NOEL RUSSELL
THE RUSSELL GROUP

EAST TENNESSEE HOUSING MARKET REPORT

SECOND QUARTER 2026

County • ZIP Code • Price Range Results

THE MARKET GOT BUSIER— BUT NOT HOTTER.

More homes sold across most segments, but longer marketing times and flat sold-to-list ratios show buyers still had choices.

4 OF 5 COUNTIES
had double-digit sales growth compared to Q2 2025.

19 OF 22 ZIP CODES
had more sales compared to Q2 2025.

16 OF 18 PRICE RANGES
recorded more closings compared to Q2 2025.

865.414.6768 | noel@russellgrouprealtors.com | russellgrouprealtors.com

COUNTY RESULTS

Q2 2026 vs Q2 2025

**All counties saw double-digit sales growth.
Homes took longer to sale, but buyers still had leverage with sold-to-origial-list-price ratios below 97%**

COUNTY	CLOSED SALES			MEDIAN DOM (ADOM)			SOLD-TO-ORIGINAL LIST PRICE RATIO			MEDIAN SOLD PRICE		
	Q2 2026	Q2 2025	% Change	Q2 2026	Q2 2025	% Change	Q2 2026	Q2 2025	% Change	Q2 2026	Q2 2025	% Change
Anderson	208	208	0%	16	16	-	97%	98%	-1%	$337,000	$300,000	12%
Blount	435	387	12%	16	15	+1	97%	97%	-	$419,900	$395,000	6%
Knox	1,622	1,451	12%	12	10	+2	98%	98%	-	$410,000	$399,000	3%
Loudon	254	216	18%	22	16	+6	97%	97%	-	$508,500	$446,500	14%
Sevier	309	254	22%	41	34	+7	94%	95%	-1%	$450,000	$451,950	-0%

DOM (ADOM) = Median agent days on market for closed sales.
Sold-to-original list price ratio = Sold Price / Original List Price

KEY TAKEAWAYS

- Sales were up double-digit in every county.
- Median sales prices increased 2.7% to 5.2%
- Homes took 6-8 more days to sell in most counties.
- Buyers continued to negotiate-ratios remain under 97%

ZIP CODE RESULTS

Q2 2026 vs Q2 2025

19 of 22 ZIP codes had more sales compared to Q2 2025

ZIP CODES	CLOSED SALES			MEDIAN DOM (ADOM)			SOLD-TO-ORIGINAL LIST PRICE RATIO			MEDIAN SOLD PRICE		
	Q2 2026	Q2 2025	% Change	Q2 2026	Q2 2025	% Change	Q2 2026	Q2 2025	% Change	Q2 2026	Q2 2025	% Change
37716	65	59	10%	16	18	-2	97%	98%	-1%	$338,000	$310,000	9%
37771	51	54	-6%	19	14	+5	96%	98%	-2%	$375,000	$385,000	-3%
37772	57	40	43%	13	8	+5	99%	97%	2%	$575,000	$458,496	25%
37774	129	114	13%	26	21	+5	96%	97%	-1%	$548,000	$472,500	16%
37801	87	73	19%	17	15	+2	97%	97%	-	$395,000	$415,000	-5%
37803	114	106	8%	14	13	+1	98%	97%	1%	$450,000	$409,950	10%
37804	98	87	13%	27	8	+19	97%	99%	-2%	$379,900	$355,000	7%
37830	111	116	-4%	11	16	-5	99%	98%	1%	$355,000	$325,000	9%
37849	94	85	11%	15	11	+4	98%	98%	-	$385,000	$358,000	8%
37876	108	98	10%	31	36	-5	95%	96%	-1%	$447,500	$425,000	5%
37912	63	62	2%	16	8	+8	98%	98%	-	$315,000	$312,000	1%
37918	148	143	3%	14	9	+5	98%	99%	-1%	$352,450	$350,000	1%
37919	92	88	5%	11	8	+3	97%	98%	-1%	$825,000	$653,500	26%
37920	147	130	13%	12	10	+2	97%	98%	-1%	$355,000	$359,500	-1%

(More ZIP codes on next page)

ZIP CODE RESULTS

Q2 2026 vs Q2 2025

19 of 22 ZIP codes had more sales compared to Q2 2025

ZIP CODES	CLOSED SALES			MEDIAN DOM (ADOM)			SOLD-TO-ORIGINAL LIST PRICE RATIO			MEDIAN SOLD PRICE		
	Q2 2026	Q2 2025	% Change	Q2 2026	Q2 2025	% Change	Q2 2026	Q2 2025	% Change	Q2 2026	Q2 2025	% Change
37921	87	69	26%	9	7	+2	98%	99%	-1%	$310,000	$303,000	2%
37922	153	151	1%	10	6	+4	98%	99%	-1%	$678,500	$625,000	9%
37923	88	89	-1%	5	8	-3	100%	99%	1%	$456,500	$435,000	5%
37924	60	45	33%	16	14	+2	97%	97%	-	$346,750	$349,000	-1%
37931	130	86	51%	11	8	+3	99%	99%	-	$447,500	$453,750	-1%
37932	94	80	18%	14	12	+2	99%	98%	1%	$551,000	$537,450	3%
37934	126	103	22%	9	8	+1	97%	98%	-1%	$767,500	$650,000	18%
37938	62	60	3%	18	12	+6	98%	97%	1%	$405,000	$385,000	5%

(ZIP codes continued from previous page)

PRICE RANGE RESULTS

Q2 2026 vs Q2 2025

16 of 18 price ranges had more closings. Higher price points saw the biggest gains, but also the longest days on market.

PRICE RANGE	CLOSED SALES			MEDIAN DOM (ADOM)			SOLD-TO-ORIGINAL LIST PRICE RATIO		
	Q2 2026	Q2 2025	% Change	Q2 2026	Q2 2025	% Change	Q2 2026	Q2 2025	% Change
< 200k	437	454	-4%	19	23	-4	93%	92%	1%
200k - 250k	393	412	-5%	25	25	-	96%	96%	-
250k - 300k	537	529	2%	24	21	+3	96%	96%	-
300k - 350k	573	500	15%	20	20	-	97%	97%	-
350k - 400k	549	483	14%	18	19	-1	97%	97%	-
400k - 450k	392	384	2%	20	17	+3	98%	98%	-
450k - 500k	336	237	42%	21	12	+9	98%	98%	-
500k - 550k	235	174	35%	19	16	+3	97%	98%	-1%
550k - 600k	164	154	6%	19	16	+3	97%	98%	-1%
600k - 650k	146	132	11%	28	17	+11	98%	97%	1%
650k - 700k	127	123	3%	27	11	+16	96%	98%	-2%
700k - 750k	97	79	23%	26	21	+5	97%	97%	-
750k - 800k	76	68	12%	15	20	-5	98%	97%	1%
800k - 900k	135	79	71%	15	13	+2	98%	98%	-
900k - 1m	83	50	66%	16	11	+5	97%	97%	-
1m - 1.25m	86	67	28%	31	15	+16	94%	95%	-1%
1.25m - 1.5m	63	46	37%	17	11	+6	94%	96%	-2%
> 1.5m	92	38	142%	14	36	-22	97%	96%	1%

STRONGEST GAIN

Over $1,500,000
+142% more closings

LONGEST MARKETING TIMES

$1.0M - $1.25M
31 DOM
+16 days

$600K - $750K
26-28 DOM
+11-16 days

BUYERS STILL HAD LEVERAGE

All price ranges
Ratios under 98%

All data is for closed, existing residential home sales. Source: East Tennessee REALTORS(R) MLS. Information deemed reliable but not guaranteed.

NOEL RUSSELL
THE RUSSELL GROUP
REALTY EXECUTIVES ASSOCIATES
865.414.6768
noel@russellgrouprealtors.com
russellgrouprealtors.com