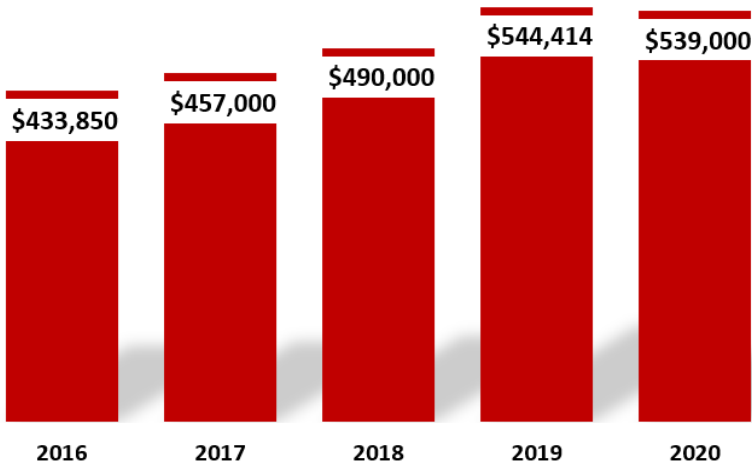


Monthly Market Stats

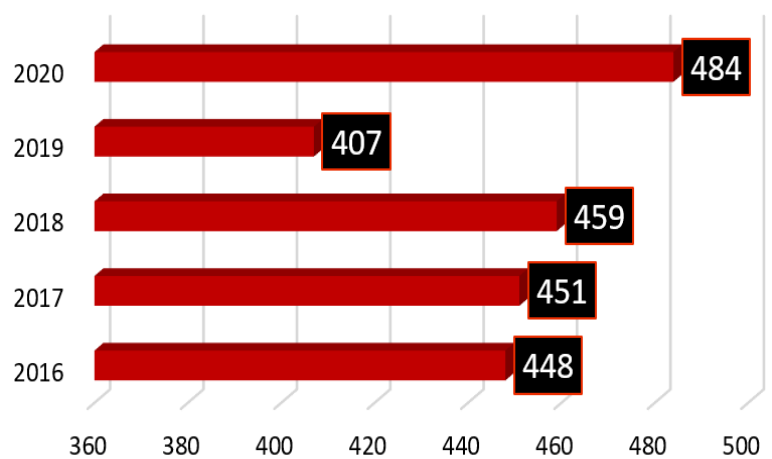
- March 2020 -

	Residential	Condo	Totals	Land
Closings	453	31	484	20
Average Price	\$628,825	\$272,932	—	\$433,090
Median Price	\$539,000	\$268,000	—	\$247,500
Days on Market	35	41	—	89
List to Contract Days	40	46	—	93
Contract to Closed Days	58	34	—	66
List to Closed Days	98	80	—	159
Active Inventory	1,104	65	1,169	409
Under Contract Inventory	1,159	94	1,253	99
New Listings	802	45	847	73
New Under Contract	466	36	502	22

March MTD Median Sale Price



March MTD Closings



YTD CLOSINGS: 1154

March 2019

	Residential	Condo	Land
Closings	382	25	16
Average Price	\$616,863	\$303,156	\$494,538
Median Price	\$544,414	\$287,000	\$167,500
DOM	35	27	118
Active Inventory	1,316	75	416
Under Contract	1,112	81	96

March 2020

SINGLE FAMILY HOMES– WILLIAMSON CO CITIES

	Closed	Avg.	Median	DOM	Act Inv
Arrington	7	\$ 808,007	\$ 813,038	46	49
Brentwood	51	\$ 966,755	\$ 810,000	40	156
College Grove	21	\$ 875,860	\$ 628,597	26	65
Fairview	19	\$ 314,463	\$ 305,448	27	27
Franklin	178	\$ 639,931	\$ 545,000	34	446
Nolensville	61	\$ 583,920	\$ 575,500	19	136
Spring Hill	70	\$ 431,943	\$ 425,712	45	124
Thompsons Station	41	\$ 521,057	\$ 492,990	51	76

SINGLE FAMILY HOMES IN OTHER COUNTIES

As of 3/11/20	Closed	Average	Ave. DOM
Davidson	1085	\$405,792	29
Maury	160	\$265,303	37
Rutherford	595	\$299,239	30
Sumner	346	\$341,880	36
Williamson	483	\$605,831	36
Wilson	254	\$365,683	27

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")