

**Davidson 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
Davidson 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	915	\$358,079	29	11726	\$362,177	\$355,429	98.1%	\$281,000	25	2021	\$175.87	Sales Last 12 Months	Absorption Rate	Current Inventory	Months of Inventory
2018	903	\$384,487	34	12072	\$382,142	\$374,463	98.0%	\$297,000	27	1964	\$190.66				
2019	881	\$436,663	28	11788	\$418,914	\$411,015	98.1%	\$325,000	29	2059	\$199.62				
Var to LY	-2.4%	13.6%	-6	-2.4%	9.6%	9.8%	0.1%	9.4%	2	95	4.7%	11788	982.3	1521	1.5
1	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	212	\$281,772	23	2506	\$283,756	\$281,030	99.0%	\$269,000	18	1951	\$144.04	Sales Last 12 Months	Absorption Rate	Current Inventory	Months of Inventory
2018	210	\$307,749	29	2895	\$311,910	\$308,543	98.9%	\$281,980	21	1830	\$168.60				
2019	178	\$333,037	26	2523	\$337,691	\$334,207	99.0%	\$310,000	26	1932	\$172.98				
Var to LY	-15.2%	8.2%	-3	-12.8%	8.3%	8.3%	0.0%	9.9%	5	102	2.6%	2523	210.3	255	1.2
2	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	227	\$595,669	33	2801	\$634,111	\$615,653	97.1%	\$498,000	36	2697	\$228.27	Sales Last 12 Months	Absorption Rate	Current Inventory	Months of Inventory
2018	224	\$658,954	42	2867	\$649,718	\$630,702	97.1%	\$500,000	34	2607	\$241.93				
2019	231	\$755,181	35	2775	\$726,964	\$707,146	97.3%	\$566,000	34	2790	\$253.46				
Var to LY	3.1%	14.6%	-7	-3.2%	11.9%	12.1%	0.2%	13.2%	0	183	4.8%	2775	231.3	470	2.0
3	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	72	\$355,245	33	928	\$347,690	\$343,294	98.7%	\$340,000	32	1686	\$203.61	Sales Last 12 Months	Absorption Rate	Current Inventory	Months of Inventory
2018	75	\$397,621	56	1096	\$364,232	\$358,615	98.5%	\$362,000	39	1714	\$209.23				
2019	81	\$379,746	33	1121	\$390,043	\$384,454	98.6%	\$379,000	38	1775	\$216.59				
Var to LY	8.0%	-4.5%	-23	2.3%	7.1%	7.2%	0.1%	4.7%	-1	61	3.5%	1121	93.4	199	2.1
4	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	10	\$171,732	20	132	\$216,856	\$211,401	97.5%	\$200,000	24	1830	\$115.52	Sales Last 12 Months	Absorption Rate	Current Inventory	Months of Inventory
2018	15	\$266,026	41	142	\$238,825	\$234,386	98.1%	\$229,000	30	1690	\$138.69				
2019	6	\$224,066	46	130	\$285,225	\$275,737	96.7%	\$240,077	42	1833	\$150.43				
Var to LY	-60.0%	-15.8%	5	-8.5%	19.4%	17.6%	-1.5%	4.8%	12	143	8.5%	130	10.8	33	3.0

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5	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	39	\$265,021	32	549	\$229,445	\$226,094	98.5%	\$212,000	22	1856	\$121.82	537	44.8	92	2.1
2018	53	\$236,413	25	556	\$245,723	\$240,808	98.0%	\$229,900	24	1825	\$131.95				
2019	44	\$243,582	21	537	\$266,162	\$261,748	98.3%	\$238,000	25	1876	\$139.52				
Var to LY	-17.0%	3.0%	-4	-3.4%	8.3%	8.7%	0.3%	3.5%	1	51	5.7%				
6	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	169	\$303,077	34	2300	\$304,523	\$300,480	98.7%	\$285,000	30	1685	\$178.33	2210	184.2	238	1.3
2018	125	\$314,468	40	2171	\$323,056	\$317,169	98.2%	\$300,000	30	1677	\$189.13				
2019	152	\$362,019	22	2210	\$348,952	\$344,127	98.6%	\$325,000	27	1711	\$201.13				
Var to LY	21.6%	15.1%	-18	1.8%	8.0%	8.5%	0.4%	8.3%	-3	34	6.3%				
7	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	126	\$246,150	23	1555	\$250,213	\$247,470	98.9%	\$230,000	15	1853	\$133.55	1571	130.9	164	1.3
2018	122	\$261,164	22	1470	\$261,273	\$258,384	98.9%	\$246,901	20	1802	\$143.39				
2019	125	\$300,374	25	1571	\$289,576	\$285,694	98.7%	\$265,000	26	1898	\$150.52				
Var to LY	2.5%	15.0%	3	6.9%	10.8%	10.6%	-0.2%	7.3%	6	96	5.0%				
8	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	60	\$213,737	21	955	\$202,008	\$201,602	99.8%	\$201,000	13	1752	\$115.07	921	76.8	70	0.9
2018	79	\$220,843	16	875	\$219,810	\$217,662	99.0%	\$215,000	14	1733	\$125.60				
2019	64	\$243,398	22	921	\$244,821	\$241,893	98.8%	\$248,000	18	1804	\$134.09				
Var to LY	-19.0%	10.2%	6	5.3%	11.4%	11.1%	-0.2%	15.3%	4	71	6.8%				
AREA												Sales Last 12 Months	Absorption Rate	Current Inventory	Months of Inventory
2017							#DIV/0!				#DIV/0!	921	76.8	70	#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		#DIV/0!

Davidson 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	DAVIDSON COUNTY				1				2				3				4			
	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	42	3.5	3	0.9	8	0.7	0	0.0	0	0.0	1	unk	5	0.4	0	0.0	5	0.4	0	0.0
100,000 - 124,999	53	4.4	2	0.5	9	0.8	0	0.0	0	0.0	1	unk	10	0.8	0	0.0	3	0.3	0	0.0
125,000 - 149,999	194	16.2	5	0.3	36	3.0	1	0.3	10	0.8	0	0.0	19	1.6	0	0.0	8	0.7	1	1.5
150,000 - 174,999	372	31.0	24	0.8	58	4.8	4	0.8	13	1.1	0	0.0	30	2.5	7	2.8	11	0.9	3	3.3
175,000 - 199,999	595	49.6	42	0.8	126	10.5	7	0.7	14	1.2	3	2.6	39	3.3	5	1.5	13	1.1	4	3.7
Price Category	1,256	104.7	76	0.7	237	19.8	12	0.6	37	3.1	5	1.6	103	8.6	12	1.4	40	3.3	8	2.4
200,000 - 224,999	762	63.5	43	0.7	164	13.7	10	0.7	28	2.3	3	1.3	49	4.1	5	1.2	14	1.2	1	0.9
225,000 - 249,999	1,045	87.1	77	0.9	231	19.3	20	1.0	44	3.7	5	1.4	54	4.5	5	1.1	14	1.2	4	3.4
250,000 - 274,999	1,021	85.1	85	1.0	263	21.9	15	0.7	63	5.3	3	0.6	50	4.2	7	1.7	9	0.8	4	5.3
275,000 - 299,999	972	81.0	123	1.5	263	21.9	26	1.2	104	8.7	11	1.3	58	4.8	10	2.1	12	1.0	2	2.0
Price Category	3,800	316.7	328	1.0	921	76.8	71	0.9	239	19.9	22	1.1	211	17.6	27	1.5	49	4.1	11	2.7
300,000 - 324,999	793	66.1	74	1.1	251	20.9	19	0.9	124	10.3	7	0.7	62	5.2	8	1.5	4	0.3	2	6.0
325,000 - 349,999	745	62.1	110	1.8	218	18.2	27	1.5	134	11.2	11	1.0	73	6.1	5	0.8	9	0.8	2	2.7
350,000 - 374,999	710	59.2	67	1.1	200	16.7	14	0.8	124	10.3	14	1.4	93	7.8	15	1.9	4	0.3	3	9.0
375,000 - 399,999	701	58.4	109	1.9	153	12.8	24	1.9	146	12.2	22	1.8	108	9.0	26	2.9	10	0.8	1	1.2
Price Category	2,949	245.8	360	1.5	822	68.5	84	1.2	528	44.0	54	1.2	336	28.0	54	1.9	27	2.3	8	3.6
400,000 - 449,999	816	68.0	126	1.9	207	17.3	17	1.0	205	17.1	22	1.3	140	11.7	36	3.1	3	0.3	3	12.0
450,000 - 499,999	619	51.6	105	2.0	129	10.8	20	1.9	180	15.0	29	1.9	116	9.7	19	2.0	5	0.4	0	0.0
500,000 - 549,999	451	37.6	44	1.2	73	6.1	8	1.3	149	12.4	9	0.7	107	8.9	10	1.1	1	0.1	0	0.0
550,000 - 599,999	315	26.3	49	1.9	49	4.1	9	2.2	139	11.6	17	1.5	45	3.8	7	1.9	1	0.1	0	0.0
Price Category	2,201	183.4	324	1.8	458	38.2	54	1.4	673	56.1	77	1.4	408	34.0	72	2.1	10	0.8	3	3.6
600,000 - 649,999	210	17.5	35	2.0	20	1.7	2	1.2	134	11.2	17	1.5	20	1.7	4	2.4	2	0.2	2	12.0
650,000 - 699,999	204	17.0	39	2.3	10	0.8	3	3.6	146	12.2	23	1.9	19	1.6	6	3.8	0	0.0	0	n/a
700,000 - 749,999	185	15.4	26	1.7	6	0.5	1	2.0	151	12.6	11	0.9	8	0.7	8	12.0	1	0.1	0	0.0
750,000 - 799,999	157	13.1	40	3.1	10	0.8	5	6.0	126	10.5	25	2.4	7	0.6	5	8.6	0	0.0	0	n/a
Price Category	756	63.0	140	2.2	46	3.8	11	2.9	557	46.4	76	1.6	54	4.5	23	5.1	3	0.3	2	8.0
800,000 - 849,999	93	7.8	25	3.2	4	0.3	2	6.0	80	6.7	16	2.4	0	0.0	6	unk	0	0.0	0	n/a
850,000 - 899,999	108	9.0	21	2.3	10	0.8	6	7.2	91	7.6	11	1.5	0	0.0	0	n/a	0	0.0	0	n/a
900,000 - 949,999	60	5.0	12	2.4	2	0.2	0	0.0	53	4.4	11	2.5	1	0.1	0	0.0	0	0.0	0	n/a
950,000 - 999,999	60	5.0	30	6.0	7	0.6	5	8.6	44	3.7	21	5.7	4	0.3	0	0.0	0	0.0	0	n/a
Price Category	321	26.8	88	3.3	23	1.9	13	6.8	268	22.3	59	2.6	5	0.4	6	14.4	0	0.0	0	n/a
1,000,000 - 1,249,999	187	15.6	36	2.3	11	0.9	1	1.1	166	13.8	32	2.3	3	0.3	1	4.0	0	0.0	0	n/a
1,250,000 - 1,499,999	116	9.7	30	3.1	4	0.3	2	6.0	110	9.2	24	2.6	0	0.0	2	unk	0	0.0	0	n/a
1,500,000 - 1,749,999	77	6.4	36	5.6	0	0.0	0	n/a	75	6.3	33	5.3	1	0.1	0	0.0	1	0.1	1	12.0
1,750,000 - 1,999,999	36	3.0	26	8.7	0	0.0	1	unk	34	2.8	23	8.1	0	0.0	0	n/a	0	0.0	0	n/a
Price Category	416	34.7	128	3.7	15	1.3	4	3.2	385	32.1	112	3.5	4	0.3	3	9.0	1	0.1	1	12.0
2,000,000 - 2,499,999	50	4.2	32	7.7	1	0.1	2	24.0	49	4.1	27	6.6	0	0.0	1	unk	0	0.0	0	n/a
2,500,000 - 2,999,999	17	1.4	19	13.4	0	0.0	0	n/a	17	1.4	17	12.0	0	0.0	1	unk	0	0.0	0	n/a
3,000,000 - 3,499,999	11	0.9	8	8.7	0	0.0	2	unk	11	0.9	5	5.5	0	0.0	0	n/a	0	0.0	0	n/a
3,500,000 - 3,999,999	3	0.3	3	12.0	0	0.0	0	n/a	3	0.3	3	12.0	0	0.0	0	n/a	0	0.0	0	n/a
4,000 & Up	8	0.7	15	22.5	0	0.0	2	unk	8	0.7	13	19.5	0	0.0	0	n/a	0	0.0	0	n/a
Price Category	89	7.4	77	10.4	1	0.1	6	72.0	88	7.3	65	8.9	0	0.0	2	unk	0	0.0	0	n/a
All Categories	11,788	982.3	1,521	1.5	2,523	210.3	255	1.2	2,775	231.3	470	2.0	1,121	93.4	199	2.1	130	10.8	33	3.0

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Price Ranges	5				6				7				8				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	5	0.4	1	2.4	10	0.8	1	1.2	8	0.7	0	0.0	1	0.1	0	0.0		0.0		n/a
100,000 - 124,999	4	0.3	0	0.0	18	1.5	0	0.0	6	0.5	1	2.0	3	0.3	0	0.0		0.0		n/a
125,000 - 149,999	19	1.6	2	1.3	40	3.3	1	0.3	30	2.5	0	0.0	32	2.7	0	0.0		0.0		n/a
150,000 - 174,999	41	3.4	0	0.0	87	7.3	5	0.7	66	5.5	1	0.2	66	5.5	4	0.7		0.0		n/a
175,000 - 199,999	69	5.8	4	0.7	137	11.4	6	0.5	121	10.1	6	0.6	76	6.3	7	1.1		0.0		n/a
Price Category	138	11.5	7	0.6	292	24.3	13	0.5	231	19.3	8	0.4	178	14.8	11	0.7	0	0.0	0	n/a
200,000 - 224,999	74	6.2	8	1.3	166	13.8	6	0.4	152	12.7	7	0.6	115	9.6	3	0.3		0.0		n/a
225,000 - 249,999	96	8.0	7	0.9	161	13.4	13	1.0	249	20.8	13	0.6	196	16.3	10	0.6		0.0		n/a
250,000 - 274,999	51	4.3	10	2.4	167	13.9	23	1.7	218	18.2	12	0.7	200	16.7	11	0.7		0.0		n/a
275,000 - 299,999	39	3.3	15	4.6	169	14.1	24	1.7	172	14.3	14	1.0	155	12.9	21	1.6		0.0		n/a
Price Category	260	21.7	40	1.8	663	55.3	66	1.2	791	65.9	46	0.7	666	55.5	45	0.8	0	0.0	0	n/a
300,000 - 324,999	40	3.3	7	2.1	146	12.2	11	0.9	122	10.2	12	1.2	44	3.7	8	2.2		0.0		n/a
325,000 - 349,999	19	1.6	10	6.3	153	12.8	18	1.4	119	9.9	35	3.5	20	1.7	2	1.2		0.0		n/a
350,000 - 374,999	13	1.1	2	1.8	170	14.2	4	0.3	97	8.1	15	1.9	9	0.8	0	0.0		0.0		n/a
375,000 - 399,999	29	2.4	4	1.7	176	14.7	17	1.2	75	6.3	14	2.2	4	0.3	1	3.0		0.0		n/a
Price Category	101	8.4	23	2.7	645	53.8	50	0.9	413	34.4	76	2.2	77	6.4	11	1.7	0	0.0	0	n/a
400,000 - 449,999	17	1.4	5	3.5	173	14.4	25	1.7	71	5.9	18	3.0	0	0.0	0	n/a		0.0		n/a
450,000 - 499,999	4	0.3	5	15.0	161	13.4	26	1.9	24	2.0	5	2.5	0	0.0	1	unk		0.0		n/a
500,000 - 549,999	5	0.4	2	4.8	105	8.8	13	1.5	11	0.9	2	2.2	0	0.0	0	n/a		0.0		n/a
550,000 - 599,999	3	0.3	1	4.0	70	5.8	14	2.4	8	0.7	1	1.5	0	0.0	0	n/a		0.0		n/a
Price Category	29	2.4	13	5.4	509	42.4	78	1.8	114	9.5	26	2.7	0	0.0	1	unk	0	0.0	0	n/a
600,000 - 649,999	1	0.1	1	12.0	27	2.3	9	4.0	6	0.5	0	0.0	0	0.0	0	n/a		0.0		n/a
650,000 - 699,999	3	0.3	0	0.0	22	1.8	5	2.7	4	0.3	2	6.0	0	0.0	0	n/a		0.0		n/a
700,000 - 749,999	2	0.2	2	12.0	16	1.3	4	3.0	1	0.1	0	0.0	0	0.0	0	n/a		0.0		n/a
750,000 - 799,999	1	0.1	1	12.0	11	0.9	4	4.4	2	0.2	0	0.0	0	0.0	0	n/a		0.0		n/a
Price Category	7	0.6	4	6.9	76	6.3	22	3.5	13	1.1	2	1.8	0	0.0	0	n/a	0	0.0	0	n/a
800,000 - 849,999	1	0.1	0	0.0	6	0.5	0	0.0	2	0.2	0	0.0	0	0.0	1	unk		0.0		n/a
850,000 - 899,999	0	0.0	2	unk	6	0.5	1	2.0	1	0.1	1	12.0	0	0.0	0	n/a		0.0		n/a
900,000 - 949,999	0	0.0	0	n/a	3	0.3	1	4.0	1	0.1	0	0.0	0	0.0	0	n/a		0.0		n/a
950,000 - 999,999	1	0.1	0	0.0	4	0.3	2	6.0	0	0.0	2	unk	0	0.0	0	n/a		0.0		n/a
Price Category	2	0.2	2	12.0	19	1.6	4	2.5	4	0.3	3	9.0	0	0.0	1	unk	0	0.0	0	n/a
1,000,000 - 1,249,999	0	0.0	0	n/a	5	0.4	1	2.4	2	0.2	1	6.0	0	0.0	0	n/a		0.0		n/a
1,250,000 - 1,499,999	0	0.0	1	unk	1	0.1	1	12.0	1	0.1	0	0.0	0	0.0	0	n/a		0.0		n/a
1,500,000 - 1,749,999	0	0.0	0	n/a	0	0.0	2	unk	0	0.0	0	n/a	0	0.0	0	n/a		0.0		n/a
1,750,000 - 1,999,999	0	0.0	1	unk	0	0.0	1	unk	2	0.2	0	0.0	0	0.0	0	n/a		0.0		n/a
Price Category	0	0.0	2	unk	6	0.5	5	10.0	5	0.4	1	2.4	0	0.0	0	n/a	0	0.0	0	n/a
2,000,000 - 2,499,999	0	0.0	1	unk	0	0.0	0	n/a	0	0.0	1	unk	0	0.0	0	n/a		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	1	unk	0	0.0	0	n/a		0.0		n/a
3,000,000 - 3,499,999	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	1	unk		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		n/a
4,000 & Up	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
Price Category	0	0.0	1	unk	0	0.0	0	n/a	0	0.0	2	unk	0	0.0	1	unk	0	0.0	0	n/a
All Categories	537	44.8	92	2.1	2,210	184.2	238	1.3	1,571	130.9	164	1.3	921	76.8	70	0.9	0	0.0	0	n/a