

# Monthly Indicators



## December 2025

U.S. existing home sales ticked up 0.5% from the previous month to a seasonally adjusted annual rate of 4.13 million, marking the third consecutive monthly increase, according to the National Association of REALTORS® (NAR). However, sales were down 1.0% from the same period last year. Regionally, sales rose month-over-month in the Northeast and South, were unchanged in the West, and declined in the Midwest. On a year-over-year basis, sales were flat in the Northeast and South and fell in both the Midwest and West.

New Listings in the state of Georgia decreased 0.2 percent to 10,690. Pending Sales decreased 4.0 percent to 7,175. Inventory increased 13.1 percent to 40,189.

Median Sales Price decreased 1.3 percent from \$359,660 to \$355,000. Days on Market increased 8.5 percent to 64. Months Supply of Inventory increased 14.7 percent to 3.9.

The national median existing-home price continued to climb, rising 1.2% from a year ago to \$409,200, according to NAR. This year-over-year increase—the 29th consecutive monthly gain—reflects ongoing tightness in housing supply. At the end of November, there were 1.43 million units for sale, down 5.9% from the previous month but up 7.5% from the same time last year, representing a 4.2-month supply at the current sales pace.

## Activity Snapshot

<b>+ 3.1%</b>	<b>- 1.3%</b>	<b>+ 13.1%</b>
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.



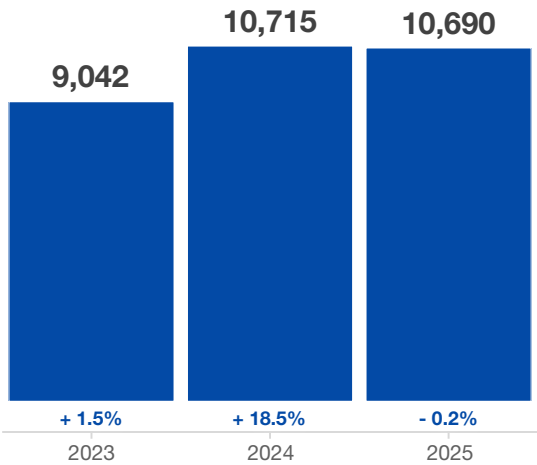
Key Metrics	Historical Sparkbars	12-2024	12-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		10,715	10,690	- 0.2%	196,145	211,349	+ 7.8%
Pending Sales		7,474	7,175	- 4.0%	125,020	123,212	- 1.4%
Closed Sales		9,906	10,217	+ 3.1%	124,823	123,440	- 1.1%
Days on Market Until Sale		59	64	+ 8.5%	46	56	+ 21.7%
Median Sales Price		\$359,660	\$355,000	- 1.3%	\$360,000	\$360,000	0.0%
Average Sales Price		\$440,444	\$451,484	+ 2.5%	\$439,874	\$448,554	+ 2.0%
Pct. of Orig. Price Received		95.3%	94.3%	- 1.0%	96.4%	95.4%	- 1.0%
Housing Affordability Index		91	98	+ 7.7%	91	97	+ 6.6%
Inventory of Homes for Sale		35,544	40,189	+ 13.1%	—	—	—
Months Supply of Inventory		3.4	3.9	+ 14.7%	—	—	—

# New Listings

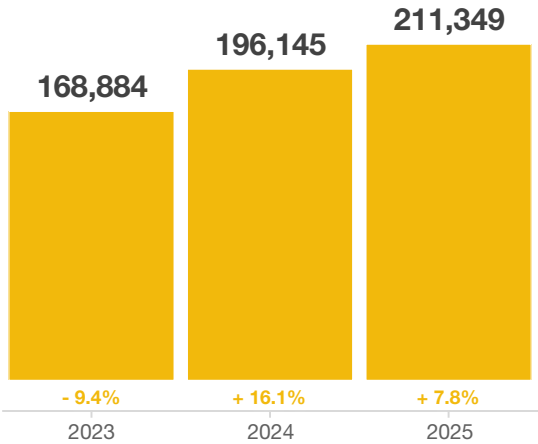
A count of the properties that have been newly listed on the market in a given month.



## December

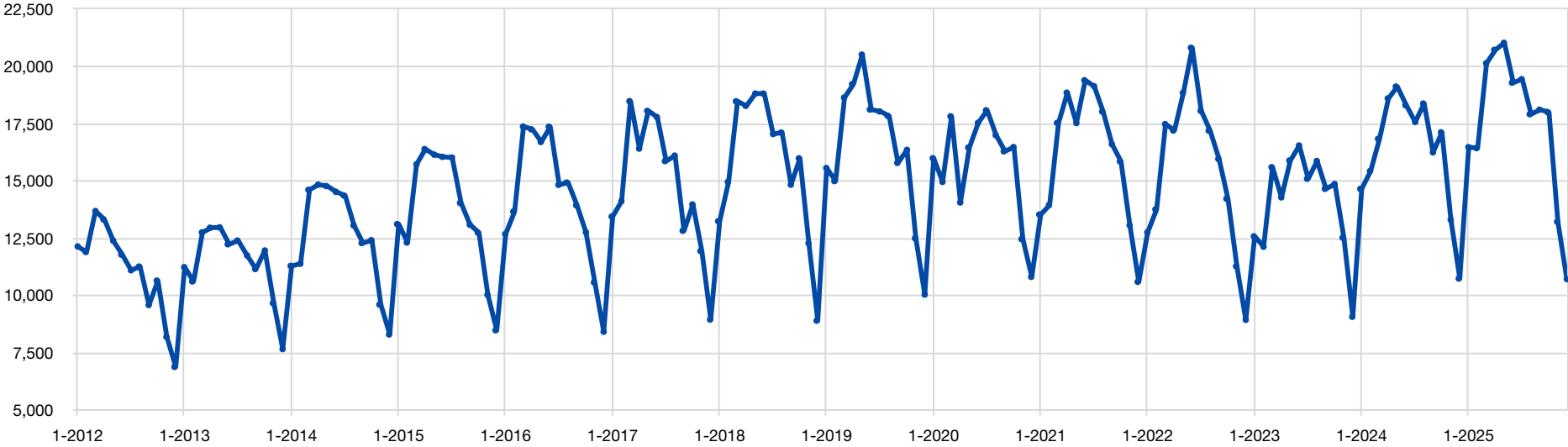


## Year to Date



New Listings		Prior Year	Percent Change
January 2025	16,461	14,634	+ 12.5%
February 2025	16,418	15,415	+ 6.5%
March 2025	20,131	16,825	+ 19.6%
April 2025	20,716	18,592	+ 11.4%
May 2025	21,025	19,109	+ 10.0%
June 2025	19,281	18,295	+ 5.4%
July 2025	19,434	17,561	+ 10.7%
August 2025	17,902	18,368	- 2.5%
September 2025	18,099	16,234	+ 11.5%
October 2025	17,995	17,108	+ 5.2%
November 2025	13,197	13,289	- 0.7%
December 2025	10,690	10,715	- 0.2%
12-Month Avg	17,612	16,345	+ 7.8%

## Historical New Listings by Month

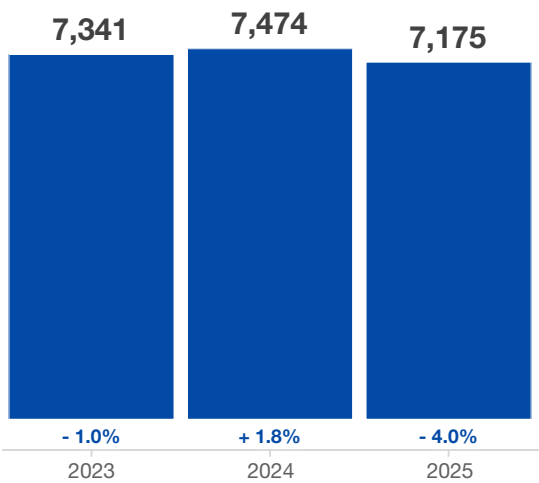


# Pending Sales

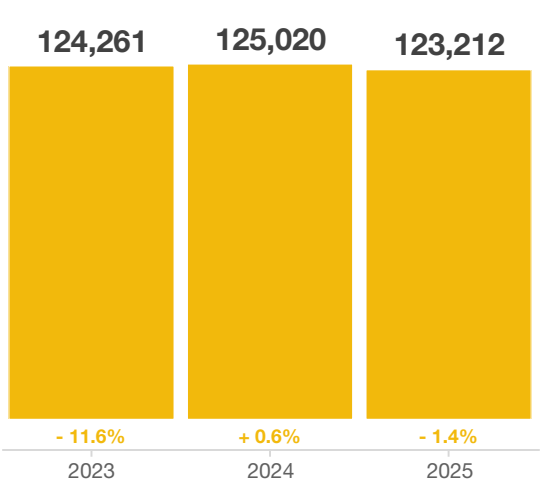
A count of the properties on which offers have been accepted in a given month.



## December

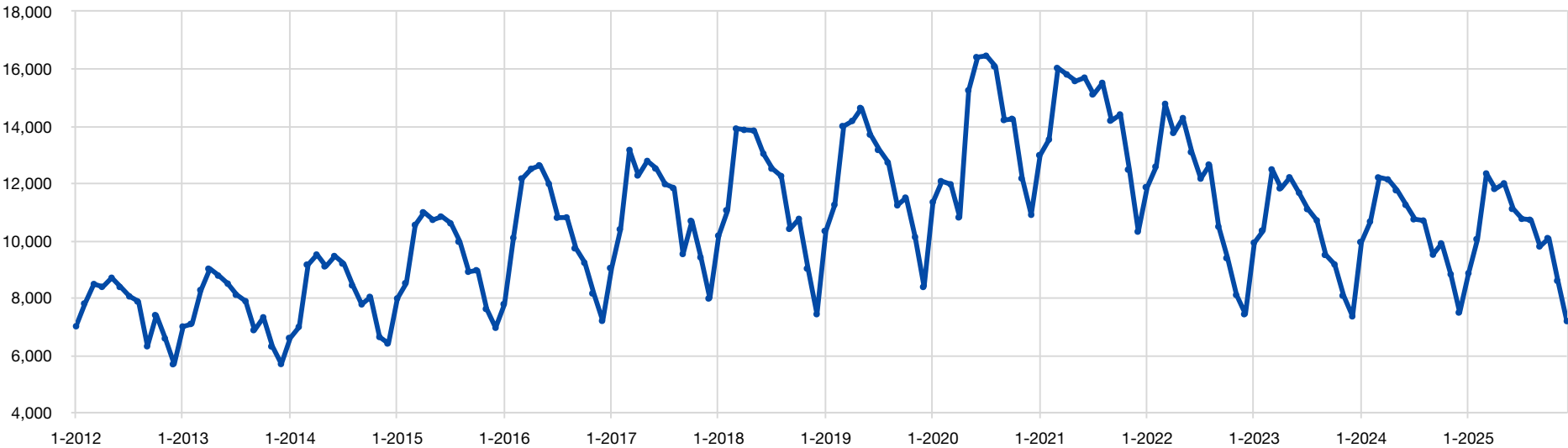


## Year to Date



Pending Sales		Prior Year	Percent Change
January 2025	8,850	9,940	- 11.0%
February 2025	10,041	10,656	- 5.8%
March 2025	12,337	12,199	+ 1.1%
April 2025	11,799	12,129	- 2.7%
May 2025	11,992	11,752	+ 2.0%
June 2025	11,101	11,241	- 1.2%
July 2025	10,752	10,736	+ 0.1%
August 2025	10,717	10,690	+ 0.3%
September 2025	9,787	9,499	+ 3.0%
October 2025	10,075	9,891	+ 1.9%
November 2025	8,586	8,813	- 2.6%
December 2025	7,175	7,474	- 4.0%
12-Month Avg	10,268	10,418	- 1.4%

## Historical Pending Sales by Month

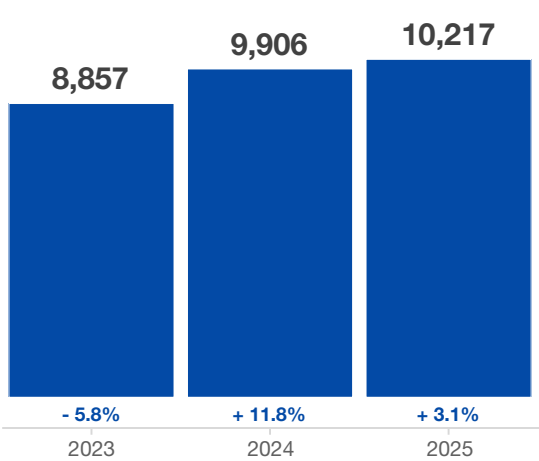


# Closed Sales

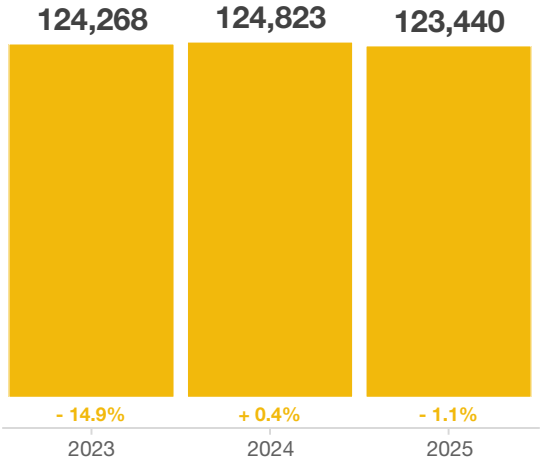
A count of the actual sales that closed in a given month.



## December

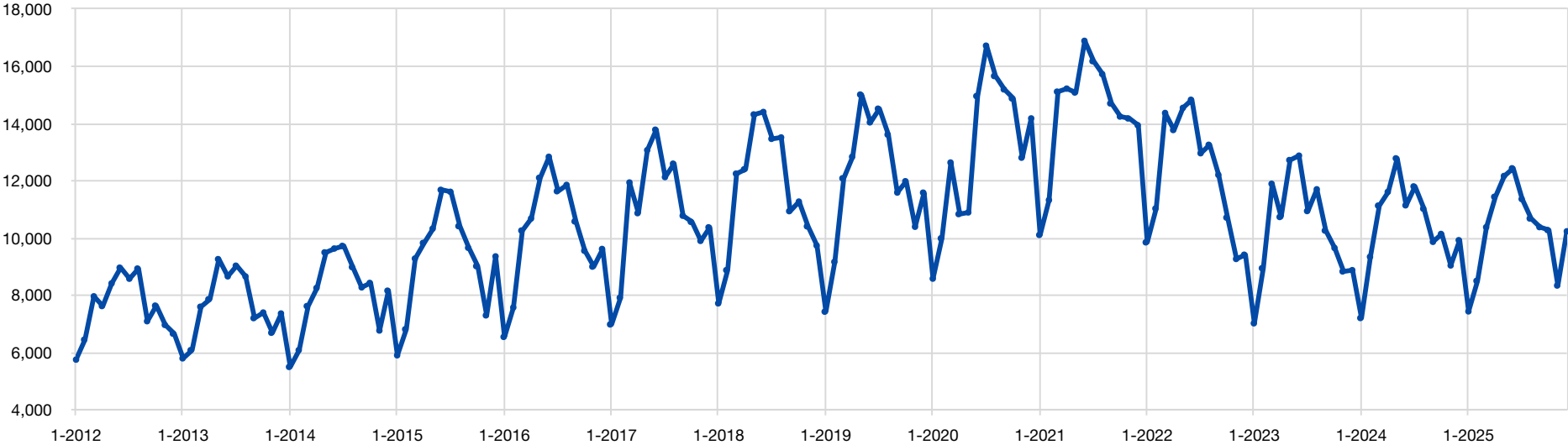


## Year to Date



Closed Sales		Prior Year	Percent Change
January 2025	7,414	7,182	+ 3.2%
February 2025	8,482	9,325	- 9.0%
March 2025	10,362	11,117	- 6.8%
April 2025	11,425	11,597	- 1.5%
May 2025	12,154	12,772	- 4.8%
June 2025	12,424	11,128	+ 11.6%
July 2025	11,349	11,790	- 3.7%
August 2025	10,667	11,009	- 3.1%
September 2025	10,365	9,849	+ 5.2%
October 2025	10,262	10,125	+ 1.4%
November 2025	8,319	9,023	- 7.8%
December 2025	10,217	9,906	+ 3.1%
12-Month Avg	10,287	10,402	- 1.1%

## Historical Closed Sales by Month

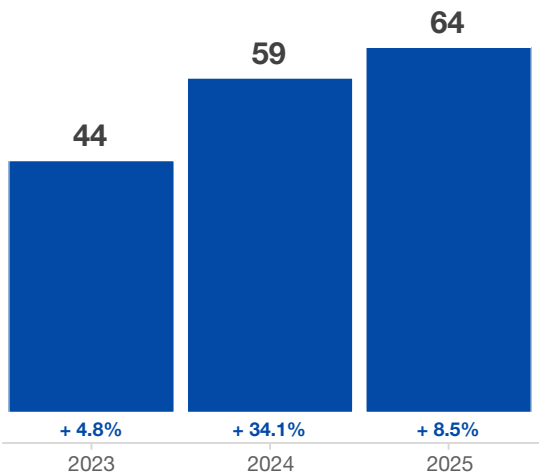


# Days on Market Until Sale

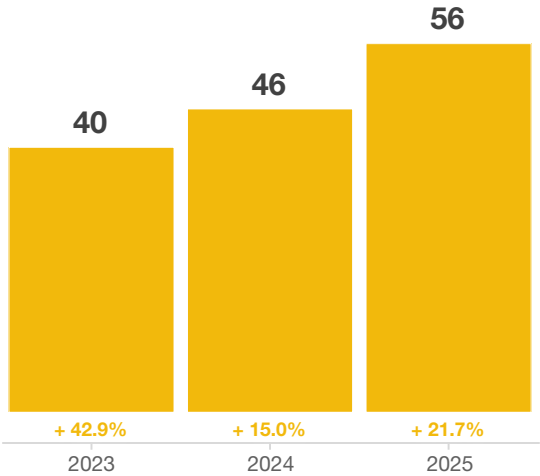
Average number of days between when a property is listed and when an offer is accepted in a given month.



## December



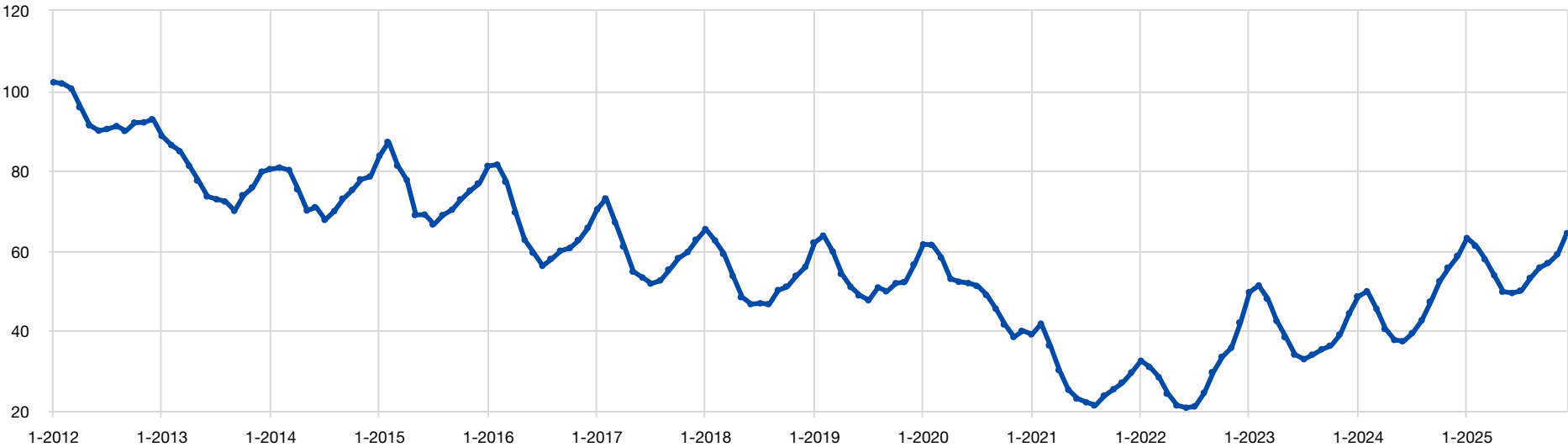
## Year to Date



Days on Market		Prior Year	Percent Change
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%
November 2025	59	56	+ 5.4%
December 2025	64	59	+ 8.5%
12-Month Avg*	56	46	+ 21.8%

\* Days on Market for all properties from January 2025 through December 2025. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

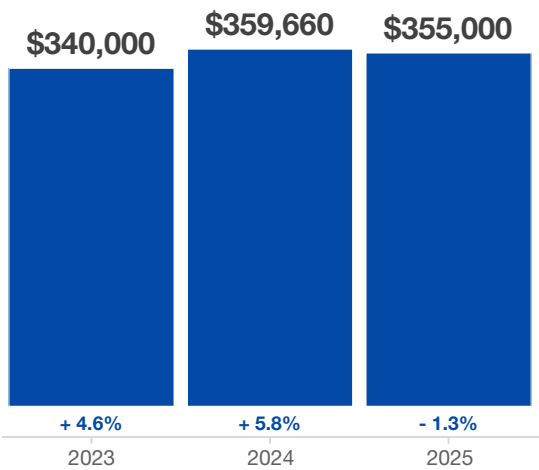


# Median Sales Price

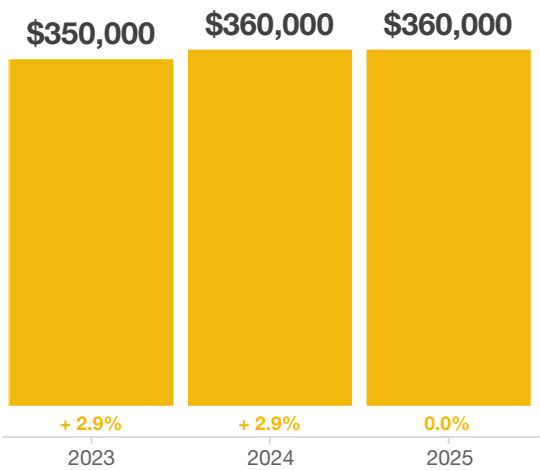
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## December



## Year to Date



	Median Sales Price	Prior Year	Percent Change
January 2025	\$349,990	\$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	\$365,560	\$371,000	- 1.5%
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%
November 2025	\$356,000	\$358,000	- 0.6%
December 2025	\$355,000	\$359,660	- 1.3%
12-Month Avg*	\$360,000	\$360,000	0.0%

\* Median Sales Price for all properties from January 2025 through December 2025. This is not the average of the individual figures above.

## Historical Median Sales Price by Month

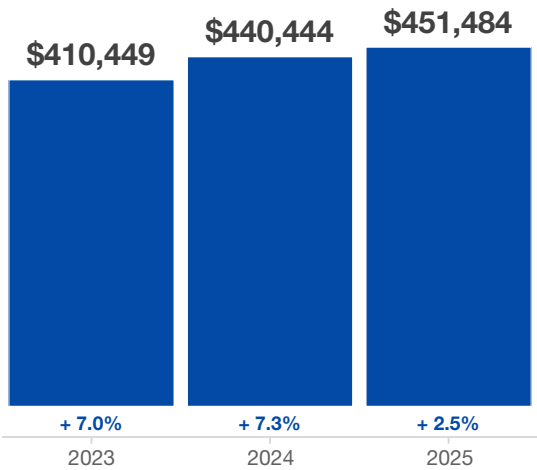


# Average Sales Price

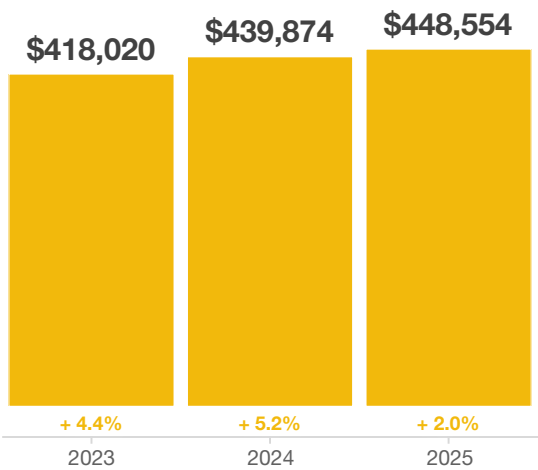
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## December



## Year to Date



Avg. Sales Price	Prior Year	Percent Change
January 2025	\$427,644	\$401,498 + 6.5%
February 2025	\$430,242	\$414,090 + 3.9%
March 2025	\$439,364	\$433,760 + 1.3%
April 2025	\$452,371	\$444,316 + 1.8%
May 2025	\$453,814	\$450,331 + 0.8%
June 2025	\$466,803	\$462,428 + 0.9%
July 2025	\$450,858	\$447,115 + 0.8%
August 2025	\$448,743	\$437,891 + 2.5%
September 2025	\$447,473	\$444,317 + 0.7%
October 2025	\$450,524	\$443,191 + 1.7%
November 2025	\$449,060	\$440,028 + 2.1%
December 2025	\$451,484	\$440,444 + 2.5%
12-Month Avg*	\$448,554	\$439,874 + 2.0%

\* Avg. Sales Price for all properties from January 2025 through December 2025. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



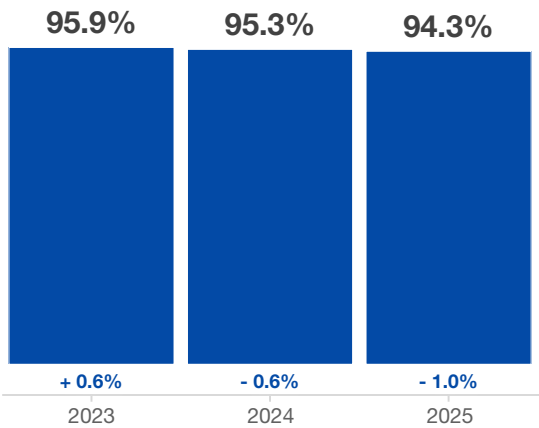


# Percent of Original List Price Received

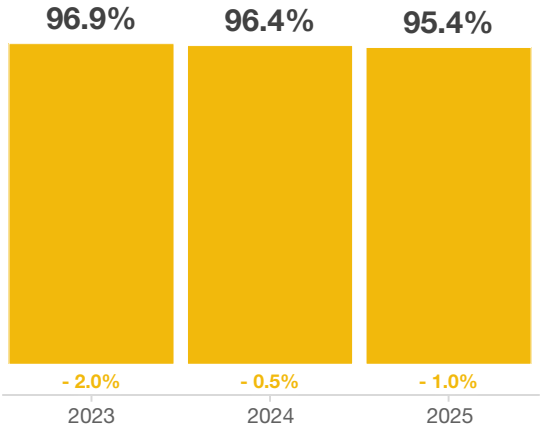
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## December



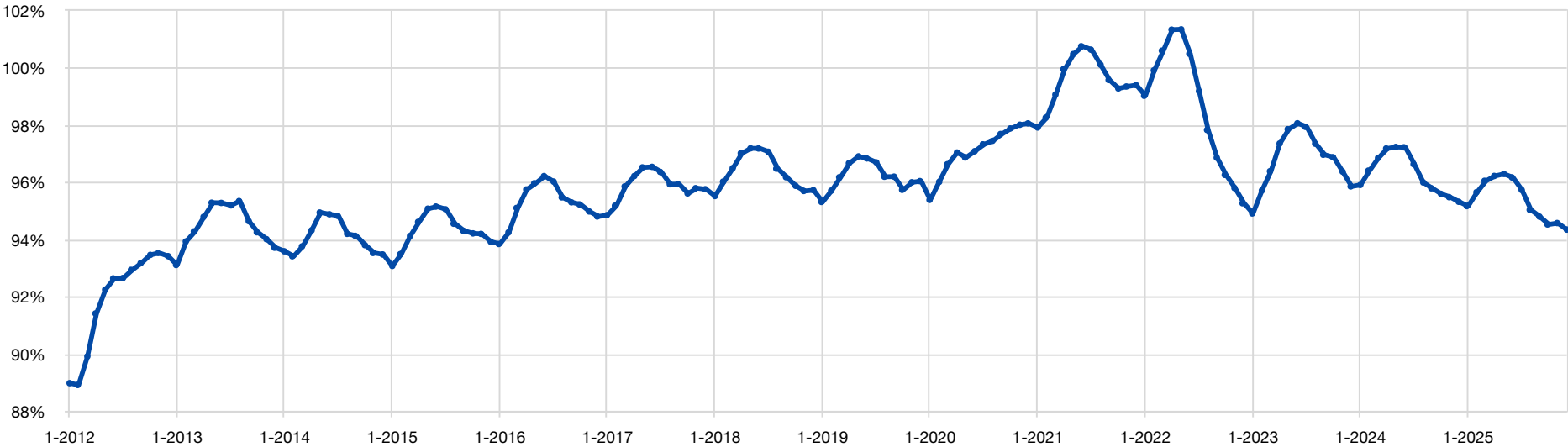
## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
November 2025	94.6%	95.5%	- 0.9%
December 2025	94.3%	95.3%	- 1.0%
12-Month Avg*	95.4%	96.4%	- 1.0%

\* Pct. of Orig. Price Received for all properties from January 2025 through December 2025. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received by Month

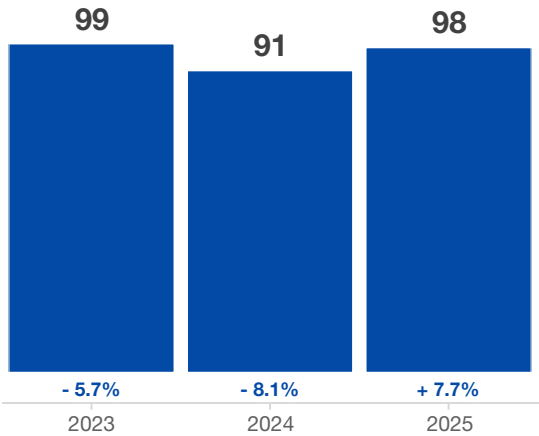


# Housing Affordability Index

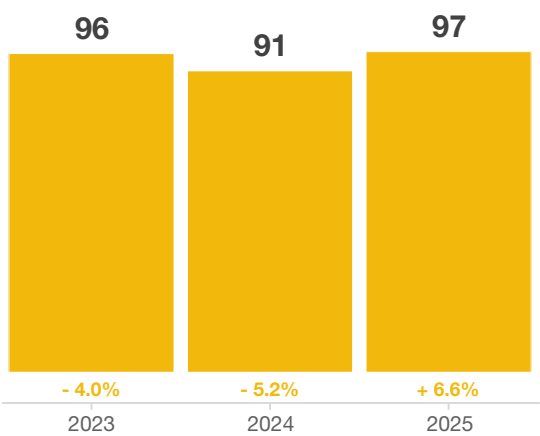
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## December

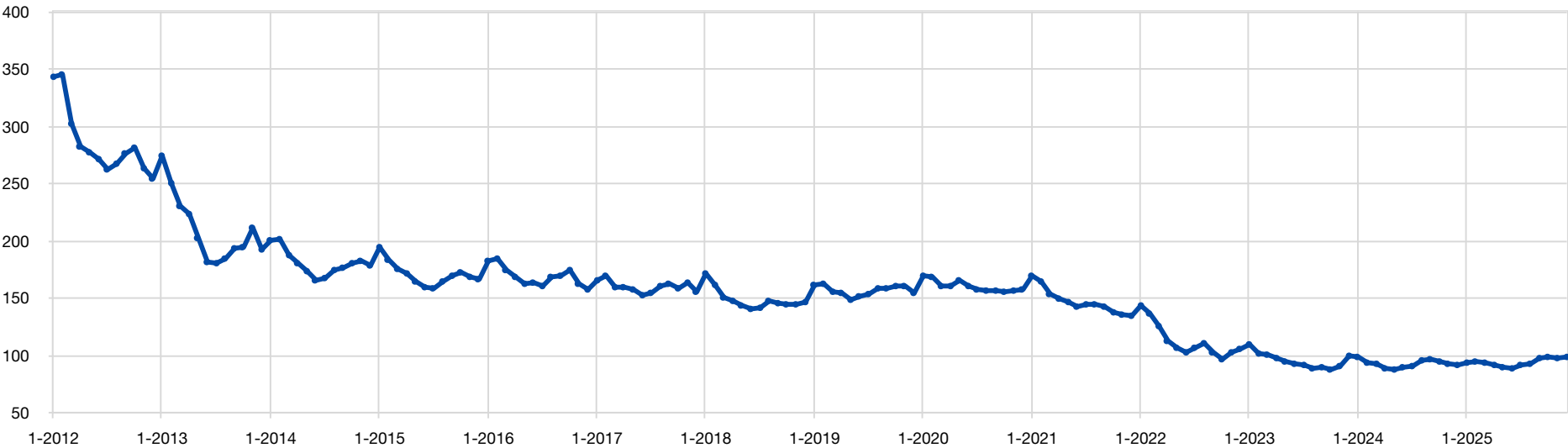


## Year to Date



	Affordability Index	Prior Year	Percent Change
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%
November 2025	97	92	+ 5.4%
December 2025	98	91	+ 7.7%
12-Month Avg	93	92	+ 1.1%

## Historical Housing Affordability Index by Month

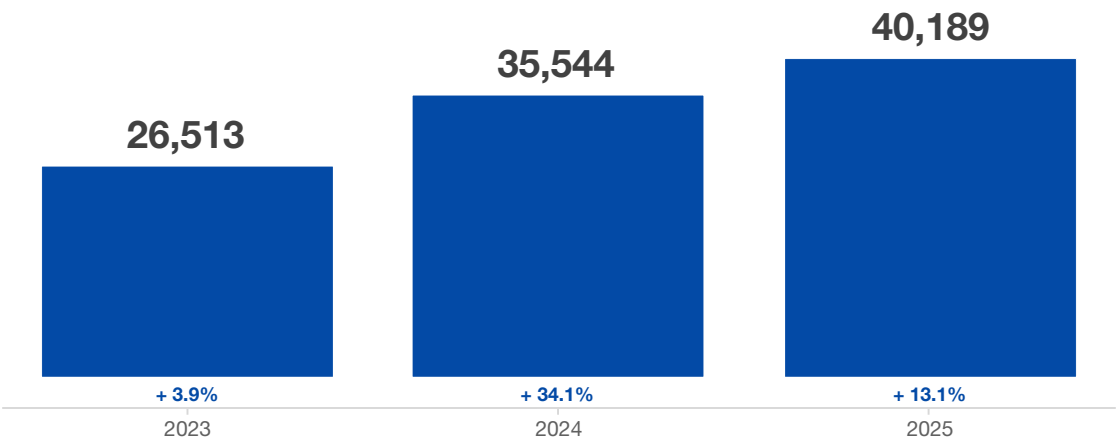


# Inventory of Homes for Sale

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

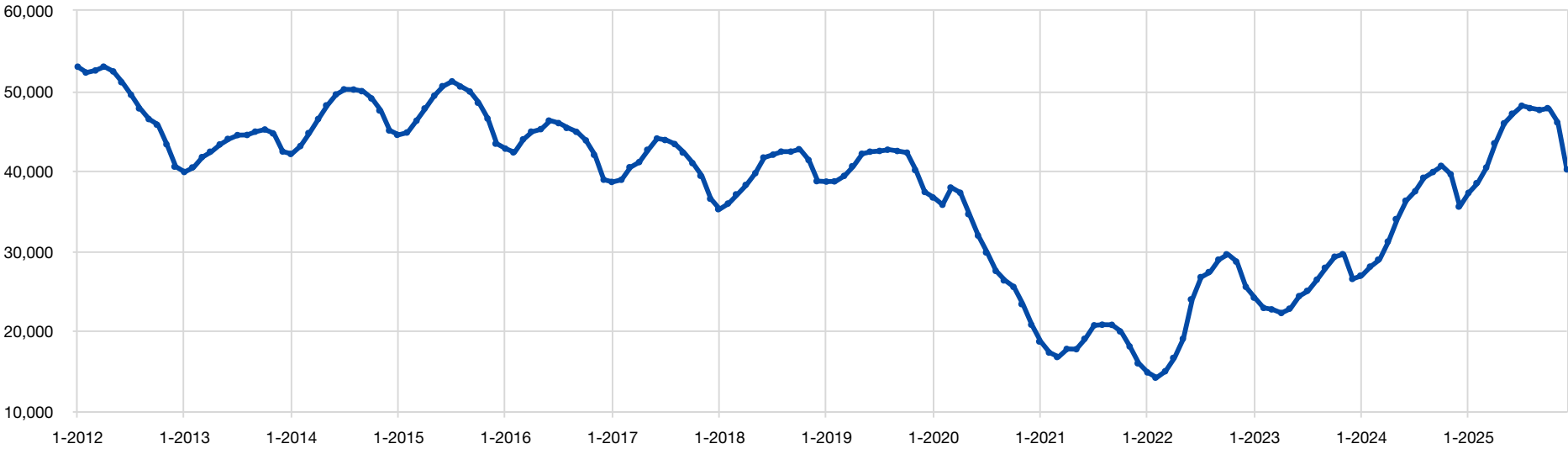


## December



Homes for Sale	Prior Year	Percent Change
January 2025	37,257	26,916 + 38.4%
February 2025	38,471	28,046 + 37.2%
March 2025	40,421	28,913 + 39.8%
April 2025	43,447	31,177 + 39.4%
May 2025	45,949	33,982 + 35.2%
June 2025	47,144	36,278 + 30.0%
July 2025	48,140	37,461 + 28.5%
August 2025	47,839	39,144 + 22.2%
September 2025	47,611	39,859 + 19.4%
October 2025	47,836	40,631 + 17.7%
November 2025	46,063	39,578 + 16.4%
December 2025	40,189	35,544 + 13.1%
12-Month Avg	44,197	34,794 + 27.0%

## Historical Inventory of Homes for Sale by Month

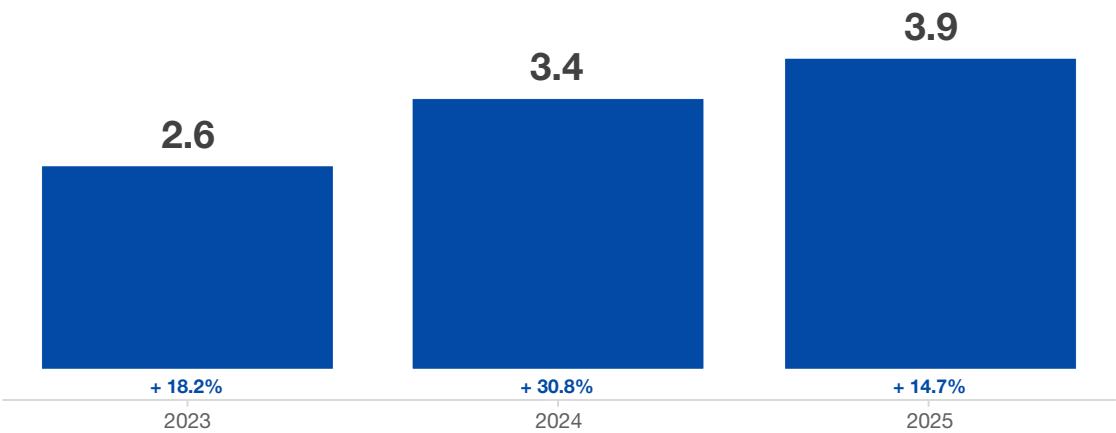


# Months Supply of Inventory

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.



## December



Months Supply		Prior Year	Percent Change
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	4.6	3.9	+ 17.9%
November 2025	4.5	3.8	+ 18.4%
December 2025	3.9	3.4	+ 14.7%
12-Month Avg*	4.3	3.4	+ 27.8%

\* Months Supply for all properties from January 2025 through December 2025. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month

