

**Williamson 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
	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
Report is current on date of generation. Results are impacted when additional sales/inventory are recorded in MLS.															
Williamson County															
2017	467	\$594,766	31	5584	\$542,952	\$536,222	98.8%	\$460,747	30	3133	\$171.15				
2018	421	\$598,342	35	5542	\$582,849	\$575,154	98.7%	\$490,000	33	3166	\$181.67				
2019	469	\$610,048	36	5639	\$627,258	\$617,120	98.4%	\$531,625	34	3208	\$192.37				
Var to LY	11.4%	2.0%	1	1.8%	7.6%	7.3%	-0.3%	8.5%	1	42	5.9%	5639	469.9	1074	2.3
Spring Hill															
2017	69	\$377,518	28	821	\$350,744	\$349,753	99.7%	\$344,497	24	2596	\$134.73				
2018	55	\$384,758	42	764	\$369,809	\$368,332	99.6%	\$354,900	29	2607	\$141.29				
2019	65	\$390,559	42	712	\$390,206	\$387,364	99.3%	\$375,000	36	2678	\$144.65				
Var to LY	18.2%	1.5%	0	-6.8%	5.5%	5.2%	-0.3%	5.7%	7	71	2.4%	712	59.3	96	1.6
Franklin															
2017	196	\$591,970	28	2442	\$560,350	\$554,020	98.9%	\$482,500	30	3039	\$182.30				
2018	159	\$585,924	33	2356	\$594,027	\$585,824	98.6%	\$501,500	31	3030	\$193.34				
2019	204	\$575,185	31	2387	\$650,779	\$638,157	98.1%	\$545,000	34	3086	\$206.79				
Var to LY	28.3%	-1.8%	-2	1.3%	9.6%	8.9%	-0.6%	8.7%	3	56	7.0%	2387	198.9	429	2.2
Fairview															
2017	18	\$345,144	22	265	\$295,654	\$292,374	98.9%	\$267,500	25	2243	\$130.35				
2018	17	\$299,477	54	235	\$328,015	\$324,475	98.9%	\$299,900	39	2258	\$143.70				
2019	17	\$301,983	42	219	\$325,162	\$319,215	98.2%	\$301,372	42	2085	\$153.10				
Var to LY	0.0%	0.8%	-12	-6.8%	-0.9%	-1.6%	-0.8%	0.5%	3	-173	6.5%	219	18.3	35	1.9
Brentwood															
2017	85	\$927,765	44	822	\$804,174	\$786,684	97.8%	\$682,500	38	4306	\$182.69				
2018	63	\$858,188	44	841	\$860,127	\$841,664	97.9%	\$722,000	38	4349	\$193.53				
2019	60	\$1,053,746	49	816	\$917,928	\$895,949	97.6%	\$745,000	34	4415	\$202.93				
Var to LY	-4.8%	22.8%	5	-3.0%	6.7%	6.4%	-0.3%	3.2%	-4	66	4.9%	816	68.0	131	1.9

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	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
College Grove															
	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	9	\$657,726	41	142	\$819,796	\$795,088	97.0%	\$595,000	52	3557	\$223.53				
2018	21	\$974,793	19	159	\$829,933	\$820,054	98.8%	\$674,693	38	3889	\$210.87				
2019	17	\$779,475	34	188	\$843,309	\$831,467	98.6%	\$690,066	29	3681	\$225.88	188	15.7	63	4.0
Var to LY	-19.0%	-20.0%	15	18.2%	1.6%	1.4%	-0.2%	2.3%	-9	-208	7.1%	188	15.7	63	4.0
Thompsons Station															
	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	36	\$424,302	14	484	\$397,396	\$395,551	99.5%	\$386,000	22	2661	\$148.65				
2018	29	\$426,983	33	509	\$440,993	\$438,490	99.4%	\$410,000	31	2666	\$164.47				
2019	35	\$461,471	31	511	\$471,221	\$469,348	99.6%	\$430,000	27	2746	\$170.92	511	42.6	86	2.0
Var to LY	20.7%	8.1%	-2	0.4%	6.9%	7.0%	0.2%	4.9%	-4	80	3.9%	511	42.6	86	2.0
Nolensville															
	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	42	\$502,140	30	502	\$510,323	\$510,382	100.0%	\$493,441	25	3219	\$158.55				
2018	68	\$567,958	30	573	\$545,095	\$543,248	99.7%	\$520,000	36	3239	\$167.72				
2019	62	\$628,709	36	663	\$566,984	\$566,161	99.9%	\$539,900	35	3235	\$175.01	663	55.3	166	3.0
Var to LY	-8.8%	10.7%	6	15.7%	4.0%	4.2%	0.2%	3.8%	-1	-4	4.3%	663	55.3	166	3.0
Arrington															
	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	5	\$761,459	43	64	\$681,808	\$671,680	98.5%	\$664,900	65	3815	\$176.06				
2018	1	\$900,000	103	54	\$735,902	\$725,129	98.5%	\$705,000	50	3730	\$194.40				
2019	2	\$782,450	44	57	\$782,579	\$770,833	98.5%	\$755,500	52	3929	\$196.19	57	4.8	40	8.4
Var to LY	100.0%	-13.1%	-59	5.6%	6.3%	6.3%	0.0%	7.2%	2	199	0.9%	57	4.8	40	8.4
AREA															
	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							#DIV/0!				#DIV/0!				
2018							#DIV/0!				#DIV/0!				
2019							#DIV/0!				#DIV/0!				
Var to LY	#DIV/0!	#DIV/0!	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0	0	#DIV/0!	0.0	0.0	0	#DIV/0!

Williamson 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	WILLIAMSON COUNTY				SPRING HILL				FRANKLIN				FAIRVIEW				BRENTWOOD			
	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	6	0.5	1	2.0	0	0.0	0	n/a	1	0.1	1	12.0	1	0.1	0	0.0	0	0.0	0
100,000 - 124,999	4	0.3	0	0.0	0	0.0	0	n/a	1	0.1	0	0.0	2	0.2	0	0.0	0	0.0	0	n/a
125,000 - 149,999	5	0.4	1	2.4	0	0.0	0	n/a	2	0.2	1	6.0	3	0.3	0	0.0	0	0.0	0	n/a
150,000 - 174,999	13	1.1	1	0.9	0	0.0	0	n/a	5	0.4	1	2.4	6	0.5	0	0.0	0	0.0	0	n/a
175,000 - 199,999	20	1.7	1	0.6	0	0.0	0	n/a	8	0.7	0	0.0	8	0.7	0	0.0	0	0.0	0	n/a
Price Category	48	4.0	4	1.0	0	0.0	0	n/a	17	1.4	3	2.1	20	1.7	0	0.0	0	0.0	0	n/a
200,000 - 224,999	32	2.7	2	0.8	10	0.8	0	0.0	8	0.7	2	3.0	11	0.9	0	0.0	0	0.0	0	n/a
225,000 - 249,999	80	6.7	5	0.8	31	2.6	2	0.8	11	0.9	1	1.1	28	2.3	2	0.9	1	0.1	0	0.0
250,000 - 274,999	142	11.8	8	0.7	67	5.6	4	0.7	25	2.1	2	1.0	19	1.6	1	0.6	1	0.1	0	0.0
275,000 - 299,999	187	15.6	17	1.1	72	6.0	4	0.7	29	2.4	4	1.7	27	2.3	4	1.8	3	0.3	0	0.0
Price Category	441	36.8	32	0.9	180	15.0	10	0.7	73	6.1	9	1.5	85	7.1	7	1.0	5	0.4	0	0.0
300,000 - 324,999	249	20.8	10	0.5	61	5.1	3	0.6	78	6.5	2	0.3	36	3.0	0	0.0	1	0.1	1	12.0
325,000 - 349,999	203	16.9	20	1.2	42	3.5	4	1.1	88	7.3	8	1.1	16	1.3	2	1.5	2	0.2	0	0.0
350,000 - 374,999	253	21.1	21	1.0	70	5.8	2	0.3	125	10.4	5	0.5	11	0.9	4	4.4	0	0.0	0	n/a
375,000 - 399,999	238	19.8	21	1.1	63	5.3	8	1.5	109	9.1	8	0.9	15	1.3	3	2.4	2	0.2	0	0.0
Price Category	943	78.6	72	0.9	236	19.7	17	0.9	400	33.3	23	0.7	78	6.5	9	1.4	5	0.4	1	2.4
400,000 - 449,999	522	43.5	61	1.4	110	9.2	21	2.3	226	18.8	15	0.8	16	1.3	6	4.5	30	2.5	1	0.4
450,000 - 499,999	566	47.2	93	2.0	100	8.3	19	2.3	252	21.0	22	1.0	5	0.4	6	14.4	46	3.8	0	0.0
500,000 - 549,999	491	40.9	87	2.1	26	2.2	9	4.2	245	20.4	34	1.7	4	0.3	4	12.0	50	4.2	2	0.5
550,000 - 599,999	459	38.3	89	2.3	31	2.6	7	2.7	241	20.1	39	1.9	1	0.1	1	12.0	70	5.8	6	1.0
Price Category	2,038	169.8	330	1.9	267	22.3	56	2.5	964	80.3	110	1.4	26	2.2	17	7.8	196	16.3	9	0.6
600,000 - 649,999	385	32.1	77	2.4	20	1.7	6	3.6	181	15.1	18	1.2	6	0.5	1	2.0	69	5.8	4	0.7
650,000 - 699,999	359	29.9	86	2.9	4	0.3	4	12.0	140	11.7	39	3.3	2	0.2	1	6.0	83	6.9	5	0.7
700,000 - 749,999	248	20.7	58	2.8	4	0.3	1	3.0	103	8.6	32	3.7	1	0.1	0	0.0	55	4.6	5	1.1
750,000 - 799,999	208	17.3	42	2.4	0	0.0	0	n/a	92	7.7	19	2.5	1	0.1	0	0.0	49	4.1	5	1.2
Price Category	1,200	100.0	263	2.6	28	2.3	11	4.7	516	43.0	108	2.5	10	0.8	2	2.4	256	21.3	19	0.9
800,000 - 849,999	146	12.2	36	3.0	1	0.1	0	0.0	64	5.3	20	3.8	0	0.0	0	n/a	30	2.5	2	0.8
850,000 - 899,999	142	11.8	36	3.0	0	0.0	0	n/a	63	5.3	17	3.2	0	0.0	0	n/a	47	3.9	2	0.5
900,000 - 949,999	84	7.0	13	1.9	0	0.0	0	n/a	42	3.5	6	1.7	0	0.0	0	n/a	23	1.9	2	1.0
950,000 - 999,999	86	7.2	38	5.3	0	0.0	0	n/a	32	2.7	24	9.0	0	0.0	0	n/a	34	2.8	6	2.1
Price Category	458	38.2	123	3.2	1	0.1	0	0.0	201	16.8	67	4.0	0	0.0	0	n/a	134	11.2	12	1.1
1,000,000 - 1,249,999	242	20.2	51	2.5	0	0.0	0	n/a	97	8.1	29	3.6	0	0.0	0	n/a	112	9.3	19	2.0
1,250,000 - 1,499,999	107	8.9	55	6.2	0	0.0	0	n/a	55	4.6	25	5.5	0	0.0	0	n/a	36	3.0	21	7.0
1,500,000 - 1,749,999	69	5.8	30	5.2	0	0.0	0	n/a	26	2.2	9	4.2	0	0.0	0	n/a	25	2.1	14	6.7
1,750,000 - 1,999,999	24	2.0	28	14.0	0	0.0	1	unk	10	0.8	10	12.0	0	0.0	0	n/a	13	1.1	8	7.4
Price Category	442	36.8	164	4.5	0	0.0	1	unk	188	15.7	73	4.7	0	0.0	0	n/a	186	15.5	62	4.0
2,000,000 - 2,499,999	35	2.9	20	6.9	0	0.0	0	n/a	15	1.3	4	3.2	0	0.0	0	n/a	16	1.3	9	6.8
2,500,000 - 2,999,999	18	1.5	17	11.3	0	0.0	0	n/a	6	0.5	5	10.0	0	0.0	0	n/a	10	0.8	8	9.6
3,000,000 - 3,499,999	6	0.5	10	20.0	0	0.0	0	n/a	2	0.2	3	18.0	0	0.0	0	n/a	4	0.3	4	12.0
3,500,000 - 3,999,999	3	0.3	11	44.0	0	0.0	1	unk	0	0.0	5	unk	0	0.0	0	n/a	3	0.3	4	16.0
4,000 & Up	7	0.6	28	48.0	0	0.0	0	n/a	5	0.4	19	45.6	0	0.0	0	n/a	1	0.1	3	36.0
Price Category	69	5.8	86	15.0	0	0.0	1	unk	28	2.3	36	15.4	0	0.0	0	n/a	34	2.8	28	9.9
All Categories	5,639	469.9	1,074	2.3	712	59.3	96	1.6	2,387	198.9	429	2.2	219	18.3	35	1.9	816	68.0	131	1.9

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Price Ranges	COLLEGE GROVE				THOMPSONS STATION				NOLENSVILLE				ARRINGTON				AREA			
	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		03/01/18-02/28/19		Mar 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	1	0.1	0	0.0	3	0.3	0	0.0	0	0.0	0	n/a	0	0.0	0	n/a		0.0		n/a
100,000 - 124,999	1	0.1	0	0.0	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a		0.0		n/a
125,000 - 149,999	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		n/a
150,000 - 174,999	0	0.0	0	n/a	1	0.1	0	0.0	0	0.0	0	n/a	0	0.0	0	n/a		0.0		n/a
175,000 - 199,999	1	0.1	0	0.0	2	0.2	0	0.0	0	0.0	0	n/a	0	0.0	0	n/a		0.0		n/a
Price Category	3	0.3	0	0.0	6	0.5	0	0.0	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
200,000 - 224,999	0	0.0	0	n/a	2	0.2	0	0.0	0	0.0	0	n/a	0	0.0	0	n/a		0.0		n/a
225,000 - 249,999	1	0.1	0	0.0	5	0.4	0	0.0	1	0.1	0	0.0	0	0.0	0	n/a		0.0		n/a
250,000 - 274,999	0	0.0	0	n/a	29	2.4	1	0.4	1	0.1	0	0.0	0	0.0	0	n/a		0.0		n/a
275,000 - 299,999	0	0.0	1	unk	49	4.1	2	0.5	7	0.6	0	0.0	0	0.0	1	unk		0.0		n/a
Price Category	1	0.1	1	12.0	85	7.1	3	0.4	9	0.8	0	0.0	0	0.0	1	unk	0	0.0	0	n/a
300,000 - 324,999	2	0.2	0	0.0	49	4.1	3	0.7	20	1.7	1	0.6	2	0.2	0	0.0		0.0		n/a
325,000 - 349,999	0	0.0	0	n/a	36	3.0	1	0.3	19	1.6	5	3.2	0	0.0	0	n/a		0.0		n/a
350,000 - 374,999	0	0.0	0	n/a	18	1.5	3	2.0	29	2.4	7	2.9	0	0.0	0	n/a		0.0		n/a
375,000 - 399,999	3	0.3	0	0.0	19	1.6	1	0.6	25	2.1	1	0.5	0	0.0	0	n/a		0.0		n/a
Price Category	5	0.4	0	0.0	122	10.2	8	0.8	93	7.8	14	1.8	2	0.2	0	0.0	0	0.0	0	n/a
400,000 - 449,999	8	0.7	2	3.0	71	5.9	10	1.7	58	4.8	6	1.2	2	0.2	0	0.0		0.0		n/a
450,000 - 499,999	18	1.5	3	2.0	61	5.1	20	3.9	82	6.8	23	3.4	0	0.0	0	n/a		0.0		n/a
500,000 - 549,999	18	1.5	6	4.0	30	2.5	6	2.4	114	9.5	26	2.7	1	0.1	0	0.0		0.0		n/a
550,000 - 599,999	10	0.8	8	9.6	17	1.4	4	2.8	81	6.8	23	3.4	3	0.3	0	0.0		0.0		n/a
Price Category	54	4.5	19	4.2	179	14.9	40	2.7	335	27.9	78	2.8	6	0.5	0	0.0	0	0.0	0	n/a
600,000 - 649,999	21	1.8	5	2.9	33	2.8	13	4.7	47	3.9	29	7.4	1	0.1	1	12.0		0.0		n/a
650,000 - 699,999	14	1.2	7	6.0	32	2.7	6	2.3	62	5.2	18	3.5	11	0.9	3	3.3		0.0		n/a
700,000 - 749,999	16	1.3	1	0.8	13	1.1	0	0.0	34	2.8	11	3.9	6	0.5	5	10.0		0.0		n/a
750,000 - 799,999	15	1.3	0	0.0	15	1.3	2	1.6	22	1.8	5	2.7	5	0.4	4	9.6		0.0		n/a
Price Category	66	5.5	13	2.4	93	7.8	21	2.7	165	13.8	63	4.6	23	1.9	13	6.8	0	0.0	0	n/a
800,000 - 849,999	7	0.6	0	0.0	8	0.7	1	1.5	21	1.8	4	2.3	7	0.6	9	15.4		0.0		n/a
850,000 - 899,999	1	0.1	1	12.0	7	0.6	1	1.7	15	1.3	3	2.4	7	0.6	9	15.4		0.0		n/a
900,000 - 949,999	3	0.3	0	0.0	2	0.2	0	0.0	6	0.5	3	6.0	5	0.4	1	2.4		0.0		n/a
950,000 - 999,999	1	0.1	1	12.0	2	0.2	1	6.0	10	0.8	1	1.2	5	0.4	3	7.2		0.0		n/a
Price Category	12	1.0	2	2.0	19	1.6	3	1.9	52	4.3	11	2.5	24	2.0	22	11.0	0	0.0	0	n/a
1,000,000 - 1,249,999	16	1.3	2	1.5	2	0.2	1	6.0	8	0.7	0	0.0	1	0.1	0	0.0		0.0		n/a
1,250,000 - 1,499,999	10	0.8	5	6.0	3	0.3	1	4.0	0	0.0	0	n/a	0	0.0	1	unk		0.0		n/a
1,500,000 - 1,749,999	16	1.3	3	2.3	1	0.1	2	24.0	0	0.0	0	n/a	1	0.1	1	12.0		0.0		n/a
1,750,000 - 1,999,999	1	0.1	6	72.0	0	0.0	1	unk	0	0.0	0	n/a	0	0.0	1	unk		0.0		n/a
Price Category	43	3.6	16	4.5	6	0.5	5	10.0	8	0.7	0	0.0	2	0.2	3	18.0	0	0.0	0	n/a
2,000,000 - 2,499,999	3	0.3	4	16.0	0	0.0	2	unk	0	0.0	0	n/a	0	0.0	0	n/a		0.0		n/a
2,500,000 - 2,999,999	0	0.0	3	unk	1	0.1	0	0.0	1	0.1	0	0.0	0	0.0	0	n/a		0.0		n/a
3,000,000 - 3,499,999	0	0.0	3	unk	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a		0.0		n/a
3,500,000 - 3,999,999	0	0.0	0	n/a	0	0.0	1	unk	0	0.0	0	n/a	0	0.0	0	n/a		0.0		n/a
4,000 & Up	1	0.1	2	24.0	0	0.0	3	unk	0	0.0	0	n/a	0	0.0	1	unk		0.0		n/a
Price Category	4	0.3	12	36.0	1	0.1	6	72.0	1	0.1	0	0.0	0	0.0	1	unk	0	0.0	0	n/a
All Categories	188	15.7	63	4.0	511	42.6	86	2.0	663	55.3	166	3.0	57	4.8	40	8.4	0	0.0	0	n/a