

Monthly Indicators



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August 2023

Higher mortgage rates, along with elevated sales prices and a lack of housing inventory, have continued to impact market activity during the summer homebuying season. The average 30-year fixed-rate mortgage has remained above 6.5% since May, recently hitting a two-decade high in August, according to Freddie Mac. As a result, existing-home sales have continued to slow nationwide, dropping 2.2% month-over-month as of last measure, with sales down 16.6% compared to the same time last year, according to the National Association of REALTORS® (NAR).

New Listings in the Chattanooga region decreased 11.4 percent to 1,195. Pending Sales were down 8.8 percent to 939. Inventory levels shrank 16.3 percent to 1,823 units.

Prices continued to gain traction. The Median Sales Price increased 10.0 percent to \$330,000. Days on Market was up 87.5 percent to 30 days. Absorption rates were even with last year as Months Supply of Inventory remained flat at 2.1 months.

Falling home sales have done little to cool home prices, however, which have continued to sit at record high levels nationally thanks to a limited supply of homes for sale. According to NAR, there were 1.11 million homes for sale heading into August, 14.6% fewer homes than the same period last year, for a 3.3 months' supply at the current sales pace. The shortage of homes for sale has boosted competition for available properties and is driving sales prices higher, with NAR reporting a national median existing-home price of \$406,700, a 1.9% increase from a year earlier.

Activity Snapshot

- 15.1% **- 16.3%** **+ 10.0%**

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.

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Market Overview

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

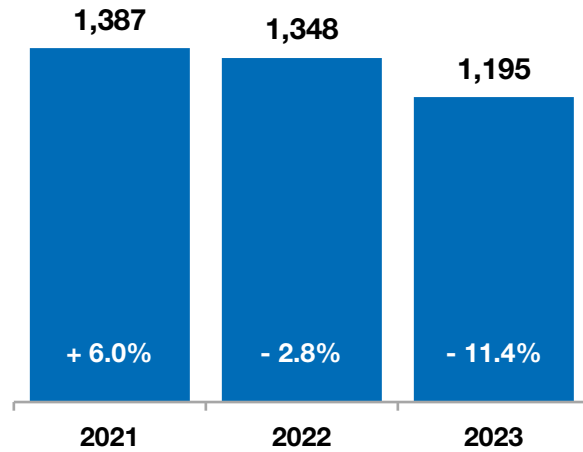


Key Metrics	Historical Sparkbars				8-2022	8-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
	08-2020	08-2021	08-2022	08-2023						
New Listings					1,348	1,195	- 11.4%	10,587	8,921	- 15.7%
Pending Sales					1,030	939	- 8.8%	8,327	7,430	- 10.8%
Closed Sales					1,099	933	- 15.1%	8,193	7,011	- 14.4%
Days on Market Until Sale					16	30	+ 87.5%	16	34	+ 112.5%
Median Sales Price					\$300,000	\$330,000	+ 10.0%	\$305,000	\$315,000	+ 3.3%
Avg. Sales Price					\$357,333	\$374,009	+ 4.7%	\$353,474	\$366,324	+ 3.6%
Pct. of Orig. Price Received					97.1%	97.1%	0.0%	99.3%	97.0%	- 2.3%
Affordability Index					85	66	- 22.4%	83	70	- 15.7%
Homes for Sale					2,177	1,823	- 16.3%	--	--	--
Months Supply of Inventory					2.1	2.1	0.0%	--	--	--

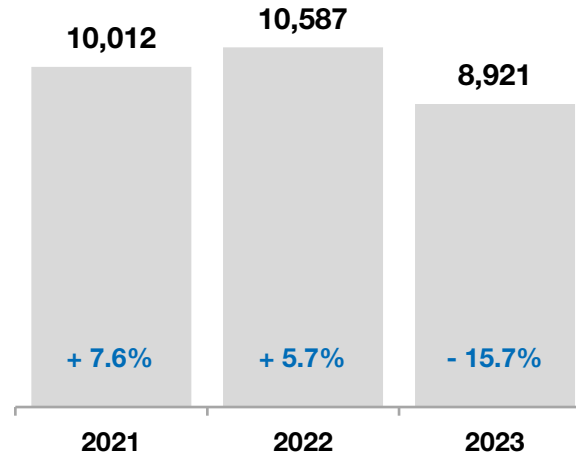
New Listings

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

August

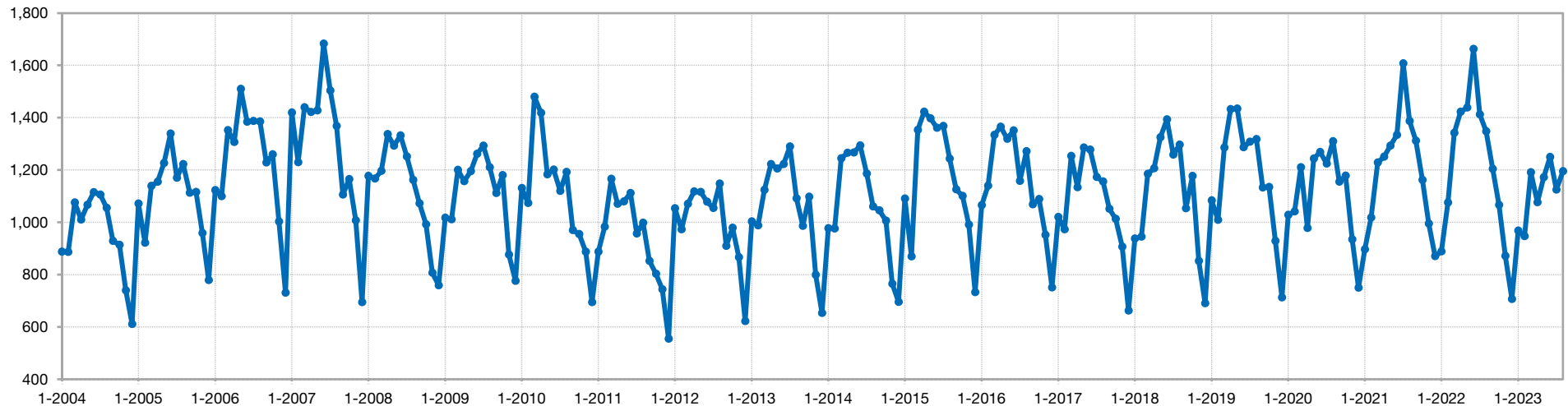


Year to Date



	New Listings	Prior Year	Percent Change
September 2022	1,204	1,311	-8.2%
October 2022	1,066	1,162	-8.3%
November 2022	871	995	-12.5%
December 2022	706	870	-18.9%
January 2023	968	888	+9.0%
February 2023	946	1,075	-12.0%
March 2023	1,191	1,342	-11.3%
April 2023	1,076	1,422	-24.3%
May 2023	1,172	1,438	-18.5%
June 2023	1,249	1,662	-24.8%
July 2023	1,124	1,412	-20.4%
August 2023	1,195	1,348	-11.4%
12-Month Avg	1,064	1,244	-14.5%

Historical New Listings by Month

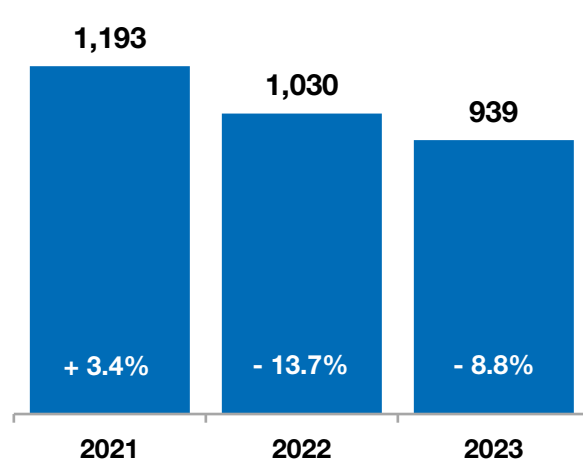


Pending Sales

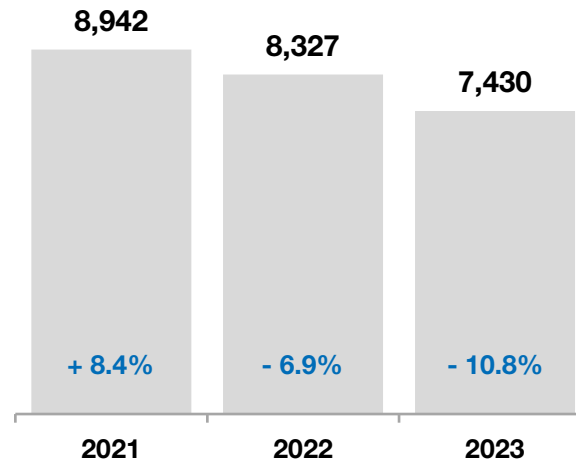
A count of the properties on which offers have been accepted in a given month.



August

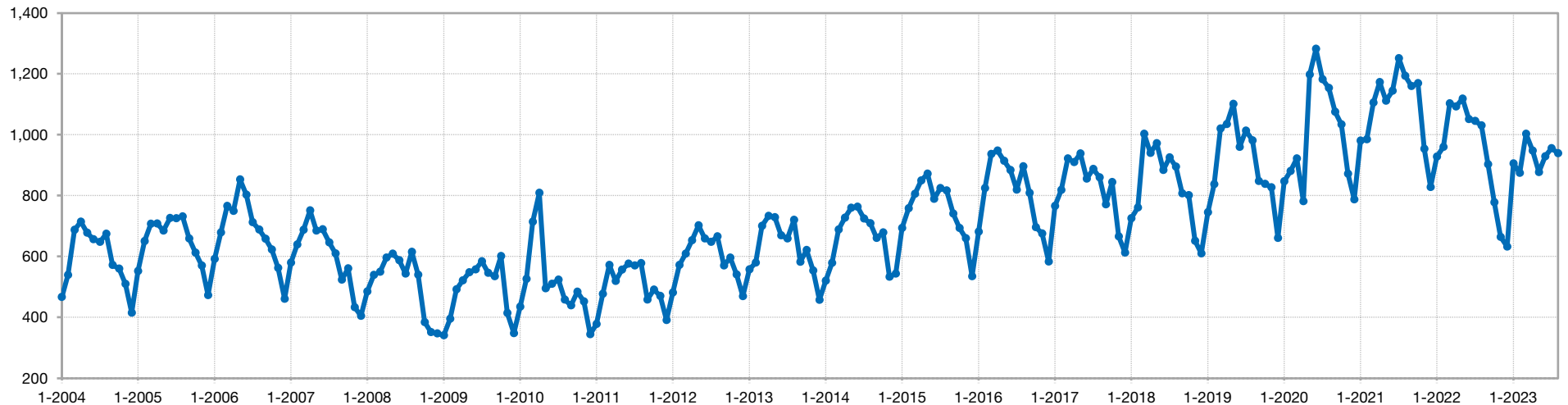


Year to Date



Pending Sales		Prior Year	Percent Change
September 2022	903	1,160	-22.2%
October 2022	778	1,169	-33.4%
November 2022	664	954	-30.4%
December 2022	632	828	-23.7%
January 2023	905	928	-2.5%
February 2023	874	960	-9.0%
March 2023	1,003	1,103	-9.1%
April 2023	948	1,092	-13.2%
May 2023	877	1,118	-21.6%
June 2023	929	1,051	-11.6%
July 2023	955	1,045	-8.6%
August 2023	939	1,030	-8.8%
12-Month Avg	867	1,037	-16.4%

Historical Pending Sales by Month

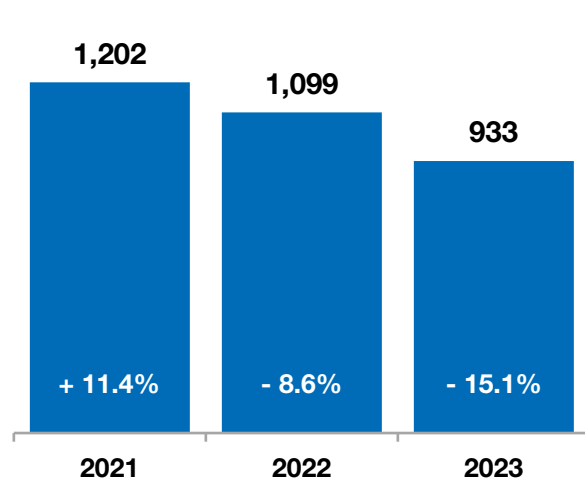


Closed Sales

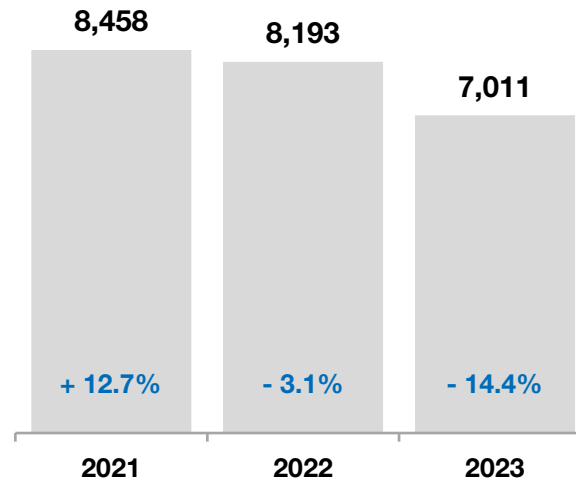
A count of the actual sales that closed in a given month.



August

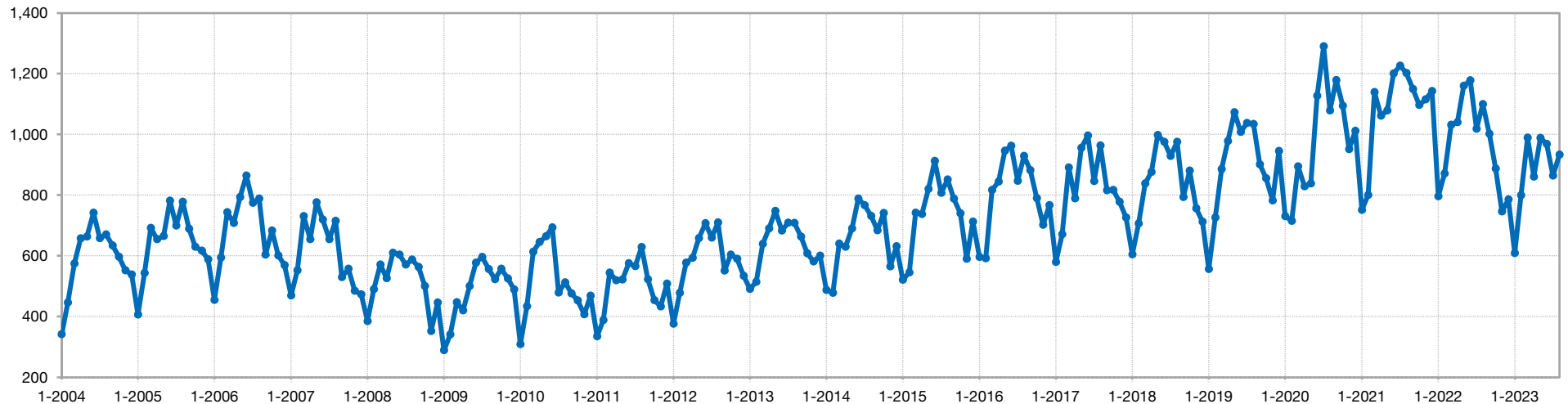


Year to Date



Closed Sales	Prior Year	Percent Change
September 2022	1,002	1,149 -12.8%
October 2022	887	1,097 -19.1%
November 2022	746	1,115 -33.1%
December 2022	786	1,142 -31.2%
January 2023	609	796 -23.5%
February 2023	799	871 -8.3%
March 2023	989	1,031 -4.1%
April 2023	861	1,040 -17.2%
May 2023	988	1,160 -14.8%
June 2023	968	1,178 -17.8%
July 2023	864	1,018 -15.1%
August 2023	933	1,099 -15.1%
12-Month Avg	869	1,058 -17.9%

Historical Closed Sales by Month

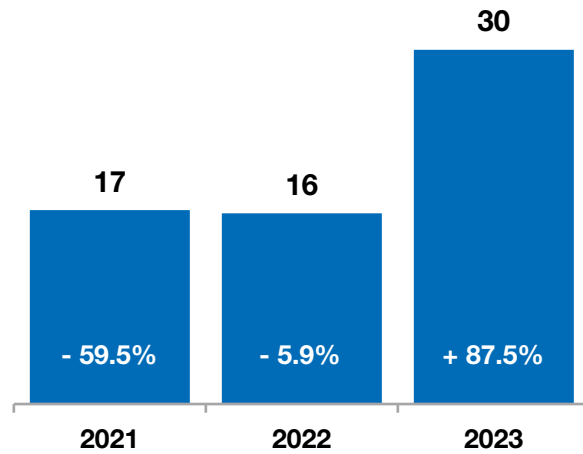


Days on Market Until Sale

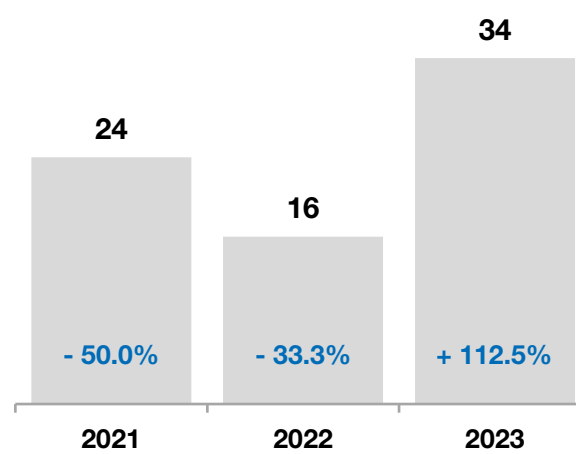
Average number of days between when a property is listed and when an offer is accepted in a given month.



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Year to Date



Days on Market	Prior Year	Percent Change	
September 2022	23	15	+53.3%
October 2022	26	17	+52.9%
November 2022	31	19	+63.2%
December 2022	32	21	+52.4%
January 2023	36	21	+71.4%
February 2023	39	21	+85.7%
March 2023	36	19	+89.5%
April 2023	36	15	+140.0%
May 2023	35	14	+150.0%
June 2023	30	13	+130.8%
July 2023	30	15	+100.0%
August 2023	30	16	+87.5%
12-Month Avg*	32	17	+88.2%

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

Historical Days on Market Until Sale by Month

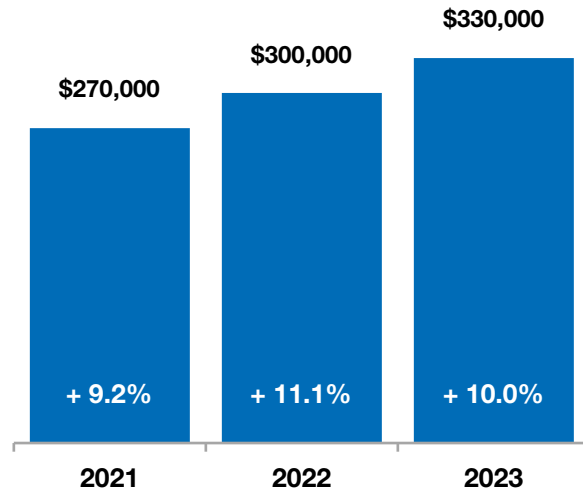


Median Sales Price

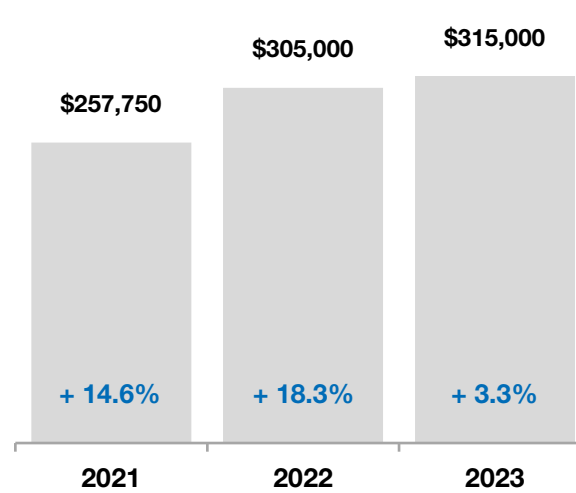
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



August



Year to Date



	Median Sales Price	Prior Year	Percent Change
September 2022	\$306,250	\$265,000	+15.6%
October 2022	\$302,500	\$275,000	+10.0%
November 2022	\$299,000	\$280,000	+6.8%
December 2022	\$300,000	\$285,000	+5.3%
January 2023	\$289,900	\$290,000	-0.0%
February 2023	\$296,568	\$288,000	+3.0%
March 2023	\$315,000	\$300,000	+5.0%
April 2023	\$300,000	\$301,000	-0.3%
May 2023	\$322,055	\$315,000	+2.2%
June 2023	\$335,260	\$326,900	+2.6%
July 2023	\$325,000	\$309,900	+4.9%
August 2023	\$330,000	\$300,000	+10.0%
12-Month Med*	\$310,000	\$295,000	+5.1%

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

Historical Median Sales Price by Month

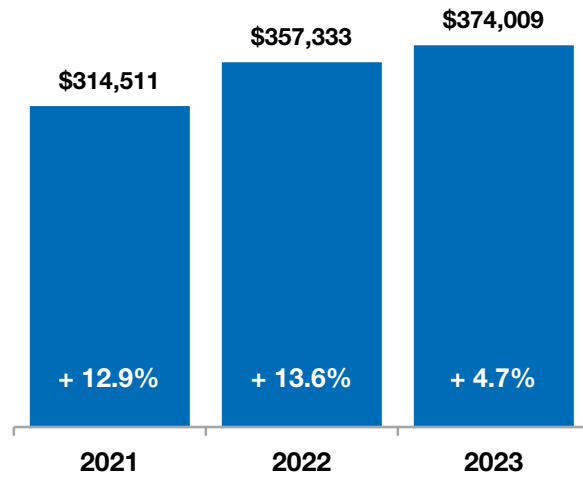


Average Sales Price

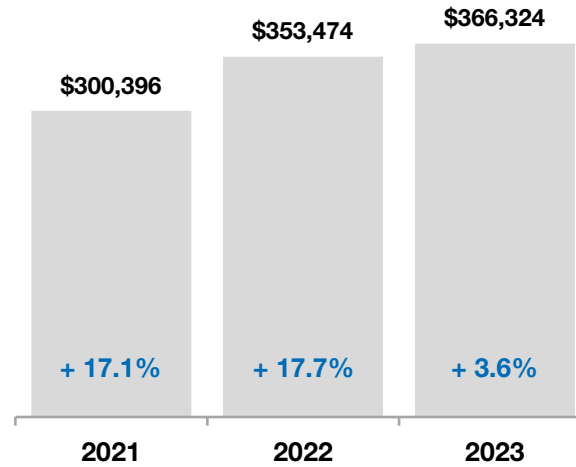
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



August



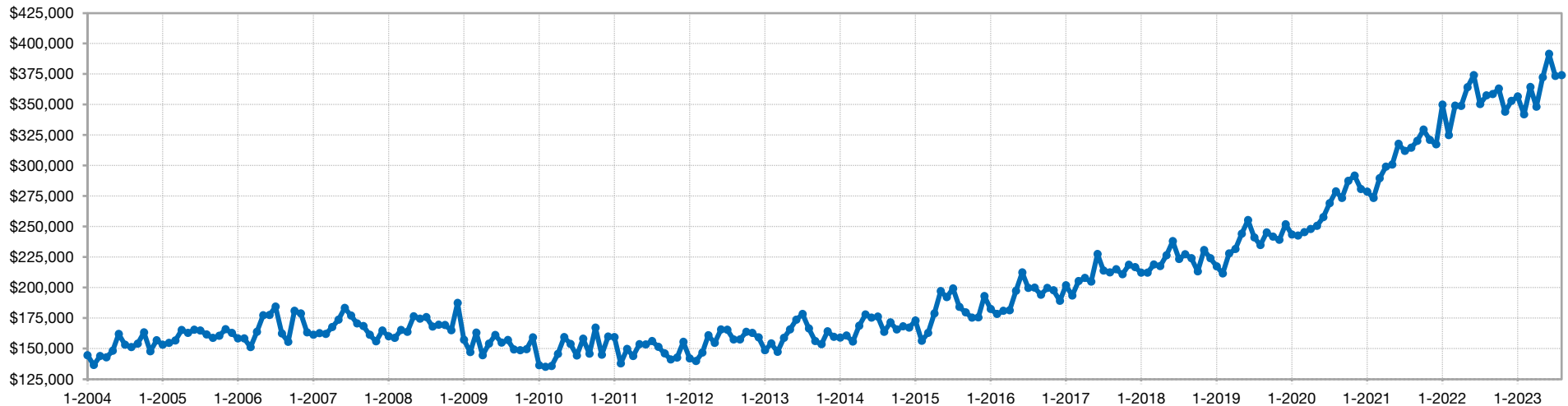
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
September 2022	\$358,430	\$320,185	+11.9%
October 2022	\$362,889	\$329,280	+10.2%
November 2022	\$344,082	\$320,923	+7.2%
December 2022	\$352,771	\$317,215	+11.2%
January 2023	\$356,497	\$349,885	+1.9%
February 2023	\$341,796	\$324,879	+5.2%
March 2023	\$364,347	\$348,983	+4.4%
April 2023	\$348,037	\$348,688	-0.2%
May 2023	\$372,231	\$364,085	+2.2%
June 2023	\$391,407	\$373,983	+4.7%
July 2023	\$373,266	\$350,215	+6.6%
August 2023	\$374,009	\$357,333	+4.7%
12-Month Avg*	\$362,660	\$342,236	+6.0%

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

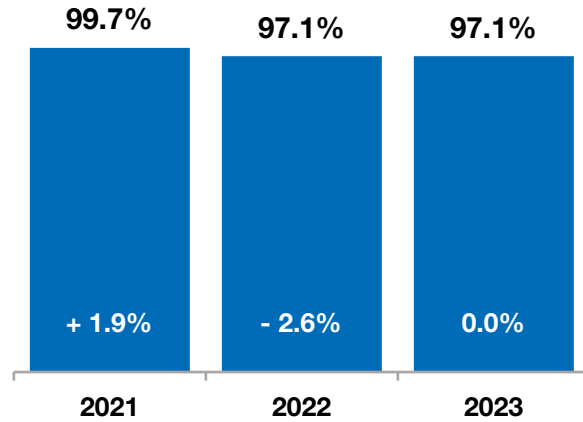
Historical Average Sales Price by Month



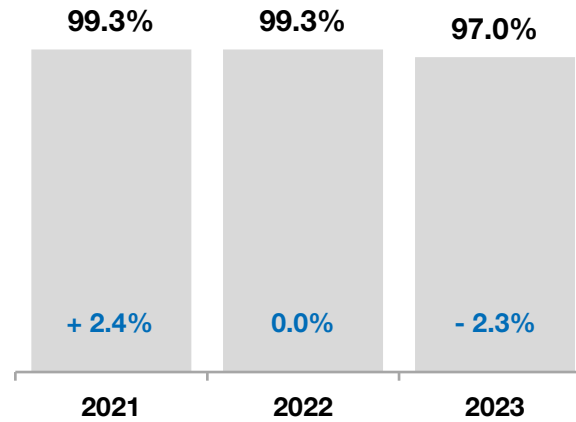
Percent of Original List Price Received

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.

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Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	94.7%	98.5%	-3.9%
February 2023	96.1%	99.0%	-2.9%
March 2023	97.2%	99.8%	-2.6%
April 2023	97.5%	100.8%	-3.3%
May 2023	97.1%	100.1%	-3.0%
June 2023	97.4%	100.3%	-2.9%
July 2023	97.6%	98.3%	-0.7%
August 2023	97.1%	97.1%	0.0%
12-Month Avg*	96.5%	99.0%	-2.5%

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

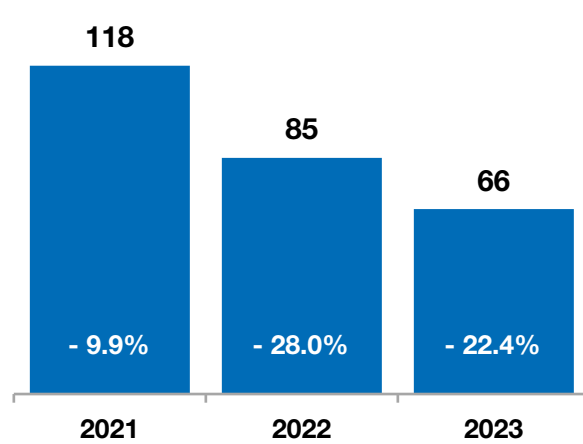
Historical Percent of Original List Price Received by Month



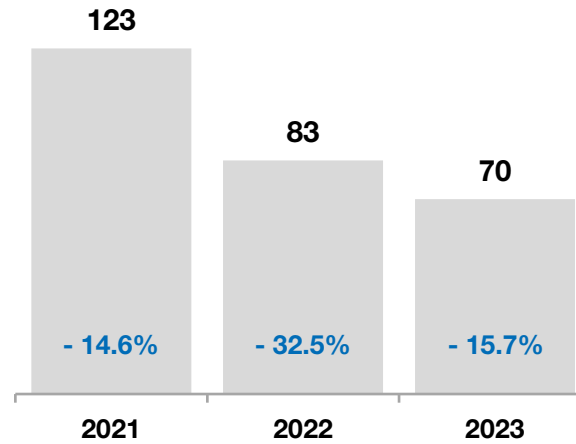
Housing Affordability Index

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.

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Year to Date



	Affordability Index	Prior Year	Percent Change
September 2022	75	119	-37.0%
October 2022	74	115	-35.7%
November 2022	76	116	-34.5%
December 2022	78	108	-27.8%
January 2023	83	103	-19.4%
February 2023	79	102	-22.5%
March 2023	75	90	-16.7%
April 2023	78	83	-6.0%
May 2023	72	81	-11.1%
June 2023	69	75	-8.0%
July 2023	70	83	-15.7%
August 2023	66	85	-22.4%
12-Month Avg	75	97	-22.8%

Historical Housing Affordability Index by Month



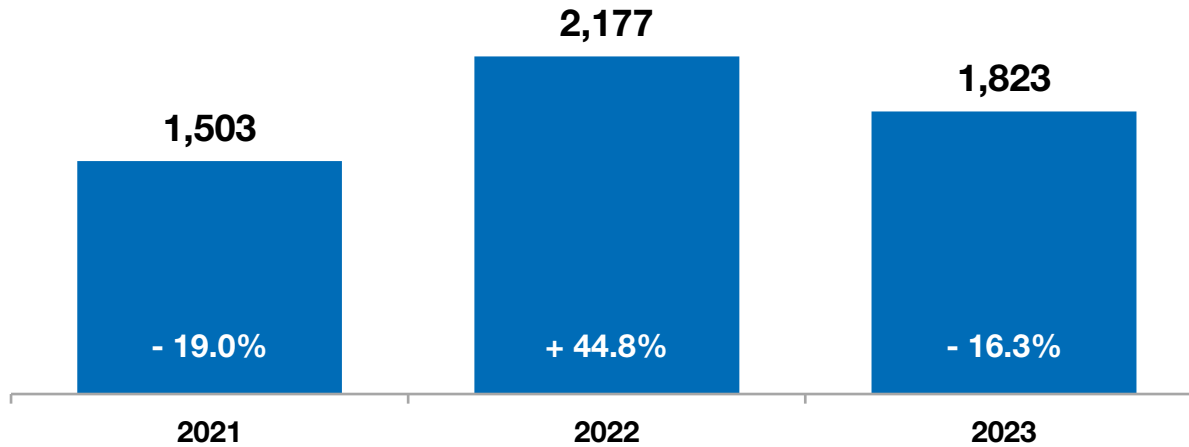
Inventory of Homes for Sale

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
September 2022	2,240	1,505	+48.8%
October 2022	2,303	1,342	+71.6%
November 2022	2,251	1,262	+78.4%
December 2022	2,009	1,151	+74.5%
January 2023	1,853	989	+87.4%
February 2023	1,747	1,007	+73.5%
March 2023	1,749	1,120	+56.2%
April 2023	1,705	1,329	+28.3%
May 2023	1,806	1,503	+20.2%
June 2023	1,947	1,925	+1.1%
July 2023	1,873	2,074	-9.7%
August 2023	1,823	2,177	-16.3%
12-Month Avg	1,942	1,449	+34.0%

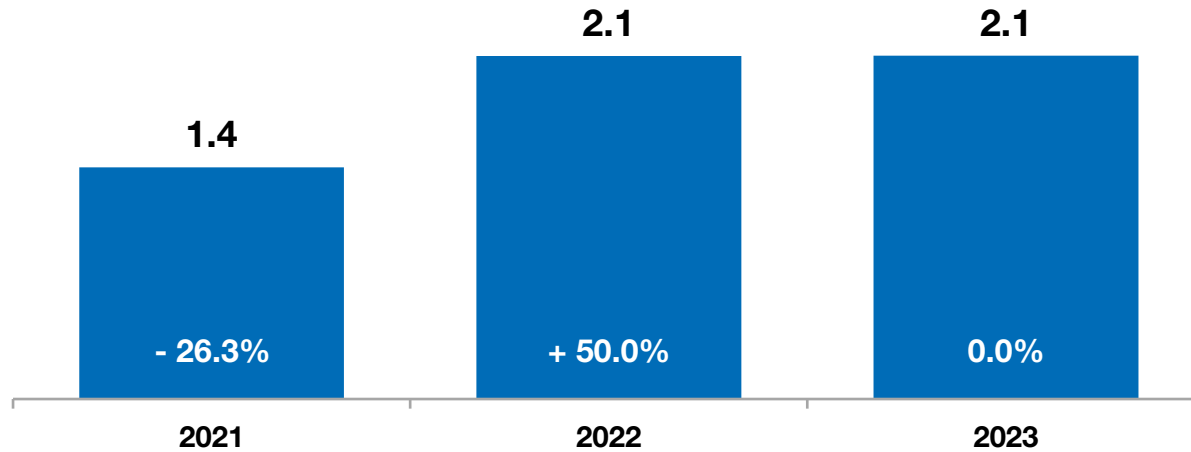
Historical Inventory of Homes for Sale by Month



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
September 2022	2.2	1.4	+57.1%
October 2022	2.3	1.2	+91.7%
November 2022	2.3	1.2	+91.7%
December 2022	2.1	1.1	+90.9%
January 2023	2.0	0.9	+122.2%
February 2023	1.9	0.9	+111.1%
March 2023	1.9	1.0	+90.0%
April 2023	1.9	1.2	+58.3%
May 2023	2.0	1.4	+42.9%
June 2023	2.2	1.8	+22.2%
July 2023	2.1	2.0	+5.0%
August 2023	2.1	2.1	0.0%
12-Month Avg	2.1	1.4	+50.0%

Historical Months Supply of Inventory by Month

