

Monthly Indicators



July 2025

U.S. existing-home sales fell 2.7% from the previous month to a seasonally adjusted annual rate of 3.93 million, according to the National Association of REALTORS® (NAR). Sales were unchanged from one year earlier. Regionally, monthly sales declined in the Midwest, Northeast, and South but rose in the West. Year-over-year, sales decreased in the Northeast and West but increased in the South and Midwest.

New Listings in the Gulf Coast Association of REALTORS® service area increased 14.4 percent to 897. Pending Sales increased 9.2 percent to 638. Inventory increased 1.6 percent to 2,333.

Median Sales Price increased 2.1 percent from \$239,945 to \$244,990. Days on Market decreased 1.8 percent to 55. Months Supply of Inventory decreased 4.3 percent to 4.4.

Nationally, the median existing-home sales price rose 2.0% year-over-year to \$435,300, a new monthly high and the 24th consecutive month of annual price gains, according to NAR. Slower sales activity has contributed to rising inventory this year, with 1.53 million properties listed for sale heading into July, a 15.9% increase from the same time last year and equivalent to a 4.7-month supply at the current sales pace.

Quick Facts

+ 13.4%	+ 2.1%	+ 1.6%
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

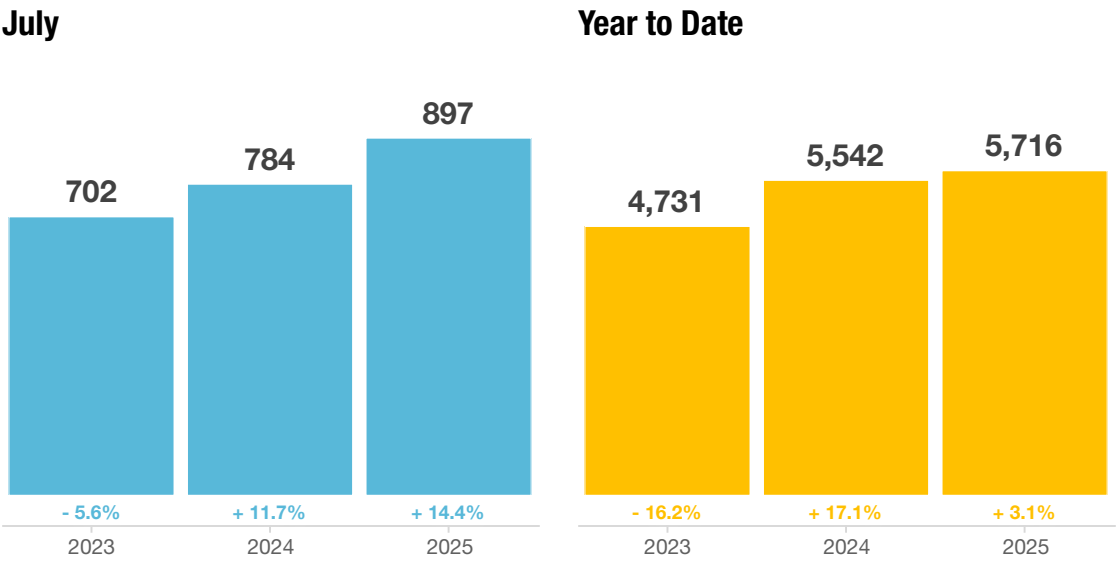
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	7-2024	7-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		784	897	+ 14.4%	5,542	5,716	+ 3.1%
Pending Sales		584	638	+ 9.2%	3,885	4,042	+ 4.0%
Closed Sales		546	619	+ 13.4%	3,587	3,740	+ 4.3%
Days on Market Until Sale		56	55	- 1.8%	58	64	+ 10.3%
Median Sales Price		\$239,945	\$244,990	+ 2.1%	\$240,000	\$249,000	+ 3.8%
Average Sales Price		\$264,818	\$275,061	+ 3.9%	\$261,963	\$279,417	+ 6.7%
Percent of List Price Received		96.9%	96.7%	- 0.2%	96.9%	97.0%	+ 0.1%
Housing Affordability Index		108	106	- 1.9%	108	104	- 3.7%
Inventory of Homes for Sale		2,297	2,333	+ 1.6%	—	—	—
Months Supply of Inventory		4.6	4.4	- 4.3%	—	—	—

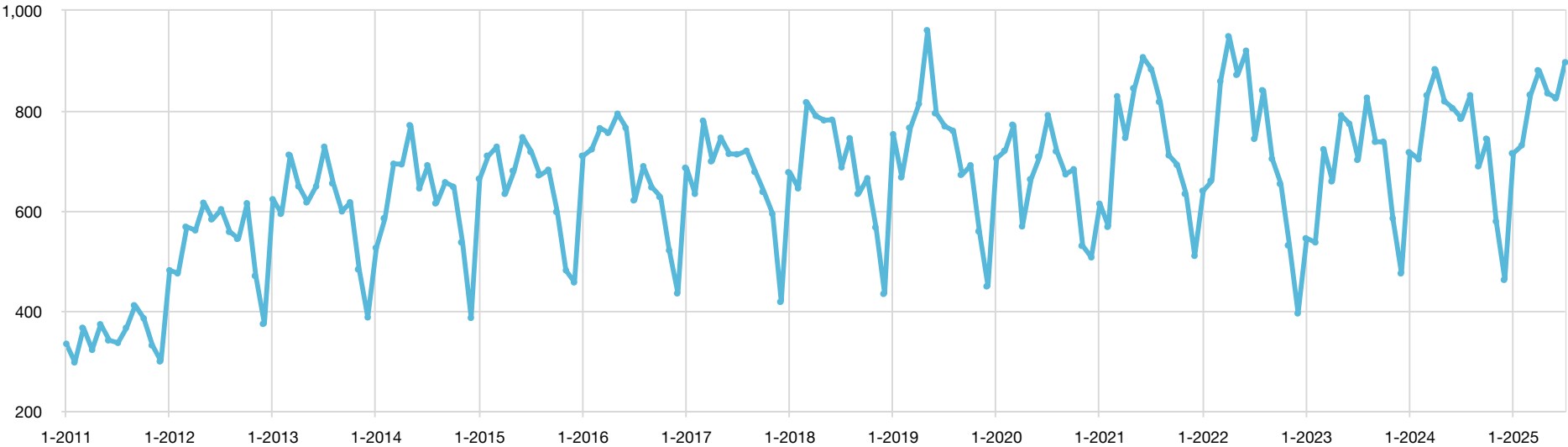
New Listings

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



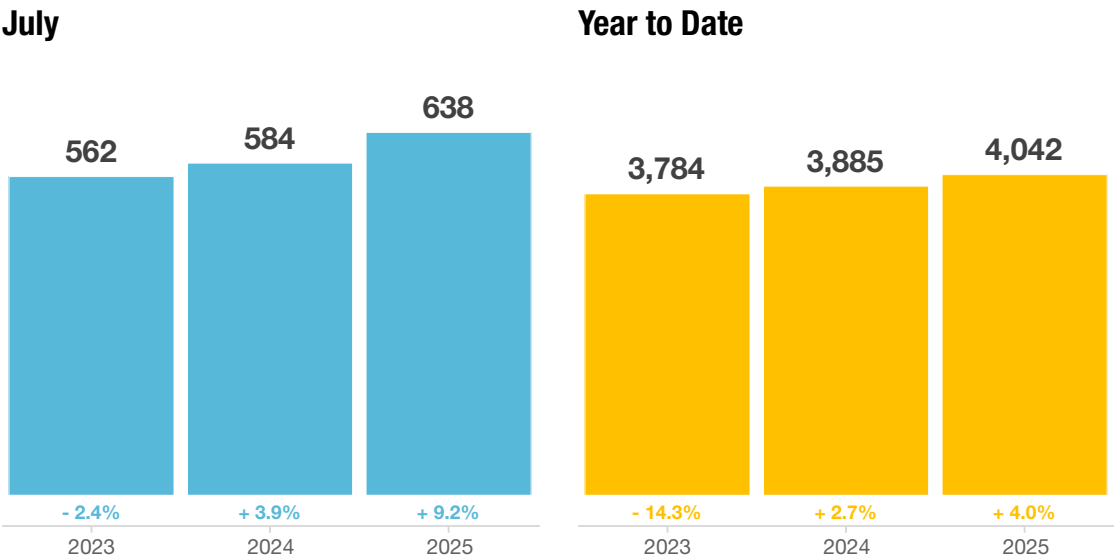
New Listings		Prior Year	Year-Over-Year Change
Aug-2024	831	826	+ 0.6%
Sep-2024	689	738	- 6.6%
Oct-2024	744	738	+ 0.8%
Nov-2024	579	585	- 1.0%
Dec-2024	462	475	- 2.7%
Jan-2025	715	717	- 0.3%
Feb-2025	731	703	+ 4.0%
Mar-2025	832	831	+ 0.1%
Apr-2025	881	883	- 0.2%
May-2025	835	819	+ 2.0%
Jun-2025	825	805	+ 2.5%
Jul-2025	897	784	+ 14.4%
12-Month Avg	752	742	+ 1.3%

Historical New Listings by Month



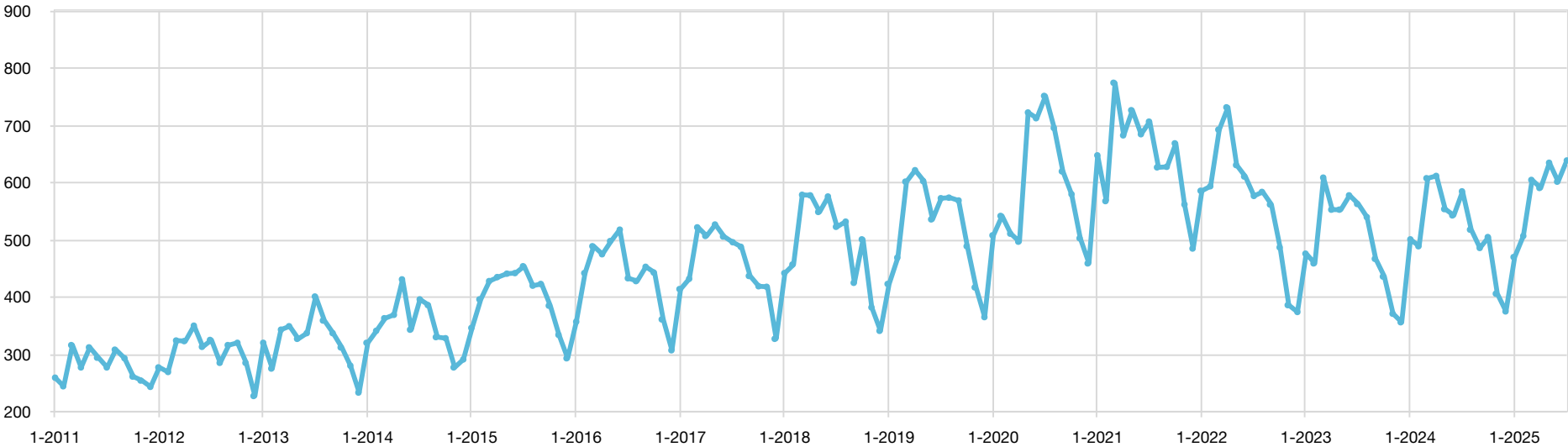
Pending Sales

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



Pending Sales		Prior Year	Year-Over-Year Change
Aug-2024	517	539	- 4.1%
Sep-2024	485	466	+ 4.1%
Oct-2024	504	435	+ 15.9%
Nov-2024	405	370	+ 9.5%
Dec-2024	374	355	+ 5.4%
Jan-2025	469	500	- 6.2%
Feb-2025	506	488	+ 3.7%
Mar-2025	604	607	- 0.5%
Apr-2025	590	611	- 3.4%
May-2025	634	553	+ 14.6%
Jun-2025	601	542	+ 10.9%
Jul-2025	638	584	+ 9.2%
12-Month Avg	527	504	+ 4.6%

Historical Pending Sales by Month

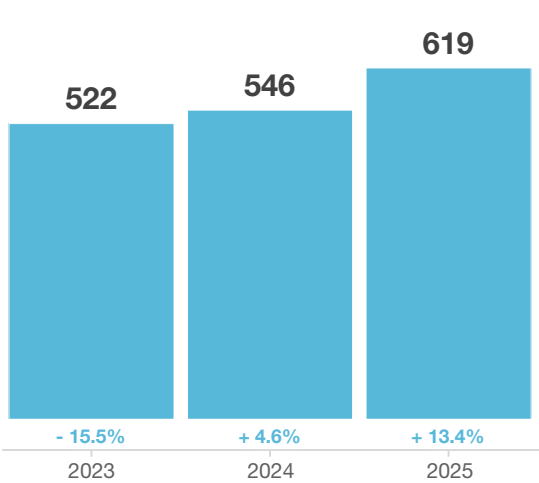


Closed Sales

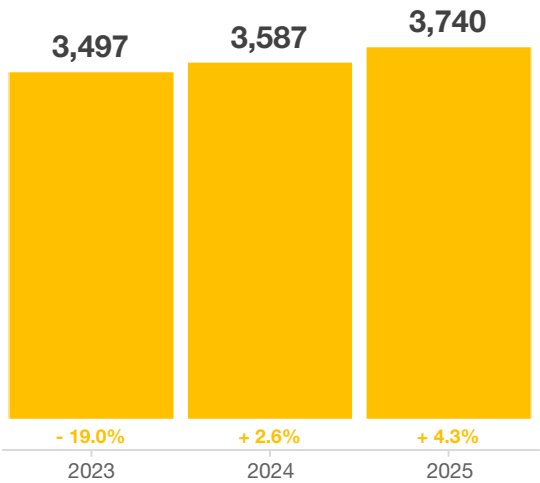
A count of the actual sales that closed in a given month.



July

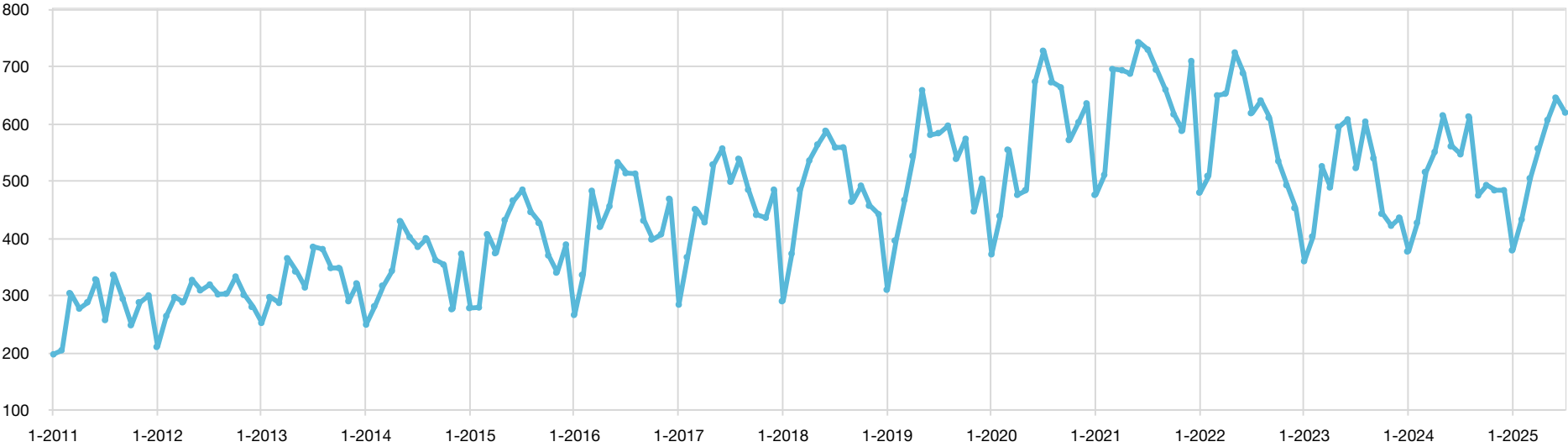


Year to Date



Closed Sales		Prior Year	Year-Over-Year Change
Aug-2024	612	603	+ 1.5%
Sep-2024	474	539	- 12.1%
Oct-2024	492	442	+ 11.3%
Nov-2024	483	421	+ 14.7%
Dec-2024	483	435	+ 11.0%
Jan-2025	378	376	+ 0.5%
Feb-2025	432	426	+ 1.4%
Mar-2025	504	515	- 2.1%
Apr-2025	556	550	+ 1.1%
May-2025	606	614	- 1.3%
Jun-2025	645	560	+ 15.2%
Jul-2025	619	546	+ 13.4%
12-Month Avg	524	502	+ 4.4%

Historical Closed Sales by Month

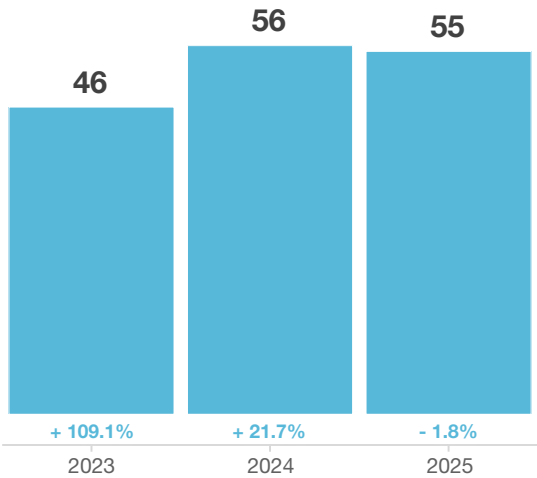


Days on Market Until Sale

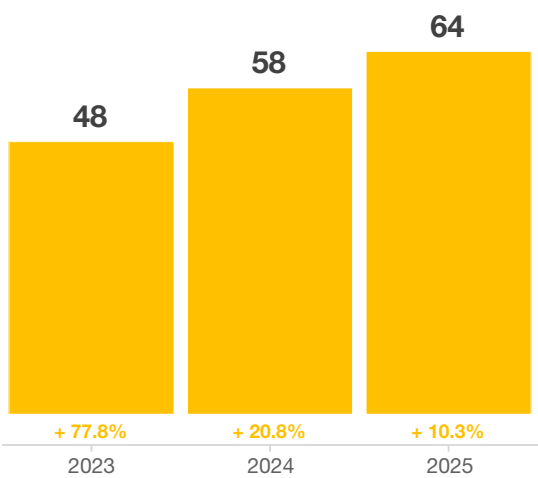
Average number of days between when a property is listed and when an offer is accepted in a given month.



July



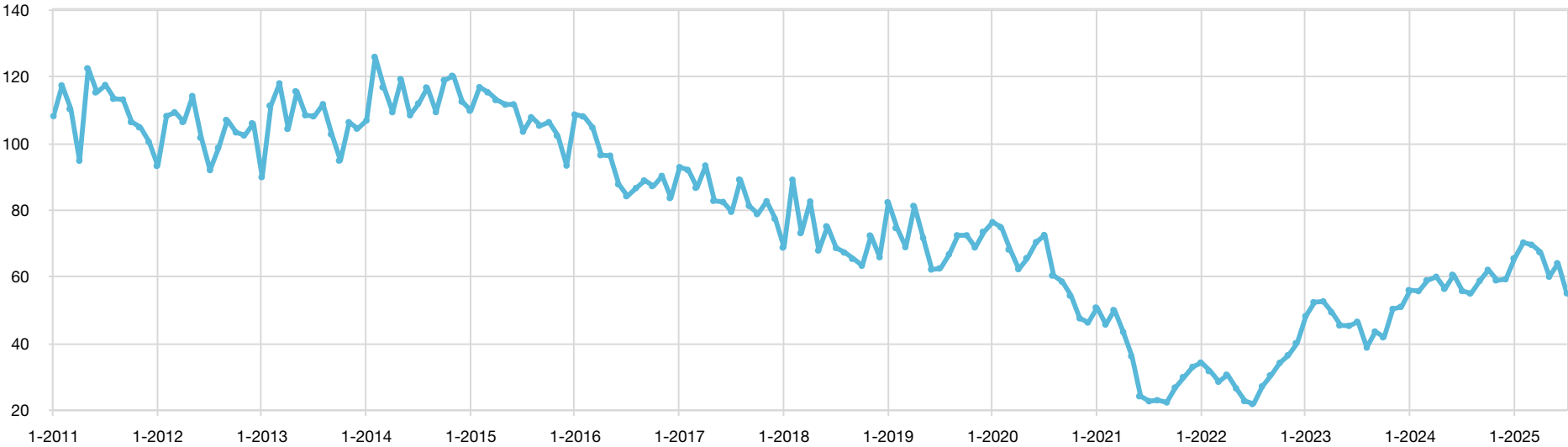
Year to Date



Days on Market		Prior Year	Year-Over-Year Change
Aug-2024	55	39	+ 41.0%
Sep-2024	59	43	+ 37.2%
Oct-2024	62	42	+ 47.6%
Nov-2024	59	50	+ 18.0%
Dec-2024	59	51	+ 15.7%
Jan-2025	65	56	+ 16.1%
Feb-2025	70	56	+ 25.0%
Mar-2025	69	59	+ 16.9%
Apr-2025	67	60	+ 11.7%
May-2025	60	56	+ 7.1%
Jun-2025	64	60	+ 6.7%
Jul-2025	55	56	- 1.8%
12-Month Avg*	62	52	+ 18.1%

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

Historical Days on Market Until Sale by Month



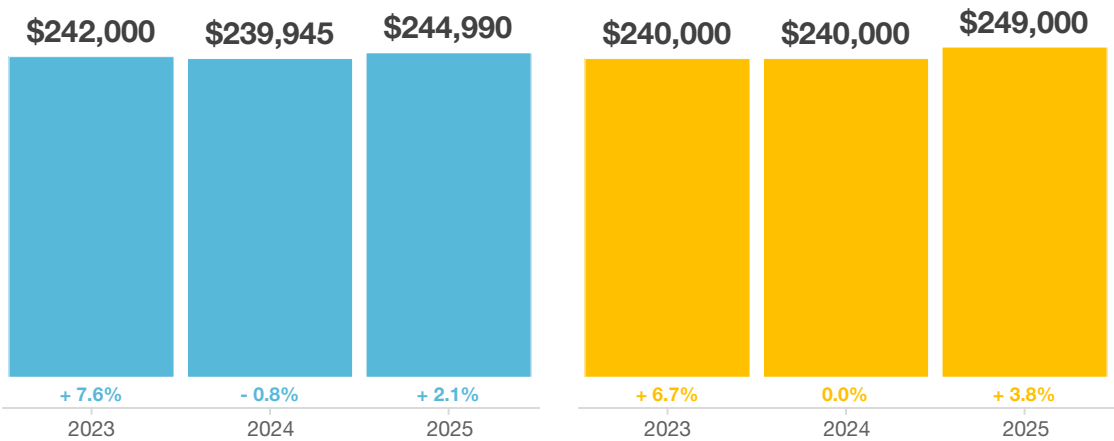
Median Sales Price

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



July

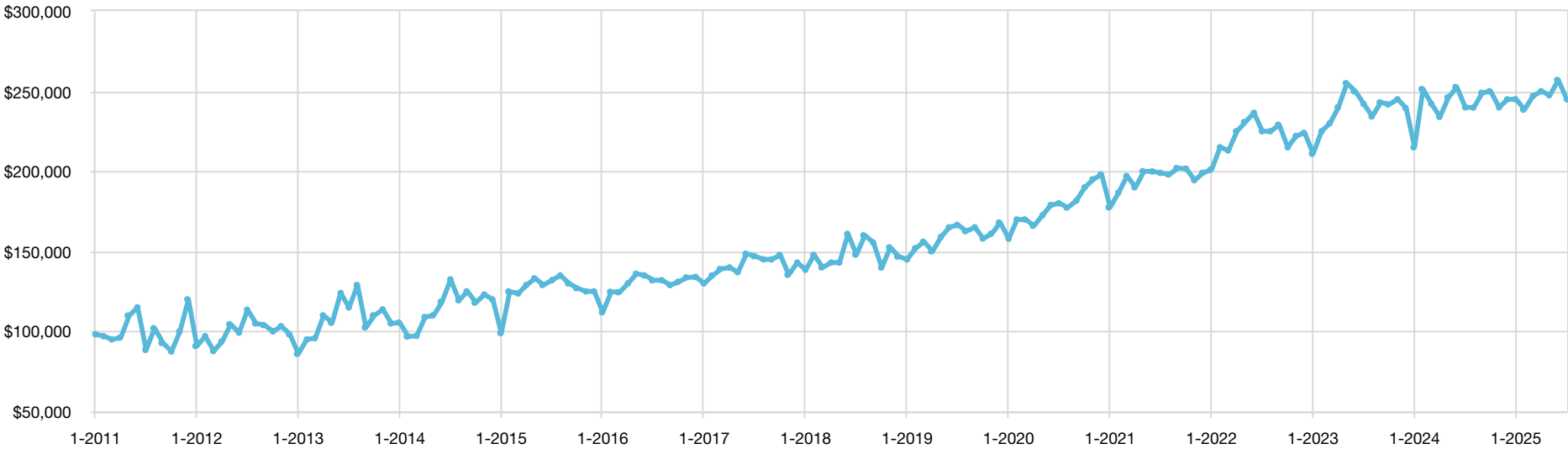
Year to Date



	Median Sales Price	Prior Year	Year-Over-Year Change
Aug-2024	\$239,780	\$234,250	+ 2.4%
Sep-2024	\$248,950	\$243,000	+ 2.4%
Oct-2024	\$249,950	\$241,750	+ 3.4%
Nov-2024	\$239,900	\$244,950	- 2.1%
Dec-2024	\$244,900	\$239,500	+ 2.3%
Jan-2025	\$244,990	\$215,000	+ 13.9%
Feb-2025	\$238,500	\$251,328	- 5.1%
Mar-2025	\$247,000	\$242,125	+ 2.0%
Apr-2025	\$250,000	\$233,990	+ 6.8%
May-2025	\$247,500	\$246,070	+ 0.6%
Jun-2025	\$257,000	\$252,599	+ 1.7%
Jul-2025	\$244,990	\$239,945	+ 2.1%
12-Month Avg*	\$247,000	\$240,000	+ 2.9%

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

Historical Median Sales Price by Month

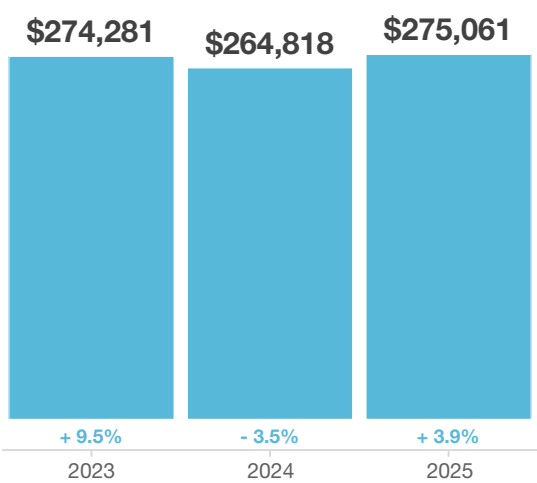


Average Sales Price

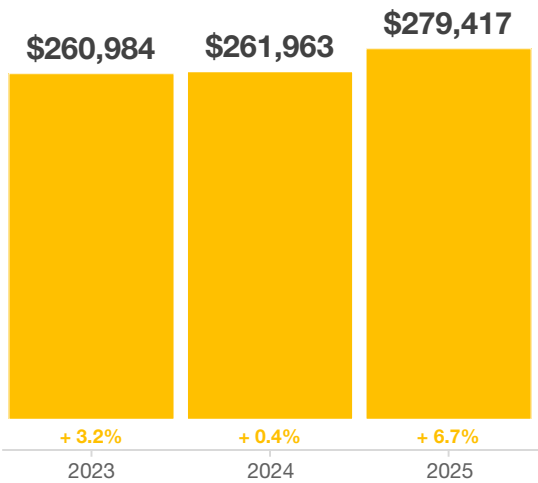
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



July



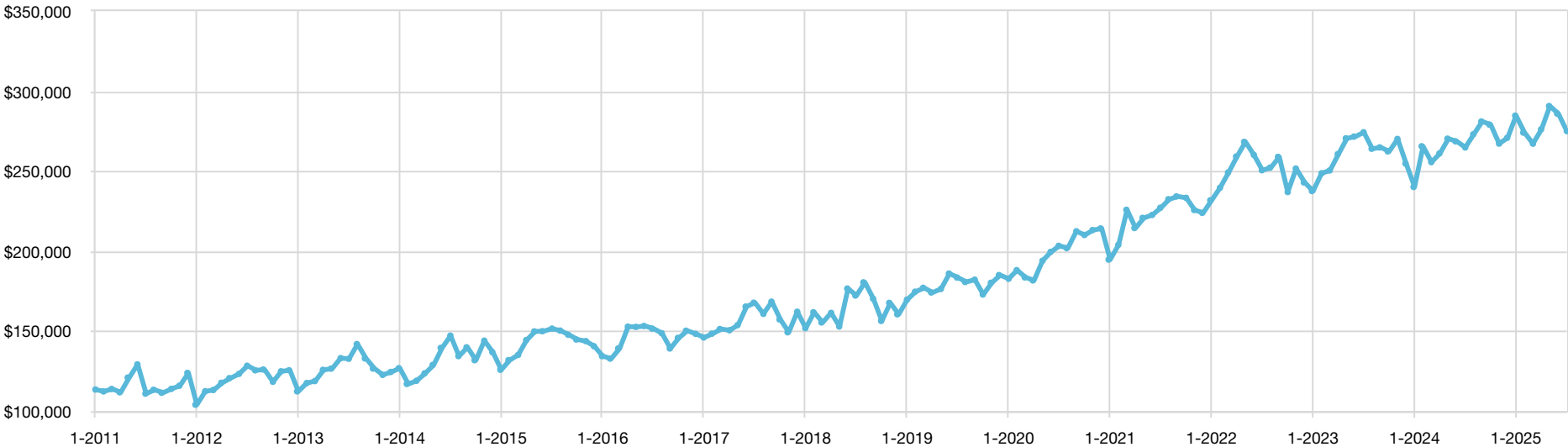
Year to Date



Avg. Sales Price	Prior Year	Year-Over-Year Change
Aug-2024	\$273,041	\$263,999 + 3.4%
Sep-2024	\$281,048	\$264,840 + 6.1%
Oct-2024	\$279,087	\$262,351 + 6.4%
Nov-2024	\$267,188	\$270,112 - 1.1%
Dec-2024	\$270,819	\$254,750 + 6.3%
Jan-2025	\$284,685	\$240,159 + 18.5%
Feb-2025	\$274,108	\$265,550 + 3.2%
Mar-2025	\$267,164	\$255,657 + 4.5%
Apr-2025	\$276,086	\$261,069 + 5.8%
May-2025	\$290,678	\$270,300 + 7.5%
Jun-2025	\$285,971	\$268,609 + 6.5%
Jul-2025	\$275,061	\$264,818 + 3.9%
12-Month Avg*	\$277,292	\$262,500 + 5.6%

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

Historical Average Sales Price by Month



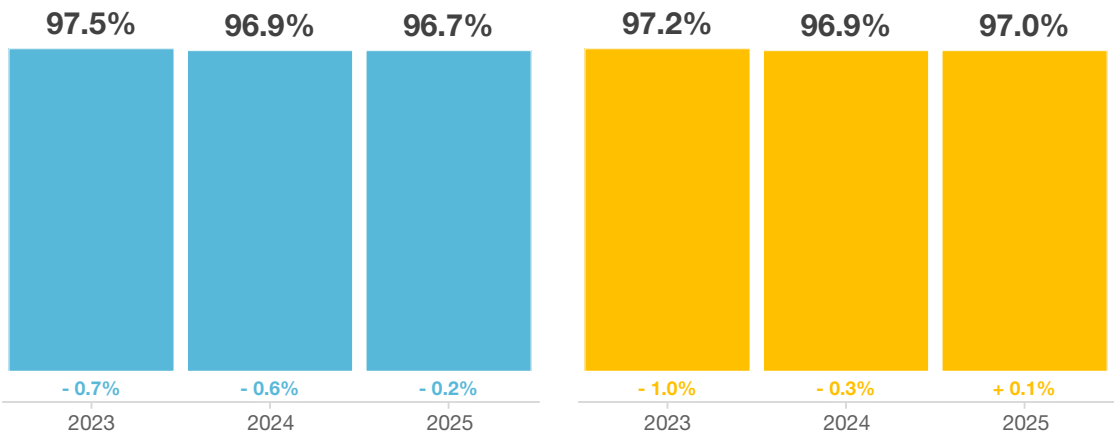
Percent of List Price Received

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.



July

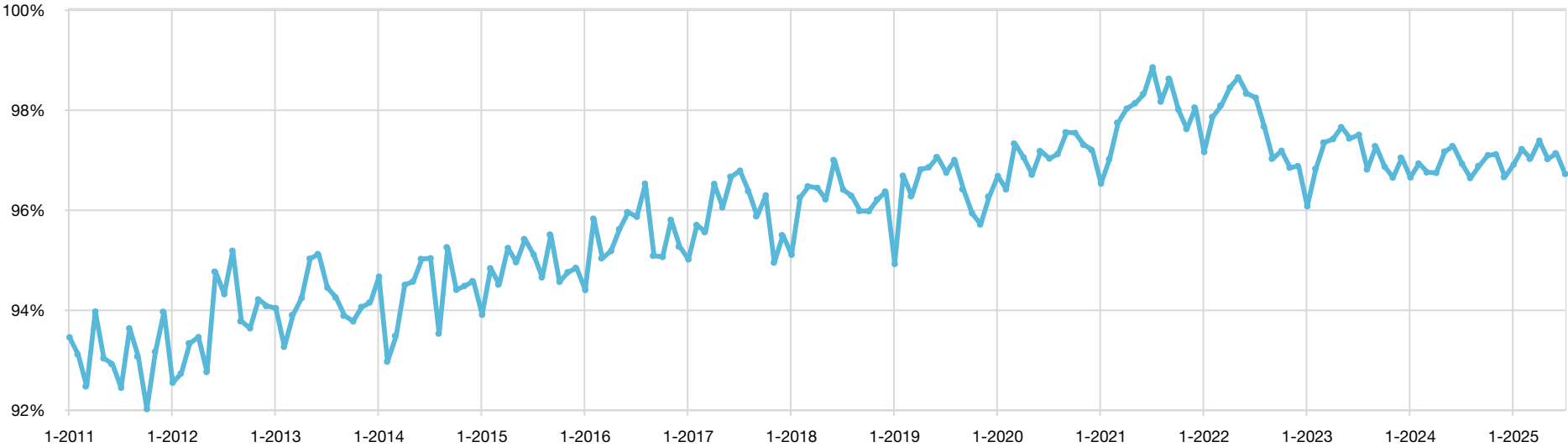
Year to Date



	Pct. of List Price Received	Prior Year	Year-Over-Year Change
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	97.0%	96.7%	+ 0.3%
Apr-2025	97.4%	96.7%	+ 0.7%
May-2025	97.0%	97.2%	- 0.2%
Jun-2025	97.1%	97.3%	- 0.2%
Jul-2025	96.7%	96.9%	- 0.2%
12-Month Avg*	97.0%	96.9%	+ 0.0%

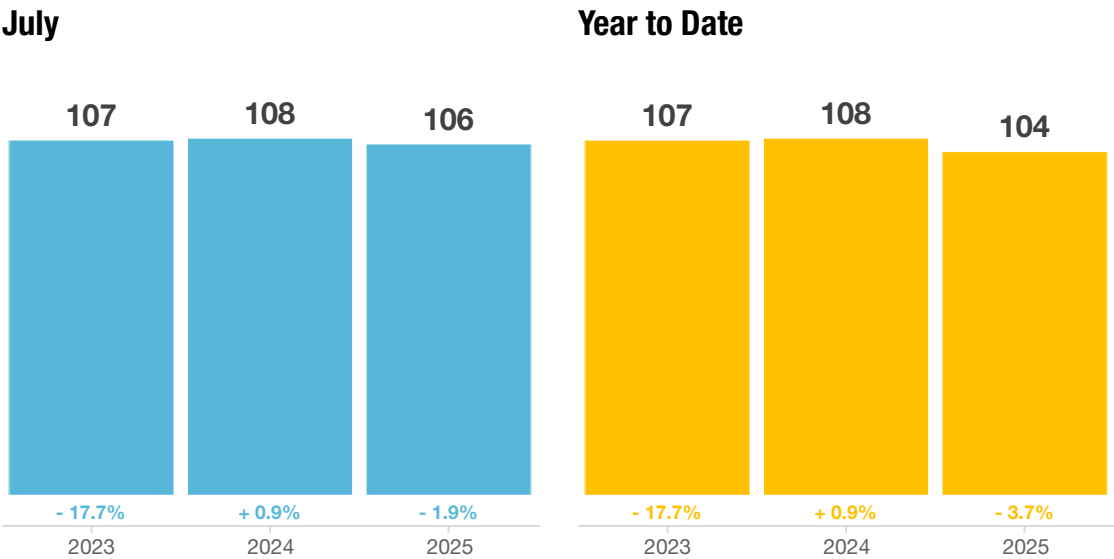
* Pct. of List Price Received for all properties from August 2024 through July 2025. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



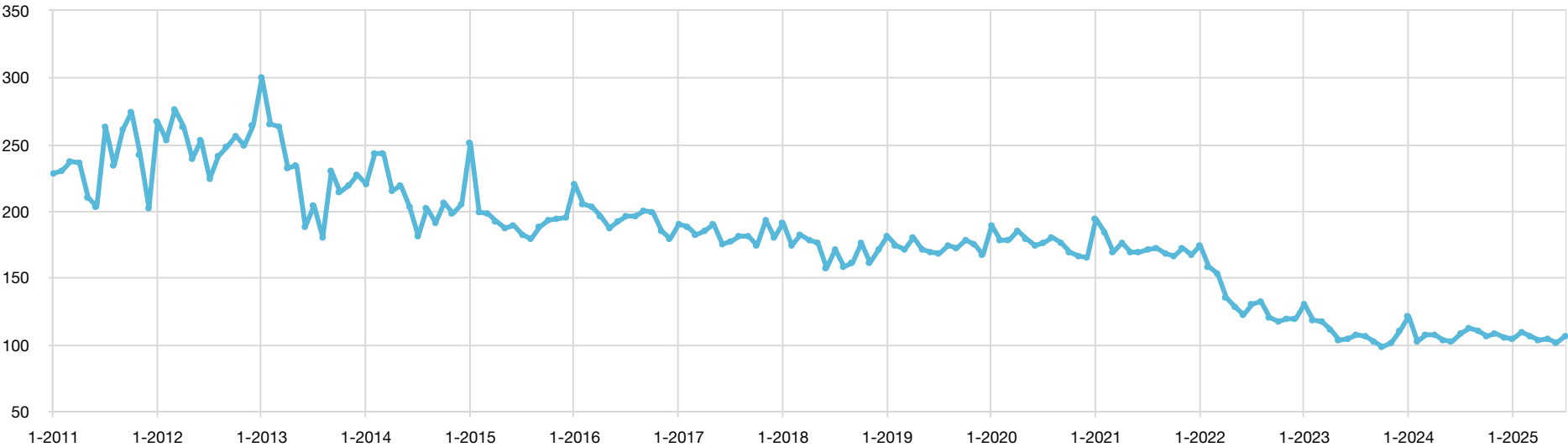
Housing Affordability Index

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.



	Affordability Index	Prior Year	Year-Over-Year Change
Aug-2024	112	106	+ 5.7%
Sep-2024	110	102	+ 7.8%
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	102	+ 6.9%
Mar-2025	106	107	- 0.9%
Apr-2025	103	107	- 3.7%
May-2025	104	103	+ 1.0%
Jun-2025	101	102	- 1.0%
Jul-2025	106	108	- 1.9%
12-Month Avg	106	106	0.0%

Historical Housing Affordability Index by Month

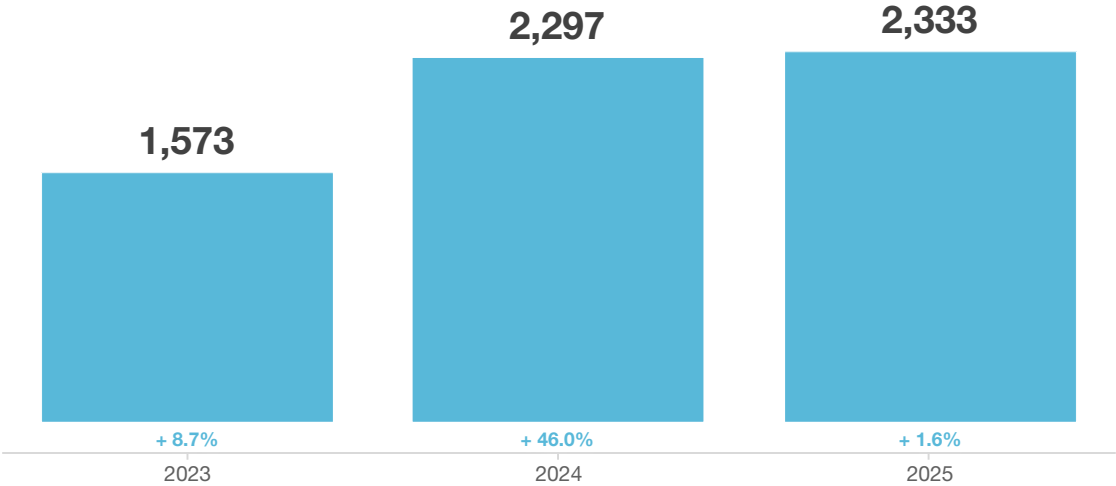


Inventory of Homes for Sale

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

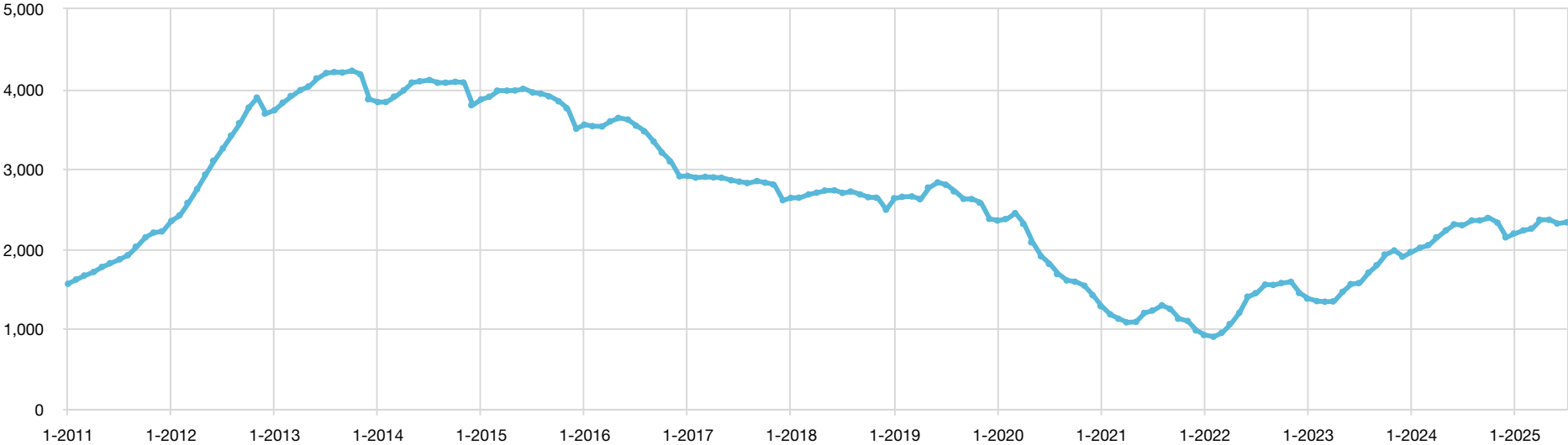


July



Homes for Sale	Prior Year	Year-Over-Year Change
Aug-2024	2,356	1,703 + 38.3%
Sep-2024	2,357	1,796 + 31.2%
Oct-2024	2,388	1,930 + 23.7%
Nov-2024	2,328	1,981 + 17.5%
Dec-2024	2,145	1,904 + 12.7%
Jan-2025	2,193	1,961 + 11.8%
Feb-2025	2,232	2,015 + 10.8%
Mar-2025	2,255	2,048 + 10.1%
Apr-2025	2,365	2,146 + 10.2%
May-2025	2,365	2,232 + 6.0%
Jun-2025	2,319	2,308 + 0.5%
Jul-2025	2,333	2,297 + 1.6%
12-Month Avg	2,303	2,027 + 13.6%

Historical Inventory of Homes for Sale by Month

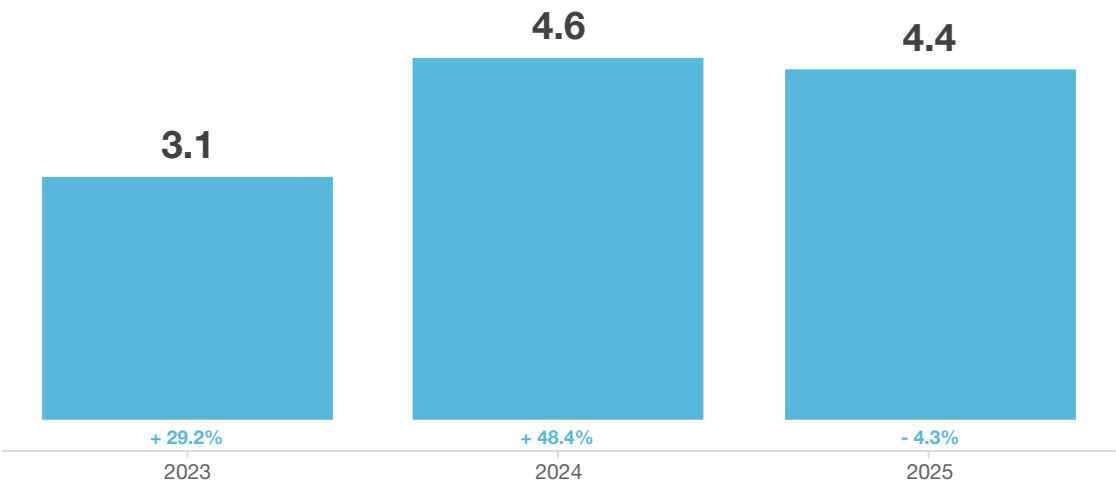


Months Supply of Inventory

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.



July



Months Supply		Prior Year	Year-Over-Year Change
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	4.2	3.8	+ 10.5%
Jan-2025	4.3	3.9	+ 10.3%
Feb-2025	4.4	4.0	+ 10.0%
Mar-2025	4.4	4.1	+ 7.3%
Apr-2025	4.6	4.2	+ 9.5%
May-2025	4.6	4.4	+ 4.5%
Jun-2025	4.4	4.6	- 4.3%
Jul-2025	4.4	4.6	- 4.3%
12-Month Avg*	4.5	4.0	+ 11.1%

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

Historical Months Supply of Inventory by Month

