

**Davidson County
Market Condition Report**

**JULY 2020
Issued: 08/06/2020**

AREA	JUL 2020 Activity			YEAR TO DATE ACTIVITY THRU JULY 2020								08/01/19 - 07/31/20			JUL 2020
	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	
Report is current on date of generation. Results are impacted when additional sales/inventory are recorded in MLS.															
Davidson County															
2018	1095	\$369,218	22	6778	\$388,340	\$380,788	98.1%	\$303,000	27	1986	\$191.74				
2019	1150	\$389,275	25	6860	\$415,682	\$408,088	98.2%	\$321,000	30	2049	\$199.16				
2020	1088	\$459,952	21	6294	\$440,181	\$433,432	98.5%	\$345,000	24	2073	\$209.08				
Var to LY	-5.4%	18.2%	-4	-8.3%	5.9%	6.2%	0.3%	7.5%	-6	24	5.0%	11097	924.8	1668	1.8
37211 (Area 1)															
2018	100	\$287,989	14	538	\$293,660	\$290,947	99.1%	\$283,000	18	1870	\$155.59				
2019	96	\$321,845	30	531	\$312,751	\$309,841	99.1%	\$295,000	25	1911	\$162.14				
2020	94	\$340,791	15	517	\$327,051	\$324,988	99.4%	\$317,500	17	1876	\$173.23				
Var to LY	-2.1%	5.9%	-15	-2.6%	4.6%	4.9%	0.3%	7.6%	-8	-35	6.8%	898	74.8	80	1.1
37013 (Area 1)															
2018	124	\$244,459	13	759	\$233,002	\$231,170	99.2%	\$230,000	14	1821	\$126.95				
2019	125	\$245,401	13	725	\$249,005	\$246,468	99.0%	\$248,000	18	1862	\$132.37				
2020	121	\$271,315	15	648	\$264,958	\$263,327	99.4%	\$263,000	17	1880	\$140.07				
Var to LY	-3.2%	10.6%	2	-10.6%	6.4%	6.8%	0.4%	6.0%	-1	18	5.8%	1186	98.8	86	0.9
37027 (Area 1)															
2018	30	\$480,745	14	148	\$480,613	\$471,241	98.0%	\$410,000	23	2843	\$165.75				
2019	19	\$488,272	15	178	\$502,607	\$500,586	99.6%	\$420,000	19	3009	\$166.36				
2020	32	\$549,834	12	150	\$547,160	\$541,339	98.9%	\$455,000	19	2875	\$188.29				
Var to LY	68.4%	12.6%	-3	-15.7%	8.9%	8.1%	-0.7%	8.3%	0	-134	13.2%	263	21.9	27	1.2
37210 (Area 1)															
2018	15	\$288,719	26	110	\$276,947	\$272,266	98.3%	\$250,000	26	1453	\$187.38				
2019	19	\$285,990	19	107	\$317,903	\$312,641	98.3%	\$290,000	28	1658	\$188.57				
2020	16	\$377,375	36	123	\$364,304	\$358,646	98.4%	\$364,900	30	1673	\$214.37				
Var to LY	-15.8%	32.0%	17	15.0%	14.6%	14.7%	0.1%	25.8%	2	15	13.7%	182	15.2	36	2.4

**Davidson County
Market Condition Report**

**JULY 2020
Issued: 08/06/2020**

AREA	JUL 2020 Activity			YEAR TO DATE ACTIVITY THRU JULY 2020								08/01/19 - 07/31/20			JUL
	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	2020
Report is current on date of generation. Results are impacted when additional sales/inventory are recorded in MLS.															
37215 (Area 2)															
2018	45	\$778,456	28	294	\$924,113	\$883,613	95.6%	\$719,900	55	3581	\$246.75				
2019	38	\$921,256	25	266	\$1,038,351	\$1,007,390	97.0%	\$818,000	38	3831	\$262.96				
2020	43	\$1,037,961	29	245	\$1,143,416	\$1,098,747	96.1%	\$882,500	42	3861	\$284.58				
Var to LY	13.2%	12.7%	4	-7.9%	10.1%	9.1%	-1.0%	7.9%	4	30	8.2%	440	36.7	142	3.9
37205 (Area 2)															
2018	33	\$1,044,648	25	264	\$888,086	\$856,786	96.5%	\$675,000	36	3267	\$262.25				
2019	40	\$775,394	19	272	\$944,444	\$915,334	96.9%	\$685,000	33	3298	\$277.54				
2020	51	\$853,491	39	243	\$936,487	\$910,831	97.3%	\$725,000	42	3245	\$280.69				
Var to LY	27.5%	10.1%	20	-10.7%	-0.8%	-0.5%	0.4%	5.8%	9	-53	1.1%	415	34.6	128	3.7
37221 (Area 2)															
2018	47	\$313,460	18	365	\$345,573	\$340,916	98.7%	\$312,458	14	2158	\$157.98				
2019	84	\$361,998	20	378	\$375,438	\$370,901	98.8%	\$349,000	24	2372	\$156.37				
2020	58	\$469,689	14	369	\$408,042	\$402,400	98.6%	\$365,000	18	2439	\$164.99				
Var to LY	-31.0%	29.7%	-6	-2.4%	8.7%	8.5%	-0.2%	4.6%	-6	67	5.5%	630	52.5	62	1.2
37204 (Area 2)															
2018	36	\$637,888	29	204	\$727,728	\$715,121	98.3%	\$670,000	36	2741	\$260.90				
2019	28	\$752,276	39	177	\$782,301	\$770,098	98.4%	\$732,500	43	2762	\$278.82				
2020	34	\$906,660	13	146	\$841,897	\$827,800	98.3%	\$720,000	25	2792	\$296.49				
Var to LY	21.4%	20.5%	-26	-17.5%	7.6%	7.5%	-0.1%	-1.7%	-18	30	6.3%	274	22.8	60	2.6
37212 (Area 2)															
2018	19	\$625,731	54	124	\$642,020	\$629,501	98.1%	\$580,000	29	2114	\$297.78				
2019	29	\$725,000	26	176	\$756,247	\$738,467	97.6%	\$690,000	41	2485	\$297.17				
2020	24	\$841,937	20	119	\$867,509	\$850,791	98.1%	\$709,900	27	2655	\$320.45				
Var to LY	-17.2%	16.1%	-6	-32.4%	14.7%	15.2%	0.4%	2.9%	-14	170	7.8%	222	18.5	40	2.2

**Davidson County
Market Condition Report**

**JULY 2020
Issued: 08/06/2020**

AREA	JUL 2020 Activity			YEAR TO DATE ACTIVITY THRU JULY 2020								08/01/19 - 07/31/20			JUL 2020
	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	
Report is current on date of generation. Results are impacted when additional sales/inventory are recorded in MLS.															
37209 (Area 3)															
2018	90	\$382,083	28	555	\$399,565	\$394,084	98.6%	\$380,000	35	1815	\$217.13	Sales Last 12 Months	Absorption Rate	Current Inventory	Months of Inventory
2019	106	\$404,438	33	531	\$425,814	\$418,799	98.4%	\$410,000	41	1894	\$221.12				
2020	92	\$529,015	28	607	\$460,333	\$457,362	99.4%	\$430,000	30	1956	\$233.83				
Var to LY	-13.2%	30.8%	-5	14.3%	8.1%	9.2%	1.0%	4.9%	-11	62	5.7%				
37208 (Area 3)															
2018	45	\$351,691	30	256	\$333,271	\$327,307	98.2%	\$322,000	36	1553	\$210.76	Sales Last 12 Months	Absorption Rate	Current Inventory	Months of Inventory
2019	45	\$358,725	38	287	\$359,119	\$353,810	98.5%	\$343,500	38	1639	\$215.87				
2020	38	\$411,897	56	232	\$406,005	\$399,328	98.4%	\$380,000	39	1697	\$235.31				
Var to LY	-15.6%	14.8%	18	-19.2%	13.1%	12.9%	-0.2%	10.6%	1	58	9.0%				
37206 (Area 6)															
2018	83	\$386,923	26	430	\$410,138	\$403,357	98.3%	\$390,000	34	1879	\$214.67	Sales Last 12 Months	Absorption Rate	Current Inventory	Months of Inventory
2019	70	\$420,428	25	420	\$424,644	\$419,521	98.8%	\$390,000	31	1892	\$221.73				
2020	67	\$464,533	12	406	\$468,618	\$464,575	99.1%	\$453,000	18	1938	\$239.72				
Var to LY	-4.3%	10.5%	-13	-3.3%	10.4%	10.7%	0.3%	16.2%	-13	46	8.1%				
37216 (Area 6)															
2018	49	\$310,543	20	333	\$334,345	\$328,930	98.4%	\$325,000	35	1714	\$191.91	Sales Last 12 Months	Absorption Rate	Current Inventory	Months of Inventory
2019	58	\$337,832	22	391	\$337,404	\$332,176	98.5%	\$335,000	25	1670	\$198.91				
2020	54	\$373,775	14	307	\$375,454	\$372,790	99.3%	\$375,000	21	1698	\$219.55				
Var to LY	-6.9%	10.6%	-8	-21.5%	11.3%	12.2%	0.9%	11.9%	-4	28	10.4%				
37207 (Area 6)															
2018	50	\$253,096	30	347	\$261,597	\$256,828	98.2%	\$243,000	28	1523	\$168.63	Sales Last 12 Months	Absorption Rate	Current Inventory	Months of Inventory
2019	70	\$337,071	25	402	\$302,154	\$298,180	98.7%	\$279,000	32	1639	\$181.93				
2020	62	\$320,649	23	337	\$322,009	\$320,670	99.6%	\$305,000	21	1614	\$198.68				
Var to LY	-11.4%	-4.9%	-2	-16.2%	6.6%	7.5%	0.9%	9.3%	-11	-25	9.2%				

**Davidson County
Market Condition Report**

**JULY 2020
Issued: 08/06/2020**

AREA	JUL 2020 Activity			YEAR TO DATE ACTIVITY THRU JULY 2020								08/01/19 - 07/31/20			JUL
	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	2020
Report is current on date of generation. Results are impacted when additional sales/inventory are recorded in MLS.															
37115 (Area 6)															
2018	40	\$206,414	13	265	\$215,979	\$212,816	98.5%	\$203,000	18	1557	\$136.68				
2019	40	\$226,177	30	272	\$224,144	\$219,445	97.9%	\$213,000	29	1521	\$144.28				
2020	49	\$262,134	17	253	\$267,601	\$262,898	98.2%	\$246,000	23	1675	\$156.95				
Var to LY	22.5%	15.9%	-13	-7.0%	19.4%	19.8%	0.3%	15.5%	-6	154	8.8%	424	35.3	55	1.6
37076 (Area 7)															
2018	57	\$270,468	13	357	\$275,837	\$274,845	99.6%	\$265,415	18	2046	\$134.33				
2019	69	\$273,919	23	381	\$277,513	\$274,686	99.0%	\$264,900	28	1942	\$141.44				
2020	68	\$327,198	23	357	\$309,373	\$307,489	99.4%	\$305,000	25	2020	\$152.22				
Var to LY	-1.4%	19.5%	0	-6.3%	11.5%	11.9%	0.4%	15.1%	-3	78	7.6%	699	58.3	51	0.9
37214 (Area 7)															
2018	55	\$248,725	12	310	\$244,177	\$241,067	98.7%	\$237,500	15	1628	\$148.08				
2019	41	\$271,029	28	297	\$263,869	\$259,632	98.4%	\$251,750	29	1698	\$152.90				
2020	33	\$310,718	10	264	\$299,588	\$296,744	99.1%	\$284,900	17	1778	\$166.90				
Var to LY	-19.5%	14.6%	-18	-11.1%	13.5%	14.3%	0.7%	13.2%	-12	80	9.2%	479	39.9	28	0.7
37217 (Area 8)															
2018	22	\$222,249	13	146	\$217,903	\$214,807	98.6%	\$210,000	16	1747	\$122.96				
2019	31	\$218,374	21	156	\$229,832	\$227,070	98.8%	\$236,000	24	1810	\$125.45				
2020	15	\$280,446	16	132	\$249,807	\$246,199	98.6%	\$245,000	18	1798	\$136.93				
Var to LY	-51.6%	28.4%	-5	-15.4%	8.7%	8.4%	-0.2%	3.8%	-6	-12	9.1%	242	20.2	14	0.7
AREA															
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			#DIV/0!

Davidson County Absorption Report

Report Issued: 08/06/2020. Single Family Home Data based on 12 Month
Rolling Calendar of: 08/01/19 to 07/31/20

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	DAVIDSON COUNTY				37211 (AREA 1)				37013 (AREA 1)				37027 (AREA 1)				37210 (AREA 1)			
	08/01/19-07/31/20		Aug 2020		08/01/19-07/31/20		Aug 2020		08/01/19-07/31/20		Aug 2020		08/01/19-07/31/20		Aug 2020		08/01/19-07/31/20		Aug 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	14	1.2	0	0.0	0	0.0	0	n/a	2	0.2	0	0.0	0	0.0	0	n/a	0	0.0	0	n/a
100,000 - 124,999	31	2.6	1	0.4	2	0.2	1	6.0	3	0.3	0	0.0	0	0.0	0	n/a	1	0.1	0	0.0
125,000 - 149,999	127	10.6	6	0.6	8	0.7	0	0.0	19	1.6	0	0.0	0	0.0	0	n/a	3	0.3	1	4.0
150,000 - 174,999	271	22.6	9	0.4	20	1.7	0	0.0	50	4.2	0	0.0	0	0.0	0	n/a	5	0.4	0	0.0
175,000 - 199,999	428	35.7	36	1.0	32	2.7	1	0.4	69	5.8	2	0.3	2	0.2	0	0.0	8	0.7	0	0.0
Price Category	871	72.6	52	0.7	62	5.2	2	0.4	143	11.9	2	0.2	2	0.2	0	0.0	17	1.4	1	0.7
200,000 - 224,999	593	49.4	36	0.7	53	4.4	2	0.5	129	10.8	10	0.9	0	0.0	0	n/a	14	1.2	1	0.9
225,000 - 249,999	959	79.9	72	0.9	80	6.7	4	0.6	238	19.8	8	0.4	1	0.1	0	0.0	13	1.1	0	0.0
250,000 - 274,999	927	77.3	69	0.9	91	7.6	4	0.5	257	21.4	8	0.4	4	0.3	0	0.0	15	1.3	4	3.2
275,000 - 299,999	952	79.3	89	1.1	112	9.3	4	0.4	216	18.0	19	1.1	6	0.5	0	0.0	20	1.7	1	0.6
Price Category	3,431	285.9	266	0.9	336	28.0	14	0.5	840	70.0	45	0.6	11	0.9	0	0.0	62	5.2	6	1.2
300,000 - 324,999	822	68.5	65	0.9	96	8.0	6	0.8	100	8.3	15	1.8	5	0.4	0	0.0	6	0.5	2	4.0
325,000 - 349,999	752	62.7	112	1.8	111	9.3	8	0.9	56	4.7	12	2.6	7	0.6	0	0.0	17	1.4	2	1.4
350,000 - 374,999	656	54.7	64	1.2	78	6.5	7	1.1	25	2.1	4	1.9	22	1.8	0	0.0	12	1.0	3	3.0
375,000 - 399,999	632	52.7	81	1.5	56	4.7	7	1.5	12	1.0	0	0.0	27	2.3	4	1.8	9	0.8	2	2.7
Price Category	2,862	238.5	322	1.4	341	28.4	28	1.0	193	16.1	31	1.9	61	5.1	4	0.8	44	3.7	9	2.5
400,000 - 449,999	909	75.8	120	1.6	78	6.5	10	1.5	5	0.4	3	7.2	49	4.1	6	1.5	23	1.9	2	1.0
450,000 - 499,999	678	56.5	122	2.2	41	3.4	7	2.0	3	0.3	2	8.0	49	4.1	2	0.5	21	1.8	4	2.3
500,000 - 549,999	459	38.3	91	2.4	25	2.1	11	5.3	0	0.0	0	n/a	30	2.5	3	1.2	7	0.6	4	6.9
550,000 - 599,999	339	28.3	78	2.8	12	1.0	3	3.0	1	0.1	0	0.0	14	1.2	3	2.6	3	0.3	4	16.0
Price Category	2,385	198.8	411	2.1	156	13.0	31	2.4	9	0.8	5	6.7	142	11.8	14	1.2	54	4.5	14	3.1
600,000 - 649,999	229	19.1	45	2.4	2	0.2	1	6.0	0	0.0	1	unk	4	0.3	2	6.0	3	0.3	0	0.0
650,000 - 699,999	214	17.8	56	3.1	1	0.1	1	12.0	0	0.0	0	n/a	3	0.3	0	0.0	1	0.1	0	0.0
700,000 - 749,999	165	13.8	51	3.7	0	0.0	0	n/a	1	0.1	0	0.0	2	0.2	0	0.0	0	0.0	0	n/a
750,000 - 799,999	124	10.3	41	4.0	0	0.0	0	n/a	0	0.0	0	n/a	3	0.3	0	0.0	0	0.0	3	unk
Price Category	732	61.0	193	3.2	3	0.3	2	8.0	1	0.1	1	12.0	12	1.0	2	2.0	4	0.3	3	9.0
800,000 - 849,999	104	8.7	34	3.9	0	0.0	0	n/a	0	0.0	0	n/a	3	0.3	1	4.0	1	0.1	0	0.0
850,000 - 899,999	97	8.1	53	6.6	0	0.0	1	unk	0	0.0	0	n/a	5	0.4	0	0.0	0	0.0	0	n/a
900,000 - 949,999	46	3.8	22	5.7	0	0.0	0	n/a	0	0.0	0	n/a	1	0.1	0	0.0	0	0.0	0	n/a
950,000 - 999,999	65	5.4	27	5.0	0	0.0	0	n/a	0	0.0	0	n/a	1	0.1	0	0.0	0	0.0	0	n/a
Price Category	312	26.0	136	5.2	0	0.0	1	unk	0	0.0	0	n/a	10	0.8	1	1.2	1	0.1	0	0.0
1,000,000 - 1,249,999	191	15.9	52	3.3	0	0.0	0	n/a	0	0.0	1	unk	7	0.6	0	0.0	0	0.0	0	n/a
1,250,000 - 1,499,999	103	8.6	60	7.0	0	0.0	0	n/a	0	0.0	0	n/a	2	0.2	0	0.0	0	0.0	1	unk
1,500,000 - 1,749,999	81	6.8	46	6.8	0	0.0	1	unk	0	0.0	0	n/a	8	0.7	1	1.5	0	0.0	1	unk
1,750,000 - 1,999,999	36	3.0	34	11.3	0	0.0	0	n/a	0	0.0	1	unk	7	0.6	1	1.7	0	0.0	0	n/a
Price Category	411	34.3	192	5.6	0	0.0	1	unk	0	0.0	2	unk	24	2.0	2	1.0	0	0.0	2	unk
2,000,000 - 2,499,999	56	4.7	31	6.6	0	0.0	0	n/a	0	0.0	0	n/a	1	0.1	0	0.0	0	0.0	0	n/a
2,500,000 - 2,999,999	12	1.0	29	29.0	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	2	unk	0	0.0	0	n/a
3,000,000 - 3,499,999	13	1.1	11	10.2	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	1	unk	0	0.0	0	n/a
3,500,000 - 3,999,999	4	0.3	5	15.0	0	0.0	1	unk	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	1	unk
4,000 & Up	8	0.7	15	22.5	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
Price Category	93	7.8	91	11.7	0	0.0	1	unk	0	0.0	0	n/a	1	0.1	3	36.0	0	0.0	1	unk
All Categories	11,097	924.8	1,663	1.8	898	74.8	80	1.1	1,186	98.8	86	0.9	263	21.9	26	1.2	182	15.2	36	2.4

Davidson County Absorption Report

Report Issued: 08/06/2020. Single Family Home Data based on 12 Month
Rolling Calendar of: 08/01/19 to 07/31/20

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	37215 (AREA 2)				37205 (AREA 2)				37221 (AREA 2)				37204 (AREA 2)				37212 (AREA 2)			
	08/01/19-07/31/20		Aug 2020		08/01/19-07/31/20		Aug 2020		08/01/19-07/31/20		Aug 2020		08/01/19-07/31/20		Aug 2020		08/01/19-07/31/20		Aug 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	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
100,000 - 124,999	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
125,000 - 149,999	0	0.0	0	n/a	0	0.0	0	n/a	3	0.3	1	4.0	0	0.0	0	n/a	1	0.1	0	0.0
150,000 - 174,999	0	0.0	0	n/a	1	0.1	0	0.0	2	0.2	0	0.0	1	0.1	0	0.0	0	0.0	0	n/a
175,000 - 199,999	1	0.1	1	12.0	0	0.0	1	unk	5	0.4	6	14.4	0	0.0	1	unk	1	0.1	0	0.0
Price Category	1	0.1	1	12.0	1	0.1	1	12.0	10	0.8	7	8.4	1	0.1	1	12.0	2	0.2	0	0.0
200,000 - 224,999	1	0.1	0	0.0	3	0.3	2	8.0	11	0.9	1	1.1	1	0.1	0	0.0	1	0.1	0	0.0
225,000 - 249,999	1	0.1	0	0.0	5	0.4	4	9.6	13	1.1	0	0.0	2	0.2	0	0.0	0	0.0	0	n/a
250,000 - 274,999	3	0.3	1	4.0	6	0.5	0	0.0	23	1.9	0	0.0	3	0.3	0	0.0	4	0.3	0	0.0
275,000 - 299,999	3	0.3	0	0.0	7	0.6	0	0.0	54	4.5	3	0.7	3	0.3	0	0.0	2	0.2	1	6.0
Price Category	8	0.7	1	1.5	21	1.8	6	3.4	101	8.4	4	0.5	9	0.8	0	0.0	7	0.6	1	1.7
300,000 - 324,999	1	0.1	0	0.0	3	0.3	0	0.0	80	6.7	1	0.2	2	0.2	0	0.0	2	0.2	0	0.0
325,000 - 349,999	1	0.1	0	0.0	11	0.9	2	2.2	89	7.4	10	1.3	4	0.3	0	0.0	1	0.1	0	0.0
350,000 - 374,999	4	0.3	0	0.0	8	0.7	2	3.0	96	8.0	7	0.9	1	0.1	0	0.0	2	0.2	0	0.0
375,000 - 399,999	2	0.2	1	6.0	15	1.3	2	1.6	62	5.2	8	1.5	6	0.5	1	2.0	2	0.2	0	0.0
Price Category	8	0.7	1	1.5	37	3.1	6	1.9	327	27.3	26	1.0	13	1.1	1	0.9	7	0.6	0	0.0
400,000 - 449,999	8	0.7	0	0.0	22	1.8	1	0.5	82	6.8	6	0.9	13	1.1	0	0.0	9	0.8	0	0.0
450,000 - 499,999	7	0.6	0	0.0	24	2.0	3	1.5	53	4.4	4	0.9	18	1.5	1	0.7	18	1.5	1	0.7
500,000 - 549,999	12	1.0	1	1.0	26	2.2	3	1.4	19	1.6	2	1.3	22	1.8	0	0.0	11	0.9	3	3.3
550,000 - 599,999	21	1.8	0	0.0	27	2.3	6	2.7	16	1.3	3	2.3	17	1.4	3	2.1	19	1.6	3	1.9
Price Category	48	4.0	1	0.3	99	8.3	13	1.6	170	14.2	15	1.1	70	5.8	4	0.7	57	4.8	7	1.5
600,000 - 649,999	27	2.3	3	1.3	25	2.1	3	1.4	10	0.8	2	2.4	21	1.8	3	1.7	13	1.1	0	0.0
650,000 - 699,999	38	3.2	4	1.3	19	1.6	4	2.5	4	0.3	1	3.0	17	1.4	5	3.5	27	2.3	1	0.4
700,000 - 749,999	31	2.6	5	1.9	30	2.5	1	0.4	1	0.1	1	12.0	20	1.7	6	3.6	21	1.8	2	1.1
750,000 - 799,999	25	2.1	6	2.9	20	1.7	5	3.0	0	0.0	0	n/a	12	1.0	7	7.0	15	1.3	6	4.8
Price Category	121	10.1	18	1.8	94	7.8	13	1.7	15	1.3	4	3.2	70	5.8	21	3.6	76	6.3	9	1.4
800,000 - 849,999	28	2.3	5	2.1	11	0.9	5	5.5	2	0.2	0	0.0	22	1.8	4	2.2	7	0.6	2	3.4
850,000 - 899,999	21	1.8	3	1.7	9	0.8	2	2.7	0	0.0	1	unk	20	1.7	2	1.2	12	1.0	3	3.0
900,000 - 949,999	4	0.3	3	9.0	15	1.3	2	1.6	0	0.0	1	unk	10	0.8	4	4.8	2	0.2	0	0.0
950,000 - 999,999	18	1.5	4	2.7	10	0.8	10	12.0	0	0.0	0	n/a	7	0.6	3	5.1	3	0.3	1	4.0
Price Category	71	5.9	15	2.5	45	3.8	19	5.1	2	0.2	2	12.0	59	4.9	13	2.6	24	2.0	6	3.0
1,000,000 - 1,249,999	68	5.7	13	2.3	41	3.4	7	2.0	1	0.1	1	12.0	21	1.8	3	1.7	17	1.4	9	6.4
1,250,000 - 1,499,999	43	3.6	30	8.4	18	1.5	9	6.0	1	0.1	0	0.0	13	1.1	5	4.6	16	1.3	7	5.3
1,500,000 - 1,749,999	24	2.0	17	8.5	23	1.9	12	6.3	1	0.1	1	12.0	10	0.8	4	4.8	9	0.8	1	1.3
1,750,000 - 1,999,999	11	0.9	12	13.1	10	0.8	6	7.2	0	0.0	0	n/a	3	0.3	7	28.0	0	0.0	0	n/a
Price Category	146	12.2	72	5.9	92	7.7	34	4.4	3	0.3	2	8.0	47	3.9	19	4.9	42	3.5	17	4.9
2,000,000 - 2,499,999	22	1.8	13	7.1	12	1.0	10	10.0	1	0.1	0	0.0	4	0.3	1	3.0	7	0.6	0	0.0
2,500,000 - 2,999,999	5	0.4	11	26.4	6	0.5	13	26.0	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
3,000,000 - 3,499,999	6	0.5	4	8.0	4	0.3	5	15.0	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
3,500,000 - 3,999,999	2	0.2	2	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
4,000 & Up	2	0.2	3	18.0	3	0.3	7	28.0	1	0.1	0	0.0	1	0.1	0	0.0	0	0.0	0	n/a
Price Category	37	3.1	33	10.7	26	2.2	36	16.6	2	0.2	0	0.0	5	0.4	1	2.4	7	0.6	0	0.0
All Categories	440	36.7	142	3.9	415	34.6	128	3.7	630	52.5	60	1.1	274	22.8	60	2.6	222	18.5	40	2.2

Absorption Report

Report Issued: 03/07/2019. Single Family Home Data based on 12 Month Rolling
 Calendar of: 03/01/18 to 02/28/19

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	37209 (AREA 3)				37208 (AREA 3)				37206 (AREA 6)				37216 (AREA 6)				37207 (AREA 6)			
	08/01/19-07/31/20		Aug 2020		08/01/19-07/31/20		Aug 2020		08/01/19-07/31/20		Aug 2020		08/01/19-07/31/20		Aug 2020		08/01/19-07/31/20		Aug 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	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	0.0	0	n/a
100,000 - 124,999	0	0.0	0	n/a	3	0.3	0	0.0	0	0.0	0	n/a	0	0.0	0	n/a	4	0.3	0	0.0
125,000 - 149,999	2	0.2	0	0.0	14	1.2	0	0.0	0	0.0	0	n/a	2	0.2	0	0.0	12	1.0	2	2.0
150,000 - 174,999	6	0.5	1	2.0	24	2.0	1	0.5	3	0.3	0	0.0	4	0.3	0	0.0	31	2.6	1	0.4
175,000 - 199,999	7	0.6	2	3.4	15	1.3	6	4.8	5	0.4	0	0.0	14	1.2	1	0.9	46	3.8	1	0.3
Price Category	15	1.3	3	2.4	57	4.8	7	1.5	8	0.7	0	0.0	20	1.7	1	0.6	93	7.8	4	0.5
200,000 - 224,999	23	1.9	0	0.0	17	1.4	1	0.7	9	0.8	0	0.0	22	1.8	1	0.5	54	4.5	3	0.7
225,000 - 249,999	31	2.6	2	0.8	12	1.0	5	5.0	21	1.8	1	0.6	36	3.0	1	0.3	75	6.3	10	1.6
250,000 - 274,999	35	2.9	3	1.0	17	1.4	10	7.1	31	2.6	1	0.4	44	3.7	1	0.3	33	2.8	7	2.5
275,000 - 299,999	47	3.9	7	1.8	17	1.4	6	4.2	36	3.0	3	1.0	40	3.3	4	1.2	52	4.3	3	0.7
Price Category	136	11.3	12	1.1	63	5.3	22	4.2	97	8.1	5	0.6	142	11.8	7	0.6	214	17.8	23	1.3
300,000 - 324,999	57	4.8	4	0.8	28	2.3	8	3.4	27	2.3	0	0.0	45	3.8	1	0.3	64	5.3	2	0.4
325,000 - 349,999	66	5.5	2	0.4	27	2.3	9	4.0	26	2.2	0	0.0	43	3.6	5	1.4	52	4.3	10	2.3
350,000 - 374,999	79	6.6	7	1.1	32	2.7	5	1.9	30	2.5	3	1.2	46	3.8	1	0.3	37	3.1	3	1.0
375,000 - 399,999	69	5.8	6	1.0	64	5.3	9	1.7	49	4.1	3	0.7	73	6.1	4	0.7	28	2.3	7	3.0
Price Category	271	22.6	19	0.8	151	12.6	31	2.5	132	11.0	6	0.5	207	17.3	11	0.6	181	15.1	22	1.5
400,000 - 449,999	159	13.3	28	2.1	47	3.9	6	1.5	94	7.8	4	0.5	74	6.2	12	1.9	48	4.0	3	0.8
450,000 - 499,999	127	10.6	22	2.1	29	2.4	18	7.4	90	7.5	14	1.9	63	5.3	7	1.3	31	2.6	15	5.8
500,000 - 549,999	101	8.4	24	2.9	23	1.9	4	2.1	69	5.8	12	2.1	30	2.5	1	0.4	10	0.8	5	6.0
550,000 - 599,999	42	3.5	17	4.9	25	2.1	7	3.4	65	5.4	7	1.3	16	1.3	5	3.8	5	0.4	1	2.4
Price Category	429	35.8	91	2.5	124	10.3	35	3.4	318	26.5	37	1.4	183	15.3	25	1.6	94	7.8	24	3.1
600,000 - 649,999	30	2.5	10	4.0	10	0.8	2	2.4	41	3.4	8	2.3	3	0.3	0	0.0	4	0.3	1	3.0
650,000 - 699,999	32	2.7	9	3.4	10	0.8	2	2.4	22	1.8	3	1.6	3	0.3	1	4.0	9	0.8	3	4.0
700,000 - 749,999	18	1.5	6	4.0	4	0.3	3	9.0	10	0.8	5	6.0	1	0.1	0	0.0	0	0.0	7	unk
750,000 - 799,999	15	1.3	4	3.2	3	0.3	0	0.0	12	1.0	2	2.0	0	0.0	0	n/a	0	0.0	0	n/a
Price Category	95	7.9	29	3.7	27	2.3	7	3.1	85	7.1	18	2.5	7	0.6	1	1.7	13	1.1	11	10.2
800,000 - 849,999	11	0.9	4	4.4	1	0.1	3	36.0	7	0.6	1	1.7	0	0.0	0	n/a	1	0.1	1	12.0
850,000 - 899,999	9	0.8	19	25.3	0	0.0	1	unk	7	0.6	6	10.3	0	0.0	0	n/a	0	0.0	0	n/a
900,000 - 949,999	4	0.3	1	3.0	2	0.2	0	0.0	2	0.2	0	0.0	0	0.0	0	n/a	1	0.1	0	0.0
950,000 - 999,999	12	1.0	1	1.0	1	0.1	1	12.0	4	0.3	1	3.0	0	0.0	0	n/a	0	0.0	0	n/a
Price Category	36	3.0	25	8.3	4	0.3	5	15.0	20	1.7	8	4.8	0	0.0	0	n/a	2	0.2	1	6.0
1,000,000 - 1,249,999	13	1.1	2	1.8	3	0.3	0	0.0	3	0.3	5	20.0	0	0.0	0	n/a	0	0.0	2	unk
1,250,000 - 1,499,999	1	0.1	0	0.0	0	0.0	2	unk	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	1	unk
1,500,000 - 1,749,999	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	1	unk	0	0.0	0	n/a	0	0.0	0	n/a
1,750,000 - 1,999,999	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
Price Category	14	1.2	2	1.7	3	0.3	2	8.0	3	0.3	6	24.0	0	0.0	0	n/a	0	0.0	3	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	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
3,500,000 - 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	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
Price Category	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
All Categories	996	83.0	181	2.2	429	35.8	109	3.0	663	55.3	80	1.4	559	46.6	45	1.0	597	49.8	88	1.8

Absorption Report

Report Issued: 03/07/2019. Single Family Home Data based on 12 Month Rolling Calendar of: 03/01/18 to 02/28/19

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	37115 (AREA 6)				37076 (AREA 7)				37214 (AREA 7)				37217 (AREA 8)				AREA			
	08/01/19-07/31/20		Aug 2020		08/01/19-07/31/20		Aug 2020		08/01/19-07/31/20		Aug 2020		08/01/19-07/31/20		Aug 2020		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	6	0.5	0	0.0	1	0.1	0	0.0	1	0.1	0	0.0	1	0.1	0	0.0		0.0	
100,000 - 124,999	9	0.8	0	0.0	0	0.0	0	n/a	1	0.1	0	0.0	2	0.2	0	0.0		0.0		n/a
125,000 - 149,999	17	1.4	2	1.4	4	0.3	0	0.0	4	0.3	0	0.0	9	0.8	0	0.0		0.0		n/a
150,000 - 174,999	26	2.2	2	0.9	18	1.5	0	0.0	25	2.1	1	0.5	18	1.5	1	0.7		0.0		n/a
175,000 - 199,999	47	3.9	4	1.0	22	1.8	2	1.1	38	3.2	0	0.0	33	2.8	0	0.0		0.0		n/a
Price Category	105	8.8	8	0.9	45	3.8	2	0.5	69	5.8	1	0.2	63	5.3	1	0.2	0	0.0	0	n/a
200,000 - 224,999	55	4.6	7	1.5	36	3.0	0	0.0	41	3.4	2	0.6	37	3.1	1	0.3		0.0		n/a
225,000 - 249,999	66	5.5	9	1.6	96	8.0	5	0.6	69	5.8	3	0.5	41	3.4	4	1.2		0.0		n/a
250,000 - 274,999	46	3.8	4	1.0	93	7.8	5	0.6	61	5.1	3	0.6	37	3.1	3	1.0		0.0		n/a
275,000 - 299,999	56	4.7	9	1.9	79	6.6	4	0.6	63	5.3	4	0.8	41	3.4	3	0.9		0.0		n/a
Price Category	223	18.6	29	1.6	304	25.3	14	0.6	234	19.5	12	0.6	156	13.0	11	0.8	0	0.0	0	n/a
300,000 - 324,999	25	2.1	5	2.4	91	7.6	6	0.8	56	4.7	3	0.6	11	0.9	1	1.1		0.0		n/a
325,000 - 349,999	22	1.8	3	1.6	88	7.3	6	0.8	36	3.0	2	0.7	2	0.2	1	6.0		0.0		n/a
350,000 - 374,999	14	1.2	3	2.6	69	5.8	6	1.0	11	0.9	0	0.0	2	0.2	0	0.0		0.0		n/a
375,000 - 399,999	12	1.0	3	3.0	37	3.1	5	1.6	18	1.5	1	0.7	3	0.3	0	0.0		0.0		n/a
Price Category	73	6.1	14	2.3	285	23.8	23	1.0	121	10.1	6	0.6	18	1.5	2	1.3	0	0.0	0	n/a
400,000 - 449,999	7	0.6	3	5.1	50	4.2	7	1.7	26	2.2	2	0.9	2	0.2	0	0.0		0.0		n/a
450,000 - 499,999	1	0.1	0	0.0	9	0.8	1	1.3	18	1.5	3	2.0	2	0.2	0	0.0		0.0		n/a
500,000 - 549,999	3	0.3	0	0.0	2	0.2	1	6.0	9	0.8	1	1.3	0	0.0	0	n/a		0.0		n/a
550,000 - 599,999	5	0.4	0	0.0	2	0.2	0	0.0	2	0.2	2	12.0	1	0.1	0	0.0		0.0		n/a
Price Category	16	1.3	3	2.3	63	5.3	9	1.7	55	4.6	8	1.7	5	0.4	0	0.0	0	0.0	0	n/a
600,000 - 649,999	1	0.1	0	0.0	1	0.1	1	12.0	0	0.0	0	n/a	0	0.0	0	n/a		0.0		n/a
650,000 - 699,999	2	0.2	1	6.0	1	0.1	0	0.0	0	0.0	0	n/a	0	0.0	0	n/a		0.0		n/a
700,000 - 749,999	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
750,000 - 799,999	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
Price Category	4	0.3	1	3.0	2	0.2	1	6.0	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
800,000 - 849,999	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
850,000 - 899,999	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
900,000 - 949,999	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
950,000 - 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
Price Category	2	0.2	0	0.0	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
1,000,000 - 1,249,999	1	0.1	0	0.0	0	0.0	1	unk	0	0.0	0	n/a	0	0.0	0	n/a		0.0		n/a
1,250,000 - 1,499,999	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		n/a
1,500,000 - 1,749,999	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
1,750,000 - 1,999,999	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
Price Category	1	0.1	0	0.0	0	0.0	1	unk	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
2,000,000 - 2,499,999	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
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		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	0	n/a		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	0	n/a	0	0.0	1	unk	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
All Categories	424	35.3	55	1.6	699	58.3	51	0.9	479	39.9	27	0.7	242	20.2	14	0.7	0	0.0	0	n/a