

Monthly Indicators



January 2026

U.S. existing-home sales climbed 5.1% month-over-month and 1.4% year-over-year to a seasonally adjusted annual rate of 4.35 million units, the strongest pace in nearly three years, according to the National Association of REALTORS® (NAR). Lower mortgage rates and slower home price growth helped spur buyer activity, and sales increased month-over-month in every region. On an annual basis, sales rose in the South, held steady in the West and Midwest, and declined in the Northeast.

New Listings were up 34.1 percent to 110. Pending Sales increased 9.2 percent to 71. Inventory grew 12.5 percent to 343 units.

Median Sales Price was up 16.2 percent to \$278,900. Days on Market increased 0.7 percent to 139 days. Months Supply of Inventory remained flat at 3.9.

Nationally, there were 1.18 million homes for sale heading into January, an 18.1% decline from the previous month but 3.5% higher compared to the same period last year, representing a 3.3-month supply at the current sales pace, according to NAR. Meanwhile, the median existing-home price rose 0.4% from a year ago to \$405,400, reflecting a continued moderation in national price growth.

Quick Facts

+ 27.8%	+ 16.2%	0.0%
One-Year Change in Closed Sales	One-Year Change in Median Sales Price	One-Year Change in Months Supply

A research tool provided by the Greenwood Association of REALTORS®.
Percent changes are calculated using rounded figures.

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Market Overview

Key market metrics for the current month and year-to-date figures.



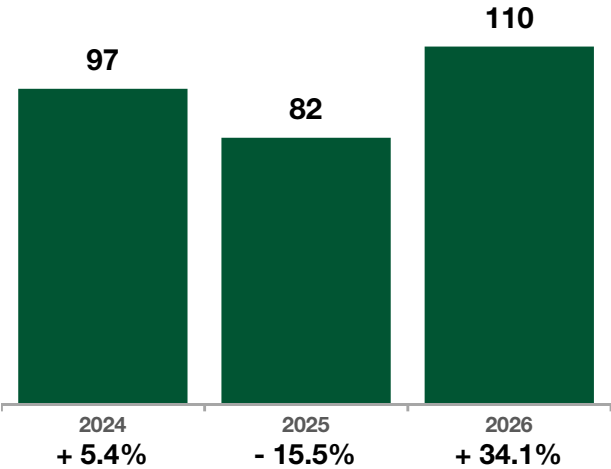
Key Metrics	Historical Sparkbars			01-2025	01-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
	01-2024	01-2025	01-2026						
New Listings				82	110	+ 34.1%	82	110	+ 34.1%
Pending Sales				65	71	+ 9.2%	65	71	+ 9.2%
Closed Sales				54	69	+ 27.8%	54	69	+ 27.8%
Days on Market				138	139	+ 0.7%	138	139	+ 0.7%
Median Sales Price				\$240,000	\$278,900	+ 16.2%	\$240,000	\$278,900	+ 16.2%
Average Sales Price				\$292,065	\$353,718	+ 21.1%	\$292,065	\$353,718	+ 21.1%
Pct. of List Price Received				96.3%	97.0%	+ 0.7%	96.3%	97.0%	+ 0.7%
Housing Affordability Index				129	117	- 9.3%	129	117	- 9.3%
Inventory of Homes for Sale				305	343	+ 12.5%	--	--	--
Months Supply of Inventory				3.9	3.9	0.0%	--	--	--

New Listings

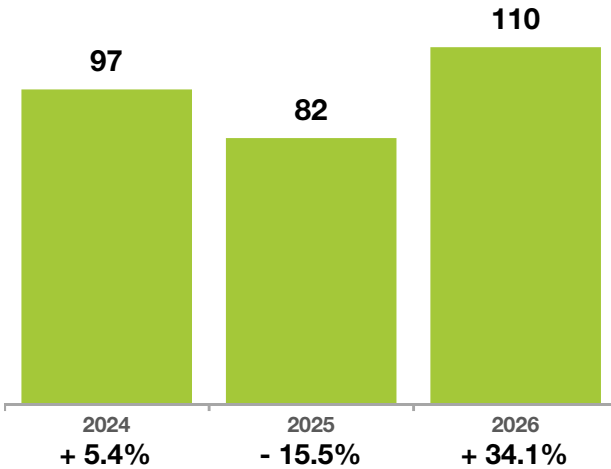
A count of the properties that have been newly listed on the market in a given month.



January

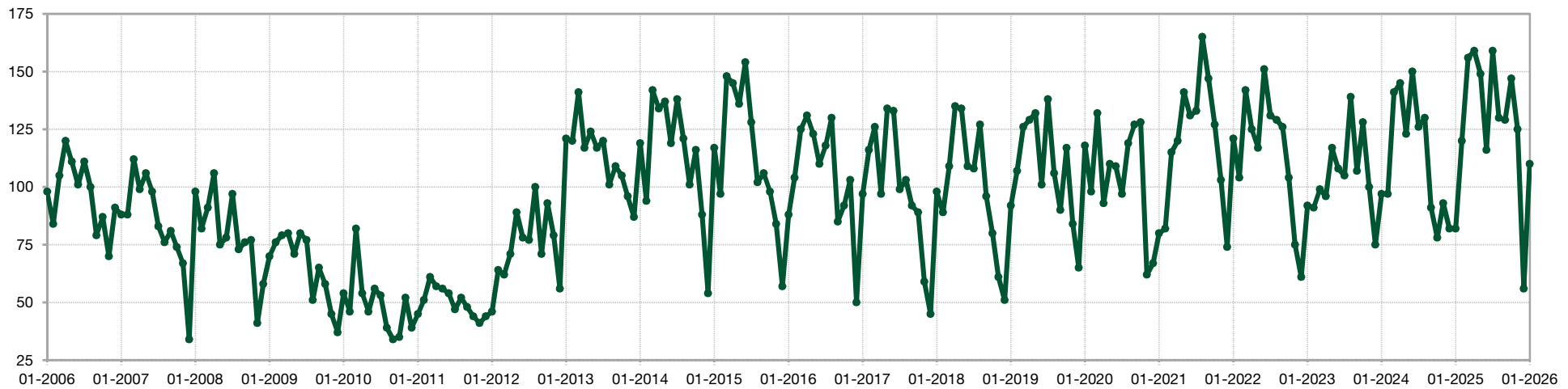


Year to Date



New Listings		Prior Year	Percent Change
February 2025	120	97	+23.7%
March 2025	156	141	+10.6%
April 2025	159	145	+9.7%
May 2025	149	123	+21.1%
June 2025	116	150	-22.7%
July 2025	159	126	+26.2%
August 2025	130	130	0.0%
September 2025	129	91	+41.8%
October 2025	147	78	+88.5%
November 2025	125	93	+34.4%
December 2025	56	82	-31.7%
January 2026	110	82	+34.1%
12-Month Avg	130	112	+15.8%

Historical New Listings by Month

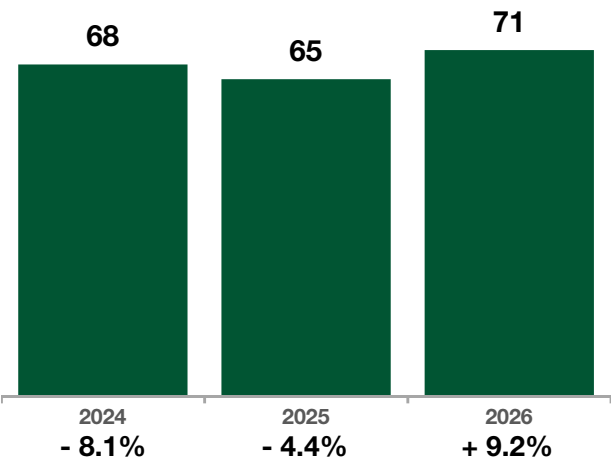


Pending Sales

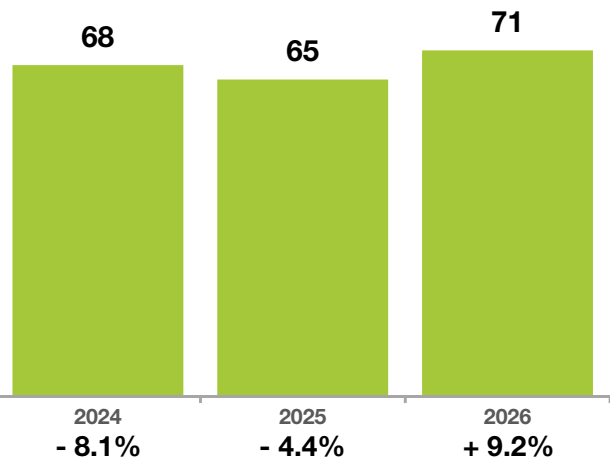
A count of the properties on which offers have been accepted in a given month.



January

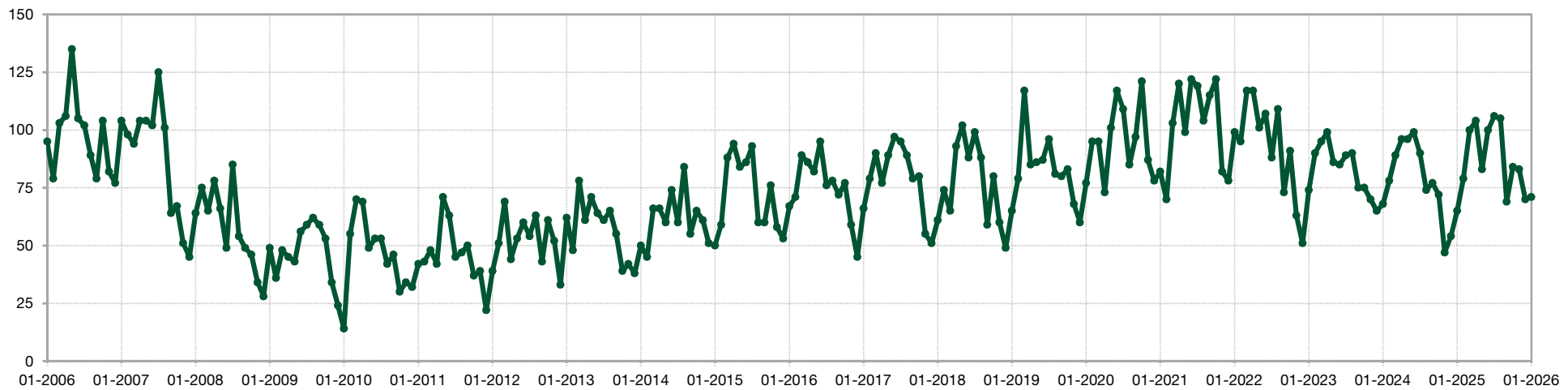


Year to Date



Pending Sales		Prior Year	Percent Change
February 2025	79	78	+1.3%
March 2025	100	89	+12.4%
April 2025	104	96	+8.3%
May 2025	83	96	-13.5%
June 2025	100	99	+1.0%
July 2025	106	90	+17.8%
August 2025	105	74	+41.9%
September 2025	69	77	-10.4%
October 2025	84	72	+16.7%
November 2025	83	47	+76.6%
December 2025	70	54	+29.6%
January 2026	71	65	+9.2%
12-Month Avg	88	78	+12.6%

Historical Pending Sales by Month

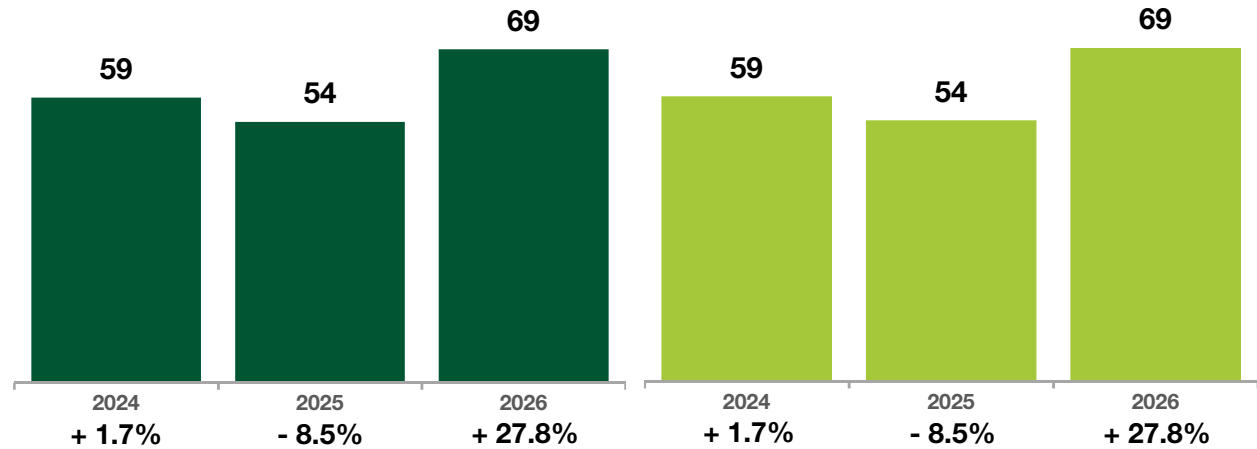


Closed Sales

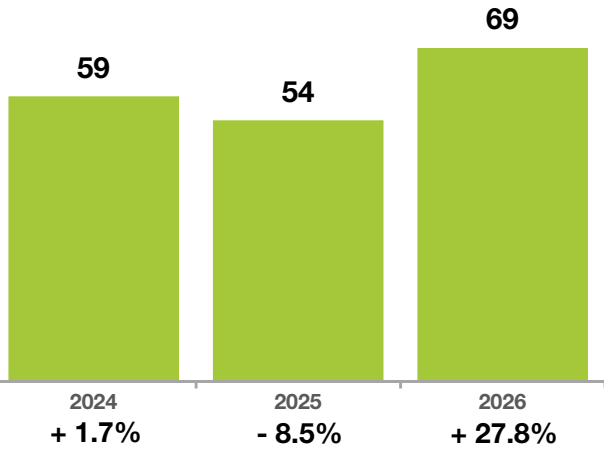
A count of the actual sales that closed in a given month.



January

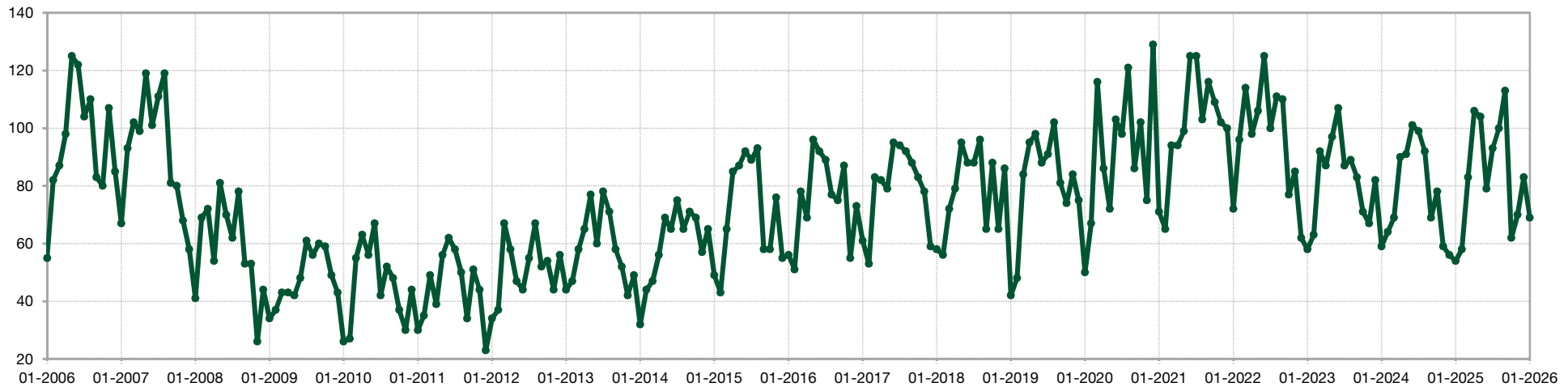


Year to Date



Closed Sales		Prior Year	Percent Change
February 2025	58	64	-9.4%
March 2025	83	69	+20.3%
April 2025	106	90	+17.8%
May 2025	104	91	+14.3%
June 2025	79	101	-21.8%
July 2025	93	99	-6.1%
August 2025	100	92	+8.7%
September 2025	113	69	+63.8%
October 2025	62	78	-20.5%
November 2025	70	59	+18.6%
December 2025	83	56	+48.2%
January 2026	69	54	+27.8%
12-Month Avg	85	77	+10.4%

Historical Closed Sales by Month

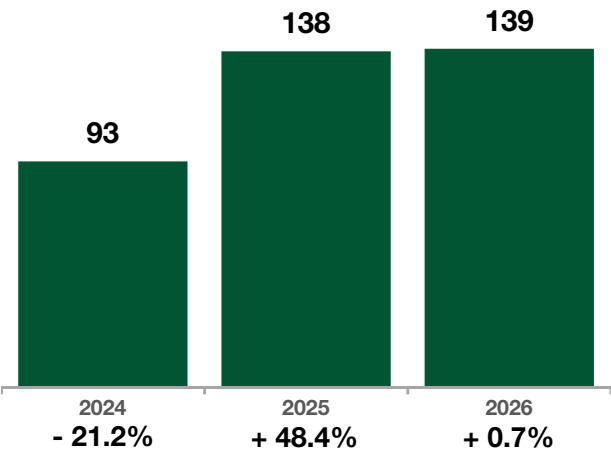


Days on Market Until Sale

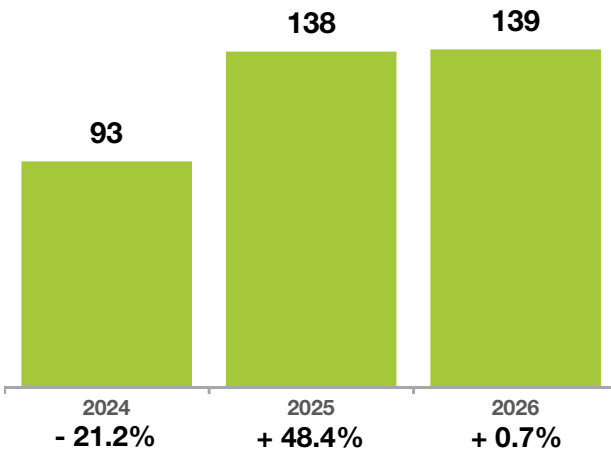
Average number of days between when a property is listed and when an offer is accepted in a given month.



January



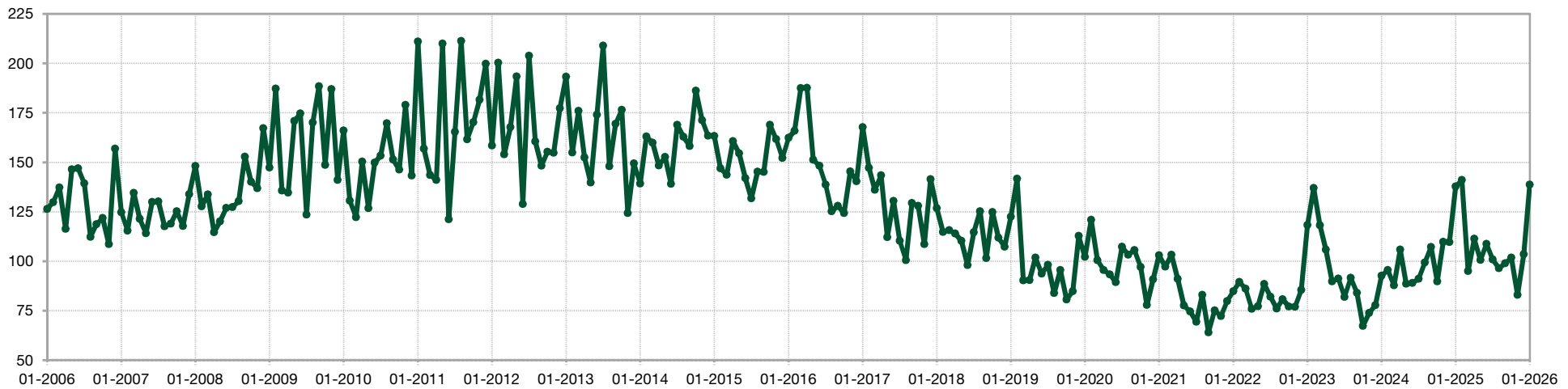
Year to Date



Days on Market		Prior Year	Percent Change
February 2025	141	96	+46.9%
March 2025	95	88	+8.0%
April 2025	111	106	+4.7%
May 2025	101	89	+13.5%
June 2025	109	89	+22.5%
July 2025	101	91	+11.0%
August 2025	96	99	-3.0%
September 2025	99	107	-7.5%
October 2025	102	90	+13.3%
November 2025	83	110	-24.5%
December 2025	104	110	-5.5%
January 2026	139	138	+0.7%
12-Month Avg*	105	99	+6.1%

* Average Days on Market of all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

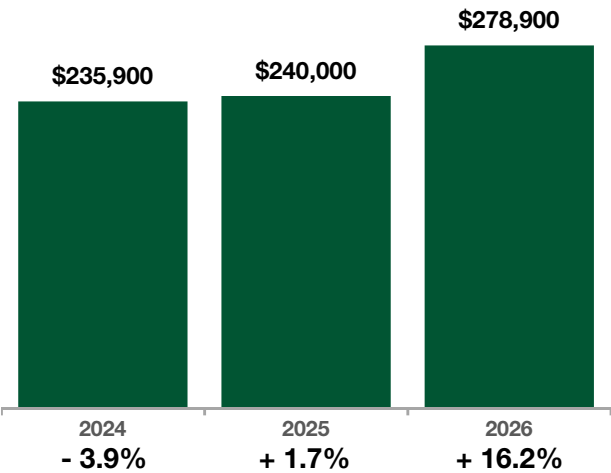


Median Sales Price

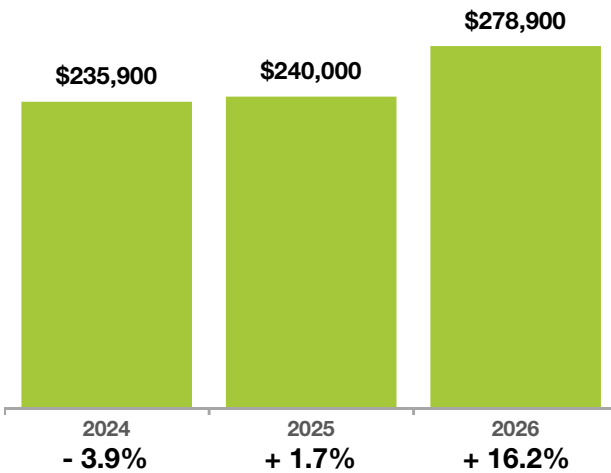
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January



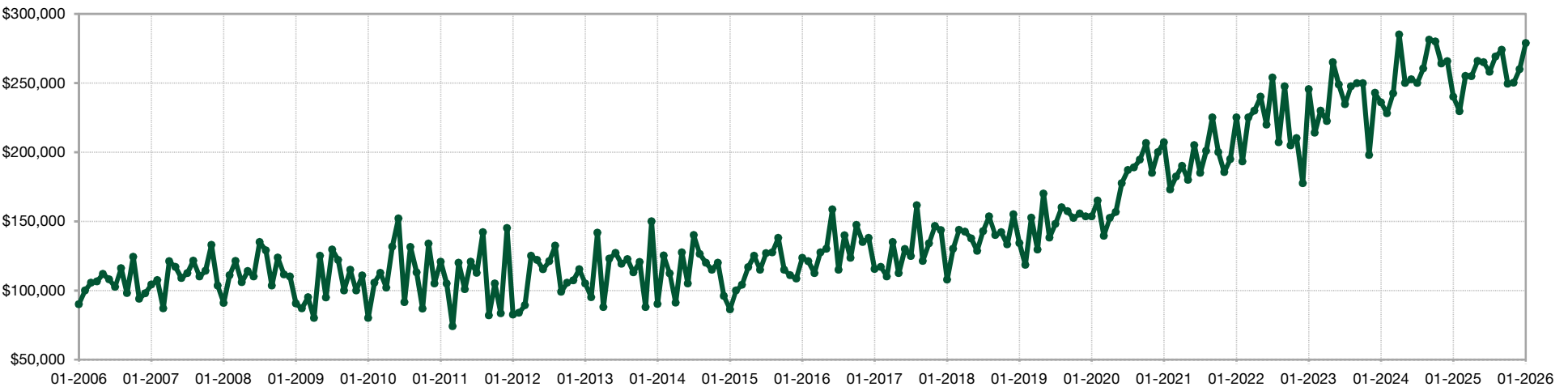
Year to Date



Median Sales Price		Prior Year	Percent Change
February 2025	\$229,500	\$228,000	+0.7%
March 2025	\$255,000	\$242,500	+5.2%
April 2025	\$254,950	\$285,000	-10.5%
May 2025	\$265,900	\$250,000	+6.4%
June 2025	\$265,000	\$252,700	+4.9%
July 2025	\$258,000	\$250,000	+3.2%
August 2025	\$269,200	\$260,450	+3.4%
September 2025	\$273,900	\$281,200	-2.6%
October 2025	\$249,350	\$280,000	-10.9%
November 2025	\$250,205	\$264,000	-5.2%
December 2025	\$259,900	\$265,675	-2.2%
January 2026	\$278,900	\$240,000	+16.2%
12-Month Med*	\$260,000	\$255,000	+2.0%

* Median Sales Price of all properties from February 2025 through January 2026. This is not the median of the individual figures above.

Historical Median Sales Price by Month

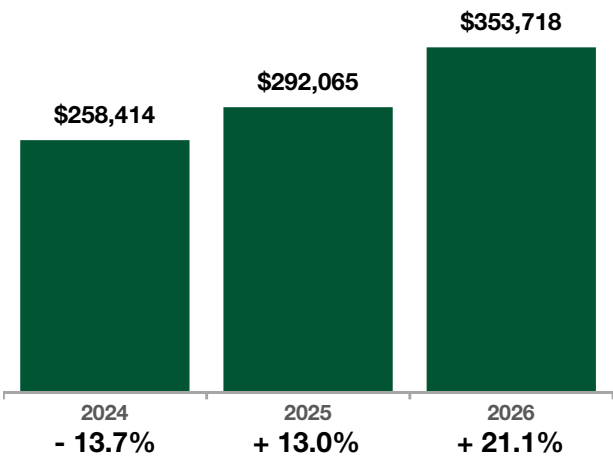


Average Sales Price

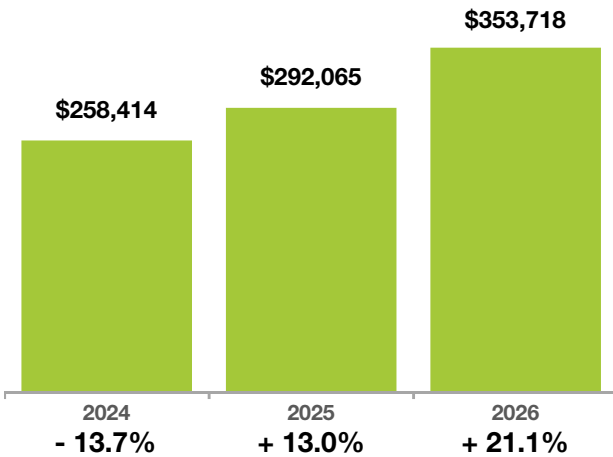
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



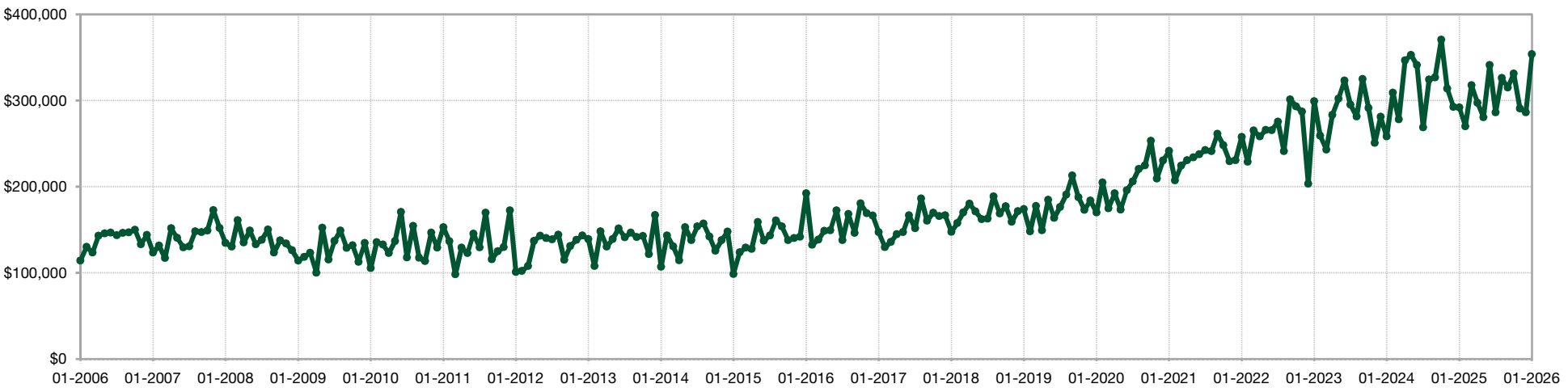
Year to Date



Avg. Sales Price		Prior Year	Percent Change
February 2025	\$270,139	\$309,052	-12.6%
March 2025	\$317,881	\$278,123	+14.3%
April 2025	\$297,356	\$346,663	-14.2%
May 2025	\$280,670	\$352,781	-20.4%
June 2025	\$341,250	\$341,258	-0.0%
July 2025	\$286,292	\$268,852	+6.5%
August 2025	\$326,238	\$324,434	+0.6%
September 2025	\$315,091	\$326,853	-3.6%
October 2025	\$331,295	\$370,536	-10.6%
November 2025	\$290,672	\$313,769	-7.4%
December 2025	\$286,157	\$292,604	-2.2%
January 2026	\$353,718	\$292,065	+21.1%
12-Month Avg*	\$308,063	\$320,320	-3.8%

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

Historical Average Sales Price by Month

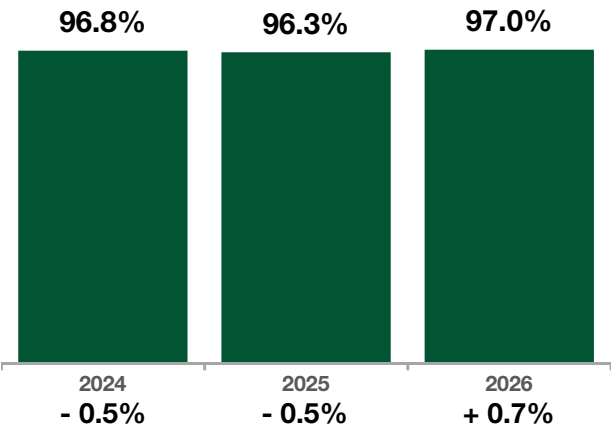


Percent of List Price Received

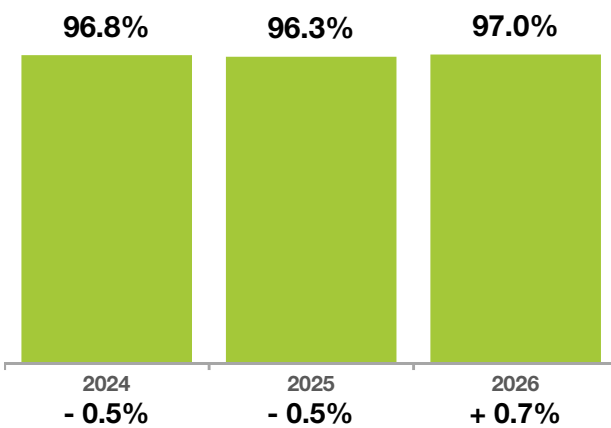
Percentage found when dividing a property’s sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January



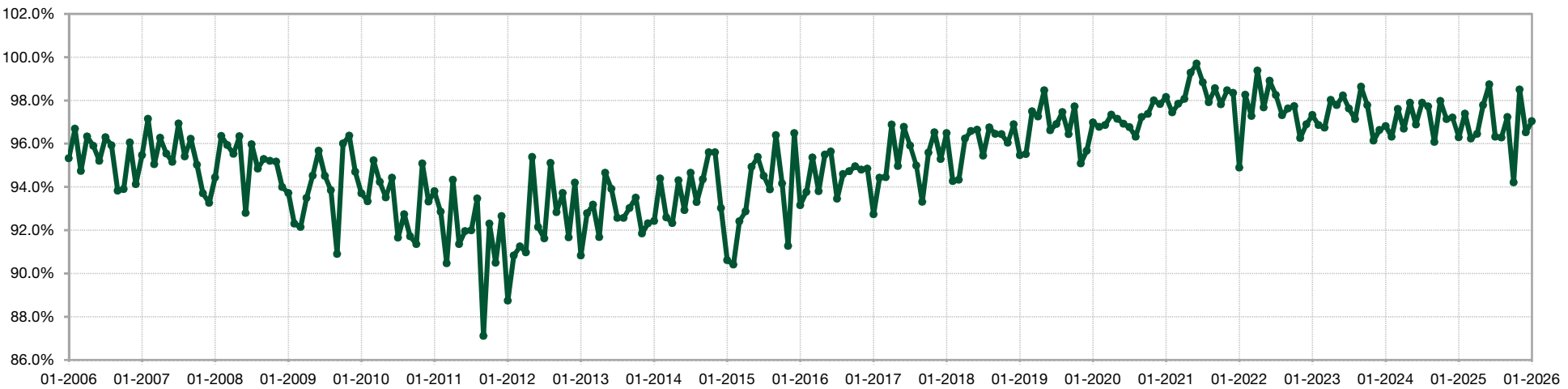
Year to Date



Pct. of List Price Received		Prior Year	Percent Change
February 2025	97.4%	96.3%	+1.1%
March 2025	96.2%	97.6%	-1.4%
April 2025	96.5%	96.7%	-0.2%
May 2025	97.8%	97.9%	-0.1%
June 2025	98.7%	96.9%	+1.9%
July 2025	96.3%	97.9%	-1.6%
August 2025	96.3%	97.7%	-1.4%
September 2025	97.2%	96.1%	+1.1%
October 2025	94.2%	98.0%	-3.9%
November 2025	98.5%	97.1%	+1.4%
December 2025	96.5%	97.2%	-0.7%
January 2026	97.0%	96.3%	+0.7%
12-Month Avg*		96.9%	-0.3%

* Average Pct. of List Price Received for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

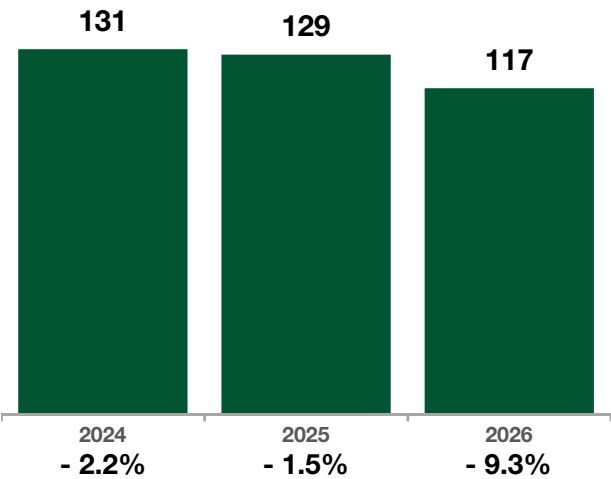


Housing Affordability Index

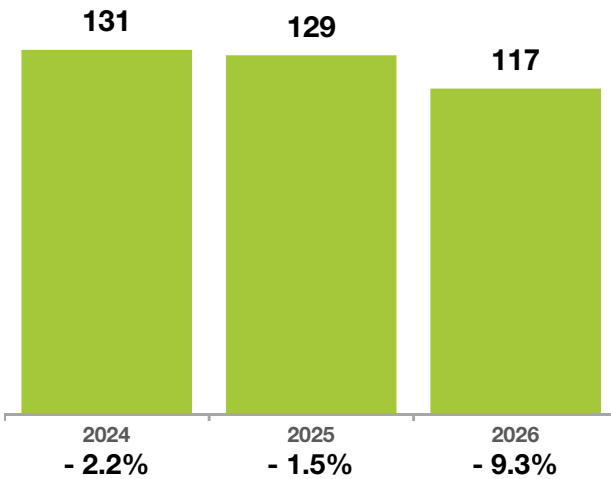
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



January

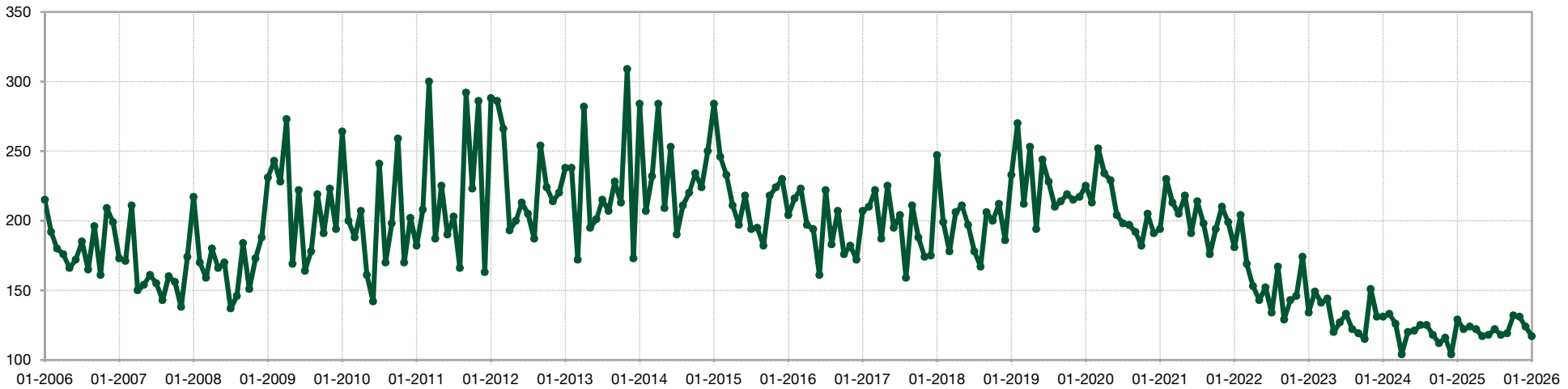


Year to Date



Affordability Index		Prior Year	Percent Change
February 2025	122	133	-8.3%
March 2025	124	126	-1.6%
April 2025	122	104	+17.3%
May 2025	117	120	-2.5%
June 2025	118	121	-2.5%
July 2025	122	125	-2.4%
August 2025	118	125	-5.6%
September 2025	119	118	+0.8%
October 2025	132	112	+17.9%
November 2025	131	116	+12.9%
December 2025	124	104	+19.2%
January 2026	117	129	-9.3%
12-Month Avg	122	119	+2.3%

Historical Housing Affordability Index by Month

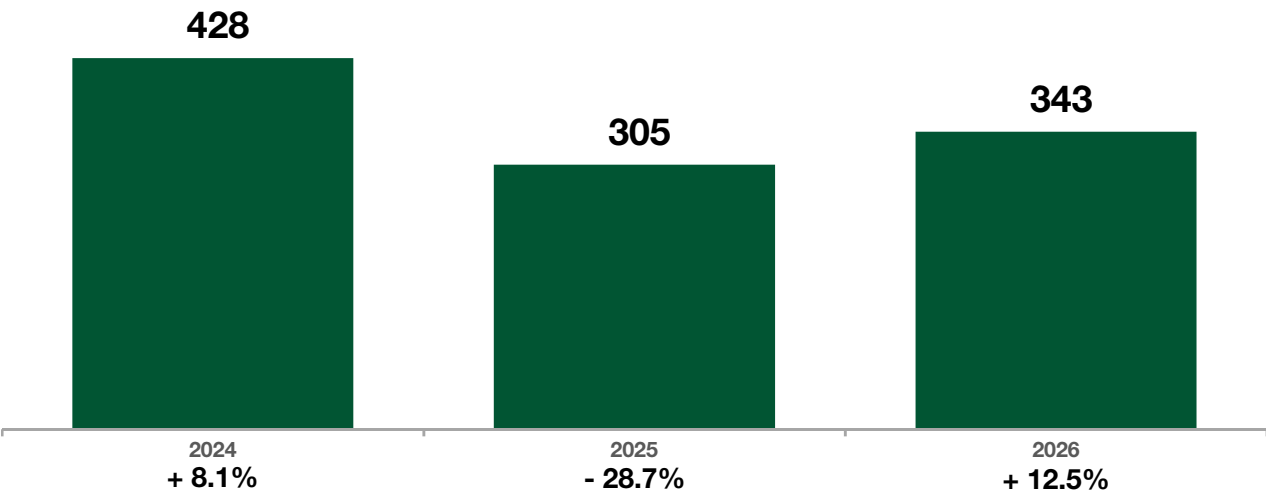


Inventory of Homes for Sale

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



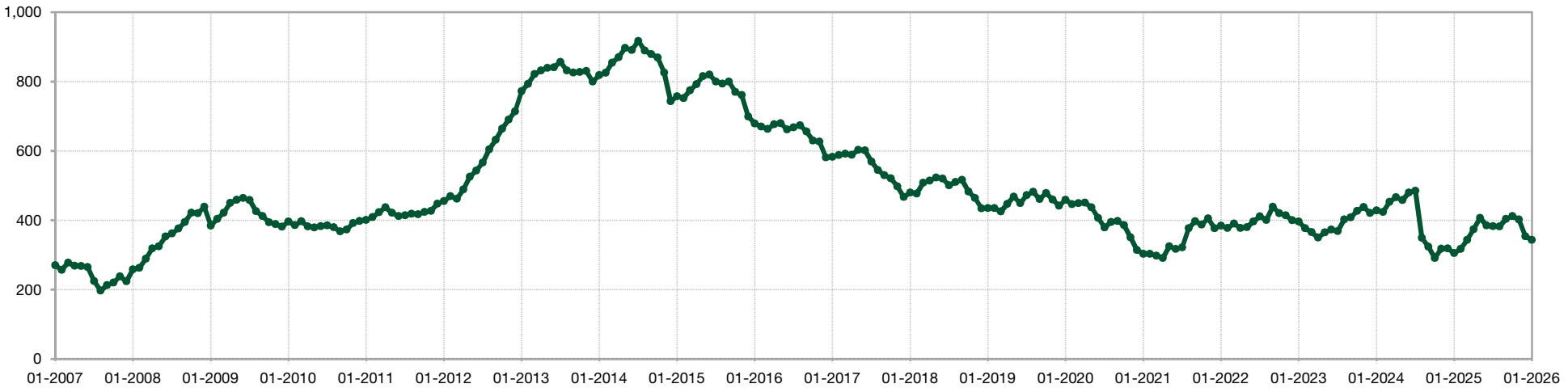
January



Homes for Sale		Prior Year	Percent Change
February 2025	317	424	-25.2%
March 2025	343	453	-24.3%
April 2025	374	466	-19.7%
May 2025	407	458	-11.1%
June 2025	385	480	-19.8%
July 2025	383	485	-21.0%
August 2025	382	349	+9.5%
September 2025	404	324	+24.7%
October 2025	412	291	+41.6%
November 2025	402	318	+26.4%
December 2025	354	319	+11.0%
January 2026	343	305	+12.5%
12-Month Avg*	376	389	-3.3%

* Homes for Sale for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Historical Inventory of Homes for Sale by Month

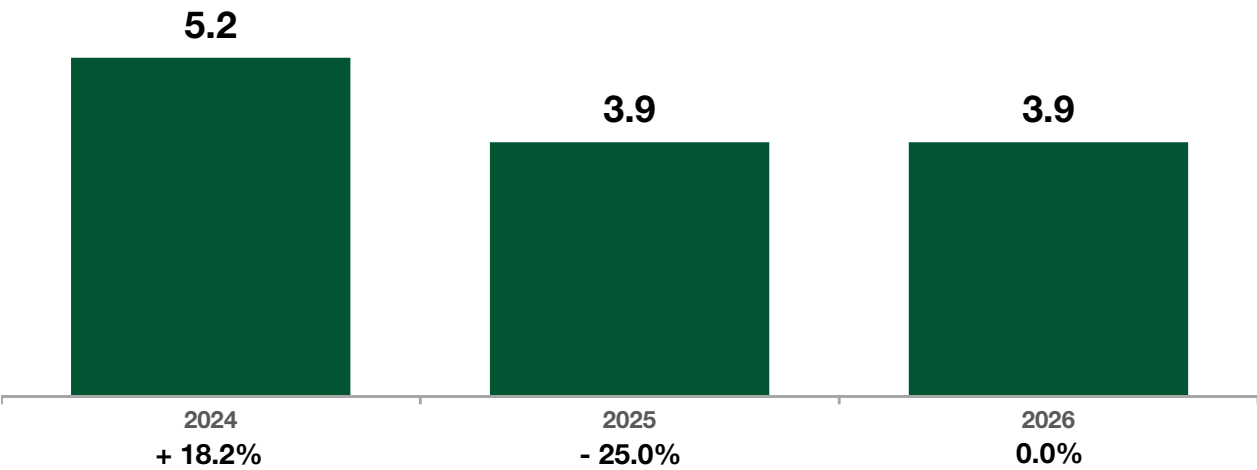


Months Supply of Inventory

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	Percent Change
February 2025	4.1	5.2	-21.2%
March 2025	4.3	5.6	-23.2%
April 2025	4.7	5.8	-19.0%
May 2025	5.2	5.6	-7.1%
June 2025	4.9	5.8	-15.5%
July 2025	4.8	5.9	-18.6%
August 2025	4.6	4.3	+7.0%
September 2025	4.9	4.0	+22.5%
October 2025	5.0	3.6	+38.9%
November 2025	4.7	4.0	+17.5%
December 2025	4.1	4.1	0.0%
January 2026	3.9	3.9	0.0%
12-Month Avg*	4.6	4.8	-4.2%

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

Historical Months Supply of Inventory by Month

