

October 2011 SALES & INVENTORY ANALYSIS

Area	Units sld Oct 2010	Units sld Oct 2011	% +/-	Avg List Price	Avg Sale Price	% +/-	Median Sold Price	Avg DOM	Current Inv	Months Inv	2010 Mos Inv
1 Lookout Valley	4	4	0.0%	173,012	169,250	-2.2%	170,500	16	64	16	10.3
2 Downtown-RES	23	12	-47.8%	77,424	70,545	-8.9%	45,950	108	275	22.91	14.7
2 Downtown-CO	3	0	-100.0%	0	0	#DIV/0!	-00	0	88	44.5	53.8
3 East Ridge	17	15	-11.8%	81,333	75,986	-6.6%	62,500	108	171	11.4	10.3
4 Brainerd	31	38	22.6%	142,422	131,422	-7.7%	105,950	137	444	443	11.7
5 Hwy 58-city	11	17	54.5%	95,900	88,995	-7.2%	90,000	146	150	8.82	11.0
6 N. Chatt RES	15	13	-13.3%	178,976	172,424	-3.7%	137,900	79	201	15.45	10.2
6 N. Chatt CO	9	4	-55.6%	177,437	153,287	-13.6%	133,450	284	111	27.75	19.5
7 Redbank	5	5	0.0%	102,220	95,580	-6.5%	112,500	145	84	16.8	17.0
8 Hixson	21	12	-42.9%	184,833	180,066	-2.6%	134,450	170	192	16	10.1
9 Signal Mtn	20	16	-20.0%	287,569	270,067	-6.1%	238,000	115	151	9.43	9.1
10 Lookout Mtn	4	3	-25.0%	559,833	486,833	-13.0%	633,000	214	85	28.33	18.5
11 Catoosa Co.	43	47	9.3%	134,288	130,050	-3.2%	108,000	129	490	10.42	10.0
12 Harrison	12	13	8.3%	156,207	145,219	-7.0%	135,000	110	152	11.69	11.0
13 Soddy Daisy	38	35	-7.9%	181,339	175,598	-3.2%	169,500	157	359	10.25	7.6
15 Ooltewah	9	5	-44.4%	162,120	152,980	-5.6%	151,900	88	52	10.4	5.2
16 E Brainerd	26	28	7.7%	224,067	216,340	-3.4%	207,450	124	255	9.1	9.3
17 Oolt./Snow Hill	25	26	4.0%	230,829	228,598	-1.0%	219,500	126	184	7.07	9.8
18 Collegedale	6	4	-33.3%	195,200	186,087	-4.7%	187,225	134	76	19	7.9
19 Walker Co	27	36	33.3%	92,675	87,416	-5.7%	71,450	146	379	10.52	12.1
20 Dade Co	6	10	66.7%	97,330	90,965	-6.5%	64,950	114	132	13.2	15.5
October Total	356	343	-3.7%	159,752	152,065	-4.8%	130,000	132	4130	12.04	13.3
Total 2010		4744		168,160	160,624	-4.5%	\$132,000	127			11.8
Total 2009		4702		164,666	158,034	-4.0%	\$133,000	120			11.82
Total 2008		5171		177,246	170,264	-3.9%	\$138,250	119			11.38
Total 2007		6105		176,778	171,679	-2.9%	\$142,500	113			9.68
Total 2006		6862		176,598	172,289	-2.4%	\$139,087	105			7.28