AUGUST 2026 | RESIDENTIAL MARKET REPORT

Blount County Housing Market Report

What buyers and sellers should know from the August numbers

THE CLEAN READ

August closings dropped sharply, but pending sales increased. Closings describe decisions made weeks earlier; contracts give us a more current view of demand.

The timing fits the back-to-school transition. Fewer households completed summer moves, yet buyers continued putting homes under contract. Blount County recorded 211 pending sales, up 12.8% from July and 17.9% from August 2025.

559	211	173	$395K	3.2
ACTIVE	PENDING	CLOSED	MEDIAN SOLD	MONTHS SUPPLY

Three Period Market Comparison

Metric	Aug 2025	Jul 2026	Aug 2026	Monthly change	Annual change
Active listings	555	549	559	+1.8%	+0.7%
New listings	227	285	234	-17.9%	+3.1%
Pending sales	179	187	211	+12.8%	+17.9%
Closed sales	215	223	173	-22.4%	-19.5%
Median sold price	$385,000	$420,607	$395,000	-6.1%	+2.6%
Average DOM	49.9	40.6	36.5	-10.1%	-26.9%
Months supply	3.23	3.15	3.20	+0.05	-0.03

August was slower at the closing table, while the contract pipeline improved. Inventory and months supply were nearly unchanged from last year. Homes that sold also spent substantially less time on the market.

What Changed From July

- **Contracts rose while closings fell.** Pendings increased by 24 from July, while closings declined by 50. The contract count gives us the more current view of buyer activity.
- **Monthly price movement needs context.** The August median sold price was $395,000, down from July and 2.6% above August 2025. A different mix of homes can move the median sharply from one month to the next.
- **Supply stayed balanced.** Blount County held near 3.2 months of inventory in all three comparison periods.

AUGUST 2026 | PRICE AND DEMAND

Buyer Activity Was Strongest Below 450K

The August single-family detail shows the deepest buyer pool between $250,000 and $450,000. Buyers were active at higher prices too, though new supply above $800,000 clearly exceeded completed sales.

Price range	New listings	New contracts	Closed sales
Under $250K	15	18	12
$250K-$350K	34	40	47
$350K-$450K	62	56	51
$450K-$600K	53	46	30
$600K-$800K	30	22	20
$800K-$1M	14	13	8
$1M+	15	7	3

About 56% of August contracts were below $450,000. At $1 million and above, 15 new listings entered while seven went under contract and three closed.

Pricing and Negotiation Details

The official monthly series recorded 173 residential closings. The detailed single-family sample contained 171 closings and provides the property-level measures below.

Closed sale measure	August result	What it means
Median days on market	14 days	Well-positioned homes still moved quickly
Sale to final list price	100.0% median	Buyers often met the corrected asking price
Previously reduced	28.1%	More than one in four sellers adjusted first
Seller-paid closing expenses	43.3%	Assistance was common in negotiated deals
Median assistance when paid	$9,420	Price alone did not show the full deal

Seller-paid totals in the MLS can include buyer-broker compensation. This report separates buyer closing expenses from the broader seller-paid total so the negotiation picture is not overstated.

City Limits and County Closings

August single-family closings	City limits	County
Closed sales	66	105
Median sold price	$369,500	$405,000
Median DOM	9 days	16 days
Median acreage	0.26	0.56
Previously reduced	24.2%	30.5%

City-limit homes in the August closing sample moved faster, while county properties sold at a higher median price and offered more land. Jurisdiction is useful context, but price, condition, neighborhood and property type still decide the individual result.

AUGUST 2026 | REGIONAL AND NATIONAL CONTEXT

Blount County Outperformed the Broader MLS on Pace

The East Tennessee REALTORS® market also posted fewer August closings and more pending sales. Blount County had less supply and shorter market times than the MLS as a whole.

August 2026 measure	Blount County	ETNR MLS	Blount difference
Active listings	559	8,106	County total
Pending sales	211	2,109	+12.8% vs July / MLS +9.0%
Closed sales	173	1,745	-22.4% vs July / MLS -15.0%
Median sold price	$395,000	$373,680	+$21,320
Average DOM	36.5 days	54.0 days	17.5 days faster
Months supply	3.20	4.69	1.49 months tighter
Sale to final list	98.2%	97.8%	+0.4 points

National Conditions Still Begin With Affordability

The latest national data available when this report was prepared covered July. Existing-home sales declined 1.7% from June, pending sales declined 2.3%, and the national median price rose 2.0% from a year earlier to $434,100. National inventory stood at a 4.6-month supply.

NAR Chief Economist Lawrence Yun described sales as stable despite higher mortgage rates and said activity would improve materially if average mortgage rates returned near 6%. Freddie Mac reported a 6.71% average 30-year fixed rate on September 3. The Federal Reserve had kept its policy target at 3.50% to 3.75%, but mortgage rates still respond more directly to longer-term bond yields and inflation expectations than to a single Fed decision.

National affordability pressure is present here, but the local contract data was more resilient. Blount pending sales rose 12.8% from July and 17.9% from last August, even though the latest national and Southern pending-sales reports showed declines.

Macro Conditions and Local Market Mechanics

Macro condition	How it appears in Blount County
Mortgage rates near the upper sixes	Payment sensitivity concentrates demand in the lower and middle price bands
National sales remain constrained	August closings fell, yet local pendings moved higher
National price growth is modest	Blount median sold price rose 2.6% year over year
More buyer choice nationally	Blount remains tighter at 3.2 months supply than the wider MLS and nation

This looks like a normalizing market. Buyers can negotiate terms, especially on stale listings and homes with condition issues. A blanket 10% to 15% discount is not supported by the August results.

AUGUST 2026 | LOCAL FORCES

Growth and Land Use Will Shape the Next Market Cycle

National payment pressure reaches Blount County, and local growth continues to support demand. Going forward, housing supply will depend heavily on where new homes are permitted and whether roads, sewer and other infrastructure can keep pace.

Housing Supply and Zoning

- **Two multifamily projects received special-exception approval.** The proposals total 824 apartment units: roughly 300 near South Odell Road and West Lamar Alexander Parkway and 524 at 3652 U.S. 411 South. These are approved proposals, not finished units. If built, they would add meaningful rental supply over time.
- **The county plan directs density toward infrastructure.** The updated comprehensive plan anticipates continued population growth and favors higher-density housing near municipalities and sewer service while preserving more rural areas. It guides policy, but it does not change a property zoning designation on its own.

Employment Access and Infrastructure

- **Springbrook Farm continues to strengthen Alcoa.** The 363-acre mixed-use redevelopment, including Costco, adds retail access and reinforces the convenience story around Alcoa and the airport corridor.
- **McGhee Tyson is expanding for long-term demand.** The airport Flight Plan includes parking, gate, concourse and security improvements. New airline service and the PSA Airlines maintenance base add connectivity and employment support.
- **Transportation and major sites remain watch items.** The Pellissippi Parkway extension is a long-range accessibility factor rather than an immediate August driver. Public acquisition of the former Alcoa South Plant could shape future land use, but the final use has not been defined.

What This Means for Buyers and Sellers

For buyers	For sellers
Rising pendings mean the best-priced homes still require timely decisions. Use leverage selectively on older listings, condition issues and over-supplied price bands.	Buyers did not disappear in August. Price to the current contract market, prepare the home well and evaluate net proceeds after credits and compensation.
Compare city services, taxes, acreage and resale liquidity property by property. County and city results can reverse from month to month.	Above $800,000, compete on distinction and positioning. Below $450,000, the buyer pool is deeper but still sensitive to condition and monthly payment.

Sources and Methodology

Market data: East Tennessee REALTORS® monthly residential series for Blount County and the full MLS; August 2025, July 2026 and August 2026. Detailed August property traits use 171 single-family closings from the listing-level export. National context: National Association of REALTORS® July 2026 existing-home and pending-home sales reports; Freddie Mac Primary Mortgage Market Survey dated September 3, 2026; Federal Reserve policy information current at publication. Local context: Blount County Development Services and Comprehensive Plan; City of Alcoa Springbrook Farm plan; McGhee Tyson Airport Flight Plan; Tennessee Department of Transportation Pellissippi Parkway project page; WBIR reporting on July 2026 multifamily approvals.

Figures may be revised by the MLS after publication. This report provides directional market analysis, not an appraisal, tax opinion, zoning determination or forecast. Individual property results vary. Information is deemed reliable but not guaranteed.

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