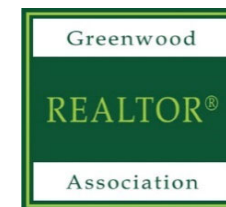


Monthly Indicators



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 were down 8.3 percent to 143. Pending Sales decreased 4.0 percent to 96. Inventory grew 5.8 percent to 364 units.

Median Sales Price was up 9.8 percent to \$280,000. Days on Market increased 29.5 percent to 123 days. Months Supply of Inventory was down 2.3 percent to 4.2 months.

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.

Quick Facts

+ 12.2%

One-Year Change in
Closed Sales

+ 9.8%

One-Year Change in
Median Sales Price

- 2.3%

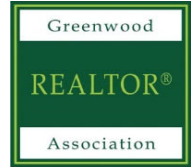
One-Year Change in
Months Supply

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

Market Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days on Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12

Market Overview

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



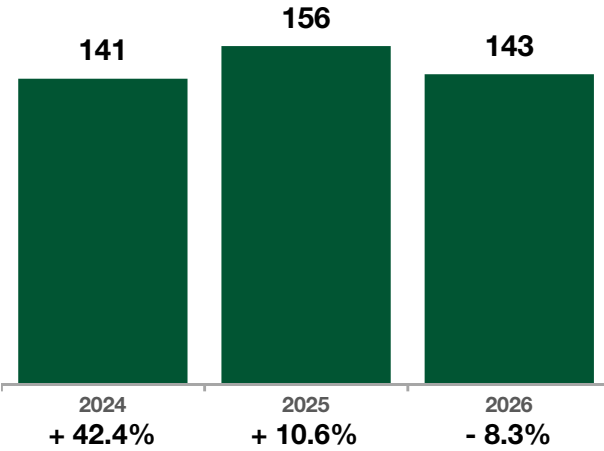
Key Metrics	Historical Sparkbars			03-2025	03-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
	03-2024	03-2025	03-2026						
New Listings				156	143	- 8.3%	359	370	+ 3.1%
Pending Sales				100	96	- 4.0%	244	243	- 0.4%
Closed Sales				82	92	+ 12.2%	194	222	+ 14.4%
Days on Market				95	123	+ 29.5%	121	131	+ 8.3%
Median Sales Price				\$255,000	\$280,000	+ 9.8%	\$248,500	\$275,500	+ 10.9%
Average Sales Price				\$318,564	\$357,773	+ 12.3%	\$296,711	\$340,102	+ 14.6%
Pct. of List Price Received				96.3%	96.8%	+ 0.5%	96.6%	96.9%	+ 0.3%
Housing Affordability Index				124	113	- 8.9%	127	115	- 9.4%
Inventory of Homes for Sale				344	364	+ 5.8%	--	--	--
Months Supply of Inventory				4.3	4.2	- 2.3%	--	--	--

New Listings

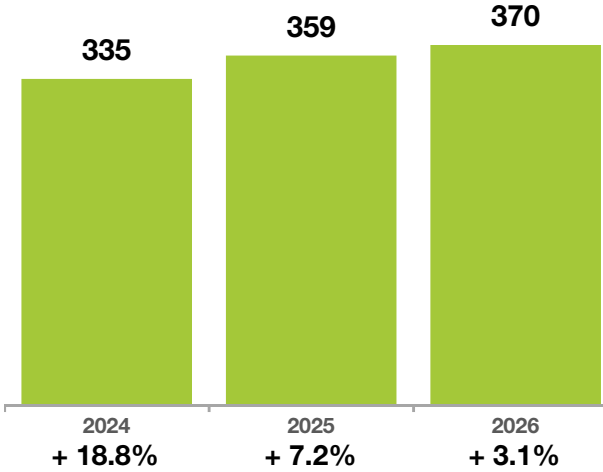
A count of the properties that have been newly listed on the market in a given month.



March

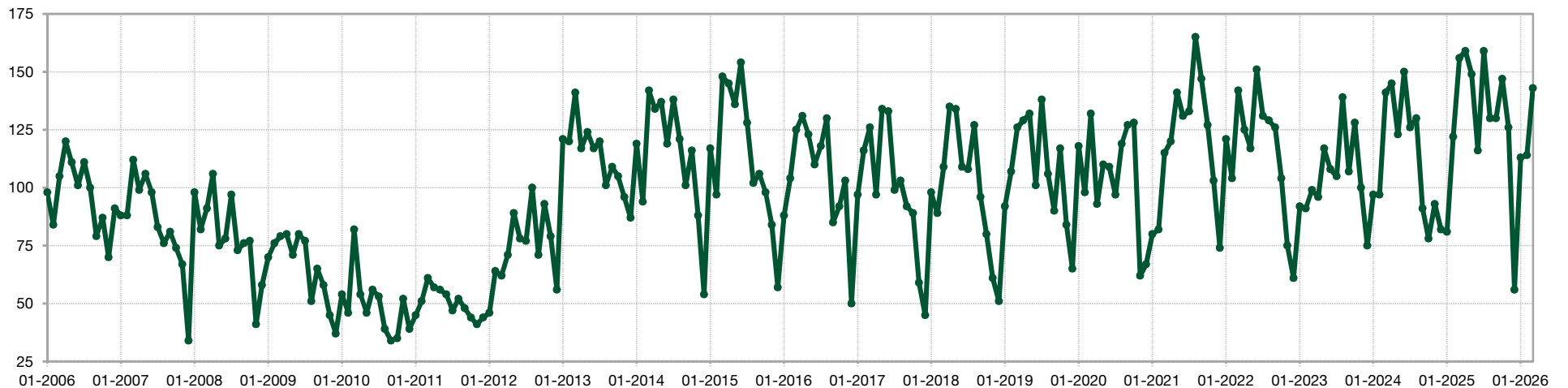


Year to Date



	New Listings	Prior Year	Percent Change
April 2025	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	130	91	+42.9%
October 2025	147	78	+88.5%
November 2025	126	93	+35.5%
December 2025	56	82	-31.7%
January 2026	113	81	+39.5%
February 2026	114	122	-6.6%
March 2026	143	156	-8.3%
12-Month Avg	129	115	+11.7%

Historical New Listings by Month

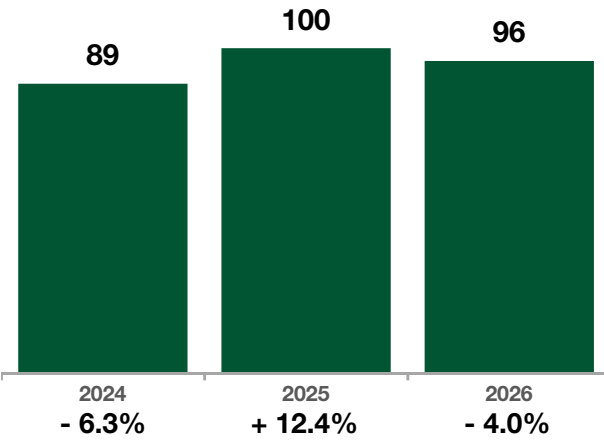


Pending Sales

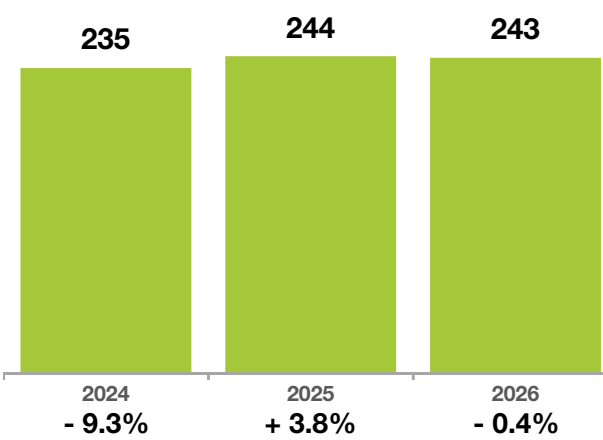
A count of the properties on which offers have been accepted in a given month.



March

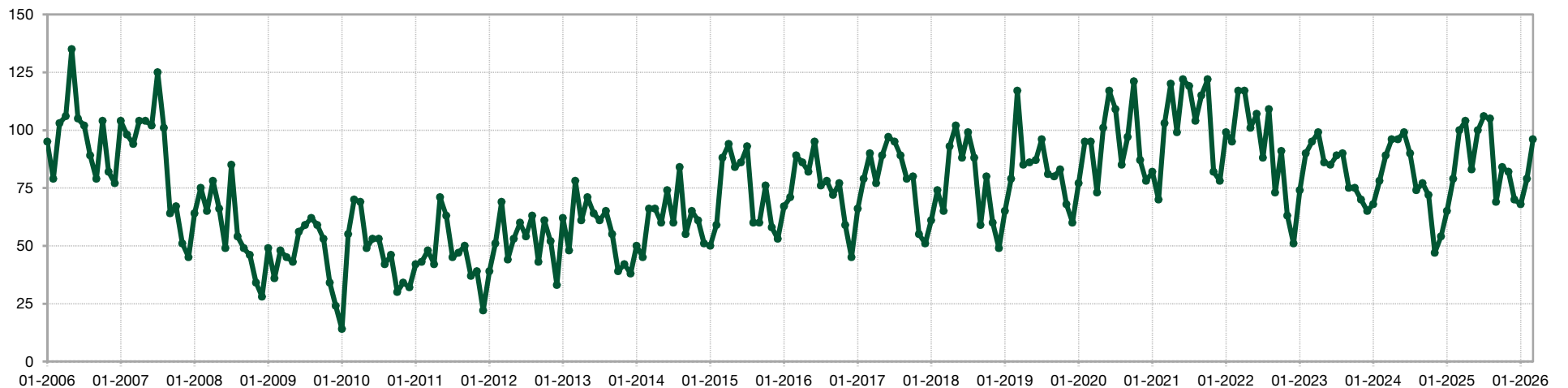


Year to Date



	Pending Sales	Prior Year	Percent Change
April 2025	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	82	47	+74.5%
December 2025	70	54	+29.6%
January 2026	68	65	+4.6%
February 2026	79	79	0.0%
March 2026	96	100	-4.0%
12-Month Avg	87	79	+10.3%

Historical Pending Sales by Month

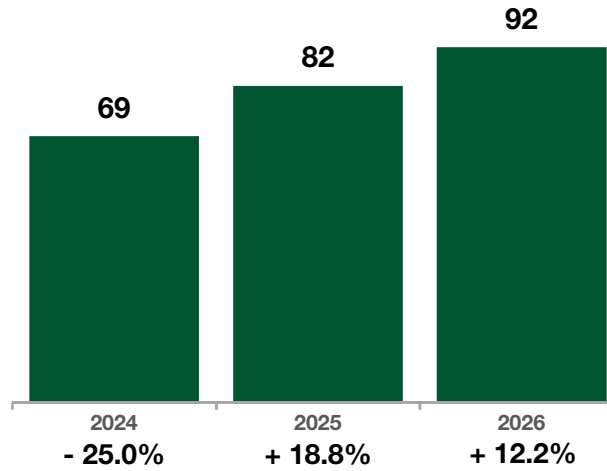


Closed Sales

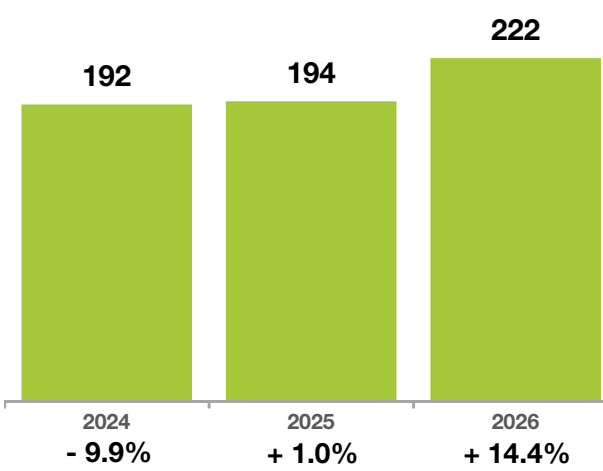
A count of the actual sales that closed in a given month.



March

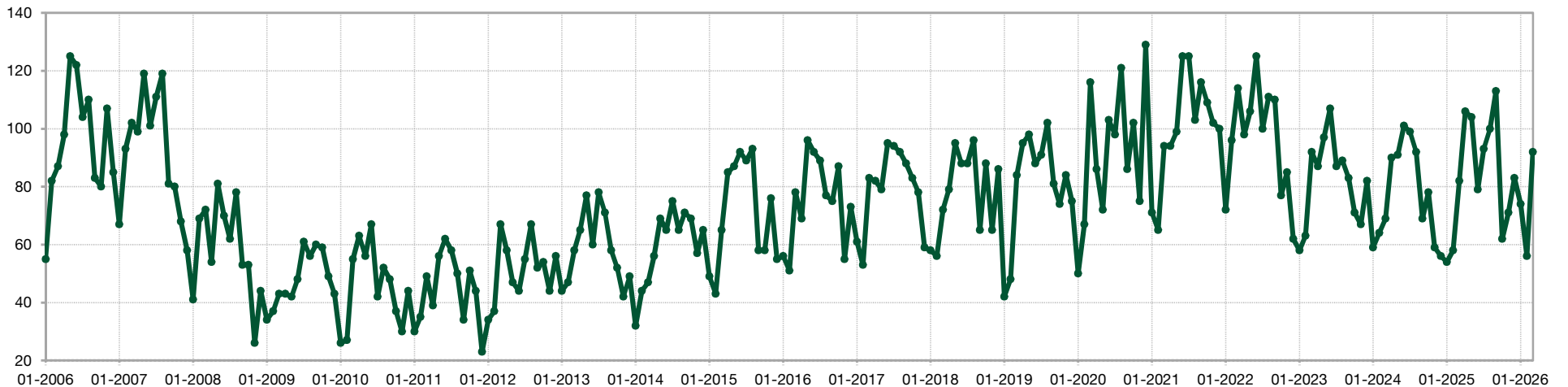


Year to Date



	Closed Sales	Prior Year	Percent Change
April 2025	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	71	59	+20.3%
December 2025	83	56	+48.2%
January 2026	74	54	+37.0%
February 2026	56	58	-3.4%
March 2026	92	82	+12.2%
12-Month Avg	86	77	+11.8%

Historical Closed Sales by Month

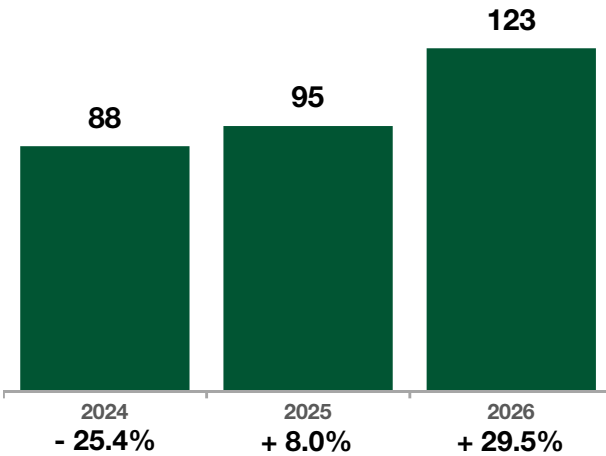


Days on Market Until Sale

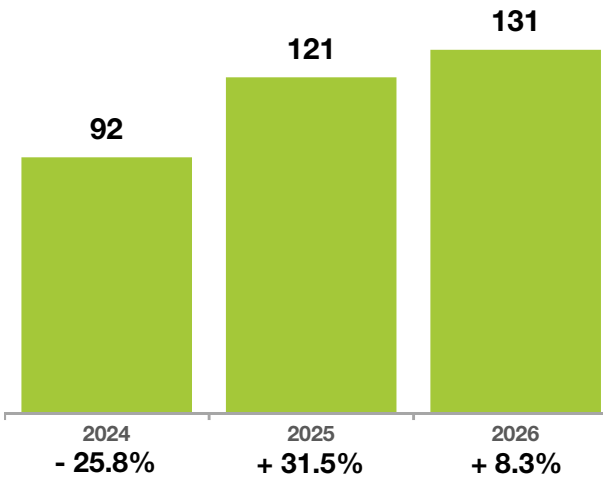
Average number of days between when a property is listed and when an offer is accepted in a given month.



March



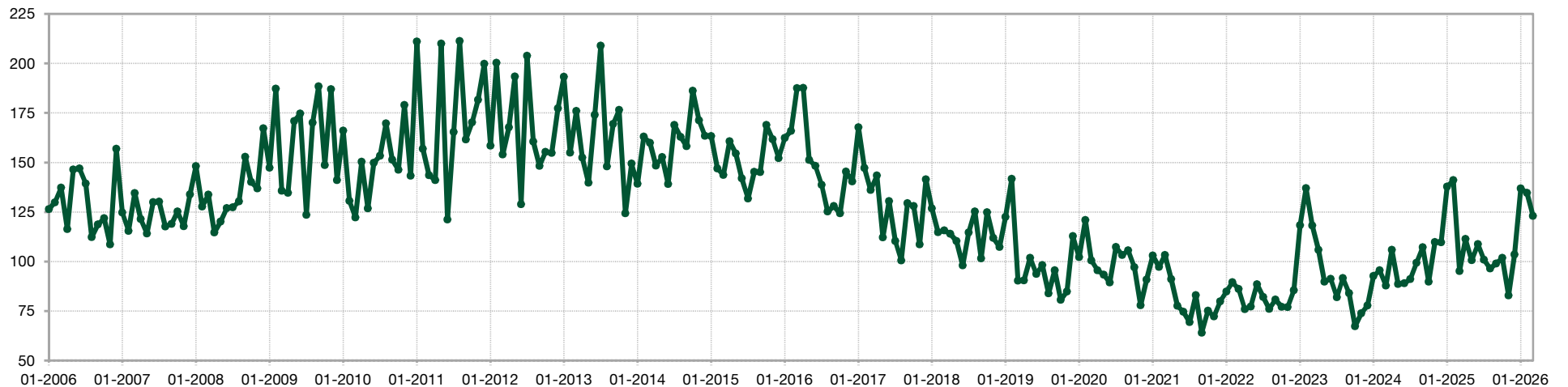
Year to Date



Month	Days on Market	Prior Year	Percent Change
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	137	138	-0.7%
February 2026	135	141	-4.3%
March 2026	123	95	+29.5%
12-Month Avg*	107	102	+4.9%

* Average Days on Market of 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

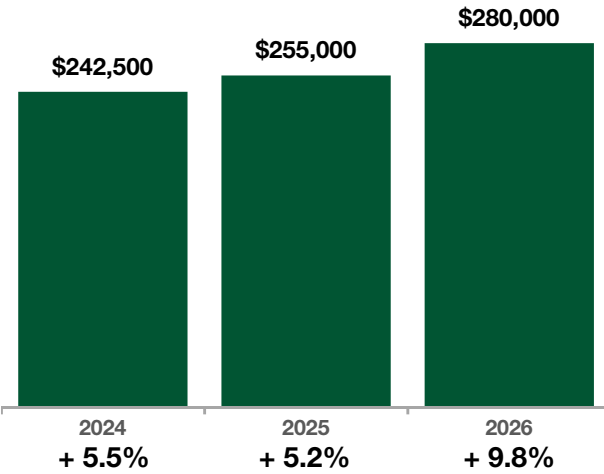


Median Sales Price

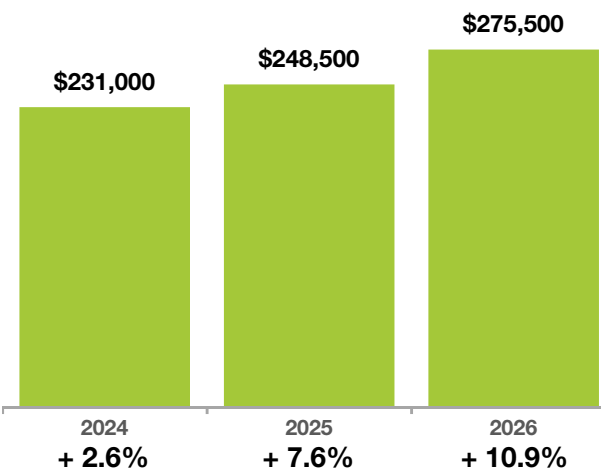
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



March



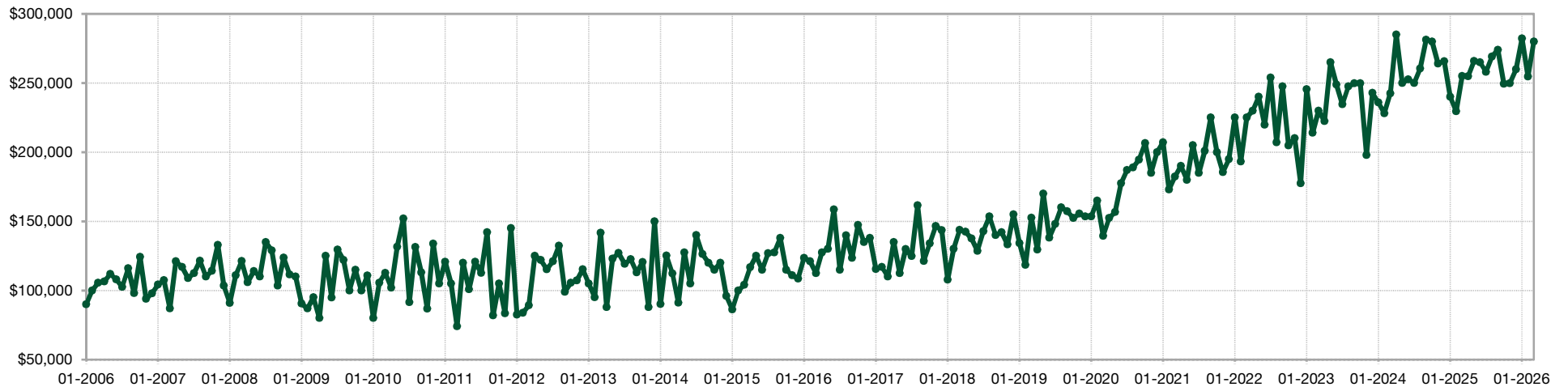
Year to Date



	Median Sales Price	Prior Year	Percent Change
April 2025	\$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	\$249,900	\$264,000	-5.3%
December 2025	\$259,900	\$265,675	-2.2%
January 2026	\$282,275	\$240,000	+17.6%
February 2026	\$254,700	\$229,500	+11.0%
March 2026	\$280,000	\$255,000	+9.8%
12-Month Med*	\$261,950	\$258,000	+1.5%

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

Historical Median Sales Price by Month

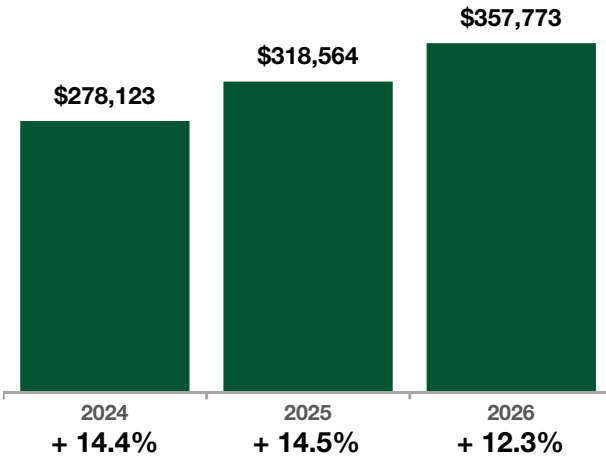


Average Sales Price

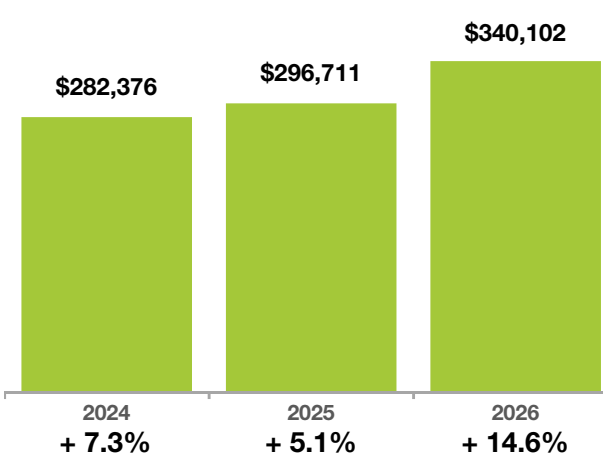
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March



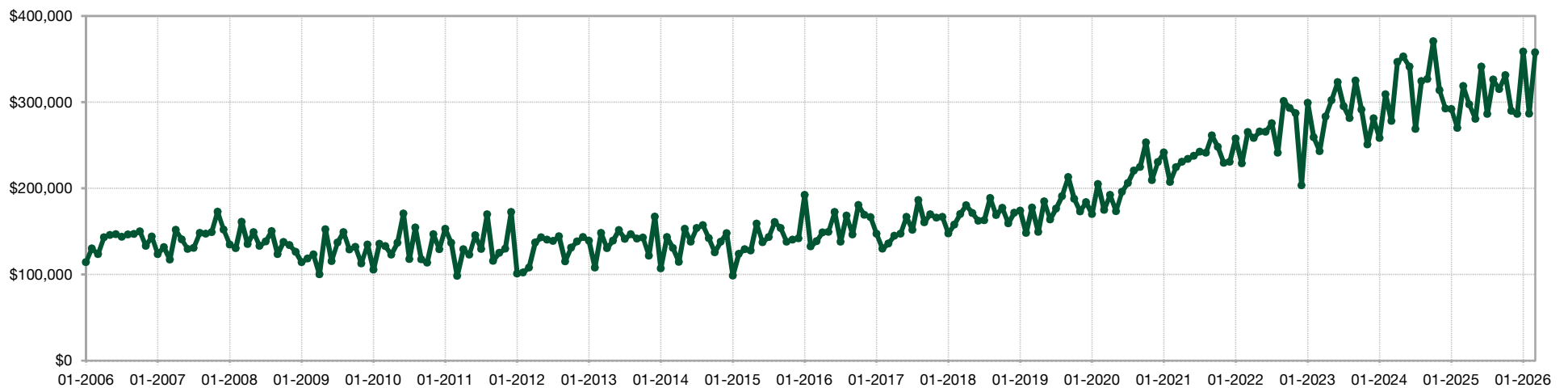
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$289,931	\$313,769	-7.6%
December 2025	\$286,157	\$292,604	-2.2%
January 2026	\$358,622	\$292,065	+22.8%
February 2026	\$286,597	\$270,139	+6.1%
March 2026	\$357,773	\$318,564	+12.3%
12-Month Avg*	\$313,106	\$320,944	-2.4%

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

Historical Average Sales Price by Month

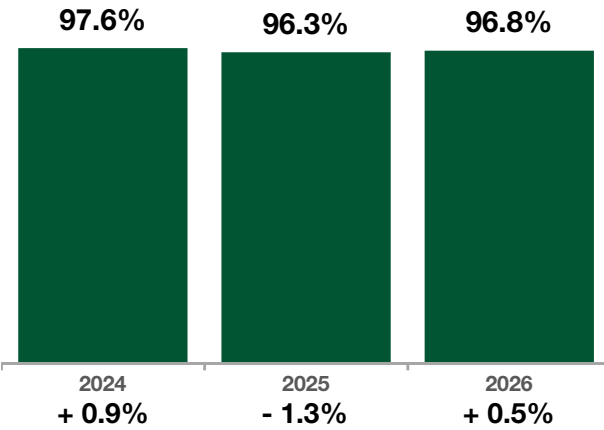


Percent of List Price Received

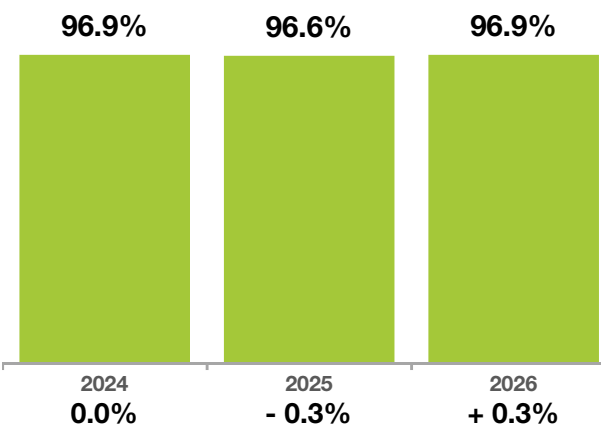
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



March



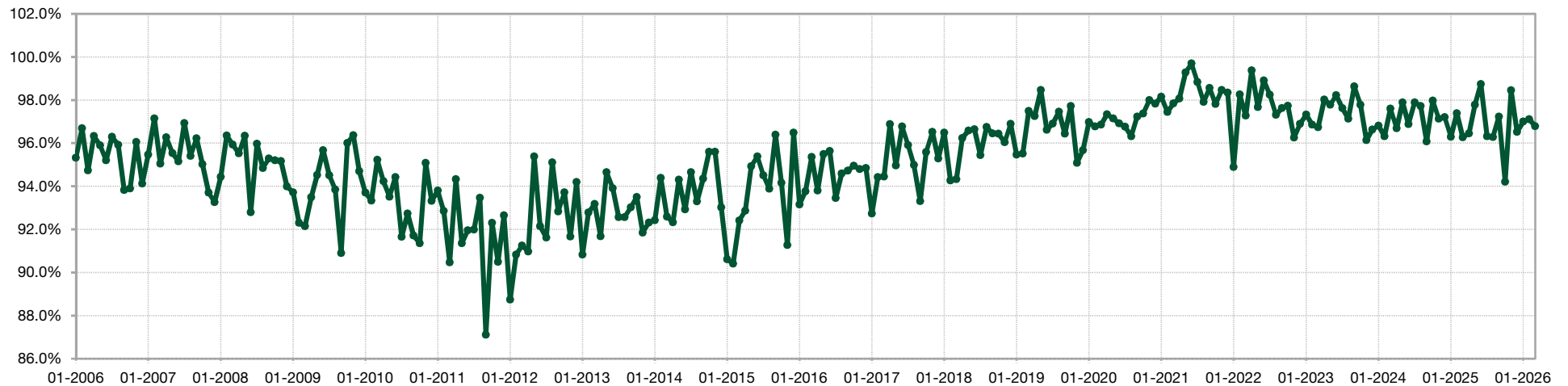
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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%
February 2026	97.1%	97.4%	-0.3%
March 2026	96.8%	96.3%	+0.5%
12-Month Avg*	96.9%	97.2%	-0.3%

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

Historical Percent of List Price Received by Month

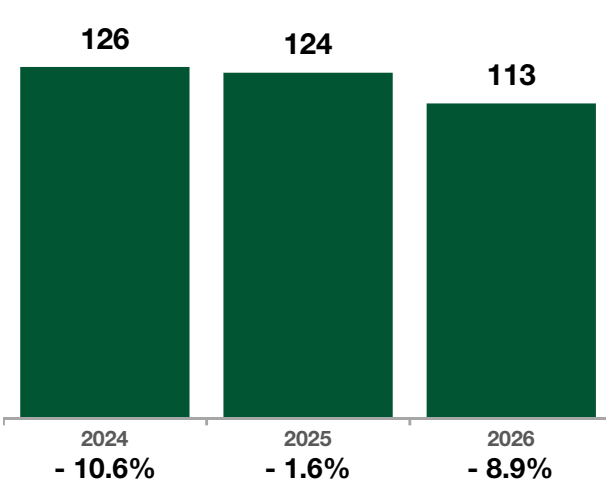


Housing Affordability Index

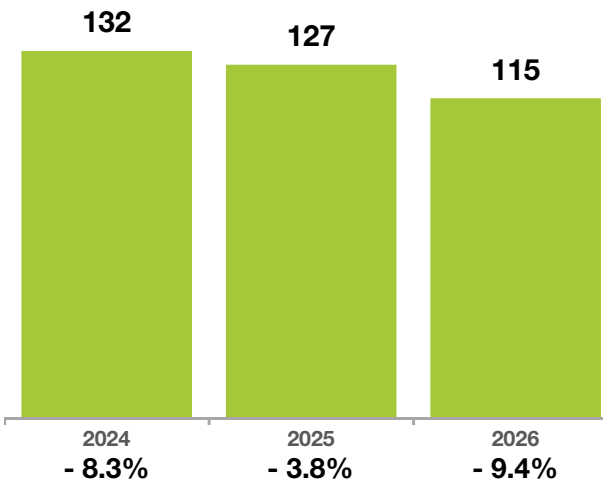


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

March

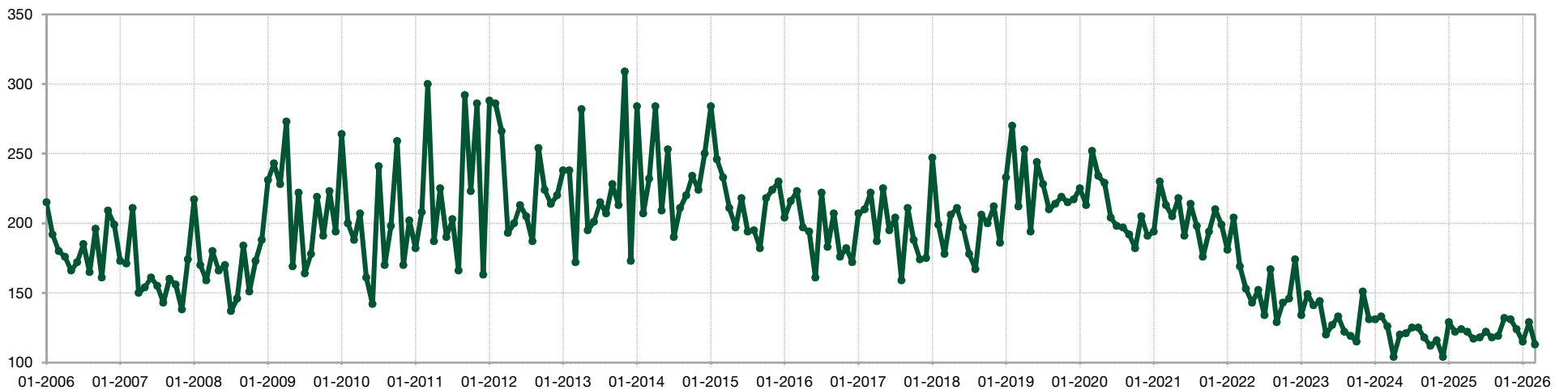


Year to Date



	Affordability Index	Prior Year	Percent Change
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	115	129	-10.9%
February 2026	129	122	+5.7%
March 2026	113	124	-8.9%
12-Month Avg	122	118	+2.8%

Historical Housing Affordability Index by Month

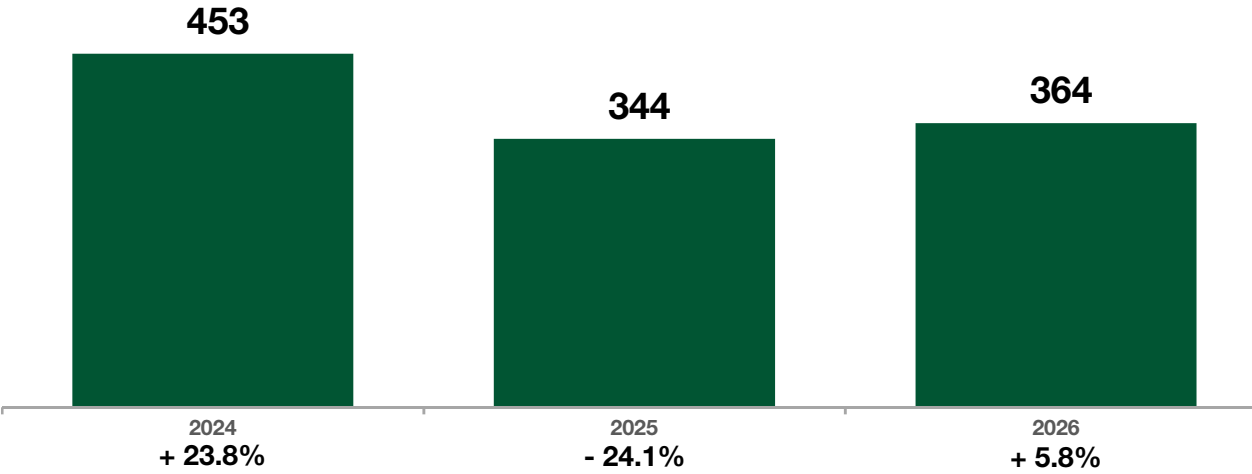


Inventory of Homes for Sale

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



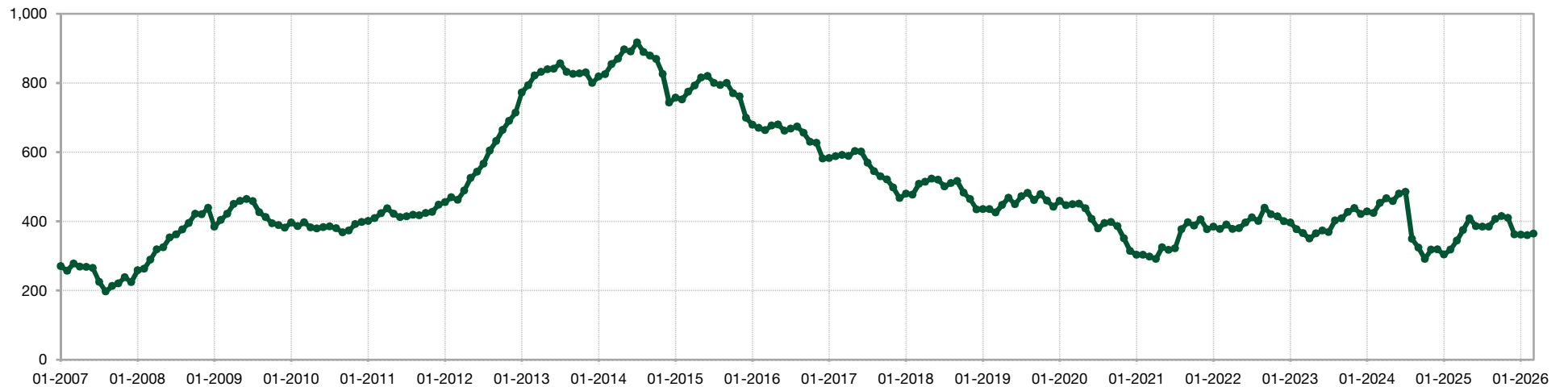
March



Homes for Sale	Prior Year	Percent Change
April 2025	466	-19.5%
May 2025	458	-10.9%
June 2025	480	-19.6%
July 2025	485	-20.8%
August 2025	349	+10.0%
September 2025	324	+25.6%
October 2025	291	+42.6%
November 2025	318	+28.9%
December 2025	319	+13.5%
January 2026	304	+18.8%
February 2026	318	+13.2%
March 2026	344	+5.8%
12-Month Avg*	371	+3.8%

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

Historical Inventory of Homes for Sale by Month

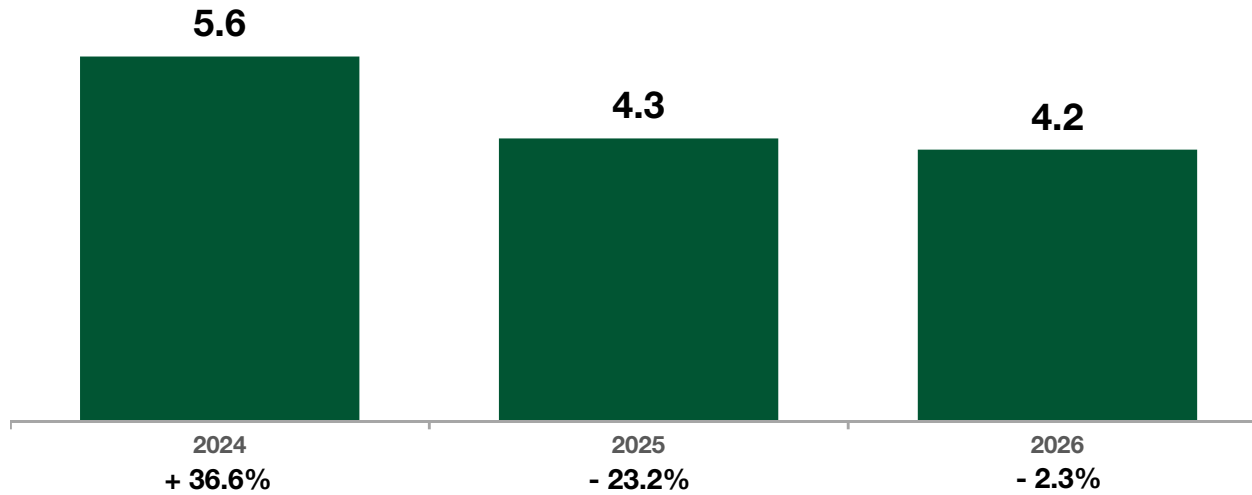


Months Supply of Inventory

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.



March



Months Supply		Prior Year	Percent Change
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	5.0	4.0	+25.0%
October 2025	5.0	3.6	+38.9%
November 2025	4.8	4.0	+20.0%
December 2025	4.1	4.1	0.0%
January 2026	4.1	3.9	+5.1%
February 2026	4.1	4.1	0.0%
March 2026	4.2	4.3	-2.3%
12-Month Avg*	4.6	4.6	0.0%

* 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

