

Monthly Indicators

Entire ValleyMLS.com Service Area



March 2025

U.S. existing-home sales rebounded from the previous month, rising 4.2% to a seasonally adjusted annual rate of 4.26 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast sales would fall to a rate of 3.95 million for the month. Purchase activity increased in the South and the West but decreased in the Northeast, while sales in the Midwest remained unchanged from one month earlier.

New Listings increased 15.5 percent for Single Family homes and 9.3 percent for Townhouse/Condo homes. Pending Sales increased 2.6 percent for Single Family homes and 12.7 percent for Townhouse/Condo homes. Inventory increased 27.1 percent for Single Family homes and 28.2 percent for Townhouse/Condo homes.

Median Sales Price remained flat at \$305,000 for Single Family homes but decreased 4.3 percent to \$229,500 for Townhouse/Condo properties. Days on Market increased 34.0 percent for Single Family homes and 115.0 percent for Townhouse/Condo homes. Months Supply of Inventory increased 21.9 percent for Single Family homes but remained flat for Townhouse/Condo homes.

Heading into March there were 1.24 million properties for sale, a 5.1% increase from the previous month and a 17% jump from one year ago, for a 3.5-month supply at the current sales pace, according to NAR. While mortgage rates have remained in the mid-to-high 6% range, the additional supply appears to have helped bring some buyers out of the woodwork, even as sales prices continue to rise nationwide.

Quick Facts

+ 5.1%	- 1.5%	+ 27.2%
Change in Closed Sales All Properties	Change in Median Sales Price All Properties	Change in Homes for Sale All Properties

A research tool provided by ValleyMLS.com covering the Alabama counties of Cherokee, DeKalb, Etowah, Jackson, Lawrence, Limestone, Madison, Marshall and Morgan. Percent changes are calculated using rounded figures.

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Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Single Family properties only, which includes Patio Homes.



Key Metrics	Historical Sparkbars	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		1,397	1,614	+ 15.5%	3,706	4,147	+ 11.9%
Pending Sales		1,213	1,244	+ 2.6%	3,145	3,194	+ 1.6%
Closed Sales		974	1,006	+ 3.3%	2,533	2,577	+ 1.7%
Days on Market Until Sale		47	63	+ 34.0%	47	65	+ 38.3%
Median Sales Price		\$305,000	\$305,000	0.0%	\$305,000	\$305,000	0.0%
Average Sales Price		\$340,502	\$353,863	+ 3.9%	\$341,056	\$349,484	+ 2.5%
Percent of List Price Received		98.2%	98.1%	- 0.1%	98.1%	97.8%	- 0.3%
Housing Affordability Index		95	96	+ 1.1%	95	96	+ 1.1%
Inventory of Homes for Sale		3,175	4,035	+ 27.1%	—	—	—
Months Supply of Inventory		3.2	3.9	+ 21.9%	—	—	—

Townhouse/Condo Market Overview

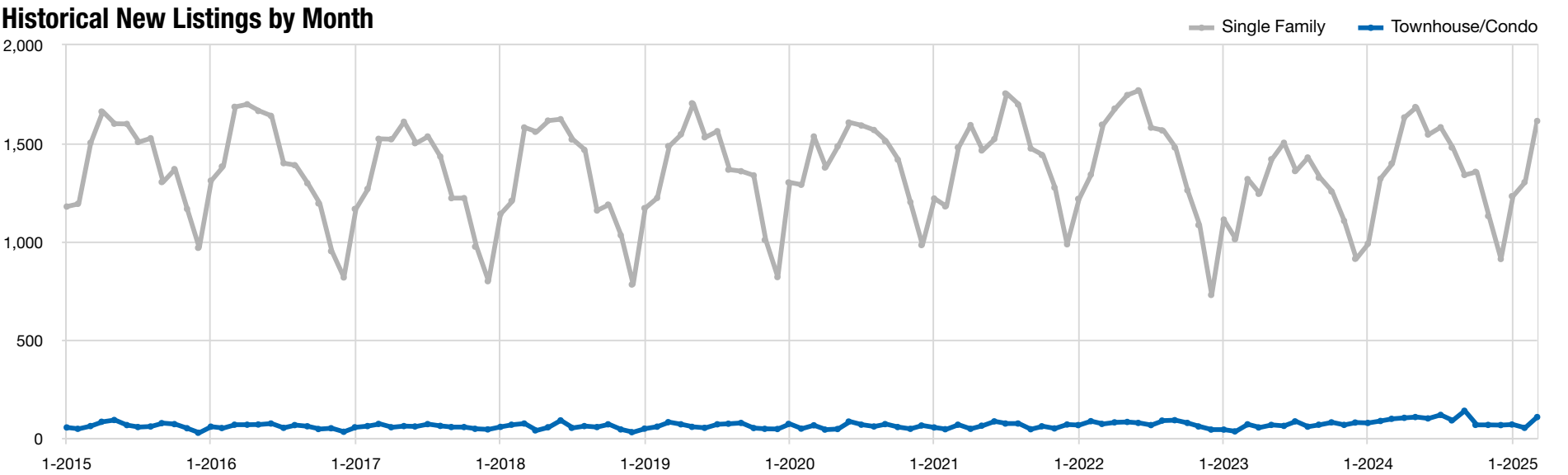
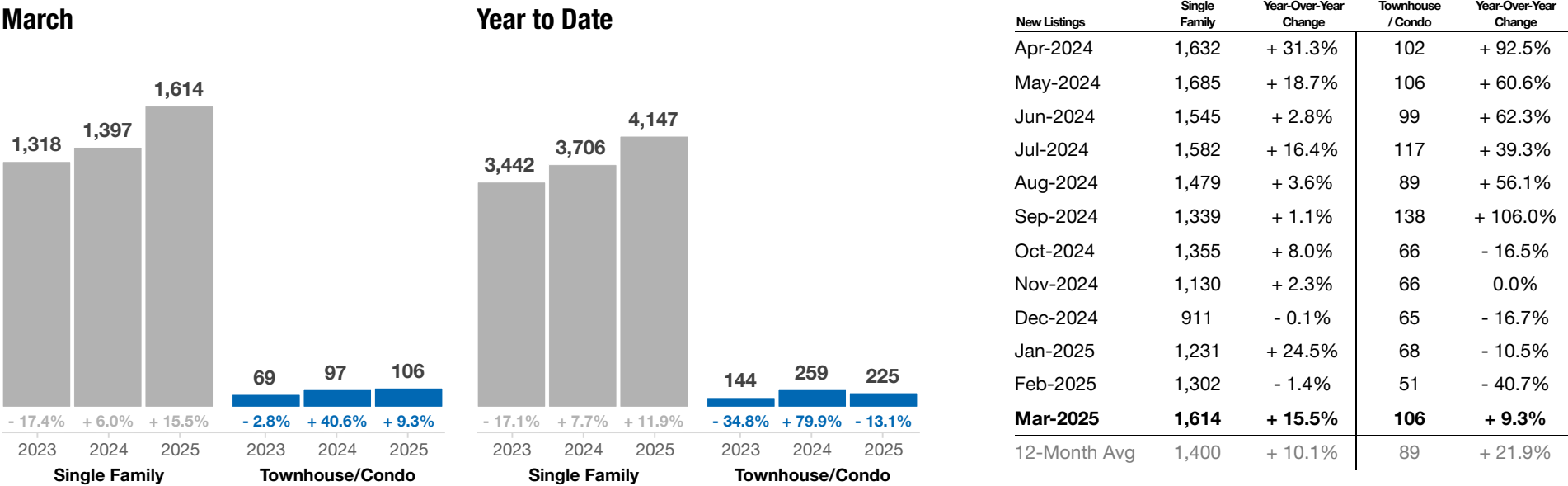
Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Townhouse/Condo properties only.



Key Metrics	Historical Sparkbars	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		97	106	+ 9.3%	259	225	- 13.1%
Pending Sales		55	62	+ 12.7%	169	184	+ 8.9%
Closed Sales		45	65	+ 44.4%	150	169	+ 12.7%
Days on Market Until Sale		40	86	+ 115.0%	34	95	+ 179.4%
Median Sales Price		\$239,900	\$229,500	- 4.3%	\$261,138	\$243,875	- 6.6%
Average Sales Price		\$254,297	\$244,554	- 3.8%	\$256,418	\$248,100	- 3.2%
Percent of List Price Received		98.3%	97.9%	- 0.4%	97.7%	97.8%	+ 0.1%
Housing Affordability Index		121	128	+ 5.8%	111	120	+ 8.1%
Inventory of Homes for Sale		234	300	+ 28.2%	—	—	—
Months Supply of Inventory		4.7	4.7	0.0%	—	—	—

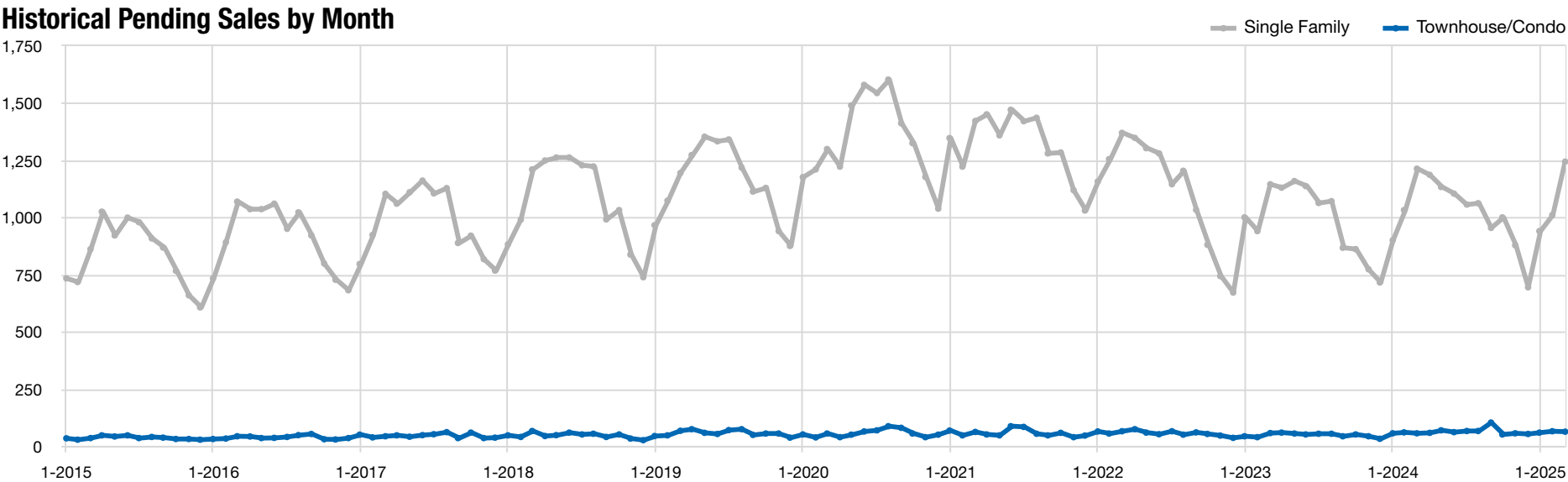
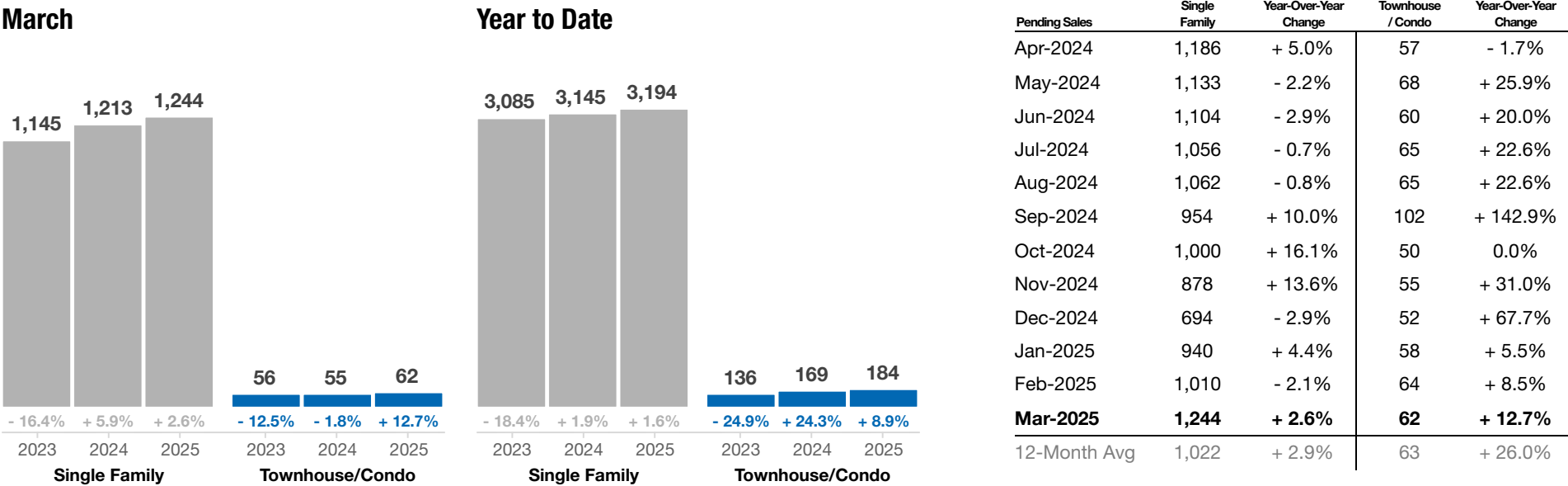
New Listings

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



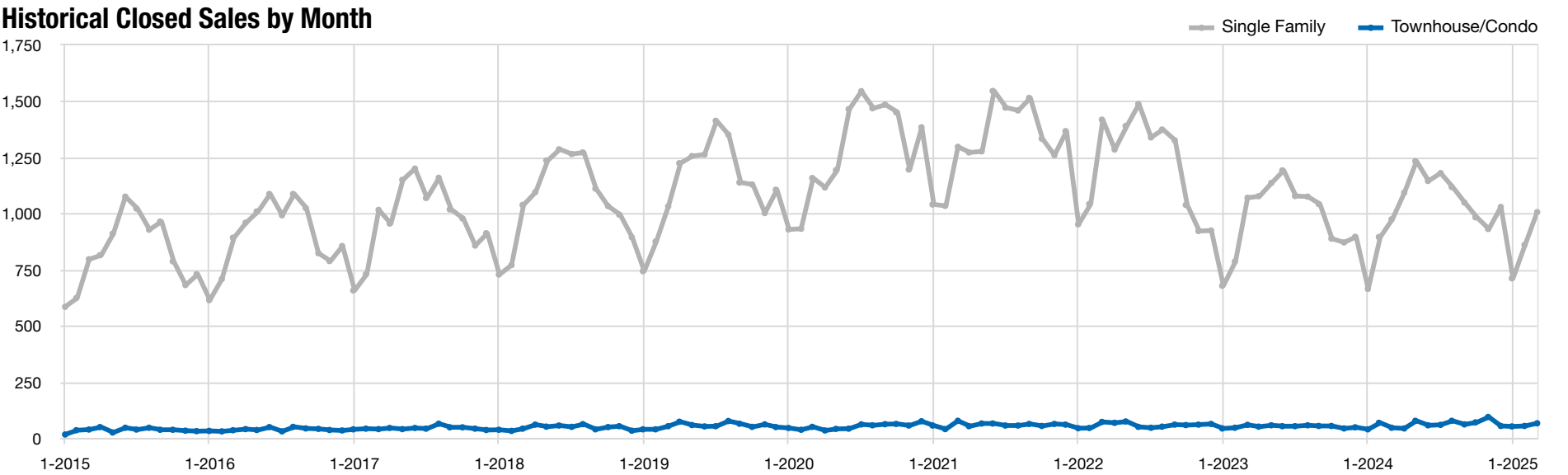
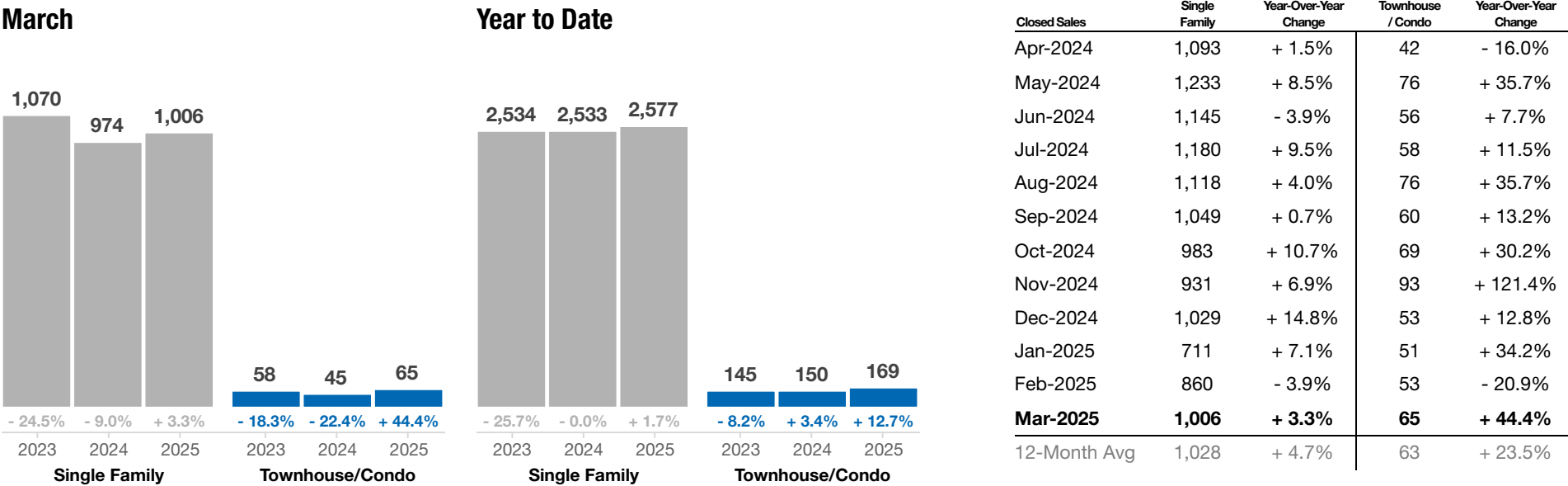
Pending Sales

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



Closed Sales

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

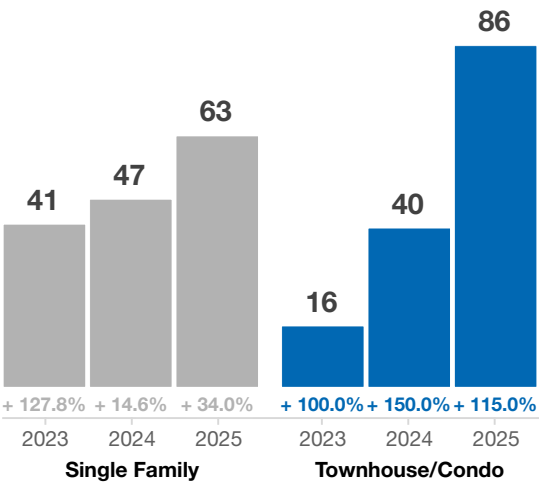


Days on Market Until Sale

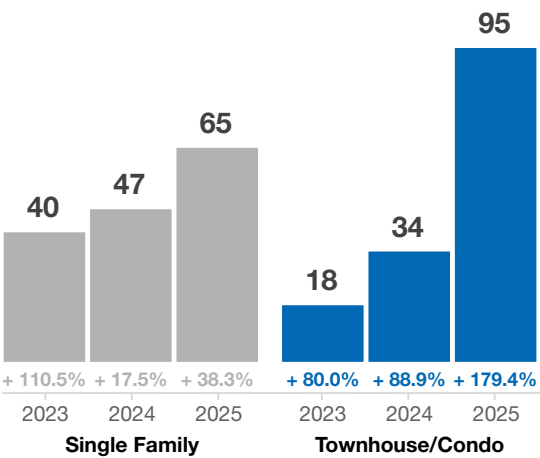
Average number of days between when a property is listed and when an offer is accepted in a given month.



March



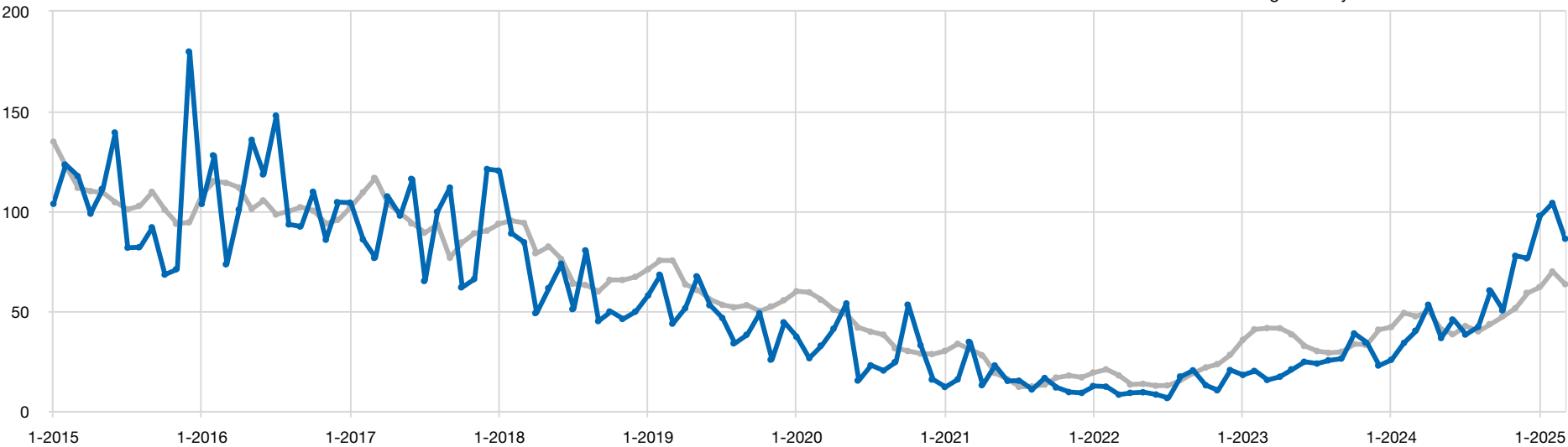
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Apr-2024	50	+ 22.0%	53	+ 211.8%
May-2024	41	+ 7.9%	37	+ 76.2%
Jun-2024	38	+ 15.2%	46	+ 84.0%
Jul-2024	43	+ 43.3%	38	+ 58.3%
Aug-2024	40	+ 37.9%	42	+ 68.0%
Sep-2024	43	+ 43.3%	60	+ 130.8%
Oct-2024	47	+ 38.2%	50	+ 28.2%
Nov-2024	51	+ 54.5%	78	+ 129.4%
Dec-2024	59	+ 43.9%	76	+ 230.4%
Jan-2025	62	+ 47.6%	98	+ 276.9%
Feb-2025	70	+ 42.9%	104	+ 205.9%
Mar-2025	63	+ 34.0%	86	+ 115.0%
12-Month Avg*	50	+ 34.7%	63	+ 127.3%

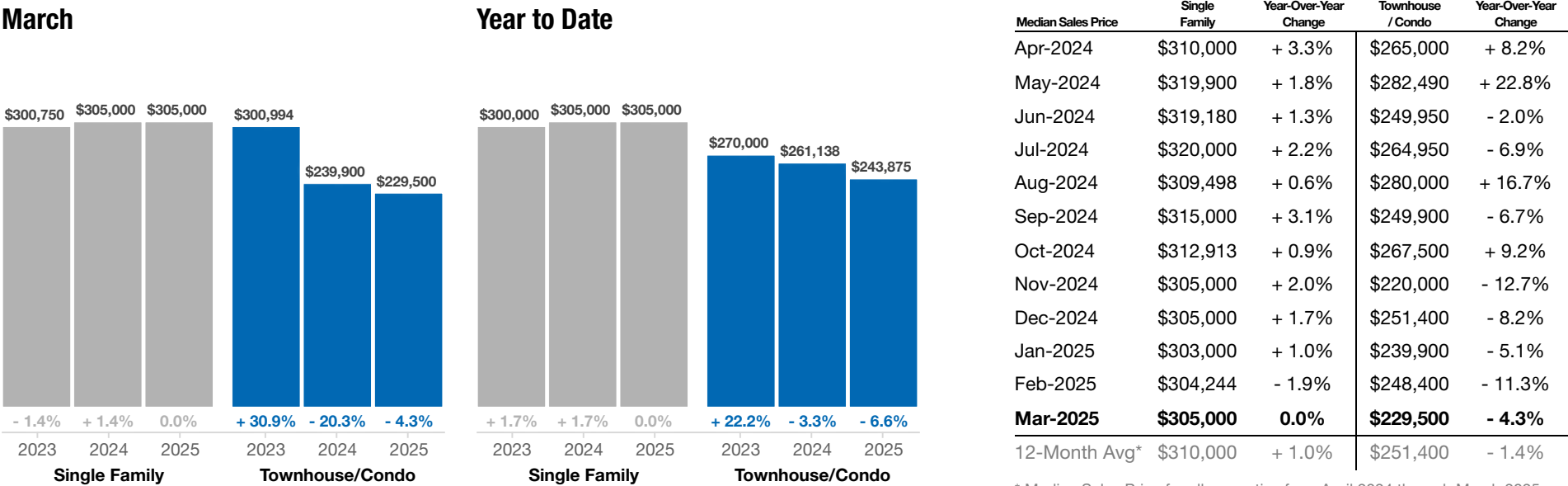
* Days on Market for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



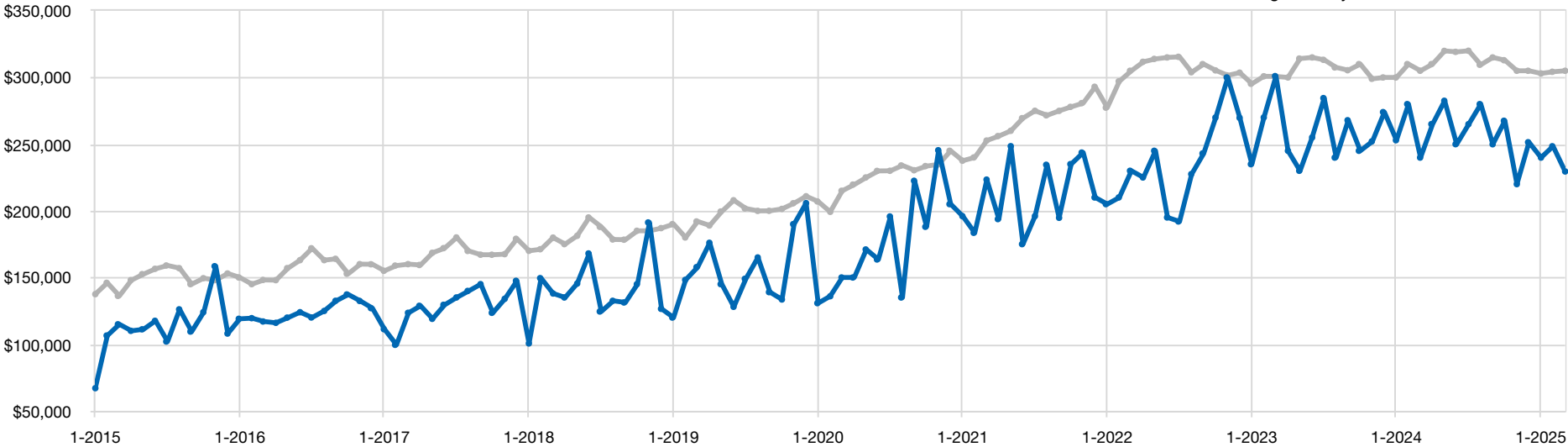
Median Sales Price

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



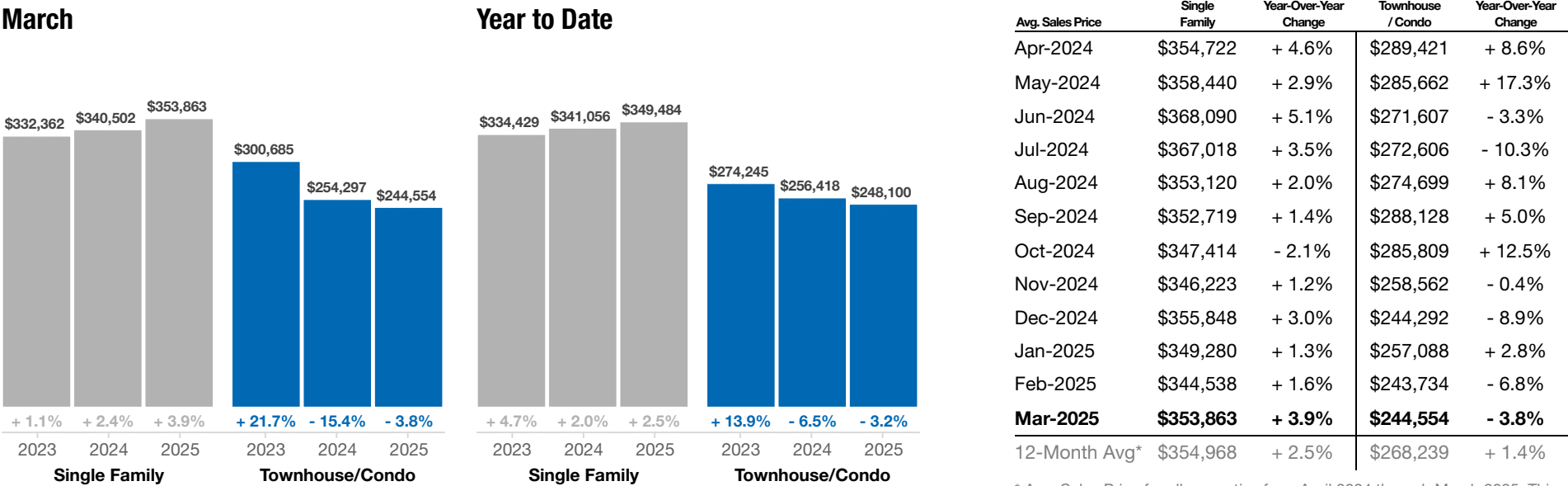
* Median Sales Price for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Historical Median Sales Price by Month



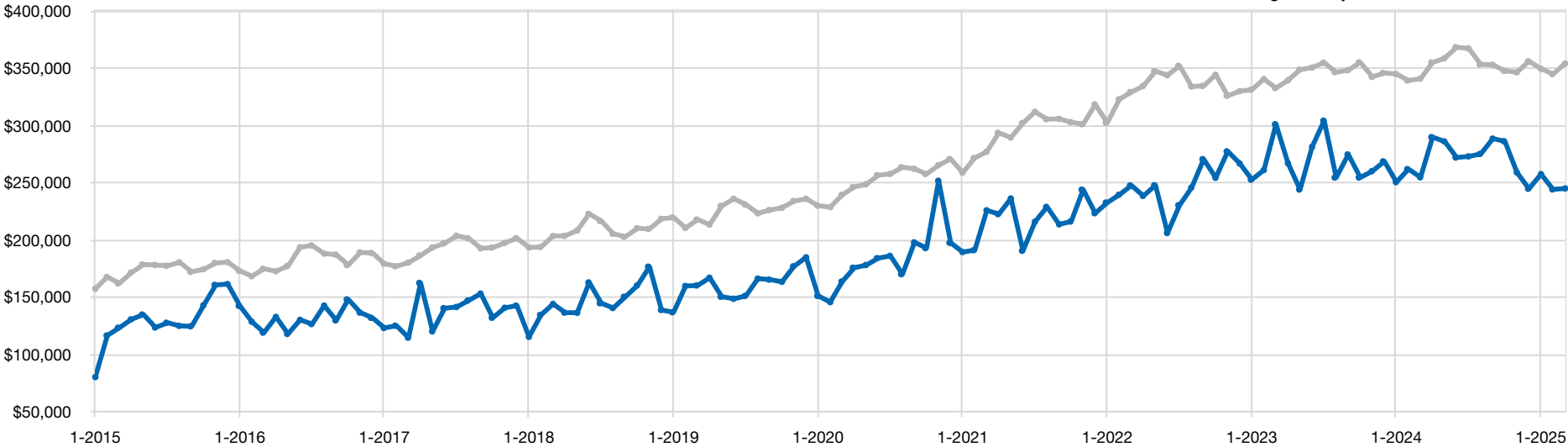
Average Sales Price

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



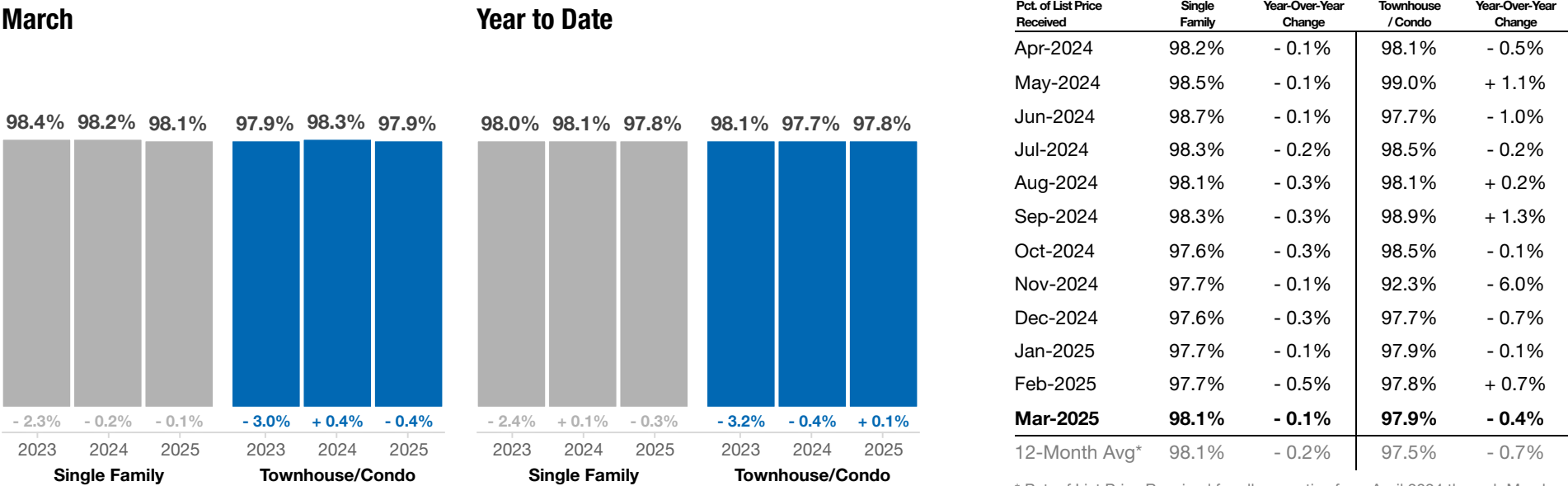
* Avg. Sales Price for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Historical Average Sales Price by Month



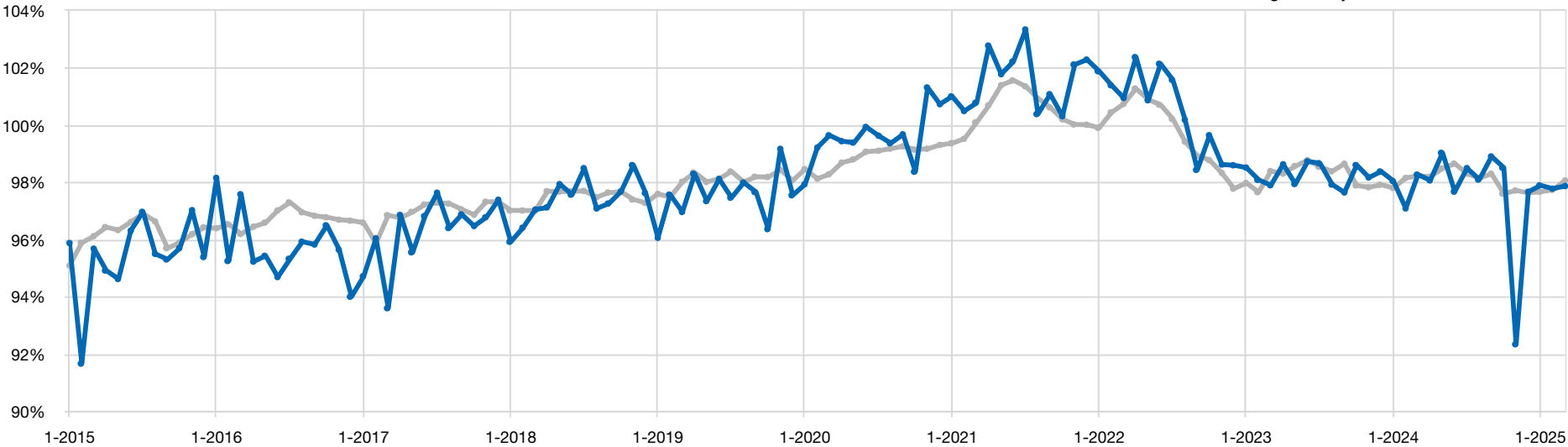
Percent of List Price Received

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.



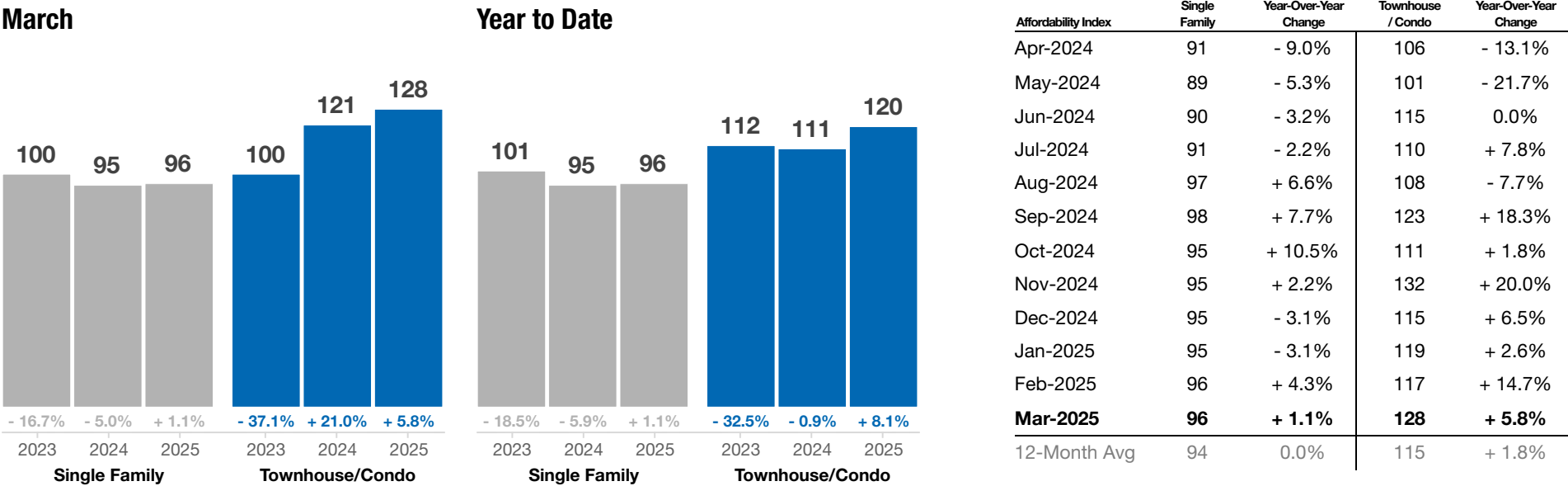
* Pct. of List Price Received for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

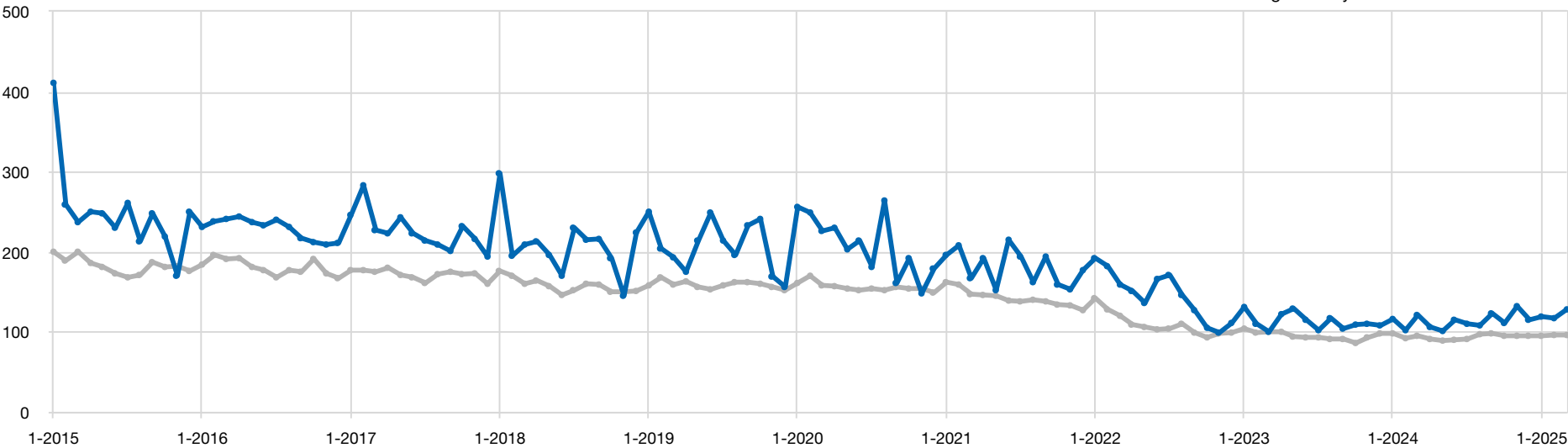


Housing Affordability Index

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.



Historical Housing Affordability Index by Month

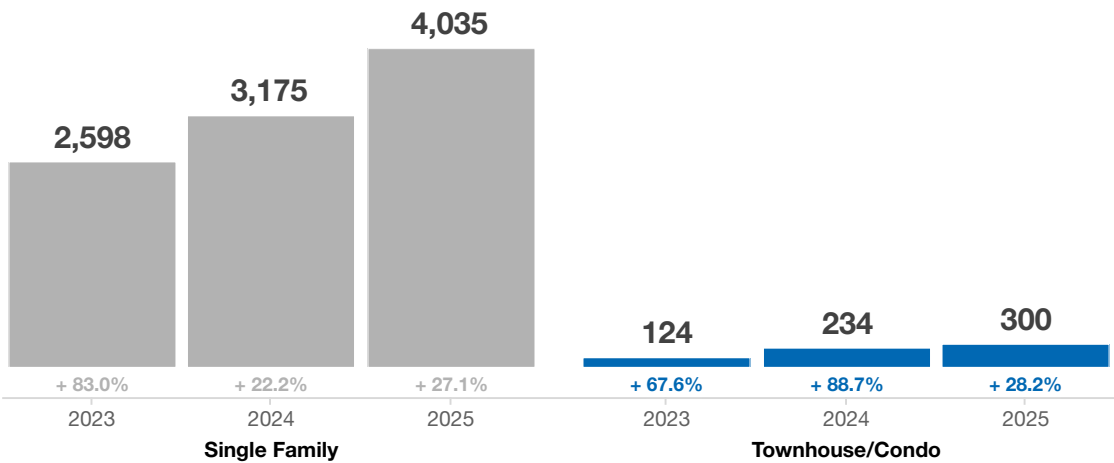


Inventory of Homes for Sale

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

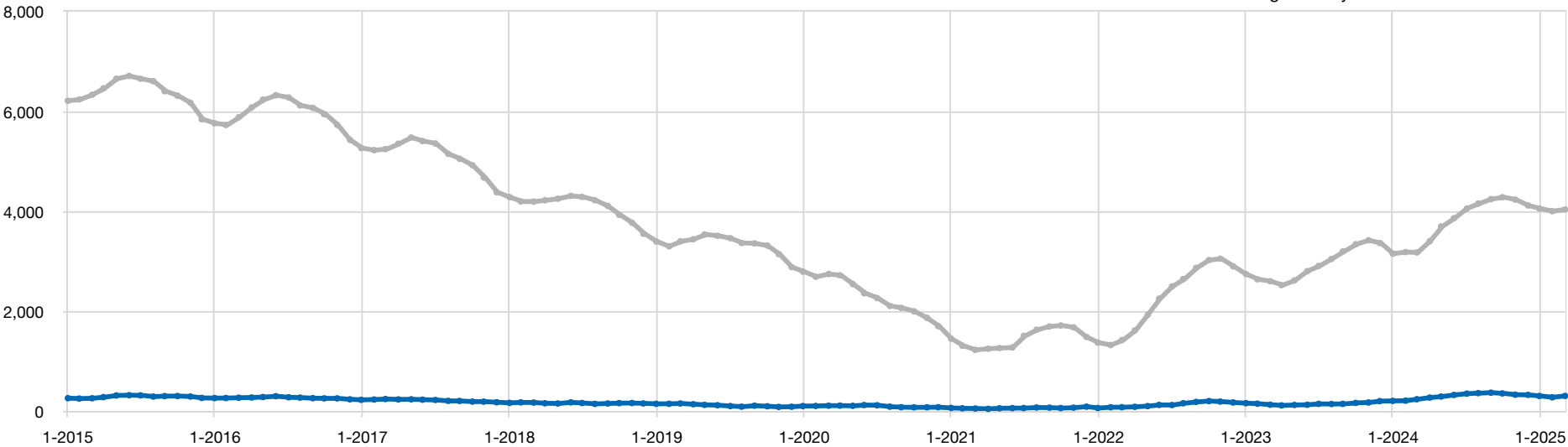


March



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Apr-2024	3,400	+ 34.9%	267	+ 142.7%
May-2024	3,694	+ 41.3%	288	+ 142.0%
Jun-2024	3,860	+ 37.9%	320	+ 160.2%
Jul-2024	4,054	+ 39.6%	346	+ 145.4%
Aug-2024	4,152	+ 36.4%	356	+ 158.0%
Sep-2024	4,243	+ 32.8%	365	+ 158.9%
Oct-2024	4,281	+ 28.3%	351	+ 119.4%
Nov-2024	4,233	+ 23.8%	325	+ 92.3%
Dec-2024	4,116	+ 22.4%	321	+ 63.8%
Jan-2025	4,054	+ 28.7%	299	+ 48.8%
Feb-2025	4,001	+ 25.7%	273	+ 33.2%
Mar-2025	4,035	+ 27.1%	300	+ 28.2%
12-Month Avg	4,010	+ 31.1%	318	+ 97.5%

Historical Inventory of Homes for Sale by Month

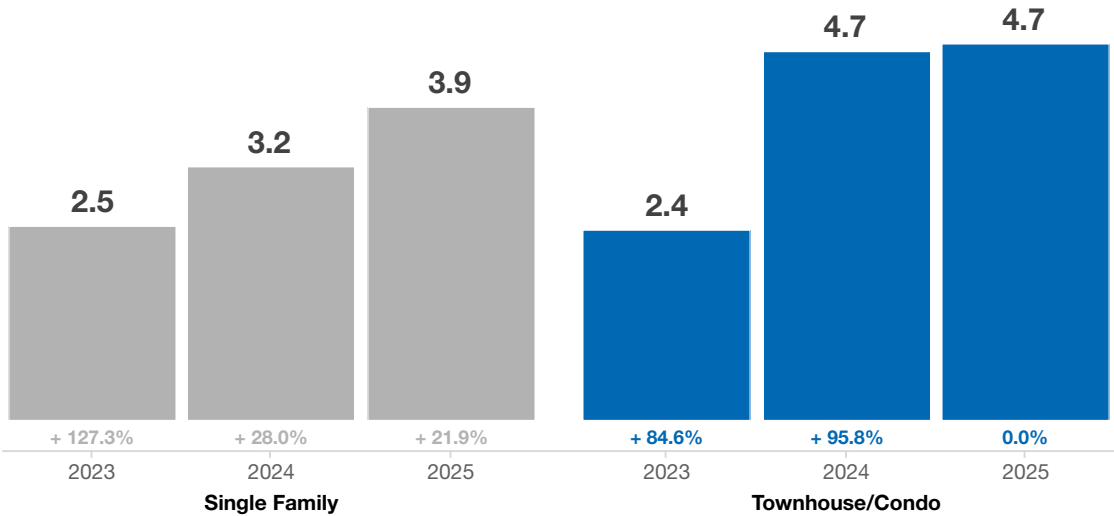


Months Supply of Inventory

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.



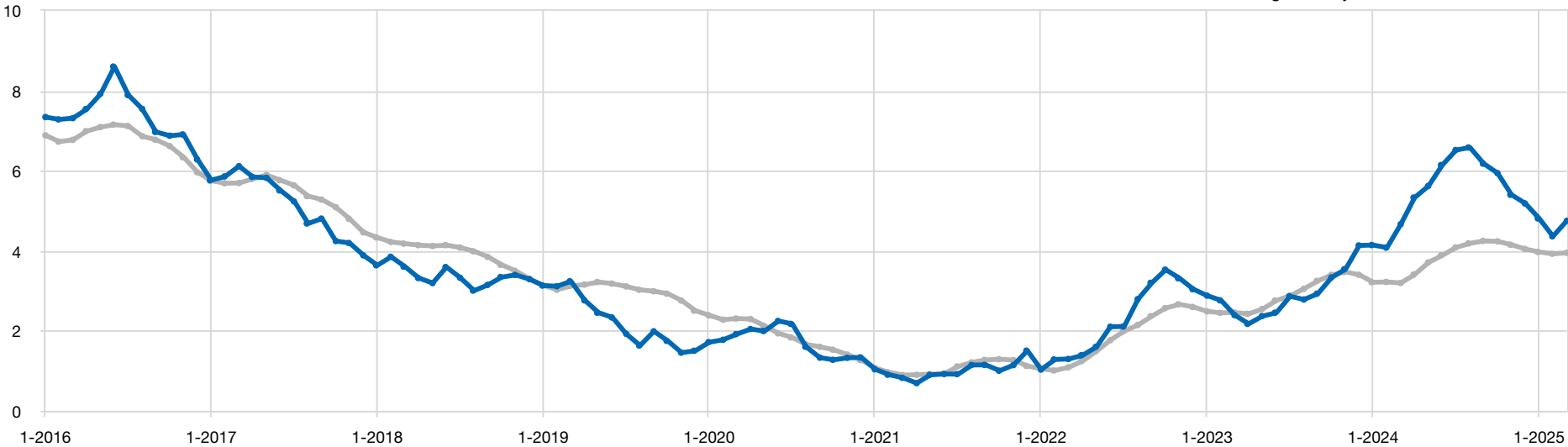
March



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Apr-2024	3.4	+ 41.7%	5.3	+ 140.9%
May-2024	3.7	+ 48.0%	5.6	+ 133.3%
Jun-2024	3.9	+ 39.3%	6.1	+ 144.0%
Jul-2024	4.1	+ 41.4%	6.5	+ 124.1%
Aug-2024	4.2	+ 35.5%	6.6	+ 135.7%
Sep-2024	4.2	+ 31.3%	6.2	+ 113.8%
Oct-2024	4.2	+ 23.5%	5.9	+ 78.8%
Nov-2024	4.2	+ 20.0%	5.4	+ 54.3%
Dec-2024	4.0	+ 17.6%	5.2	+ 26.8%
Jan-2025	4.0	+ 25.0%	4.8	+ 17.1%
Feb-2025	3.9	+ 21.9%	4.4	+ 7.3%
Mar-2025	3.9	+ 21.9%	4.7	0.0%
12-Month Avg*	4.0	+ 29.9%	5.6	+ 69.3%

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

Historical Months Supply of Inventory by Month



All Properties Combined

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



Key Metrics	Historical Sparkbars	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		1,494	1,720	+ 15.1%	3,965	4,372	+ 10.3%
Pending Sales		1,268	1,306	+ 3.0%	3,314	3,378	+ 1.9%
Closed Sales		1,019	1,071	+ 5.1%	2,683	2,746	+ 2.3%
Days on Market Until Sale		47	65	+ 38.3%	46	67	+ 45.7%
Median Sales Price		\$304,453	\$300,000	- 1.5%	\$301,800	\$299,995	- 0.6%
Average Sales Price		\$336,677	\$347,281	+ 3.1%	\$336,315	\$343,248	+ 2.1%
Percent of List Price Received		98.2%	98.0%	- 0.2%	98.1%	97.8%	- 0.3%
Housing Affordability Index		95	98	+ 3.2%	96	98	+ 2.1%
Inventory of Homes for Sale		3,409	4,335	+ 27.2%	—	—	—
Months Supply of Inventory		3.3	4.0	+ 21.2%	—	—	—