

Monthly Indicators



September 2026

U.S. existing-home sales fell 2.0% from the previous month and 1.2% from a year earlier to a seasonally adjusted annual rate of 3.98 million, the first reading below 4 million since June 2025, according to the National Association of REALTORS® (NAR). Sales held steady in the West and declined in the Northeast, Midwest, and South. Compared with a year earlier, sales were unchanged in the South and declined in the Northeast, Midwest, and West.

New Listings in the Chattanooga region increased 4.1 percent to 1,373. Pending Sales decreased 2.9 percent to 797. Inventory increased 16.8 percent to 4,106.

Median Sales Price were dead even with last year. Days on Market increased 21.7 percent to 56. Months Supply of Inventory increased 9.8 percent to 4.5.

Heading into September, there were 1.62 million homes listed for sale, up 3.2% from the previous month and 5.9% from a year earlier, the first time inventory has exceeded 1.6 million units since November 2019, NAR reported. That represents a 4.9-month supply at the current sales pace, up from 4.6 months a month earlier and the highest level in over ten years, according to NAR Chief Economist Lawrence Yun. The median existing-home sales price rose 1.6% year-over-year to \$429,100, marking 38 consecutive months of annual gains, and year-to-date sales are up 1.6%. The Federal Reserve raised its benchmark rate by a quarter point on September 16 to a range of 3.75% to 4%, its first increase since July 2023, and the 30-year fixed-rate mortgage moved above 7% in late September, up from an August average of 6.67%, according to Freddie Mac.

Monthly Snapshot

+ 1.3%	+ 16.8%	0.0%
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.



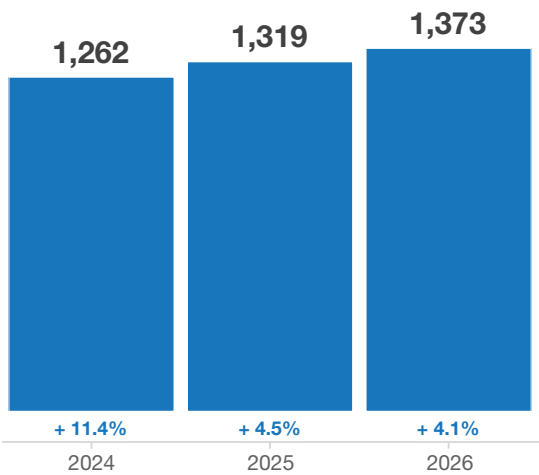
Key Metrics	Historical Sparkbars	9-2025	9-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		1,319	1,373	+ 4.1%	12,554	13,800	+ 9.9%
Pending Sales		821	797	- 2.9%	8,137	8,780	+ 7.9%
Closed Sales		911	923	+ 1.3%	7,853	8,405	+ 7.0%
Days on Market Until Sale		46	56	+ 21.7%	49	56	+ 14.3%
Median Sales Price		\$340,000	\$340,000	0.0%	\$338,650	\$345,000	+ 1.9%
Avg. Sales Price		\$398,577	\$410,528	+ 3.0%	\$401,099	\$410,183	+ 2.3%
Pct. of Orig. Price Received		95.0%	94.4%	- 0.6%	95.6%	95.1%	- 0.5%
Affordability Index		94	88	- 6.4%	94	86	- 8.5%
Homes for Sale		3,515	4,106	+ 16.8%	—	—	—
Months Supply of Inventory		4.1	4.5	+ 9.8%	—	—	—

New Listings

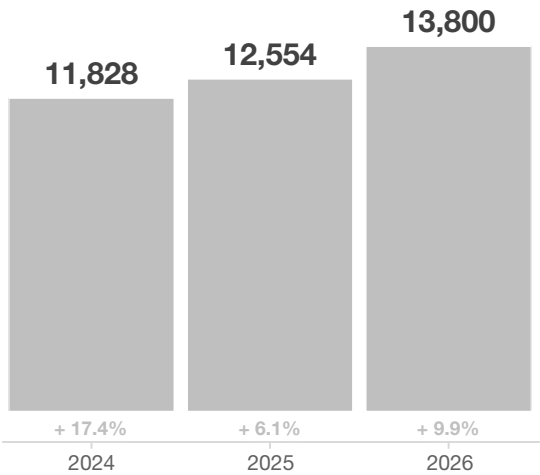
A count of the properties that have been newly listed on the market in a given month.



September

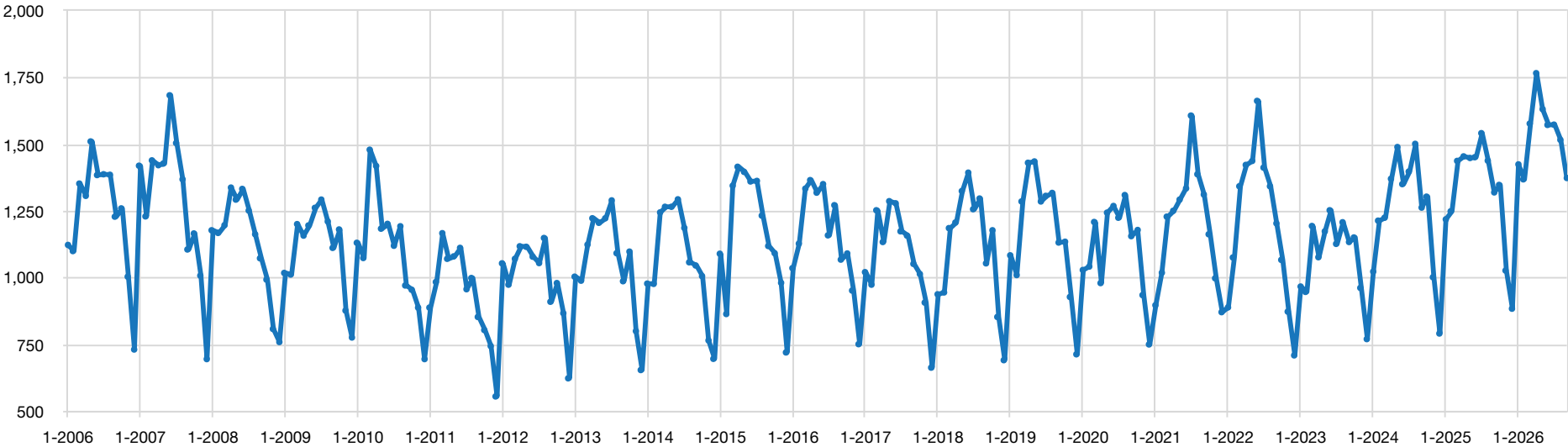


Year to Date



New Listings		Prior Year	Year-Over-Year Change
Oct-2025	1,347	1,303	+ 3.4%
Nov-2025	1,026	1,001	+ 2.5%
Dec-2025	883	790	+ 11.8%
Jan-2026	1,424	1,218	+ 16.9%
Feb-2026	1,368	1,248	+ 9.6%
Mar-2026	1,577	1,437	+ 9.7%
Apr-2026	1,766	1,454	+ 21.5%
May-2026	1,631	1,448	+ 12.6%
Jun-2026	1,572	1,451	+ 8.3%
Jul-2026	1,573	1,541	+ 2.1%
Aug-2026	1,516	1,438	+ 5.4%
Sep-2026	1,373	1,319	+ 4.1%
12-Month Avg	1,421	1,304	+ 9.0%

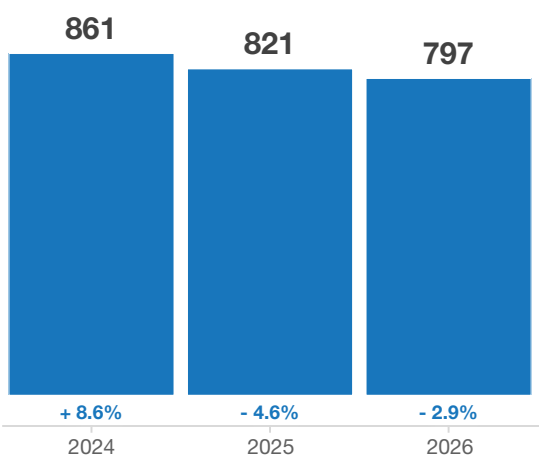
Historical New Listings by Month



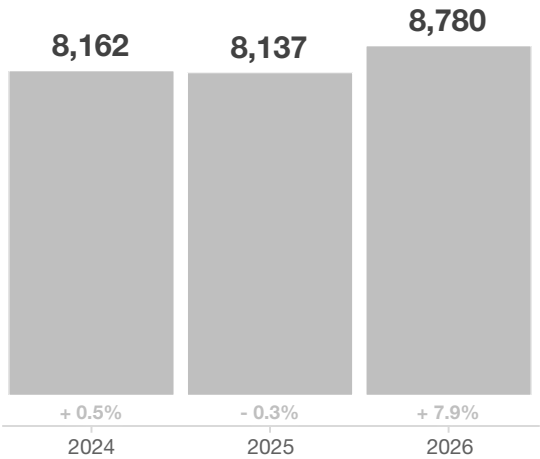
Pending Sales

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

September

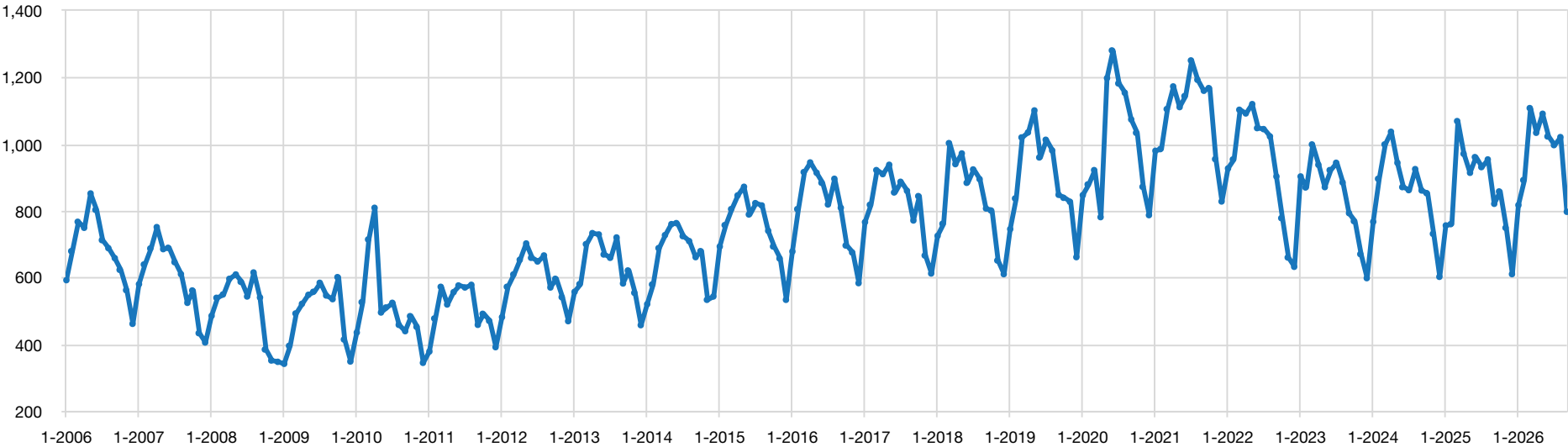


Year to Date



Pending Sales	Prior Year	Year-Over-Year Change
Oct-2025	858	853 + 0.6%
Nov-2025	749	731 + 2.5%
Dec-2025	610	602 + 1.3%
Jan-2026	817	756 + 8.1%
Feb-2026	892	760 + 17.4%
Mar-2026	1,108	1,069 + 3.6%
Apr-2026	1,034	971 + 6.5%
May-2026	1,091	914 + 19.4%
Jun-2026	1,023	961 + 6.5%
Jul-2026	997	931 + 7.1%
Aug-2026	1,021	954 + 7.0%
Sep-2026	797	821 - 2.9%
12-Month Avg	916	860 + 6.5%

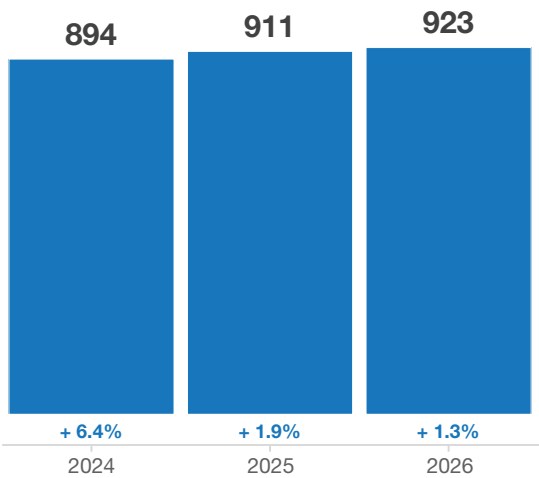
Historical Pending Sales by Month



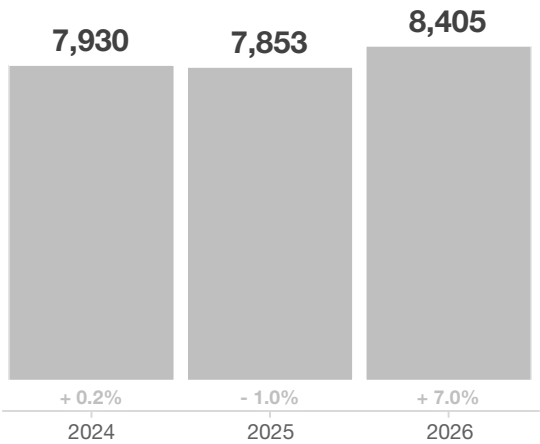
Closed Sales

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

September

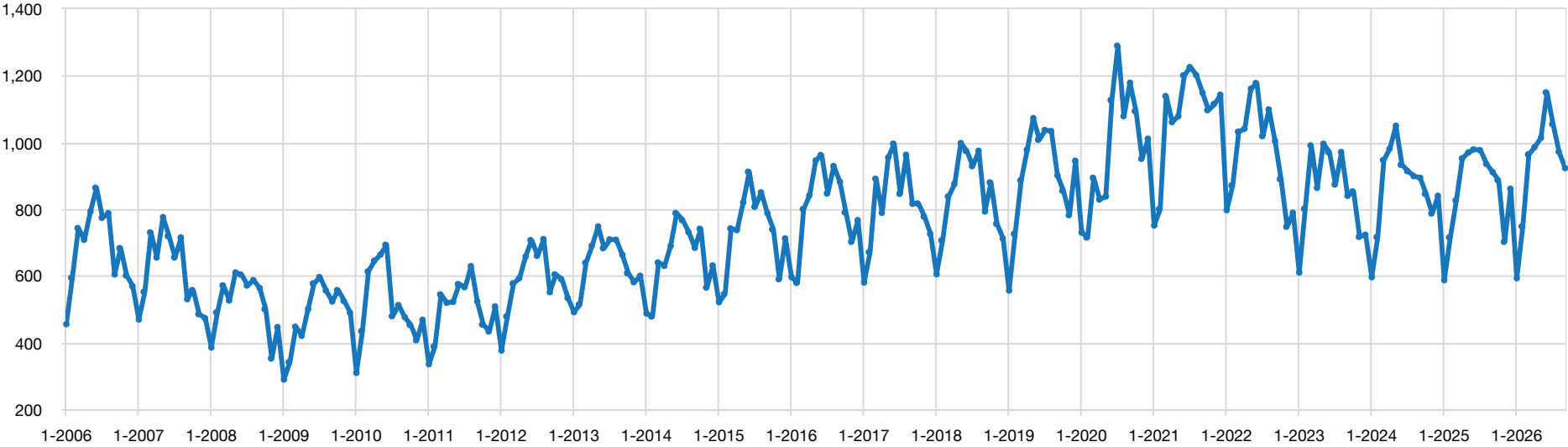


Year to Date



Closed Sales		Prior Year	Year-Over-Year Change
Oct-2025	887	846	+ 4.8%
Nov-2025	702	787	- 10.8%
Dec-2025	861	840	+ 2.5%
Jan-2026	593	587	+ 1.0%
Feb-2026	748	715	+ 4.6%
Mar-2026	964	826	+ 16.7%
Apr-2026	986	952	+ 3.6%
May-2026	1,014	970	+ 4.5%
Jun-2026	1,150	979	+ 17.5%
Jul-2026	1,055	977	+ 8.0%
Aug-2026	972	936	+ 3.8%
Sep-2026	923	911	+ 1.3%
12-Month Avg	905	861	+ 5.1%

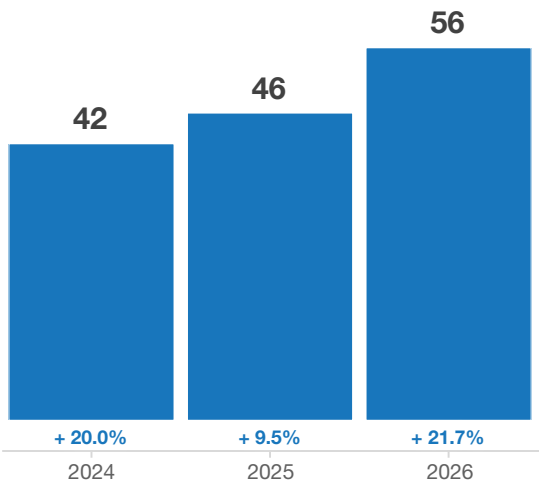
Historical Closed Sales by Month



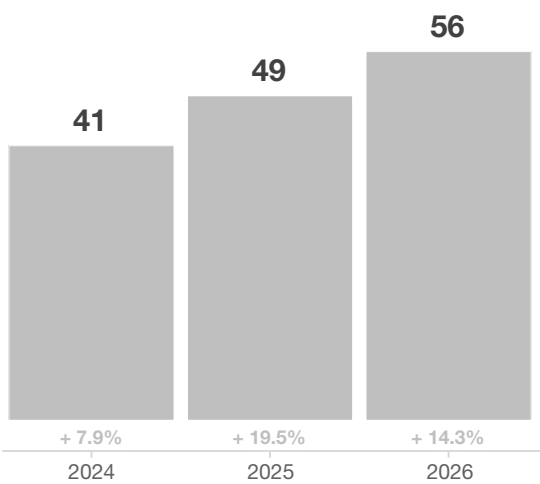
Days on Market Until Sale

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

September



Year to Date



Days on Market		Prior Year	Year-Over-Year Change
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	64	57	+ 12.3%
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%
Aug-2026	55	46	+ 19.6%
Sep-2026	56	46	+ 21.7%
12-Month Avg*	55	48	+ 13.4%

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

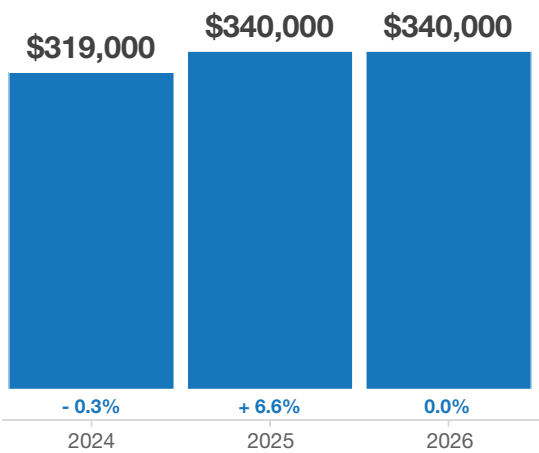
Historical Days on Market Until Sale by Month



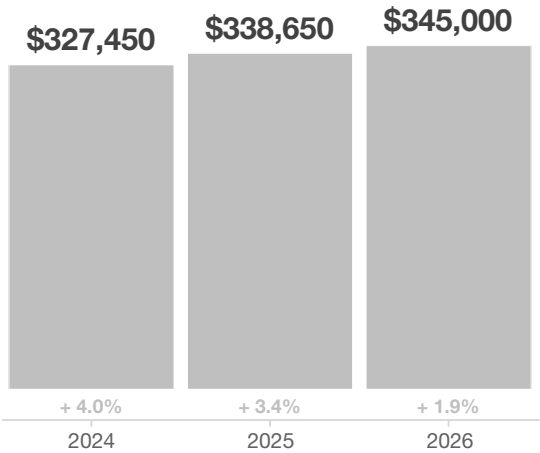
Median Sales Price

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

September



Year to Date



	Median Sales Price	Prior Year	Year-Over-Year Change
Oct-2025	\$330,000	\$350,000	- 5.7%
Nov-2025	\$337,450	\$337,000	+ 0.1%
Dec-2025	\$358,300	\$335,000	+ 7.0%
Jan-2026	\$330,000	\$325,000	+ 1.5%
Feb-2026	\$327,700	\$331,000	- 1.0%
Mar-2026	\$340,750	\$332,000	+ 2.6%
Apr-2026	\$339,000	\$330,000	+ 2.7%
May-2026	\$358,250	\$342,478	+ 4.6%
Jun-2026	\$350,000	\$346,000	+ 1.2%
Jul-2026	\$355,000	\$349,900	+ 1.5%
Aug-2026	\$350,000	\$335,000	+ 4.5%
Sep-2026	\$340,000	\$340,000	0.0%
12-Month Avg*	\$345,000	\$339,463	+ 1.6%

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

Historical Median Sales Price by Month

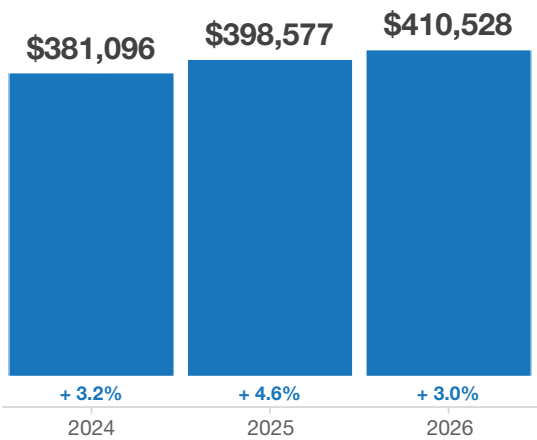


Average Sales Price

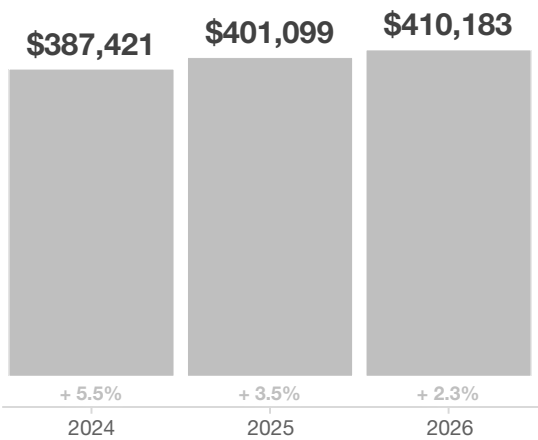
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



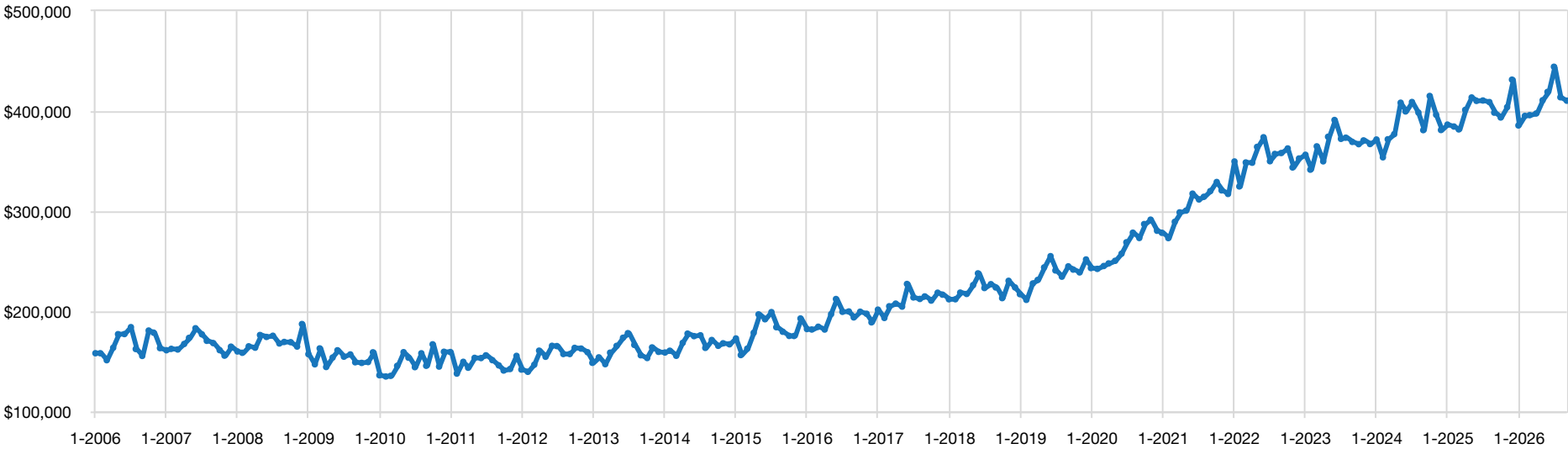
Year to Date



Avg. Sales Price		Prior Year	Year-Over-Year Change
Oct-2025	\$393,742	\$415,250	- 5.2%
Nov-2025	\$404,093	\$396,459	+ 1.9%
Dec-2025	\$431,551	\$381,217	+ 13.2%
Jan-2026	\$385,786	\$386,643	- 0.2%
Feb-2026	\$395,339	\$384,715	+ 2.8%
Mar-2026	\$396,084	\$381,837	+ 3.7%
Apr-2026	\$397,747	\$401,316	- 0.9%
May-2026	\$410,955	\$413,733	- 0.7%
Jun-2026	\$419,275	\$410,333	+ 2.2%
Jul-2026	\$444,420	\$410,712	+ 8.2%
Aug-2026	\$413,962	\$409,129	+ 1.2%
Sep-2026	\$410,528	\$398,577	+ 3.0%
12-Month Avg*	\$410,140	\$400,284	+ 2.5%

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

Historical Average Sales Price by Month

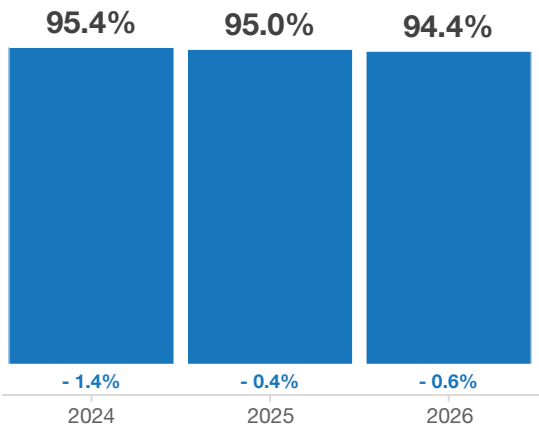


Percent of Original List Price Received

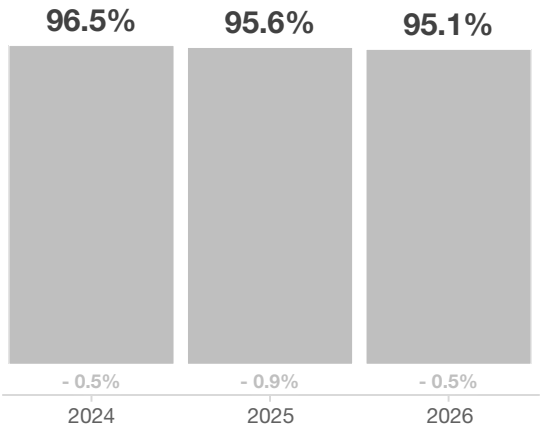
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



September



Year to Date



	Pct. of Orig. Price Received	Prior Year	Year-Over-Year Change
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	95.6%	96.2%	- 0.6%
Aug-2026	95.1%	95.2%	- 0.1%
Sep-2026	94.4%	95.0%	- 0.6%
12-Month Avg*	95.0%	95.5%	- 0.5%

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

Historical Percent of Original List Price Received by Month

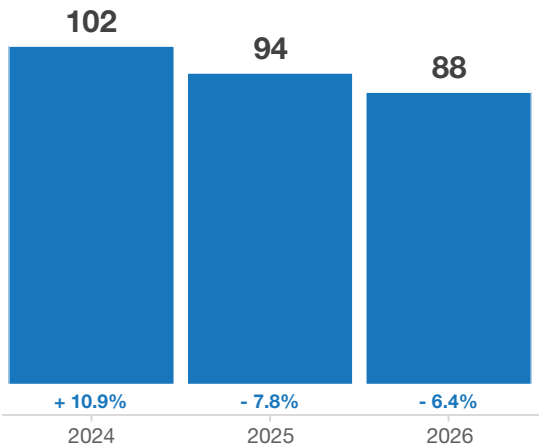


Housing Affordability Index

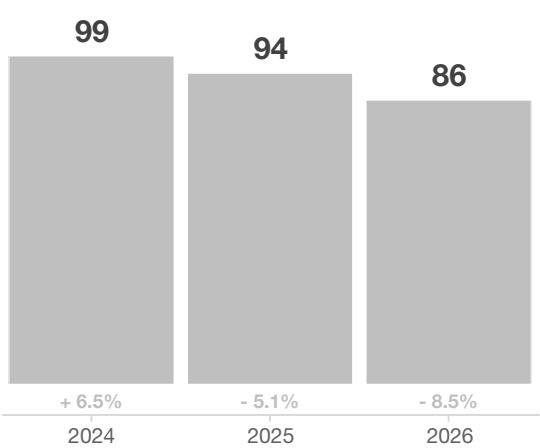
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



September

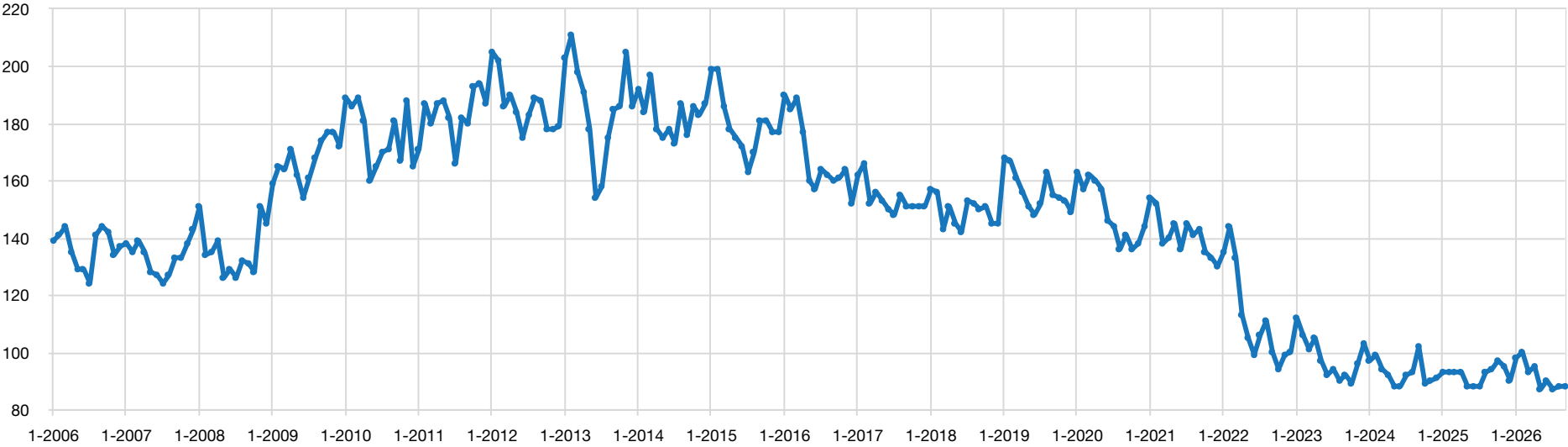


Year to Date



Affordability Index		Prior Year	Year-Over-Year Change
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	87	88	- 1.1%
Aug-2026	88	93	- 5.4%
Sep-2026	88	94	- 6.4%
12-Month Avg	92	91	+ 1.1%

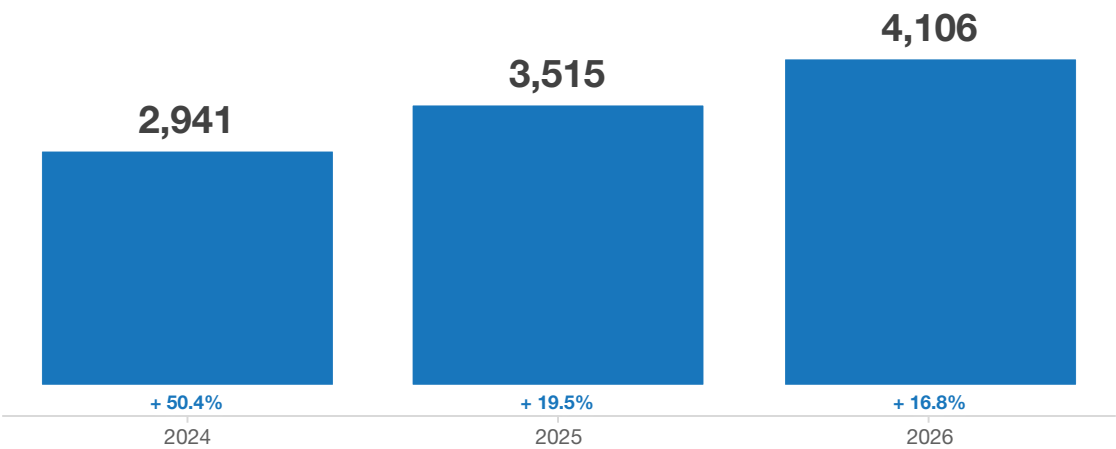
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

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

September



Homes for Sale	Prior Year	Year-Over-Year Change
Oct-2025	3,590	2,977 + 20.6%
Nov-2025	3,461	2,879 + 20.2%
Dec-2025	3,175	2,627 + 20.9%
Jan-2026	3,311	2,727 + 21.4%
Feb-2026	3,397	2,870 + 18.4%
Mar-2026	3,478	2,879 + 20.8%
Apr-2026	3,841	2,997 + 28.2%
May-2026	3,959	3,125 + 26.7%
Jun-2026	4,052	3,217 + 26.0%
Jul-2026	4,124	3,380 + 22.0%
Aug-2026	4,059	3,444 + 17.9%
Sep-2026	4,106	3,515 + 16.8%
12-Month Avg	3,713	3,053 + 21.6%

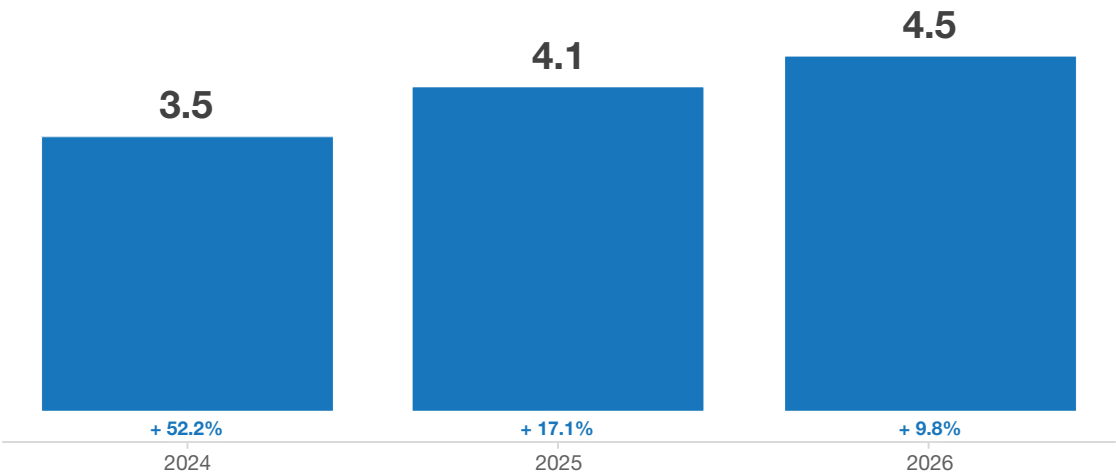
Historical Inventory of Homes for Sale by Month



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.

September



Months Supply		Prior Year	Year-Over-Year Change
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	3.9	3.4	+ 14.7%
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%
Aug-2026	4.4	4.0	+ 10.0%
Sep-2026	4.5	4.1	+ 9.8%
12-Month Avg*	4.2	3.6	+ 17.2%

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

Historical Months Supply of Inventory by Month

