

# Monthly Indicators



## July 2025

U.S. existing-home sales fell 2.7% from the previous month to a seasonally adjusted annual rate of 3.93 million, according to the National Association of REALTORS® (NAR). Sales were unchanged from one year earlier. Regionally, monthly sales declined in the Midwest, Northeast, and South but rose in the West. Year-over-year, sales decreased in the Northeast and West but increased in the South and Midwest.

New Listings in the Chattanooga region increased 10.1 percent to 1,538. Pending Sales increased 12.2 percent to 966. Inventory increased 26.6 percent to 3,421.

Median Sales Price increased 6.1 percent from \$329,900 to \$350,000. Days on Market increased 25.6 percent to 49. Months Supply of Inventory increased 21.9 percent to 3.9.

Nationally, the median existing-home sales price rose 2.0% year-over-year to \$435,300, a new monthly high and the 24th consecutive month of annual price gains, according to NAR. Slower sales activity has contributed to rising inventory this year, with 1.53 million properties listed for sale heading into July, a 15.9% increase from the same time last year and equivalent to a 4.7-month supply at the current sales pace.

## Monthly Snapshot

<b>+ 3.7%</b>	<b>+ 26.6%</b>	<b>+ 6.1%</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.

Market Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days on Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of Original List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12



# Market Overview

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



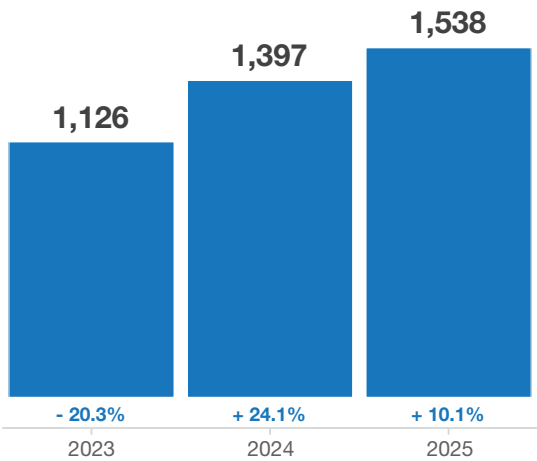
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Key Metrics	Historical Sparkbars	7-2024	7-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		1,397	1,538	+ 10.1%	9,065	9,791	+ 8.0%
Pending Sales		861	966	+ 12.2%	6,376	6,438	+ 1.0%
Closed Sales		914	948	+ 3.7%	6,136	5,956	- 2.9%
Days on Market Until Sale		39	49	+ 25.6%	42	50	+ 19.0%
Median Sales Price		\$329,900	\$350,000	+ 6.1%	\$325,235	\$339,025	+ 4.2%
Avg. Sales Price		\$409,211	\$411,641	+ 0.6%	\$386,614	\$400,252	+ 3.5%
Pct. of Orig. Price Received		96.3%	96.2%	- 0.1%	96.7%	95.8%	- 0.9%
Affordability Index		87	83	- 4.6%	89	86	- 3.4%
Homes for Sale		2,703	3,421	+ 26.6%	—	—	—
Months Supply of Inventory		3.2	3.9	+ 21.9%	—	—	—

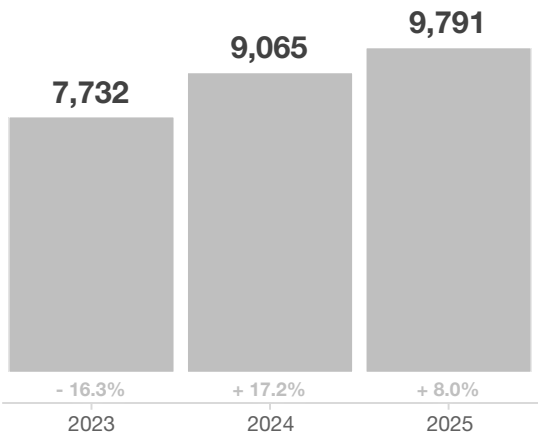
# New Listings

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

## July

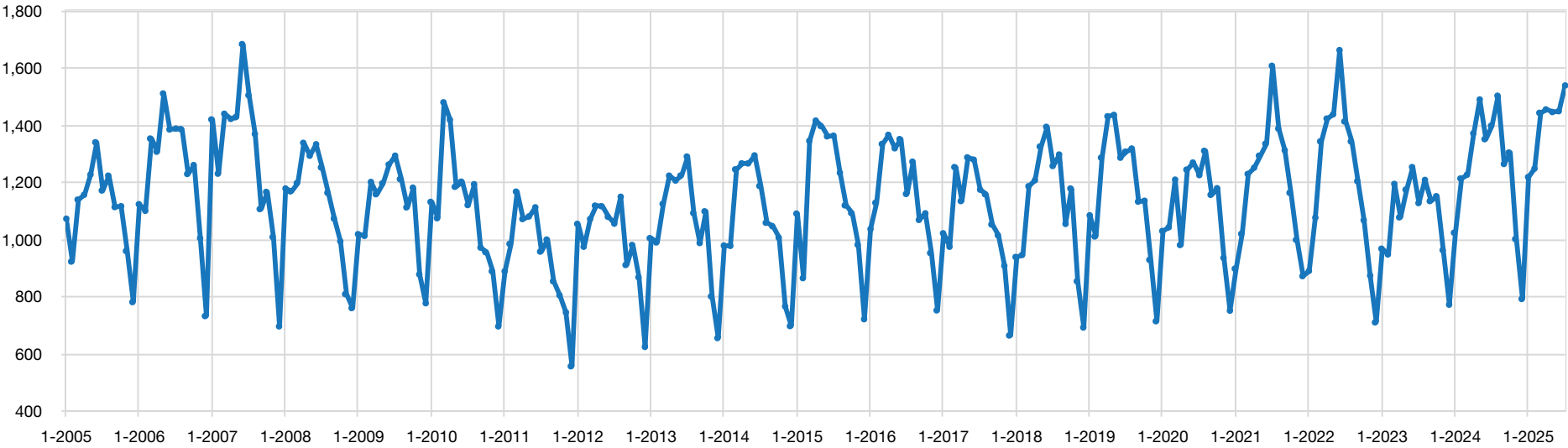


## Year to Date



New Listings		Prior Year	Year-Over-Year Change
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	1,000	961	+ 4.1%
Dec-2024	790	770	+ 2.6%
Jan-2025	1,217	1,022	+ 19.1%
Feb-2025	1,247	1,212	+ 2.9%
Mar-2025	1,442	1,225	+ 17.7%
Apr-2025	1,454	1,370	+ 6.1%
May-2025	1,445	1,489	- 3.0%
Jun-2025	1,448	1,350	+ 7.3%
Jul-2025	1,538	1,397	+ 10.1%
12-Month Avg	1,304	1,191	+ 9.5%

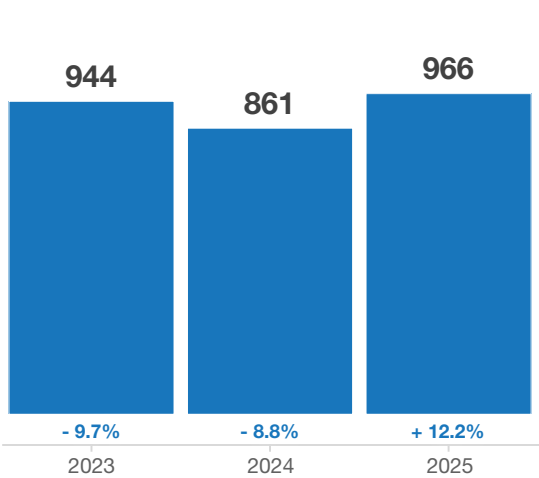
## Historical New Listings by Month



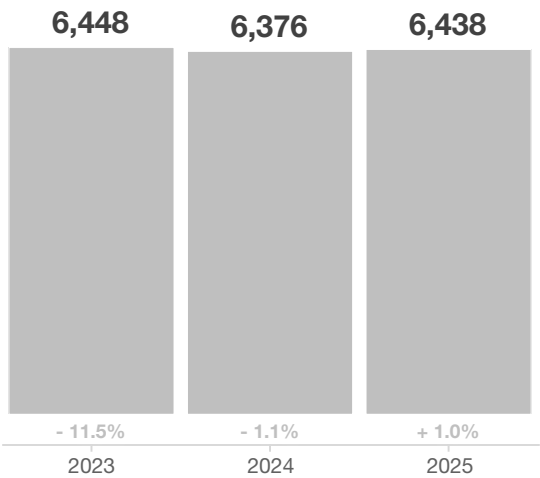
# Pending Sales

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

## July

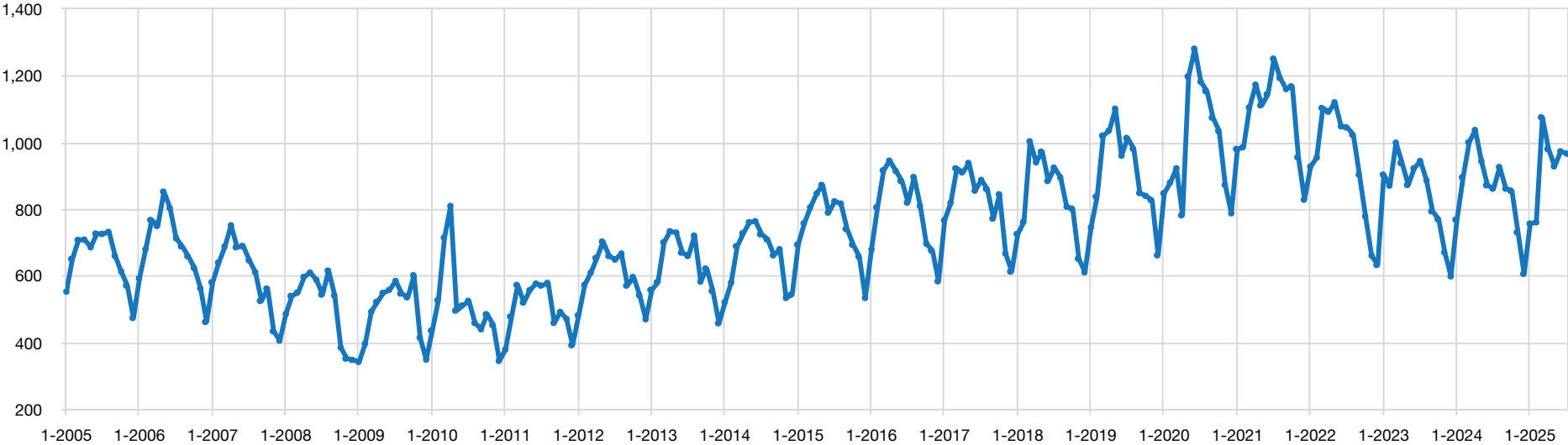


## Year to Date



Pending Sales		Prior Year	Year-Over-Year Change
Aug-2024	926	886	+ 4.5%
Sep-2024	861	793	+ 8.6%
Oct-2024	855	769	+ 11.2%
Nov-2024	730	670	+ 9.0%
Dec-2024	605	598	+ 1.2%
Jan-2025	756	768	- 1.6%
Feb-2025	760	895	- 15.1%
Mar-2025	1,075	1,000	+ 7.5%
Apr-2025	980	1,037	- 5.5%
May-2025	928	944	- 1.7%
Jun-2025	973	871	+ 11.7%
Jul-2025	966	861	+ 12.2%
12-Month Avg	868	841	+ 3.2%

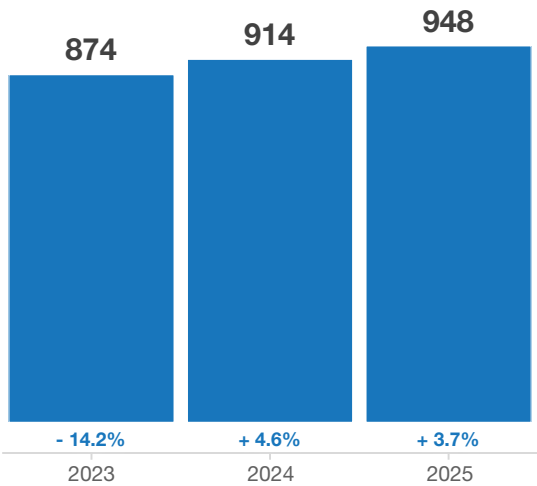
## Historical Pending Sales by Month



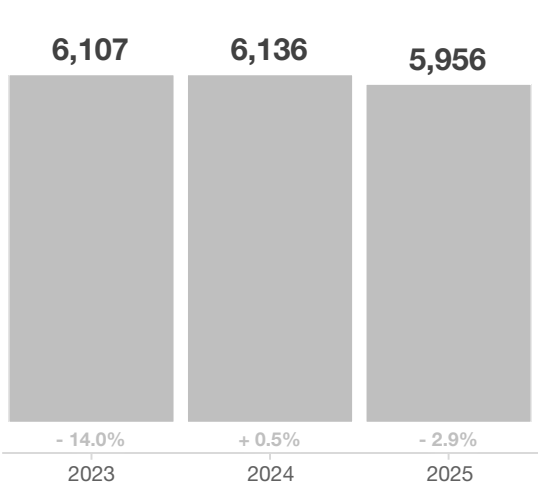
# Closed Sales

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

## July

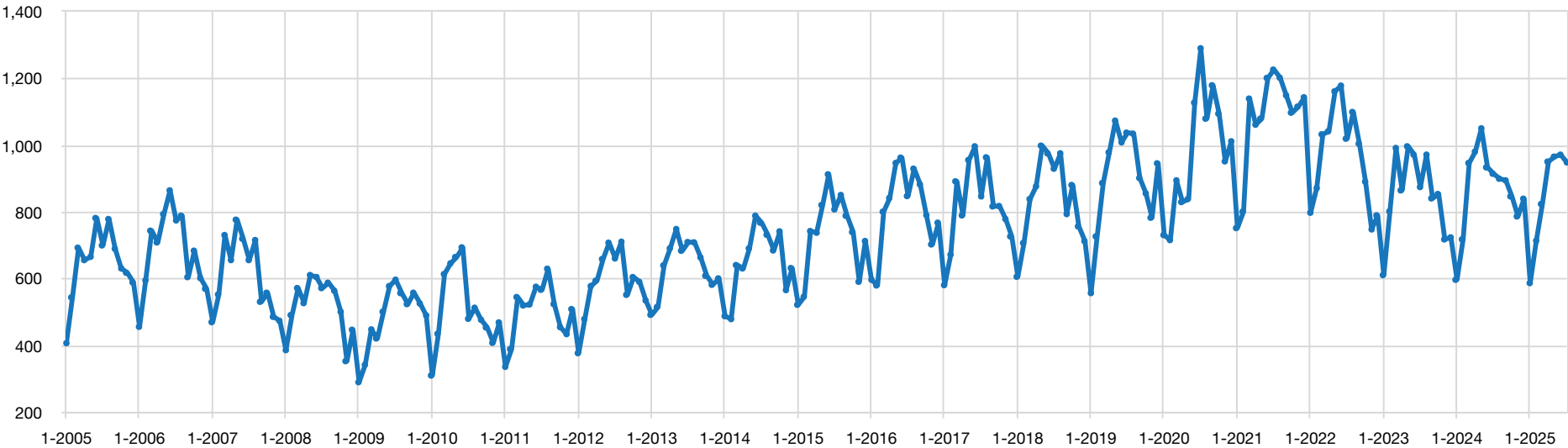


## Year to Date



Closed Sales	Prior Year	Year-Over-Year Change
Aug-2024	899	971- 7.4%
Sep-2024	894	840+ 6.4%
Oct-2024	846	853- 0.8%
Nov-2024	786	717+ 9.6%
Dec-2024	839	723+ 16.0%
Jan-2025	586	596- 1.7%
Feb-2025	713	717- 0.6%
Mar-2025	823	946- 13.0%
Apr-2025	950	980- 3.1%
May-2025	965	1,050- 8.1%
Jun-2025	971	933+ 4.1%
Jul-2025	948	914+ 3.7%
12-Month Avg	852	853- 0.1%

## Historical Closed Sales by Month

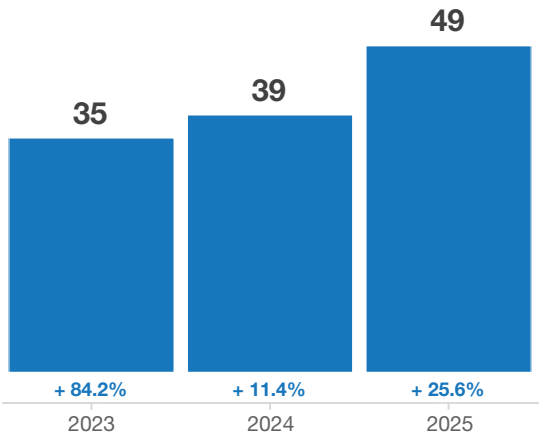


# Days on Market Until Sale

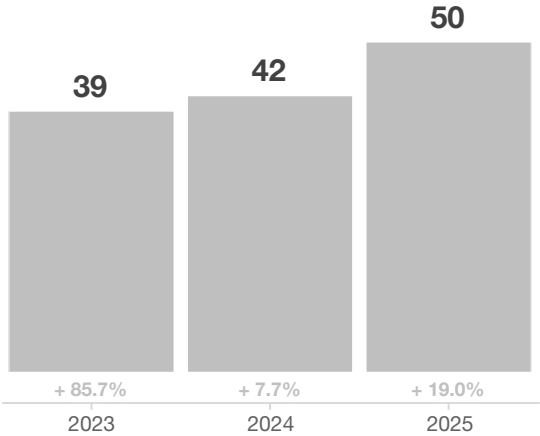
Average number of days between when a property is listed and when an offer is accepted in a given month.



## July



## Year to Date



Days on Market		Prior Year	Year-Over-Year Change
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%
Feb-2025	57	47	+ 21.3%
Mar-2025	50	51	- 2.0%
Apr-2025	46	42	+ 9.5%
May-2025	44	34	+ 29.4%
Jun-2025	50	39	+ 28.2%
Jul-2025	49	39	+ 25.6%
12-Month Avg*	47	40	+ 18.2%

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

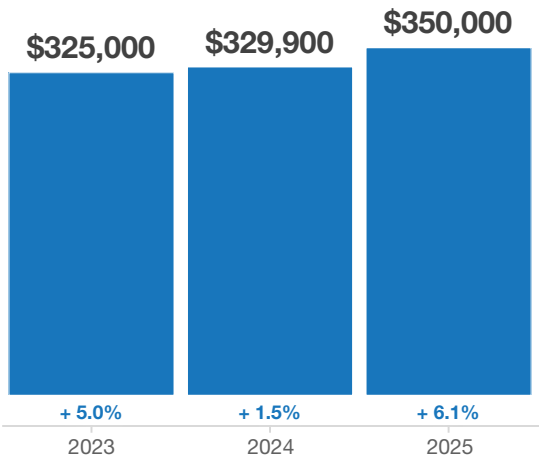
## Historical Days on Market Until Sale by Month



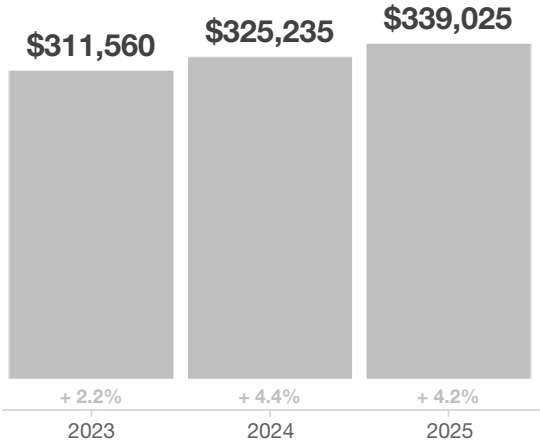
# Median Sales Price

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

## July



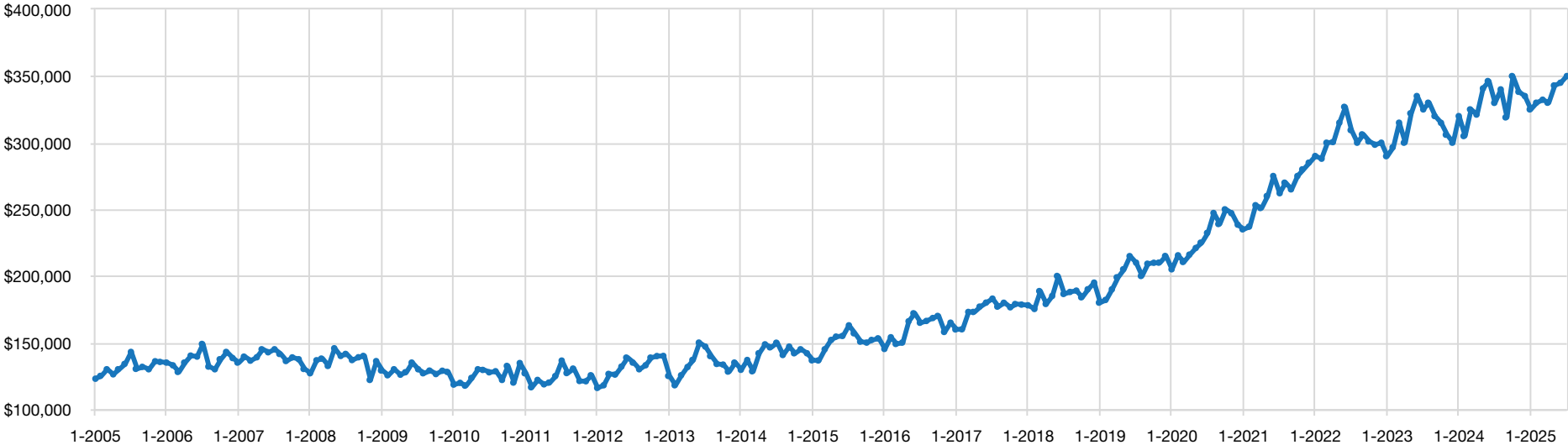
## Year to Date



	Median Sales Price	Prior Year	Year-Over-Year Change
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	\$325,000	\$319,950	+ 1.6%
Feb-2025	\$330,000	\$305,000	+ 8.2%
Mar-2025	\$332,250	\$325,000	+ 2.2%
Apr-2025	\$330,000	\$321,104	+ 2.8%
May-2025	\$342,955	\$340,737	+ 0.7%
Jun-2025	\$345,000	\$346,250	- 0.4%
Jul-2025	\$350,000	\$329,900	+ 6.1%
12-Month Avg*	\$337,000	\$322,500	+ 4.5%

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

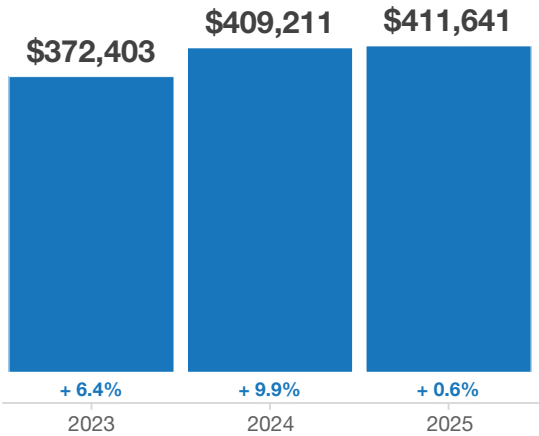
## Historical Median Sales Price by Month



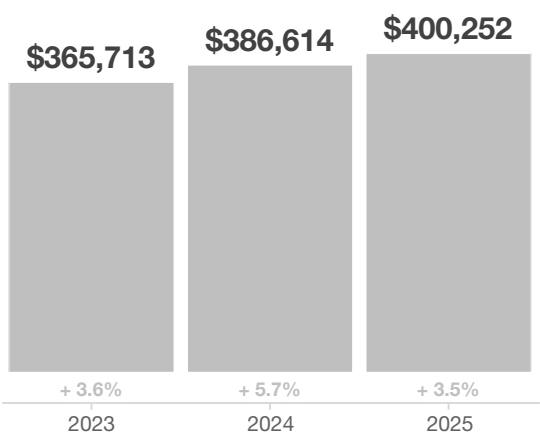
# Average Sales Price

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

## July



## Year to Date



Avg. Sales Price	Prior Year	Year-Over-Year Change
Aug-2024	\$398,676	\$373,569 + 6.7%
Sep-2024	\$381,096	\$369,334 + 3.2%
Oct-2024	\$415,250	\$367,086 + 13.1%
Nov-2024	\$396,754	\$370,846 + 7.0%
Dec-2024	\$381,469	\$367,209 + 3.9%
Jan-2025	\$387,004	\$371,733 + 4.1%
Feb-2025	\$384,398	\$353,597 + 8.7%
Mar-2025	\$382,096	\$371,970 + 2.7%
Apr-2025	\$401,727	\$376,865 + 6.6%
May-2025	\$414,112	\$408,514 + 1.4%
Jun-2025	\$408,943	\$399,798 + 2.3%
Jul-2025	\$411,641	\$409,211 + 0.6%
12-Month Avg*	\$397,866	\$379,859 + 4.7%

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

## Historical Average Sales Price by Month





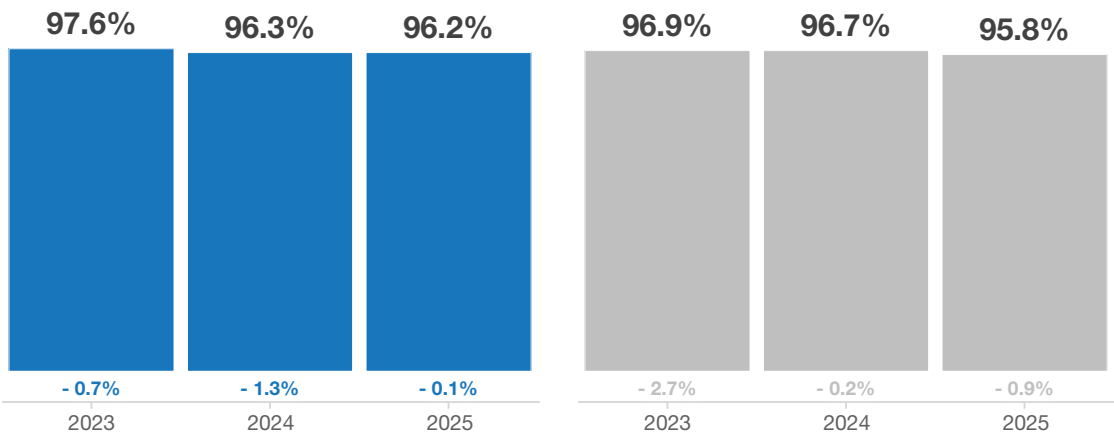
# Percent of Original List Price Received

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.



## July

## Year to Date



	Pct. of Orig. Price Received	Prior Year	Year-Over-Year Change
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%
May-2025	95.9%	97.3%	- 1.4%
Jun-2025	95.8%	97.1%	- 1.3%
Jul-2025	96.2%	96.3%	- 0.1%
12-Month Avg*	95.6%	96.6%	- 1.0%

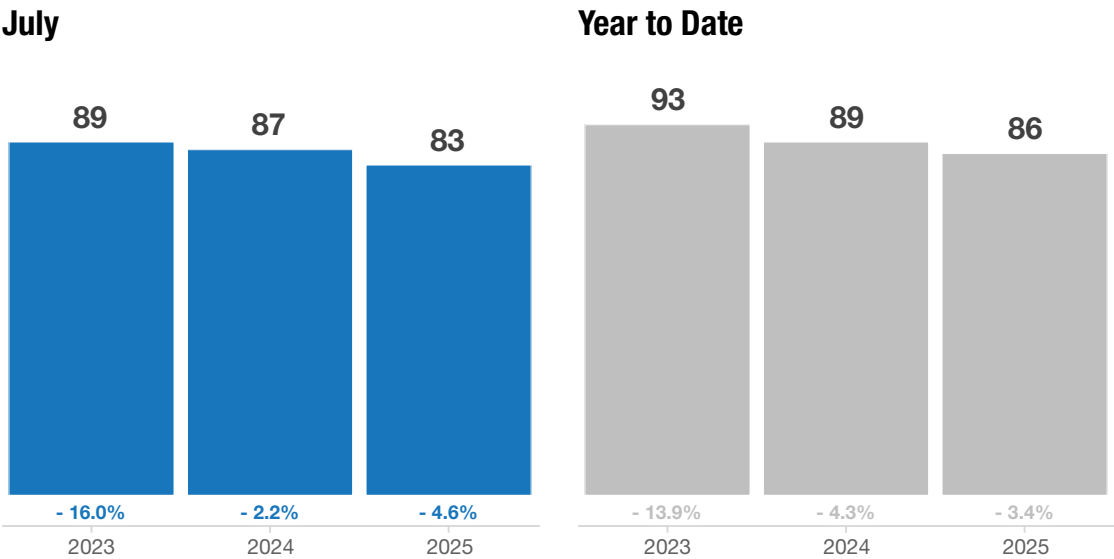
\* Pct. of Orig. Price Received for all properties from August 2024 through July 2025. This is not the average of the individual figures above.

## 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
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	89	92	- 3.3%
Feb-2025	88	94	- 6.4%
Mar-2025	88	89	- 1.1%
Apr-2025	88	87	+ 1.1%
May-2025	84	84	0.0%
Jun-2025	84	84	0.0%
Jul-2025	83	87	- 4.6%
12-Month Avg	87	89	- 2.2%

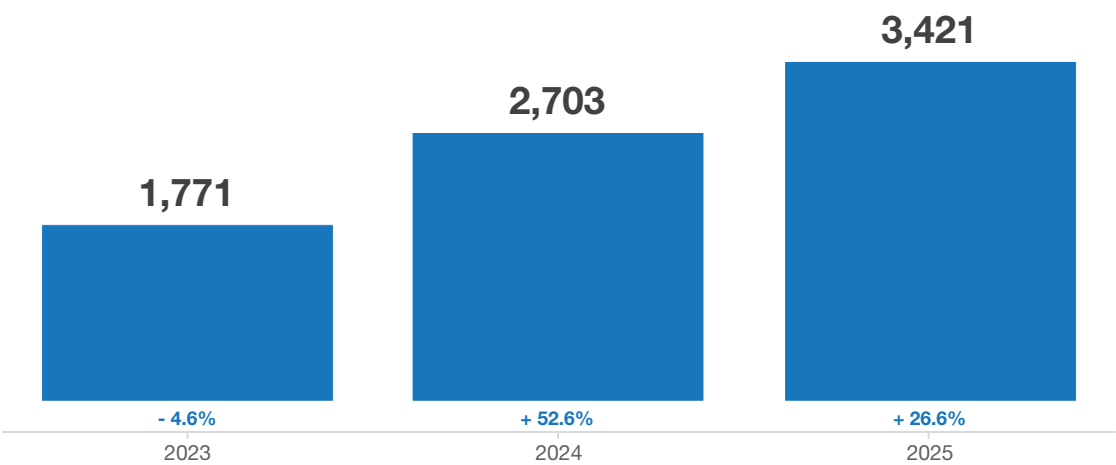
## Historical Housing Affordability Index by Month



# Inventory of Homes for Sale

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

July



Homes for Sale	Prior Year	Year-Over-Year Change
Aug-2024	2,897	1,824 + 58.8%
Sep-2024	2,946	1,955 + 50.7%
Oct-2024	2,982	2,086 + 43.0%
Nov-2024	2,886	2,144 + 34.6%
Dec-2024	2,632	2,029 + 29.7%
Jan-2025	2,732	2,031 + 34.5%
Feb-2025	2,877	2,081 + 38.3%
Mar-2025	2,894	2,042 + 41.7%
Apr-2025	3,019	2,116 + 42.7%
May-2025	3,153	2,386 + 32.1%
Jun-2025	3,256	2,525 + 29.0%
Jul-2025	3,421	2,703 + 26.6%
12-Month Avg	2,975	2,160 + 37.7%

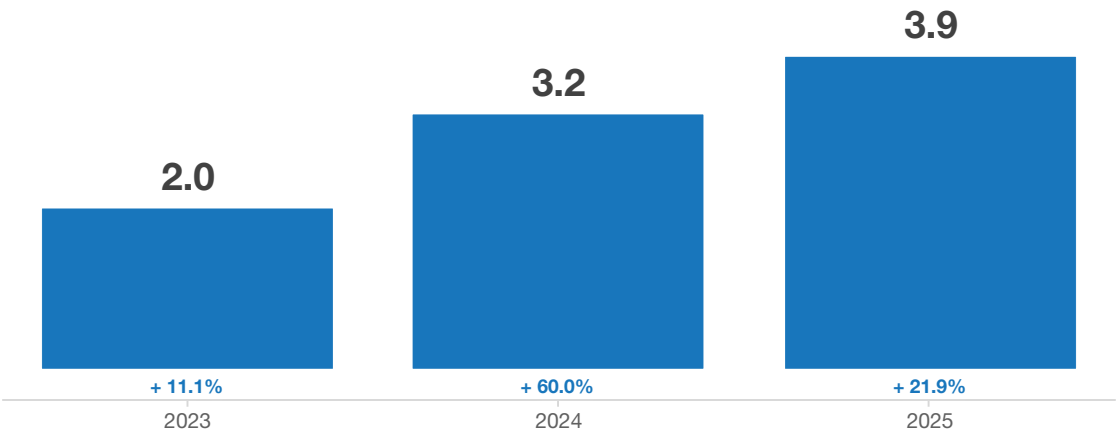
## Historical Inventory of Homes for Sale by Month



# 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.

## July



Months Supply		Prior Year	Year-Over-Year Change
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	3.3	2.5	+ 32.0%
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%
May-2025	3.7	2.8	+ 32.1%
Jun-2025	3.8	3.0	+ 26.7%
Jul-2025	3.9	3.2	+ 21.9%
12-Month Avg*	3.5	2.6	+ 36.0%

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

## Historical Months Supply of Inventory by Month

