

Monthly Indicators



April 2025

U.S. existing-home sales decreased 5.9% month-over-month and 2.4% year-over-year to a seasonally adjusted annual rate of 4.02 million units, according to the National Association of REALTORS® (NAR), as affordability challenges and economic uncertainty weigh on market activity. Sales were down month-over-month in all four regions, with the West experiencing the largest decline, at 9.4%.

New Listings in the Chattanooga region increased 5.3 percent to 1,443. Pending Sales decreased 3.2 percent to 1,004. Inventory increased 41.5 percent to 2,995.

Median Sales Price increased 2.8 percent from \$321,104 to \$330,000. Days on Market increased 11.9 percent to 47. Months Supply of Inventory increased 40.0 percent to 3.5.

Total housing inventory increased 8.1% month-over-month for a total of 1.33 million units heading into April, equivalent to a 4.0-month supply at the current sales pace, according to NAR. Although inventory is up nearly 20% from the same time last year, the additional supply has had little effect on home prices across much of the country, with the national median existing-home price climbing 2.7% year-over-year to \$403,700 as of last measure.

Monthly Snapshot

- 5.1%	+ 41.5%	+ 2.8%
One-Year Change in Closed Sales All Properties	One-Year Change in Homes for Sale All Properties	One-Year Change in Median Sales Price 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.

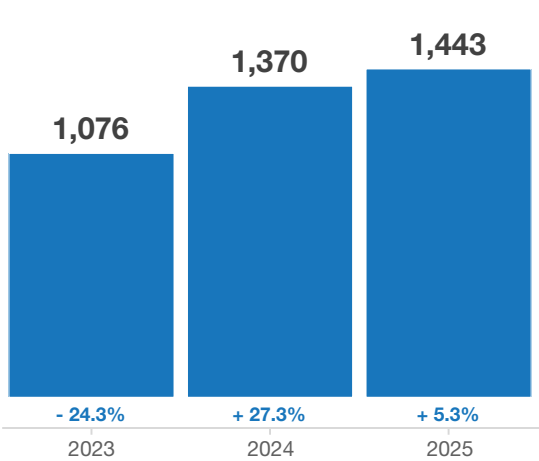


Key Metrics	Historical Sparkbars	4-2024	4-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		1,370	1,443	+ 5.3%	4,829	5,348	+ 10.7%
Pending Sales		1,037	1,004	- 3.2%	3,703	3,625	- 2.1%
Closed Sales		980	930	- 5.1%	3,239	3,043	- 6.1%
Days on Market Until Sale		42	47	+ 11.9%	46	52	+ 13.0%
Median Sales Price		\$321,104	\$330,000	+ 2.8%	\$319,900	\$330,000	+ 3.2%
Avg. Sales Price		\$376,865	\$402,542	+ 6.8%	\$369,337	\$390,056	+ 5.6%
Pct. of Orig. Price Received		96.8%	96.4%	- 0.4%	96.5%	95.6%	- 0.9%
Affordability Index		87	88	+ 1.1%	88	88	0.0%
Homes for Sale		2,116	2,995	+ 41.5%	—	—	—
Months Supply of Inventory		2.5	3.5	+ 40.0%	—	—	—

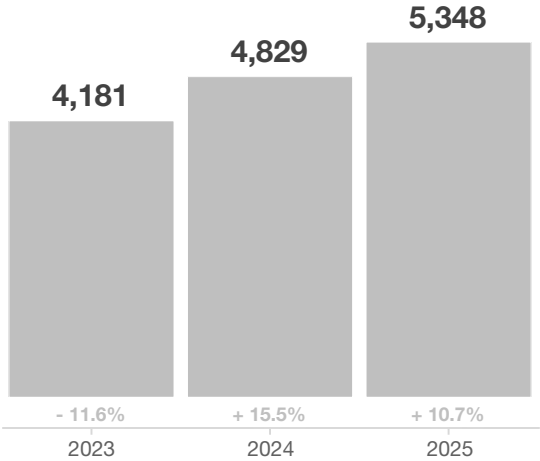
New Listings

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

April

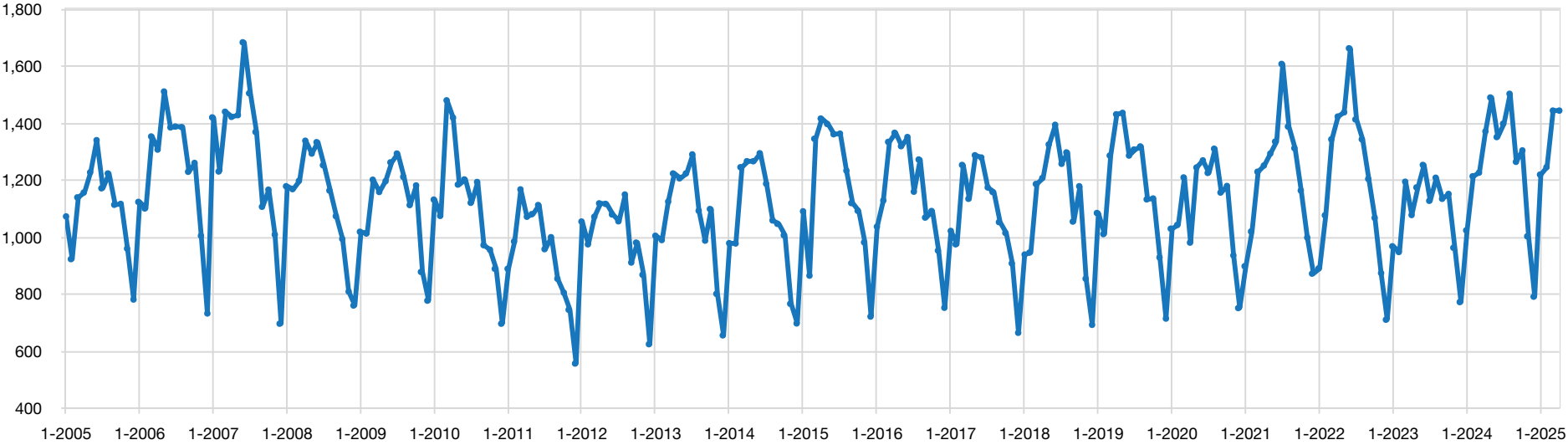


Year to Date



New Listings		Prior Year	Year-Over-Year Change
May-2024	1,489	1,173	+ 26.9%
Jun-2024	1,350	1,252	+ 7.8%
Jul-2024	1,397	1,126	+ 24.1%
Aug-2024	1,502	1,207	+ 24.4%
Sep-2024	1,263	1,133	+ 11.5%
Oct-2024	1,303	1,150	+ 13.3%
Nov-2024	1,001	961	+ 4.2%
Dec-2024	789	770	+ 2.5%
Jan-2025	1,218	1,022	+ 19.2%
Feb-2025	1,244	1,212	+ 2.6%
Mar-2025	1,443	1,225	+ 17.8%
Apr-2025	1,443	1,370	+ 5.3%
12-Month Avg	1,287	1,133	+ 13.6%

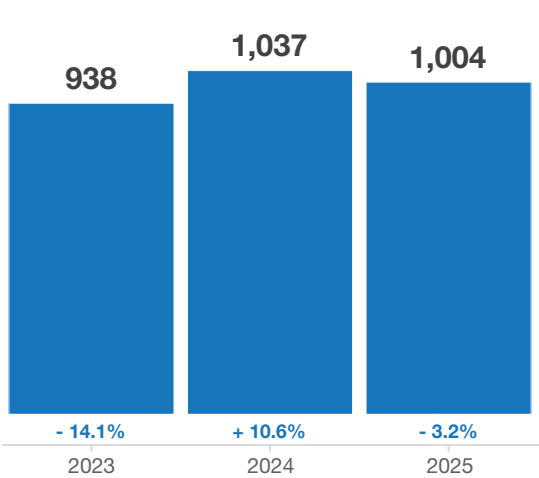
Historical New Listings by Month



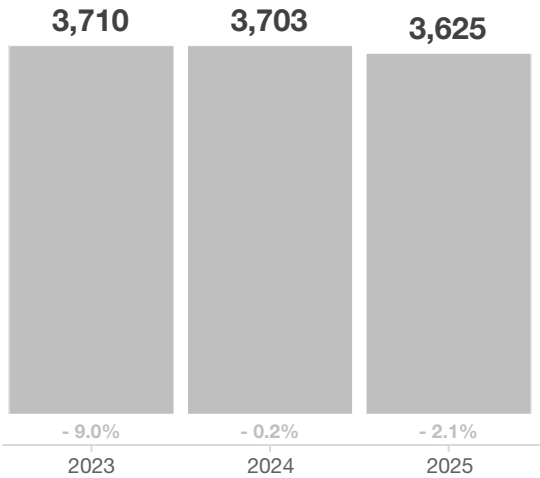
Pending Sales

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

April

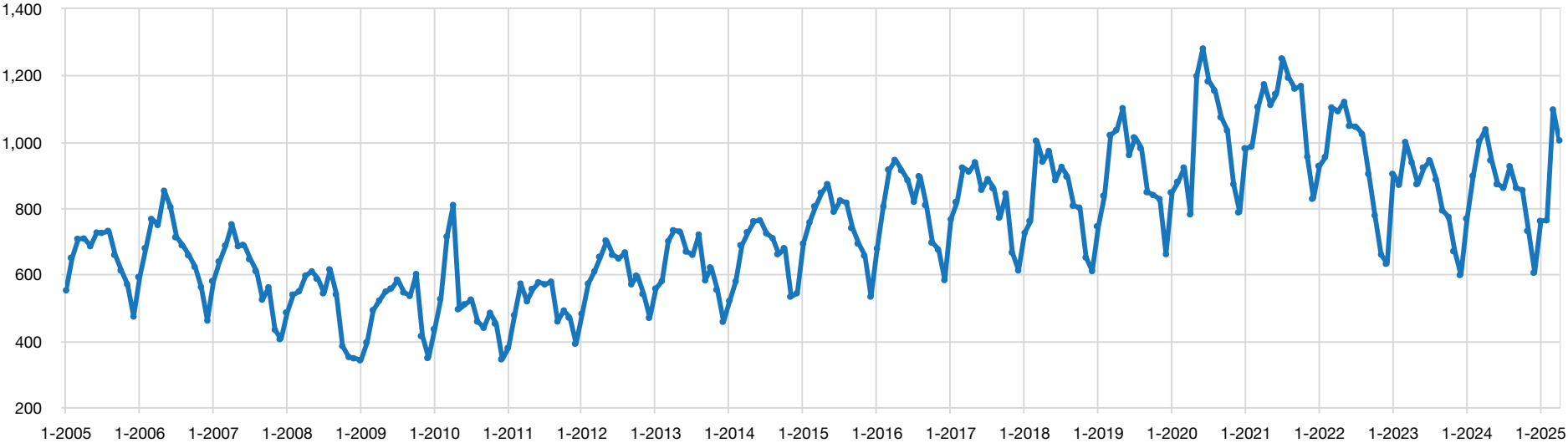


Year to Date



Pending Sales		Prior Year	Year-Over-Year Change
May-2024	944	872	+ 8.3%
Jun-2024	872	922	- 5.4%
Jul-2024	861	944	- 8.8%
Aug-2024	926	886	+ 4.5%
Sep-2024	861	793	+ 8.6%
Oct-2024	854	773	+ 10.5%
Nov-2024	731	670	+ 9.1%
Dec-2024	605	598	+ 1.2%
Jan-2025	761	768	- 0.9%
Feb-2025	763	897	- 14.9%
Mar-2025	1,097	1,001	+ 9.6%
Apr-2025	1,004	1,037	- 3.2%
12-Month Avg	857	847	+ 1.2%

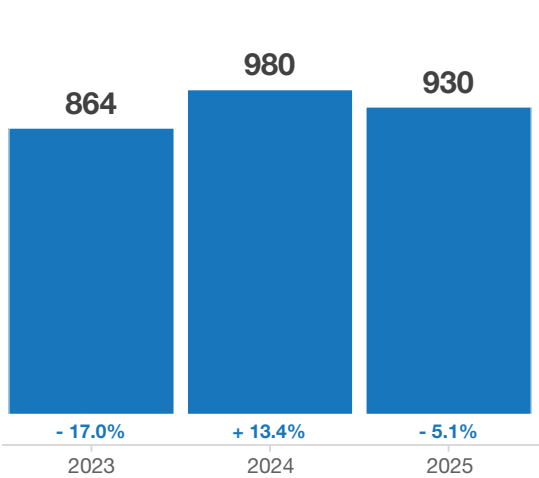
Historical Pending Sales by Month



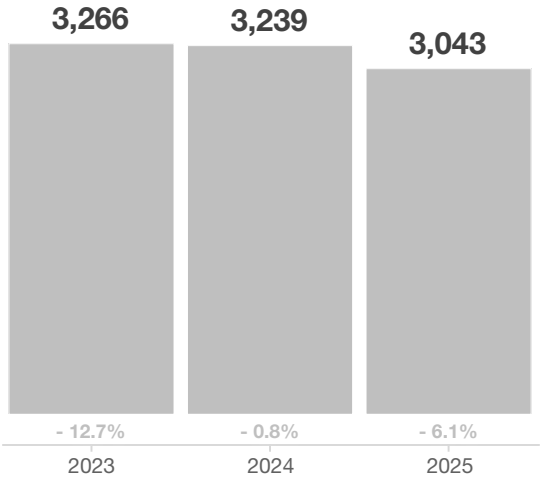
Closed Sales

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

April

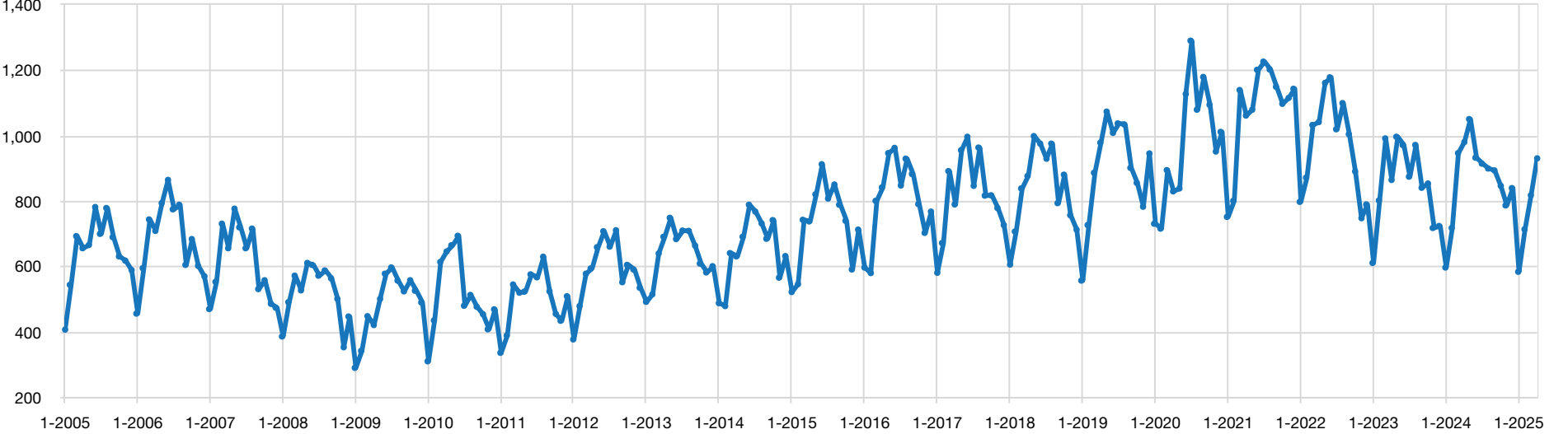


Year to Date



Closed Sales		Prior Year	Year-Over-Year Change
May-2024	1,050	996	+ 5.4%
Jun-2024	932	971	- 4.0%
Jul-2024	914	874	+ 4.6%
Aug-2024	899	971	- 7.4%
Sep-2024	893	840	+ 6.3%
Oct-2024	846	853	- 0.8%
Nov-2024	786	717	+ 9.6%
Dec-2024	839	723	+ 16.0%
Jan-2025	583	596	- 2.2%
Feb-2025	713	717	- 0.6%
Mar-2025	817	946	- 13.6%
Apr-2025	930	980	- 5.1%
12-Month Avg	850	849	+ 0.1%

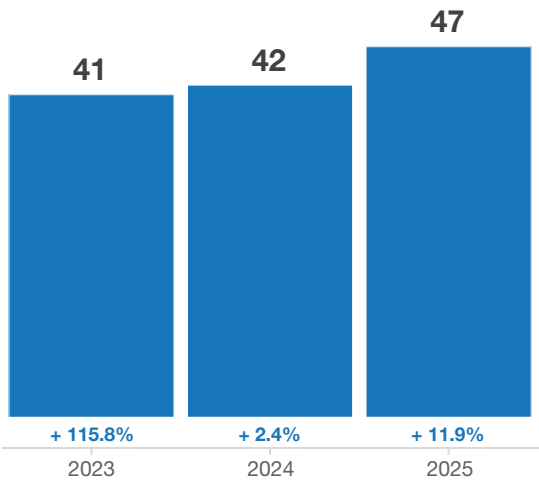
Historical Closed Sales by Month



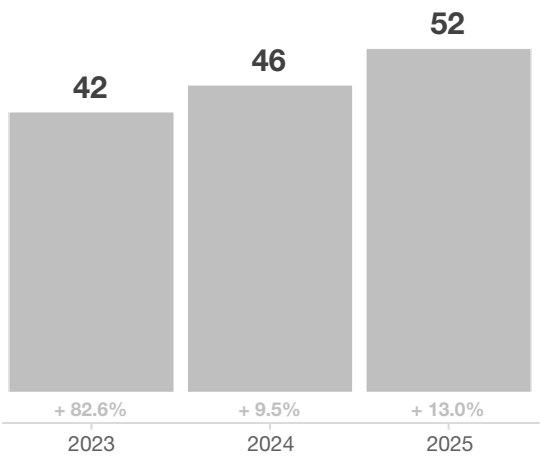
Days on Market Until Sale

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

April



Year to Date



Days on Market		Prior Year	Year-Over-Year Change
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	57	47	+ 21.3%
Mar-2025	50	51	- 2.0%
Apr-2025	47	42	+ 11.9%
12-Month Avg*	44	40	+ 11.2%

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

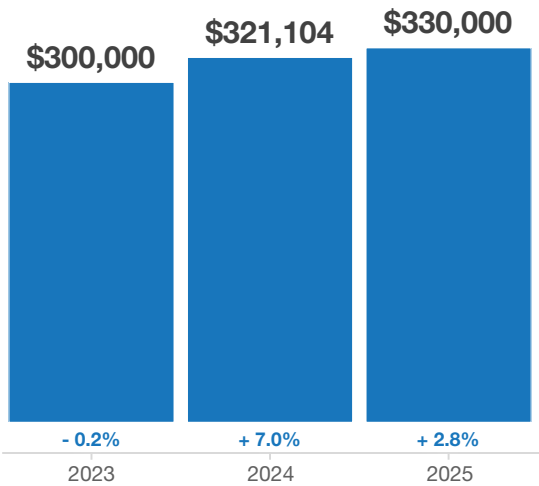
Historical Days on Market Until Sale by Month



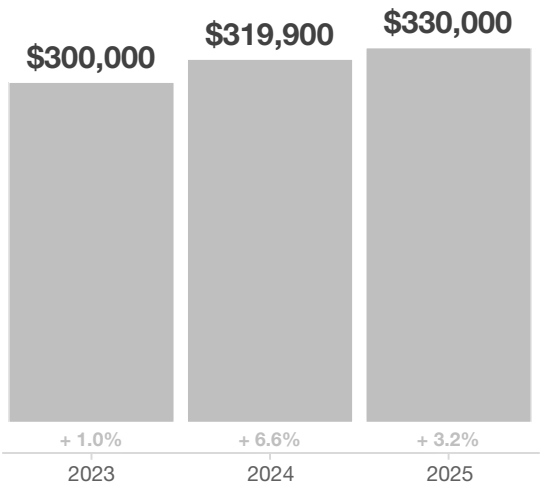
Median Sales Price

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

April



Year to Date



	Median Sales Price	Prior Year	Year-Over-Year Change
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	\$338,213	\$306,000	+ 10.5%
Dec-2024	\$335,000	\$300,000	+ 11.7%
Jan-2025	\$327,250	\$319,950	+ 2.3%
Feb-2025	\$330,000	\$305,000	+ 8.2%
Mar-2025	\$331,500	\$325,000	+ 2.0%
Apr-2025	\$330,000	\$321,104	+ 2.8%
12-Month Avg*	\$335,000	\$320,000	+ 4.7%

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

Historical Median Sales Price by Month

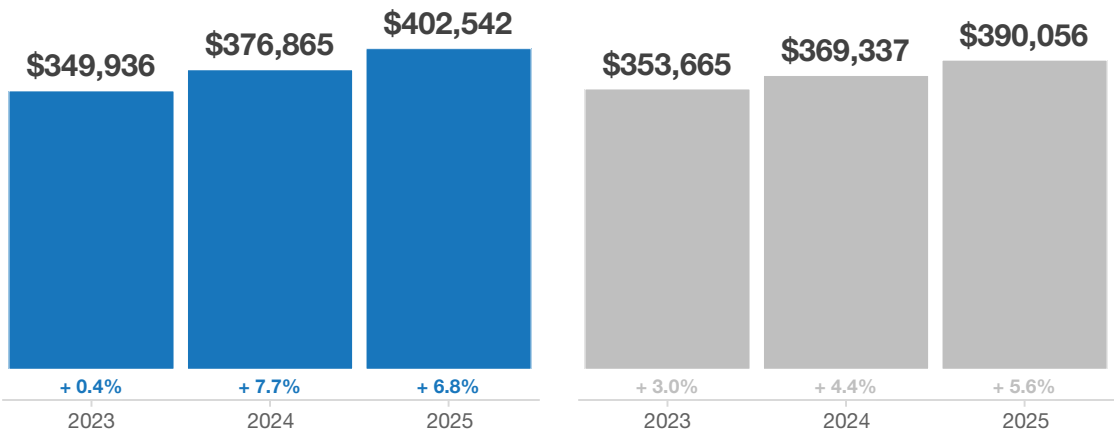


Average Sales Price

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

April

Year to Date



	Avg. Sales Price	Prior Year	Year-Over-Year Change
May-2024	\$408,514	\$374,480	+ 9.1%
Jun-2024	\$399,545	\$391,230	+ 2.1%
Jul-2024	\$409,211	\$372,403	+ 9.9%
Aug-2024	\$398,676	\$373,569	+ 6.7%
Sep-2024	\$381,142	\$369,334	+ 3.2%
Oct-2024	\$415,319	\$367,086	+ 13.1%
Nov-2024	\$396,754	\$370,846	+ 7.0%
Dec-2024	\$381,469	\$367,209	+ 3.9%
Jan-2025	\$387,481	\$371,733	+ 4.2%
Feb-2025	\$384,377	\$353,597	+ 8.7%
Mar-2025	\$382,625	\$371,970	+ 2.9%
Apr-2025	\$402,542	\$376,865	+ 6.8%
12-Month Avg*	\$396,421	\$372,360	+ 6.5%

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

Historical Average Sales Price by Month

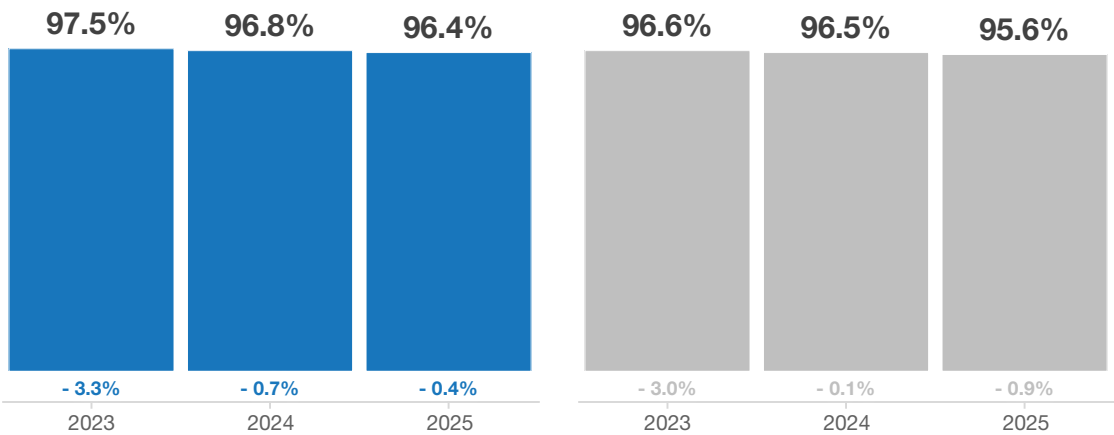


Percent of Original List Price Received

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.

April

Year to Date



	Pct. of Orig. Price Received	Prior Year	Year-Over-Year Change
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	96.2%	96.7%	- 0.5%
Apr-2025	96.4%	96.8%	- 0.4%
12-Month Avg*	95.9%	96.7%	- 0.9%

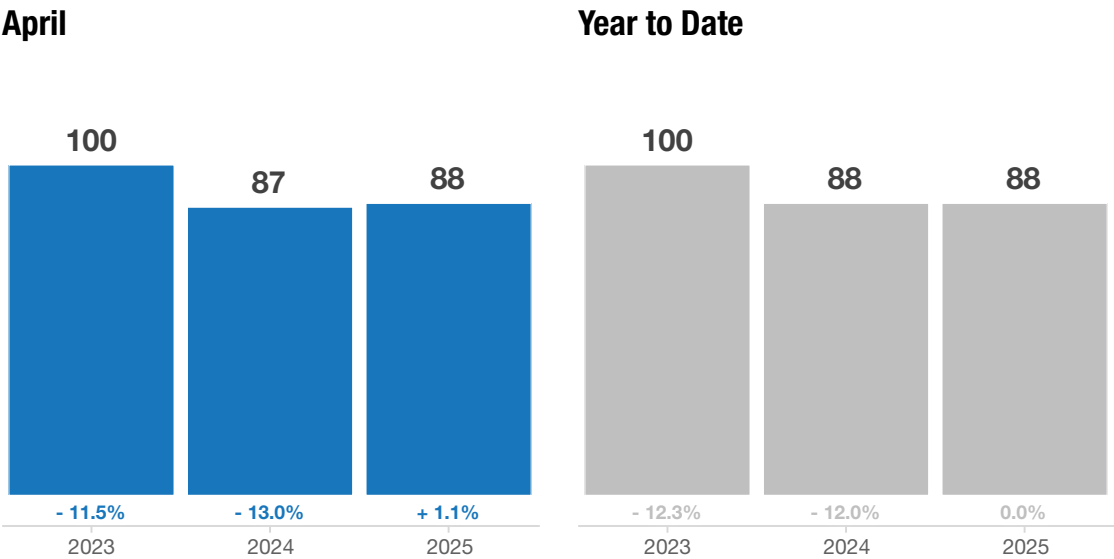
* Pct. of Orig. Price Received for all properties from May 2024 through April 2025. This is not the average of the individual figures above.

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.



Affordability Index		Prior Year	Year-Over-Year Change
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	88	92	- 4.3%
Feb-2025	88	94	- 6.4%
Mar-2025	89	89	0.0%
Apr-2025	88	87	+ 1.1%
12-Month Avg	87	90	- 3.3%

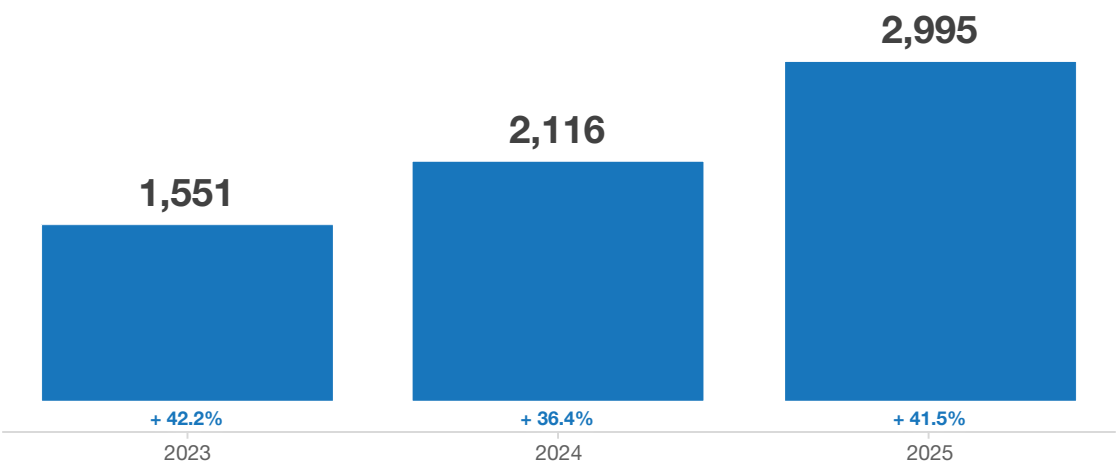
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

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

April



Homes for Sale	Prior Year	Year-Over-Year Change
May-2024	2,386	1,669 + 43.0%
Jun-2024	2,528	1,810 + 39.7%
Jul-2024	2,707	1,771 + 52.9%
Aug-2024	2,902	1,824 + 59.1%
Sep-2024	2,952	1,955 + 51.0%
Oct-2024	2,988	2,086 + 43.2%
Nov-2024	2,895	2,144 + 35.0%
Dec-2024	2,639	2,029 + 30.1%
Jan-2025	2,740	2,031 + 34.9%
Feb-2025	2,886	2,081 + 38.7%
Mar-2025	2,903	2,042 + 42.2%
Apr-2025	2,995	2,116 + 41.5%
12-Month Avg	2,793	1,963 + 42.3%

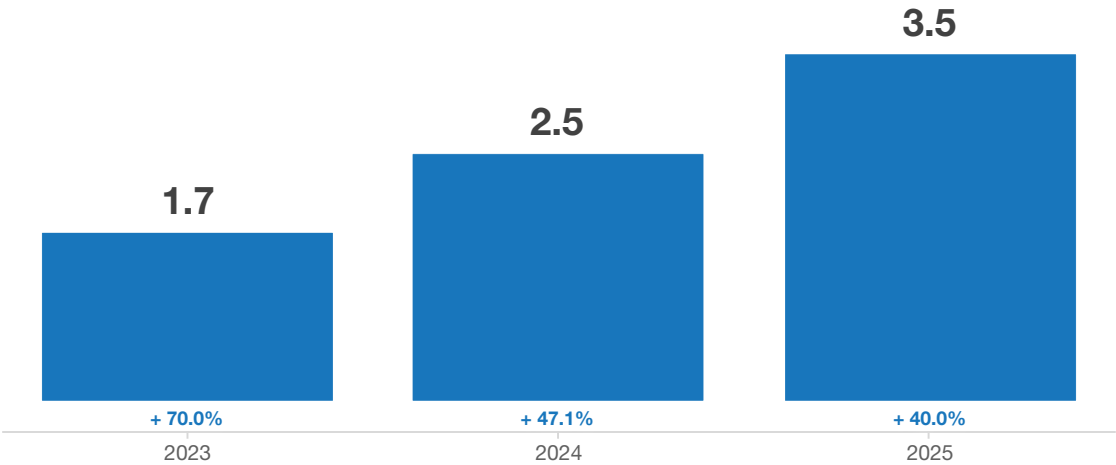
Historical Inventory of Homes for Sale by Month



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.

April



Months Supply		Prior Year	Year-Over-Year Change
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	3.4	2.1	+ 61.9%
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%
Feb-2025	3.4	2.5	+ 36.0%
Mar-2025	3.4	2.4	+ 41.7%
Apr-2025	3.5	2.5	+ 40.0%
12-Month Avg*	3.3	2.3	+ 42.1%

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

Historical Months Supply of Inventory by Month

