

Monthly Indicators



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January 2023

The US housing market began the year in a state of rebalance, with many buyers and sellers remaining cautious while they wait to see where the market is headed. Nationally, pending sales rose 2.5% month-to-month, marking the first increase since May, while sales of existing homes fell 1.5% as of last measure, according to the National Association of Realtors® (NAR). Demand for housing persists, but higher mortgage interest rates have cut into housing affordability, with total home sales down 17.8% last year compared to 2021.

New Listings in the Chattanooga region increased 7.7 percent to 956. Pending Sales were up 0.6 percent to 934. Inventory levels grew 68.9 percent to 1,645 units.

Prices were fairly stable. The Median Sales Price decreased 0.2 percent to \$289,450. Days on Market was up 71.4 percent to 36 days. Buyers felt empowered as Months Supply of Inventory was up 88.9 percent to 1.7 months.

As sales slow, time on market is increasing, with the average home spending 26 days on market as of last measure, according to NAR. Seller concessions have made a comeback, giving buyers more time and negotiating power when shopping for a home. Although home prices remain high, mortgage rates declined steadily throughout January, falling to their lowest level since September, sparking a recent surge in mortgage demand. Lower rates should aid in affordability and may soon lead to an uptick in market activity ahead of the spring selling season.

Activity Snapshot

- 25.5% **+ 68.9%** **- 0.2%**

One-Year Change in **Closed Sales** One-Year Change in **Homes for Sale** One-Year Change in **Median Sales Price**

Residential real estate activity composed of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

- Activity Overview **2**
- New Listings **3**
- Pending Sales **4**
- Closed Sales **5**
- Days on Market Until Sale **6**
- Median Sales Price **7**
- Average Sales Price **8**
- Percent of Original List Price Received **9**
- Housing Affordability Index **10**
- Inventory of Homes for Sale **11**
- Months Supply of Inventory **12**



Market Overview

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



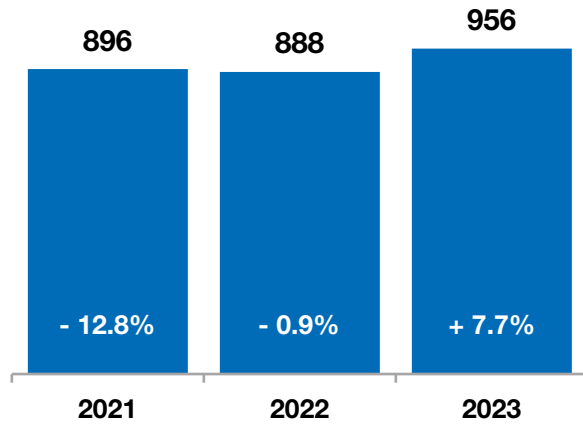
Key Metrics	Historical Sparkbars				1-2022	1-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
	01-2020	01-2021	01-2022	01-2023						
New Listings					888	956	+ 7.7%	888	956	+ 7.7%
Pending Sales					928	934	+ 0.6%	928	934	+ 0.6%
Closed Sales					795	592	- 25.5%	795	592	- 25.5%
Days on Market Until Sale					21	36	+ 71.4%	21	36	+ 71.4%
Median Sales Price					\$290,000	\$289,450	- 0.2%	\$290,000	\$289,450	- 0.2%
Avg. Sales Price					\$349,752	\$359,000	+ 2.6%	\$349,752	\$359,000	+ 2.6%
Pct. of Orig. Price Received					98.5%	94.8%	- 3.8%	98.5%	94.8%	- 3.8%
Affordability Index					103	83	- 19.4%	103	83	- 19.4%
Homes for Sale					974	1,645	+ 68.9%	--	--	--
Months Supply of Inventory					0.9	1.7	+ 88.9%	--	--	--

New Listings

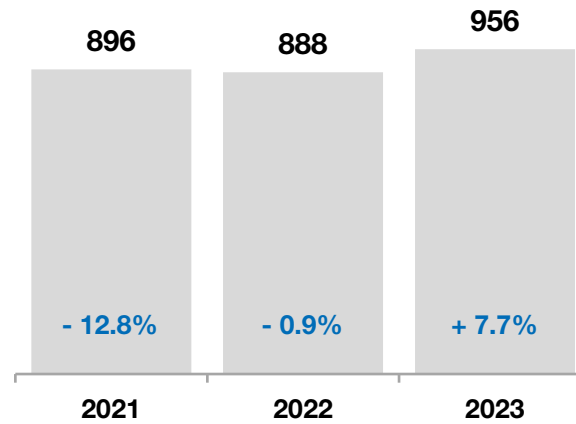
A count of the properties that have been newly listed on the market in a given month.



January

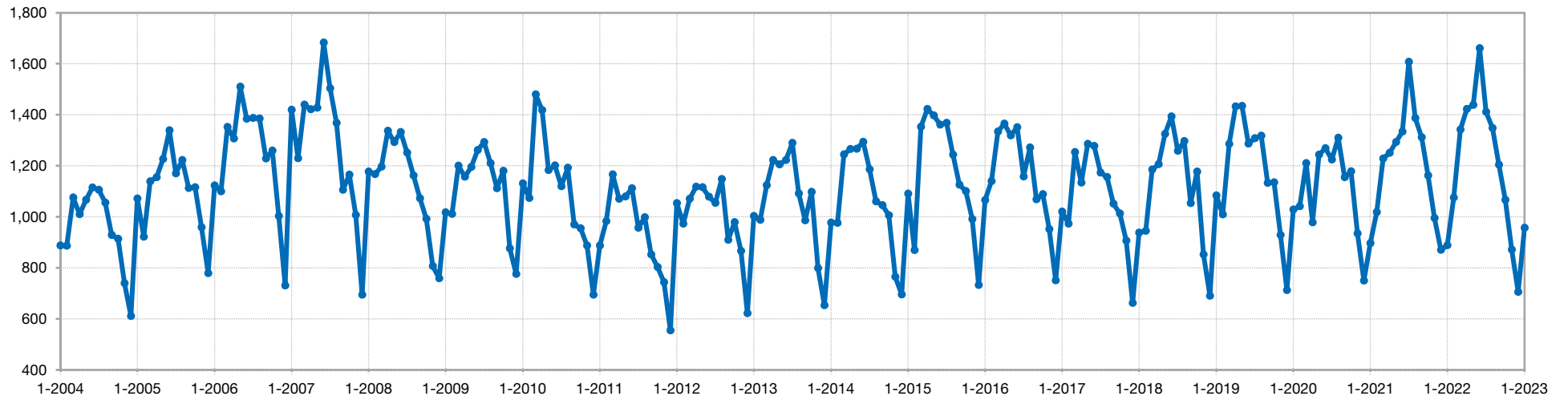


Year to Date



New Listings		Prior Year	Percent Change
February 2022	1,075	1,018	+5.6%
March 2022	1,342	1,228	+9.3%
April 2022	1,422	1,250	+13.8%
May 2022	1,438	1,292	+11.3%
June 2022	1,660	1,334	+24.4%
July 2022	1,411	1,607	-12.2%
August 2022	1,348	1,387	-2.8%
September 2022	1,204	1,311	-8.2%
October 2022	1,066	1,162	-8.3%
November 2022	871	995	-12.5%
December 2022	705	870	-19.0%
January 2023	956	888	+7.7%
12-Month Avg	1,208	1,195	+1.1%

Historical New Listings by Month

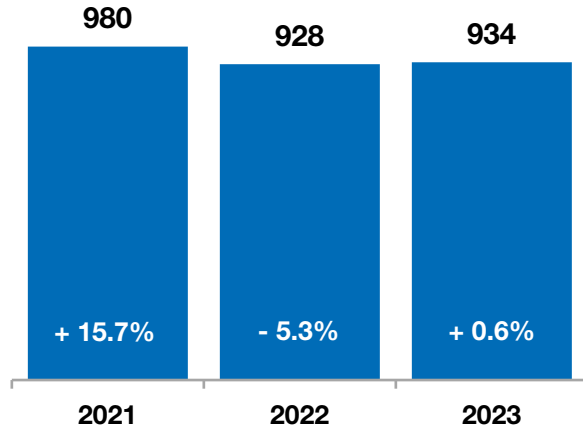


Pending Sales

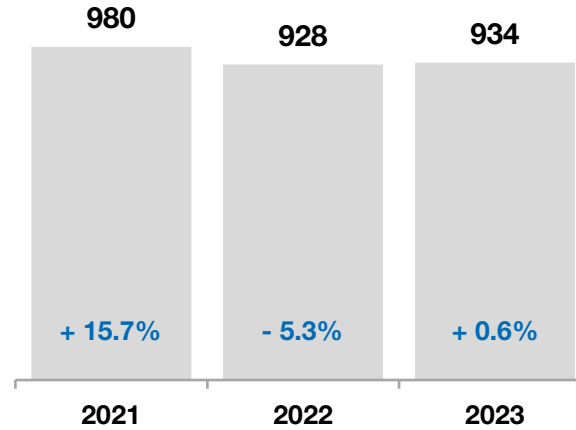
A count of the properties on which offers have been accepted in a given month.



January



Year to Date



	Pending Sales	Prior Year	Percent Change
February 2022	982	985	-0.3%
March 2022	1,116	1,105	+1.0%
April 2022	1,093	1,173	-6.8%
May 2022	1,119	1,111	+0.7%
June 2022	1,052	1,145	-8.1%
July 2022	1,046	1,251	-16.4%
August 2022	1,032	1,193	-13.5%
September 2022	908	1,171	-22.5%
October 2022	780	1,169	-33.3%
November 2022	666	954	-30.2%
December 2022	635	828	-23.3%
January 2023	934	928	+0.6%
12-Month Avg	947	1,084	-12.6%

Historical Pending Sales by Month

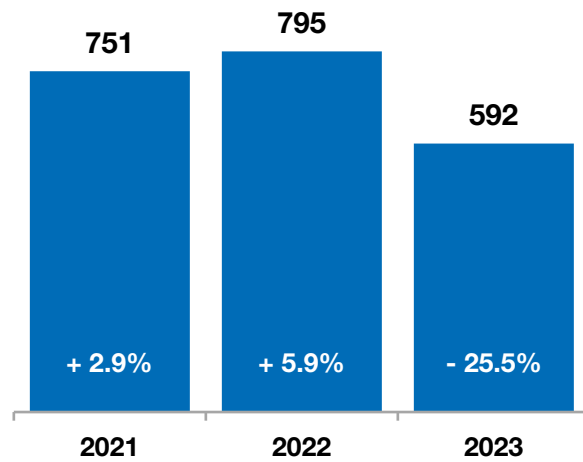


Closed Sales

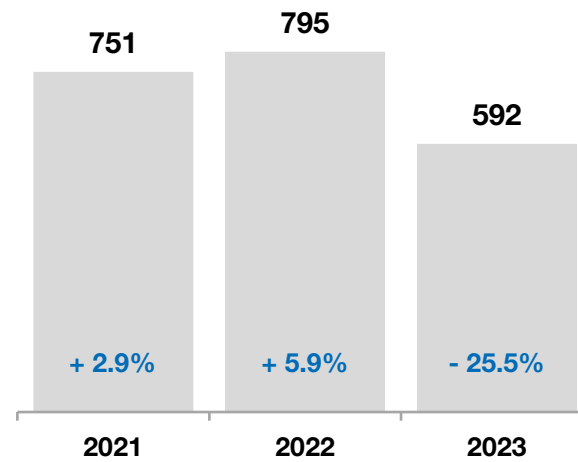
A count of the actual sales that closed in a given month.



January

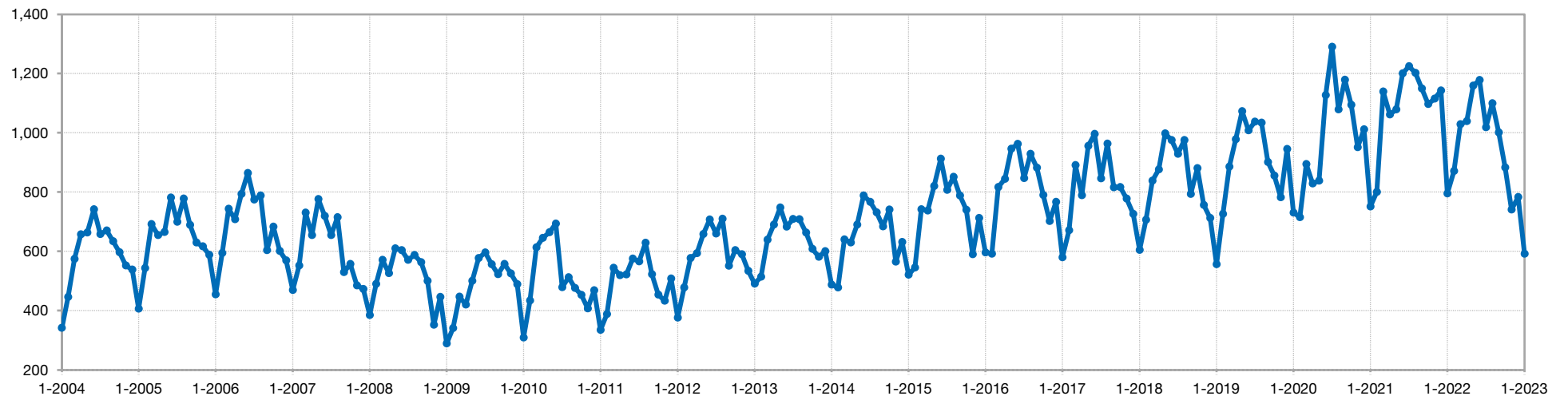


Year to Date



Closed Sales	Prior Year	Percent Change
February 2022	871	800 +8.9%
March 2022	1,029	1,139 -9.7%
April 2022	1,039	1,061 -2.1%
May 2022	1,159	1,079 +7.4%
June 2022	1,178	1,200 -1.8%
July 2022	1,018	1,224 -16.8%
August 2022	1,099	1,202 -8.6%
September 2022	1,001	1,149 -12.9%
October 2022	883	1,097 -19.5%
November 2022	741	1,115 -33.5%
December 2022	783	1,142 -31.4%
January 2023	592	795 -25.5%
12-Month Avg	949	1,084 -12.5%

Historical Closed Sales by Month

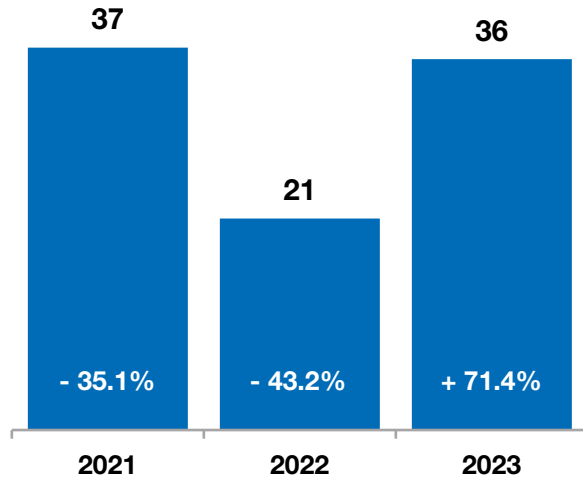


Days on Market Until Sale

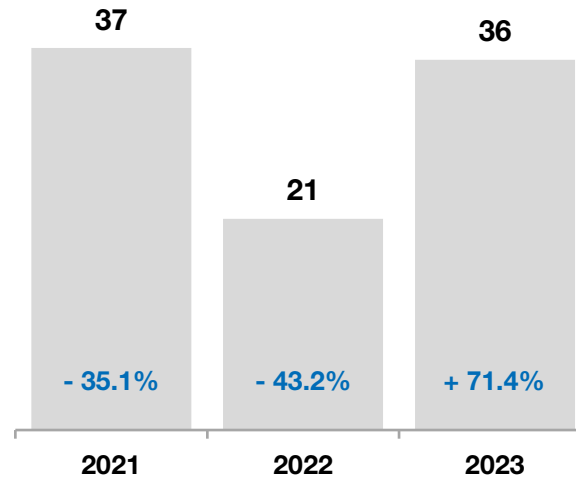
Average number of days between when a property is listed and when an offer is accepted in a given month.



January



Year to Date



Days on Market	Prior Year	Percent Change	
February 2022	21	38	-44.7%
March 2022	19	33	-42.4%
April 2022	15	23	-34.8%
May 2022	14	22	-36.4%
June 2022	13	17	-23.5%
July 2022	15	16	-6.3%
August 2022	16	17	-5.9%
September 2022	24	15	+60.0%
October 2022	26	17	+52.9%
November 2022	31	19	+63.2%
December 2022	32	21	+52.4%
January 2023	36	21	+71.4%
12-Month Avg*	20	21	-4.8%

* Average Days on Market of all properties from February 2022 through January 2023. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

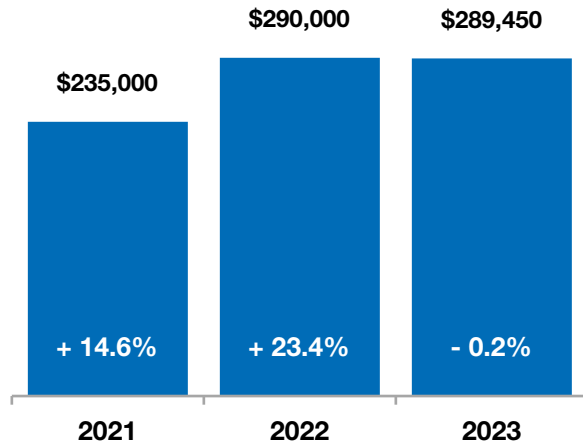


Median Sales Price

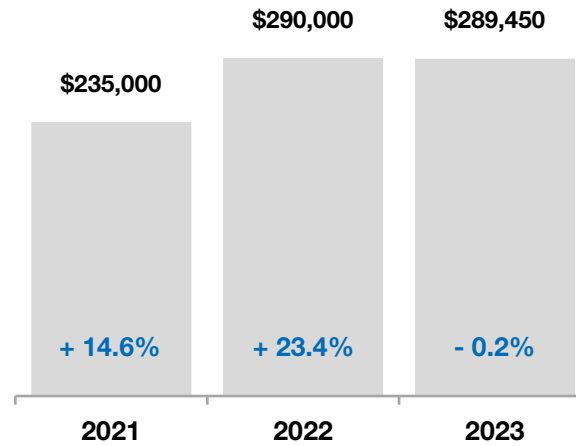
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January



Year to Date



Month	Median Sales Price	Prior Year	Percent Change
February 2022	\$288,000	\$237,000	+21.5%
March 2022	\$300,000	\$253,093	+18.5%
April 2022	\$301,000	\$251,000	+19.9%
May 2022	\$315,000	\$260,000	+21.2%
June 2022	\$326,900	\$275,000	+18.9%
July 2022	\$309,950	\$262,100	+18.3%
August 2022	\$300,000	\$270,000	+11.1%
September 2022	\$306,000	\$265,000	+15.5%
October 2022	\$305,000	\$275,000	+10.9%
November 2022	\$298,500	\$280,000	+6.6%
December 2022	\$300,000	\$285,000	+5.3%
January 2023	\$289,450	\$290,000	-0.2%
12-Month Med*	\$304,950	\$267,950	+13.8%

* Median Sales Price of all properties from February 2022 through January 2023. This is not the average of the individual figures above.

Historical Median Sales Price by Month

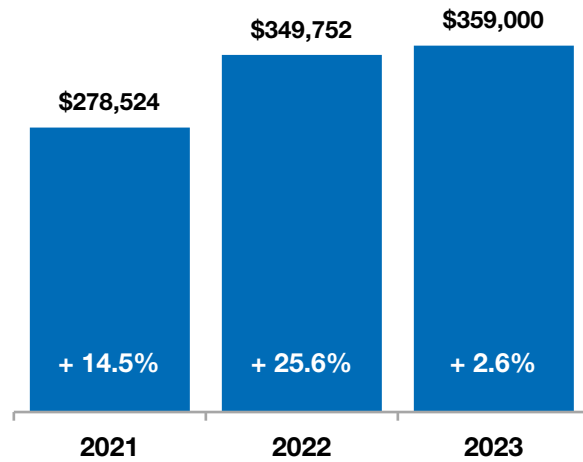


Average Sales Price

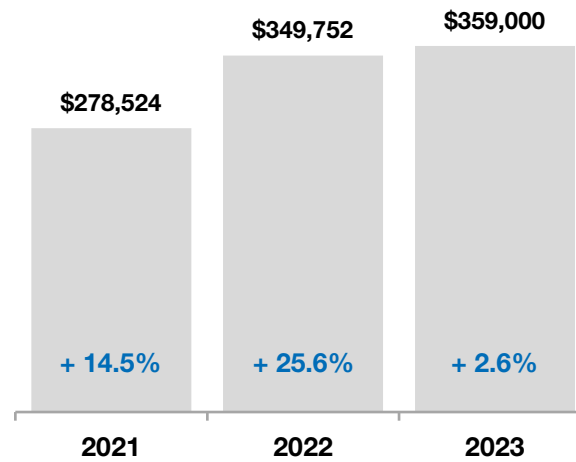
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
February 2022	\$324,879	\$273,246	+18.9%
March 2022	\$349,276	\$289,520	+20.6%
April 2022	\$348,773	\$298,933	+16.7%
May 2022	\$364,140	\$300,727	+21.1%
June 2022	\$373,983	\$317,735	+17.7%
July 2022	\$350,344	\$312,093	+12.3%
August 2022	\$357,333	\$314,511	+13.6%
September 2022	\$358,383	\$320,185	+11.9%
October 2022	\$363,878	\$329,280	+10.5%
November 2022	\$344,293	\$320,923	+7.3%
December 2022	\$352,586	\$317,215	+11.2%
January 2023	\$359,000	\$349,752	+2.6%
12-Month Avg*	\$354,644	\$312,123	+13.6%

* Avg. Sales Price of all properties from February 2022 through January 2023. This is not the average of the individual figures above.

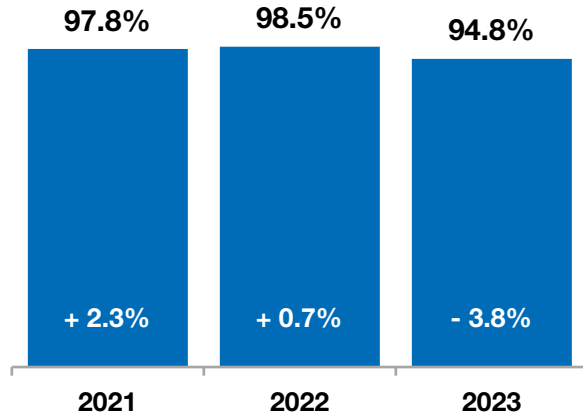
Historical Average Sales Price by Month



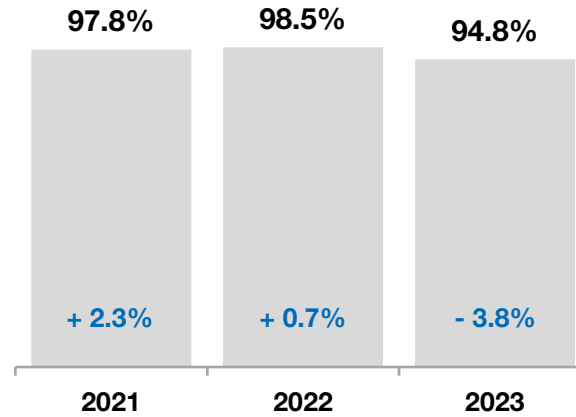
Percent of Original List Price Received

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.

January



Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
February 2022	99.0%	97.6%	+1.4%
March 2022	99.8%	98.4%	+1.4%
April 2022	100.8%	99.7%	+1.1%
May 2022	100.1%	100.1%	0.0%
June 2022	100.4%	100.5%	-0.1%
July 2022	98.3%	99.8%	-1.5%
August 2022	97.1%	99.7%	-2.6%
September 2022	96.2%	98.5%	-2.3%
October 2022	95.7%	98.5%	-2.8%
November 2022	95.6%	98.1%	-2.5%
December 2022	95.0%	98.6%	-3.7%
January 2023	94.8%	98.5%	-3.8%
12-Month Avg*	98.0%	99.1%	-1.1%

* Average Pct. of Orig. Price Received for all properties from February 2022 through January 2023. This is not the average of the individual figures above.

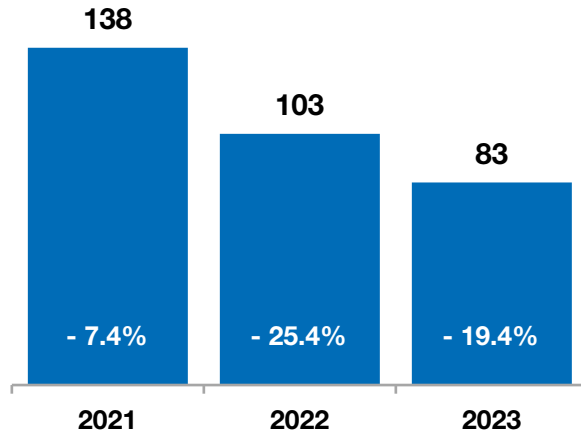
Historical Percent of Original List Price Received by Month



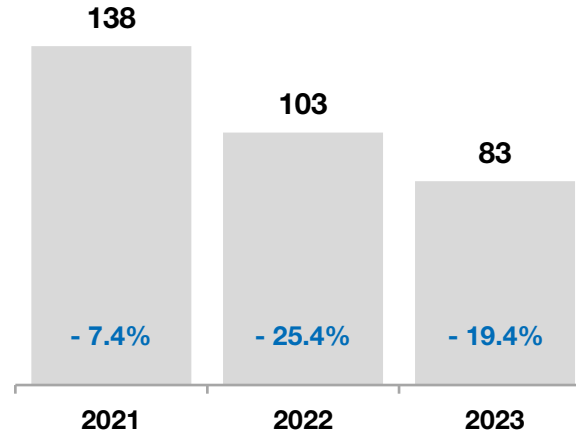
Housing Affordability Index

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.

January



Year to Date



	Affordability Index	Prior Year	Percent Change
February 2022	102	131	-22.1%
March 2022	90	122	-26.2%
April 2022	83	126	-34.1%
May 2022	81	122	-33.6%
June 2022	75	114	-34.2%
July 2022	83	121	-31.4%
August 2022	85	118	-28.0%
September 2022	75	119	-37.0%
October 2022	73	115	-36.5%
November 2022	76	116	-34.5%
December 2022	78	108	-27.8%
January 2023	83	103	-19.4%
12-Month Avg	82	118	-30.5%

Historical Housing Affordability Index by Month



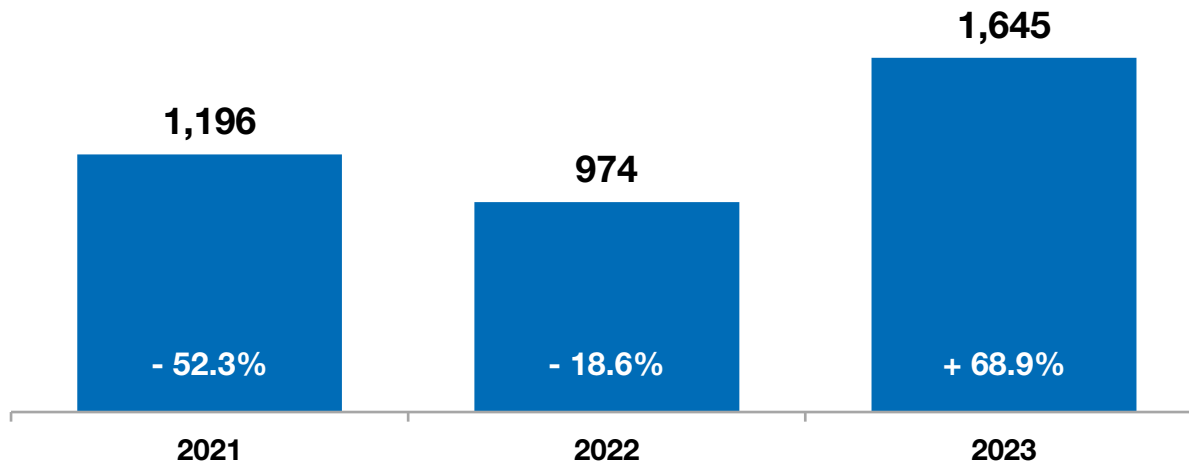
Inventory of Homes for Sale

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
February 2022	970	1,127	-13.9%
March 2022	1,069	1,141	-6.3%
April 2022	1,275	1,099	+16.0%
May 2022	1,446	1,182	+22.3%
June 2022	1,864	1,248	+49.4%
July 2022	2,008	1,484	+35.3%
August 2022	2,104	1,500	+40.3%
September 2022	2,158	1,491	+44.7%
October 2022	2,212	1,327	+66.7%
November 2022	2,146	1,247	+72.1%
December 2022	1,876	1,136	+65.1%
January 2023	1,645	974	+68.9%
12-Month Avg	1,731	1,246	+38.9%

Historical Inventory of Homes for Sale by Month

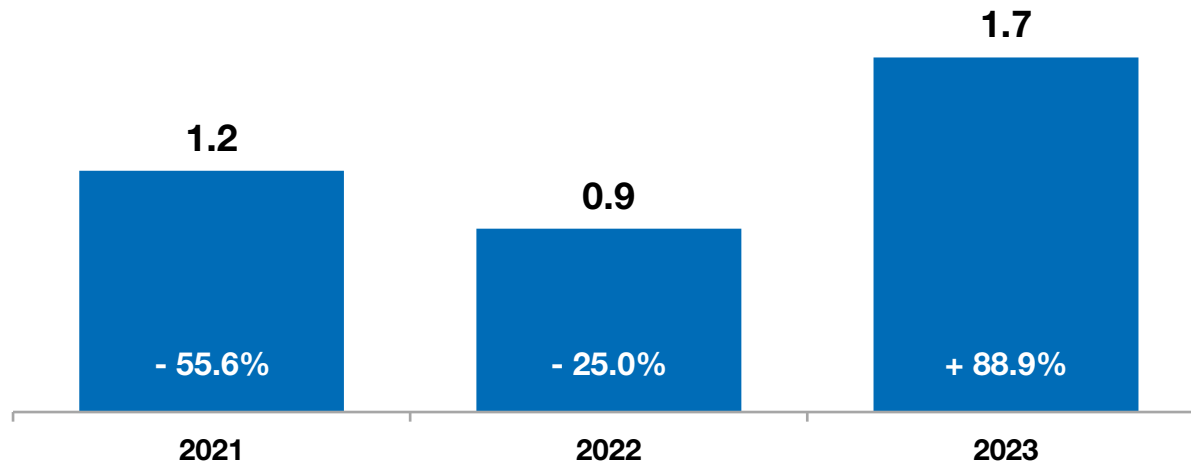


Months Supply of Inventory

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.



January



Months Supply		Prior Year	Percent Change
February 2022	0.9	1.1	-18.2%
March 2022	1.0	1.1	-9.1%
April 2022	1.2	1.0	+20.0%
May 2022	1.3	1.1	+18.2%
June 2022	1.7	1.2	+41.7%
July 2022	1.9	1.4	+35.7%
August 2022	2.0	1.4	+42.9%
September 2022	2.1	1.4	+50.0%
October 2022	2.2	1.2	+83.3%
November 2022	2.2	1.1	+100.0%
December 2022	2.0	1.0	+100.0%
January 2023	1.7	0.9	+88.9%
12-Month Avg	1.7	1.2	+41.7%

Historical Months Supply of Inventory by Month

