



/ All Areas: Total Chattanooga/North Georgia/North Alabama market

Sold Terms

| Sold Terms | Total | Total List \$ | Total Sold \$ | Avg List \$ | Avg Sold \$ | Med Sold \$ | Avg DOM | Avg DTC | Avg \$/SF | %SP/LP |
|-------------------|-------|---------------|---------------|-------------|-------------|-------------|---------|---------|-----------|---------|
| ASSUME | 21 | \$3,348,218 | \$3,195,300 | \$159,439 | \$152,157 | \$150,000 | 102 | 37 | \$85 | 95.43% |
| OTHER | 49 | \$8,830,589 | \$8,325,497 | \$180,216 | \$169,908 | \$119,800 | 102 | 32 | \$76 | 94.28% |
| CONV | 142 | \$28,644,739 | \$27,400,568 | \$201,724 | \$192,962 | \$156,950 | 146 | 34 | \$89 | 95.66% |
| CASH | 75 | \$8,529,662 | \$7,936,689 | \$113,729 | \$105,823 | \$55,000 | 120 | 23 | \$62 | 93.05% |
| FHA | 188 | \$25,442,190 | \$24,878,810 | \$135,331 | \$132,334 | \$125,000 | 129 | 36 | \$77 | 97.79% |
| VA | 19 | \$2,789,200 | \$2,722,993 | \$146,800 | \$143,315 | \$139,400 | 175 | 26 | \$75 | 97.63% |
| SHA | 1 | \$115,000 | \$105,000 | \$115,000 | \$105,000 | \$105,000 | 362 | 55 | \$71 | 91.30% |
| FARMER HM | 3 | \$358,800 | \$358,800 | \$119,600 | \$119,600 | \$129,000 | 190 | 57 | \$82 | 100.00% |
| FED LAND | 1 | \$78,000 | \$75,000 | \$78,000 | \$75,000 | \$75,000 | 127 | 78 | \$48 | 96.15% |
| SELLER FIN | 2 | \$303,900 | \$297,900 | \$151,950 | \$148,950 | \$148,950 | 580 | 36 | \$58 | 98.03% |
| TOTAL | 501 | \$78,440,298 | \$75,296,557 | \$156,567 | \$150,293 | \$129,000 | 133 | 33 | \$78 | 95.99% |

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