Monthly Indicators

August 2026

U.S. existing-home sales edged down 1.7% from the previous month to a seasonally adjusted annual rate of 4.06 million units, according to the National Association of REALTORS® (NAR). Regionally, sales increased in the Northeast, held steady in the West, and declined in the Midwest and South. On a year-over-year basis, sales rose in the Midwest and West while remaining flat in the Northeast and South.

New Listings increased 8.4 percent to 1,545. Pending Sales increased 1.0 percent to 1,125. Inventory increased 20.0 percent to 2,229.

Median Sales Price increased 4.2 percent from $287,900 to $300,000. Days on Market decreased 15.0 percent to 17. Months Supply of Inventory increased 19.0 percent to 2.5.

Nationally, the median existing-home sales price climbed to $431,400, as inventory remained at a 4.6-month supply at the current sales pace, NAR reported. Year-to-date sales are up 2.4%, reflecting stable demand even amid elevated mortgage rates. Homes are sitting on the market longer and fewer buyers are bidding above asking price compared to a year earlier, though local market conditions vary widely.

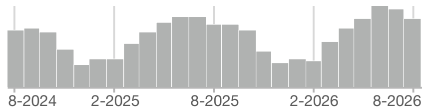
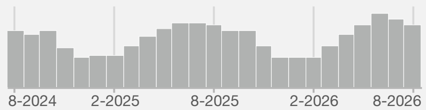
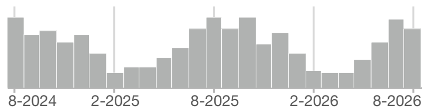
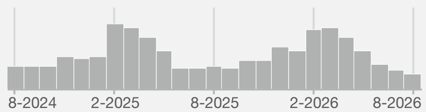
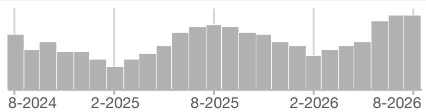
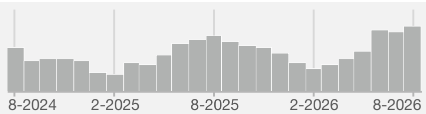
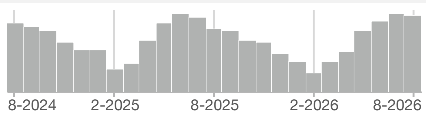
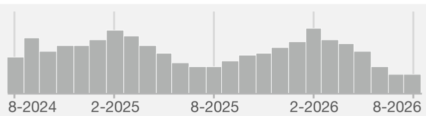
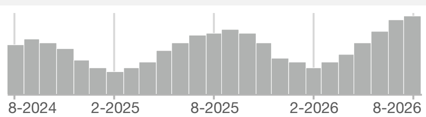
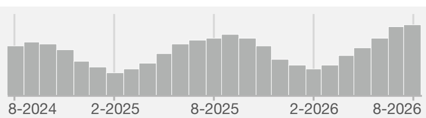
Activity Snapshot

- 11.8%	+ 4.2%	+ 20.0%
One-Year Change in **Closed Sales** All Properties	One-Year Change in **Median Sales Price** All Properties	One-Year Change in **Homes for Sale** All Properties

Residential activity for Regional Board B composed of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

Activity Overview

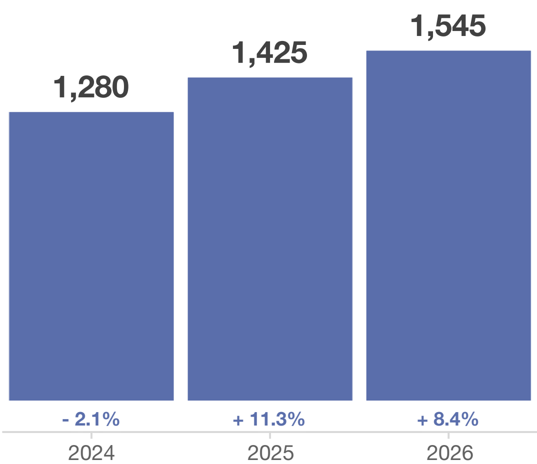
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	8-2025	8-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		1,425	**1,545**	+ 8.4%	9,457	**10,260**	+ 8.5%
Pending Sales		1,114	**1,125**	+ 1.0%	7,349	**7,563**	+ 2.9%
Closed Sales		1,189	**1,049**	- 11.8%	6,443	**6,357**	- 1.3%
Days on Market Until Sale		20	**17**	- 15.0%	26	**25**	- 3.8%
Median Sales Price		$287,900	**$300,000**	+ 4.2%	$260,000	**$275,000**	+ 5.8%
Average Sales Price		$338,371	**$355,074**	+ 4.9%	$308,158	**$321,560**	+ 4.3%
Percent of List Price Received		105.1%	**106.6%**	+ 1.4%	104.3%	**104.3%**	0.0%
Housing Affordability Index		144	**137**	- 4.9%	159	**149**	- 6.3%
Inventory of Homes for Sale		1,857	**2,229**	+ 20.0%	—	**—**	—
Months Supply of Inventory		2.1	**2.5**	+ 19.0%	—	**—**	—

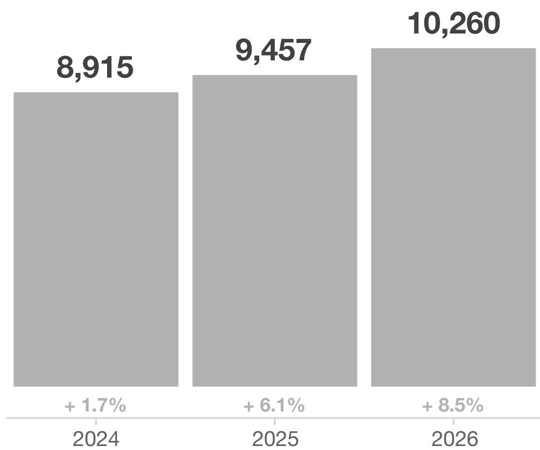
New Listings

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

August

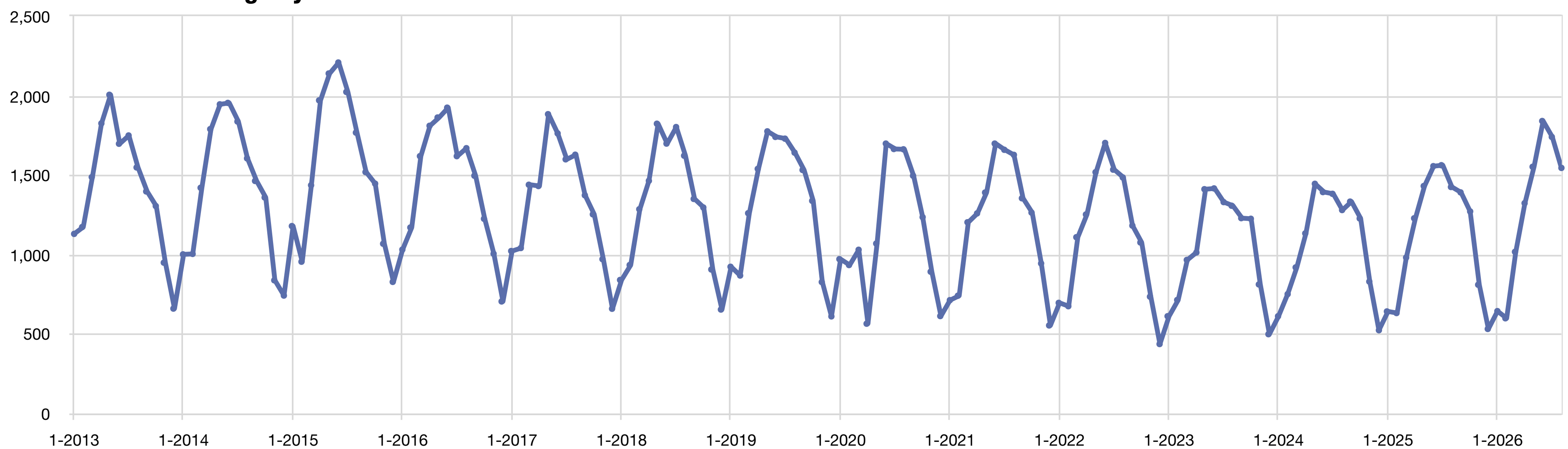


Year to Date



New Listings		Prior Year	Percent Change
September 2025	1,391	1,333	+ 4.4%
October 2025	1,271	1,227	+ 3.6%
November 2025	810	830	- 2.4%
December 2025	532	524	+ 1.5%
January 2026	644	642	+ 0.3%
February 2026	599	632	- 5.2%
March 2026	1,017	981	+ 3.7%
April 2026	1,323	1,228	+ 7.7%
May 2026	1,552	1,431	+ 8.5%
June 2026	1,840	1,556	+ 18.3%
July 2026	1,740	1,562	+ 11.4%
August 2026	**1,545**	**1,425**	**+ 8.4%**
12-Month Avg	1,189	1,114	+ 6.7%

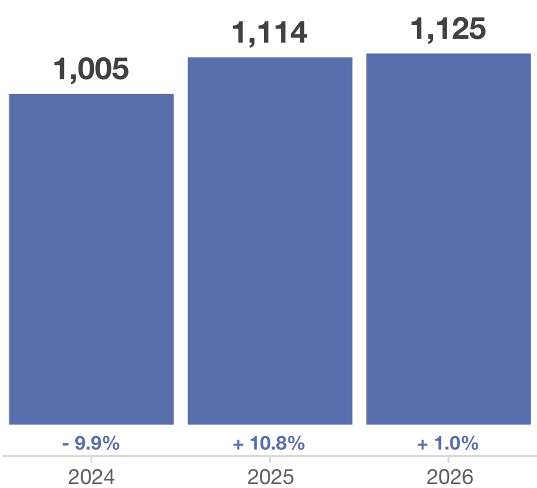
Historical New Listings by Month



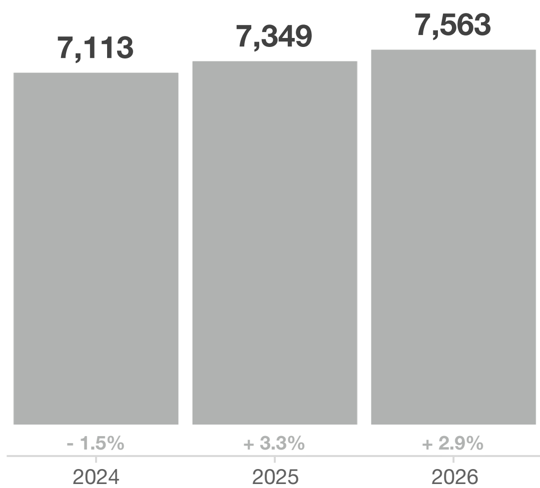
Pending Sales

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

August

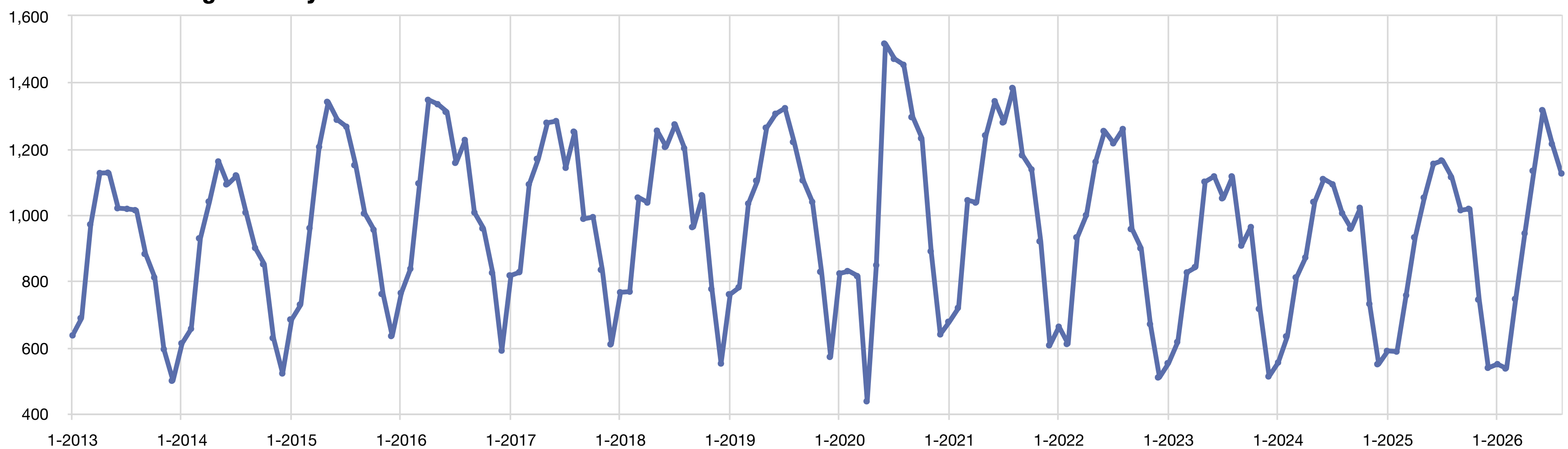


Year to Date



Pending Sales		Prior Year	Percent Change
September 2025	1,014	958	+ 5.8%
October 2025	1,018	1,021	- 0.3%
November 2025	744	731	+ 1.8%
December 2025	538	549	- 2.0%
January 2026	549	589	- 6.8%
February 2026	536	587	- 8.7%
March 2026	746	757	- 1.5%
April 2026	944	932	+ 1.3%
May 2026	1,133	1,052	+ 7.7%
June 2026	1,316	1,154	+ 14.0%
July 2026	1,214	1,164	+ 4.3%
August 2026	**1,125**	**1,114**	**+ 1.0%**
12-Month Avg	906	884	+ 2.5%

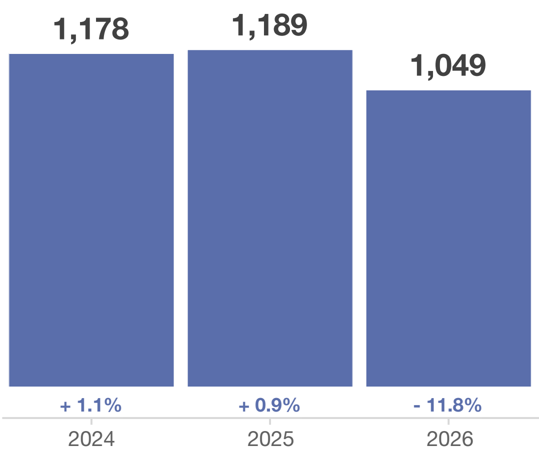
Historical Pending Sales by Month



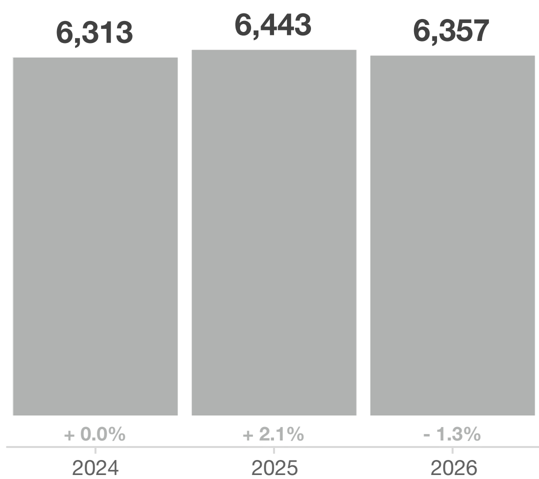
Closed Sales

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

August

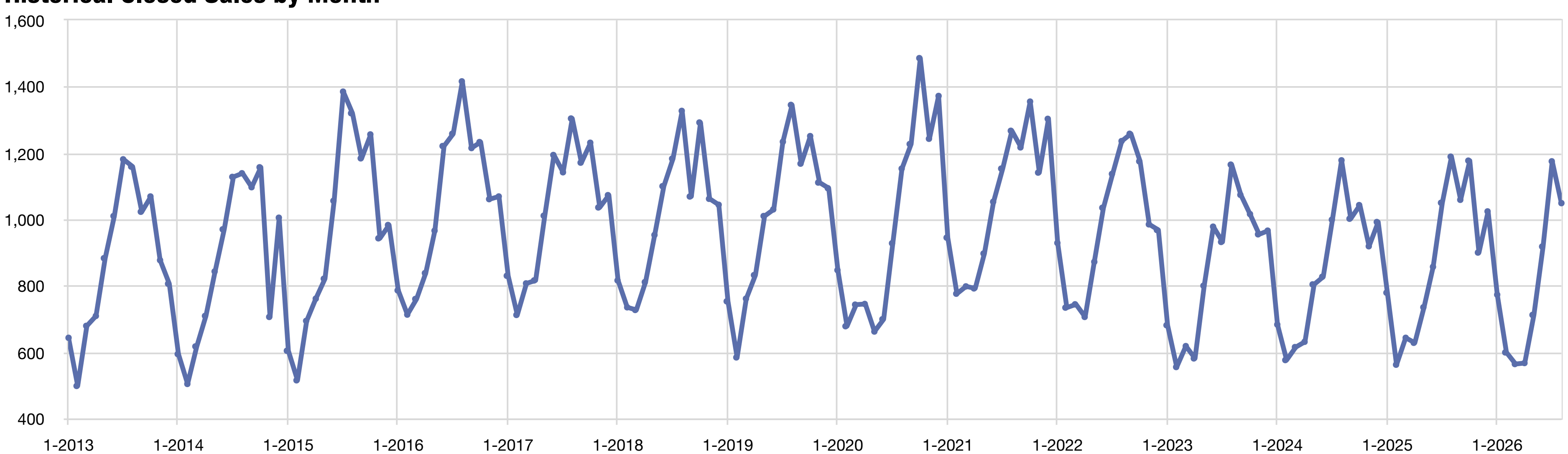


Year to Date



Closed Sales		Prior Year	Percent Change
September 2025	1,059	1,002	+ 5.7%
October 2025	1,177	1,043	+ 12.8%
November 2025	900	919	- 2.1%
December 2025	1,024	992	+ 3.2%
January 2026	773	779	- 0.8%
February 2026	599	562	+ 6.6%
March 2026	564	643	- 12.3%
April 2026	567	628	- 9.7%
May 2026	712	735	- 3.1%
June 2026	918	857	+ 7.1%
July 2026	1,175	1,050	+ 11.9%
August 2026	**1,049**	**1,189**	**- 11.8%**
12-Month Avg	876	867	+ 1.0%

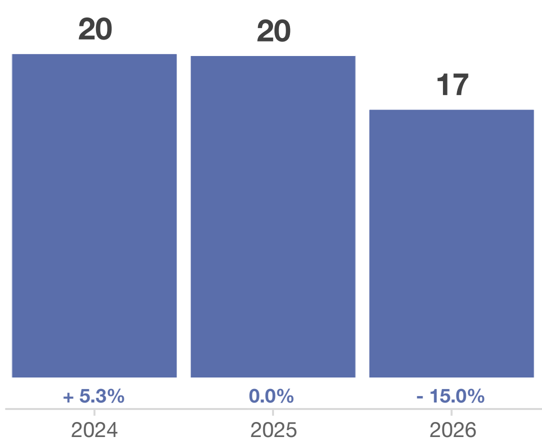
Historical Closed Sales by Month



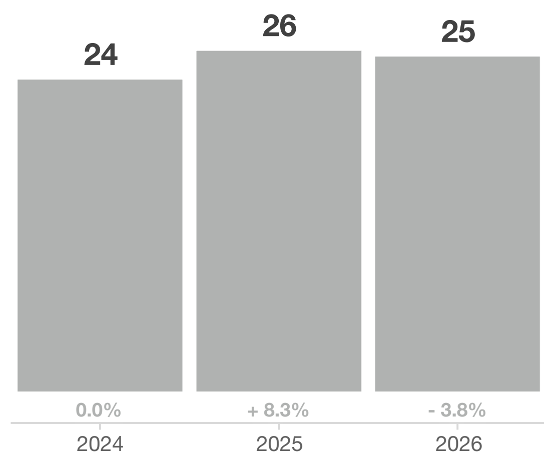
Days on Market Until Sale

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

August



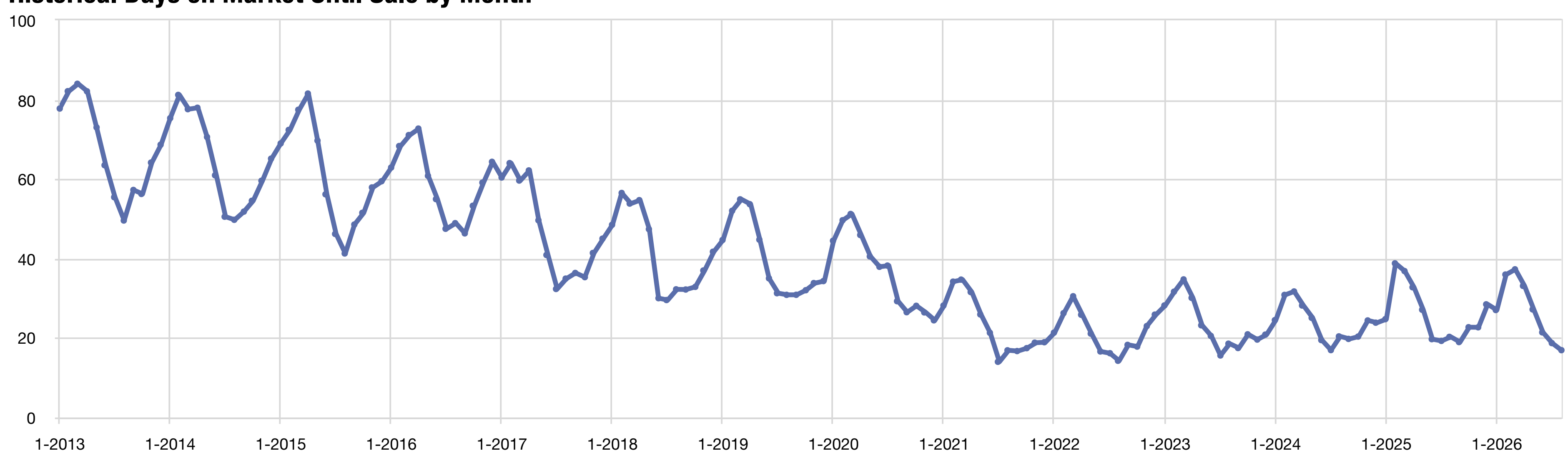
Year to Date



Days on Market		Prior Year	Percent Change
September 2025	19	20	- 5.0%
October 2025	23	20	+ 15.0%
November 2025	23	24	- 4.2%
December 2025	28	24	+ 16.7%
January 2026	27	25	+ 8.0%
February 2026	36	39	- 7.7%
March 2026	37	37	0.0%
April 2026	33	33	0.0%
May 2026	27	27	0.0%
June 2026	21	20	+ 5.0%
July 2026	19	19	0.0%
August 2026	**17**	**20**	**- 15.0%**
12-Month Avg*	24	24	+ 0.4%

* Days on Market for all properties from September 2025 through August 2026. This is not the average of the individual figures above.

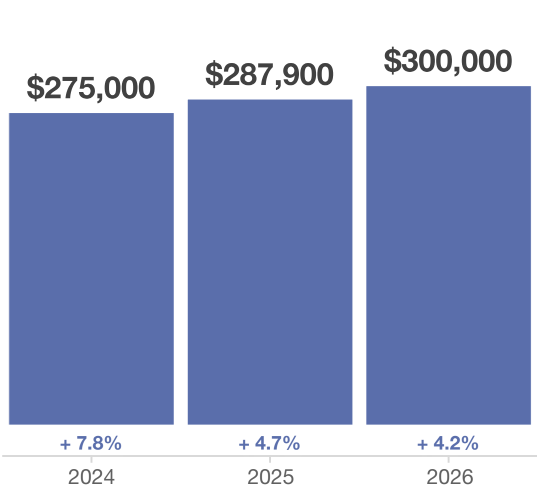
Historical Days on Market Until Sale by Month



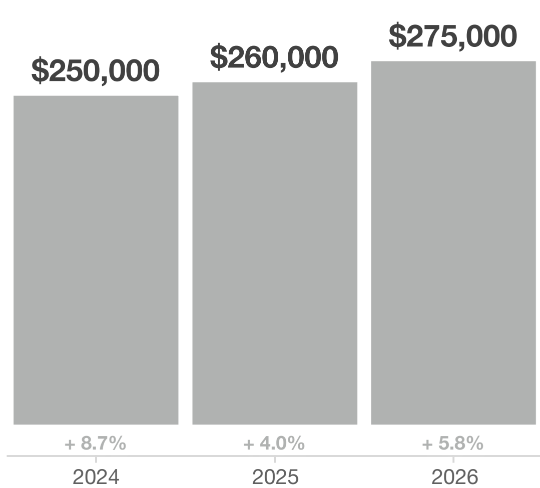
Median Sales Price

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

August



Year to Date



Median Sales Price		Prior Year	Percent Change
September 2025	$285,000	$253,500	+ 12.4%
October 2025	$277,250	$265,000	+ 4.6%
November 2025	$274,500	$250,000	+ 9.8%
December 2025	$265,000	$250,000	+ 6.0%
January 2026	$260,000	$240,000	+ 8.3%
February 2026	$245,000	$230,000	+ 6.5%
March 2026	$252,500	$240,000	+ 5.2%
April 2026	$257,503	$249,000	+ 3.4%
May 2026	$265,000	$259,900	+ 2.0%
June 2026	$291,276	$277,000	+ 5.2%
July 2026	$300,000	$285,000	+ 5.3%
August 2026	**$300,000**	**$287,900**	**+ 4.2%**
12-Month Avg*	$275,000	$260,000	+ 5.8%

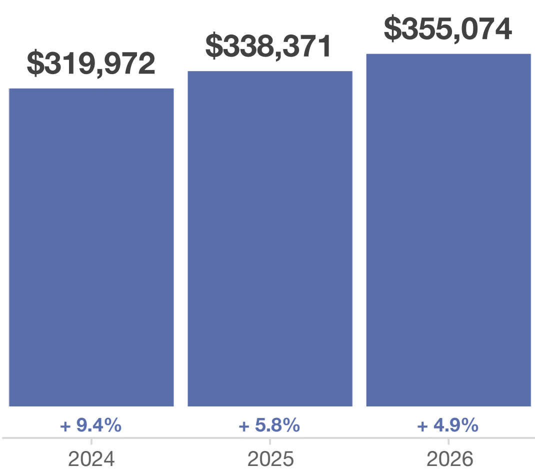
* Median Sales Price for all properties from September 2025 through August 2026. This is not the average of the individual figures above.

Historical Median Sales Price by Month

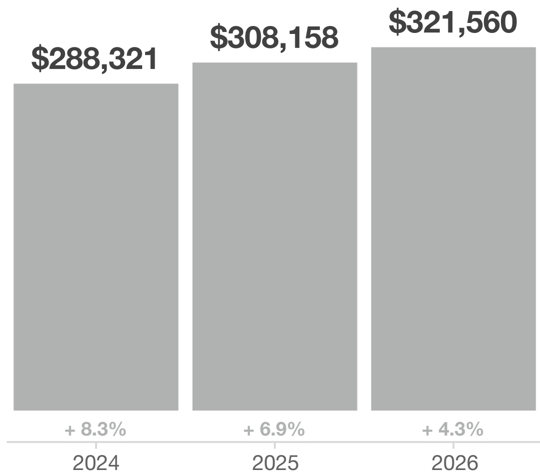
Average Sales Price

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

August



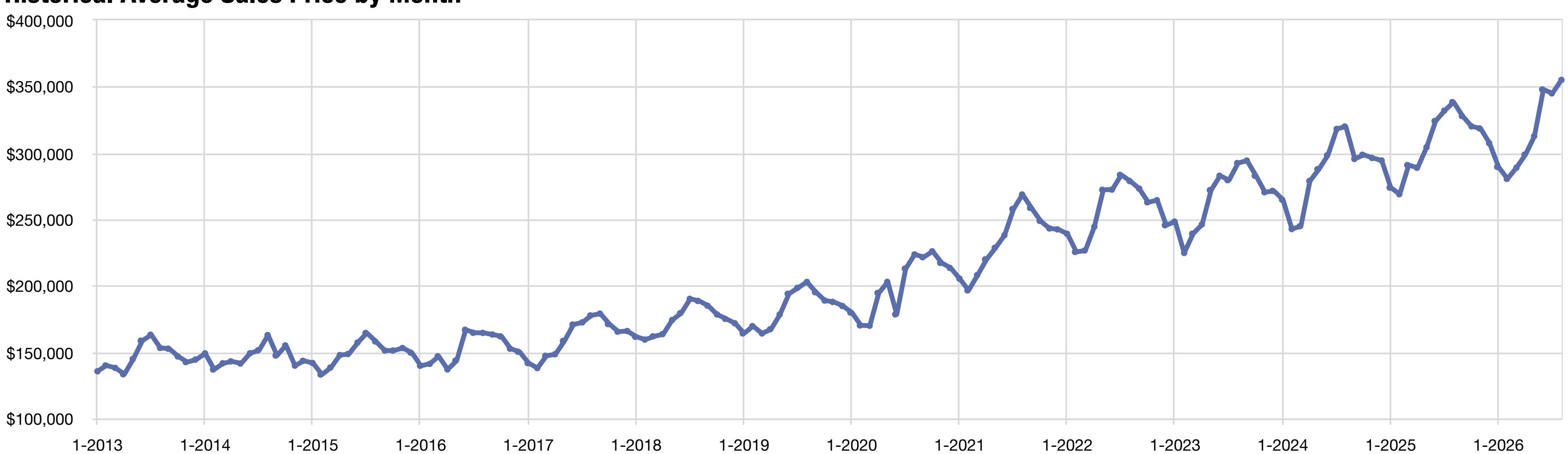
Year to Date



Avg. Sales Price		Prior Year	Percent Change
September 2025	$327,867	$295,558	+ 10.9%
October 2025	$320,088	$298,682	+ 7.2%
November 2025	$318,532	$296,290	+ 7.5%
December 2025	$307,410	$294,360	+ 4.4%
January 2026	$289,565	$273,970	+ 5.7%
February 2026	$280,543	$268,975	+ 4.3%
March 2026	$288,992	$290,892	- 0.7%
April 2026	$298,760	$288,911	+ 3.4%
May 2026	$312,696	$304,390	+ 2.7%
June 2026	$347,891	$324,086	+ 7.3%
July 2026	$344,963	$331,916	+ 3.9%
August 2026	**$355,074**	**$338,371**	**+ 4.9%**
12-Month Avg*	$320,397	$303,626	+ 5.5%

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

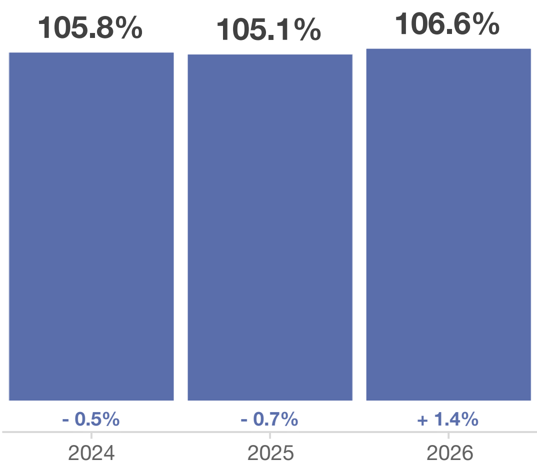
Historical Average Sales Price by Month



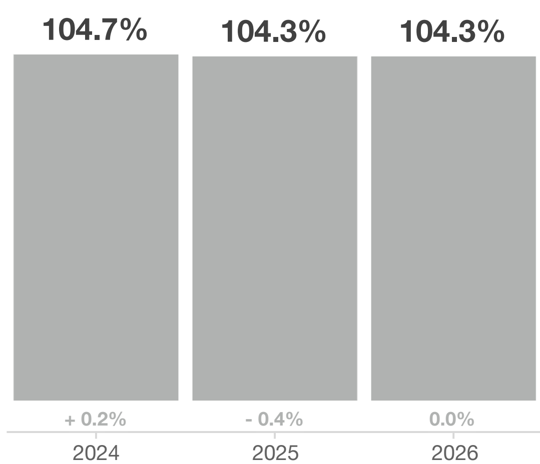
Percent of List Price Received

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.

August



Year to Date



Pct. of List Price Received		Prior Year	Percent Change
September 2025	104.8%	105.2%	- 0.4%
October 2025	103.8%	104.7%	- 0.9%
November 2025	103.5%	103.6%	- 0.1%
December 2025	102.3%	102.6%	- 0.3%
January 2026	101.5%	102.7%	- 1.2%
February 2026	100.2%	100.5%	- 0.3%
March 2026	101.5%	101.1%	+ 0.4%
April 2026	102.5%	103.7%	- 1.2%
May 2026	104.7%	105.7%	- 0.9%
June 2026	105.9%	106.8%	- 0.8%
July 2026	106.7%	106.2%	+ 0.5%
August 2026	**106.6%**	**105.1%**	**+ 1.4%**
12-Month Avg*	104.0%	104.2%	- 0.2%

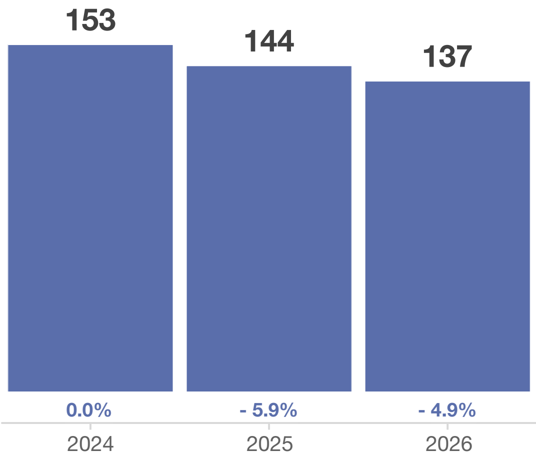
* Pct. of List Price Received for all properties from September 2025 through August 2026. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

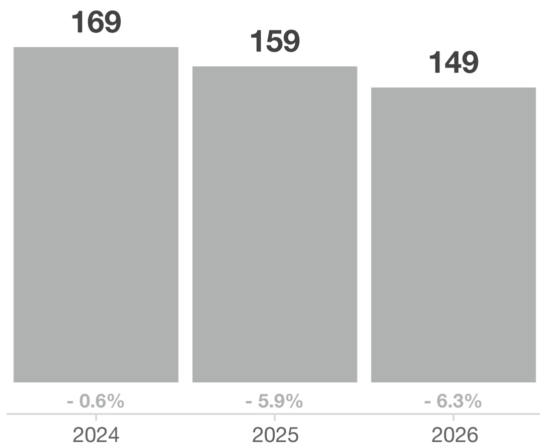
Housing Affordability Index

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.

August

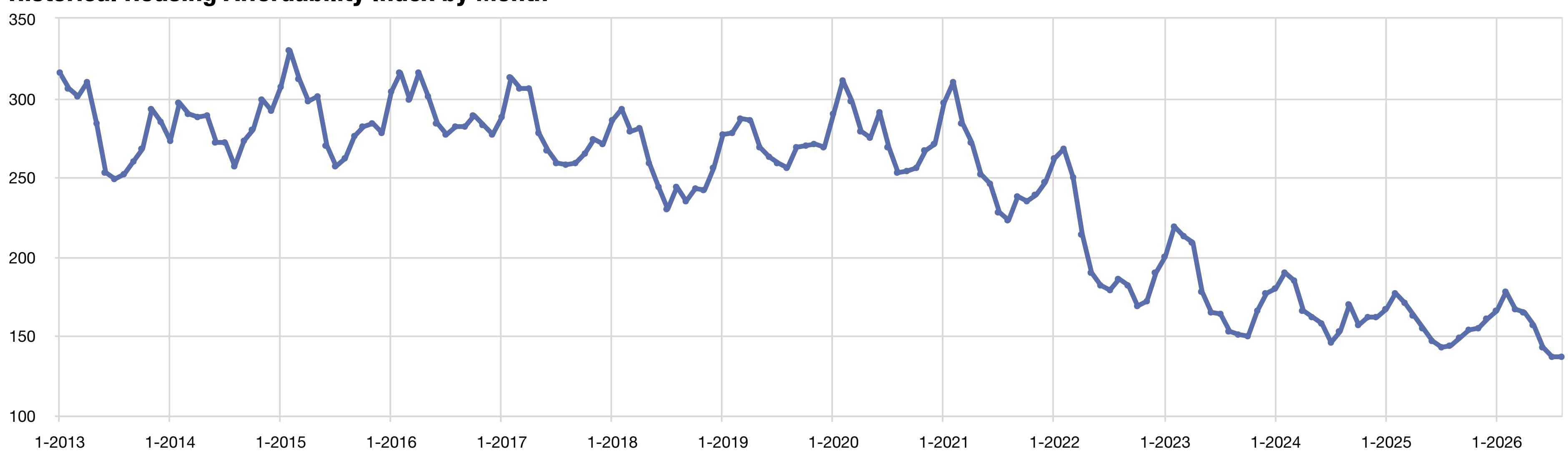


Year to Date



Affordability Index		Prior Year	Percent Change
September 2025	149	170	- 12.4%
October 2025	154	157	- 1.9%
November 2025	155	162	- 4.3%
December 2025	161	162	- 0.6%
January 2026	166	167	- 0.6%
February 2026	178	177	+ 0.6%
March 2026	167	171	- 2.3%
April 2026	165	163	+ 1.2%
May 2026	157	155	+ 1.3%
June 2026	143	147	- 2.7%
July 2026	137	143	- 4.2%
August 2026	**137**	**144**	**- 4.9%**
12-Month Avg	156	160	- 2.5%

Historical Housing Affordability Index by Month

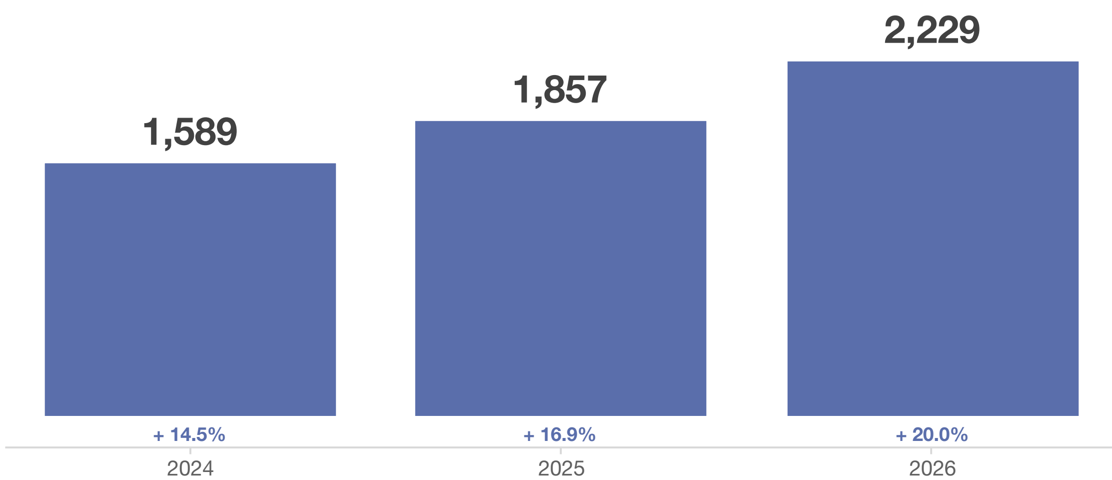


Inventory of Homes for Sale

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

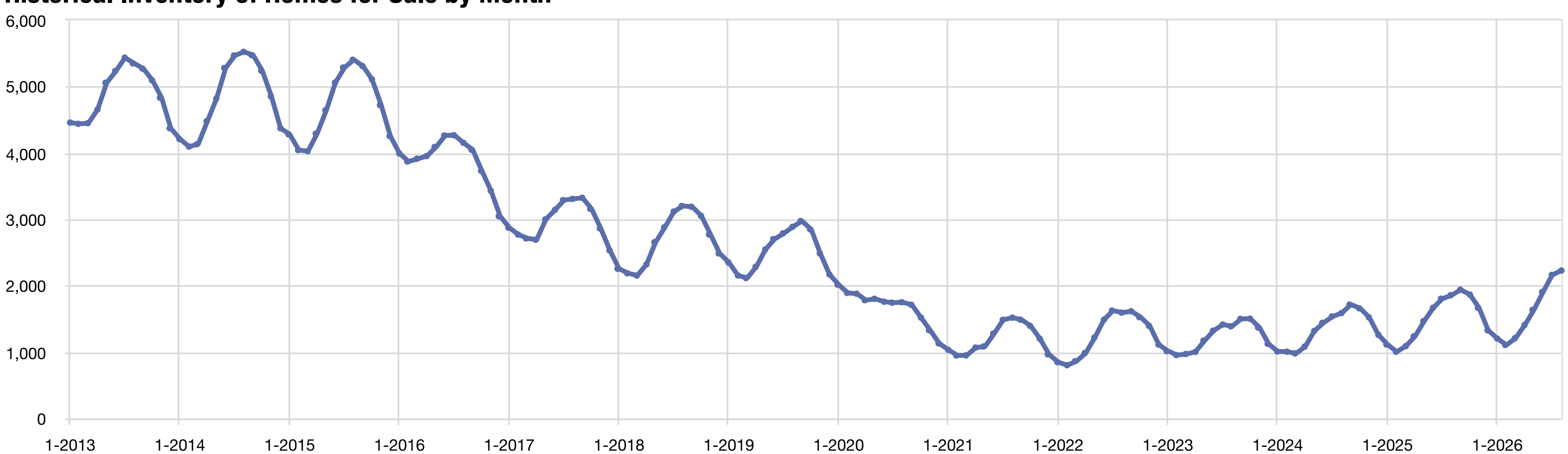
BUFFALO NIAGARA ASSOCIATION OF REALTORS INC.

August



Homes for Sale		Prior Year	Percent Change
September 2025	1,940	1,716	+ 13.1%
October 2025	1,867	1,660	+ 12.5%
November 2025	1,667	1,524	+ 9.4%
December 2025	1,328	1,260	+ 5.4%
January 2026	1,204	1,115	+ 8.0%
February 2026	1,107	1,005	+ 10.1%
March 2026	1,210	1,089	+ 11.1%
April 2026	1,408	1,236	+ 13.9%
May 2026	1,636	1,466	+ 11.6%
June 2026	1,906	1,668	+ 14.3%
July 2026	2,163	1,805	+ 19.8%
August 2026	**2,229**	**1,857**	**+ 20.0%**
12-Month Avg	1,639	1,450	+ 13.0%

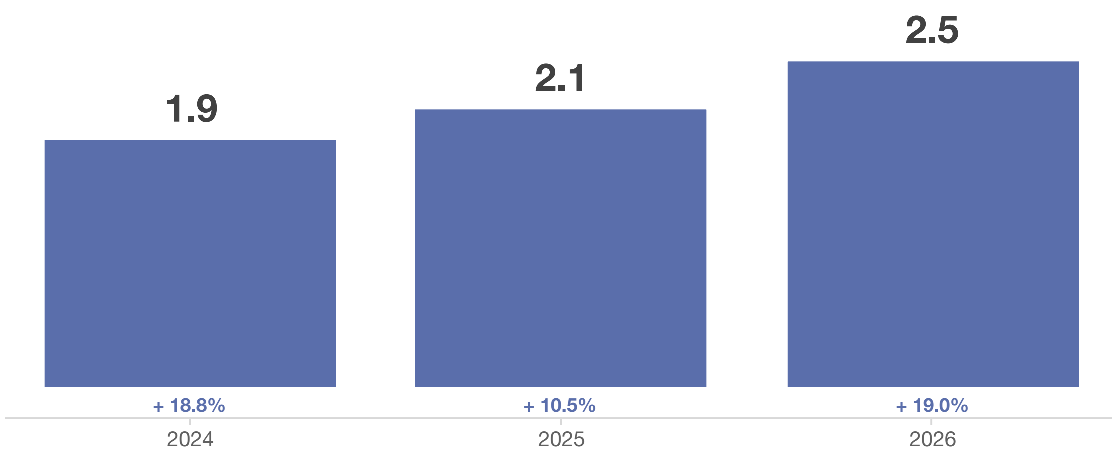
Historical Inventory of Homes for Sale by Month



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.

August



Months Supply		Prior Year	Percent Change
September 2025	2.2	2.0	+ 10.0%
October 2025	2.1	1.9	+ 10.5%
November 2025	1.9	1.8	+ 5.6%
December 2025	1.5	1.5	0.0%
January 2026	1.4	1.3	+ 7.7%
February 2026	1.3	1.2	+ 8.3%
March 2026	1.4	1.3	+ 7.7%
April 2026	1.6	1.4	+ 14.3%
May 2026	1.8	1.7	+ 5.9%
June 2026	2.1	1.9	+ 10.5%
July 2026	2.4	2.1	+ 14.3%
August 2026	**2.5**	**2.1**	**+ 19.0%**
12-Month Avg*	1.8	1.7	+ 9.7%

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

Historical Months Supply of Inventory by Month