

MONTHLY HOUSING MARKET REPORT

APRIL 2020 | EAST TENNESSEE

**TOTAL HOMES
SOLD**



1,571
VS. APRIL 2019



AN 11% DECREASE OVER APRIL
2019 BUT SIMILAR TO THE SALES
PAGE IN 2016 AND 2017

IF WE KEEP SELLING AT THIS RATE AND
DON'T ADD NEW LISTINGS, WE'LL SELL
EVERYTHING IN 2.8 MONTHS

NUMBER OF ACTIVE
LISTINGS

**APRIL
2020**

4,445

A SLIGHT
DECREASE
FROM MARCH

YEAR TO DATE CBWW
AGENTS HAVE CLOSED
912 TRANSACTIONS



THIS IS A 11%
INCREASE VS.
LAST YEAR



YEAR TO DATE
CBWW AGENTS SOLD
\$216,666,270

WORTH OF PROPERTIES
IN OUR AREA- A 21%
INCREASE VS. YTD '19

2,706

HOMES IN
PENDING SALE

THE MOST HOMES
IN PENDING
IN SIX MONTHS

\$248,898

KAAR AVERAGE SALES PRICE

Very near an all-time market high
and a 7% increase over last April

**CBW LISTINGS ARE SELLING
AT 99% OF ASKING PRICE**

45

KAAR
AVERAGE
DAYS ON
THE MARKET

26

CBWW
AVERAGE
DAYS ON
THE MARKET

NEARLY THREE WEEKS FASTER
THAN THE AVERAGE SALE WHEN
LISTED WITH A CBW AGENT