

MONTHLY HOUSING MARKET REPORT

MARCH 2020 | EAST TENNESSEE

TOTAL HOMES
SOLD



1,768
MARCH 2020

THE BEST MARCH
IN RECENT HISTORY

NUMBER OF
ACTIVE LISTINGS
MARCH 2020

4,586

A SLIGHT INCREASE
FROM FEBRUARY, BUT
STILL FEWER HOMES
AVAILABLE THAN IN
PREVIOUS YEARS

IF WE KEEP SELLING AT THIS
PACE, WE'LL SELL EVERYTHING
IN 2.5 MONTHS.

YEAR TO DATE CBW
AGENTS HAVE CLOSED
653 TRANSACTIONS



THAT'S A 19%
INCREASE OVER
LAST YEAR



YEAR TO DATE
CBW AGENTS
HAVE SOLD

\$152,444,854

WORTH OF PROPERTIES
IN OUR AREA!

A 35% INCREASE
OVER LAST YEAR
AT THIS TIME

CBW LISTINGS
ARE SELLING AT

99%

OF THE ASKING PRICE

THAT'S \$3700 MORE
MONEY FOR SELLERS ON
AN AVERAGE PRICED HOME

\$247,047

KAAR AVERAGE SALES PRICE

A STRONG INDICATION
THAT CORONAVIRUS
CONCERNS ARE NOT
AFFECTING HOME VALUES



COLDWELL
BANKER
WALLACE

53

KAAR AVERAGE
DAYS ON
THE MARKET

48

CBW AVERAGE
DAYS ON
THE MARKET