

# Monthly Indicators



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## December 2025

U.S. existing home sales ticked up 0.5% from the previous month to a seasonally adjusted annual rate of 4.13 million, marking the third consecutive monthly increase, according to the National Association of REALTORS® (NAR). However, sales were down 1.0% from the same period last year. Regionally, sales rose month-over-month in the Northeast and South, were unchanged in the West, and declined in the Midwest. On a year-over-year basis, sales were flat in the Northeast and South and fell in both the Midwest and West.

New Listings in the Chattanooga region increased 11.6 percent to 882. Pending Sales increased 4.1 percent to 629. Inventory increased 21.7 percent to 3,198.

Median Sales Price increased 7.2 percent from \$335,000 to \$359,000. Days on Market increased 16.0 percent to 58. Months Supply of Inventory increased 23.3 percent to 3.7.

The national median existing-home price continued to climb, rising 1.2% from a year ago to \$409,200, according to NAR. This year-over-year increase—the 29th consecutive monthly gain—reflects ongoing tightness in housing supply. At the end of November, there were 1.43 million units for sale, down 5.9% from the previous month but up 7.5% from the same time last year, representing a 4.2-month supply at the current sales pace.

## Monthly Snapshot

<b>- 0.1%</b>	<b>+ 21.7%</b>	<b>+ 7.2%</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.

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# Market Overview

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

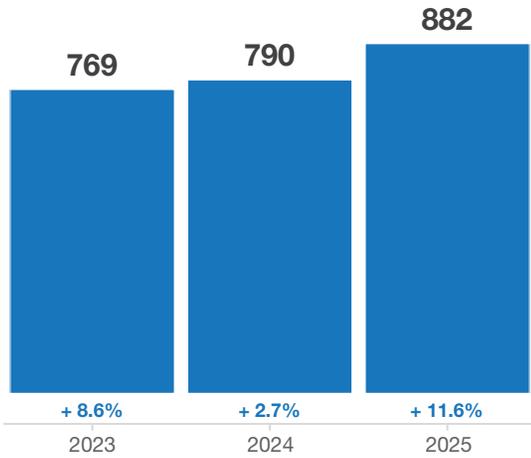


Key Metrics	Historical Sparkbars	12-2024	12-2025	% Change	YTD 2024	YTD 2025	% Change
<b>New Listings</b>		790	<b>882</b>	+ 11.6%	14,921	<b>15,802</b>	+ 5.9%
<b>Pending Sales</b>		604	<b>629</b>	+ 4.1%	10,349	<b>10,406</b>	+ 0.6%
<b>Closed Sales</b>		839	<b>838</b>	- 0.1%	10,399	<b>10,256</b>	- 1.4%
<b>Days on Market Until Sale</b>		50	<b>58</b>	+ 16.0%	43	<b>50</b>	+ 16.3%
<b>Median Sales Price</b>		\$335,000	<b>\$359,000</b>	+ 7.2%	\$330,000	<b>\$339,500</b>	+ 2.9%
<b>Avg. Sales Price</b>		\$381,469	<b>\$431,317</b>	+ 13.1%	\$389,937	<b>\$403,454</b>	+ 3.5%
<b>Pct. of Orig. Price Received</b>		94.9%	<b>94.2%</b>	- 0.7%	96.2%	<b>95.4%</b>	- 0.8%
<b>Affordability Index</b>		86	<b>85</b>	- 1.2%	87	<b>90</b>	+ 3.4%
<b>Homes for Sale</b>		2,628	<b>3,198</b>	+ 21.7%	—	—	—
<b>Months Supply of Inventory</b>		3.0	<b>3.7</b>	+ 23.3%	—	—	—

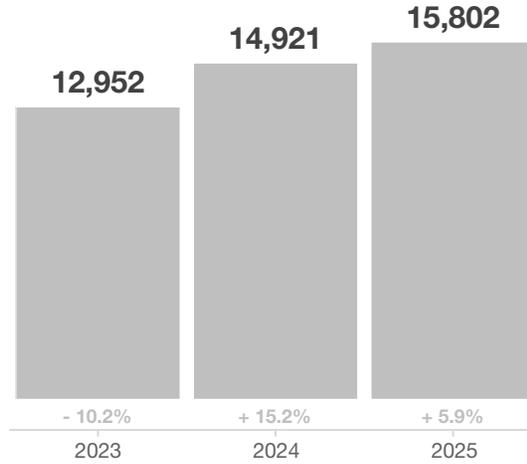
# New Listings

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

## December

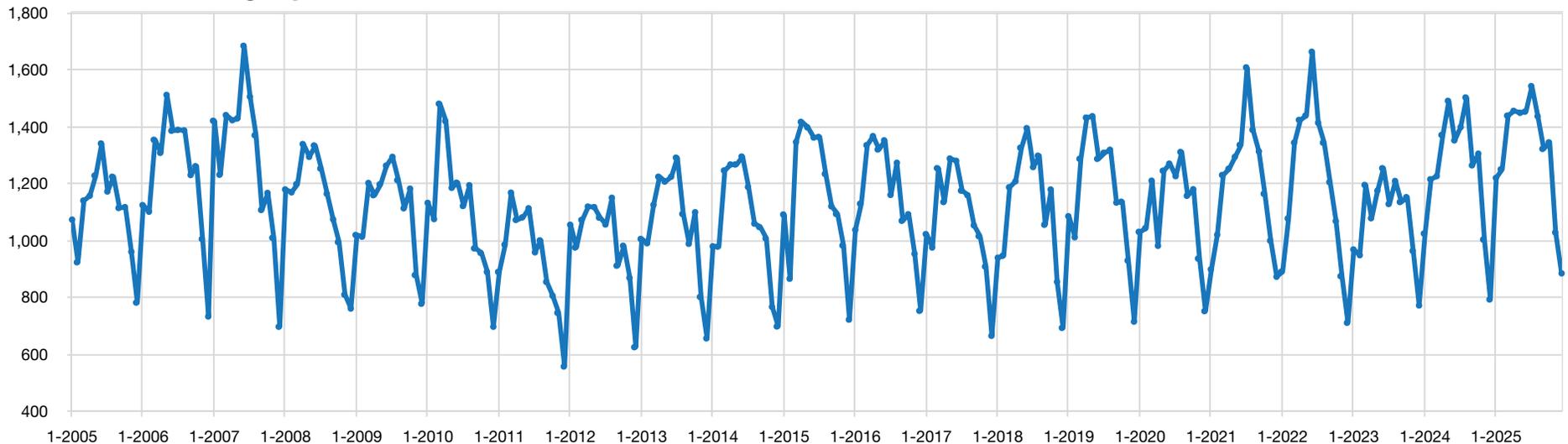


## Year to Date



	New Listings	Prior Year	Year-Over-Year Change
Jan-2025	1,218	1,022	+ 19.2%
Feb-2025	1,248	1,213	+ 2.9%
Mar-2025	1,437	1,224	+ 17.4%
Apr-2025	1,454	1,369	+ 6.2%
May-2025	1,447	1,489	- 2.8%
Jun-2025	1,451	1,350	+ 7.5%
Jul-2025	1,541	1,397	+ 10.3%
Aug-2025	1,435	1,501	- 4.4%
Sep-2025	1,320	1,262	+ 4.6%
Oct-2025	1,343	1,303	+ 3.1%
Nov-2025	1,026	1,001	+ 2.5%
<b>Dec-2025</b>	<b>882</b>	<b>790</b>	<b>+ 11.6%</b>
12-Month Avg	1,317	1,243	+ 6.0%

## Historical New Listings by Month

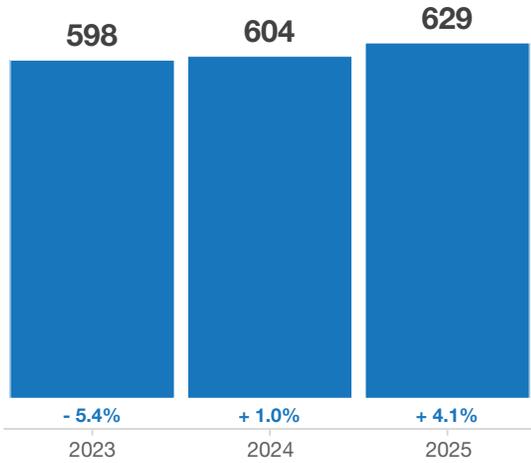


# Pending Sales

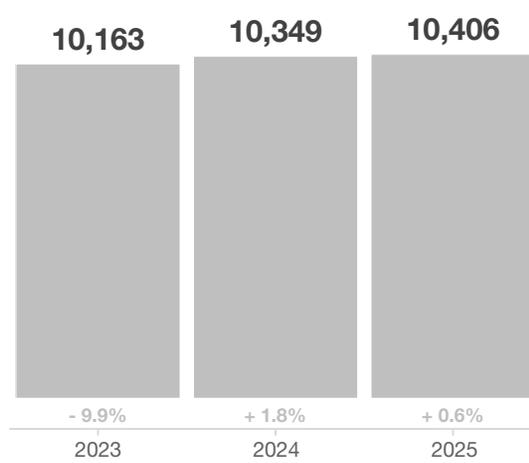
A count of the properties on which offers have been accepted in a given month.



## December

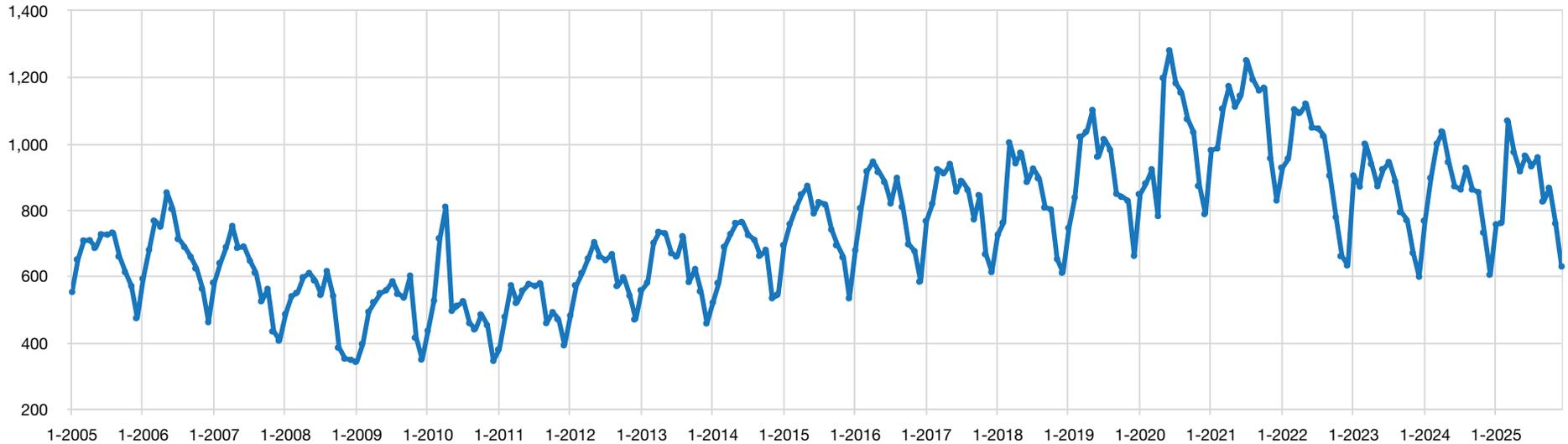


## Year to Date



	Pending Sales	Prior Year	Year-Over-Year Change
Jan-2025	756	767	-1.4%
Feb-2025	760	896	-15.2%
Mar-2025	1,069	999	+7.0%
Apr-2025	974	1,036	-6.0%
May-2025	916	944	-3.0%
Jun-2025	963	871	+10.6%
Jul-2025	931	861	+8.1%
Aug-2025	958	926	+3.5%
Sep-2025	825	861	-4.2%
Oct-2025	866	853	+1.5%
Nov-2025	759	731	+3.8%
<b>Dec-2025</b>	<b>629</b>	<b>604</b>	<b>+4.1%</b>
12-Month Avg	867	862	+0.6%

## Historical Pending Sales by Month

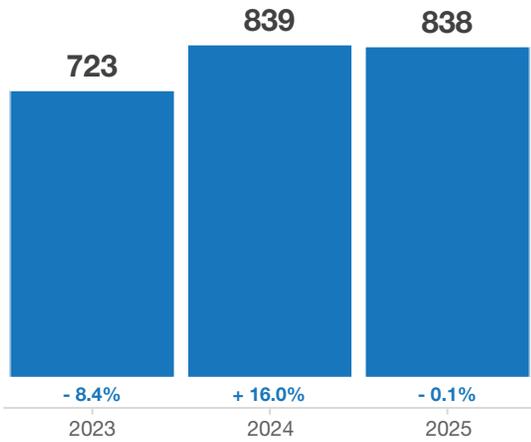


# Closed Sales

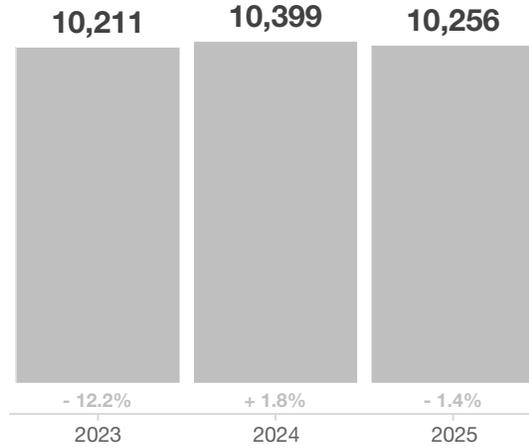
A count of the actual sales that closed in a given month.



## December

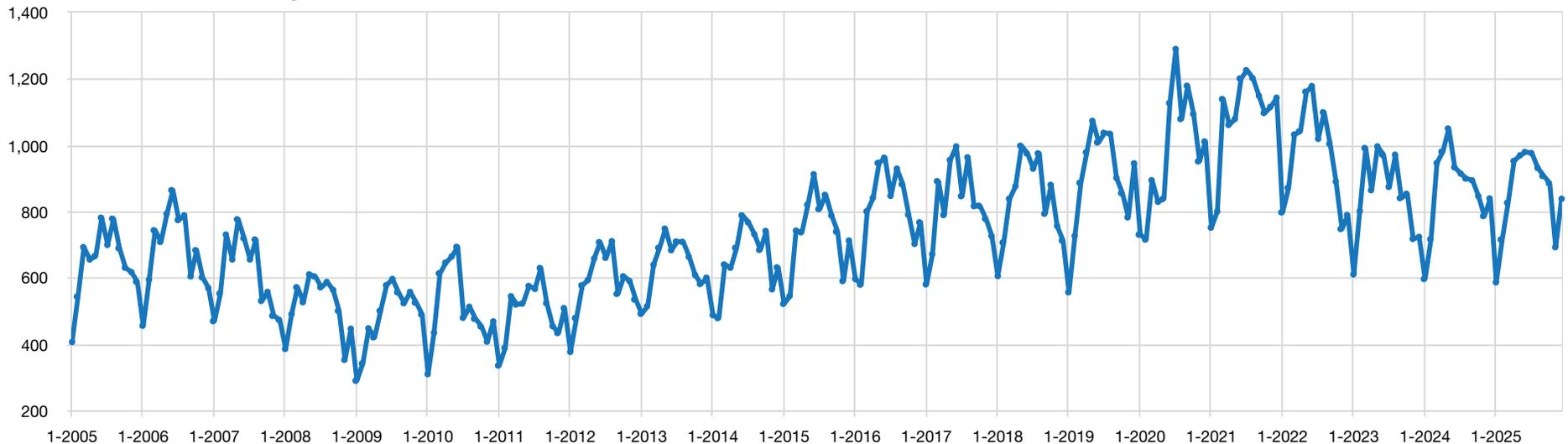


## Year to Date



	Closed Sales	Prior Year	Year-Over-Year Change
Jan-2025	586	596	- 1.7%
Feb-2025	715	716	- 0.1%
Mar-2025	826	946	- 12.7%
Apr-2025	952	980	- 2.9%
May-2025	969	1,050	- 7.7%
Jun-2025	979	933	+ 4.9%
Jul-2025	976	914	+ 6.8%
Aug-2025	931	899	+ 3.6%
Sep-2025	907	894	+ 1.5%
Oct-2025	885	846	+ 4.6%
Nov-2025	692	786	- 12.0%
<b>Dec-2025</b>	<b>838</b>	<b>839</b>	<b>- 0.1%</b>
12-Month Avg	855	867	- 1.4%

## Historical Closed Sales by Month

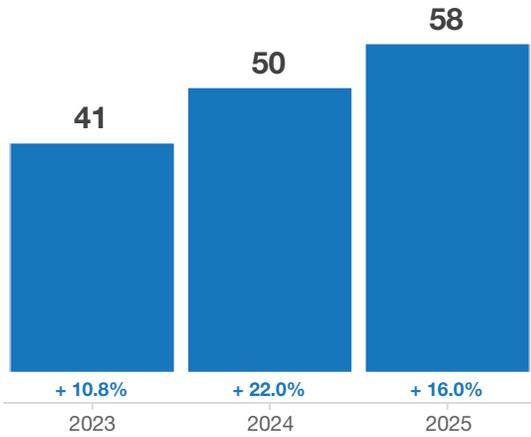


# Days on Market Until Sale

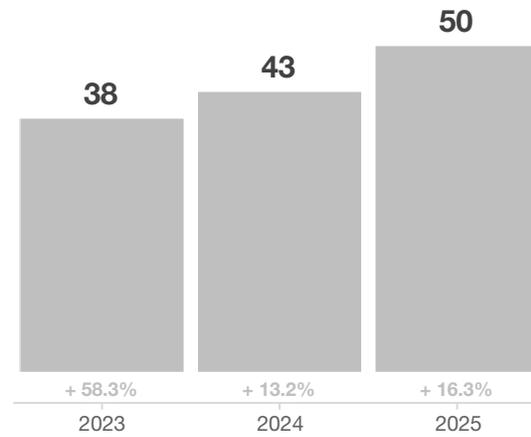
Average number of days between when a property is listed and when an offer is accepted in a given month.



## December



## Year to Date



Days on Market	Prior Year	Year-Over-Year Change
Jan-2025	45	+ 24.4%
Feb-2025	47	+ 21.3%
Mar-2025	51	- 2.0%
Apr-2025	42	+ 9.5%
May-2025	34	+ 29.4%
Jun-2025	39	+ 28.2%
Jul-2025	39	+ 25.6%
Aug-2025	38	+ 21.1%
Sep-2025	42	+ 9.5%
Oct-2025	46	+ 6.5%
Nov-2025	44	+ 11.4%
<b>Dec-2025</b>	<b>50</b>	<b>+ 16.0%</b>
12-Month Avg*	50	+ 16.5%

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

## Historical Days on Market Until Sale by Month

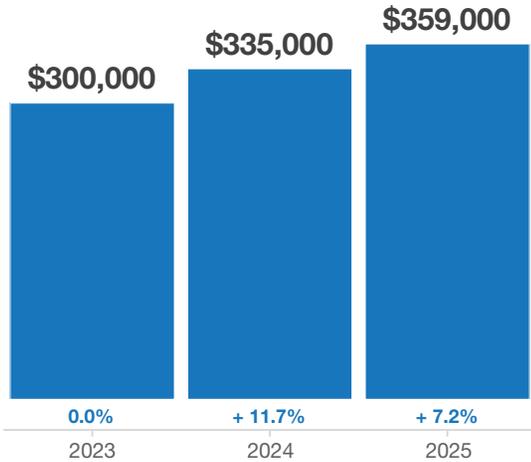


# Median Sales Price

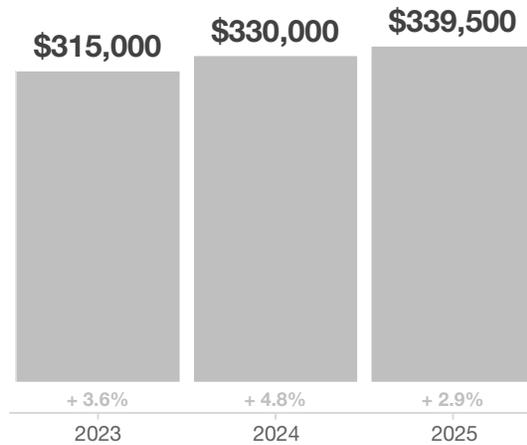
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## December



## Year to Date



	Median Sales Price	Prior Year	Year-Over-Year Change
Jan-2025	\$325,000	\$319,950	+ 1.6%
Feb-2025	\$330,000	\$305,000	+ 8.2%
Mar-2025	\$332,000	\$325,000	+ 2.2%
Apr-2025	\$330,000	\$321,399	+ 2.7%
May-2025	\$342,000	\$340,737	+ 0.4%
Jun-2025	\$345,000	\$346,250	- 0.4%
Jul-2025	\$349,900	\$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	\$339,000	\$338,213	+ 0.2%
<b>Dec-2025</b>	<b>\$359,000</b>	<b>\$335,000</b>	<b>+ 7.2%</b>
12-Month Avg*	\$339,500	\$330,000	+ 2.9%

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

## Historical Median Sales Price by Month

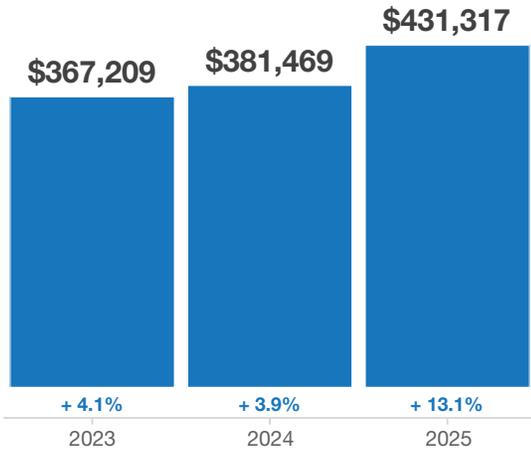


# Average Sales Price

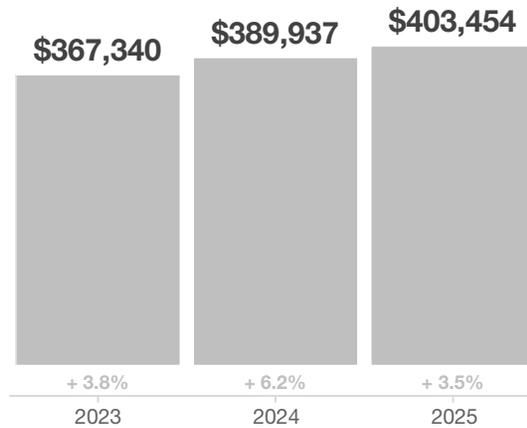
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## December



## Year to Date



	Avg. Sales Price	Prior Year	Year-Over-Year Change
Jan-2025	\$387,004	\$371,733	+ 4.1%
Feb-2025	\$384,372	\$353,952	+ 8.6%
Mar-2025	\$381,837	\$371,970	+ 2.7%
Apr-2025	\$401,316	\$377,407	+ 6.3%
May-2025	\$413,704	\$408,514	+ 1.3%
Jun-2025	\$410,231	\$399,798	+ 2.6%
Jul-2025	\$410,846	\$409,211	+ 0.4%
Aug-2025	\$410,381	\$398,676	+ 2.9%
Sep-2025	\$399,347	\$381,096	+ 4.8%
Oct-2025	\$393,852	\$415,250	- 5.2%
Nov-2025	\$406,127	\$396,754	+ 2.4%
<b>Dec-2025</b>	<b>\$431,317</b>	<b>\$381,469</b>	<b>+ 13.1%</b>
12-Month Avg*	\$403,454	\$389,937	+ 3.5%

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

## Historical Average Sales Price by Month

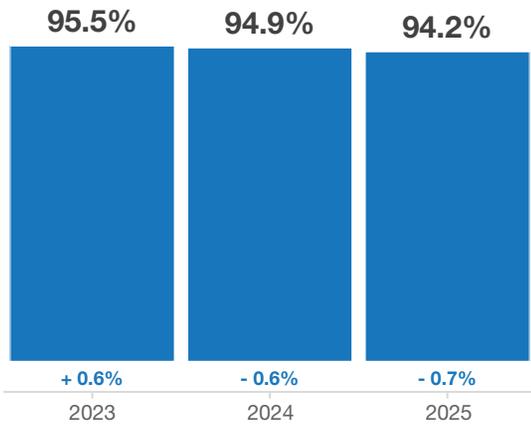


# Percent of Original List Price Received

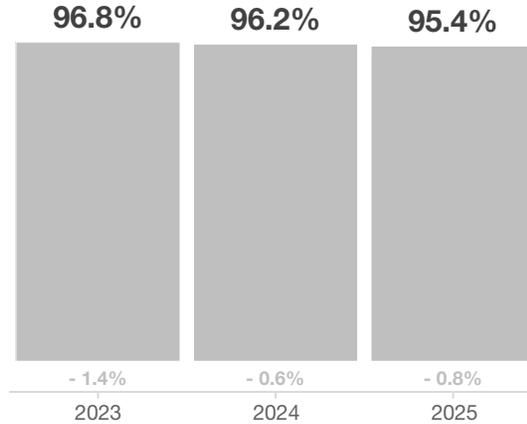
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## December



## Year to Date



	Pct. of Orig. Price Received	Prior Year	Year-Over-Year Change
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%
<b>Dec-2025</b>	<b>94.2%</b>	<b>94.9%</b>	<b>- 0.7%</b>
12-Month Avg*	95.4%	96.2%	- 0.8%

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

## Historical Percent of Original List Price Received by Month

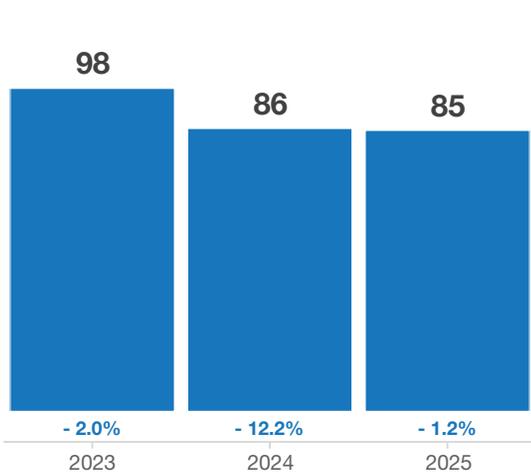


# Housing Affordability Index

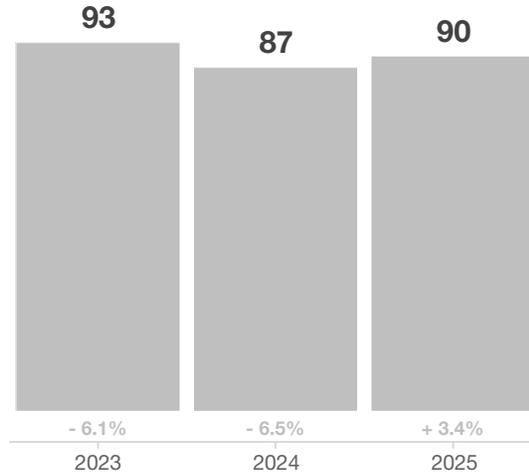
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## December

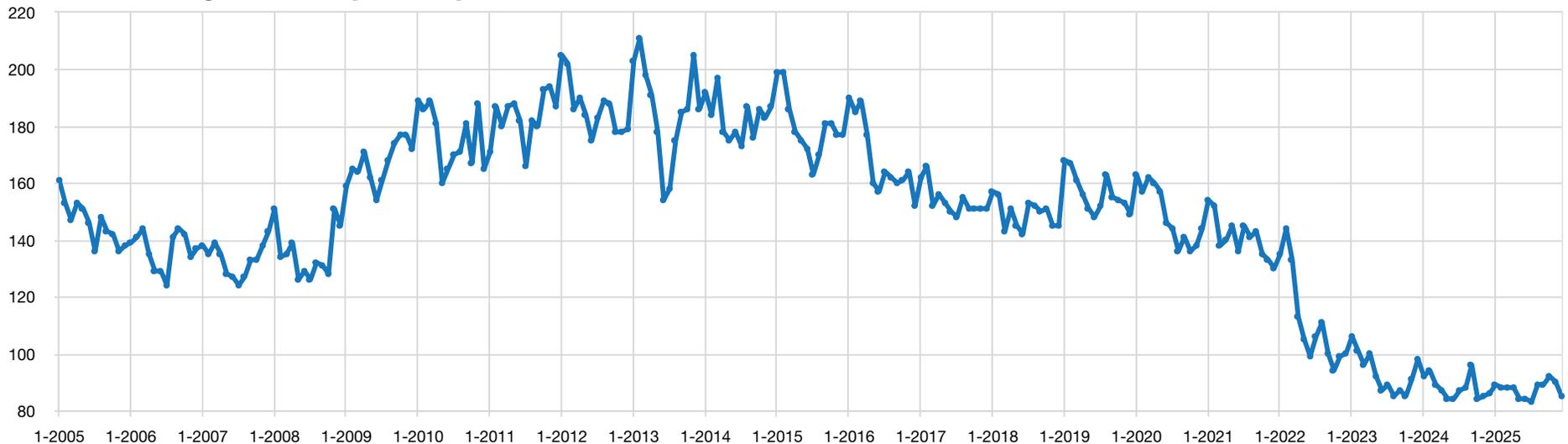


## Year to Date



	Affordability Index	Prior Year	Year-Over-Year Change
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%
Sep-2025	89	96	-7.3%
Oct-2025	92	84	+9.5%
Nov-2025	90	85	+5.9%
<b>Dec-2025</b>	<b>85</b>	<b>86</b>	<b>-1.2%</b>
12-Month Avg	87	88	-1.1%

## Historical Housing Affordability Index by Month

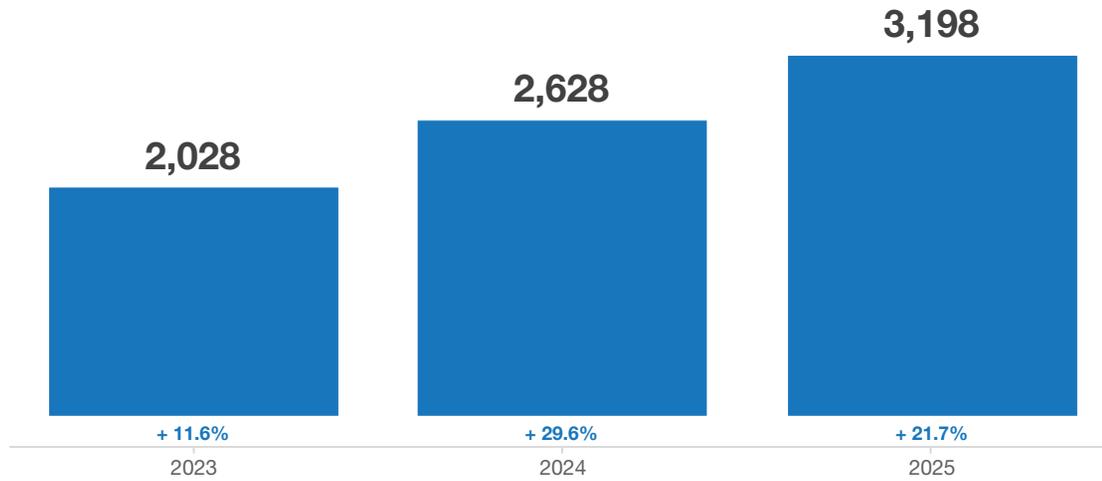


# Inventory of Homes for Sale

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



## December



	Homes for Sale	Prior Year	Year-Over-Year Change
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	3,129	2,384	+ 31.3%
Jun-2025	3,222	2,524	+ 27.7%
Jul-2025	3,386	2,702	+ 25.3%
Aug-2025	3,456	2,895	+ 19.4%
Sep-2025	3,534	2,942	+ 20.1%
Oct-2025	3,610	2,978	+ 21.2%
Nov-2025	3,492	2,881	+ 21.2%
<b>Dec-2025</b>	<b>3,198</b>	<b>2,628</b>	<b>+ 21.7%</b>
12-Month Avg	3,209	2,517	+ 27.5%

## Historical Inventory of Homes for Sale by Month

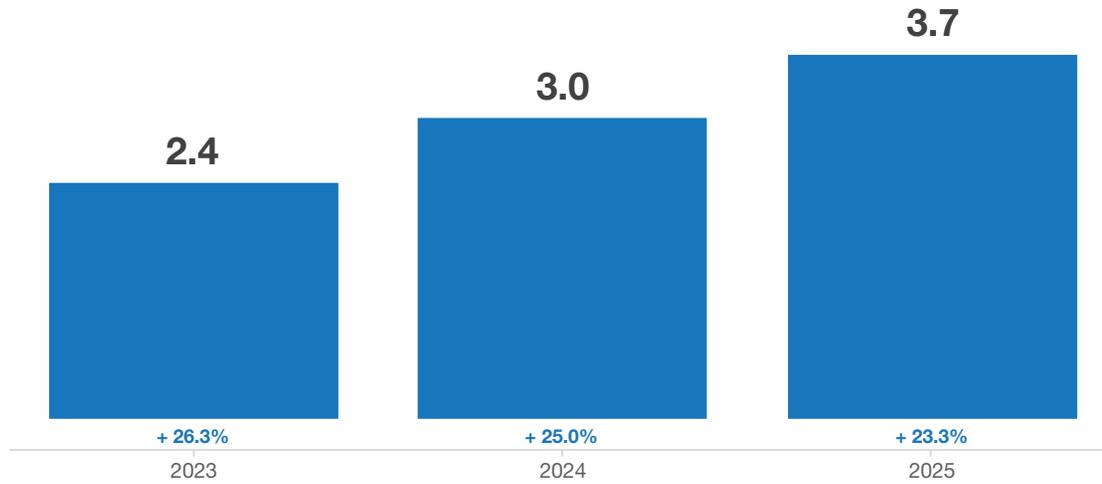


# Months Supply of Inventory

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.



## December



Months Supply	Prior Year	Year-Over-Year Change
Jan-2025	3.2	+ 33.3%
Feb-2025	3.4	+ 36.0%
Mar-2025	3.4	+ 41.7%
Apr-2025	3.5	+ 40.0%
May-2025	3.7	+ 32.1%
Jun-2025	3.8	+ 26.7%
Jul-2025	3.9	+ 21.9%
Aug-2025	4.0	+ 17.6%
Sep-2025	4.1	+ 17.1%
Oct-2025	4.2	+ 20.0%
Nov-2025	4.0	+ 21.2%
<b>Dec-2025</b>	<b>3.7</b>	<b>+ 23.3%</b>
12-Month Avg*	3.7	+ 25.9%

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

## Historical Months Supply of Inventory by Month

