

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 increased 0.2 percent to 642. Pending Sales decreased 8.0 percent to 543. Inventory increased 7.7 percent to 1,200.

Median Sales Price increased 8.3 percent from \$240,000 to \$260,000. Days on Market increased 8.0 percent to 27. Months Supply of Inventory were dead even with last year.

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.

Activity Snapshot

- 10.9%	+ 8.3%	+ 7.7%
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.

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Activity Overview

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



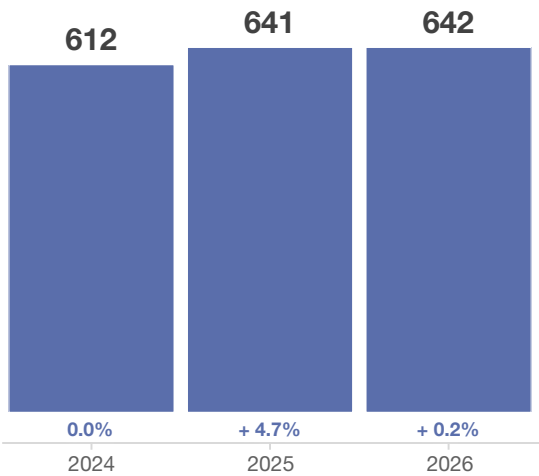
Key Metrics	Historical Sparkbars	1-2025	1-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		641	642	+ 0.2%	641	642	+ 0.2%
Pending Sales		590	543	- 8.0%	590	543	- 8.0%
Closed Sales		779	694	- 10.9%	779	694	- 10.9%
Days on Market Until Sale		25	27	+ 8.0%	25	27	+ 8.0%
Median Sales Price		\$240,000	\$260,000	+ 8.3%	\$240,000	\$260,000	+ 8.3%
Average Sales Price		\$273,970	\$290,966	+ 6.2%	\$273,970	\$290,966	+ 6.2%
Percent of List Price Received		102.7%	101.5%	- 1.2%	102.7%	101.5%	- 1.2%
Housing Affordability Index		167	166	- 0.6%	167	166	- 0.6%
Inventory of Homes for Sale		1,114	1,200	+ 7.7%	—	—	—
Months Supply of Inventory		1.3	1.3	0.0%	—	—	—

New Listings

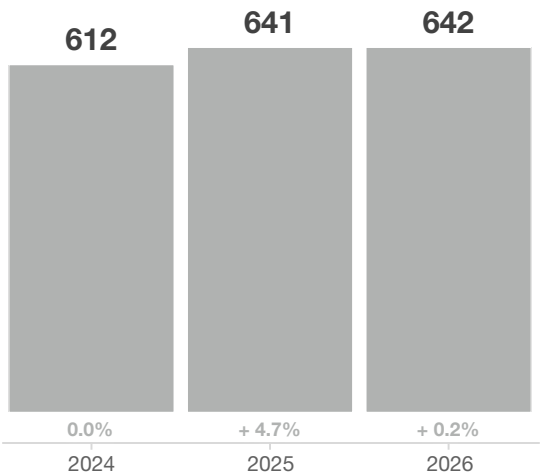
A count of the properties that have been newly listed on the market in a given month.



January

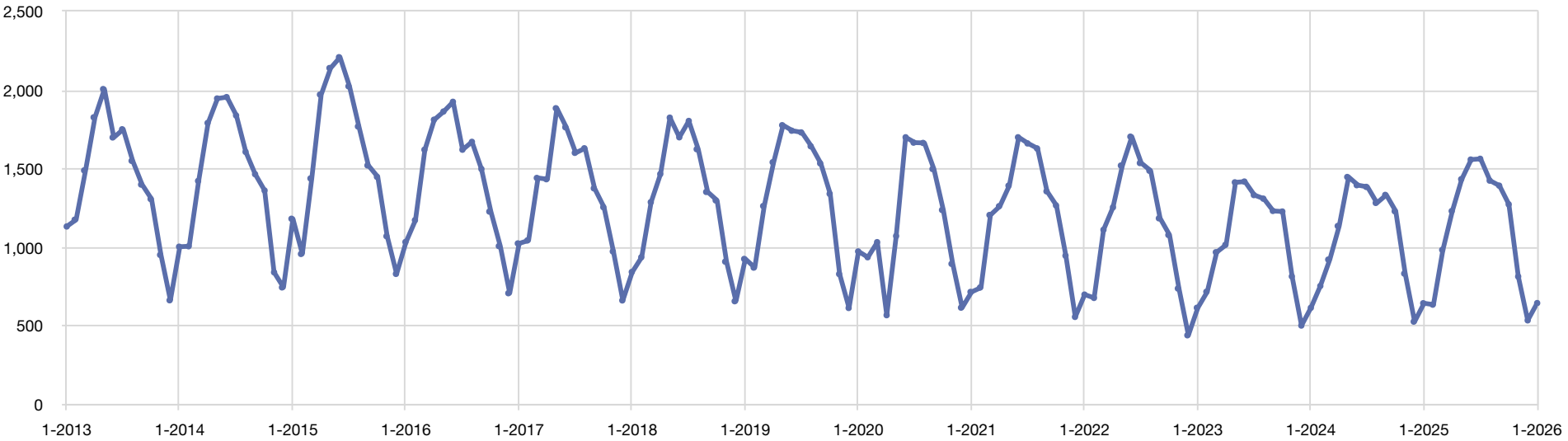


Year to Date



New Listings		Prior Year	Percent Change
February 2025	632	751	- 15.8%
March 2025	981	919	+ 6.7%
April 2025	1,228	1,133	+ 8.4%
May 2025	1,431	1,445	- 1.0%
June 2025	1,556	1,393	+ 11.7%
July 2025	1,561	1,382	+ 13.0%
August 2025	1,422	1,280	+ 11.1%
September 2025	1,390	1,331	+ 4.4%
October 2025	1,271	1,227	+ 3.6%
November 2025	811	830	- 2.3%
December 2025	532	524	+ 1.5%
January 2026	642	641	+ 0.2%
12-Month Avg	1,121	1,071	+ 4.7%

Historical New Listings by Month

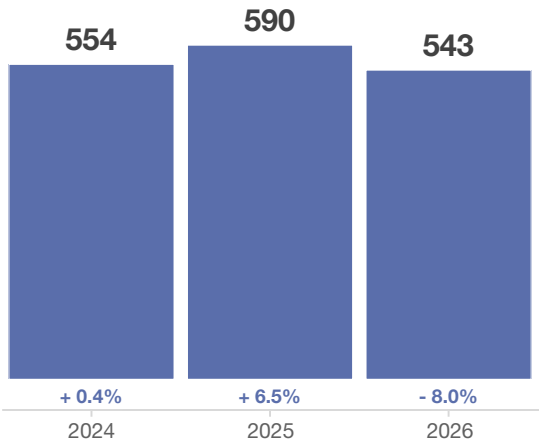


Pending Sales

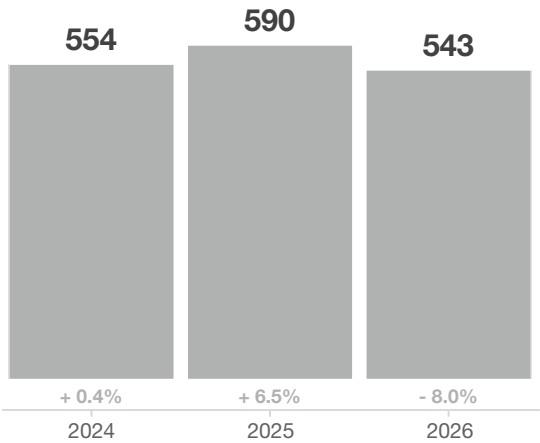
A count of the properties on which offers have been accepted in a given month.



January

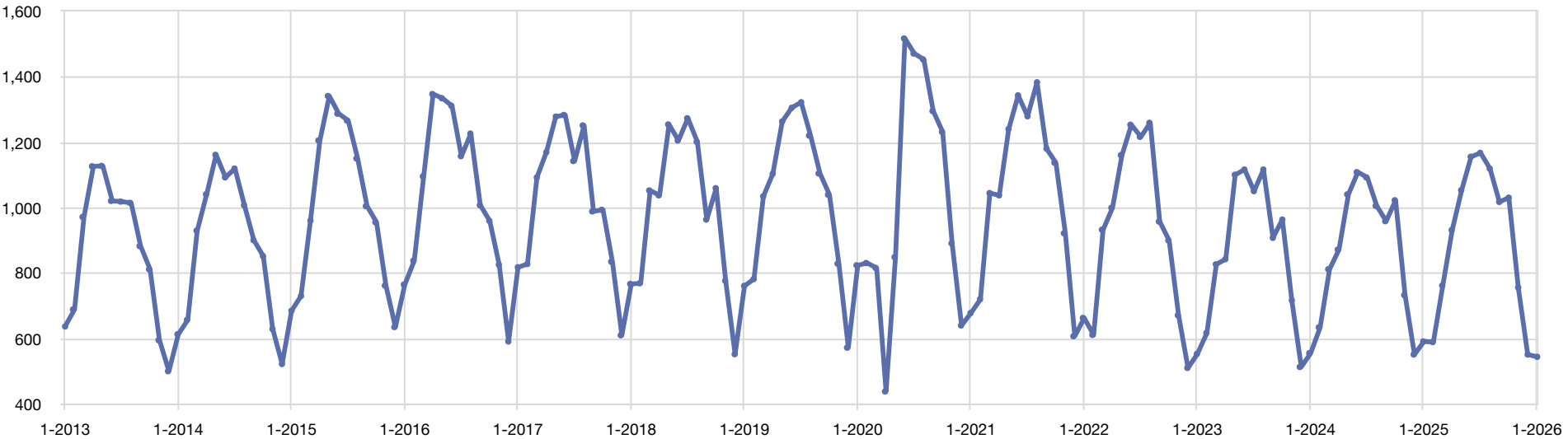


Year to Date



Pending Sales		Prior Year	Percent Change
February 2025	588	633	- 7.1%
March 2025	761	811	- 6.2%
April 2025	931	871	+ 6.9%
May 2025	1,053	1,040	+ 1.3%
June 2025	1,155	1,108	+ 4.2%
July 2025	1,167	1,092	+ 6.9%
August 2025	1,119	1,005	+ 11.3%
September 2025	1,017	958	+ 6.2%
October 2025	1,030	1,022	+ 0.8%
November 2025	755	732	+ 3.1%
December 2025	550	550	0.0%
January 2026	543	590	- 8.0%
12-Month Avg	889	868	+ 2.4%

Historical Pending Sales by Month

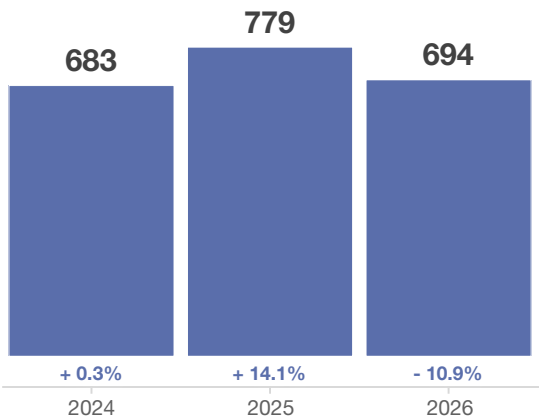


Closed Sales

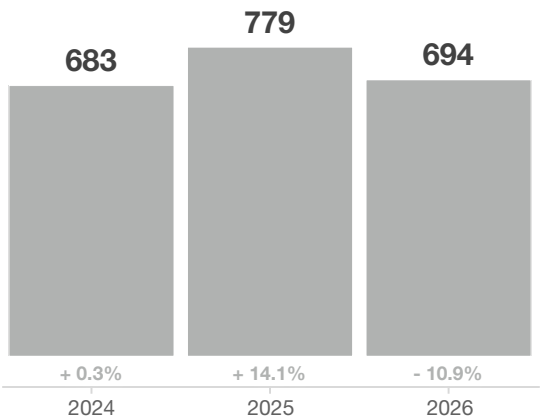
A count of the actual sales that closed in a given month.



January

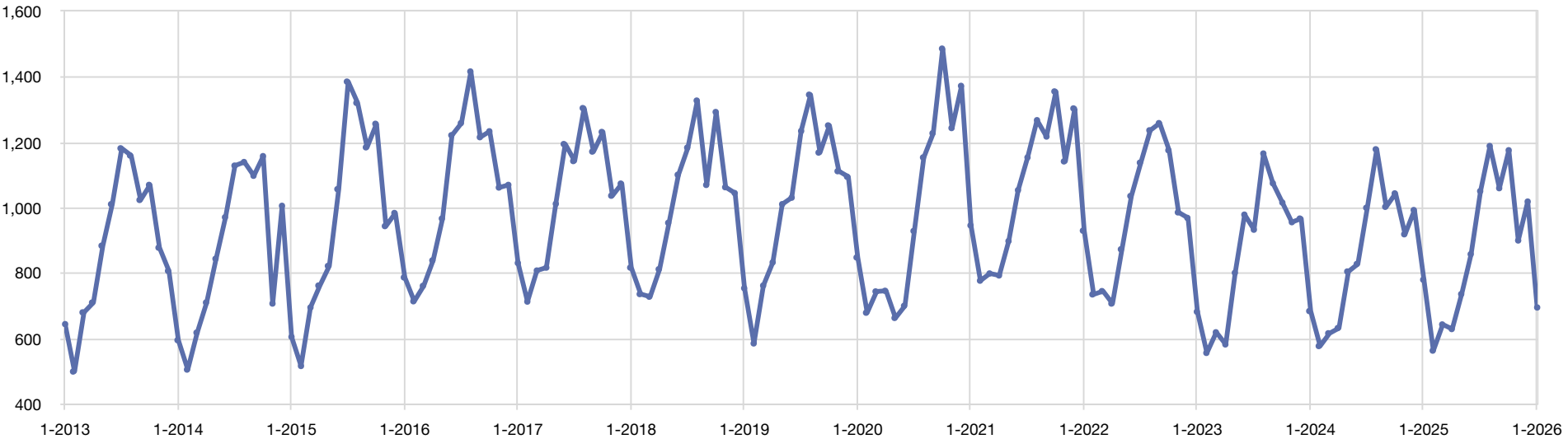


Year to Date



Closed Sales		Prior Year	Percent Change
February 2025	562	576	- 2.4%
March 2025	642	615	+ 4.4%
April 2025	628	631	- 0.5%
May 2025	735	804	- 8.6%
June 2025	857	827	+ 3.6%
July 2025	1,050	999	+ 5.1%
August 2025	1,188	1,178	+ 0.8%
September 2025	1,059	1,002	+ 5.7%
October 2025	1,175	1,043	+ 12.7%
November 2025	899	918	- 2.1%
December 2025	1,018	992	+ 2.6%
January 2026	694	779	- 10.9%
12-Month Avg	876	864	+ 1.4%

Historical Closed Sales by Month

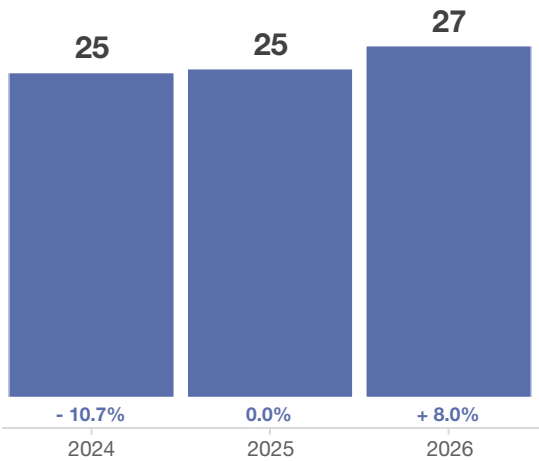


Days on Market Until Sale

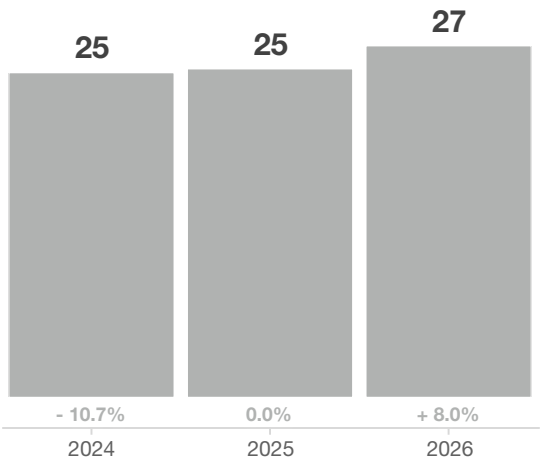
Average number of days between when a property is listed and when an offer is accepted in a given month.



January



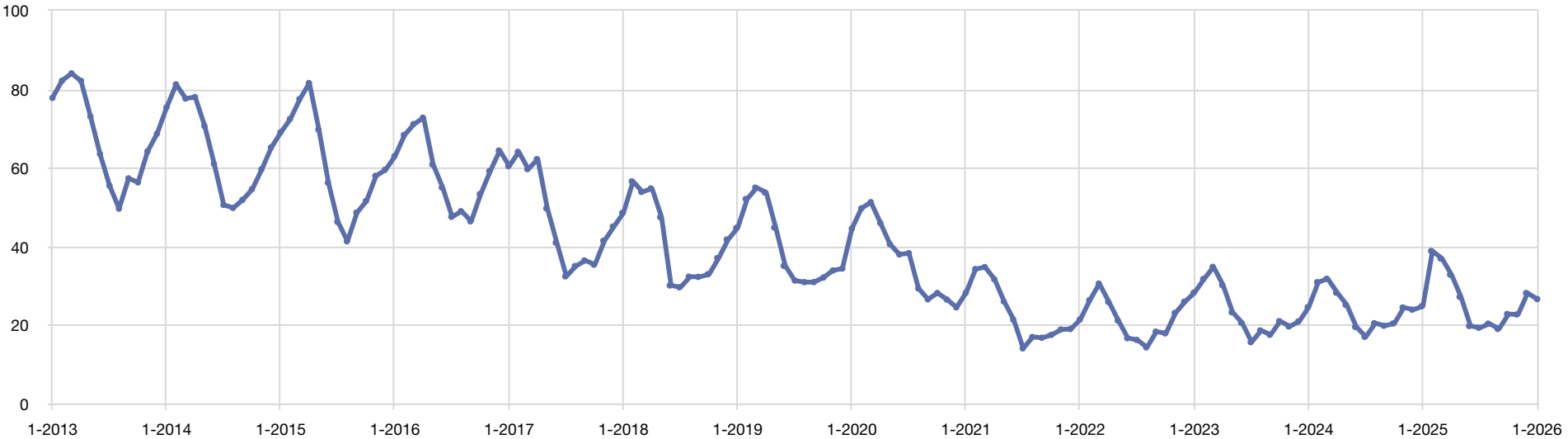
Year to Date



Days on Market		Prior Year	Percent Change
February 2025	39	31	+ 25.8%
March 2025	37	32	+ 15.6%
April 2025	33	28	+ 17.9%
May 2025	27	25	+ 8.0%
June 2025	20	19	+ 5.3%
July 2025	19	17	+ 11.8%
August 2025	20	20	0.0%
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%
12-Month Avg*	25	23	+ 8.0%

* Days on Market for 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

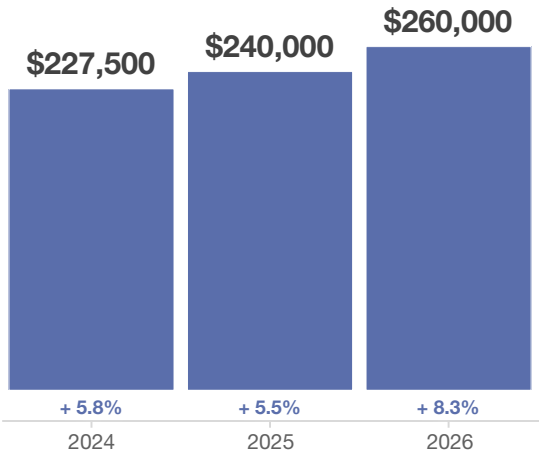


Median Sales Price

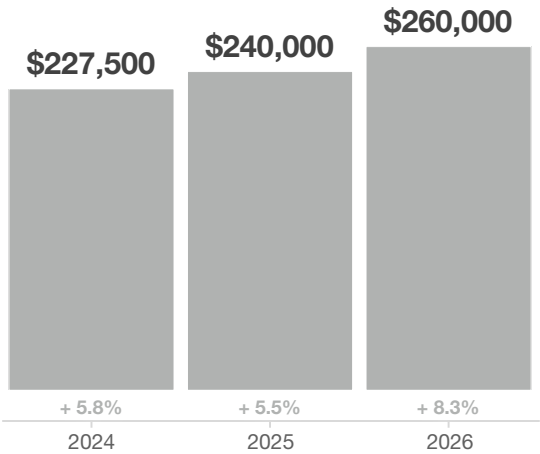
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January



Year to Date



	Median Sales Price	Prior Year	Percent Change
February 2025	\$230,000	\$210,970	+ 9.0%
March 2025	\$240,000	\$220,000	+ 9.1%
April 2025	\$249,000	\$236,500	+ 5.3%
May 2025	\$259,900	\$245,110	+ 6.0%
June 2025	\$277,000	\$255,000	+ 8.6%
July 2025	\$285,000	\$279,242	+ 2.1%
August 2025	\$287,450	\$275,000	+ 4.5%
September 2025	\$285,000	\$253,500	+ 12.4%
October 2025	\$278,250	\$265,000	+ 5.0%
November 2025	\$274,750	\$250,000	+ 9.9%
December 2025	\$265,000	\$250,000	+ 6.0%
January 2026	\$260,000	\$240,000	+ 8.3%
12-Month Avg*	\$270,000	\$250,000	+ 8.0%

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

Historical Median Sales Price by Month

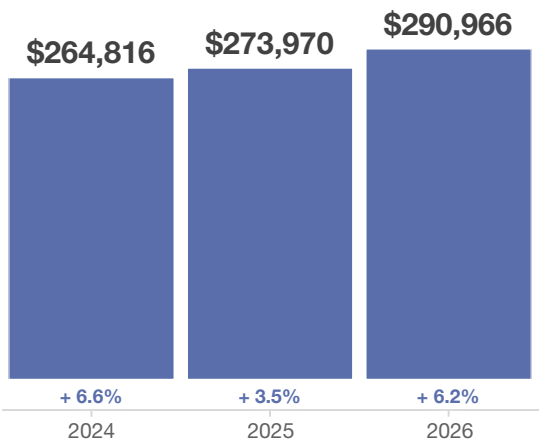


Average Sales Price

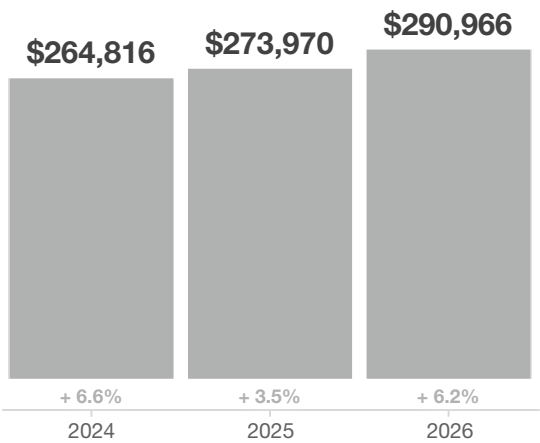
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



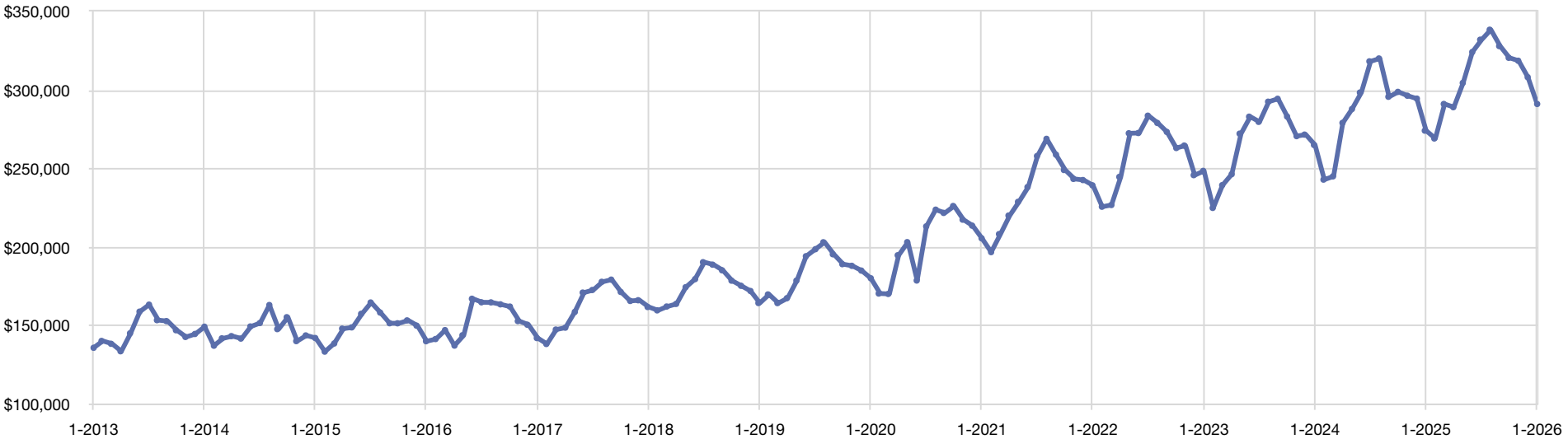
Year to Date



Avg. Sales Price	Prior Year	Percent Change
February 2025	\$268,975	\$242,750 + 10.8%
March 2025	\$290,955	\$244,834 + 18.8%
April 2025	\$288,911	\$278,922 + 3.6%
May 2025	\$304,390	\$287,754 + 5.8%
June 2025	\$324,086	\$298,249 + 8.7%
July 2025	\$331,940	\$318,137 + 4.3%
August 2025	\$338,302	\$319,972 + 5.7%
September 2025	\$327,867	\$295,558 + 10.9%
October 2025	\$320,414	\$298,682 + 7.3%
November 2025	\$318,526	\$296,242 + 7.5%
December 2025	\$308,062	\$294,360 + 4.7%
January 2026	\$290,966	\$273,970 + 6.2%
12-Month Avg*	\$313,794	\$291,819 + 7.5%

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

Historical Average Sales Price by Month

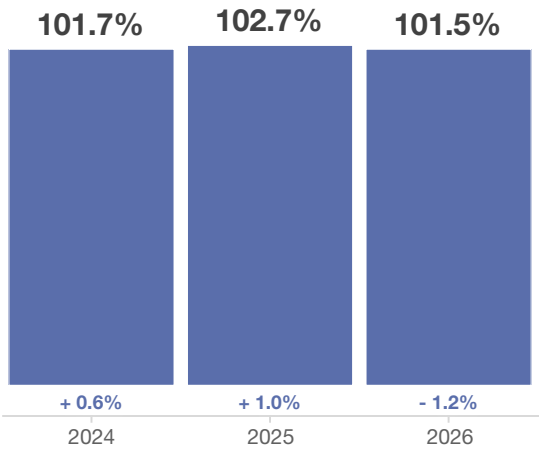


Percent of List Price Received

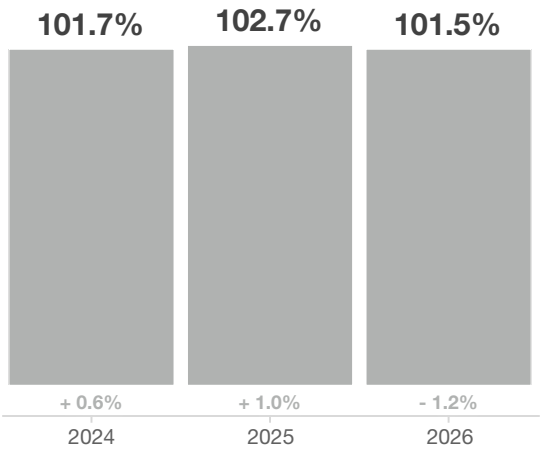
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January



Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
February 2025	100.5%	101.0%	- 0.5%
March 2025	101.1%	101.9%	- 0.8%
April 2025	103.7%	104.1%	- 0.4%
May 2025	105.7%	105.9%	- 0.2%
June 2025	106.8%	107.0%	- 0.2%
July 2025	106.2%	107.2%	- 0.9%
August 2025	105.1%	105.8%	- 0.7%
September 2025	104.8%	105.2%	- 0.4%
October 2025	103.8%	104.7%	- 0.9%
November 2025	103.6%	103.6%	0.0%
December 2025	102.3%	102.6%	- 0.3%
January 2026	101.5%	102.7%	- 1.2%
12-Month Avg*	104.0%	104.5%	- 0.5%

* 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

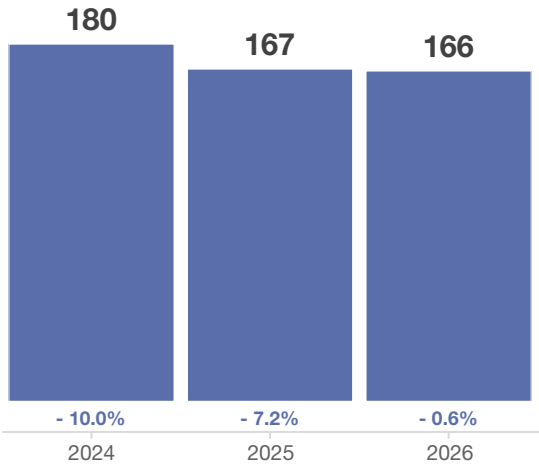


Housing Affordability Index

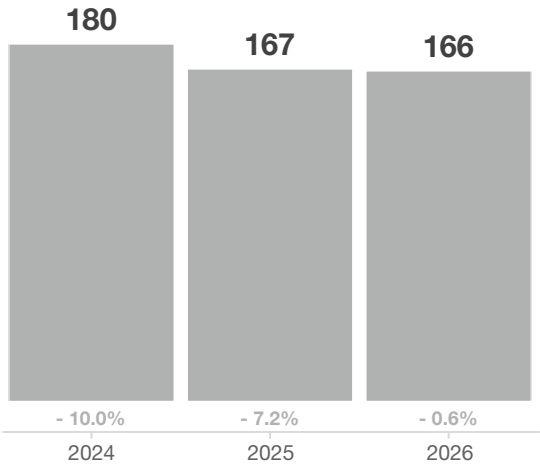
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



January

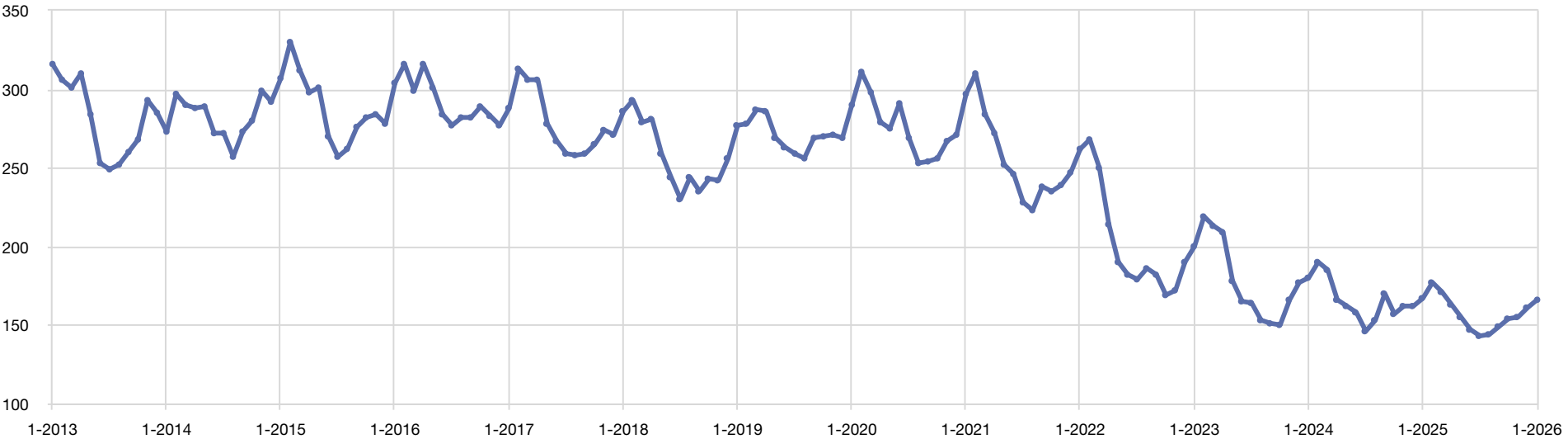


Year to Date



	Affordability Index	Prior Year	Percent Change
February 2025	177	190	- 6.8%
March 2025	171	185	- 7.6%
April 2025	163	166	- 1.8%
May 2025	155	162	- 4.3%
June 2025	147	158	- 7.0%
July 2025	143	146	- 2.1%
August 2025	144	153	- 5.9%
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%
12-Month Avg	157	165	- 4.8%

Historical Housing Affordability Index by Month

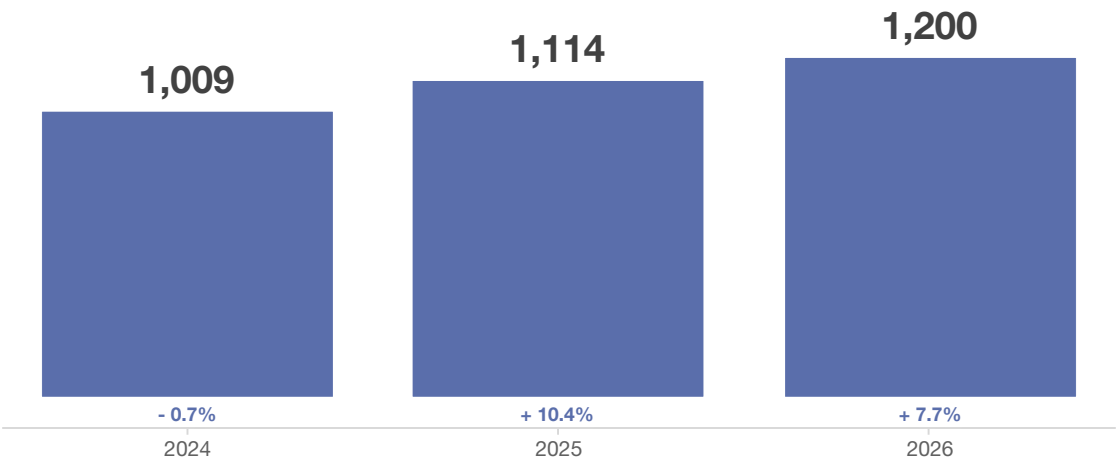


Inventory of Homes for Sale

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

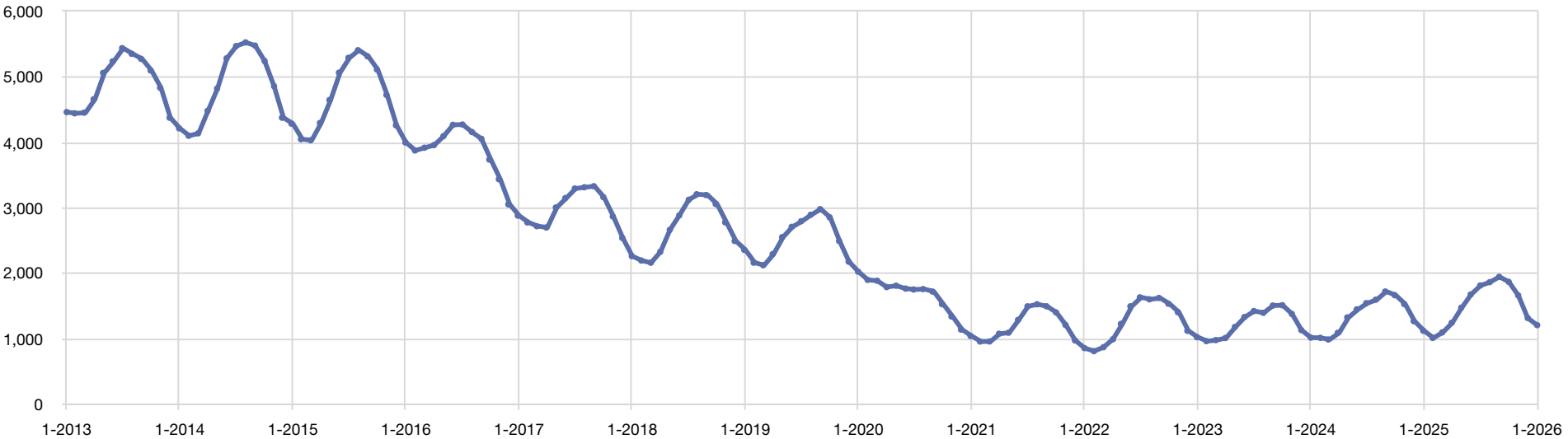


January



Homes for Sale		Prior Year	Percent Change
February 2025	1,004	1,006	- 0.2%
March 2025	1,089	980	+ 11.1%
April 2025	1,236	1,082	+ 14.2%
May 2025	1,466	1,318	+ 11.2%
June 2025	1,669	1,441	+ 15.8%
July 2025	1,806	1,536	+ 17.6%
August 2025	1,857	1,589	+ 16.9%
September 2025	1,939	1,714	+ 13.1%
October 2025	1,862	1,658	+ 12.3%
November 2025	1,655	1,522	+ 8.7%
December 2025	1,309	1,260	+ 3.9%
January 2026	1,200	1,114	+ 7.7%
12-Month Avg	1,508	1,352	+ 11.5%

Historical Inventory of Homes for Sale by Month

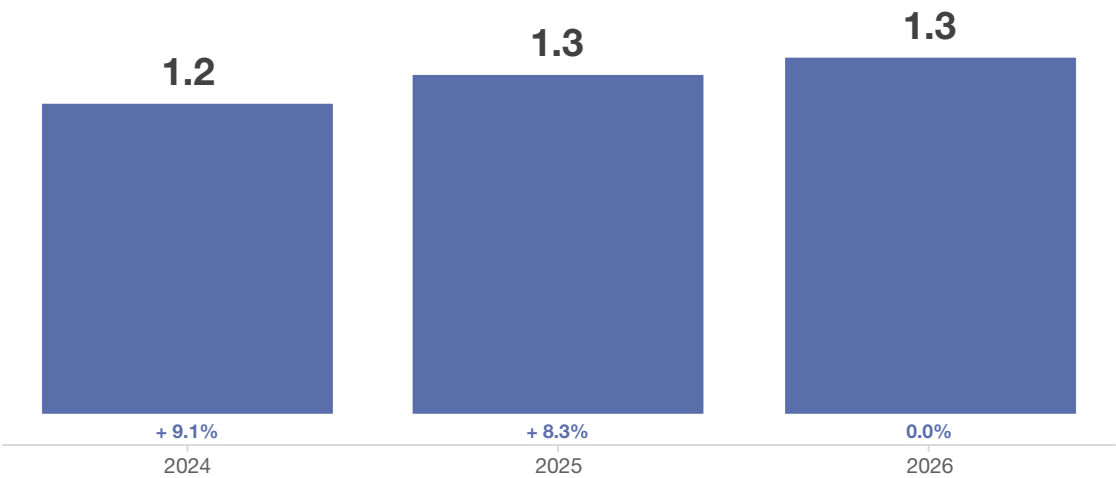


Months Supply of Inventory

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.



January



Months Supply		Prior Year	Percent Change
February 2025	1.2	1.2	0.0%
March 2025	1.3	1.1	+ 18.2%
April 2025	1.4	1.3	+ 7.7%
May 2025	1.7	1.5	+ 13.3%
June 2025	1.9	1.7	+ 11.8%
July 2025	2.1	1.8	+ 16.7%
August 2025	2.1	1.9	+ 10.5%
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	1.3	1.3	0.0%
12-Month Avg*	1.7	1.6	+ 9.0%

* 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

