

**Maury County
Market Condition Report**

**DECEMBER 2019
Issued: 01/06/2020**

AREA	DEC 2019 Activity			YEAR TO DATE ACTIVITY THRU DECEMBER 2019								01/01/19 - 12/31/19			DEC 2019
Report is current on date of generation. Results are impacted when additional sales/inventory are recorded in MLS.												Absorption Information			DEC 2019
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	
2017	187	\$250,886	28	1987	\$236,034	\$233,187	98.8%	\$228,500	25	1962	\$118.85	Sales Last 12 Months	Absorption Rate	Current Inventory	Months of Inventory
2018	150	\$278,808	39	1957	\$257,599	\$254,390	98.8%	\$245,900	26	1930	\$131.81				
2019	168	\$283,706	32	2223	\$288,280	\$284,695	98.8%	\$268,500	35	2009	\$141.71				
Var to LY	12.0%	1.8%	-7	13.6%	11.9%	11.9%	0.0%	9.2%	9	79	7.5%	2223	185.3	392	2.1
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
2017	87	\$236,726	31	1187	\$222,435	\$219,462	98.7%	\$199,000	27	1916	\$114.54	Sales Last 12 Months	Absorption Rate	Current Inventory	Months of Inventory
2018	78	\$265,894	44	1083	\$238,304	\$234,750	98.5%	\$217,500	28	1888	\$124.34				
2019	97	\$259,828	40	1214	\$267,536	\$263,062	98.3%	\$235,000	37	1947	\$135.11				
Var to LY	24.4%	-2.3%	-4	12.1%	12.3%	12.1%	-0.2%	8.0%	9	59	8.7%	1214	101.2	234	2.3
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
2017	15	\$133,046	35	84	\$141,257	\$136,201	96.4%	\$135,000	34	1847	\$73.74	Sales Last 12 Months	Absorption Rate	Current Inventory	Months of Inventory
2018	7	\$159,628	61	88	\$156,789	\$151,299	96.5%	\$145,000	43	1830	\$82.68				
2019	14	\$176,371	29	108	\$161,229	\$156,467	97.0%	\$145,500	35	1628	\$96.11				
Var to LY	100.0%	10.5%	-32	22.7%	2.8%	3.4%	0.6%	0.3%	-8	-202	16.2%	108	9.0	16	1.8
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
2017	7	\$246,342	39	66	\$226,253	\$221,712	98.0%	\$206,000	23	1908	\$116.20	Sales Last 12 Months	Absorption Rate	Current Inventory	Months of Inventory
2018	3	\$181,133	18	48	\$225,327	\$221,160	98.2%	\$209,900	43	1896	\$116.65				
2019	2	\$482,500	94	65	\$288,216	\$288,619	100.1%	\$255,990	44	2037	\$141.69				
Var to LY	-33.3%	166.4%	76	35.4%	27.9%	30.5%	2.0%	22.0%	1	141	21.5%	65	5.4	14	2.6
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
2017	77	\$291,564	16	617	\$276,753	\$274,837	99.3%	\$265,090	18	2071	\$132.71	Sales Last 12 Months	Absorption Rate	Current Inventory	Months of Inventory
2018	58	\$314,530	33	706	\$299,473	\$297,803	99.4%	\$285,990	20	2010	\$148.16				
2019	54	\$350,837	17	800	\$337,783	\$334,812	99.1%	\$312,990	30	2155	\$155.37				
Var to LY	-6.9%	11.5%	-16	13.3%	12.8%	12.4%	-0.3%	9.4%	10	145	4.9%	800	66.7	113	1.7

Maury County Absorption Report

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

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			
	01/01/19-12/31/19		Jan 2019		01/01/19-12/31/19		Jan 2019		01/01/19-12/31/19		Jan 2019		01/01/19-12/31/19		Jan 2019		01/01/19-12/31/19		Jan 2019	
	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	82	6.8	3	0.4	44	3.7	1	0.3	31	2.6	1	0.4	4	0.3	0	0.0	1	0.1	0	0.0
100,000 - 124,999	42	3.5	9	2.6	28	2.3	9	3.9	12	1.0	0	0.0	2	0.2	0	0.0	0	0.0	0	n/a
125,000 - 149,999	102	8.5	4	0.5	78	6.5	3	0.5	18	1.5	0	0.0	4	0.3	0	0.0	0	0.0	0	n/a
150,000 - 174,999	114	9.5	13	1.4	94	7.8	10	1.3	10	0.8	1	1.2	2	0.2	0	0.0	6	0.5	1	2.0
175,000 - 199,999	203	16.9	22	1.3	173	14.4	18	1.2	12	1.0	2	2.0	7	0.6	0	0.0	6	0.5	0	0.0
Price Category	543	45.3	51	1.1	417	34.8	41	1.2	83	6.9	4	0.6	19	1.6	0	0.0	13	1.1	1	0.9
200,000 - 224,999	174	14.5	27	1.9	140	11.7	24	2.1	6	0.5	1	2.0	2	0.2	0	0.0	25	2.1	1	0.5
225,000 - 249,999	214	17.8	38	2.1	129	10.8	28	2.6	6	0.5	4	8.0	7	0.6	3	5.1	69	5.8	2	0.3
250,000 - 274,999	250	20.8	58	2.8	124	10.3	40	3.9	1	0.1	0	0.0	10	0.8	3	3.6	110	9.2	15	1.6
275,000 - 299,999	229	19.1	48	2.5	91	7.6	23	3.0	1	0.1	0	0.0	5	0.4	1	2.4	131	10.9	22	2.0
Price Category	867	72.3	171	2.4	484	40.3	115	2.9	14	1.2	5	4.3	24	2.0	7	3.5	335	27.9	40	1.4
300,000 - 324,999	176	14.7	35	2.4	70	5.8	13	2.2	3	0.3	2	8.0	4	0.3	0	0.0	95	7.9	20	2.5
325,000 - 349,999	154	12.8	32	2.5	48	4.0	10	2.5	1	0.1	1	12.0	2	0.2	0	0.0	100	8.3	21	2.5
350,000 - 374,999	109	9.1	9	1.0	42	3.5	0	0.0	0	0.0	0	n/a	1	0.1	0	0.0	65	5.4	9	1.7
375,000 - 399,999	116	9.7	10	1.0	46	3.8	5	1.3	3	0.3	0	0.0	6	0.5	0	0.0	59	4.9	4	0.8
Price Category	555	46.3	86	1.9	206	17.2	28	1.6	7	0.6	3	5.1	13	1.1	0	0.0	319	26.6	54	2.0
400,000 - 449,999	78	6.5	20	3.1	33	2.8	8	2.9	1	0.1	1	12.0	0	0.0	0	n/a	43	3.6	11	3.1
450,000 - 499,999	60	5.0	7	1.4	25	2.1	3	1.4	2	0.2	0	0.0	2	0.2	1	6.0	30	2.5	2	0.8
500,000 - 549,999	53	4.4	14	3.2	23	1.9	10	5.2	0	0.0	2	unk	2	0.2	2	12.0	25	2.1	0	0.0
550,000 - 599,999	22	1.8	6	3.3	6	0.5	5	10.0	1	0.1	0	0.0	0	0.0	0	n/a	15	1.3	1	0.8
Price Category	213	17.8	47	2.6	87	7.3	26	3.6	4	0.3	3	9.0	4	0.3	3	9.0	113	9.4	14	1.5
600,000 - 649,999	18	1.5	3	2.0	6	0.5	1	2.0	0	0.0	0	n/a	1	0.1	0	0.0	11	0.9	1	1.1
650,000 - 699,999	11	0.9	7	7.6	3	0.3	5	20.0	0	0.0	1	unk	3	0.3	0	0.0	5	0.4	1	2.4
700,000 - 749,999	4	0.3	2	6.0	2	0.2	2	12.0	0	0.0	0	n/a	1	0.1	0	0.0	1	0.1	0	0.0
750,000 - 799,999	3	0.3	6	24.0	1	0.1	2	24.0	0	0.0	0	n/a	0	0.0	2	unk	2	0.2	1	6.0
Price Category	36	3.0	18	6.0	12	1.0	10	10.0	0	0.0	1	unk	5	0.4	2	4.8	19	1.6	3	1.9
800,000 - 849,999	1	0.1	3	36.0	0	0.0	2	unk	0	0.0	0	n/a	0	0.0	0	n/a	1	0.1	0	0.0
850,000 - 899,999	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
900,000 - 949,999	1	0.1	1	12.0	1	0.1	1	12.0	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	2	unk	0	0.0	1	unk	0	0.0	0	n/a	0	0.0	1	unk	0	0.0	0	n/a
Price Category	2	0.2	7	42.0	1	0.1	5	60.0	0	0.0	0	n/a	0	0.0	1	unk	1	0.1	0	0.0
1,000,000 - 1,249,999	3	0.3	1	4.0	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	5	30.0	2	0.2	4	24.0	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	3	unk	0	0.0	2	unk	0	0.0	0	n/a	0	0.0	1	unk	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	6	0.5	10	20.0	6	0.5	7	14.0	0	0.0	0	n/a	0	0.0	1	unk	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	1	0.1	1	12.0	1	0.1	1	12.0	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
Price Category	1	0.1	2	24.0	1	0.1	2	24.0	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
All Categories	2,223	185.3	392	2.1	1,214	101.2	234	2.3	108	9.0	16	1.8	65	5.4	14	2.6	800	66.7	113	1.7