

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.

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Activity Overview

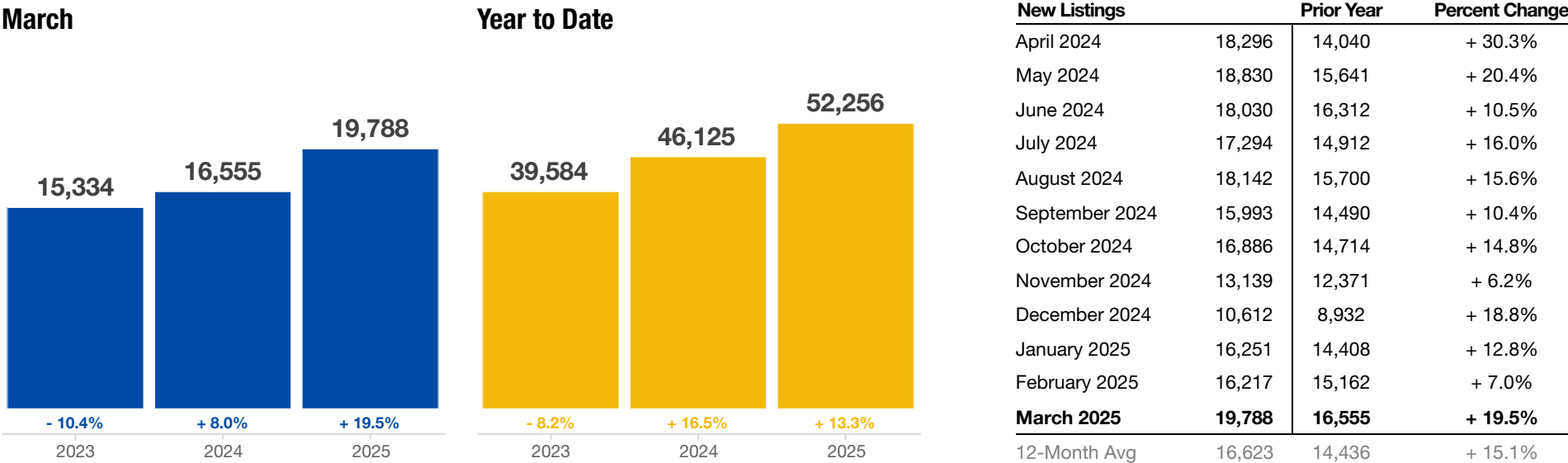
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



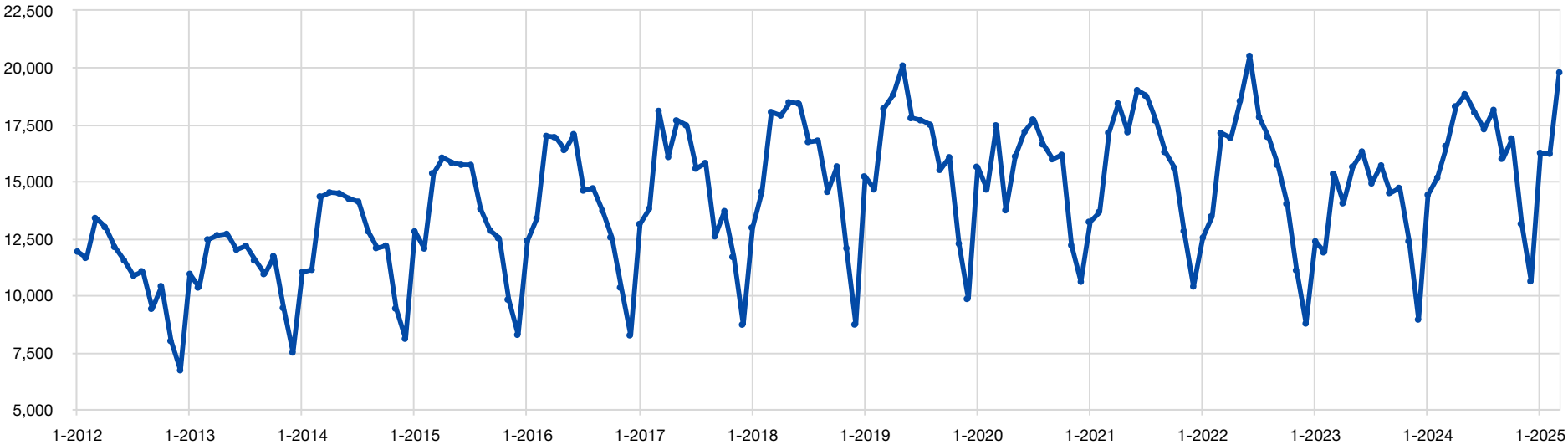
Key Metrics	Historical Sparkbars	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		16,555	19,788	+ 19.5%	46,125	52,256	+ 13.3%
Pending Sales		11,842	11,443	- 3.4%	32,014	30,011	- 6.3%
Closed Sales		10,807	10,000	- 7.5%	26,933	25,486	- 5.4%
Days on Market Until Sale		45	58	+ 28.9%	48	61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

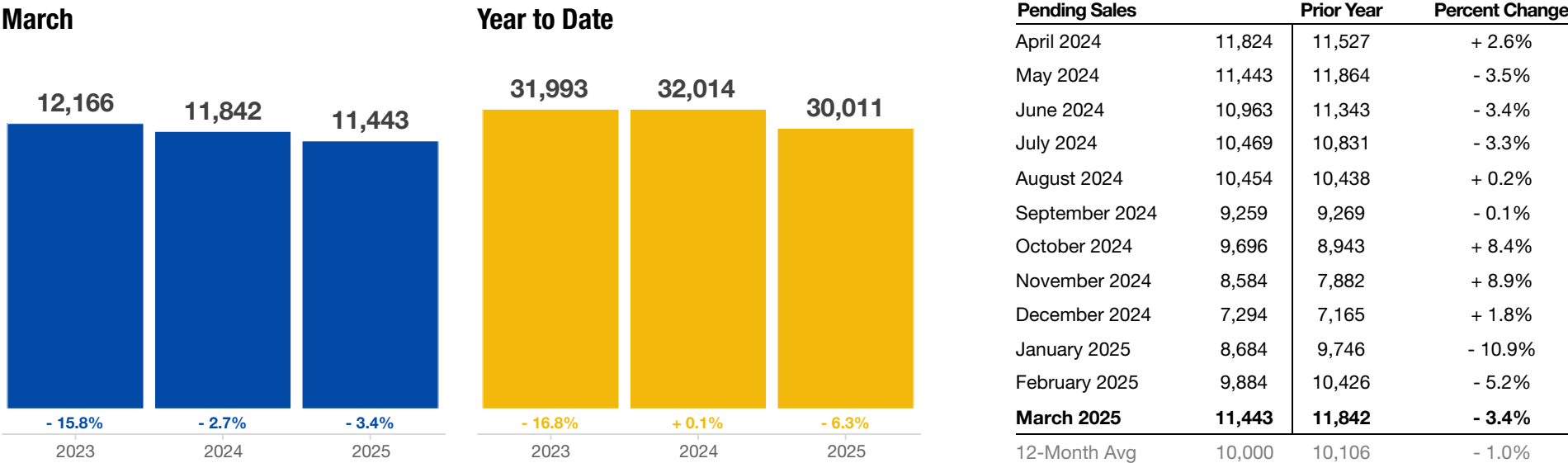


Historical New Listings by Month



Pending Sales

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

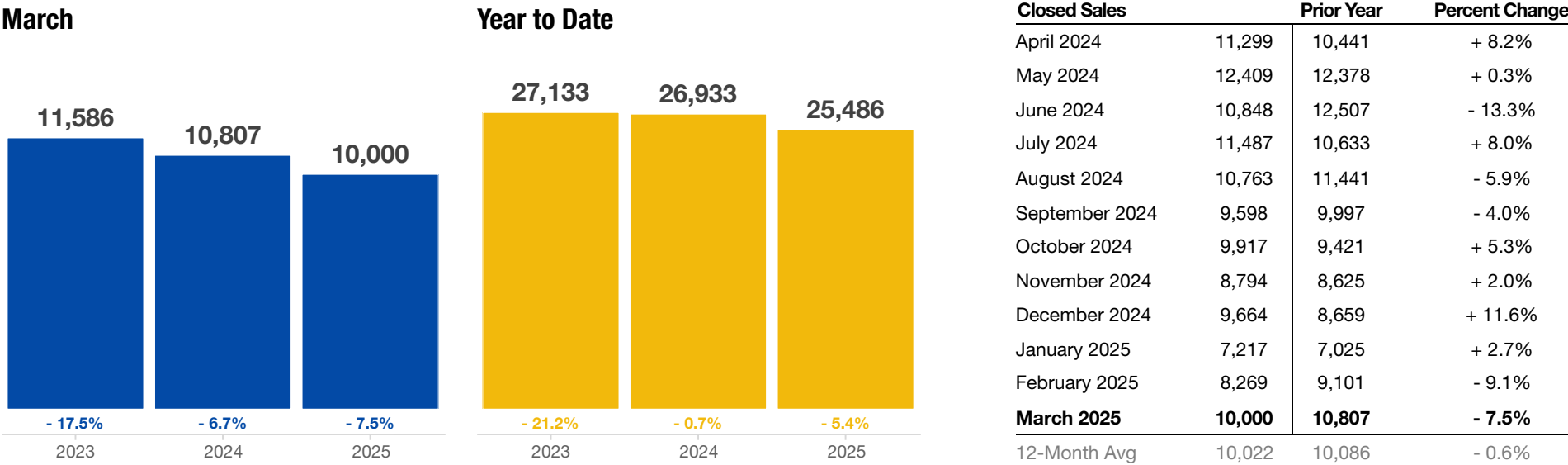


Historical Pending Sales by Month

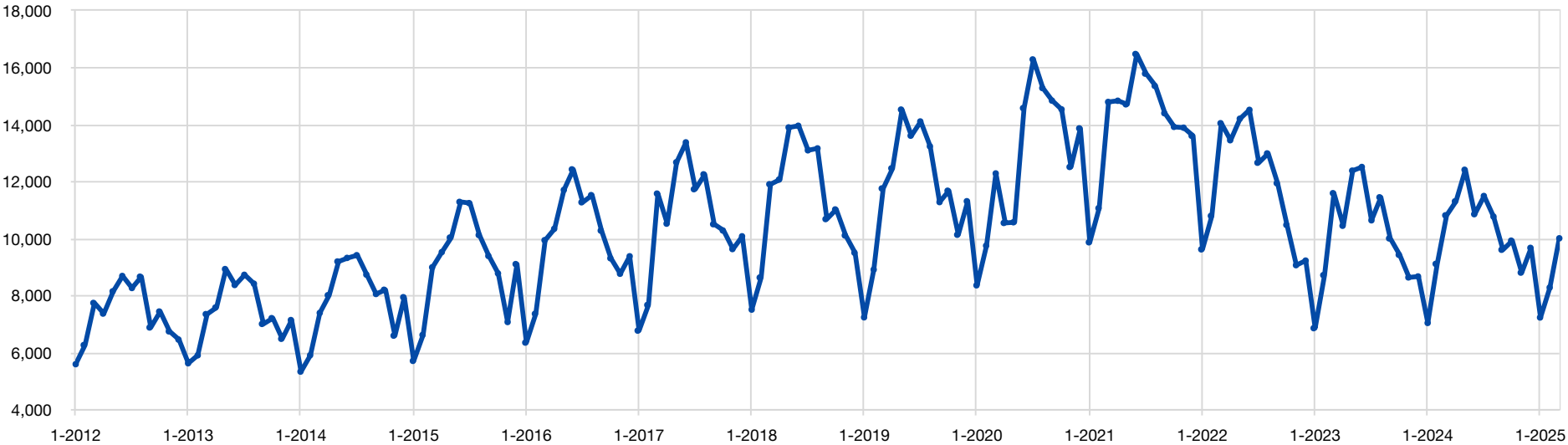


Closed Sales

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

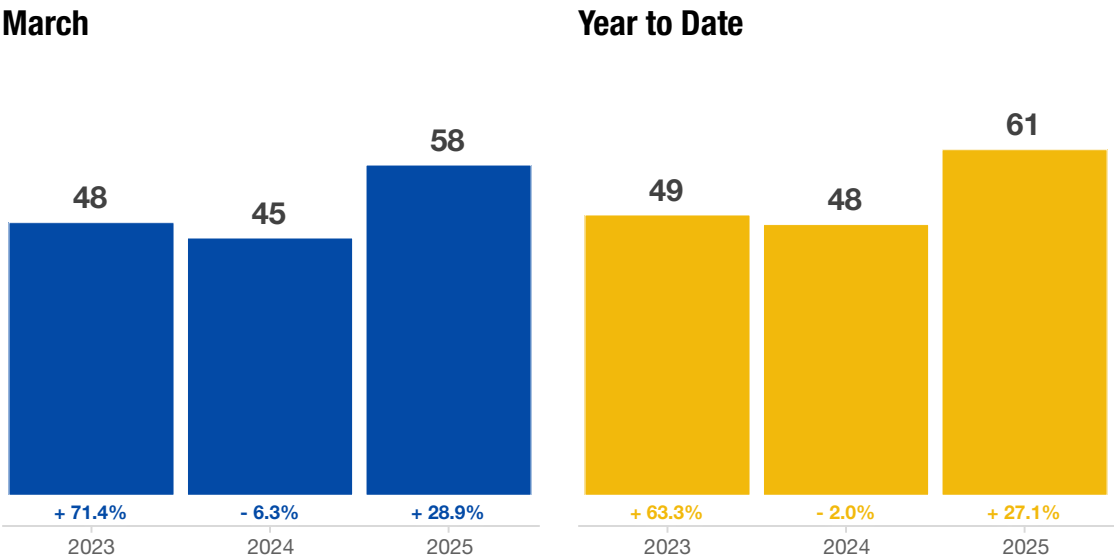


Historical Closed Sales by Month



Days on Market Until Sale

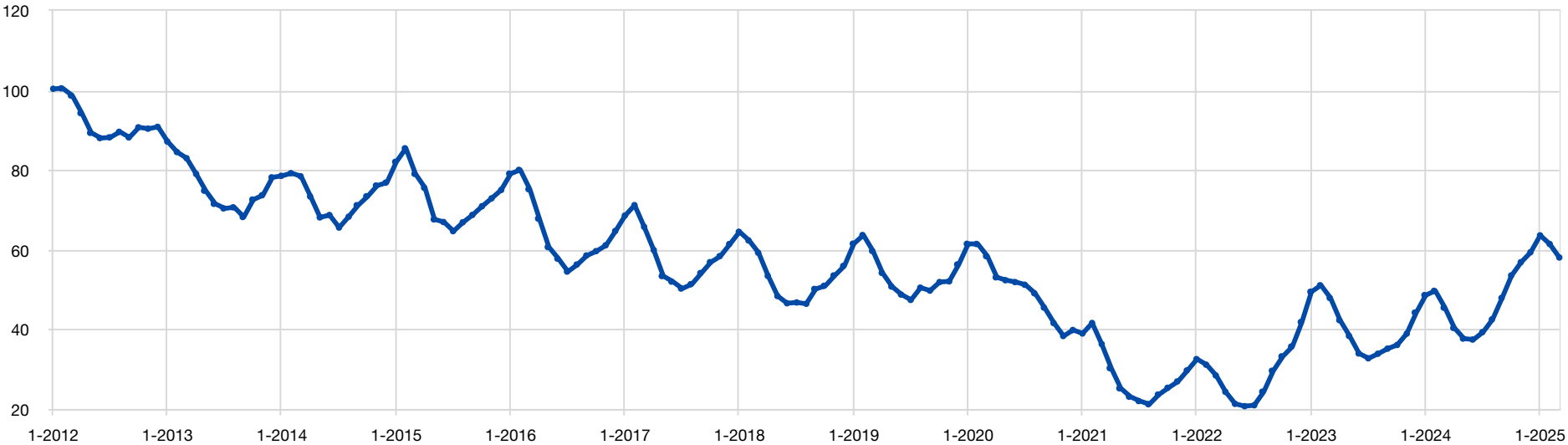
Average number of days between when a property is listed and when an offer is accepted in a given month.



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%

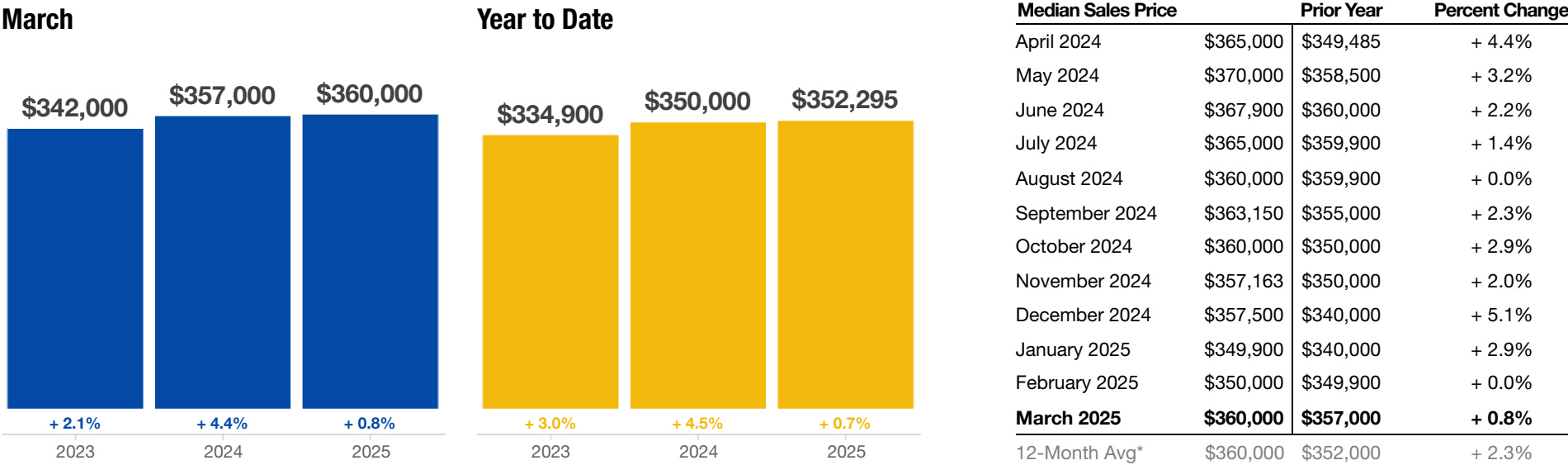
* Days on Market for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

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.



* 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

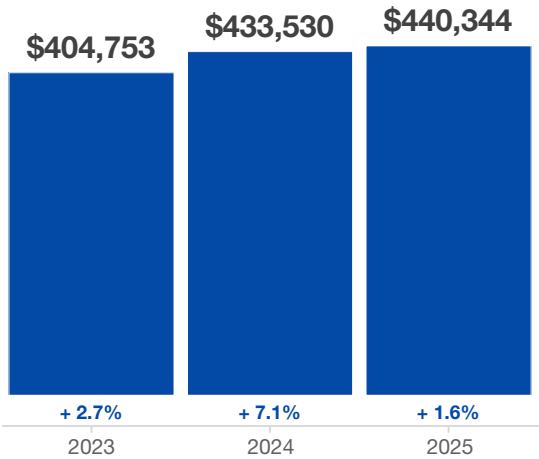


Average Sales Price

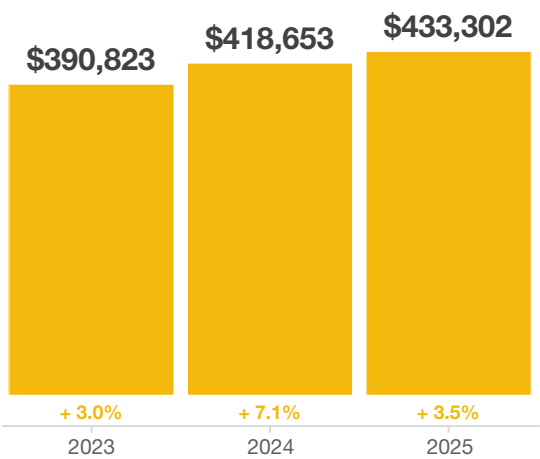
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March



Year to Date



Avg. Sales Price	Prior Year	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%

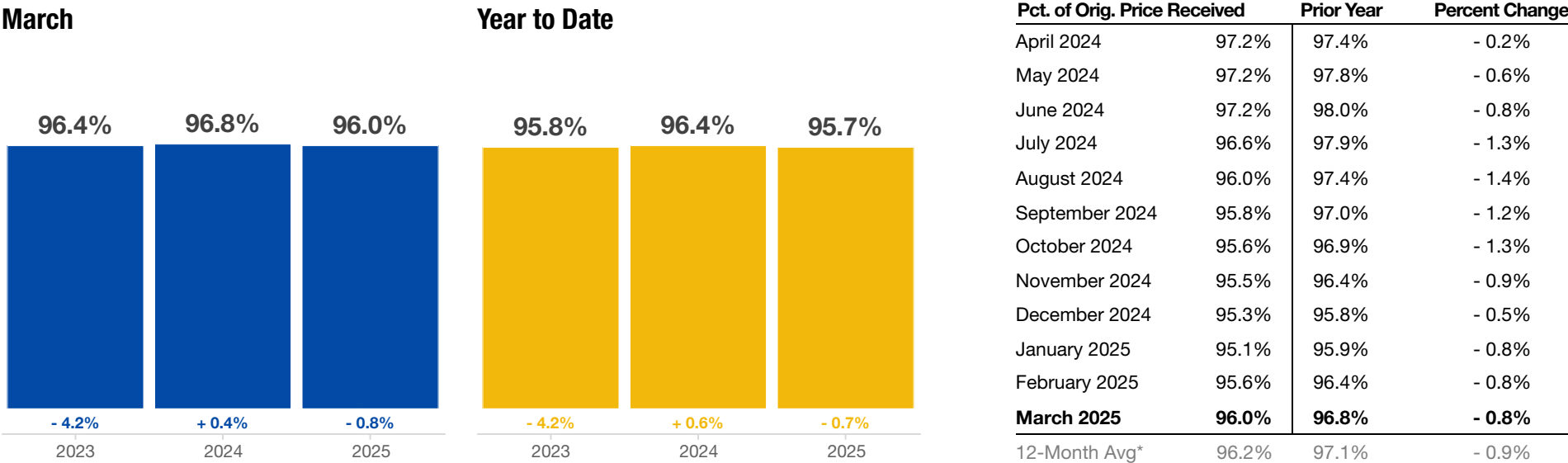
* Avg. Sales Price for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Historical Average Sales Price by Month



Percent of Original List Price Received

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



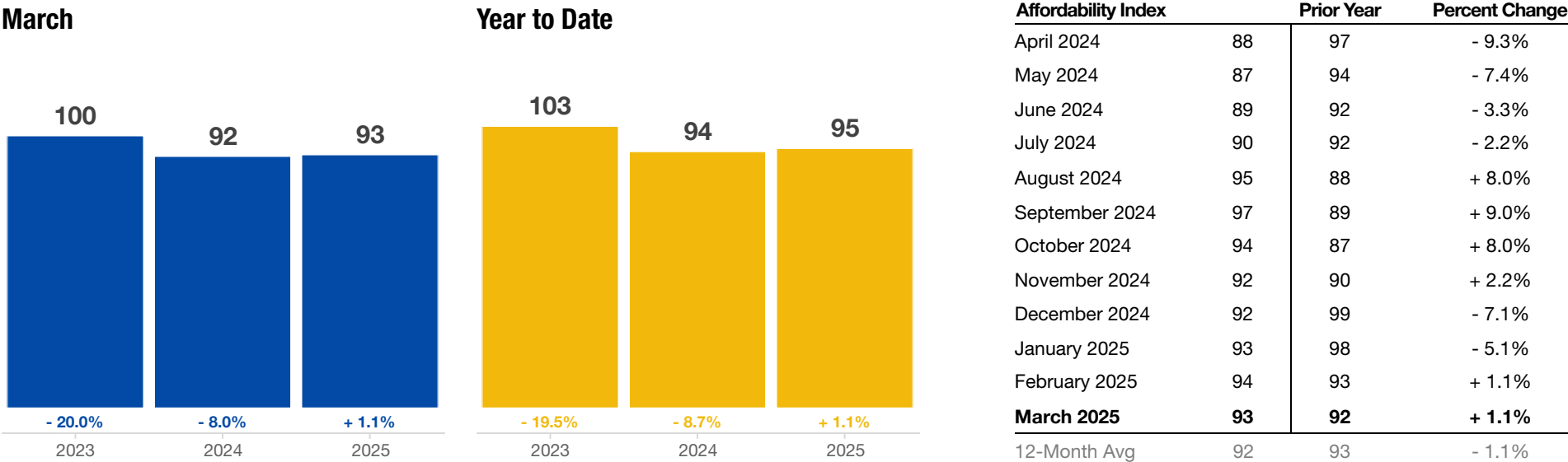
* Pct. of Orig. Price Received for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Historical Percent of Original List Price Received by Month

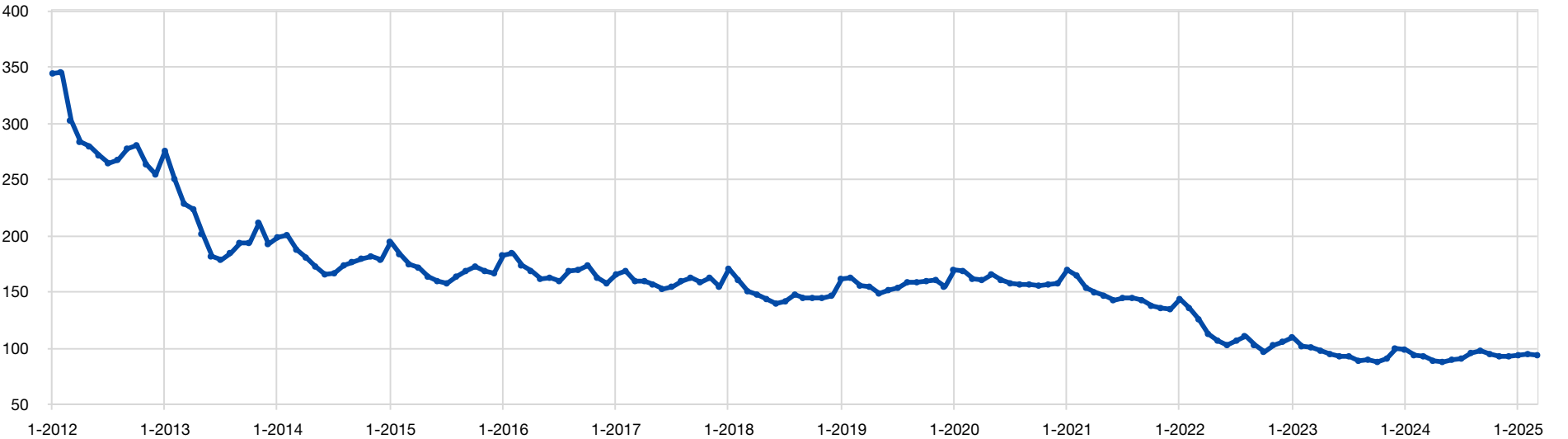


Housing Affordability Index

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.

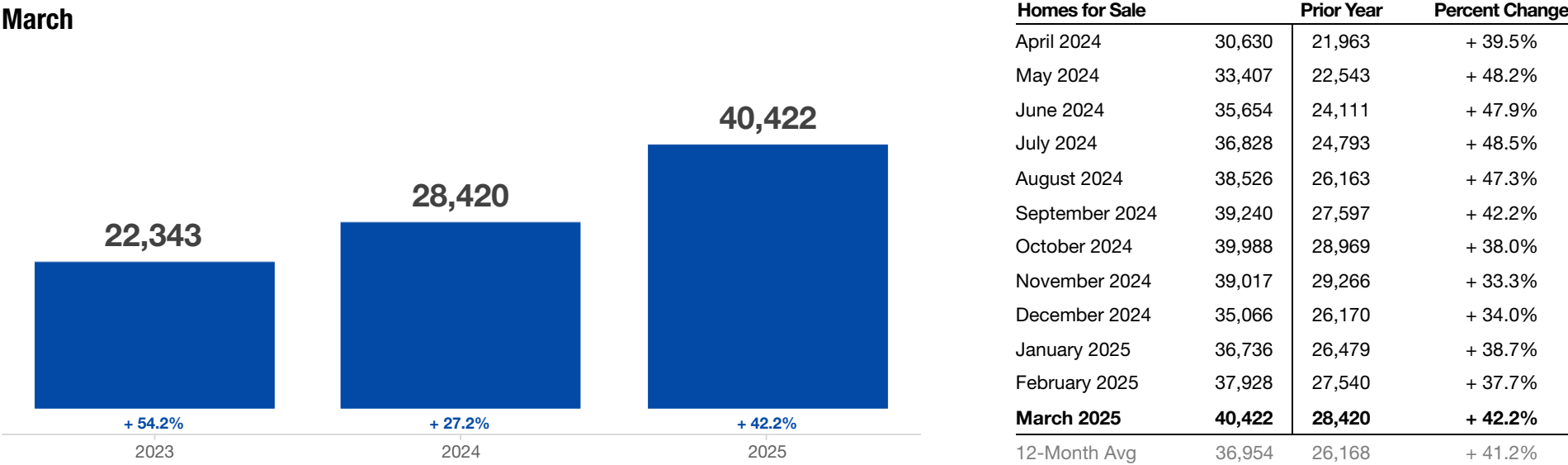


Historical Housing Affordability Index by Month

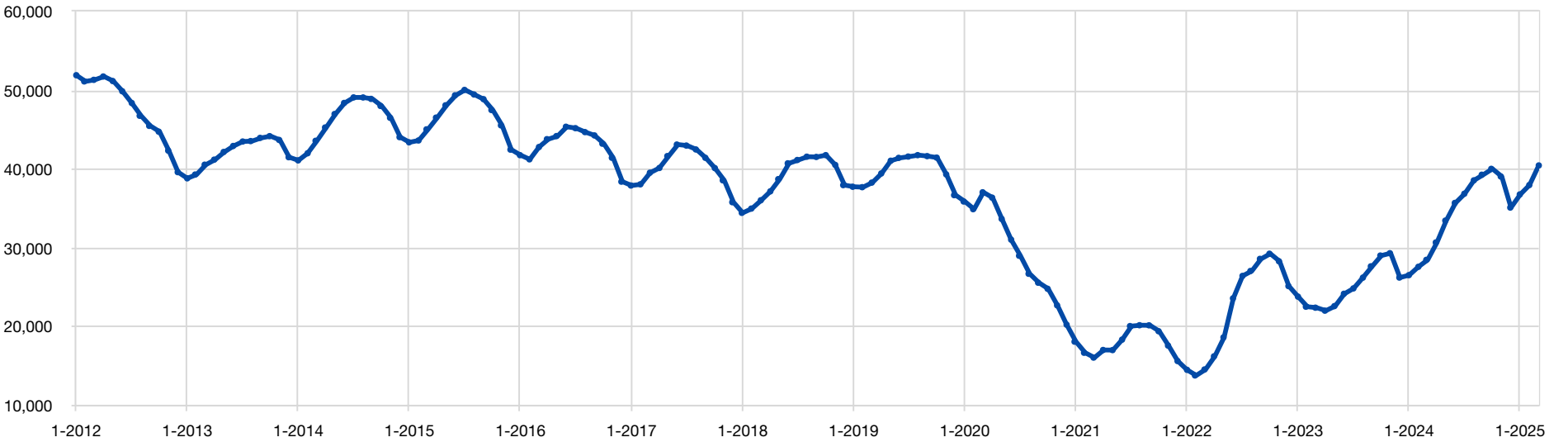


Inventory of Homes for Sale

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



Historical Inventory of Homes for Sale by Month

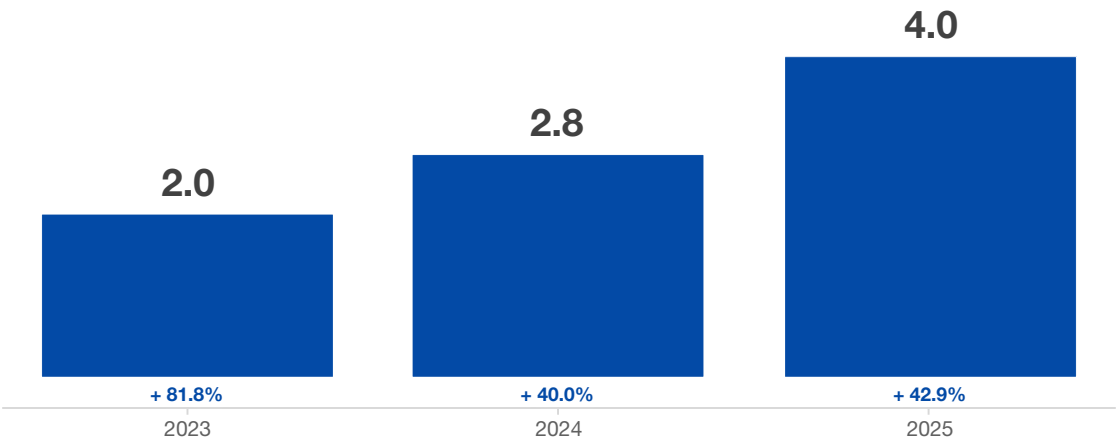


Months Supply of Inventory

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	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

