

Monthly Indicators



October 2025

U.S. existing-home sales climbed 1.5% month-over-month and 4.1% year-over-year, reaching a seasonally adjusted annual rate of 4.06 million units, according to the National Association of REALTORS® (NAR). The increase was partly driven by falling mortgage rates, which recently hit their lowest level in more than a year. Regionally, monthly sales advanced in the Northeast, South, and West, while the Midwest experienced a slight decline.

New Listings in the state of Georgia increased 5.0 percent to 17,955. Pending Sales decreased 2.5 percent to 9,642. Inventory increased 18.7 percent to 48,209.

Median Sales Price decreased 1.1 percent from \$360,000 to \$356,000. Days on Market increased 9.6 percent to 57. Months Supply of Inventory increased 20.5 percent to 4.7.

Housing inventory edged up 1.3% from the previous month to 1.55 million units, 14.0% higher than the same period last year. This represents a 4.6-month supply at the current sales pace, according to NAR. The median existing-home price grew 2.1% year-over-year to \$415,200, continuing the trend of annual price gains. The Midwest saw the largest year-over-year increase in median sales price, followed by the Northeast and South, while prices remained mostly flat in the West.

Activity Snapshot

+ 0.0%	- 1.1%	+ 18.7%
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.



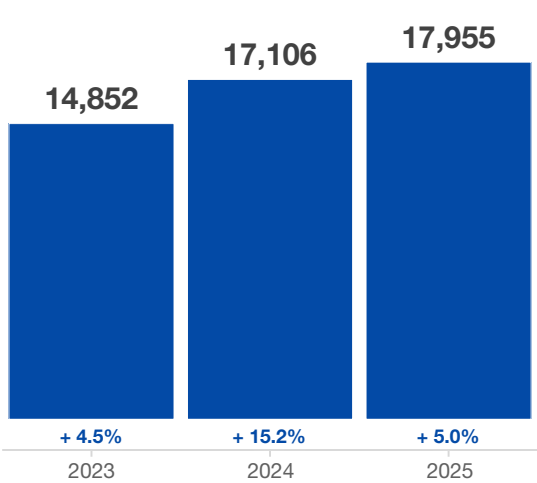
Key Metrics	Historical Sparkbars	10-2024	10-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		17,106	17,955	+ 5.0%	172,269	187,491	+ 8.8%
Pending Sales		9,891	9,642	- 2.5%	108,742	107,070	- 1.5%
Closed Sales		10,125	10,130	+ 0.0%	105,892	104,691	- 1.1%
Days on Market Until Sale		52	57	+ 9.6%	44	55	+ 25.0%
Median Sales Price		\$360,000	\$356,000	- 1.1%	\$360,400	\$360,000	- 0.1%
Average Sales Price		\$443,191	\$450,502	+ 1.6%	\$439,810	\$448,299	+ 1.9%
Pct. of Orig. Price Received		95.6%	94.5%	- 1.2%	96.5%	95.6%	- 0.9%
Housing Affordability Index		94	98	+ 4.3%	93	97	+ 4.3%
Inventory of Homes for Sale		40,626	48,209	+ 18.7%	—	—	—
Months Supply of Inventory		3.9	4.7	+ 20.5%	—	—	—

New Listings

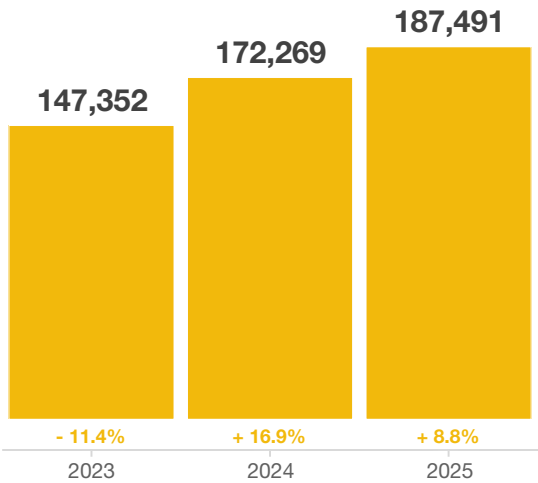
A count of the properties that have been newly listed on the market in a given month.



October

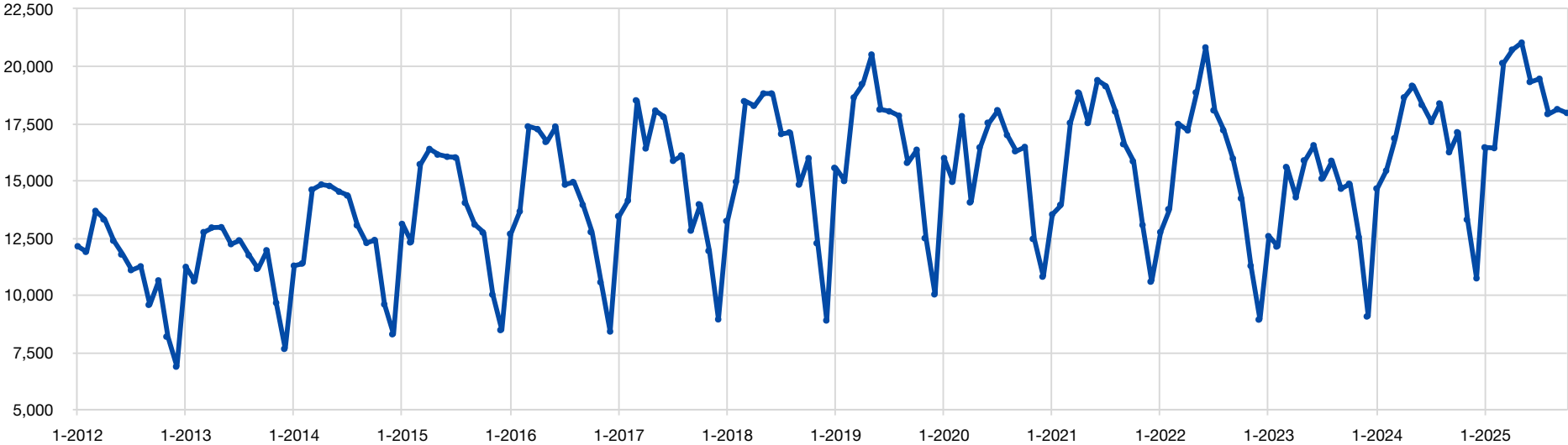


Year to Date



	New Listings	Prior Year	Percent Change
November 2024	13,286	12,516	+ 6.2%
December 2024	10,717	9,046	+ 18.5%
January 2025	16,446	14,645	+ 12.3%
February 2025	16,415	15,427	+ 6.4%
March 2025	20,137	16,843	+ 19.6%
April 2025	20,722	18,633	+ 11.2%
May 2025	21,029	19,141	+ 9.9%
June 2025	19,312	18,310	+ 5.5%
July 2025	19,448	17,561	+ 10.7%
August 2025	17,909	18,367	- 2.5%
September 2025	18,118	16,236	+ 11.6%
October 2025	17,955	17,106	+ 5.0%
12-Month Avg	17,625	16,153	+ 9.1%

Historical New Listings by Month

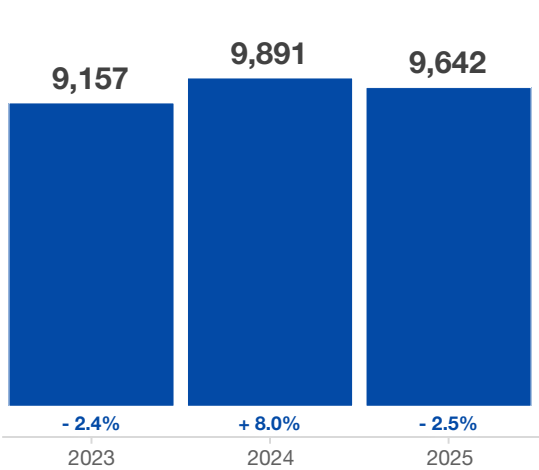


Pending Sales

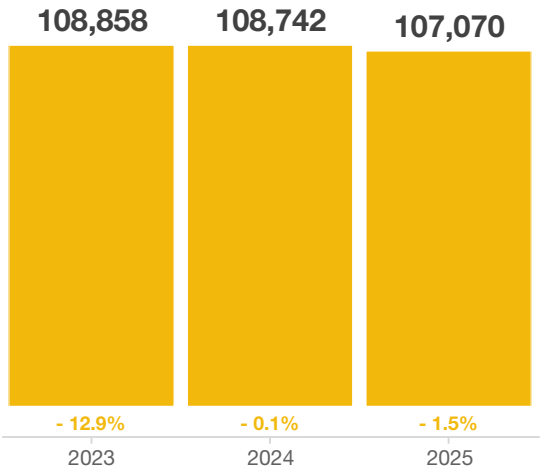
A count of the properties on which offers have been accepted in a given month.



October

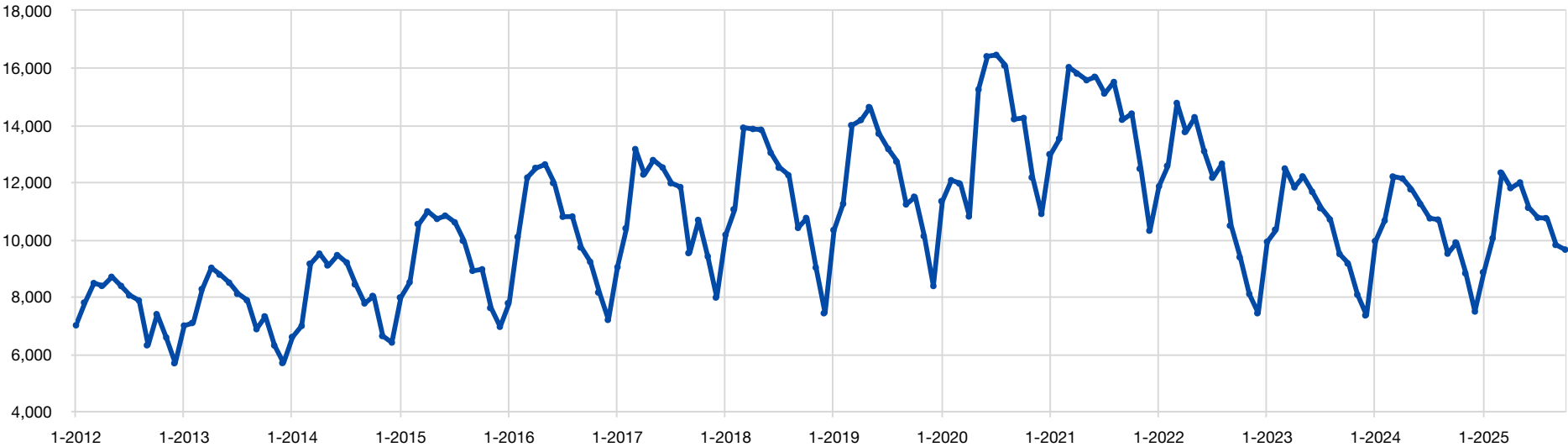


Year to Date



	Pending Sales	Prior Year	Percent Change
November 2024	8,815	8,067	+ 9.3%
December 2024	7,476	7,341	+ 1.8%
January 2025	8,850	9,941	- 11.0%
February 2025	10,040	10,656	- 5.8%
March 2025	12,336	12,199	+ 1.1%
April 2025	11,795	12,131	- 2.8%
May 2025	11,992	11,752	+ 2.0%
June 2025	11,107	11,242	- 1.2%
July 2025	10,759	10,736	+ 0.2%
August 2025	10,742	10,692	+ 0.5%
September 2025	9,807	9,502	+ 3.2%
October 2025	9,642	9,891	- 2.5%
12-Month Avg	10,280	10,346	- 0.6%

Historical Pending Sales by Month

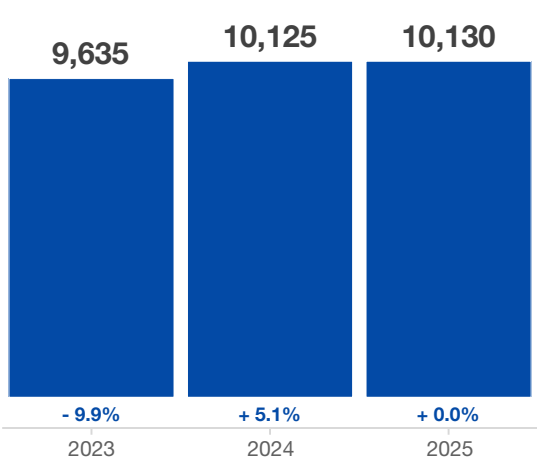


Closed Sales

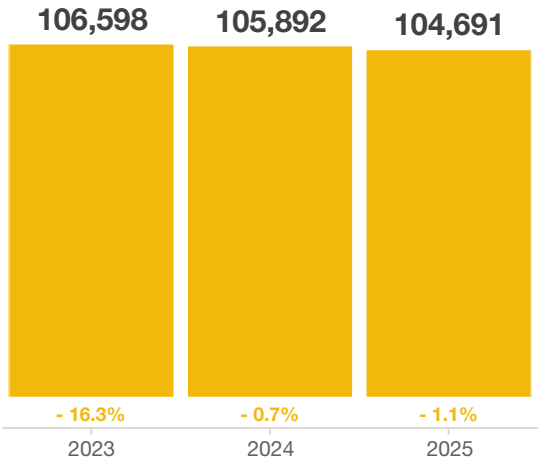
A count of the actual sales that closed in a given month.



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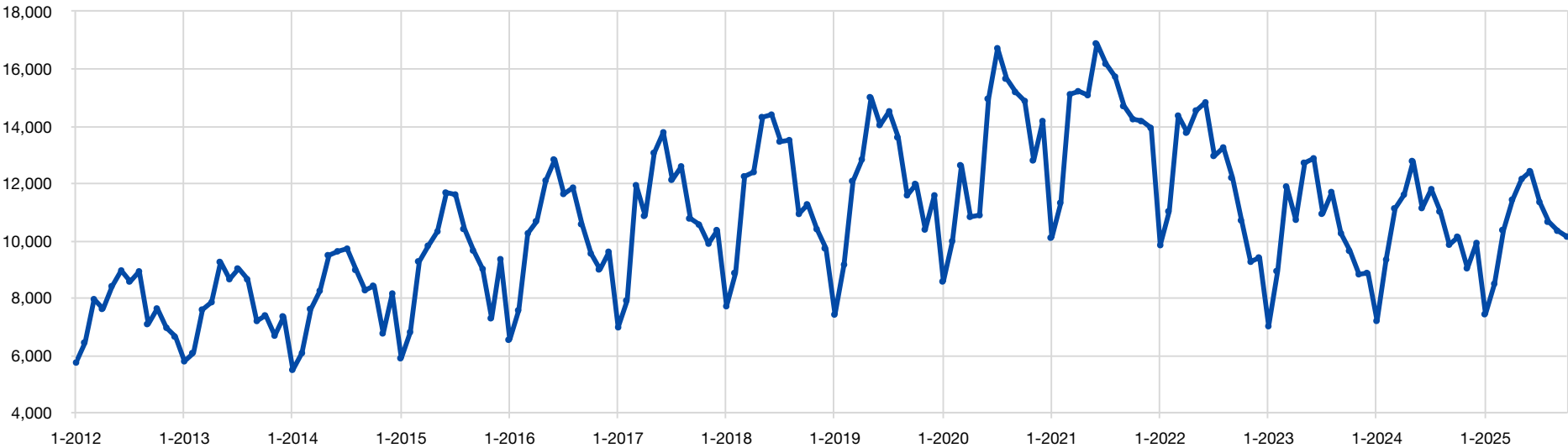


Year to Date



	Closed Sales	Prior Year	Percent Change
November 2024	9,023	8,813	+ 2.4%
December 2024	9,906	8,857	+ 11.8%
January 2025	7,416	7,182	+ 3.3%
February 2025	8,480	9,326	- 9.1%
March 2025	10,359	11,117	- 6.8%
April 2025	11,420	11,597	- 1.5%
May 2025	12,146	12,773	- 4.9%
June 2025	12,418	11,128	+ 11.6%
July 2025	11,339	11,789	- 3.8%
August 2025	10,649	11,008	- 3.3%
September 2025	10,334	9,847	+ 4.9%
October 2025	10,130	10,125	+ 0.0%
12-Month Avg	10,302	10,297	+ 0.0%

Historical Closed Sales by Month

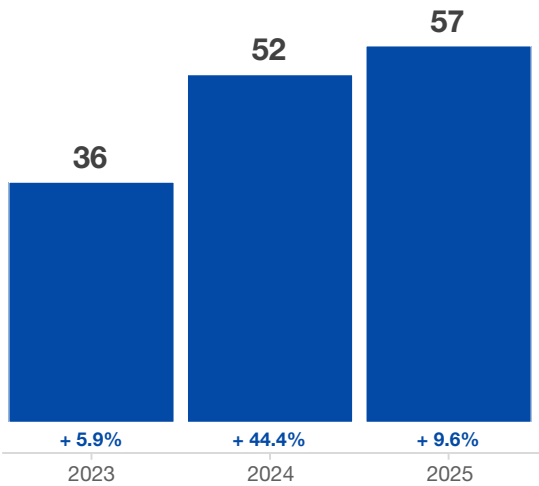


Days on Market Until Sale

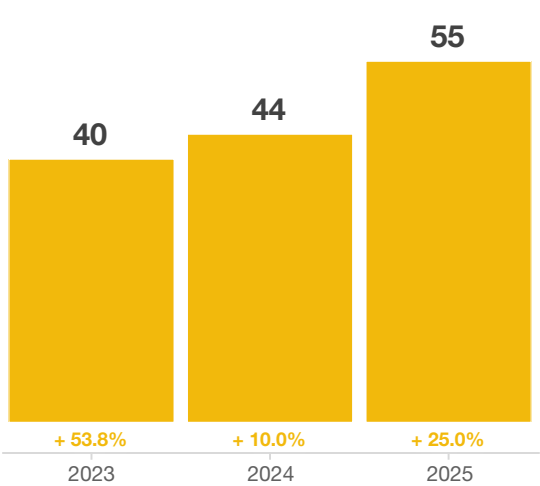
Average number of days between when a property is listed and when an offer is accepted in a given month.



October



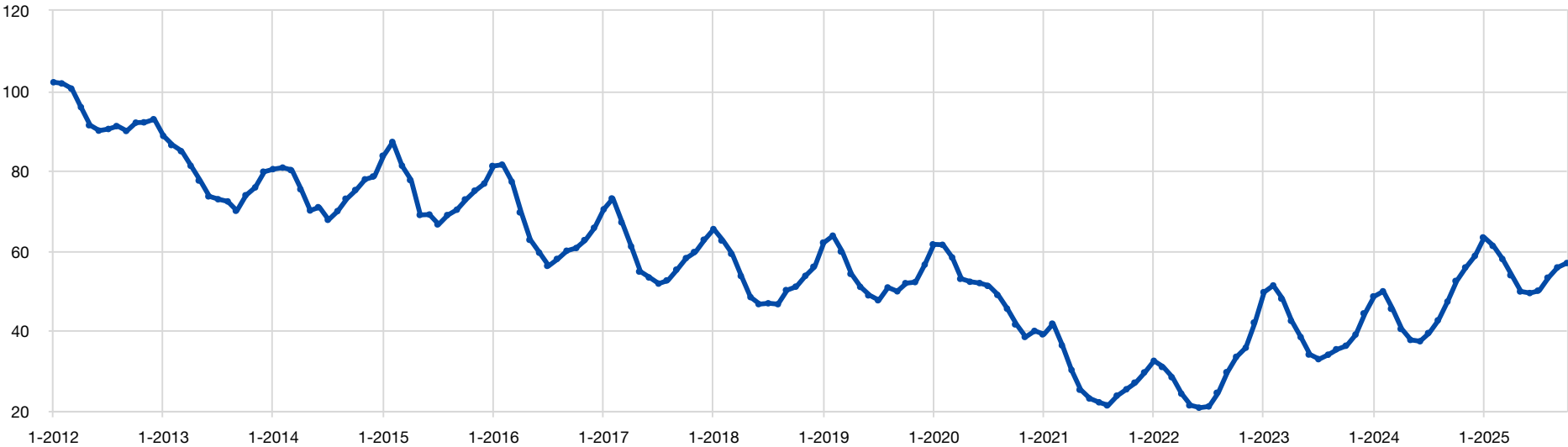
Year to Date



Days on Market		Prior Year	Percent Change
November 2024	56	39	+ 43.6%
December 2024	59	44	+ 34.1%
January 2025	63	49	+ 28.6%
February 2025	61	50	+ 22.0%
March 2025	58	46	+ 26.1%
April 2025	54	40	+ 35.0%
May 2025	50	38	+ 31.6%
June 2025	49	37	+ 32.4%
July 2025	50	39	+ 28.2%
August 2025	53	43	+ 23.3%
September 2025	56	47	+ 19.1%
October 2025	57	52	+ 9.6%
12-Month Avg*	55	43	+ 26.9%

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

Historical Days on Market Until Sale by Month

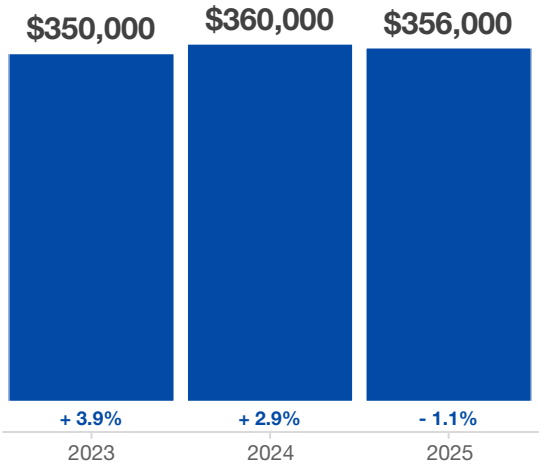


Median Sales Price

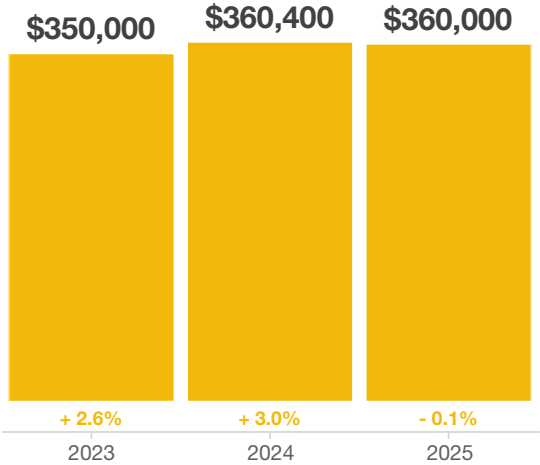
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



October



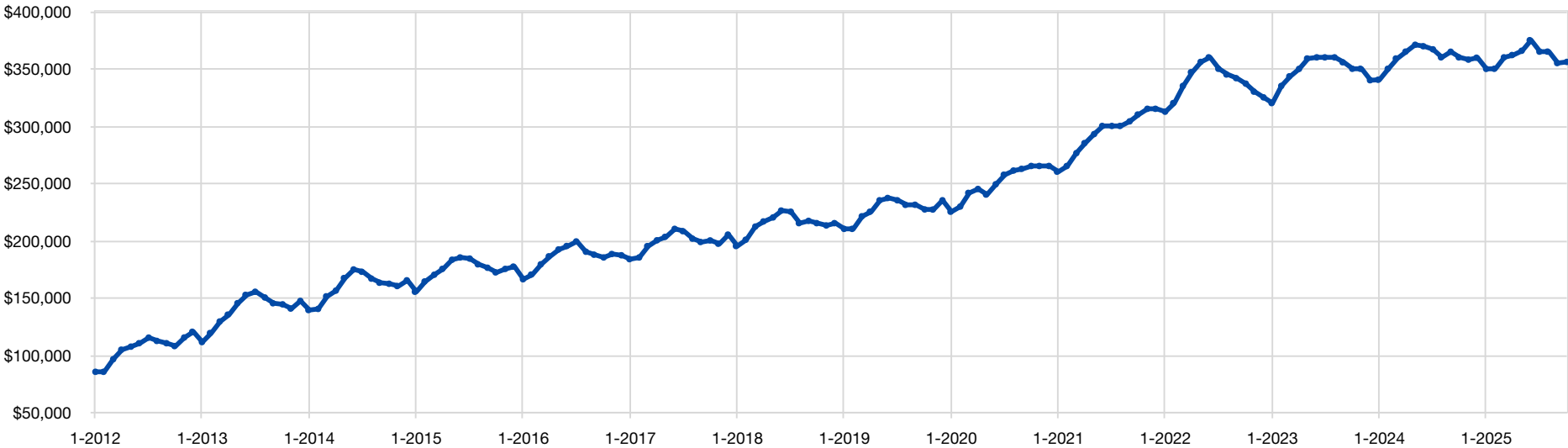
Year to Date



	Median Sales Price	Prior Year	Percent Change
November 2024	\$358,000	\$350,000	+ 2.3%
December 2024	\$359,660	\$340,000	+ 5.8%
January 2025	\$349,900	\$340,400	+ 2.8%
February 2025	\$350,000	\$350,000	0.0%
March 2025	\$360,000	\$359,000	+ 0.3%
April 2025	\$362,000	\$365,000	- 0.8%
May 2025	\$365,760	\$371,000	- 1.4%
June 2025	\$375,000	\$369,718	+ 1.4%
July 2025	\$365,000	\$367,000	- 0.5%
August 2025	\$365,000	\$360,000	+ 1.4%
September 2025	\$355,000	\$364,900	- 2.7%
October 2025	\$356,000	\$360,000	- 1.1%
12-Month Avg*	\$360,000	\$359,996	+ 0.0%

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

Historical Median Sales Price by Month

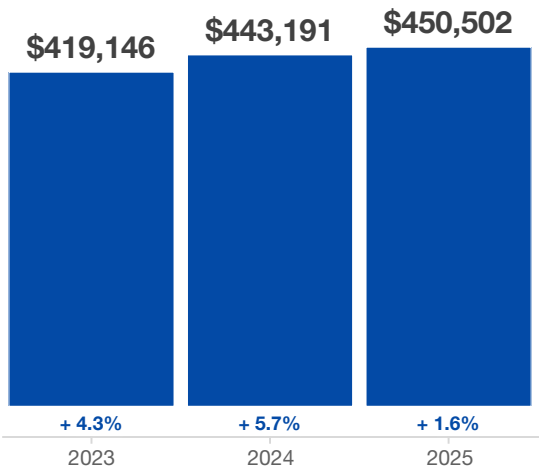


Average Sales Price

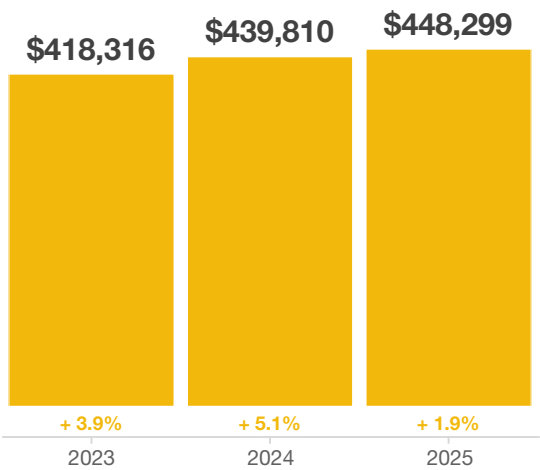
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October



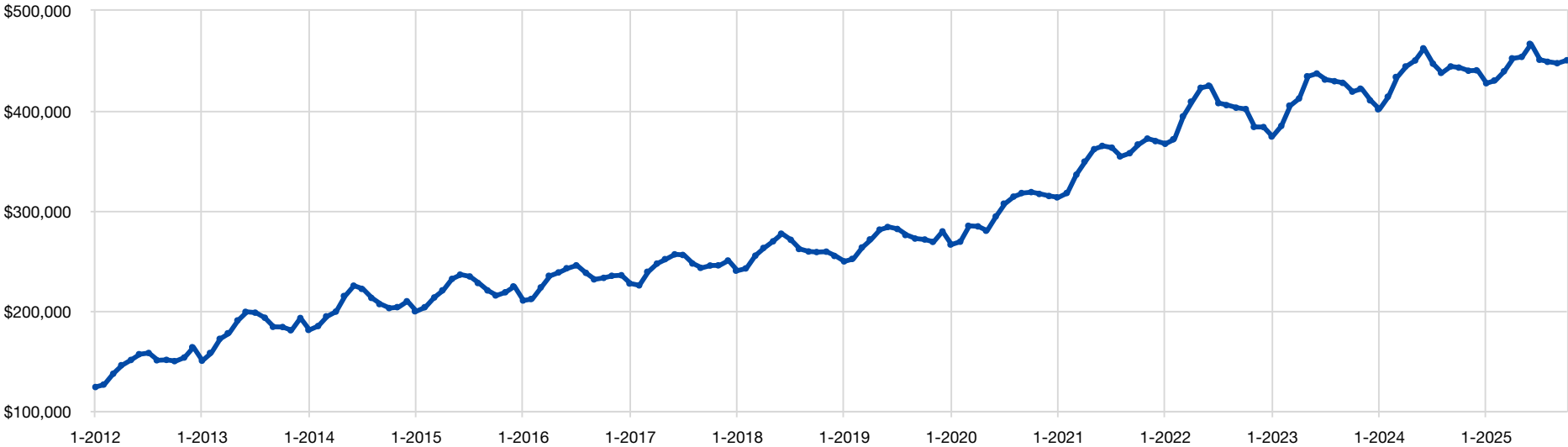
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
November 2024	\$440,028	\$422,080	+ 4.3%
December 2024	\$440,445	\$410,449	+ 7.3%
January 2025	\$427,556	\$401,498	+ 6.5%
February 2025	\$430,257	\$414,081	+ 3.9%
March 2025	\$439,467	\$433,760	+ 1.3%
April 2025	\$452,425	\$444,316	+ 1.8%
May 2025	\$453,878	\$450,320	+ 0.8%
June 2025	\$466,882	\$462,428	+ 1.0%
July 2025	\$451,020	\$447,128	+ 0.9%
August 2025	\$448,944	\$437,899	+ 2.5%
September 2025	\$447,581	\$444,339	+ 0.7%
October 2025	\$450,502	\$443,191	+ 1.6%
12-Month Avg*	\$447,065	\$436,441	+ 2.4%

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

Historical Average Sales Price by Month

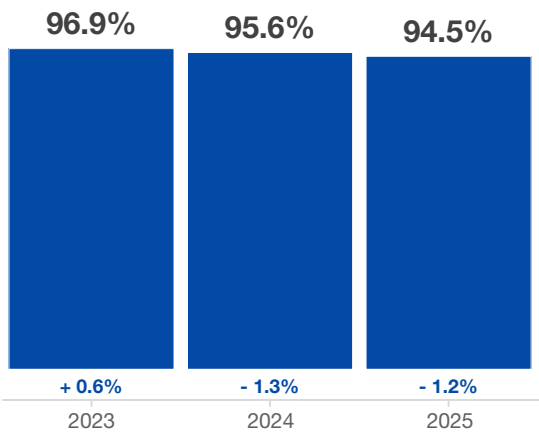


Percent of Original List Price Received

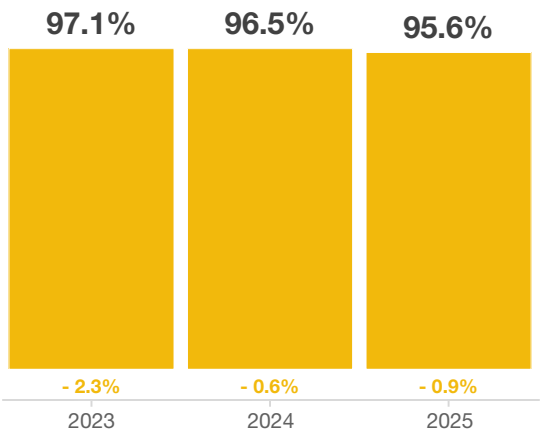
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



October



Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
November 2024	95.5%	96.4%	- 0.9%
December 2024	95.3%	95.9%	- 0.6%
January 2025	95.2%	95.9%	- 0.7%
February 2025	95.7%	96.4%	- 0.7%
March 2025	96.0%	96.9%	- 0.9%
April 2025	96.2%	97.2%	- 1.0%
May 2025	96.3%	97.2%	- 0.9%
June 2025	96.2%	97.2%	- 1.0%
July 2025	95.7%	96.6%	- 0.9%
August 2025	95.0%	96.0%	- 1.0%
September 2025	94.8%	95.8%	- 1.0%
October 2025	94.5%	95.6%	- 1.2%
12-Month Avg*	95.6%	96.5%	- 0.9%

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

Historical Percent of Original List Price Received by Month

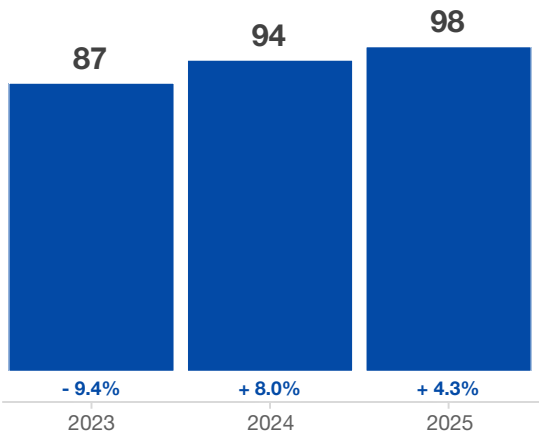


Housing Affordability Index

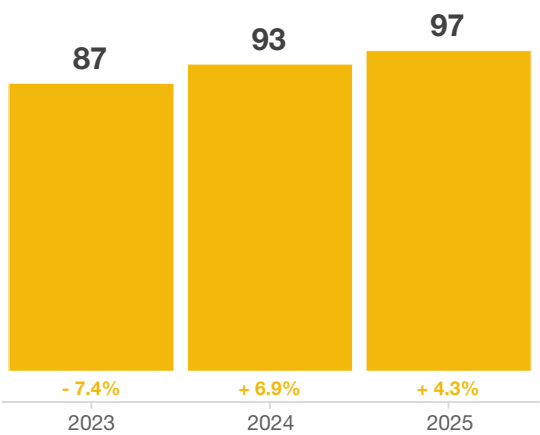
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



October

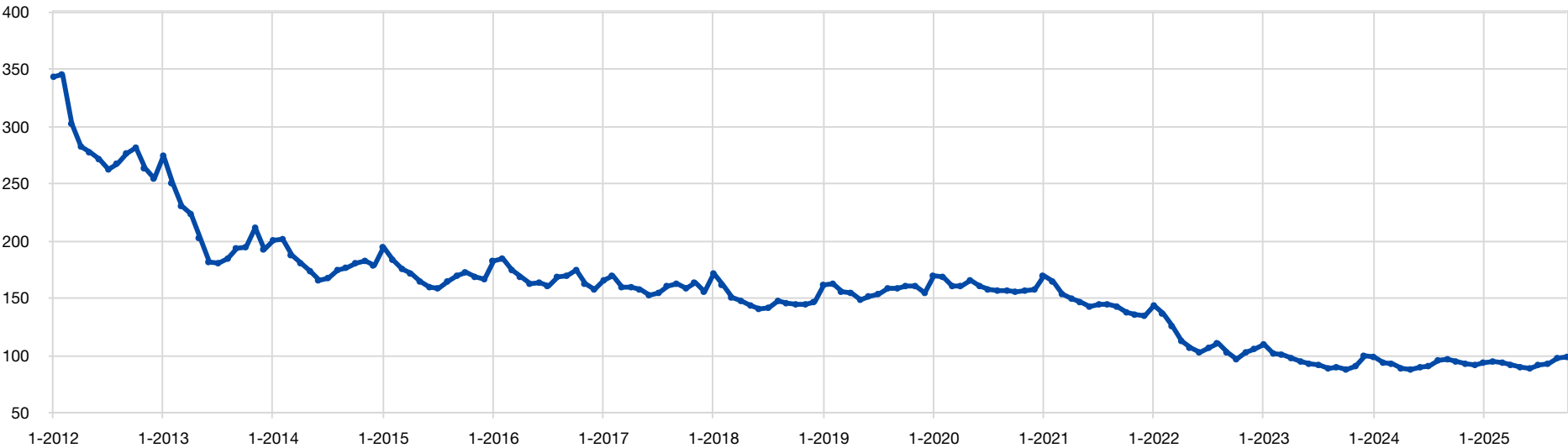


Year to Date



	Affordability Index	Prior Year	Percent Change
November 2024	92	90	+ 2.2%
December 2024	91	99	- 8.1%
January 2025	93	98	- 5.1%
February 2025	94	93	+ 1.1%
March 2025	93	92	+ 1.1%
April 2025	91	88	+ 3.4%
May 2025	89	87	+ 2.3%
June 2025	88	89	- 1.1%
July 2025	91	90	+ 1.1%
August 2025	92	95	- 3.2%
September 2025	97	96	+ 1.0%
October 2025	98	94	+ 4.3%
12-Month Avg	92	93	- 1.1%

Historical Housing Affordability Index by Month

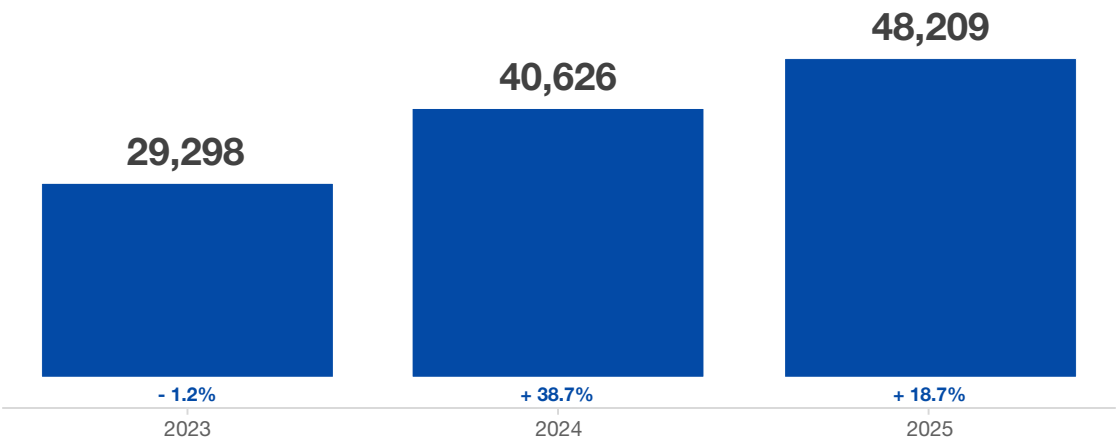


Inventory of Homes for Sale

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

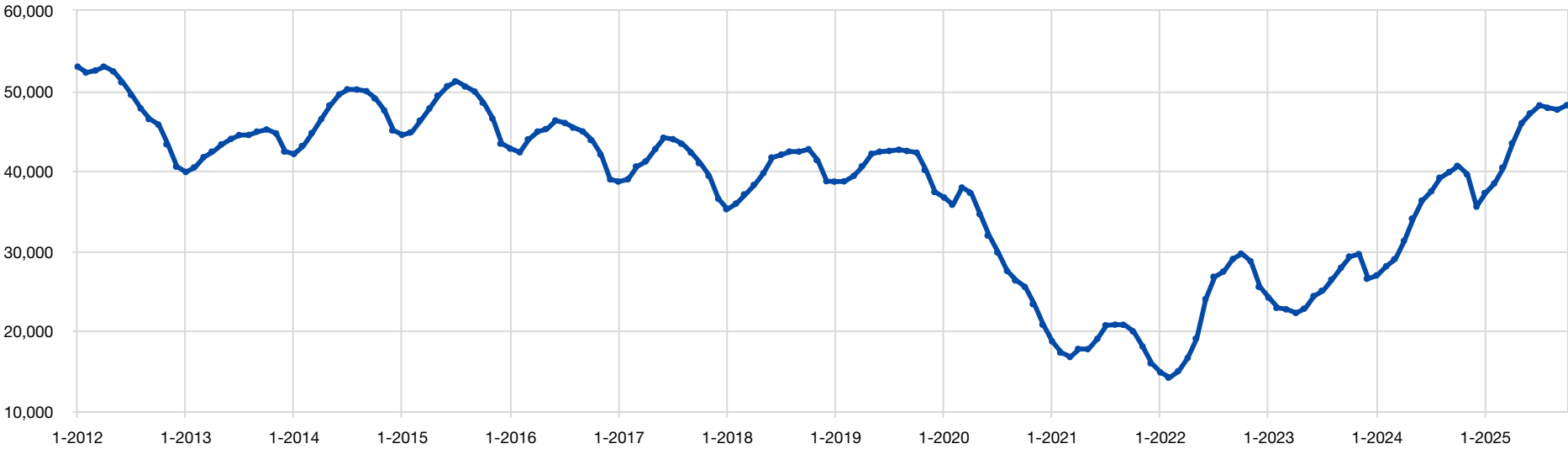


October



Homes for Sale	Prior Year	Percent Change
November 2024	39,568	29,618 + 33.6%
December 2024	35,535	26,538 + 33.9%
January 2025	37,234	26,951 + 38.2%
February 2025	38,447	28,088 + 36.9%
March 2025	40,411	28,965 + 39.5%
April 2025	43,447	31,260 + 39.0%
May 2025	45,959	34,044 + 35.0%
June 2025	47,183	36,292 + 30.0%
July 2025	48,190	37,462 + 28.6%
August 2025	47,877	39,143 + 22.3%
September 2025	47,650	39,858 + 19.5%
October 2025	48,209	40,626 + 18.7%
12-Month Avg	43,309	33,237 + 30.3%

Historical Inventory of Homes for Sale by Month

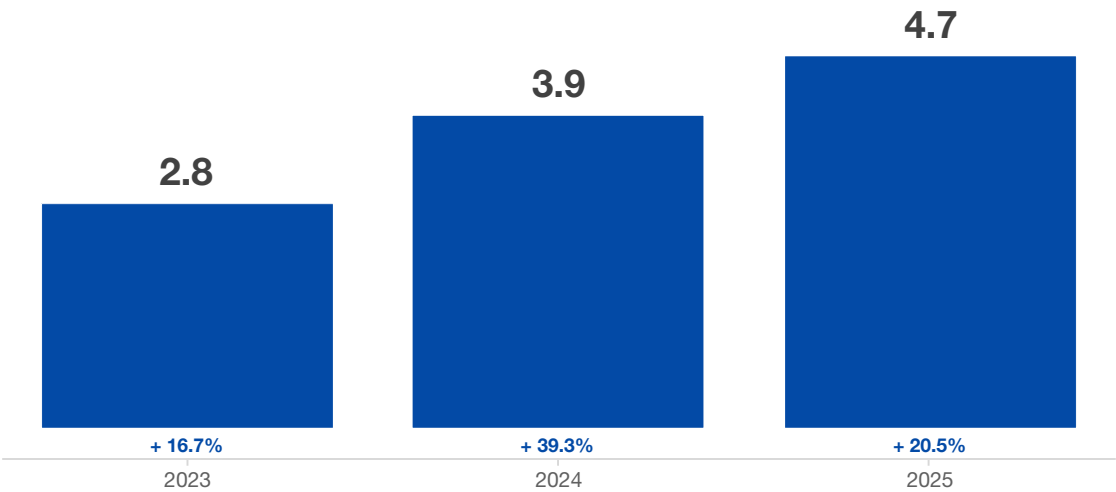


Months Supply of Inventory

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.



October



Months Supply		Prior Year	Percent Change
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	3.7	2.7	+ 37.0%
March 2025	3.9	2.8	+ 39.3%
April 2025	4.2	3.0	+ 40.0%
May 2025	4.5	3.3	+ 36.4%
June 2025	4.6	3.5	+ 31.4%
July 2025	4.7	3.6	+ 30.6%
August 2025	4.7	3.8	+ 23.7%
September 2025	4.6	3.9	+ 17.9%
October 2025	4.7	3.9	+ 20.5%
12-Month Avg*	4.2	3.2	+ 30.7%

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

Historical Months Supply of Inventory by Month

