

Monthly Indicators



January 2025

U.S. existing-home sales advanced for the third straight month, climbing 2.2% to a seasonally adjusted annual rate of 4.24 million units, a 10-month high, according to the National Association of REALTORS® (NAR). Sales were up 9.3% year-over-year, driven largely by purchases of homes priced \$500,000 and above. Month-over-month, sales rose in the South, Northeast, and the West but fell in the Midwest, with all four regions reporting year-over-year gains.

New Listings in the Central Mississippi REALTORS® service area increased 17.9 percent to 587. Pending Sales increased 1.4 percent to 490. Inventory increased 19.3 percent to 1,766.

Median Sales Price increased 10.2 percent from \$220,000 to \$242,500. Days on Market increased 9.1 percent to 72. Months Supply of Inventory increased 21.9 percent to 3.9.

According to NAR, total housing inventory was 1.15 million units heading into January, a 13.5% decrease from the previous month but a 16.2% increase from the same period one year earlier, for a 3.3-month supply at the current sales pace. Housing supply remains down compared to pre-pandemic levels, and the limited number of homes on the market continues to push sales prices higher nationwide, with the median existing-home price rising 6% year-over-year to \$404,400.

Quick Facts

- 11.5%

Change in
Closed Sales

+ 10.2%

Change in
Median Sales Price

+ 19.3%

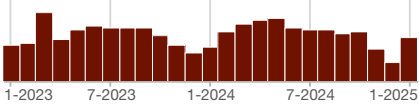

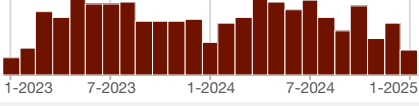
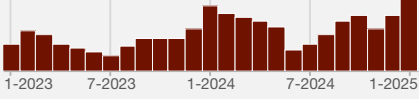




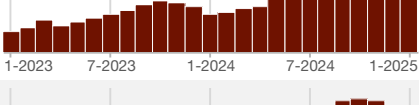

Change in
Homes for Sale

This report covers residential real estate activity in Attala, Copiah, Hinds, Holmes, Leake, LeFlore, Madison, Rankin, Scott, Simpson, and Yazoo counties. Percent changes are calculated using rounded figures.

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| Inventory of Homes for Sale | 11 |
| Months Supply of Inventory | 12 |

All Residential Properties

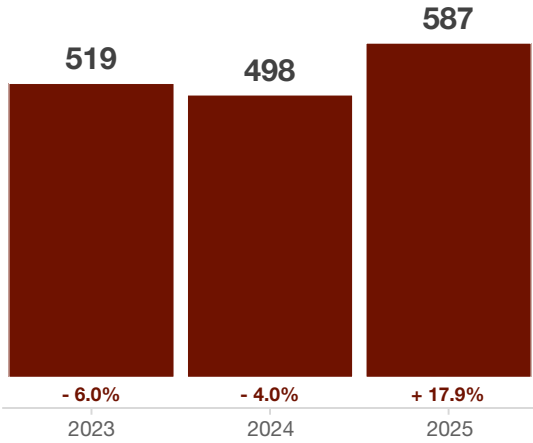
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

| Key Metrics | Historical Sparkbars | 1-2024 | 1-2025 | % Change | YTD 2024 | YTD 2025 | % Change |
|---------------------------------------|-------------------------------------------------------------------------------------|-----------|------------------|----------|-----------|------------------|----------|
| New Listings |  | 498 | 587 | + 17.9% | 498 | 587 | + 17.9% |
| Pending Sales |  | 483 | 490 | + 1.4% | 483 | 490 | + 1.4% |
| Closed Sales |  | 347 | 307 | - 11.5% | 347 | 307 | - 11.5% |
| Days on Market Until Sale |  | 66 | 72 | + 9.1% | 66 | 72 | + 9.1% |
| Median Sales Price |  | \$220,000 | \$242,500 | + 10.2% | \$220,000 | \$242,500 | + 10.2% |
| Average Sales Price |  | \$245,613 | \$263,050 | + 7.1% | \$245,613 | \$263,050 | + 7.1% |
| Percent of List Price Received |  | 96.2% | 95.7% | - 0.5% | 96.2% | 95.7% | - 0.5% |
| Housing Affordability Index |  | 117 | 104 | - 11.1% | 117 | 104 | - 11.1% |
| Inventory of Homes for Sale |  | 1,480 | 1,766 | + 19.3% | — | — | — |
| Months Supply of Inventory |  | 3.2 | 3.9 | + 21.9% | — | — | — |

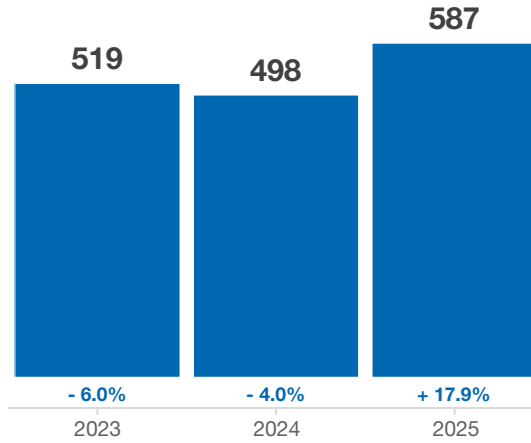
New Listings

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

January

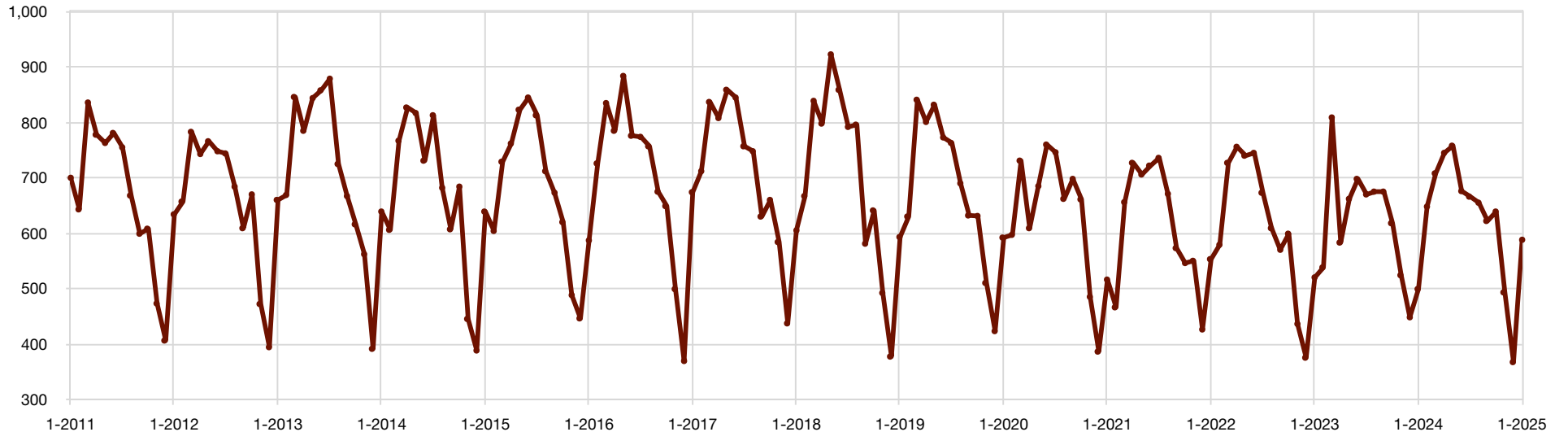


Year to Date



| | New Listings | Prior Year | Year-Over-Year Change |
|-----------------|--------------|------------|-----------------------|
| Feb-2024 | 647 | 537 | + 20.5% |
| Mar-2024 | 707 | 808 | - 12.5% |
| Apr-2024 | 744 | 582 | + 27.8% |
| May-2024 | 757 | 661 | + 14.5% |
| Jun-2024 | 675 | 697 | - 3.2% |
| Jul-2024 | 665 | 669 | - 0.6% |
| Aug-2024 | 654 | 674 | - 3.0% |
| Sep-2024 | 621 | 674 | - 7.9% |
| Oct-2024 | 638 | 617 | + 3.4% |
| Nov-2024 | 492 | 523 | - 5.9% |
| Dec-2024 | 366 | 447 | - 18.1% |
| Jan-2025 | 587 | 498 | + 17.9% |
| 12-Month Avg | 629 | 616 | + 2.1% |

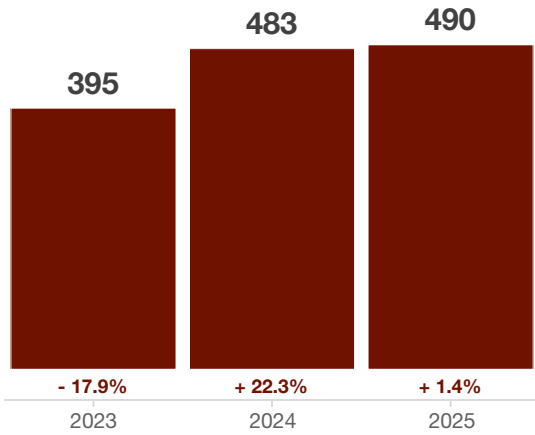
Historical New Listings by Month



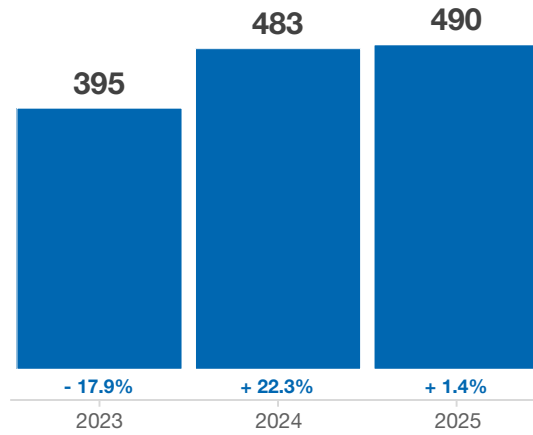
Pending Sales

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

January

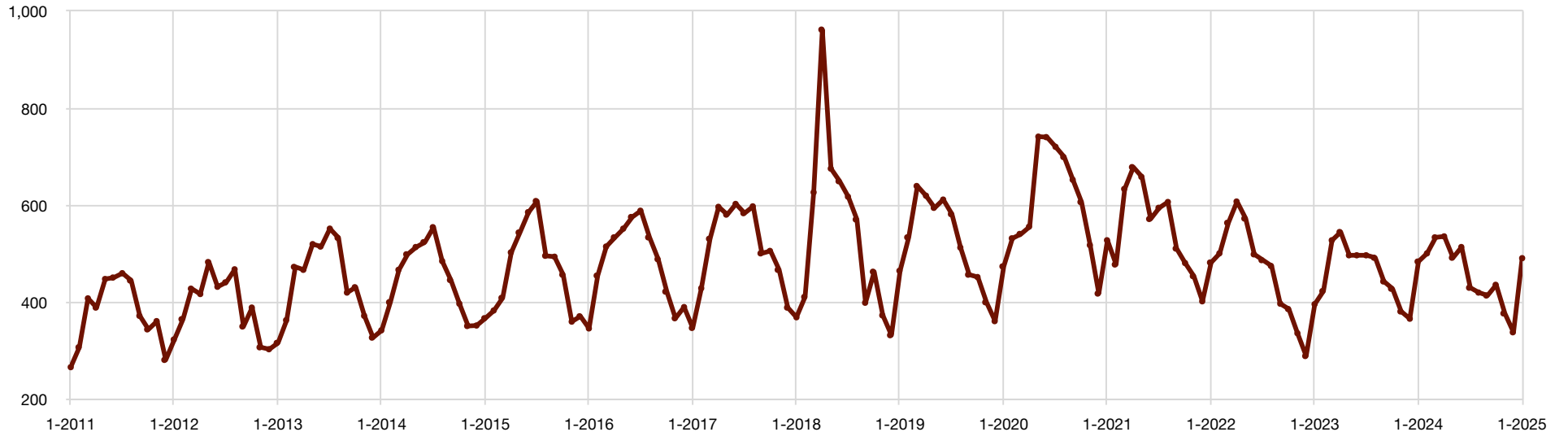


Year to Date



| | Pending Sales | Prior Year | Year-Over-Year Change |
|-----------------|---------------|------------|-----------------------|
| Feb-2024 | 500 | 422 | + 18.5% |
| Mar-2024 | 533 | 527 | + 1.1% |
| Apr-2024 | 535 | 544 | - 1.7% |
| May-2024 | 491 | 496 | - 1.0% |
| Jun-2024 | 513 | 496 | + 3.4% |
| Jul-2024 | 429 | 496 | - 13.5% |
| Aug-2024 | 419 | 491 | - 14.7% |
| Sep-2024 | 413 | 442 | - 6.6% |
| Oct-2024 | 435 | 427 | + 1.9% |
| Nov-2024 | 376 | 380 | - 1.1% |
| Dec-2024 | 337 | 365 | - 7.7% |
| Jan-2025 | 490 | 483 | + 1.4% |
| 12-Month Avg | 456 | 464 | - 1.7% |

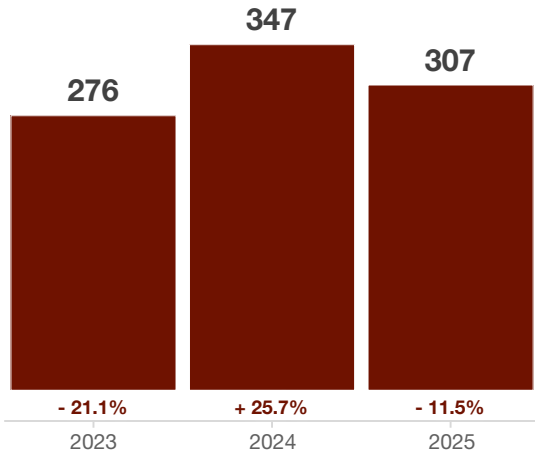
Historical Pending Sales by Month



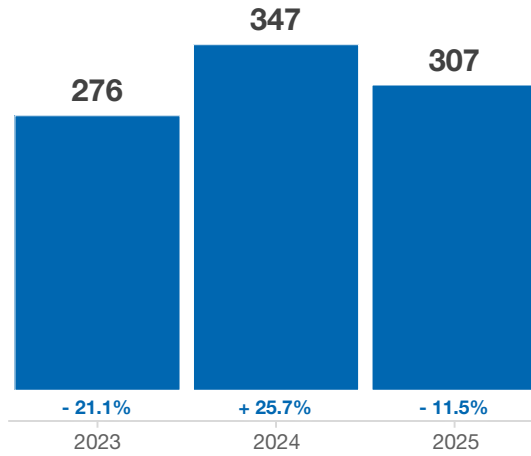
Closed Sales

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

January

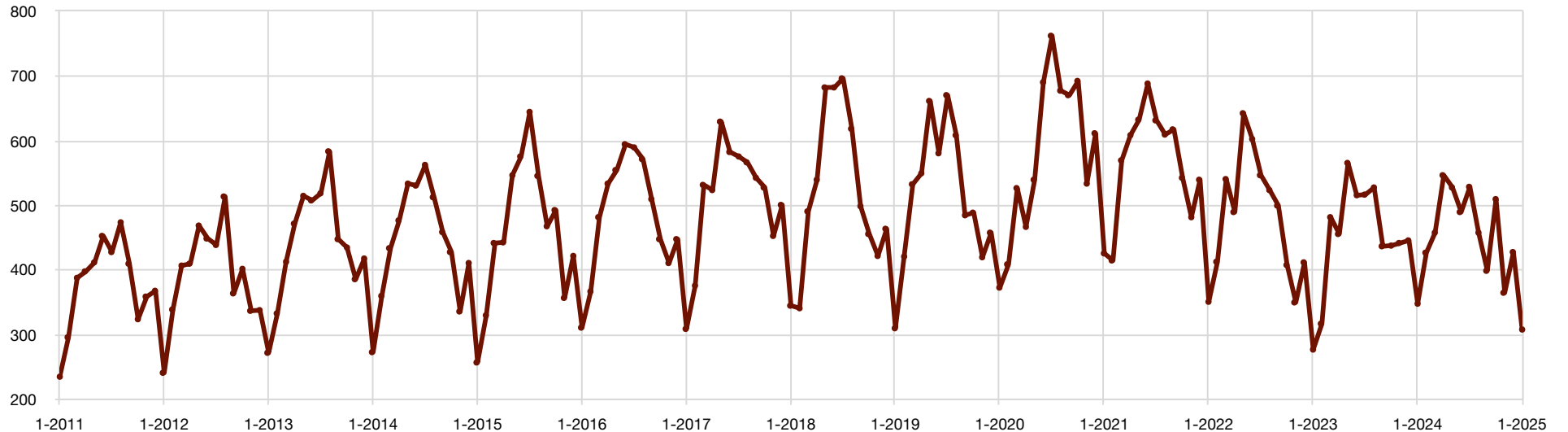


Year to Date



| Closed Sales | Prior Year | Year-Over-Year Change |
|-----------------|------------|-----------------------|
| Feb-2024 | 316 | + 34.8% |
| Mar-2024 | 481 | - 5.0% |
| Apr-2024 | 455 | + 20.0% |
| May-2024 | 565 | - 6.7% |
| Jun-2024 | 515 | - 5.0% |
| Jul-2024 | 516 | + 2.3% |
| Aug-2024 | 527 | - 13.3% |
| Sep-2024 | 436 | - 8.7% |
| Oct-2024 | 437 | + 16.5% |
| Nov-2024 | 441 | - 17.5% |
| Dec-2024 | 445 | - 4.0% |
| Jan-2025 | 307 | - 11.5% |
| 12-Month Avg | 453 | - 0.9% |

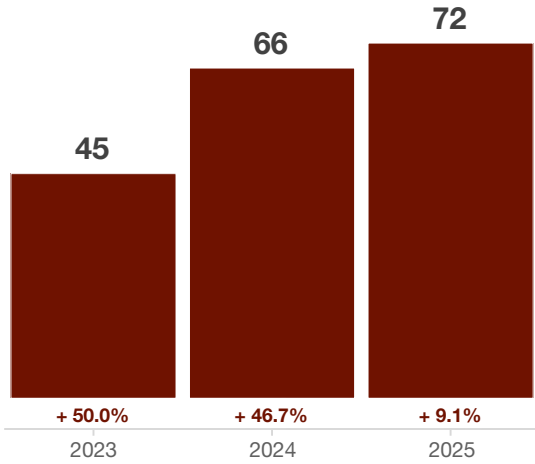
Historical Closed Sales by Month



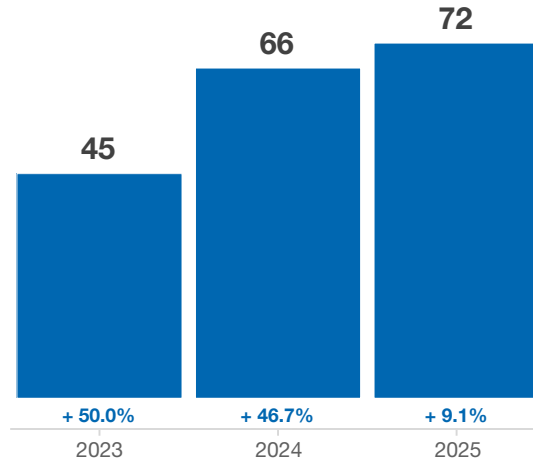
Days on Market Until Sale

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

January



Year to Date



| Days on Market | Prior Year | Year-Over-Year Change | |
|-----------------|------------|-----------------------|---------------|
| Feb-2024 | 62 | 53 | + 17.0% |
| Mar-2024 | 60 | 50 | + 20.0% |
| Apr-2024 | 57 | 44 | + 29.5% |
| May-2024 | 54 | 43 | + 25.6% |
| Jun-2024 | 42 | 40 | + 5.0% |
| Jul-2024 | 45 | 39 | + 15.4% |
| Aug-2024 | 50 | 44 | + 13.6% |
| Sep-2024 | 57 | 48 | + 18.8% |
| Oct-2024 | 61 | 48 | + 27.1% |
| Nov-2024 | 54 | 48 | + 12.5% |
| Dec-2024 | 61 | 54 | + 13.0% |
| Jan-2025 | 72 | 66 | + 9.1% |
| 12-Month Avg* | 56 | 47 | + 17.3% |

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

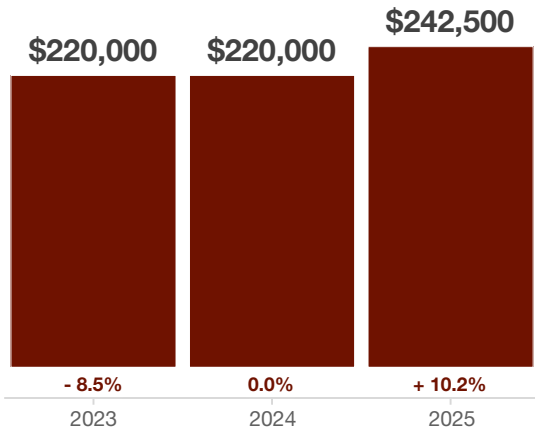
Historical Days on Market Until Sale by Month



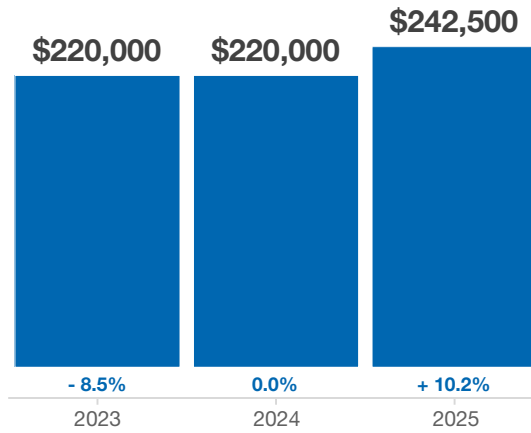
Median Sales Price

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

January



Year to Date



| | Median Sales Price | Prior Year | Year-Over-Year Change |
|-----------------|--------------------|------------------|-----------------------|
| Feb-2024 | \$250,000 | \$251,000 | - 0.4% |
| Mar-2024 | \$246,278 | \$245,000 | + 0.5% |
| Apr-2024 | \$239,500 | \$252,000 | - 5.0% |
| May-2024 | \$259,000 | \$255,000 | + 1.6% |
| Jun-2024 | \$264,500 | \$259,000 | + 2.1% |
| Jul-2024 | \$265,000 | \$255,000 | + 3.9% |
| Aug-2024 | \$254,900 | \$250,000 | + 2.0% |
| Sep-2024 | \$268,150 | \$245,500 | + 9.2% |
| Oct-2024 | \$256,000 | \$236,000 | + 8.5% |
| Nov-2024 | \$269,900 | \$210,000 | + 28.5% |
| Dec-2024 | \$274,500 | \$199,000 | + 37.9% |
| Jan-2025 | \$242,500 | \$220,000 | + 10.2% |
| 12-Month Avg* | \$257,900 | \$244,900 | + 5.3% |

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

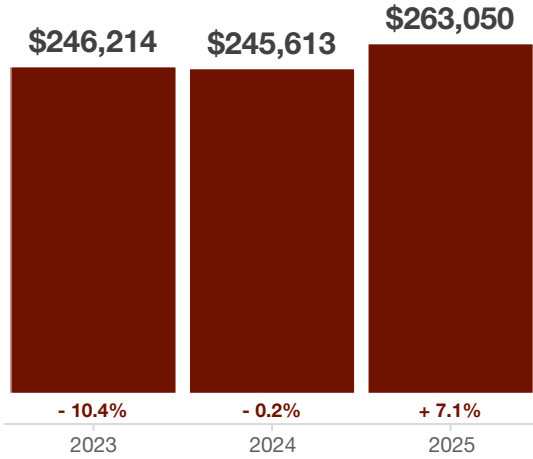
Historical Median Sales Price by Month



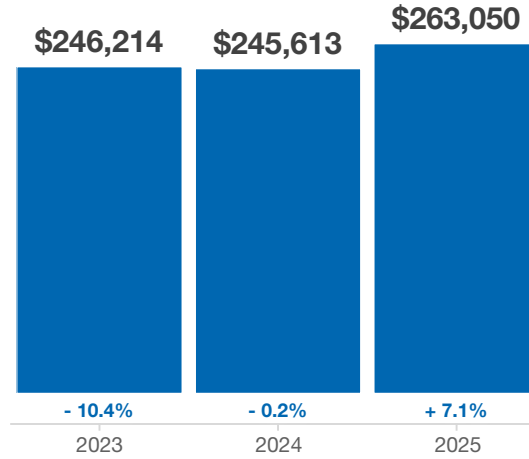
Average Sales Price

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

January



Year to Date



| | Avg. Sales Price | Prior Year | Year-Over-Year Change |
|-----------------|------------------|------------------|-----------------------|
| Feb-2024 | \$264,629 | \$291,655 | - 9.3% |
| Mar-2024 | \$267,012 | \$283,830 | - 5.9% |
| Apr-2024 | \$266,041 | \$271,557 | - 2.0% |
| May-2024 | \$284,472 | \$290,099 | - 1.9% |
| Jun-2024 | \$282,400 | \$279,876 | + 0.9% |
| Jul-2024 | \$291,465 | \$273,037 | + 6.7% |
| Aug-2024 | \$280,788 | \$269,263 | + 4.3% |
| Sep-2024 | \$293,408 | \$270,210 | + 8.6% |
| Oct-2024 | \$278,791 | \$262,940 | + 6.0% |
| Nov-2024 | \$297,373 | \$233,893 | + 27.1% |
| Dec-2024 | \$304,533 | \$222,313 | + 37.0% |
| Jan-2025 | \$263,050 | \$245,613 | + 7.1% |
| 12-Month Avg* | \$281,148 | \$266,937 | + 5.3% |

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

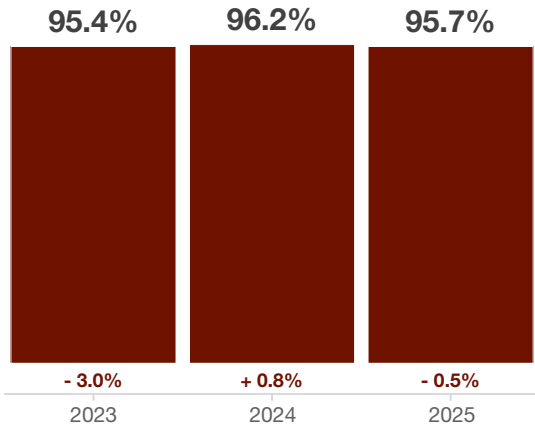
Historical Average Sales Price by Month



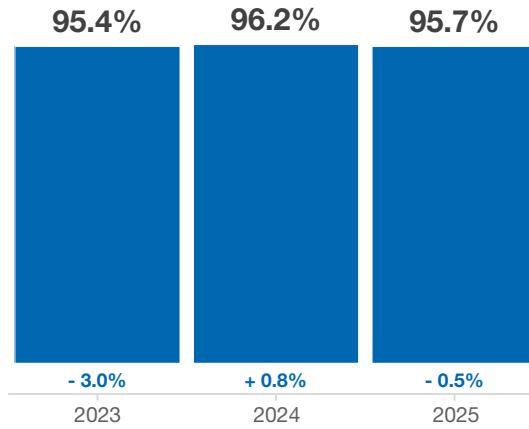
Percent of List Price Received

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.

January



Year to Date



| | Pct. of List Price Received | Prior Year | Year-Over-Year Change |
|-----------------|-----------------------------|--------------|-----------------------|
| Feb-2024 | 96.1% | 97.1% | - 1.0% |
| Mar-2024 | 96.4% | 97.1% | - 0.7% |
| Apr-2024 | 96.9% | 96.7% | + 0.2% |
| May-2024 | 96.8% | 97.2% | - 0.4% |
| Jun-2024 | 97.1% | 96.9% | + 0.2% |
| Jul-2024 | 96.9% | 97.3% | - 0.4% |
| Aug-2024 | 96.8% | 97.3% | - 0.5% |
| Sep-2024 | 97.3% | 96.2% | + 1.1% |
| Oct-2024 | 96.2% | 95.5% | + 0.7% |
| Nov-2024 | 97.2% | 95.3% | + 2.0% |
| Dec-2024 | 96.8% | 96.6% | + 0.2% |
| Jan-2025 | 95.7% | 96.2% | - 0.5% |
| 12-Month Avg* | 96.7% | 96.7% | + 0.1% |

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

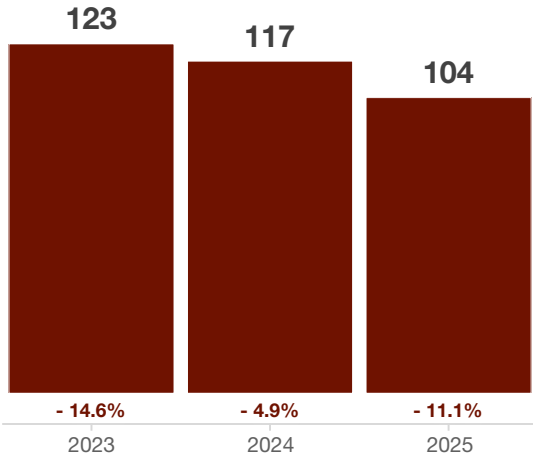
Historical Percent of List Price Received by Month



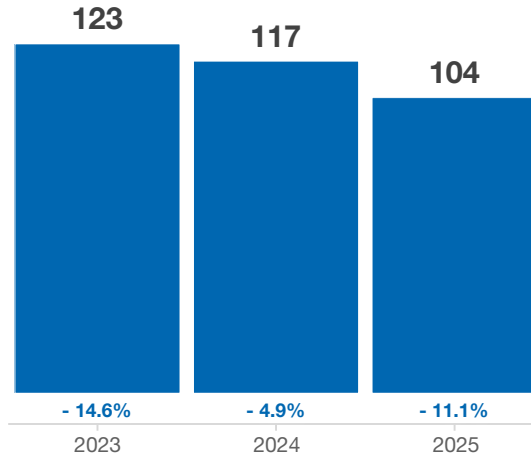
Housing Affordability Index

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.

January

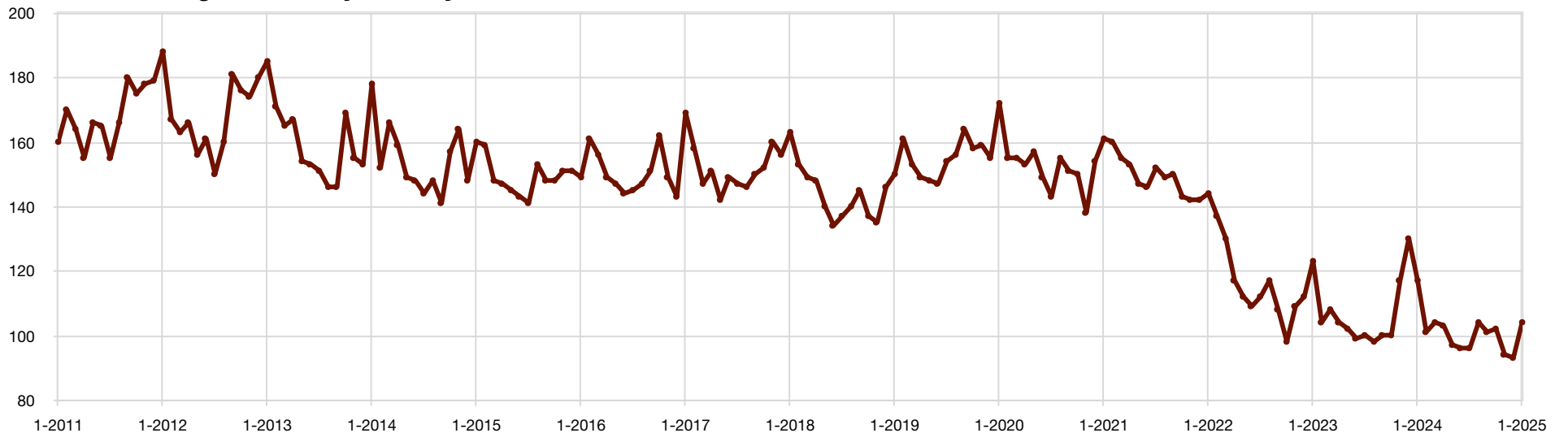


Year to Date



| | Affordability Index | Prior Year | Year-Over-Year Change |
|-----------------|---------------------|------------|-----------------------|
| Feb-2024 | 101 | 104 | -2.9% |
| Mar-2024 | 104 | 108 | -3.7% |
| Apr-2024 | 103 | 104 | -1.0% |
| May-2024 | 97 | 102 | -4.9% |
| Jun-2024 | 96 | 99 | -3.0% |
| Jul-2024 | 96 | 100 | -4.0% |
| Aug-2024 | 104 | 98 | +6.1% |
| Sep-2024 | 101 | 100 | +1.0% |
| Oct-2024 | 102 | 100 | +2.0% |
| Nov-2024 | 94 | 117 | -19.7% |
| Dec-2024 | 93 | 130 | -28.5% |
| Jan-2025 | 104 | 117 | -11.1% |
| 12-Month Avg | 100 | 107 | -6.5% |

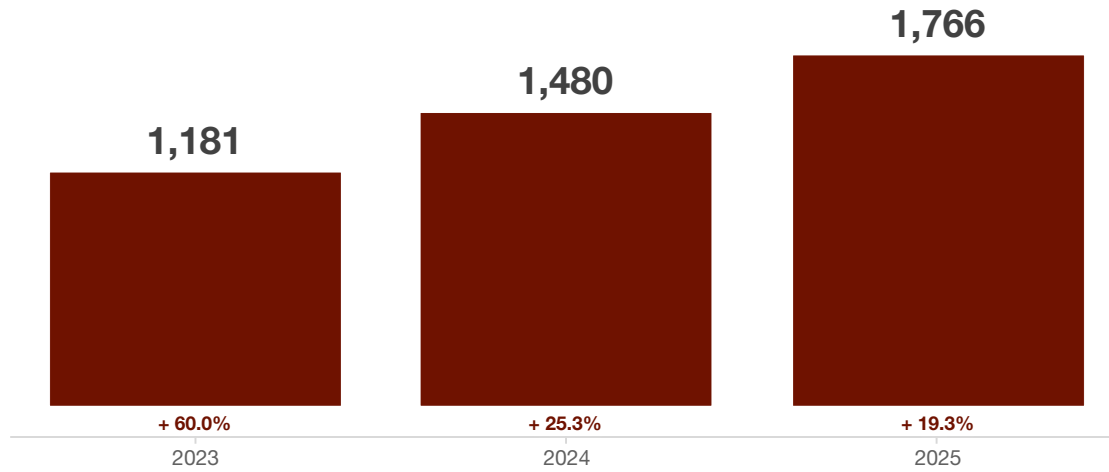
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

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

January



| | Homes for Sale | Prior Year | Year-Over-Year Change |
|-----------------|----------------|--------------|-----------------------|
| Feb-2024 | 1,523 | 1,230 | + 23.8% |
| Mar-2024 | 1,589 | 1,368 | + 16.2% |
| Apr-2024 | 1,629 | 1,287 | + 26.6% |
| May-2024 | 1,756 | 1,333 | + 31.7% |
| Jun-2024 | 1,777 | 1,429 | + 24.4% |
| Jul-2024 | 1,870 | 1,470 | + 27.2% |
| Aug-2024 | 1,897 | 1,533 | + 23.7% |
| Sep-2024 | 1,964 | 1,645 | + 19.4% |
| Oct-2024 | 1,997 | 1,704 | + 17.2% |
| Nov-2024 | 1,966 | 1,693 | + 16.1% |
| Dec-2024 | 1,819 | 1,606 | + 13.3% |
| Jan-2025 | 1,766 | 1,480 | + 19.3% |
| 12-Month Avg | 1,796 | 1,482 | + 21.2% |

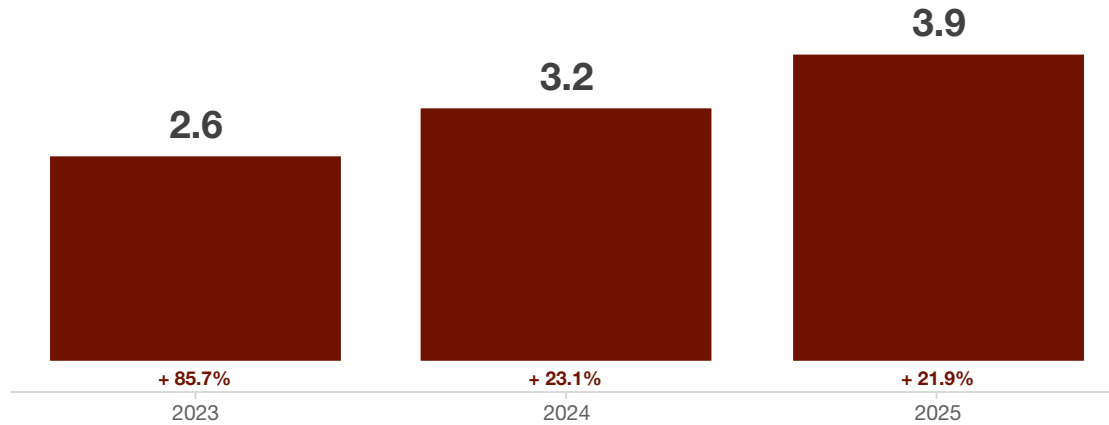
Historical Inventory of Homes for Sale by Month



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.

January



| Months Supply | Prior Year | Year-Over-Year Change | |
|-----------------|------------|-----------------------|----------------|
| Feb-2024 | 3.2 | 2.7 | + 18.5% |
| Mar-2024 | 3.4 | 3.0 | + 13.3% |
| Apr-2024 | 3.5 | 2.9 | + 20.7% |
| May-2024 | 3.7 | 3.0 | + 23.3% |
| Jun-2024 | 3.8 | 3.3 | + 15.2% |
| Jul-2024 | 4.0 | 3.4 | + 17.6% |
| Aug-2024 | 4.1 | 3.5 | + 17.1% |
| Sep-2024 | 4.3 | 3.7 | + 16.2% |
| Oct-2024 | 4.4 | 3.8 | + 15.8% |
| Nov-2024 | 4.3 | 3.8 | + 13.2% |
| Dec-2024 | 4.0 | 3.5 | + 14.3% |
| Jan-2025 | 3.9 | 3.2 | + 21.9% |
| 12-Month Avg* | 3.9 | 3.3 | + 16.8% |

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

Historical Months Supply of Inventory by Month

