

Monthly Indicators



March 2026

U.S. existing-home sales unexpectedly rose 1.7% month-over-month to a seasonally adjusted annual rate of 4.09 million, as lower mortgage rates helped boost buyer activity, according to the National Association of REALTORS® (NAR). Monthly sales increased in the Midwest, South, and West but decreased in the Northeast. Sales increased year-over-year in the South, but fell in the Northeast, Midwest, and West.

New Listings in the state of Georgia increased 0.6 percent to 20,269. Pending Sales decreased 5.0 percent to 11,722. Inventory increased 11.1 percent to 44,932.

Median Sales Price were dead even with last year. Days on Market increased 6.9 percent to 62. Months Supply of Inventory increased 12.8 percent to 4.4.

Data from NAR show that inventory continued to grow nationwide, ticking up 2.4% month-over-month and 4.9% year-over-year to 1.29 million units heading into March, representing a 3.8-month supply at the current sales pace. Meanwhile, home prices increased for the 32nd consecutive month, climbing 0.3% year-over-year to \$398,000.

Activity Snapshot

+ 4.1%	0.0%	+ 11.1%
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.



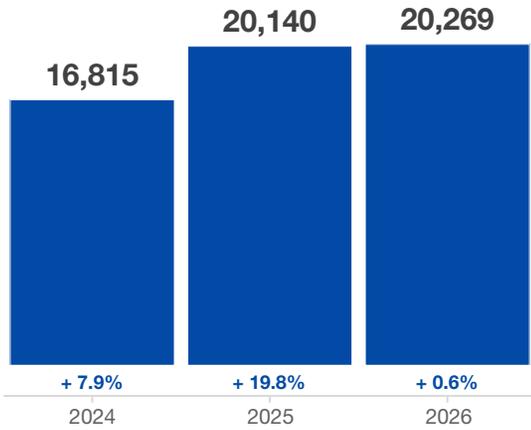
Key Metrics	Historical Sparkbars	3-2025	3-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		20,140	20,269	+ 0.6%	53,013	54,189	+ 2.2%
Pending Sales		12,336	11,722	- 5.0%	31,214	30,960	- 0.8%
Closed Sales		10,364	10,794	+ 4.1%	26,264	26,003	- 1.0%
Days on Market Until Sale		58	62	+ 6.9%	60	65	+ 8.3%
Median Sales Price		\$360,000	\$360,000	0.0%	\$352,500	\$352,000	- 0.1%
Average Sales Price		\$439,334	\$441,996	+ 0.6%	\$433,089	\$438,263	+ 1.2%
Pct. of Orig. Price Received		96.0%	95.6%	- 0.4%	95.7%	95.1%	- 0.6%
Housing Affordability Index		97	99	+ 2.1%	99	102	+ 3.0%
Inventory of Homes for Sale		40,448	44,932	+ 11.1%	—	—	—
Months Supply of Inventory		3.9	4.4	+ 12.8%	—	—	—

New Listings

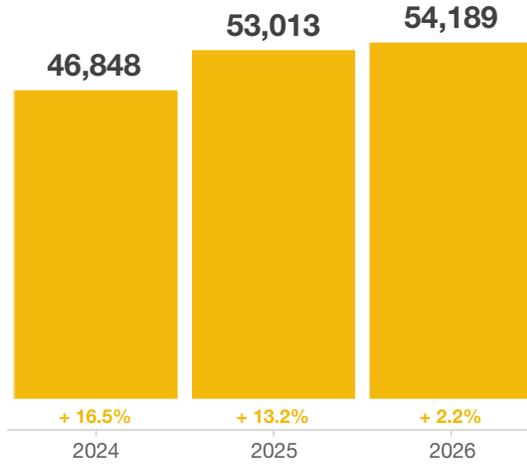
A count of the properties that have been newly listed on the market in a given month.



March



Year to Date



	New Listings	Prior Year	Percent Change
April 2025	20,719	18,581	+ 11.5%
May 2025	21,022	19,073	+ 10.2%
June 2025	19,285	18,261	+ 5.6%
July 2025	19,408	17,524	+ 10.8%
August 2025	17,873	18,340	- 2.5%
September 2025	18,084	16,230	+ 11.4%
October 2025	17,996	17,109	+ 5.2%
November 2025	13,217	13,290	- 0.5%
December 2025	10,755	10,715	+ 0.4%
January 2026	17,605	16,460	+ 7.0%
February 2026	16,315	16,413	- 0.6%
March 2026	20,269	20,140	+ 0.6%
12-Month Avg	17,712	16,845	+ 5.1%

Historical New Listings by Month

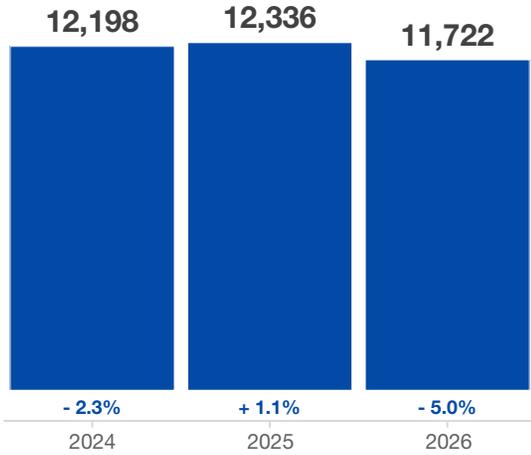


Pending Sales

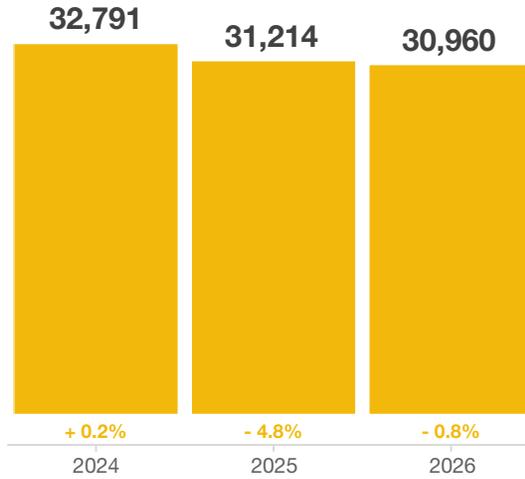
A count of the properties on which offers have been accepted in a given month.



March

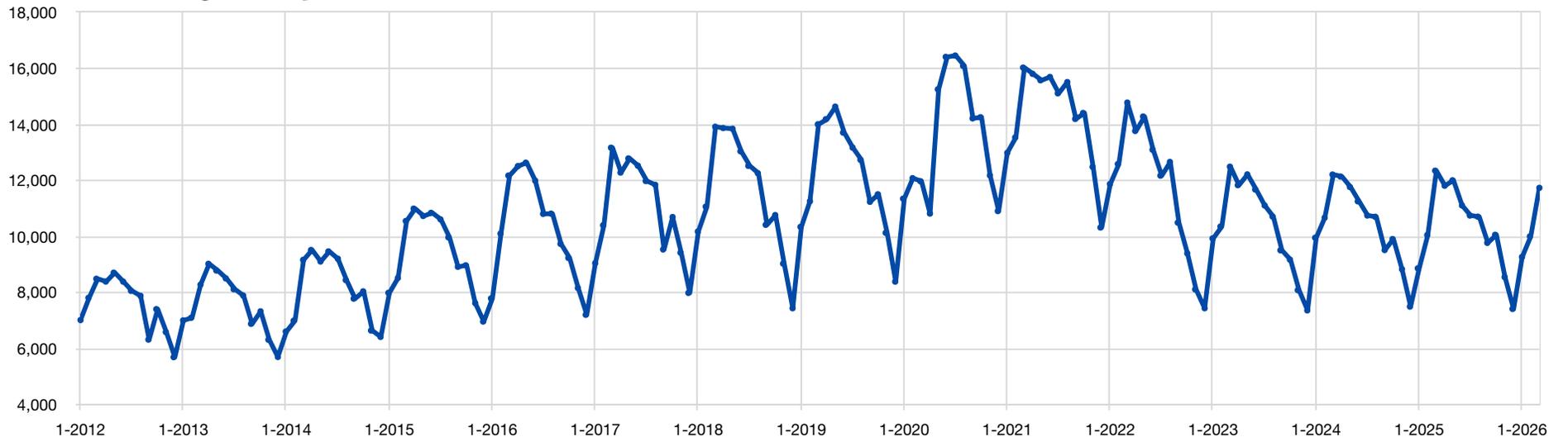


Year to Date



	Pending Sales	Prior Year	Percent Change
April 2025	11,799	12,128	- 2.7%
May 2025	11,992	11,752	+ 2.0%
June 2025	11,094	11,241	- 1.3%
July 2025	10,733	10,734	- 0.0%
August 2025	10,692	10,689	+ 0.0%
September 2025	9,757	9,499	+ 2.7%
October 2025	10,044	9,891	+ 1.5%
November 2025	8,531	8,812	- 3.2%
December 2025	7,391	7,475	- 1.1%
January 2026	9,250	8,844	+ 4.6%
February 2026	9,988	10,034	- 0.5%
March 2026	11,722	12,336	- 5.0%
12-Month Avg	10,249	10,286	- 0.4%

Historical Pending Sales by Month

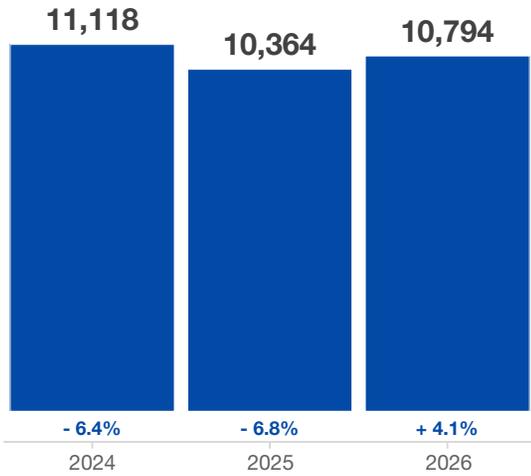


Closed Sales

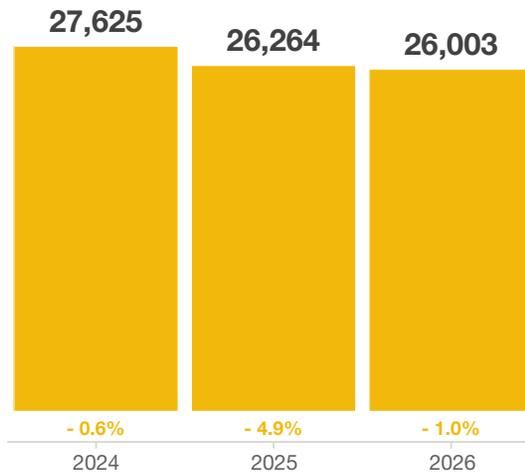
A count of the actual sales that closed in a given month.



March



Year to Date



	Closed Sales	Prior Year	Percent Change
April 2025	11,426	11,597	-1.5%
May 2025	12,157	12,772	-4.8%
June 2025	12,431	11,128	+11.7%
July 2025	11,352	11,790	-3.7%
August 2025	10,677	11,009	-3.0%
September 2025	10,374	9,849	+5.3%
October 2025	10,279	10,125	+1.5%
November 2025	8,343	9,023	-7.5%
December 2025	10,329	9,907	+4.3%
January 2026	6,796	7,416	-8.4%
February 2026	8,413	8,484	-0.8%
March 2026	10,794	10,364	+4.1%
12-Month Avg	10,281	10,289	-0.1%

Historical Closed Sales by Month

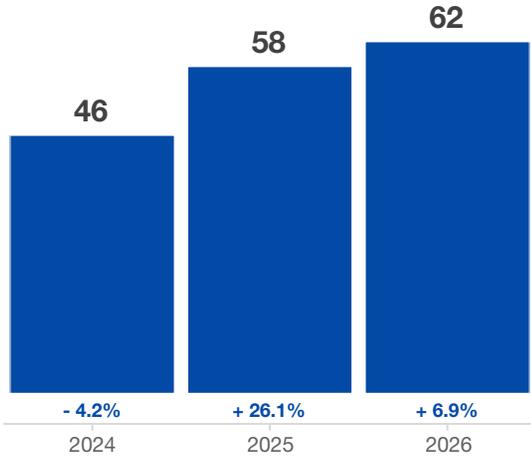


Days on Market Until Sale

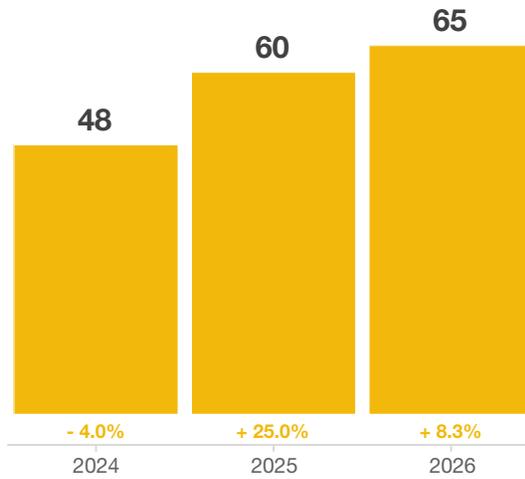
Average number of days between when a property is listed and when an offer is accepted in a given month.



March



Year to Date



Days on Market	Prior Year	Percent Change	
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%
January 2026	67	63	+ 6.3%
February 2026	68	61	+ 11.5%
March 2026	62	58	+ 6.9%
12-Month Avg*	57	48	+ 17.2%

* Days on Market for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

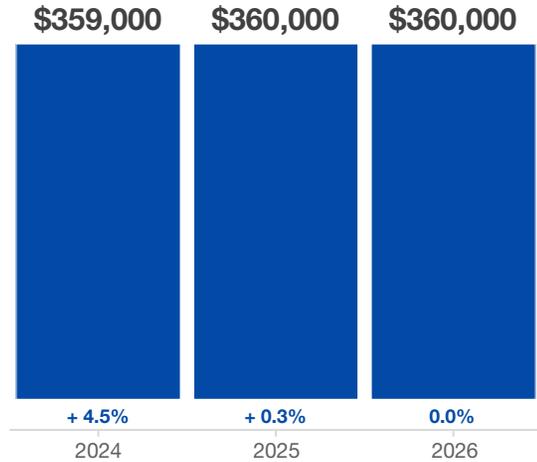


Median Sales Price

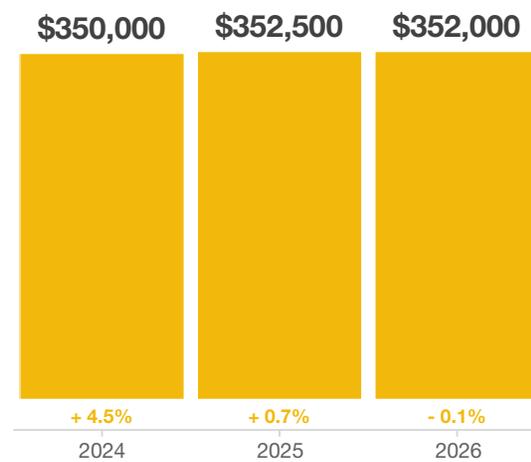
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



March



Year to Date



	Median Sales Price	Prior Year	Percent Change
April 2025	\$362,000	\$365,000	- 0.8%
May 2025	\$365,620	\$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	\$356,990	\$358,000	- 0.3%
December 2025	\$355,000	\$359,678	- 1.3%
January 2026	\$345,000	\$349,990	- 1.4%
February 2026	\$350,000	\$350,000	0.0%
March 2026	\$360,000	\$360,000	0.0%
12-Month Avg*	\$360,000	\$360,825	- 0.2%

* Median Sales Price for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

Historical Median Sales Price by Month

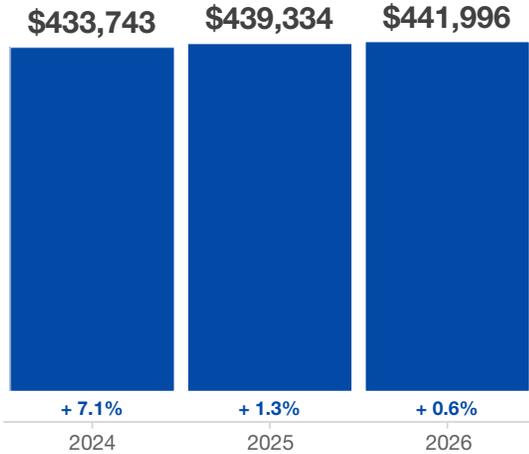


Average Sales Price

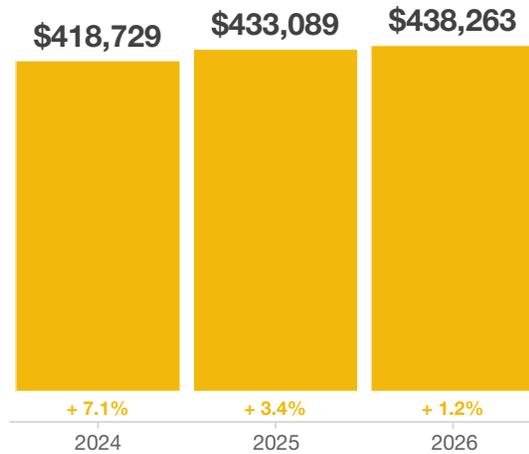
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
April 2025	\$452,344	\$444,316	+ 1.8%
May 2025	\$453,808	\$450,331	+ 0.8%
June 2025	\$466,766	\$462,428	+ 0.9%
July 2025	\$450,812	\$447,115	+ 0.8%
August 2025	\$448,605	\$437,891	+ 2.4%
September 2025	\$447,443	\$444,317	+ 0.7%
October 2025	\$450,301	\$443,191	+ 1.6%
November 2025	\$448,947	\$440,028	+ 2.0%
December 2025	\$450,463	\$440,435	+ 2.3%
January 2026	\$428,363	\$427,639	+ 0.2%
February 2026	\$441,470	\$430,226	+ 2.6%
March 2026	\$441,996	\$439,334	+ 0.6%
12-Month Avg*	\$449,539	\$443,162	+ 1.4%

* Avg. Sales Price for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

Historical Average Sales Price by Month

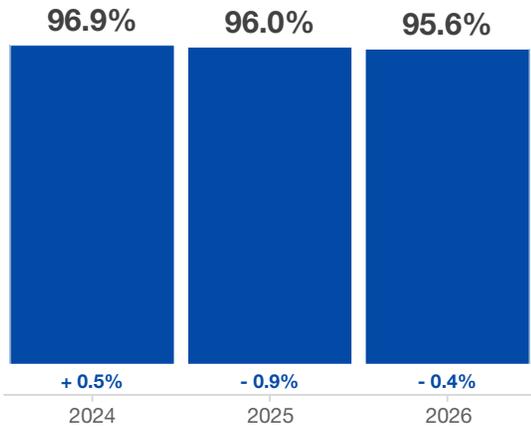


Percent of Original List Price Received

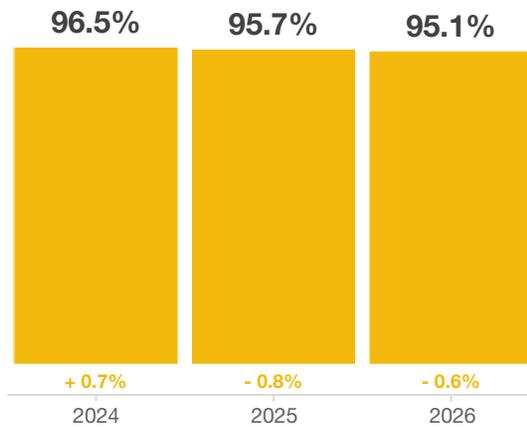
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



March



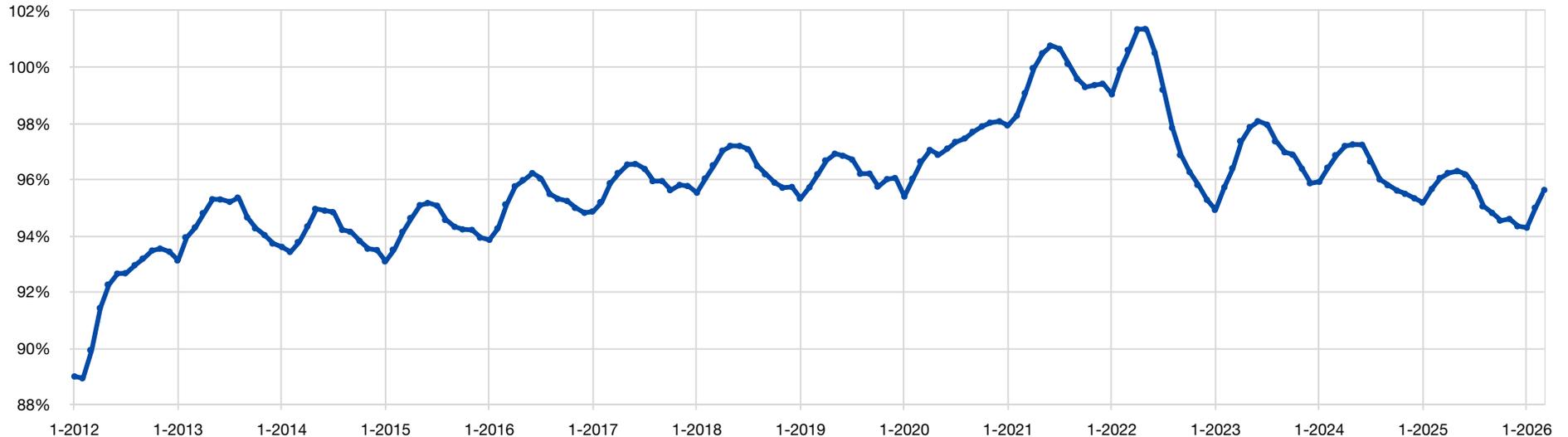
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
January 2026	94.3%	95.2%	- 0.9%
February 2026	95.0%	95.7%	- 0.7%
March 2026	95.6%	96.0%	- 0.4%
12-Month Avg*	95.3%	96.2%	- 0.9%

* Pct. of Orig. Price Received for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

Historical Percent of Original List Price Received by Month

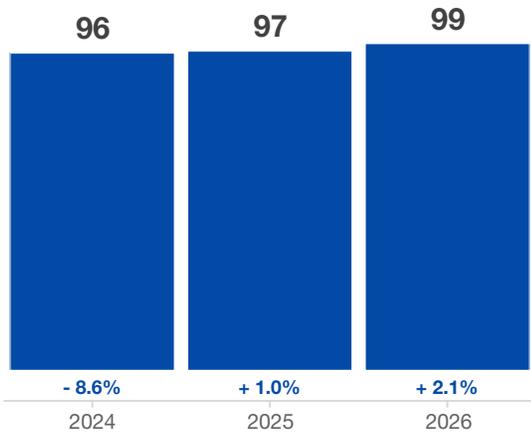


Housing Affordability Index

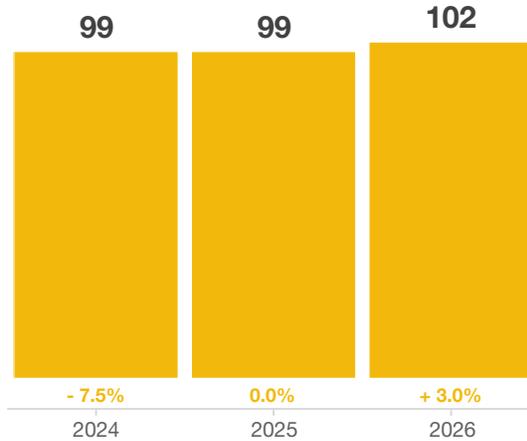
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



March



Year to Date



	Affordability Index	Prior Year	Percent Change
April 2025	95	92	+ 3.3%
May 2025	94	91	+ 3.3%
June 2025	92	93	- 1.1%
July 2025	95	94	+ 1.1%
August 2025	97	100	- 3.0%
September 2025	102	101	+ 1.0%
October 2025	102	98	+ 4.1%
November 2025	102	96	+ 6.3%
December 2025	103	96	+ 7.3%
January 2026	106	97	+ 9.3%
February 2026	106	99	+ 7.1%
March 2026	99	97	+ 2.1%
12-Month Avg	99	96	+ 3.1%

Historical Housing Affordability Index by Month

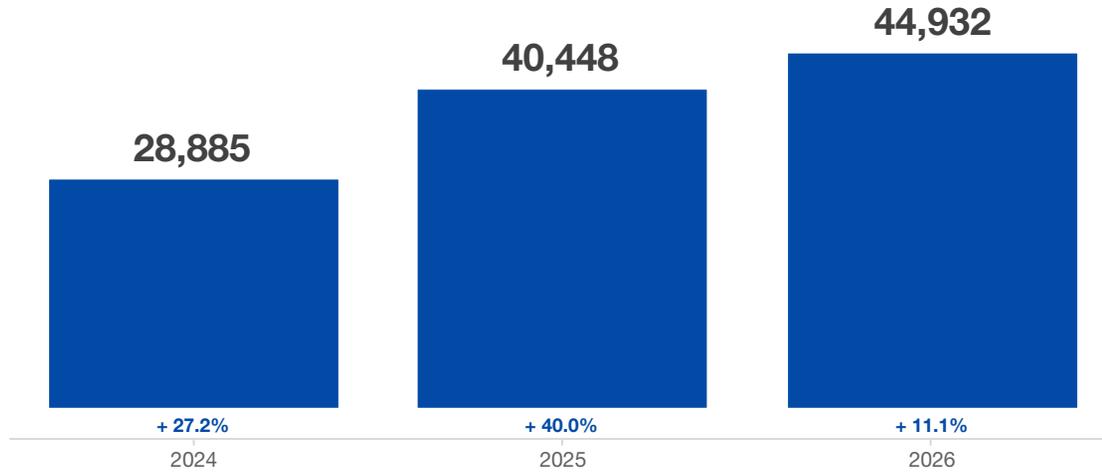


Inventory of Homes for Sale

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



March



	Homes for Sale	Prior Year	Percent Change
April 2025	43,475	31,141	+ 39.6%
May 2025	45,978	33,914	+ 35.6%
June 2025	47,185	36,183	+ 30.4%
July 2025	48,173	37,382	+ 28.9%
August 2025	47,868	39,099	+ 22.4%
September 2025	47,647	39,872	+ 19.5%
October 2025	47,895	40,645	+ 17.8%
November 2025	46,194	39,595	+ 16.7%
December 2025	40,275	35,564	+ 13.2%
January 2026	41,856	37,282	+ 12.3%
February 2026	42,710	38,490	+ 11.0%
March 2026	44,932	40,448	+ 11.1%
12-Month Avg	45,349	37,468	+ 21.0%

Historical Inventory of Homes for Sale by Month

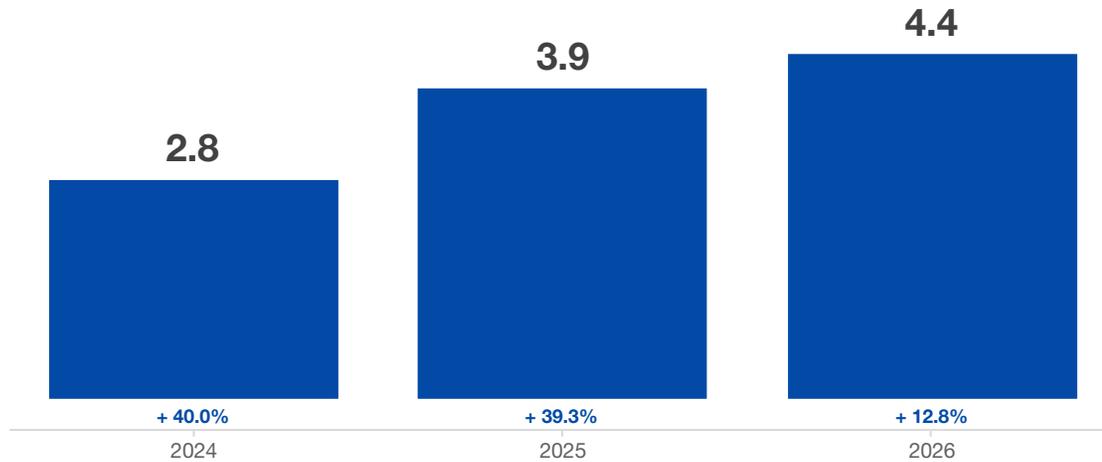


Months Supply of Inventory

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.



March



	Months Supply	Prior Year	Percent Change
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%
January 2026	4.1	3.6	+ 13.9%
February 2026	4.1	3.7	+ 10.8%
March 2026	4.4	3.9	+ 12.8%
12-Month Avg*	4.4	3.6	+ 21.6%

* Months Supply for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month

