

Monthly Indicators



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REALTORS®

January 2026

U.S. existing-home sales climbed 5.1% month-over-month and 1.4% year-over-year to a seasonally adjusted annual rate of 4.35 million units, the strongest pace in nearly three years, according to the National Association of REALTORS® (NAR). Lower mortgage rates and slower home price growth helped spur buyer activity, and sales increased month-over-month in every region. On an annual basis, sales rose in the South, held steady in the West and Midwest, and declined in the Northeast.

New Listings in the Chattanooga region increased 15.5 percent to 1,407. Pending Sales increased 8.9 percent to 823. Inventory increased 21.6 percent to 3,317.

Median Sales Price increased 1.5 percent from \$325,000 to \$330,000. Days on Market increased 12.5 percent to 63. Months Supply of Inventory increased 18.8 percent to 3.8.

Nationally, there were 1.18 million homes for sale heading into January, an 18.1% decline from the previous month but 3.5% higher compared to the same period last year, representing a 3.3-month supply at the current sales pace, according to NAR. Meanwhile, the median existing-home price rose 0.4% from a year ago to \$405,400, reflecting a continued moderation in national price growth.

Monthly Snapshot

- 1.9%

One-Year Change in
Closed Sales
All Properties

+ 21.6%

One-Year Change in
Homes for Sale
All Properties

+ 1.5%

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.



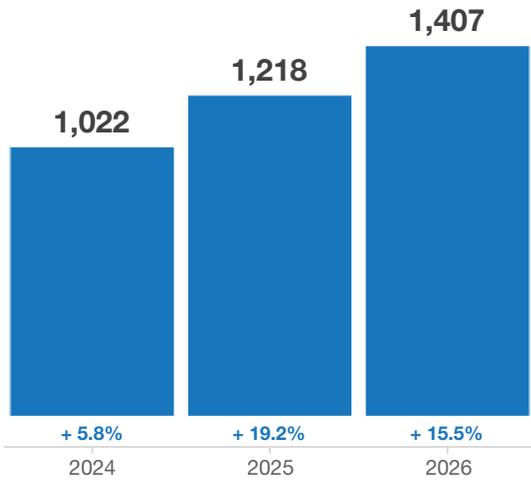
Key Metrics	Historical Sparkbars	1-2025	1-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		1,218	1,407	+ 15.5%	1,218	1,407	+ 15.5%
Pending Sales		756	823	+ 8.9%	756	823	+ 8.9%
Closed Sales		586	575	- 1.9%	586	575	- 1.9%
Days on Market Until Sale		56	63	+ 12.5%	56	63	+ 12.5%
Median Sales Price		\$325,000	\$330,000	+ 1.5%	\$325,000	\$330,000	+ 1.5%
Avg. Sales Price		\$387,004	\$387,562	+ 0.1%	\$387,004	\$387,562	+ 0.1%
Pct. of Orig. Price Received		94.2%	93.9%	- 0.3%	94.2%	93.9%	- 0.3%
Affordability Index		93	98	+ 5.4%	93	98	+ 5.4%
Homes for Sale		2,728	3,317	+ 21.6%	—	—	—
Months Supply of Inventory		3.2	3.8	+ 18.8%	—	—	—

New Listings

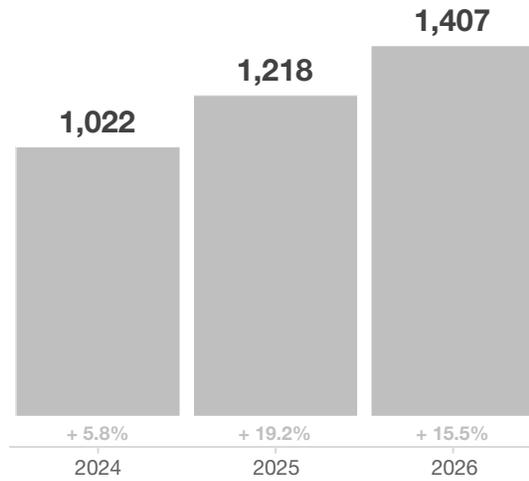
A count of the properties that have been newly listed on the market in a given month.



January

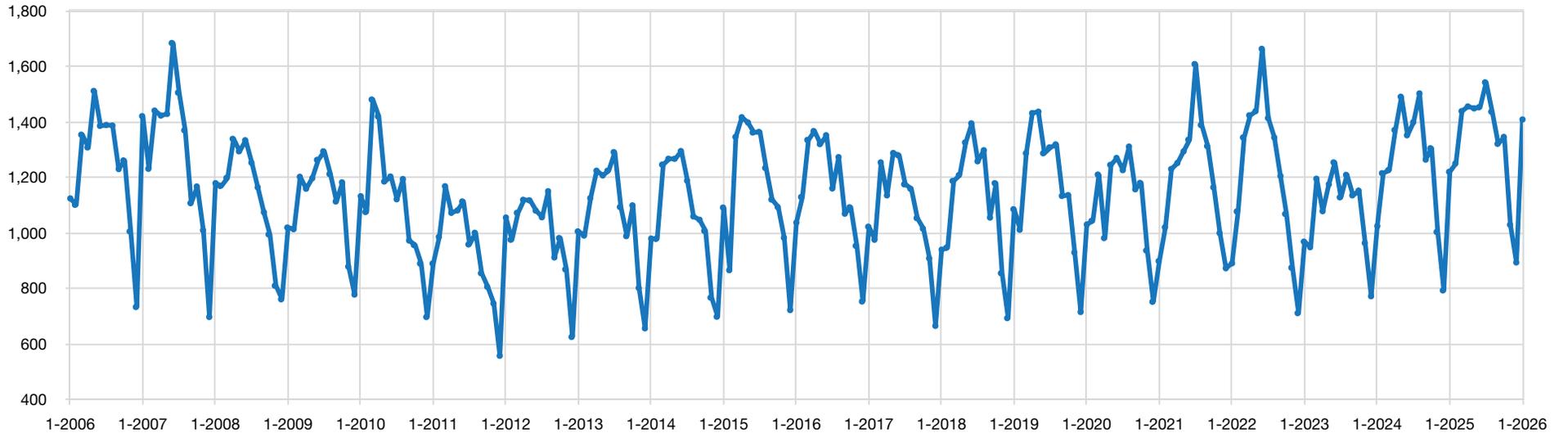


Year to Date



	New Listings	Prior Year	Year-Over-Year Change
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	1,319	1,262	+ 4.5%
Oct-2025	1,344	1,303	+ 3.1%
Nov-2025	1,027	1,001	+ 2.6%
Dec-2025	891	790	+ 12.8%
Jan-2026	1,407	1,218	+ 15.5%
12-Month Avg	1,333	1,260	+ 5.8%

Historical New Listings by Month

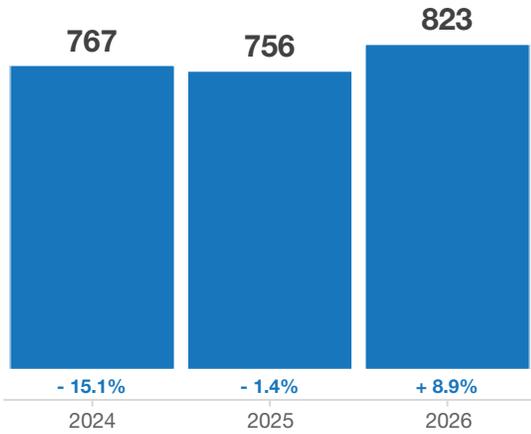


Pending Sales

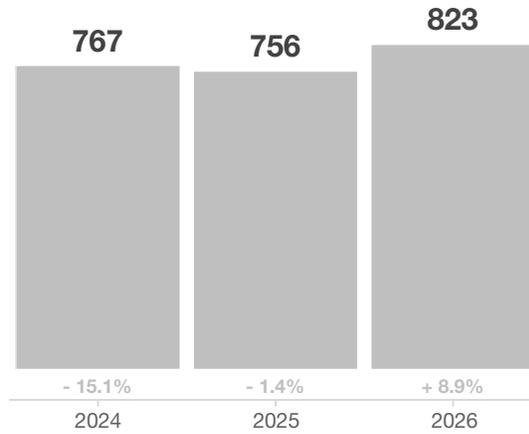
A count of the properties on which offers have been accepted in a given month.



January

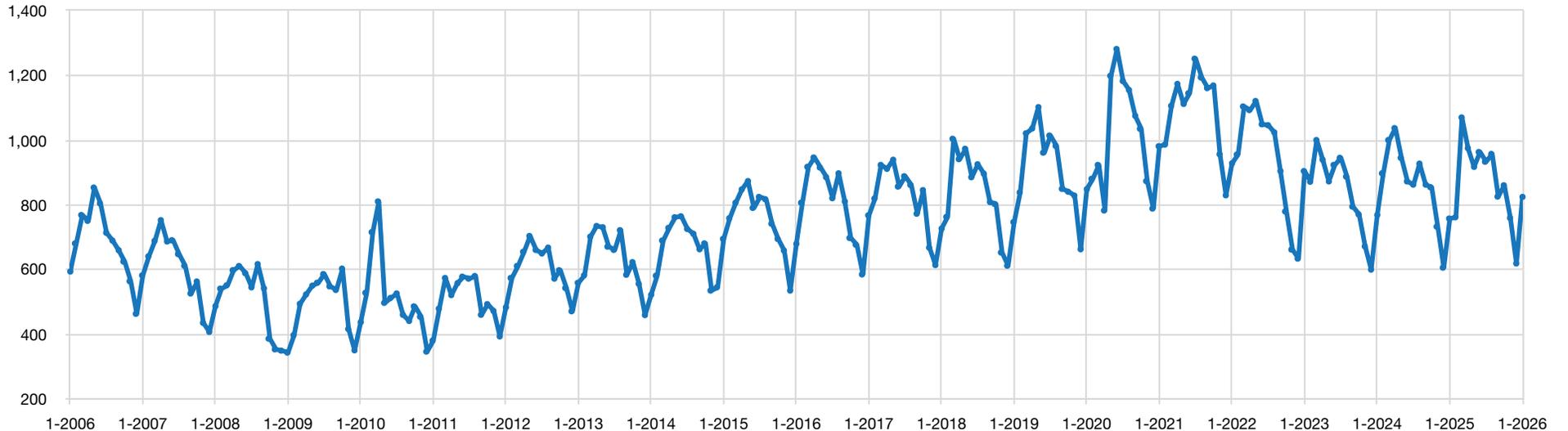


Year to Date



	Pending Sales	Prior Year	Year-Over-Year Change
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	962	871	+ 10.4%
Jul-2025	932	861	+ 8.2%
Aug-2025	956	926	+ 3.2%
Sep-2025	824	861	- 4.3%
Oct-2025	859	853	+ 0.7%
Nov-2025	758	731	+ 3.7%
Dec-2025	617	604	+ 2.2%
Jan-2026	823	756	+ 8.9%
12-Month Avg	871	862	+ 1.0%

Historical Pending Sales by Month

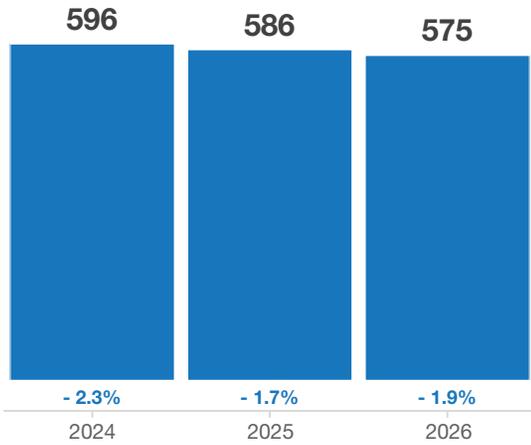


Closed Sales

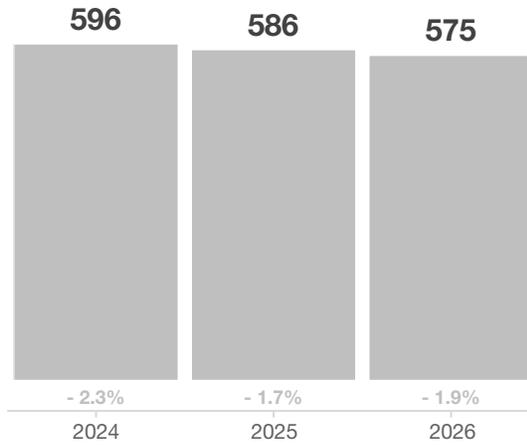
A count of the actual sales that closed in a given month.



January

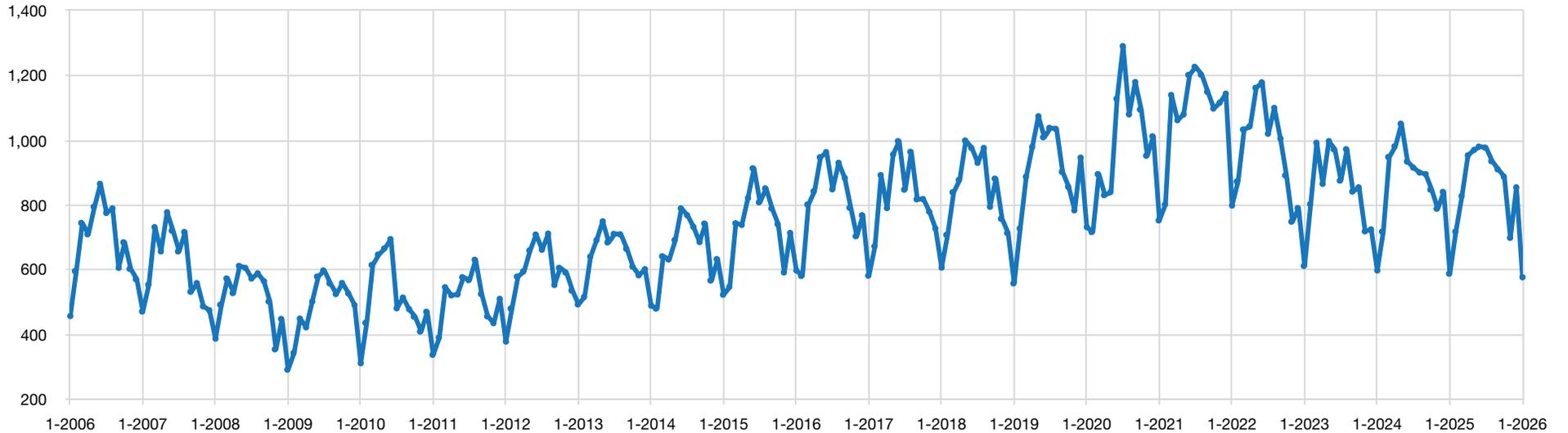


Year to Date



	Closed Sales	Prior Year	Year-Over-Year Change
Feb-2025	716	716	0.0%
Mar-2025	826	947	-12.8%
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	934	899	+3.9%
Sep-2025	909	894	+1.7%
Oct-2025	886	846	+4.7%
Nov-2025	697	787	-11.4%
Dec-2025	853	839	+1.7%
Jan-2026	575	586	-1.9%
12-Month Avg	856	866	-1.2%

Historical Closed Sales by Month

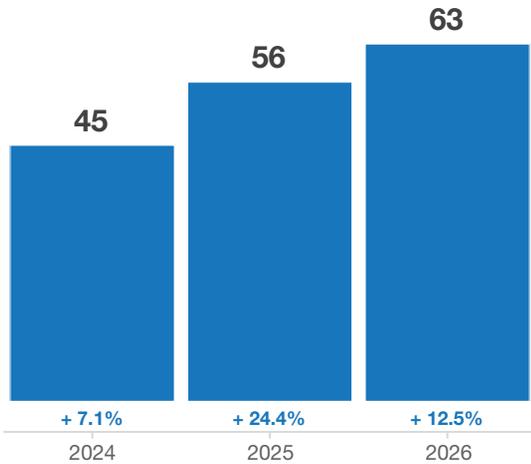


Days on Market Until Sale

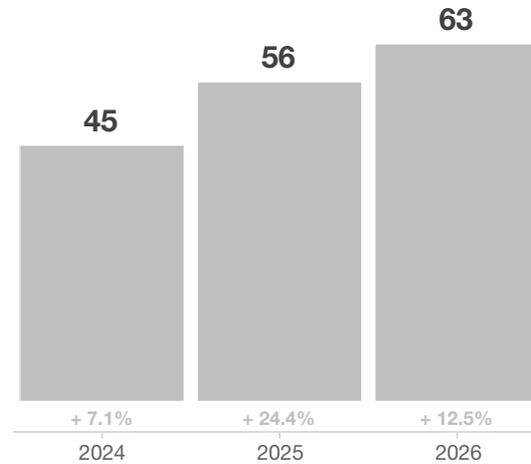
Average number of days between when a property is listed and when an offer is accepted in a given month.



January



Year to Date



Days on Market	Prior Year	Year-Over-Year Change
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	+ 11.9%
Oct-2025	46	+ 6.5%
Nov-2025	44	+ 9.1%
Dec-2025	50	+ 16.0%
Jan-2026	56	+ 12.5%
12-Month Avg*	50	+ 15.7%

* Days on Market for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

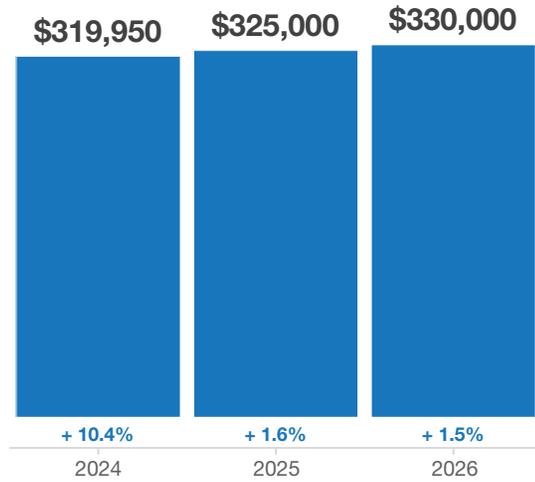


Median Sales Price

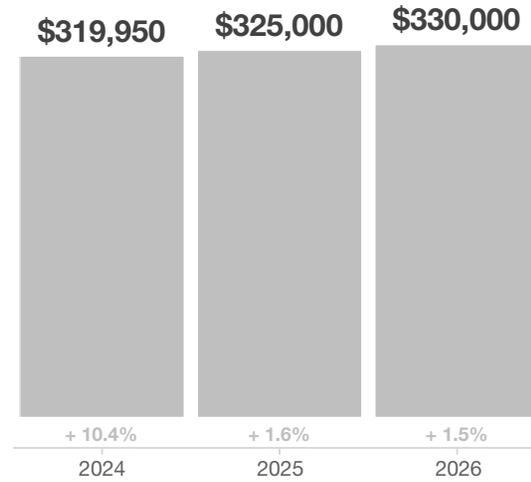
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January



Year to Date



	Median Sales Price	Prior Year	Year-Over-Year Change
Feb-2025	\$330,500	\$305,000	+ 8.4%
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	\$346,000	\$346,250	- 0.1%
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	\$337,900	\$337,000	+ 0.3%
Dec-2025	\$358,300	\$335,000	+ 7.0%
Jan-2026	\$330,000	\$325,000	+ 1.5%
12-Month Avg*	\$339,500	\$330,000	+ 2.9%

* Median Sales Price for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Historical Median Sales Price by Month

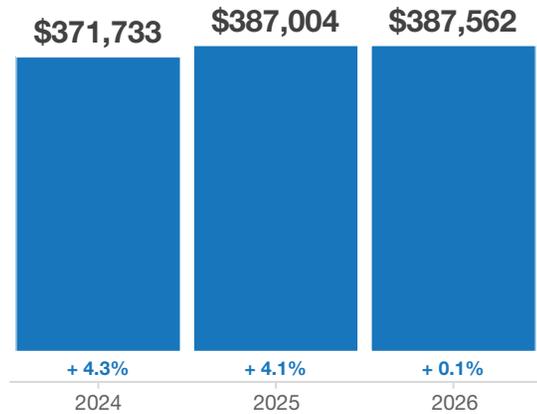


Average Sales Price

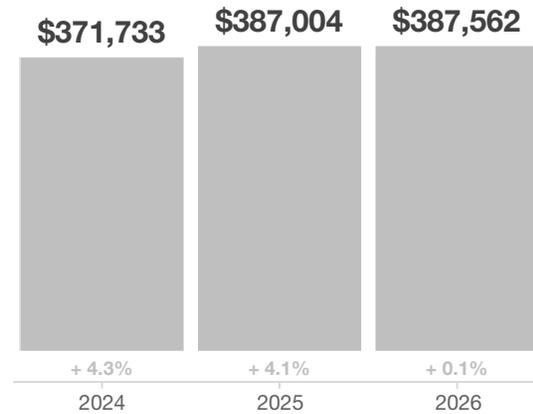
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



Year to Date



	Avg. Sales Price	Prior Year	Year-Over-Year Change
Feb-2025	\$384,534	\$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	\$410,333	\$399,798	+ 2.6%
Jul-2025	\$410,846	\$409,211	+ 0.4%
Aug-2025	\$409,562	\$398,676	+ 2.7%
Sep-2025	\$399,066	\$381,096	+ 4.7%
Oct-2025	\$393,907	\$415,250	- 5.1%
Nov-2025	\$404,705	\$396,459	+ 2.1%
Dec-2025	\$431,841	\$381,469	+ 13.2%
Jan-2026	\$387,562	\$387,004	+ 0.1%
12-Month Avg*	\$403,419	\$390,796	+ 3.2%

* Avg. Sales Price for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Historical Average Sales Price by Month

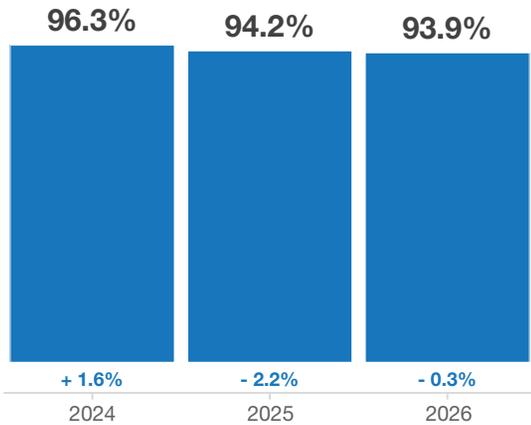


Percent of Original List Price Received

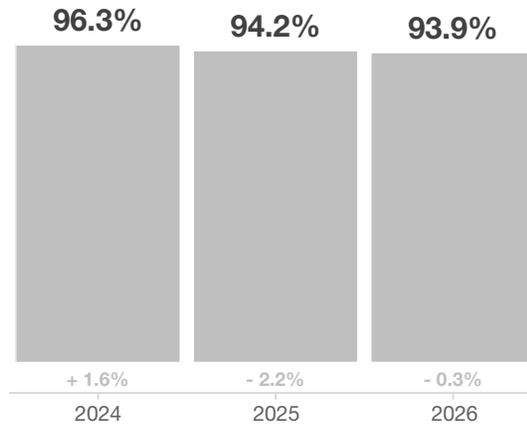
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January



Year to Date



	Pct. of Orig. Price Received	Prior Year	Year-Over-Year Change
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%
Dec-2025	94.2%	94.9%	- 0.7%
Jan-2026	93.9%	94.2%	- 0.3%
12-Month Avg*	95.4%	96.1%	- 0.7%

* Pct. of Orig. Price Received for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Historical Percent of Original List Price Received by Month

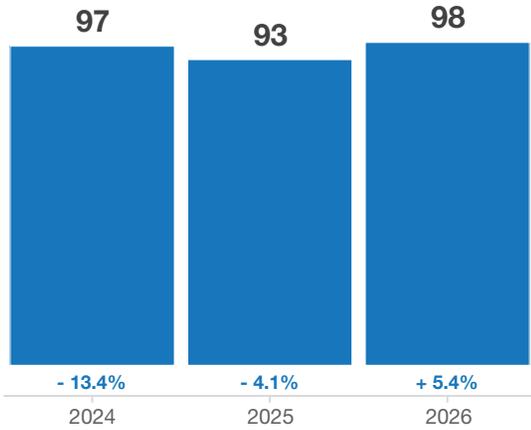


Housing Affordability Index

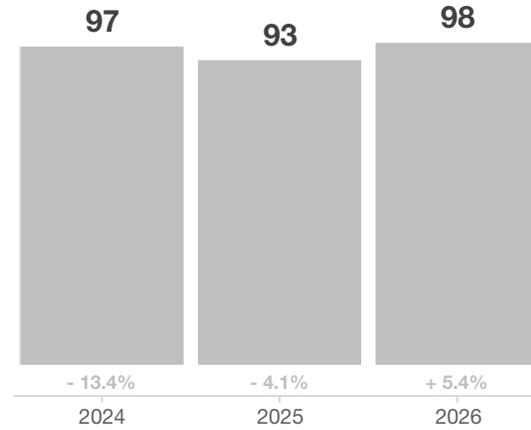
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



January



Year to Date



	Affordability Index	Prior Year	Year-Over-Year Change
Feb-2025	93	99	-6.1%
Mar-2025	93	94	-1.1%
Apr-2025	93	92	+1.1%
May-2025	88	88	0.0%
Jun-2025	88	88	0.0%
Jul-2025	88	92	-4.3%
Aug-2025	93	93	0.0%
Sep-2025	94	102	-7.8%
Oct-2025	97	89	+9.0%
Nov-2025	95	90	+5.6%
Dec-2025	90	91	-1.1%
Jan-2026	98	93	+5.4%
12-Month Avg	93	93	0.0%

Historical Housing Affordability Index by Month

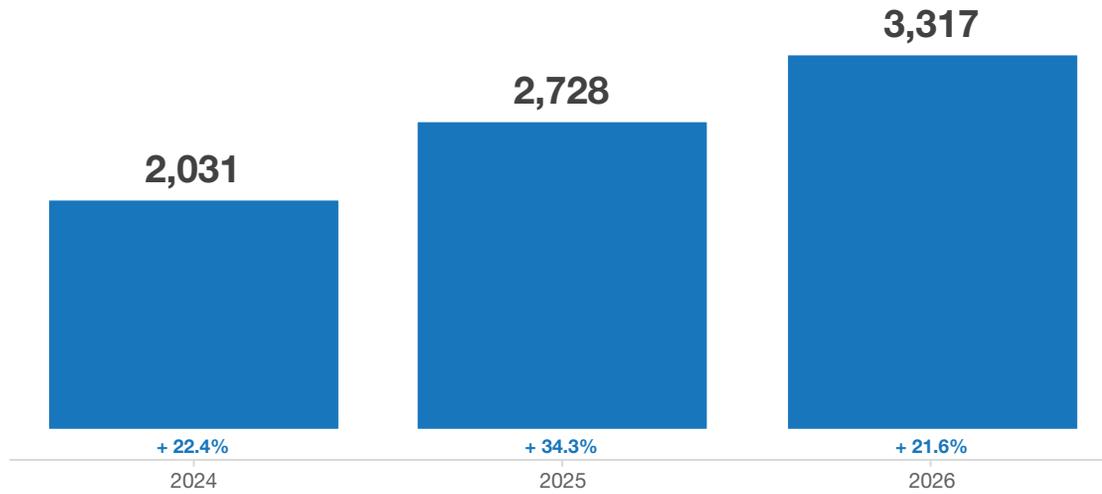


Inventory of Homes for Sale

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



January



	Homes for Sale	Prior Year	Year-Over-Year Change
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	3,127	2,384	+ 31.2%
Jun-2025	3,220	2,524	+ 27.6%
Jul-2025	3,383	2,702	+ 25.2%
Aug-2025	3,449	2,895	+ 19.1%
Sep-2025	3,525	2,942	+ 19.8%
Oct-2025	3,600	2,978	+ 20.9%
Nov-2025	3,475	2,881	+ 20.6%
Dec-2025	3,195	2,628	+ 21.6%
Jan-2026	3,317	2,728	+ 21.6%
12-Month Avg	3,254	2,575	+ 26.4%

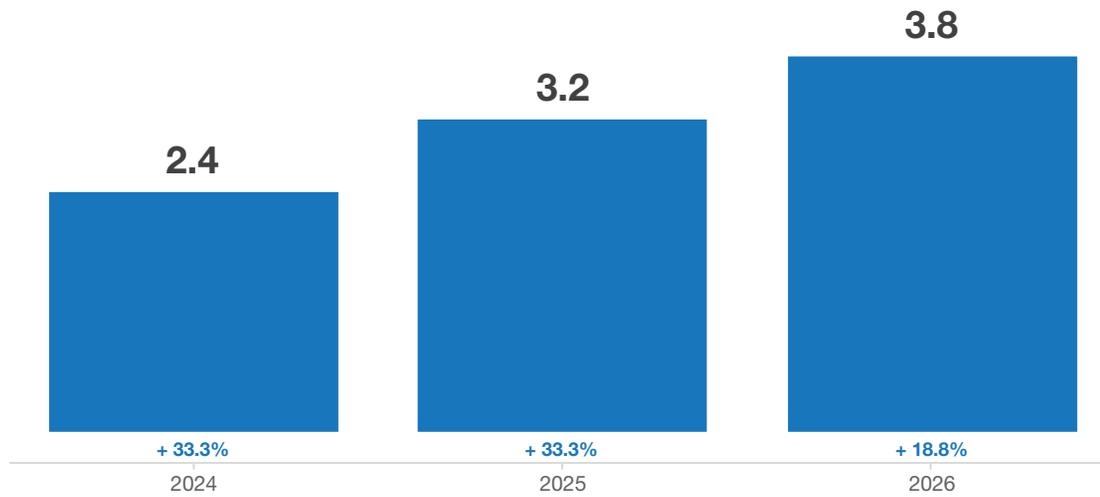
Historical Inventory of Homes for Sale by Month



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.

January



Months Supply	Prior Year	Year-Over-Year Change
Feb-2025	2.5	+ 36.0%
Mar-2025	2.4	+ 41.7%
Apr-2025	2.5	+ 40.0%
May-2025	2.8	+ 32.1%
Jun-2025	3.0	+ 26.7%
Jul-2025	3.2	+ 21.9%
Aug-2025	3.4	+ 17.6%
Sep-2025	3.5	+ 17.1%
Oct-2025	3.5	+ 20.0%
Nov-2025	3.3	+ 21.2%
Dec-2025	3.0	+ 23.3%
Jan-2026	3.2	+ 18.8%
12-Month Avg*	3.0	+ 25.0%

* Months Supply for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month

