

# Monthly Indicators



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## February 2018

The three most prominent national market trends for residential real estate are the ongoing lack of abundant inventory, the steadily upward movement of home prices and year-over-year declines in home sales. Sales declines are a natural result of there being fewer homes for sale, but higher prices often indicate higher demand leading to competitive bidding. Markets are poised for increased supply, so there is hope that more sellers will take advantage of what appears to be a ready and willing buyer base.

New Listings in the Chattanooga region decreased 2.6 percent to 948. Pending Sales were down 3.3 percent to 793. Inventory levels shrank 26.3 percent to 2,390 units.

Prices continued to gain traction. The Median Sales Price increased 9.9 percent to \$175,800. Days on Market was down 12.3 percent to 64 days. Sellers were encouraged as Months Supply of Inventory was down 27.5 percent to 2.9 months.

In February, prevailing mortgage rates continued to rise. This has a notable impact on housing affordability and can leave consumers choosing between higher payments or lower-priced homes. According to the Mortgage Bankers Association, the average rate for 30-year fixed-rate mortgages with a 20 percent down payment that qualify for backing by Fannie Mae and Freddie Mac rose to its highest level since January 2014. A 4.5 or 4.6 percent rate might not seem high to those with extensive real estate experience, but it is newly high for many potential first-time home buyers. Upward rate pressure is likely to continue as long as the economy fares well.

## Activity Snapshot

**+ 2.1%**      **- 26.3%**      **+ 9.9%**

One-Year Change in Closed Sales	One-Year Change in Homes for Sale	One-Year Change in Median Sales Price
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Residential real estate activity comprised of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

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# Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



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Key Metrics	Historical Sparkbars				2-2017	2-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	02-2016	02-2017	02-2018	02-2018						
New Listings					973	<b>948</b>	- 2.6%	1,993	<b>1,893</b>	- 5.0%
Pending Sales					820	<b>793</b>	- 3.3%	1,588	<b>1,514</b>	- 4.7%
Closed Sales					671	<b>685</b>	+ 2.1%	1,250	<b>1,277</b>	+ 2.2%
Days on Market Until Sale					73	<b>64</b>	- 12.3%	68	<b>66</b>	- 2.9%
Median Sales Price					\$160,000	<b>\$175,800</b>	+ 9.9%	\$160,000	<b>\$177,000</b>	+ 10.6%
Avg. Sales Price					\$193,524	<b>\$213,893</b>	+ 10.5%	\$197,402	<b>\$213,168</b>	+ 8.0%
Pct. of Orig. Price Received					94.5%	<b>95.2%</b>	+ 0.7%	94.5%	<b>95.2%</b>	+ 0.7%
Affordability Index					179	<b>160</b>	- 10.6%	179	<b>159</b>	- 11.2%
Homes for Sale					3,243	<b>2,390</b>	- 26.3%	--	--	--
Months Supply of Inventory					4.0	<b>2.9</b>	- 27.5%	--	--	--

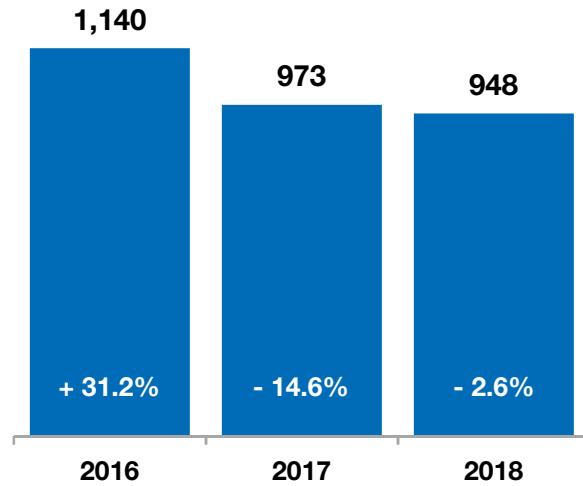
# New Listings

A count of the properties that have been newly listed on the market in a given month.

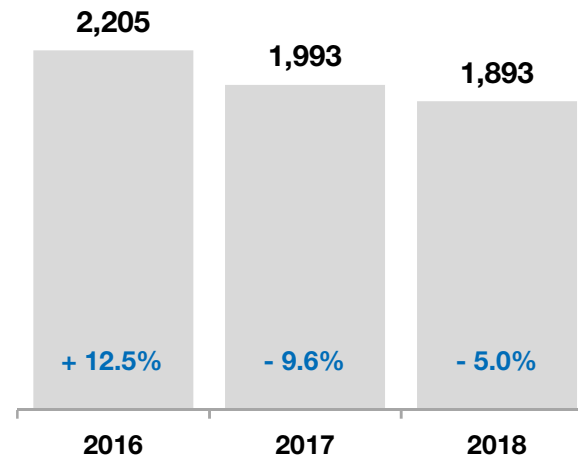


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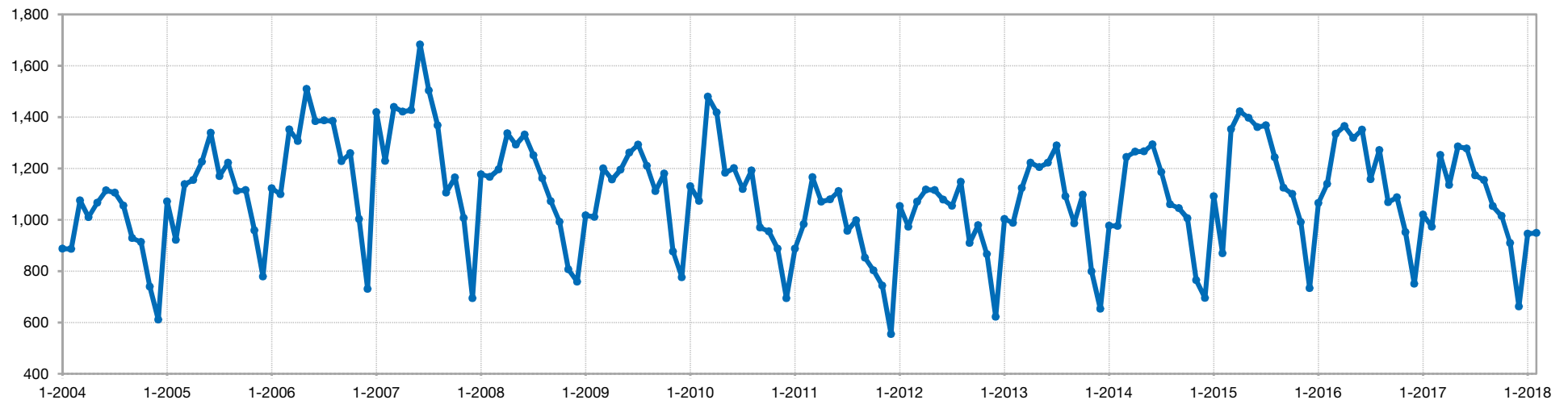


## Year to Date



New Listings		Prior Year	Percent Change
March 2017	1,252	1,335	-6.2%
April 2017	1,135	1,365	-16.8%
May 2017	1,285	1,318	-2.5%
June 2017	1,277	1,351	-5.5%
July 2017	1,173	1,158	+1.3%
August 2017	1,155	1,271	-9.1%
September 2017	1,053	1,068	-1.4%
October 2017	1,015	1,087	-6.6%
November 2017	909	951	-4.4%
December 2017	662	750	-11.7%
January 2018	945	1,020	-7.4%
<b>February 2018</b>	<b>948</b>	<b>973</b>	<b>-2.6%</b>
12-Month Avg	1,067	1,137	-6.2%

## Historical New Listings by Month



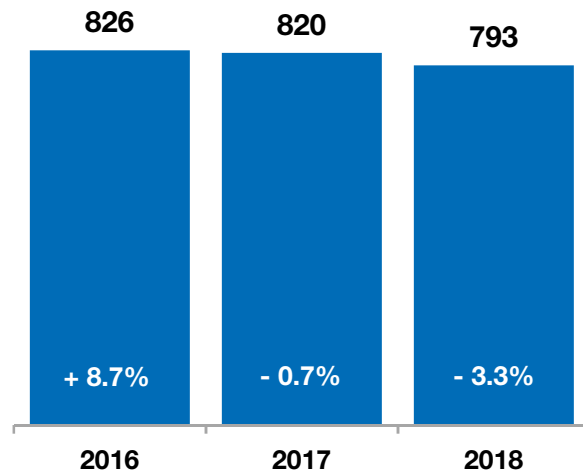
# Pending Sales

A count of the properties on which offers have been accepted in a given month.

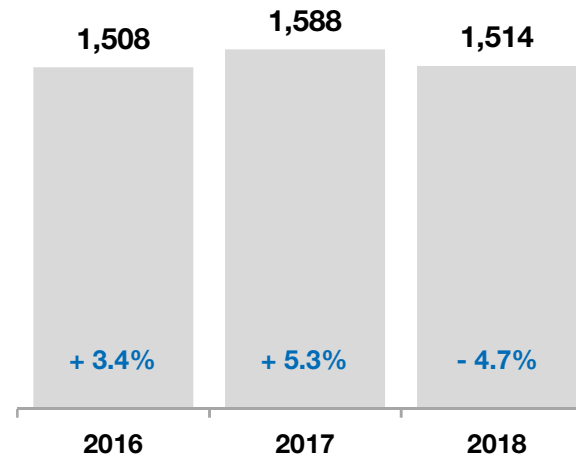


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## Year to Date



Pending Sales		Prior Year	Percent Change
March 2017	924	938	-1.5%
April 2017	912	949	-3.9%
May 2017	941	919	+2.4%
June 2017	858	887	-3.3%
July 2017	886	819	+8.2%
August 2017	865	898	-3.7%
September 2017	772	810	-4.7%
October 2017	847	698	+21.3%
November 2017	675	677	-0.3%
December 2017	615	583	+5.5%
January 2018	721	768	-6.1%
<b>February 2018</b>	<b>793</b>	<b>820</b>	<b>-3.3%</b>
12-Month Avg	817	814	+0.4%

## Historical Pending Sales by Month

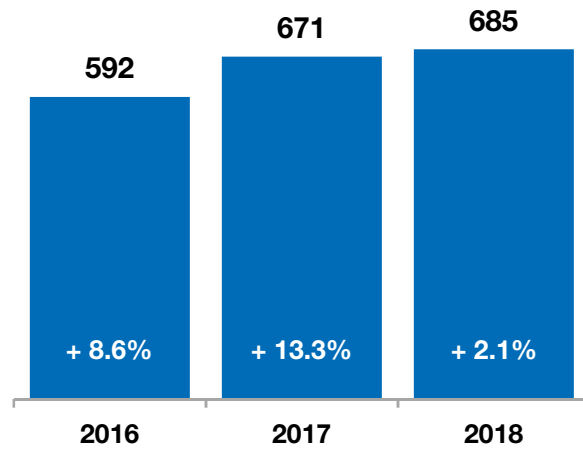


# Closed Sales

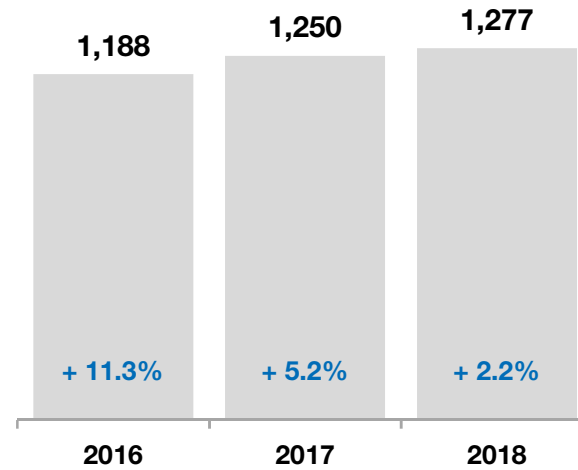
A count of the actual sales that closed in a given month.



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## Year to Date



Closed Sales		Prior Year	Percent Change
March 2017	889	816	+8.9%
April 2017	789	842	-6.3%
May 2017	954	946	+0.8%
June 2017	995	962	+3.4%
July 2017	844	847	-0.4%
August 2017	960	928	+3.4%
September 2017	813	881	-7.7%
October 2017	816	789	+3.4%
November 2017	772	701	+10.1%
December 2017	723	766	-5.6%
January 2018	592	579	+2.2%
<b>February 2018</b>	<b>685</b>	<b>671</b>	<b>+2.1%</b>
12-Month Avg	819	811	+1.0%

## Historical Closed Sales by Month



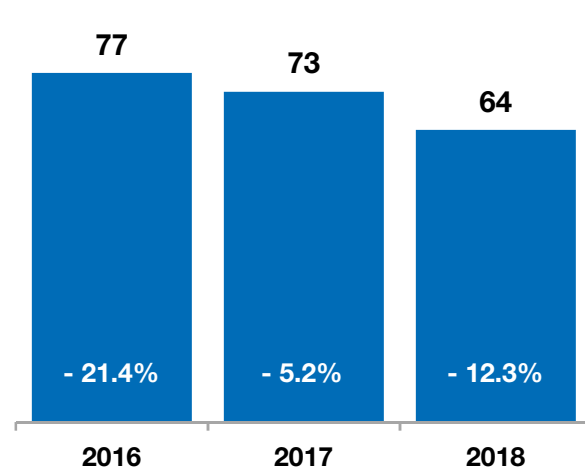
# Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted in a given month.

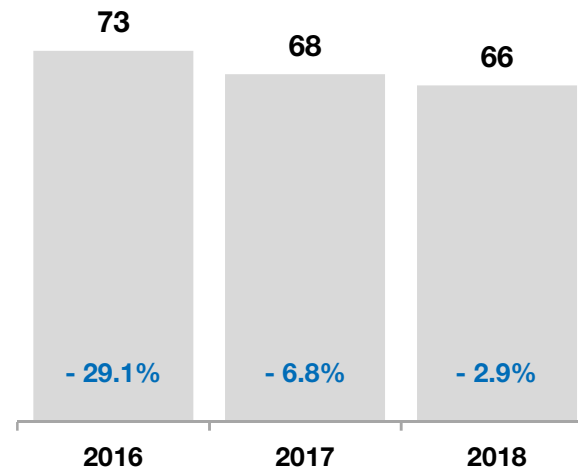


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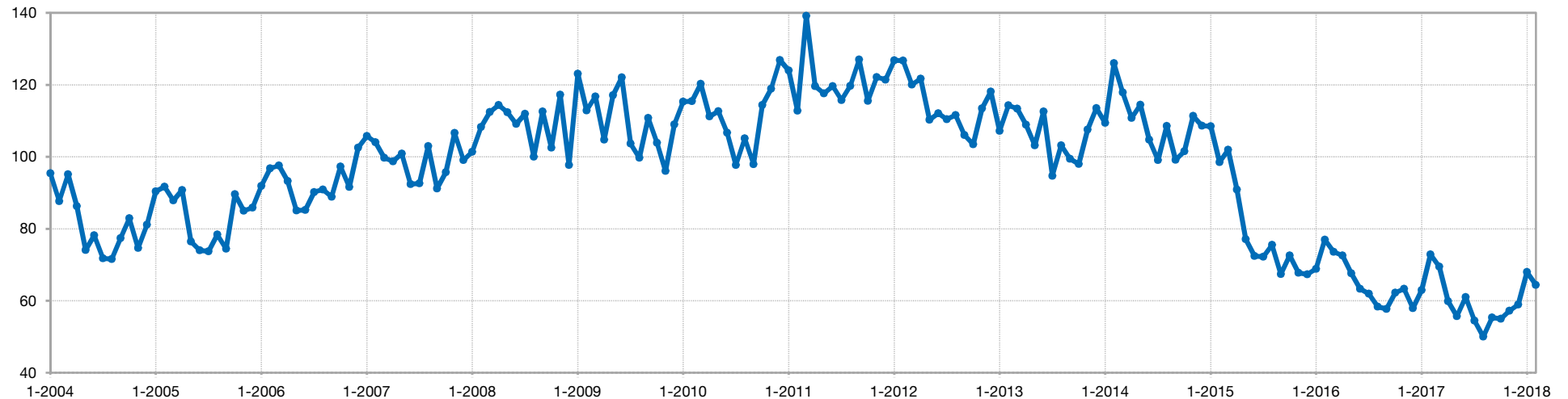
## Year to Date



Days on Market		Prior Year	Percent Change
March 2017	70	74	-5.4%
April 2017	60	73	-17.8%
May 2017	56	68	-17.6%
June 2017	61	63	-3.2%
July 2017	54	62	-12.9%
August 2017	50	58	-13.8%
September 2017	55	58	-5.2%
October 2017	55	62	-11.3%
November 2017	57	63	-9.5%
December 2017	59	58	+1.7%
January 2018	68	63	+7.9%
<b>February 2018</b>	<b>64</b>	<b>73</b>	<b>-12.3%</b>
12-Month Avg*	59	64	-7.8%

\* Average Days on Market of all properties from March 2017 through February 2018. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

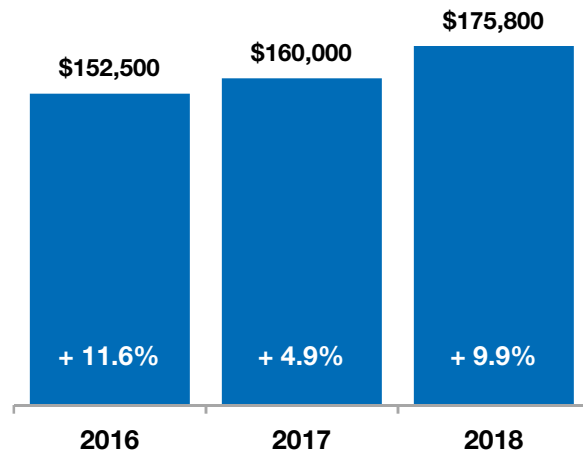


# Median Sales Price

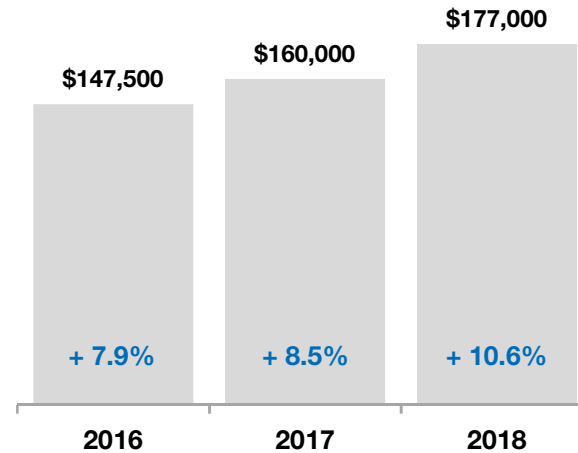
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



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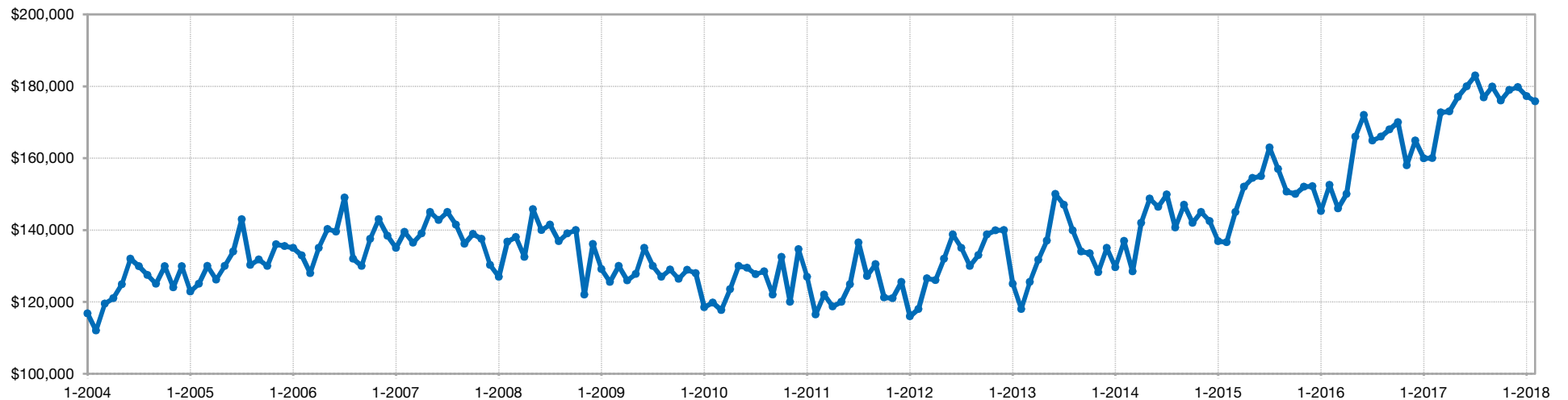
## Year to Date



Median Sales Price		Prior Year	Percent Change
March 2017	\$172,750	\$146,000	+18.3%
April 2017	\$173,000	\$150,000	+15.3%
May 2017	\$177,000	\$166,000	+6.6%
June 2017	\$180,000	\$172,000	+4.7%
July 2017	\$183,000	\$164,900	+11.0%
August 2017	\$176,900	\$166,000	+6.6%
September 2017	\$179,900	\$168,000	+7.1%
October 2017	\$176,000	\$170,000	+3.5%
November 2017	\$179,000	\$158,000	+13.3%
December 2017	\$179,750	\$164,900	+9.0%
January 2018	\$177,250	\$159,900	+10.9%
<b>February 2018</b>	<b>\$175,800</b>	<b>\$160,000</b>	<b>+9.9%</b>
12-Month Med*	\$178,000	\$163,000	+9.2%

\* Median Sales Price of all properties from March 2017 through February 2018. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



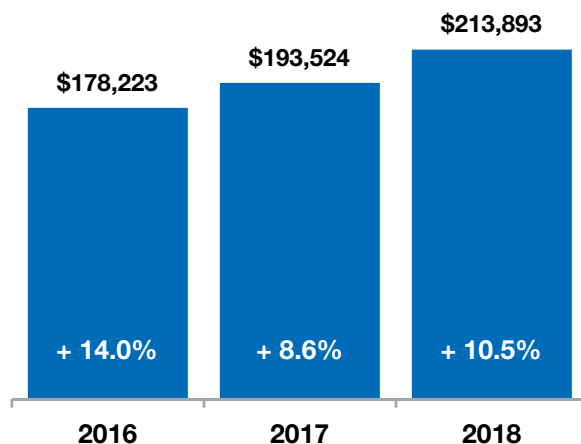
# Average Sales Price

Average sales price for all closed sales, not accounting for seller concessions, in a given month.

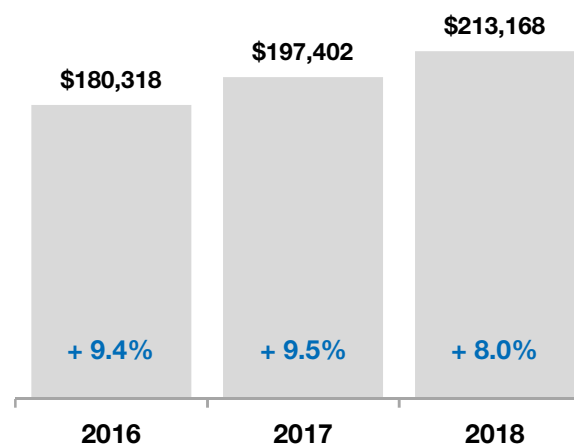


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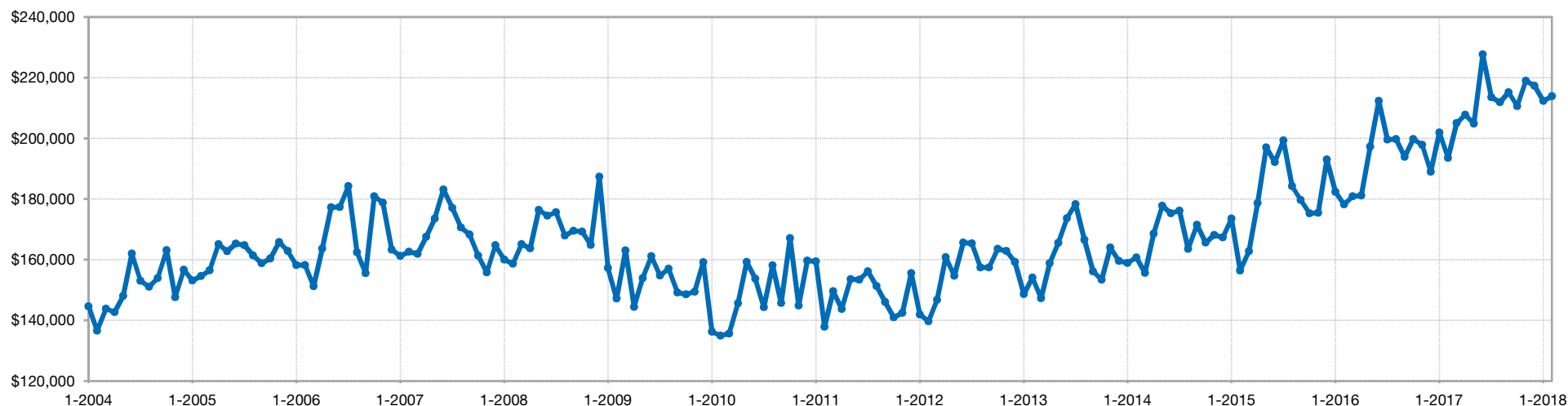
## Year to Date



Avg. Sales Price		Prior Year	Percent Change
March 2017	\$205,008	\$180,866	+13.3%
April 2017	\$207,765	\$181,107	+14.7%
May 2017	\$204,850	\$197,298	+3.8%
June 2017	\$227,658	\$212,369	+7.2%
July 2017	\$213,589	\$199,605	+7.0%
August 2017	\$211,872	\$199,784	+6.1%
September 2017	\$215,153	\$193,939	+10.9%
October 2017	\$210,596	\$199,775	+5.4%
November 2017	\$218,953	\$197,836	+10.7%
December 2017	\$217,340	\$188,988	+15.0%
January 2018	\$212,331	\$201,891	+5.2%
<b>February 2018</b>	<b>\$213,893</b>	<b>\$193,524</b>	<b>+10.5%</b>
12-Month Avg*	\$213,280	\$195,743	+9.0%

\* Avg. Sales Price of all properties from March 2017 through February 2018. This is not the average of the individual figures above.

## Historical Average Sales Price by Month





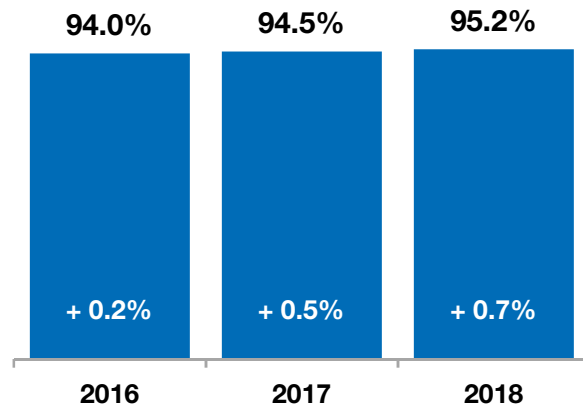
# Percent of Original List Price Received

Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

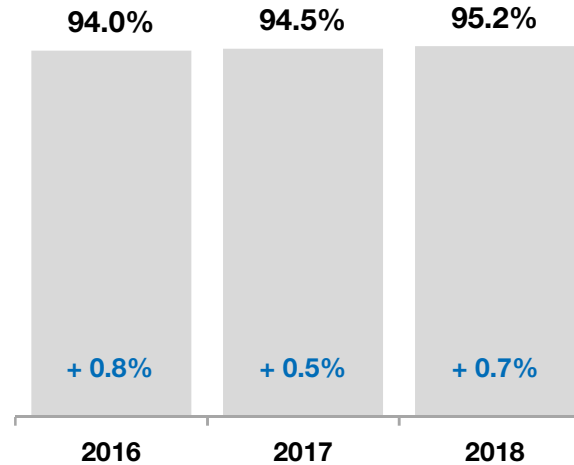


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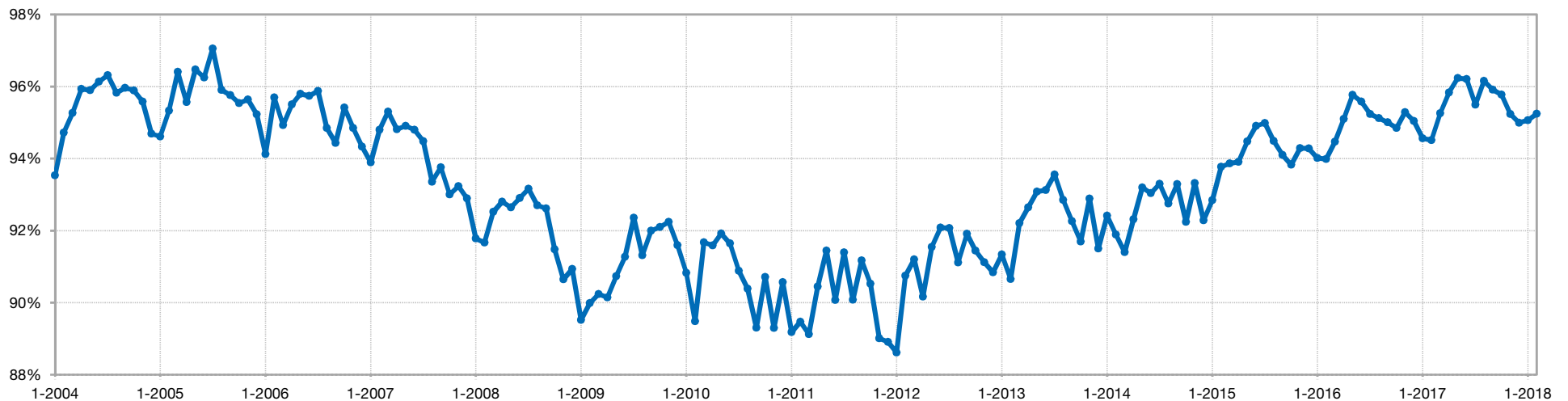
## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
March 2017	95.3%	94.5%	+0.8%
April 2017	95.8%	95.1%	+0.7%
May 2017	96.2%	95.8%	+0.4%
June 2017	96.2%	95.6%	+0.6%
July 2017	95.5%	95.2%	+0.3%
August 2017	96.2%	95.1%	+1.2%
September 2017	95.9%	95.0%	+0.9%
October 2017	95.8%	94.9%	+0.9%
November 2017	95.2%	95.3%	-0.1%
December 2017	95.0%	95.0%	0.0%
January 2018	95.1%	94.6%	+0.5%
<b>February 2018</b>	<b>95.2%</b>	<b>94.5%</b>	<b>+0.7%</b>
12-Month Avg*	95.7%	95.1%	+0.6%

\* Average Pct. of Orig. Price Received for all properties from March 2017 through February 2018. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received by Month

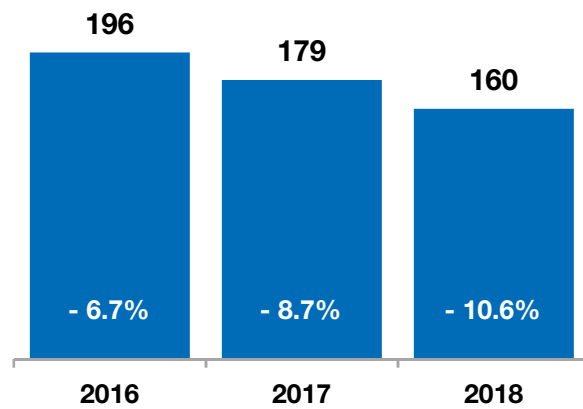


# Housing Affordability Index

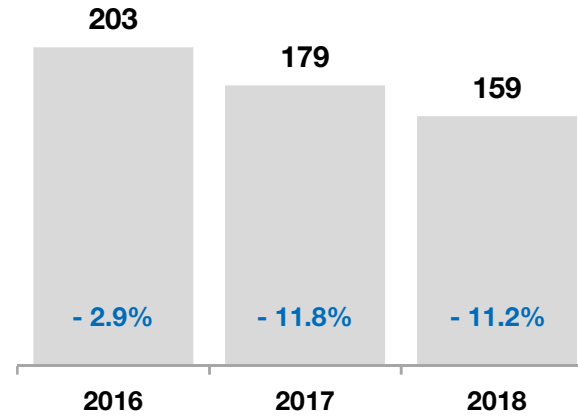
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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## Year to Date



Affordability Index		Prior Year	Percent Change
March 2017	165	204	-19.1%
April 2017	168	199	-15.6%
May 2017	166	180	-7.8%
June 2017	163	177	-7.9%
July 2017	161	184	-12.5%
August 2017	168	183	-8.2%
September 2017	165	180	-8.3%
October 2017	165	180	-8.3%
November 2017	165	184	-10.3%
December 2017	162	171	-5.3%
January 2018	159	174	-8.6%
<b>February 2018</b>	<b>160</b>	<b>179</b>	<b>-10.6%</b>
12-Month Avg	164	183	-10.4%

## Historical Housing Affordability Index by Month



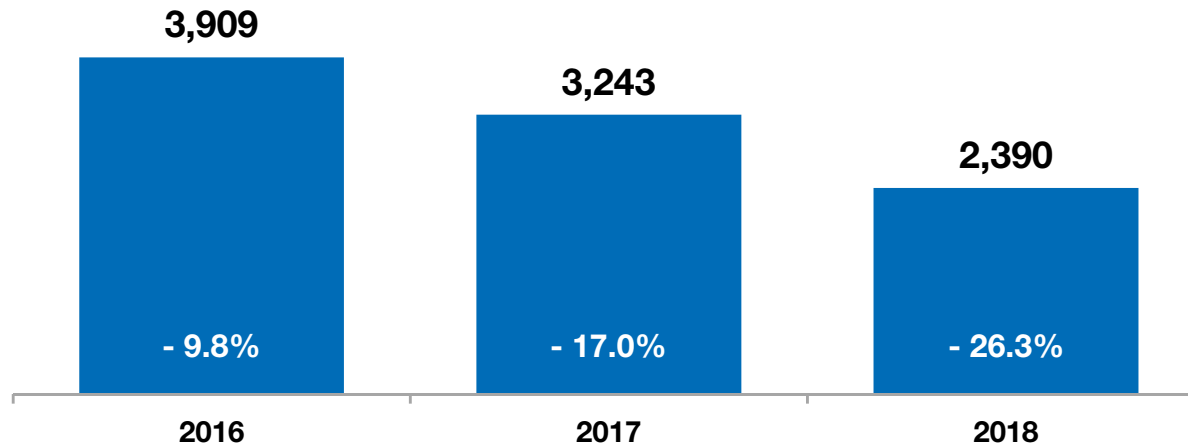
# Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.



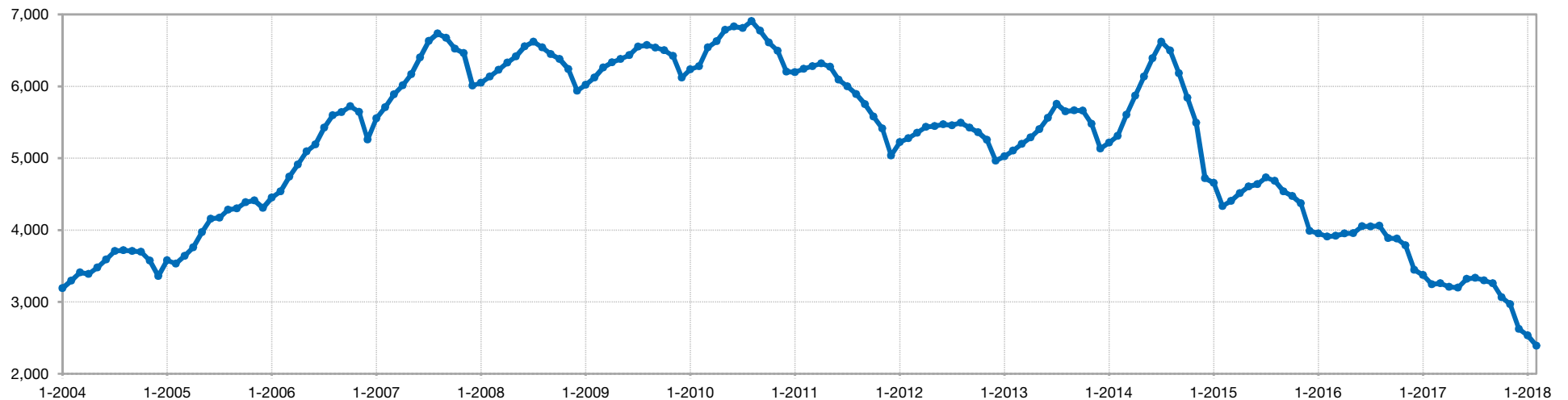
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Homes for Sale		Prior Year	Percent Change
March 2017	3,258	3,919	-16.9%
April 2017	3,209	3,951	-18.8%
May 2017	3,197	3,954	-19.1%
June 2017	3,318	4,053	-18.1%
July 2017	3,334	4,050	-17.7%
August 2017	3,297	4,061	-18.8%
September 2017	3,257	3,887	-16.2%
October 2017	3,065	3,878	-21.0%
November 2017	2,968	3,788	-21.6%
December 2017	2,623	3,444	-23.8%
January 2018	2,532	3,375	-25.0%
<b>February 2018</b>	<b>2,390</b>	<b>3,243</b>	<b>-26.3%</b>
12-Month Avg	3,037	3,800	-20.1%

## Historical Inventory of Homes for Sale by Month



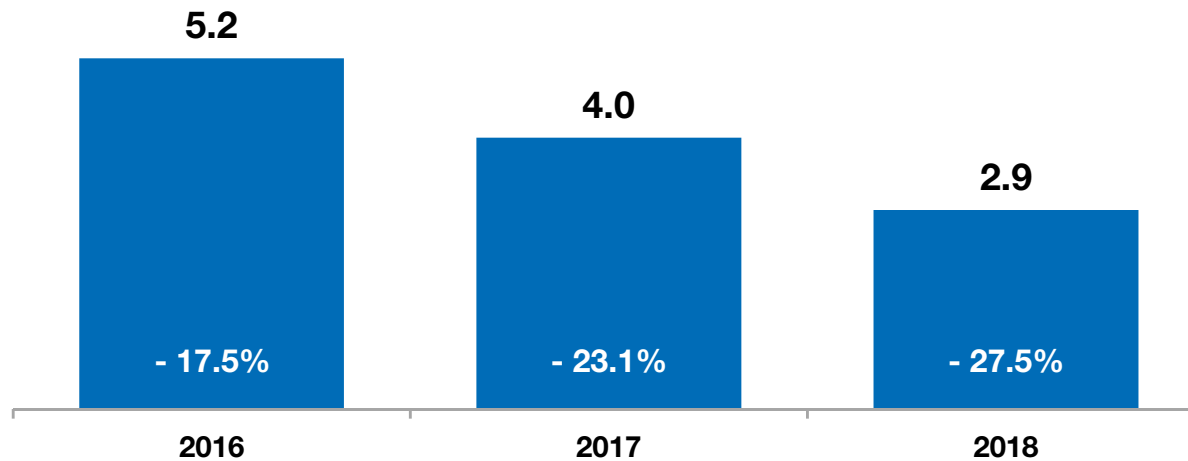
# Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



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Months Supply		Prior Year	Percent Change
March 2017	4.0	5.1	-21.6%
April 2017	4.0	5.1	-21.6%
May 2017	3.9	5.1	-23.5%
June 2017	4.1	5.1	-19.6%
July 2017	4.1	5.1	-19.6%
August 2017	4.1	5.1	-19.6%
September 2017	4.0	4.8	-16.7%
October 2017	3.7	4.8	-22.9%
November 2017	3.6	4.7	-23.4%
December 2017	3.2	4.3	-25.6%
January 2018	3.1	4.1	-24.4%
<b>February 2018</b>	<b>2.9</b>	<b>4.0</b>	<b>-27.5%</b>
12-Month Avg	3.7	4.8	-22.9%

## Historical Months Supply of Inventory by Month

