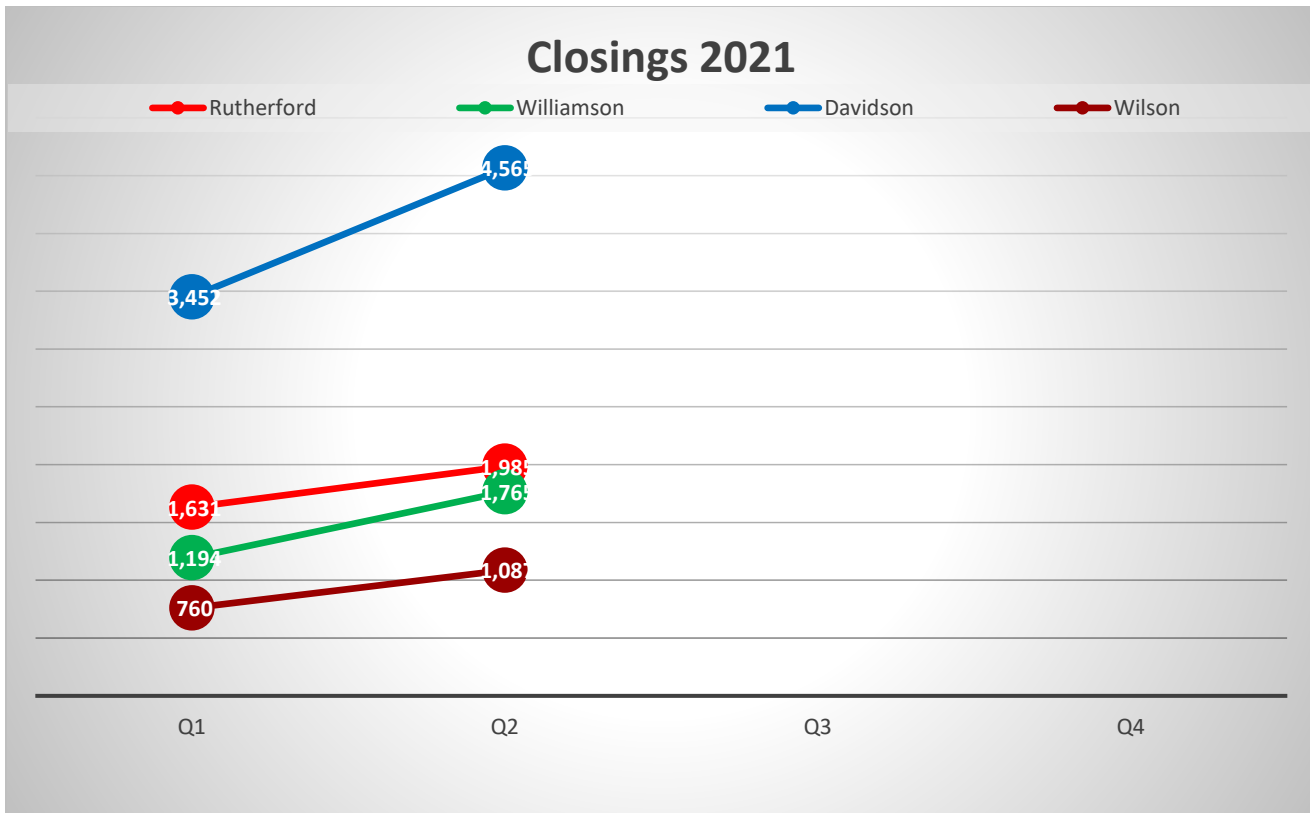


TheRedReport

Middle TN Home/Condo Sales Report
2nd Quarter 2021 Issue

**Middle TN 2021 2nd Quarter Homes Sales 21% Higher than 2020.
Prices 28% Higher than 2020.**



- ↑ 21% 2nd Quarter 2021 vs 2nd Quarter 2020 Closings (same quarter year ago comparison)
- ↑ 34% 2nd Quarter 2021 vs 1st Quarter 2020 Closings (one quarter change)
- ↑ 14% Year to Date Closings - 2021 vs 2020

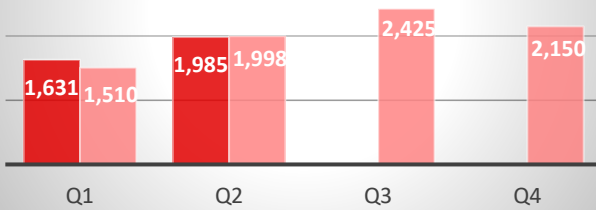
Total Inventories are **down -28%** for 2nd Quarter 2021 verses 2nd Quarter 2020.

YTD Closings +14% higher, Prices +28% higher & Inventories -28% lower than a year

Year to Date: Total 4 counties closings are up 14% 2nd Qtr 2021 vs 2nd Qtr 2020 Closings up 21%

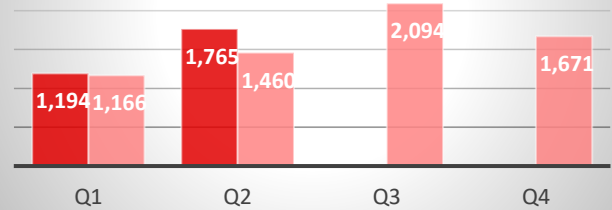
2nd Qtr 2021 vs 2nd Qtr 2020 Closed Prices are up 28%

RUTHERFORD CLOSINGS 2021 vs 2020



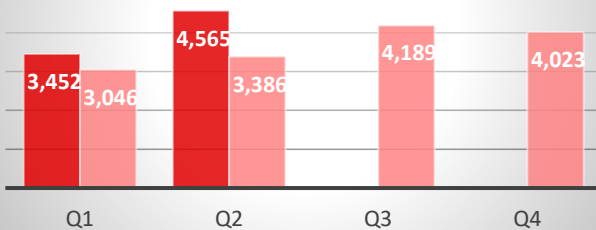
Rutherford Closings ↓ 1%
Average Closed Prices ↑ 18%
Average Sales Price \$357,201

WILLIAMSON CLOSINGS 2021 vs 2020



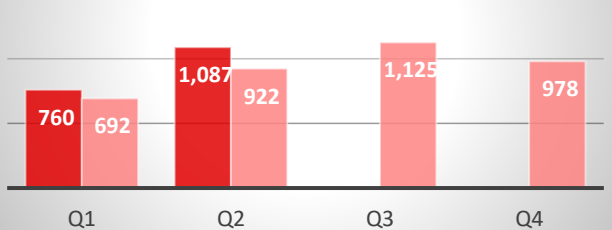
Williamson Closings ↑ 21%
Average Closed Prices ↑ 35%
Average Sales Price \$836,412

DAVIDSON CLOSINGS 2021 vs 2020



Davidson Closings ↑ 35%
Average Closed Prices ↑ 25%
Average Sales Price \$498,487

WILSON CLOSINGS 2021 vs 2020



Wilson Closings ↑ 18%
Average Closed Prices ↑ 20%
Average Sales Price \$430,585

Closing changes from 1st to 2nd Quarter up 34% which is typical/seasonal...

One Quarter change from 1st Quarter 2021 to 2nd Quarter 2021.

CLOSINGS

- Rutherford Closings up 22%
- Williamson Closings up 48%
- Davidson Closings up 32%
- Wilson Closings up 43%
- **Total 4 Counties are up 34%**

PENDINGS (# of contracts accepted)

- Rutherford Pendings increase 4%
- Williamson Pendings increase 17%
- Davidson Pendings increase 19%
- Wilson Pendings increase 6%
- **Total 4 Counties are 9% higher**

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

2nd Quarter 2006 vs 2nd Quarter 2021 YTD

- 2021 Closings 14% higher than 2006 and 14% higher than 2020.
- 2021 Average Closed Prices are 122% higher at \$524,145 than 2006 & 28% higher than 2020.
- 2021 Inventories are 257% lower than 2006 & 28% lower than 2020.

National News from NAR



Excerpts From National Report*....

(National Statistics are 30 days behind local reports)

- National home sales are 45% higher than a year ago
- Prices are 24% above same period last year with a median home price of \$350,300
- Distressed Sales are less than 1% vs 3% last year.
- Inventories: 21% less than year ago. 2.5 month supply vs 4.5 months a year ago.
- “Lack of inventory continues to be the overwhelming factor holding back home sales, but falling affordability is simply squeezing some first-time buyers out of the market.”

The **Red** Forecast

Same old story; “low inventories pushing higher prices”. It looks like we could see lower sales volumes at some point locally due to lower inventories. Nationally, sales are already seeing a modest decline due to lower inventories. Some believe we will see more inventory in the next few months due to more sellers willing to list their homes now that most pandemic worries are behind us and new construction starts should start to help with more inventory on the way. National lumber prices are starting to go down so that will entice some builders who were on the sidelines waiting for a lumber price break to start more homes.

Locally, we still believe that inventories will dictate sales volumes and it may take more time for inventories to increase enough to slow down price increases. Middle Tennessee continues to be VERY attractive to out-of-state homebuyers moving from other states with much higher home prices and state income taxes, so they are willing to pay premiums that continue to drive prices upward.

I hope everyone is enjoying their busy summer. We’ll keep everyone posted if we see any changes in a different direction and we’ll be back with another full report at the end of the third quarter.

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/>.