



Jackson MSA Overview

673

-3.3% YEAR OVER YEAR

The total sales fell from 696 in the first half of 2023 to 673 in the first half of 2024, reflecting a decrease of 3.3%.

\$273,802

+5.1% YEAR OVER YEAR

The average sales price rose from \$260,426 in the first half of 2023 to \$273,802 in the first half of 2024, reflecting an increase of 5.1%.

	2024	2023	% CHG
Total Sales	673	696	-3.3
Days on Market	42	36	16.7
Avg. Sales Price	\$273,802	\$260,426	5.1
Total Volume	\$184,268,789	\$121,941,547	51.1



CITY OF JACKSON

	2024	2023	% CHG
Total Sales	304	331	-8.2
Days on Market	46	38	21.1
Avg. Sales Price	\$304,959	\$283,796	7.5
Total Volume	\$92,707,549	\$93,936,626	-1.3

MADISON COUNTY

	2024	2023	% CHG
Total Sales	396	430	-7.9
Days on Market	44	36	22.2
Avg. Sales Price	\$301,987	\$281,304	7.4
Total Volume	\$119,586,999	\$120,961,047	-1.1

MEDINA

	2024	2023	% CHG
Total Sales	44	54	-18.5
Days on Market	34	58	-41.4
Avg. Sales Price	\$340,475	\$355,629	-4.3
Total Volume	\$14,980,900	\$19,204,015	-22.0

TRENTON

	2024	2023	% CHG
Total Sales	31	24	29.2
Days on Market	58	30	93.3
Avg. Sales Price	\$178,982	\$205,837	-13.0
Total Volume	\$5,548,450	\$4,940,100	12.3

GIBSON COUNTY

	2024	2023	% CHG
Total Sales	214	221	-3.2
Days on Market	40	48	-16.7
Avg. Sales Price	\$219,531	\$233,780	-6.1
Total Volume	\$46,979,796	\$51,665,545	-9.1

HAYWOOD COUNTY

	2024	2023	% CHG
Total Sales	38	31	22.6
Days on Market	86	41	109.8
Avg. Sales Price	\$211,310	\$162,319	30.2
Total Volume	\$8,029,800	\$5,031,901	59.6



JACKSON, TN

Market Performance at a Glance

The first half of 2024 saw significant shifts, reflecting broader economic changes. Interest rates dominated discussions, impacting affordability and purchasing power. As rates rose, the market experienced a shift in demand dynamics, with affordability becoming a key consideration.

In the Jackson hub city area, we saw a 3.3% decrease in single family home sales for the first half of the year compared to the same period in 2023; with a 5.1% increase in the average home sale price. Although inventory levels improved, balancing the market somewhat, regional variations persisted and the Jackson MSA continued to experience demand. Properties also took longer to sell compared to the rapid turnover seen in recent years, indicating a cooling in the pace. Investor sentiment remained cautious.

These first six months underscored the market's resilience amid shifting economic conditions. As trusted professionals at Nest Realty Jackson, our goal is to empower our clients with market knowledge, ensuring they feel confident in making the best decisions for themselves and their families.