Monthly Indicators

GREATER CHATTANOOGA REALTORS®

July 2019

In July, the U.S. economic expansion that began in June 2009 became the longest in the nation's history, marking 121 straight months of gross domestic product growth and surpassing the 120-month expansion from 1991 to 2001. The average rate of growth during this expansion has been a milder 2.3 percent per year compared to 3.6 percent during the 1990s. Although the economy should continue to perform well for the rest of 2019, most economists see a mild recession on the horizon.

New Listings in the Chattanooga region increased 3.3 percent to 1,300. Pending Sales were up 15.2 percent to 1,068. Inventory levels shrank 8.4 percent to 2,770 units.

Prices continued to gain traction. The Median Sales Price increased 12.7 percent to $210,250. Days on Market was up 5.0 percent to 42 days. Sellers were encouraged as Months Supply of Inventory was down 13.9 percent to 3.1 months.

During the record-setting 121-month economic expansion, the unemployment rate has dropped from 10.0 percent in 2009 to 3.7 percent, yet many consumers continue to struggle financially. Low mortgage interest rates have helped offset low housing affordability, but high home prices are outpacing median household income growth. In a move to stoke continued economic prosperity, the Federal Reserve reduced the benchmark interest rate by a quarter point to about 2.25 percent, marking the first reduction in more than a decade.

Activity Snapshot

+ 9.6%	- 8.4%	+ 12.7%
One-Year Change in **Closed Sales**	One-Year Change in **Homes for Sale**	One-Year Change in **Median Sales Price**

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.

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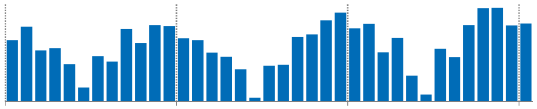
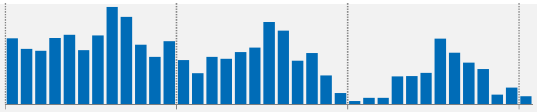
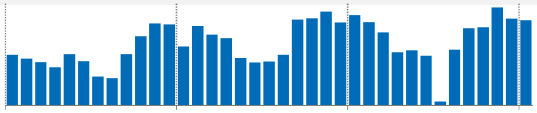
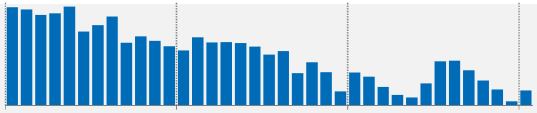
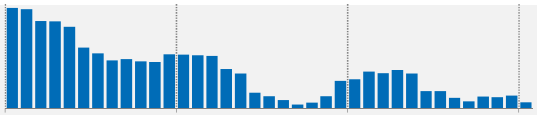
Key Metrics	Historical Sparkbars 07-2017 07-2018 07-2019 07-2019	7-2018	7-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		1,258	**1,300**	+ 3.3%	8,248	**8,826**	+ 7.0%
Pending Sales		927	**1,068**	+ 15.2%	6,219	**6,810**	+ 9.5%
Closed Sales		929	**1,018**	+ 9.6%	5,924	**6,198**	+ 4.6%
Days on Market Until Sale		40	**42**	+ 5.0%	52	**49**	- 5.8%
Median Sales Price		$186,500	**$210,250**	+ 12.7%	$185,000	**$199,700**	+ 7.9%
Avg. Sales Price		$223,372	**$241,883**	+ 8.3%	$222,299	**$234,809**	+ 5.6%
Pct. of Orig. Price Received		96.5%	**96.3%**	- 0.2%	96.1%	**96.0%**	- 0.1%
Affordability Index		149	**139**	- 6.7%	150	**147**	- 2.0%
Homes for Sale		3,024	**2,770**	- 8.4%	--	**--**	--
Months Supply of Inventory		3.6	**3.1**	- 13.9%	--	**--**	--

New Listings

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

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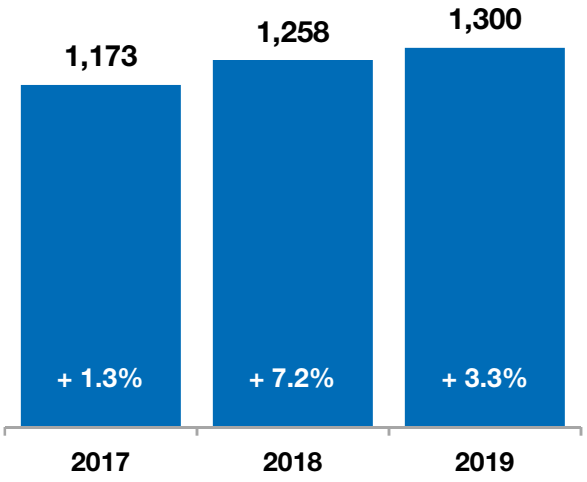
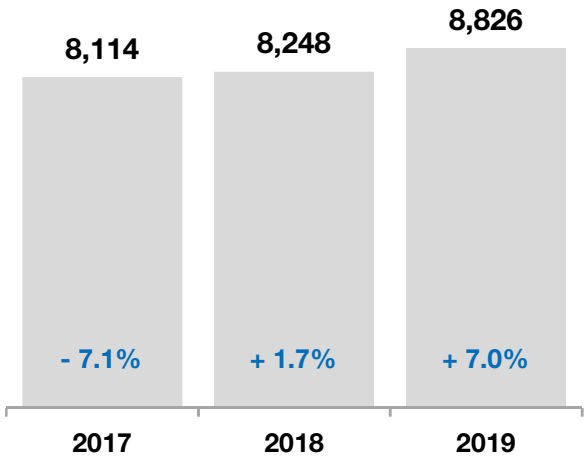
July



Year to Date



New Listings		Prior Year	Percent Change
August 2018	1,296	1,156	+12.1%
September 2018	1,052	1,050	+0.2%
October 2018	1,177	1,014	+16.1%
November 2018	852	906	-6.0%
December 2018	689	661	+4.2%
January 2019	1,082	936	+15.6%
February 2019	1,010	944	+7.0%
March 2019	1,285	1,185	+8.4%
April 2019	1,431	1,206	+18.7%
May 2019	1,434	1,326	+8.1%
June 2019	1,284	1,393	-7.8%
July 2019	**1,300**	**1,258**	**+3.3%**
12-Month Avg	1,158	1,086	+6.6%

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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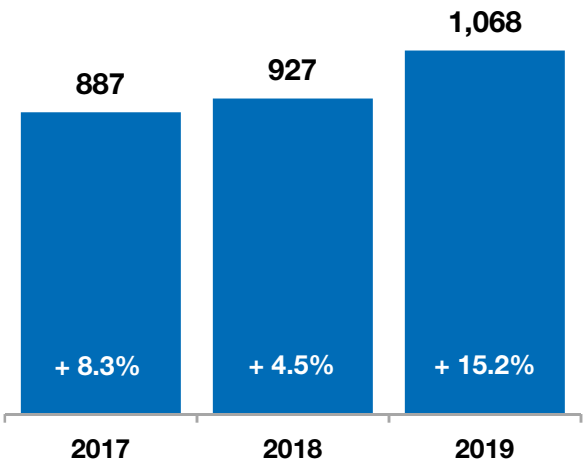
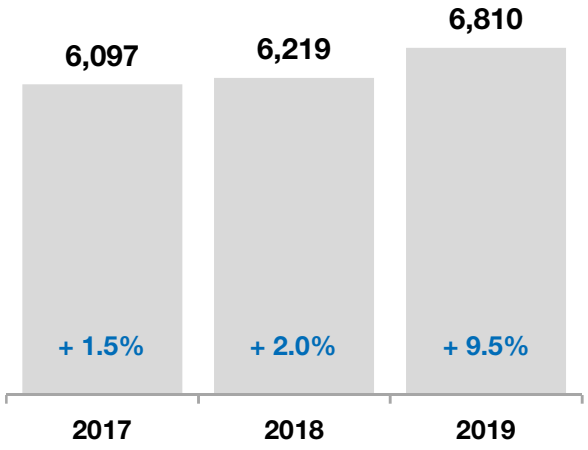


Year to Date



Pending Sales		Prior Year	Percent Change
August 2018	896	860	+4.2%
September 2018	807	771	+4.7%
October 2018	802	844	-5.0%
November 2018	650	668	-2.7%
December 2018	612	612	0.0%
January 2019	749	728	+2.9%
February 2019	840	762	+10.2%
March 2019	1,028	1,003	+2.5%
April 2019	1,040	942	+10.4%
May 2019	1,121	973	+15.2%
June 2019	964	884	+9.0%
July 2019	**1,068**	**927**	**+15.2%**
12-Month Avg	881	831	+6.0%

Historical Pending Sales by Month

Closed Sales

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

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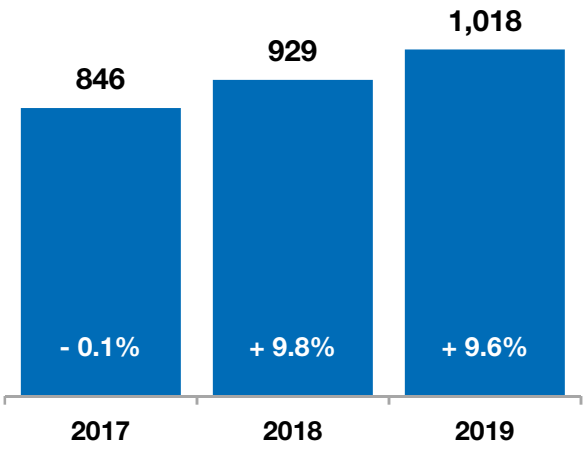
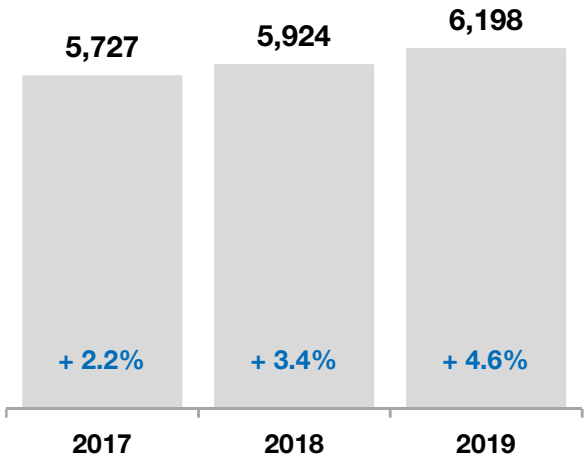
July



Year to Date



Closed Sales		Prior Year	Percent Change
August 2018	975	963	+1.2%
September 2018	790	816	-3.2%
October 2018	879	817	+7.6%
November 2018	756	778	-2.8%
December 2018	709	725	-2.2%
January 2019	554	605	-8.4%
February 2019	723	705	+2.6%
March 2019	885	838	+5.6%
April 2019	969	875	+10.7%
May 2019	1,065	998	+6.7%
June 2019	984	974	+1.0%
July 2019	**1,018**	**929**	**+9.6%**
12-Month Avg	859	835	+2.9%

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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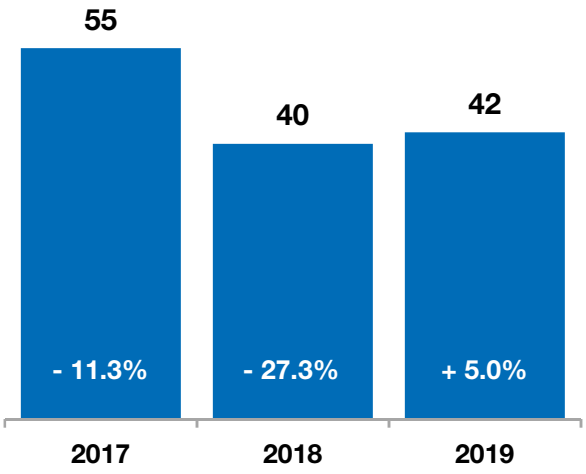
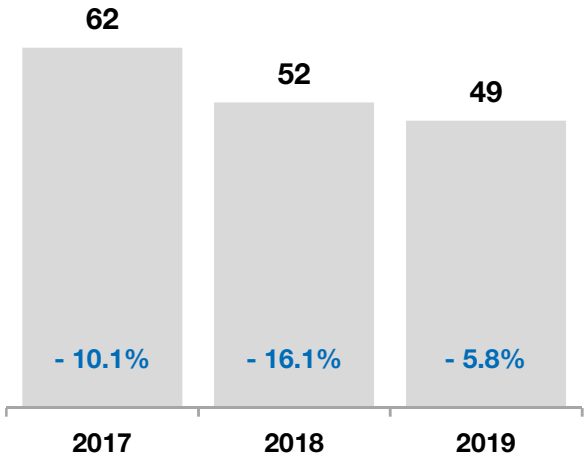
July



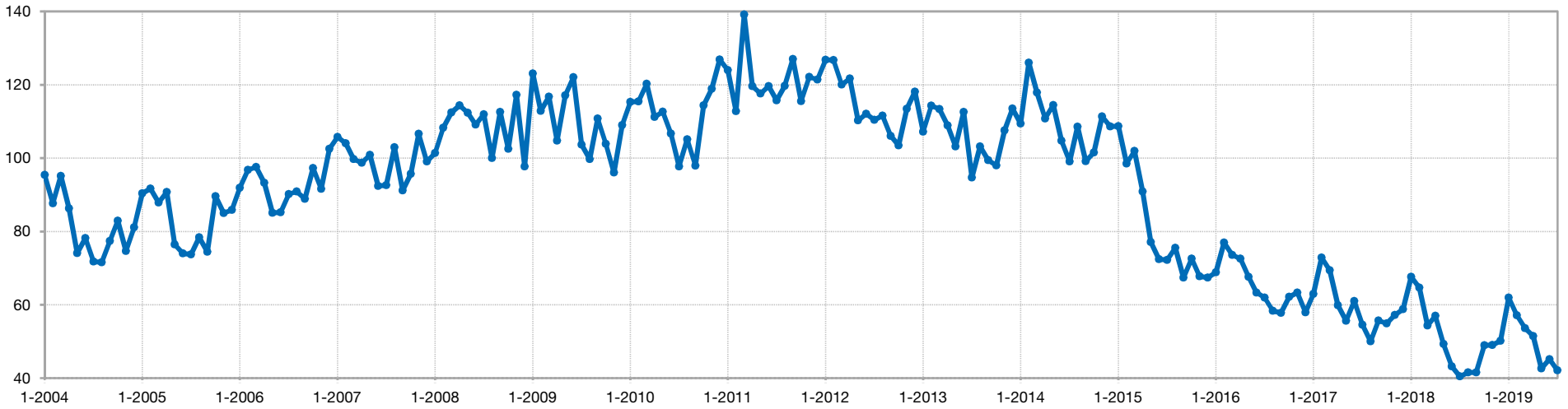
Year to Date



Days on Market		Prior Year	Percent Change
August 2018	42	50	-16.0%
September 2018	42	56	-25.0%
October 2018	49	55	-10.9%
November 2018	49	57	-14.0%
December 2018	50	59	-15.3%
January 2019	62	68	-8.8%
February 2019	57	65	-12.3%
March 2019	54	54	0.0%
April 2019	51	57	-10.5%
May 2019	43	49	-12.2%
June 2019	45	43	+4.7%
July 2019	**42**	**40**	**+5.0%**
12-Month Avg*	48	53	-9.4%

* Average Days on Market of all properties from August 2018 through July 2019. 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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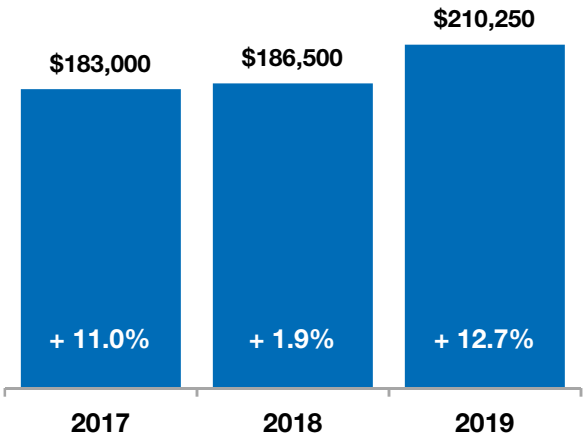
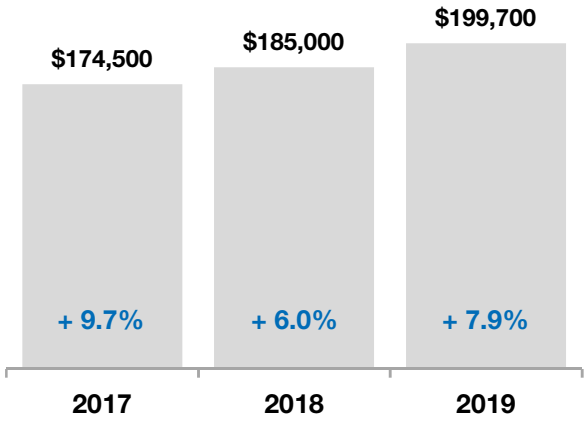


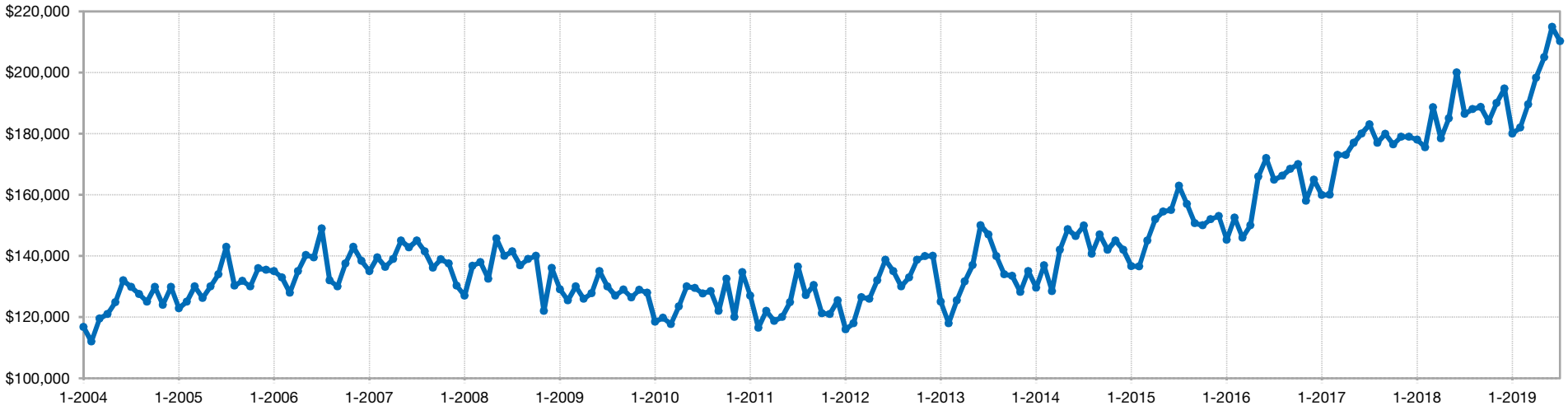
Year to Date



Median Sales Price		Prior Year	Percent Change
August 2018	$188,000	$177,000	+6.2%
September 2018	$188,750	$179,900	+4.9%
October 2018	$184,000	$176,500	+4.2%
November 2018	$190,000	$178,950	+6.2%
December 2018	$194,800	$179,000	+8.8%
January 2019	$180,000	$178,000	+1.1%
February 2019	$182,000	$175,500	+3.7%
March 2019	$189,550	$188,650	+0.5%
April 2019	$198,300	$178,500	+11.1%
May 2019	$205,000	$185,000	+10.8%
June 2019	$214,900	$200,000	+7.5%
July 2019	**$210,250**	**$186,500**	**+12.7%**
12-Month Med*	$195,000	$182,500	+6.8%

* Median Sales Price of all properties from August 2018 through July 2019. 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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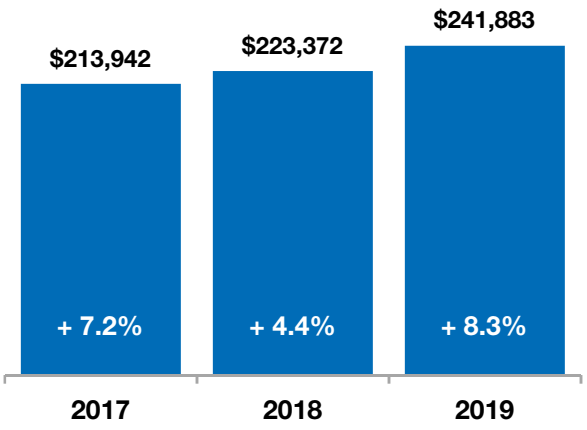
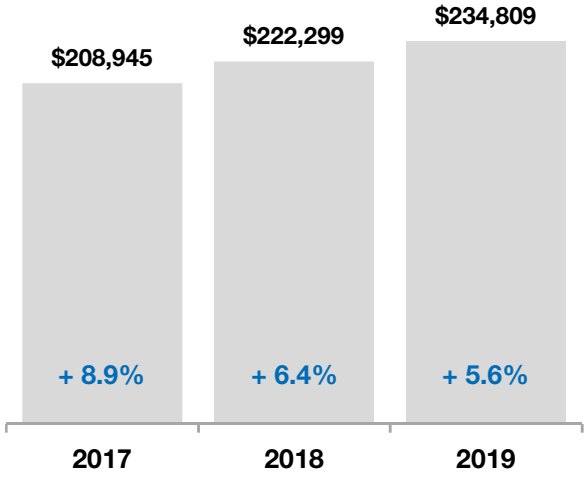


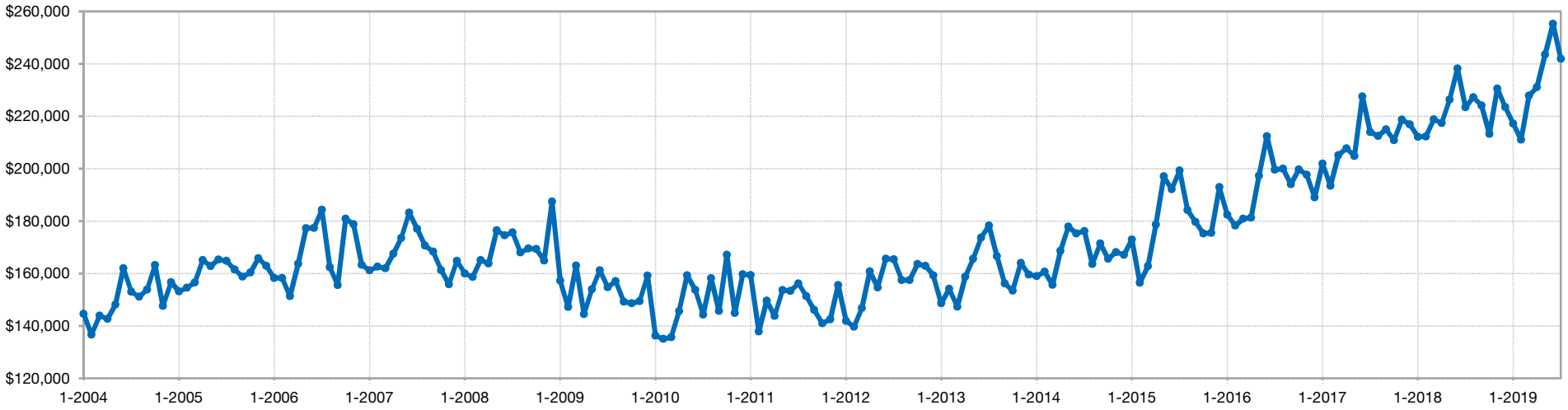
Year to Date



Avg. Sales Price		Prior Year	Percent Change
August 2018	$227,216	$212,450	+7.0%
September 2018	$224,082	$214,980	+4.2%
October 2018	$213,255	$210,804	+1.2%
November 2018	$230,573	$218,678	+5.4%
December 2018	$223,507	$216,912	+3.0%
January 2019	$217,218	$212,121	+2.4%
February 2019	$211,093	$212,243	-0.5%
March 2019	$227,855	$218,778	+4.1%
April 2019	$231,053	$217,407	+6.3%
May 2019	$243,555	$226,286	+7.6%
June 2019	$255,315	$238,217	+7.2%
July 2019	**$241,883**	**$223,372**	**+8.3%**
12-Month Avg*	$230,340	$219,149	+5.1%

* Avg. Sales Price of all properties from August 2018 through July 2019. 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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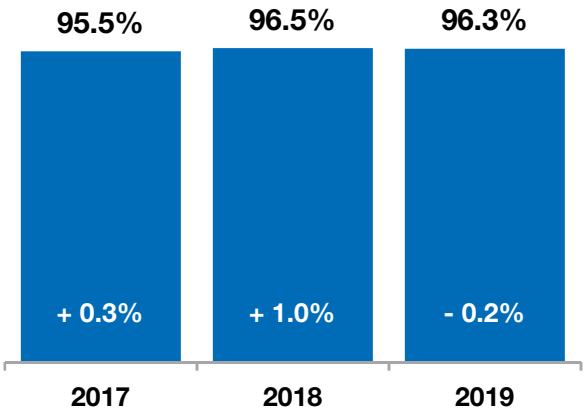
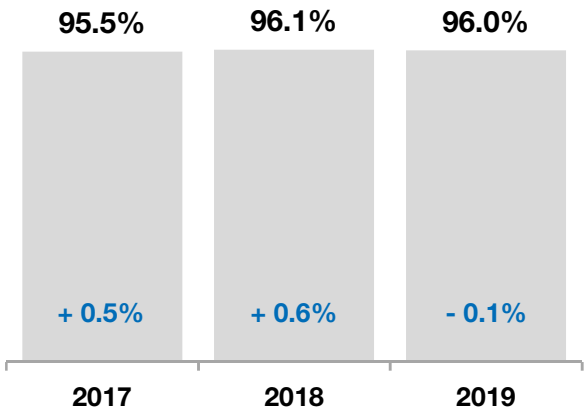


Year to Date



Pct. of Orig. Price Received		Prior Year	Percent Change
August 2018	96.3%	96.2%	+0.1%
September 2018	96.0%	95.9%	+0.1%
October 2018	95.3%	95.8%	-0.5%
November 2018	95.4%	95.1%	+0.3%
December 2018	95.2%	95.0%	+0.2%
January 2019	93.8%	95.0%	-1.3%
February 2019	95.4%	95.2%	+0.2%
March 2019	96.1%	96.4%	-0.3%
April 2019	96.1%	96.4%	-0.3%
May 2019	96.7%	96.6%	+0.1%
June 2019	96.4%	96.3%	+0.1%
July 2019	**96.3%**	**96.5%**	**-0.2%**
12-Month Avg*	95.9%	95.9%	0.0%

* Average Pct. of Orig. Price Received for all properties from August 2018 through July 2019. 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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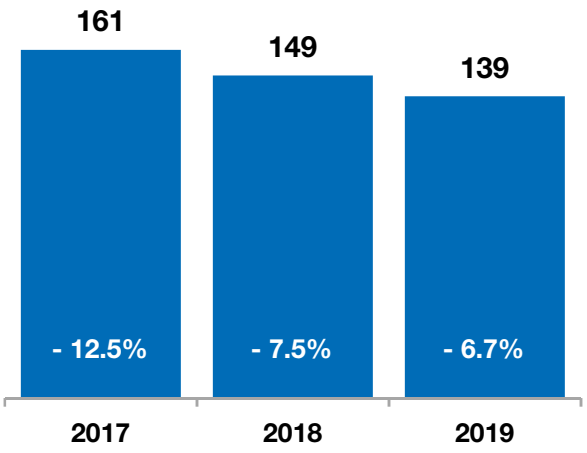
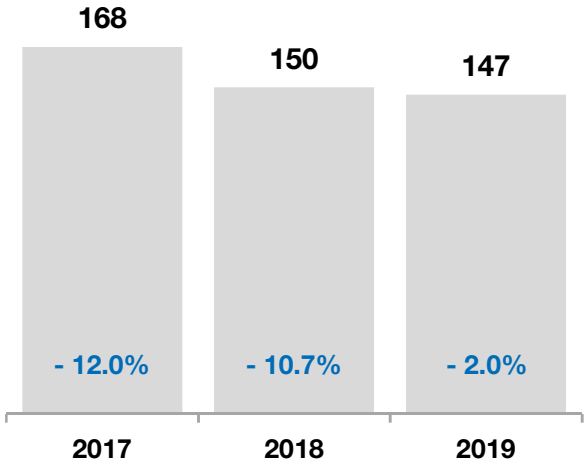


Year to Date



Affordability Index		Prior Year	Percent Change
August 2018	146	168	-13.1%
September 2018	141	165	-14.5%
October 2018	137	165	-17.0%
November 2018	135	165	-18.2%
December 2018	143	163	-12.3%
January 2019	155	158	-1.9%
February 2019	155	160	-3.1%
March 2019	150	148	+1.4%
April 2019	144	154	-6.5%
May 2019	140	149	-6.0%
June 2019	133	139	-4.3%
July 2019	**139**	**149**	**-6.7%**
12-Month Avg	143	157	-8.7%

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.

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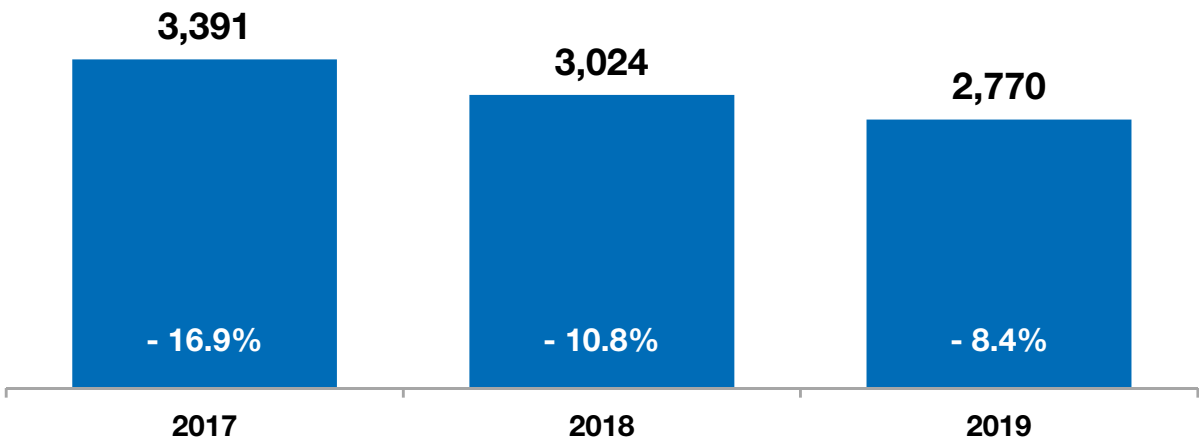

Homes for Sale		Prior Year	Percent Change
August 2018	3,170	3,367	-5.9%
September 2018	3,154	3,339	-5.5%
October 2018	3,202	3,161	+1.3%
November 2018	3,129	3,079	+1.6%
December 2018	2,813	2,748	+2.4%
January 2019	2,818	2,673	+5.4%
February 2019	2,719	2,592	+4.9%
March 2019	2,664	2,535	+5.1%
April 2019	2,778	2,575	+7.9%
May 2019	2,805	2,701	+3.9%
June 2019	2,856	2,981	-4.2%
July 2019	**2,770**	**3,024**	**-8.4%**
12-Month Avg	2,907	2,898	+0.3%

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.

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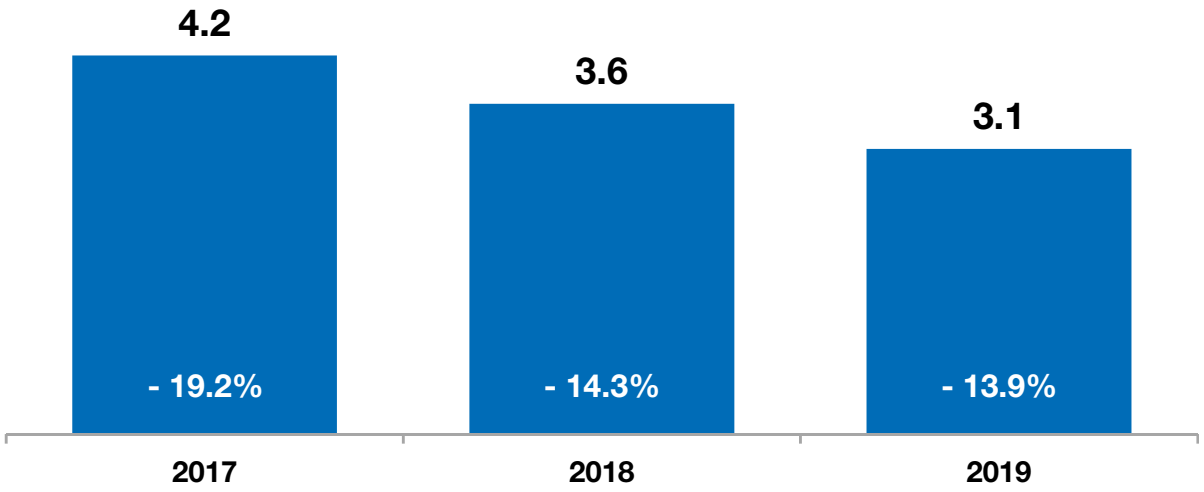

Months Supply		Prior Year	Percent Change
August 2018	3.8	4.2	-9.5%
September 2018	3.8	4.1	-7.3%
October 2018	3.8	3.9	-2.6%
November 2018	3.8	3.8	0.0%
December 2018	3.4	3.3	+3.0%
January 2019	3.4	3.3	+3.0%
February 2019	3.2	3.2	0.0%
March 2019	3.2	3.1	+3.2%
April 2019	3.3	3.1	+6.5%
May 2019	3.3	3.3	0.0%
June 2019	3.3	3.6	-8.3%
July 2019	**3.1**	**3.6**	**-13.9%**
12-Month Avg	3.4	3.5	-2.9%

Historical Months Supply of Inventory by Month