

Hartsville 37074

ZIP code · TN · Tennessee > Trousdale County

SELLER'S MARKET

\$366K

MEDIAN SALE PRICE

+21.9%

1-YR CHANGE

147

SALES (12 MO)

\$296K

MEDIAN VALUE (AVM)

Market temperature

Seller's market · 78 / 100

Buyer's market

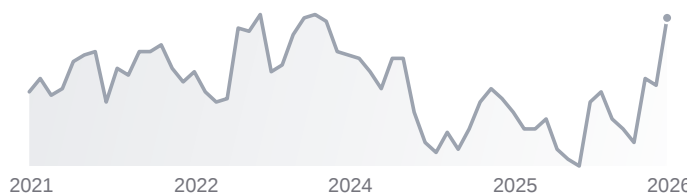
Balanced

Seller's market

MARKET TRENDS (5 YEARS)

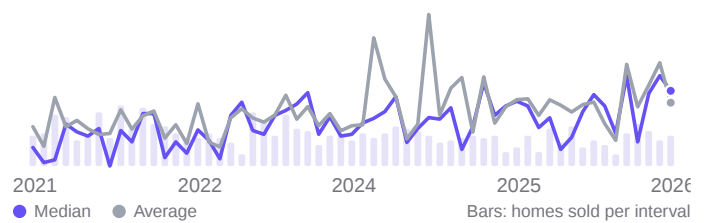
Market temperature (0–100)

78 / 100



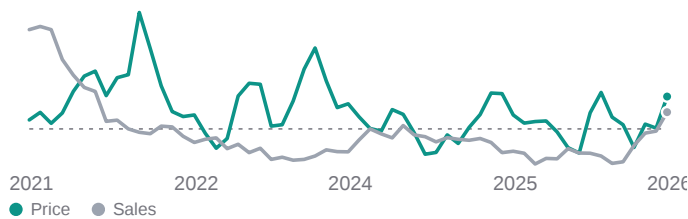
Sale prices

Median \$355K · Average \$324K



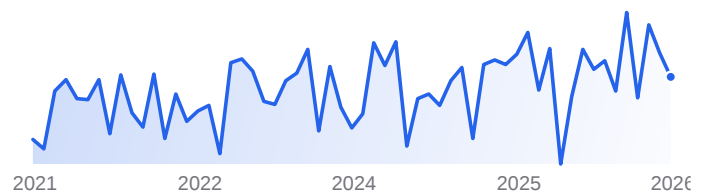
Growth (year over year)

Price +21.9% · Sales +11.4%



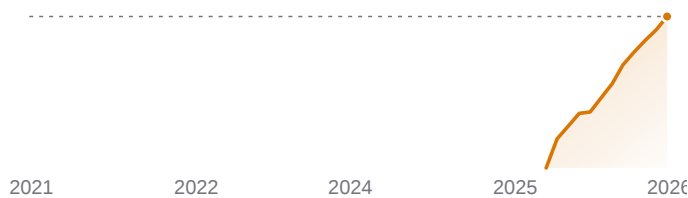
Price per square foot

\$188/ft²



Sale premium vs estimated value

+0.0%



Annual turnover (share of homes sold)

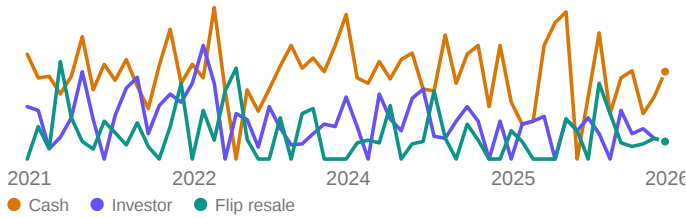
4.6%



BUYERS & OUTCOMES

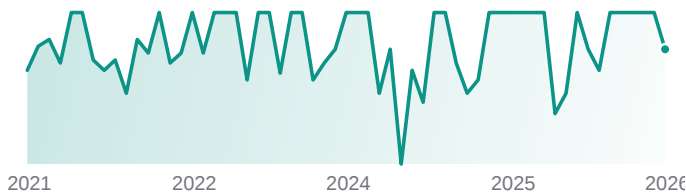
Buyer mix

Cash 38% · Investor 7.7% · Flip resale 7.7%



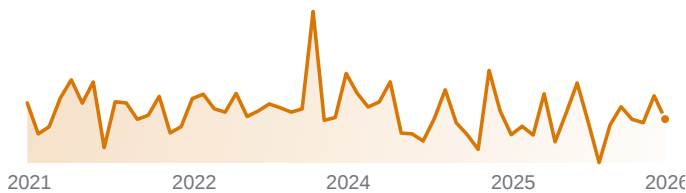
Sellers who sold at a gain

91%

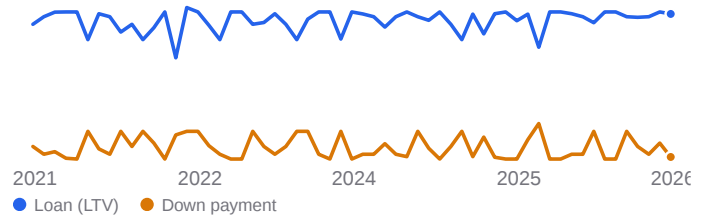


Median annualized return at resale

+8.6%

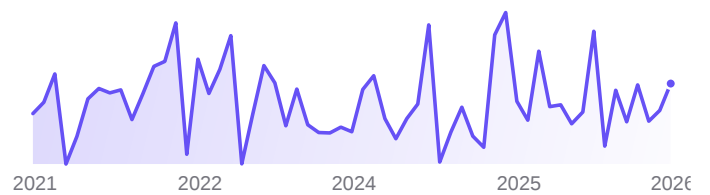


Financing (share of purchase price) Loan (LTV) 97% · Down payment 3.2%



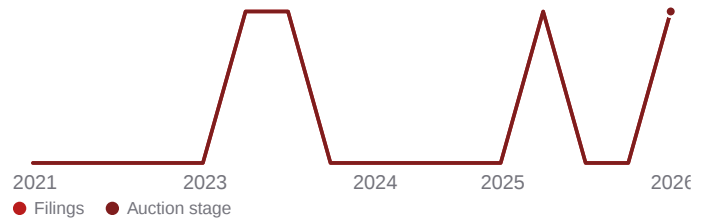
Typical hold before selling

5.8 yrs



Preforeclosure filings

Filings 2 · Auction stage 2



HOUSING STOCK

Homes	3,173
Median value (AVM)	\$296K
Median size	1,500 ft²
Median bedrooms	3
Median year built	1992
Single family	63%

EQUITY & OWNERSHIP

Equity rich (LTV 50% or less)	63%
Underwater (LTV 125% or more)	3.2%
Owner occupied	73%
Company owned	5.3%
Median loan-to-value	35%
Typical ownership tenure	10.3 yrs

COMMUNITY

Population	10,222
Density	99 / mi²
Median household income	\$62K
Average household income	\$80K
Crime index (US avg 100)	115
Air pollution index (US avg 100)	93
Earthquake index (US avg 100)	44
Homes occupied	91%
Bachelor's or higher	7%
Poverty rate	9.9%
Unemployment	0.7%
Average temp	58°F
Annual precip	54 in
Sunshine	57%

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.