

Cocke County, TN

County · TN · Tennessee

STRONG BUYER'S MARKET

\$205K

MEDIAN SALE PRICE

-12.8%

1-YR CHANGE

415

SALES (12 MO)

\$236K

MEDIAN VALUE (AVM)

Market temperature

Strong buyer's market · 18 / 100



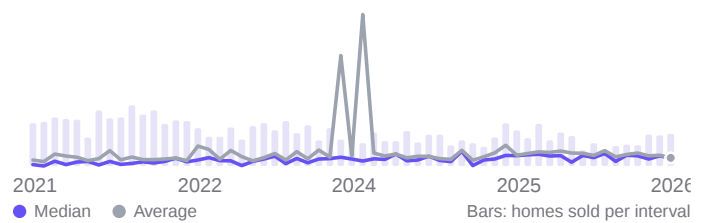
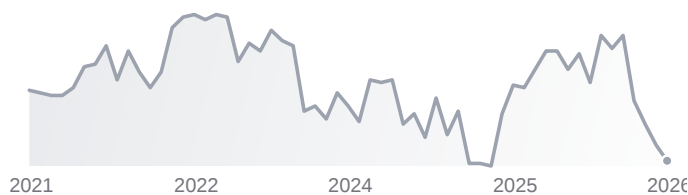
MARKET TRENDS (5 YEARS)

Market temperature (0-100)

18 / 100

Sale prices

Median \$200K · Average \$203K

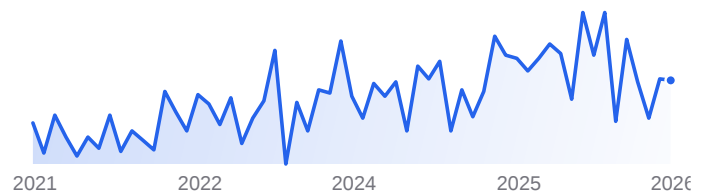
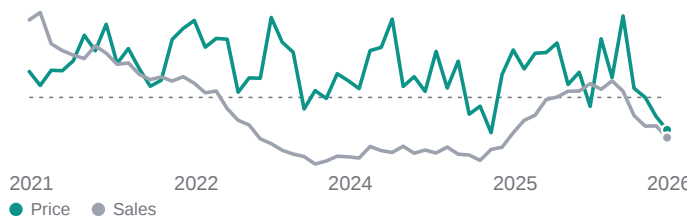


Growth (year over year)

Price -12.8% · Sales -15.8%

Price per square foot

\$157/ft²

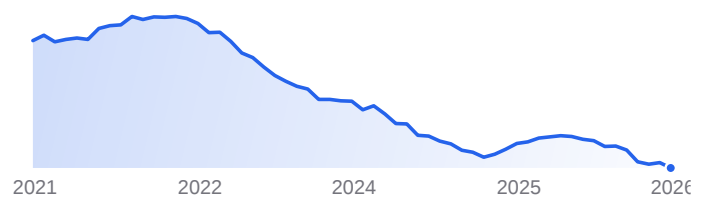
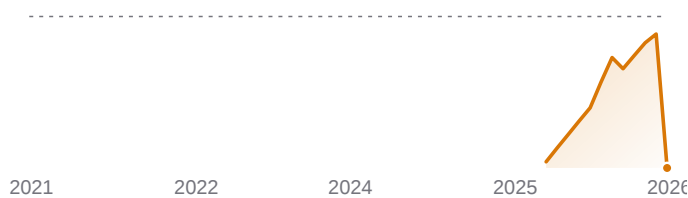


Sale premium vs estimated value

-6.0%

Annual turnover (share of homes sold)

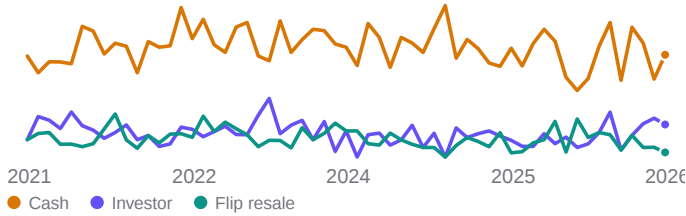
2.5%



BUYERS & OUTCOMES

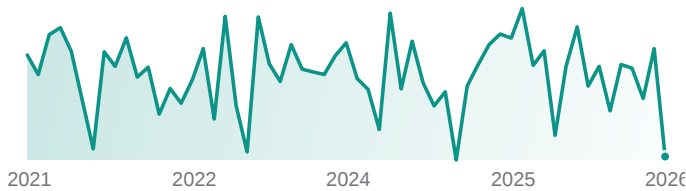
Buyer mix

Cash 49% · Investor 16% · Flip resale 2.2%



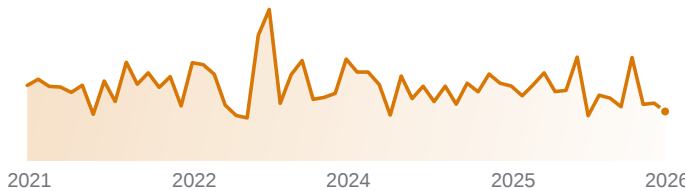
Sellers who sold at a gain

71%

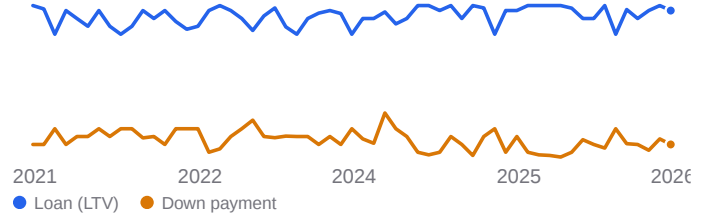


Median annualized return at resale

+6.0%

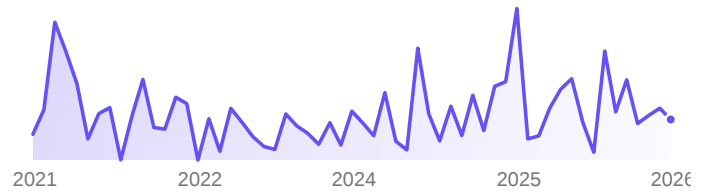


Financing (share of purchase price) Loan (LTV) 95% · Down payment 10%



Typical hold before selling

5.2 yrs



Preforeclosure filings

Filings 5 · Auction stage 5



HOUSING STOCK

Homes	16,545
Median value (AVM)	\$236K
Median size	1,232 ft²
Median bedrooms	2
Median year built	1989
Single family	62%

EQUITY & OWNERSHIP

Equity rich (LTV 50% or less)	78%
Underwater (LTV 125% or more)	1.9%
Owner occupied	65%
Company owned	9.2%
Median loan-to-value	8%
Typical ownership tenure	11.4 yrs

COMMUNITY

Population	38,078
Density	87 / mi²
Median household income	\$46K
Average household income	\$61K
Crime index (US avg 100)	120
Air pollution index (US avg 100)	104
Earthquake index (US avg 100)	136
Homes occupied	88%
Bachelor's or higher	8%
Poverty rate	20.2%
Unemployment	1.1%
Average temp	56°F
Annual precip	47 in
Sunshine	53%

Market metrics are derived from recorded arms-length deeds through July 2026. Temperature blends price momentum, sales velocity, turnover and resale outcomes, ranked nationally against geographies of the same type.