

# Monthly Indicators



## January 2025

U.S. existing-home sales advanced for the third straight month, climbing 2.2% to a seasonally adjusted annual rate of 4.24 million units, a 10-month high, according to the National Association of REALTORS® (NAR). Sales were up 9.3% year-over-year, driven largely by purchases of homes priced \$500,000 and above. Month-over-month, sales rose in the South, Northeast, and the West but fell in the Midwest, with all four regions reporting year-over-year gains.

New Listings in the Chattanooga region increased 18.8 percent to 1,214. Pending Sales increased 2.5 percent to 788. Inventory increased 34.5 percent to 2,743.

Median Sales Price increased 3.1 percent from \$319,950 to \$330,000. Days on Market increased 24.4 percent to 56. Months Supply of Inventory increased 33.3 percent to 3.2.

According to NAR, total housing inventory was 1.15 million units heading into January, a 13.5% decrease from the previous month but a 16.2% increase from the same period one year earlier, for a 3.3-month supply at the current sales pace. Housing supply remains down compared to pre-pandemic levels, and the limited number of homes on the market continues to push sales prices higher nationwide, with the median existing-home price rising 6% year-over-year to \$404,400.

## Monthly Snapshot

<b>- 6.4%</b>	<b>+ 34.5%</b>	<b>+ 3.1%</b>
One-Year Change in <b>Closed Sales</b> All Properties	One-Year Change in <b>Homes for Sale</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties

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.



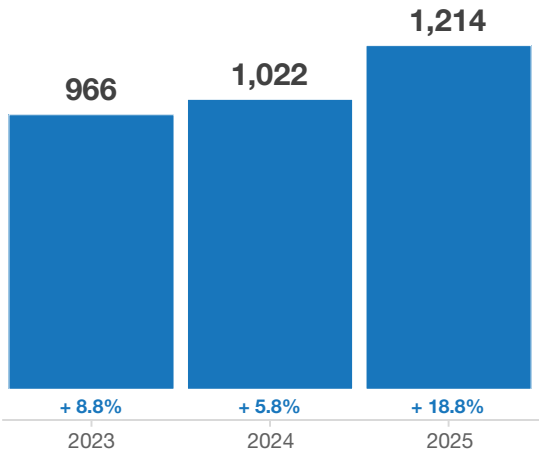
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Key Metrics	Historical Sparkbars	1-2024	1-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		1,022	<b>1,214</b>	+ 18.8%	1,022	<b>1,214</b>	+ 18.8%
Pending Sales		769	<b>788</b>	+ 2.5%	769	<b>788</b>	+ 2.5%
Closed Sales		596	<b>558</b>	- 6.4%	596	<b>558</b>	- 6.4%
Days on Market Until Sale		45	<b>56</b>	+ 24.4%	45	<b>56</b>	+ 24.4%
Median Sales Price		\$319,950	<b>\$330,000</b>	+ 3.1%	\$319,950	<b>\$330,000</b>	+ 3.1%
Avg. Sales Price		\$371,733	<b>\$388,510</b>	+ 4.5%	\$371,733	<b>\$388,510</b>	+ 4.5%
Pct. of Orig. Price Received		96.3%	<b>94.1%</b>	- 2.3%	96.3%	<b>94.1%</b>	- 2.3%
Affordability Index		92	<b>87</b>	- 5.4%	92	<b>87</b>	- 5.4%
Homes for Sale		2,040	<b>2,743</b>	+ 34.5%	—	—	—
Months Supply of Inventory		2.4	<b>3.2</b>	+ 33.3%	—	—	—

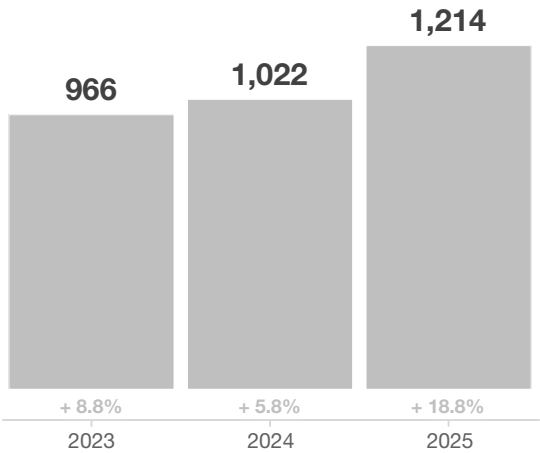
# New Listings

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

## January

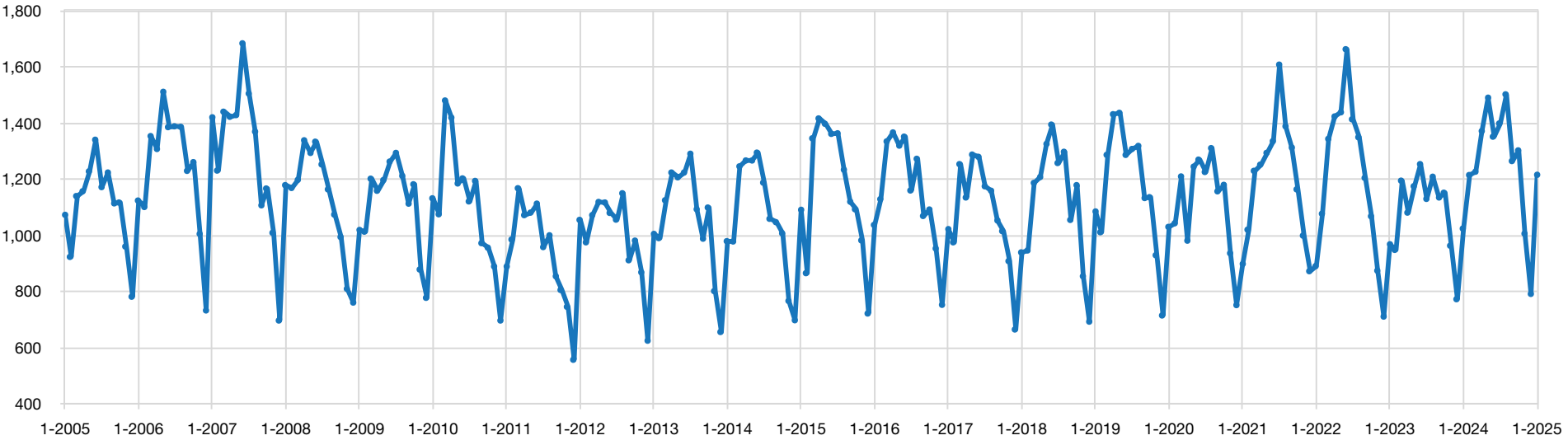


## Year to Date



New Listings	Prior Year	Year-Over-Year Change
Feb-2024	1,213	946 + 28.2%
Mar-2024	1,225	1,193 + 2.7%
Apr-2024	1,370	1,079 + 27.0%
May-2024	1,489	1,173 + 26.9%
Jun-2024	1,350	1,252 + 7.8%
Jul-2024	1,397	1,128 + 23.8%
Aug-2024	1,501	1,207 + 24.4%
Sep-2024	1,263	1,133 + 11.5%
Oct-2024	1,301	1,150 + 13.1%
Nov-2024	1,004	961 + 4.5%
Dec-2024	789	770 + 2.5%
Jan-2025	1,214	1,022 + 18.8%
12-Month Avg	1,260	1,085 + 16.1%

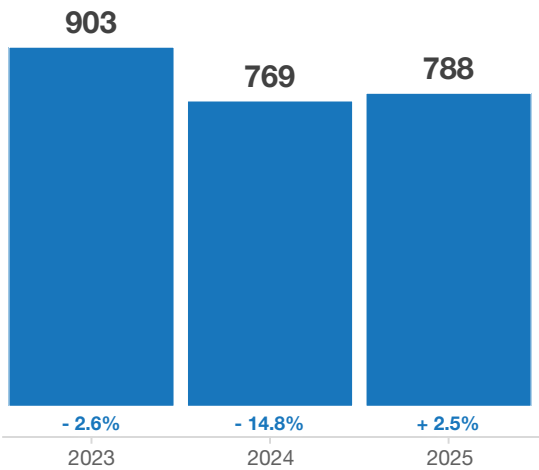
## Historical New Listings by Month



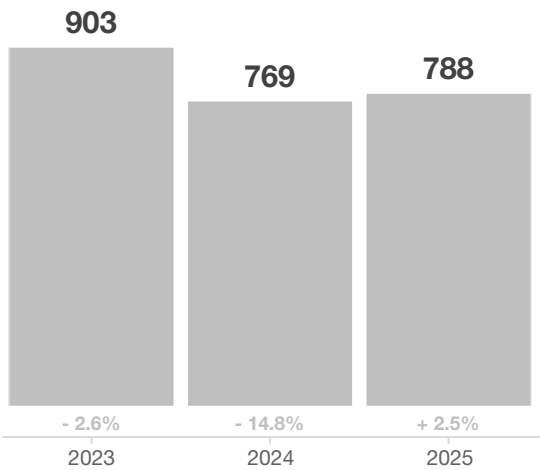
# Pending Sales

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

## January

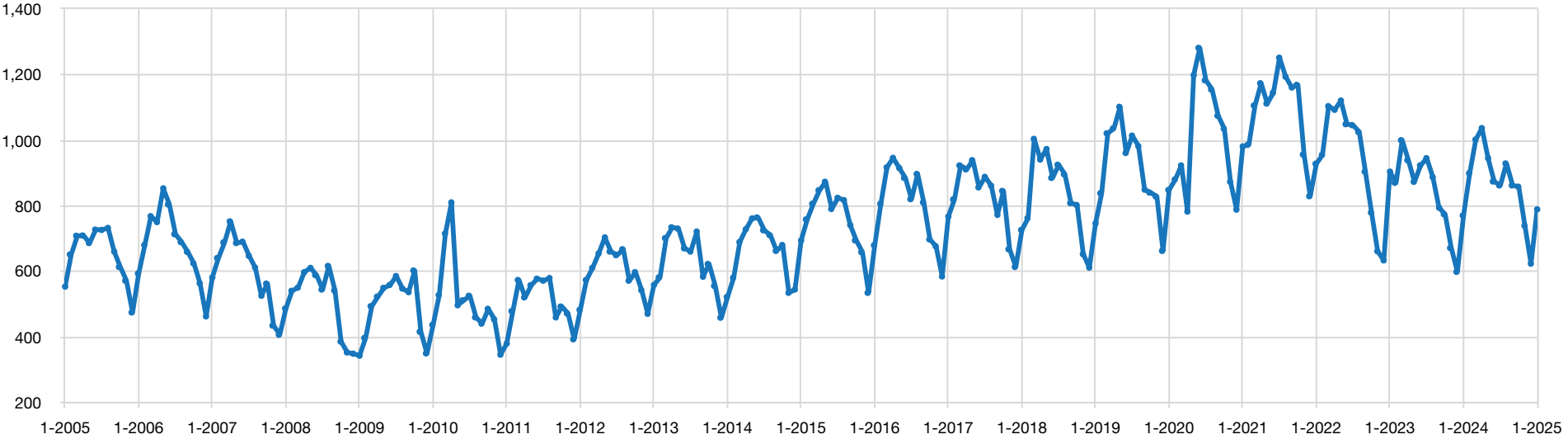


## Year to Date



Pending Sales		Prior Year	Year-Over-Year Change
Feb-2024	898	869	+ 3.3%
Mar-2024	1,001	999	+ 0.2%
Apr-2024	1,036	938	+ 10.4%
May-2024	944	872	+ 8.3%
Jun-2024	873	922	- 5.3%
Jul-2024	861	944	- 8.8%
Aug-2024	928	886	+ 4.7%
Sep-2024	861	793	+ 8.6%
Oct-2024	857	773	+ 10.9%
Nov-2024	738	670	+ 10.1%
Dec-2024	622	597	+ 4.2%
Jan-2025	788	769	+ 2.5%
12-Month Avg	867	836	+ 3.7%

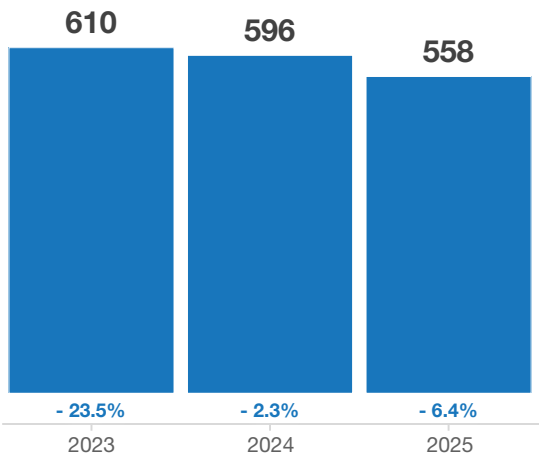
## Historical Pending Sales by Month



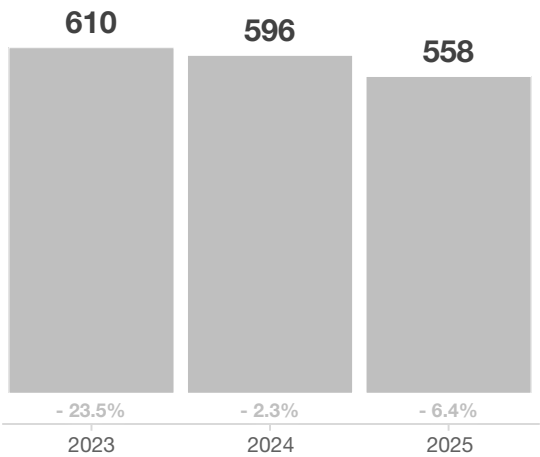
# Closed Sales

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

## January

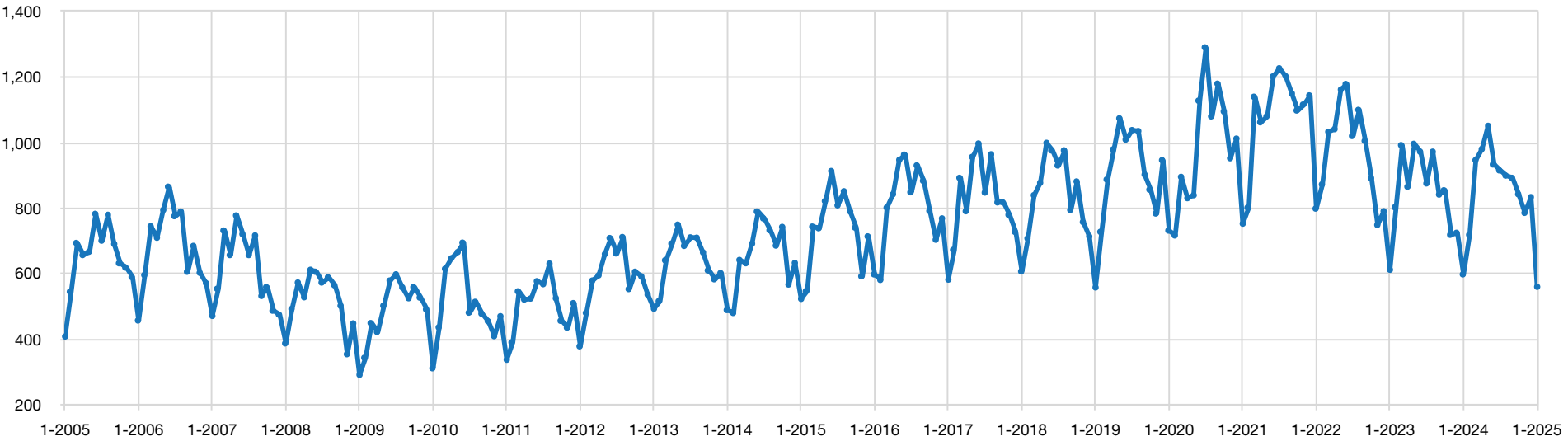


## Year to Date



Closed Sales		Prior Year	Year-Over-Year Change
Feb-2024	717	801	- 10.5%
Mar-2024	945	991	- 4.6%
Apr-2024	979	864	+ 13.3%
May-2024	1,050	995	+ 5.5%
Jun-2024	932	971	- 4.0%
Jul-2024	914	874	+ 4.6%
Aug-2024	898	971	- 7.5%
Sep-2024	891	840	+ 6.1%
Oct-2024	841	853	- 1.4%
Nov-2024	784	717	+ 9.3%
Dec-2024	832	723	+ 15.1%
Jan-2025	558	596	- 6.4%
12-Month Avg	862	850	+ 1.4%

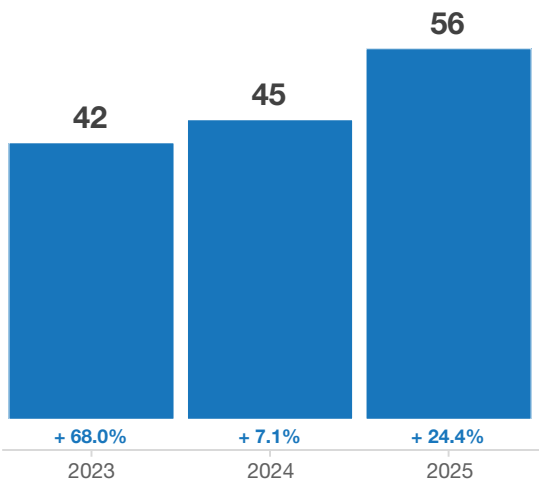
## Historical Closed Sales by Month



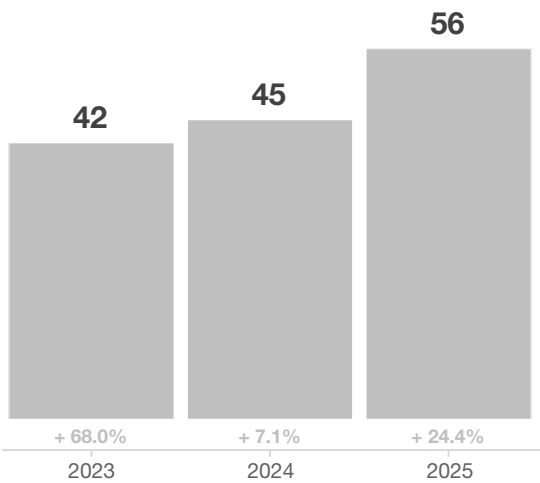
# Days on Market Until Sale

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	Year-Over-Year Change
Feb-2024	47	45+ 4.4%
Mar-2024	51	42+ 21.4%
Apr-2024	42	41+ 2.4%
May-2024	34	39- 12.8%
Jun-2024	39	34+ 14.7%
Jul-2024	39	35+ 11.4%
Aug-2024	38	35+ 8.6%
Sep-2024	42	35+ 20.0%
Oct-2024	46	35+ 31.4%
Nov-2024	44	40+ 10.0%
Dec-2024	50	41+ 22.0%
Jan-2025	56	45+ 24.4%
12-Month Avg*	43	39+ 11.6%

\* Days on Market for all properties from February 2024 through January 2025. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

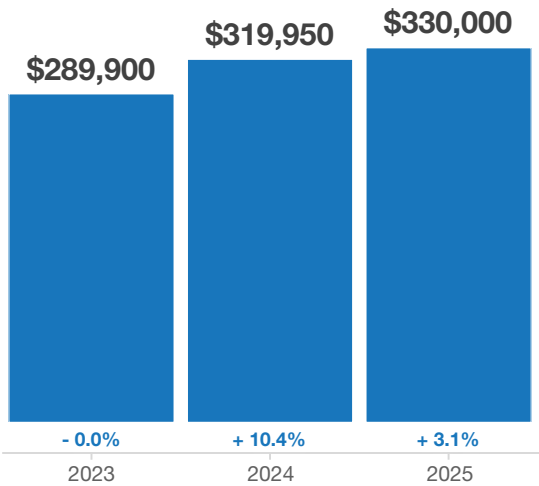


# Median Sales Price

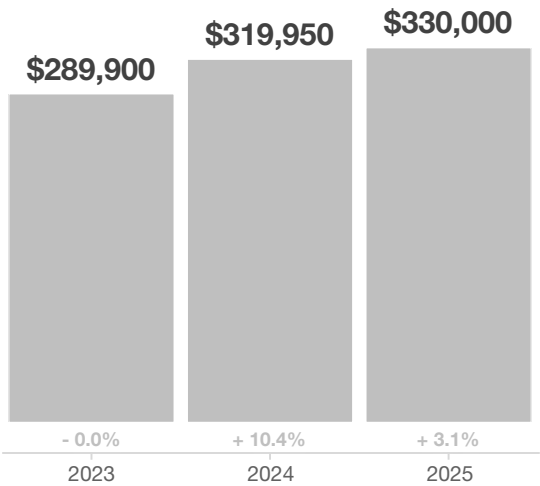
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## January



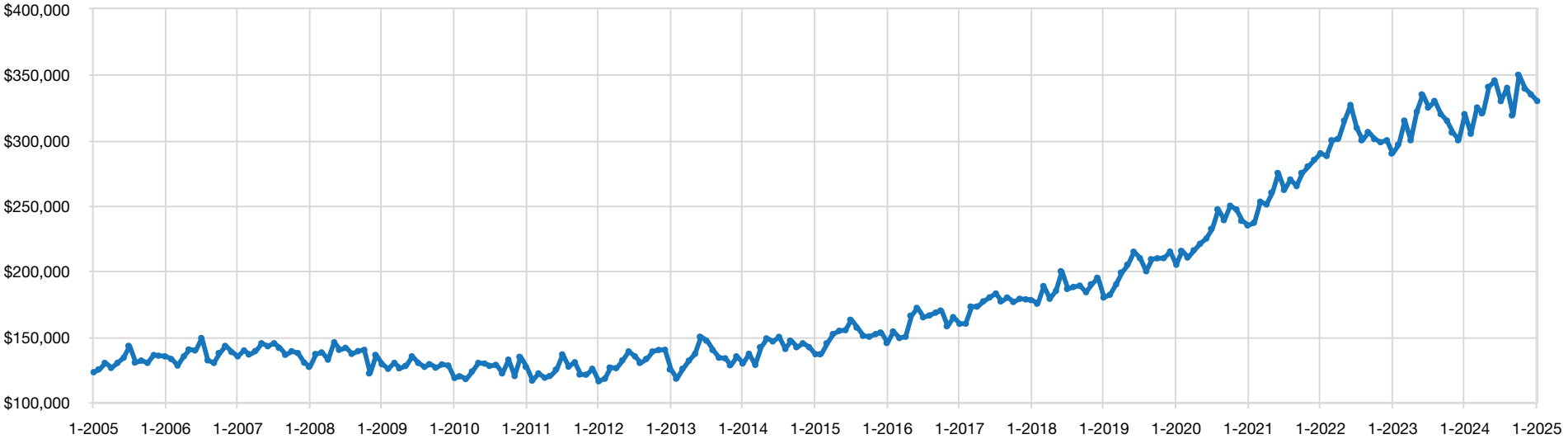
## Year to Date



	Median Sales Price	Prior Year	Year-Over-Year Change
Feb-2024	\$305,000	\$296,568	+ 2.8%
Mar-2024	\$325,000	\$315,000	+ 3.2%
Apr-2024	\$320,552	\$300,000	+ 6.9%
May-2024	\$340,737	\$321,878	+ 5.9%
Jun-2024	\$345,625	\$335,000	+ 3.2%
Jul-2024	\$329,900	\$325,000	+ 1.5%
Aug-2024	\$340,000	\$330,000	+ 3.0%
Sep-2024	\$319,000	\$320,000	- 0.3%
Oct-2024	\$350,000	\$314,900	+ 11.1%
Nov-2024	\$339,563	\$306,000	+ 11.0%
Dec-2024	\$335,000	\$300,000	+ 11.7%
Jan-2025	\$330,000	\$319,950	+ 3.1%
12-Month Avg*	\$330,000	\$315,000	+ 4.8%

\* Median Sales Price for all properties from February 2024 through January 2025. This is not the average of the individual figures above.

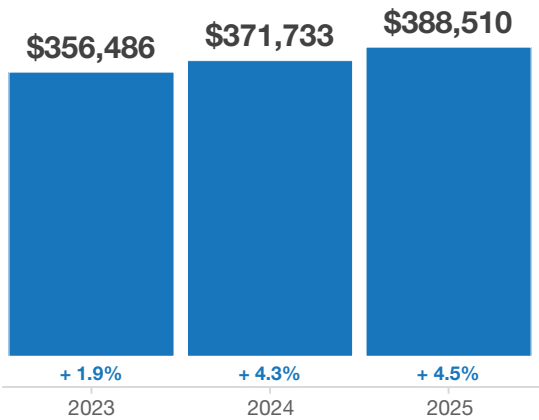
## Historical Median Sales Price by Month



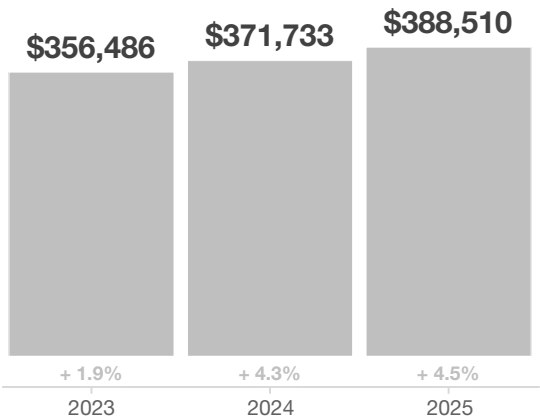
# Average Sales Price

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

## January



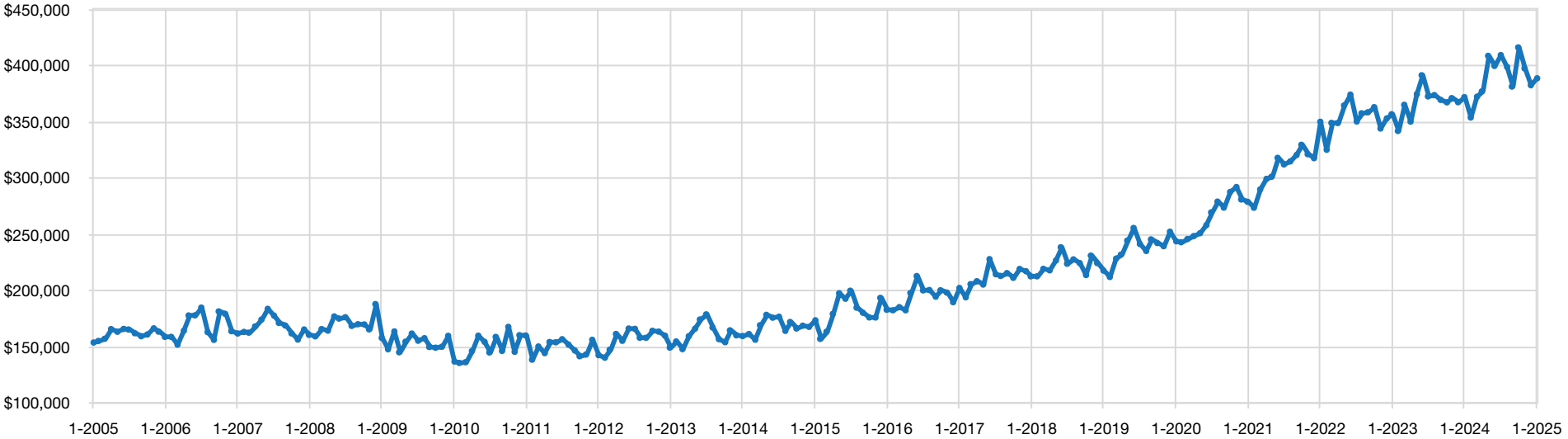
## Year to Date



Avg. Sales Price	Prior Year	Year-Over-Year Change
Feb-2024	\$353,597	\$341,622 + 3.5%
Mar-2024	\$372,099	\$364,910 + 2.0%
Apr-2024	\$376,821	\$349,936 + 7.7%
May-2024	\$408,514	\$374,464 + 9.1%
Jun-2024	\$399,545	\$391,230 + 2.1%
Jul-2024	\$409,211	\$372,403 + 9.9%
Aug-2024	\$398,626	\$373,569 + 6.7%
Sep-2024	\$381,161	\$369,334 + 3.2%
Oct-2024	\$416,022	\$367,086 + 13.3%
Nov-2024	\$397,353	\$370,846 + 7.1%
Dec-2024	\$382,377	\$367,209 + 4.1%
Jan-2025	\$388,510	\$371,733 + 4.5%
12-Month Avg*	\$390,995	\$368,243 + 6.2%

\* Avg. Sales Price for all properties from February 2024 through January 2025. This is not the average of the individual figures above.

## Historical Average Sales Price by Month





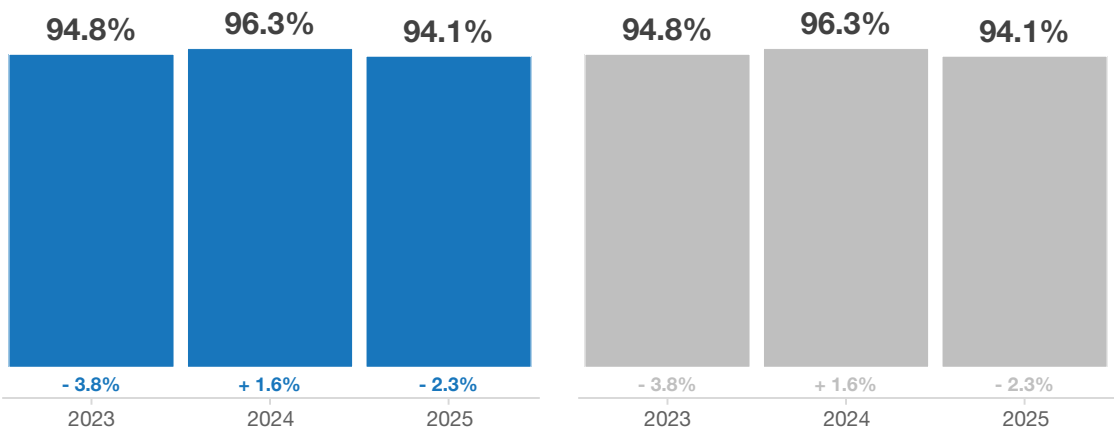
# Percent of Original List Price Received

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	Year-Over-Year Change
Feb-2024	96.0%	96.1%	- 0.1%
Mar-2024	96.7%	97.2%	- 0.5%
Apr-2024	96.8%	97.5%	- 0.7%
May-2024	97.3%	97.1%	+ 0.2%
Jun-2024	97.1%	97.4%	- 0.3%
Jul-2024	96.3%	97.6%	- 1.3%
Aug-2024	96.1%	97.2%	- 1.1%
Sep-2024	95.4%	96.8%	- 1.4%
Oct-2024	95.5%	96.5%	- 1.0%
Nov-2024	95.2%	96.1%	- 0.9%
Dec-2024	95.0%	95.5%	- 0.5%
Jan-2025	94.1%	96.3%	- 2.3%
12-Month Avg*	96.1%	96.9%	- 0.8%

\* Pct. of Orig. Price Received for all properties from February 2024 through January 2025. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received by Month

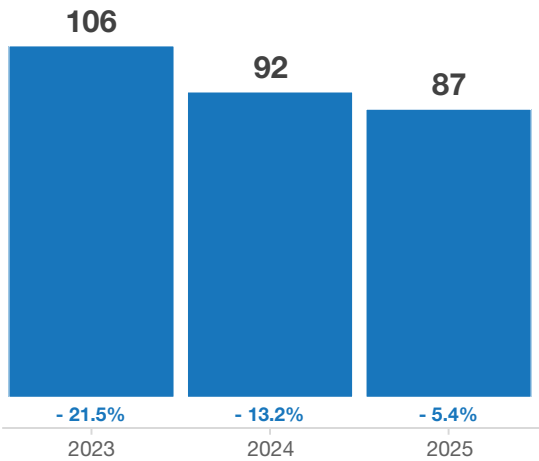


# Housing Affordability Index

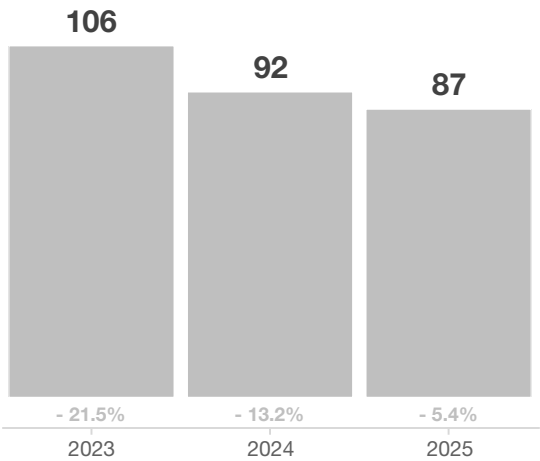
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## January



## Year to Date



Affordability Index		Prior Year	Year-Over-Year Change
Feb-2024	94	101	- 6.9%
Mar-2024	89	96	- 7.3%
Apr-2024	88	100	- 12.0%
May-2024	84	92	- 8.7%
Jun-2024	84	87	- 3.4%
Jul-2024	87	89	- 2.2%
Aug-2024	88	85	+ 3.5%
Sep-2024	96	87	+ 10.3%
Oct-2024	84	85	- 1.2%
Nov-2024	85	91	- 6.6%
Dec-2024	86	98	- 12.2%
Jan-2025	87	92	- 5.4%
12-Month Avg	88	92	- 4.3%

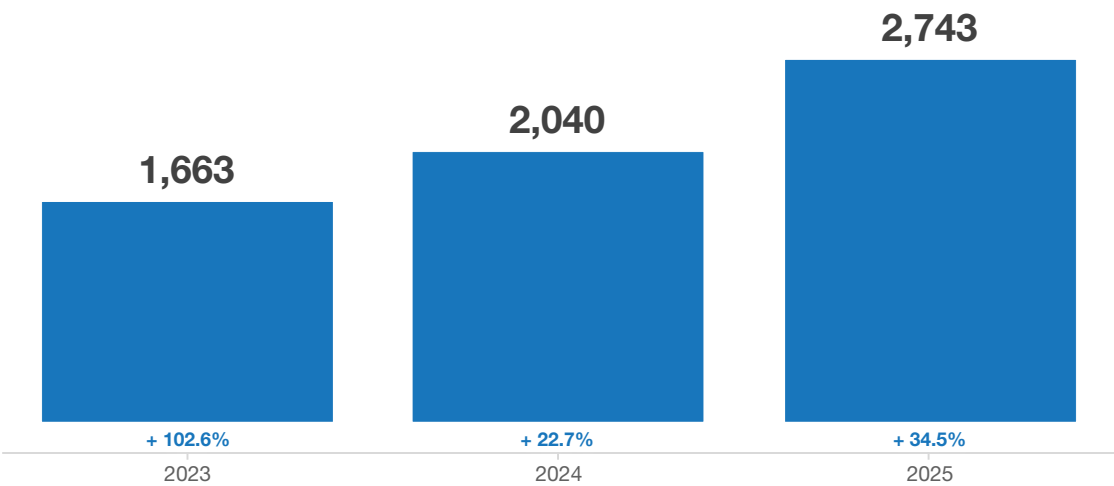
## Historical Housing Affordability Index by Month



# Inventory of Homes for Sale

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

## January



Homes for Sale	Prior Year	Year-Over-Year Change
Feb-2024	2,093	1,572 + 33.1%
Mar-2024	2,055	1,584 + 29.7%
Apr-2024	2,129	1,559 + 36.6%
May-2024	2,401	1,677 + 43.2%
Jun-2024	2,545	1,818 + 40.0%
Jul-2024	2,724	1,781 + 52.9%
Aug-2024	2,919	1,834 + 59.2%
Sep-2024	2,971	1,965 + 51.2%
Oct-2024	3,008	2,096 + 43.5%
Nov-2024	2,922	2,154 + 35.7%
Dec-2024	2,653	2,039 + 30.1%
Jan-2025	2,743	2,040 + 34.5%
12-Month Avg	2,597	1,843 + 40.9%

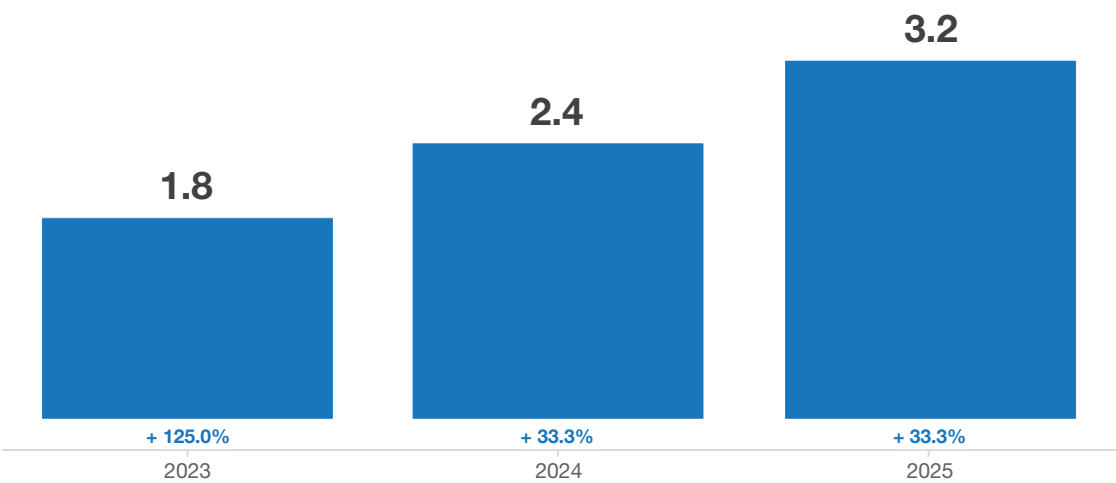
## Historical Inventory of Homes for Sale by Month



# 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	Year-Over-Year Change
Feb-2024	2.5	1.7	+ 47.1%
Mar-2024	2.5	1.7	+ 47.1%
Apr-2024	2.5	1.7	+ 47.1%
May-2024	2.8	1.9	+ 47.4%
Jun-2024	3.0	2.1	+ 42.9%
Jul-2024	3.2	2.0	+ 60.0%
Aug-2024	3.5	2.1	+ 66.7%
Sep-2024	3.5	2.3	+ 52.2%
Oct-2024	3.5	2.5	+ 40.0%
Nov-2024	3.4	2.5	+ 36.0%
Dec-2024	3.1	2.4	+ 29.2%
Jan-2025	3.2	2.4	+ 33.3%
12-Month Avg*	3.0	2.1	+ 43.9%

\* Months Supply for all properties from February 2024 through January 2025. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month

