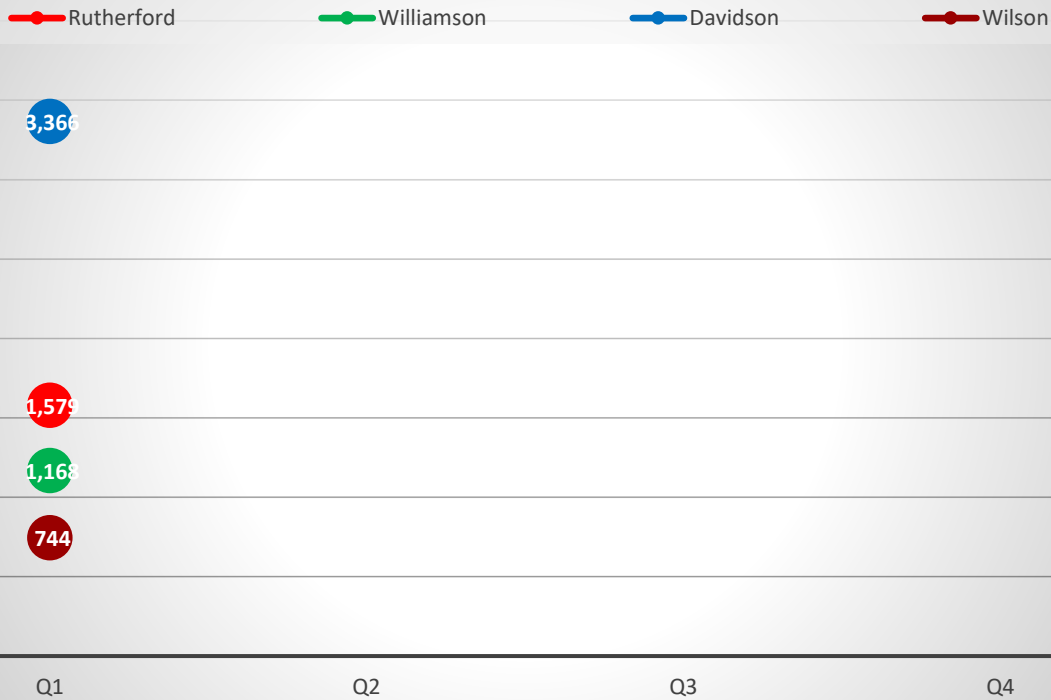


TheRedReport

Middle TN Home/Condo Sales Report
1st Quarter 2021 Issue

**Middle TN 2021 1st Quarter Homes Sales 4% Higher than 2020.
Prices 15% Higher than 2020.**

Closings 2021



- ↑ 4% 1st Quarter 2021 vs 1st Quarter 2020 Closings (same quarter year ago comparison)
- ↓ 22% 1st Quarter 2021 vs 4th Quarter 2020 Closings (one quarter change)
- ↑ 4% Year to Date Closings - 2021 vs 2020

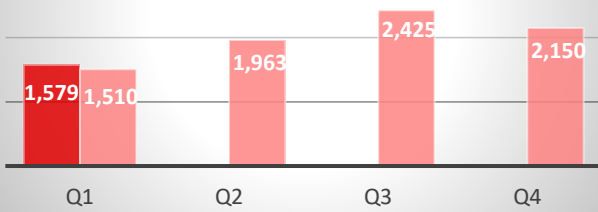
Total Inventories are **down -25%** for 1st Quarter 2021 verses 1st Quarter 2020.

YTD Closings +1% higher, Prices +15% higher & Inventories -25% lower than a year ago...

Year to Date: Total 4 counties closings are up 4% 1st Qtr 2021 vs 1st Qtr 2020 Closings up 4%

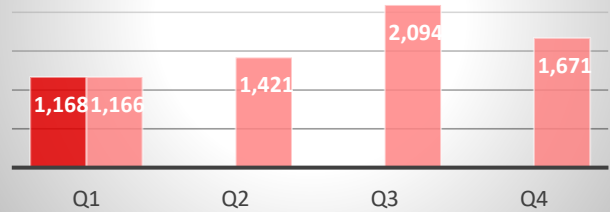
1stQtr 2021 vs 1st Qtr 2020 Closed Prices are up 15%

RUTHERFORD CLOSINGS 2021 vs 2020



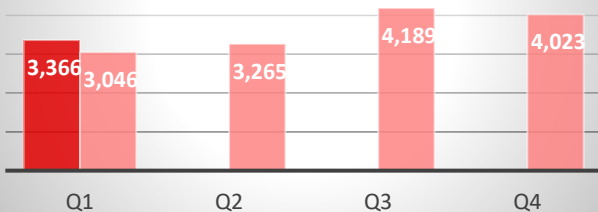
Rutherford Closings **↑** 1%
Average Closed Prices **↑** 11%
Average Sales Price \$325,406

WILLIAMSON CLOSINGS 2021 vs 2020



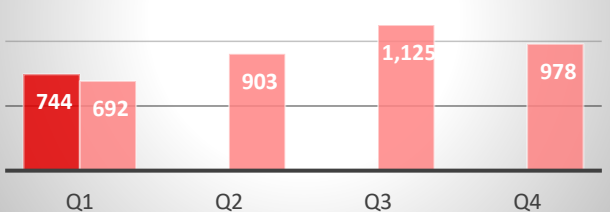
Williamson Closings **↓** 2%
Average Closed Prices **↑** 26%
Average Sales Price \$760,836

DAVIDSON CLOSINGS 2021 vs 2020



Davidson Closings **↑** 7%
Average Closed Prices **↑** 12%
Average Sales Price \$446,899

WILSON CLOSINGS 2021 vs 2020



Wilson Closings **↑** 4%
Average Closed Prices **↑** 14%
Average Sales Price \$393,094

Closing changes from 4th to 1st Quarter down 22% which is typical/seasonal...

One Quarter change from 4th Quarter 2020 to 1st Quarter 2021.

CLOSINGS

- Rutherford Closings down 27%
- Williamson Closings down 30%
- Davidson Closings down 16%
- Wilson Closings down 24%
- **Total 4 Counties are down 22%**

PENDINGS (# of contracts accepted)

- Rutherford Pendings increase 10%
- Williamson Pendings increase 5%
- Davidson Pendings increase 12%
- Wilson Pendings increase 19%
- **Total 4 Counties are 11% higher**

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

1st Quarter 2006 vs 1st Quarter 2021 YTD

- 2021 Closings 12% higher than 2006 and 4% higher than 2020.
- 2021 Average Closed Prices are 117% higher at \$466,559 & 15% higher than 2019.
- 2021 Inventories are 24% lower than 2006 & 25% lower than 2019.

National News from NAR



Excerpts From National Report*....

(National Statistics are 30 days behind local reports)

- National home sales are 9.1% higher than a year ago
- Prices are 15.8% above same period last year with a median home price of \$313,000
- Distressed Sales are less than 1% vs 2% last year.
- Inventories: 29.5% less than year ago. 1.93 month(All Time Low) supply vs 3.1 months a year ago.
- "Despite the drop in home sales for February – which I would attribute to historically-low inventory – the market is still outperforming pre-pandemic levels"

The Red Forecast

Low inventories continue to be an issue in Middle Tennessee. Sales are higher than last year and most of us would have the opinion that sales would be a lot higher if there was more inventory to sell. Prices continue to rise and are rising at a very high rate far above the average price increases we've seen before. Low inventories and higher construction cost continue to push prices higher. New construction delays due to supply chain issues are not only driving prices higher but cause delays on most if not all new homes causing even more inventory issues.

IF inventories can keep up with or pick up a little bit, we feel sales will continue to increase in 2021. If inventories continue to deplete then inventories could be the cause for lower sales volumes. Either way, prices will probably continue to rise until new home construction supply issues are under control to help speed up construction to help increase the supply of homes (inventory) that can be sold.

These all time low inventories are new to all of us along with supply/pricing issues of new home construction. We will continue to watch all these factors.

I hope everyone is enjoying the warmer and sunnier weather. Pending are up so busy season here we go!!

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/>.