

# Monthly Indicators



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## December 2018

Home prices were consistently up again in most markets in 2018 but at reduced levels compared to recent years. High demand for few homes for sale fueled price increases, but evidence is mounting that inventory will finally improve in 2019. This may apply some downward pressure on prices for beleaguered home buyers. A fourth interest rate hike by the Federal Reserve in 2018 spooked the stock market to close out the year. The Fed has indicated that the number of rate increases in 2019 will be halved, which may be of little comfort to an already compressed consumer.

New Listings in the Chattanooga region increased 4.2 percent to 689. Pending Sales were up 2.0 percent to 625. Inventory levels shrank 4.5 percent to 2,615 units.

Prices continued to gain traction. The Median Sales Price increased 8.9 percent to \$195,000. Days on Market was down 16.9 percent to 49 days. Sellers were encouraged as Months Supply of Inventory was down 6.1 percent to 3.1 months.

Unemployment rates remained remarkably low again in 2018, and wages continued to improve for many U.S. households. It is generally good for all parties involved in real estate transactions when wages grow, but the percentage of increase, on average, has not kept pace with home price increases. This created an affordability crux in the second half of 2018. Housing affordability will remain an important storyline in 2019.

## Activity Snapshot

**- 4.3%**

**- 4.5%**

**+ 8.9%**

One-Year Change in  
**Closed Sales**

One-Year Change in  
**Homes for Sale**

One-Year Change in  
**Median Sales Price**

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				12-2017	12-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	12-2016	12-2017	12-2018	12-2018						
New Listings					661	<b>689</b>	+ 4.2%	12,901	<b>13,313</b>	+ 3.2%
Pending Sales					613	<b>625</b>	+ 2.0%	9,853	<b>10,027</b>	+ 1.8%
Closed Sales					725	<b>694</b>	- 4.3%	9,826	<b>10,009</b>	+ 1.9%
Days on Market Until Sale					59	<b>49</b>	- 16.9%	59	<b>50</b>	- 15.3%
Median Sales Price					\$179,000	<b>\$195,000</b>	+ 8.9%	\$175,000	<b>\$187,000</b>	+ 6.9%
Avg. Sales Price					\$216,912	<b>\$224,877</b>	+ 3.7%	\$211,304	<b>\$222,946</b>	+ 5.5%
Pct. of Orig. Price Received					95.0%	<b>95.4%</b>	+ 0.4%	95.6%	<b>96.0%</b>	+ 0.4%
Affordability Index					163	<b>143</b>	- 12.3%	166	<b>149</b>	- 10.2%
Homes for Sale					2,739	<b>2,615</b>	- 4.5%	--	--	--
Months Supply of Inventory					3.3	<b>3.1</b>	- 6.1%	--	--	--

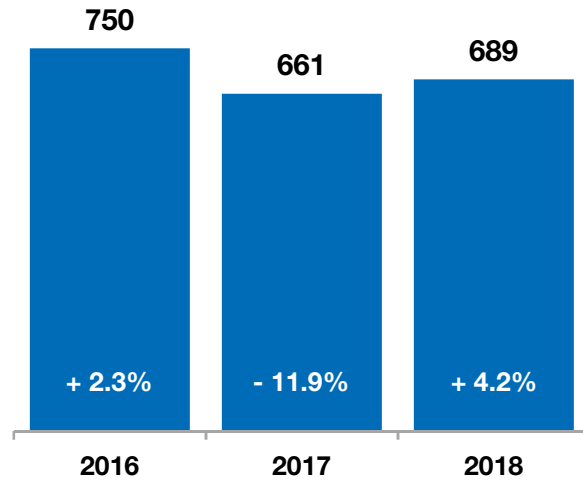
# New Listings

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

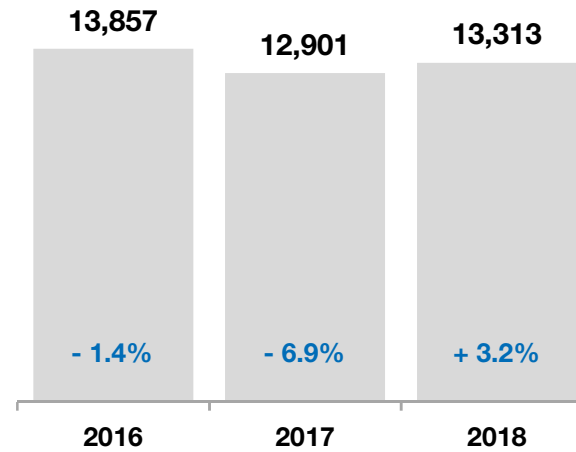


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## Year to Date



New Listings		Prior Year	Percent Change
January 2018	936	1,020	-8.2%
February 2018	944	973	-3.0%
March 2018	1,185	1,253	-5.4%
April 2018	1,206	1,133	+6.4%
May 2018	1,326	1,285	+3.2%
June 2018	1,392	1,277	+9.0%
July 2018	1,258	1,173	+7.2%
August 2018	1,297	1,156	+12.2%
September 2018	1,053	1,050	+0.3%
October 2018	1,176	1,014	+16.0%
November 2018	851	906	-6.1%
<b>December 2018</b>	<b>689</b>	<b>661</b>	<b>+4.2%</b>
12-Month Avg	1,109	1,075	+3.2%

## Historical New Listings by Month



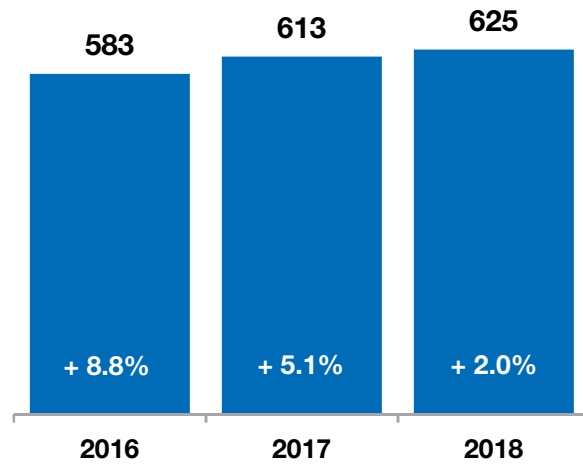
# Pending Sales

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

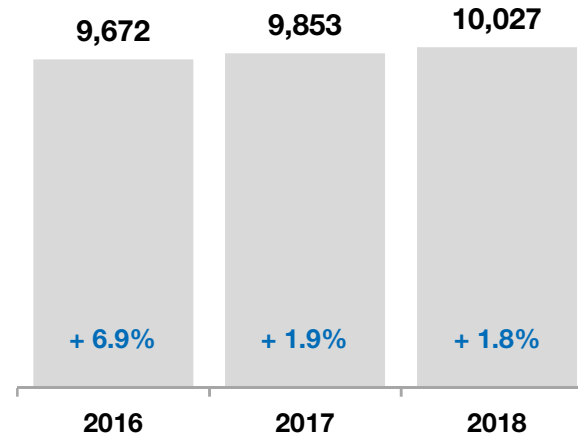


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## Year to Date



Pending Sales		Prior Year	Percent Change
January 2018	728	766	-5.0%
February 2018	764	818	-6.6%
March 2018	1,004	922	+8.9%
April 2018	942	911	+3.4%
May 2018	974	938	+3.8%
June 2018	885	855	+3.5%
July 2018	928	887	+4.6%
August 2018	898	860	+4.4%
September 2018	807	771	+4.7%
October 2018	809	844	-4.1%
November 2018	663	668	-0.7%
<b>December 2018</b>	<b>625</b>	<b>613</b>	<b>+2.0%</b>
12-Month Avg	836	821	+1.8%

## Historical Pending Sales by Month



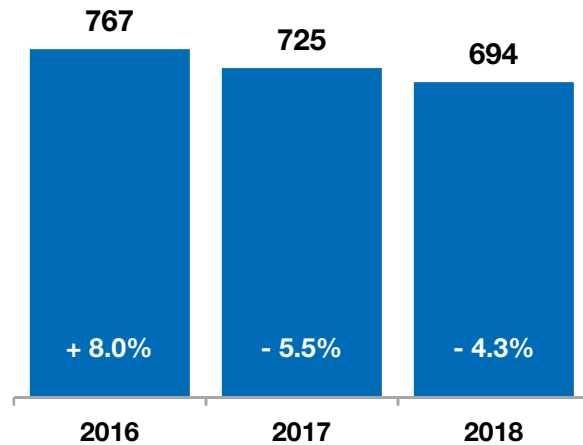
# Closed Sales

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

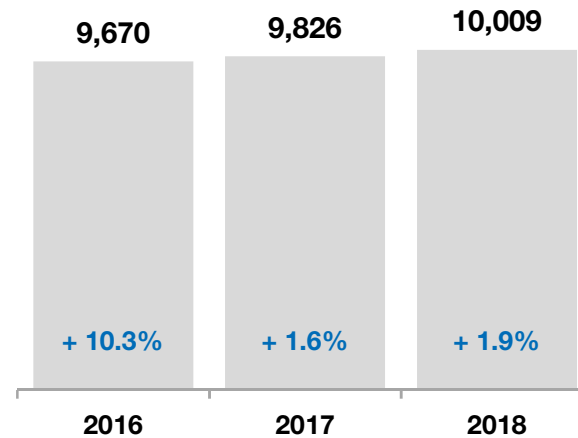


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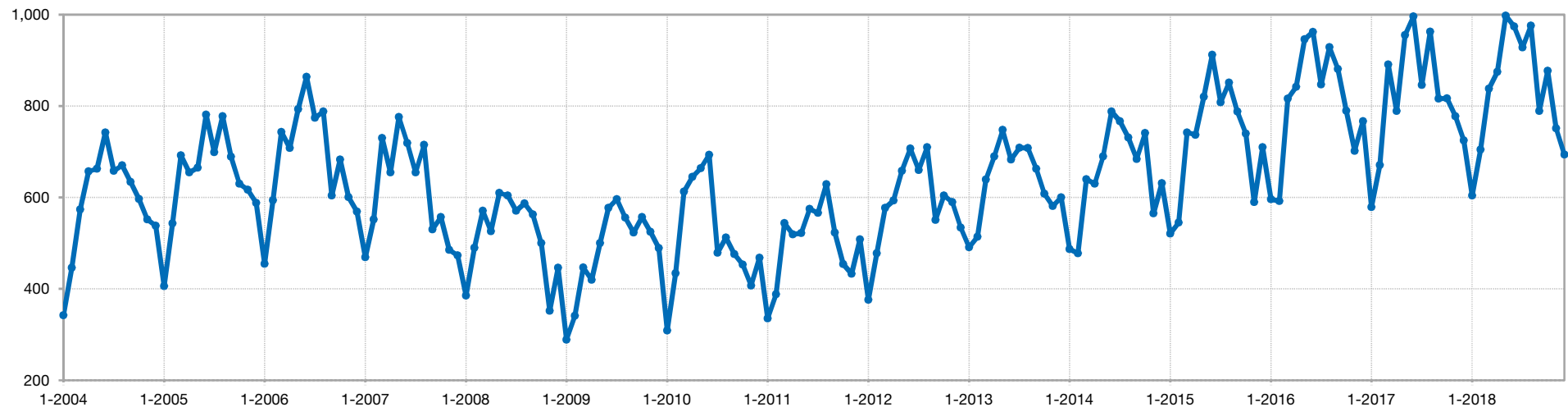


## Year to Date



Closed Sales		Prior Year	Percent Change
January 2018	604	579	+4.3%
February 2018	705	671	+5.1%
March 2018	838	891	-5.9%
April 2018	875	789	+10.9%
May 2018	998	955	+4.5%
June 2018	974	996	-2.2%
July 2018	928	846	+9.7%
August 2018	976	963	+1.3%
September 2018	789	816	-3.3%
October 2018	877	817	+7.3%
November 2018	751	778	-3.5%
<b>December 2018</b>	<b>694</b>	<b>725</b>	<b>-4.3%</b>
12-Month Avg	834	819	+1.8%

## Historical Closed Sales by Month



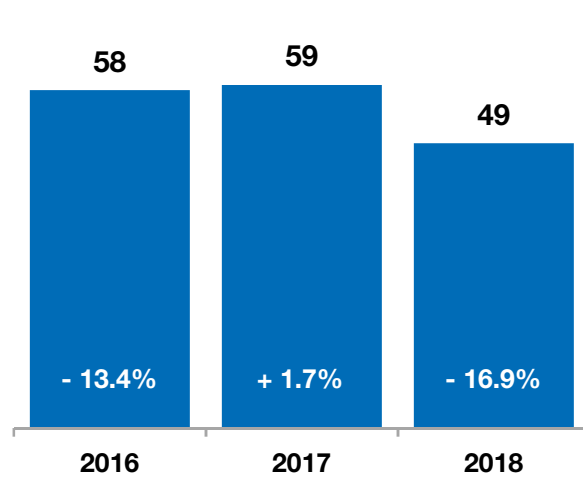
# Days on Market Until Sale

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

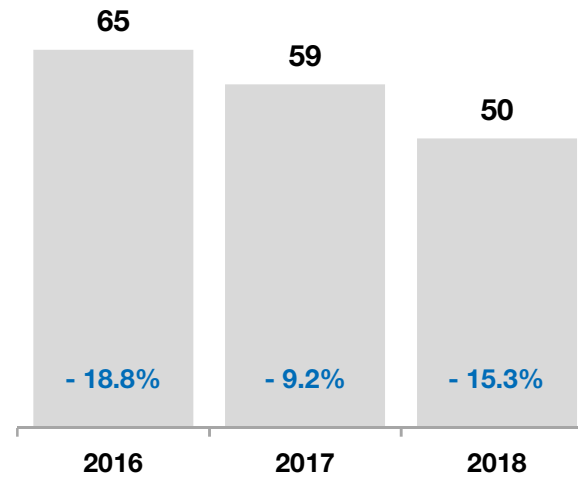


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## Year to Date



Days on Market		Prior Year	Percent Change
January 2018	68	63	+7.9%
February 2018	65	73	-11.0%
March 2018	54	69	-21.7%
April 2018	57	60	-5.0%
May 2018	49	56	-12.5%
June 2018	43	61	-29.5%
July 2018	40	55	-27.3%
August 2018	42	50	-16.0%
September 2018	42	56	-25.0%
October 2018	49	55	-10.9%
November 2018	49	57	-14.0%
<b>December 2018</b>	<b>49</b>	<b>59</b>	<b>-16.9%</b>
12-Month Avg*	50	59	-15.3%

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

## Historical Days on Market Until Sale by Month

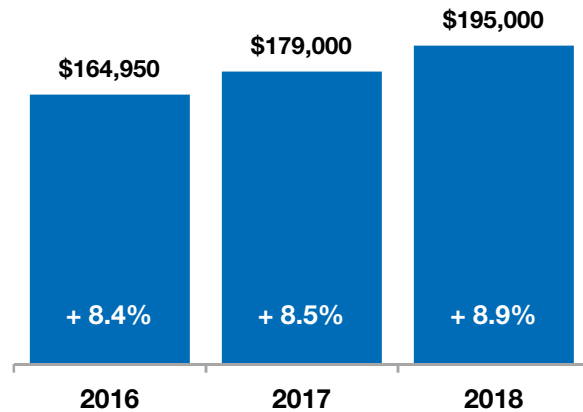


# Median Sales Price

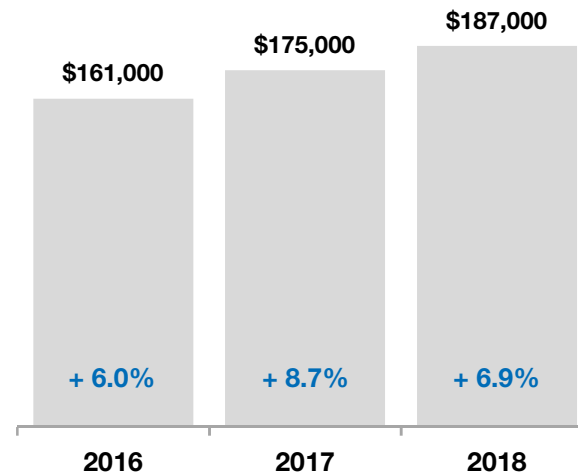
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## December



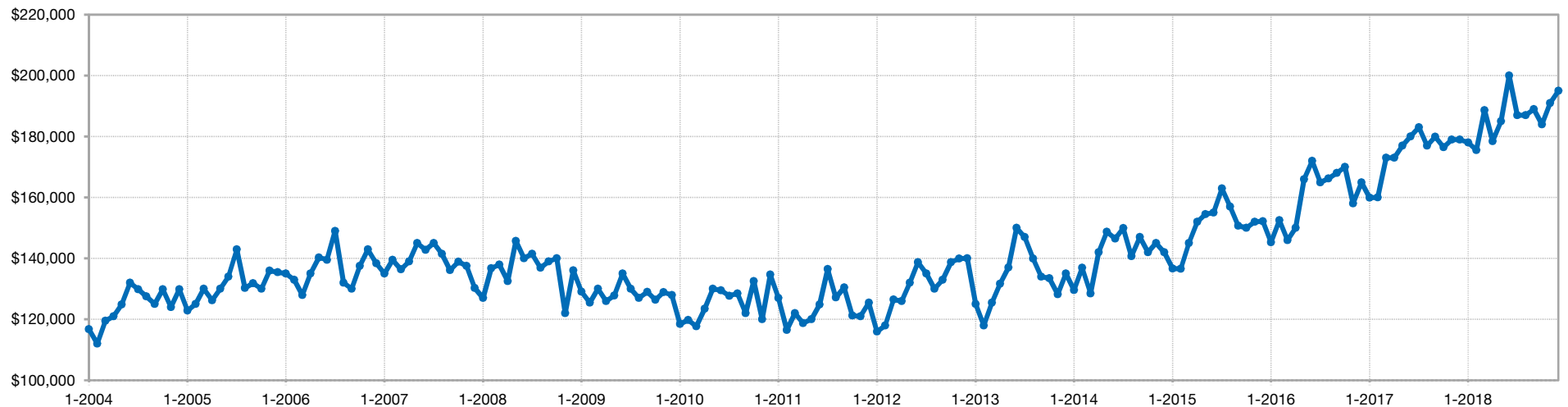
## Year to Date



Median Sales Price		Prior Year	Percent Change
January 2018	\$178,000	\$159,900	+11.3%
February 2018	\$175,500	\$160,000	+9.7%
March 2018	\$188,650	\$173,000	+9.0%
April 2018	\$178,500	\$173,000	+3.2%
May 2018	\$185,000	\$177,000	+4.5%
June 2018	\$200,000	\$180,000	+11.1%
July 2018	\$187,000	\$183,000	+2.2%
August 2018	\$187,000	\$177,000	+5.6%
September 2018	\$189,000	\$179,900	+5.1%
October 2018	\$184,000	\$176,500	+4.2%
November 2018	\$191,000	\$178,950	+6.7%
<b>December 2018</b>	<b>\$195,000</b>	<b>\$179,000</b>	<b>+8.9%</b>
12-Month Med*	\$187,000	\$175,000	+6.9%

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

## Historical Median Sales Price by Month



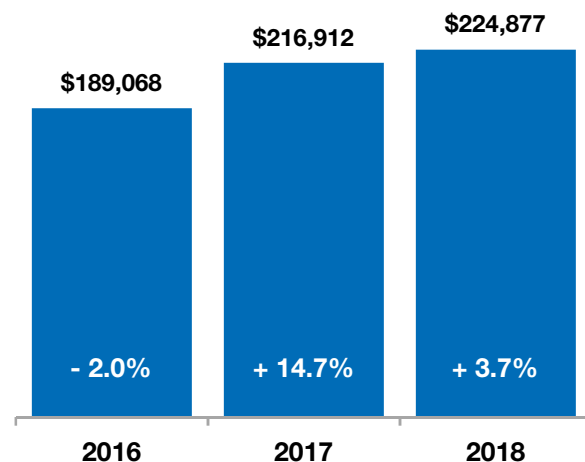
# Average Sales Price

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

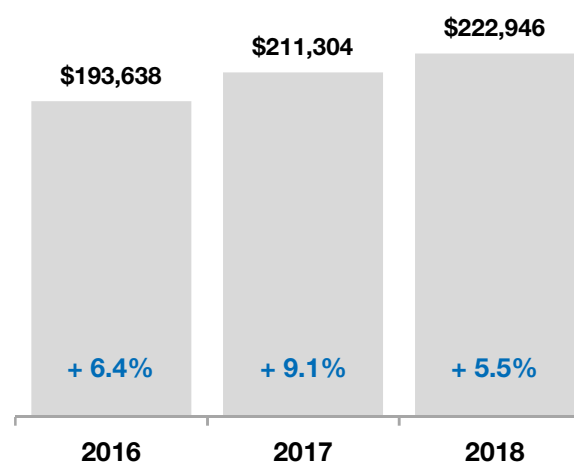


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## Year to Date



Avg. Sales Price		Prior Year	Percent Change
January 2018	\$212,416	\$201,891	+5.2%
February 2018	\$212,243	\$193,460	+9.7%
March 2018	\$218,778	\$205,147	+6.6%
April 2018	\$217,407	\$207,765	+4.6%
May 2018	\$226,287	\$204,786	+10.5%
June 2018	\$238,211	\$227,529	+4.7%
July 2018	\$223,435	\$213,942	+4.4%
August 2018	\$226,871	\$212,450	+6.8%
September 2018	\$224,277	\$214,980	+4.3%
October 2018	\$213,059	\$210,804	+1.1%
November 2018	\$230,985	\$218,678	+5.6%
<b>December 2018</b>	<b>\$224,877</b>	<b>\$216,912</b>	<b>+3.7%</b>
12-Month Avg*	\$222,946	\$211,304	+5.5%

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

## Historical Average Sales Price by Month





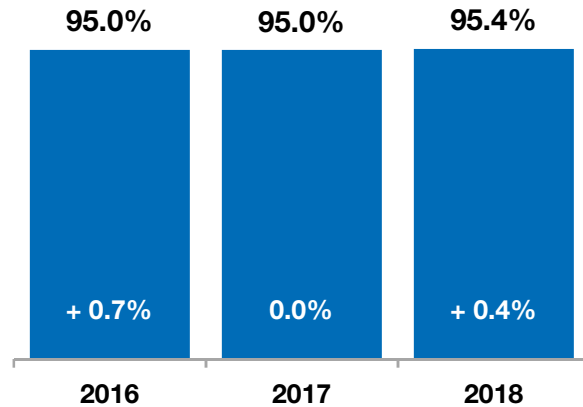
# Percent of Original List Price Received

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.

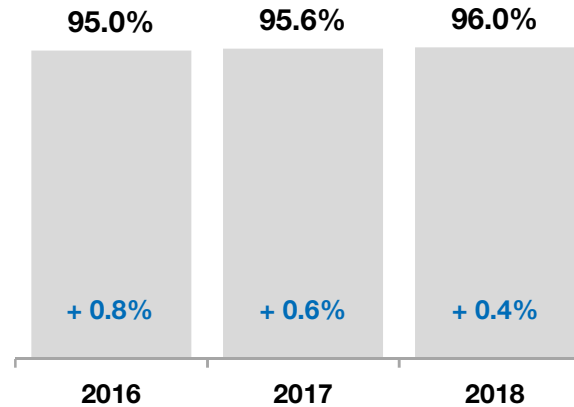


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## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
January 2018	95.1%	94.6%	+0.5%
February 2018	95.2%	94.5%	+0.7%
March 2018	96.4%	95.3%	+1.2%
April 2018	96.4%	95.8%	+0.6%
May 2018	96.6%	96.2%	+0.4%
June 2018	96.3%	96.2%	+0.1%
July 2018	96.5%	95.5%	+1.0%
August 2018	96.3%	96.2%	+0.1%
September 2018	96.0%	95.9%	+0.1%
October 2018	95.4%	95.8%	-0.4%
November 2018	95.4%	95.1%	+0.3%
<b>December 2018</b>	<b>95.4%</b>	<b>95.0%</b>	<b>+0.4%</b>
12-Month Avg*	96.0%	95.6%	+0.4%

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

## Historical Percent of Original List Price Received by Month



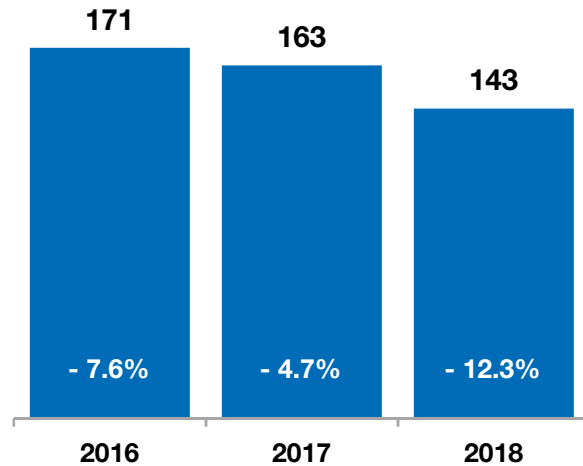
# Housing Affordability Index

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.

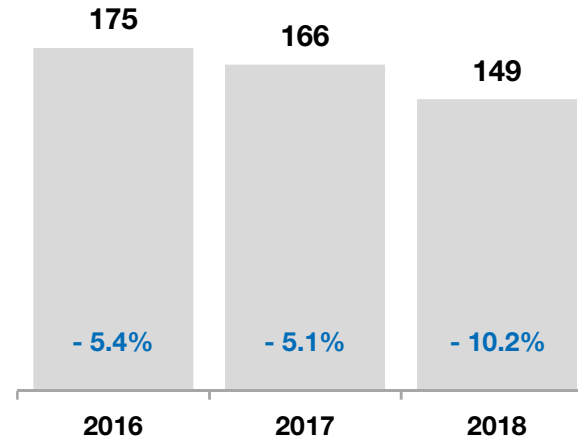


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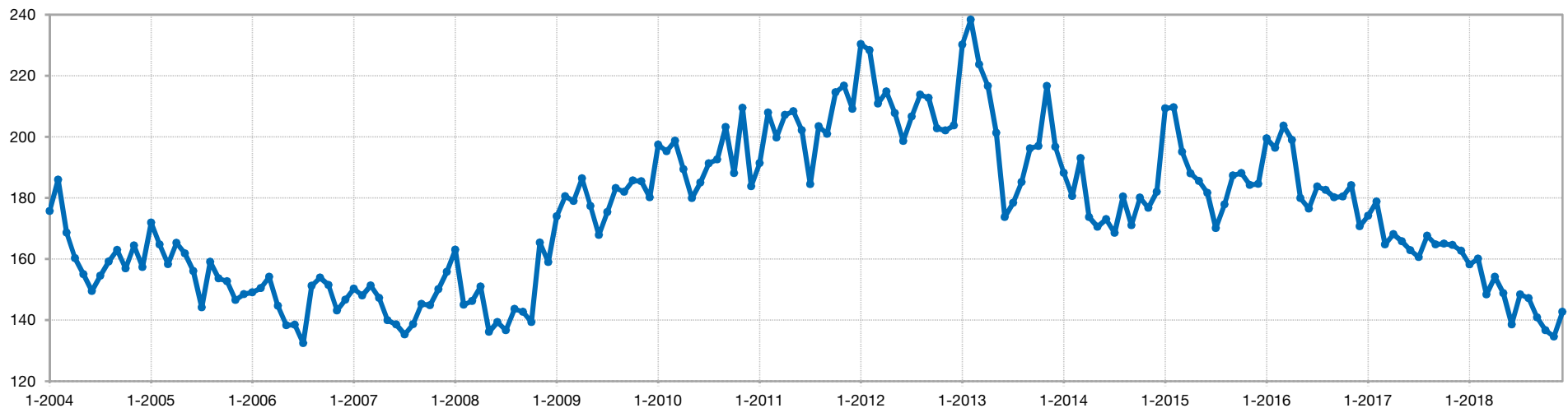


## Year to Date



Affordability Index		Prior Year	Percent Change
January 2018	158	174	-9.2%
February 2018	160	179	-10.6%
March 2018	148	165	-10.3%
April 2018	154	168	-8.3%
May 2018	149	166	-10.2%
June 2018	139	163	-14.7%
July 2018	148	161	-8.1%
August 2018	147	168	-12.5%
September 2018	141	165	-14.5%
October 2018	137	165	-17.0%
November 2018	135	165	-18.2%
<b>December 2018</b>	<b>143</b>	<b>163</b>	<b>-12.3%</b>
12-Month Avg	147	167	-12.1%

## Historical Housing Affordability Index by Month



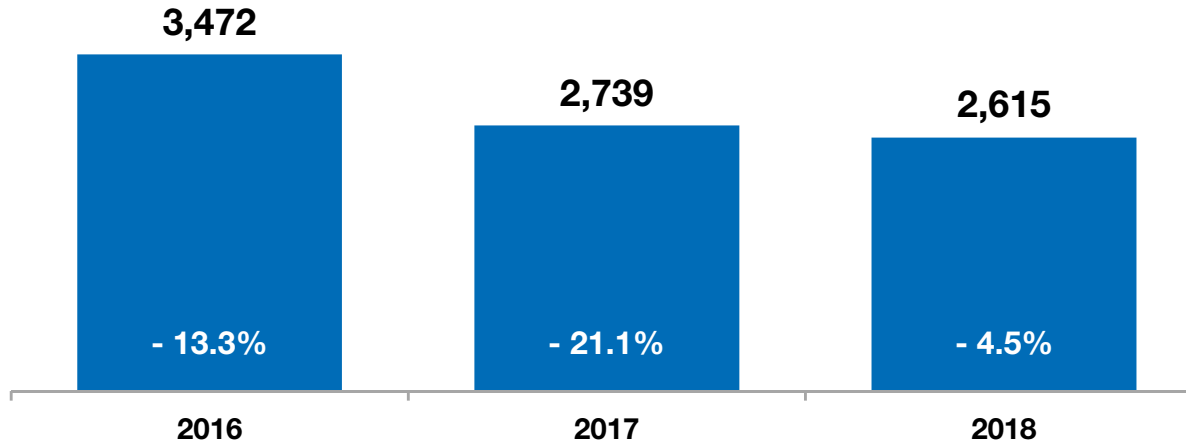
# Inventory of Homes for Sale

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
January 2018	2,664	3,405	-21.8%
February 2018	2,581	3,275	-21.2%
March 2018	2,521	3,293	-23.4%
April 2018	2,561	3,244	-21.1%
May 2018	2,681	3,239	-17.2%
June 2018	2,958	3,364	-12.1%
July 2018	2,997	3,383	-11.4%
August 2018	3,096	3,359	-7.8%
September 2018	3,065	3,331	-8.0%
October 2018	3,086	3,153	-2.1%
November 2018	2,971	3,071	-3.3%
<b>December 2018</b>	<b>2,615</b>	<b>2,739</b>	<b>-4.5%</b>
12-Month Avg	2,816	3,238	-13.0%

## Historical Inventory of Homes for Sale by Month



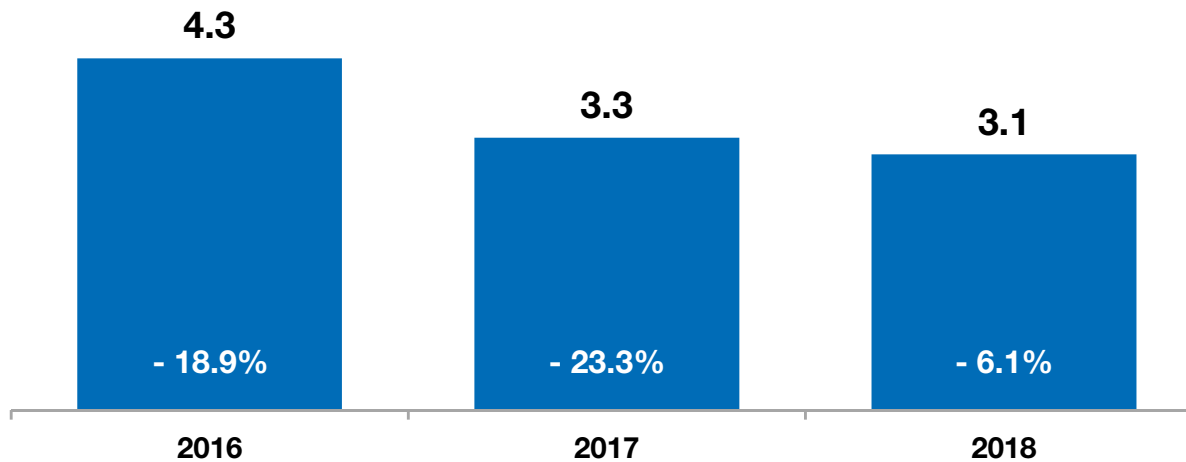
# Months Supply of Inventory

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
January 2018	3.3	4.2	-21.4%
February 2018	3.2	4.0	-20.0%
March 2018	3.1	4.1	-24.4%
April 2018	3.1	4.0	-22.5%
May 2018	3.2	4.0	-20.0%
June 2018	3.6	4.2	-14.3%
July 2018	3.6	4.2	-14.3%
August 2018	3.7	4.1	-9.8%
September 2018	3.7	4.1	-9.8%
October 2018	3.7	3.8	-2.6%
November 2018	3.6	3.8	-5.3%
<b>December 2018</b>	<b>3.1</b>	<b>3.3</b>	<b>-6.1%</b>
12-Month Avg	3.4	4.0	-15.0%

## Historical Months Supply of Inventory by Month

