

Monthly Indicators



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REALTORS®

March 2026

U.S. existing-home sales unexpectedly rose 1.7% month-over-month to a seasonally adjusted annual rate of 4.09 million, as lower mortgage rates helped boost buyer activity, according to the National Association of REALTORS® (NAR). Monthly sales increased in the Midwest, South, and West but decreased in the Northeast. Sales increased year-over-year in the South, but fell in the Northeast, Midwest, and West.

New Listings in the Chattanooga region increased 8.9 percent to 1,565. Pending Sales increased 5.9 percent to 1,132. Inventory increased 21.8 percent to 3,506.

Median Sales Price increased 2.5 percent from \$332,000 to \$340,250. Days on Market increased 28.0 percent to 64. Months Supply of Inventory increased 17.6 percent to 4.0.

Data from NAR show that inventory continued to grow nationwide, ticking up 2.4% month-over-month and 4.9% year-over-year to 1.29 million units heading into March, representing a 3.8-month supply at the current sales pace. Meanwhile, home prices increased for the 32nd consecutive month, climbing 0.3% year-over-year to \$398,000.

Monthly Snapshot

+ 13.8%

One-Year Change in
Closed Sales
All Properties

+ 21.8%

One-Year Change in
Homes for Sale
All Properties

+ 2.5%

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.

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Market Overview

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



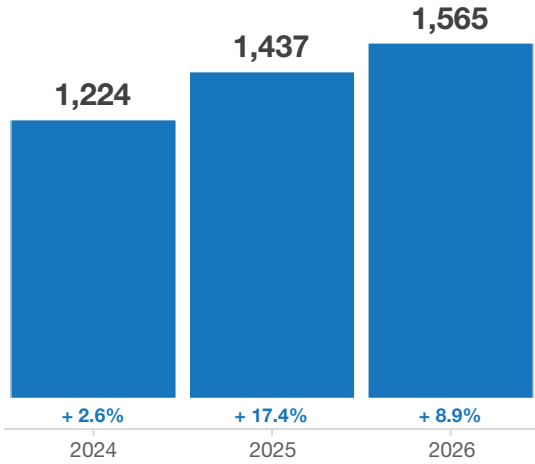
Key Metrics	Historical Sparkbars	3-2025	3-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		1,437	1,565	+ 8.9%	3,903	4,352	+ 11.5%
Pending Sales		1,069	1,132	+ 5.9%	2,585	2,855	+ 10.4%
Closed Sales		826	940	+ 13.8%	2,128	2,270	+ 6.7%
Days on Market Until Sale		50	64	+ 28.0%	54	64	+ 18.5%
Median Sales Price		\$332,000	\$340,250	+ 2.5%	\$330,000	\$335,000	+ 1.5%
Avg. Sales Price		\$381,837	\$397,003	+ 4.0%	\$384,167	\$393,773	+ 2.5%
Pct. of Orig. Price Received		96.2%	94.9%	- 1.4%	95.2%	94.6%	- 0.6%
Affordability Index		93	93	0.0%	94	95	+ 1.1%
Homes for Sale		2,879	3,506	+ 21.8%	—	—	—
Months Supply of Inventory		3.4	4.0	+ 17.6%	—	—	—

New Listings

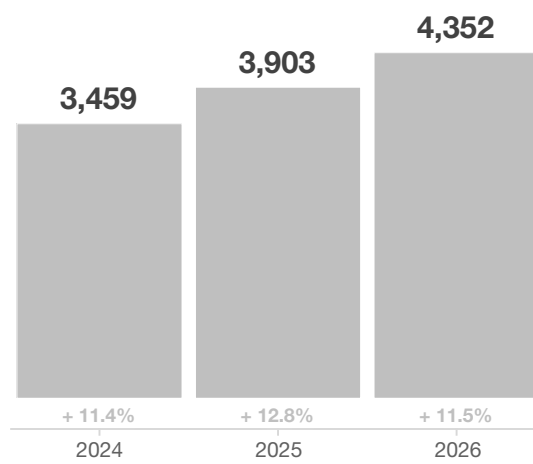
A count of the properties that have been newly listed on the market in a given month.



March

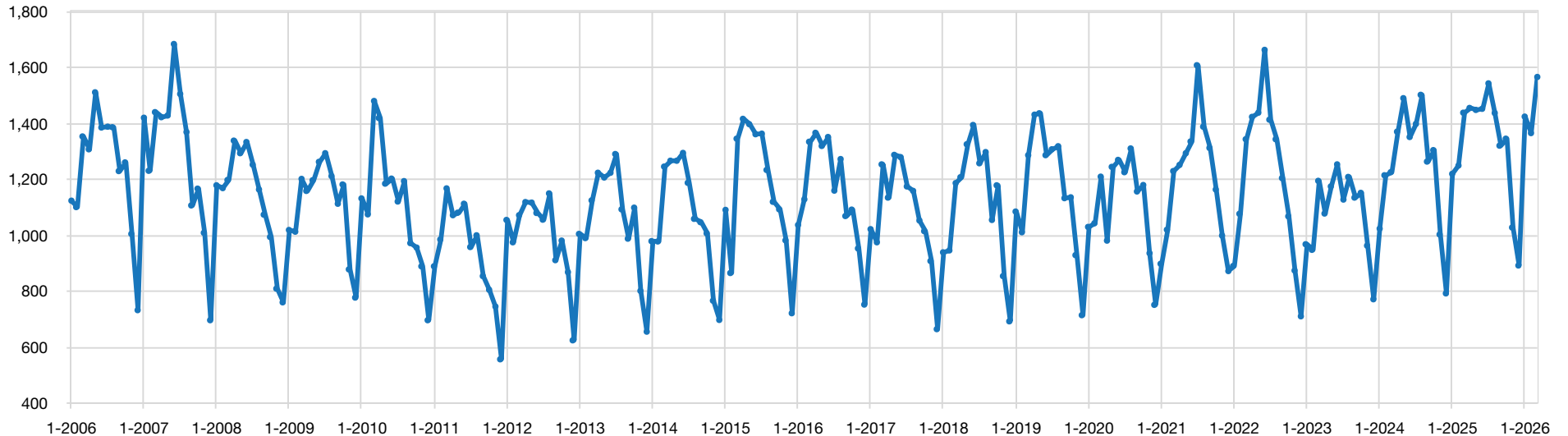


Year to Date



	New Listings	Prior Year	Year-Over-Year Change
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	1,542	1,397	+ 10.4%
Aug-2025	1,436	1,501	- 4.3%
Sep-2025	1,319	1,262	+ 4.5%
Oct-2025	1,344	1,303	+ 3.1%
Nov-2025	1,026	1,001	+ 2.5%
Dec-2025	890	790	+ 12.7%
Jan-2026	1,423	1,218	+ 16.8%
Feb-2026	1,364	1,248	+ 9.3%
Mar-2026	1,565	1,437	+ 8.9%
12-Month Avg	1,355	1,280	+ 5.9%

Historical New Listings by Month

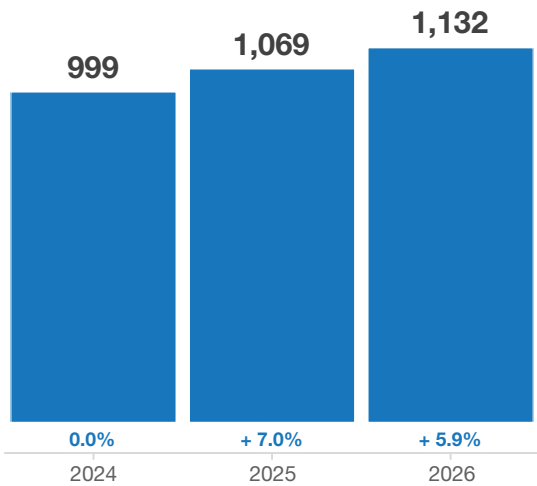


Pending Sales

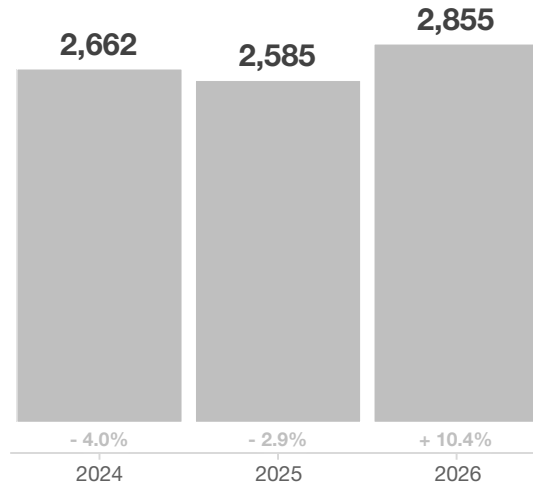
A count of the properties on which offers have been accepted in a given month.



March

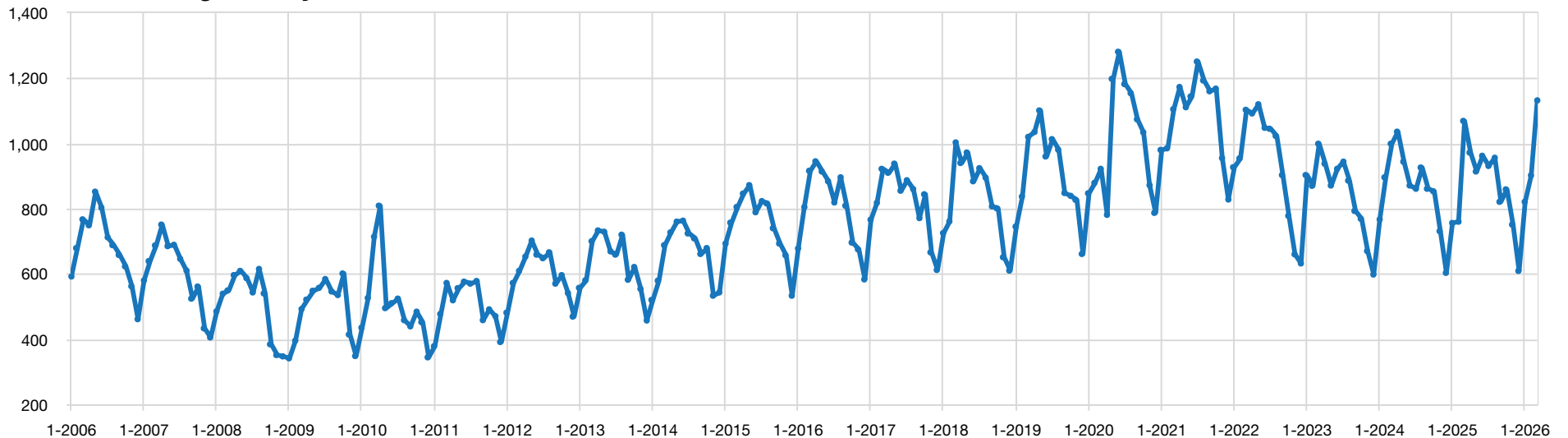


Year to Date



	Pending Sales	Prior Year	Year-Over-Year Change
Apr-2025	972	1,036	-6.2%
May-2025	914	944	-3.2%
Jun-2025	962	871	+10.4%
Jul-2025	931	861	+8.1%
Aug-2025	956	926	+3.2%
Sep-2025	821	861	-4.6%
Oct-2025	859	853	+0.7%
Nov-2025	751	731	+2.7%
Dec-2025	609	603	+1.0%
Jan-2026	821	756	+8.6%
Feb-2026	902	760	+18.7%
Mar-2026	1,132	1,069	+5.9%
12-Month Avg	886	856	+3.5%

Historical Pending Sales by Month

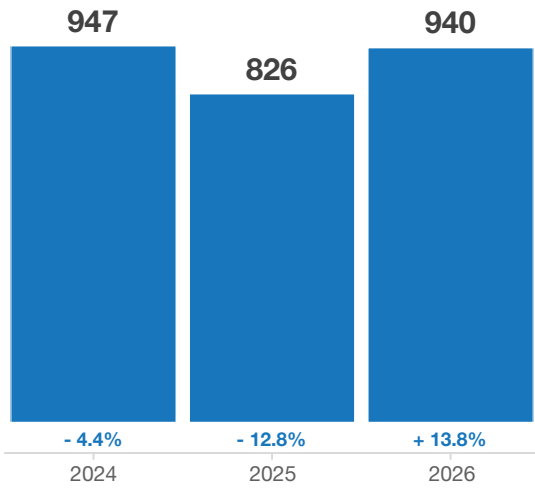


Closed Sales

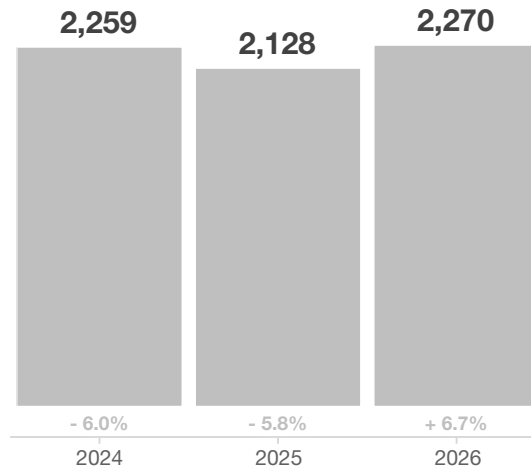
A count of the actual sales that closed in a given month.



March

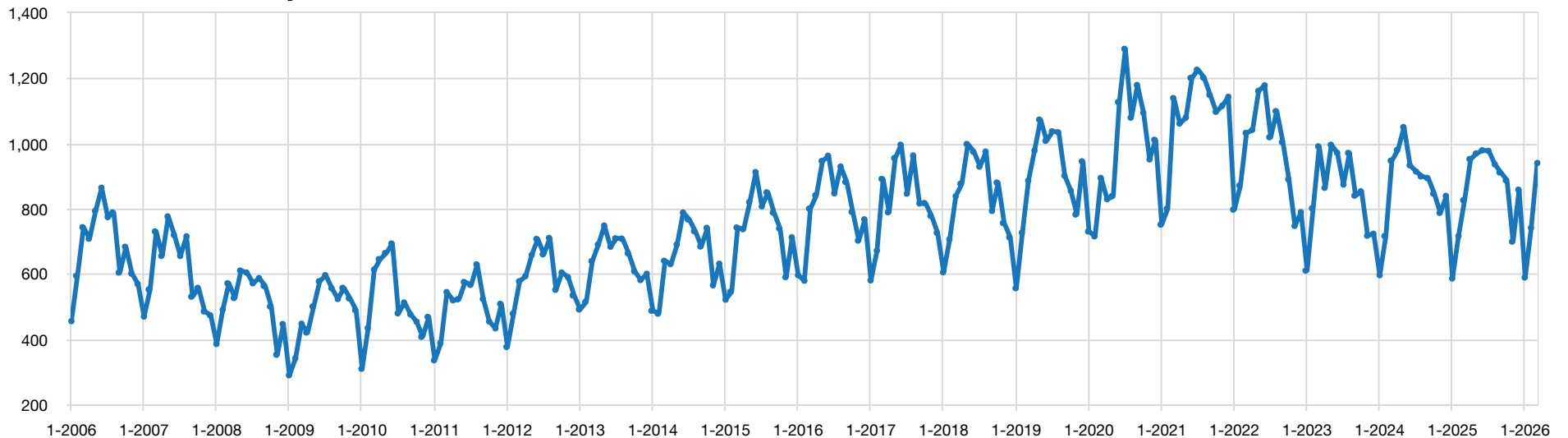


Year to Date



	Closed Sales	Prior Year	Year-Over-Year Change
Apr-2025	952	980	- 2.9%
May-2025	969	1,050	- 7.7%
Jun-2025	979	933	+ 4.9%
Jul-2025	977	914	+ 6.9%
Aug-2025	936	899	+ 4.1%
Sep-2025	911	894	+ 1.9%
Oct-2025	887	846	+ 4.8%
Nov-2025	699	787	- 11.2%
Dec-2025	858	839	+ 2.3%
Jan-2026	589	586	+ 0.5%
Feb-2026	741	716	+ 3.5%
Mar-2026	940	826	+ 13.8%
12-Month Avg	870	856	+ 1.6%

Historical Closed Sales by Month

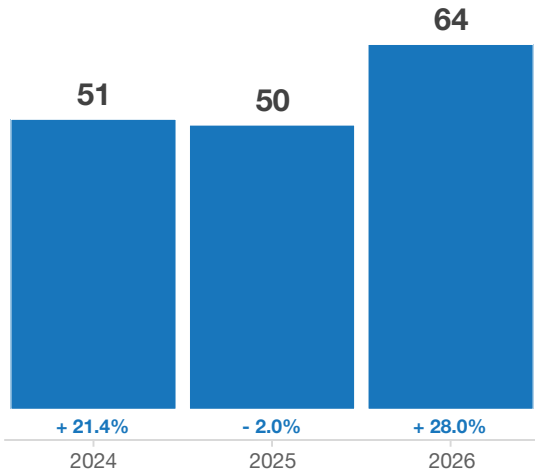


Days on Market Until Sale

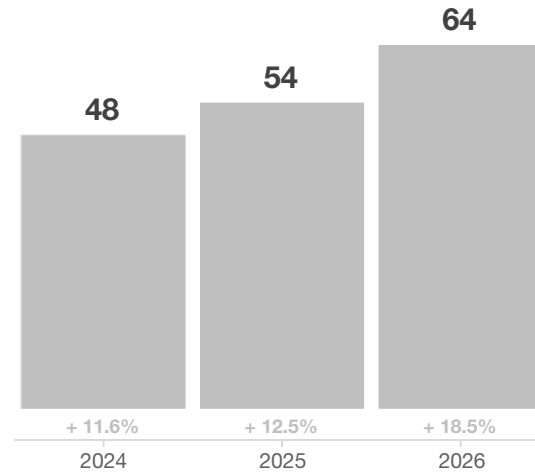
Average number of days between when a property is listed and when an offer is accepted in a given month.



March



Year to Date



Days on Market	Prior Year	Year-Over-Year Change	
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	48	44	+ 9.1%
Dec-2025	58	50	+ 16.0%
Jan-2026	63	56	+ 12.5%
Feb-2026	65	57	+ 14.0%
Mar-2026	64	50	+ 28.0%
12-Month Avg*	52	44	+ 18.5%

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

Historical Days on Market Until Sale by Month

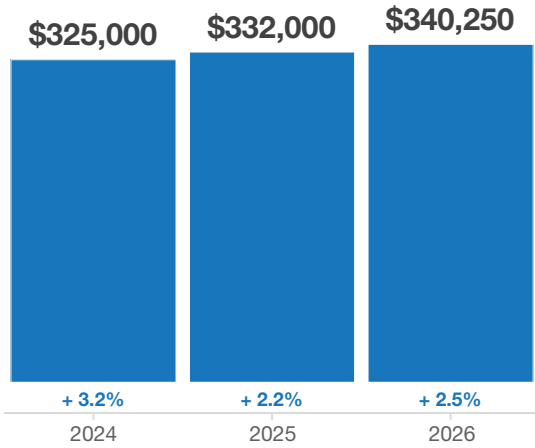


Median Sales Price

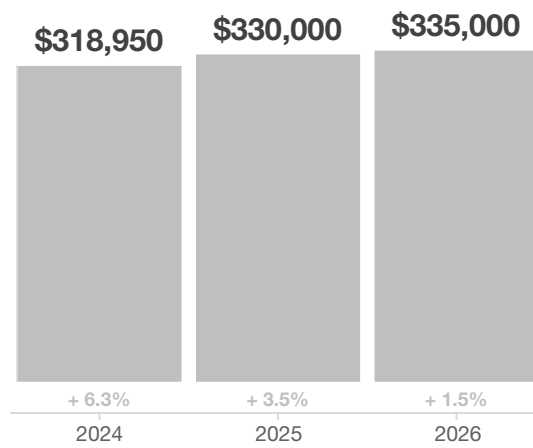
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



March



Year to Date



	Median Sales Price	Prior Year	Year-Over-Year Change
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	\$358,800	\$335,000	+ 7.1%
Jan-2026	\$330,000	\$325,000	+ 1.5%
Feb-2026	\$326,500	\$330,500	- 1.2%
Mar-2026	\$340,250	\$332,000	+ 2.5%
12-Month Avg*	\$339,900	\$334,110	+ 1.7%

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

Historical Median Sales Price by Month

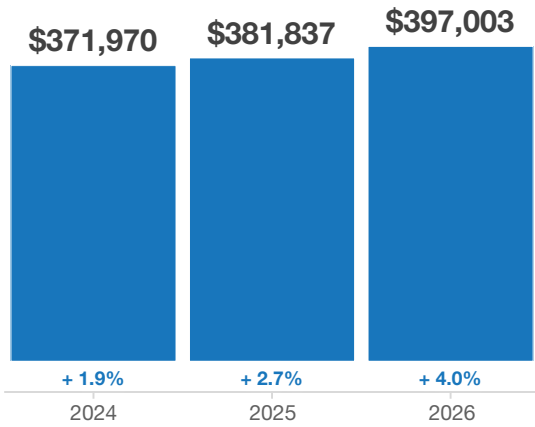


Average Sales Price

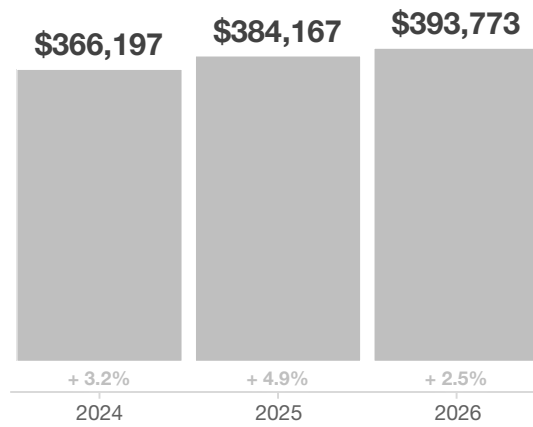
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March



Year to Date



	Avg. Sales Price	Prior Year	Year-Over-Year Change
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	\$410,712	\$409,211	+ 0.4%
Aug-2025	\$409,129	\$398,676	+ 2.6%
Sep-2025	\$398,575	\$381,096	+ 4.6%
Oct-2025	\$393,961	\$415,250	- 5.1%
Nov-2025	\$404,407	\$396,459	+ 2.0%
Dec-2025	\$431,770	\$381,469	+ 13.2%
Jan-2026	\$386,151	\$387,004	- 0.2%
Feb-2026	\$395,742	\$384,534	+ 2.9%
Mar-2026	\$397,003	\$381,837	+ 4.0%
12-Month Avg*	\$405,098	\$393,945	+ 2.8%

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

Historical Average Sales Price by Month

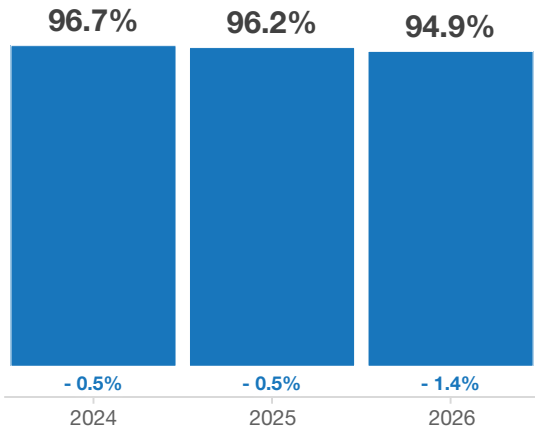


Percent of Original List Price Received

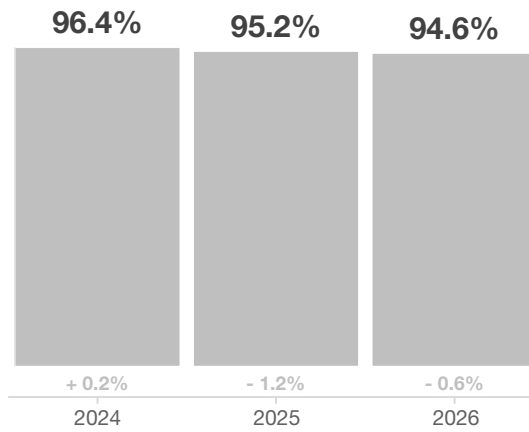
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



March



Year to Date



	Pct. of Orig. Price Received	Prior Year	Year-Over-Year Change
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	95.0%	95.4%	- 0.4%
Oct-2025	95.5%	95.5%	0.0%
Nov-2025	94.8%	95.2%	- 0.4%
Dec-2025	94.2%	94.9%	- 0.7%
Jan-2026	94.0%	94.2%	- 0.2%
Feb-2026	94.6%	95.0%	- 0.4%
Mar-2026	94.9%	96.2%	- 1.4%
12-Month Avg*	95.3%	95.9%	- 0.7%

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

Historical Percent of Original List Price Received by Month

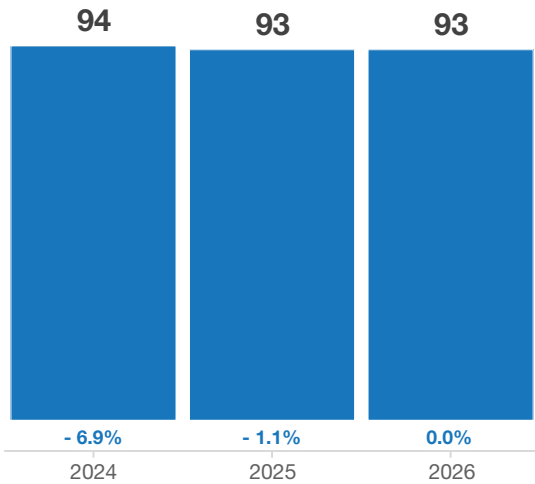


Housing Affordability Index

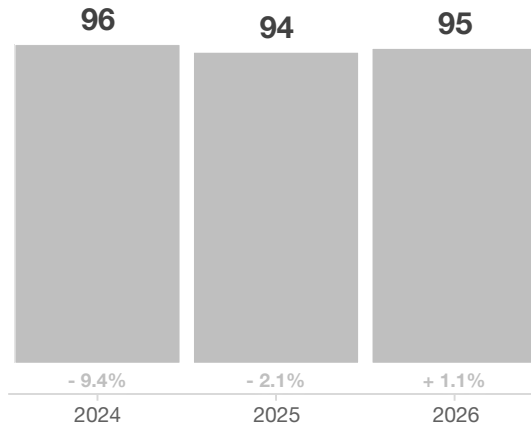
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



March

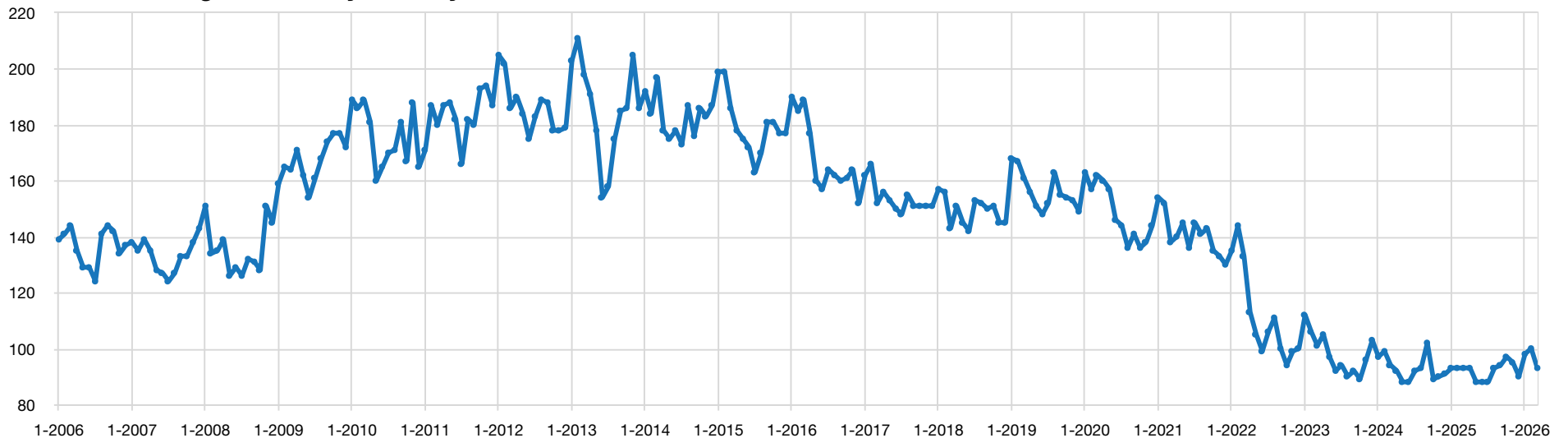


Year to Date



	Affordability Index	Prior Year	Year-Over-Year Change
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%
Feb-2026	100	93	+ 7.5%
Mar-2026	93	93	0.0%
12-Month Avg	93	92	+ 1.1%

Historical Housing Affordability Index by Month

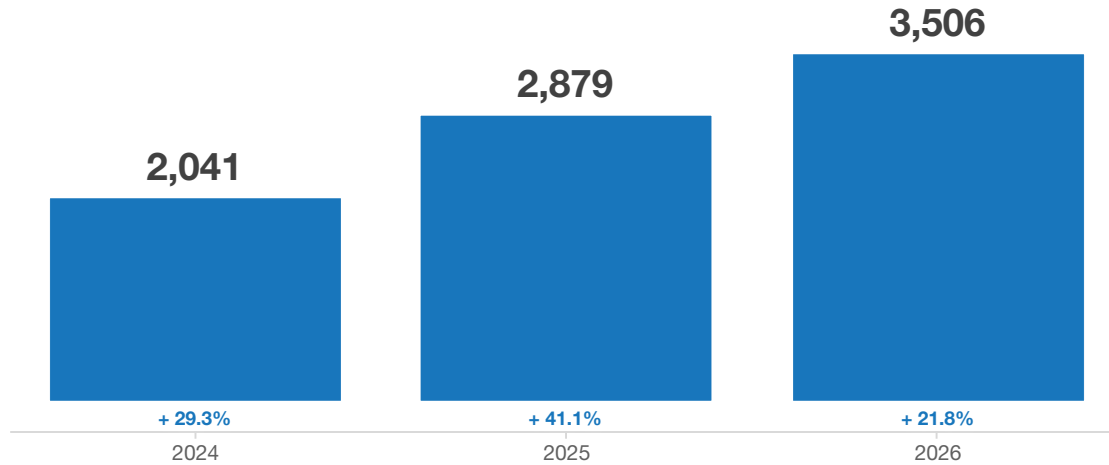


Inventory of Homes for Sale

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



March



	Homes for Sale	Prior Year	Year-Over-Year Change
Apr-2025	2,997	2,114	+ 41.8%
May-2025	3,125	2,384	+ 31.1%
Jun-2025	3,217	2,524	+ 27.5%
Jul-2025	3,382	2,702	+ 25.2%
Aug-2025	3,447	2,895	+ 19.1%
Sep-2025	3,519	2,942	+ 19.6%
Oct-2025	3,592	2,978	+ 20.6%
Nov-2025	3,467	2,880	+ 20.4%
Dec-2025	3,193	2,627	+ 21.5%
Jan-2026	3,338	2,727	+ 22.4%
Feb-2026	3,440	2,870	+ 19.9%
Mar-2026	3,506	2,879	+ 21.8%
12-Month Avg	3,352	2,710	+ 23.7%

Historical Inventory of Homes for Sale by Month

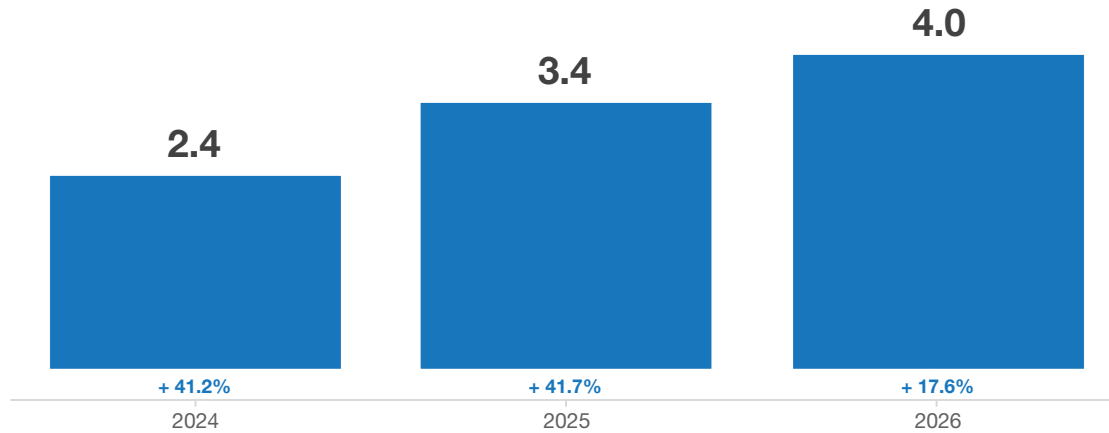


Months Supply of Inventory

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.



March



Months Supply	Prior Year	Year-Over-Year Change
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%
Feb-2026	3.4	+ 14.7%
Mar-2026	3.4	+ 17.6%
12-Month Avg*	3.9	+ 22.1%

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

Historical Months Supply of Inventory by Month

