

**Maury 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
Report is current on date of generation. Results are impacted when additional sales/inventory are recorded in MLS.												Absorption Information			2020
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	199	\$276,346	19	1124	\$259,450	\$256,789	99.0%	\$249,000	24	1937	\$132.57				
2019	212	\$273,274	29	1265	\$279,730	\$276,042	98.7%	\$260,935	38	1986	\$138.99				
2020	241	\$310,531	31	1200	\$295,596	\$292,487	98.9%	\$276,900	37	2025	\$144.44				
Var to LY	13.7%	13.6%	2	-5.1%	5.7%	6.0%	0.3%	6.1%	-1	39	3.9%				
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	101	\$235,686	23	625	\$234,128	\$231,472	98.9%	\$214,990	27	1885	\$122.80				
2019	112	\$239,934	32	713	\$265,554	\$260,491	98.1%	\$235,000	37	1930	\$134.97				
2020	131	\$302,006	38	670	\$282,004	\$278,005	98.6%	\$249,960	40	1960	\$141.84				
Var to LY	17.0%	25.9%	6	-6.0%	6.2%	6.7%	0.5%	6.4%	3	30	5.1%				
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	8	\$143,225	34	50	\$145,999	\$142,013	97.3%	\$135,000	39	1793	\$79.20				
2019	9	\$97,177	22	54	\$146,697	\$143,391	97.7%	\$144,900	45	1578	\$90.87				
2020	9	\$294,830	39	65	\$209,096	\$211,531	101.2%	\$199,900	40	1755	\$120.53				
Var to LY	0.0%	203.4%	17	20.4%	42.5%	47.5%	3.5%	38.0%	-5	177	32.6%				
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	2	\$690,000	60	30	\$232,203	\$227,433	97.9%	\$200,900	46	1876	\$121.23				
2019	9	\$326,500	30	43	\$256,774	\$264,069	102.8%	\$240,000	44	1941	\$136.05				
2020	14	\$251,985	22	43	\$259,625	\$259,860	100.1%	\$256,400	30	1798	\$144.53				
Var to LY	55.6%	-22.8%	-8	0.0%	1.1%	-1.6%	-2.7%	6.8%	-14	-143	6.2%				
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	84	\$314,973	11	404	\$308,695	\$307,382	99.6%	\$288,900	16	2034	\$151.12				
2019	77	\$336,533	25	435	\$322,391	\$318,880	98.9%	\$299,990	38	2136	\$149.29				
2020	84	\$321,892	21	402	\$328,834	\$326,709	99.4%	\$307,440	30	2188	\$149.32				
Var to LY	9.1%	-4.4%	-4	-7.6%	2.0%	2.5%	0.4%	2.5%	-8	52	0.0%				

## Maury 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	MAURY COUNTY				COLUMBIA				MOUNT PLEASANT				CULLEOKA				SPRING HILL			
	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	75	6.3	3	0.5	44	3.7	1	0.3	24	2.0	1	0.5	3	0.3	0	0.0	1	0.1	0	0.0
100,000 - 124,999	41	3.4	4	1.2	28	2.3	3	1.3	11	0.9	0	0.0	1	0.1	1	12.0	1	0.1	0	0.0
125,000 - 149,999	75	6.3	12	1.9	58	4.8	10	2.1	11	0.9	0	0.0	4	0.3	2	6.0	1	0.1	0	0.0
150,000 - 174,999	91	7.6	9	1.2	71	5.9	8	1.4	12	1.0	1	1.0	3	0.3	0	0.0	3	0.3	0	0.0
175,000 - 199,999	182	15.2	13	0.9	151	12.6	11	0.9	13	1.1	1	0.9	8	0.7	0	0.0	7	0.6	1	1.7
Price Category	464	38.7	41	1.1	352	29.3	33	1.1	71	5.9	3	0.5	19	1.6	3	1.9	13	1.1	1	0.9
200,000 - 224,999	160	13.3	20	1.5	134	11.2	18	1.6	7	0.6	1	1.7	2	0.2	0	0.0	14	1.2	0	0.0
225,000 - 249,999	197	16.4	16	1.0	135	11.3	11	1.0	16	1.3	0	0.0	3	0.3	0	0.0	38	3.2	3	0.9
250,000 - 274,999	226	18.8	39	2.1	118	9.8	31	3.2	4	0.3	1	3.0	15	1.3	0	0.0	86	7.2	7	1.0
275,000 - 299,999	273	22.8	31	1.4	104	8.7	21	2.4	7	0.6	1	1.7	4	0.3	1	3.0	155	12.9	6	0.5
Price Category	856	71.3	106	1.5	491	40.9	81	2.0	34	2.8	3	1.1	24	2.0	1	0.5	293	24.4	16	0.7
300,000 - 324,999	184	15.3	34	2.2	60	5.0	14	2.8	2	0.2	1	6.0	4	0.3	1	3.0	115	9.6	18	1.9
325,000 - 349,999	152	12.7	27	2.1	56	4.7	10	2.1	3	0.3	1	4.0	1	0.1	1	12.0	92	7.7	15	2.0
350,000 - 374,999	97	8.1	19	2.4	34	2.8	2	0.7	0	0.0	1	unk	3	0.3	1	4.0	59	4.9	15	3.1
375,000 - 399,999	89	7.4	15	2.0	29	2.4	3	1.2	2	0.2	0	0.0	2	0.2	3	18.0	55	4.6	9	2.0
Price Category	522	43.5	95	2.2	179	14.9	29	1.9	7	0.6	3	5.1	10	0.8	6	7.2	321	26.8	57	2.1
400,000 - 449,999	94	7.8	12	1.5	36	3.0	7	2.3	2	0.2	0	0.0	3	0.3	0	0.0	52	4.3	4	0.9
450,000 - 499,999	67	5.6	25	4.5	33	2.8	16	5.8	3	0.3	0	0.0	3	0.3	0	0.0	28	2.3	9	3.9
500,000 - 549,999	60	5.0	12	2.4	30	2.5	6	2.4	0	0.0	0	n/a	3	0.3	0	0.0	25	2.1	5	2.4
550,000 - 599,999	38	3.2	7	2.2	15	1.3	4	3.2	1	0.1	0	0.0	0	0.0	0	n/a	21	1.8	3	1.7
Price Category	259	21.6	56	2.6	114	9.5	33	3.5	6	0.5	0	0.0	9	0.8	0	0.0	126	10.5	21	2.0
600,000 - 649,999	21	1.8	1	0.6	8	0.7	1	1.5	0	0.0	0	n/a	1	0.1	0	0.0	12	1.0	0	0.0
650,000 - 699,999	14	1.2	2	1.7	10	0.8	2	2.4	1	0.1	0	0.0	2	0.2	0	0.0	1	0.1	0	0.0
700,000 - 749,999	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
750,000 - 799,999	6	0.5	4	8.0	5	0.4	2	4.8	0	0.0	0	n/a	0	0.0	1	unk	1	0.1	0	0.0
Price Category	43	3.6	9	2.5	24	2.0	6	3.0	1	0.1	0	0.0	3	0.3	1	4.0	14	1.2	0	0.0
800,000 - 849,999	3	0.3	1	4.0	2	0.2	0	0.0	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	1	12.0	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	0	0.0	1	0.1	0	0.0	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	5	0.4	4	9.6	3	0.3	2	8.0	0	0.0	0	n/a	0	0.0	1	unk	1	0.1	1	12.0
1,000,000 - 1,249,999	6	0.5	5	10.0	5	0.4	3	7.2	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	2	unk
1,250,000 - 1,499,999	2	0.2	0	0.0	2	0.2	0	0.0	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
1,500,000 - 1,749,999	1	0.1	2	24.0	0	0.0	2	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	0	0.0	2	unk	0	0.0	1	unk	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	1	unk
Price Category	9	0.8	9	12.0	7	0.6	6	10.3	0	0.0	0	n/a	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	1	unk	0	0.0	0	n/a	0	0.0	1	unk	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	3	unk	0	0.0	2	unk	0	0.0	1	unk	0	0.0	0	n/a	0	0.0	0	n/a
All Categories	2,158	179.8	323	1.8	1,170	97.5	192	2.0	119	9.9	10	1.0	65	5.4	12	2.2	768	64.0	99	1.5