

# Monthly Indicators



## January 2025

U.S. existing-home sales advanced for the third straight month, climbing 2.2% to a seasonally adjusted annual rate of 4.24 million units, a 10-month high, according to the National Association of REALTORS® (NAR). Sales were up 9.3% year-over-year, driven largely by purchases of homes priced \$500,000 and above. Month-over-month, sales rose in the South, Northeast, and the West but fell in the Midwest, with all four regions reporting year-over-year gains.

New Listings in the Gulf Coast Association of REALTORS® service area decreased 0.6 percent to 711. Pending Sales decreased 1.8 percent to 491. Inventory increased 8.4 percent to 2,123.

Median Sales Price increased 14.0 percent from \$215,000 to \$244,995. Days on Market increased 17.9 percent to 66. Months Supply of Inventory increased 5.1 percent to 4.1.

According to NAR, total housing inventory was 1.15 million units heading into January, a 13.5% decrease from the previous month but a 16.2% increase from the same period one year earlier, for a 3.3-month supply at the current sales pace. Housing supply remains down compared to pre-pandemic levels, and the limited number of homes on the market continues to push sales prices higher nationwide, with the median existing-home price rising 6% year-over-year to \$404,400.

## Quick Facts

0.0%	+ 14.0%	+ 8.4%
Change in Closed Sales	Change in Median Sales Price	Change in Homes for Sale

This report covers residential real estate activity in Greene, George, Hancock, Jackson, Harrison, Pearl River, and Stone counties. Percent changes are calculated using rounded figures.

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# All Residential Properties

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



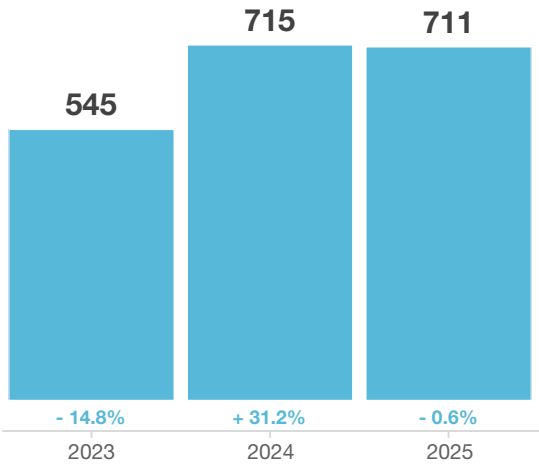
Key Metrics	Historical Sparkbars	1-2024	1-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		715	711	- 0.6%	715	711	- 0.6%
Pending Sales		500	491	- 1.8%	500	491	- 1.8%
Closed Sales		376	376	0.0%	376	376	0.0%
Days on Market Until Sale		56	66	+ 17.9%	56	66	+ 17.9%
Median Sales Price		\$215,000	\$244,995	+ 14.0%	\$215,000	\$244,995	+ 14.0%
Average Sales Price		\$240,159	\$285,058	+ 18.7%	\$240,159	\$285,058	+ 18.7%
Percent of List Price Received		96.6%	96.9%	+ 0.3%	96.6%	96.9%	+ 0.3%
Housing Affordability Index		121	104	- 14.0%	121	104	- 14.0%
Inventory of Homes for Sale		1,958	2,123	+ 8.4%	—	—	—
Months Supply of Inventory		3.9	4.1	+ 5.1%	—	—	—

# New Listings

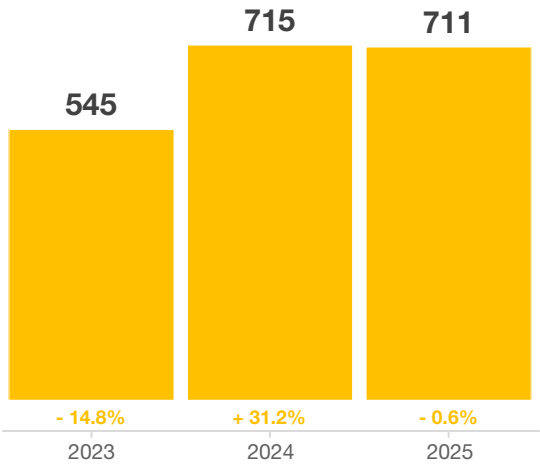
A count of the properties that have been newly listed on the market in a given month.



## January

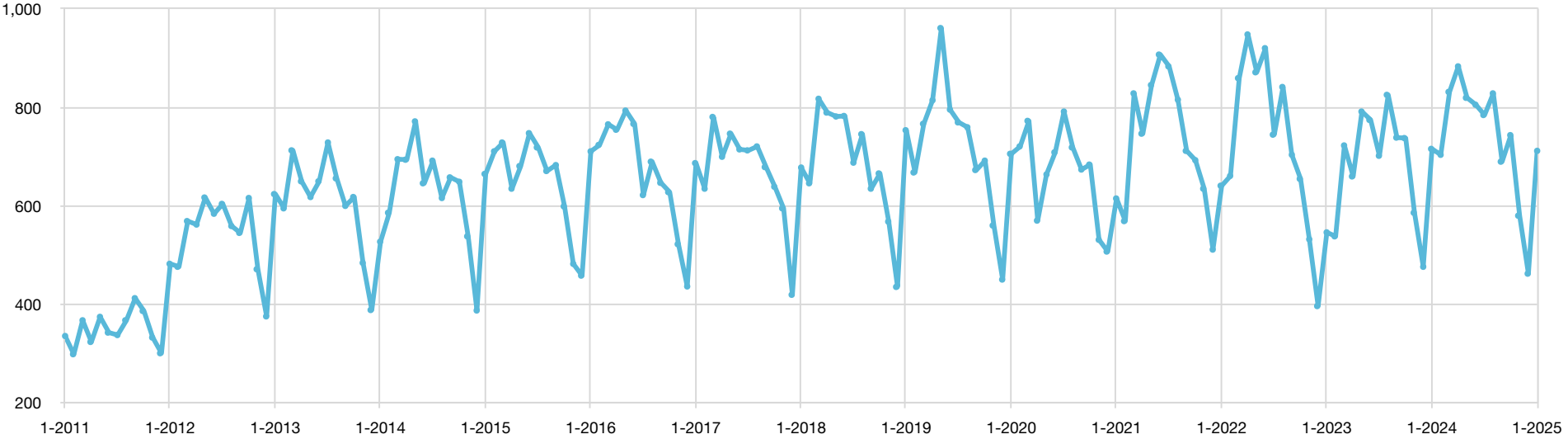


## Year to Date



New Listings		Prior Year	Year-Over-Year Change
Feb-2024	703	537	+ 30.9%
Mar-2024	831	722	+ 15.1%
Apr-2024	883	659	+ 34.0%
May-2024	819	791	+ 3.5%
Jun-2024	805	774	+ 4.0%
Jul-2024	784	701	+ 11.8%
Aug-2024	828	825	+ 0.4%
Sep-2024	689	738	- 6.6%
Oct-2024	743	737	+ 0.8%
Nov-2024	579	585	- 1.0%
Dec-2024	461	475	- 2.9%
Jan-2025	711	715	- 0.6%
12-Month Avg	736	688	+ 7.0%

## Historical New Listings by Month

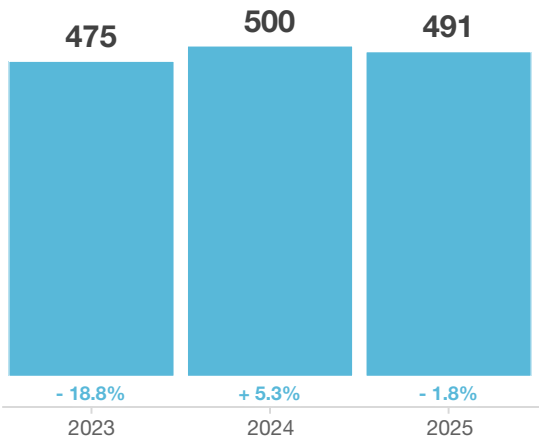


# Pending Sales

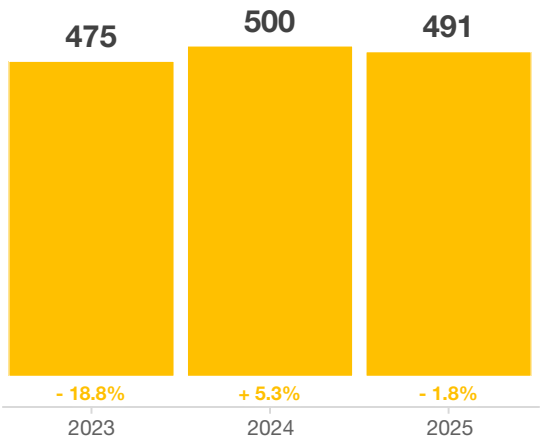
A count of the properties on which offers have been accepted in a given month.



## January

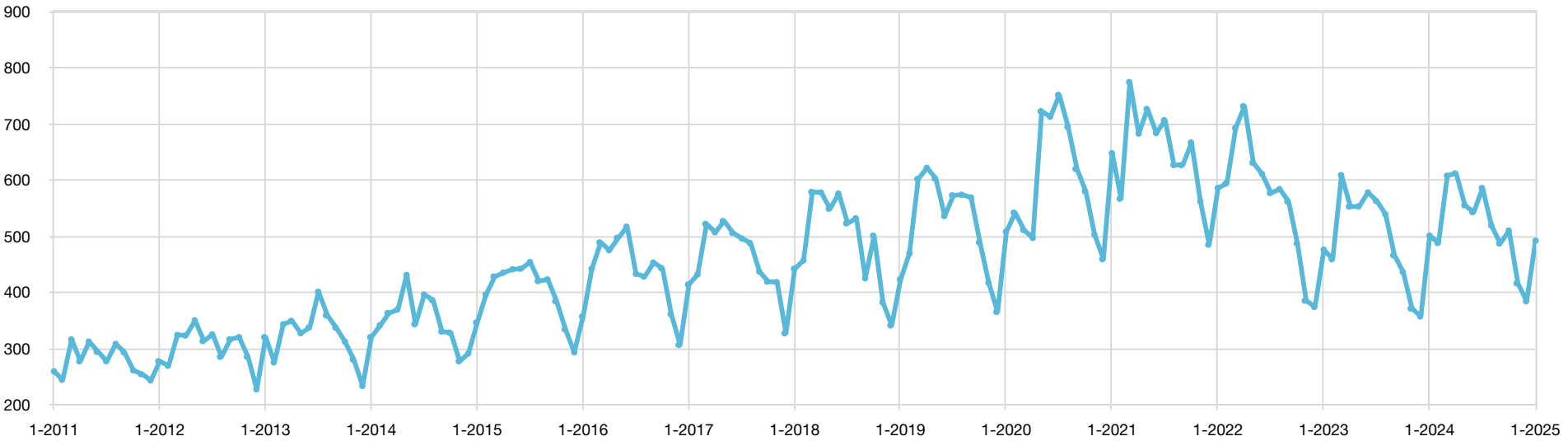


## Year to Date



Pending Sales		Prior Year	Year-Over-Year Change
Feb-2024	487	458	+ 6.3%
Mar-2024	607	608	- 0.2%
Apr-2024	611	552	+ 10.7%
May-2024	554	552	+ 0.4%
Jun-2024	542	577	- 6.1%
Jul-2024	585	562	+ 4.1%
Aug-2024	518	538	- 3.7%
Sep-2024	486	465	+ 4.5%
Oct-2024	509	435	+ 17.0%
Nov-2024	415	370	+ 12.2%
Dec-2024	383	356	+ 7.6%
Jan-2025	491	500	- 1.8%
12-Month Avg	516	498	+ 3.6%

## Historical Pending Sales by Month

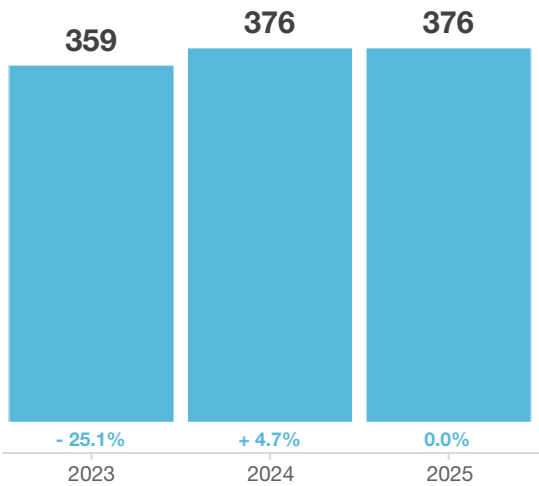


# Closed Sales

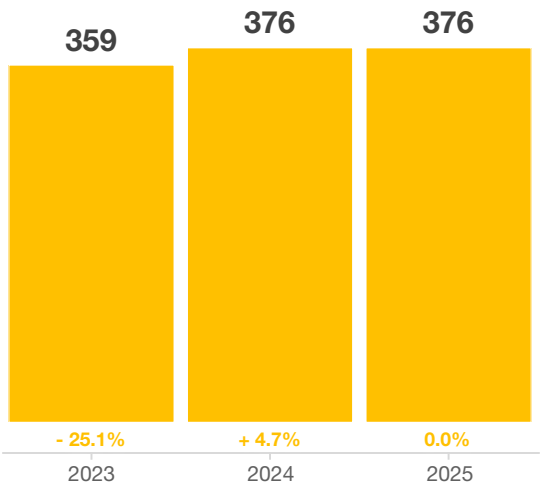
A count of the actual sales that closed in a given month.



## January

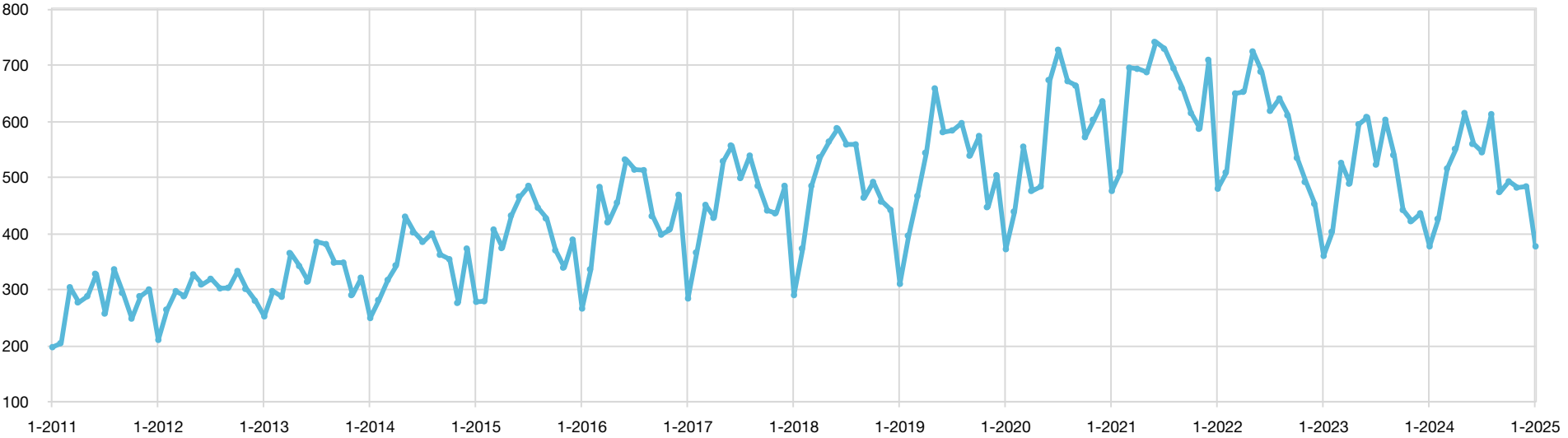


## Year to Date



Closed Sales		Prior Year	Year-Over-Year Change
Feb-2024	425	402	+ 5.7%
Mar-2024	515	525	- 1.9%
Apr-2024	550	488	+ 12.7%
May-2024	614	594	+ 3.4%
Jun-2024	559	607	- 7.9%
Jul-2024	544	522	+ 4.2%
Aug-2024	612	602	+ 1.7%
Sep-2024	473	539	- 12.2%
Oct-2024	492	441	+ 11.6%
Nov-2024	481	421	+ 14.3%
Dec-2024	483	435	+ 11.0%
Jan-2025	376	376	0.0%
12-Month Avg	510	496	+ 2.8%

## Historical Closed Sales by Month

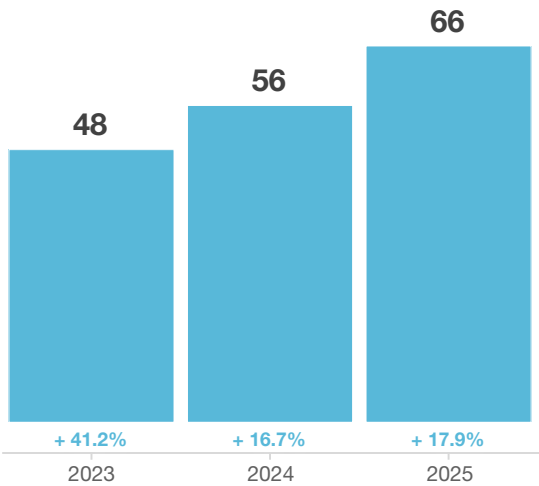


# Days on Market Until Sale

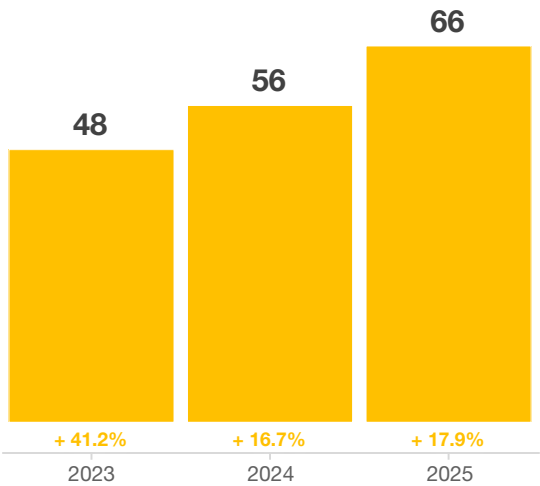
Average number of days between when a property is listed and when an offer is accepted in a given month.



## January



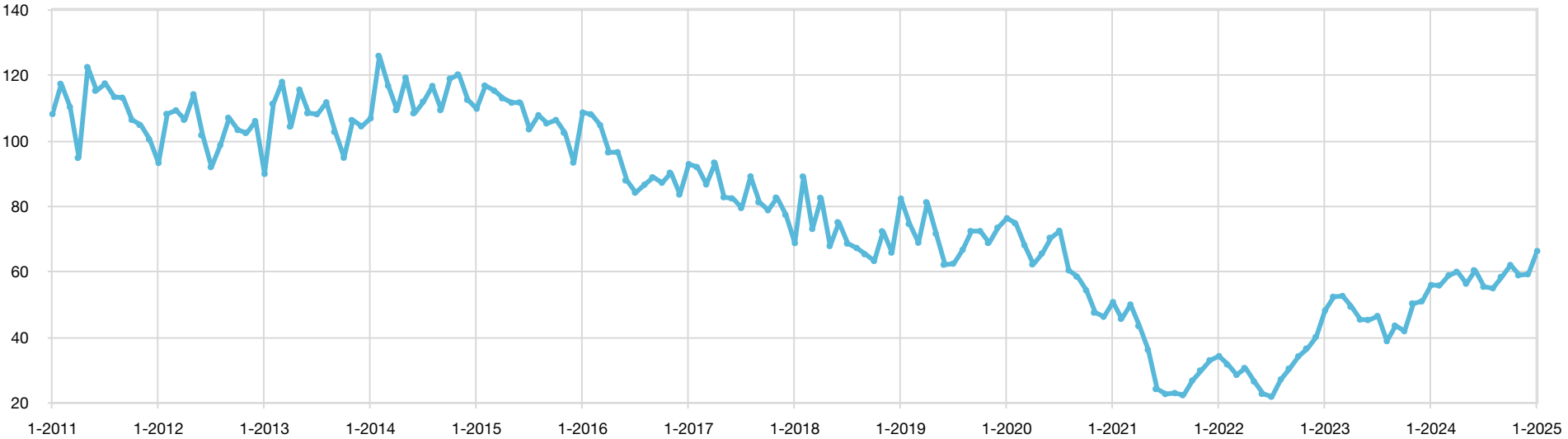
## Year to Date



Days on Market	Prior Year	Year-Over-Year Change
Feb-2024	56	52 + 7.7%
Mar-2024	59	52 + 13.5%
Apr-2024	60	49 + 22.4%
May-2024	56	45 + 24.4%
Jun-2024	60	45 + 33.3%
Jul-2024	55	46 + 19.6%
Aug-2024	55	39 + 41.0%
Sep-2024	58	43 + 34.9%
Oct-2024	62	42 + 47.6%
Nov-2024	59	50 + 18.0%
Dec-2024	59	51 + 15.7%
Jan-2025	66	56 + 17.9%
12-Month Avg*	59	47 + 24.3%

\* Days on Market for all properties from February 2024 through January 2025. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

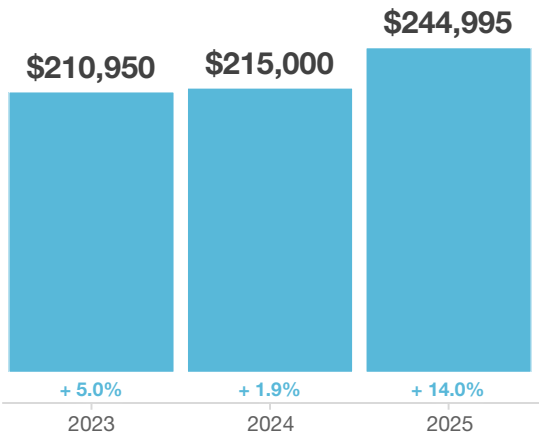


# Median Sales Price

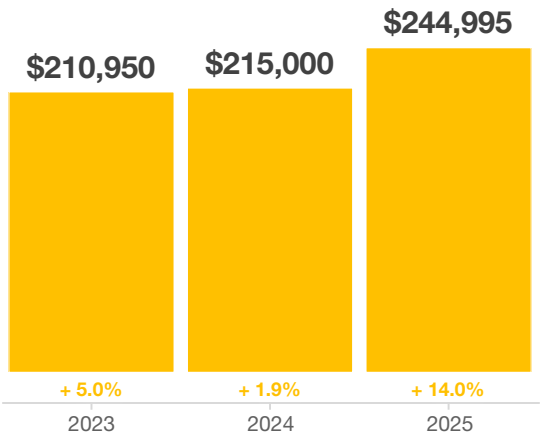
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## January



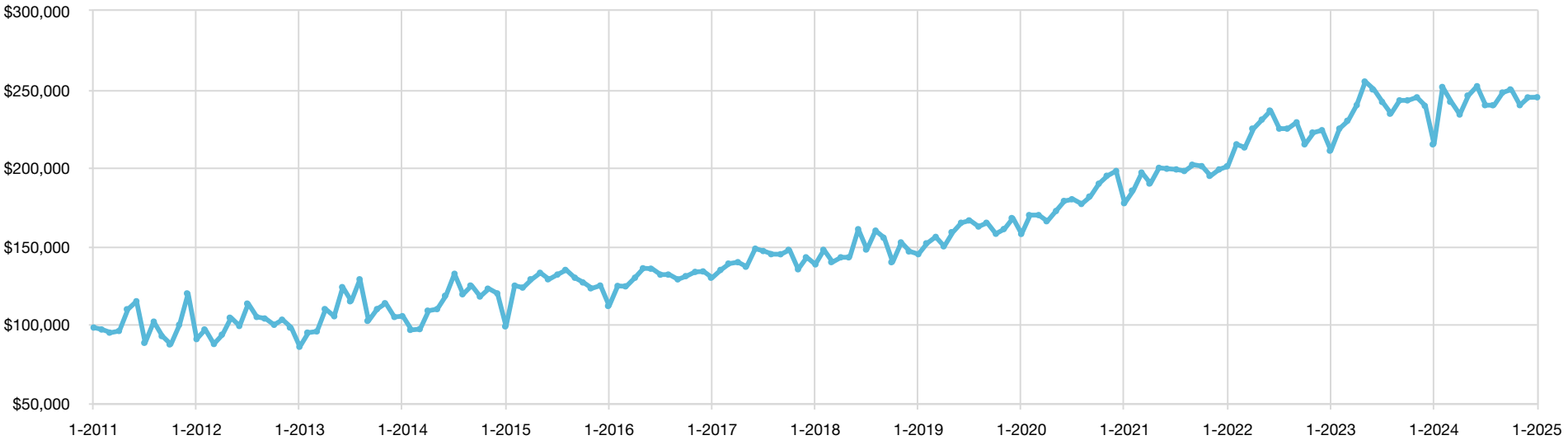
## Year to Date



	Median Sales Price	Prior Year	Year-Over-Year Change
Feb-2024	\$251,530	\$225,000	+ 11.8%
Mar-2024	\$242,125	\$230,000	+ 5.3%
Apr-2024	\$233,990	\$240,000	- 2.5%
May-2024	\$246,070	\$255,000	- 3.5%
Jun-2024	\$252,022	\$250,000	+ 0.8%
Jul-2024	\$239,945	\$242,000	- 0.8%
Aug-2024	\$239,900	\$234,500	+ 2.3%
Sep-2024	\$248,000	\$243,000	+ 2.1%
Oct-2024	\$249,950	\$243,000	+ 2.9%
Nov-2024	\$239,950	\$244,950	- 2.0%
Dec-2024	\$244,900	\$239,500	+ 2.3%
Jan-2025	\$244,995	\$215,000	+ 14.0%
12-Month Avg*	\$244,900	\$240,000	+ 2.0%

\* Median Sales Price for all properties from February 2024 through January 2025. This is not the average of the individual figures above.

## Historical Median Sales Price by Month

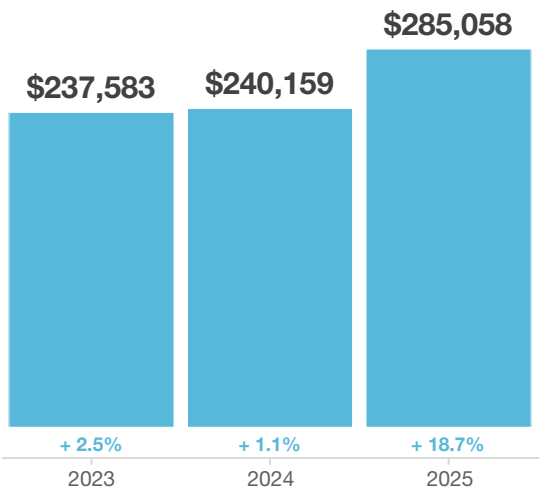


# Average Sales Price

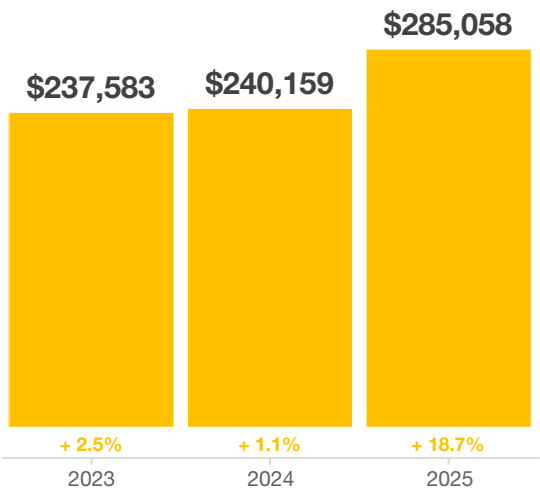
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## January



## Year to Date



Avg. Sales Price	Prior Year	Year-Over-Year Change
Feb-2024	\$265,845	\$248,670 + 6.9%
Mar-2024	\$255,657	\$250,462 + 2.1%
Apr-2024	\$261,069	\$260,642 + 0.2%
May-2024	\$270,300	\$270,500 - 0.1%
Jun-2024	\$268,490	\$271,600 - 1.1%
Jul-2024	\$264,779	\$274,281 - 3.5%
Aug-2024	\$273,180	\$264,192 + 3.4%
Sep-2024	\$280,942	\$264,840 + 6.1%
Oct-2024	\$279,087	\$262,583 + 6.3%
Nov-2024	\$267,403	\$270,112 - 1.0%
Dec-2024	\$270,819	\$254,750 + 6.3%
Jan-2025	\$285,058	\$240,159 + 18.7%
12-Month Avg*	\$269,816	\$262,056 + 3.0%

\* Avg. Sales Price for all properties from February 2024 through January 2025. This is not the average of the individual figures above.

## Historical Average Sales Price by Month





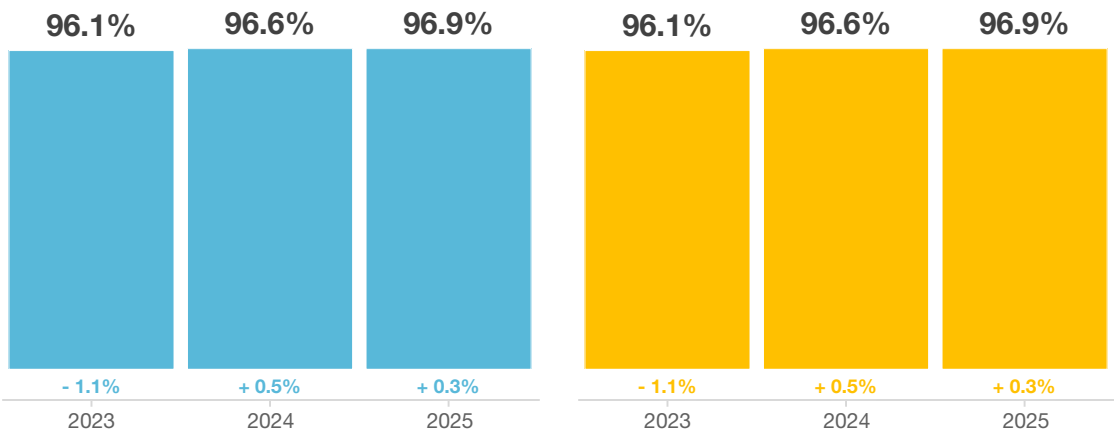
# Percent of List Price Received

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



## January

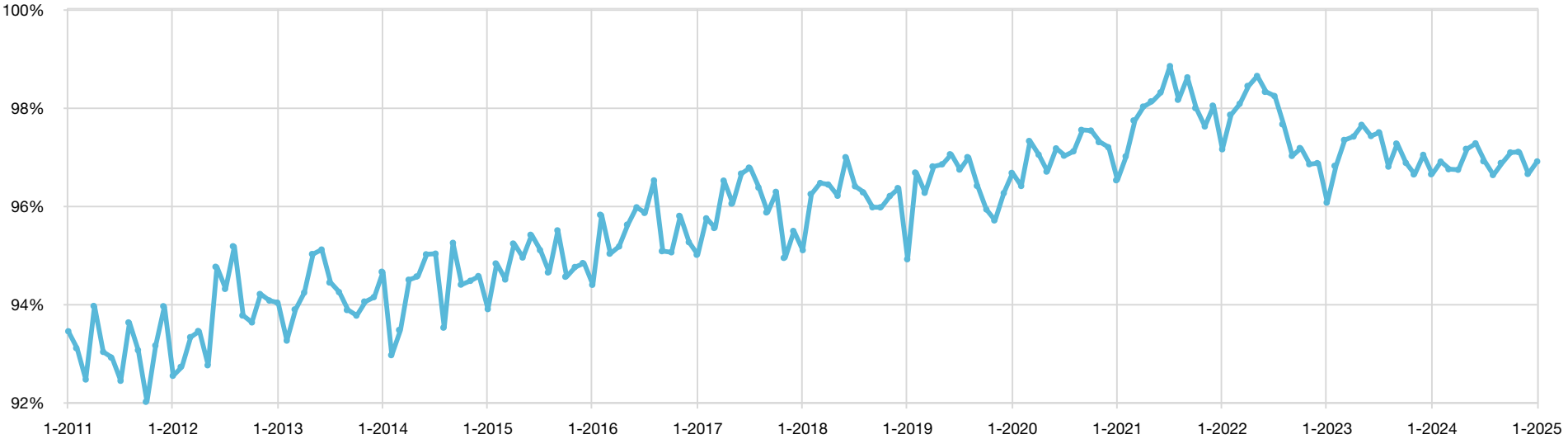
## Year to Date



	Pct. of List Price Received	Prior Year	Year-Over-Year Change
Feb-2024	96.9%	96.8%	+ 0.1%
Mar-2024	96.7%	97.3%	- 0.6%
Apr-2024	96.7%	97.4%	- 0.7%
May-2024	97.2%	97.6%	- 0.4%
Jun-2024	97.3%	97.4%	- 0.1%
Jul-2024	96.9%	97.5%	- 0.6%
Aug-2024	96.6%	96.8%	- 0.2%
Sep-2024	96.9%	97.3%	- 0.4%
Oct-2024	97.1%	96.9%	+ 0.2%
Nov-2024	97.1%	96.6%	+ 0.5%
Dec-2024	96.6%	97.0%	- 0.4%
Jan-2025	96.9%	96.6%	+ 0.3%
12-Month Avg*	96.9%	97.2%	- 0.2%

\* Pct. of List Price Received for all properties from February 2024 through January 2025. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

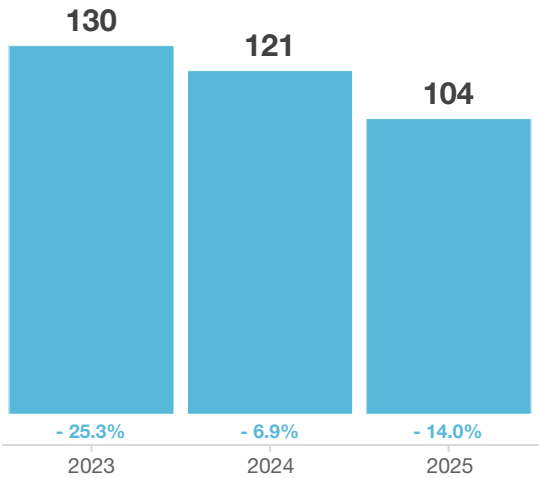


# Housing Affordability Index

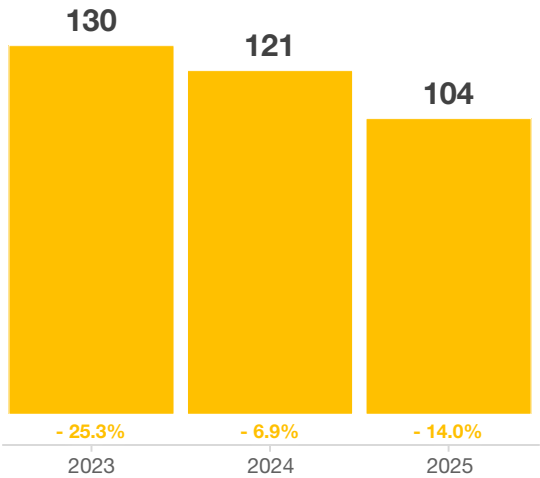
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## January

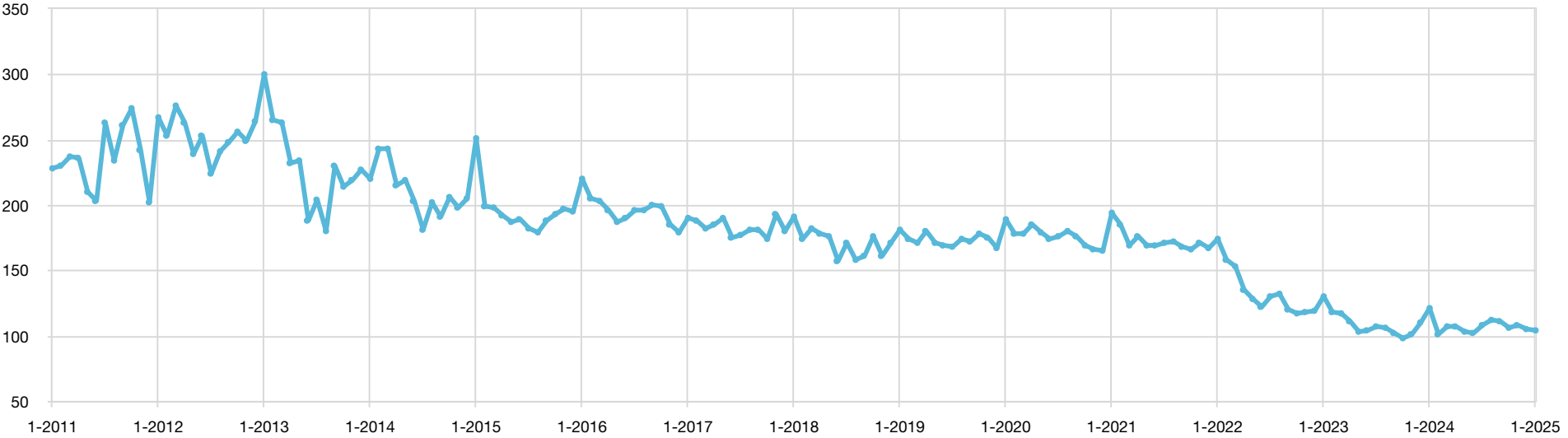


## Year to Date



Affordability Index		Prior Year	Year-Over-Year Change
Feb-2024	101	118	- 14.4%
Mar-2024	107	117	- 8.5%
Apr-2024	107	111	- 3.6%
May-2024	103	103	0.0%
Jun-2024	102	104	- 1.9%
Jul-2024	108	107	+ 0.9%
Aug-2024	112	106	+ 5.7%
Sep-2024	111	102	+ 8.8%
Oct-2024	106	98	+ 8.2%
Nov-2024	108	101	+ 6.9%
Dec-2024	105	110	- 4.5%
Jan-2025	104	121	- 14.0%
12-Month Avg	106	108	- 1.9%

## Historical Housing Affordability Index by Month

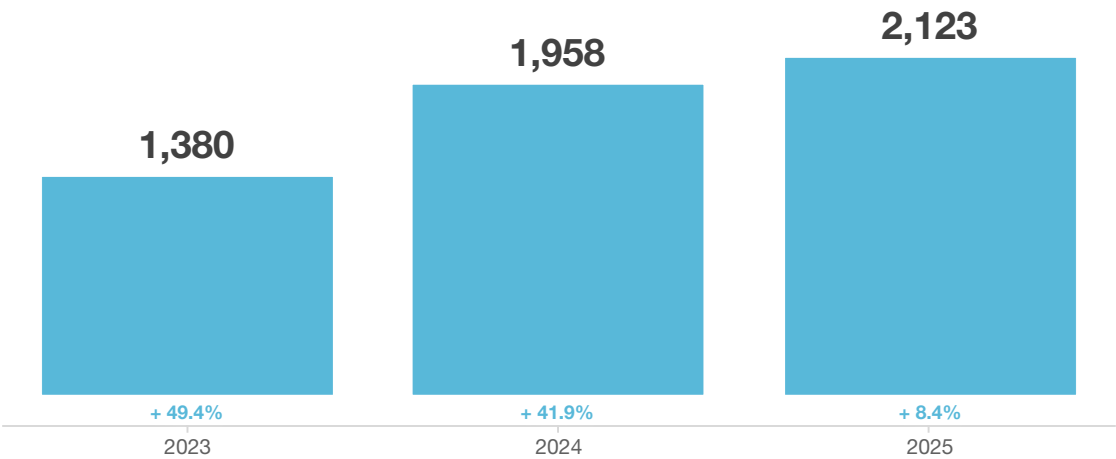


# Inventory of Homes for Sale

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



## January



Homes for Sale	Prior Year	Year-Over-Year Change
Feb-2024	2,013	1,348 + 49.3%
Mar-2024	2,046	1,339 + 52.8%
Apr-2024	2,144	1,343 + 59.6%
May-2024	2,228	1,463 + 52.3%
Jun-2024	2,304	1,559 + 47.8%
Jul-2024	2,292	1,571 + 45.9%
Aug-2024	2,348	1,701 + 38.0%
Sep-2024	2,347	1,795 + 30.8%
Oct-2024	2,373	1,928 + 23.1%
Nov-2024	2,303	1,980 + 16.3%
Dec-2024	2,107	1,903 + 10.7%
Jan-2025	2,123	1,958 + 8.4%
12-Month Avg	2,219	1,657 + 33.9%

## Historical Inventory of Homes for Sale by Month

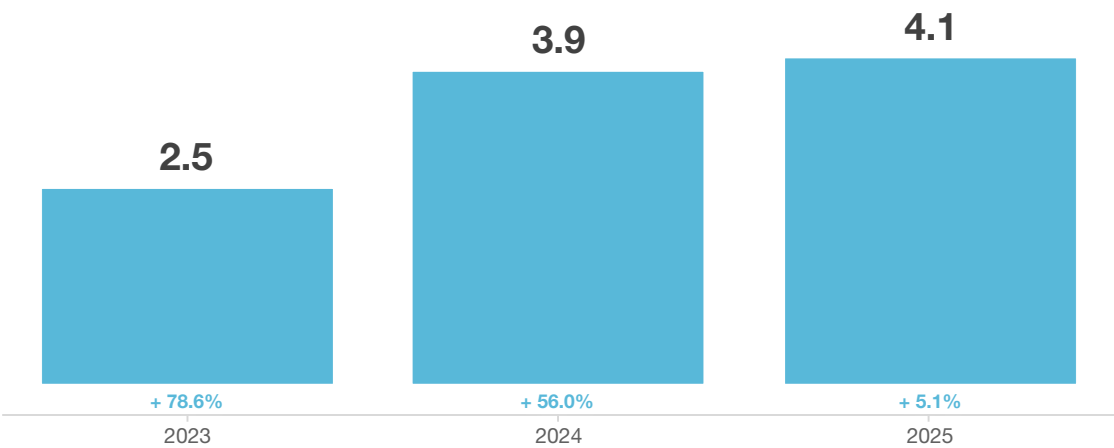


# Months Supply of Inventory

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.



## January



Months Supply		Prior Year	Year-Over-Year Change
Feb-2024	4.0	2.5	+ 60.0%
Mar-2024	4.1	2.5	+ 64.0%
Apr-2024	4.2	2.6	+ 61.5%
May-2024	4.4	2.8	+ 57.1%
Jun-2024	4.6	3.0	+ 53.3%
Jul-2024	4.5	3.1	+ 45.2%
Aug-2024	4.7	3.3	+ 42.4%
Sep-2024	4.7	3.6	+ 30.6%
Oct-2024	4.6	3.9	+ 17.9%
Nov-2024	4.5	4.0	+ 12.5%
Dec-2024	4.1	3.8	+ 7.9%
Jan-2025	4.1	3.9	+ 5.1%
12-Month Avg*	4.4	3.2	+ 35.0%

\* Months Supply for all properties from February 2024 through January 2025. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month

