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 state of Georgia increased 19.5 percent to 19,788. Pending Sales decreased 3.4 percent to 11,443. Inventory increased 42.2 percent to 40,422.

Median Sales Price increased 0.8 percent from \$357,000 to \$360,000. Days on Market increased 28.9 percent to 58. Months Supply of Inventory increased 42.9 percent to 4.0.

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.

Activity Snapshot

- 7.5% +

+ 0.8%

+ 42.2%

One-Year Change in Closed Sales

One-Year Change in **Median Sales Price**

One-Year Change in **Homes for Sale**

A research tool provided by the Georgia Association of REALTORS®. Residential real estate activity composed of single-family properties, townhomes and condominiums combined. Changes in methodology were implemented in October 2012 to provide a more accurate count of inventory and related metrics. Due to MLS purging rules, activity before 2008 cannot be updated and therefore shifts in the trendlines may occur. Percent changes are calculated using rounded figures.

Activity Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days on Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of Original List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12



Activity Overview

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

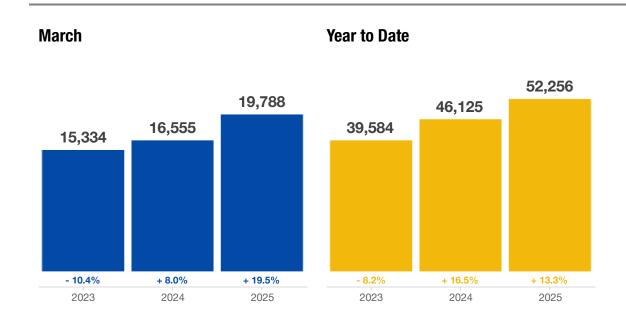


Key Metrics	Historical Sparkbars	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings	3-2023 9-2023 3-2024 9-2024 3-2026	16,555	19,788	+ 19.5%	46,125	52,256	+ 13.3%
Pending Sales	3-2023 9-2023 3-2024 9-2024 3-2026	11,842	11,443	- 3.4%	32,014	30,011	- 6.3%
Closed Sales	3-2023 9-2023 3-2024 9-2024 3-2026	10,807	10,000	- 7.5%	26,933	25,486	- 5.4%
Days on Market Until Sale	3-2023 9-2023 3-2024 9-2024 3-2026	45	58	+ 28.9%	48	61	+ 27.1%
Median Sales Price	3-2023 9-2023 3-2024 9-2024 3-2025	\$357,000	\$360,000	+ 0.8%	\$350,000	\$352,295	+ 0.7%
Average Sales Price	3-2023 9-2023 3-2024 9-2024 3-2026	\$433,530	\$440,344	+ 1.6%	\$418,653	\$433,302	+ 3.5%
Pct. of Orig. Price Received	3-2023 9-2023 3-2024 9-2024 3-2026	96.8%	96.0%	- 0.8%	96.4%	95.7%	- 0.7%
Housing Affordability Index	3-2023 9-2023 3-2024 9-2024 3-2025	92	93	+ 1.1%	94	95	+ 1.1%
Inventory of Homes for Sale	3-2023 9-2023 3-2024 9-2024 3-2025	28,420	40,422	+ 42.2%		_	_
Months Supply of Inventory	3-2023 9-2023 3-2024 9-2024 3-2025	2.8	4.0	+ 42.9%	_	_	_

New Listings

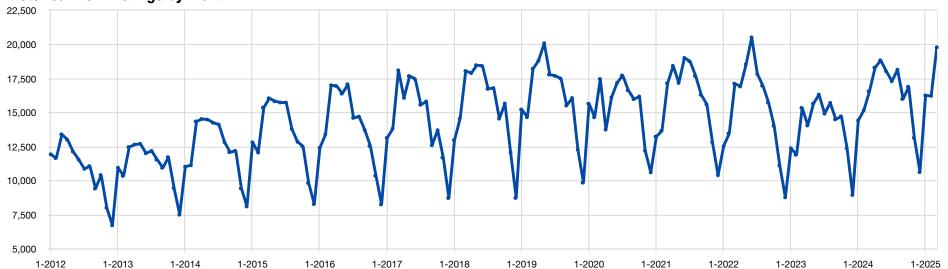
A count of the properties that have been newly listed on the market in a given month.





New Listings		Prior Year	Percent Change
April 2024	18,296	14,040	+ 30.3%
May 2024	18,830	15,641	+ 20.4%
June 2024	18,030	16,312	+ 10.5%
July 2024	17,294	14,912	+ 16.0%
August 2024	18,142	15,700	+ 15.6%
September 2024	15,993	14,490	+ 10.4%
October 2024	16,886	14,714	+ 14.8%
November 2024	13,139	12,371	+ 6.2%
December 2024	10,612	8,932	+ 18.8%
January 2025	16,251	14,408	+ 12.8%
February 2025	16,217	15,162	+ 7.0%
March 2025	19,788	16,555	+ 19.5%
12-Month Avg	16,623	14,436	+ 15.1%

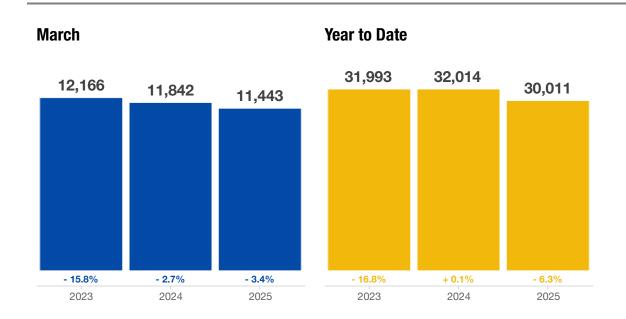
Historical New Listings by Month



Pending Sales

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





Pending Sales		Prior Year	Percent Change
April 2024	11,824	11,527	+ 2.6%
May 2024	11,443	11,864	- 3.5%
June 2024	10,963	11,343	- 3.4%
July 2024	10,469	10,831	- 3.3%
August 2024	10,454	10,438	+ 0.2%
September 2024	9,259	9,269	- 0.1%
October 2024	9,696	8,943	+ 8.4%
November 2024	8,584	7,882	+ 8.9%
December 2024	7,294	7,165	+ 1.8%
January 2025	8,684	9,746	- 10.9%
February 2025	9,884	10,426	- 5.2%
March 2025	11,443	11,842	- 3.4%
12-Month Avg	10,000	10,106	- 1.0%

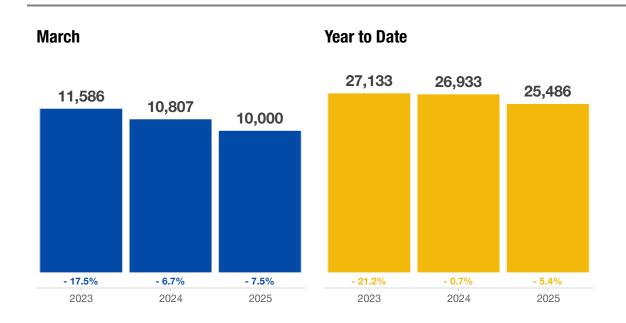
Historical Pending Sales by Month



Closed Sales

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





Closed Sales		Prior Year	Percent Change
April 2024	11,299	10,441	+ 8.2%
May 2024	12,409	12,378	+ 0.3%
June 2024	10,848	12,507	- 13.3%
July 2024	11,487	10,633	+ 8.0%
August 2024	10,763	11,441	- 5.9%
September 2024	9,598	9,997	- 4.0%
October 2024	9,917	9,421	+ 5.3%
November 2024	8,794	8,625	+ 2.0%
December 2024	9,664	8,659	+ 11.6%
January 2025	7,217	7,025	+ 2.7%
February 2025	8,269	9,101	- 9.1%
March 2025	10,000	10,807	- 7.5%
12-Month Avg	10,022	10,086	- 0.6%

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.

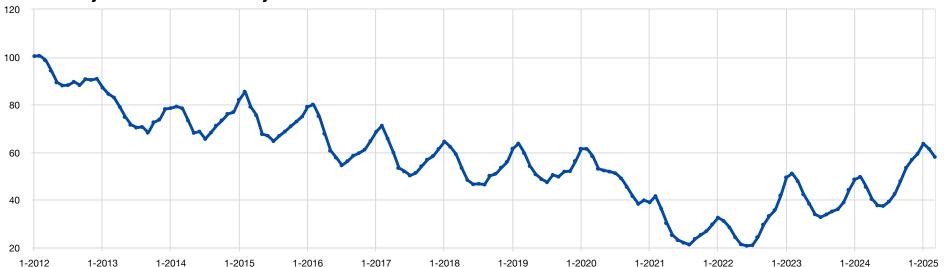


March			Year to Date		
		58			61
48	45		49	48	
+ 71.4%	- 6.3%	+ 28.9%	+ 63.3%	- 2.0%	+ 27.1%
2023	2024	2025	2023	2024	2025

Days on Market		Prior Year	Percent Change
April 2024	40	42	- 4.8%
May 2024	38	38	0.0%
June 2024	37	34	+ 8.8%
July 2024	39	33	+ 18.2%
August 2024	42	34	+ 23.5%
September 2024	48	35	+ 37.1%
October 2024	54	36	+ 50.0%
November 2024	57	39	+ 46.2%
December 2024	59	44	+ 34.1%
January 2025	64	49	+ 30.6%
February 2025	61	50	+ 22.0%
March 2025	58	45	+ 28.9%
12-Month Avg*	49	39	+ 23.4%

^{*} 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		
\$342,000	\$357,000	\$360,000	\$334,900	\$350,000	\$352,295
+ 2.1% 2023	+ 4.4 % 2024	+ 0.8%	+ 3.0%	+ 4.5% 2024	+ 0.7%

Median Sales Price		Prior Year	Percent Change
April 2024	\$365,000	\$349,485	+ 4.4%
May 2024	\$370,000	\$358,500	+ 3.2%
June 2024	\$367,900	\$360,000	+ 2.2%
July 2024	\$365,000	\$359,900	+ 1.4%
August 2024	\$360,000	\$359,900	+ 0.0%
September 2024	\$363,150	\$355,000	+ 2.3%
October 2024	\$360,000	\$350,000	+ 2.9%
November 2024	\$357,163	\$350,000	+ 2.0%
December 2024	\$357,500	\$340,000	+ 5.1%
January 2025	\$349,900	\$340,000	+ 2.9%
February 2025	\$350,000	\$349,900	+ 0.0%
March 2025	\$360,000	\$357,000	+ 0.8%
12-Month Avg*	\$360,000	\$352,000	+ 2.3%

^{*} 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		
\$404,753	\$433,530	\$440,344	\$390,823	\$418,653	\$433,302
+ 2.7%	+ 7.1%	+ 1.6%	+ 3.0%	+ 7.1%	+ 3.5%
2023	2024	2025	2023	2024	2025

Avg. Sales Price		Prior Year	Percent Change
April 2024	\$444,174	\$411,705	+ 7.9%
May 2024	\$450,018	\$434,331	+ 3.6%
June 2024	\$461,363	\$436,930	+ 5.6%
July 2024	\$446,438	\$430,789	+ 3.6%
August 2024	\$437,258	\$429,670	+ 1.8%
September 2024	\$443,538	\$427,982	+ 3.6%
October 2024	\$442,924	\$419,374	+ 5.6%
November 2024	\$440,434	\$422,260	+ 4.3%
December 2024	\$440,427	\$410,406	+ 7.3%
January 2025	\$426,352	\$401,824	+ 6.1%
February 2025	\$430,854	\$413,968	+ 4.1%
March 2025	\$440,344	\$433,530	+ 1.6%
12-Month Avg*	\$442,895	\$424,147	+ 4.4%

^{*} 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 Original List Price Received





March				Year to Da	te	
96.4	1 %	96.8%	96.0%	95.8%	96.4%	95.7%
- 4.2	2%	+ 0.4%	- 0.8%	- 4.2%	+ 0.6%	- 0.7%
202	23	2024	2025	2023	2024	2025

Pct. of Orig. Price Received		Prior Year	Percent Change
April 2024	97.2%	97.4%	- 0.2%
May 2024	97.2%	97.8%	- 0.6%
June 2024	97.2%	98.0%	- 0.8%
July 2024	96.6%	97.9%	- 1.3%
August 2024	96.0%	97.4%	- 1.4%
September 2024	95.8%	97.0%	- 1.2%
October 2024	95.6%	96.9%	- 1.3%
November 2024	95.5%	96.4%	- 0.9%
December 2024	95.3%	95.8%	- 0.5%
January 2025	95.1%	95.9%	- 0.8%
February 2025	95.6%	96.4%	- 0.8%
March 2025	96.0%	96.8%	- 0.8%
12-Month Avg*	96.2%	97.1%	- 0.9%

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

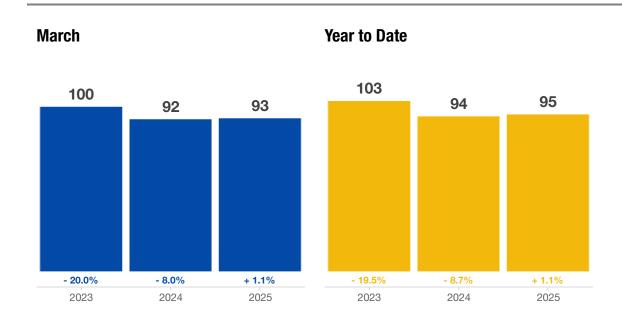
Historical Percent of Original List Price Received by Month



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.



Affordability Index		Prior Year	Percent Change
April 2024	88	97	- 9.3%
May 2024	87	94	- 7.4%
June 2024	89	92	- 3.3%
July 2024	90	92	- 2.2%
August 2024	95	88	+ 8.0%
September 2024	97	89	+ 9.0%
October 2024	94	87	+ 8.0%
November 2024	92	90	+ 2.2%
December 2024	92	99	- 7.1%
January 2025	93	98	- 5.1%
February 2025	94	93	+ 1.1%
March 2025	93	92	+ 1.1%
12-Month Avg	92	93	- 1.1%

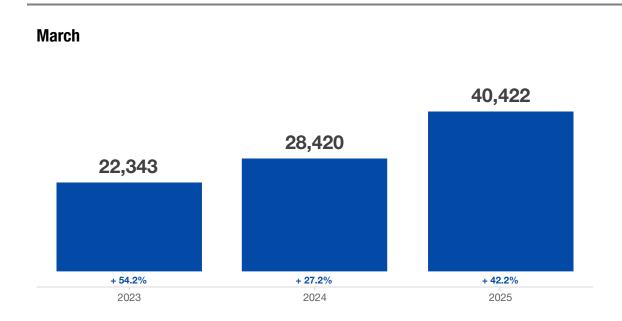
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

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





Homes for Sale		Prior Year	Percent Change
April 2024	30,630	21,963	+ 39.5%
May 2024	33,407	22,543	+ 48.2%
June 2024	35,654	24,111	+ 47.9%
July 2024	36,828	24,793	+ 48.5%
August 2024	38,526	26,163	+ 47.3%
September 2024	39,240	27,597	+ 42.2%
October 2024	39,988	28,969	+ 38.0%
November 2024	39,017	29,266	+ 33.3%
December 2024	35,066	26,170	+ 34.0%
January 2025	36,736	26,479	+ 38.7%
February 2025	37,928	27,540	+ 37.7%
March 2025	40,422	28,420	+ 42.2%
12-Month Avg	36,954	26,168	+ 41.2%

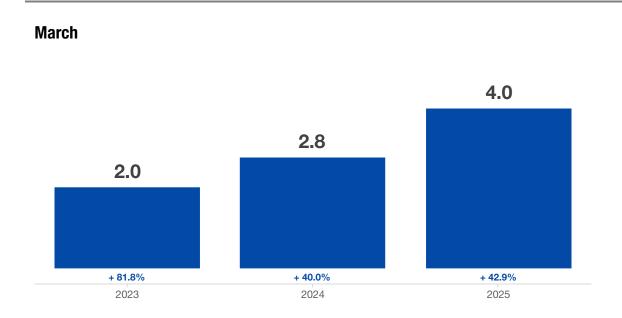
Historical Inventory of Homes for Sale by Month



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.





Months Supply		Prior Year	Percent Change
April 2024	3.0	2.0	+ 50.0%
May 2024	3.3	2.1	+ 57.1%
June 2024	3.5	2.3	+ 52.2%
July 2024	3.7	2.4	+ 54.2%
August 2024	3.8	2.6	+ 46.2%
September 2024	3.9	2.7	+ 44.4%
October 2024	4.0	2.9	+ 37.9%
November 2024	3.8	2.9	+ 31.0%
December 2024	3.4	2.6	+ 30.8%
January 2025	3.6	2.6	+ 38.5%
February 2025	3.8	2.7	+ 40.7%
March 2025	4.0	2.8	+ 42.9%
12-Month Avg*	3.7	2.6	+ 43.6%

^{*} 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

