

**Maury County
Market Condition Report**

**MARCH 2020
Issued: 04/06/2020**

AREA	MAR 2020 Activity			YEAR TO DATE ACTIVITY THRU MARCH 2020								04/01/19 - 03/31/20			MAR 2020
Report is current on date of generation. Results are impacted when additional sales/inventory are recorded in MLS.												Absorption Information			
Maury County	Month Unit Sales	Avg. Sales Price	Days on Market	Units Sold	Avg List Price	Avg. Sales Price	Sales Price Ratio	Med. Sales Price	Days on Market	Avg. Square Feet	Avg SP/SF	Sales Last 12 Months	Absorption Rate	Current Inventory	Months of Inventory
2018	164	\$242,884	26	419	\$248,732	\$245,627	98.8%	\$242,224	28	1917	\$128.13				
2019	175	\$267,372	42	453	\$290,156	\$284,558	98.1%	\$258,900	46	2010	\$141.57				
2020	146	\$268,477	39	409	\$282,198	\$277,205	98.2%	\$260,500	41	1930	\$143.63				
Var to LY	-16.6%	0.4%	-3	-9.7%	-2.7%	-2.6%	0.2%	0.6%	-5	-80	1.5%	2184	182.0	423	2.3
Columbia	Month Unit Sales	Avg. Sales Price	Days on Market	Units Sold	Avg List Price	Avg. Sales Price	Sales Price Ratio	Med. Sales Price	Days on Market	Avg. Square Feet	Avg SP/SF	Sales Last 12 Months	Absorption Rate	Current Inventory	Months of Inventory
2018	96	\$231,819	27	234	\$232,308	\$229,002	98.6%	\$218,640	31	1901	\$120.46				
2019	97	\$257,425	41	260	\$281,991	\$274,947	97.5%	\$239,800	46	1967	\$139.78				
2020	87	\$248,628	39	237	\$257,200	\$252,523	98.2%	\$230,000	40	1844	\$136.94				
Var to LY	-10.3%	-3.4%	-2	-8.8%	-8.8%	-8.2%	0.7%	-4.1%	-6	-123	-2.0%	1192	99.3	235	2.4
Mount Pleasant	Month Unit Sales	Avg. Sales Price	Days on Market	Units Sold	Avg List Price	Avg. Sales Price	Sales Price Ratio	Med. Sales Price	Days on Market	Avg. Square Feet	Avg SP/SF	Sales Last 12 Months	Absorption Rate	Current Inventory	Months of Inventory
2018	9	\$152,293	35	18	\$139,300	\$135,124	97.0%	\$122,900	48	1689	\$80.00				
2019	7	\$117,400	18	23	\$153,791	\$146,845	95.5%	\$137,900	49	1578	\$93.06				
2020	8	\$137,649	41	25	\$194,054	\$189,401	97.6%	\$167,900	38	1543	\$122.75				
Var to LY	14.3%	17.2%	23	8.7%	26.2%	29.0%	2.2%	21.8%	-11	-35	31.9%	110	9.2	17	1.9
Culleoka	Month Unit Sales	Avg. Sales Price	Days on Market	Units Sold	Avg List Price	Avg. Sales Price	Sales Price Ratio	Med. Sales Price	Days on Market	Avg. Square Feet	Avg SP/SF	Sales Last 12 Months	Absorption Rate	Current Inventory	Months of Inventory
2018	6	\$184,850	44	15	\$173,160	\$167,460	96.7%	\$192,000	49	1615	\$103.69				
2019	9	\$262,844	57	17	\$227,911	\$228,717	100.4%	\$225,000	56	1993	\$114.76				
2020	6	\$293,148	36	14	\$283,635	\$275,127	97.0%	\$256,400	45	1929	\$142.63				
Var to LY	-33.3%	11.5%	-21	-17.6%	24.4%	20.3%	-3.3%	14.0%	-11	-64	24.3%	62	5.2	23	4.5
Spring Hill	Month Unit Sales	Avg. Sales Price	Days on Market	Units Sold	Avg List Price	Avg. Sales Price	Sales Price Ratio	Med. Sales Price	Days on Market	Avg. Square Feet	Avg SP/SF	Sales Last 12 Months	Absorption Rate	Current Inventory	Months of Inventory
2018	50	\$275,272	19	147	\$291,197	\$289,506	99.4%	\$275,000	19	1984	\$145.92				
2019	59	\$299,230	43	147	\$334,201	\$328,468	98.3%	\$298,900	44	2162	\$151.93				
2020	40	\$319,947	38	122	\$335,469	\$331,595	98.8%	\$305,000	41	2156	\$153.80				
Var to LY	-32.2%	6.9%	-5	-17.0%	0.4%	1.0%	0.6%	2.0%	-3	-6	1.2%	779	64.9	140	2.2

Maury County Absorption Report

Report Issued: 04/06/2020. Single Family Home Data based on 12 Month
Rolling Calendar of: 04/01/19 to 03/31/20

Report is a SNAPSHOT, showing how long a home might take to sell if NO OTHER ACTIVITY TAKES PLACE. Use in conjunction with normal CMA/Price development strategies.

Price Ranges	MAURY COUNTY				COLUMBIA				MOUNT PLEASANT				CULLEOKA				SPRING HILL			
	04/01/19-03/31/20		Apr 2020		04/01/19-03/31/20		Apr 2020		04/01/19-03/31/20		Apr 2020		04/01/19-03/31/20		Apr 2020		04/01/19-03/31/20		Apr 2020	
	Number Sold	Absorp Rate	Current Active Listings	Months of Supply	Number Sold	Absorp Rate	Current Active Listings	Months of Supply	Number Sold	Absorp Rate	Current Active Listings	Months of Supply	Number Sold	Absorp Rate	Current Active Listings	Months of Supply	Number Sold	Absorp Rate	Current Active Listings	Months of Supply
under 99,999	77	6.4	10	1.6	44	3.7	7	1.9	27	2.3	1	0.4	2	0.2	1	6.0	1	0.1	1	12.0
100,000 - 124,999	43	3.6	12	3.3	30	2.5	1	0.4	11	0.9	3	3.3	2	0.2	6	36.0	0	0.0	0	n/a
125,000 - 149,999	98	8.2	12	1.5	74	6.2	8	1.3	20	1.7	2	1.2	2	0.2	1	6.0	0	0.0	1	unk
150,000 - 174,999	98	8.2	9	1.1	82	6.8	5	0.7	10	0.8	2	2.4	0	0.0	1	unk	4	0.3	0	0.0
175,000 - 199,999	219	18.3	24	1.3	187	15.6	22	1.4	10	0.8	2	2.4	10	0.8	0	0.0	7	0.6	0	0.0
Price Category	535	44.6	67	1.5	417	34.8	43	1.2	78	6.5	10	1.5	16	1.3	9	6.8	12	1.0	2	2.0
200,000 - 224,999	169	14.1	22	1.6	139	11.6	21	1.8	8	0.7	0	0.0	1	0.1	0	0.0	19	1.6	1	0.6
225,000 - 249,999	195	16.3	28	1.7	121	10.1	25	2.5	9	0.8	0	0.0	7	0.6	0	0.0	53	4.4	3	0.7
250,000 - 274,999	251	20.9	41	2.0	122	10.2	27	2.7	3	0.3	0	0.0	12	1.0	1	1.0	110	9.2	13	1.4
275,000 - 299,999	229	19.1	50	2.6	85	7.1	27	3.8	2	0.2	2	12.0	5	0.4	1	2.4	135	11.3	19	1.7
Price Category	844	70.3	141	2.0	467	38.9	100	2.6	22	1.8	2	1.1	25	2.1	2	1.0	317	26.4	36	1.4
300,000 - 324,999	174	14.5	44	3.0	64	5.3	9	1.7	1	0.1	1	12.0	3	0.3	0	0.0	101	8.4	34	4.0
325,000 - 349,999	151	12.6	28	2.2	53	4.4	8	1.8	2	0.2	0	0.0	2	0.2	1	6.0	93	7.8	19	2.5
350,000 - 374,999	105	8.8	10	1.1	41	3.4	1	0.3	0	0.0	0	n/a	1	0.1	1	12.0	62	5.2	8	1.5
375,000 - 399,999	103	8.6	11	1.3	36	3.0	5	1.7	2	0.2	0	0.0	4	0.3	1	3.0	59	4.9	5	1.0
Price Category	533	44.4	93	2.1	194	16.2	23	1.4	5	0.4	1	2.4	10	0.8	3	3.6	315	26.3	66	2.5
400,000 - 449,999	87	7.3	31	4.3	34	2.8	14	4.9	2	0.2	0	0.0	1	0.1	1	12.0	49	4.1	16	3.9
450,000 - 499,999	59	4.9	21	4.3	27	2.3	11	4.9	2	0.2	3	18.0	2	0.2	1	6.0	27	2.3	6	2.7
500,000 - 549,999	61	5.1	21	4.1	28	2.3	11	4.7	0	0.0	1	unk	3	0.3	3	12.0	28	2.3	5	2.1
550,000 - 599,999	25	2.1	16	7.7	6	0.5	8	16.0	1	0.1	0	0.0	0	0.0	1	unk	18	1.5	6	4.0
Price Category	232	19.3	89	4.6	95	7.9	44	5.6	5	0.4	4	9.6	6	0.5	6	12.0	122	10.2	33	3.2
600,000 - 649,999	16	1.3	4	3.0	5	0.4	4	9.6	0	0.0	0	n/a	1	0.1	0	0.0	10	0.8	0	0.0
650,000 - 699,999	9	0.8	6	8.0	5	0.4	6	14.4	0	0.0	0	n/a	3	0.3	0	0.0	1	0.1	0	0.0
700,000 - 749,999	4	0.3	1	3.0	2	0.2	0	0.0	0	0.0	0	n/a	1	0.1	0	0.0	0	0.0	1	unk
750,000 - 799,999	2	0.2	4	24.0	1	0.1	1	12.0	0	0.0	0	n/a	0	0.0	2	unk	1	0.1	0	0.0
Price Category	31	2.6	15	5.8	13	1.1	11	10.2	0	0.0	0	n/a	5	0.4	2	4.8	12	1.0	1	1.0
800,000 - 849,999	1	0.1	2	24.0	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a	1	0.1	1	12.0
850,000 - 899,999	1	0.1	4	48.0	0	0.0	4	unk	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
900,000 - 949,999	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
950,000 - 999,999	0	0.0	4	unk	0	0.0	3	unk	0	0.0	0	n/a	0	0.0	1	unk	0	0.0	0	n/a
Price Category	2	0.2	10	60.0	0	0.0	7	unk	0	0.0	0	n/a	0	0.0	1	unk	1	0.1	1	12.0
1,000,000 - 1,249,999	4	0.3	1	3.0	3	0.3	1	4.0	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
1,250,000 - 1,499,999	2	0.2	3	18.0	2	0.2	3	18.0	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
1,500,000 - 1,749,999	0	0.0	1	unk	0	0.0	1	unk	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
1,750,000 - 1,999,999	1	0.1	1	12.0	1	0.1	0	0.0	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	1	unk
Price Category	7	0.6	6	10.3	6	0.5	5	10.0	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	1	unk
2,000,000 - 2,499,999	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
2,500,000 - 2,999,999	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
3,000,000 - 3,499,999	0	0.0	1	unk	0	0.0	1	unk	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
3,500,000 - 3,999,999	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
4,000 & Up	0	0.0	1	unk	0	0.0	1	unk	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
Price Category	0	0.0	2	unk	0	0.0	2	unk	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
All Categories	2,184	182.0	423	2.3	1,192	99.3	235	2.4	110	9.2	17	1.9	62	5.2	23	4.5	779	64.9	140	2.2