

# Monthly Indicators



## November 2025

U.S. sales of existing homes rose 1.2% from the previous month to a seasonally adjusted annual rate of 4.10 million, according to the National Association of REALTORS® (NAR), as buyers took advantage of lower mortgage rates this fall. Sales increased in the Midwest and South, held steady in the Northeast, and edged down in the West. Year-over-year, sales were up 1.7%, with gains in the Northeast, Midwest, and South, while the West posted a decline.

New Listings in the Chattanooga region increased 1.8 percent to 1,019. Pending Sales increased 4.4 percent to 763. Inventory increased 22.6 percent to 3,533.

Median Sales Price increased 0.5 percent from \$338,213 to \$340,000. Days on Market increased 11.4 percent to 49. Months Supply of Inventory increased 24.2 percent to 4.1.

Nationally, inventory dipped 0.7% month-over-month but rose 10.9% year-over-year, totaling 1.52 million units, according to NAR. At the current sales pace, supply stands at 4.4 months, slightly below last month's level but higher than the 4.1 months recorded a year ago. Supported by modest inventory levels, prices continue to rise, with the national median existing-home price increasing 2.1% year-over-year to \$415,200, marking 28 consecutive months of annual gains.

## Monthly Snapshot

- 13.9%	+ 22.6%	+ 0.5%
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.

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# Market Overview

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



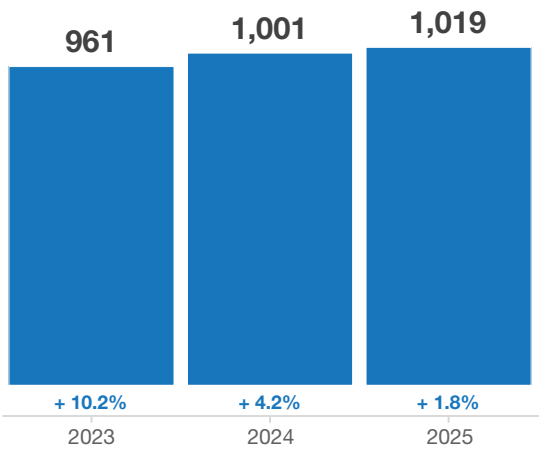
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Key Metrics	Historical Sparkbars	11-2024	11-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		1,001	1,019	+ 1.8%	14,131	14,922	+ 5.6%
Pending Sales		731	763	+ 4.4%	9,745	9,788	+ 0.4%
Closed Sales		786	677	- 13.9%	9,560	9,384	- 1.8%
Days on Market Until Sale		44	49	+ 11.4%	42	49	+ 16.7%
Median Sales Price		\$338,213	\$340,000	+ 0.5%	\$330,000	\$337,694	+ 2.3%
Avg. Sales Price		\$396,754	\$407,815	+ 2.8%	\$390,680	\$401,139	+ 2.7%
Pct. of Orig. Price Received		95.2%	94.8%	- 0.4%	96.3%	95.6%	- 0.7%
Affordability Index		85	89	+ 4.7%	87	90	+ 3.4%
Homes for Sale		2,881	3,533	+ 22.6%	—	—	—
Months Supply of Inventory		3.3	4.1	+ 24.2%	—	—	—

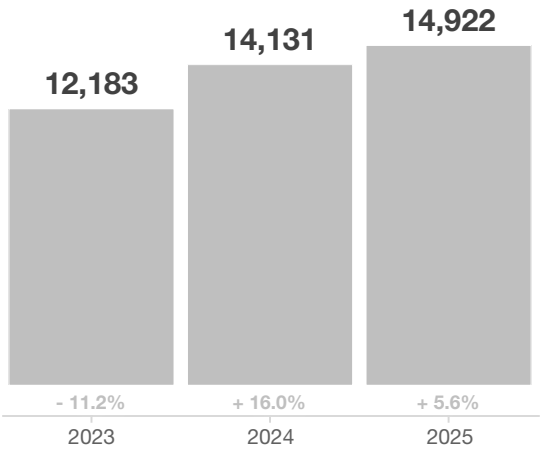
# New Listings

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

## November

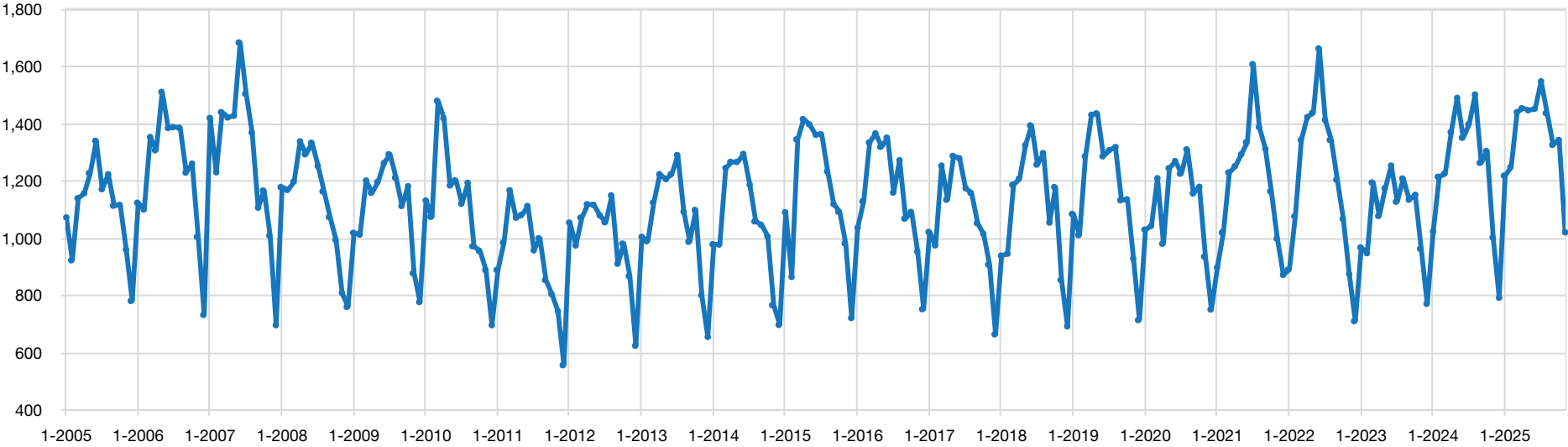


## Year to Date



New Listings	Prior Year	Year-Over-Year Change
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	1,453	1,369 + 6.1%
May-2025	1,446	1,489 - 2.9%
Jun-2025	1,451	1,350 + 7.5%
Jul-2025	1,547	1,397 + 10.7%
Aug-2025	1,436	1,501 - 4.3%
Sep-2025	1,325	1,262 + 5.0%
Oct-2025	1,342	1,303 + 3.0%
Nov-2025	1,019	1,001 + 1.8%
12-Month Avg	1,309	1,242 + 5.4%

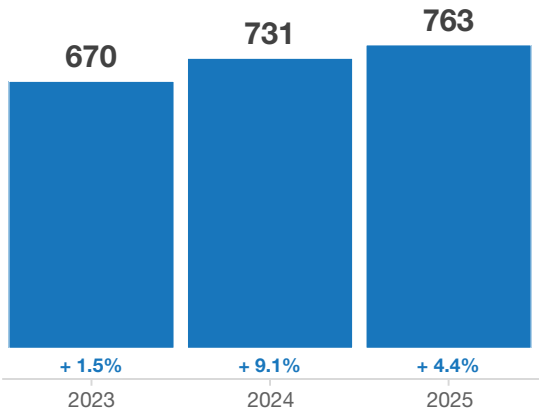
## Historical New Listings by Month



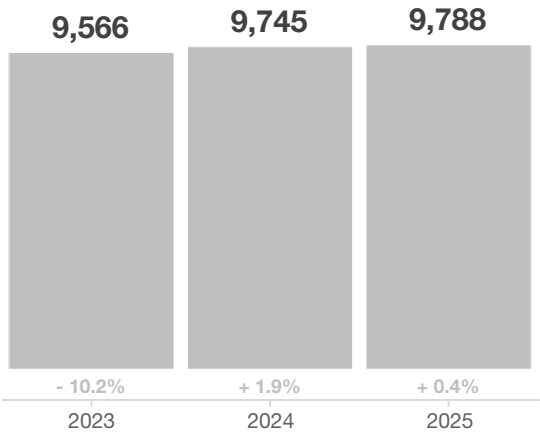
# Pending Sales

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

## November

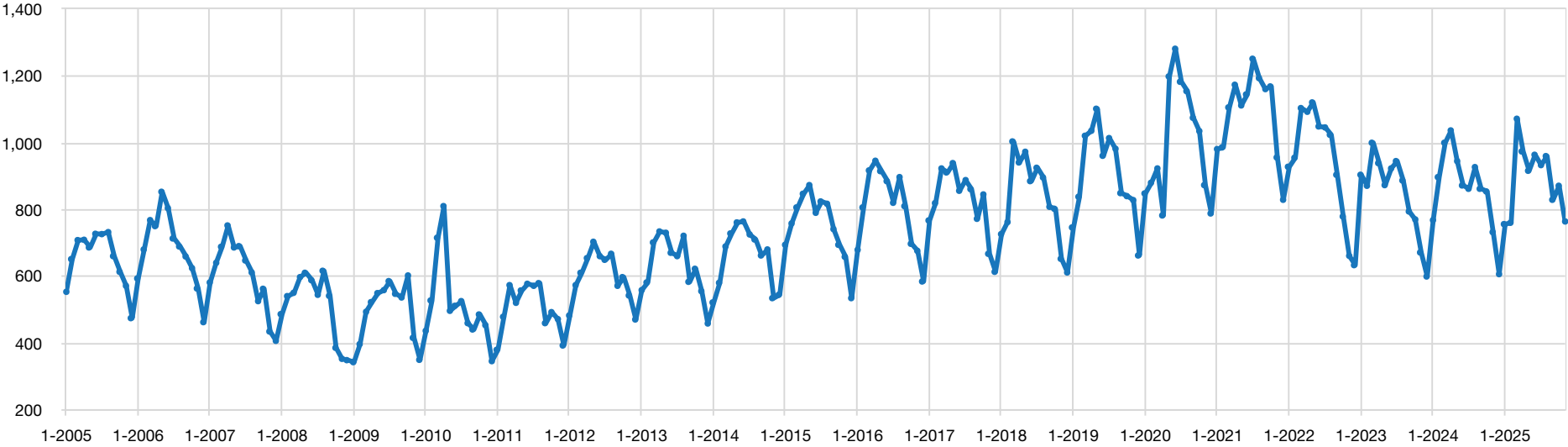


## Year to Date



Pending Sales		Prior Year	Year-Over-Year Change
Dec-2024	605	598	+ 1.2%
Jan-2025	755	767	- 1.6%
Feb-2025	759	896	- 15.3%
Mar-2025	1,071	999	+ 7.2%
Apr-2025	973	1,036	- 6.1%
May-2025	915	944	- 3.1%
Jun-2025	963	871	+ 10.6%
Jul-2025	932	861	+ 8.2%
Aug-2025	959	926	+ 3.6%
Sep-2025	828	861	- 3.8%
Oct-2025	870	853	+ 2.0%
Nov-2025	763	731	+ 4.4%
12-Month Avg	866	862	+ 0.5%

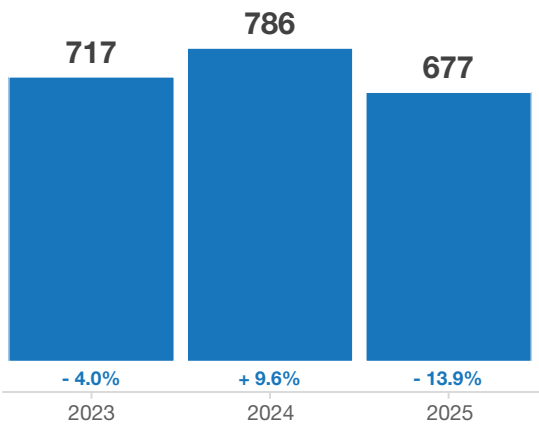
## Historical Pending Sales by Month



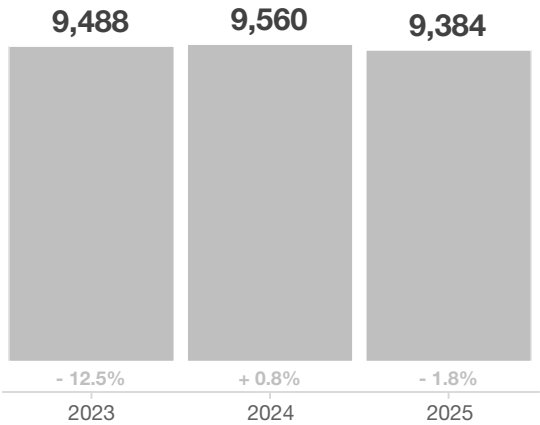
# Closed Sales

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

## November

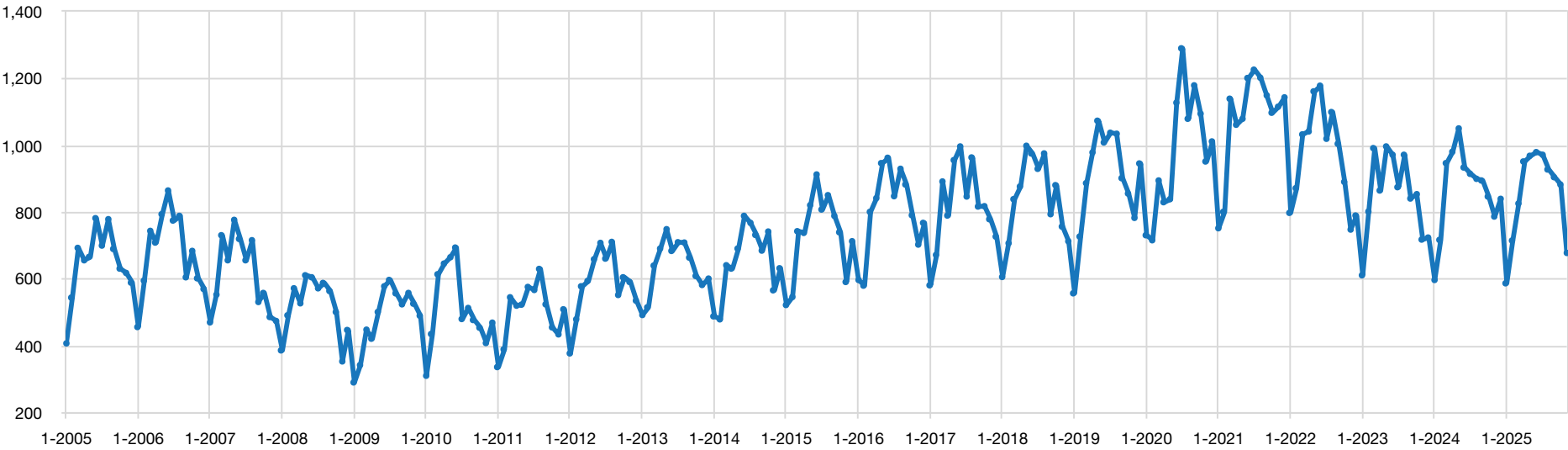


## Year to Date



Closed Sales		Prior Year	Year-Over-Year Change
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	980	- 3.0%
May-2025	968	1,050	- 7.8%
Jun-2025	979	933	+ 4.9%
Jul-2025	971	914	+ 6.2%
Aug-2025	927	899	+ 3.1%
Sep-2025	904	894	+ 1.1%
Oct-2025	882	846	+ 4.3%
Nov-2025	677	786	- 13.9%
12-Month Avg	852	857	- 0.6%

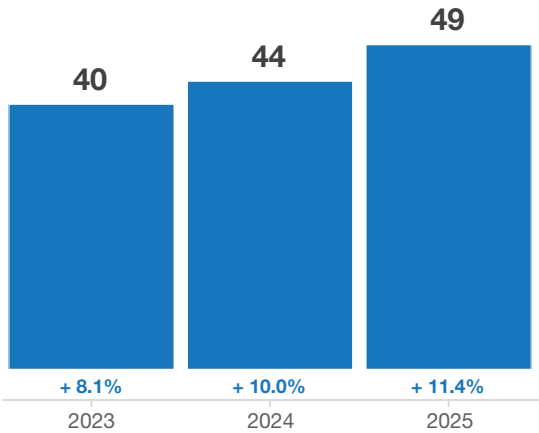
## Historical Closed Sales by Month



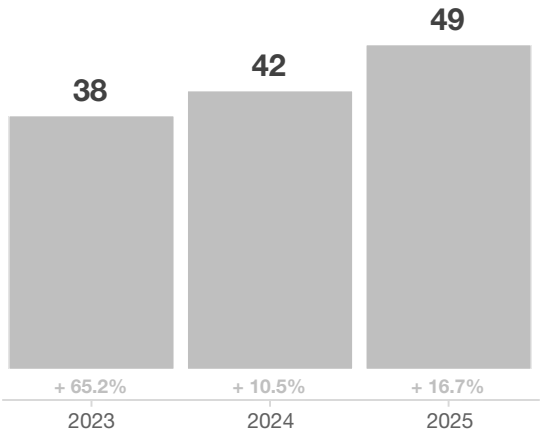
# Days on Market Until Sale

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

## November



## Year to Date



Days on Market		Prior Year	Year-Over-Year Change
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	46	42	+ 9.5%
Oct-2025	49	46	+ 6.5%
Nov-2025	49	44	+ 11.4%
12-Month Avg*	49	42	+ 17.2%

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

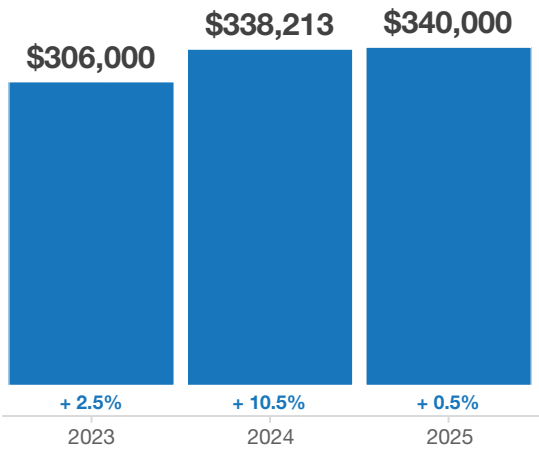
## Historical Days on Market Until Sale by Month



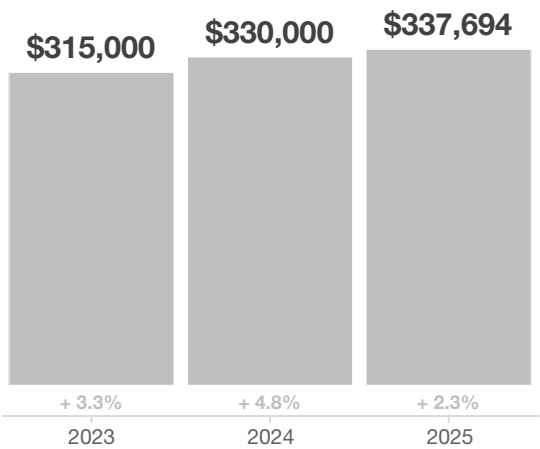
# Median Sales Price

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

## November



## Year to Date



	Median Sales Price	Prior Year	Year-Over-Year Change
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	\$321,399	+ 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%
Nov-2025	\$340,000	\$338,213	+ 0.5%
12-Month Avg*	\$337,450	\$329,000	+ 2.6%

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

## Historical Median Sales Price by Month

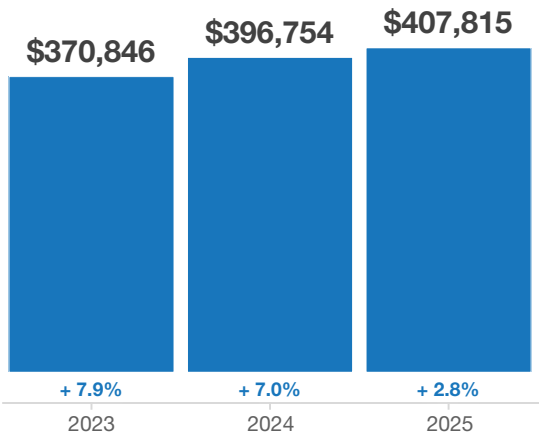


# Average Sales Price

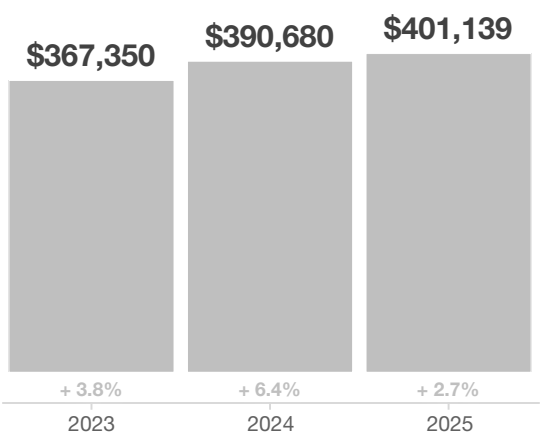
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## November



## Year to Date



Avg. Sales Price	Prior Year	Year-Over-Year Change
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	\$377,407 + 6.4%
May-2025	\$413,806	\$408,514 + 1.3%
Jun-2025	\$410,231	\$399,798 + 2.6%
Jul-2025	\$410,855	\$409,211 + 0.4%
Aug-2025	\$410,548	\$398,676 + 3.0%
Sep-2025	\$399,416	\$381,096 + 4.8%
Oct-2025	\$394,127	\$415,250 - 5.1%
Nov-2025	\$407,815	\$396,754 + 2.8%
12-Month Avg*	\$399,523	\$389,031 + 2.7%

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

## Historical Average Sales Price by Month

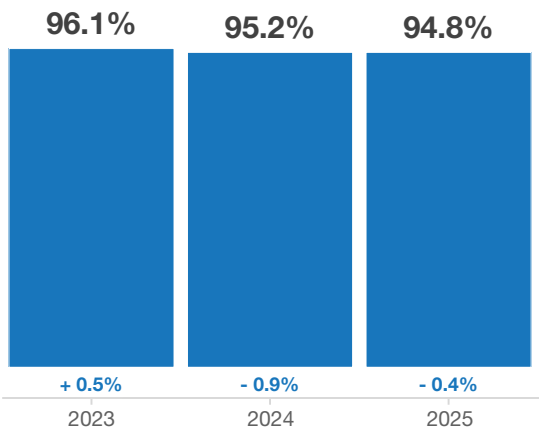




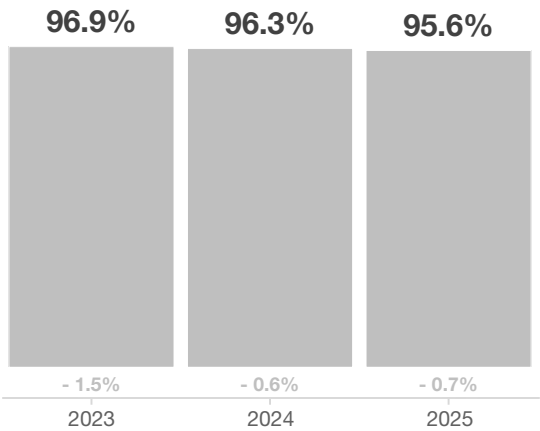
# Percent of Original List Price Received

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.

## November



## Year to Date



	Pct. of Orig. Price Received	Prior Year	Year-Over-Year Change
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%
Sep-2025	95.0%	95.4%	- 0.4%
Oct-2025	95.4%	95.5%	- 0.1%
Nov-2025	94.8%	95.2%	- 0.4%
12-Month Avg*	95.5%	96.2%	- 0.8%

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

## Historical Percent of Original List Price Received by Month

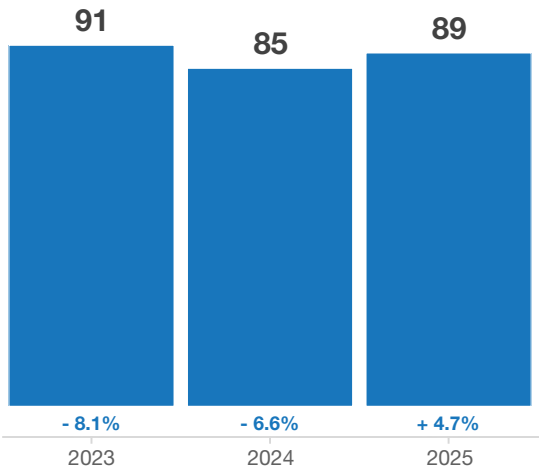


# Housing Affordability Index

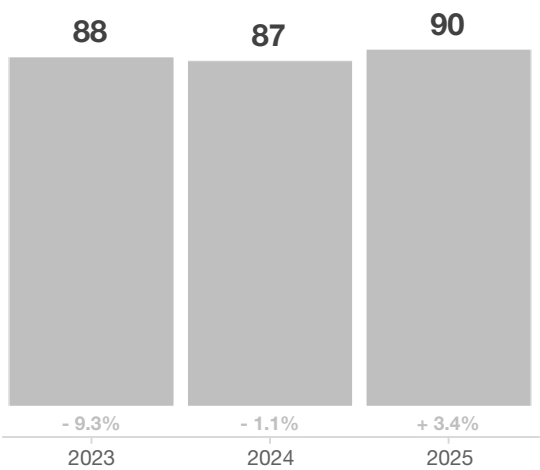
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## November

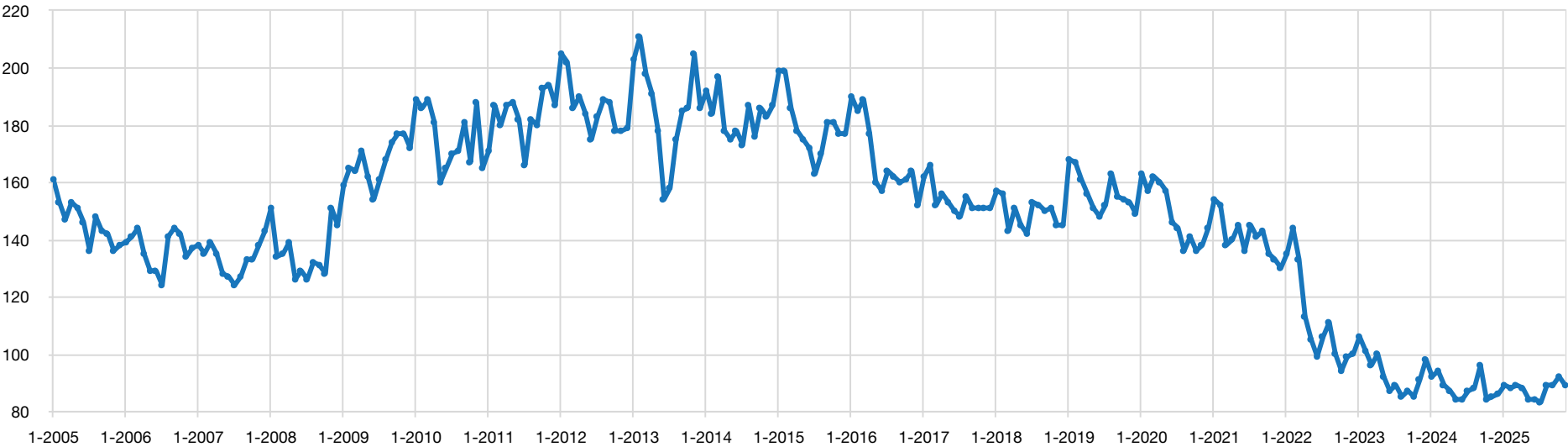


## Year to Date



Affordability Index		Prior Year	Year-Over-Year Change
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%
Nov-2025	89	85	+ 4.7%
12-Month Avg	88	89	- 1.1%

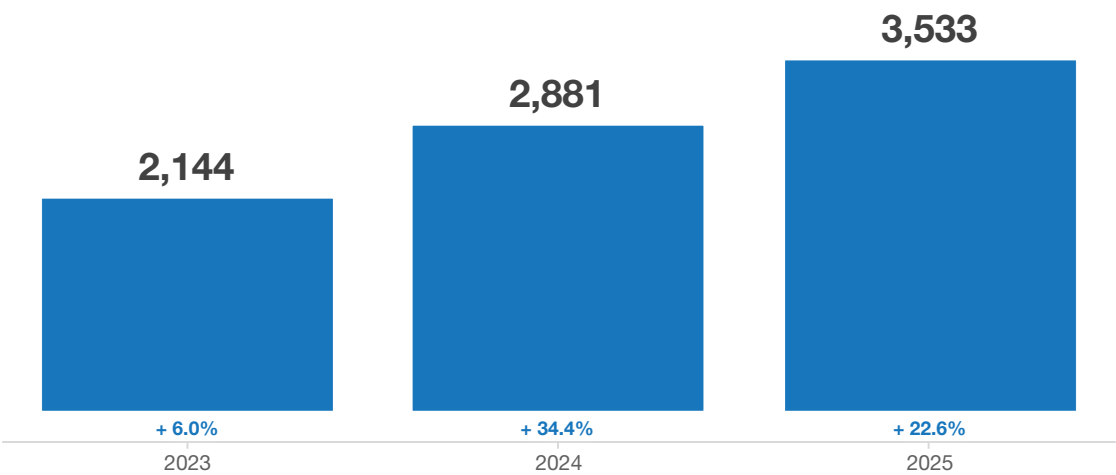
## Historical Housing Affordability Index by Month



# Inventory of Homes for Sale

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

## November



Homes for Sale	Prior Year	Year-Over-Year Change
Dec-2024	2,628	2,028 + 29.6%
Jan-2025	2,728	2,031 + 34.3%
Feb-2025	2,871	2,081 + 38.0%
Mar-2025	2,881	2,041 + 41.2%
Apr-2025	2,999	2,114 + 41.9%
May-2025	3,131	2,384 + 31.3%
Jun-2025	3,226	2,524 + 27.8%
Jul-2025	3,403	2,702 + 25.9%
Aug-2025	3,485	2,895 + 20.4%
Sep-2025	3,580	2,942 + 21.7%
Oct-2025	3,657	2,978 + 22.8%
Nov-2025	3,533	2,881 + 22.6%
12-Month Avg	3,177	2,467 + 28.8%

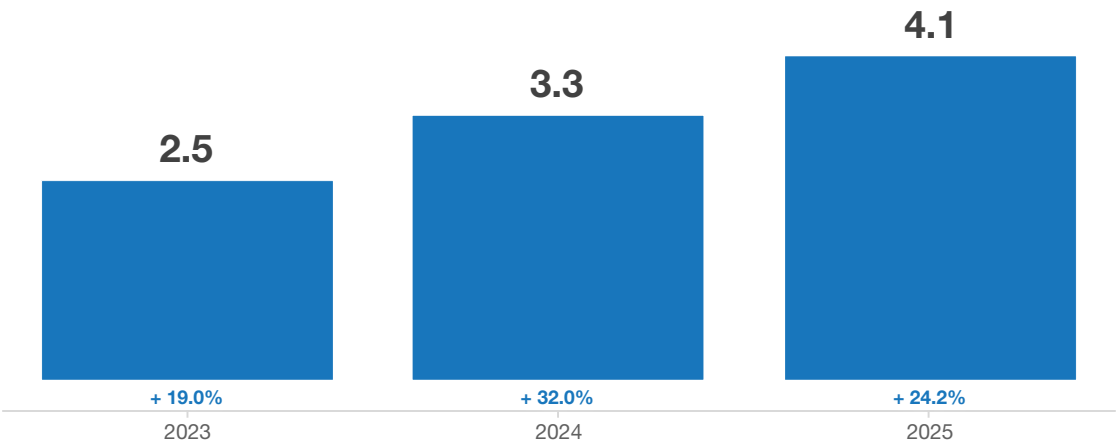
## Historical Inventory of Homes for Sale by Month



# 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.

## November



Months Supply		Prior Year	Year-Over-Year Change	
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%	
Sep-2025	4.2	3.5	+ 20.0%	
Oct-2025	4.2	3.5	+ 20.0%	
Nov-2025	4.1	3.3	+ 24.2%	
12-Month Avg*		3.7	2.9	+ 27.0%

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

## Historical Months Supply of Inventory by Month

