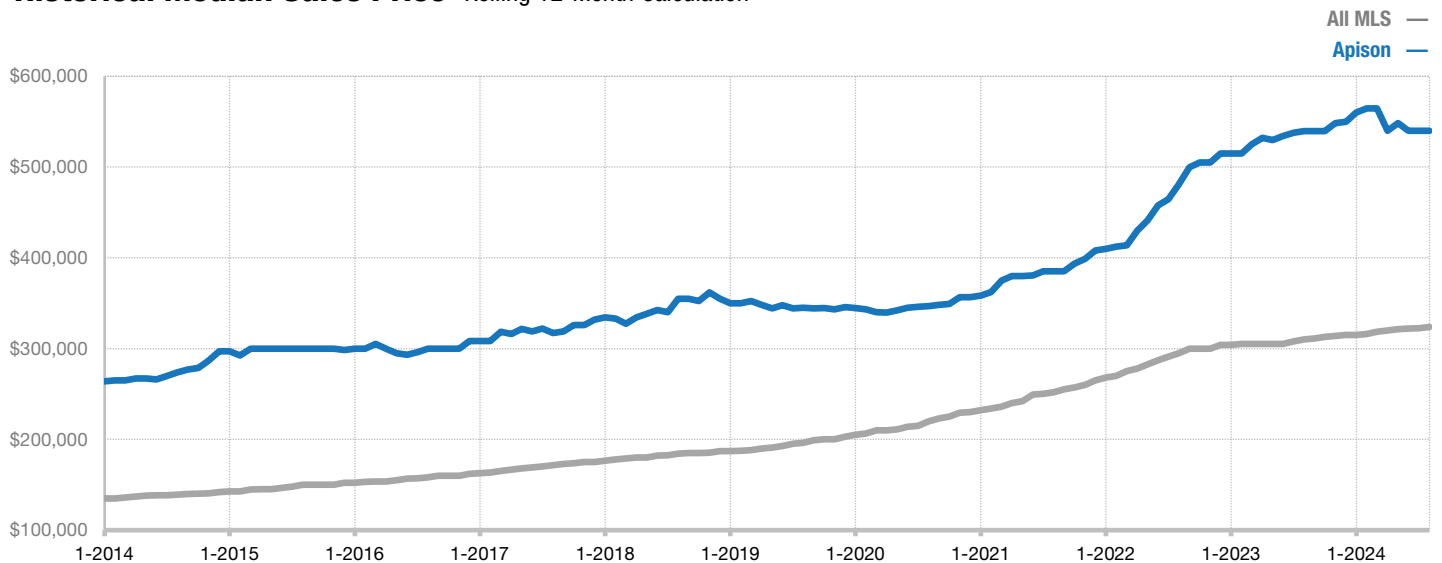
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

August

■ 2023 ■ 2024



Historical Median Sales Price Rolling 12-Month Calculation



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Bakewell / Lakesite / Sale Creek / Soddy

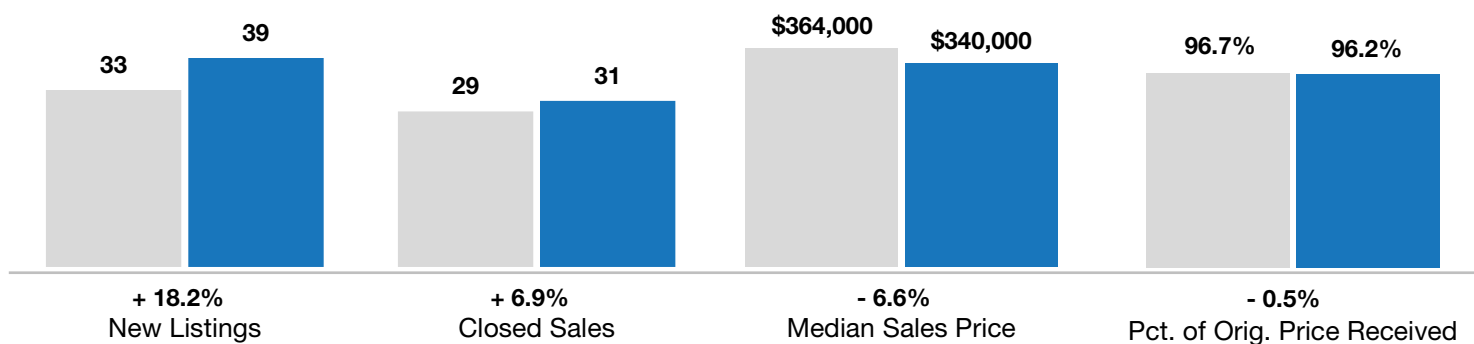
ZIP Codes: 37379 and 37384

Key Metrics	August			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	33	39	+ 18.2%	334	352	+ 5.4%
Closed Sales	29	31	+ 6.9%	287	268	- 6.6%
Median Sales Price	\$364,000	\$340,000	- 6.6%	\$349,900	\$376,750	+ 7.7%
Pct. of Orig. Price Received	96.7%	96.2%	- 0.5%	98.0%	98.0%	0.0%
Days on Market Until Sale	33	24	- 27.3%	29	35	+ 20.7%
Inventory of Homes for Sale	55	75	+ 36.4%	--	--	--
Months Supply of Inventory	1.4	2.2	+ 57.1%	--	--	--

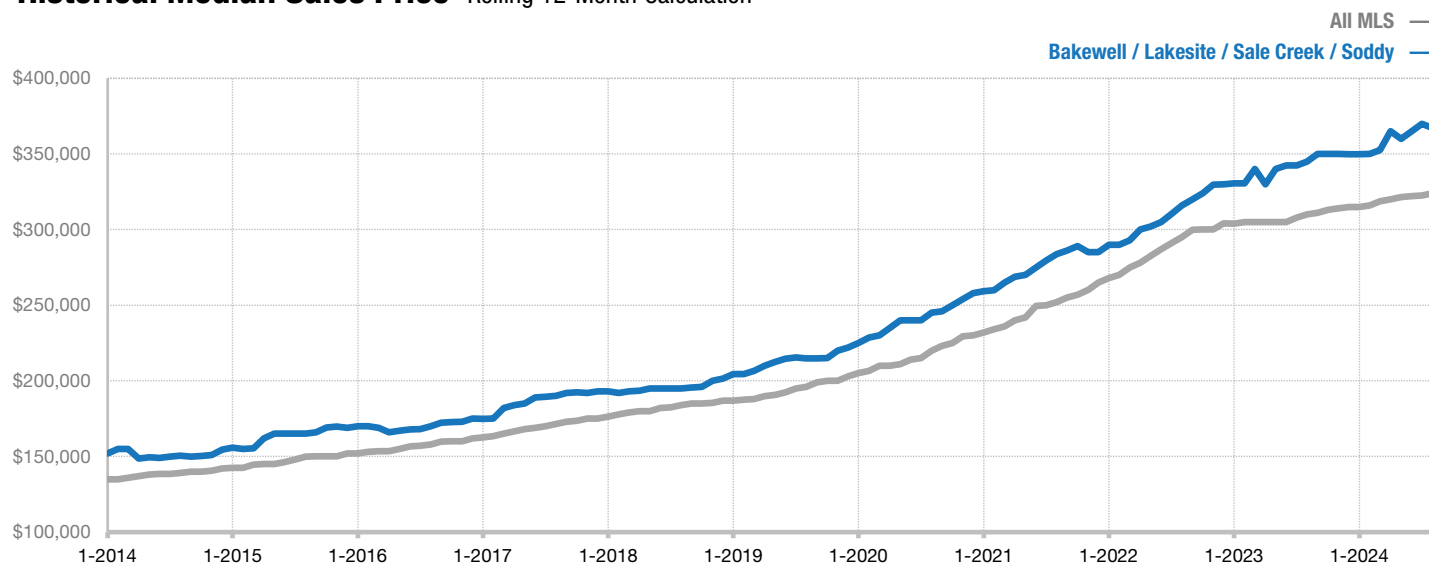
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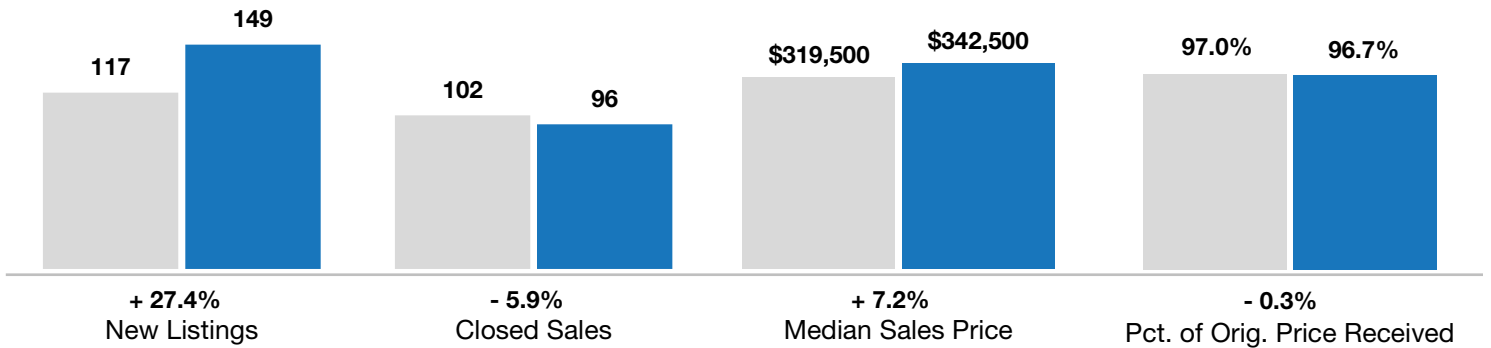
Bradley County

Key Metrics	August			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	117	149	+ 27.4%	830	1,120	+ 34.9%
Closed Sales	102	96	- 5.9%	713	744	+ 4.3%
Median Sales Price	\$319,500	\$342,500	+ 7.2%	\$310,000	\$324,500	+ 4.7%
Pct. of Orig. Price Received	97.0%	96.7%	- 0.3%	96.3%	96.6%	+ 0.3%
Days on Market Until Sale	36	36	0.0%	42	39	- 7.1%
Inventory of Homes for Sale	148	320	+ 116.2%	--	--	--
Months Supply of Inventory	1.7	3.0	+ 76.5%	--	--	--

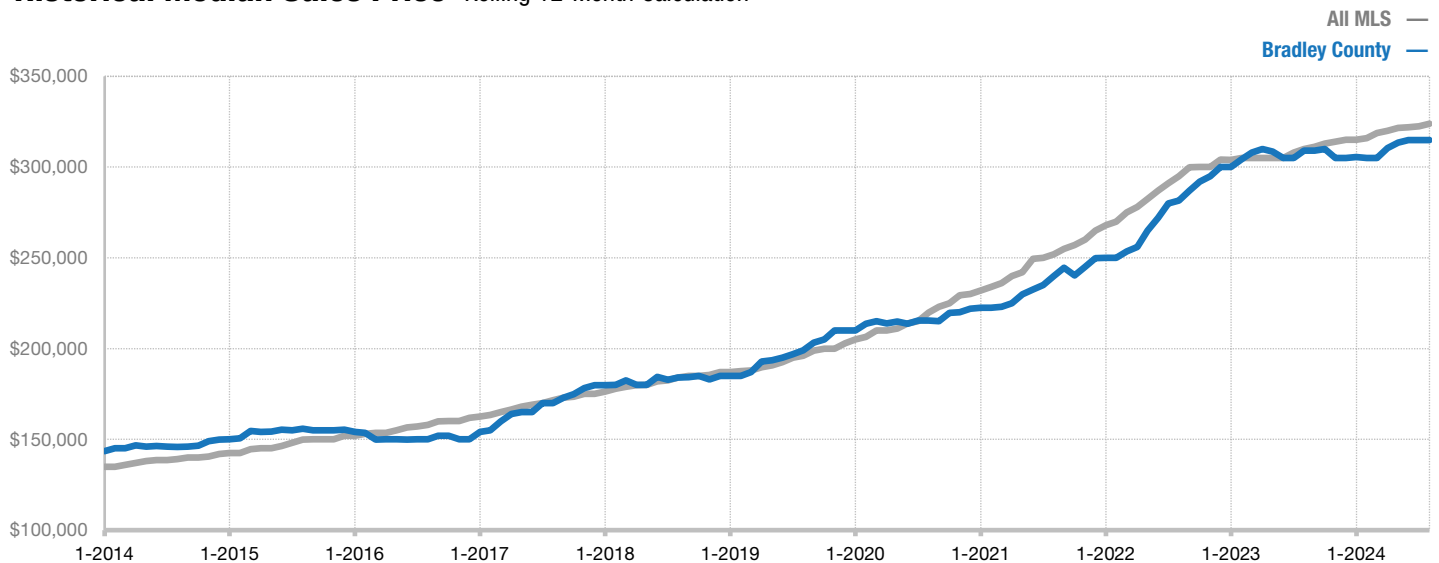
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Brainerd

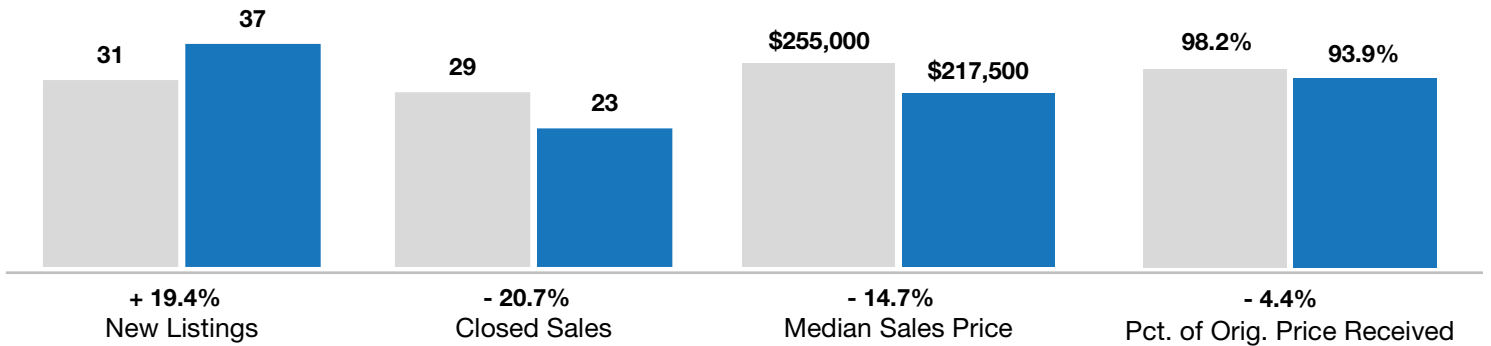
Includes the Ridgeside Community

Key Metrics	August			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	31	37	+ 19.4%	240	219	- 8.8%
Closed Sales	29	23	- 20.7%	198	160	- 19.2%
Median Sales Price	\$255,000	\$217,500	- 14.7%	\$240,000	\$252,500	+ 5.2%
Pct. of Orig. Price Received	98.2%	93.9%	- 4.4%	98.0%	97.4%	- 0.6%
Days on Market Until Sale	15	18	+ 20.0%	18	25	+ 38.9%
Inventory of Homes for Sale	32	55	+ 71.9%	--	--	--
Months Supply of Inventory	1.5	2.7	+ 80.0%	--	--	--

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

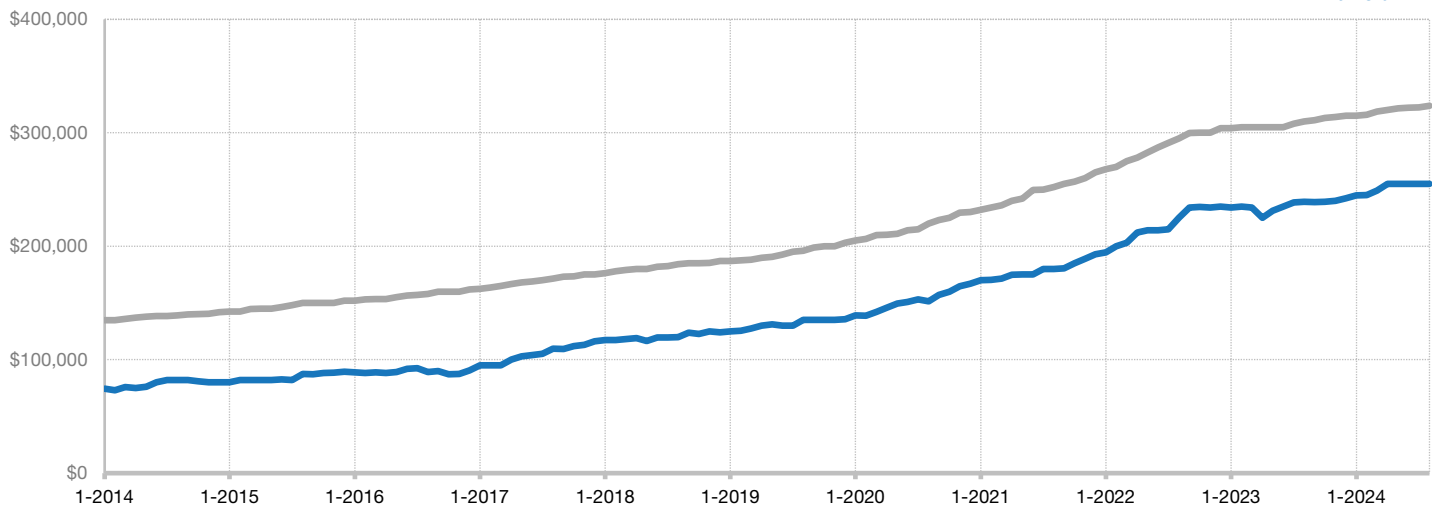
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Historical Median Sales Price Rolling 12-Month Calculation

— All MLS —
— Brainerd —



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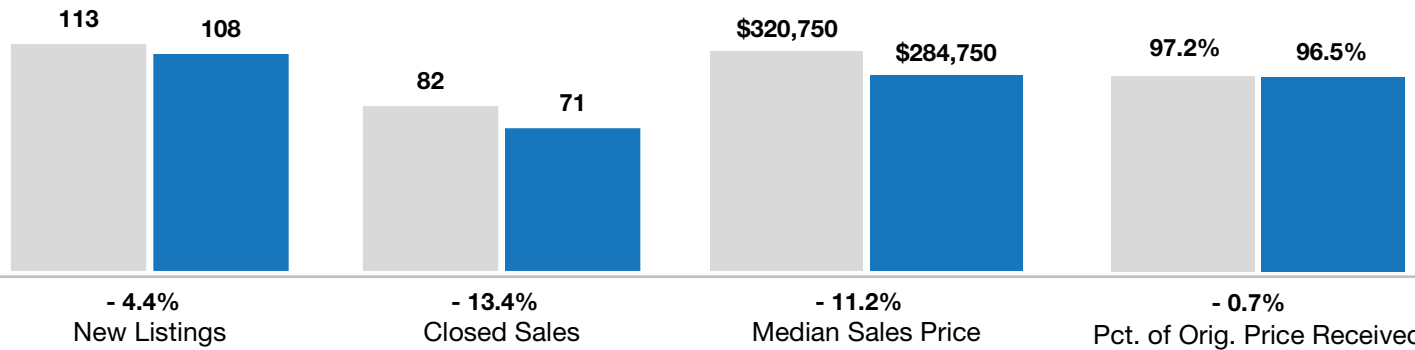
Catoosa County

Key Metrics	August			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	113	108	- 4.4%	719	822	+ 14.3%
Closed Sales	82	71	- 13.4%	551	593	+ 7.6%
Median Sales Price	\$320,750	\$284,750	- 11.2%	\$285,000	\$296,500	+ 4.0%
Pct. of Orig. Price Received	97.2%	96.5%	- 0.7%	97.1%	97.1%	0.0%
Days on Market Until Sale	34	33	- 2.9%	36	37	+ 2.8%
Inventory of Homes for Sale	148	212	+ 43.2%	--	--	--
Months Supply of Inventory	2.2	2.8	+ 27.3%	--	--	--

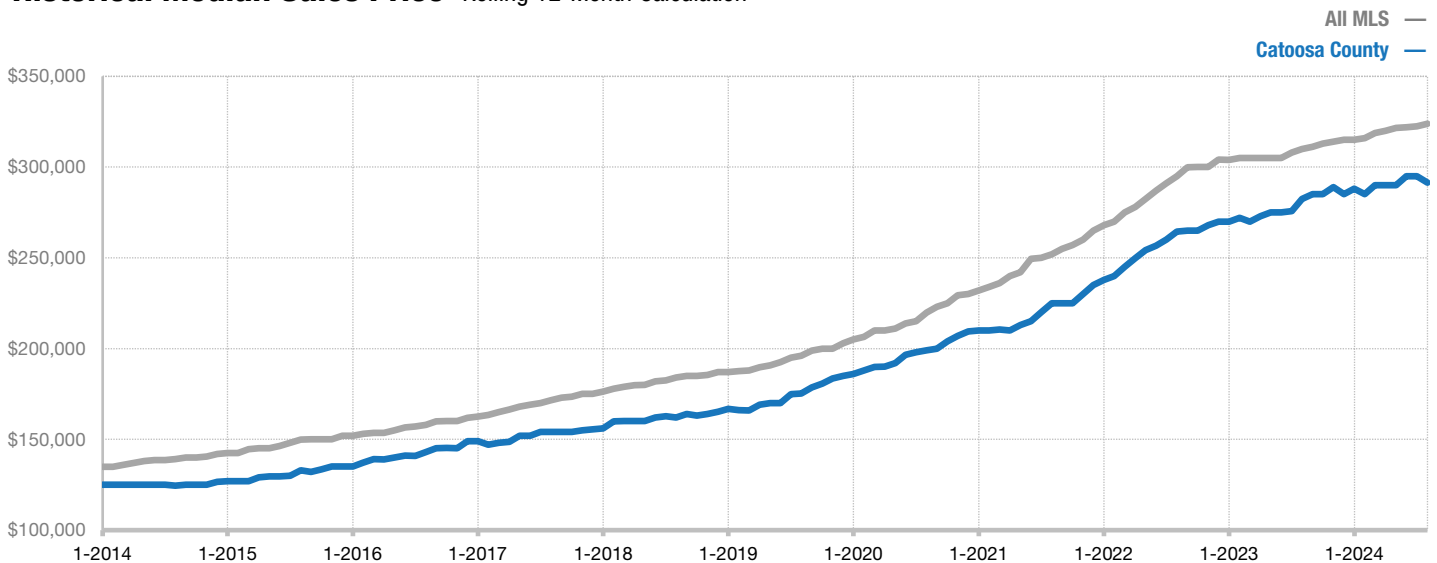
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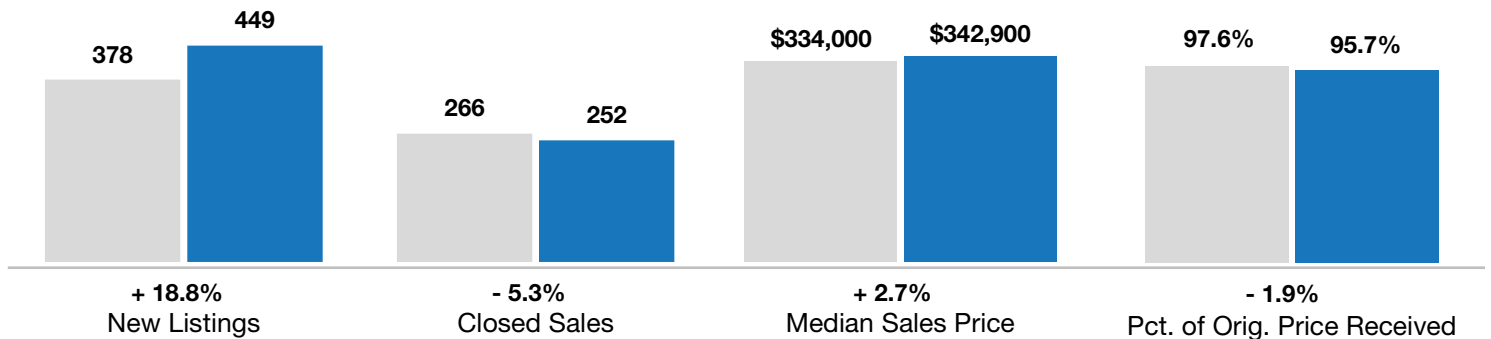
Chattanooga

Key Metrics	August			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	378	449	+ 18.8%	2,693	3,175	+ 17.9%
Closed Sales	266	252	- 5.3%	2,076	2,037	- 1.9%
Median Sales Price	\$334,000	\$342,900	+ 2.7%	\$320,000	\$328,500	+ 2.7%
Pct. of Orig. Price Received	97.6%	95.7%	- 1.9%	97.4%	96.7%	- 0.7%
Days on Market Until Sale	19	31	+ 63.2%	26	31	+ 19.2%
Inventory of Homes for Sale	490	750	+ 53.1%	--	--	--
Months Supply of Inventory	1.7	2.7	+ 58.8%	--	--	--

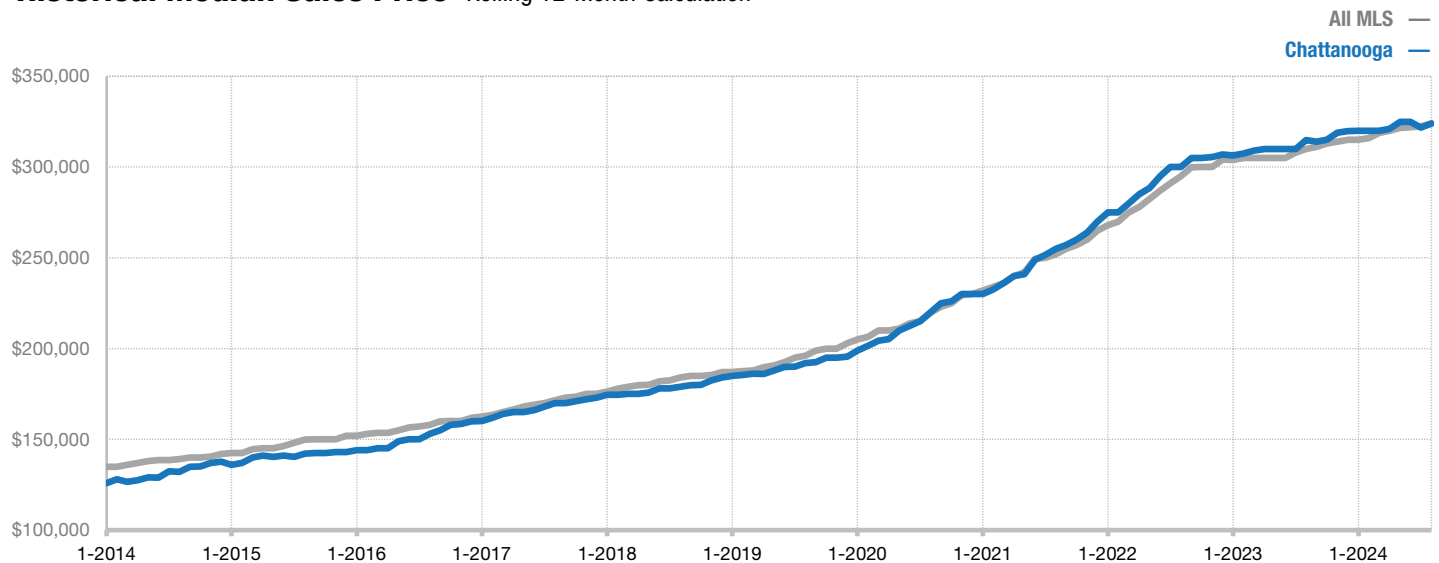
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Chattanooga MSA

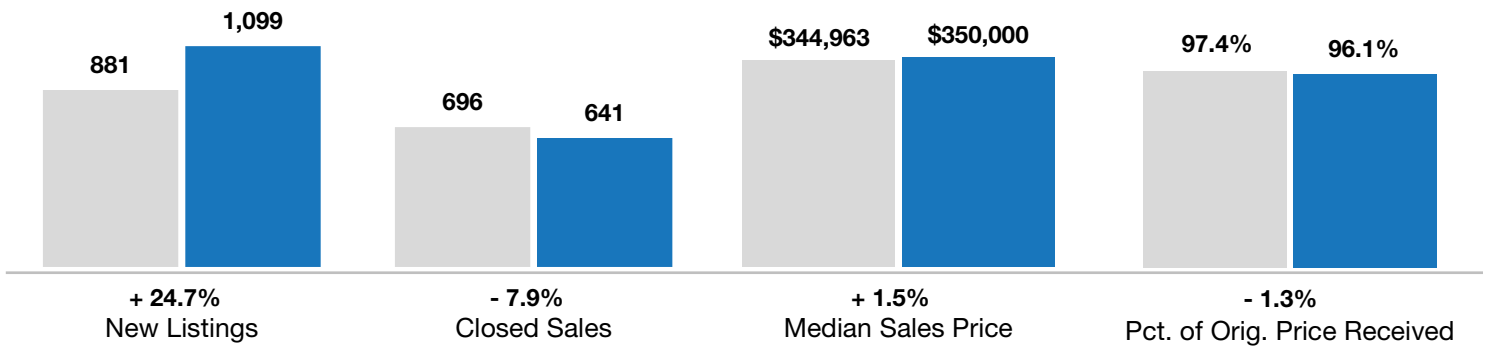
Includes Catoosa, Dade, Hamilton, Marion, Sequatchie and Walker Counties

Key Metrics	August			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	881	1,099	+ 24.7%	6,591	7,706	+ 16.9%
Closed Sales	696	641	- 7.9%	5,235	5,175	- 1.1%
Median Sales Price	\$344,963	\$350,000	+ 1.5%	\$330,000	\$340,000	+ 3.0%
Pct. of Orig. Price Received	97.4%	96.1%	- 1.3%	97.3%	96.8%	- 0.5%
Days on Market Until Sale	28	34	+ 21.4%	31	36	+ 16.1%
Inventory of Homes for Sale	1,277	2,045	+ 60.1%	--	--	--
Months Supply of Inventory	1.9	3.1	+ 63.2%	--	--	--

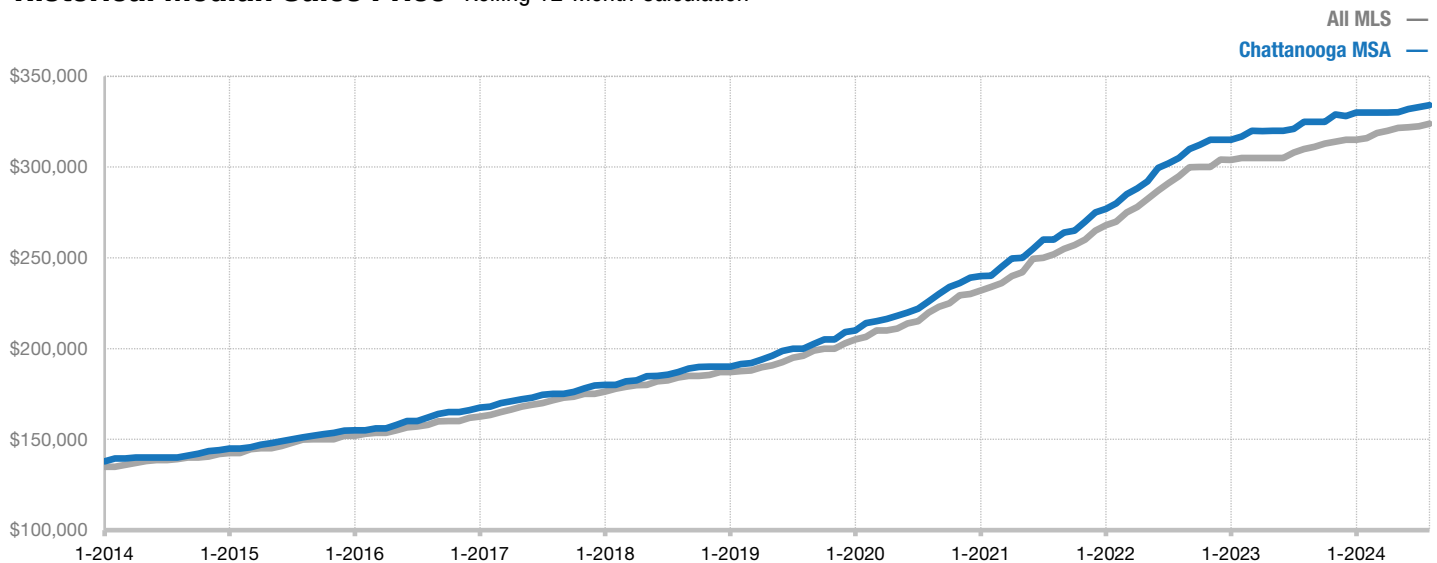
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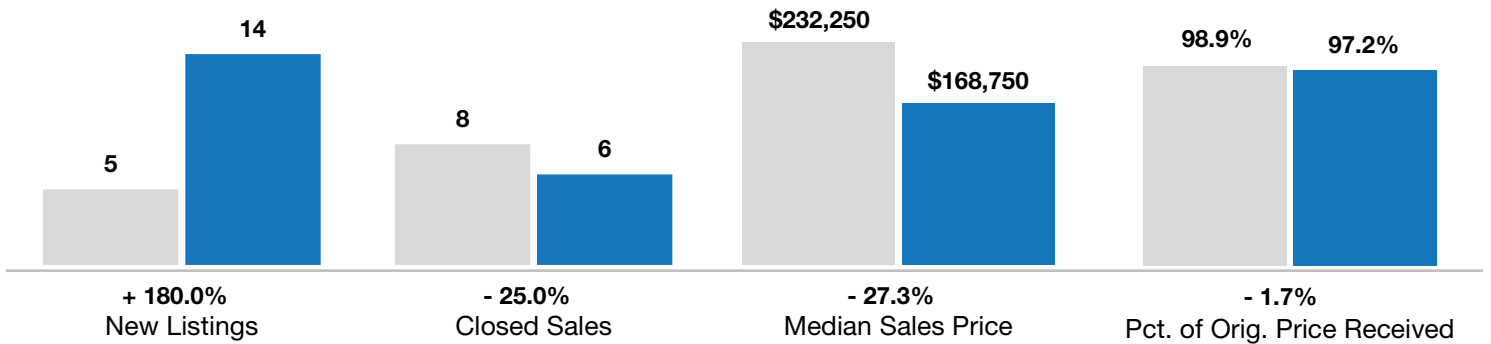
Chattooga County

Key Metrics	August			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	5	14	+ 180.0%	65	72	+ 10.8%
Closed Sales	8	6	- 25.0%	52	46	- 11.5%
Median Sales Price	\$232,250	\$168,750	- 27.3%	\$187,450	\$213,450	+ 13.9%
Pct. of Orig. Price Received	98.9%	97.2%	- 1.7%	95.6%	95.4%	- 0.2%
Days on Market Until Sale	25	24	- 4.0%	31	27	- 12.9%
Inventory of Homes for Sale	13	29	+ 123.1%	--	--	--
Months Supply of Inventory	2.1	4.6	+ 119.0%	--	--	--

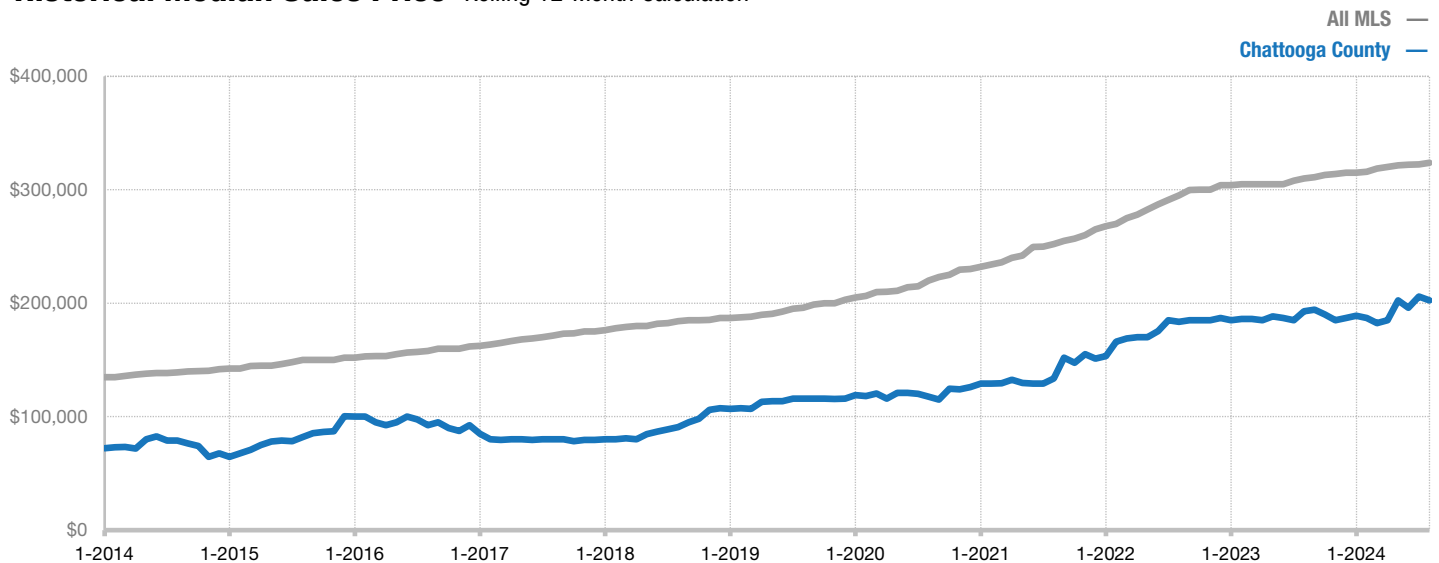
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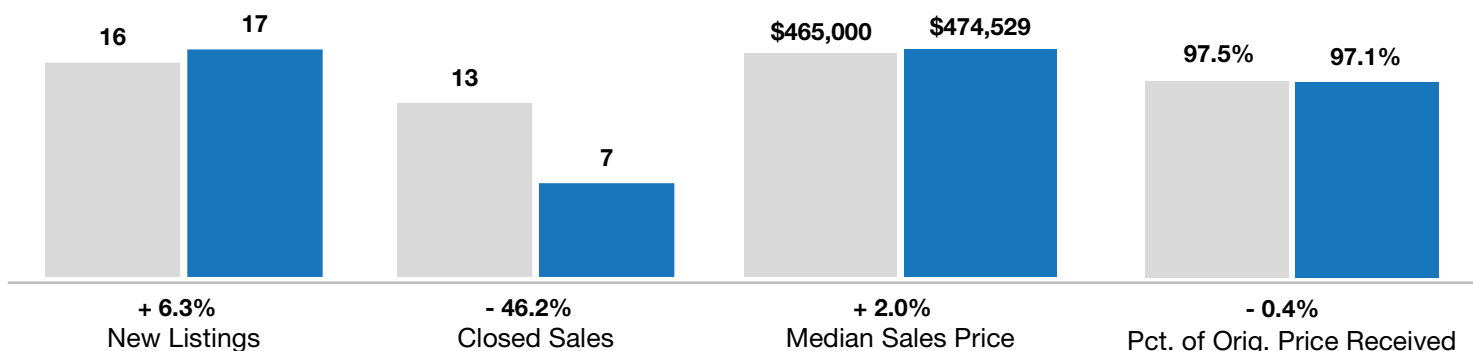
Collegedale

Key Metrics	August			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	16	17	+ 6.3%	94	106	+ 12.8%
Closed Sales	13	7	- 46.2%	76	60	- 21.1%
Median Sales Price	\$465,000	\$474,529	+ 2.0%	\$467,150	\$485,000	+ 3.8%
Pct. of Orig. Price Received	97.5%	97.1%	- 0.4%	97.7%	98.4%	+ 0.7%
Days on Market Until Sale	105	79	- 24.8%	87	52	- 40.2%
Inventory of Homes for Sale	30	34	+ 13.3%	--	--	--
Months Supply of Inventory	3.2	4.9	+ 53.1%	--	--	--

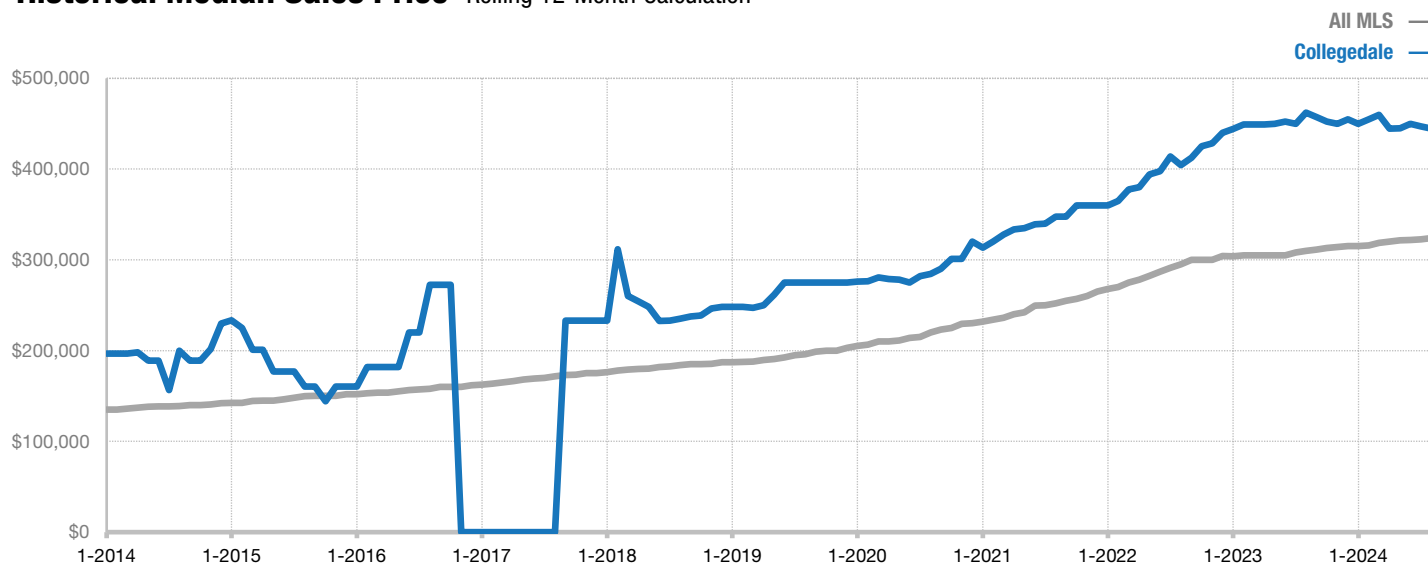
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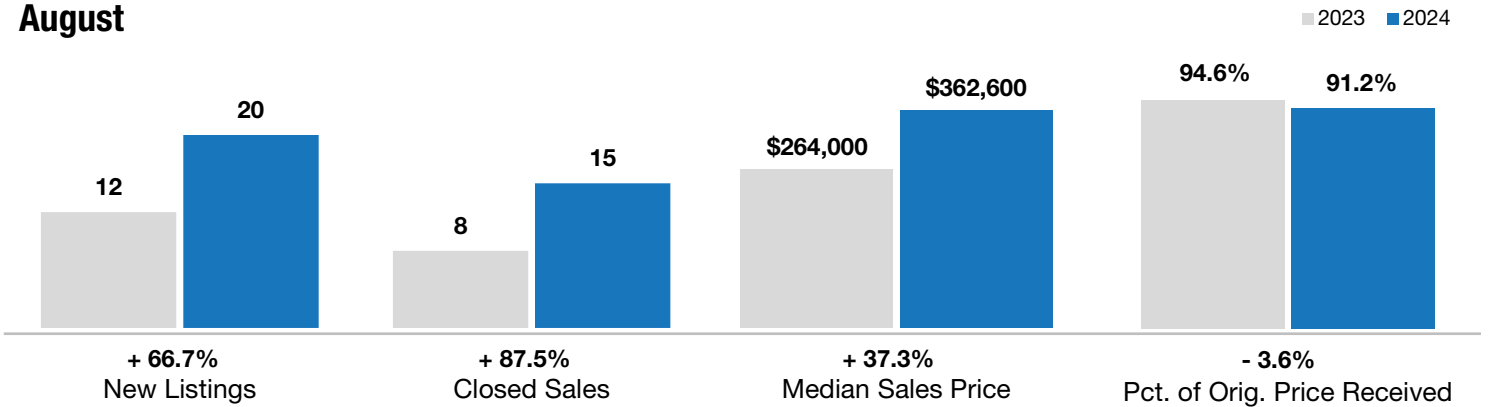
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Dade County

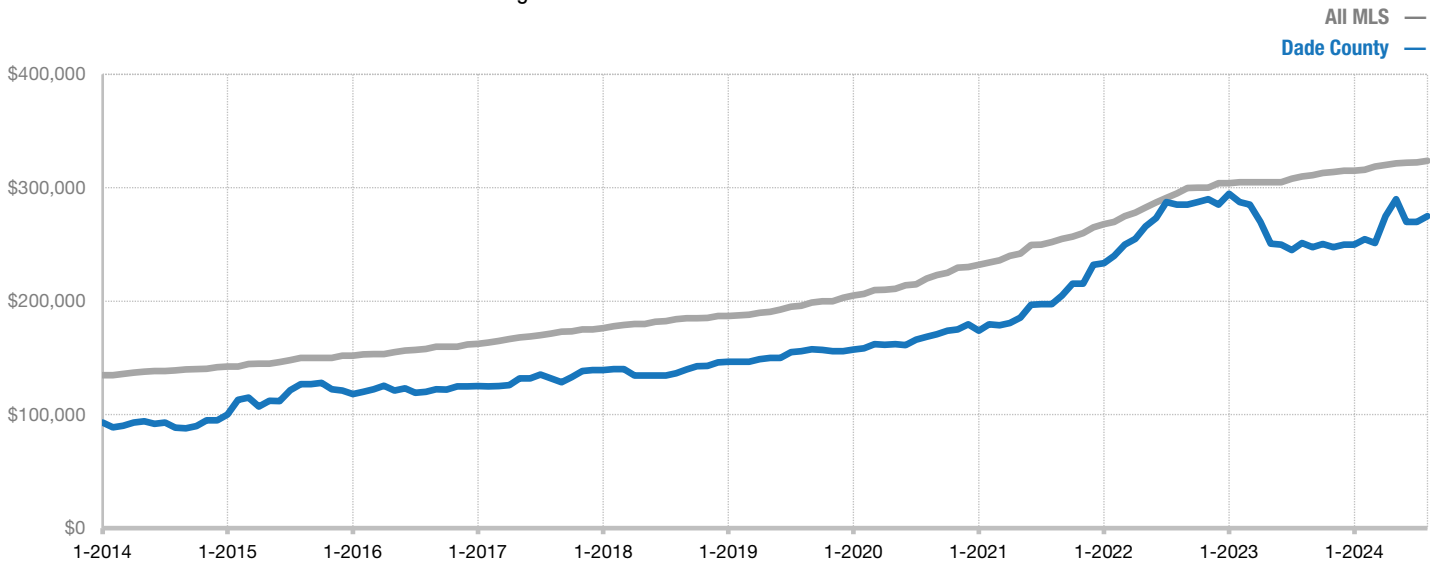
Key Metrics	August			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	12	20	+ 66.7%	132	149	+ 12.9%
Closed Sales	8	15	+ 87.5%	102	96	- 5.9%
Median Sales Price	\$264,000	\$362,600	+ 37.3%	\$250,500	\$275,250	+ 9.9%
Pct. of Orig. Price Received	94.6%	91.2%	- 3.6%	94.6%	94.3%	- 0.3%
Days on Market Until Sale	33	58	+ 75.8%	41	47	+ 14.6%
Inventory of Homes for Sale	36	59	+ 63.9%	--	--	--
Months Supply of Inventory	3.2	5.1	+ 59.4%	--	--	--

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August



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Downtown Chattanooga

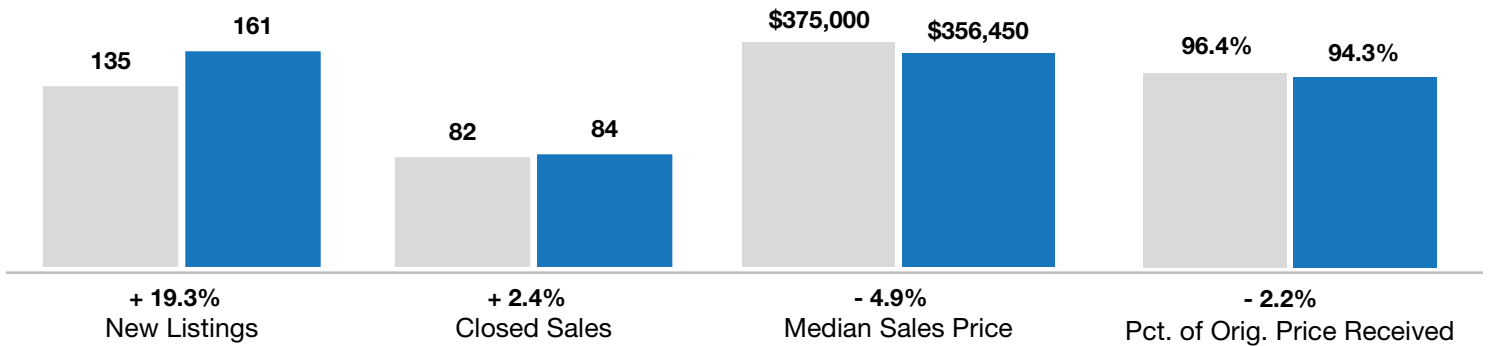
ZIP Codes: 37402, 37403, 37404, 37405, 37406, 37408 and 37450

Key Metrics	August			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	135	161	+ 19.3%	970	1,214	+ 25.2%
Closed Sales	82	84	+ 2.4%	629	636	+ 1.1%
Median Sales Price	\$375,000	\$356,450	- 4.9%	\$349,900	\$340,500	- 2.7%
Pct. of Orig. Price Received	96.4%	94.3%	- 2.2%	96.2%	94.9%	- 1.4%
Days on Market Until Sale	21	40	+ 90.5%	31	40	+ 29.0%
Inventory of Homes for Sale	230	323	+ 40.4%	--	--	--
Months Supply of Inventory	2.5	3.6	+ 44.0%	--	--	--

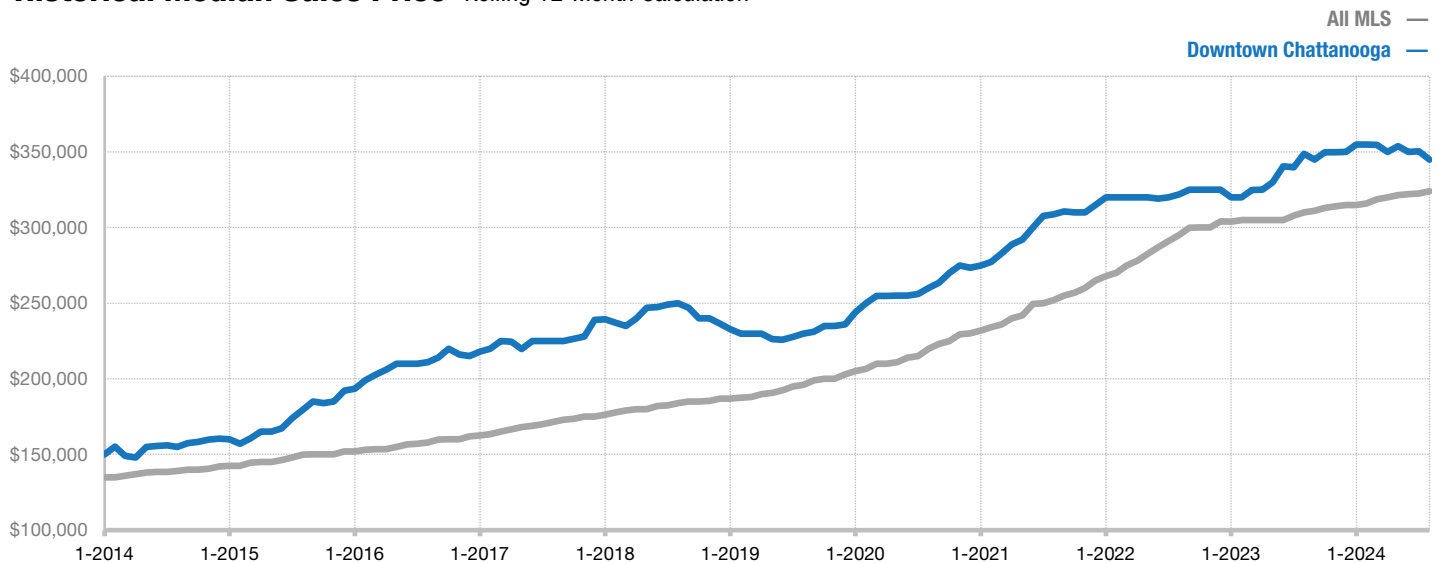
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East Brainerd

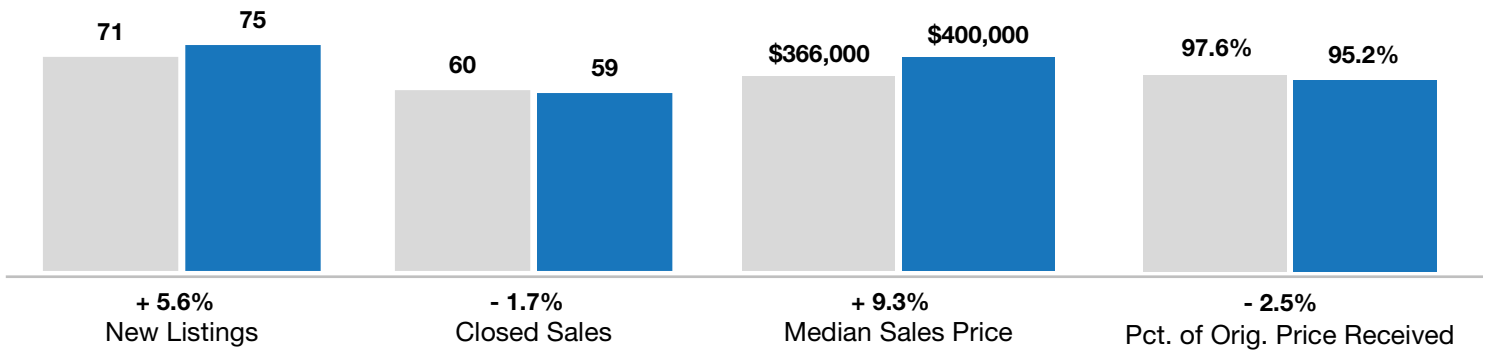
Includes the Cromwell, Dalewood, Eastdale & Tyner Communities

Key Metrics	August			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	71	75	+ 5.6%	497	594	+ 19.5%
Closed Sales	60	59	- 1.7%	443	430	- 2.9%
Median Sales Price	\$366,000	\$400,000	+ 9.3%	\$360,000	\$377,000	+ 4.7%
Pct. of Orig. Price Received	97.6%	95.2%	- 2.5%	98.0%	97.1%	- 0.9%
Days on Market Until Sale	22	41	+ 86.4%	31	33	+ 6.5%
Inventory of Homes for Sale	78	134	+ 71.8%	--	--	--
Months Supply of Inventory	1.4	2.6	+ 85.7%	--	--	--

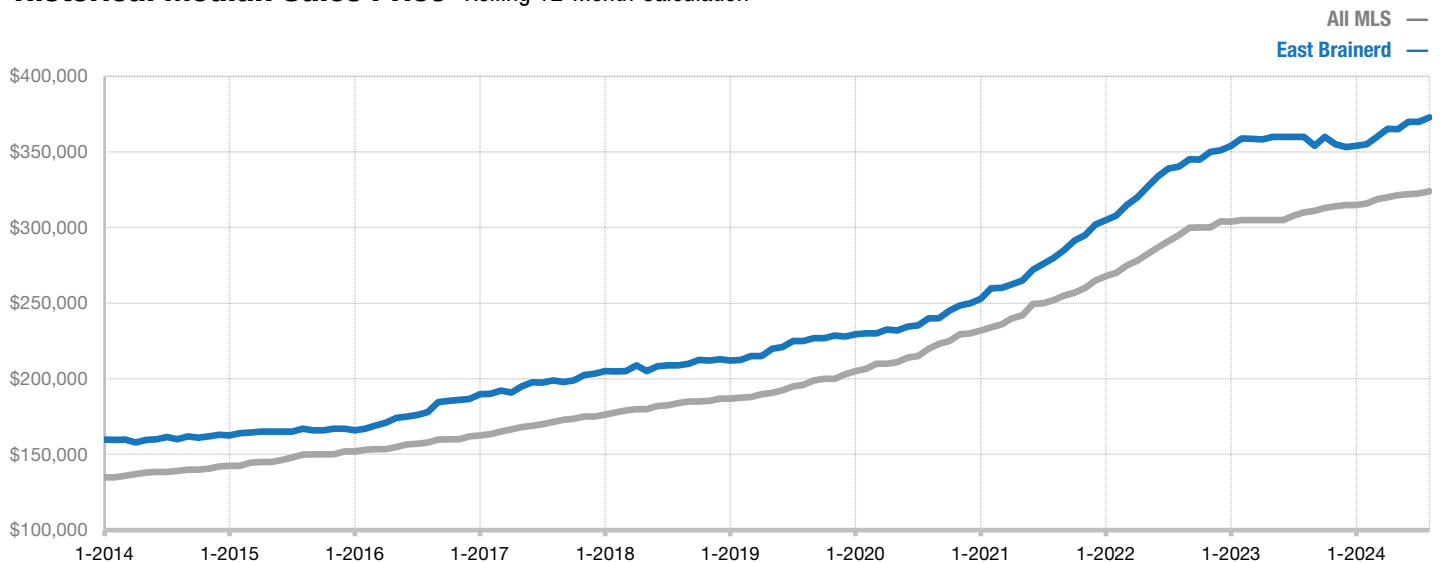
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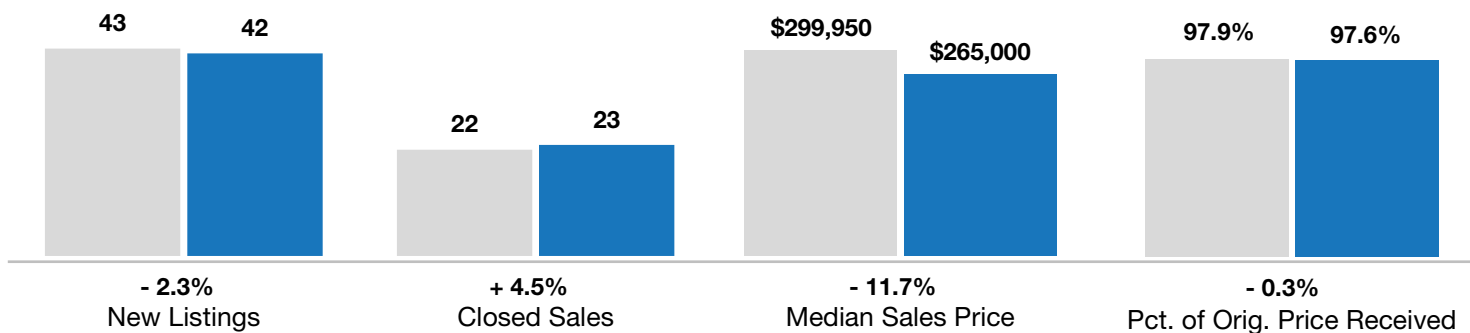
East Ridge

Key Metrics	August			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	43	42	- 2.3%	263	253	- 3.8%
Closed Sales	22	23	+ 4.5%	213	177	- 16.9%
Median Sales Price	\$299,950	\$265,000	- 11.7%	\$269,000	\$269,000	0.0%
Pct. of Orig. Price Received	97.9%	97.6%	- 0.3%	98.0%	97.5%	- 0.5%
Days on Market Until Sale	20	22	+ 10.0%	20	21	+ 5.0%
Inventory of Homes for Sale	41	57	+ 39.0%	--	--	--
Months Supply of Inventory	1.6	2.4	+ 50.0%	--	--	--

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

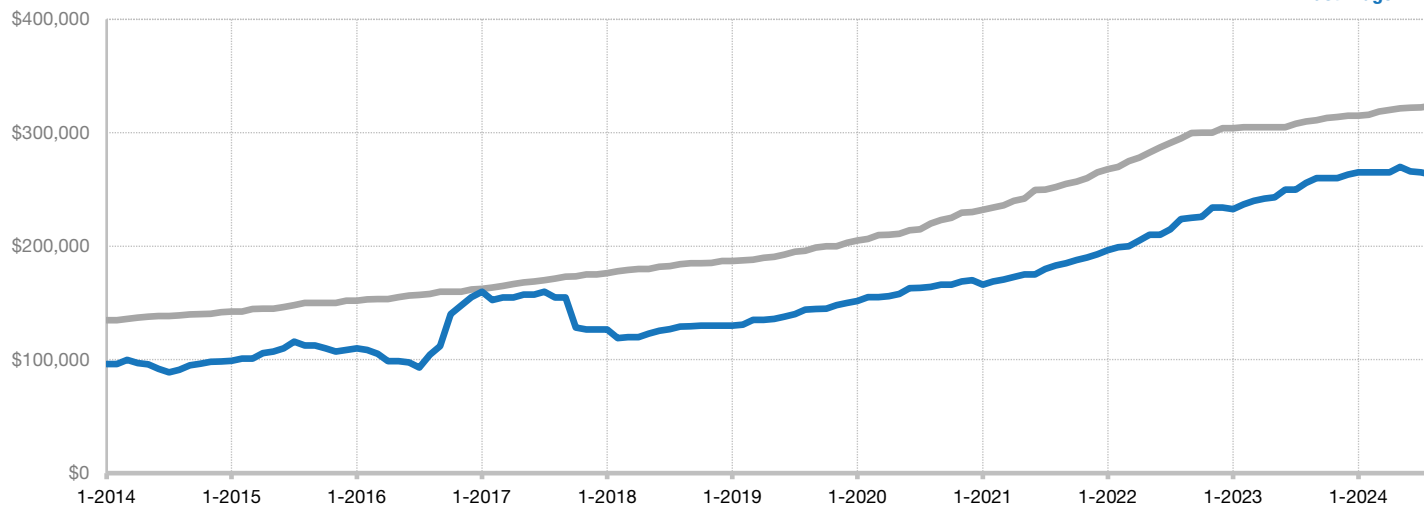
August

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— All MLS —
— East Ridge —



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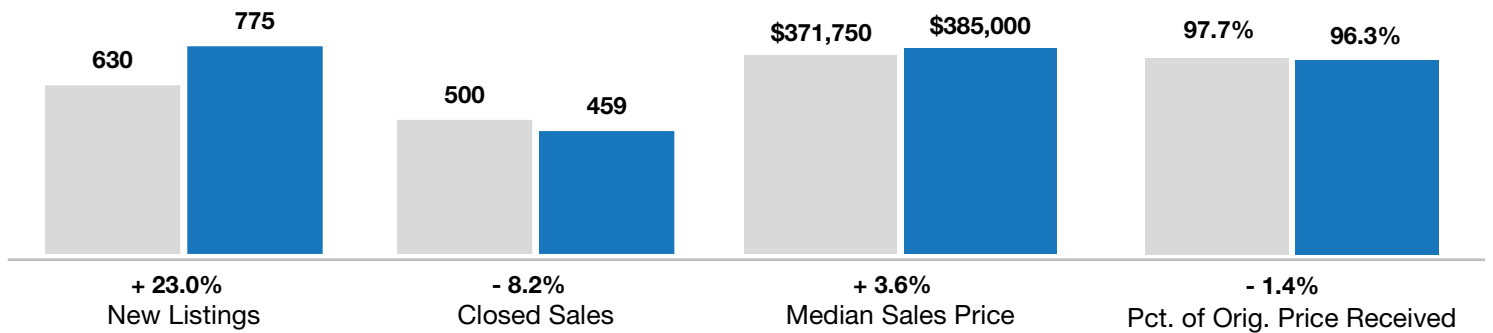
Hamilton County

Key Metrics	August			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	630	775	+ 23.0%	4,700	5,442	+ 15.8%
Closed Sales	500	459	- 8.2%	3,784	3,622	- 4.3%
Median Sales Price	\$371,750	\$385,000	+ 3.6%	\$356,500	\$375,000	+ 5.2%
Pct. of Orig. Price Received	97.7%	96.3%	- 1.4%	97.7%	97.2%	- 0.5%
Days on Market Until Sale	27	33	+ 22.2%	30	35	+ 16.7%
Inventory of Homes for Sale	877	1,387	+ 58.2%	--	--	--
Months Supply of Inventory	1.8	3.0	+ 66.7%	--	--	--

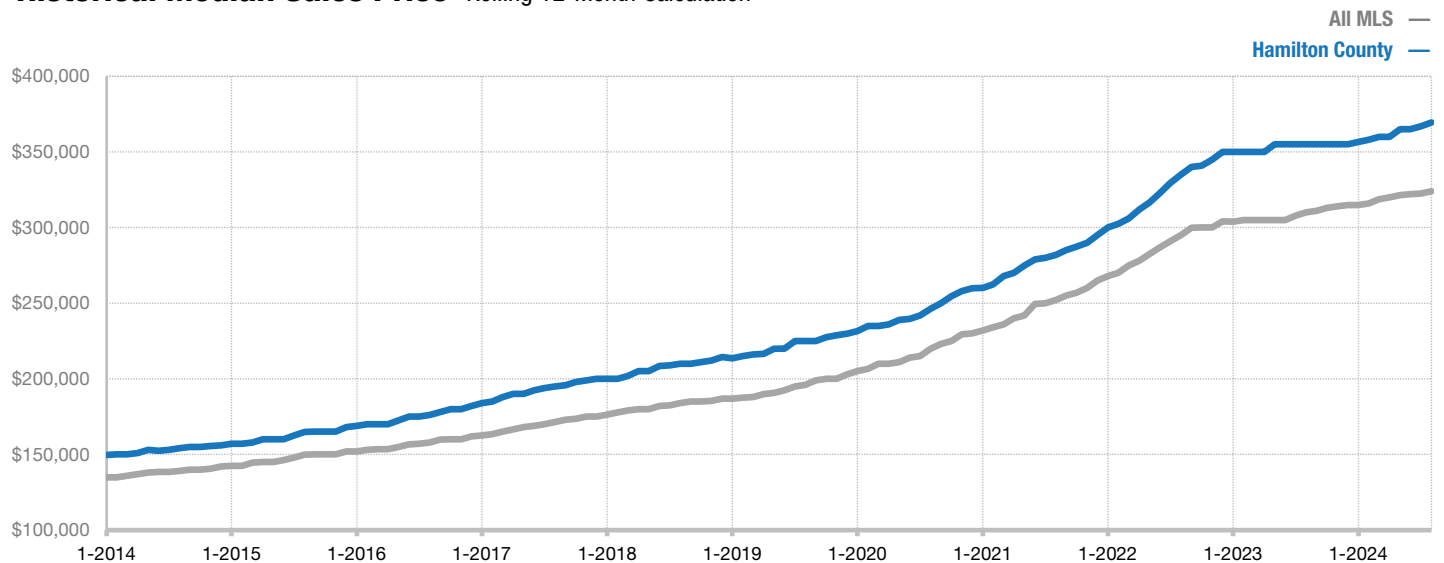
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Harrison / Georgetown

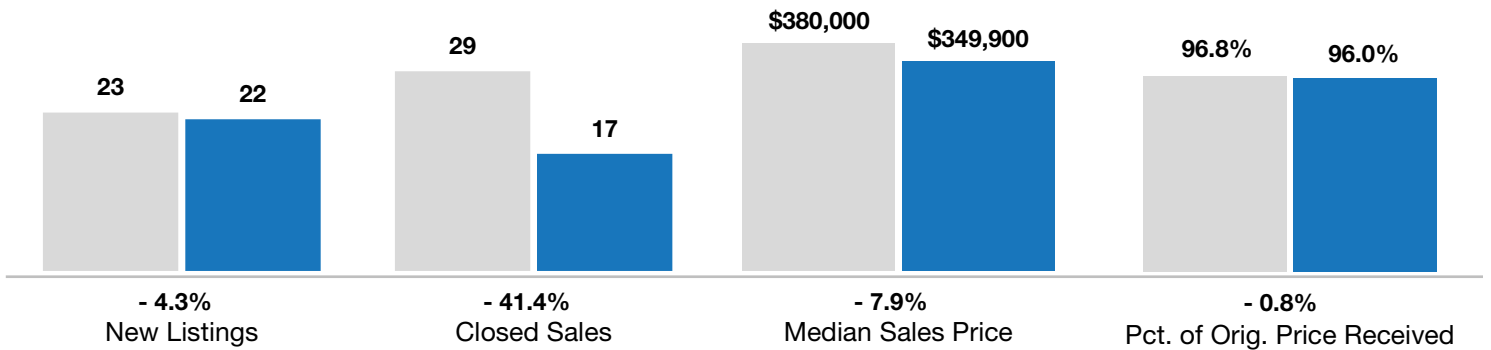
ZIP Codes: 37341 and 37308

Key Metrics	August			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	23	22	- 4.3%	177	205	+ 15.8%
Closed Sales	29	17	- 41.4%	149	132	- 11.4%
Median Sales Price	\$380,000	\$349,900	- 7.9%	\$364,000	\$366,000	+ 0.5%
Pct. of Orig. Price Received	96.8%	96.0%	- 0.8%	97.3%	96.6%	- 0.7%
Days on Market Until Sale	39	32	- 17.9%	52	37	- 28.8%
Inventory of Homes for Sale	32	66	+ 106.3%	--	--	--
Months Supply of Inventory	1.8	4.0	+ 122.2%	--	--	--

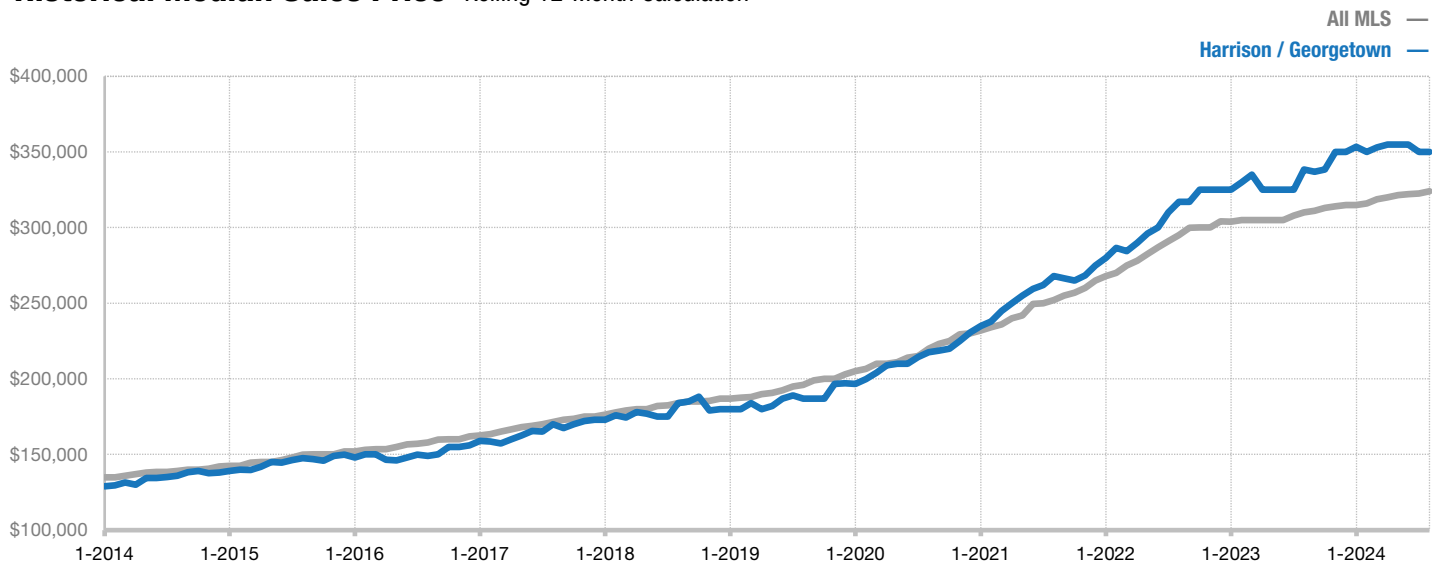
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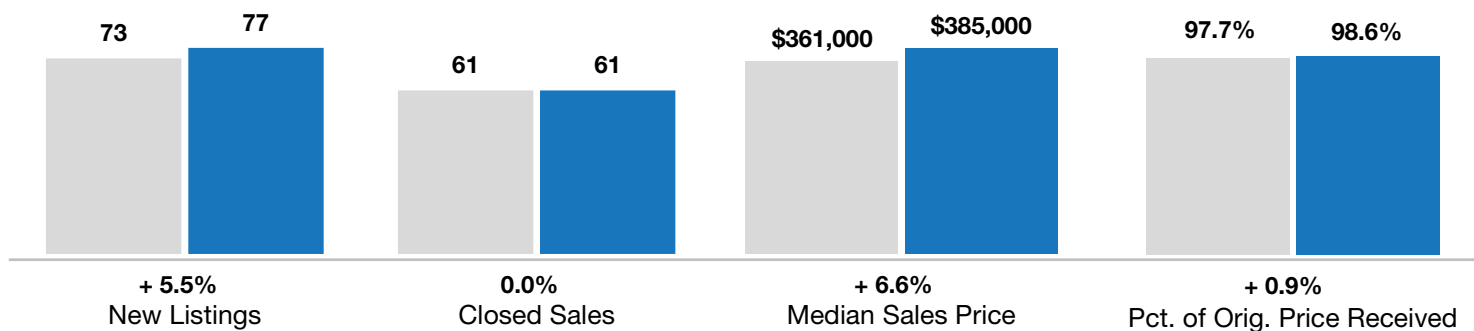
Hixson

Key Metrics	August			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	73	77	+ 5.5%	528	528	0.0%
Closed Sales	61	61	0.0%	462	418	- 9.5%
Median Sales Price	\$361,000	\$385,000	+ 6.6%	\$350,000	\$370,432	+ 5.8%
Pct. of Orig. Price Received	97.7%	98.6%	+ 0.9%	98.4%	98.1%	- 0.3%
Days on Market Until Sale	22	14	- 36.4%	22	28	+ 27.3%
Inventory of Homes for Sale	76	112	+ 47.4%	--	--	--
Months Supply of Inventory	1.2	2.3	+ 91.7%	--	--	--

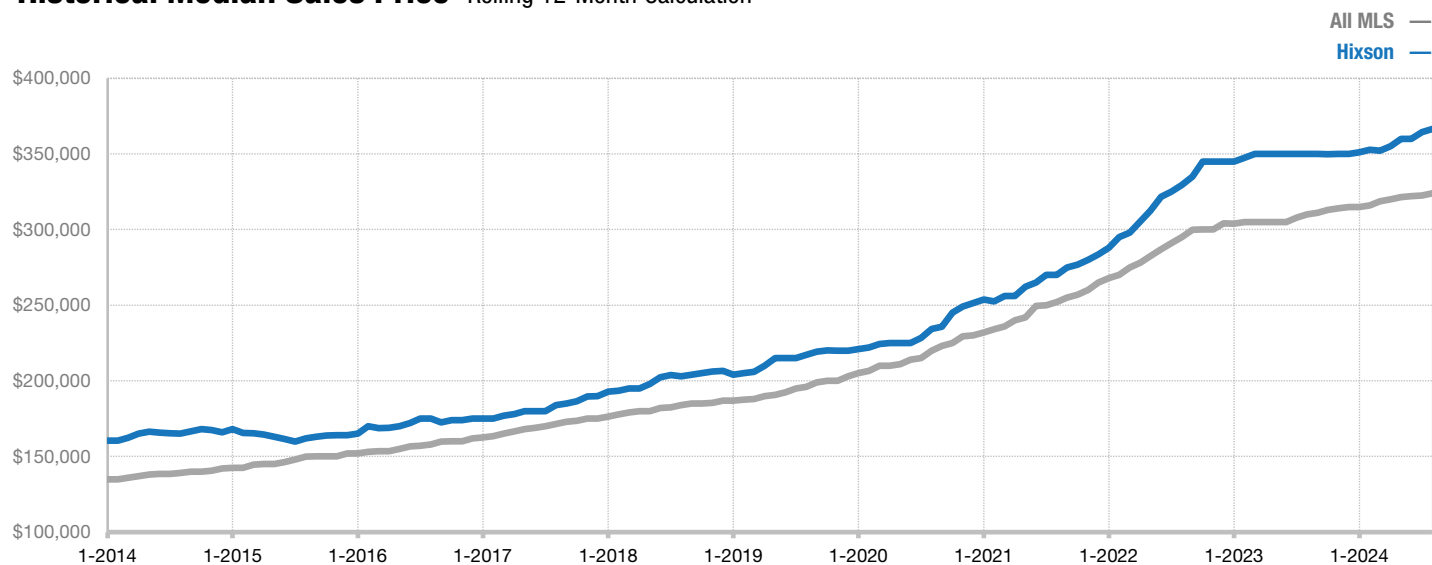
Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

August

■ 2023 ■ 2024



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – August 2024

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Lookout Mountain

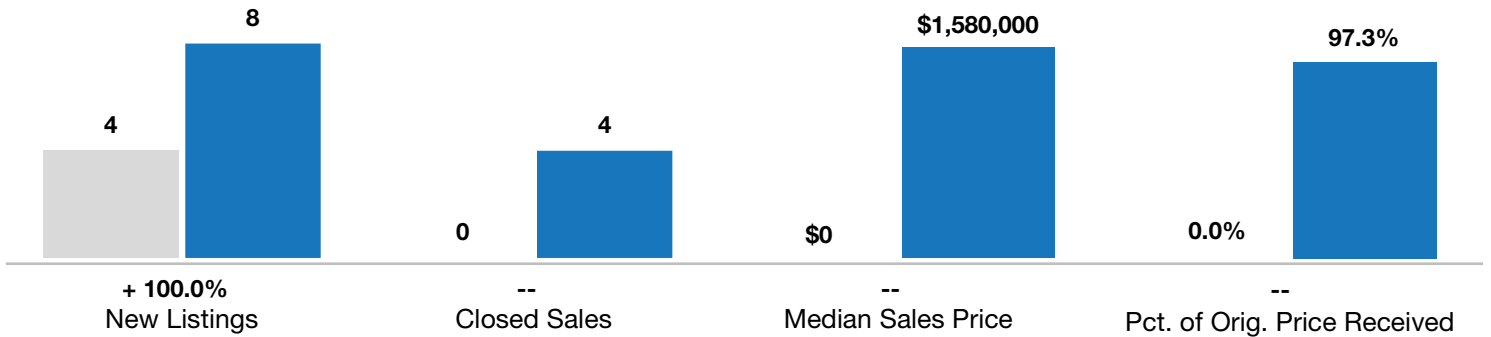
Hamilton County Only

Key Metrics	August			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	4	8	+ 100.0%	25	37	+ 48.0%
Closed Sales	0	4	--	23	25	+ 8.7%
Median Sales Price	\$0	\$1,580,000	--	\$875,000	\$1,050,000	+ 20.0%
Pct. of Orig. Price Received	0.0%	97.3%	--	95.4%	95.7%	+ 0.3%
Days on Market Until Sale	0	3	--	33	14	- 57.6%
Inventory of Homes for Sale	3	12	+ 300.0%	--	--	--
Months Supply of Inventory	1.1	3.6	+ 227.3%	--	--	--

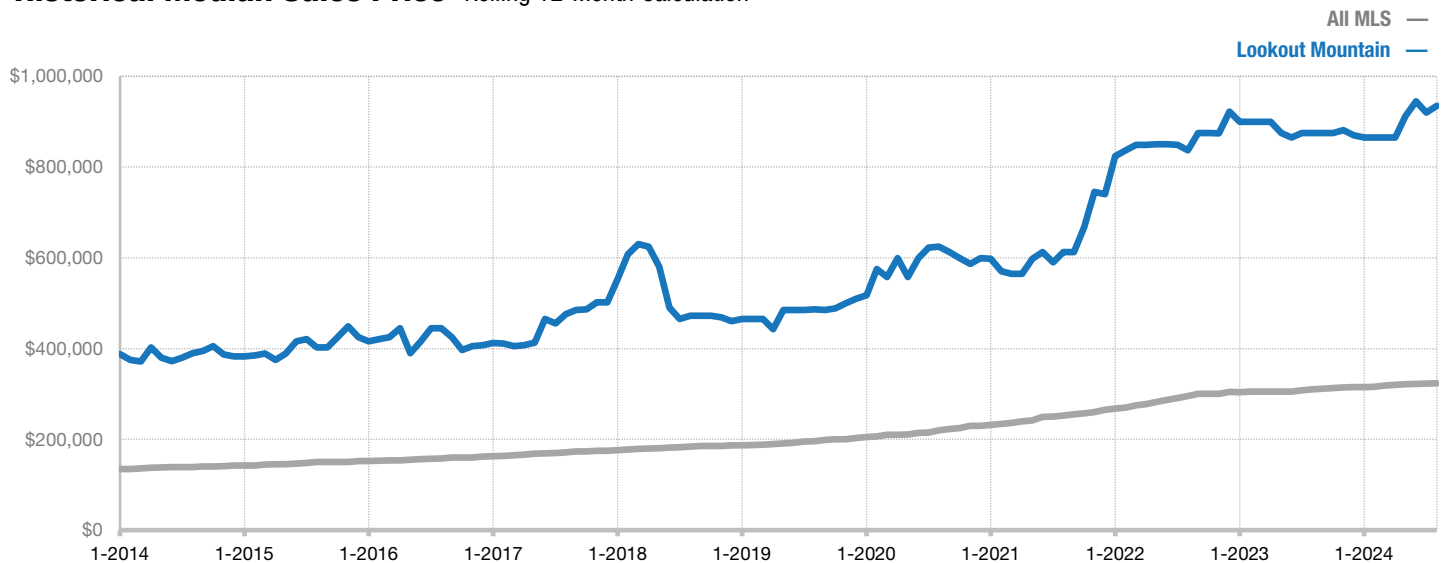
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August

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – August 2024

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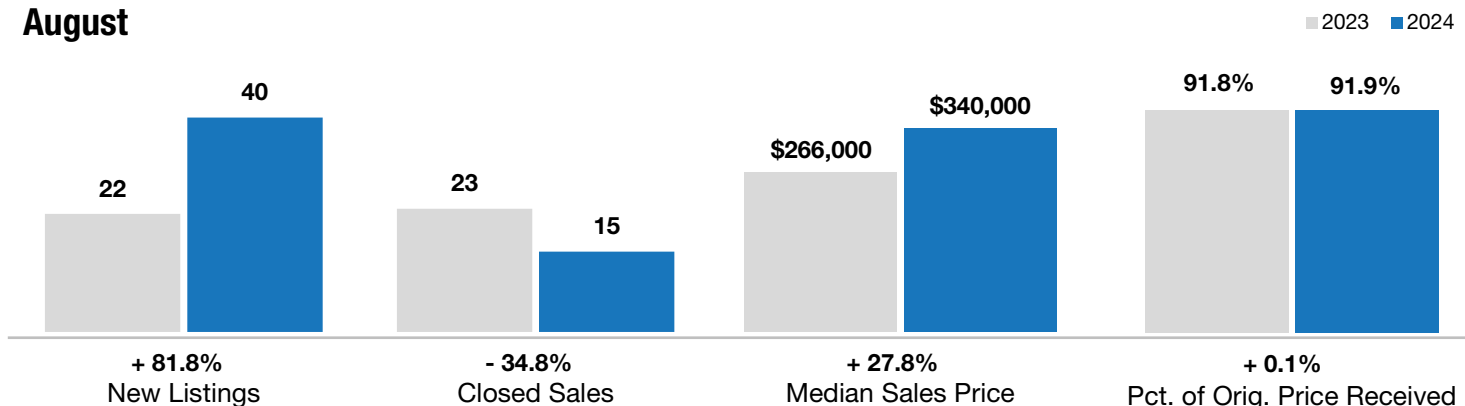
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Marion County

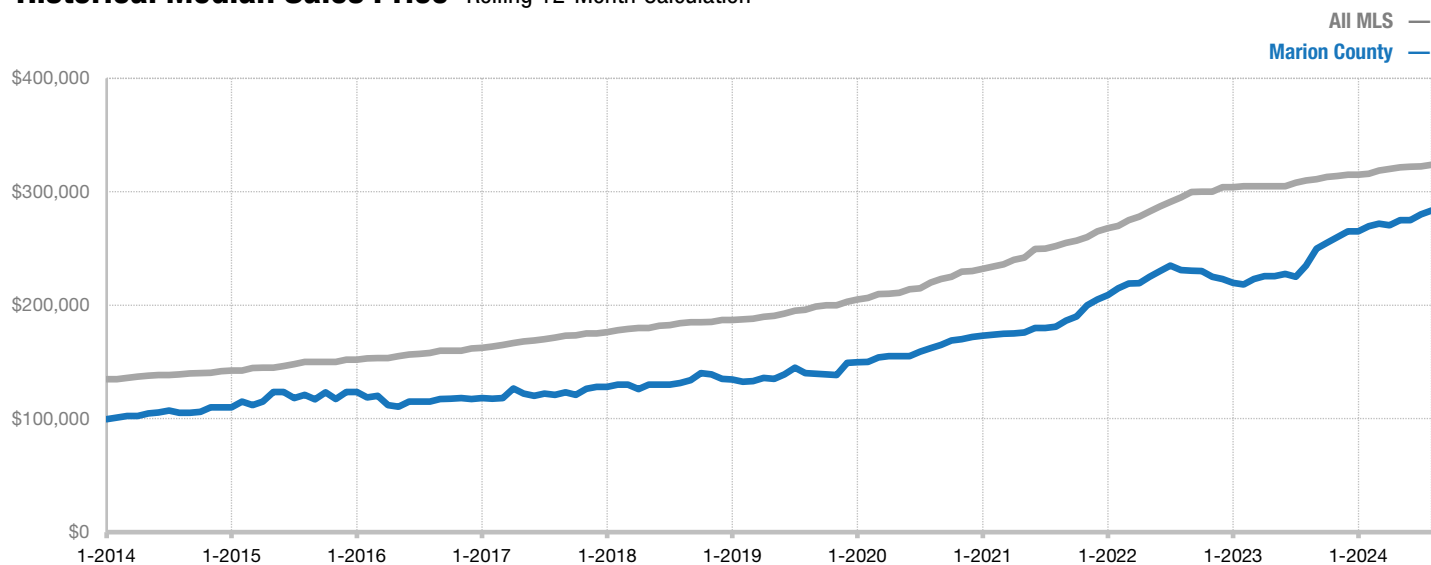
Key Metrics	August			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	22	40	+ 81.8%	222	256	+ 15.3%
Closed Sales	23	15	- 34.8%	164	152	- 7.3%
Median Sales Price	\$266,000	\$340,000	+ 27.8%	\$255,780	\$285,000	+ 11.4%
Pct. of Orig. Price Received	91.8%	91.9%	+ 0.1%	93.4%	93.9%	+ 0.5%
Days on Market Until Sale	55	46	- 16.4%	48	43	- 10.4%
Inventory of Homes for Sale	55	96	+ 74.5%	--	--	--
Months Supply of Inventory	2.9	4.8	+ 65.5%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation



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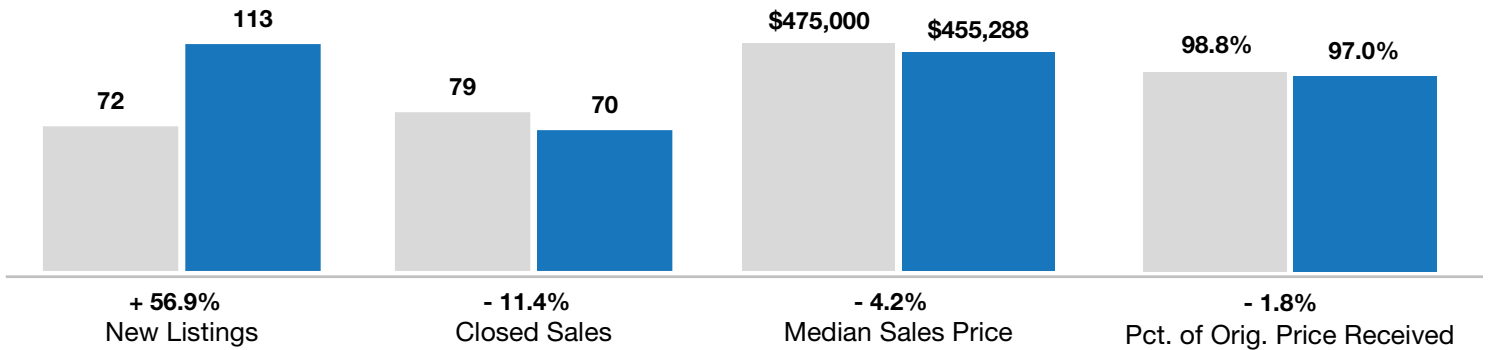
Ooltewah

Key Metrics	August			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	72	113	+ 56.9%	626	774	+ 23.6%
Closed Sales	79	70	- 11.4%	514	514	0.0%
Median Sales Price	\$475,000	\$455,288	- 4.2%	\$446,955	\$466,859	+ 4.5%
Pct. of Orig. Price Received	98.8%	97.0%	- 1.8%	98.3%	98.1%	- 0.2%
Days on Market Until Sale	38	48	+ 26.3%	38	46	+ 21.1%
Inventory of Homes for Sale	152	240	+ 57.9%	--	--	--
Months Supply of Inventory	2.5	3.8	+ 52.0%	--	--	--

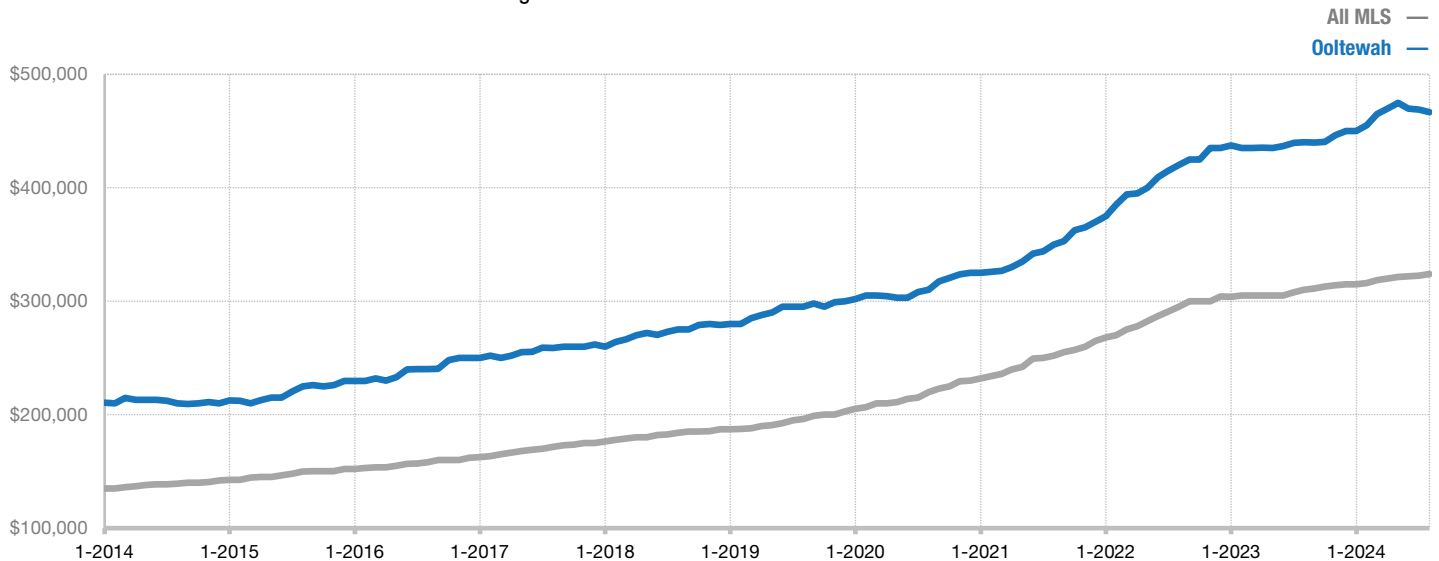
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August

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – August 2024

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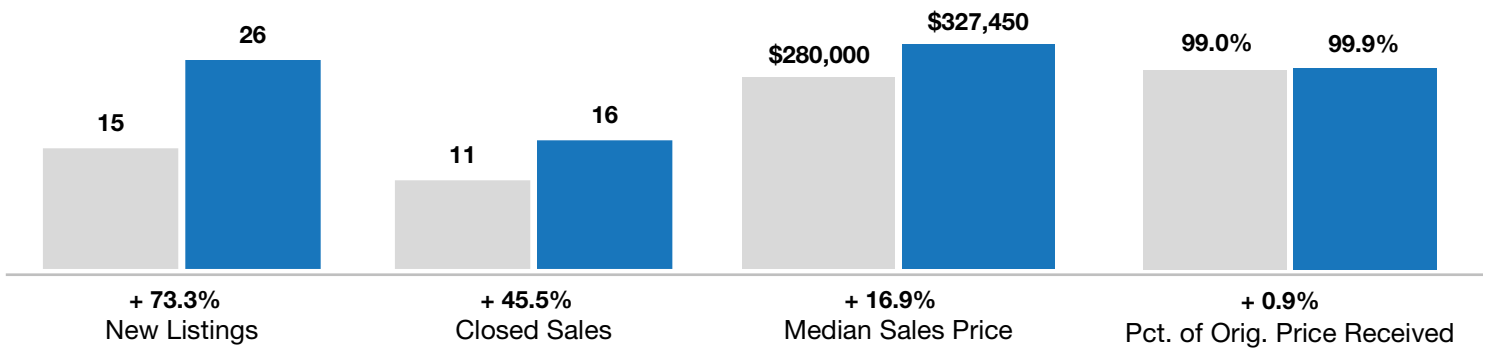
Red Bank

Key Metrics	August			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	15	26	+ 73.3%	135	177	+ 31.1%
Closed Sales	11	16	+ 45.5%	107	115	+ 7.5%
Median Sales Price	\$280,000	\$327,450	+ 16.9%	\$282,500	\$320,000	+ 13.3%
Pct. of Orig. Price Received	99.0%	99.9%	+ 0.9%	99.7%	97.0%	- 2.7%
Days on Market Until Sale	12	9	- 25.0%	18	27	+ 50.0%
Inventory of Homes for Sale	21	34	+ 61.9%	--	--	--
Months Supply of Inventory	1.7	2.6	+ 52.9%	--	--	--

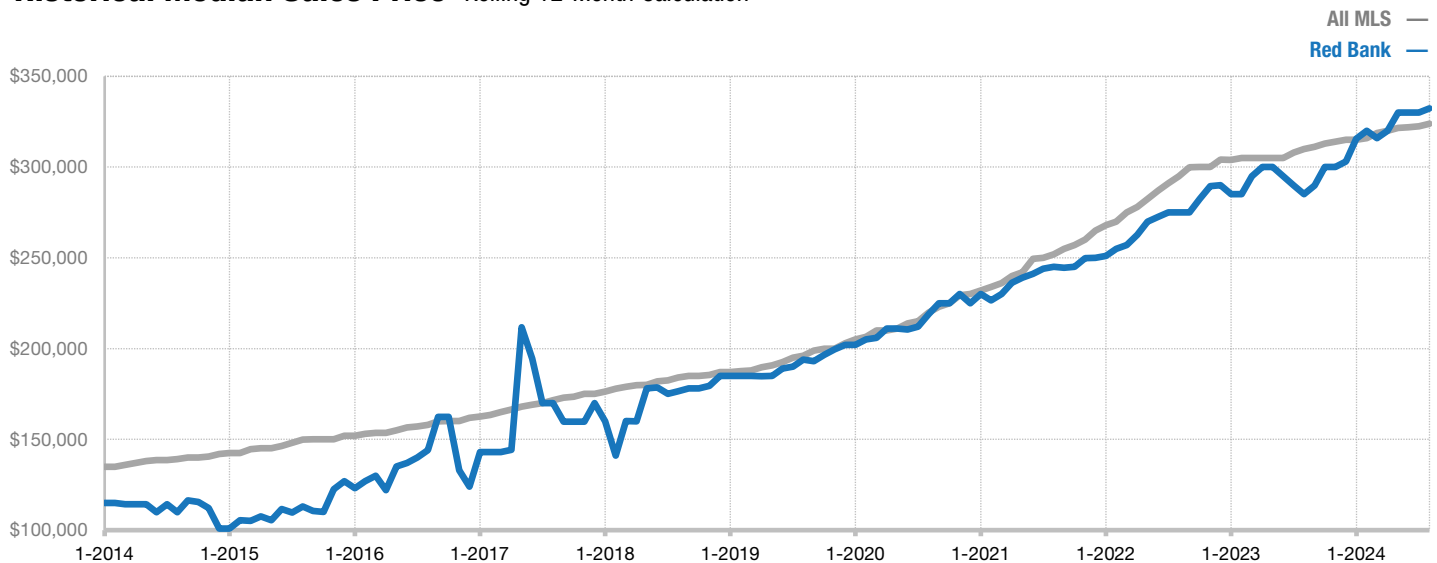
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August

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – August 2024

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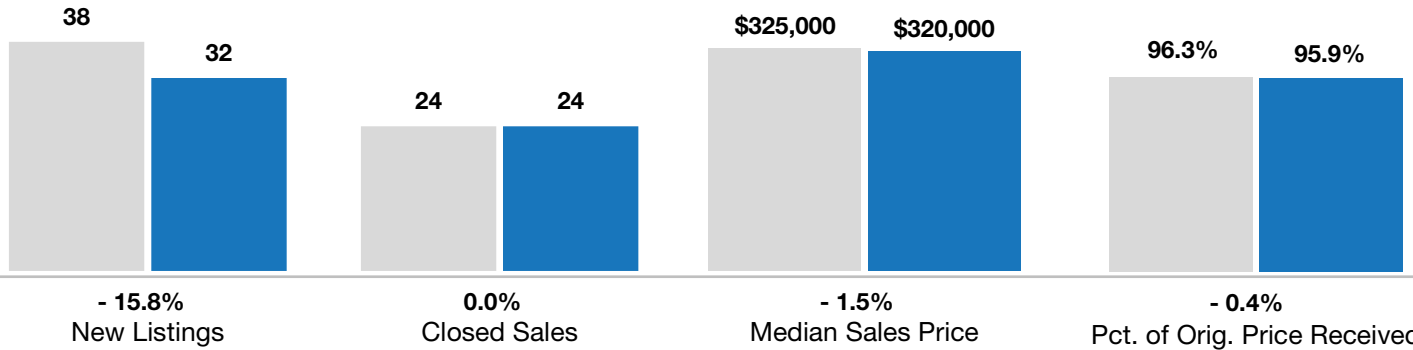
Rhea County

Key Metrics	August			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	38	32	- 15.8%	213	251	+ 17.8%
Closed Sales	24	24	0.0%	156	154	- 1.3%
Median Sales Price	\$325,000	\$320,000	- 1.5%	\$281,500	\$298,450	+ 6.0%
Pct. of Orig. Price Received	96.3%	95.9%	- 0.4%	97.6%	95.7%	- 1.9%
Days on Market Until Sale	28	27	- 3.6%	33	47	+ 42.4%
Inventory of Homes for Sale	56	85	+ 51.8%	--	--	--
Months Supply of Inventory	2.9	4.6	+ 58.6%	--	--	--

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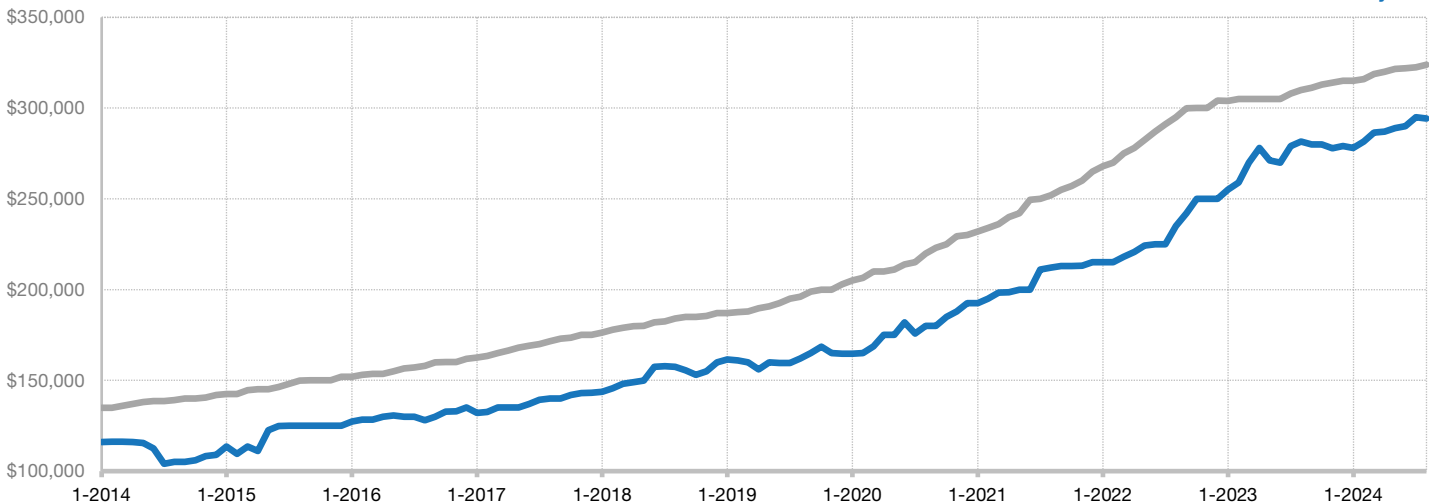
August

■ 2023 ■ 2024



Historical Median Sales Price Rolling 12-Month Calculation

— All MLS —
— Rhea County —



Local Market Update – August 2024

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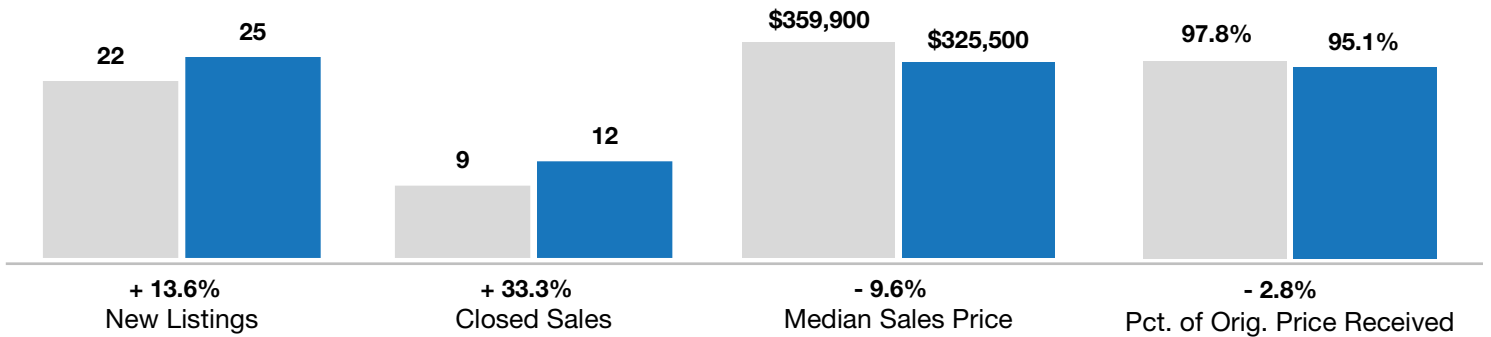
Sequatchie County

Key Metrics	August			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	22	25	+ 13.6%	134	192	+ 43.3%
Closed Sales	9	12	+ 33.3%	108	105	- 2.8%
Median Sales Price	\$359,900	\$325,500	- 9.6%	\$300,000	\$280,000	- 6.7%
Pct. of Orig. Price Received	97.8%	95.1%	- 2.8%	94.3%	93.8%	- 0.5%
Days on Market Until Sale	26	45	+ 73.1%	43	46	+ 7.0%
Inventory of Homes for Sale	40	69	+ 72.5%	--	--	--
Months Supply of Inventory	3.0	5.1	+ 70.0%	--	--	--

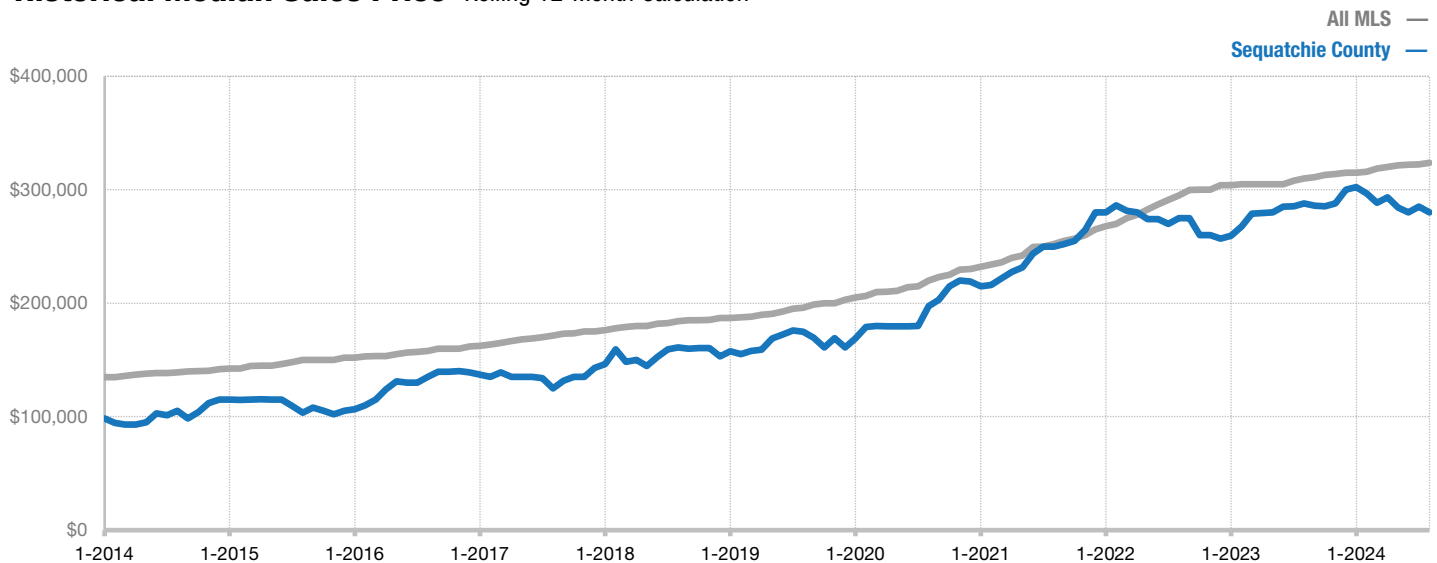
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August

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – August 2024

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Signal Mountain

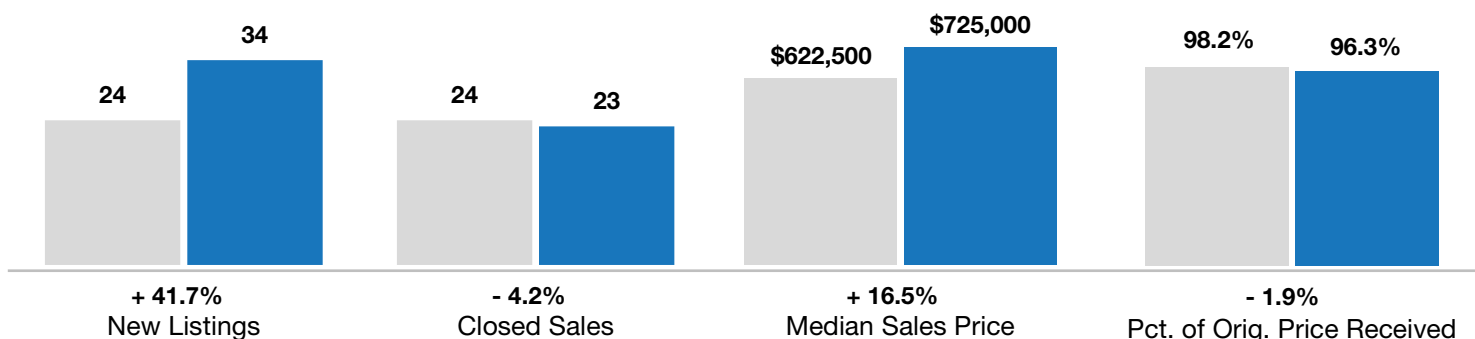
Hamilton County Only

Key Metrics	August			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	24	34	+ 41.7%	175	194	+ 10.9%
Closed Sales	24	23	- 4.2%	153	133	- 13.1%
Median Sales Price	\$622,500	\$725,000	+ 16.5%	\$650,000	\$688,000	+ 5.8%
Pct. of Orig. Price Received	98.2%	96.3%	- 1.9%	96.9%	98.9%	+ 2.1%
Days on Market Until Sale	16	39	+ 143.8%	25	28	+ 12.0%
Inventory of Homes for Sale	28	49	+ 75.0%	--	--	--
Months Supply of Inventory	1.5	3.1	+ 106.7%	--	--	--

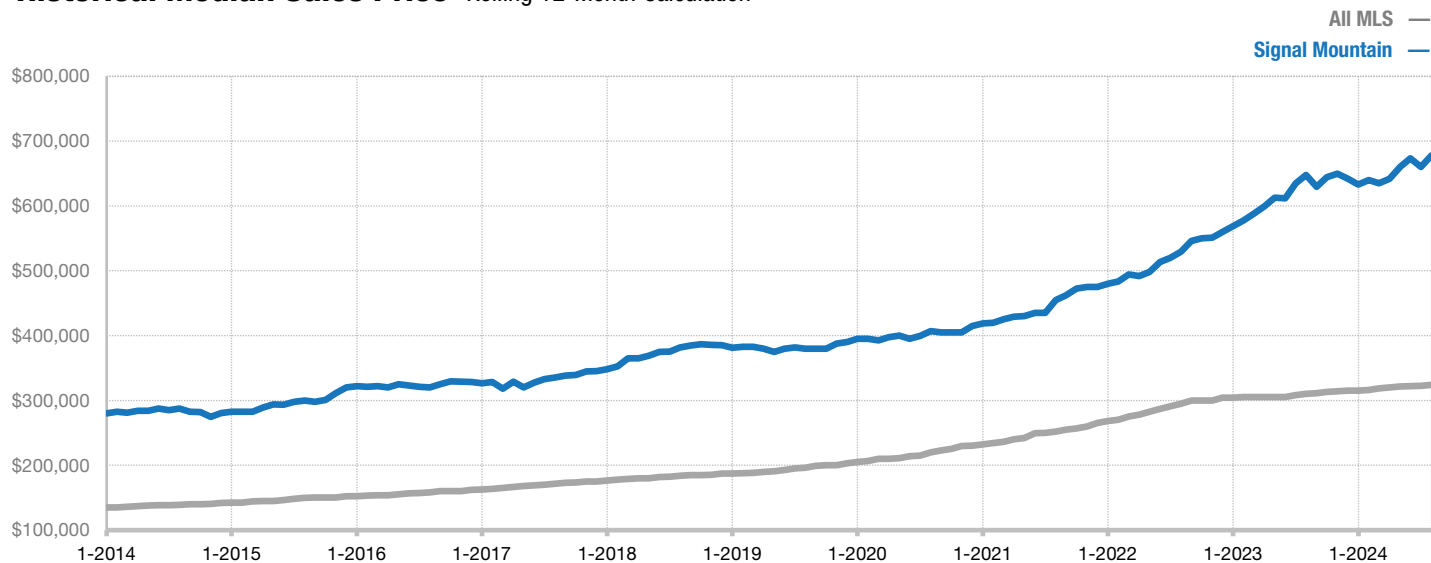
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August

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – August 2024

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St. Elmo / High Park / Avondale

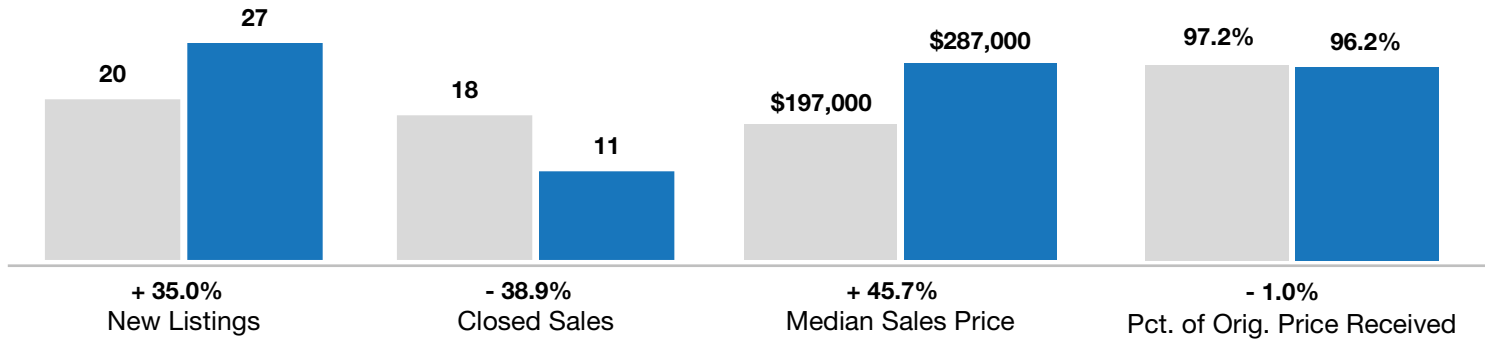
ZIP Codes: 37407, 37409 and 37410

Key Metrics	August			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	20	27	+ 35.0%	140	200	+ 42.9%
Closed Sales	18	11	- 38.9%	115	136	+ 18.3%
Median Sales Price	\$197,000	\$287,000	+ 45.7%	\$205,000	\$230,000	+ 12.2%
Pct. of Orig. Price Received	97.2%	96.2%	- 1.0%	95.6%	96.4%	+ 0.8%
Days on Market Until Sale	18	41	+ 127.8%	25	24	- 4.0%
Inventory of Homes for Sale	24	42	+ 75.0%	--	--	--
Months Supply of Inventory	1.6	2.3	+ 43.8%	--	--	--

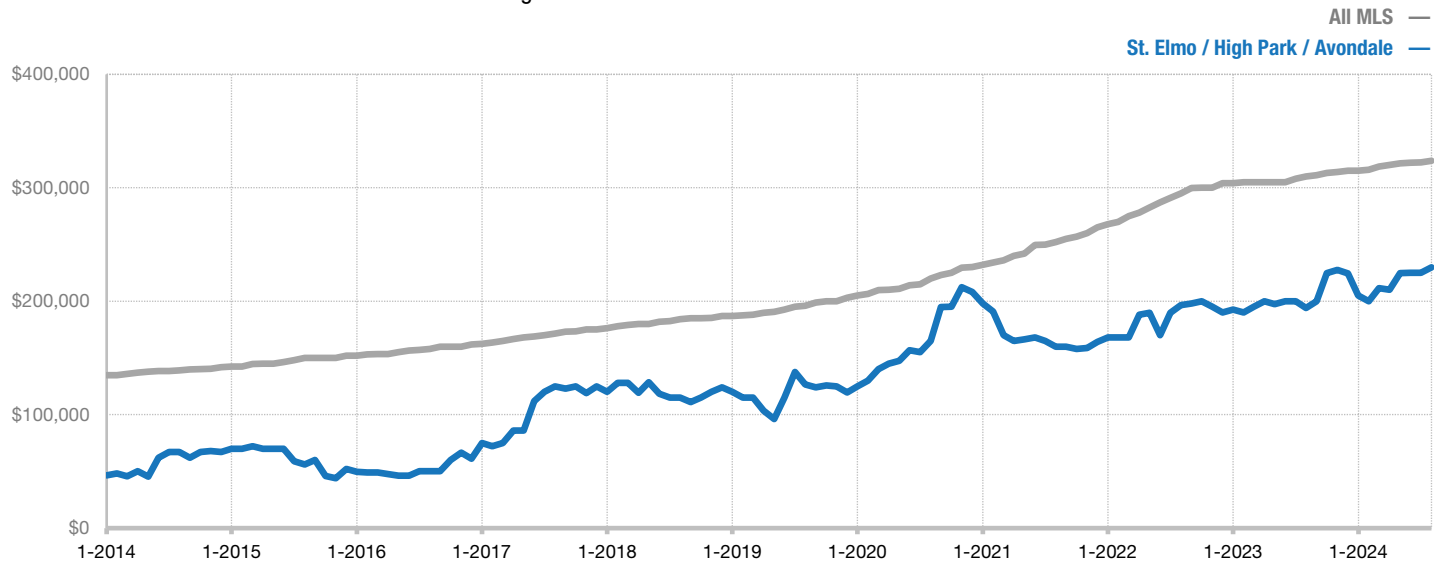
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August

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – August 2024

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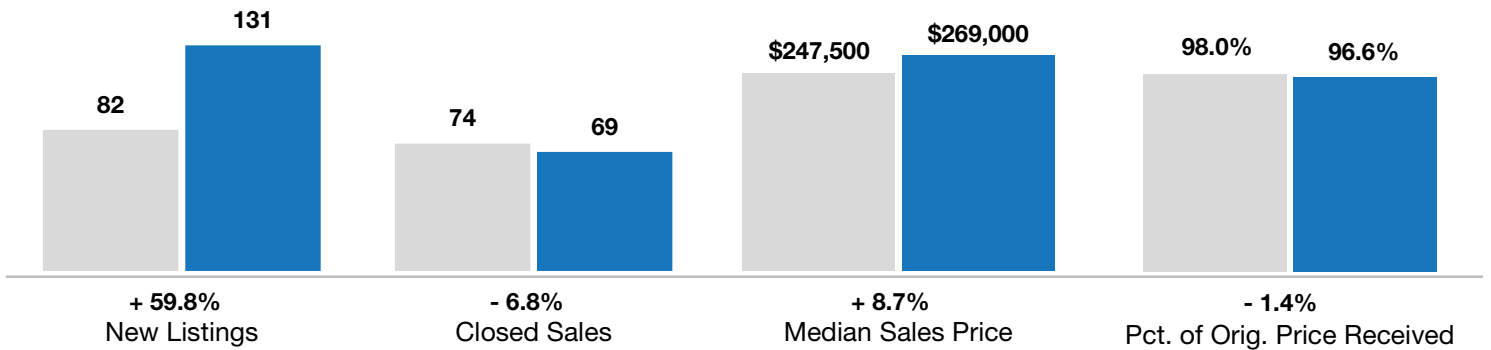
Walker County

Key Metrics	August			YTD		
	2023	2024	Percent Change	2023	2024	Percent Change
New Listings	82	131	+ 59.8%	684	845	+ 23.5%
Closed Sales	74	69	- 6.8%	526	607	+ 15.4%
Median Sales Price	\$247,500	\$269,000	+ 8.7%	\$229,900	\$250,000	+ 8.7%
Pct. of Orig. Price Received	98.0%	96.6%	- 1.4%	96.7%	95.5%	- 1.2%
Days on Market Until Sale	25	33	+ 32.0%	29	38	+ 31.0%
Inventory of Homes for Sale	121	222	+ 83.5%	--	--	--
Months Supply of Inventory	1.8	3.0	+ 66.7%	--	--	--

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

August

■ 2023 ■ 2024



Historical Median Sales Price Rolling 12-Month Calculation

All MLS —
Walker County —

