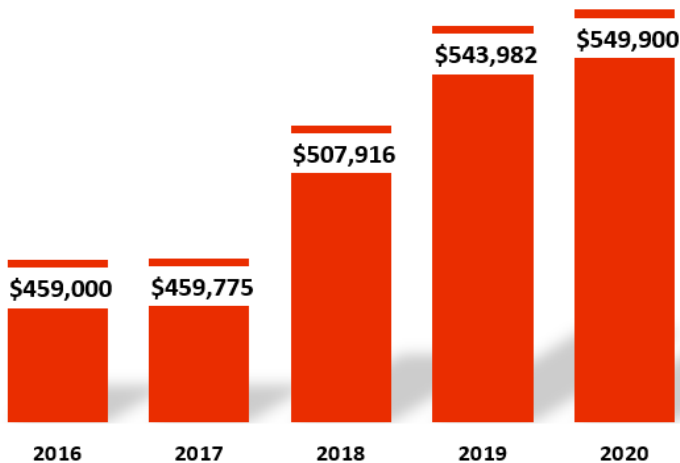


Monthly Market Stats

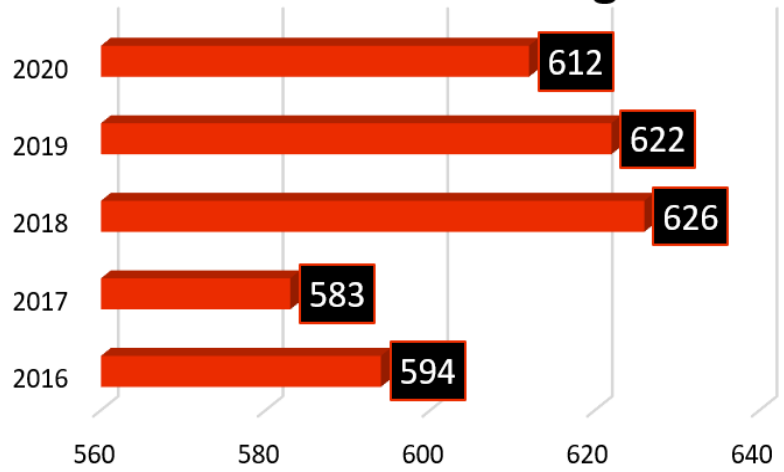
- June 2020 -

	Residential	Condo	Totals	Land
Closings	557	55	612	22
Average Price	\$648,849	\$322,103	—	\$480,989
Median Price	\$549,900	\$306,507	—	\$427,500
Days on Market	26	44	—	88
List to Contract Days	31	47	—	95
Contract to Closed Days	56	79	—	72
List to Closed Days	87	127	—	167
Active Inventory	1,198	72	1,270	399
Under Contract Inventory	1,425	121	1,546	108
New Listings	967	61	1,028	70
New Under Contract	800	44	844	64

June MTD Median Sale Price



June MTD Closings



YTD CLOSINGS: 2,568

June 2019

	Residential	Condo	Land
Closings	586	36	25
Average Price	\$625,047	\$302,419	\$424,168
Median Price	\$543,982	\$259,750	\$289,000
DOM	32	58	64
Active Inventory	1,555	87	476
Under Contract	1,365	107	97

June 2020

SINGLE FAMILY HOMES- WILLIAMSON CO CITIES

	Closed	Avg.	Median	DOM	Act Inv
Arrington	5	\$ 697,145	\$ 727,000	25	35
Brentwood	80	\$1,053,292	\$ 802,500	28	163
College Grove	21	\$ 674,956	\$ 593,702	10	72
Fairview	31	\$ 353,399	\$ 347,900	16	25
Franklin	217	\$ 676,912	\$ 583,000	25	446
Nolensville	60	\$ 584,035	\$ 562,356	26	108
Spring Hill	72	\$ 405,337	\$ 401,950	32	76
Thompsons Station	61	\$ 464,919	\$ 434,000	25	53

SINGLE FAMILY HOMES IN OTHER COUNTIES

As of 7/8/20	Closed	Average	Ave. DOM
Davidson	1252	\$403,903	22
Maury	211	\$289,793	36
Rutherford	772	\$304,902	26
Sumner	439	\$345,963	28
Williamson	603	\$616,714	27
Wilson	340	\$366,002	31

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")