Monthly Indicators

GREATER CHATTANOOGA REALTORS®

July 2026

U.S. existing-home sales declined 2.4% from the previous month to a seasonally adjusted annual rate of 4.09 million units, according to the National Association of REALTORS® (NAR). Regionally, sales increased in the Northeast but declined in the West, South, and Midwest. Compared to a year earlier, existing-home sales rose 2.8%, with gains in the Midwest, South, and West while remaining unchanged in the Northeast.

New Listings in the Chattanooga region increased 0.7 percent to 1,552. Pending Sales increased 10.7 percent to 1,031. Inventory increased 21.3 percent to 4,099.

Median Sales Price increased 2.9 percent from $349,900 to $360,000. Days on Market decreased 2.0 percent to 48. Months Supply of Inventory increased 15.4 percent to 4.5.

Nationally, the median existing-home price hit a new record of $440,600, a 1.8% increase from a year earlier, NAR reported. Home prices have now increased on an annual basis for 36 consecutive months, reflecting continued demand despite inventory remaining below historically balanced levels. Heading into July, there were 1.56 million properties for sale, down 0.6% month-over-month but up 1.3% from the same period last year, representing a 4.6-month supply at the current sales pace. Homes spent a median of 28 days on the market, with first-time homebuyers accounting for 33% of home purchases.

Monthly Snapshot

+ 4.1%	+ 21.3%	+ 2.9%
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.

Market Overview

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

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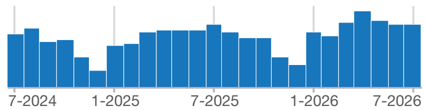
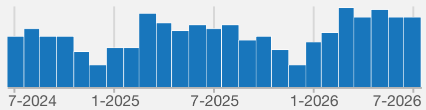
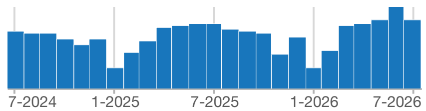
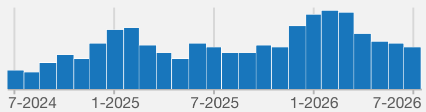
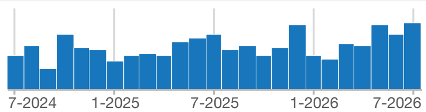
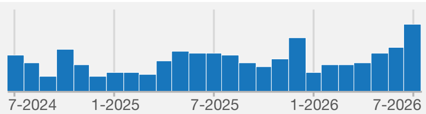
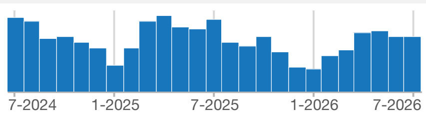
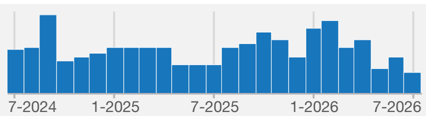
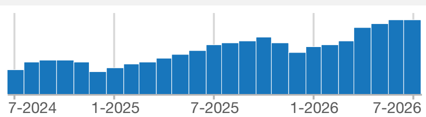
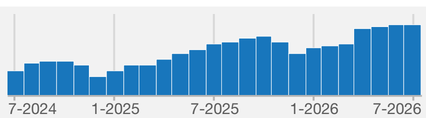
Key Metrics	Historical Sparkbars	7-2025	7-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		1,541	**1,552**	+ 0.7%	9,797	**10,876**	+ 11.0%
Pending Sales		931	**1,031**	+ 10.7%	6,362	**7,020**	+ 10.3%
Closed Sales		977	**1,017**	+ 4.1%	6,007	**6,453**	+ 7.4%
Days on Market Until Sale		49	**48**	- 2.0%	50	**56**	+ 12.0%
Median Sales Price		$349,900	**$360,000**	+ 2.9%	$339,000	**$346,000**	+ 2.1%
Avg. Sales Price		$410,712	**$448,366**	+ 9.2%	$400,206	**$410,218**	+ 2.5%
Pct. of Orig. Price Received		96.2%	**95.4%**	- 0.8%	95.8%	**95.2%**	- 0.6%
Affordability Index		88	**86**	- 2.3%	91	**89**	- 2.2%
Homes for Sale		3,380	**4,099**	+ 21.3%	—	**—**	—
Months Supply of Inventory		3.9	**4.5**	+ 15.4%	—	**—**	—

New Listings

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

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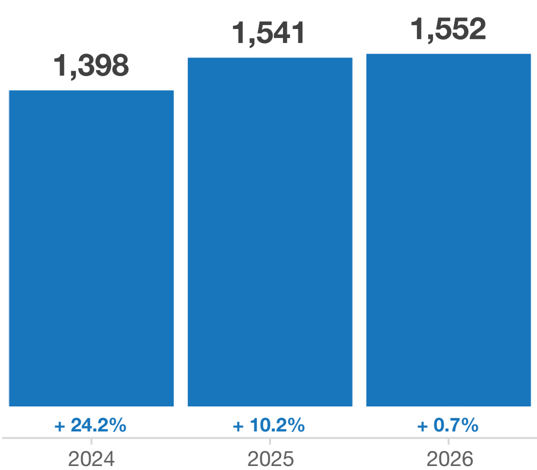
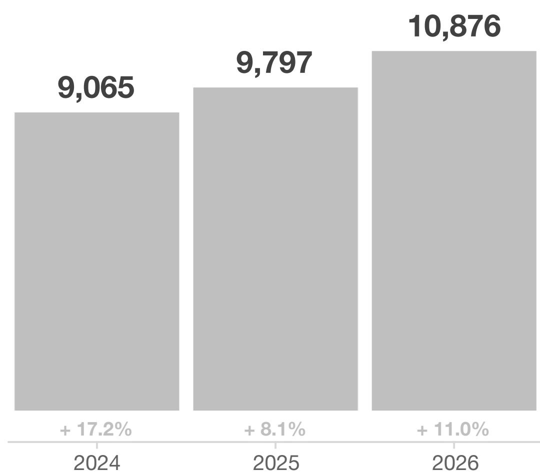
July

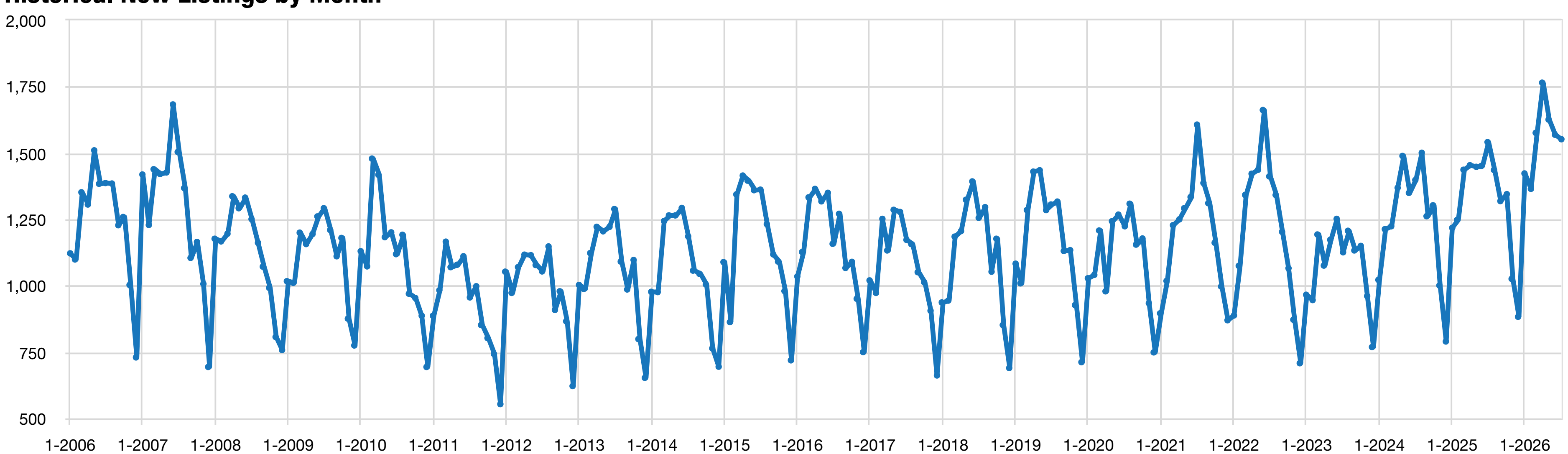


Year to Date



New Listings		Prior Year	Year-Over-Year Change
Aug-2025	1,436	1,501	- 4.3%
Sep-2025	1,319	1,262	+ 4.5%
Oct-2025	1,345	1,303	+ 3.2%
Nov-2025	1,026	1,001	+ 2.5%
Dec-2025	883	790	+ 11.8%
Jan-2026	1,423	1,218	+ 16.8%
Feb-2026	1,365	1,248	+ 9.4%
Mar-2026	1,576	1,437	+ 9.7%
Apr-2026	1,765	1,454	+ 21.4%
May-2026	1,626	1,448	+ 12.3%
Jun-2026	1,569	1,451	+ 8.1%
Jul-2026	**1,552**	**1,541**	**+ 0.7%**
12-Month Avg	1,407	1,305	+ 7.8%

Historical New Listings by Month



Pending Sales

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

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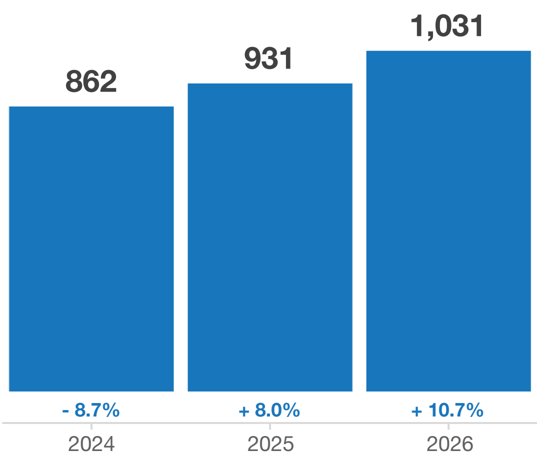
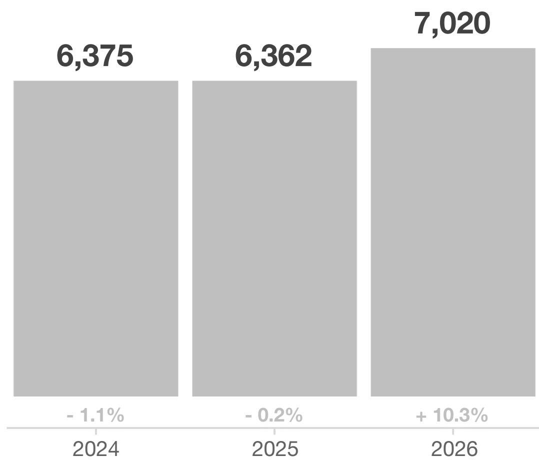
July

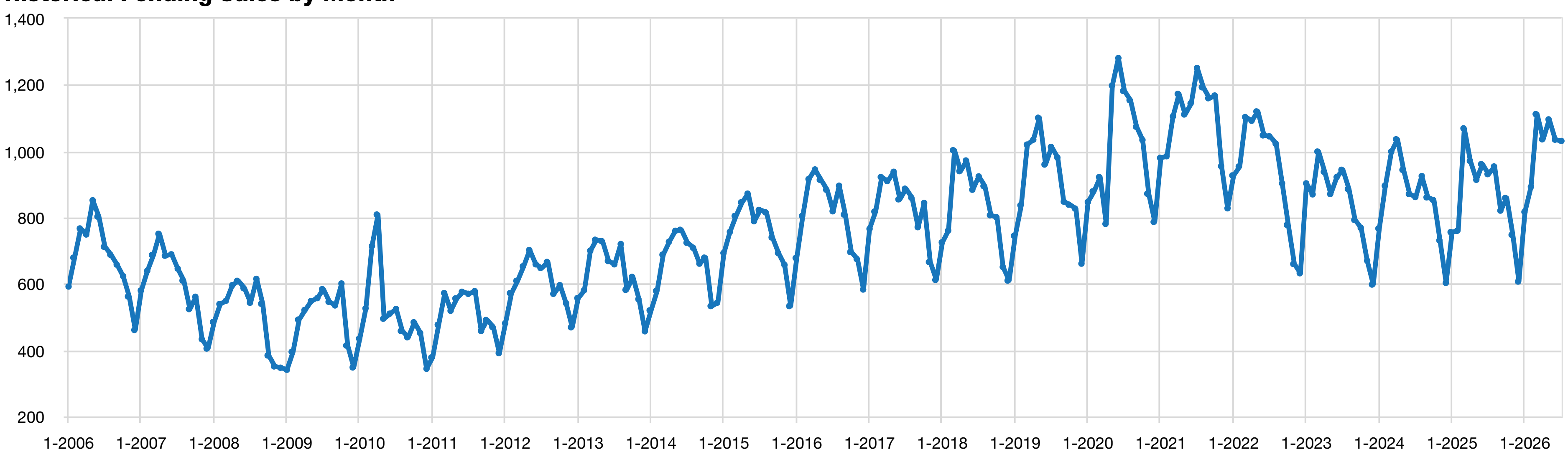


Year to Date



Pending Sales		Prior Year	Year-Over-Year Change
Aug-2025	954	925	+ 3.1%
Sep-2025	821	861	- 4.6%
Oct-2025	859	853	+ 0.7%
Nov-2025	748	731	+ 2.3%
Dec-2025	607	603	+ 0.7%
Jan-2026	817	756	+ 8.1%
Feb-2026	893	760	+ 17.5%
Mar-2026	1,112	1,069	+ 4.0%
Apr-2026	1,036	971	+ 6.7%
May-2026	1,096	914	+ 19.9%
Jun-2026	1,035	961	+ 7.7%
Jul-2026	**1,031**	**931**	**+ 10.7%**
12-Month Avg	917	861	+ 6.5%

Historical Pending Sales by Month



Closed Sales

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

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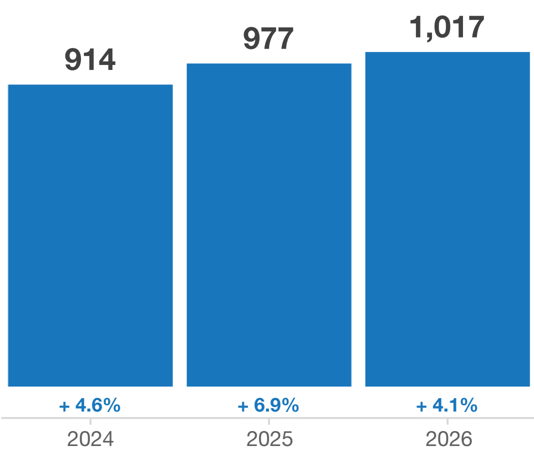
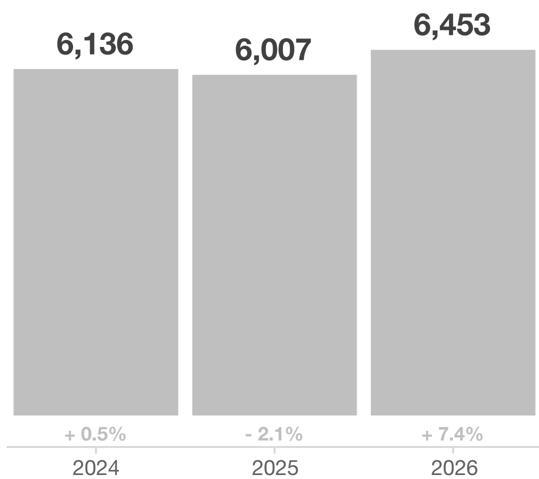
July

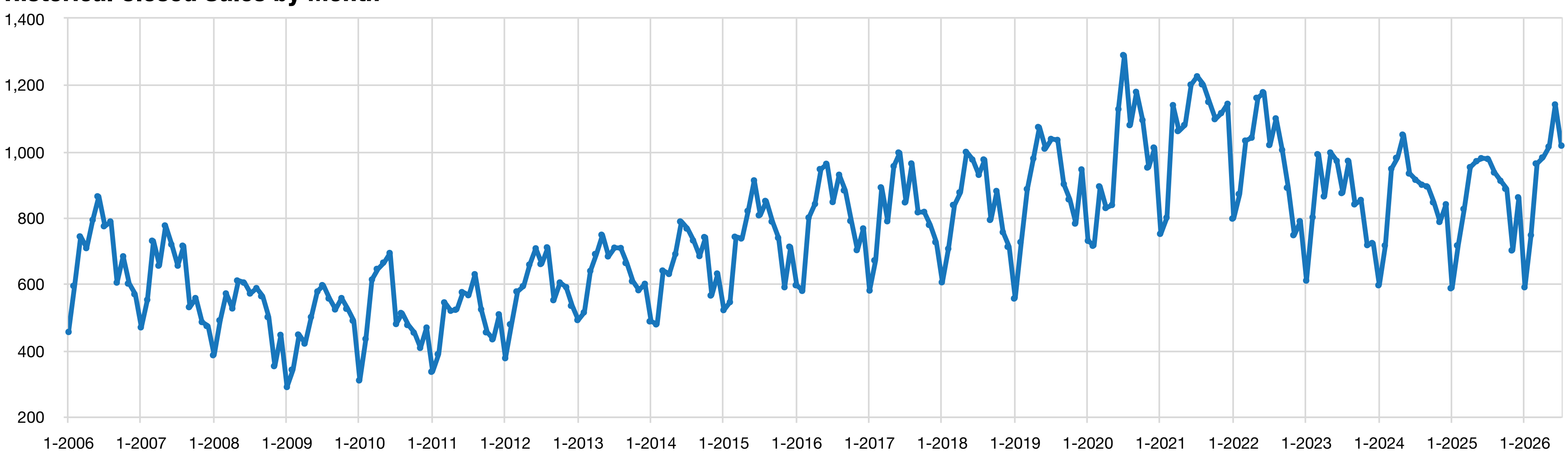


Year to Date



Closed Sales		Prior Year	Year-Over-Year Change
Aug-2025	936	899	+ 4.1%
Sep-2025	911	894	+ 1.9%
Oct-2025	887	846	+ 4.8%
Nov-2025	701	787	- 10.9%
Dec-2025	861	840	+ 2.5%
Jan-2026	590	587	+ 0.5%
Feb-2026	747	716	+ 4.3%
Mar-2026	963	826	+ 16.6%
Apr-2026	981	952	+ 3.0%
May-2026	1,014	970	+ 4.5%
Jun-2026	1,141	979	+ 16.5%
Jul-2026	**1,017**	**977**	**+ 4.1%**
12-Month Avg	896	856	+ 4.7%

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.

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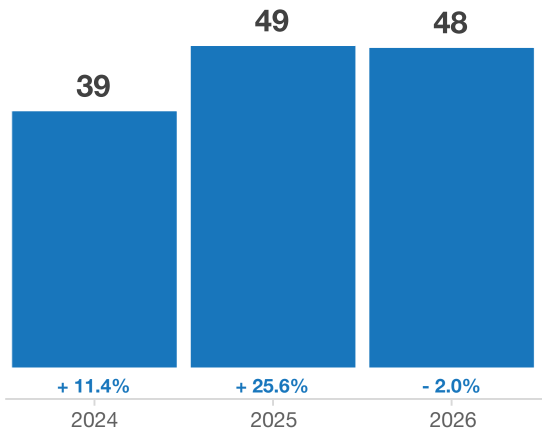
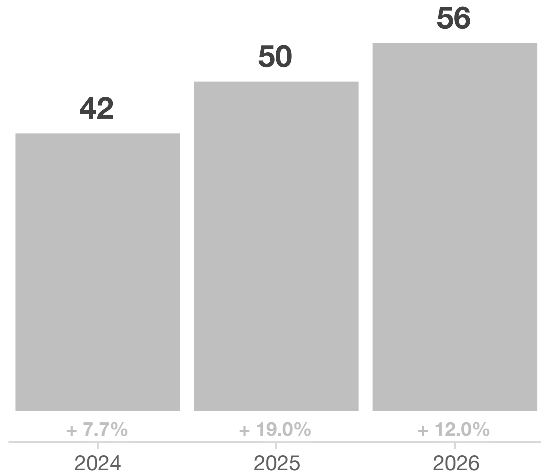
July



Year to Date



Days on Market		Prior Year	Year-Over-Year Change
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	57	+ 10.5%
Feb-2026	65	57	+ 14.0%
Mar-2026	64	50	+ 28.0%
Apr-2026	54	46	+ 17.4%
May-2026	51	44	+ 15.9%
Jun-2026	51	50	+ 2.0%
Jul-2026	**48**	**49**	**- 2.0%**
12-Month Avg*	53	47	+ 12.7%

* Days on Market for all properties from August 2025 through July 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.

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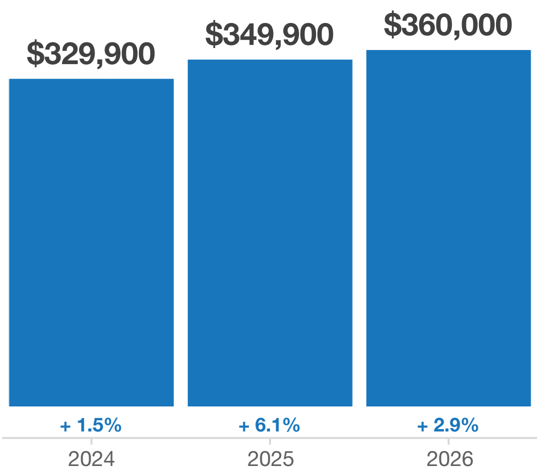
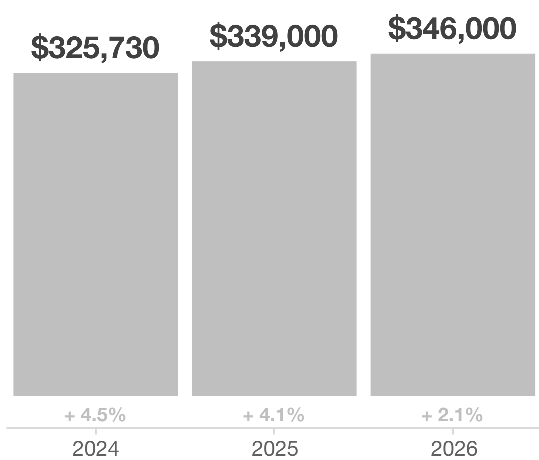
July



Year to Date



Median Sales Price		Prior Year	Year-Over-Year Change
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%
Feb-2026	$326,500	$330,500	- 1.2%
Mar-2026	$341,000	$332,000	+ 2.7%
Apr-2026	$339,950	$330,000	+ 3.0%
May-2026	$358,250	$342,478	+ 4.6%
Jun-2026	$350,000	$346,000	+ 1.2%
Jul-2026	**$360,000**	**$349,900**	**+ 2.9%**
12-Month Avg*	$344,000	$337,000	+ 2.1%

* Median Sales Price for all properties from August 2025 through July 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.

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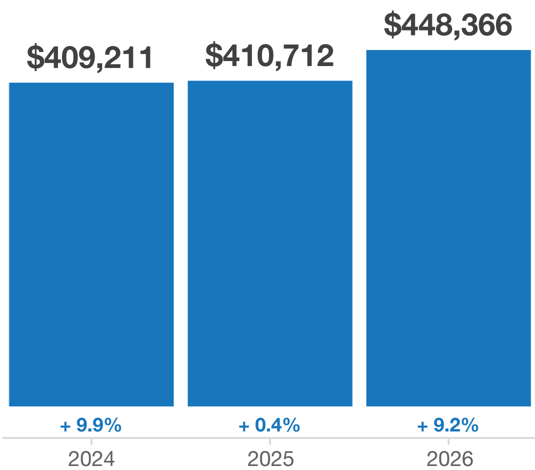
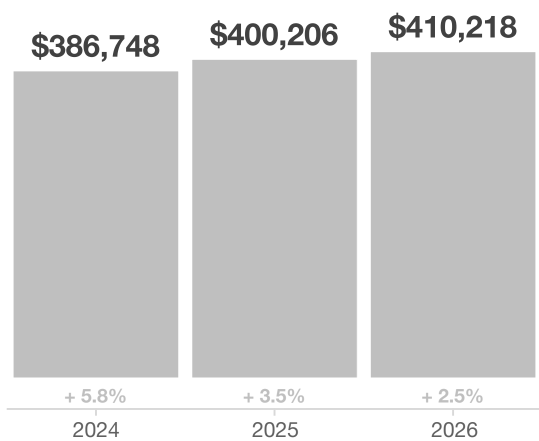
July



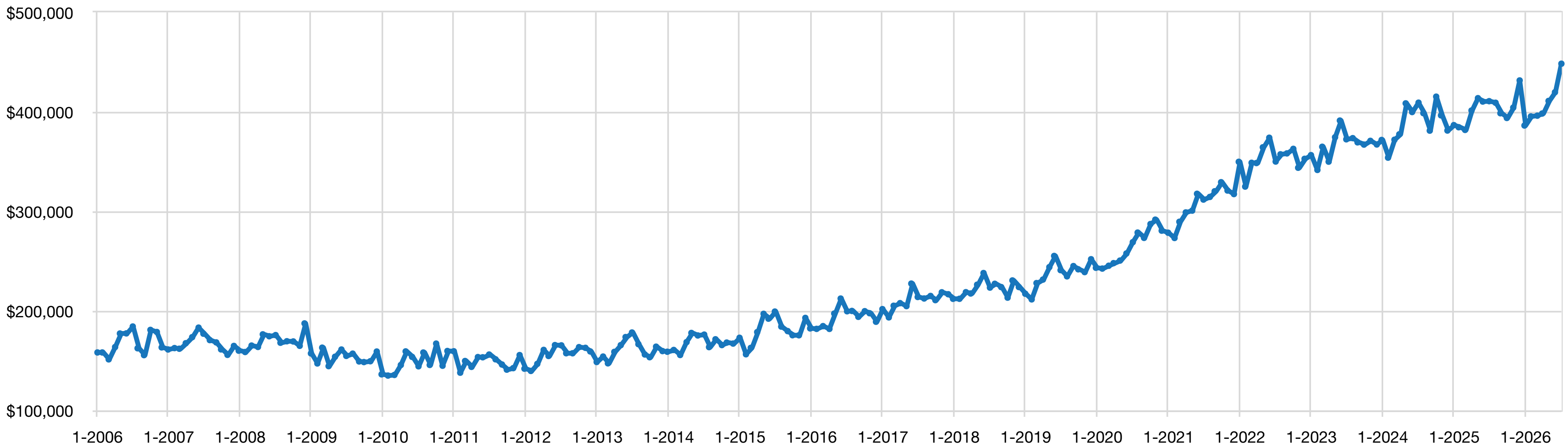
Year to Date



Avg. Sales Price		Prior Year	Year-Over-Year Change
Aug-2025	$409,129	$398,676	+ 2.6%
Sep-2025	$398,577	$381,096	+ 4.6%
Oct-2025	$393,854	$415,250	- 5.2%
Nov-2025	$404,244	$396,459	+ 2.0%
Dec-2025	$431,551	$381,217	+ 13.2%
Jan-2026	$386,265	$386,643	- 0.1%
Feb-2026	$395,391	$384,534	+ 2.8%
Mar-2026	$396,148	$381,837	+ 3.7%
Apr-2026	$398,290	$401,316	- 0.8%
May-2026	$410,955	$413,733	- 0.7%
Jun-2026	$419,713	$410,333	+ 2.3%
Jul-2026	**$448,366**	**$410,712**	**+ 9.2%**
12-Month Avg*	$409,105	$397,806	+ 2.8%

* Avg. Sales Price for all properties from August 2025 through July 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.

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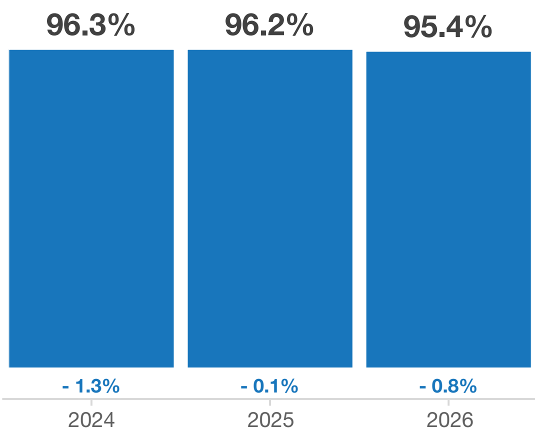
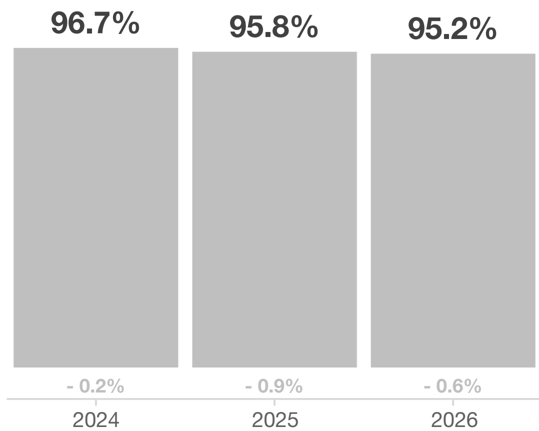
July



Year to Date



Pct. of Orig. Price Received		Prior Year	Year-Over-Year Change
Aug-2025	95.2%	96.1%	- 0.9%
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	94.1%	94.9%	- 0.8%
Jan-2026	94.0%	94.2%	- 0.2%
Feb-2026	94.6%	95.0%	- 0.4%
Mar-2026	94.9%	96.2%	- 1.4%
Apr-2026	95.6%	96.4%	- 0.8%
May-2026	95.7%	95.9%	- 0.2%
Jun-2026	95.5%	95.8%	- 0.3%
Jul-2026	**95.4%**	**96.2%**	**- 0.8%**
12-Month Avg*	95.1%	95.6%	- 0.6%

* Pct. of Orig. Price Received for all properties from August 2025 through July 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.

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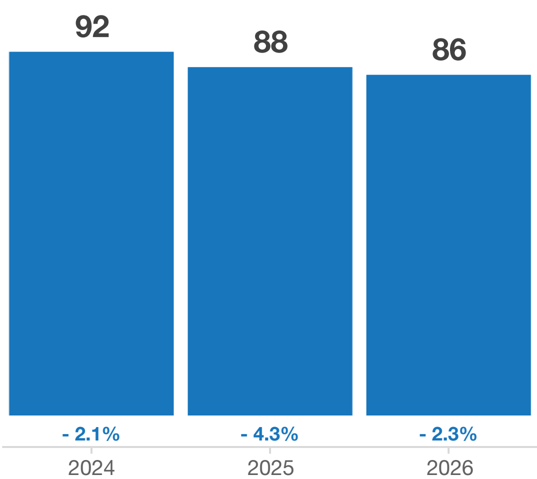
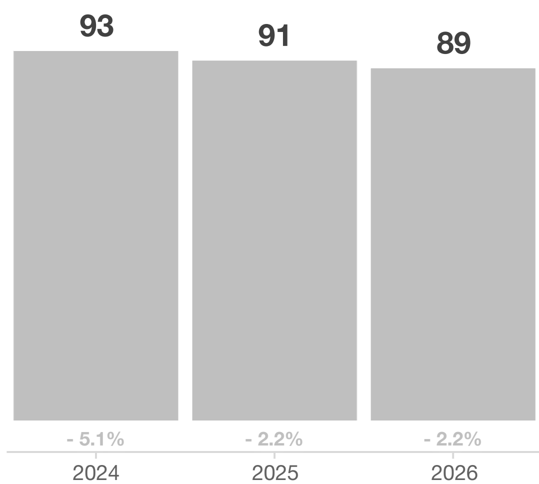
July

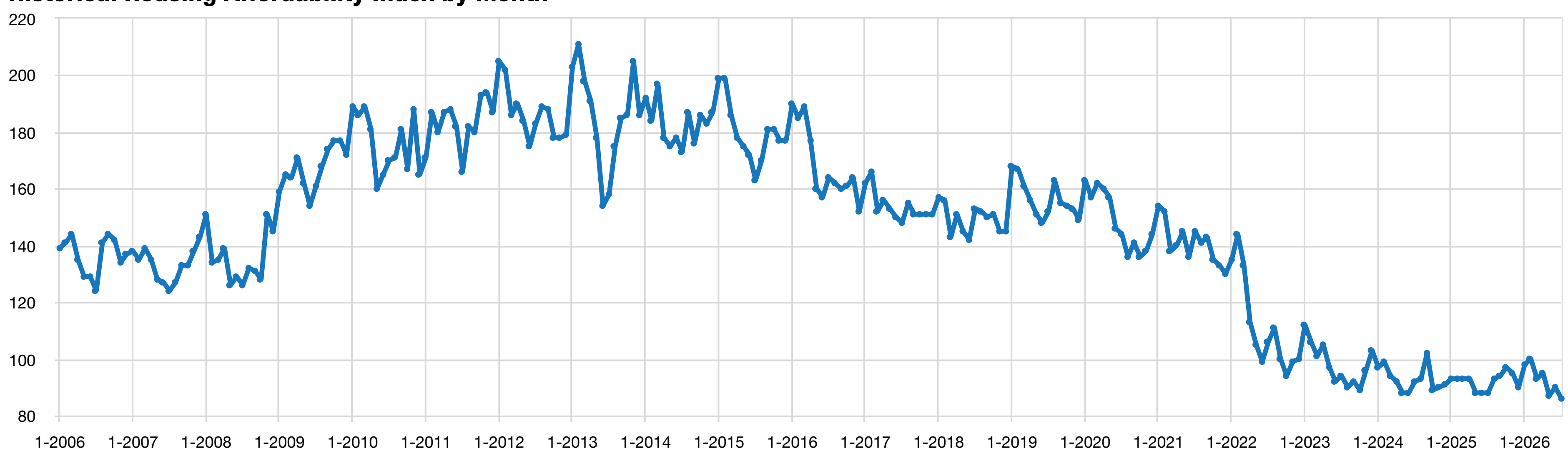


Year to Date



Affordability Index		Prior Year	Year-Over-Year Change
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%
Apr-2026	95	93	+ 2.2%
May-2026	87	88	- 1.1%
Jun-2026	90	88	+ 2.3%
Jul-2026	**86**	**88**	**- 2.3%**
12-Month Avg	93	92	+ 1.1%

Historical Housing Affordability Index by Month

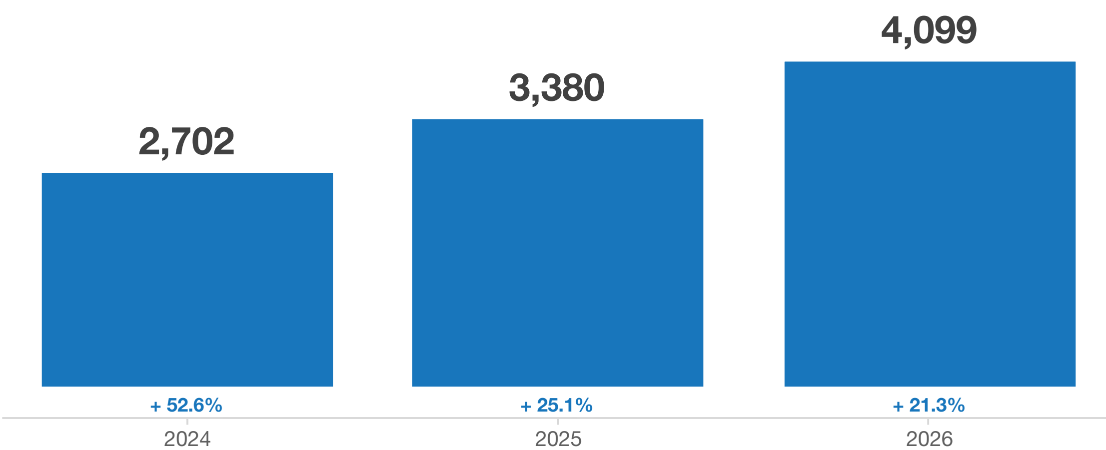


Inventory of Homes for Sale

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

GREATER CHATTANOOGA REALTORS®

July



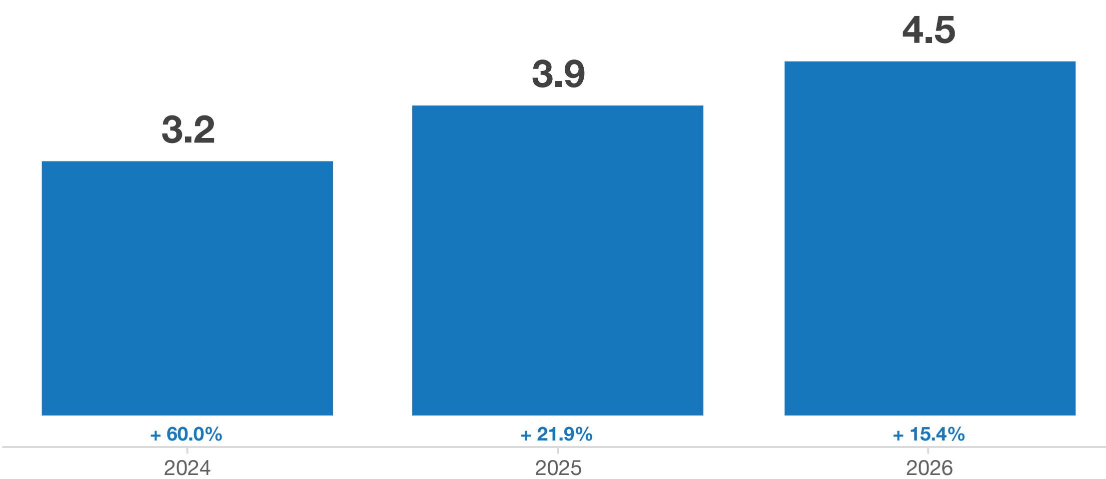
Homes for Sale		Prior Year	Year-Over-Year Change
Aug-2025	3,443	2,895	+ 18.9%
Sep-2025	3,514	2,942	+ 19.4%
Oct-2025	3,587	2,978	+ 20.4%
Nov-2025	3,460	2,880	+ 20.1%
Dec-2025	3,176	2,627	+ 20.9%
Jan-2026	3,314	2,727	+ 21.5%
Feb-2026	3,400	2,870	+ 18.5%
Mar-2026	3,486	2,879	+ 21.1%
Apr-2026	3,852	2,997	+ 28.5%
May-2026	3,971	3,125	+ 27.1%
Jun-2026	4,060	3,217	+ 26.2%
Jul-2026	**4,099**	**3,380**	**+ 21.3%**
12-Month Avg	3,614	2,960	+ 22.1%

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.

July



Months Supply		Prior Year	Year-Over-Year Change
Aug-2025	4.0	3.4	+ 17.6%
Sep-2025	4.1	3.5	+ 17.1%
Oct-2025	4.2	3.5	+ 20.0%
Nov-2025	4.0	3.3	+ 21.2%
Dec-2025	3.7	3.0	+ 23.3%
Jan-2026	3.8	3.2	+ 18.8%
Feb-2026	3.9	3.4	+ 14.7%
Mar-2026	4.0	3.4	+ 17.6%
Apr-2026	4.3	3.5	+ 22.9%
May-2026	4.4	3.7	+ 18.9%
Jun-2026	4.5	3.8	+ 18.4%
Jul-2026	**4.5**	**3.9**	**+ 15.4%**
12-Month Avg*	4.1	3.5	+ 18.5%

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

Historical Months Supply of Inventory by Month