



**Bruce Jones**  
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 RE/MAX Fine Homes



Williamson County  
 Market Condition

**MAY 2013**  
 Issued:6/8/13  
 for Prior Month Activity

MAY 2013 ACTIVITY				YEAR TO DATE ACTIVITY (THRU MAY 2013)								6/1/12 -5/31/13			JUNE 2013				
Report is current on date of generation. Results are impacted when additional sales/inventory are recorded in MLS.												Absorption Information							
Williamson County	Month Unit Sales	Avg. Sales Price	Days on Market	Units Sold	Avg List Price	Avg. Sales Price	List to Sales Price Ratio	Med. Sales Price	Avg. Days On Market	Avg. Sq. Feet	Avg SP/SF	Last 12 Months Sales	Absorption Rate	Current Inventory	Months of Inventory				
2010	306	\$485,526	92	1064	\$434,885	\$408,422	93.9%	\$320,000	95	3076	\$132.78								
2011	309	\$397,517	94	1082	\$410,325	\$391,393	95.4%	\$333,390	96	3140	\$124.65								
2012	382	\$404,380	86	1289	\$420,037	\$404,365	96.3%	\$335,000	89	3132	\$129.11								
2013	459	\$425,777	70	1622	\$417,410	\$408,312	97.8%	\$360,000	75	3127	\$130.58								
Var to LY	20.2%	5.3%	-16	25.8%	-0.6%	1.0%	1.6%	7.5%	-14	-5	1.1%	4132	344.3	1784	5.2				
Brentwood	Month Unit Sales	Avg. Sales Price	Days on Market	Units Sold	Avg List Price	Avg. Sales Price	List to Sales Price Ratio	Med. Sales Price	Avg. Days On Market	Avg. Sq. Feet	Avg SP/SF	Last 12 Months Sales	Absorption Rate	Current Inventory	Months of Inventory				
2010	61	\$526,790	90	213	\$592,442	\$564,956	95.4%	\$512,500	91	4142	\$136.40								
2011	64	\$551,846	95	230	\$605,284	\$576,607	95.3%	\$517,585	99	4141	\$139.24								
2012	80	\$646,850	88	273	\$633,197	\$610,750	96.5%	\$524,500	91	4225	\$144.56								
2013	94	\$618,256	63	293	\$625,766	\$615,601	98.4%	\$549,900	74	4160	\$147.98								
Var to LY	17.5%	-4.4%	-25	7.3%	-1.2%	0.8%	2.0%	4.8%	-17	-65	2.4%	810	67.5	400	5.9				
Franklin	Month Unit Sales	Avg. Sales Price	Days on Market	Units Sold	Avg List Price	Avg. Sales Price	List to Sales Price Ratio	Med. Sales Price	Avg. Days On Market	Avg. Sq. Feet	Avg SP/SF	Last 12 Months Sales	Absorption Rate	Current Inventory	Months of Inventory				
2010	136	\$657,639	86	482	\$499,702	\$459,962	92.0%	\$336,250	93	3069	\$149.87								
2011	148	\$422,213	96	526	\$418,679	\$397,528	94.9%	\$337,250	96	3076	\$129.24								
2012	168	\$400,679	79	586	\$427,567	\$409,336	95.7%	\$340,939	84	3045	\$134.43								
2013	205	\$439,418	68	722	\$436,297	\$423,174	97.0%	\$371,000	75	3119	\$135.68								
Var to LY	22.0%	9.7%	-11	23.2%	2.0%	3.4%	1.3%	8.8%	-9	74	0.9%	1885	157.1	736	4.7				
Cool Springs 37067	Month Unit Sales	Avg. Sales Price	Days on Market	Units Sold	Avg List Price	Avg. Sales Price	List to Sales Price Ratio	Med. Sales Price	Avg. Days On Market	Avg. Sq. Feet	Avg SP/SF	Last 12 Months Sales	Absorption Rate	Current Inventory	Months of Inventory				
2010	35	\$459,407	82	122	\$413,058	\$401,600	97.2%	\$357,950	83	3186	\$126.05								
2011	31	\$487,143	118	121	\$439,690	\$421,009	95.8%	\$395,000	94	3353	\$125.56								
2012	36	\$407,874	77	151	\$434,500	\$419,454	96.5%	\$376,635	78	3282	\$127.80								
2013	49	\$494,912	61	184	\$463,703	\$452,331	97.5%	\$430,000	64	3432	\$131.80								
Var to LY	36.1%	21.3%	-16	21.9%	6.7%	7.8%	1.0%	14.2%	-14	150	3.1%	480	40.0	134	3.4				

Compiled by: The Realtor Assistant, 615-668-0086  
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Nolensville	Month Unit Sales	Avg. Sales Price	Days on Market	Units Sold	Avg List Price	Avg. Sales Price	List to Sales Price Ratio	Med. Sales Price	Avg. Days On Market	Avg. Sq. Feet	Avg SP/SF	Last 12 Months Sales	Absorption Rate	Current Inventory	Months of Inventory				
2010	27	\$303,741	87	86	\$305,601	\$302,896	99.1%	\$290,222	86	2765	\$109.55								
2011	25	\$331,191	70	85	\$332,885	\$325,665	97.8%	\$305,000	83	2924	\$111.38								
2012	31	\$300,749	87	101	\$338,597	\$335,065	99.0%	\$299,900	78	2880	\$116.34								
2013	31	\$406,320	88	133	\$367,883	\$366,454	99.6%	\$351,700	75	2999	\$122.19								
<b>Var to LY</b>	<b>0.0%</b>	<b>35.1%</b>	<b>1</b>	<b>31.7%</b>	<b>8.6%</b>	<b>9.4%</b>	<b>0.7%</b>	<b>17.3%</b>	<b>-3</b>	<b>119</b>	<b>5.0%</b>	<b>336</b>	<b>28.0</b>	<b>102</b>	<b>3.6</b>				
Thompson's Station	Month Unit Sales	Avg. Sales Price	Days on Market	Units Sold	Avg List Price	Avg. Sales Price	List to Sales Price Ratio	Med. Sales Price	Avg. Days On Market	Avg. Sq. Feet	Avg SP/SF	Last 12 Months Sales	Absorption Rate	Current Inventory	Months of Inventory				
2010	20	\$243,384	108	63	\$253,340	\$239,689	94.6%	\$212,575	119	2457	\$97.55								
2011	21	\$231,702	106	56	\$210,212	\$201,721	96.0%	\$181,500	99	2351	\$85.80								
2012	31	\$249,532	107	83	\$242,223	\$235,706	97.3%	\$204,900	114	2352	\$100.22								
2013	27	\$282,960	82	117	\$293,963	\$289,856	98.6%	\$259,900	78	2532	\$114.48								
<b>Var to LY</b>	<b>-12.9%</b>	<b>13.4%</b>	<b>-25</b>	<b>41.0%</b>	<b>21.4%</b>	<b>23.0%</b>	<b>1.3%</b>	<b>26.8%</b>	<b>-36</b>	<b>180</b>	<b>14.2%</b>	<b>273</b>	<b>22.8</b>	<b>112</b>	<b>4.9</b>				
Spring Hill	Month Unit Sales	Avg. Sales Price	Days on Market	Units Sold	Avg List Price	Avg. Sales Price	List to Sales Price Ratio	Med. Sales Price	Avg. Days On Market	Avg. Sq. Feet	Avg SP/SF	Last 12 Months Sales	Absorption Rate	Current Inventory	Months of Inventory				
2010	43	\$195,902	89	152	\$220,081	\$213,725	97.1%	\$193,200	91	2335	\$91.53								
2011	30	\$211,658	95	122	\$224,189	\$218,924	97.7%	\$201,450	103	2414	\$90.69								
2012	49	\$248,108	79	163	\$232,079	\$227,675	98.1%	\$200,000	86	2441	\$93.27								
2013	76	\$258,858	64	259	\$259,609	\$257,246	99.1%	\$246,000	66	2561	\$100.45								
<b>Var to LY</b>	<b>55.1%</b>	<b>4.3%</b>	<b>-15</b>	<b>58.9%</b>	<b>11.9%</b>	<b>13.0%</b>	<b>1.0%</b>	<b>23.0%</b>	<b>-20</b>	<b>120</b>	<b>7.7%</b>	<b>597</b>	<b>49.8</b>	<b>243</b>	<b>4.9</b>				
Fairview	Month Unit Sales	Avg. Sales Price	Days on Market	Units Sold	Avg List Price	Avg. Sales Price	List to Sales Price Ratio	Med. Sales Price	Avg. Days On Market	Avg. Sq. Feet	Avg SP/SF	Last 12 Months Sales	Absorption Rate	Current Inventory	Months of Inventory				
2010	12	\$200,540	122	42	\$189,289	\$183,509	96.9%	\$155,000	101	1930	\$95.08								
2011	13	\$120,881	86	41	\$157,087	\$149,898	95.4%	\$135,000	90	1780	\$84.21								
2012	16	\$216,806	134	49	\$196,805	\$187,711	95.4%	\$149,900	123	2171	\$86.46								
2013	14	\$207,528	88	55	\$179,261	\$173,917	97.0%	\$159,900	96	1972	\$88.19								
<b>Var to LY</b>	<b>-12.5%</b>	<b>-4.3%</b>	<b>-46</b>	<b>12.2%</b>	<b>-8.9%</b>	<b>-7.3%</b>	<b>1.7%</b>	<b>6.7%</b>	<b>-27</b>	<b>-199</b>	<b>2.0%</b>	<b>130</b>	<b>10.8</b>	<b>99</b>	<b>9.1</b>				

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# Williamson County Absorption Report

MAY 2013

Report is a SNAPSHOT, showing how long a home might take to sell if NO OTHER ACTIVITY TAKES PLACE. Use in conjunction with normal CMA/Price development strategies.

Price Ranges	WILLIAMSON COUNTY BRENTWOOD FRANKLIN COOL SPRINGS - ZIPCODE 37067																							
	6/01/12-5/31/13				JUNE 2013				6/01/12-5/31/13				JUNE 2013				6/01/12-5/31/13				JUNE 2013			
	Number Sold	Absorp Rate	Current Active Listings	Months of Inv	Number Sold	Absorp Rate	Current Active Listings	Months of Inv	Number Sold	Absorp Rate	Current Active Listings	Months of Inv	Number Sold	Absorp Rate	Current Active Listings	Months of Inv	Number Sold	Absorp Rate	Current Active Listings	Months of Inv				
under 99,999	35	2.9	6	2.1	0	0.0	0	n/a	17	1.4	3	2.1	2	0.2	0	0.0								
100,000 - 124,999	39	3.3	7	2.2	0	0.0	0	n/a	10	0.8	2	2.4	0	0.0	0	n/a								
125,000 - 149,999	99	8.3	29	3.5	0	0.0	0	n/a	16	1.3	3	2.3	0	0.0	0	n/a								
150,000 - 174,999	154	12.8	43	3.4	2	0.2	0	0.0	21	1.8	4	2.3	1	0.1	0	0.0								
175,000 - 199,999	207	17.3	53	3.1	3	0.3	0	0.0	53	4.4	8	1.8	7	0.6	0	0.0								
Price Category	534	44.5	138	3.1	5	0.4	0	0.0	117	9.8	20	2.1	10	0.8	0	0.0								
200,000 - 224,999	147	12.3	44	3.6	1	0.1	0	0.0	45	3.8	8	2.1	10	0.8	0	0.0								
225,000 - 249,999	217	18.1	49	2.7	8	0.7	0	0.0	95	7.9	17	2.1	13	1.1	2	1.8								
250,000 - 274,999	244	20.3	67	3.3	6	0.5	1	2.0	95	7.9	20	2.5	17	1.4	7	4.9								
275,000 - 299,999	305	25.4	96	3.8	22	1.8	5	2.7	157	13.1	37	2.8	32	2.7	7	2.6								
Price Category	913	76.1	256	3.4	37	3.1	6	1.9	392	32.7	82	2.5	72	6.0	16	2.7								
300,000 - 324,999	264	22.0	67	3.0	11	0.9	4	4.4	140	11.7	28	2.4	32	2.7	5	1.9								
325,000 - 349,999	293	24.4	104	4.3	22	1.8	6	3.3	180	15.0	40	2.7	35	2.9	9	3.1								
350,000 - 374,999	216	18.0	85	4.7	25	2.1	6	2.9	123	10.3	40	3.9	40	3.3	5	1.5								
375,000 - 399,999	224	18.7	96	5.1	42	3.5	9	2.6	123	10.3	41	4.0	34	2.8	12	4.2								
Price Category	997	83.1	352	4.2	100	8.3	25	3.0	566	47.2	149	3.2	141	11.8	31	2.6								
400,000 - 449,999	378	31.5	124	3.9	110	9.2	21	2.3	207	17.3	63	3.7	6	0.5	12	24.0								
450,000 - 499,999	323	26.9	133	4.9	97	8.1	29	3.6	167	13.9	66	4.7	54	4.5	15	3.3								
500,000 - 549,999	238	19.8	107	5.4	75	6.3	31	5.0	114	9.5	52	5.5	43	3.6	14	3.9								
550,000 - 599,999	152	12.7	98	7.7	50	4.2	31	7.4	82	6.8	50	7.3	38	3.2	12	3.8								
Price Category	1,091	90.9	462	5.1	332	27.7	112	4.0	570	47.5	231	4.9	141	11.8	53	4.5								
600,000 - 649,999	124	10.3	60	5.8	62	5.2	29	5.6	56	4.7	24	5.1	22	1.8	5	2.7								
650,000 - 699,999	124	10.3	73	7.1	63	5.3	27	5.1	55	4.6	38	8.3	14	1.2	5	4.3								
700,000 - 749,999	76	6.3	51	8.1	50	4.2	27	6.5	23	1.9	18	9.4	5	0.4	1	2.4								
750,000 - 799,999	51	4.3	54	12.7	26	2.2	32	14.8	24	2.0	19	9.5	0	0.0	2	unk								
Price Category	375	31.3	238	7.6	201	16.8	115	6.9	158	13.2	99	7.5	41	3.4	13	3.8								
800,000 - 849,999	30	2.5	37	14.8	16	1.3	20	15.0	14	1.2	14	12.0	1	0.1	1	12.0								
850,000 - 899,999	45	3.8	40	10.7	29	2.4	22	9.1	14	1.2	14	12.0	1	0.1	4	48.0								
900,000 - 949,999	12	1.0	12	12.0	8	0.7	1	1.5	4	0.3	7	21.0	0	0.0	2	unk								
950,000 - 999,999	21	1.8	34	19.4	12	1.0	18	18.0	8	0.7	13	19.5	1	0.1	3	36.0								
Price Category	108	9.0	123	13.7	65	5.4	61	11.3	40	3.3	48	14.4	3	0.3	10	40.0								
1,000,000 - 1,249,999	46	3.8	49	12.8	31	2.6	22	8.5	15	1.3	21	16.8	6	0.5	1	2.0								
1,250,000 - 1,499,999	37	3.1	52	16.9	23	1.9	17	8.9	12	1.0	26	26.0	1	0.1	4	48.0								
1,500,000 - 1,749,999	10	0.8	26	31.2	6	0.5	11	22.0	4	0.3	13	39.0	0	0.0	1	unk								
1,750,000 - 1,999,999	11	0.9	18	19.6	6	0.5	7	14.0	5	0.4	8	19.2	1	0.1	2	24.0								
Price Category	104	8.7	145	16.7	66	5.5	57	10.4	36	3.0	68	22.7	8	0.7	8	12.0								
2,000,000 - 2,499,999	4	0.3	21	63.0	3	0.3	9	36.0	1	0.1	11	132.0	0	0.0	0	n/a								
2,500,000 - 2,999,999	2	0.2	21	126.0	1	0.1	11	132.0	1	0.1	7	84.0	0	0.0	2	unk								
3,000,000 - 3,499,999	0	0.0	9	unk	0	0.0	1	unk	0	0.0	7	unk	0	0.0	1	unk								
3,500,000 - 3,999,999	2	0.2	5	30.0	0	0.0	1	unk	2	0.2	4	24.0	0	0.0	0	n/a								
4,000 & Up	2	0.2	17	102.0	1	0.1	2	24.0	2	0.2	13	78.0	1	0.1	3	36.0								
Price Category	10	0.8	52	62.4	5	0.4	24	57.6	6	0.5	42	84.0	1	0.1	6	unk								
<b>All Categories</b>	<b>4,132</b>	<b>344.3</b>	<b>1,766</b>	<b>5.1</b>	<b>811</b>	<b>67.6</b>	<b>400</b>	<b>5.9</b>	<b>1,885</b>	<b>157.1</b>	<b>739</b>	<b>4.7</b>	<b>417</b>	<b>34.8</b>	<b>137</b>	<b>3.9</b>								



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Price Ranges	NOLENSVILLE				THOMPSON'S STATION				SPRING HILL				FAIRVIEW			
	6/01/12-5/31/13		JUNE 2013		6/01/12-5/31/13		JUNE 2013		6/01/12-5/31/13		JUNE 2013		6/01/12-5/31/13		JUNE 2013	
	Number Sold	Absorp Rate	Current Active Listings	Months of Inv	Number Sold	Absorp Rate	Current Active Listings	Months of Inv	Number Sold	Absorp Rate	Current Active Listings	Months of Inv	Number Sold	Absorp Rate	Current Active Listings	Months of Inv
under 99,999	2	0.2	0	0.0	1	0.1	0	0.0	1	0.1	0	0.0	11	0.9	3	3.3
100,000 - 124,999	0	0.0	0	n/a	3	0.3	0	0.0	11	0.9	0	0.0	12	1.0	5	5.0
125,000 - 149,999	4	0.3	1	3.0	15	1.3	2	1.6	37	3.1	4	1.3	26	2.2	19	8.8
150,000 - 174,999	1	0.1	0	0.0	29	2.4	4	1.7	77	6.4	20	3.1	22	1.8	15	8.2
175,000 - 199,999	5	0.4	1	2.4	25	2.1	1	0.5	97	8.1	25	3.1	22	1.8	15	8.2
Price Category	12	1.0	2	2.0	73	6.1	7	1.2	223	18.6	49	2.6	93	7.8	57	7.4
200,000 - 224,999	7	0.6	1	1.7	27	2.3	7	3.1	53	4.4	23	5.2	7	0.6	2	3.4
225,000 - 249,999	25	2.1	1	0.5	36	3.0	7	2.3	41	3.4	16	4.7	7	0.6	6	10.3
250,000 - 274,999	40	3.3	3	0.9	39	3.3	6	1.8	55	4.6	34	7.4	4	0.3	1	3.0
275,000 - 299,999	44	3.7	4	1.1	17	1.4	15	10.6	51	4.3	29	6.8	8	0.7	5	7.5
Price Category	116	9.7	9	0.9	119	9.9	35	3.5	200	16.7	102	6.1	26	2.2	14	6.5
300,000 - 324,999	36	3.0	12	4.0	19	1.6	3	1.9	56	4.7	14	3.0	1	0.1	4	48.0
325,000 - 349,999	30	2.5	20	8.0	15	1.3	12	9.6	35	2.9	20	6.9	7	0.6	4	6.9
350,000 - 374,999	32	2.7	11	4.1	10	0.8	7	8.4	21	1.8	17	9.7	2	0.2	3	18.0
375,000 - 399,999	20	1.7	12	7.2	12	1.0	12	12.0	23	1.9	15	7.8	0	0.0	3	unk
Price Category	118	9.8	55	5.6	56	4.7	34	7.3	135	11.3	66	5.9	10	0.8	14	16.8
400,000 - 449,999	15	1.3	11	8.8	9	0.8	7	9.3	28	2.3	15	6.4	0	0.0	2	unk
450,000 - 499,999	32	2.7	7	2.6	6	0.5	12	24.0	8	0.7	8	12.0	1	0.1	2	24.0
500,000 - 549,999	37	3.1	8	2.6	3	0.3	2	8.0	0	0.0	2	unk	0	0.0	3	unk
550,000 - 599,999	3	3.0	1	0.3	3	0.3	4	16.0	3	0.3	0	0.0	0	0.0	0	n/a
Price Category	87	7.3	27	3.7	21	1.8	25	14.3	39	3.3	25	7.7	1	0.1	7	84.0
600,000 - 649,999	0	0.0	0	n/a	0	0.0	1	unk	0	0.0	0	n/a	0	0.0	1	unk
650,000 - 699,999	1	0.1	0	0.0	2	0.2	2	12.0	0	0.0	1	unk	0	0.0	1	unk
700,000 - 749,999	1	0.1	1	12.0	1	0.1	1	12.0	0	0.0	0	n/a	0	0.0	0	n/a
750,000 - 799,999	1	0.1	0	0.0	0	0.0	1	unk	0	0.0	0	n/a	0	0.0	0	n/a
Price Category	3	0.3	1	4.0	3	0.3	5	20.0	0	0.0	1	n/a	0	0.0	2	unk
800,000 - 849,999	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
850,000 - 899,999	0	1.0	1	unk	0	0.0	2	unk	0	0.0	0	n/a	0	0.0	0	n/a
900,000 - 949,999	0	0.0	0	n/a	0	0.0	1	unk	0	0.0	0	n/a	0	0.0	0	n/a
950,000 - 999,999	0	0.0	0	n/a	1	0.1	0	0.0	0	0.0	0	n/a	0	0.0	1	unk
Price Category	0	0.0	1	n/a	1	0.1	3	unk	0	0.0	0	n/a	0	0.0	1	unk
1,000,000 - 1,249,999	0	0.0	1	unk	0	0.0	0	n/a	0	0.0	1	unk	0	0.0	1	unk
1,250,000 - 1,499,999	0	0.0	2	unk	0	0.0	2	unk	0	0.0	0	n/a	0	0.0	1	n/a
1,500,000 - 1,749,999	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
1,750,000 - 1,999,999	0	0.0	1	unk	0	0.0	1	unk	0	0.0	0	n/a	0	0.0	0	n/a
Price Category	0	0.0	4	unk	0	0.0	3	unk	0	0.0	1	n/a	0	0.0	2	unk
2,000,000 - 2,499,999	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
2,500,000 - 2,999,999	0	0.0	3	unk	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
3,000,000 - 3,499,999	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
3,500,000 - 3,999,999	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
4,000 & Up	0	0.0	1	unk	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
Price Category	0	0.0	4	unk	0	0.0	0	unk	0	0.0	0	n/a	0	0.0	0	n/a
<b>All Categories</b>	<b>336</b>	<b>28.0</b>	<b>103</b>	<b>3.7</b>	<b>273</b>	<b>22.8</b>	<b>112</b>	<b>4.9</b>	<b>597</b>	<b>49.8</b>	<b>244</b>	<b>4.9</b>	<b>130</b>	<b>10.8</b>	<b>97</b>	<b>9.0</b>