

Monthly Indicators



October 2025

U.S. existing-home sales climbed 1.5% month-over-month and 4.1% year-over-year, reaching a seasonally adjusted annual rate of 4.06 million units, according to the National Association of REALTORS® (NAR). The increase was partly driven by falling mortgage rates, which recently hit their lowest level in more than a year. Regionally, monthly sales advanced in the Northeast, South, and West, while the Midwest experienced a slight decline.

New Listings in the Chattanooga region increased 2.3 percent to 1,333. Pending Sales increased 3.3 percent to 881. Inventory increased 22.8 percent to 3,657.

Median Sales Price decreased 5.7 percent from \$350,000 to \$330,000. Days on Market increased 8.7 percent to 50. Months Supply of Inventory increased 20.0 percent to 4.2.

Housing inventory edged up 1.3% from the previous month to 1.55 million units, 14.0% higher than the same period last year. This represents a 4.6-month supply at the current sales pace, according to NAR. The median existing-home price grew 2.1% year-over-year to \$415,200, continuing the trend of annual price gains. The Midwest saw the largest year-over-year increase in median sales price, followed by the Northeast and South, while prices remained mostly flat in the West.

Monthly Snapshot

+ 2.2%	+ 22.8%	- 5.7%
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.



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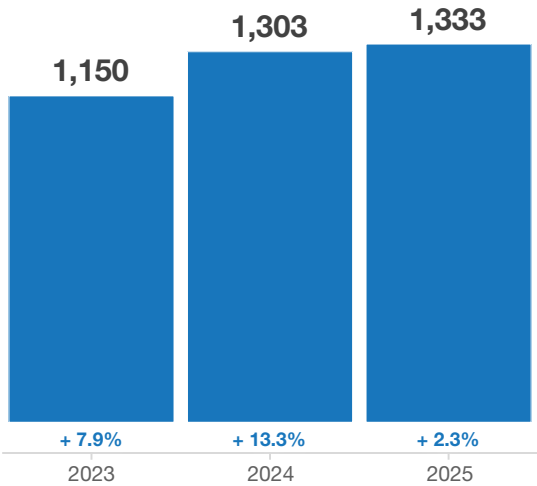
Key Metrics	Historical Sparkbars	10-2024	10-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		1,303	1,333	+ 2.3%	13,130	13,887	+ 5.8%
Pending Sales		853	881	+ 3.3%	9,013	9,055	+ 0.5%
Closed Sales		846	865	+ 2.2%	8,773	8,679	- 1.1%
Days on Market Until Sale		46	50	+ 8.7%	42	49	+ 16.7%
Median Sales Price		\$350,000	\$330,000	- 5.7%	\$329,900	\$337,000	+ 2.2%
Avg. Sales Price		\$415,250	\$395,366	- 4.8%	\$390,113	\$400,723	+ 2.7%
Pct. of Orig. Price Received		95.5%	95.4%	- 0.1%	96.4%	95.6%	- 0.8%
Affordability Index		84	92	+ 9.5%	90	91	+ 1.1%
Homes for Sale		2,979	3,657	+ 22.8%	—	—	—
Months Supply of Inventory		3.5	4.2	+ 20.0%	—	—	—

New Listings

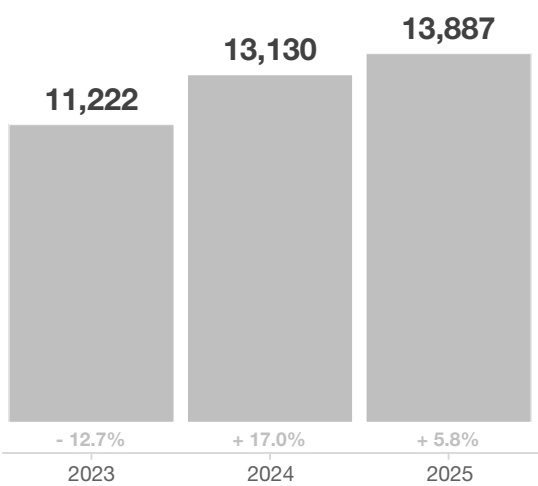
A count of the properties that have been newly listed on the market in a given month.



October

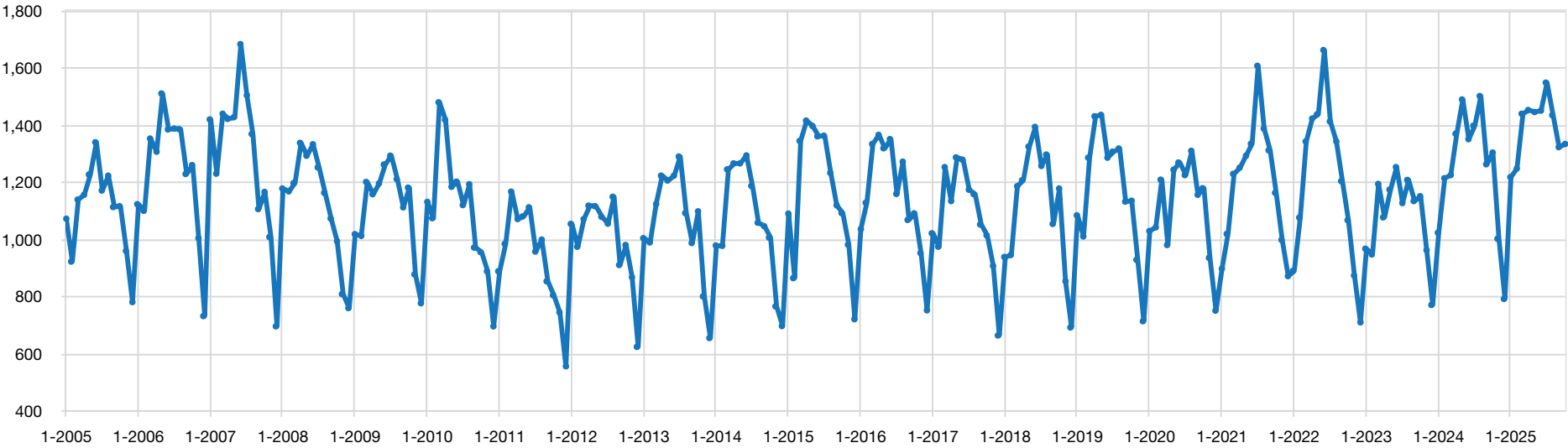


Year to Date



New Listings		Prior Year	Year-Over-Year Change
Nov-2024	1,001	961	+ 4.2%
Dec-2024	790	769	+ 2.7%
Jan-2025	1,217	1,022	+ 19.1%
Feb-2025	1,247	1,213	+ 2.8%
Mar-2025	1,439	1,224	+ 17.6%
Apr-2025	1,452	1,369	+ 6.1%
May-2025	1,445	1,489	- 3.0%
Jun-2025	1,450	1,350	+ 7.4%
Jul-2025	1,548	1,397	+ 10.8%
Aug-2025	1,434	1,501	- 4.5%
Sep-2025	1,322	1,262	+ 4.8%
Oct-2025	1,333	1,303	+ 2.3%
12-Month Avg	1,307	1,238	+ 5.6%

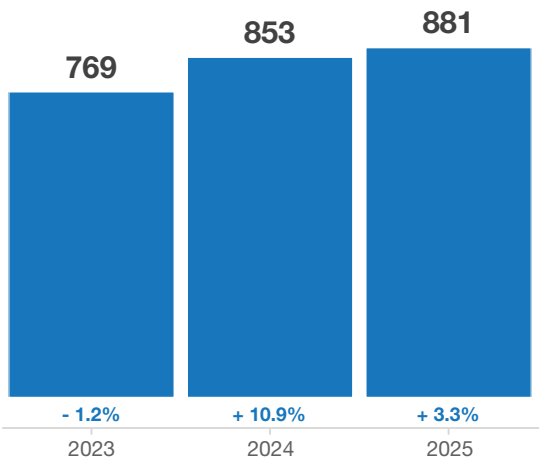
Historical New Listings by Month



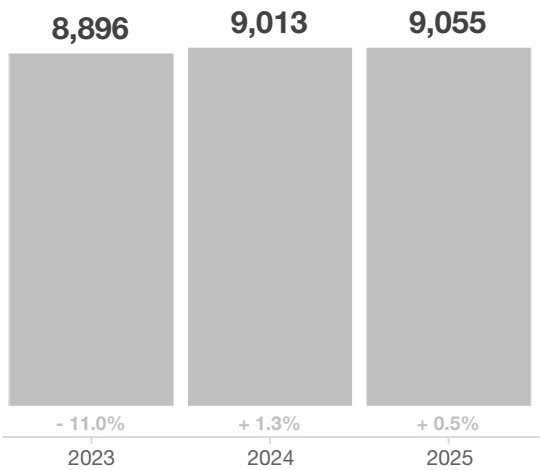
Pending Sales

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

October

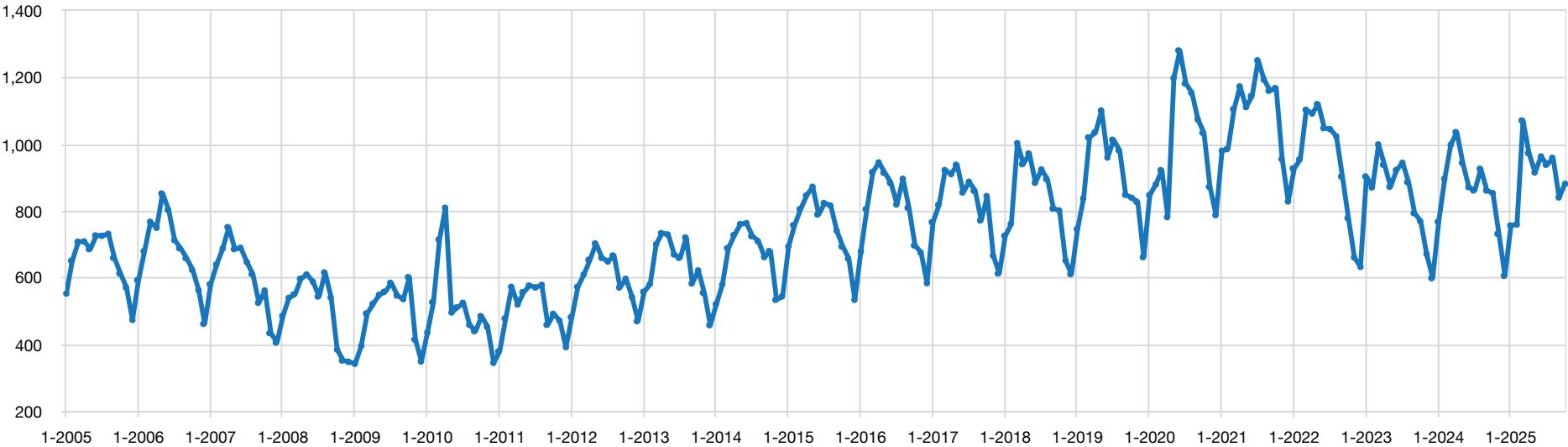


Year to Date



Pending Sales		Prior Year	Year-Over-Year Change
Nov-2024	731	670	+ 9.1%
Dec-2024	605	598	+ 1.2%
Jan-2025	756	767	- 1.4%
Feb-2025	759	896	- 15.3%
Mar-2025	1,071	998	+ 7.3%
Apr-2025	973	1,036	- 6.1%
May-2025	915	944	- 3.1%
Jun-2025	963	871	+ 10.6%
Jul-2025	938	861	+ 8.9%
Aug-2025	959	926	+ 3.6%
Sep-2025	840	861	- 2.4%
Oct-2025	881	853	+ 3.3%
12-Month Avg	866	857	+ 1.1%

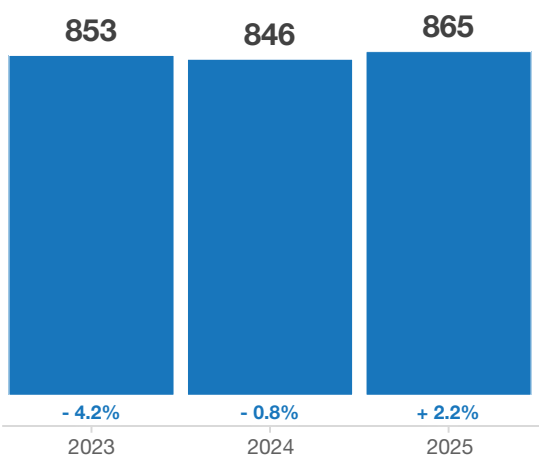
Historical Pending Sales by Month



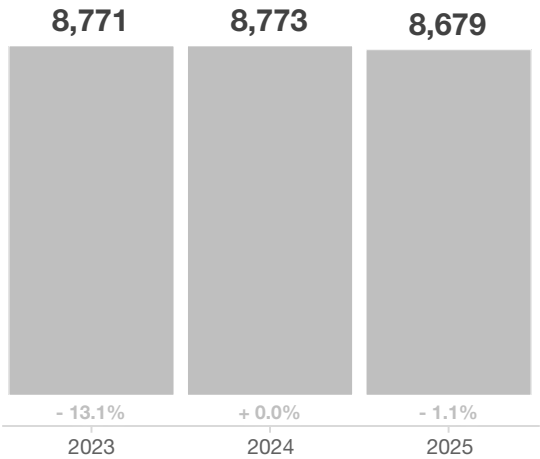
Closed Sales

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

October

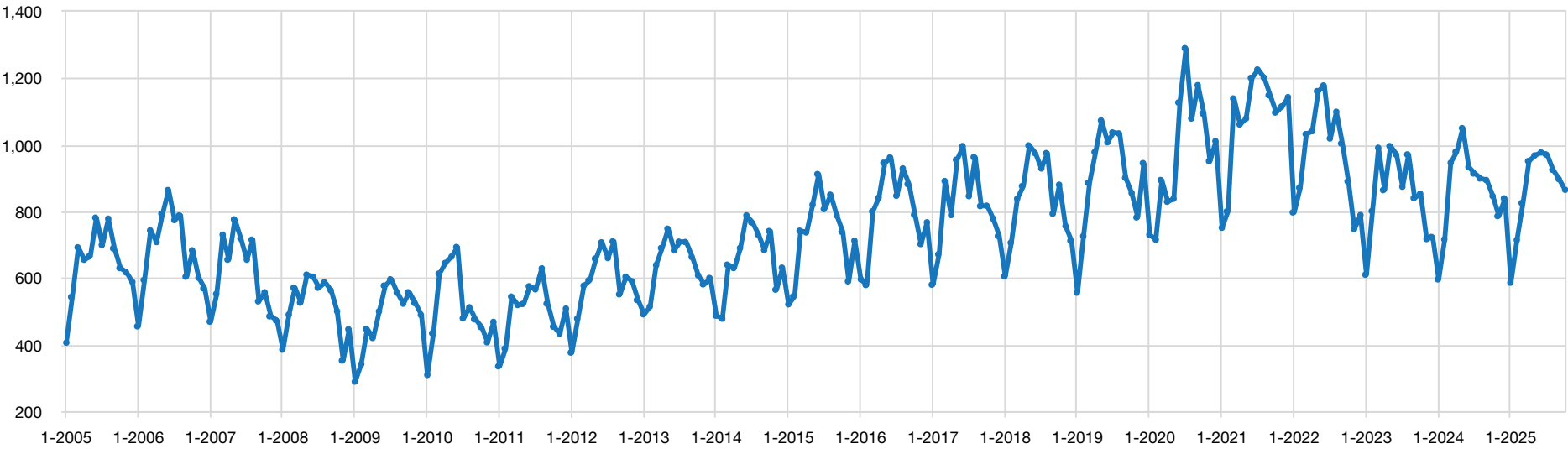


Year to Date



Closed Sales		Prior Year	Year-Over-Year Change
Nov-2024	786	717	+ 9.6%
Dec-2024	839	723	+ 16.0%
Jan-2025	586	596	- 1.7%
Feb-2025	714	716	- 0.3%
Mar-2025	825	946	- 12.8%
Apr-2025	951	979	- 2.9%
May-2025	968	1,050	- 7.8%
Jun-2025	977	933	+ 4.7%
Jul-2025	971	914	+ 6.2%
Aug-2025	925	899	+ 2.9%
Sep-2025	897	894	+ 0.3%
Oct-2025	865	846	+ 2.2%
12-Month Avg	859	851	+ 0.9%

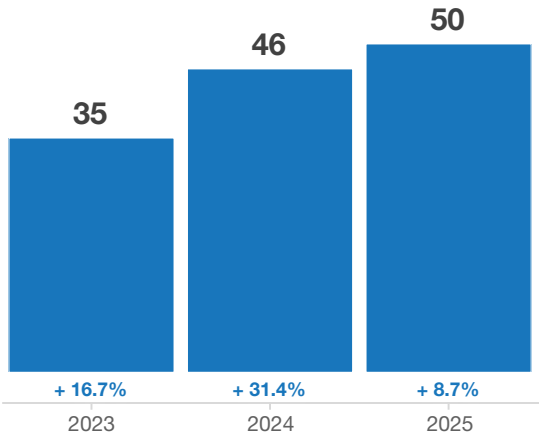
Historical Closed Sales by Month



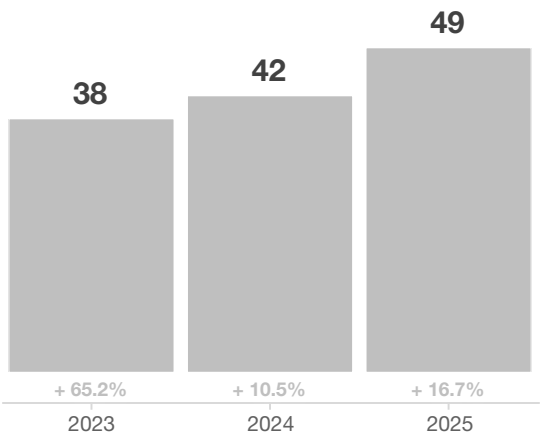
Days on Market Until Sale

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

October



Year to Date



Days on Market	Prior Year	Year-Over-Year Change
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	46	38+ 21.1%
Sep-2025	47	42+ 11.9%
Oct-2025	50	46+ 8.7%
12-Month Avg*	49	42+ 17.1%

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

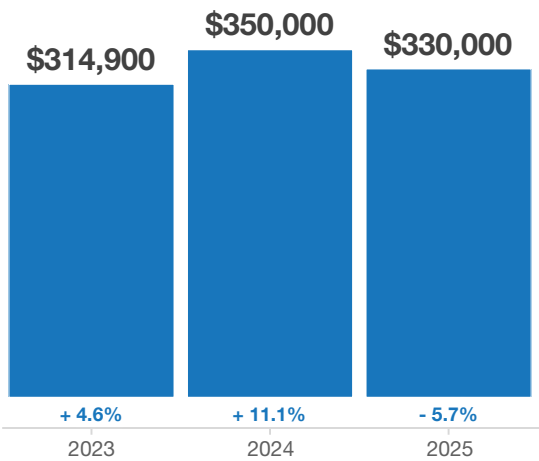
Historical Days on Market Until Sale by Month



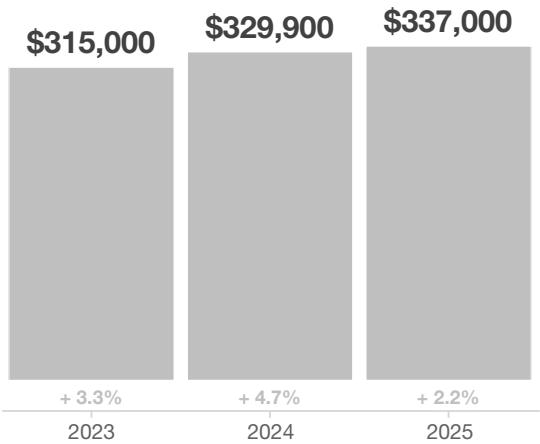
Median Sales Price

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

October



Year to Date



	Median Sales Price	Prior Year	Year-Over-Year Change
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	\$331,500	\$325,000	+ 2.0%
Apr-2025	\$330,000	\$321,252	+ 2.7%
May-2025	\$342,478	\$340,737	+ 0.5%
Jun-2025	\$345,000	\$346,250	- 0.4%
Jul-2025	\$350,000	\$329,900	+ 6.1%
Aug-2025	\$335,000	\$340,000	- 1.5%
Sep-2025	\$340,000	\$319,000	+ 6.6%
Oct-2025	\$330,000	\$350,000	- 5.7%
12-Month Avg*	\$337,000	\$325,000	+ 3.7%

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

Historical Median Sales Price by Month

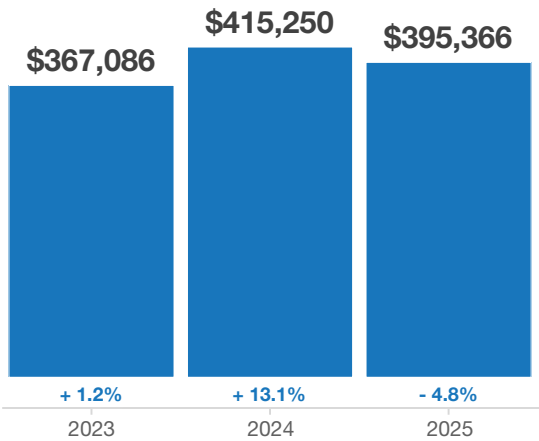


Average Sales Price

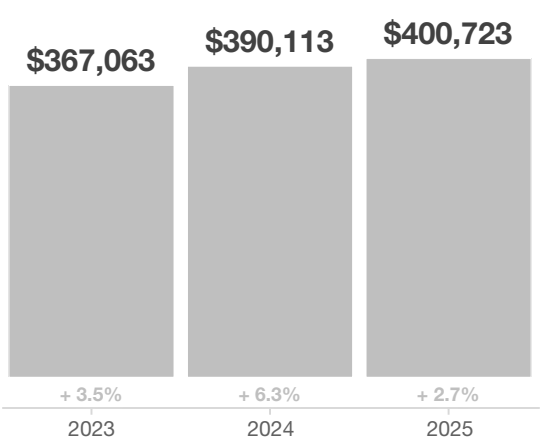
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October



Year to Date



Avg. Sales Price	Prior Year	Year-Over-Year Change
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	\$384,329	\$353,952 + 8.6%
Mar-2025	\$381,466	\$371,970 + 2.6%
Apr-2025	\$401,578	\$377,180 + 6.5%
May-2025	\$413,806	\$408,514 + 1.3%
Jun-2025	\$409,345	\$399,798 + 2.4%
Jul-2025	\$410,855	\$409,211 + 0.4%
Aug-2025	\$410,977	\$398,676 + 3.1%
Sep-2025	\$399,653	\$381,096 + 4.9%
Oct-2025	\$395,366	\$415,250 - 4.8%
12-Month Avg*	\$398,852	\$387,137 + 3.0%

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

Historical Average Sales Price by Month



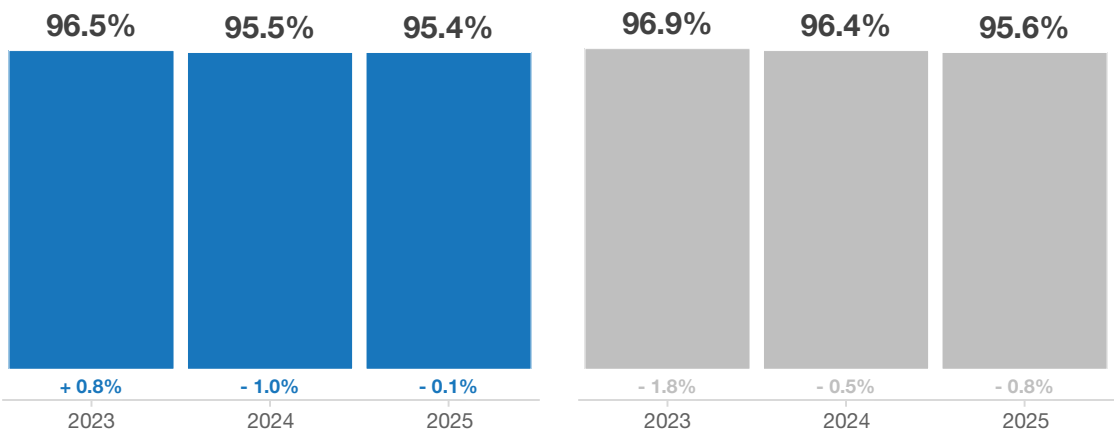
Percent of Original List Price Received

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.



October

Year to Date



	Pct. of Orig. Price Received	Prior Year	Year-Over-Year Change
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	95.2%	96.1%	- 0.9%
Sep-2025	95.1%	95.4%	- 0.3%
Oct-2025	95.4%	95.5%	- 0.1%
12-Month Avg*	95.5%	96.3%	- 0.8%

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

Historical Percent of Original List Price Received by Month

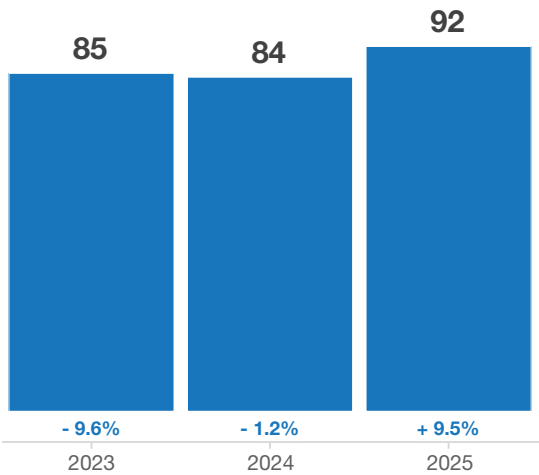


Housing Affordability Index

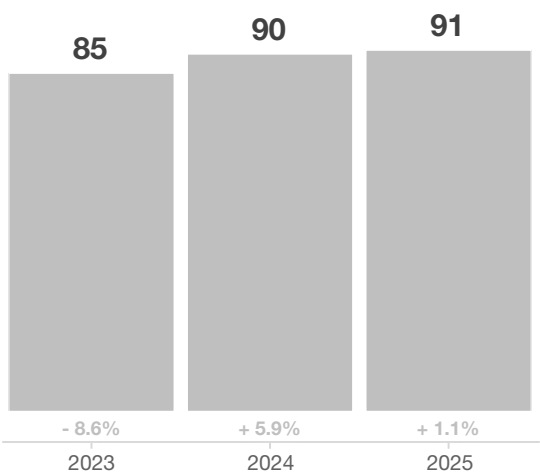
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



October

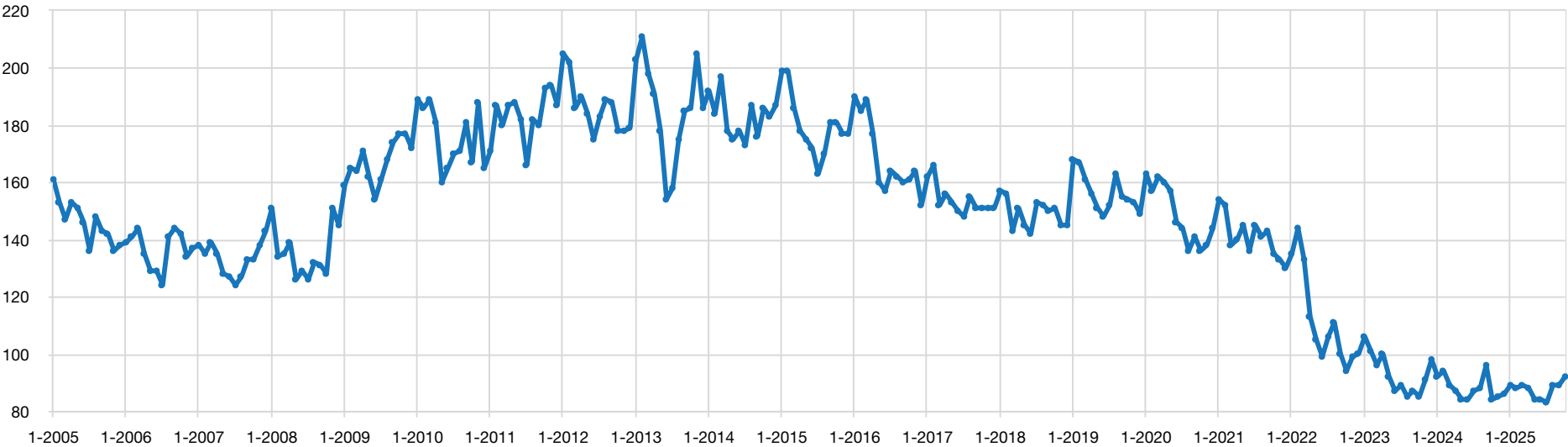


Year to Date



Affordability Index		Prior Year	Year-Over-Year Change
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	89	89	0.0%
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%
Sep-2025	89	96	- 7.3%
Oct-2025	92	84	+ 9.5%
12-Month Avg	87	90	- 3.3%

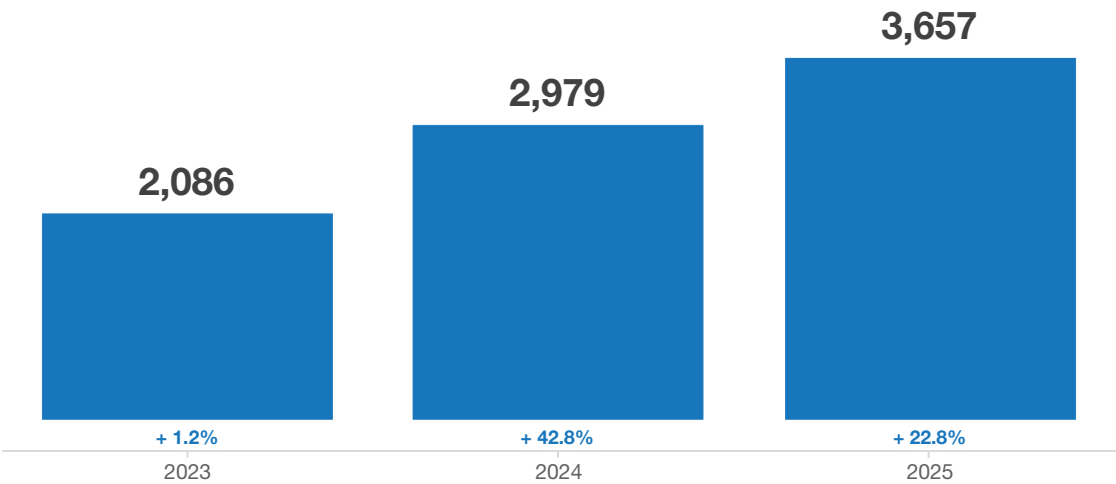
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

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

October



Homes for Sale	Prior Year	Year-Over-Year Change
Nov-2024	2,882	2,144 + 34.4%
Dec-2024	2,629	2,028 + 29.6%
Jan-2025	2,729	2,031 + 34.4%
Feb-2025	2,872	2,081 + 38.0%
Mar-2025	2,883	2,042 + 41.2%
Apr-2025	3,001	2,115 + 41.9%
May-2025	3,134	2,385 + 31.4%
Jun-2025	3,232	2,525 + 28.0%
Jul-2025	3,413	2,703 + 26.3%
Aug-2025	3,496	2,896 + 20.7%
Sep-2025	3,590	2,943 + 22.0%
Oct-2025	3,657	2,979 + 22.8%
12-Month Avg	3,127	2,406 + 30.0%

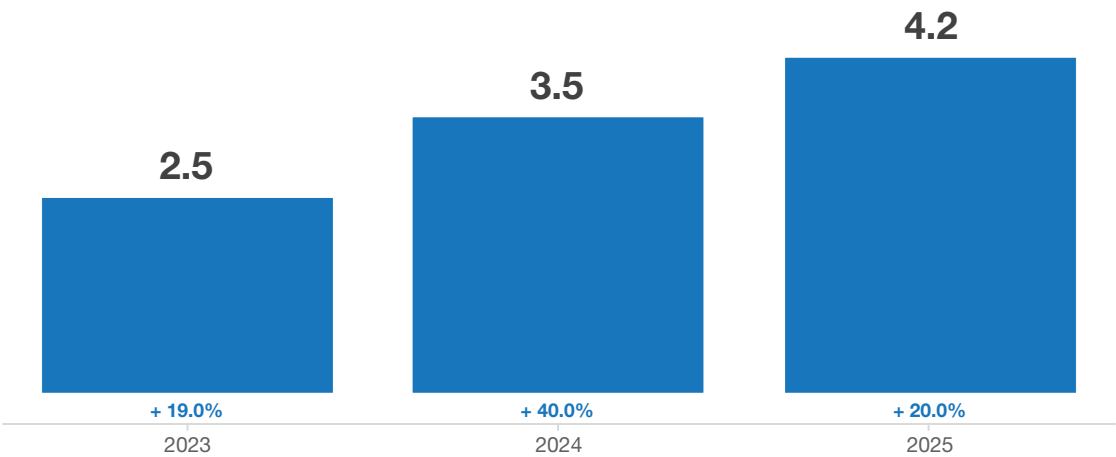
Historical Inventory of Homes for Sale by Month



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.

October



Months Supply		Prior Year	Year-Over-Year Change
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	4.0	3.2	+ 25.0%
Aug-2025	4.0	3.4	+ 17.6%
Sep-2025	4.2	3.5	+ 20.0%
Oct-2025	4.2	3.5	+ 20.0%
12-Month Avg*	3.6	2.8	+ 28.0%

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

Historical Months Supply of Inventory by Month

