

Monthly Indicators



August 2025

U.S. existing-home sales rose 2.0% month-over-month and 0.8% year-over-year to a seasonally adjusted annual rate of 4.01 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast a rate of 3.92 million units. Regionally, sales increased on a monthly basis in the West, South, and Northeast, but declined in the Midwest.

New Listings in the Chattanooga region decreased 5.3 percent to 1,422. Pending Sales increased 5.6 percent to 978. Inventory increased 20.0 percent to 3,475.

Median Sales Price decreased 1.5 percent from \$340,000 to \$335,000. Days on Market increased 18.4 percent to 45. Months Supply of Inventory increased 17.6 percent to 4.0.

Nationally, 1.55 million units were listed for sale heading into August, up 0.6% from the previous month and 15.7% higher than the same time last year, representing a 4.6-month supply at the current sales pace, according to NAR. Inventory is now at its highest level since May 2020, a shift that has helped slow price growth in many markets. As a result, the national median existing-home sales price edged up just 0.2% year-over-year to \$422,400.

Monthly Snapshot

+ 0.1%	+ 20.0%	- 1.5%
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.

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.



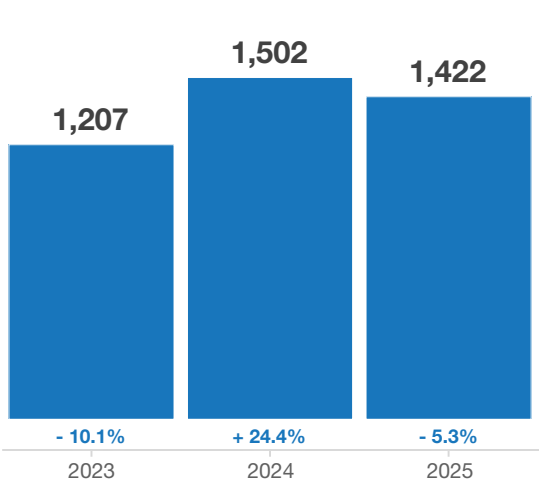
Key Metrics	Historical Sparkbars	8-2024	8-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		1,502	1,422	- 5.3%	10,567	11,221	+ 6.2%
Pending Sales		926	978	+ 5.6%	7,302	7,386	+ 1.2%
Closed Sales		899	900	+ 0.1%	7,035	6,875	- 2.3%
Days on Market Until Sale		38	45	+ 18.4%	41	49	+ 19.5%
Median Sales Price		\$340,000	\$335,000	- 1.5%	\$329,000	\$338,000	+ 2.7%
Avg. Sales Price		\$398,676	\$411,549	+ 3.2%	\$388,153	\$401,803	+ 3.5%
Pct. of Orig. Price Received		96.1%	95.3%	- 0.8%	96.6%	95.7%	- 0.9%
Affordability Index		88	89	+ 1.1%	91	88	- 3.3%
Homes for Sale		2,896	3,475	+ 20.0%	—	—	—
Months Supply of Inventory		3.4	4.0	+ 17.6%	—	—	—

New Listings

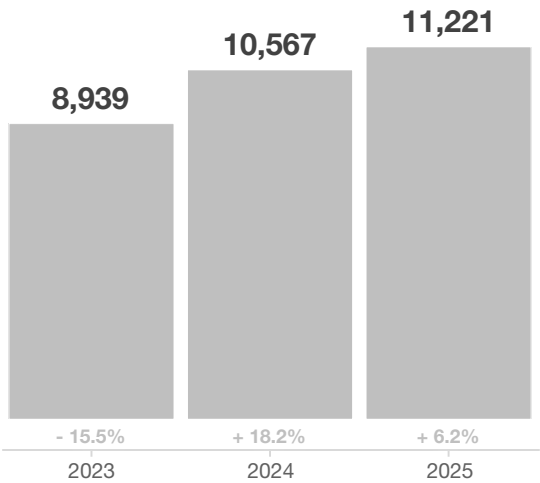
A count of the properties that have been newly listed on the market in a given month.



August

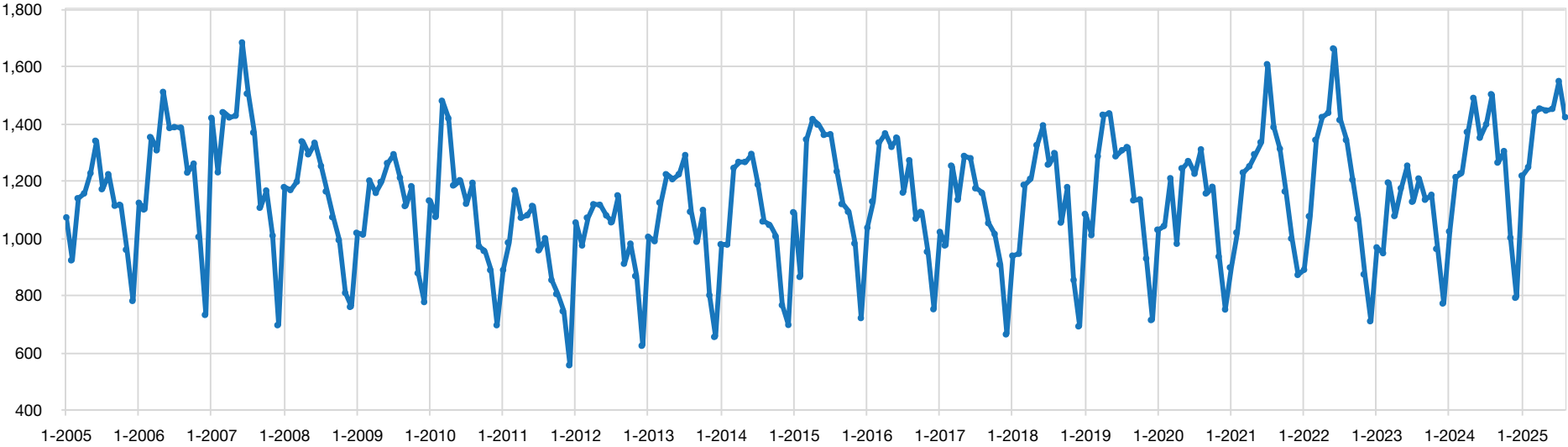


Year to Date



New Listings		Prior Year	Year-Over-Year Change
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	1,439	1,225	+ 17.5%
Apr-2025	1,452	1,370	+ 6.0%
May-2025	1,445	1,489	- 3.0%
Jun-2025	1,451	1,350	+ 7.5%
Jul-2025	1,548	1,397	+ 10.8%
Aug-2025	1,422	1,502	- 5.3%
12-Month Avg	1,298	1,215	+ 6.8%

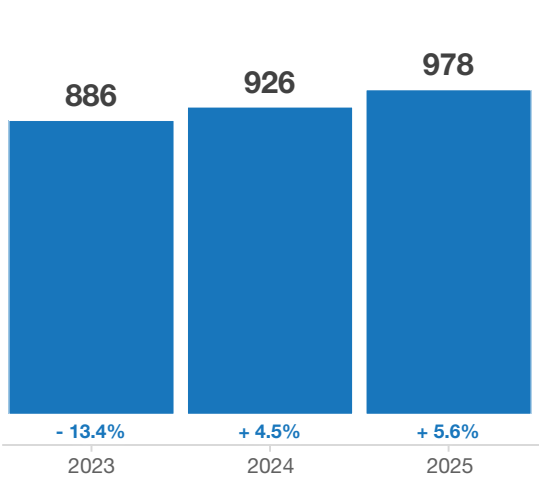
Historical New Listings by Month



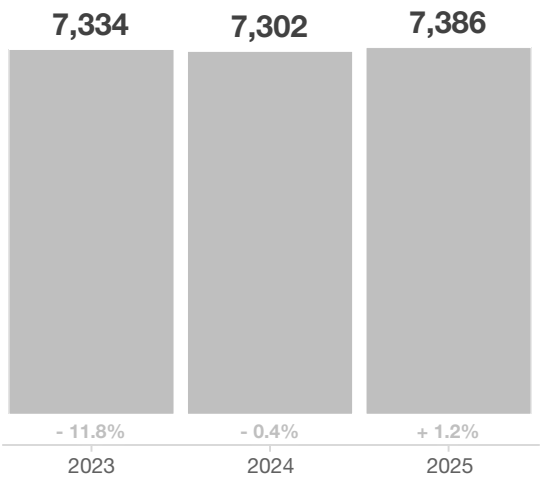
Pending Sales

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

August

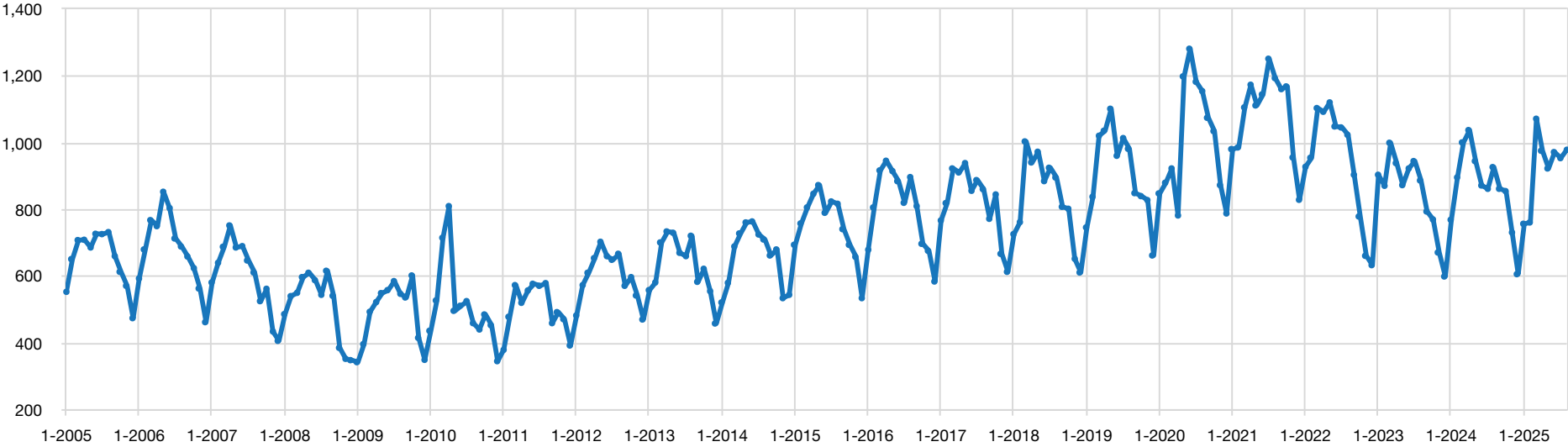


Year to Date



Pending Sales		Prior Year	Year-Over-Year Change
Sep-2024	861	793	+ 8.6%
Oct-2024	854	769	+ 11.1%
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	1,071	1,000	+ 7.1%
Apr-2025	975	1,037	- 6.0%
May-2025	922	944	- 2.3%
Jun-2025	971	871	+ 11.5%
Jul-2025	953	861	+ 10.7%
Aug-2025	978	926	+ 5.6%
12-Month Avg	870	844	+ 3.1%

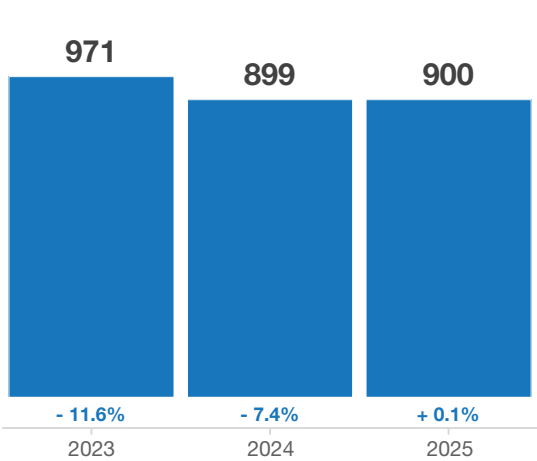
Historical Pending Sales by Month



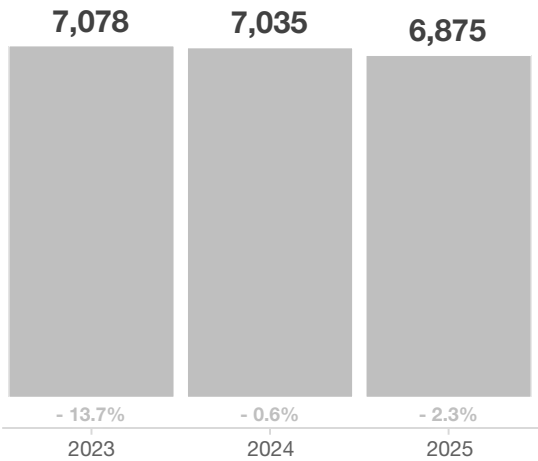
Closed Sales

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

August

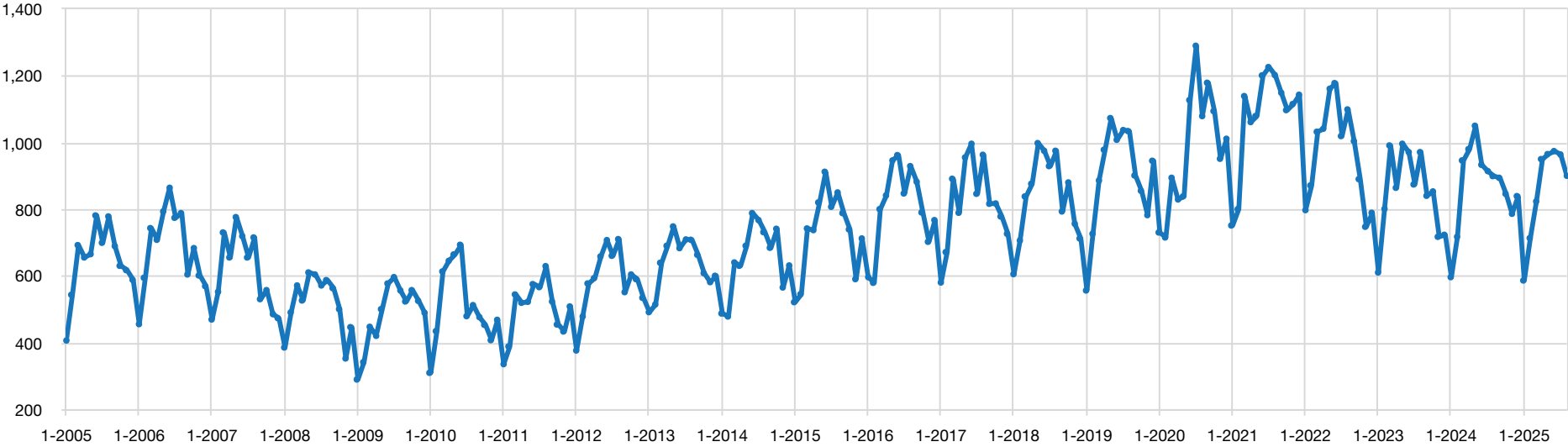


Year to Date



Closed Sales		Prior Year	Year-Over-Year Change
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	974	933	+ 4.4%
Jul-2025	964	914	+ 5.5%
Aug-2025	900	899	+ 0.1%
12-Month Avg	853	847	+ 0.7%

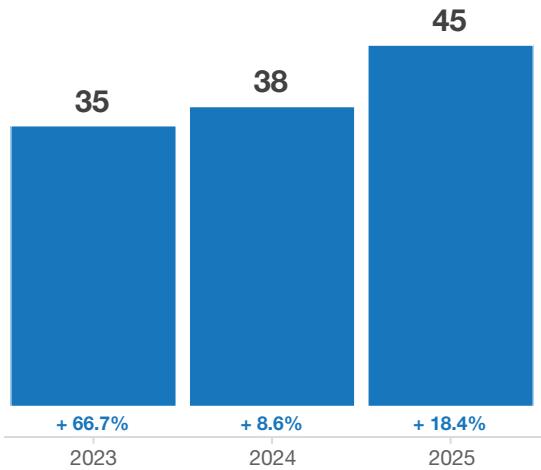
Historical Closed Sales by Month



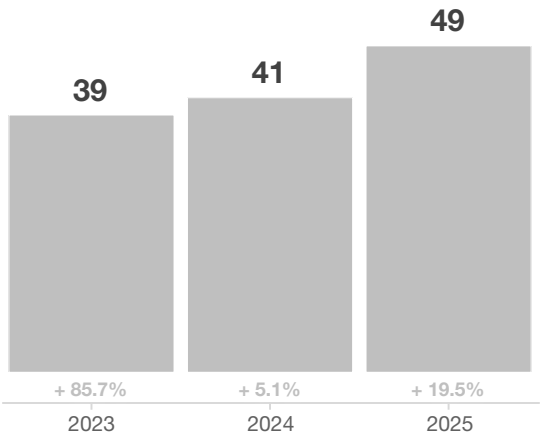
Days on Market Until Sale

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

August



Year to Date



Days on Market		Prior Year	Year-Over-Year Change
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%
Aug-2025	45	38	+ 18.4%
12-Month Avg*	48	40	+ 19.2%

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

Historical Days on Market Until Sale by Month

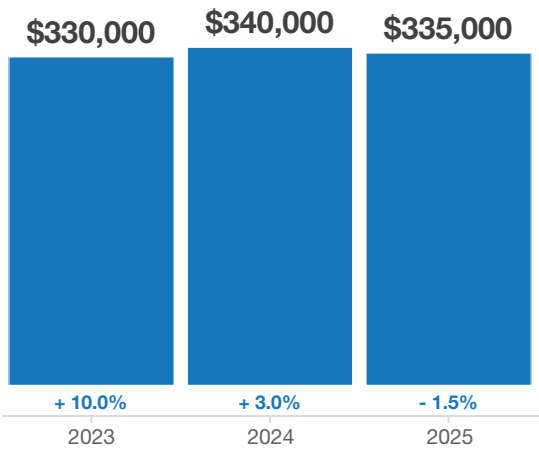


Median Sales Price

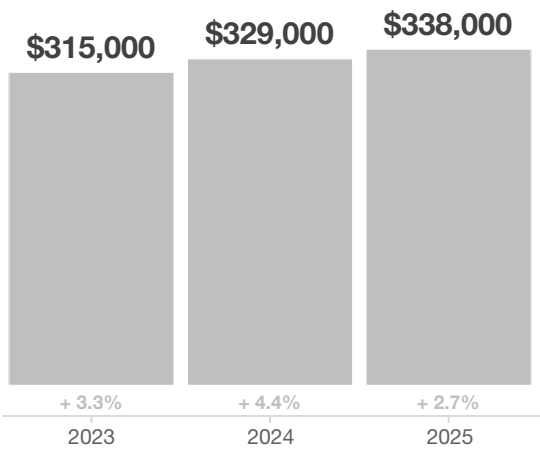
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



August



Year to Date



	Median Sales Price	Prior Year	Year-Over-Year Change
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	\$346,000	\$346,250	- 0.1%
Jul-2025	\$350,000	\$329,900	+ 6.1%
Aug-2025	\$335,000	\$340,000	- 1.5%
12-Month Avg*	\$335,000	\$324,500	+ 3.2%

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

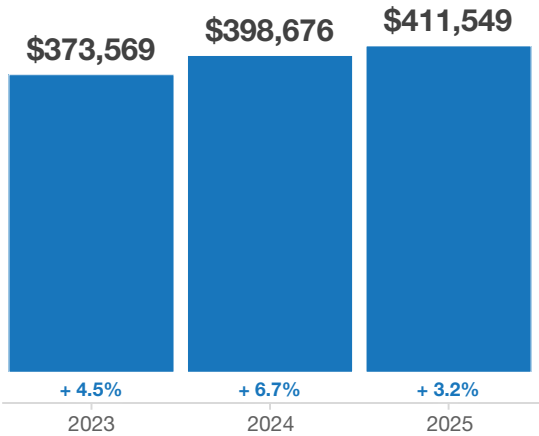
Historical Median Sales Price by Month



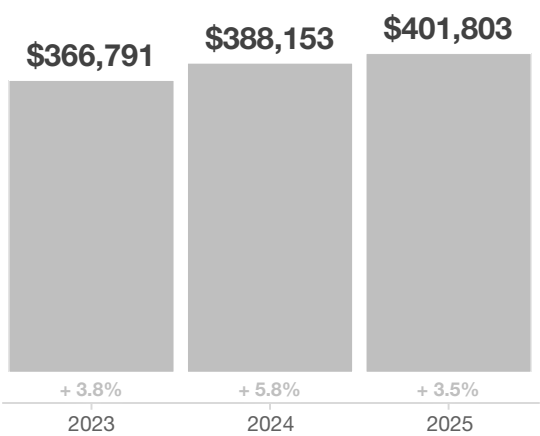
Average Sales Price

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

August



Year to Date



Avg. Sales Price	Prior Year	Year-Over-Year Change
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	\$401,753	\$376,865 + 6.6%
May-2025	\$414,112	\$408,514 + 1.4%
Jun-2025	\$409,785	\$399,798 + 2.5%
Jul-2025	\$411,075	\$409,211 + 0.5%
Aug-2025	\$411,549	\$398,676 + 3.2%
12-Month Avg*	\$399,050	\$382,121 + 4.4%

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

Historical Average Sales Price by Month



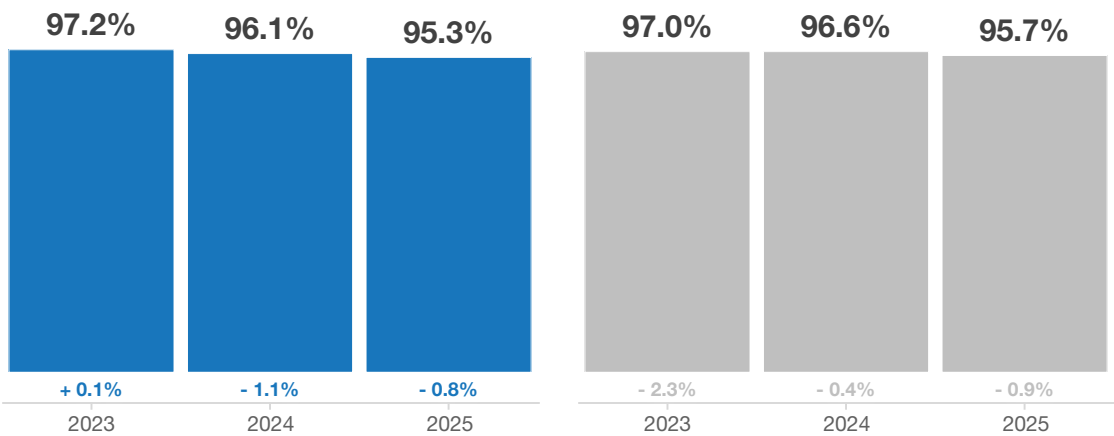
Percent of Original List Price Received

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.



August

Year to Date



	Pct. of Orig. Price Received	Prior Year	Year-Over-Year Change
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%
Aug-2025	95.3%	96.1%	- 0.8%
12-Month Avg*	95.6%	96.5%	- 1.0%

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

Historical Percent of Original List Price Received by Month

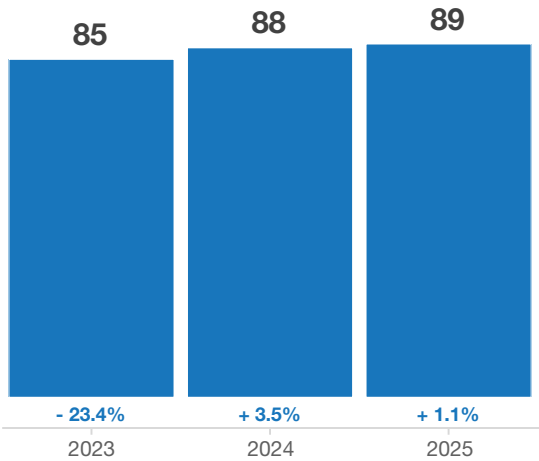


Housing Affordability Index

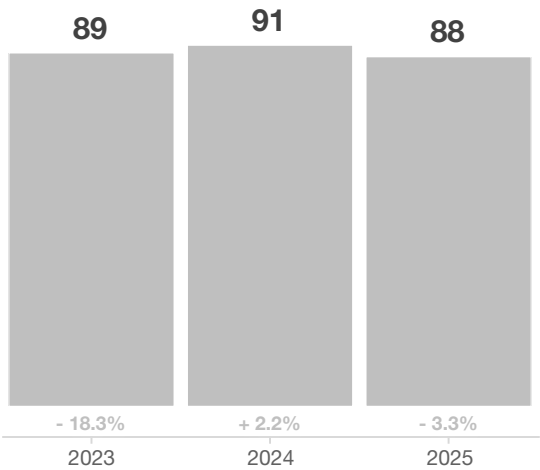
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



August

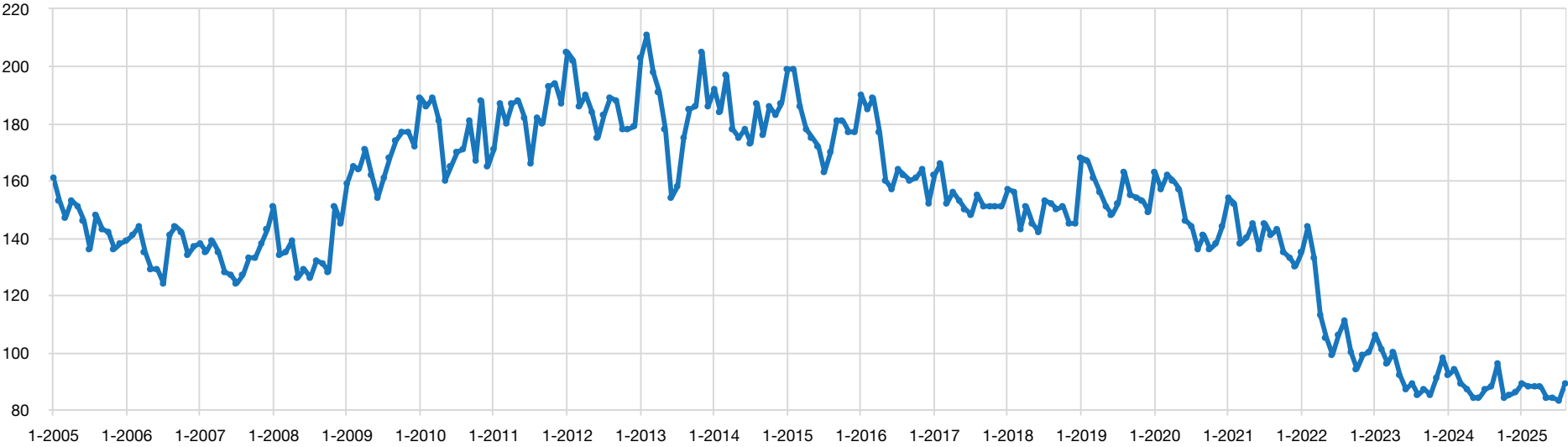


Year to Date



Affordability Index		Prior Year	Year-Over-Year Change
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%
Aug-2025	89	88	+ 1.1%
12-Month Avg	87	89	- 2.2%

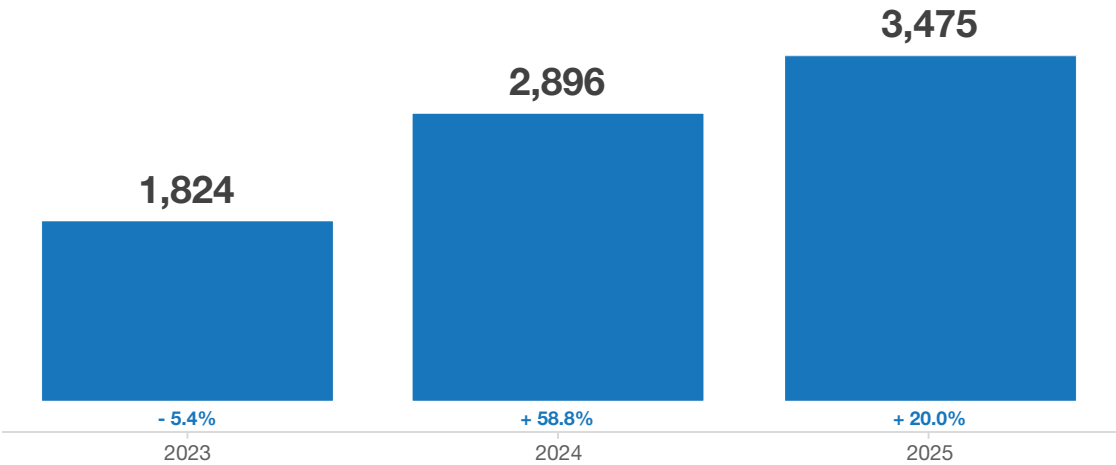
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

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

August



Homes for Sale	Prior Year	Year-Over-Year Change
Sep-2024	2,944	1,955 + 50.6%
Oct-2024	2,980	2,086 + 42.9%
Nov-2024	2,884	2,144 + 34.5%
Dec-2024	2,630	2,029 + 29.6%
Jan-2025	2,730	2,031 + 34.4%
Feb-2025	2,874	2,081 + 38.1%
Mar-2025	2,886	2,042 + 41.3%
Apr-2025	3,008	2,115 + 42.2%
May-2025	3,140	2,385 + 31.7%
Jun-2025	3,239	2,524 + 28.3%
Jul-2025	3,417	2,702 + 26.5%
Aug-2025	3,475	2,896 + 20.0%
12-Month Avg	3,017	2,249 + 34.1%

Historical Inventory of Homes for Sale by Month

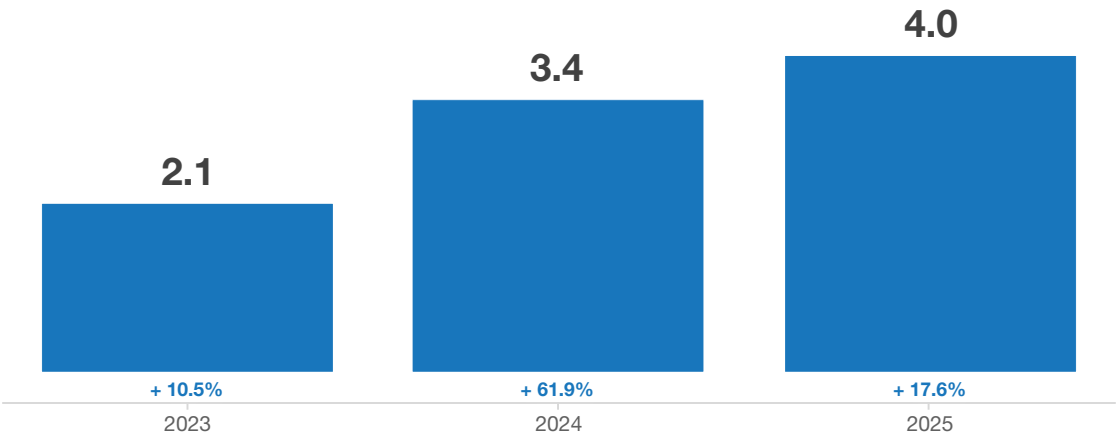


Months Supply of Inventory

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.



August



Months Supply		Prior Year	Year-Over-Year Change
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	3.0	2.4	+ 25.0%
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%
Aug-2025	4.0	3.4	+ 17.6%
12-Month Avg*	3.5	2.7	+ 32.1%

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

Historical Months Supply of Inventory by Month

