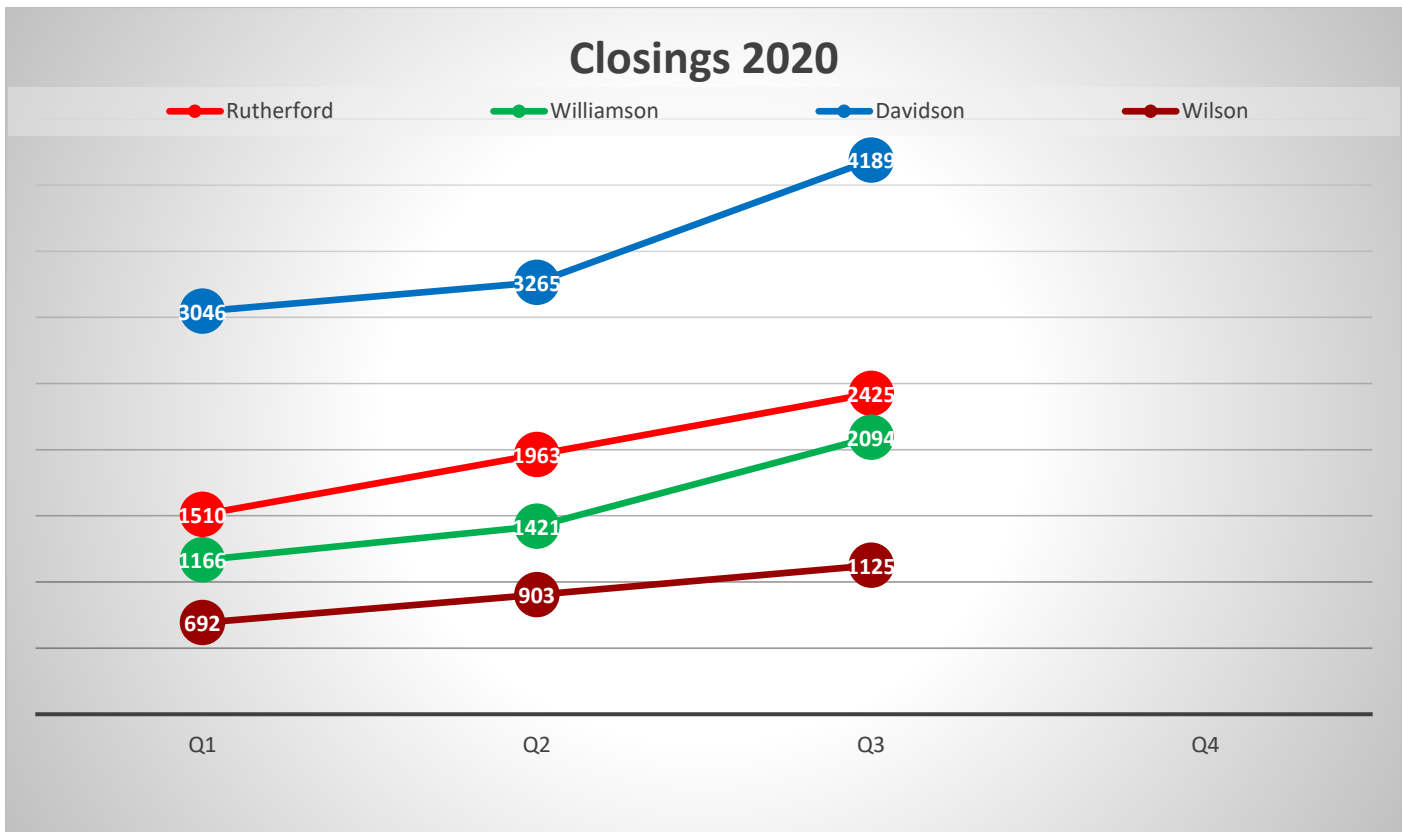


TheRedReport

Middle TN Home/Condo Sales Report
3rdQuarter 2020 Issue

Strong Rebound with 30% increase in Closings form 2nd Qtr 2020 to 3rd Qtr 2020!



- ↑ 10% 3rd Quarter 2020 vs 3rd Quarter 2019 Closings (same quarter year ago comparison)
- ↑ 30% 3rd Quarter 2020 vs 2nd Quarter 2020 Closings (one quarter change)
- ➡ 0% Year to Date Closings - 2020 vs 2019

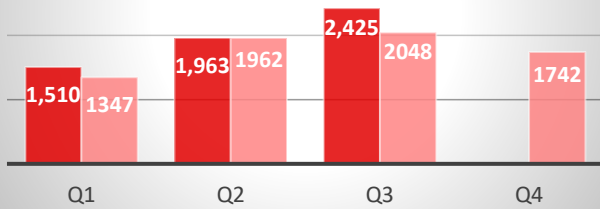
Total Inventories are **down -14%** for 3rd Quarter 2020 verses 3rd Quarter 2019.

YTD Closings are even, Prices +12% higher & Inventories -14% lower than a year

Year to Date: Total 4 counties closings are even- 0% 3rd Qtr 2020 vs 3rd Qtr 2019 Closings up 10%

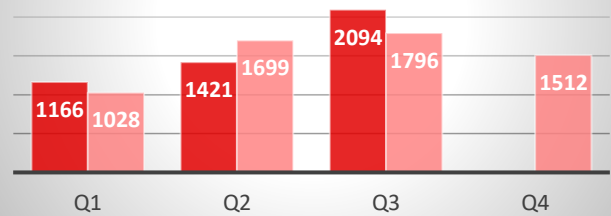
3rd Qtr 2020 vs 3rd Qtr 2019 Closed Prices are up 12%

RUTHERFORD CLOSINGS 2020 vs 2019



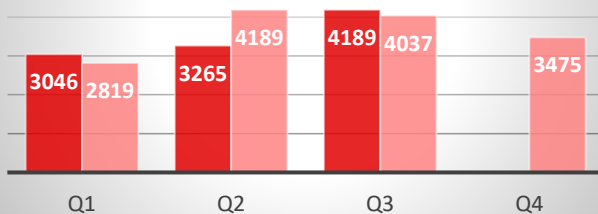
Rutherford Closings **↑ 18%**
Average Closed Prices **↑ 6%**
Average Sales Price \$309,248

WILLIAMSON CLOSINGS 2020 vs 2019



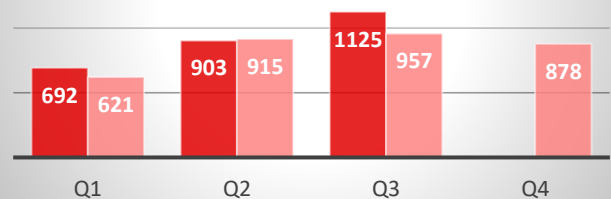
Williamson Closings **↑ 16%**
Average Closed Prices **↑ 15%**
Average Sales Price \$674,446

DAVIDSON CLOSINGS 2020 vs 2019



Davidson Closings **↑ 2%**
Average Closed Prices **↑ 12%**
Average Sales Price \$421,245

WILSON CLOSINGS 2020 vs 2019



Wilson Closings **↑ 17%**
Average Closed Prices **↑ 7%**
Average Sales Price \$377,998

Closings changes from 2nd to 3rd Quarter increased 30% to get the year back even!

One Quarter change from 2nd Quarter 2020 to 3rd Quarter 2020.

CLOSINGS

- Rutherford Closings up 24%
- Williamson Closings up 47%
- Davidson Closings up 28%
- Wilson Closings up 25%
- **Total 4 Counties are up 30%**

PENDINGS (# of contracts accepted)

- Rutherford Pendings increase 5%
- Williamson Pendings increase 7%
- Davidson Pendings increase 5%
- Wilson Pendings decrease 3%
- **Total 4 Counties are 4% higher**

Back in time... Look at the price increases!

3rd Quarter 2006 vs 3rd Quarter 2020 YTD

- 2020 Closings 18% higher than 2006 and 10% higher than 2019.
- 2020 Average Closed Prices are 84% higher at \$442,597 & 12% higher than 2019.
- 2020 Inventories are 14% lower than 2006 & 14% lower than 2019.



Excerpts From National Report*....

(National Statistics are 30 days behind local reports)

- National home sales are 10.5% higher than a year ago (based on August reports)
- Prices are 11.4% above same period last year with a median home price of \$310,600
- Cash sales are at 14% of the buyers vs 14% a year ago.
- Distressed Sales are less than 1% vs 2% last year.
- Inventories: 18.6% less than year ago. 3 months supply vs 4 months a year ago.
- "Further gains in sales are likely for the remainder of the year, with mortgage rates hovering around 3% and with continued job recovery."

The **Red** Forecast

The big news of the 3rd Quarter is we have not only rebounded from the Covid pullback, we have recovered back to even through the end of the 3rd Quarter.

Many predicted that home sales would recover, but we would still be 5-10% lower than last year. We are back to even and many are expecting the next few months to be strong, so we could end slightly better than last year. Either way, we are way ahead of where everyone thought we would be just a few months ago.

Pendings are higher than last year, but they are calming down, so we can expect to have more sales than last year in the new few months, but it shows that things are settling back into the seasonal sales cycles we are used to with the 4th Quarter being less than the 2nd and 3rd Quarters.

Inventories continue to be a problem and even more so now more than ever. Future home sales may be held back due to inventory as prices will increase due to higher demand/lower inventory, but there are still several affordable areas in Middle Tennessee when compared to other areas around the country.

I'm amazed at the recovery we saw in the 3rd Quarter. We all thought it would be much better than the 2nd Quarter, but I don't think we would have dreamed it would have fully recovered back to even with last year with a chance of surpassing last year by year end.

With interest rates at all time lows, the economy improving and Middle Tennessee having such a great quality of life, we can expect home sales to continue to be strong here locally.

We are seeing a lot more out of state buyers which can be attributed to our great quality of life, great leaders (atleast most of them/not getting into that debate here), great local chamber of commerce organizations and just being a great community that everyone wants to be a part of.

Take care and enjoy all the 4th quarter holidays, especially the Christmas season!!

Thank you,



Steven Dotson
President



The Red Report is posted monthly on our website: www.redrealty.com/blog & our Facebook page: <https://www.facebook.com/RedRealty/>.