

Monthly Indicators



February 2025

U.S. existing-home sales fell for the first time since September, slipping 4.9% month-over-month to a seasonally adjusted annual rate of 4.08 million units, according to the National Association of REALTORS® (NAR), as elevated home prices and higher interest rates continue to impact buyer activity. Despite the drop, sales were up 2% compared to the same period last year, marking the fourth consecutive monthly year-over-year increase.

New Listings in the Gulf Coast Association of REALTORS® service area increased 3.3 percent to 726. Pending Sales increased 11.1 percent to 541. Inventory increased 6.9 percent to 2,152.

Median Sales Price decreased 5.2 percent from \$251,530 to \$238,500. Days on Market increased 25.0 percent to 70. Months Supply of Inventory increased 5.0 percent to 4.2.

The limited number of properties for sale has continued to push home prices higher nationwide. At last measure, the national median existing-home price was \$396,900, a 4.8% increase from one year earlier, with prices up in all four regions, according to NAR. Meanwhile, total housing inventory heading into February stood at 1.18 million units, up 3.5% month-over-month and 16.8% year-over-year, for a 3.5-month supply at the current sales pace.

Quick Facts

+ 1.2%	- 5.2%	+ 6.9%
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.



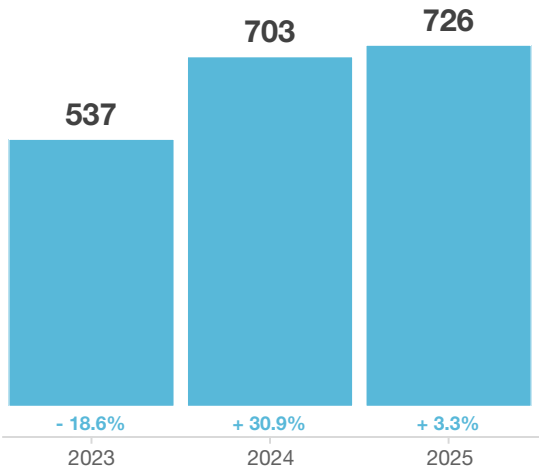
Key Metrics	Historical Sparkbars	2-2024	2-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		703	726	+ 3.3%	1,418	1,440	+ 1.6%
Pending Sales		487	541	+ 11.1%	987	1,021	+ 3.4%
Closed Sales		425	430	+ 1.2%	801	808	+ 0.9%
Days on Market Until Sale		56	70	+ 25.0%	56	68	+ 21.4%
Median Sales Price		\$251,530	\$238,500	- 5.2%	\$235,000	\$243,300	+ 3.5%
Average Sales Price		\$265,845	\$274,196	+ 3.1%	\$253,788	\$279,311	+ 10.1%
Percent of List Price Received		96.9%	97.2%	+ 0.3%	96.8%	97.1%	+ 0.3%
Housing Affordability Index		101	109	+ 7.9%	109	106	- 2.8%
Inventory of Homes for Sale		2,013	2,152	+ 6.9%	—	—	—
Months Supply of Inventory		4.0	4.2	+ 5.0%	—	—	—

New Listings

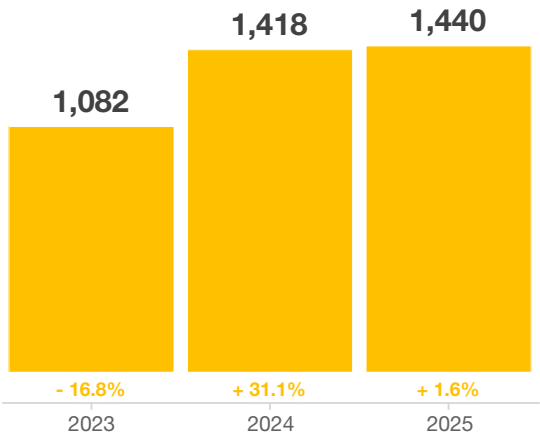
A count of the properties that have been newly listed on the market in a given month.



February

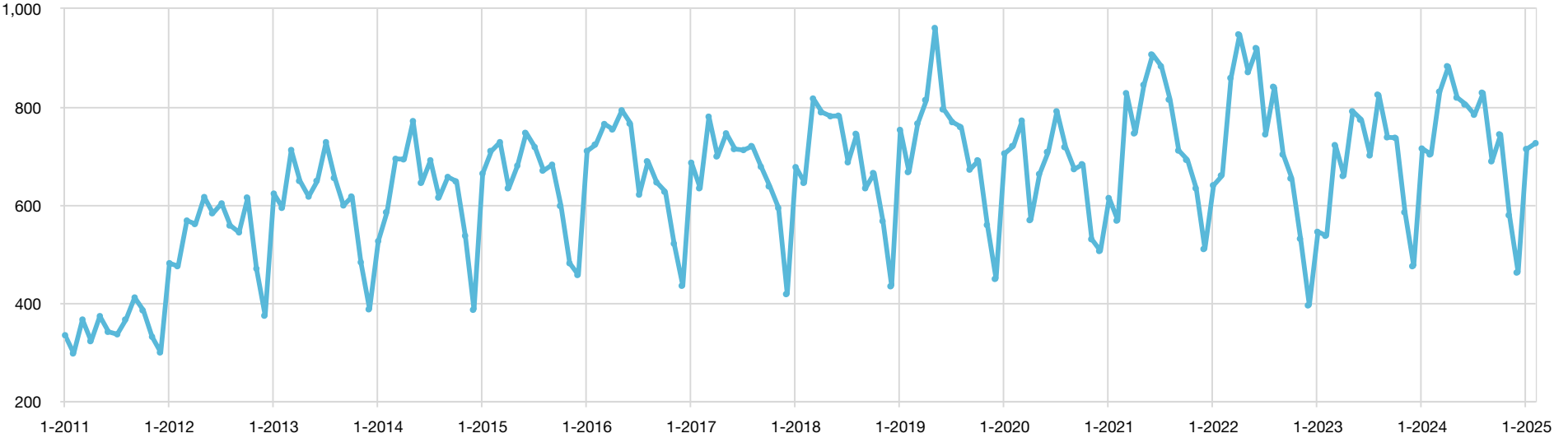


Year to Date



New Listings		Prior Year	Year-Over-Year Change
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	829	825	+ 0.5%
Sep-2024	689	738	- 6.6%
Oct-2024	744	737	+ 0.9%
Nov-2024	579	585	- 1.0%
Dec-2024	462	475	- 2.7%
Jan-2025	714	715	- 0.1%
Feb-2025	726	703	+ 3.3%
12-Month Avg	739	702	+ 5.3%

Historical New Listings by Month

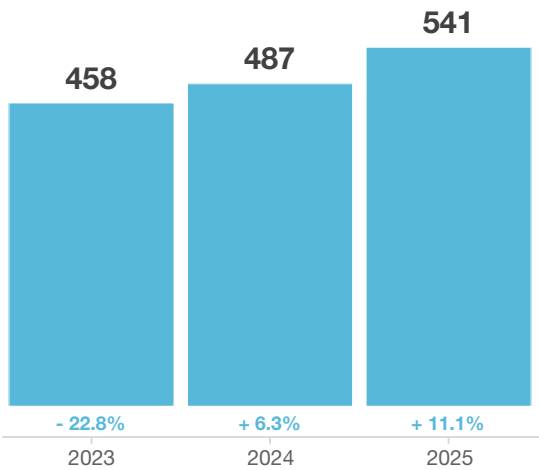


Pending Sales

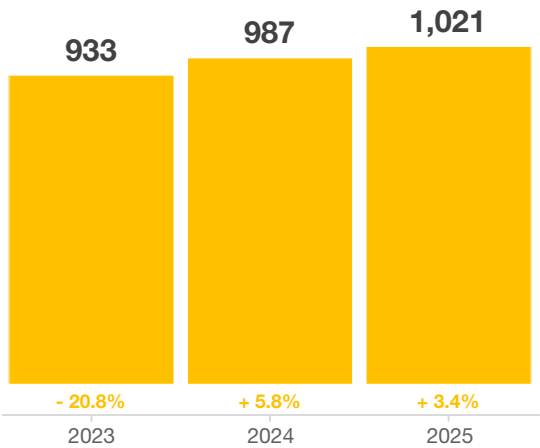
A count of the properties on which offers have been accepted in a given month.



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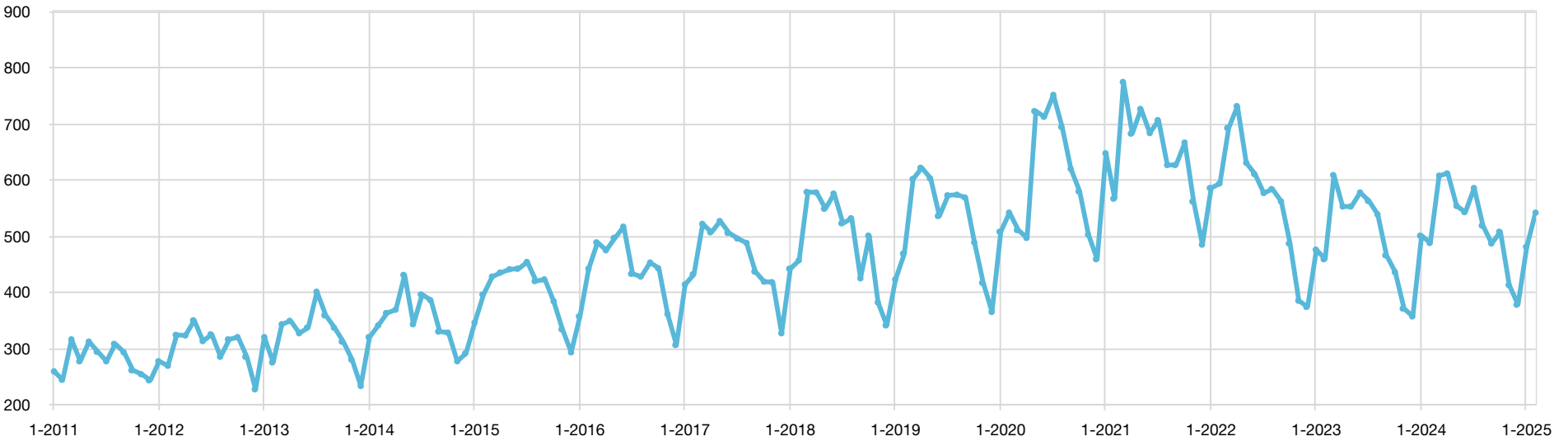


Year to Date



Pending Sales		Prior Year	Year-Over-Year Change
Mar-2024	607	608	- 0.2%
Apr-2024	611	552	+ 10.7%
May-2024	553	552	+ 0.2%
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	507	435	+ 16.6%
Nov-2024	412	370	+ 11.4%
Dec-2024	377	356	+ 5.9%
Jan-2025	480	500	- 4.0%
Feb-2025	541	487	+ 11.1%
12-Month Avg	518	500	+ 3.6%

Historical Pending Sales by Month

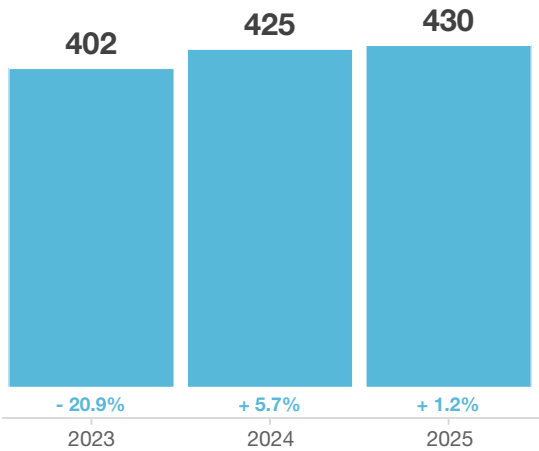


Closed Sales

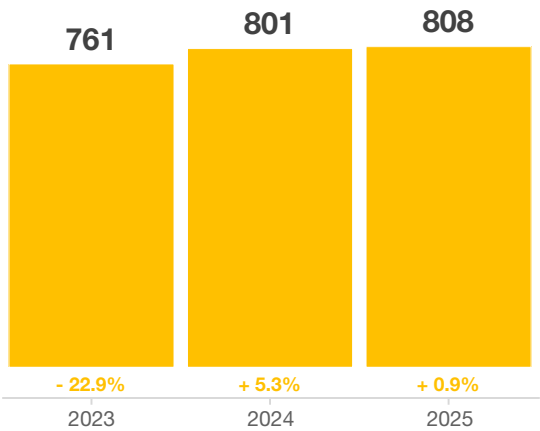
A count of the actual sales that closed in a given month.



February

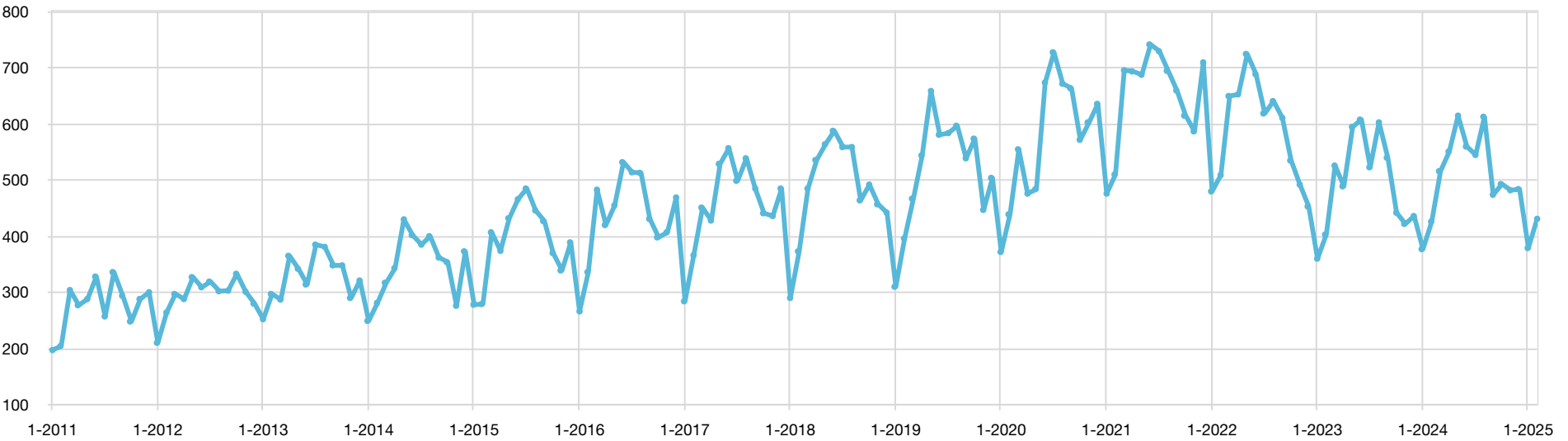


Year to Date



Closed Sales		Prior Year	Year-Over-Year Change
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	378	376	+ 0.5%
Feb-2025	430	425	+ 1.2%
12-Month Avg	511	498	+ 2.6%

Historical Closed Sales by Month

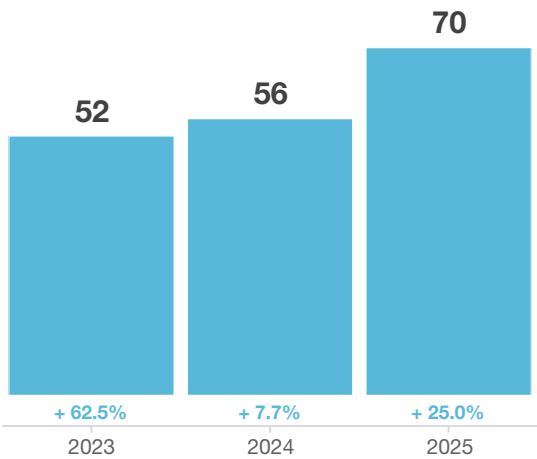


Days on Market Until Sale

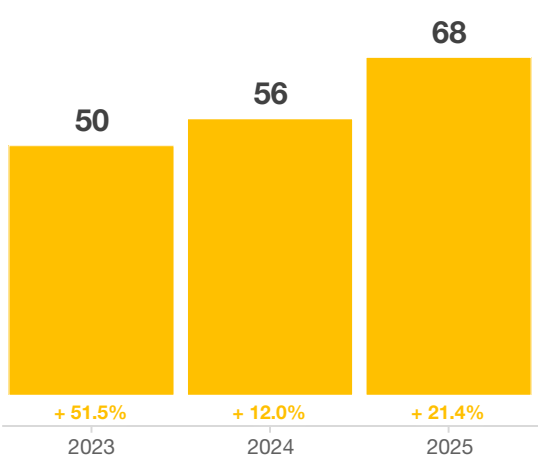
Average number of days between when a property is listed and when an offer is accepted in a given month.



February



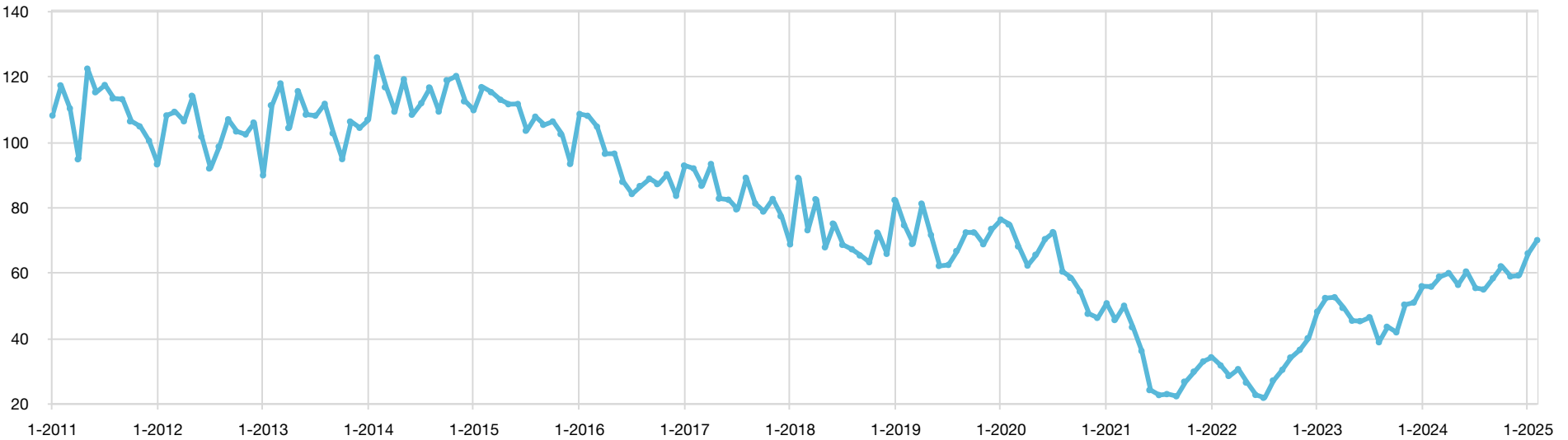
Year to Date



Days on Market		Prior Year	Year-Over-Year Change
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%
Feb-2025	70	56	+ 25.0%
12-Month Avg*	59	47	+ 25.7%

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

Historical Days on Market Until Sale by Month

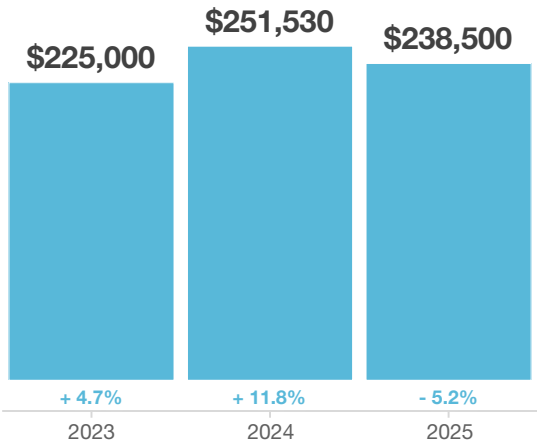


Median Sales Price

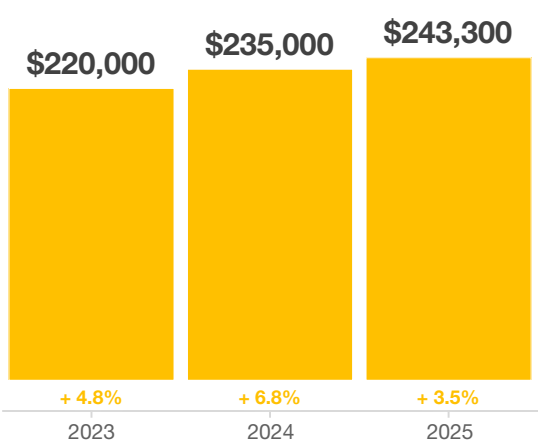
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



February



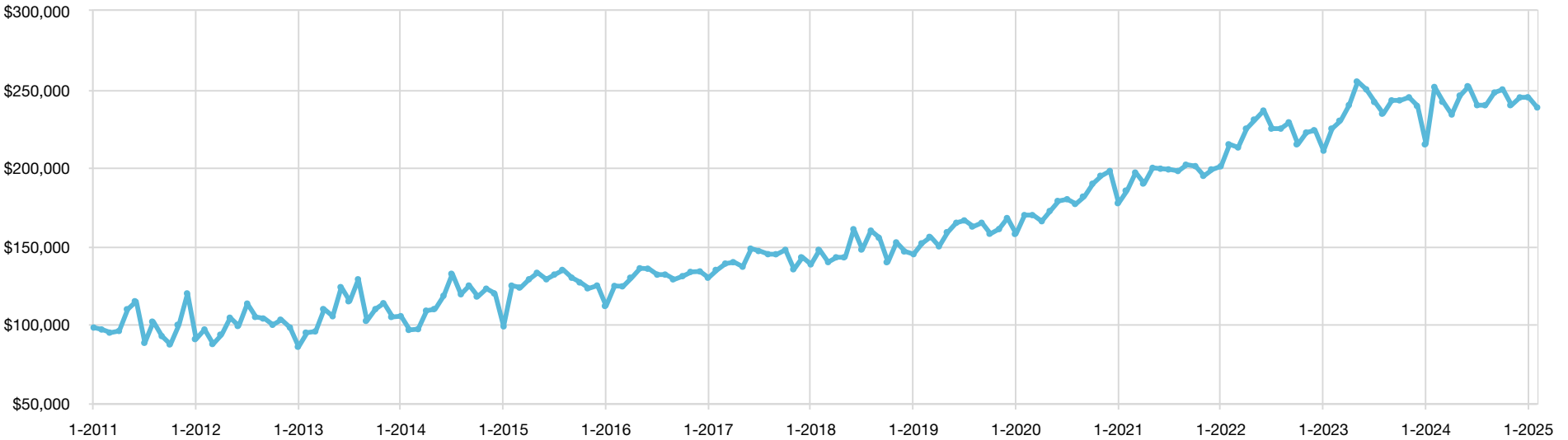
Year to Date



	Median Sales Price	Prior Year	Year-Over-Year Change
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%
Feb-2025	\$238,500	\$251,530	- 5.2%
12-Month Avg*	\$243,500	\$240,000	+ 1.5%

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

Historical Median Sales Price by Month

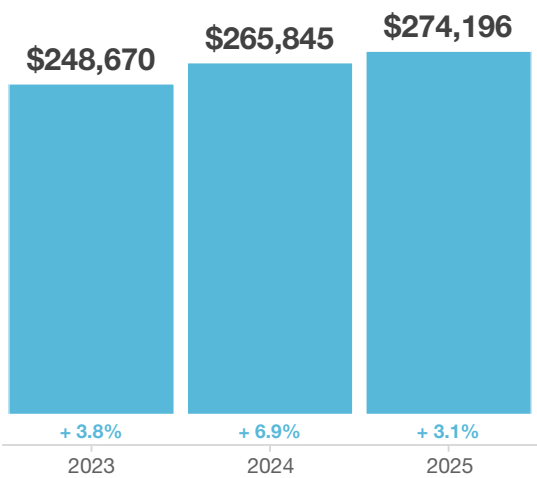


Average Sales Price

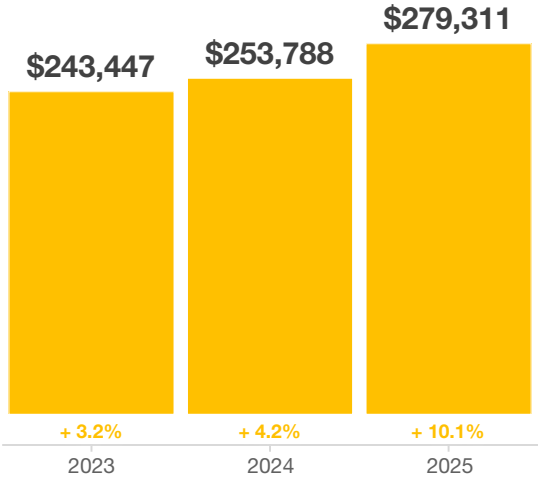
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



February



Year to Date



	Avg. Sales Price	Prior Year	Year-Over-Year Change
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	\$285,116	\$240,159	+ 18.7%
Feb-2025	\$274,196	\$265,845	+ 3.1%
12-Month Avg*	\$270,407	\$263,227	+ 2.7%

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

Historical Average Sales Price by Month

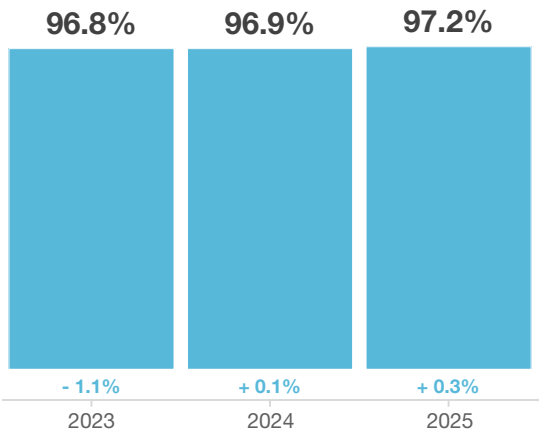


Percent of List Price Received

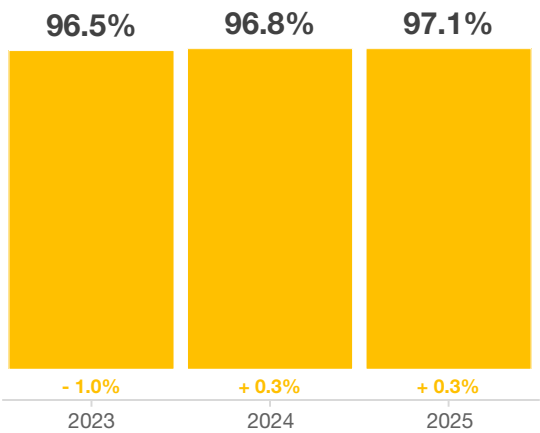
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



February



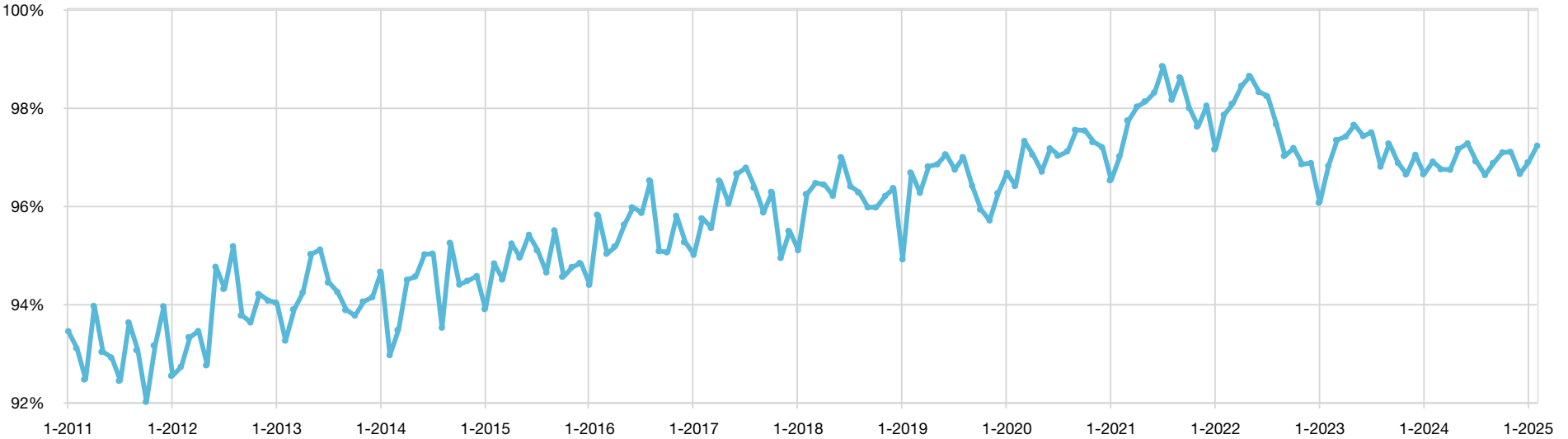
Year to Date



	Pct. of List Price Received	Prior Year	Year-Over-Year Change
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%
Feb-2025	97.2%	96.9%	+ 0.3%
12-Month Avg*	96.9%	97.2%	- 0.2%

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

Historical Percent of List Price Received by Month

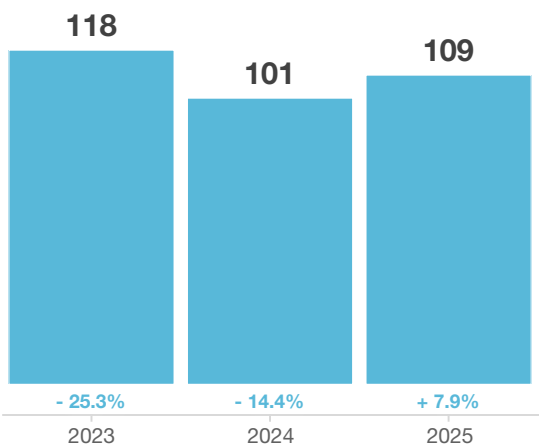


Housing Affordability Index

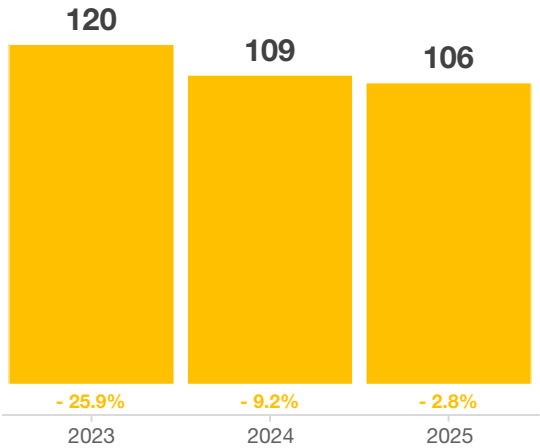
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



February

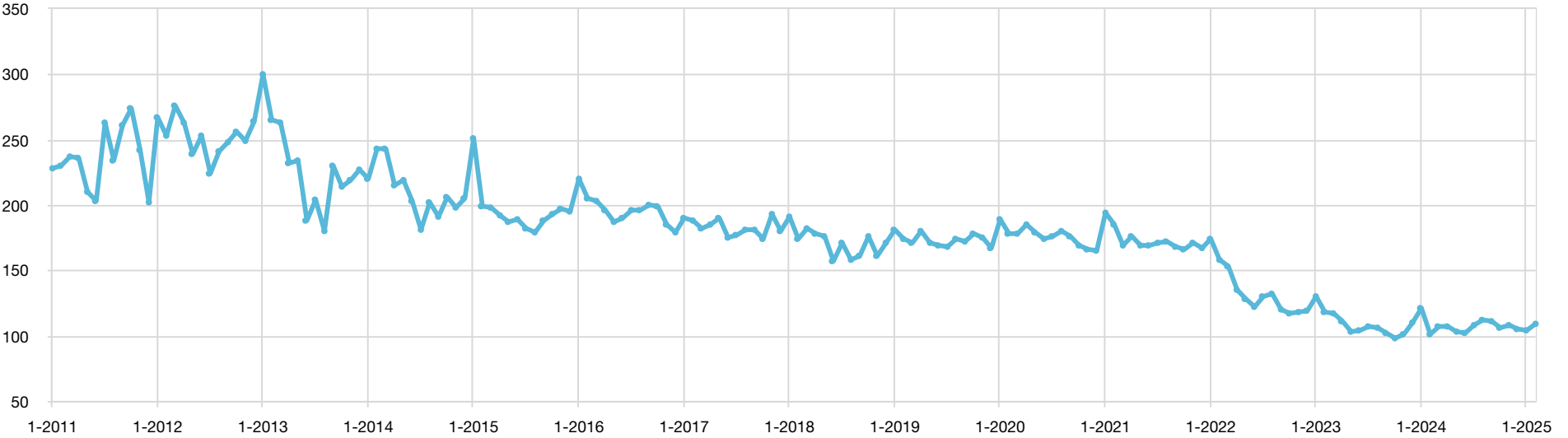


Year to Date



Affordability Index		Prior Year	Year-Over-Year Change
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%
Feb-2025	109	101	+ 7.9%
12-Month Avg	107	107	0.0%

Historical Housing Affordability Index by Month

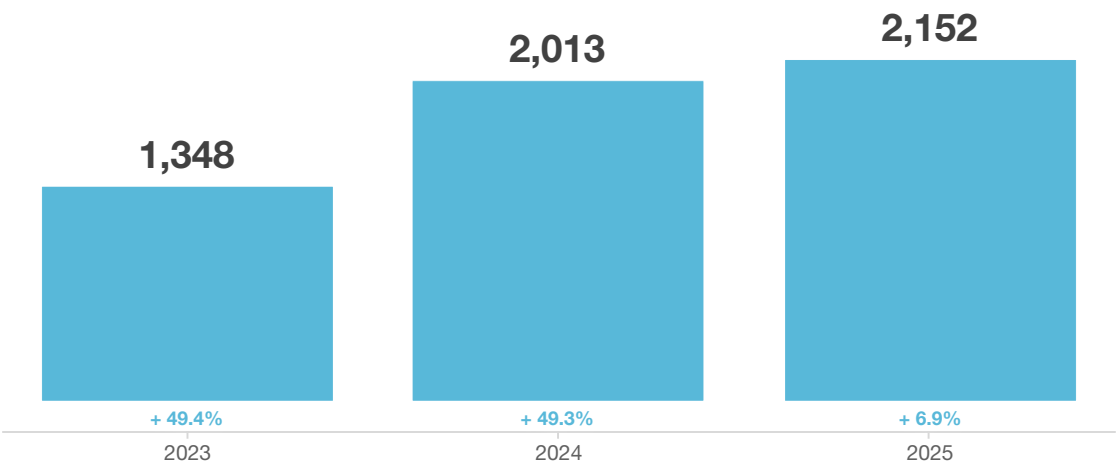


Inventory of Homes for Sale

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

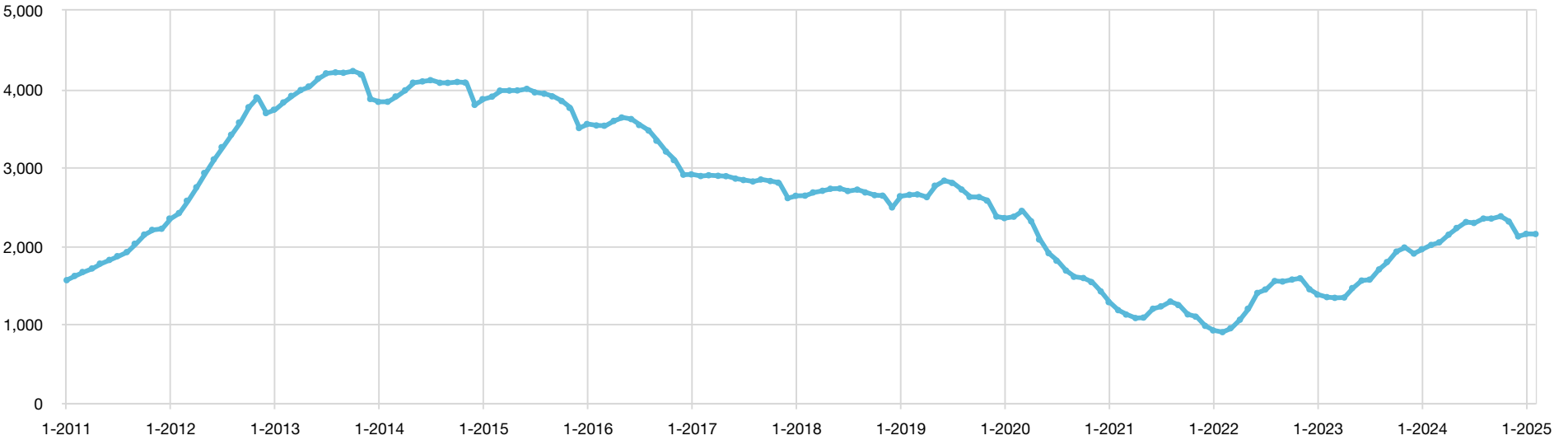


February



Homes for Sale		Prior Year	Year-Over-Year Change
Mar-2024	2,046	1,339	+ 52.8%
Apr-2024	2,144	1,343	+ 59.6%
May-2024	2,229	1,463	+ 52.4%
Jun-2024	2,305	1,559	+ 47.9%
Jul-2024	2,293	1,571	+ 46.0%
Aug-2024	2,349	1,701	+ 38.1%
Sep-2024	2,349	1,795	+ 30.9%
Oct-2024	2,378	1,928	+ 23.3%
Nov-2024	2,312	1,980	+ 16.8%
Dec-2024	2,122	1,903	+ 11.5%
Jan-2025	2,154	1,958	+ 10.0%
Feb-2025	2,152	2,013	+ 6.9%
12-Month Avg	2,236	1,713	+ 30.5%

Historical Inventory of Homes for Sale by Month

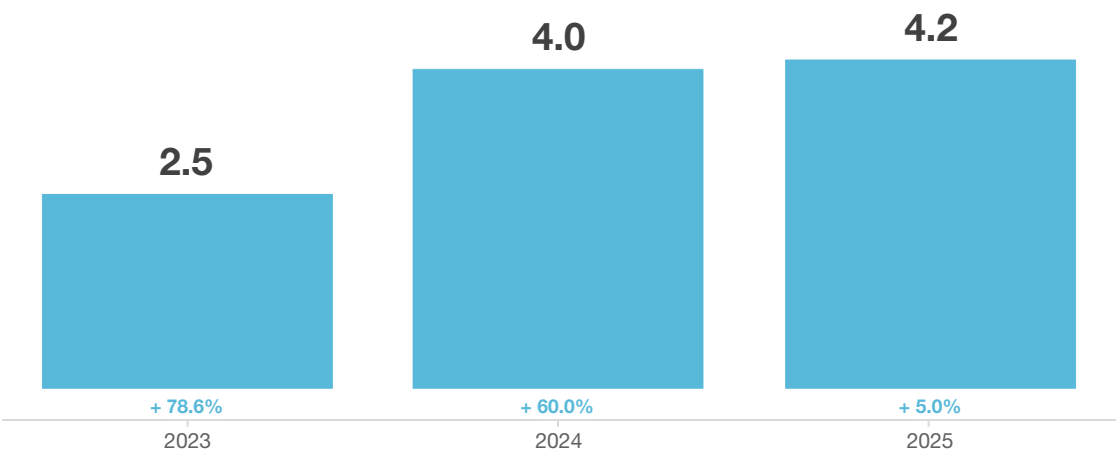


Months Supply of Inventory

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.



February



Months Supply		Prior Year	Year-Over-Year Change
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	4.7	3.9	+ 20.5%
Nov-2024	4.5	4.0	+ 12.5%
Dec-2024	4.1	3.8	+ 7.9%
Jan-2025	4.2	3.9	+ 7.7%
Feb-2025	4.2	4.0	+ 5.0%
12-Month Avg*	4.4	3.4	+ 30.5%

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

Historical Months Supply of Inventory by Month

