

Weekly Market Activity Report



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For Week Ending August 10, 2024

Data current as of August 19, 2024

Homebuyer preferences for smaller homes continue to influence builder behavior. According to the U.S. Census Bureau, the typical new single-family home under construction had a median floor area of 2,139 square feet in the first quarter of 2024. That's down from the same period last year, when the typical new home had a median floor area of 2,256 square feet, and the lowest reading since 2009, according to the National Association of Home Builders.

In the Chattanooga region, for the week ending August 10:

- New Listings increased 26.7% to 313
- Pending Sales increased 37.0% to 259
- Inventory increased 59.4% to 2,725

For the month of July:

- Median Sales Price increased 1.5% to \$329,900
- Days on Market increased 13.3% to 34
- Percent of Original List Price Received decreased 1.2% to 96.4%
- Months Supply of Inventory increased 60.0% to 3.2

Quick Facts

+ 26.7%

Change in
New Listings

+ 37.0%

Change in
Pending Sales

+ 59.4%

Change in
Inventory

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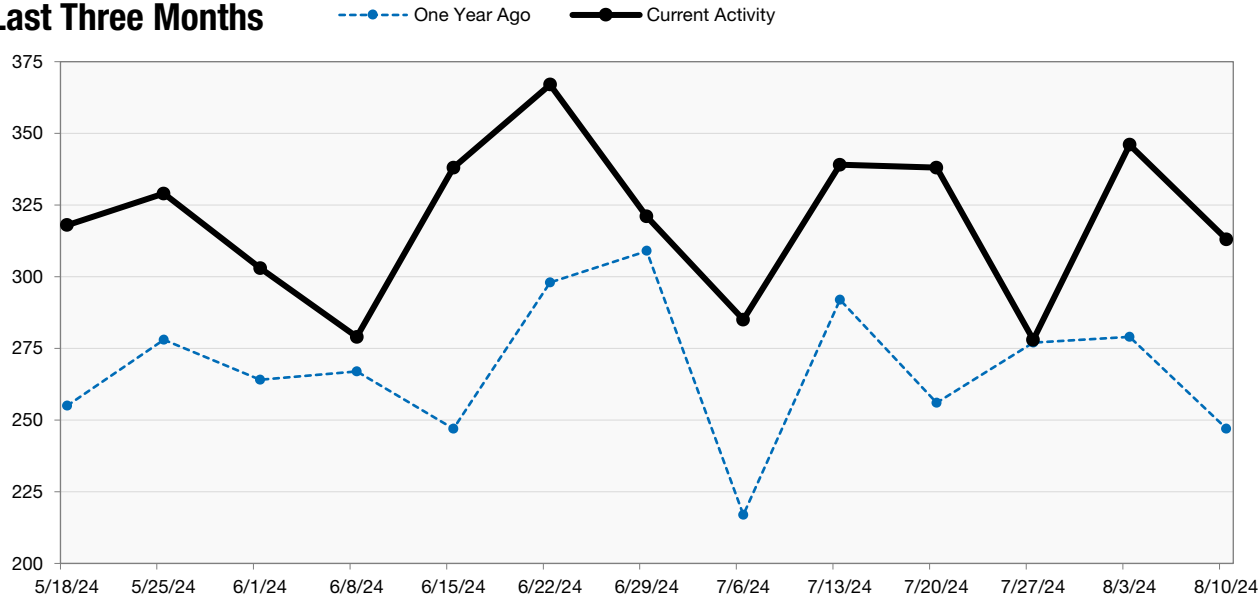
New Listings

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



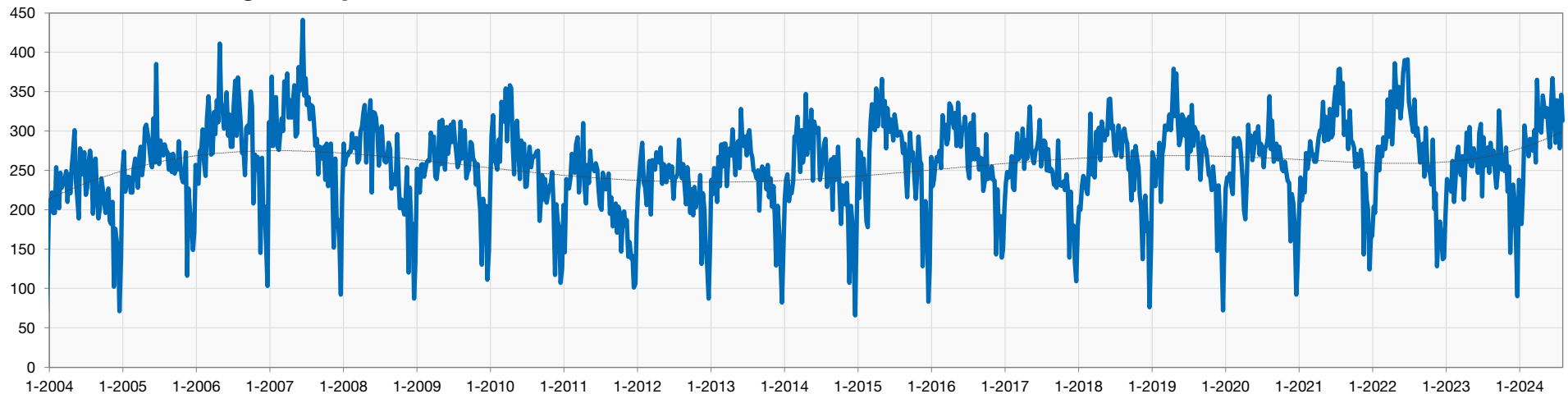
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Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
5/18/2024	318	255	+ 24.7%
5/25/2024	329	278	+ 18.3%
6/1/2024	303	264	+ 14.8%
6/8/2024	279	267	+ 4.5%
6/15/2024	338	247	+ 36.8%
6/22/2024	367	298	+ 23.2%
6/29/2024	321	309	+ 3.9%
7/6/2024	285	217	+ 31.3%
7/13/2024	339	292	+ 16.1%
7/20/2024	338	256	+ 32.0%
7/27/2024	278	277	+ 0.4%
8/3/2024	346	279	+ 24.0%
8/10/2024	313	247	+ 26.7%
3-Month Total	4,154	3,486	+ 19.2%

Historical New Listing Activity



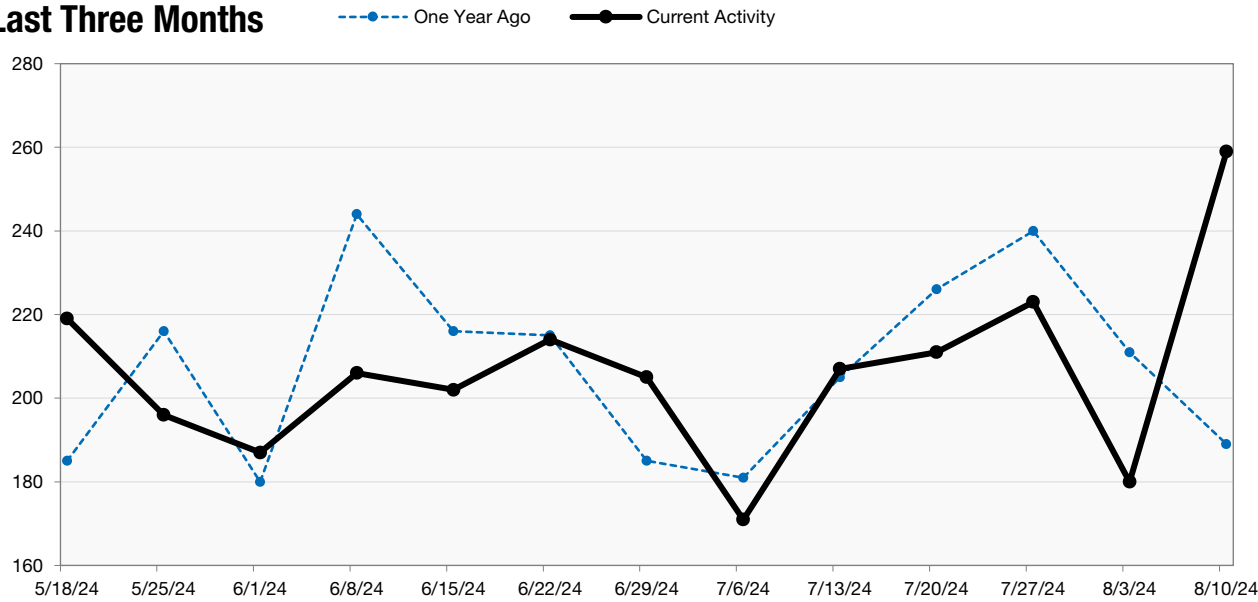
Pending Sales

A count of the properties that have offers accepted on them in a given week.



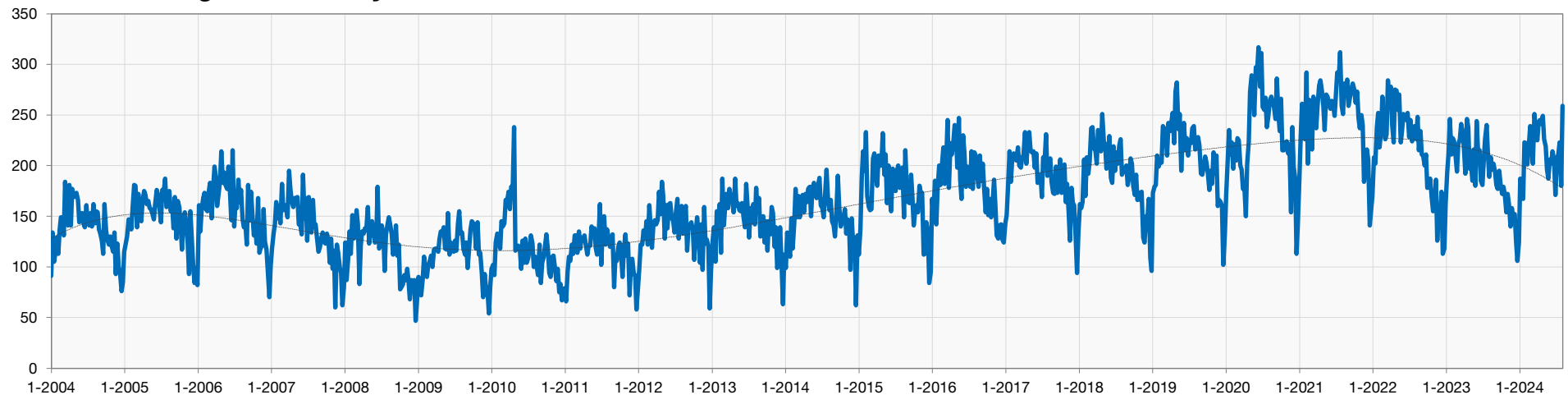
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Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
5/18/2024	219	185	+ 18.4%
5/25/2024	196	216	- 9.3%
6/1/2024	187	180	+ 3.9%
6/8/2024	206	244	- 15.6%
6/15/2024	202	216	- 6.5%
6/22/2024	214	215	- 0.5%
6/29/2024	205	185	+ 10.8%
7/6/2024	171	181	- 5.5%
7/13/2024	207	205	+ 1.0%
7/20/2024	211	226	- 6.6%
7/27/2024	223	240	- 7.1%
8/3/2024	180	211	- 14.7%
8/10/2024	259	189	+ 37.0%
3-Month Total	2,680	2,693	- 0.5%

Historical Pending Sales Activity



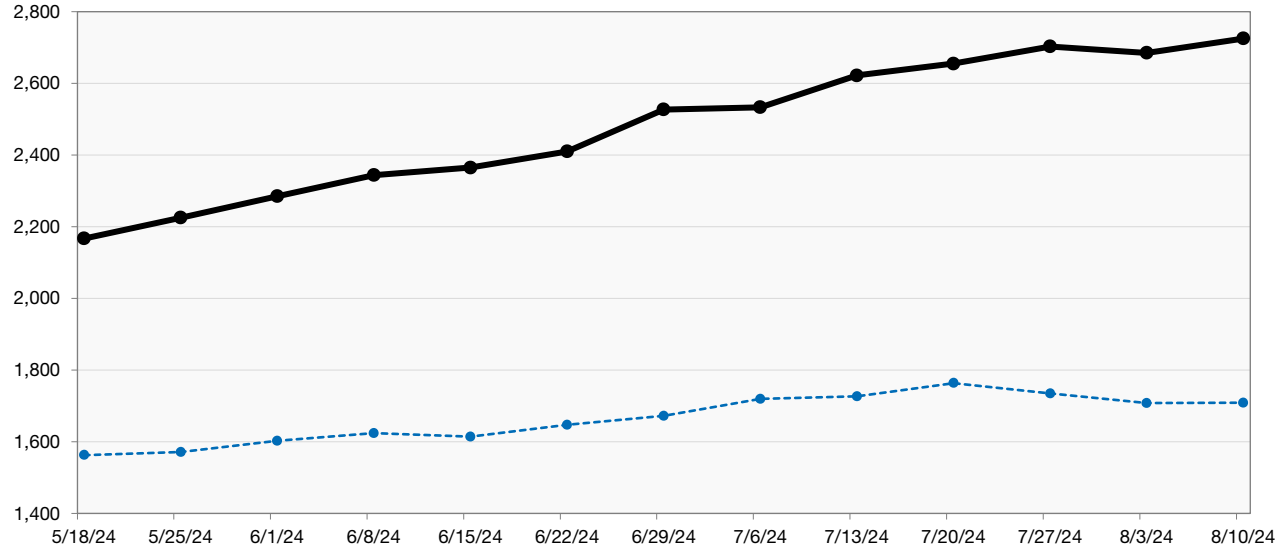
Inventory of Homes for Sale

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



Last Three Months

--- One Year Ago ● Current Activity



For the Week Ending	Current Activity	One Year Ago	+ / -
5/18/2024	2,167	1,563	+ 38.6%
5/25/2024	2,225	1,571	+ 41.6%
6/1/2024	2,285	1,603	+ 42.5%
6/8/2024	2,344	1,624	+ 44.3%
6/15/2024	2,365	1,614	+ 46.5%
6/22/2024	2,410	1,647	+ 46.3%
6/29/2024	2,527	1,672	+ 51.1%
7/6/2024	2,533	1,720	+ 47.3%
7/13/2024	2,622	1,727	+ 51.8%
7/20/2024	2,655	1,764	+ 50.5%
7/27/2024	2,703	1,735	+ 55.8%
8/3/2024	2,685	1,708	+ 57.2%
8/10/2024	2,725	1,709	+ 59.4%
3-Month Avg	2,480	1,666	+ 48.9%

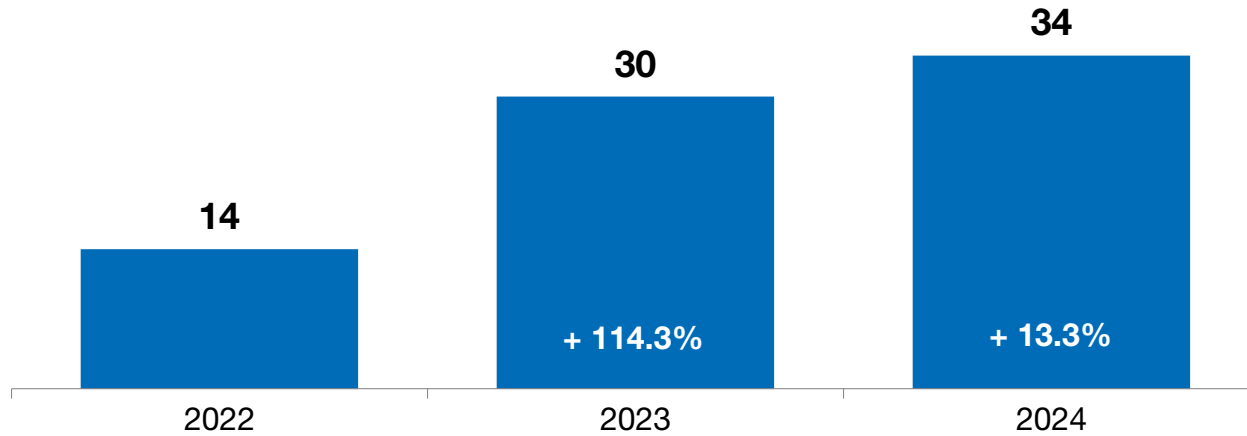
Historical Inventory Activity



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.

July



Month	Current Activity	One Year Previous	+ / -
August 2023	31	16	+ 93.8%
September 2023	31	24	+ 29.2%
October 2023	30	25	+ 20.0%
November 2023	35	31	+ 12.9%
December 2023	36	32	+ 12.5%
January 2024	41	36	+ 13.9%
February 2024	42	39	+ 7.7%
March 2024	44	35	+ 25.7%
April 2024	37	36	+ 2.8%
May 2024	29	35	- 17.1%
June 2024	34	30	+ 13.3%
July 2024	34	30	+ 13.3%
12-Month Avg	35	30	+ 16.7%

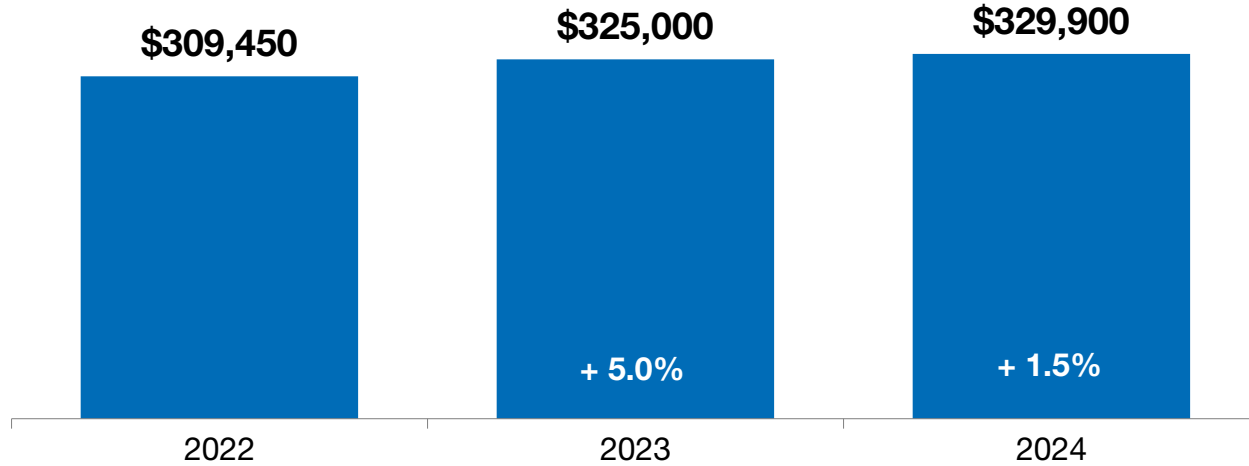
Historical Days on Market Until Sale



Median Sales Price

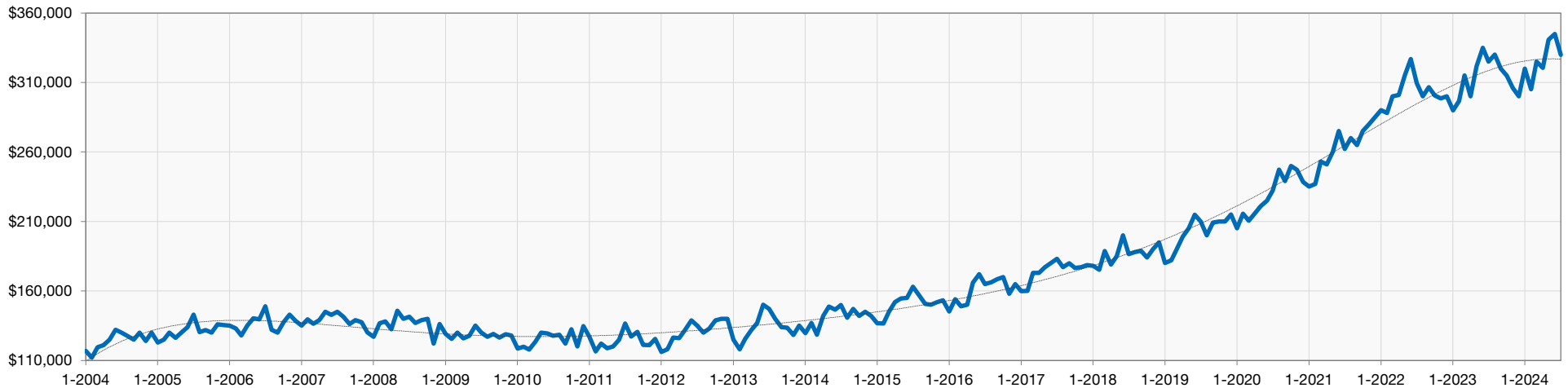
Median price point for all closed sales, not accounting for seller concessions, in a given month.

July



Month	Current Activity	One Year Previous	+ / -
August 2023	\$330,000	\$300,000	+ 10.0%
September 2023	\$320,000	\$306,500	+ 4.4%
October 2023	\$314,900	\$300,500	+ 4.8%
November 2023	\$306,000	\$298,500	+ 2.5%
December 2023	\$300,000	\$300,000	0.0%
January 2024	\$320,000	\$289,900	+ 10.4%
February 2024	\$305,000	\$296,568	+ 2.8%
March 2024	\$325,000	\$315,000	+ 3.2%
April 2024	\$320,552	\$300,000	+ 6.9%
May 2024	\$340,737	\$321,700	+ 5.9%
June 2024	\$345,000	\$335,000	+ 3.0%
July 2024	\$329,900	\$325,000	+ 1.5%
12-Month Avg	\$322,500	\$307,900	+ 4.7%

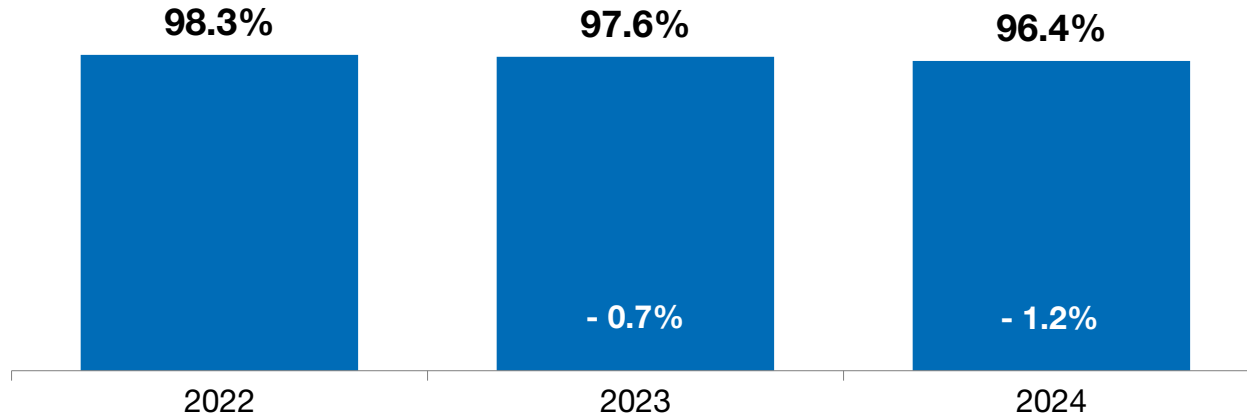
Historical Median Sales Price



Percent of Original List Price Received

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

July



Month	Current Activity	One Year Previous	+ / -
August 2023	97.2%	97.1%	+ 0.1%
September 2023	96.8%	96.2%	+ 0.6%
October 2023	96.5%	95.7%	+ 0.8%
November 2023	96.1%	95.6%	+ 0.5%
December 2023	95.5%	94.9%	+ 0.6%
January 2024	96.3%	94.8%	+ 1.6%
February 2024	96.0%	96.1%	- 0.1%
March 2024	96.7%	97.2%	- 0.5%
April 2024	96.8%	97.5%	- 0.7%
May 2024	97.3%	97.1%	+ 0.2%
June 2024	97.1%	97.4%	- 0.3%
July 2024	96.4%	97.6%	- 1.2%
12-Month Avg	96.6%	96.5%	+ 0.1%

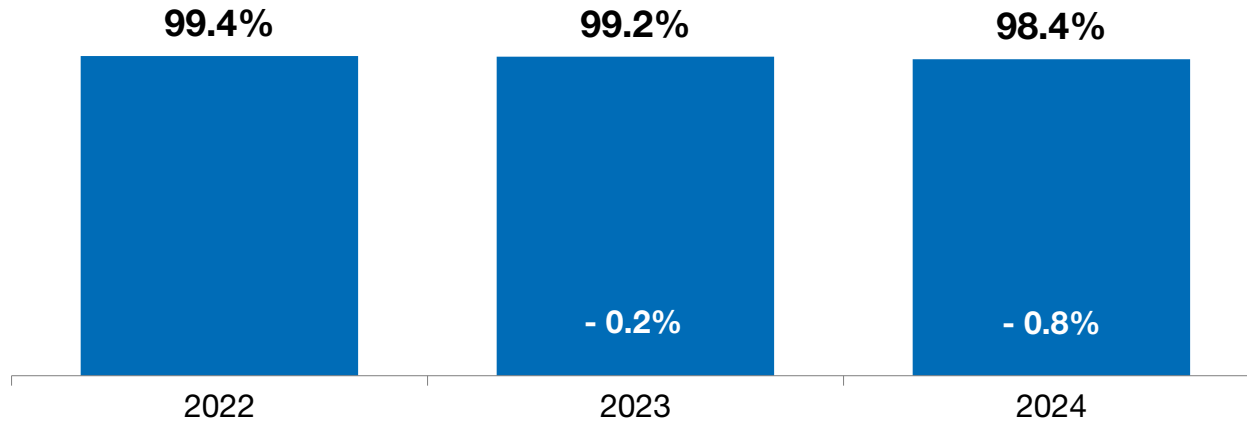
Historical Percent of Original List Price Received



Percent of Last List Price Received

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

July



Month	Current Activity	One Year Previous	+ / -
August 2023	98.7%	98.7%	0.0%
September 2023	98.7%	98.1%	+ 0.6%
October 2023	98.3%	98.1%	+ 0.2%
November 2023	98.2%	97.7%	+ 0.5%
December 2023	97.9%	97.7%	+ 0.2%
January 2024	98.0%	97.5%	+ 0.5%
February 2024	98.1%	98.5%	- 0.4%
March 2024	98.4%	99.0%	- 0.6%
April 2024	98.6%	99.0%	- 0.4%
May 2024	98.8%	98.4%	+ 0.4%
June 2024	98.9%	98.7%	+ 0.2%
July 2024	98.4%	99.2%	- 0.8%
12-Month Avg	98.5%	98.4%	+ 0.1%

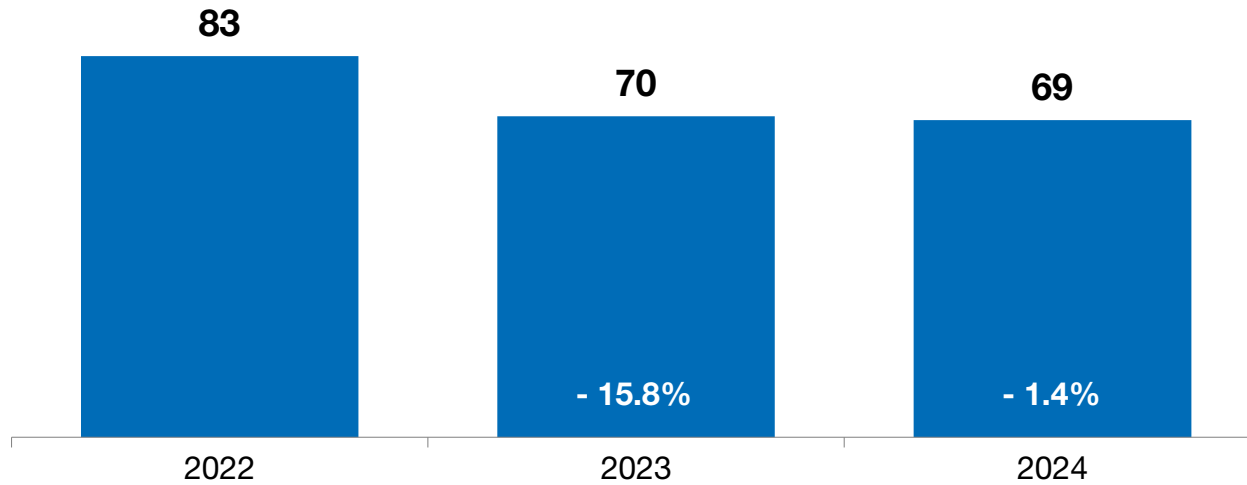
Historical Percent of Last List Price Received



Housing Affordability Index

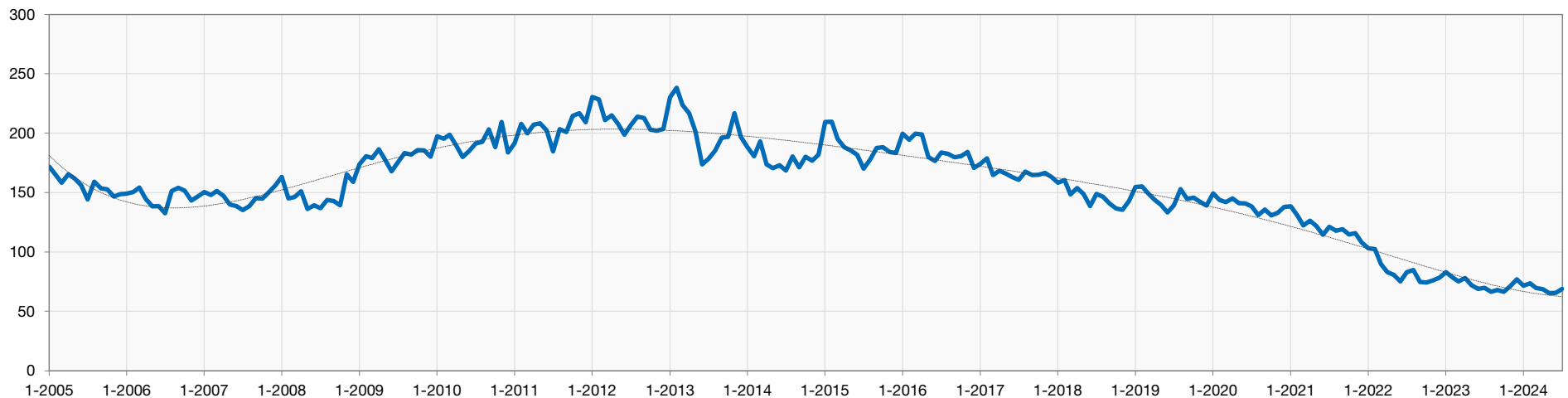
This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

July



Month	Current Activity	One Year Previous	+ / -
August 2023	66	85	- 22.4%
September 2023	68	75	- 9.3%
October 2023	66	74	- 10.8%
November 2023	71	76	- 6.6%
December 2023	77	78	- 1.3%
January 2024	72	83	- 13.3%
February 2024	74	79	- 6.3%
March 2024	69	75	- 8.0%
April 2024	69	78	- 11.5%
May 2024	65	72	- 9.7%
June 2024	65	69	- 5.8%
July 2024	69	70	- 1.4%
12-Month Avg	69	76	- 9.2%

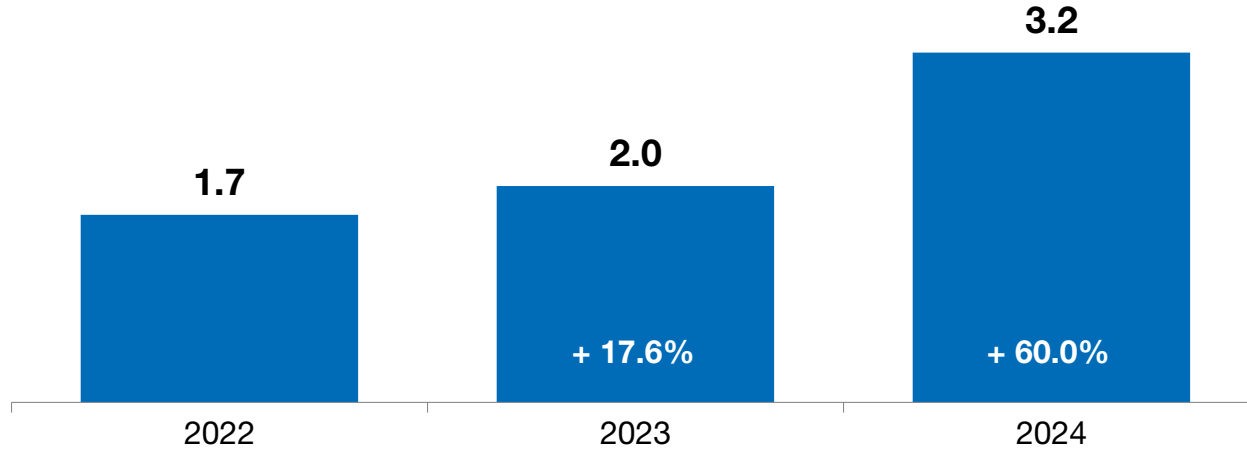
Historical Housing Affordability Index



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



Month	Current Activity	One Year Previous	+ / -
August 2023	2.1	1.8	+ 16.7%
September 2023	2.2	1.9	+ 15.8%
October 2023	2.4	2.0	+ 20.0%
November 2023	2.5	2.0	+ 25.0%
December 2023	2.3	1.9	+ 21.1%
January 2024	2.4	1.7	+ 41.2%
February 2024	2.4	1.6	+ 50.0%
March 2024	2.4	1.6	+ 50.0%
April 2024	2.4	1.6	+ 50.0%
May 2024	2.8	1.8	+ 55.6%
June 2024	3.0	2.0	+ 50.0%
July 2024	3.2	2.0	+ 60.0%
12-Month Avg	2.5	1.8	+ 38.9%

Historical Months Supply of Inventory

