

Monthly Indicators



March 2025

U.S. existing-home sales rebounded from the previous month, rising 4.2% to a seasonally adjusted annual rate of 4.26 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast sales would fall to a rate of 3.95 million for the month. Purchase activity increased in the South and the West but decreased in the Northeast, while sales in the Midwest remained unchanged from one month earlier.

New Listings in the Gulf Coast Association of REALTORS® service area decreased 0.2 percent to 829. Pending Sales increased 7.6 percent to 653. Inventory increased 5.7 percent to 2,163.

Median Sales Price increased 3.0 percent from \$242,125 to \$249,400. Days on Market increased 16.9 percent to 69. Months Supply of Inventory increased 2.4 percent to 4.2.

Heading into March there were 1.24 million properties for sale, a 5.1% increase from the previous month and a 17% jump from one year ago, for a 3.5-month supply at the current sales pace, according to NAR. While mortgage rates have remained in the mid-to-high 6% range, the additional supply appears to have helped bring some buyers out of the woodwork, even as sales prices continue to rise nationwide.

Quick Facts

- 3.5%

Change in
Closed Sales

+ 3.0%

Change in
Median Sales Price

+ 5.7%

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.



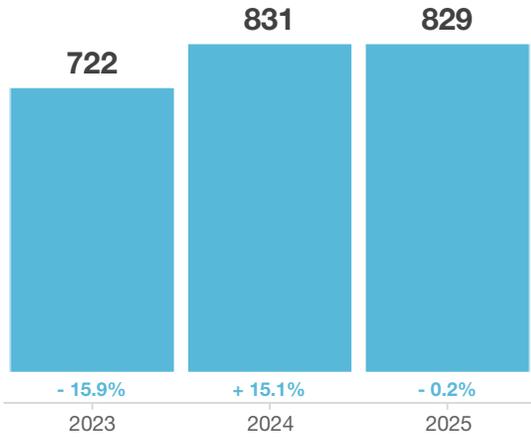
Key Metrics	Historical Sparkbars	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		831	829	- 0.2%	2,249	2,272	+ 1.0%
Pending Sales		607	653	+ 7.6%	1,594	1,645	+ 3.2%
Closed Sales		515	497	- 3.5%	1,316	1,307	- 0.7%
Days on Market Until Sale		59	69	+ 16.9%	57	69	+ 21.1%
Median Sales Price		\$242,125	\$249,400	+ 3.0%	\$239,900	\$245,000	+ 2.1%
Average Sales Price		\$255,657	\$267,712	+ 4.7%	\$254,518	\$274,933	+ 8.0%
Percent of List Price Received		96.7%	97.1%	+ 0.4%	96.8%	97.1%	+ 0.3%
Housing Affordability Index		107	105	- 1.9%	108	107	- 0.9%
Inventory of Homes for Sale		2,046	2,163	+ 5.7%	—	—	—
Months Supply of Inventory		4.1	4.2	+ 2.4%	—	—	—

New Listings

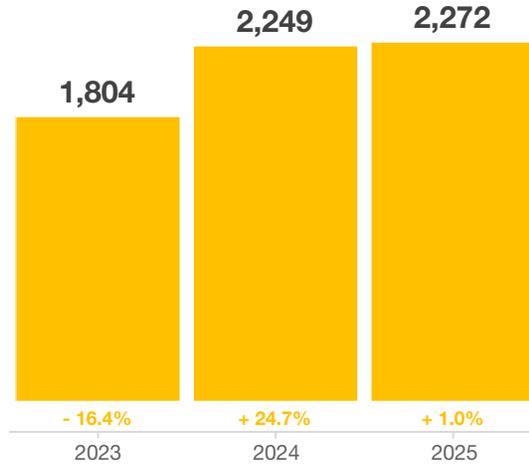
A count of the properties that have been newly listed on the market in a given month.



March

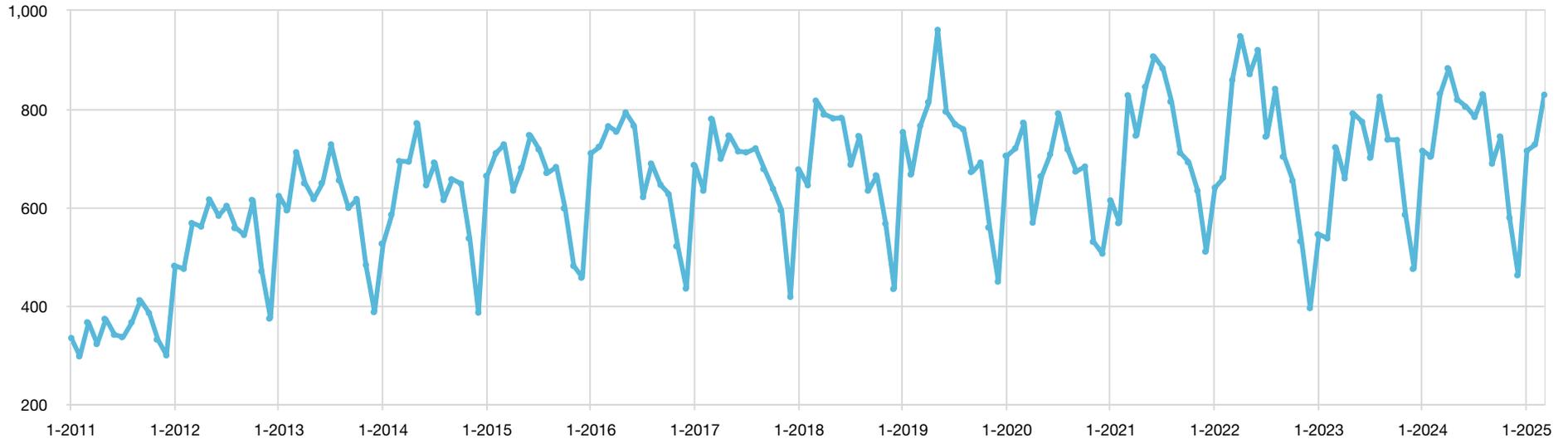


Year to Date



	New Listings	Prior Year	Year-Over-Year Change
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	830	825	+ 0.6%
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	715	715	0.0%
Feb-2025	728	703	+ 3.6%
Mar-2025	829	831	- 0.2%
12-Month Avg	739	711	+ 3.9%

Historical New Listings by Month

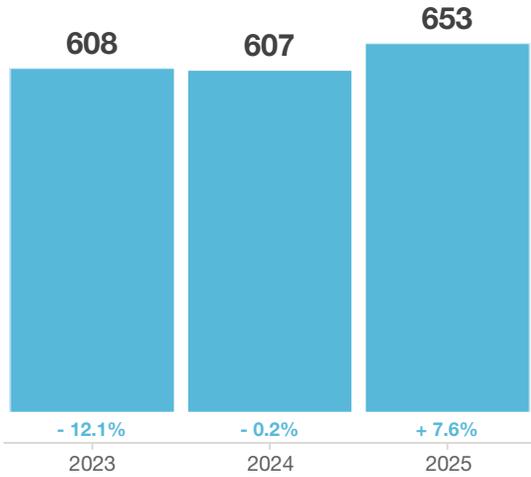


Pending Sales

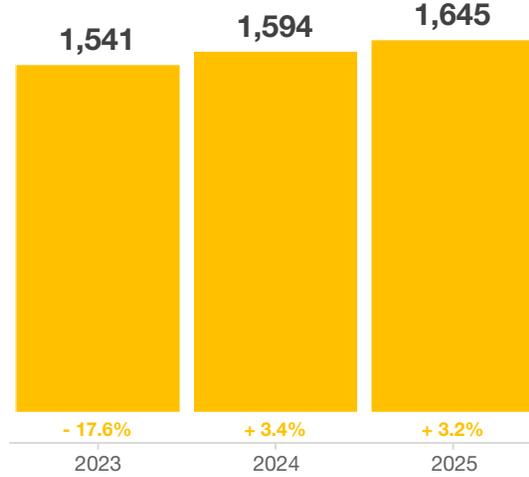
A count of the properties on which offers have been accepted in a given month.



March

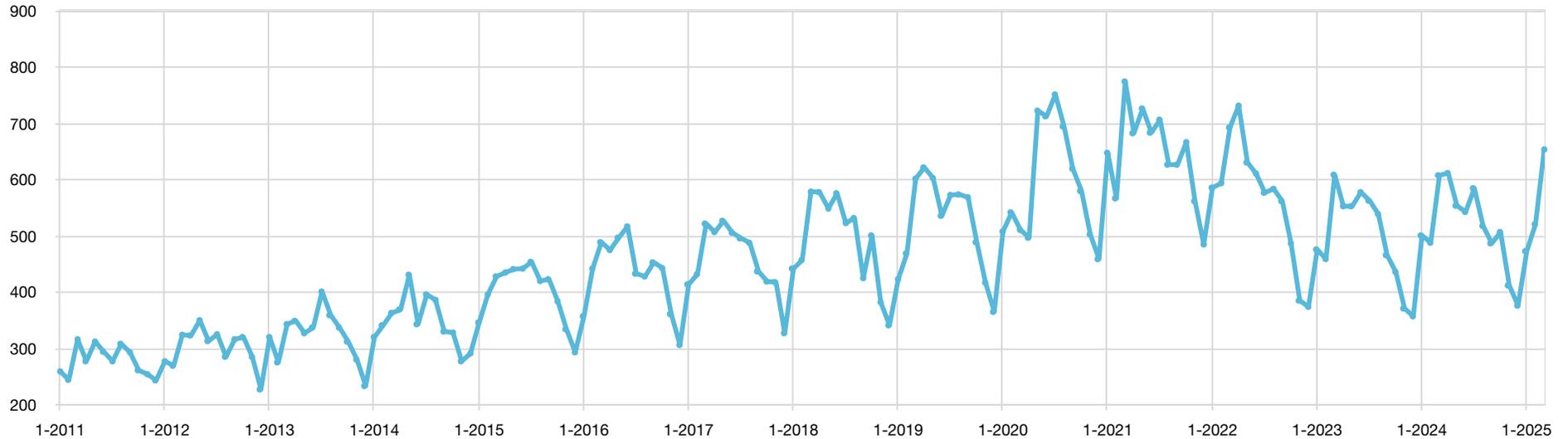


Year to Date



	Pending Sales	Prior Year	Year-Over-Year Change
Apr-2024	611	552	+ 10.7%
May-2024	553	552	+ 0.2%
Jun-2024	542	577	- 6.1%
Jul-2024	584	562	+ 3.9%
Aug-2024	517	538	- 3.9%
Sep-2024	486	465	+ 4.5%
Oct-2024	506	435	+ 16.3%
Nov-2024	411	370	+ 11.1%
Dec-2024	375	356	+ 5.3%
Jan-2025	472	500	- 5.6%
Feb-2025	520	487	+ 6.8%
Mar-2025	653	607	+ 7.6%
12-Month Avg	519	500	+ 3.8%

Historical Pending Sales by Month

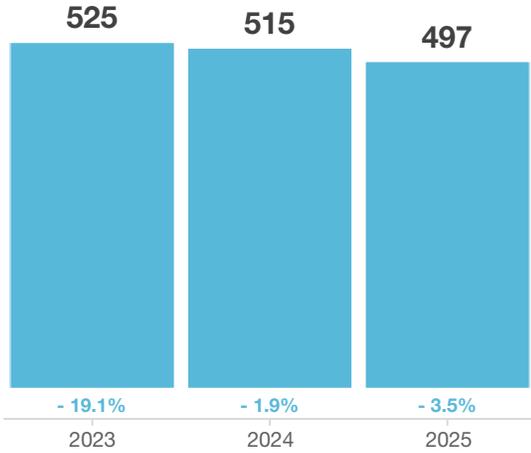


Closed Sales

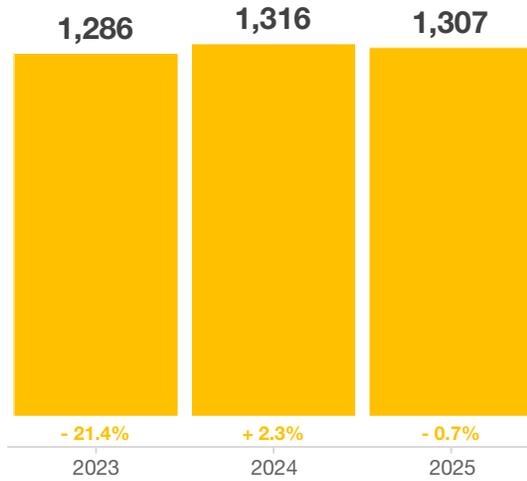
A count of the actual sales that closed in a given month.



March

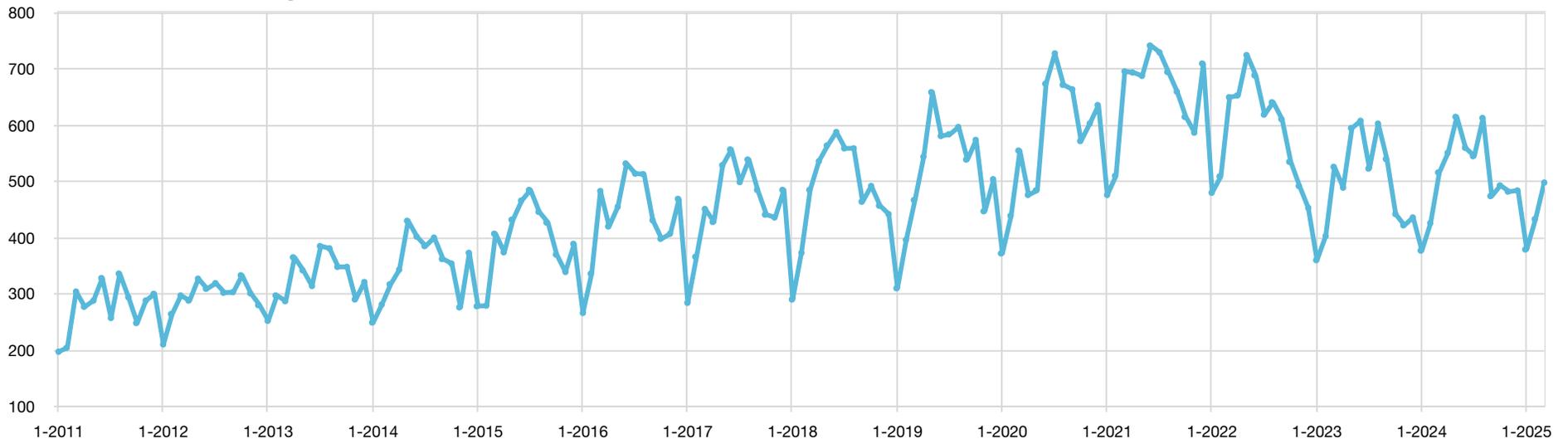


Year to Date



	Closed Sales	Prior Year	Year-Over-Year Change
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	432	425	+ 1.6%
Mar-2025	497	515	- 3.5%
12-Month Avg	510	497	+ 2.6%

Historical Closed Sales by Month

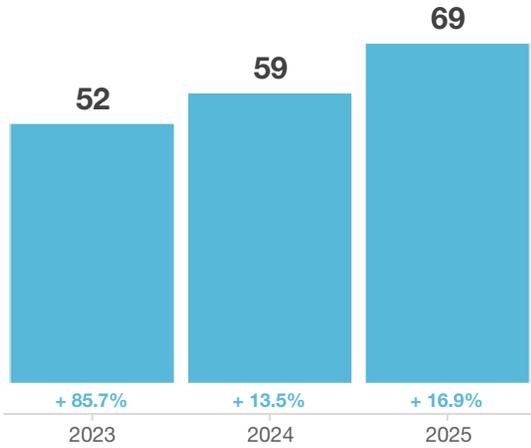


Days on Market Until Sale

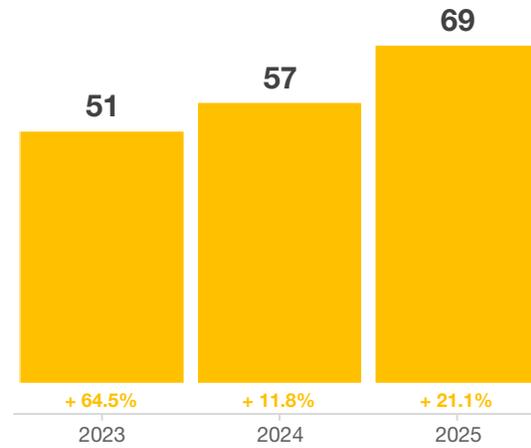
Average number of days between when a property is listed and when an offer is accepted in a given month.



March



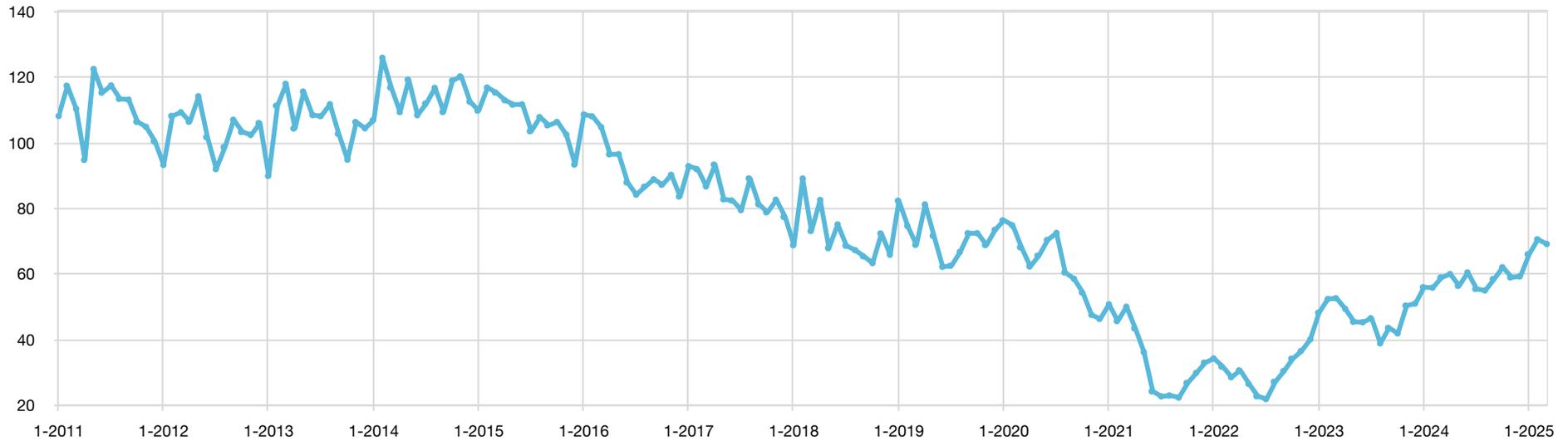
Year to Date



	Days on Market	Prior Year	Year-Over-Year Change
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%
Mar-2025	69	59	+ 16.9%
12-Month Avg*	60	48	+ 26.1%

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

Historical Days on Market Until Sale by Month

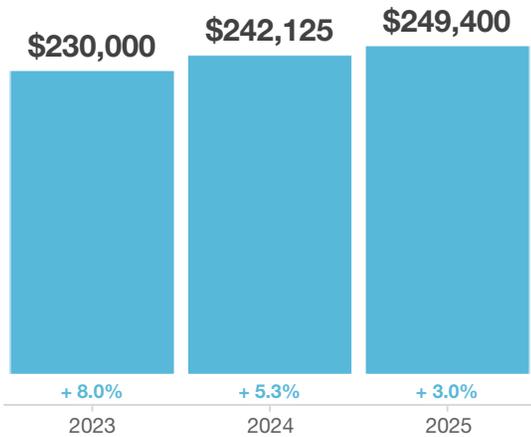


Median Sales Price

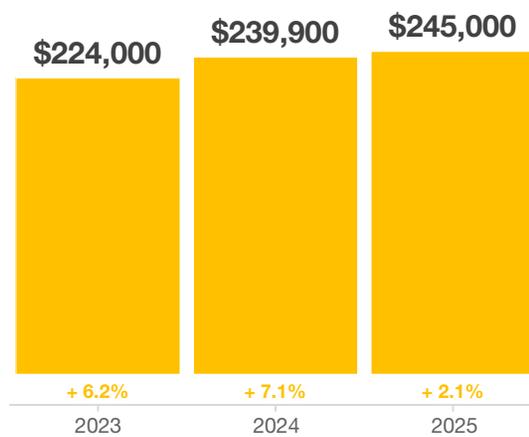
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



March



Year to Date



	Median Sales Price	Prior Year	Year-Over-Year Change
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	\$239,000	\$251,530	- 5.0%
Mar-2025	\$249,400	\$242,125	+ 3.0%
12-Month Avg*	\$244,900	\$242,000	+ 1.2%

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

Historical Median Sales Price by Month

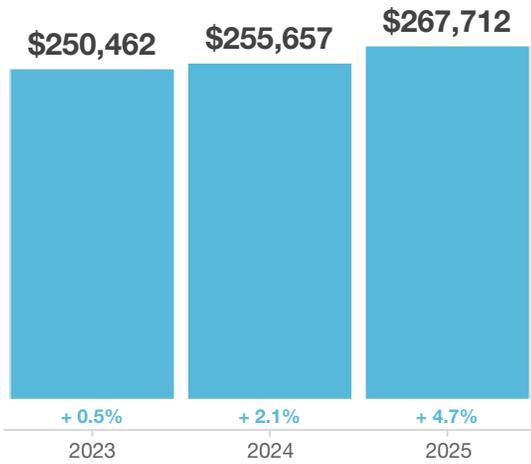


Average Sales Price

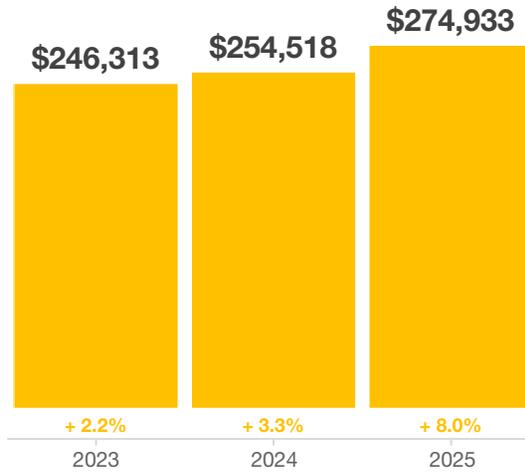
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March



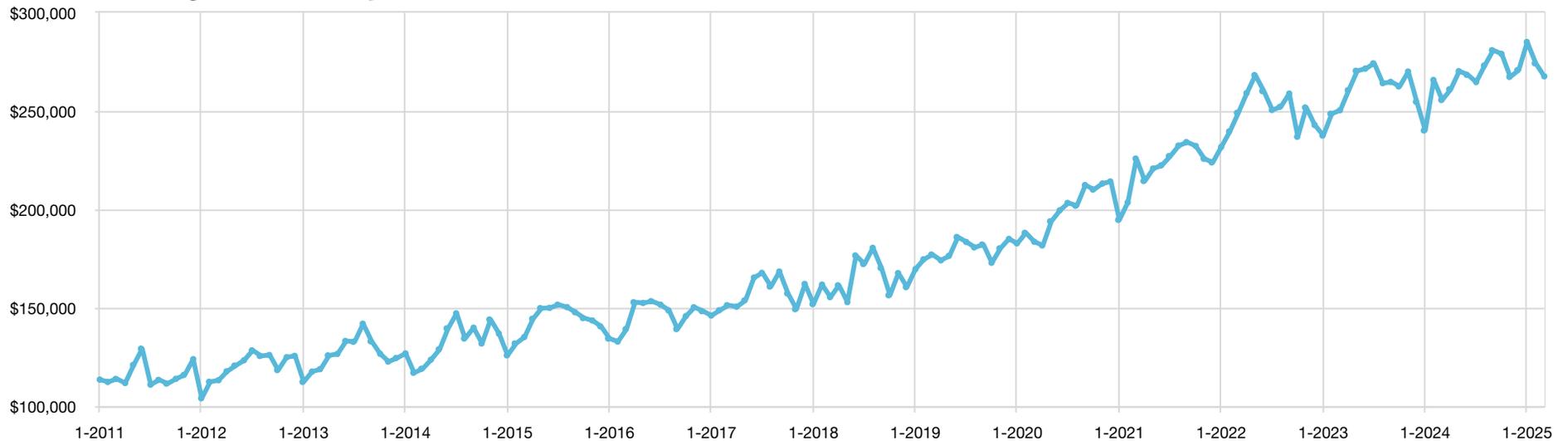
Year to Date



	Avg. Sales Price	Prior Year	Year-Over-Year Change
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	\$274,328	\$265,845	+ 3.2%
Mar-2025	\$267,712	\$255,657	+ 4.7%
12-Month Avg*	\$271,440	\$263,699	+ 2.9%

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

Historical Average Sales Price by Month

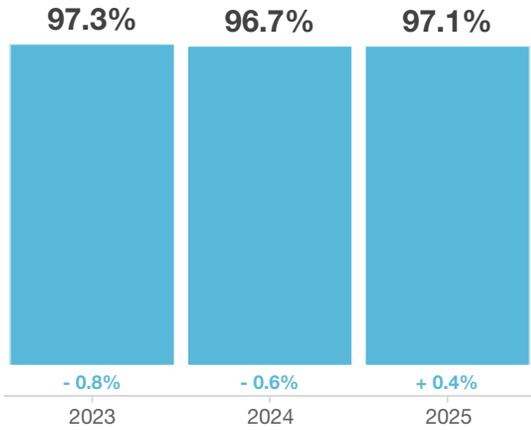


Percent of List Price Received

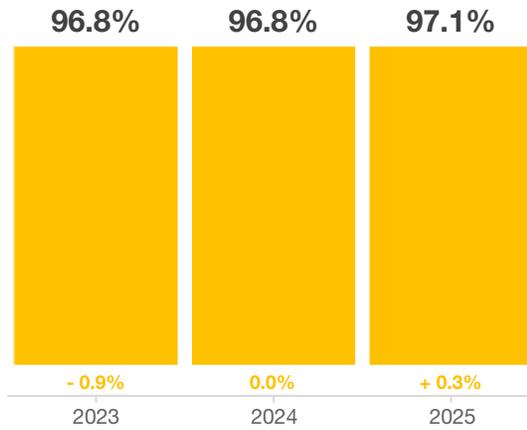
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



March



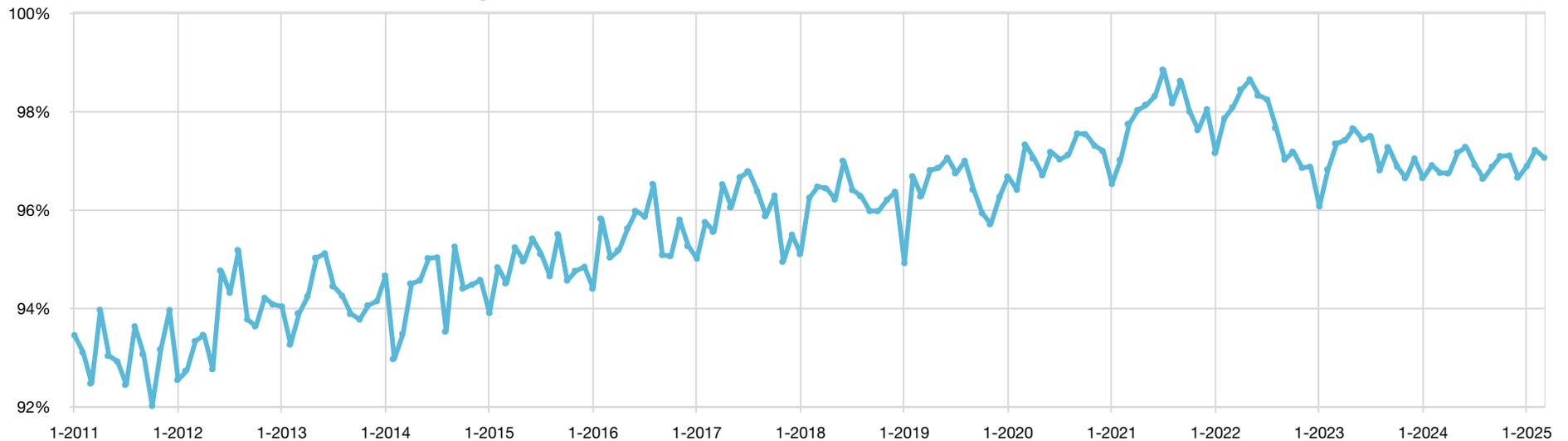
Year to Date



	Pct. of List Price Received	Prior Year	Year-Over-Year Change
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%
Mar-2025	97.1%	96.7%	+0.4%
12-Month Avg*	97.0%	97.1%	-0.1%

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

Historical Percent of List Price Received by Month

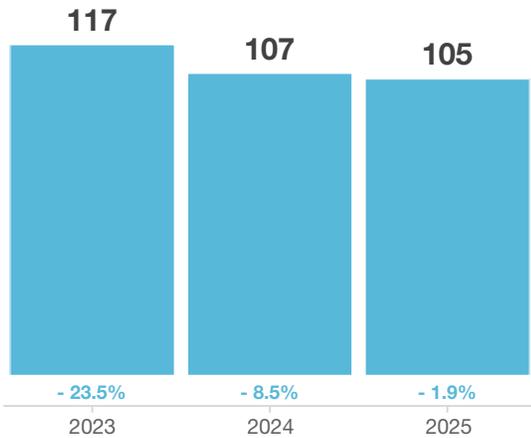


Housing Affordability Index

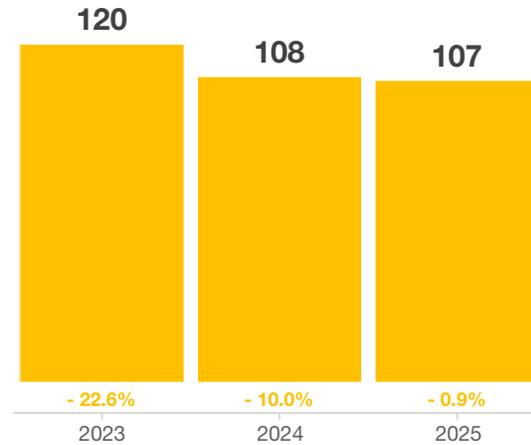
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



March

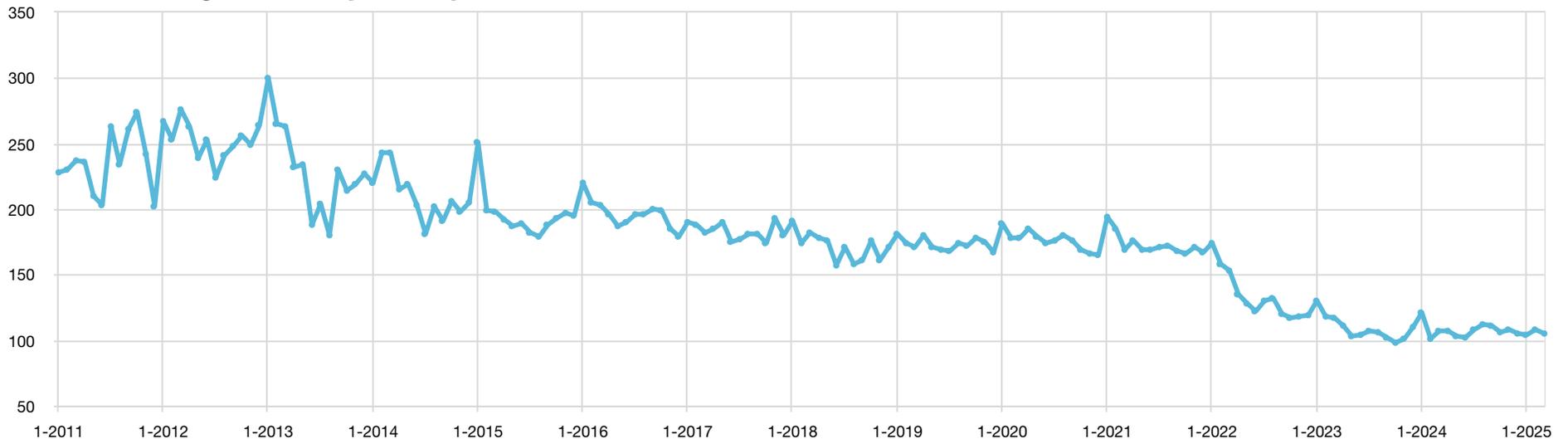


Year to Date



	Affordability Index	Prior Year	Year-Over-Year Change
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	108	101	+6.9%
Mar-2025	105	107	-1.9%
12-Month Avg	107	106	+0.9%

Historical Housing Affordability Index by Month

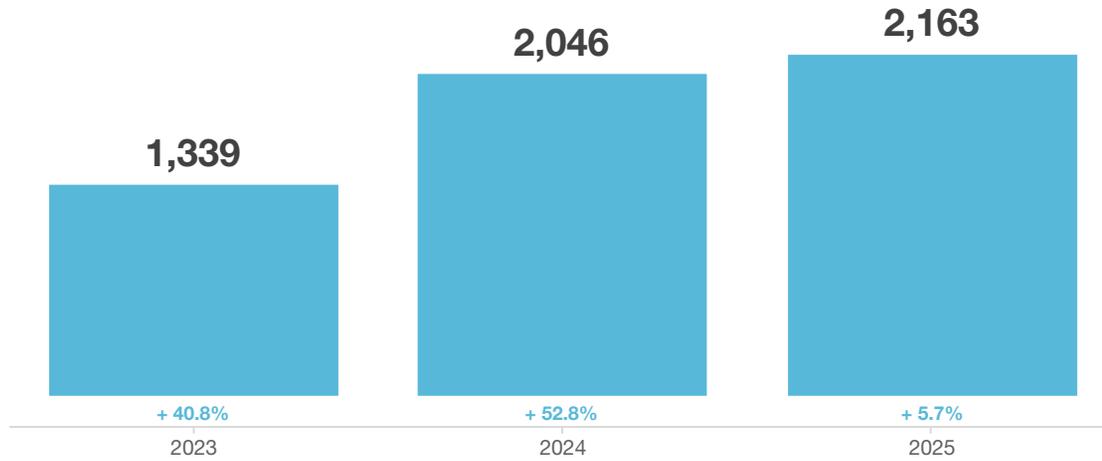


Inventory of Homes for Sale

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



March



	Homes for Sale	Prior Year	Year-Over-Year Change
Apr-2024	2,144	1,343	+ 59.6%
May-2024	2,230	1,463	+ 52.4%
Jun-2024	2,306	1,559	+ 47.9%
Jul-2024	2,296	1,571	+ 46.1%
Aug-2024	2,354	1,701	+ 38.4%
Sep-2024	2,354	1,795	+ 31.1%
Oct-2024	2,384	1,928	+ 23.7%
Nov-2024	2,320	1,980	+ 17.2%
Dec-2024	2,133	1,903	+ 12.1%
Jan-2025	2,177	1,958	+ 11.2%
Feb-2025	2,200	2,013	+ 9.3%
Mar-2025	2,163	2,046	+ 5.7%
12-Month Avg	2,255	1,772	+ 27.3%

Historical Inventory of Homes for Sale by Month

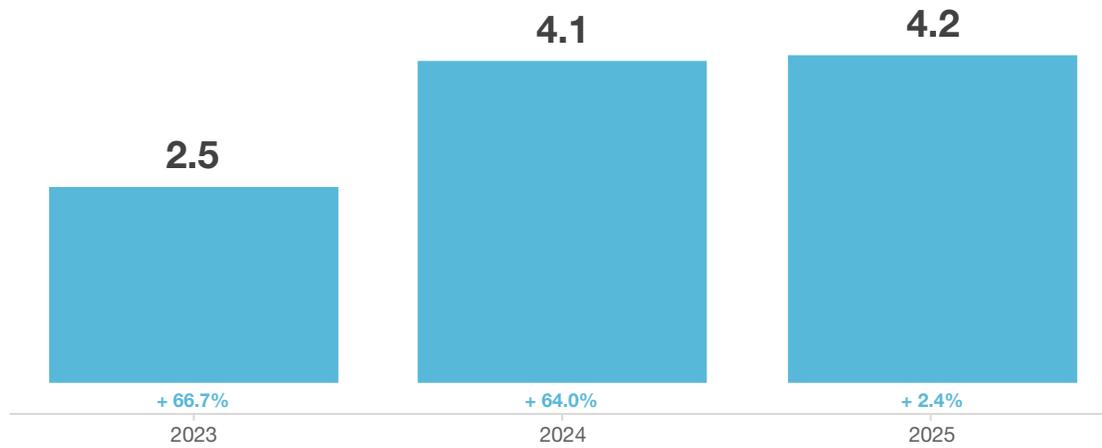


Months Supply of Inventory

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.



March



	Months Supply	Prior Year	Year-Over-Year Change
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	4.6	3.1	+ 48.4%
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	4.3	4.0	+ 7.5%
Mar-2025	4.2	4.1	+ 2.4%
12-Month Avg*	4.4	3.5	+ 26.3%

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

Historical Months Supply of Inventory by Month

