

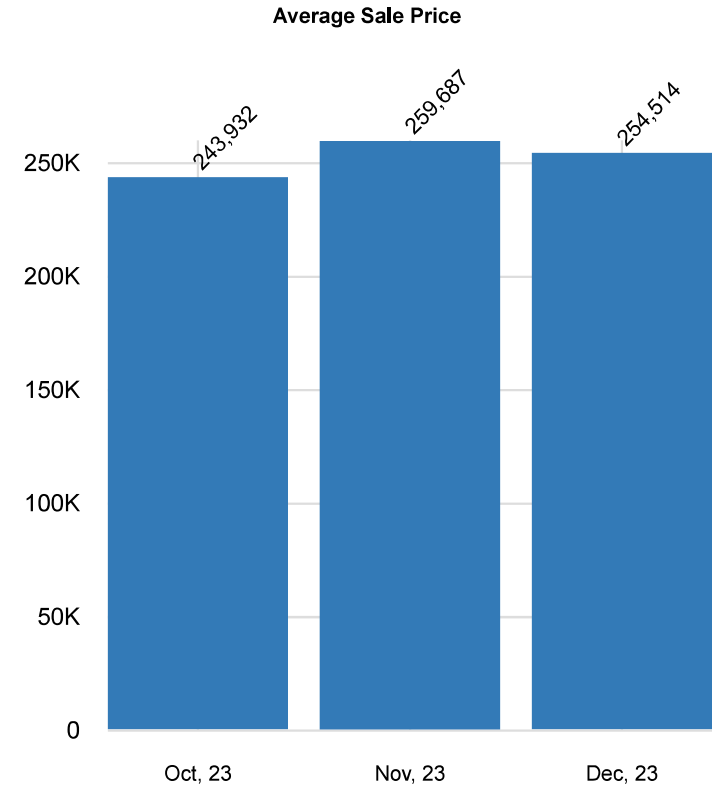
# Dec 2023 Market Update

Residential: Single Family, Giles County, TN



report courtesy of  
**Henry Walker**  
LHI Homes International

Metric Definitions	<u>December</u>	<u>MoM</u>	<u>YoY</u>
New Listings	22	27% ↓	10% ↑
New Under Contract	19	14% ↓	58% ↑
Active Inventory (Avg)	95	12% ↓	1% ↓
Under Contract Inventory (Avg)	38	12% ↓	23% ↑
Total Inventory	133	12% ↓	5% ↑
Closings	18	31% ↓	10% ↓
Sale Price (Avg)	\$254,514	2% ↓	5% ↑
Sale Price (Med)	\$233,100	8% ↑	1% ↓
Avg DOM (Closed)	74	58% ↑	28% ↑
Avg List Price (Active)	\$473,543	3% ↑	11% ↑
List to Contract (Avg)	95	32% ↑	4% ↑
Contract to Closed (Avg)	41	12% ↑	8% ↓
List to Closed (Avg)	137	37% ↑	13% ↑
Months of Supply	6.59	28% ↑	11% ↑



	New	New UC	Active Inv	UC Inv	Total Inv	Closings	Sale \$ Avg	Sale \$ Med	Avg DOM	List \$ Avg	List to UC	UC to Closed	List to Closed	Months Supply
Giles County, TN	22	19	95	38	133	18	\$254,514	\$233,100	74	\$473,543	95	41	137	6.59

Report Criteria: Residential: Single Family; Giles County, TN. December 2023  
Report Date: 01/24/24. © 2024 Realtracs, Inc.

# Dec 2023 Market Update

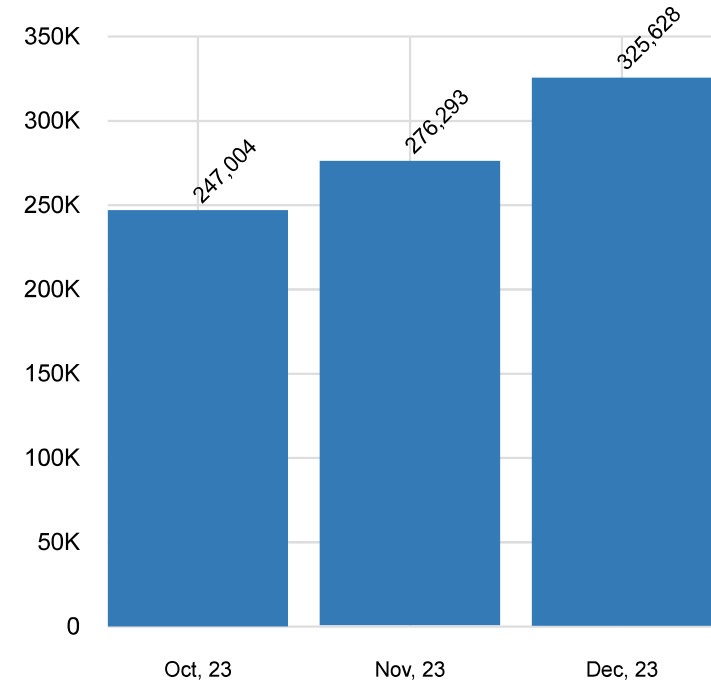
Residential: Single Family, Lawrence County, TN



report courtesy of  
**Henry Walker**  
LHI Homes International

Metric Definitions	<u>December</u>	<u>MoM</u>	<u>YoY</u>
New Listings	28	28% ↓	28% ↓
New Under Contract	23	21% ↓	18% ↓
Active Inventory (Avg)	123	1% ↓	16% ↓
Under Contract Inventory (Avg)	44	14% ↓	8% ↓
Total Inventory	167	5% ↓	14% ↓
Closings	27	4% ↓	16% ↓
Sale Price (Avg)	\$325,628	18% ↑	14% ↑
Sale Price (Med)	\$275,000	38% ↑	1% ↓
Avg DOM (Closed)	29	52% ↓	28% ↓
Avg List Price (Active)	\$393,785	0% ↓	3% ↑
List to Contract (Avg)	43	30% ↓	55% ↓
Contract to Closed (Avg)	53	46% ↑	16% ↑
List to Closed (Avg)	98	19% ↓	5% ↓
Months of Supply	5.44	2% ↓	0% ↑

Average Sale Price



	New	New UC	Active Inv	UC Inv	Total Inv	Closings	Sale \$ Avg	Sale \$ Med	Avg DOM	List \$ Avg	List to UC	UC to Closed	List to Closed	Months Supply
Lawrence County, TN	28	23	123	44	167	27	\$325,628	\$275,000	29	\$393,785	43	53	98	5.44

Report Criteria: Residential: Single Family; Lawrence County, TN. December 2023  
Report Date: 01/24/24. © 2024 Realtracs, Inc.

# Dec 2023 Market Update

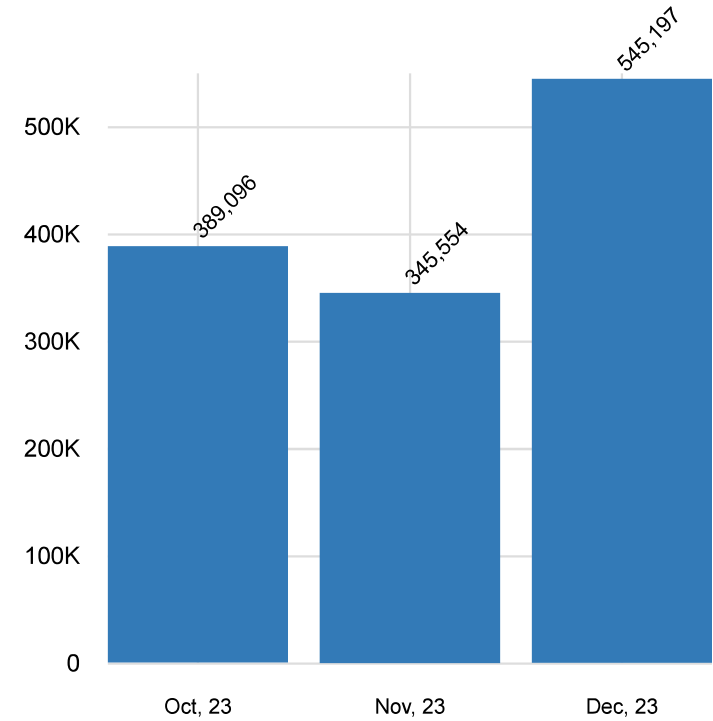
Residential: Single Family, Marshall County, TN



report courtesy of  
**Henry Walker**  
LHI Homes International

Metric Definitions	<u>December</u>	<u>MoM</u>	<u>YoY</u>
New Listings	39	0% —	13% ↓
New Under Contract	30	30% ↓	30% ↑
Active Inventory (Avg)	132	8% ↓	6% ↓
Under Contract Inventory (Avg)	46	12% ↓	21% ↓
Total Inventory	178	9% ↓	10% ↓
Closings	38	15% ↑	30% ↓
Sale Price (Avg)	\$545,197	58% ↑	75% ↑
Sale Price (Med)	\$312,450	6% ↓	4% ↑
Avg DOM (Closed)	40	53% ↑	4% ↑
Avg List Price (Active)	\$497,811	11% ↓	10% ↑
List to Contract (Avg)	69	6% ↑	18% ↑
Contract to Closed (Avg)	44	28% ↑	1% ↓
List to Closed (Avg)	105	52% ↑	14% ↑
Months of Supply	4.16	22% ↓	33% ↑

Average Sale Price



	New	New UC	Active Inv	UC Inv	Total Inv	Closings	Sale \$ Avg	Sale \$ Med	Avg DOM	List \$ Avg	List to UC	UC to Closed	List to Closed	Months Supply
Marshall County, TN	39	30	132	46	178	38	\$545,197	\$312,450	40	\$497,811	69	44	105	4.16

Report Criteria: Residential: Single Family; Marshall County, TN. December 2023  
Report Date: 01/24/24. © 2024 Realtracs, Inc.

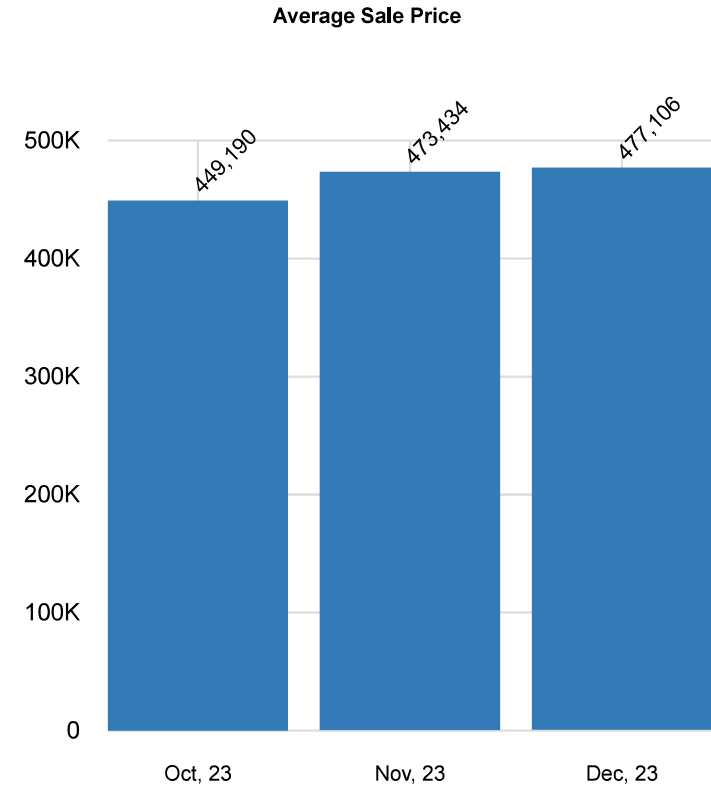
# Dec 2023 Market Update

Residential: Single Family, Maury County, TN



report courtesy of  
**Henry Walker**  
LHI Homes International

Metric Definitions	<u>December</u>	<u>MoM</u>	<u>YoY</u>
New Listings	200	0% ↓	15% ↓
New Under Contract	138	44% ↑	21% ↑
Active Inventory (Avg)	391	9% ↓	15% ↓
Under Contract Inventory (Avg)	224	5% ↓	17% ↓
Total Inventory	615	8% ↓	15% ↓
Closings	136	11% ↑	16% ↓
Sale Price (Avg)	\$477,106	1% ↑	3% ↑
Sale Price (Med)	\$416,245	0% ↑	4% ↓
Avg DOM (Closed)	36	6% ↑	67% ↑
Avg List Price (Active)	\$640,468	1% ↓	6% ↑
List to Contract (Avg)	53	4% ↓	23% ↑
Contract to Closed (Avg)	66	33% ↑	7% ↓
List to Closed (Avg)	120	21% ↑	16% ↑
Months of Supply	3.43	17% ↓	5% ↑



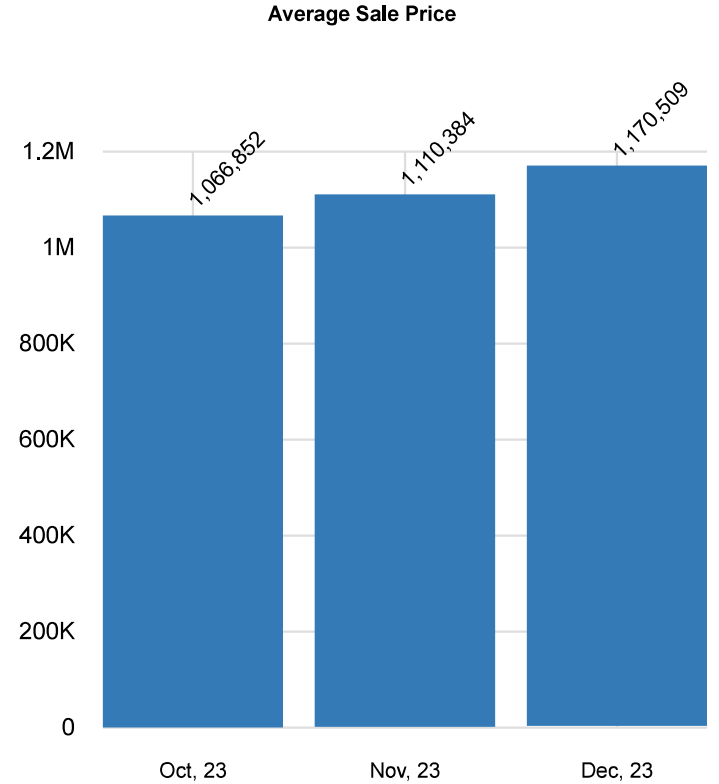
	New	New UC	Active Inv	UC Inv	Total Inv	Closings	Sale \$ Avg	Sale \$ Med	Avg DOM	List \$ Avg	List to UC	UC to Closed	List to Closed	Months Supply
Maury County, TN	200	138	391	224	615	136	\$477,106	\$416,245	36	\$640,468	53	66	120	3.43

Report Criteria: Residential: Single Family; Maury County, TN. December 2023  
Report Date: 01/24/24. © 2024 Realtracs, Inc.

# Dec 2023 Market Update

Residential: Single Family, Williamson County, TN

Metric Definitions	<u>December</u>	<u>MoM</u>	<u>YoY</u>
New Listings	353	17% ↓	12% ↑
New Under Contract	246	0% ↓	19% ↑
Active Inventory (Avg)	946	9% ↓	1% ↓
Under Contract Inventory (Avg)	662	5% ↓	1% ↓
Total Inventory	1,608	7% ↓	1% ↓
Closings	312	22% ↑	8% ↓
Sale Price (Avg)	\$1,170,509	5% ↑	7% ↑
Sale Price (Med)	\$917,500	0% ↑	5% ↑
Avg DOM (Closed)	30	14% ↑	22% ↑
Avg List Price (Active)	\$1,836,172	2% ↓	16% ↑
List to Contract (Avg)	65	6% ↑	3% ↑
Contract to Closed (Avg)	94	17% ↑	11% ↓
List to Closed (Avg)	149	20% ↑	4% ↓
Months of Supply	3.58	25% ↓	9% ↑



	New	New UC	Active Inv	UC Inv	Total Inv	Closings	Sale \$ Avg	Sale \$ Med	Avg DOM	List \$ Avg	List to UC	UC to Closed	List to Closed	Months Supply
Williamson County, TN	353	246	946	662	1,608	312	\$1,170,509	\$917,500	30	\$1,836,172	65	94	149	3.58

Report Criteria: Residential: Single Family; Williamson County, TN. December 2023  
 Report Date: 01/24/24. © 2024 Realtracs, Inc.