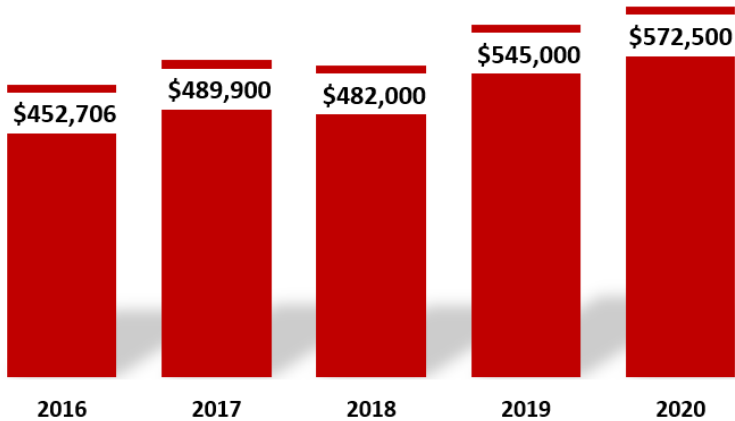


Monthly Market Stats

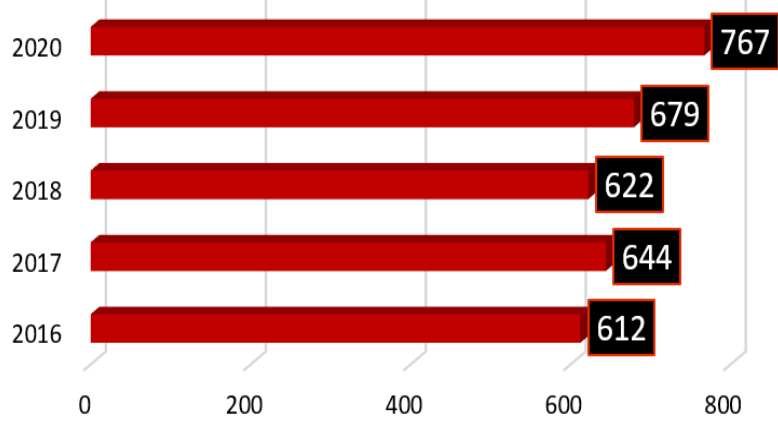
- July 2020 -

| | Residential | Condo | Totals | Land |
|--------------------------|-------------|-----------|--------------|-----------|
| Closings | 720 | 47 | 767 | 37 |
| Average Price | \$664,782 | \$325,546 | — | \$617,781 |
| Median Price | \$572,500 | \$300,000 | — | \$350,000 |
| Days on Market | 31 | 26 | — | 152 |
| List to Contract Days | 36 | 41 | — | 164 |
| Contract to Closed Days | 55 | 41 | — | 74 |
| List to Closed Days | 91 | 82 | — | 238 |
| Active Inventory | 1,046 | 76 | 1,122 | 373 |
| Under Contract Inventory | 1,470 | 116 | 1,586 | 139 |
| New Listings | 814 | 51 | 865 | 75 |
| New Under Contract | 713 | 51 | 764 | 54 |

July MTD Median Sale Price



July MTD Closings



YTD CLOSINGS: 3,335

July 2019

| | Residential | Condo | Land |
|------------------|-------------|-----------|-----------|
| Closings | 634 | 45 | 22 |
| Average Price | \$619,270 | \$267,239 | \$481,411 |
| Median Price | \$545,000 | \$253,000 | \$239,425 |
| DOM | 30 | 26 | 70 |
| Active Inventory | 1,543 | 85 | 493 |
| Under Contract | 1,287 | 117 | 93 |

July 2020

SINGLE FAMILY HOMES- WILLIAMSON CO CITIES

| | Closed | Avg. | Median | DOM | Act Inv |
|-------------------|--------|------------|------------|-----|---------|
| Arrington | 17 | \$ 799,779 | \$ 841,235 | 78 | 33 |
| Brentwood | 112 | \$ 917,209 | \$ 805,000 | 20 | 138 |
| College Grove | 30 | \$ 748,523 | \$ 566,766 | 21 | 43 |
| Fairview | 27 | \$ 365,282 | \$ 349,262 | 22 | 38 |
| Franklin | 293 | \$ 689,111 | \$ 586,947 | 37 | 411 |
| Nolensville | 81 | \$ 588,166 | \$ 544,900 | 30 | 77 |
| Spring Hill | 87 | \$ 442,161 | \$ 426,500 | 31 | 60 |
| Thompsons Station | 57 | \$ 494,129 | \$ 457,500 | 12 | 49 |

SINGLE FAMILY HOMES IN OTHER COUNTIES

| As of 8/7/20 | Closed | Average | Ave. DOM |
|--------------|--|---------|----------|
| Davidson | Data Currently Unavailable on RealTracs | | |
| Maury | | | |
| Rutherford | | | |
| Sumner | | | |
| Williamson | | | |
| Wilson | | | |

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 Biding 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")