

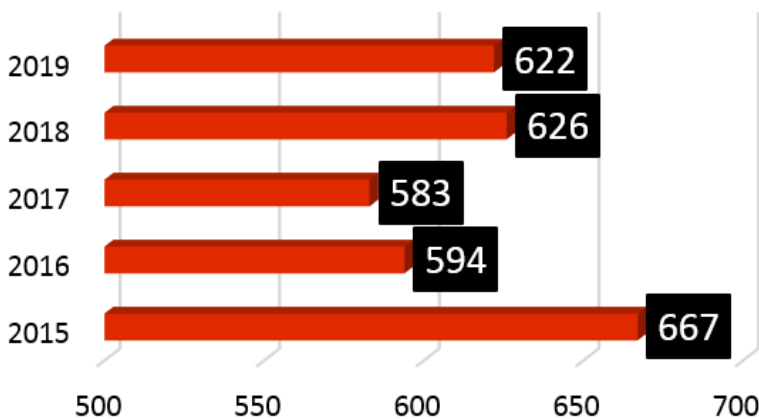
Monthly Market Stats

YTD and MTD Comparisons

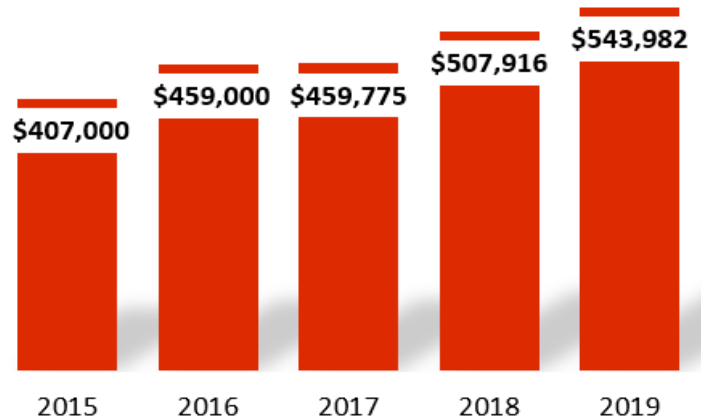
- June 2019 -

	Residential	Condo	Totals	Land
Closings	586	36	622	25
Average Price	\$625,047	\$302,419	—	\$424,168
Median Price	\$543,982	\$259,750	—	\$289,000
Days on Market	32	58	—	64
List to Contract Days	36	64	—	68
Contract to Closed Days	56	56	—	47
List to Closed Days	92	120	—	115
Active Inventory	1,555	87	1,642	476
Under Contract Inventory	1,365	107	1,472	97
New Listings	939	65	1,004	77
New Under Contract	572	51	623	34

June YTD Closings



June YTD Median Sale Price



June 2018

	Residential	Condo	Land
Closings	584	42	16
Average Price	\$ 593,148	\$ 272,511	\$ 556,971
Median Price	\$ 507,916	\$ 262,950	\$ 320,000
DOM	30	21	76
Active Inventory	1,475	52	412
Under Contract	1,391	96	86

June 2019

SINGLE FAMILY HOMES– WILLIAMSON CO CITIES

	Closed	Avg.	Median	DOM	Act Inv
Arrington	5	\$ 748,400	\$ 695,000	28	23
Brentwood	82	\$ 837,969	\$ 735,000	30	209
College Grove	15	\$ 783,348	\$ 690,000	39	88
Fairview	18	\$ 315,310	\$ 304,500	60	39
Franklin	257	\$ 673,888	\$ 570,000	34	639
Nolensville	67	\$ 548,656	\$ 509,000	25	199
Spring Hill	80	\$ 410,875	\$ 400,000	27	167
Thompsons Station	51	\$ 490,708	\$ 435,000	35	90

SINGLE FAMILY HOMES IN OTHER COUNTIES

As of 7/07/19	Closed	Average
Davidson	1444	\$406,240
Sumner	440	\$307,691
Williamson	622	\$606,374
Wilson	337	\$353,267
Maury	249	\$275,387
Rutherford	656	\$287,715

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")