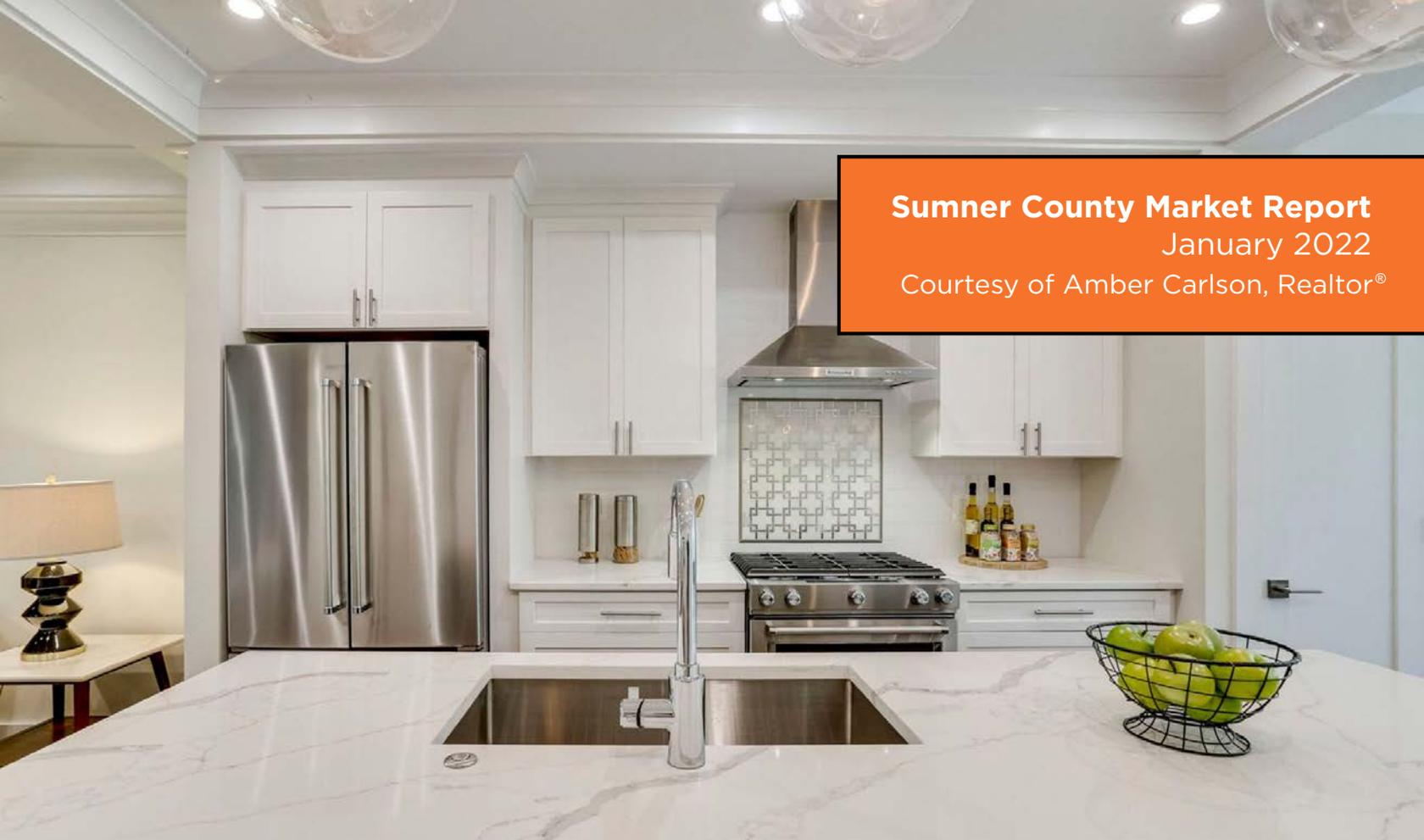


Sumner County Market Report
 January 2022
 Courtesy of Amber Carlson, Realtor®



Demand for our area remains high, and it's having a positive effect on prices.

According to Danille Hale, chief economist at Realtor.Com states that, "Affordability will increasingly be a challenge as interest rates and prices rise, but remote work may expand search area and enable younger buyers to find their first homes sooner than they might have otherwise. And with more than 45 million millennials within the prime first time buyer ages of 26-35 heading into 2022, we expect the market to remain competitive."

Despite rising prices, homes continue to move fast. Still!

Builders are trying to keep up with demand and sellers are trying to keep up with offers. Book your viewing quickly, as soon as it lists, and get your offer in ASAP- a seller can stop all showings at any time and finalize on the best offer before the deadline shown on the MLS if they so choose.

Single Family Home Stats	2020 YTD	2021 YTD	Trend	Analysis
Homes for Sale	906	367	↓ 59.5%	Now that the holidays are over you will start to see a pick up in new listings.
New Listings	358	268	↓ 27.4%	New December Listings: 213 are already Under Contract
Closed Sales	397	369	↓ 7.1%	369 single family homes closed last month (DEC.) in Sumner Co. Average Days on Market 13 days! New Construction- 81 DOM

(continued)

Buyers are searching now, and we expect competition to stick around.

My biggest influx in buyers came the month of December. I drove over 600 miles the week of New Years Eve showing property all the way from Cheatham, Wilson to Williamson County.

If you're thinking about buying or selling in the next 12 months, now is the time to get a plan in place.

I understand the financial and logistical complexity of this move. We sold our home with twin toddlers, so I know firsthand how important it is to have a trusted partner to help manage the details while you stay focused on keeping your daily life on the rails. That's why I've made it my mission to provide my clients with the knowledge and tools needed to prepare themselves for this transition.

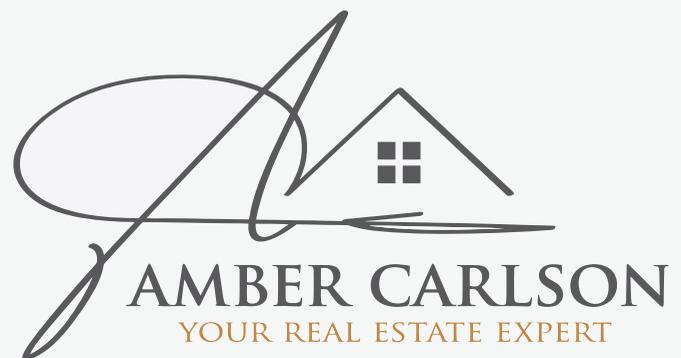
And thanks to a proven process that works, I've had the pleasure of helping 100's of clients over the past 15 years to get the results they deserve so that they can move on to their next chapter with ease.

In their own words:

Amber is professional and very enjoyable to be around. So friendly and amazing to work with. Everything she handled was prompt. She will go above and beyond to make sure things go smooth. Highly recommend

- A Pederson, June 2021

Call me today
for your
Initial Consultation
at
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