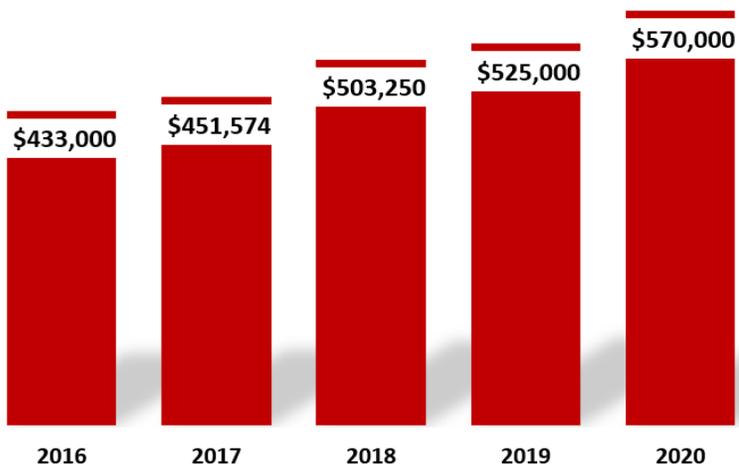


# Monthly Market Stats

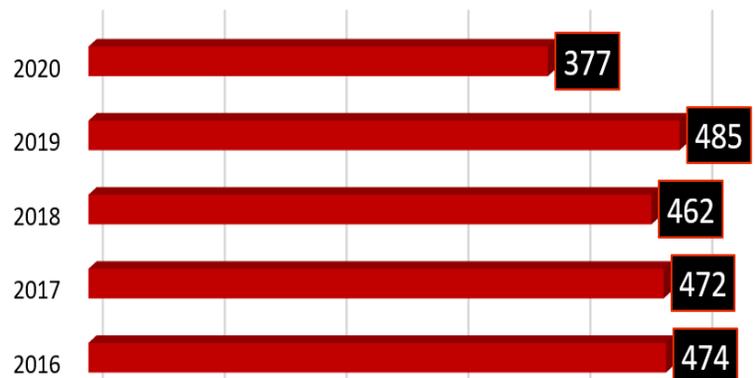
- April 2020 -

|                          | Residential | Condo     | Totals       | Land      |
|--------------------------|-------------|-----------|--------------|-----------|
| Closings                 | 361         | 16        | <b>377</b>   | 16        |
| Average Price            | \$667,239   | \$326,500 | —            | \$643,225 |
| Median Price             | \$570,000   | \$307,000 | —            | \$350,500 |
| Days on Market           | 30          | 54        | —            | 64        |
| List to Contract Days    | 34          | 69        | —            | 69        |
| Contract to Closed Days  | 66          | 42        | —            | 101       |
| List to Closed Days      | 100         | 111       | —            | 169       |
| Active Inventory         | 1,232       | 65        | <b>1,297</b> | 410       |
| Under Contract Inventory | 1,059       | 95        | <b>2,213</b> | 91        |
| New Listings             | 708         | 33        | <b>741</b>   | 58        |
| New Under Contract       | 405         | 19        | <b>424</b>   | 21        |

April MTD Median Sale Price



April MTD Closings



YTD CLOSINGS: 1531

## April 2019

|                         | <b>Residential</b> | <b>Condo</b> | <b>Land</b> |
|-------------------------|--------------------|--------------|-------------|
| <b>Closings</b>         | 450                | 35           | 32          |
| <b>Average Price</b>    | \$617,729          | \$300,065    | \$463,934   |
| <b>Median Price</b>     | \$525,000          | \$267,900    | \$295,000   |
| <b>DOM</b>              | 38                 | 32           | 65          |
| <b>Active Inventory</b> | 1,429              | 80           | 446         |
| <b>Under Contract</b>   | 1,293              | 82           | 102         |

## April 2020

### SINGLE FAMILY HOMES- WILLIAMSON CO CITIES

|                          | <b>Closed</b> | <b>Avg.</b> | <b>Median</b> | <b>DOM</b> | <b>Act Inv</b> |
|--------------------------|---------------|-------------|---------------|------------|----------------|
| <b>Arrington</b>         | 8             | \$ 990,690  | \$ 844,224    | 48         | 44             |
| <b>Brentwood</b>         | 43            | \$ 912,135  | \$ 839,400    | 25         | 175            |
| <b>College Grove</b>     | 19            | \$ 944,200  | \$ 651,737    | 39         | 72             |
| <b>Fairview</b>          | 16            | \$ 373,260  | \$ 349,750    | 41         | 28             |
| <b>Franklin</b>          | 149           | \$ 698,280  | \$ 570,566    | 30         | 466            |
| <b>Nolensville</b>       | 34            | \$ 592,842  | \$ 592,000    | 33         | 148            |
| <b>Spring Hill</b>       | 43            | \$ 403,565  | \$ 410,000    | 14         | 114            |
| <b>Thompsons Station</b> | 37            | \$ 506,925  | \$ 459,990    | 24         | 79             |

### SINGLE FAMILY HOMES IN OTHER COUNTIES

| As of 4/7/20      | <b>Closed</b> | <b>Average</b>   | <b>Ave. DOM</b> |
|-------------------|---------------|------------------|-----------------|
| <b>Davidson</b>   | <b>929</b>    | <b>\$315,000</b> | <b>52</b>       |
| <b>Maury</b>      | <b>155</b>    | <b>\$281,945</b> | <b>68</b>       |
| <b>Rutherford</b> | <b>556</b>    | <b>\$287,900</b> | <b>67</b>       |
| <b>Sumner</b>     | <b>313</b>    | <b>\$319,950</b> | <b>64</b>       |
| <b>Williamson</b> | <b>377</b>    | <b>\$537,360</b> | <b>64</b>       |
| <b>Wilson</b>     | <b>270</b>    | <b>\$335,000</b> | <b>71</b>       |

#### Special Note- Definitions of Statistics:

- \* **Closings**- Listed properties that have closed in the month.
- \* **Averaged Closed Price**- The average price of listed properties that have closed in a month.
- \* **Median Closed Price**- The median price of listed properties that have closed in a month.
- \* **Days on Market**- Total days active (excluding Coming Soon, Hold, and days under contract and back to active)
- \* **List to Contract Days**- Total days from listing to contract regardless of status (To evaluate suggested list prices to go under contract within certain time frames.)
- \* **Contract to Closed Days**- Total days from contract to close (Will provide sellers a realistic expectation of how long it will take to close.)
- \* **List to Closed Days**- Total days from listing to closed (The best gauge of the market in a broader perspective - ignoring statuses, seller buyer readiness, etc.)
- \* **Total Inventory**- All listings, including active and those which are under contract but not closed.
- \* **Active Inventory**- The total number of listings that are not under contract .
- \* **Under Contract Inventory**- The total number of listed properties that are under contract and have not closed.
- \* **New Listing**- Properties listed for sale within the month.
- \* **New Under Contract**- Listings that have a Bidding Contact Date within the month with statuses of Under Contract Showing, Under Contract Not Showing & Closed. (This statistic is now calculated using Binding Contract Date and previously reported as "New Pending")