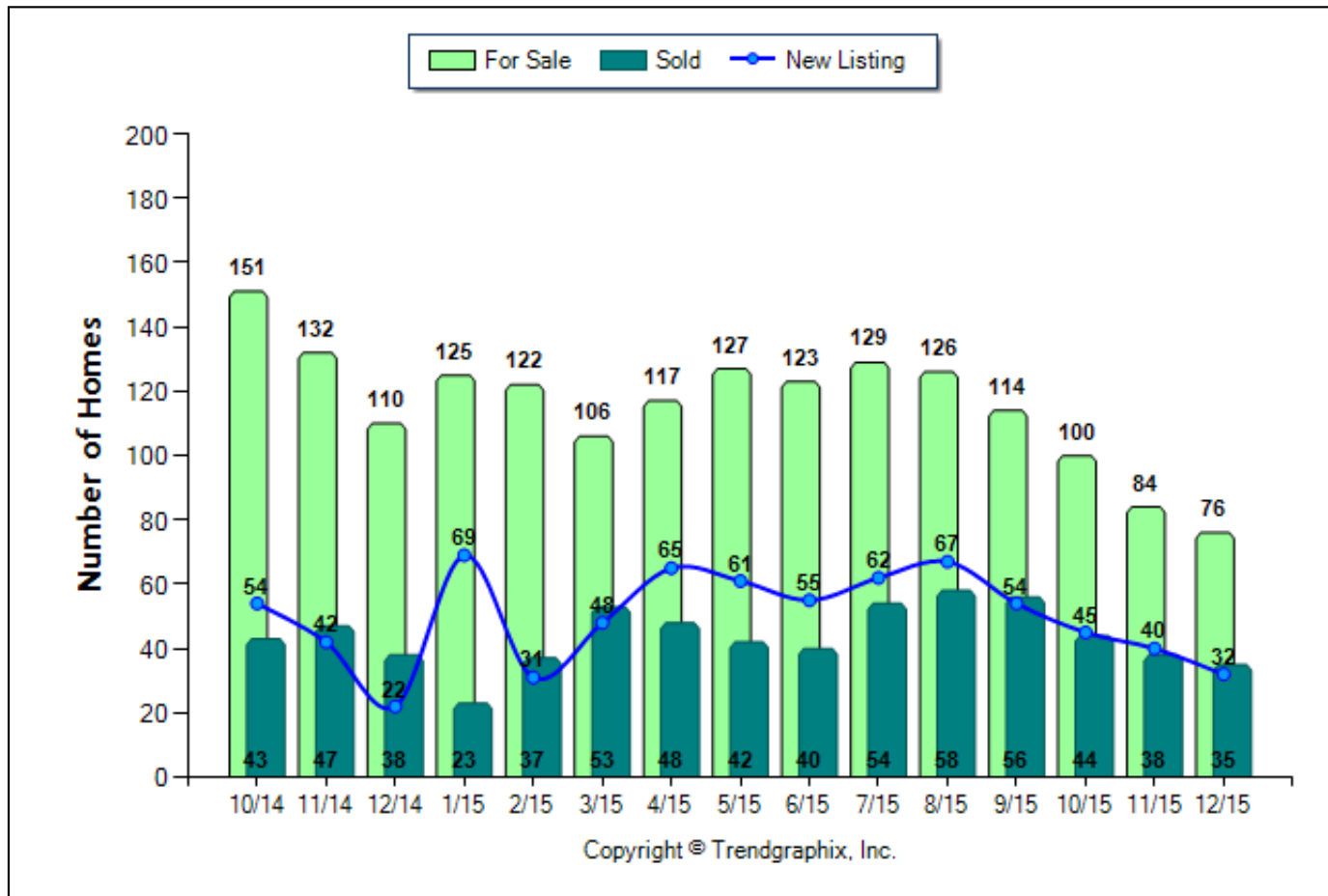


# Facts and Trends<sup>TM</sup> - Published January 2016\*

**Location:** 9-Sumner County  
**Property Types:** Site Built - Resale/Existing - All Properties - All Lot Sizes  
**Price Range:** \$100,000 - \$149,999  
**Full Baths:** 0 - No Limit  
**SQFT Range:** 0 - No Limit  
**Half Baths:** 0 - No Limit  
**Bedrooms:** 0 - No Limit  
**Year Built:** 0 - No Limit

## Number of Homes For Sale vs. Sold vs. New Listing (Oct. 2014 - Dec. 2015)

Prepared for you by: Duane Kilby @ PARKS  
615-826-4040



	Current vs. Prev Month			Current vs. Same Month 1 Yr Ago			Current vs. Same Qtr 1 Yr Ago		
	Dec. 15	Nov. 15	% Change	Dec. 15	Dec. 14	% Change	Oct. 15 to Dec. 15	Oct. 14 to Dec. 14	% Change
For Sale	76	84	-9.5% ▼	76	110	-30.9% ▼	260	393	-33.8% ▼
New Listing	32	40	-20% ▼	32	22	45.5% ▲	117	118	-0.8% ▼
Sold	35	38	-7.9% ▼	35	38	-7.9% ▼	117	128	-8.6% ▼

### December 2015 is a Seller's market\*\*

**Home For Sale in December 2015 is 76 units.** It is down **9.5%** compared to the last month and down **30.9%** compared to the last year.  
**Home Listed in December 2015 is 32 units.** It is down **20%** compared to the last month and up **45.5%** compared to the last year.  
**Home Closed in December 2015 is 35 units.** It is down **7.9%** compared to the last month and down **7.9%** compared to the last year.

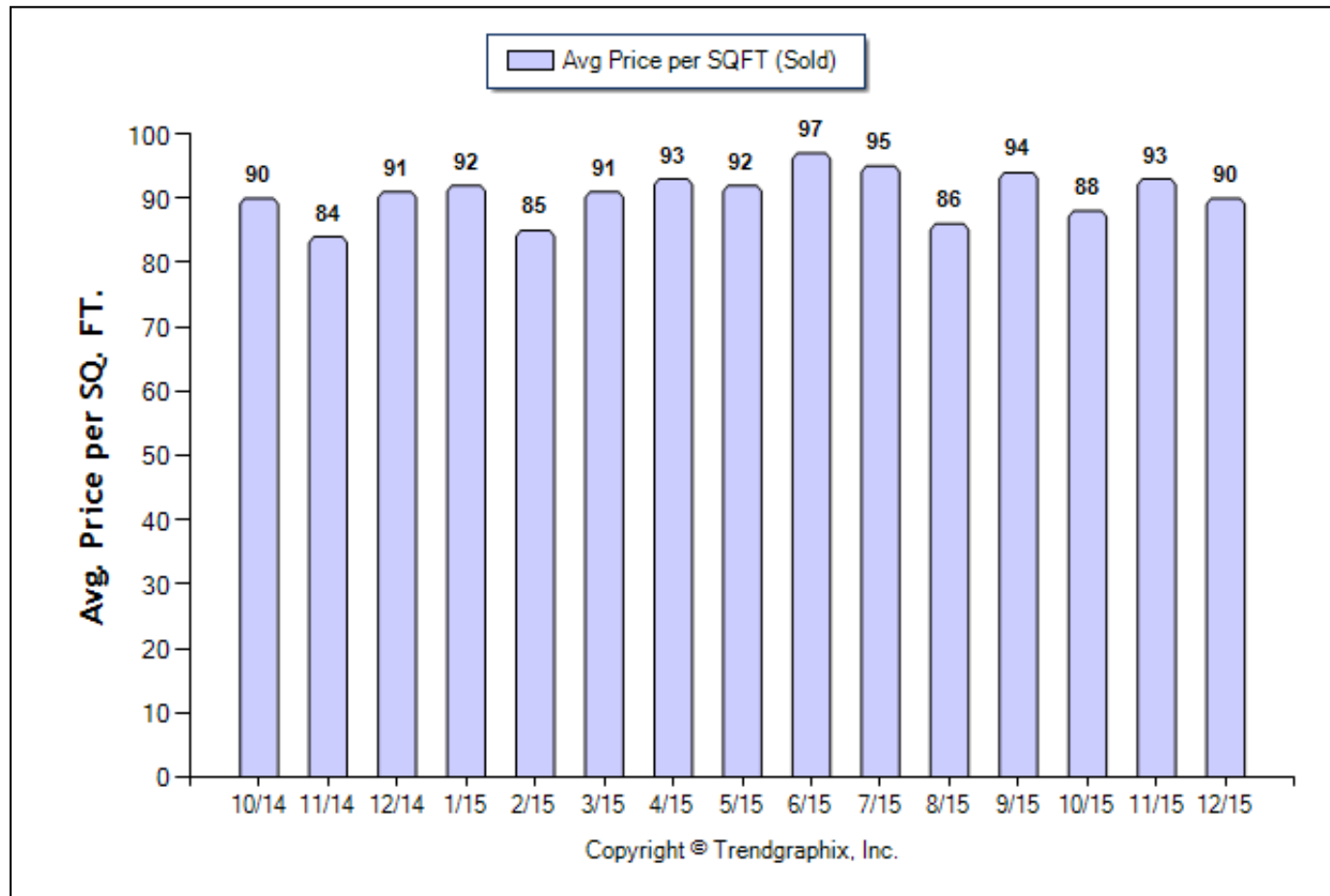
\*\*Buyer's market: more than 6 months of inventory based on closed sales. Seller's market: less than 3 months of inventory based on closed sales. Neutral market: 3 - 6 months of inventory based on closed sales.

# Facts and Trends<sup>TM</sup> - Published January 2016\*

**Location:** 9-Sumner County  
**Property Types:** Site Built - Resale/Existing - All Properties - All Lot Sizes  
**Price Range:** \$100,000 - \$149,999      **SQFT Range:** 0 - No Limit      **Bedrooms:** 0 - No Limit  
**Full Baths:** 0 - No Limit      **Half Baths:** 0 - No Limit      **Year Built:** 0 - No Limit

Average Price per SQFT (Sold) (Oct. 2014 - Dec. 2015)

Prepared for you by: Duane Kilby @ PARKS  
615-826-4040



	Curnt vs. Prev Month			Curnt vs. Same Month 1 Yr Ago			Curnt vs. Same Qtr 1 Yr Ago		
	Dec. 15	Nov. 15	% Change	Dec. 15	Dec. 14	% Change	Oct. 15 to Dec. 15	Oct. 14 to Dec. 14	% Change
Avg. Sq. Ft. Price (Sold)	90	93	-3.2% ▼	90	91	-1.1% ▼	90.22	88.09	2.4% ▲

## December 2015 Average Sold Price per Square Footage is Neutral\*\*

Average Sold Price per Square Footage in December 2015 is \$90. It is down **3.2%** compared to the last month and down **1.1%** compared to the last year.

\*\*Based on 6 month trend - Appreciating/Depreciating/Neutral.

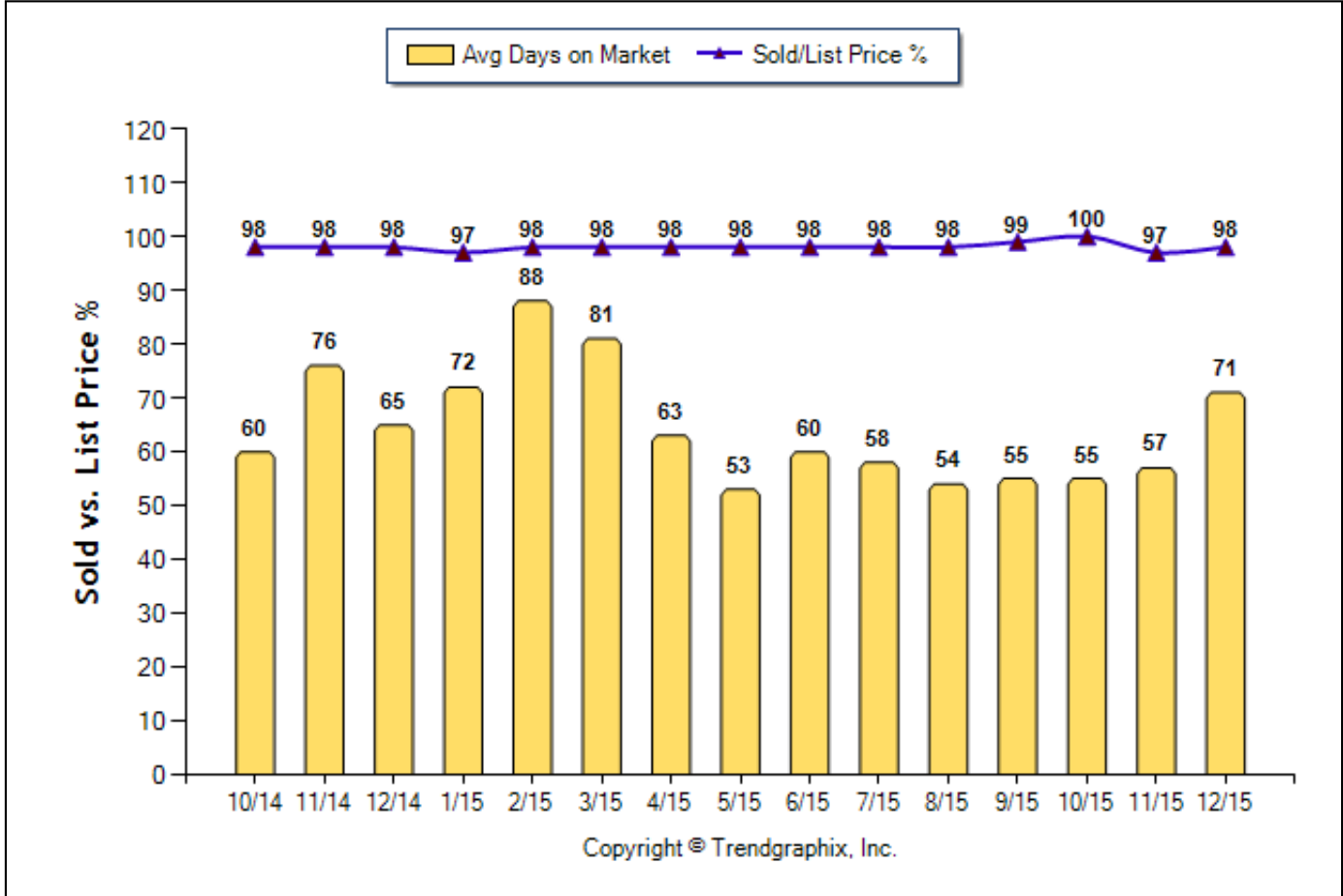
All reports are published January 2016, based on data available at the end of December 2015. All reports presented are based on data supplied by the MTRMLS. MTRMLS does not guarantee or is not in anyway responsible for its accuracy. Data maintained by the MTRMLS may not reflect all real estate activities in the market. Information deemed reliable but not guaranteed.

# Facts and Trends<sup>TM</sup> - Published January 2016\*

**Location:** 9-Sumner County  
**Property Types:** Site Built - Resale/Existing - All Properties - All Lot Sizes  
**Price Range:** \$100,000 - \$149,999      **SQFT Range:** 0 - No Limit      **Bedrooms:** 0 - No Limit  
**Full Baths:** 0 - No Limit      **Half Baths:** 0 - No Limit      **Year Built:** 0 - No Limit

**Avg Days On Market & Sold/List Price % (Oct. 2014 - Dec. 2015)**

Prepared for you by: Duane Kilby @ PARKS  
615-826-4040



	Curnt vs. Prev Month			Curnt vs. Same Month 1 Yr Ago			Curnt vs. Same Qtr 1 Yr Ago		
	Dec. 15	Nov. 15	% Change	Dec. 15	Dec. 14	% Change	Oct. 15 to Dec. 15	Oct. 14 to Dec. 14	% Change
Days on Market	71	57	24.6% ▲	71	65	9.2% ▲	60	67	-10.4% ▼
Sold/List Diff. %	98	97	1% ▲	98	98	0%	98	98	0%

## December 2015 Average Days on Market trend is Rising\*\*

Average Days on Market in December 2015 is 71. It is up **24.6%** compared to the last month and up **9.2%** compared to the last year.

## December 2015 Sold/List Price Ratio Remains Steady\*\*

Sold/List Price % in December 2015 is 98%. It is up **1%** compared to the last month and the same as compared to the last year.

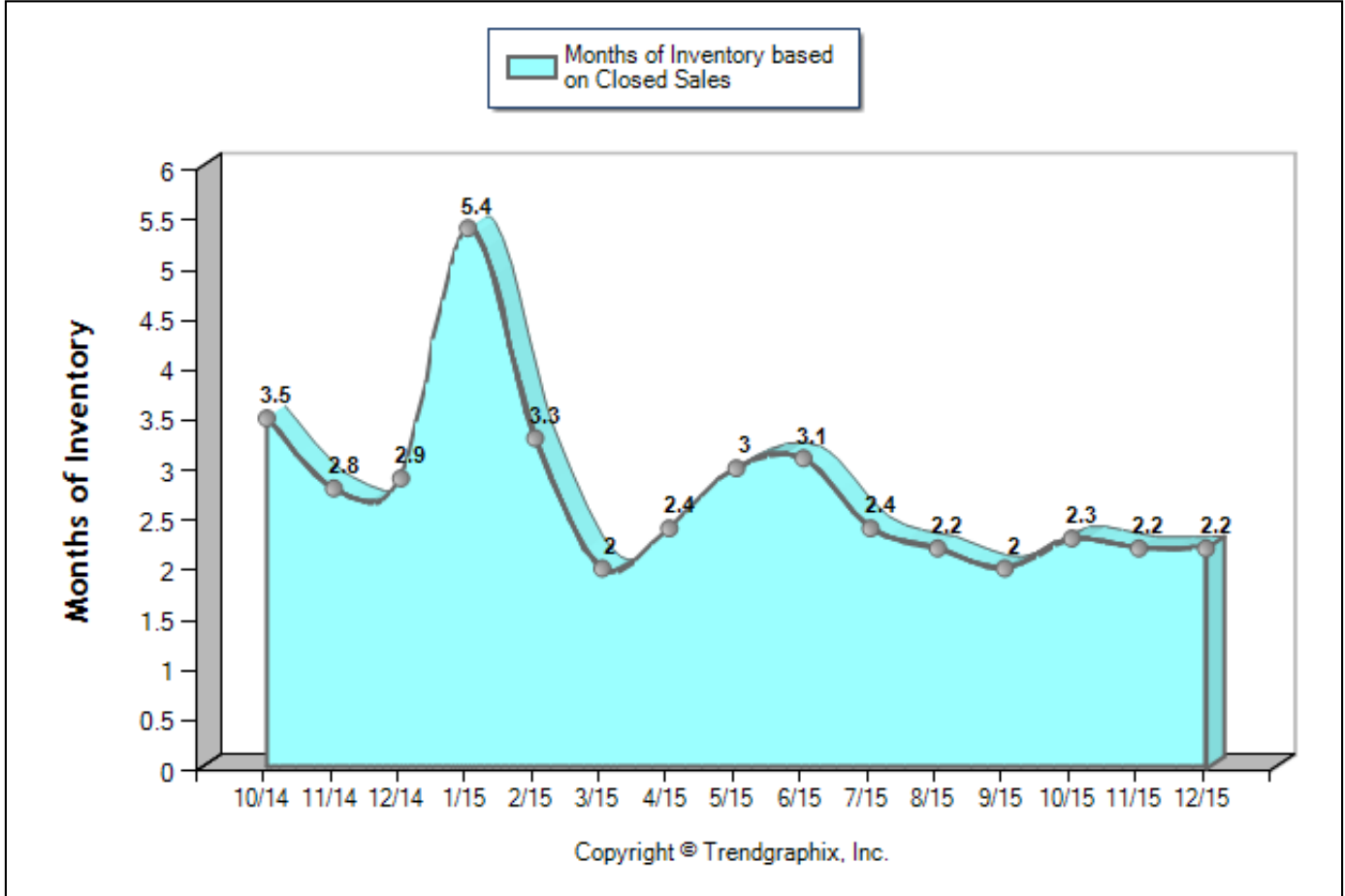
\*\*Based on 6 month trend - Rising/Falling/Remains Steady.

# Facts and Trends<sup>TM</sup> - Published January 2016\*

**Location:** 9-Sumner County  
**Property Types:** Site Built - Resale/Existing - All Properties - All Lot Sizes  
**Price Range:** \$100,000 - \$149,999      **SQFT Range:** 0 - No Limit      **Bedrooms:** 0 - No Limit  
**Full Baths:** 0 - No Limit      **Half Baths:** 0 - No Limit      **Year Built:** 0 - No Limit

## Months of Inventory Based on Closed Sales (Oct. 2014 - Dec. 2015)

Prepared for you by: Duane Kilby @ PARKS  
615-826-4040



	Currt vs. Prev Month			Currt vs. Same Month 1 Yr Ago			Currt vs. Same Qtr 1 Yr Ago		
	Dec. 15	Nov. 15	% Change	Dec. 15	Dec. 14	% Change	Oct. 15 to Dec. 15	Oct. 14 to Dec. 14	% Change
Months of Inventory (Closed Sales)	2.2	2.2	0%	2.2	2.9	-24.2% ▼	2.2	3.1	-29.3% ▼

### December 2015 is a Seller's market\*\*

**Months of Inventory based on Closed Sales in December 2015 is 2.2.** It is the same as compared to the last month and down **24.2%** compared to the last year.

\*\*Buyer's market: more than 6 months of inventory based on closed sales. Seller's market: less than 3 months of inventory based on closed sales. Neutral market: 3 - 6 months of inventory based on closed sales.