

# Market Summary

Nashville | 4Q24

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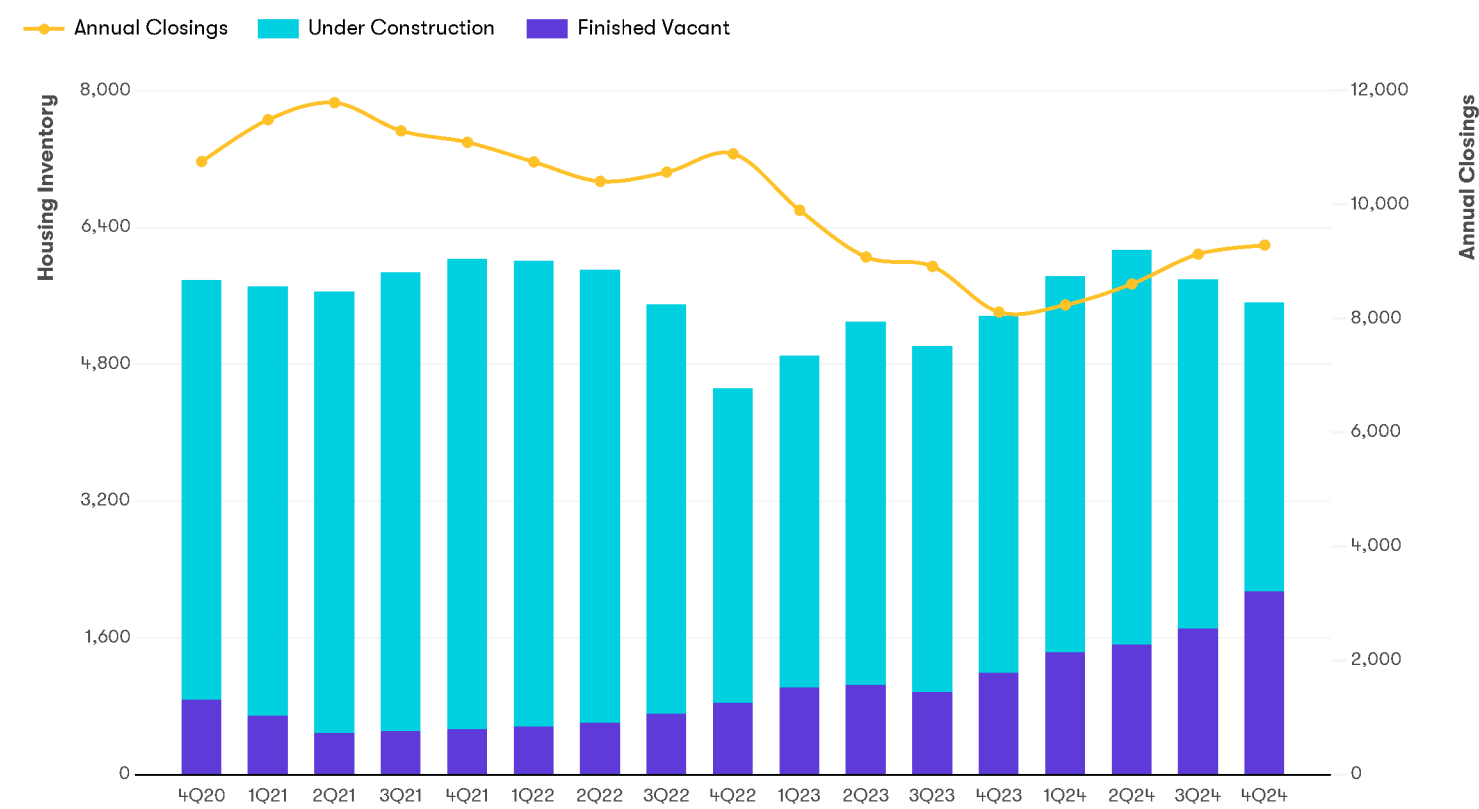
Map displaying market areas in the market

# Historical Housing Activity

## Overview

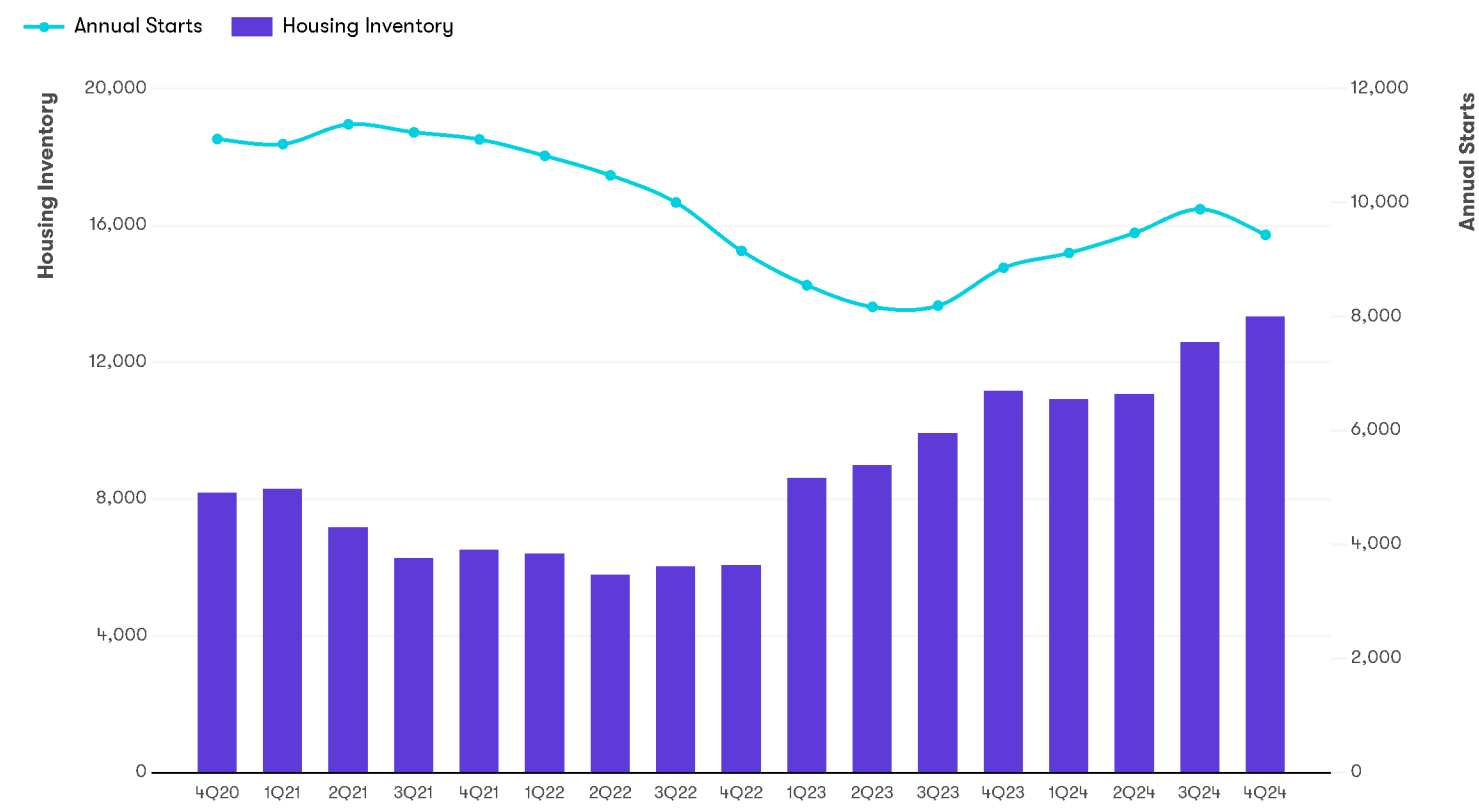
QTR	QTR CLOS	ANN CLOS	MODEL	FIN VAC	UC	TOTAL INV	TOTAL SUPPLY	QTR STARTS	ANN STARTS	VDL	VDL SUPPLY	FUT LOTS	ANN LOT DELIV
4Q20	2,770	10,759	242	874	4,906	6,022	6.7	2,752	11,117	8,188	8.8	53,866	8,334
1Q21	2,861	11,492	222	688	5,023	5,933	6.2	2,748	11,028	8,289	9.0	57,790	7,997
2Q21	3,162	11,790	194	481	5,164	5,839	5.9	3,052	11,375	7,166	7.6	59,893	8,297
3Q21	2,504	11,297	190	504	5,369	6,063	6.4	2,684	11,236	6,262	6.7	60,442	8,469
4Q21	2,568	11,095	198	532	5,497	6,227	6.7	2,627	11,111	6,510	7.0	58,827	9,433
1Q22	2,517	10,751	188	562	5,449	6,199	6.9	2,460	10,823	6,392	7.1	57,372	8,926
2Q22	2,821	10,410	182	602	5,304	6,088	7.0	2,710	10,481	5,791	6.6	56,501	9,106
3Q22	2,666	10,572	184	712	4,785	5,681	6.4	2,207	10,004	6,025	7.2	56,049	9,767
4Q22	2,890	10,894	169	838	3,677	4,684	5.2	1,778	9,155	6,065	7.9	59,990	8,710
1Q23	1,526	9,903	167	1,015	3,884	5,066	6.1	1,856	8,551	8,608	12.1	60,574	10,767
2Q23	2,001	9,083	170	1,043	4,250	5,463	7.2	2,331	8,172	8,984	13.2	59,485	11,365
3Q23	2,500	8,917	186	965	4,045	5,196	7.0	2,228	8,193	9,927	14.5	57,689	12,095
4Q23	2,090	8,117	182	1,191	4,176	5,549	8.2	2,443	8,858	11,152	15.1	54,538	13,945
1Q24	1,652	8,243	188	1,425	4,401	6,014	8.8	2,117	9,119	10,921	14.4	55,035	11,432
2Q24	2,368	8,610	195	1,516	4,618	6,329	8.8	2,683	9,471	11,071	14.0	57,337	11,558
3Q24	3,023	9,133	193	1,708	4,082	5,983	7.9	2,644	9,887	12,592	15.3	56,208	12,552
4Q24	2,249	9,292	204	2,141	3,382	5,727	7.4	1,993	9,437	13,341	17.0	53,746	11,626

## Housing Inventory and Closings By Quarter

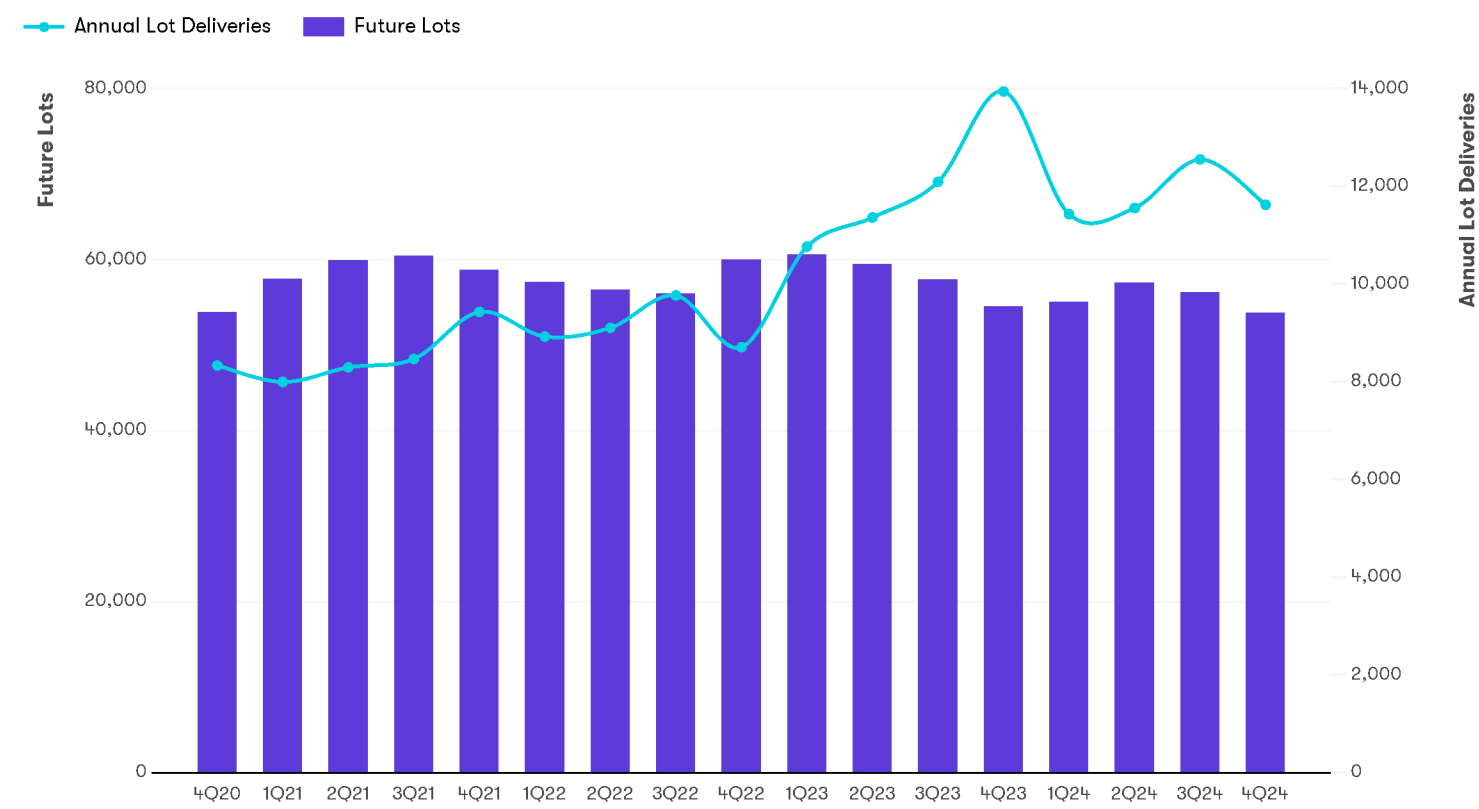


# Historical Housing Activity

Vacant Developed Lots and Starts By Quarter



Future Lots and Deliveries By Quarter



# Housing Inventory & Activity

## By Market Area

CURRENT STATUS							% SHARE OF MARKET		4Q23	1Q24	2Q24	3Q24	4Q24	ANN.RATES/ *INV SUPPLY
Totals							100%	Starts	2,443	2,117	2,683	2,644	1,993	9,437
Occ	Mod	FinVac	U/C	VDL	Future	Total	100%	Closings	2,090	1,652	2,368	3,023	2,249	9,292
166,429	204	2,141	3,382	13,341	53,746	239,243	100%	Housing Inv	5,549	6,014	6,329	5,983	5,727	7.4 mos
							100%	VDL Inv	11,152	10,921	11,071	12,592	13,341	17.0 mos
Davidson							13%	Starts	379	235	325	431	272	1,263
Occ	Mod	FinVac	U/C	VDL	Future	Total	16%	Closings	340	193	521	359	418	1,491
28,955	14	328	534	1,977	4,413	36,221	15%	Housing Inv	1,080	1,122	926	1,022	876	7.1 mos
							15%	VDL Inv	1,561	1,589	1,756	1,872	1,977	18.8 mos
Dickson							1%	Starts	60	5	42	24	36	107
Occ	Mod	FinVac	U/C	VDL	Future	Total	2%	Closings	48	33	26	59	36	154
1,855	2	56	18	116	1,015	3,062	1%	Housing Inv	123	95	111	76	76	5.9 mos
							1%	VDL Inv	151	148	140	118	116	13.0 mos
Maury							11%	Starts	251	287	317	210	186	1,000
Occ	Mod	FinVac	U/C	VDL	Future	Total	10%	Closings	215	111	150	534	122	917
12,228	30	192	356	1,377	7,482	21,665	10%	Housing Inv	495	671	838	514	578	7.6 mos
							10%	VDL Inv	926	958	1,031	1,283	1,377	16.5 mos
Robertson							4%	Starts	68	70	116	126	57	369
Occ	Mod	FinVac	U/C	VDL	Future	Total	4%	Closings	73	69	30	144	86	329
5,336	9	110	96	789	2,342	8,682	4%	Housing Inv	175	176	262	244	215	7.8 mos
							6%	VDL Inv	565	495	444	700	789	25.7 mos
Rutherford							27%	Starts	697	588	762	648	520	2,518
Occ	Mod	FinVac	U/C	VDL	Future	Total	26%	Closings	550	477	589	762	620	2,448
47,018	45	551	800	2,867	12,867	64,148	24%	Housing Inv	1,326	1,437	1,610	1,496	1,396	6.8 mos
							21%	VDL Inv	2,843	2,723	2,647	3,112	2,867	13.7 mos
Sumner							15%	Starts	364	355	343	474	271	1,443
Occ	Mod	FinVac	U/C	VDL	Future	Total	15%	Closings	304	199	357	478	388	1,422
19,122	43	282	446	2,108	8,751	30,752	13%	Housing Inv	750	906	892	888	771	6.5 mos
							16%	VDL Inv	1,839	1,647	1,825	1,793	2,108	17.5 mos
Williamson							16%	Starts	269	290	473	380	325	1,468
Occ	Mod	FinVac	U/C	VDL	Future	Total	14%	Closings	315	288	342	404	281	1,315
32,641	29	387	604	2,121	9,176	44,958	18%	Housing Inv	858	860	991	976	1,020	9.3 mos
							16%	VDL Inv	1,886	1,939	1,733	1,981	2,121	17.3 mos
Wilson							13%	Starts	355	287	305	351	326	1,269
Occ	Mod	FinVac	U/C	VDL	Future	Total	13%	Closings	245	282	353	283	298	1,216
19,274	32	235	528	1,986	7,700	29,755	14%	Housing Inv	742	747	699	767	795	7.8 mos
							15%	VDL Inv	1,381	1,422	1,495	1,733	1,986	18.8 mos

# Historical Activity By Housing Type

## By Quarter

		4Q22	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	3Q24	4Q24	ANN. RATE
Single Family	Starts	1,319	1,259	1,734	1,696	1,743	1,438	1,974	1,958	1,542	6,912
	Closings	2,148	1,115	1,463	1,773	1,482	1,274	1,639	2,254	1,595	6,762
	Housing Inv	3,177	3,355	3,661	3,589	3,850	4,014	4,349	4,086	4,033	7.2 mos
	VDL Inv	4,245	6,581	6,987	7,362	7,798	7,629	7,957	9,289	9,937	17.3 mos
TH/Plex/Other	Starts	459	597	597	532	700	679	709	686	451	2,525
	Closings	742	411	538	727	608	378	729	769	654	2,530
	Housing Inv	1,507	1,711	1,802	1,607	1,699	2,000	1,980	1,897	1,694	8.0 mos
	VDL Inv	1,820	2,027	1,997	2,565	3,354	3,292	3,114	3,303	3,404	16.2 mos
Condominium	Starts	0	0	0	0	0	0	0	0	0	0
	Closings	0	0	0	0	0	0	0	0	0	0
	Housing Inv	0	0	0	0	0	0	0	0	0	0.0
	Released	0	0	0	0	0	0	0	0	0	0.0

## By Profile

	OCC	MOD	F/V	U/C	T/INV	VDL	FUT	VAC LAND	SURVEY STAKES	EQUIP ON SITE	EXCA-VATION	STREET PAVING	STREET IN	TOTAL
Totals	166,429	204	2,141	3,382	5,727	13,341	53,746	33,533	211	2,834	7,788	9,030	350	239,243
Single Family	135,105	155	1,381	2,497	4,033	9,937	44,526	28,350	79	2,130	5,819	7,844	304	193,601
TH/Plex/Other	31,324	49	760	885	1,694	3,404	9,220	5,183	132	704	1,969	1,186	46	45,642
Condominium	0	0	0	0	0	0	0	0	0	0	0	0	0	0

## By Price Range

	Min Price Max Price	\$0 \$299K	\$300K \$349K	\$350K \$399K	\$400K \$449K	\$450K \$499K	\$500K \$549K	\$550K \$599K	\$600K \$99M	TOTAL
Totals		433	943	1,357	1,549	1,284	953	523	2,115	9,156
Single Family	Ann Starts	35	252	811	1,190	1,113	875	470	1,958	6,704
TH/Plex/Other	Ann Starts	398	691	546	359	171	78	53	157	2,452
Condominium	Ann Starts	0	0	0	0	0	0	0	0	0

## By Lot Width

	Min Lot Front Max Lot Front	N/A	< 50	50 54	55 59	60 64	65 69	70 79	80 89	> 90	TOTAL
Totals		91	3,190	1,947	937	928	493	512	339	1,000	9,437
Single Family	Ann Starts	44	828	1,947	937	928	493	406	329	1,000	6,912
TH/Plex/Other	Ann Starts	47	2,362	0	0	0	0	106	10	0	2,525
Condominium	Ann Starts	0	0	0	0	0	0	0	0	0	0

## By Base Price

	1Q24 AVERAGES			2Q24 AVERAGES			3Q24 AVERAGES			4Q24 AVERAGES		
	Price	Sqft	\$/SF	Price	Sqft	\$/SF	Price	Sqft	\$/SF	Price	Sqft	\$/SF
Single Family	\$644,423	2,701	\$232.40	\$611,679	2,566	\$234.75	\$607,775	2,521	\$238.29	\$609,320	2,506	\$238.15
TH/Plex/Other	\$417,723	1,825	\$230.56	\$431,744	1,860	\$234.36	\$432,530	1,845	\$235.18	\$435,734	1,844	\$237.45
Condominium												

# Price Segmentation

## By Market Area

LOT RANGE	% SHARE OF MARKET		< \$299K	\$300K \$349K	\$350K \$399K	\$400K \$449K	\$450K \$499K	\$500K \$549K	\$550K \$599K	\$600K >	Total
Totals	100%	4Q24 Ann Starts	433	943	1,357	1,548	1,284	953	523	2,115	9,156
	100%	4Q24 Ann Closings	472	939	1,513	1,622	1,272	994	512	1,918	9,241
	100%	4Q24 Housing Inv	183	511	786	752	748	601	368	1,720	5,669
	100%	4Q24 VDL Inv	654	1,163	1,526	1,618	1,497	1,047	766	3,414	11,684
		Housing Supply (mos)	4.6	6.5	6.2	5.6	7.1	7.2	8.6	10.8	7.4
		VDL Supply (mos)	18.1	14.8	13.5	12.5	14.0	13.2	17.6	19.4	15.3
Davidson 14'-250'	13.3%	4Q24 Ann Starts	71	73	123	221	253	219	124	132	1,216
	16.0%	4Q24 Ann Closings	88	136	272	271	257	198	121	135	1,478
	15.1%	4Q24 Housing Inv	5	42	72	103	145	166	118	203	855
	16.0%	4Q24 VDL Inv	30	182	107	238	337	253	256	461	1,864
		Housing Supply (mos)	0.7	3.7	3.2	4.6	6.8	10.1	11.7	18.0	6.9
		VDL Supply (mos)	5.0	30.1	10.4	12.9	16.0	13.9	24.7	42.1	18.4
Dickson 16'-325'	1.1%	4Q24 Ann Starts	10	23	42	22	2	0	0	1	101
	1.7%	4Q24 Ann Closings	9	26	99	17	1	1	0	0	153
	1.3%	4Q24 Housing Inv	4	39	15	16	0	0	0	1	76
	1.0%	4Q24 VDL Inv	24	46	27	8	4	1	1	5	116
		Housing Supply (mos)	5.6	18.2	1.9	11.1	3.1	0.7	0.0	-	6.0
		VDL Supply (mos)	27.7	23.3	7.9	4.3	22.3	345.3	-	60.0	13.8
Maury 17'-400'	10.6%	4Q24 Ann Starts	37	58	94	290	269	113	31	81	974
	9.7%	4Q24 Ann Closings	45	100	102	249	201	127	39	37	900
	10.2%	4Q24 Housing Inv	26	9	70	142	151	70	34	76	578
	9.3%	4Q24 VDL Inv	83	32	142	341	198	107	53	136	1,092
		Housing Supply (mos)	7.0	1.1	8.3	6.8	9.0	6.6	10.5	24.7	7.7
		VDL Supply (mos)	26.5	6.6	18.1	14.1	8.8	11.3	20.6	20.2	13.5
Robertson 19'-410'	4.0%	4Q24 Ann Starts	18	156	139	46	2	2	1	5	369
	3.6%	4Q24 Ann Closings	5	113	133	63	4	1	2	7	329
	3.8%	4Q24 Housing Inv	15	72	82	30	1	2	3	10	215
	6.2%	4Q24 VDL Inv	48	130	340	149	7	5	4	41	724
		Housing Supply (mos)	35.7	7.7	7.4	5.7	3.4	23.2	19.4	15.8	7.8
		VDL Supply (mos)	32.0	10.0	29.4	38.8	45.7	28.7	67.2	89.0	23.5
Rutherford 16'-600'	26.9%	4Q24 Ann Starts	8	194	413	581	468	362	158	280	2,465
	26.5%	4Q24 Ann Closings	16	214	357	570	513	378	156	243	2,447
	24.6%	4Q24 Housing Inv	6	132	273	251	229	185	90	229	1,395
	22.7%	4Q24 VDL Inv	207	390	349	410	312	376	211	396	2,651
		Housing Supply (mos)	4.7	7.4	9.2	5.3	5.3	5.9	6.9	11.3	6.8
		VDL Supply (mos)	293.9	24.1	10.1	8.5	8.0	12.5	16.0	16.9	12.9
Sumner 18'-408'	15.4%	4Q24 Ann Starts	170	204	322	206	93	113	83	218	1,410
	15.4%	4Q24 Ann Closings	180	174	336	234	100	134	74	188	1,420
	13.5%	4Q24 Housing Inv	66	76	175	139	53	51	46	158	764
	14.4%	4Q24 VDL Inv	93	194	399	338	158	124	107	270	1,683
		Housing Supply (mos)	4.4	5.3	6.2	7.1	6.3	4.6	7.6	10.0	6.5
		VDL Supply (mos)	6.6	11.4	14.9	19.7	20.3	13.2	15.5	14.9	14.3
Williamson 16'-580'	15.5%	4Q24 Ann Starts	10	7	107	30	35	29	27	1,173	1,419
	14.2%	4Q24 Ann Closings	22	18	90	36	29	22	38	1,056	1,310
	17.9%	4Q24 Housing Inv	2	3	42	11	21	34	20	882	1,016
	15.7%	4Q24 VDL Inv	9	2	48	24	36	17	13	1,681	1,832
		Housing Supply (mos)	1.0	2.1	5.6	3.8	8.8	18.7	6.3	10.0	9.3
		VDL Supply (mos)	10.6	3.9	5.4	9.9	12.4	6.9	5.8	17.2	15.5
Wilson 16'-990'	13.1%	4Q24 Ann Starts	108	228	118	152	160	113	98	225	1,202
	13.0%	4Q24 Ann Closings	107	158	124	183	166	133	82	252	1,204
	13.6%	4Q24 Housing Inv	58	137	56	61	147	92	57	162	770
	14.7%	4Q24 VDL Inv	160	187	113	110	444	163	120	424	1,722
		Housing Supply (mos)	6.5	10.4	5.5	4.0	10.7	8.4	8.3	7.7	7.7
		VDL Supply (mos)	17.8	9.9	11.6	8.7	33.3	17.2	14.7	22.6	17.2

# Lot Segmentation

## By Market Area

PRICE RANGE	% SHARE OF MARKET		N/A	< 50	50-54	55-59	60-64	65-69	70-79	80-89	90 >	TOTAL
Totals	100%	Ann Starts	91	3,190	1,947	937	928	493	512	339	1,000	9,437
	100%	VDL Inv	894	3,947	2,140	889	1,253	793	698	738	1,989	13,341
	100%	Future Inv	36,387	4,813	2,946	1,062	1,572	1,225	1,414	1,061	3,266	53,746
		VDL Supply (mos)	117.9	14.8	13.2	11.4	16.2	19.3	16.4	26.1	23.9	17.0
Davidson	13.4%	Ann Starts	0	785	257	77	99	34	1	7	3	1,263
\$90K-\$6M	14.8%	VDL Inv	0	1,139	425	174	69	20	63	67	20	1,977
	8.2%	Future Inv	2,894	719	381	125	128	0	79	0	87	4,413
		VDL Supply (mos)	-	17.4	19.8	27.1	8.4	7.1	756.0	114.9	80.0	18.8
Dickson	1.1%	Ann Starts	0	20	6	6	0	0	14	0	61	107
\$89K-\$749K	0.9%	VDL Inv	0	14	5	6	0	0	30	0	61	116
	1.9%	Future Inv	717	105	110	0	0	0	74	0	9	1,015
		VDL Supply (mos)	-	8.4	10.0	12.0	-	-	25.7	-	12.0	13.0
Maury	10.6%	Ann Starts	0	260	124	235	188	35	69	0	89	1,000
\$102K-\$1.06M	10.3%	VDL Inv	283	413	208	200	67	24	87	6	89	1,377
	13.9%	Future Inv	5,412	709	101	138	253	0	68	70	731	7,482
		VDL Supply (mos)	-	19.1	20.1	10.2	4.3	8.2	15.1	-	12.0	16.5
Robertson	3.9%	Ann Starts	0	20	182	33	27	0	93	0	14	369
\$100K-\$2.5M	5.9%	VDL Inv	0	101	230	69	168	0	85	39	97	789
	4.4%	Future Inv	1,560	79	179	83	49	0	392	0	0	2,342
		VDL Supply (mos)	-	60.6	15.2	25.1	74.7	-	11.0	-	83.1	25.7
Rutherford	26.7%	Ann Starts	43	613	605	314	287	243	117	108	188	2,518
\$89K-\$1.5M	21.5%	VDL Inv	291	471	338	265	356	438	215	201	292	2,867
	23.9%	Future Inv	9,651	1,134	379	46	349	657	32	197	422	12,867
		VDL Supply (mos)	81.2	9.2	6.7	10.1	14.9	21.6	22.1	22.3	18.6	13.7
Sumner	15.3%	Ann Starts	6	553	459	124	94	52	65	49	41	1,443
\$107K-\$9.9M	15.8%	VDL Inv	0	725	546	98	115	147	82	236	159	2,108
	16.3%	Future Inv	5,493	857	920	72	638	73	10	92	596	8,751
		VDL Supply (mos)	0.0	15.7	14.3	9.5	14.7	33.9	15.1	57.8	46.5	17.5
Williamson	15.6%	Ann Starts	0	496	97	24	101	96	51	103	500	1,468
\$125K-\$9.9M	15.9%	VDL Inv	154	404	123	11	94	111	48	80	1,096	2,121
	17.1%	Future Inv	7,166	831	231	24	0	0	121	57	746	9,176
		VDL Supply (mos)	-	9.8	15.2	5.5	11.2	13.9	11.3	9.3	26.3	17.3
Wilson	13.4%	Ann Starts	42	443	217	124	132	33	102	72	104	1,269
\$108K-\$2.94M	14.9%	VDL Inv	166	680	265	66	384	53	88	109	175	1,986
	14.3%	Future Inv	3,494	379	645	574	155	495	638	645	675	7,700
		VDL Supply (mos)	47.4	18.4	14.7	6.4	34.9	19.3	10.4	18.2	20.2	18.8

# Quarterly Plan Summary

By Market Area

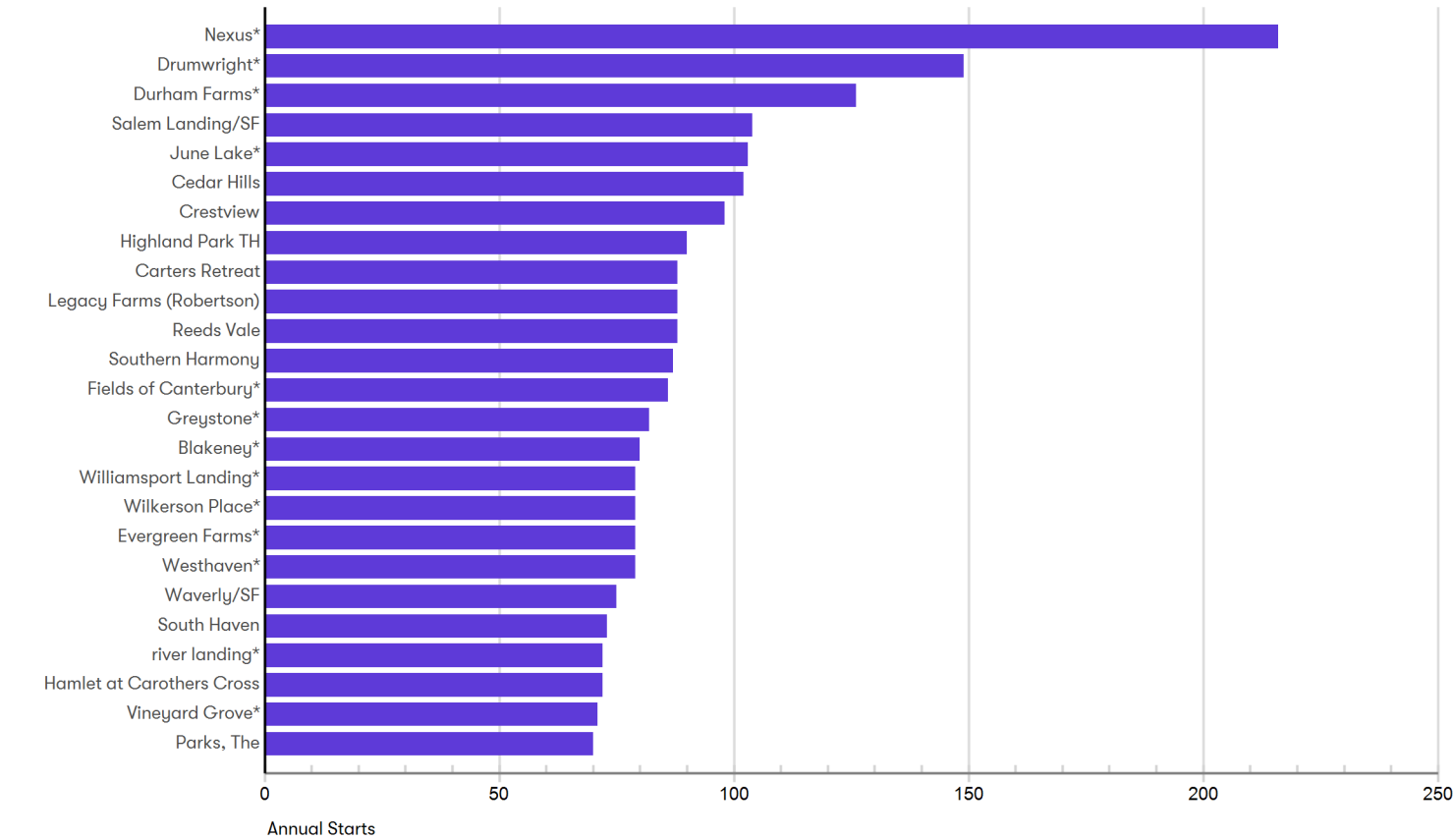
	4Q23 AVERAGES			1Q24 AVERAGES			2Q24 AVERAGES			3Q24 AVERAGES			4Q24 AVERAGES		
	Price	SqFt	\$/SF	Price	SqFt	\$/SF	Price	SqFt	\$/SF	Price	SqFt	\$/SF	Price	SqFt	\$/SF
Averages	\$1,040,609	3,985	\$251.5	\$991,719	3,841	\$251.7	\$593,579	2,545	\$231.1	\$586,399	2,477	\$235.3	\$629,987	2,518	\$246.4
Davidson	\$526,473	2,563	\$208.7	\$543,026	2,548	\$215.7	\$573,478	2,576	\$226.8	\$569,616	2,499	\$233.7	\$509,286	2,091	\$247.4
Dickson	\$376,400	1,813	\$210.7	\$376,400	1,813	\$210.7	\$400,871	1,934	\$210.9	\$369,900	1,552	\$238.3	\$378,608	1,828	\$212.7
Maurry	\$431,045	2,189	\$201.3	\$452,531	2,251	\$206.8	\$450,185	2,218	\$207.5	\$481,434	2,253	\$218.4	\$476,406	2,261	\$214.6
Robertson	\$359,133	1,726	\$211.5	\$361,306	1,722	\$215.1	\$358,779	1,709	\$215.0	\$363,990	1,707	\$217.3	\$370,560	1,881	\$204.0
Rutherford	\$459,782	2,275	\$205.7	\$462,670	2,260	\$208.2	\$473,279	2,236	\$216.8	\$468,087	2,176	\$220.0	\$466,634	2,211	\$215.9
Sumner	\$621,772	2,826	\$229.3	\$643,867	2,968	\$229.4	\$537,407	2,436	\$221.3	\$504,312	2,269	\$223.5	\$489,189	2,181	\$225.1
Williamson	\$1,642,477	5,676	\$290.9	\$1,570,516	5,400	\$293.1	\$960,620	3,230	\$291.6	\$968,531	3,258	\$292.7	\$850,231	2,968	\$282.9
Wilson	\$520,772	2,503	\$210.6	\$518,341	2,464	\$212.4	\$527,557	2,495	\$213.0	\$516,022	2,403	\$218.1	\$511,656	2,441	\$214.1



# Subdivision Ranking By Annual Starts

## Top 25 Subdivisions

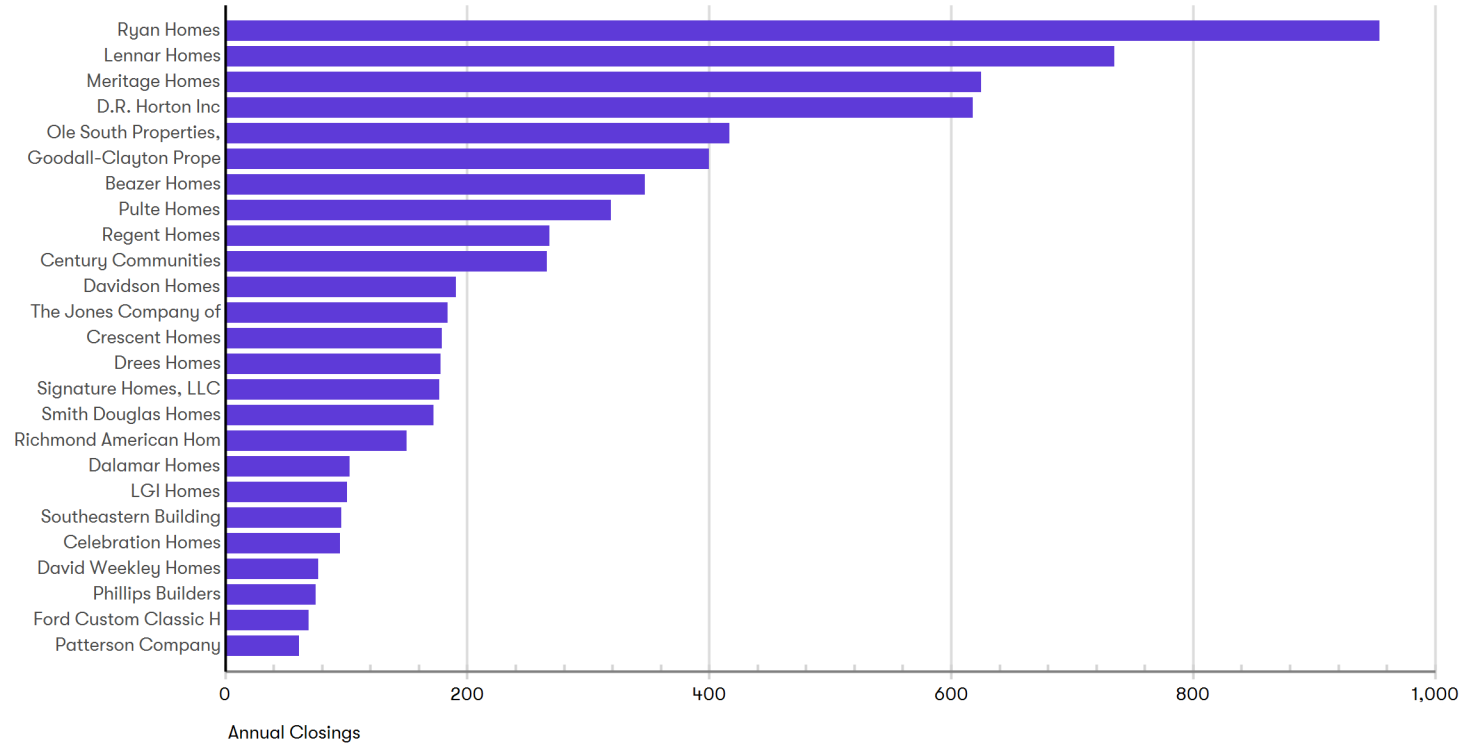
RANK	NAME	STYLE	ACTIVE BUILDERS	PRICE RANGE	ANN. STARTS	ANN. CLOSINGS	MARKET AREA
Totals					2,336	1,980	
1	Nexus*	Mixed	3	\$285-\$493	216	223	Sumner
2	Drumwright*	Single Family	1	\$400-\$522	149	100	Maury
3	Durham Farms*	Mixed	3	\$325-\$811	126	95	Sumner
4	Salem Landing/SF	Single Family	3	\$423-\$530	104	105	Rutherford
5	June Lake*	Single Family	3	\$670-\$935	103	53	Williamson
6	Cedar Hills	Single Family	3	\$440-\$650	102	108	Rutherford
7	Crestview	Single Family	1	\$412-\$539	98	63	Davidson
8	Highland Park TH	Townhouse	1	\$300-\$310	90	53	Robertson
9	Reeds Vale	Single Family	1	\$860-\$1,275	88	93	Williamson
10	Legacy Farms (Robertson)	Single Family	1	\$336-\$398	88	79	Robertson
11	Carters Retreat	Single Family	1	\$397-\$463	88	50	Rutherford
12	Southern Harmony	Single Family	1	\$508-\$829	87	36	Rutherford
13	Fields of Canterbury*	Mixed	1	\$230-\$920	86	98	Williamson
14	Greystone*	Mixed	1	\$380-\$594	82	43	Rutherford
15	Blakeney*	Mixed	3	\$340-\$623	80	57	Rutherford
16	Westhaven*	Mixed	6	\$700-\$3,000	79	77	Williamson
17	Evergreen Farms*	Mixed	1	\$110-\$455	79	76	Rutherford
18	Wilkerson Place*	Mixed	2	\$314-\$757	79	59	Williamson
19	Williamsport Landing*	Mixed	2	\$275-\$560	79	14	Maury
20	Waverly/SF	Single Family	1	\$502-\$678	75	95	Wilson
21	South Haven	Single Family	4	\$350-\$730	73	72	Rutherford
22	Hamlet at Carothers Crossing	Single Family	3	\$390-\$560	72	115	Rutherford
23	river landing*	Mixed	1	\$330-\$470	72	42	Rutherford
24	Vineyard Grove*	Mixed	1	\$332-\$506	71	90	Wilson
25	Parks, The	Single Family	1	\$350-\$435	70	84	Robertson



# Builder Benchmark: Observed Closings

## Top 25 Builders

RANK	NAME	1Q24 CLOSINGS	2Q24 CLOSINGS	3Q24 CLOSINGS	4Q24 CLOSINGS	ANNUAL CLOSINGS	% SHARE OF MARKET
	All Builders Totals	1,652	2,368	3,023	2,249	9,292	100%
	All Prod Builders Totals	1,325	1,903	2,571	1,883	7,682	82.7%
1	Ryan Homes	171	238	297	248	954	10.3%
2	Lennar Homes	110	107	333	185	735	7.9%
3	Meritage Homes	57	231	152	185	625	6.7%
4	D.R. Horton Inc	102	145	254	117	618	6.7%
5	Ole South Properties, Inc	75	69	184	89	417	4.5%
6	Goodall-Clayton Properties Group	110	127	69	94	400	4.3%
7	Beazer Homes	54	119	87	87	347	3.7%
8	Pulte Homes	49	50	132	88	319	3.4%
9	Regent Homes	29	95	89	55	268	2.9%
10	Century Communities	51	45	106	64	266	2.9%
	Top 10 Totals	808	1,226	1,703	1,212	4,949	53.3%
11	Davidson Homes	21	56	84	30	191	2.1%
12	The Jones Company of Tennessee	46	29	61	48	184	2.0%
13	Crescent Homes	85	23	27	44	179	1.9%
14	Drees Homes	36	53	58	31	178	1.9%
15	Signature Homes, LLC	33	41	52	51	177	1.9%
16	Smith Douglas Homes	40	57	49	26	172	1.9%
17	Richmond American Homes	19	23	77	31	150	1.6%
18	Dalamar Homes	19	37	12	35	103	1.1%
19	LGI Homes	20	12	24	45	101	1.1%
20	Southeastern Building	30	25	17	24	96	1.0%
21	Celebration Homes	12	28	36	19	95	1.0%
22	David Weekley Homes	13	16	31	17	77	0.8%
23	Phillips Builders	8	12	46	9	75	0.8%
24	Ford Custom Classic Homes	9	41	13	6	69	0.7%
25	Patterson Company	7	14	30	10	61	0.7%
	Top 25 Totals	1,206	1,693	2,320	1,638	6,857	73.8%



# Nashville Market Area Map

