

# 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 increased 4.7 percent to 1,027. Pending Sales decreased 0.3 percent to 759. Inventory increased 10.7 percent to 1,205.

Median Sales Price increased 5.2 percent from \$240,000 to \$252,500. Days on Market increased 2.7 percent to 38. Months Supply of Inventory increased 7.7 percent to 1.4.

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.

## Activity Snapshot

**- 19.3%**

One-Year Change in  
**Closed Sales**  
All Properties

**+ 5.2%**

One-Year Change in  
**Median Sales Price**  
All Properties

**+ 10.7%**

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

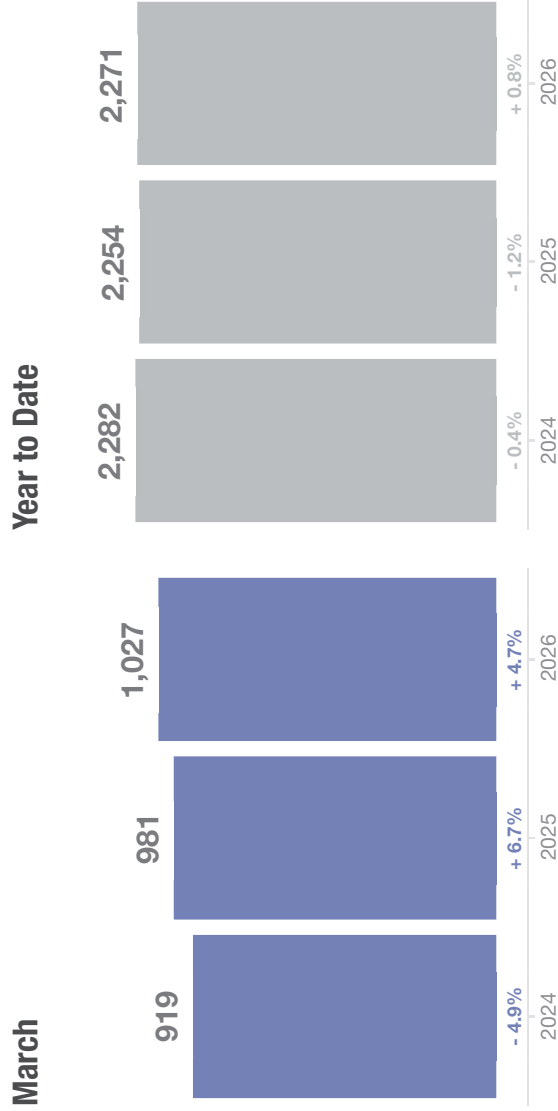
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars		3-2025	3-2026	% Change	YTD 2025	YTD 2026	% Change
<b>New Listings</b>			981	1,027	+ 4.7%	2,254	2,271	+ 0.8%
<b>Pending Sales</b>			761	759	- 0.3%	1,939	1,864	- 3.9%
<b>Closed Sales</b>			642	518	- 19.3%	1,983	1,879	- 5.2%
<b>Days on Market Until Sale</b>			37	38	+ 2.7%	33	33	0.0%
<b>Median Sales Price</b>			\$240,000	\$252,500	+ 5.2%	\$237,950	\$250,000	+ 5.1%
<b>Average Sales Price</b>			\$290,955	\$290,709	- 0.1%	\$278,063	\$287,406	+ 3.4%
<b>Percent of List Price Received</b>			101.1%	101.4%	+ 0.3%	101.5%	101.1%	- 0.4%
<b>Housing Affordability Index</b>			171	167	- 2.3%	173	168	- 2.9%
<b>Inventory of Homes for Sale</b>			1,089	1,205	+ 10.7%	---	---	---
<b>Months Supply of Inventory</b>			1.3	1.4	+ 7.7%	---	---	---

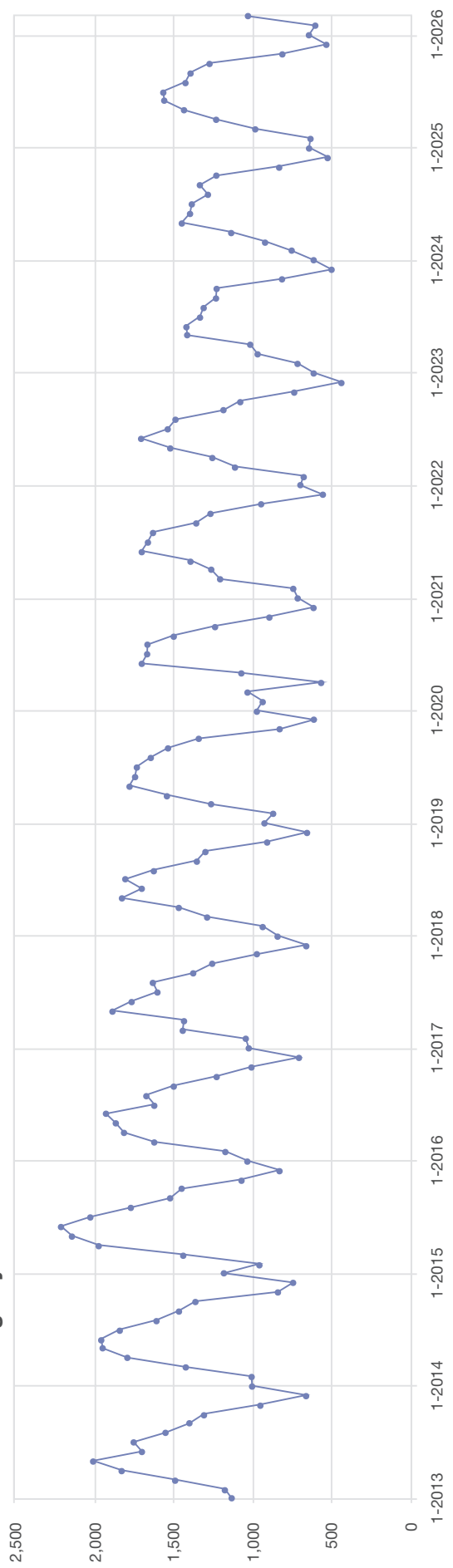
# New Listings

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



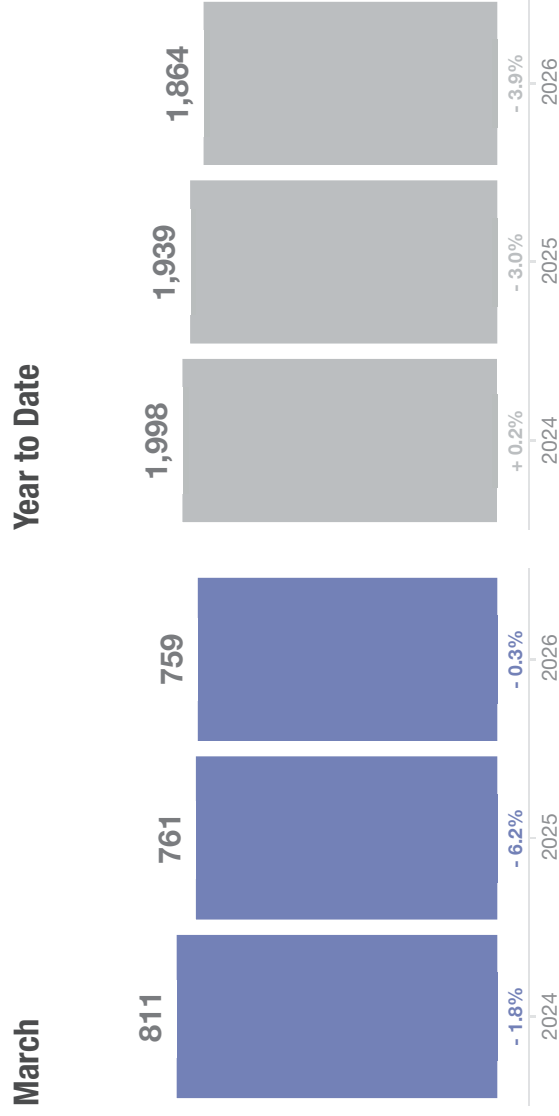
New Listings	Prior Year	Percent Change
April 2025	1,228	+ 8.4%
May 2025	1,431	- 1.0%
June 2025	1,556	+ 11.7%
July 2025	1,562	+ 13.0%
August 2025	1,422	+ 11.1%
September 2025	1,390	+ 4.4%
October 2025	1,270	+ 3.5%
November 2025	810	- 2.4%
December 2025	532	+ 1.5%
January 2026	642	+ 0.2%
February 2026	602	- 4.7%
<b>March 2026</b>	<b>1,027</b>	<b>+ 4.7%</b>
12-Month Avg	1,123	+ 5.2%

## Historical New Listings by Month



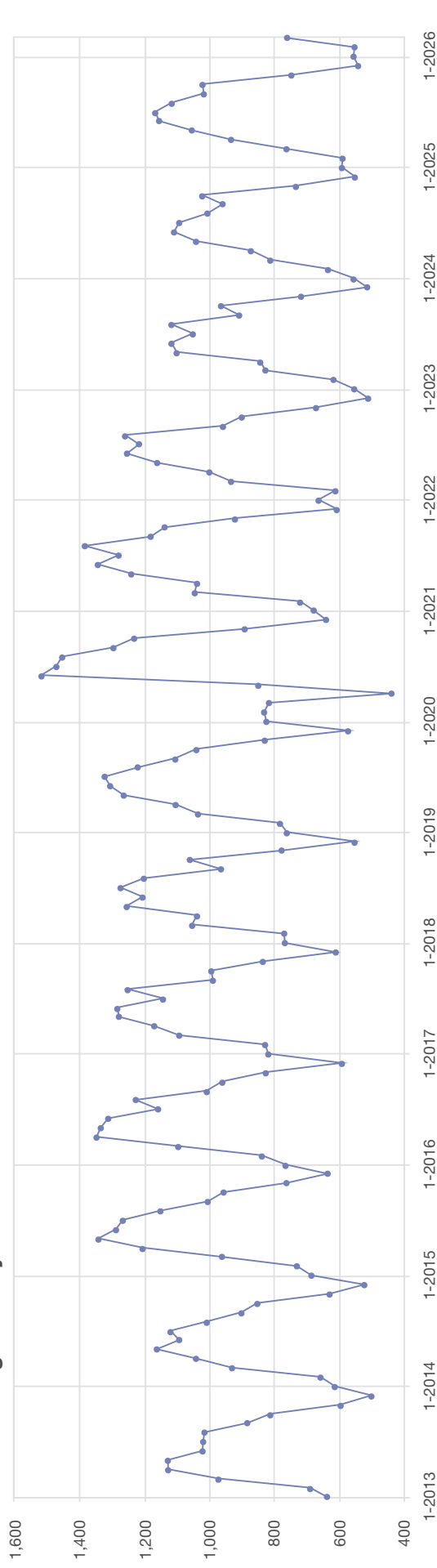
# Pending Sales

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



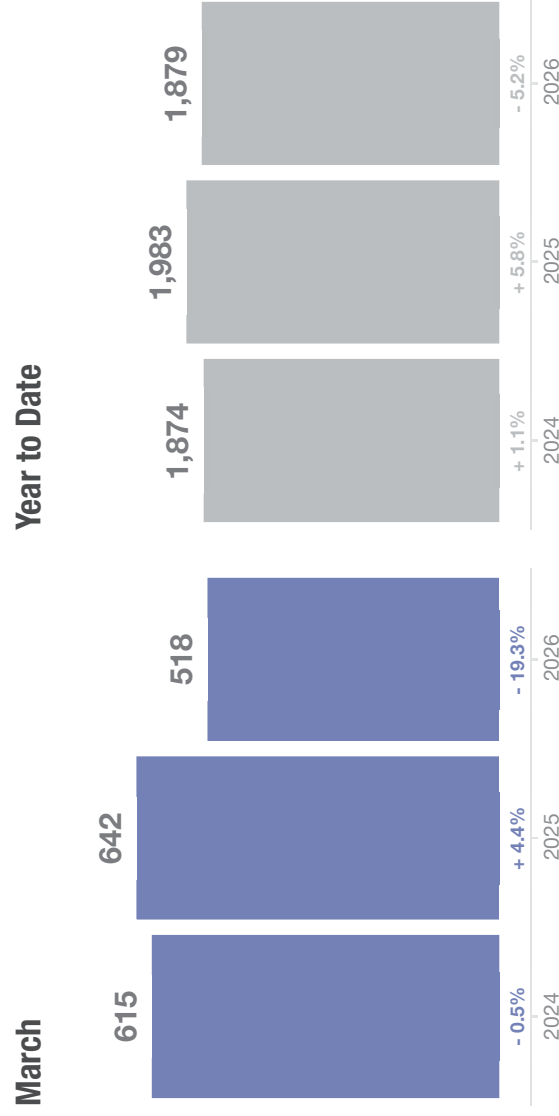
Pending Sales	Prior Year	Percent Change
April 2025	932	+ 7.0%
May 2025	1,053	+ 1.3%
June 2025	1,154	+ 4.2%
July 2025	1,166	+ 6.8%
August 2025	1,115	+ 10.9%
September 2025	1,016	+ 6.1%
October 2025	1,020	- 0.1%
November 2025	746	+ 1.9%
December 2025	540	- 1.8%
January 2026	554	- 6.1%
February 2026	551	- 6.3%
<b>March 2026</b>	<b>759</b>	<b>- 0.3%</b>
12-Month Avg	884	+ 2.8%

## Historical Pending Sales by Month



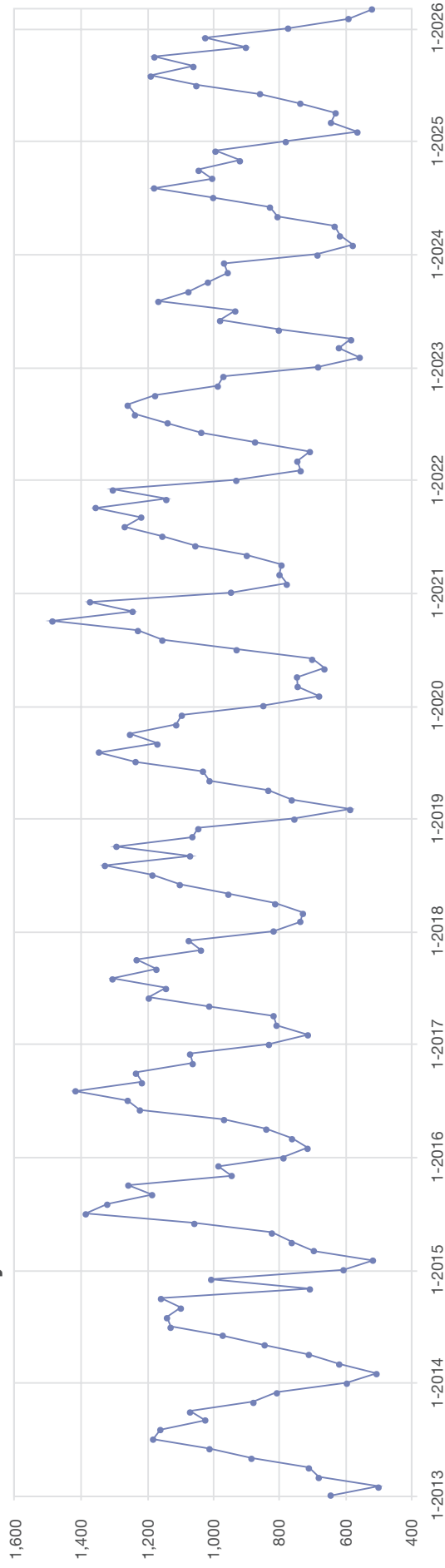
# Closed Sales

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



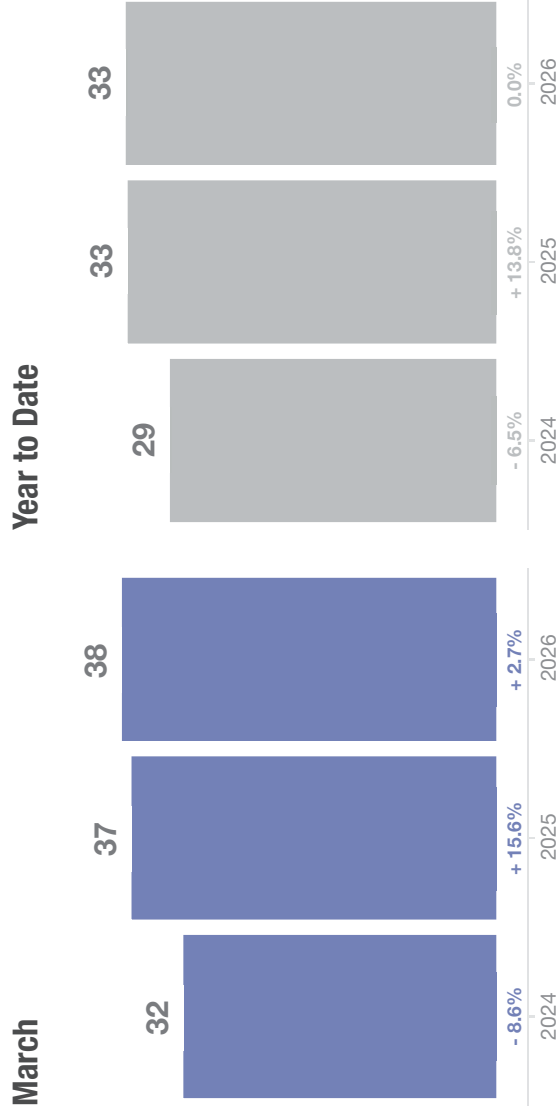
Closed Sales	Prior Year	Percent Change
April 2025	628	-0.5%
May 2025	735	-8.6%
June 2025	857	+3.6%
July 2025	1,050	+5.1%
August 2025	1,188	+0.8%
September 2025	1,059	+5.7%
October 2025	1,177	+12.8%
November 2025	900	-2.0%
December 2025	1,023	+3.1%
January 2026	772	-0.9%
February 2026	589	+4.8%
<b>March 2026</b>	<b>518</b>	<b>-19.3%</b>
12-Month Avg	875	+1.2%

## Historical Closed Sales by Month



# Days on Market Until Sale

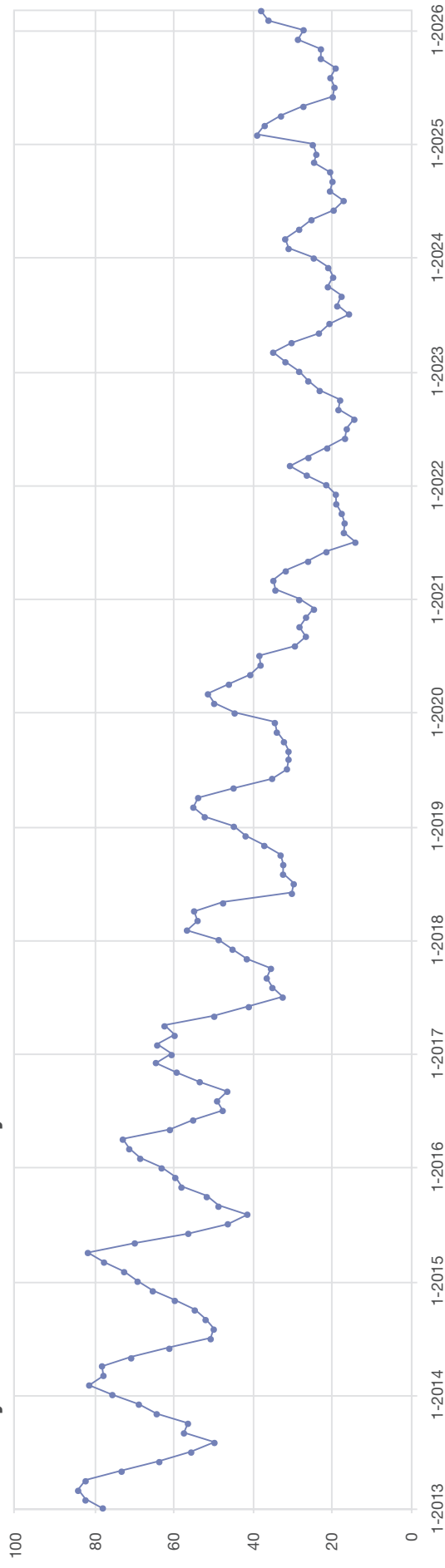
Average number of days between when a property is listed and when an offer is accepted in a given month.



Days on Market	Prior Year	Percent Change
April 2025	33	+17.9%
May 2025	27	+8.0%
June 2025	20	+5.3%
July 2025	19	+11.8%
August 2025	20	0.0%
September 2025	19	-5.0%
October 2025	23	+15.0%
November 2025	23	-4.2%
December 2025	29	+20.8%
January 2026	27	+8.0%
February 2026	36	-7.7%
<b>March 2026</b>	<b>38</b>	<b>+2.7%</b>
12-Month Avg*	25	+4.0%

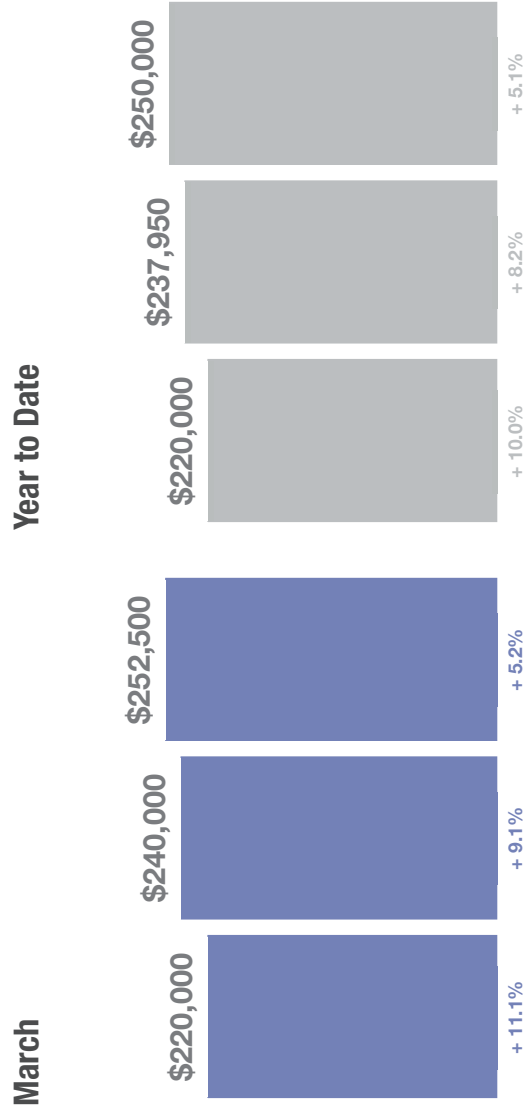
\* Days on Market for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

## 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.

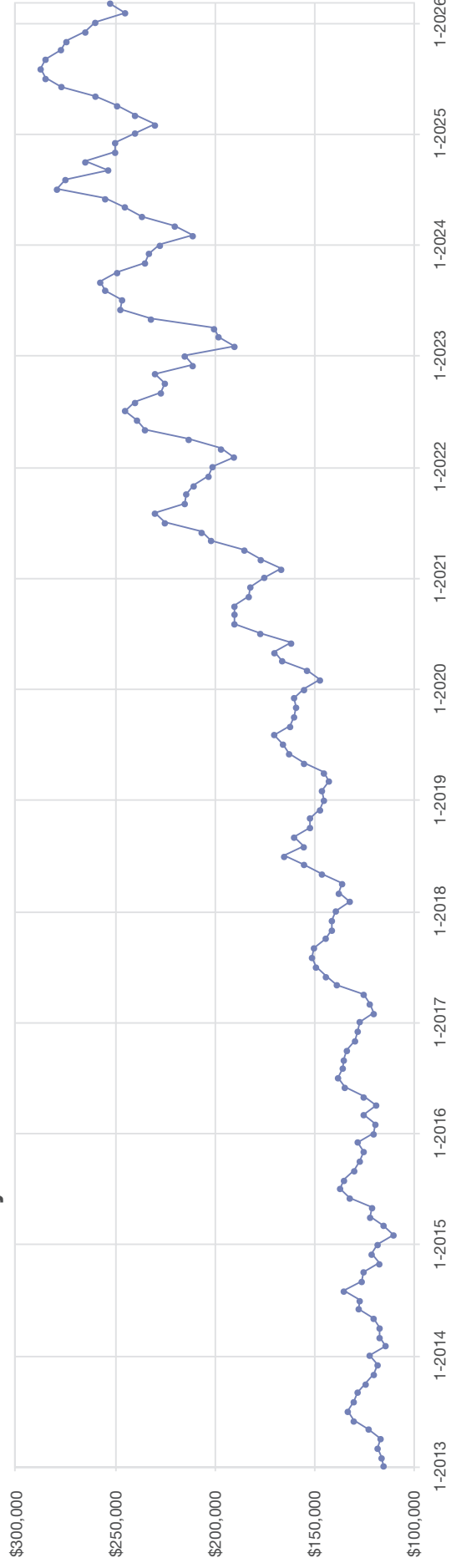


Month	Median Sales Price	Prior Year	Percent Change
April 2025	\$249,000	\$236,500	+ 5.3%
May 2025	\$259,900	\$245,110	+ 6.0%
June 2025	\$277,000	\$255,000	+ 8.6%
July 2025	\$285,000	\$279,242	+ 2.1%
August 2025	\$287,450	\$275,000	+ 4.5%
September 2025	\$285,000	\$253,500	+ 12.4%
October 2025	\$277,250	\$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%
<b>March 2026</b>	<b>\$252,500</b>	<b>\$240,000</b>	<b>+ 5.2%</b>

12-Month Avg\* \$270,000 \$253,350

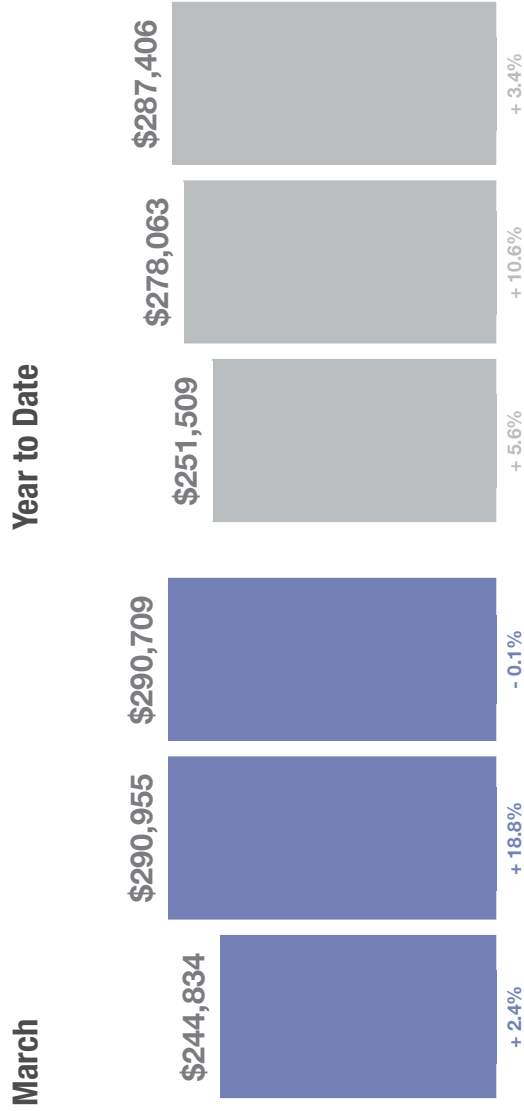
\* Median Sales Price for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



# Average Sales Price

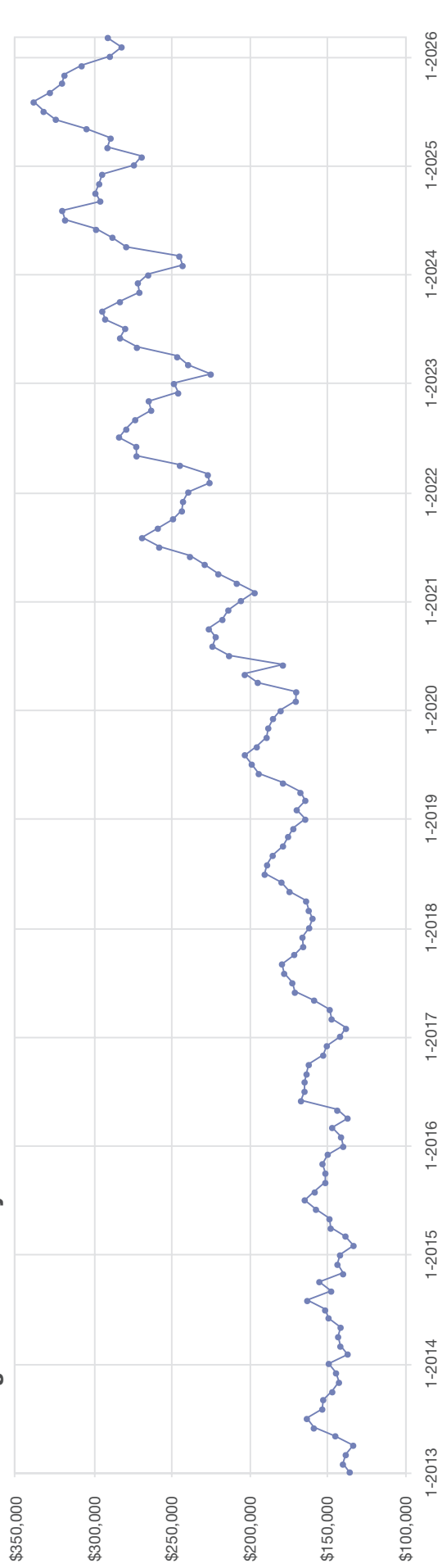
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



Avg. Sales Price	Prior Year	Percent Change
April 2025	\$278,922	+ 3.6%
May 2025	\$287,754	+ 5.8%
June 2025	\$298,249	+ 8.7%
July 2025	\$318,137	+ 4.3%
August 2025	\$319,972	+ 5.7%
September 2025	\$295,558	+ 10.9%
October 2025	\$298,682	+ 7.2%
November 2025	\$296,242	+ 7.5%
December 2025	\$294,360	+ 4.5%
January 2026	\$273,970	+ 5.6%
February 2026	\$268,975	+ 4.8%
<b>March 2026</b>	<b>\$290,709</b>	<b>- 0.1%</b>
12-Month Avg*	\$314,284	+ 6.2%

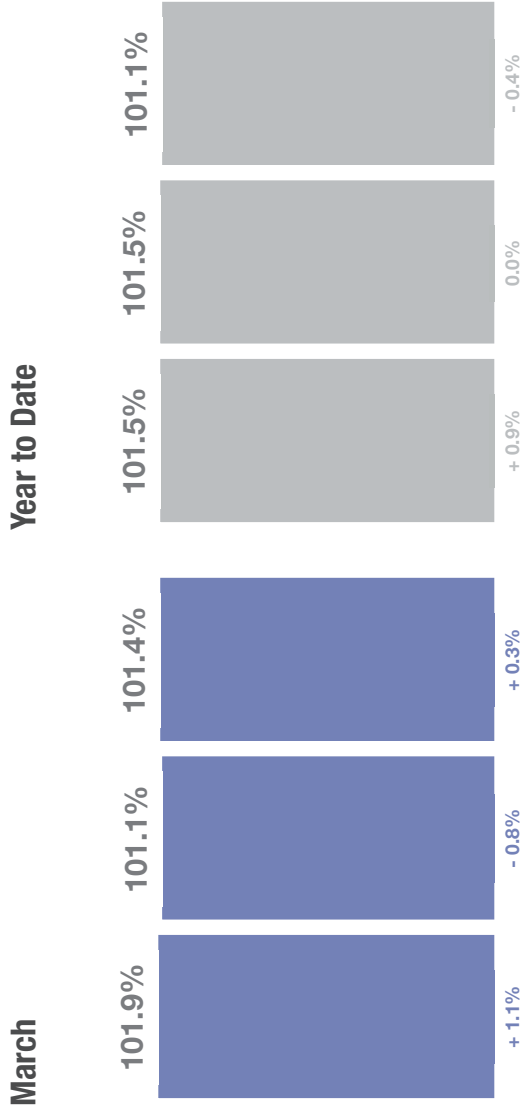
\* Avg. Sales Price for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



# Percent of List Price Received

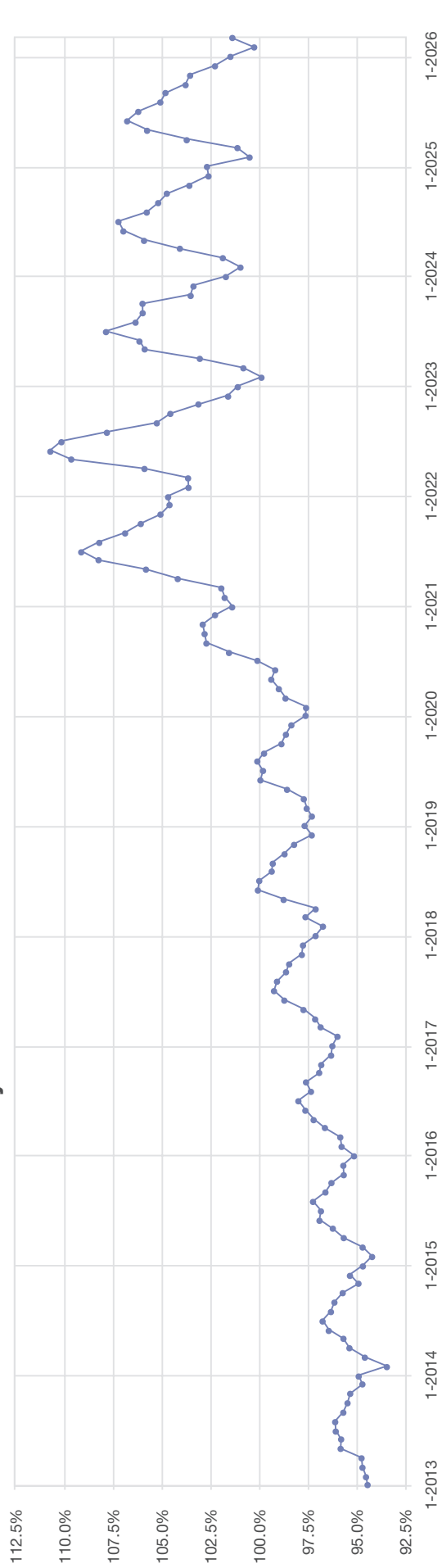
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



Pct. of List Price Received	Prior Year	Percent Change	
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	103.5%	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%
<b>March 2026</b>	<b>101.4%</b>	<b>101.1%</b>	<b>+ 0.3%</b>
12-Month Avg*	104.0%	104.4%	- 0.4%

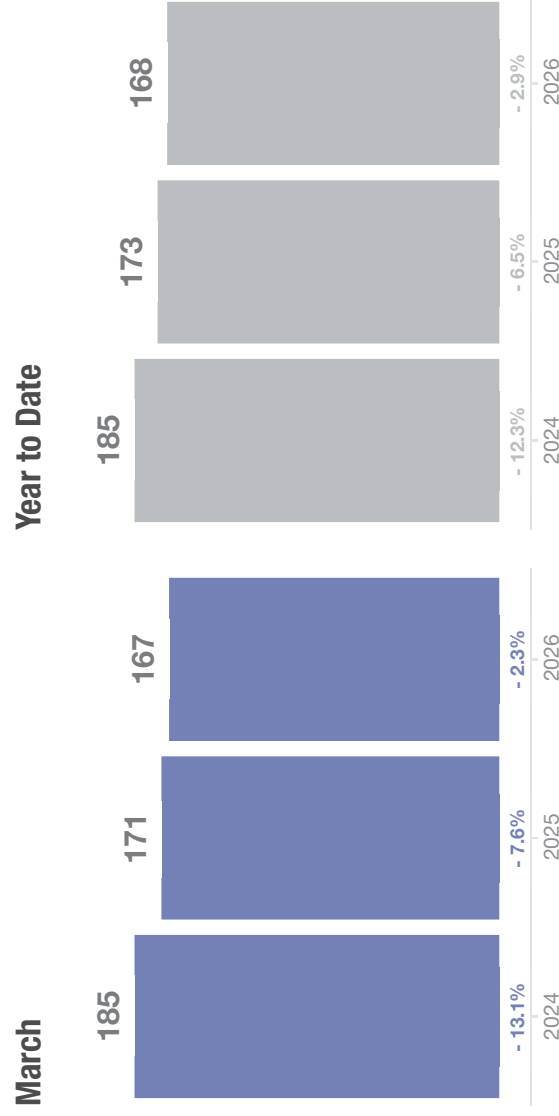
\* Pct. of List Price Received for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



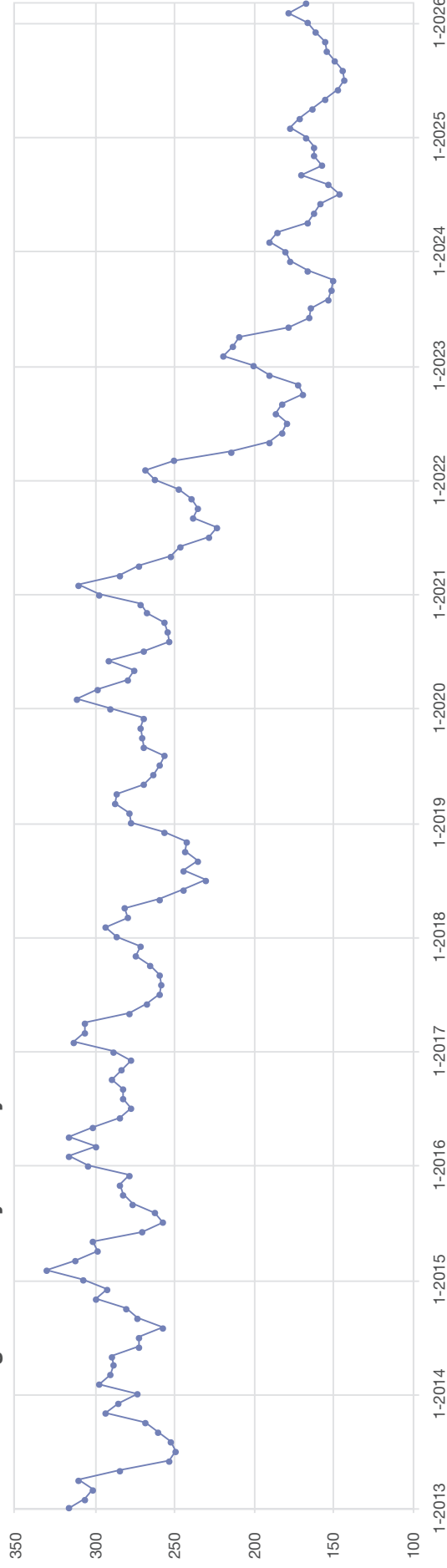
# Housing Affordability Index

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.



Affordability Index	Prior Year	Percent Change
April 2025	163	-1.8%
May 2025	155	-4.3%
June 2025	147	-7.0%
July 2025	143	-2.1%
August 2025	144	-5.9%
September 2025	149	-12.4%
October 2025	154	-1.9%
November 2025	155	-4.3%
December 2025	161	-0.6%
January 2026	166	-0.6%
February 2026	178	+0.6%
<b>March 2026</b>	<b>167</b>	<b>-2.3%</b>
12-Month Avg	157	-3.7%

## Historical Housing Affordability Index by Month

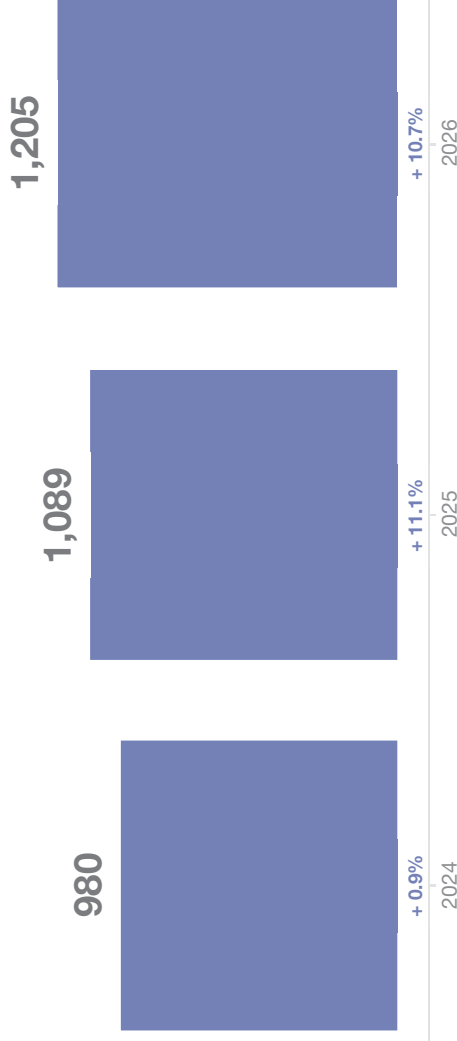


# Inventory of Homes for Sale

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

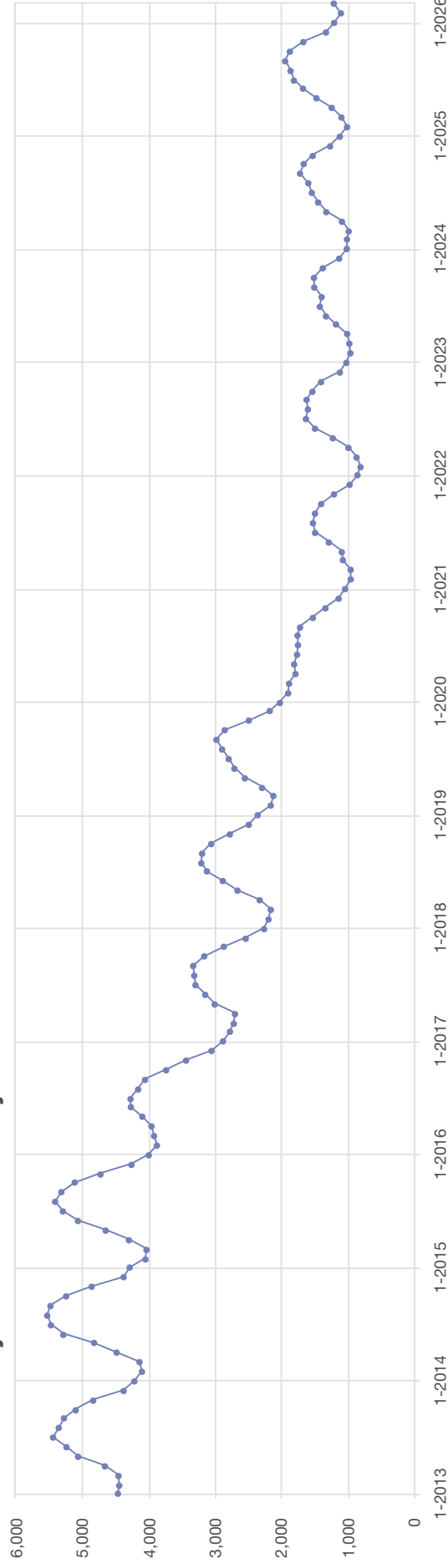


## March



Homes for Sale	Prior Year	Percent Change
April 2025	1,236	+ 14.2%
May 2025	1,466	+ 11.2%
June 2025	1,669	+ 15.8%
July 2025	1,806	+ 17.6%
August 2025	1,857	+ 16.9%
September 2025	1,938	+ 13.1%
October 2025	1,867	+ 12.6%
November 2025	1,664	+ 9.3%
December 2025	1,323	+ 5.0%
January 2026	1,199	+ 7.6%
February 2026	1,097	+ 9.3%
<b>March 2026</b>	<b>1,205</b>	<b>+ 10.7%</b>
12-Month Avg	1,527	+ 12.2%

## Historical Inventory of Homes for Sale by Month

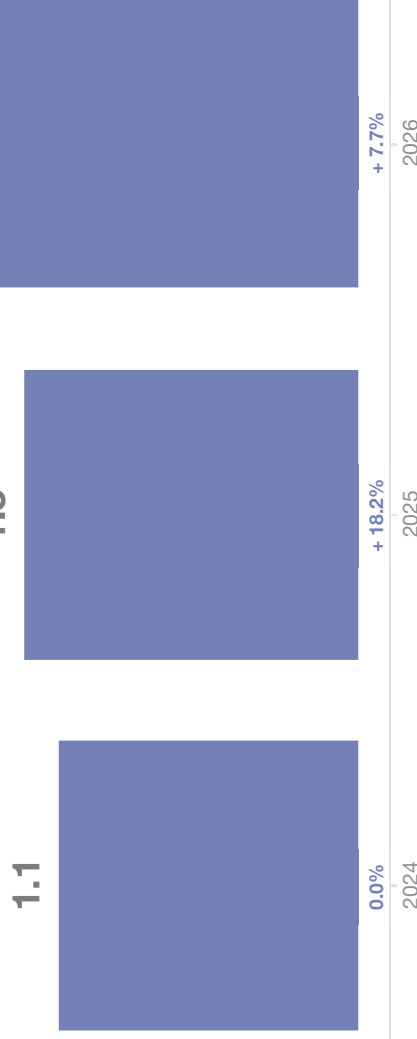


# Months Supply of Inventory

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	1.3	+ 7.7%
May 2025	1.5	+ 13.3%
June 2025	1.7	+ 11.8%
July 2025	1.8	+ 16.7%
August 2025	1.9	+ 10.5%
September 2025	2.0	+ 10.0%
October 2025	1.9	+ 10.5%
November 2025	1.8	+ 5.6%
December 2025	1.5	0.0%
January 2026	1.4	+ 7.7%
February 2026	1.2	0.0%
<b>March 2026</b>	<b>1.4</b>	<b>+ 7.7%</b>
12-Month Avg*	1.7	+ 9.4%

\* 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

