Monthly Indicators



March 2025

U.S. existing-home sales rebounded from the previous month, rising 4.2% to a seasonally adjusted annual rate of 4.26 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast sales would fall to a rate of 3.95 million for the month. Purchase activity increased in the South and the West but decreased in the Northeast, while sales in the Midwest remained unchanged from one month earlier.

New Listings in the Chattanooga region increased 16.4 percent to 1,426. Pending Sales increased 11.8 percent to 1,119. Inventory increased 40.7 percent to 2,888.

Median Sales Price increased 2.5 percent from \$325,000 to \$333,000. Days on Market decreased 2.0 percent to 50. Months Supply of Inventory increased 37.5 percent to 3.3.

Heading into March there were 1.24 million properties for sale, a 5.1% increase from the previous month and a 17% jump from one year ago, for a 3.5-month supply at the current sales pace, according to NAR. While mortgage rates have remained in the mid-to-high 6% range, the additional supply appears to have helped bring some buyers out of the woodwork, even as sales prices continue to rise nationwide.

Monthly Snapshot

- 15.4%	+ 40.7%	+ 2.5%
One-Year Change in	One-Year Change in	One-Year Change in
Closed Sales	Homes for Sale	Median Sales Price
All Properties	All Properties	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.



Key Metrics	Historical Sparkbars	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings	3-2023 9-2023 3-2024 9-2024 3-202	1,225	1,426	+ 16.4%	3,460	3,886	+ 12.3%
Pending Sales	3-2023 9-2023 3-2024 9-2024 3-2024	1,001	1,119	+ 11.8%	2,667	2,651	- 0.6%
Closed Sales	3-2023 9-2023 3-2024 9-2024 3-2024	946	800	- 15.4%	2,259	2,088	- 7.6%
Days on Market Until Sale	3-2023 9-2023 3-2024 9-2024 3-2024	51	50	- 2.0%	48	54	+ 12.5%
Median Sales Price	3-2023 9-2023 3-2024 9-2024 3-202	\$325,000	\$333,000	+ 2.5%	\$318,900	\$330,000	+ 3.5%
Avg. Sales Price	3-2023 9-2023 3-2024 9-2024 3-2025	\$371,970	\$383,427	+ 3.1%	\$366,079	\$385,090	+ 5.2%
Pct. of Orig. Price Received	3-2023 9-2023 3-2024 9-2024 3-2025	96.7%	96.3%	- 0.4%	96.4%	95.3%	- 1.1%
Affordability Index	3-2023 9-2023 3-2024 9-2024 3-2024	89	88	- 1.1%	91	89	- 2.2%
Homes for Sale	3-2023 9-2023 3-2024 9-2024 3-2024	2,053	2,888	+ 40.7%			_
Months Supply of Inventory	3-2023 9-2023 3-2024 9-2024 3-2024	2.4	3.3	+ 37.5%			_

New Listings

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



March			Year to Date			New Listings		Prior Year	Year-Over-Year Change
		1,426				Apr-2024	1,370	1,079	+ 27.0%
		1,420				May-2024	1,489	1,173	+ 26.9%
1,193	1,225				3,886	Jun-2024	1,350	1,252	+ 7.8%
				3,460		Jul-2024	1,397	1,128	+ 23.8%
			3,106			Aug-2024	1,501	1,207	+ 24.4%
						Sep-2024	1,263	1,133	+ 11.5%
						Oct-2024	1,303	1,150	+ 13.3%
						Nov-2024	1,005	961	+ 4.6%
						Dec-2024	789	770	+ 2.5%
						Jan-2025	1,218	1,022	+ 19.2%
						Feb-2025	1,242	1,213	+ 2.4%
- 11.1%	+ 2.7%	+ 16.4%	- 6.0%	+ 11.4%	+ 12.3%	Mar-2025	1,426	1,225	+ 16.4%
2023	2024	2025	2023	2024	2025	12-Month Avg	1,279	1,109	+ 15.3%

1,800 1,600 1,400 1,200 1,000 800 600 400 1-2005 1-2006 1-2007 1-2008 1-2009 1-2010 1-2011 1-2012 1-2013 1-2014 1-2015 1-2016 1-2017 1-2018 1-2019 1-2020 1-2021 1-2022 1-2023 1-2024 1-2025

Historical New Listings by Month

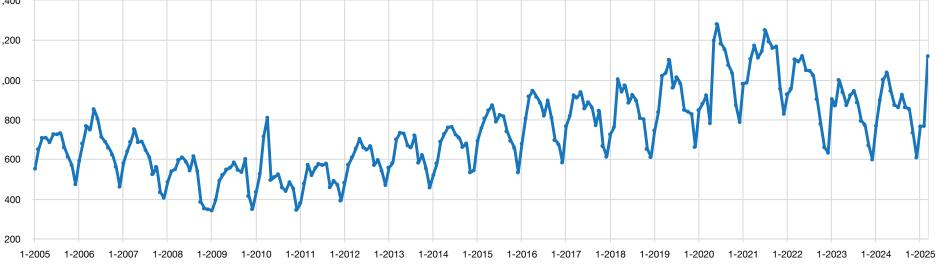
Pending Sales

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



March			Year to Date			Pending Sales		Prior Year	Year-Over-Year Change
		4 4 4 0				Apr-2024	1,037	938	+ 10.6%
000	1 001	1,119	2,772	2,667	2,651	May-2024	944	872	+ 8.3%
999	1,001					Jun-2024	873	922	- 5.3%
						Jul-2024	861	944	- 8.8%
						Aug-2024	925	886	+ 4.4%
						Sep-2024	861	793	+ 8.6%
						Oct-2024	854	773	+ 10.5%
						Nov-2024	733	670	+ 9.4%
						Dec-2024	608	598	+ 1.7%
						Jan-2025	765	768	- 0.4%
						Feb-2025	767	898	- 14.6%
- 9.4%	+ 0.2%	+ 11.8%	- 7.1%	- 3.8%	- 0.6%	Mar-2025	1,119	1,001	+ 11.8%
2023	2024	2025	2023	2024	2025	12-Month Avg	862	839	+ 2.7%

Historical Pending Sales by Month 1,400 1,200 1,000



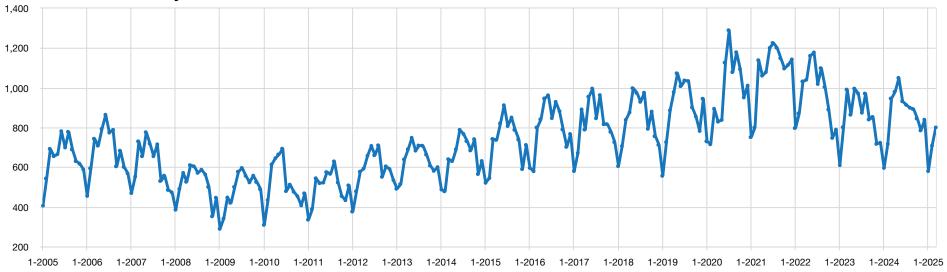
Closed Sales

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



March			Year to Date			Closed Sales		Prior Year	Year-Over-Year Change
						Apr-2024	980	864	+ 13.4%
						May-2024	1,050	996	+ 5.4%
991	946		2,402	2,259		Jun-2024	932	971	- 4.0%
		800		2,200	2,088	Jul-2024	914	874	+ 4.6%
						Aug-2024	899	971	- 7.4%
						Sep-2024	893	840	+ 6.3%
						Oct-2024	845	853	- 0.9%
						Nov-2024	785	717	+ 9.5%
						Dec-2024	839	723	+ 16.0%
						Jan-2025	580	596	- 2.7%
						Feb-2025	708	717	- 1.3%
- 4.0%	- 4.5%	- 15.4%	- 11.0%	- 6.0%	- 7.6%	Mar-2025	800	946	- 15.4%
2023	2024	2025	2023	2024	2025	12-Month Avg	852	839	+ 1.5%

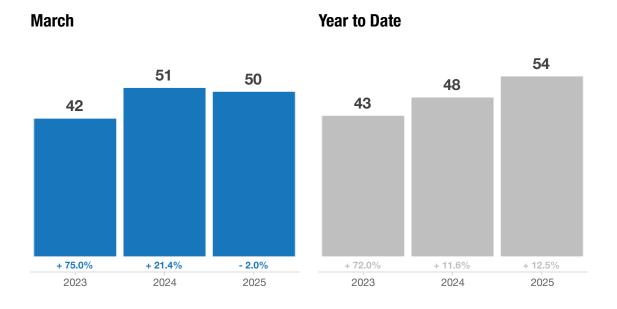
Historical Closed Sales by Month



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.





Days on Market		Prior Year	Year-Over-Year Change
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	57	45	+ 26.7%
Feb-2025	58	47	+ 23.4%
Mar-2025	50	51	- 2.0%
12-Month Avg*	44	40	+ 10.4%

* Days on Market for all properties from April 2024 through March 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.



March Year to Date \$333,000 \$330,000 \$325,000 \$318,900 \$315,000 \$300,000 + 5.0% + 3.2% + 2.5% + 2.7% + 6.3% + 3.5% 2023 2024 2025 2023 2024 2025

			Year-Over-Year
Median Sales Price		Prior Year	Change
Apr-2024	\$321,104	\$300,000	+ 7.0%
May-2024	\$340,737	\$322,055	+ 5.8%
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	\$339,425	\$306,000	+ 10.9%
Dec-2024	\$335,000	\$300,000	+ 11.7%
Jan-2025	\$329,500	\$319,950	+ 3.0%
Feb-2025	\$330,000	\$305,000	+ 8.2%
Mar-2025	\$333,000	\$325,000	+ 2.5%
12-Month Avg*	\$334,500	\$318,665	+ 5.0%

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



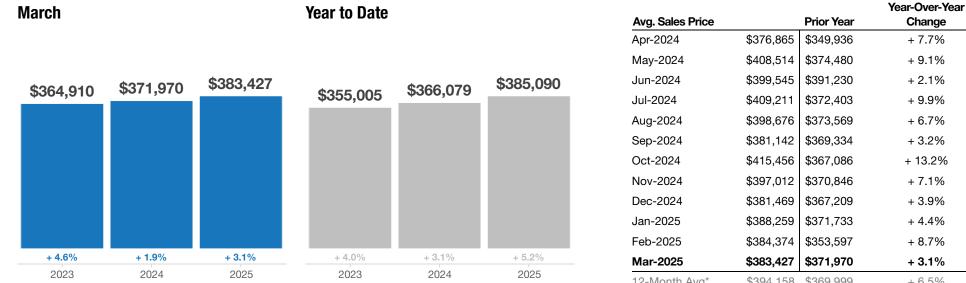
Historical Median Sales Price by Month

Current as of April 11, 2025. All data from Greater Chattanooga REALTORS®. Report © 2025 ShowingTime Plus, LLC. | 7

Average Sales Price

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





+7.1%+3.9%+4.4%+ 8.7% + 3.1% \$369,999 12-Month Avg* \$394,158 + 6.5%

* Avg. Sales Price for all properties from April 2024 through March 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.



Year to Date March 97.2% 96.7% 96.3% 96.2% 96.4% 95.3% - 2.6% - 0.5% - 0.4% - 3.0% + 0.2% - 1.1% 2023 2024 2025 2023 2024 2025

Historical Percent of Original List Price Received by Month

Pct. of Orig. Price F	leceived	Prior Year	Year-Over-Year Change
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	94.9%	95.5%	- 0.6%
Jan-2025	94.2%	96.3%	- 2.2%
Feb-2025	95.0%	96.0%	- 1.0%
Mar-2025	96.3 %	96.7%	- 0.4%
12-Month Avg*	96.0%	96.8%	- 0.9%

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



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.



March			Year to Date			Affordability Index		Prior Year	Year-Over-Year Change
						Apr-2024	87	100	- 13.0%
			101			May-2024	84	92	- 8.7%
96	89	00	101	91	89	Jun-2024	84	87	- 3.4%
	09	88			09	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%
						Feb-2025	88	94	- 6.4%
- 27.8%	- 7.3%	- 1.1%	- 26.3%	- 9.9%	- 2.2%	Mar-2025	88	89	- 1.1%
2023	2024	2025	2023	2024	2025	12-Month Avg	87	91	- 4.4%

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.



March			Homes for Sale		Prior Year	Year-Over-Year Change
			Apr-2024	2,127	1,559	+ 36.4%
		0 000	May-2024	2,399	1,677	+ 43.1%
		2,888	Jun-2024	2,540	1,818	+ 39.7%
			Jul-2024	2,719	1,781	+ 52.7%
	2,053		Aug-2024	2,915	1,834	+ 58.9%
1,584			Sep-2024	2,966	1,965	+ 50.9%
- ,			Oct-2024	3,004	2,096	+ 43.3%
			Nov-2024	2,914	2,154	+ 35.3%
			Dec-2024	2,652	2,039	+ 30.1%
			Jan-2025	2,757	2,041	+ 35.1%
			Feb-2025	2,900	2,093	+ 38.6%
+ 75.4%	+ 29.6%	+ 40.7%	Mar-2025	2,888	2,053	+ 40.7%
2023	2024	2025	12-Month Avg	2,732	1,926	+ 41.8%

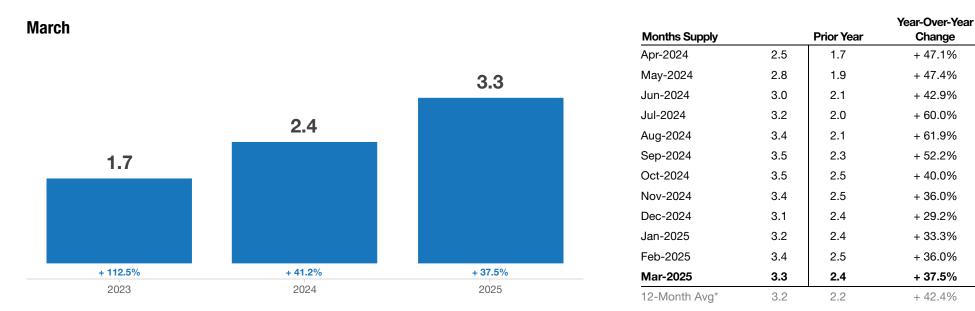
Historical Inventory of Homes for Sale by Month



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.





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



Historical Months Supply of Inventory by Month