

# Weekly Market Activity Report



## For Week Ending April 5, 2025

Data current as of April 14, 2025

Mortgage application volume increased 20% from one week earlier, according to the Mortgage Bankers Association, as a drop in rates caused a spike in demand. Purchase applications rose 9% from the previous week and were 24% higher than the same week a year ago, while refinance applications increased 35% from the previous week and were up 93% from the same week a year ago.

In the Chattanooga region, for the week ending April 5:

- New Listings decreased 8.7% to 334
- Pending Sales increased 4.4% to 235
- Inventory increased 39.7% to 2,896

For the month of March:

- Median Sales Price increased 2.4% to \$332,750
- Days on Market decreased 2.0% to 50
- Percent of Original List Price Received decreased 0.4% to 96.3%
- Months Supply of Inventory increased 41.7% to 3.4

## Quick Facts

- 8.7%	+ 4.4%	+ 39.7%
Change in New Listings	Change in Pending Sales	Change in Inventory

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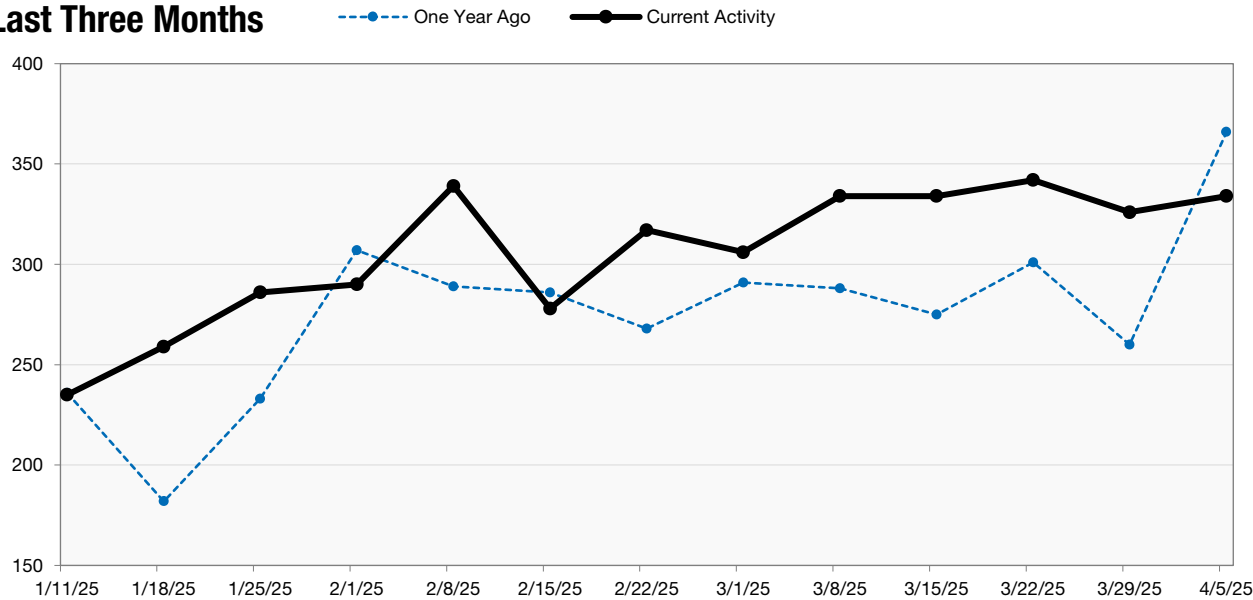
# New Listings

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



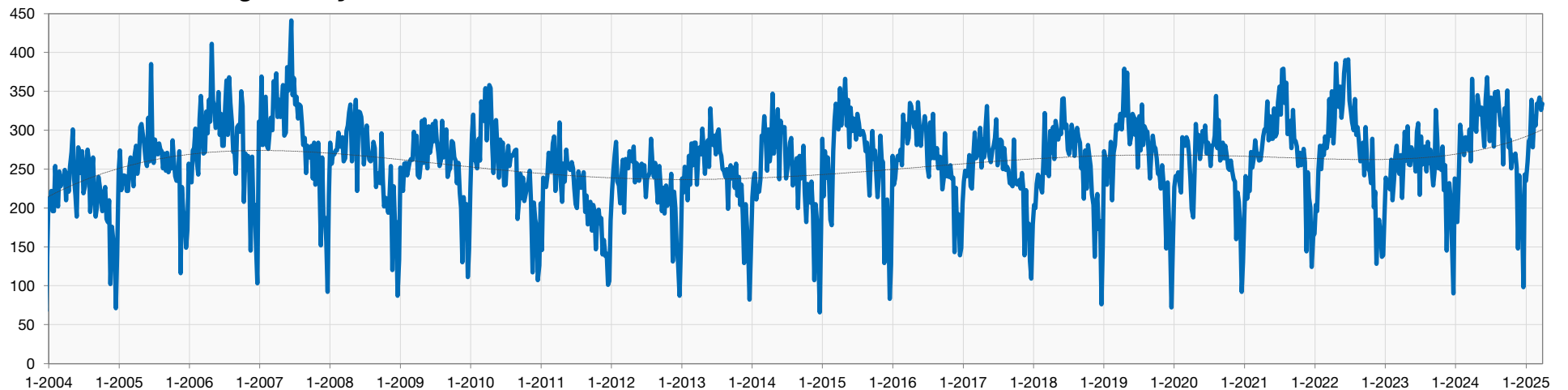
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## Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
1/11/2025	235	236	- 0.4%
1/18/2025	259	182	+ 42.3%
1/25/2025	286	233	+ 22.7%
2/1/2025	290	307	- 5.5%
2/8/2025	339	289	+ 17.3%
2/15/2025	278	286	- 2.8%
2/22/2025	317	268	+ 18.3%
3/1/2025	306	291	+ 5.2%
3/8/2025	334	288	+ 16.0%
3/15/2025	334	275	+ 21.5%
3/22/2025	342	301	+ 13.6%
3/29/2025	326	260	+ 25.4%
<b>4/5/2025</b>	<b>334</b>	<b>366</b>	<b>- 8.7%</b>
<b>3-Month Total</b>	<b>3,980</b>	<b>3,582</b>	<b>+ 11.1%</b>

## Historical New Listing Activity



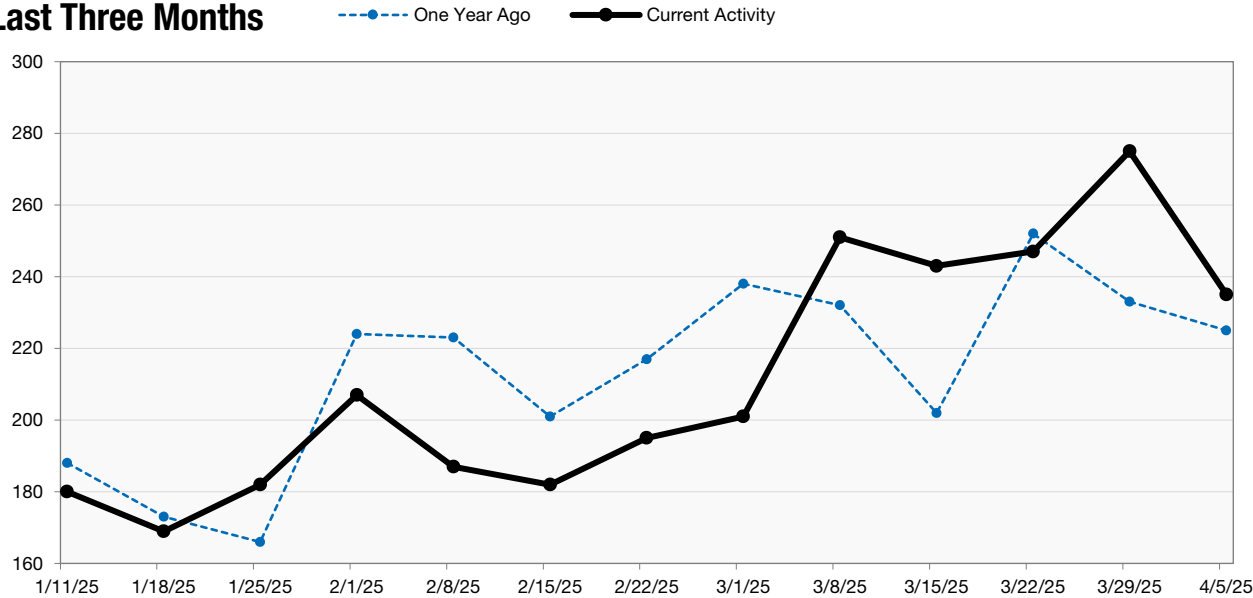
# Pending Sales

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



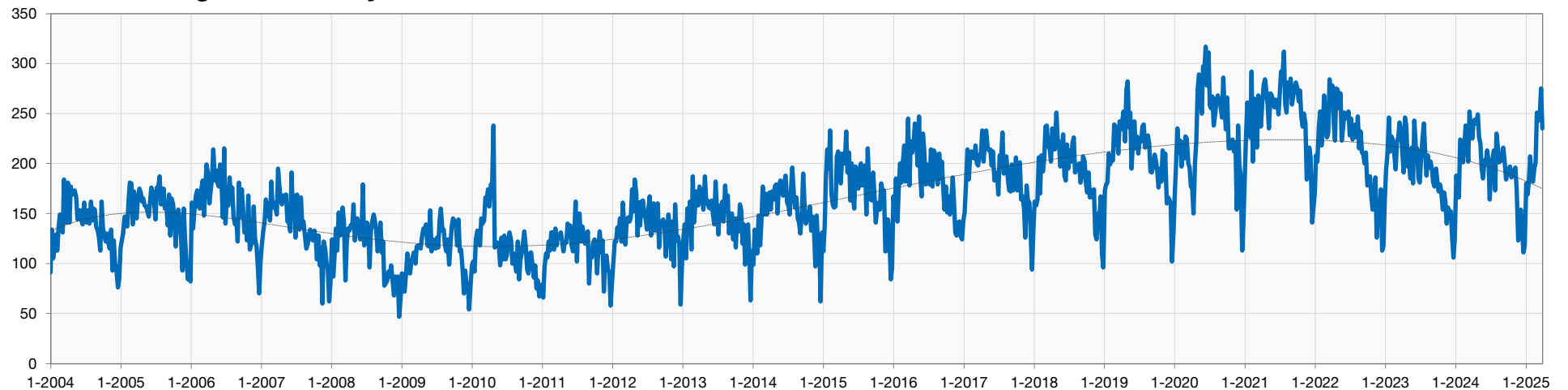
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## Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
1/11/2025	180	188	- 4.3%
1/18/2025	169	173	- 2.3%
1/25/2025	182	166	+ 9.6%
2/1/2025	207	224	- 7.6%
2/8/2025	187	223	- 16.1%
2/15/2025	182	201	- 9.5%
2/22/2025	195	217	- 10.1%
3/1/2025	201	238	- 15.5%
3/8/2025	251	232	+ 8.2%
3/15/2025	243	202	+ 20.3%
3/22/2025	247	252	- 2.0%
3/29/2025	275	233	+ 18.0%
<b>4/5/2025</b>	<b>235</b>	<b>225</b>	<b>+ 4.4%</b>
<b>3-Month Total</b>	<b>2,754</b>	<b>2,774</b>	<b>- 0.7%</b>

## Historical Pending Sales Activity



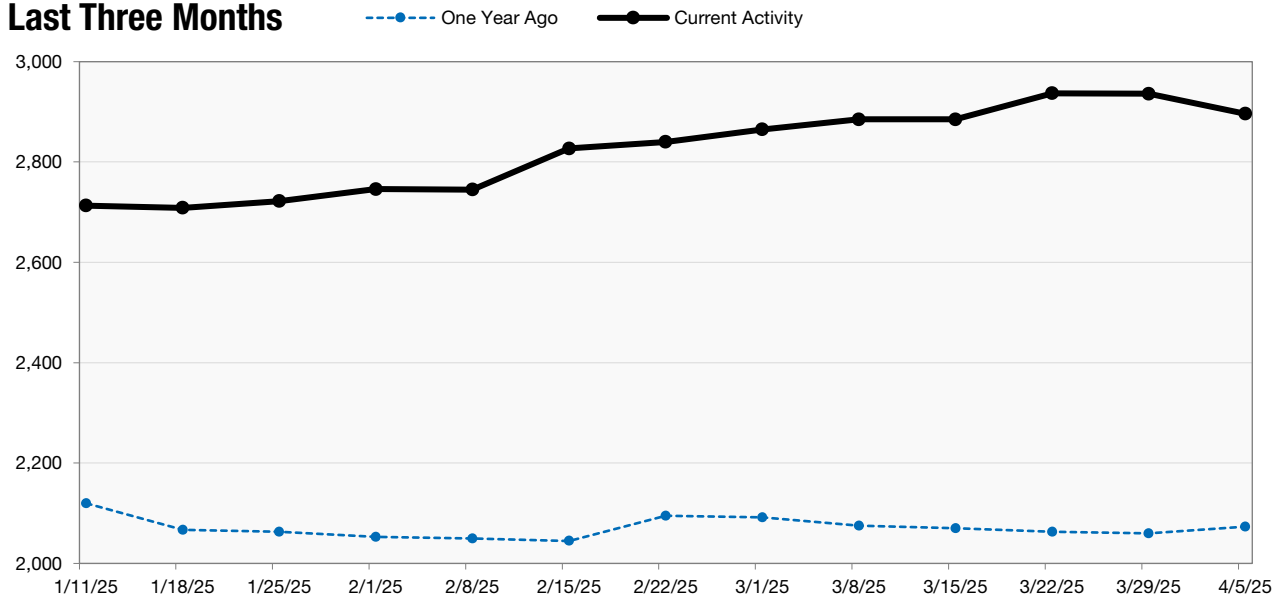
# Inventory of Homes for Sale

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



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## Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
1/11/2025	2,713	2,120	+ 28.0%
1/18/2025	2,709	2,067	+ 31.1%
1/25/2025	2,722	2,063	+ 31.9%
2/1/2025	2,746	2,053	+ 33.8%
2/8/2025	2,745	2,050	+ 33.9%
2/15/2025	2,827	2,045	+ 38.2%
2/22/2025	2,840	2,095	+ 35.6%
3/1/2025	2,865	2,092	+ 37.0%
3/8/2025	2,885	2,075	+ 39.0%
3/15/2025	2,885	2,070	+ 39.4%
3/22/2025	2,937	2,063	+ 42.4%
3/29/2025	2,936	2,060	+ 42.5%
4/5/2025	2,896	2,073	+ 39.7%
3-Month Avg	2,824	2,071	+ 36.3%

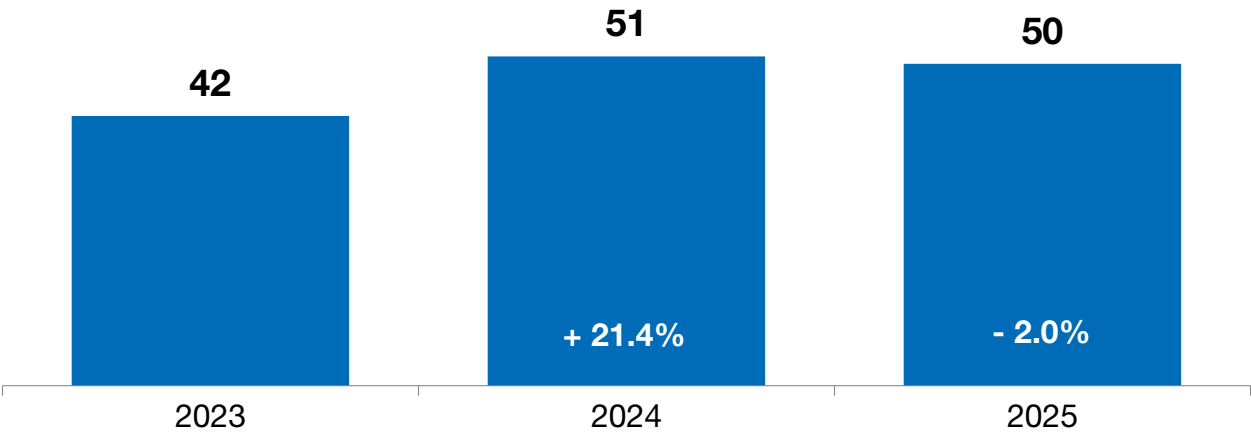
## Historical Inventory Activity



# 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.

## March



Month	Current Activity	One Year Previous	+ / -
April 2024	42	41	+ 2.4%
May 2024	34	39	- 12.8%
June 2024	39	34	+ 14.7%
July 2024	39	35	+ 11.4%
August 2024	38	35	+ 8.6%
September 2024	42	35	+ 20.0%
October 2024	46	35	+ 31.4%
November 2024	44	40	+ 10.0%
December 2024	50	41	+ 22.0%
January 2025	57	45	+ 26.7%
February 2025	58	47	+ 23.4%
March 2025	50	51	- 2.0%
12-Month Avg	44	40	+ 10.0%

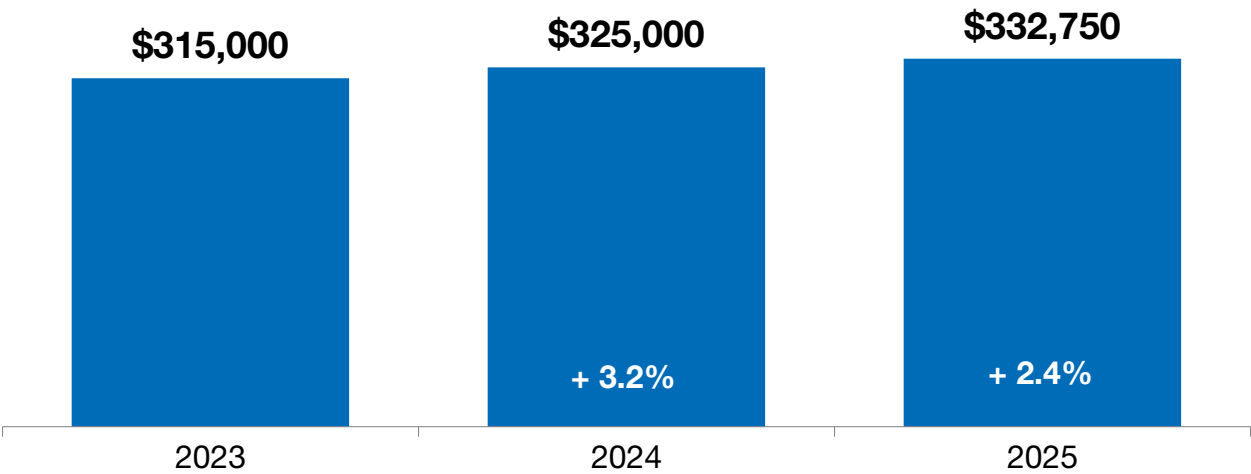
## Historical Days on Market Until Sale



# Median Sales Price

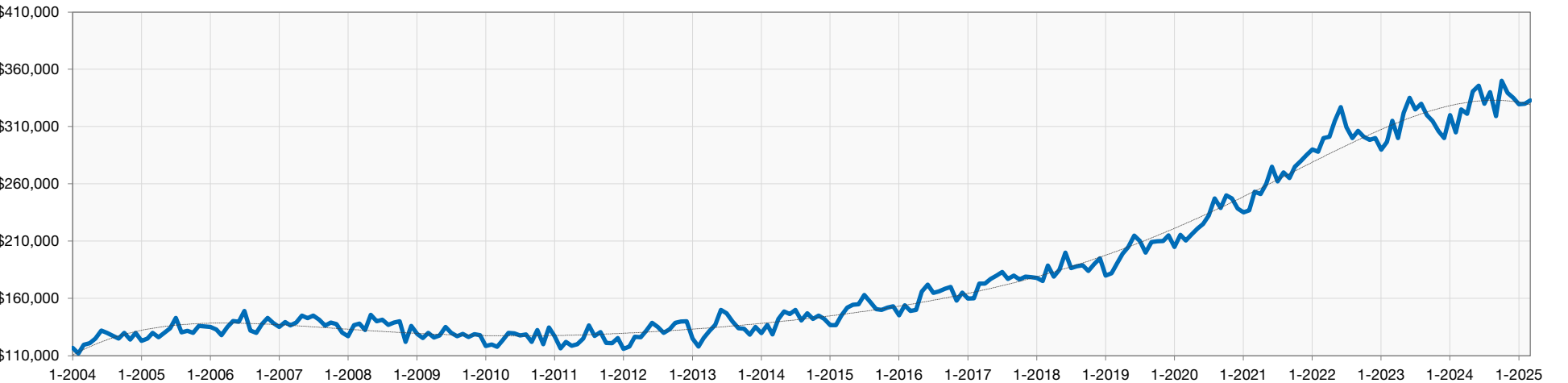
Median price point for all closed sales, not accounting for seller concessions, in a given month.

## March



Month	Current Activity	One Year Previous	+ / -
April 2024	\$321,104	\$300,000	+ 7.0%
May 2024	\$340,737	\$322,055	+ 5.8%
June 2024	\$345,625	\$335,000	+ 3.2%
July 2024	\$329,900	\$325,000	+ 1.5%
August 2024	\$340,000	\$330,000	+ 3.0%
September 2024	\$319,000	\$320,000	- 0.3%
October 2024	\$350,000	\$314,900	+ 11.1%
November 2024	\$339,425	\$306,000	+ 10.9%
December 2024	\$335,000	\$300,000	+ 11.7%
January 2025	\$329,500	\$319,950	+ 3.0%
February 2025	\$330,000	\$305,000	+ 8.2%
March 2025	\$332,750	\$325,000	+ 2.4%
12-Month Avg	\$334,488	\$318,665	+ 5.0%

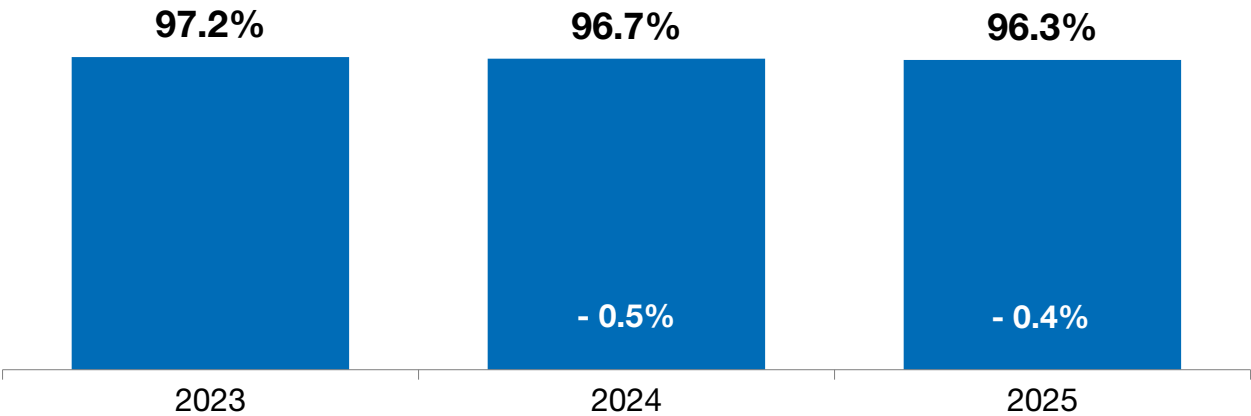
## Historical Median Sales Price



# 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.

## March



Month	Current Activity	One Year Previous	+ / -
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	96.3%	97.6%	- 1.3%
August 2024	96.1%	97.2%	- 1.1%
September 2024	95.4%	96.8%	- 1.4%
October 2024	95.5%	96.5%	- 1.0%
November 2024	95.2%	96.1%	- 0.9%
December 2024	94.9%	95.5%	- 0.6%
January 2025	94.2%	96.3%	- 2.2%
February 2025	95.0%	96.0%	- 1.0%
March 2025	96.3%	96.7%	- 0.4%
12-Month Avg	96.0%	96.8%	- 0.8%

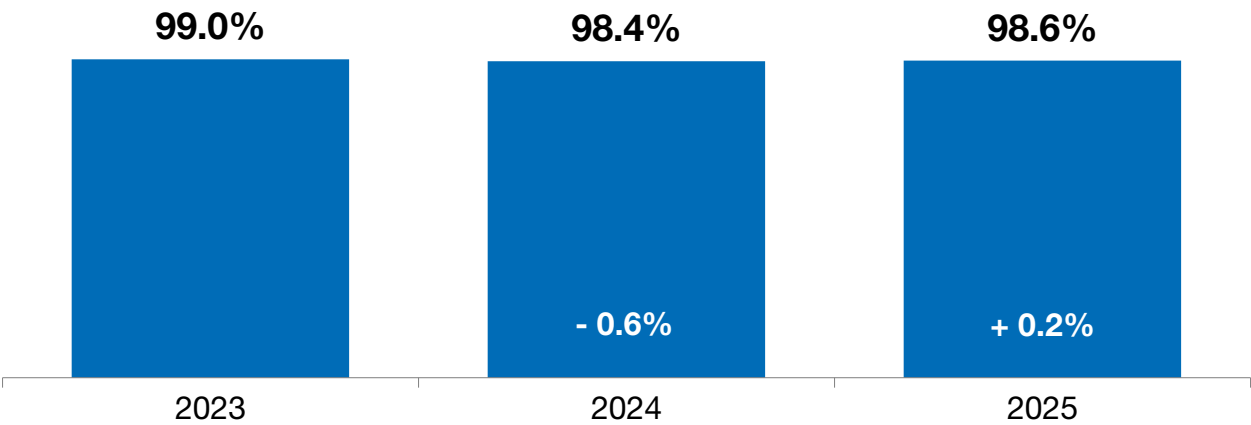
## Historical Percent of Original List Price Received



# Percent of Last List Price Received

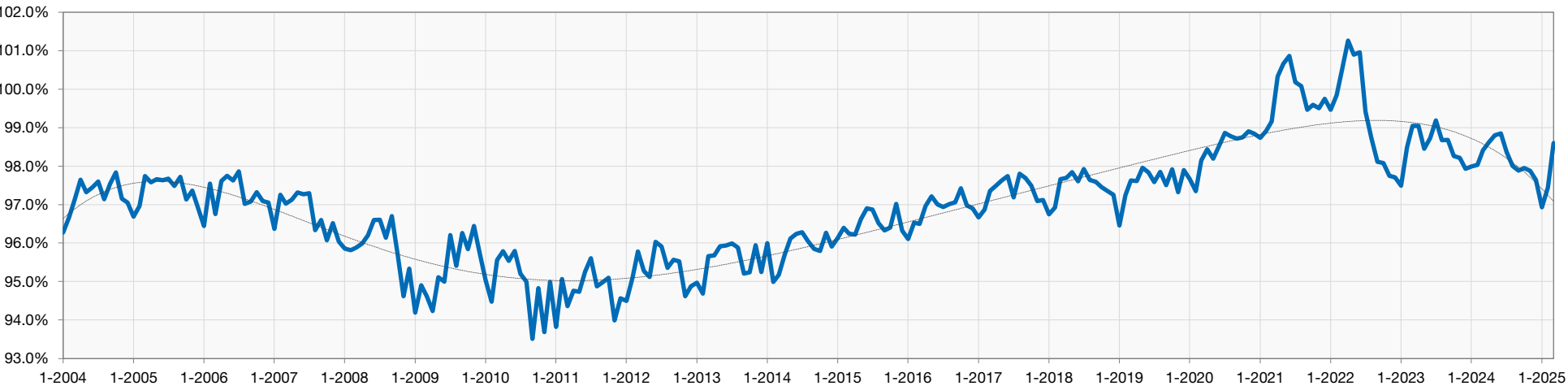
Percentage found when dividing a property’s sales price by it’s last list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## March



Month	Current Activity	One Year Previous	+ / -
April 2024	98.6%	99.0%	- 0.4%
May 2024	98.8%	98.4%	+ 0.4%
June 2024	98.8%	98.7%	+ 0.1%
July 2024	98.4%	99.2%	- 0.8%
August 2024	98.0%	98.7%	- 0.7%
September 2024	97.9%	98.7%	- 0.8%
October 2024	97.9%	98.3%	- 0.4%
November 2024	97.9%	98.2%	- 0.3%
December 2024	97.6%	97.9%	- 0.3%
January 2025	96.9%	98.0%	- 1.1%
February 2025	97.4%	98.0%	- 0.6%
March 2025	98.6%	98.4%	+ 0.2%
12-Month Avg	98.1%	98.5%	- 0.4%

## Historical Percent of Last List Price Received

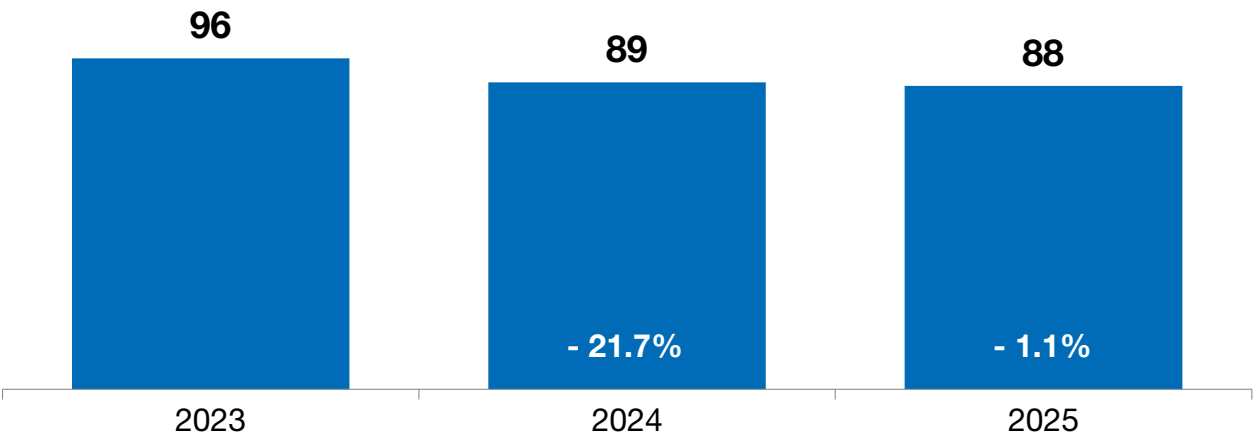




# Housing Affordability Index

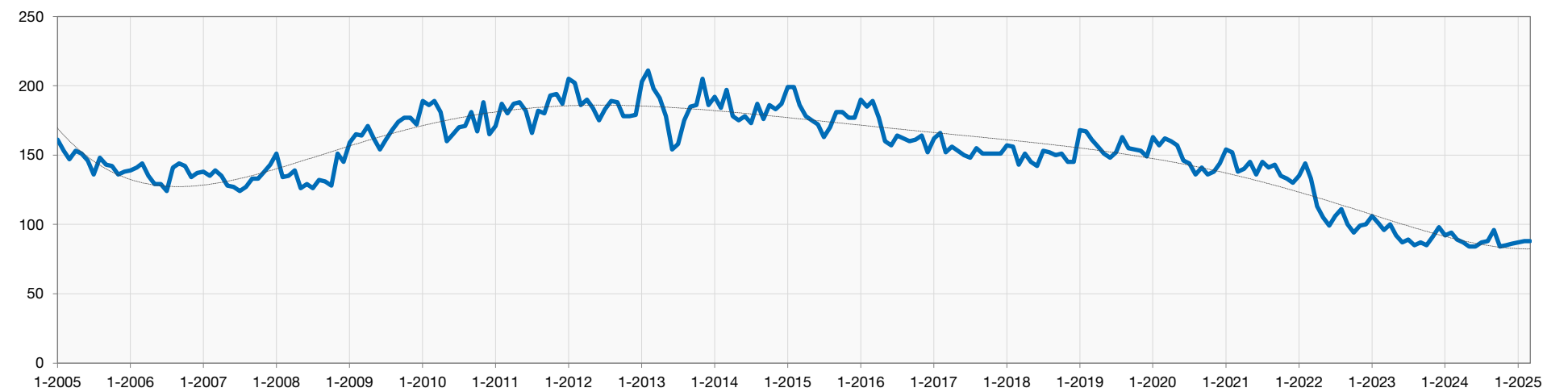
This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

## March



Month	Current Activity	One Year Previous	+ / -
April 2024	87	100	- 13.0%
May 2024	84	92	- 8.7%
June 2024	84	87	- 3.4%
July 2024	87	89	- 2.2%
August 2024	88	85	+ 3.5%
September 2024	96	87	+ 10.3%
October 2024	84	85	- 1.2%
November 2024	85	91	- 6.6%
December 2024	86	98	- 12.2%
January 2025	87	92	- 5.4%
February 2025	88	94	- 6.4%
March 2025	88	89	- 1.1%
12-Month Avg	87	91	- 4.4%

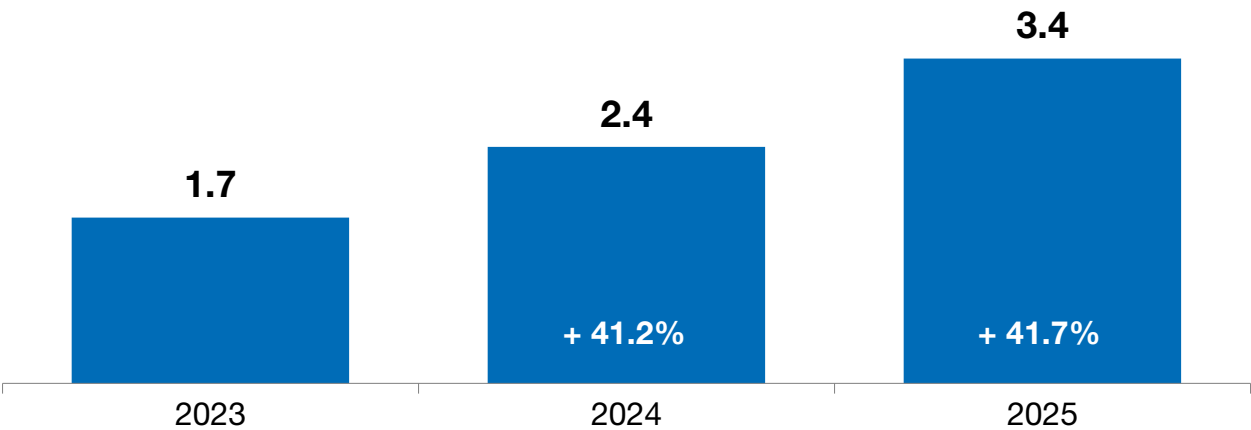
## Historical Housing Affordability Index



# 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.

## March



Month	Current Activity	One Year Previous	+ / -
April 2024	2.5	1.7	+ 47.1%
May 2024	2.8	1.9	+ 47.4%
June 2024	3.0	2.1	+ 42.9%
July 2024	3.2	2.0	+ 60.0%
August 2024	3.4	2.1	+ 61.9%
September 2024	3.5	2.3	+ 52.2%
October 2024	3.5	2.5	+ 40.0%
November 2024	3.4	2.5	+ 36.0%
December 2024	3.1	2.4	+ 29.2%
January 2025	3.2	2.4	+ 33.3%
February 2025	3.4	2.5	+ 36.0%
March 2025	3.4	2.4	+ 41.7%
12-Month Avg	3.2	2.2	+ 45.5%

## Historical Months Supply of Inventory

