

# 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 down 12.6 percent to 646. Pending Sales decreased 34.9 percent to 317. Inventory grew 36.1 percent to 2,184 units.

Median Sales Price was up 6.6 percent to \$319,900. Days on Market increased 31.1 percent to 97 days. Months Supply of Inventory was up 31.3 percent to 4.2 months.

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

<b>+ 0.8%</b>	<b>+ 6.6%</b>	<b>+ 31.3%</b>
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 Western Upstate 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.



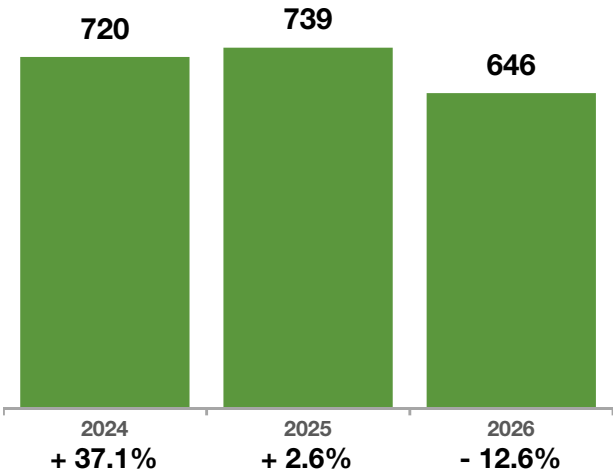
Key Metrics	Historical Sparkbars			01-2025	01-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
	01-2024	01-2025	01-2026						
New Listings				739	<b>646</b>	- 12.6%	739	<b>646</b>	- 12.6%
Pending Sales				487	<b>317</b>	- 34.9%	487	<b>317</b>	- 34.9%
Closed Sales				358	<b>361</b>	+ 0.8%	358	<b>361</b>	+ 0.8%
Days on Market				74	<b>97</b>	+ 31.1%	74	<b>97</b>	+ 31.1%
Median Sales Price				\$299,990	<b>\$319,900</b>	+ 6.6%	\$299,990	<b>\$319,900</b>	+ 6.6%
Average Sales Price				\$424,202	<b>\$484,395</b>	+ 14.2%	\$424,202	<b>\$484,395</b>	+ 14.2%
Pct. of List Price Received				97.0%	<b>97.3%</b>	+ 0.3%	97.0%	<b>97.3%</b>	+ 0.3%
Housing Affordability Index				99	<b>101</b>	+ 2.0%	99	<b>101</b>	+ 2.0%
Inventory of Homes for Sale				1,605	<b>2,184</b>	+ 36.1%	--	--	--
Months Supply of Inventory				3.2	<b>4.2</b>	+ 31.3%	--	--	--

# New Listings

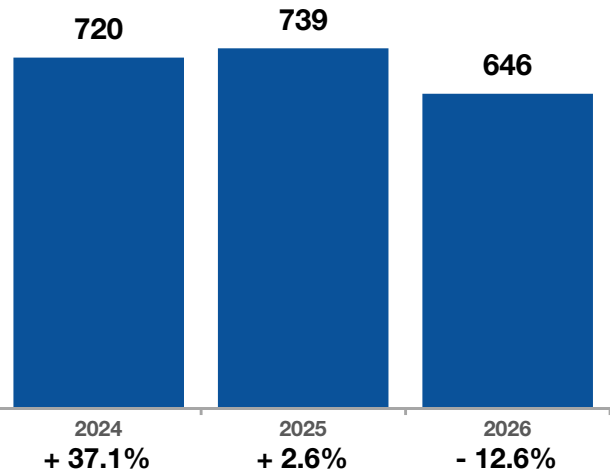
A count of the properties that have been newly listed on the market in a given month.



## January

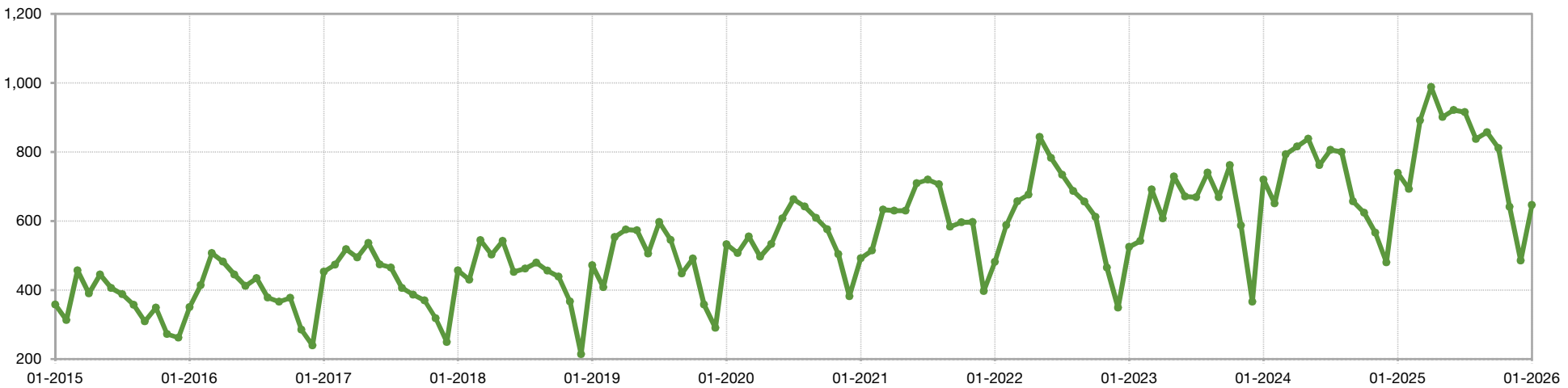


## Year to Date



New Listings		Prior Year	Percent Change
February 2025	693	651	+6.5%
March 2025	891	793	+12.4%
April 2025	988	816	+21.1%
May 2025	901	838	+7.5%
June 2025	921	762	+20.9%
July 2025	915	806	+13.5%
August 2025	837	800	+4.6%
September 2025	857	657	+30.4%
October 2025	811	624	+30.0%
November 2025	641	566	+13.3%
December 2025	485	480	+1.0%
January 2026	646	739	-12.6%
12-Month Avg	799	711	+12.4%

## Historical New Listings by Month

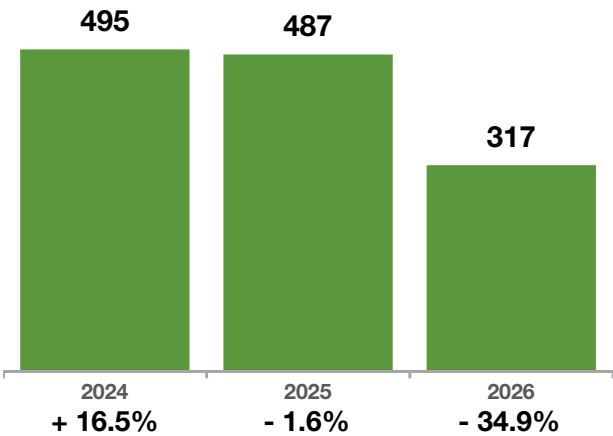


# Pending Sales

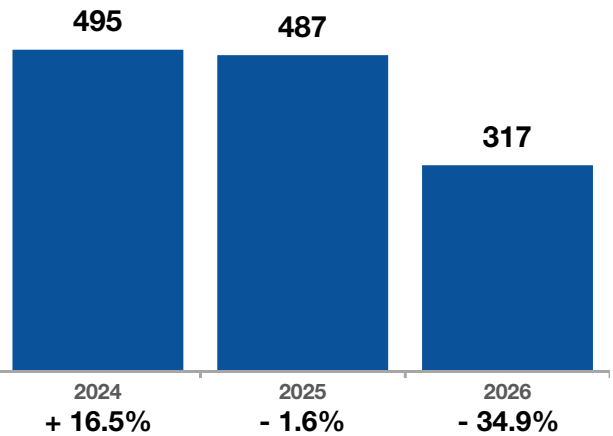
A count of the properties on which offers have been accepted in a given month.



## January

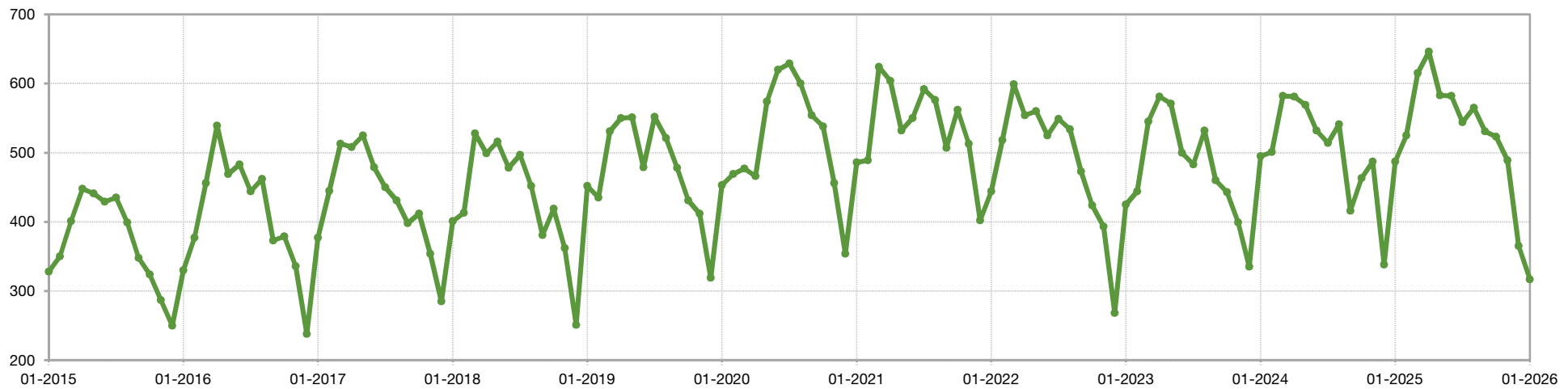


## Year to Date



Pending Sales		Prior Year	Percent Change
February 2025	525	501	+4.8%
March 2025	615	582	+5.7%
April 2025	646	581	+11.2%
May 2025	583	569	+2.5%
June 2025	582	532	+9.4%
July 2025	544	514	+5.8%
August 2025	565	541	+4.4%
September 2025	531	416	+27.6%
October 2025	523	463	+13.0%
November 2025	489	487	+0.4%
December 2025	365	338	+8.0%
January 2026	317	487	-34.9%
12-Month Avg	524	501	+4.6%

## Historical Pending Sales by Month

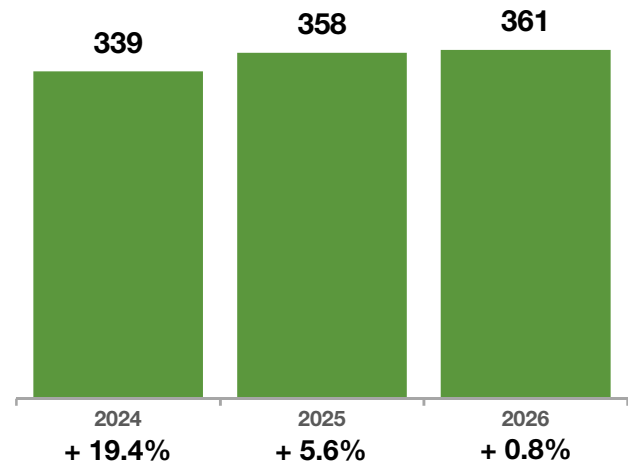


# Closed Sales

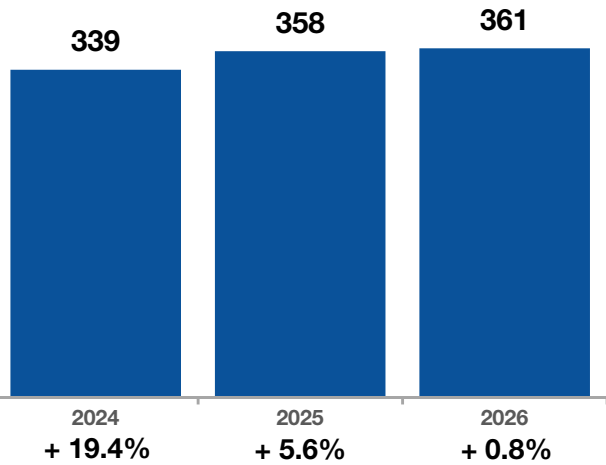
A count of the actual sales that closed in a given month.



## January

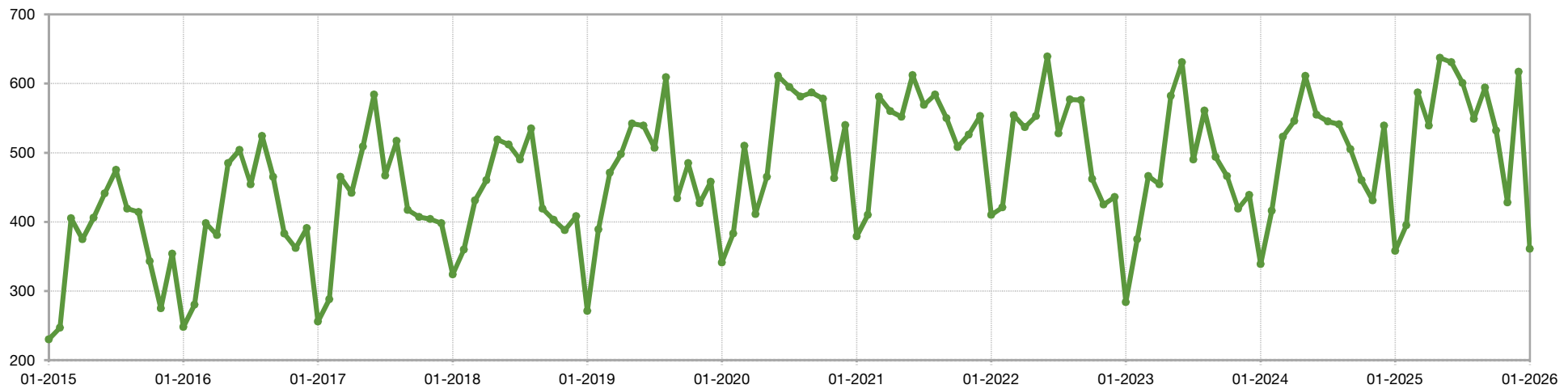


## Year to Date



Closed Sales		Prior Year	Percent Change
February 2025	395	416	-5.0%
March 2025	587	523	+12.2%
April 2025	539	546	-1.3%
May 2025	637	611	+4.3%
June 2025	631	555	+13.7%
July 2025	601	545	+10.3%
August 2025	549	541	+1.5%
September 2025	594	505	+17.6%
October 2025	532	460	+15.7%
November 2025	428	431	-0.7%
December 2025	617	539	+14.5%
January 2026	361	358	+0.8%
12-Month Avg	539	503	+7.3%

## Historical Closed Sales by Month

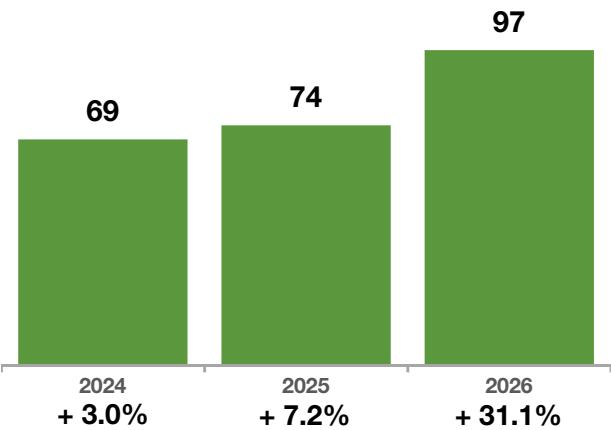


# Days on Market Until Sale

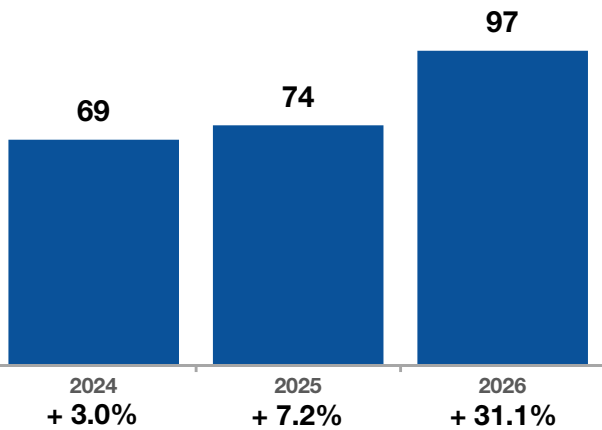
Average number of days between when a property is listed and when an offer is accepted in a given month.



## January



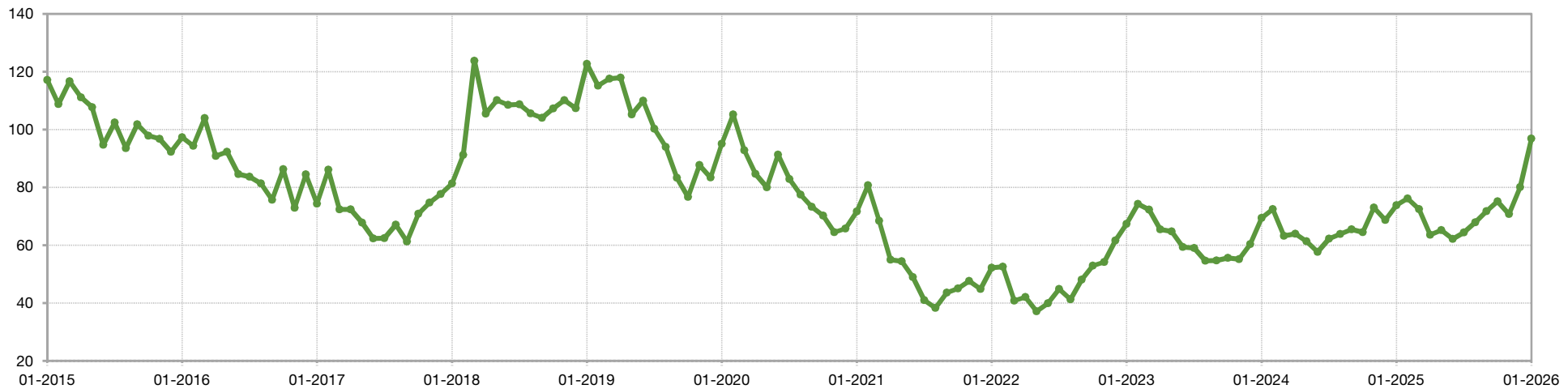
## Year to Date



Days on Market		Prior Year	Percent Change
February 2025	76	73	+4.1%
March 2025	73	63	+15.9%
April 2025	64	64	0.0%
May 2025	65	61	+6.6%
June 2025	62	58	+6.9%
July 2025	64	62	+3.2%
August 2025	68	64	+6.3%
September 2025	72	65	+10.8%
October 2025	75	65	+15.4%
November 2025	71	73	-2.7%
December 2025	80	69	+15.9%
January 2026	97	74	+31.1%
12-Month Avg*	71	65	+9.2%

\* 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

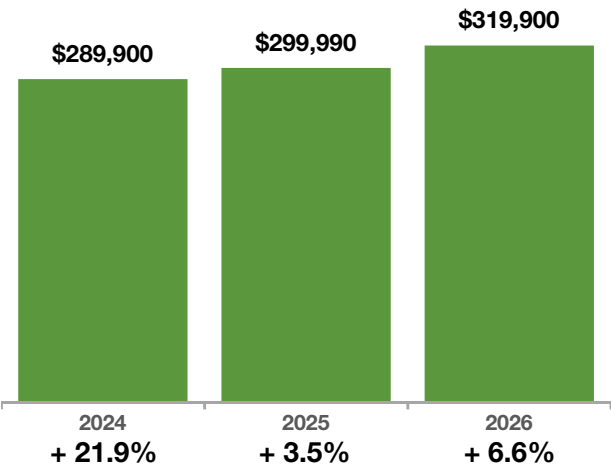


# Median Sales Price

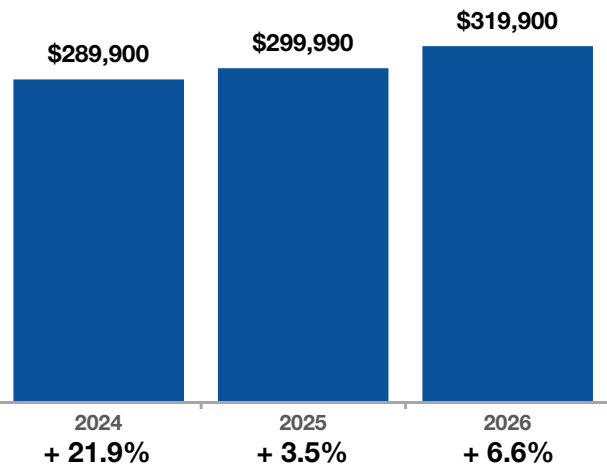
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## January



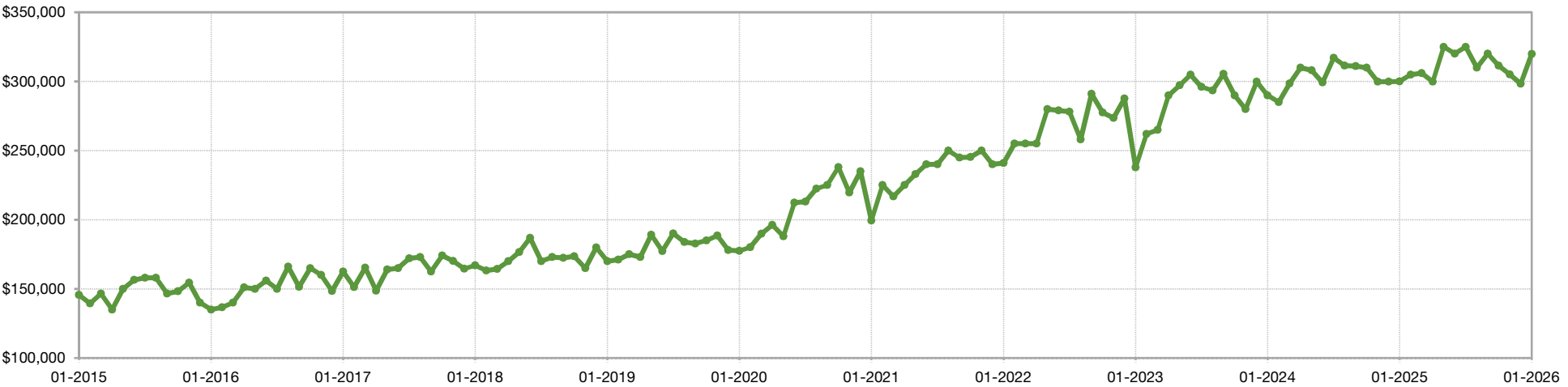
## Year to Date



	Median Sales Price	Prior Year	Percent Change
February 2025	\$304,900	\$285,000	+7.0%
March 2025	\$306,000	\$298,500	+2.5%
April 2025	\$299,900	\$310,000	-3.3%
May 2025	\$324,900	\$308,000	+5.5%
June 2025	\$320,000	\$299,251	+6.9%
July 2025	\$325,000	\$317,000	+2.5%
August 2025	\$310,000	\$311,433	-0.5%
September 2025	\$319,995	\$311,000	+2.9%
October 2025	\$311,450	\$309,950	+0.5%
November 2025	\$305,000	\$299,900	+1.7%
December 2025	\$298,400	\$299,900	-0.5%
January 2026	\$319,900	\$299,990	+6.6%
12-Month Med*	\$310,990	\$304,900	+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

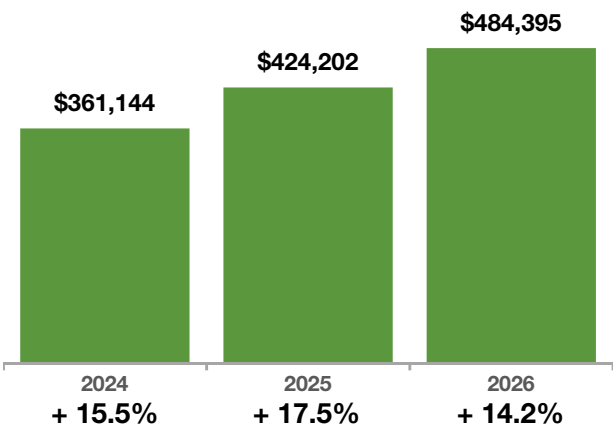


# Average Sales Price

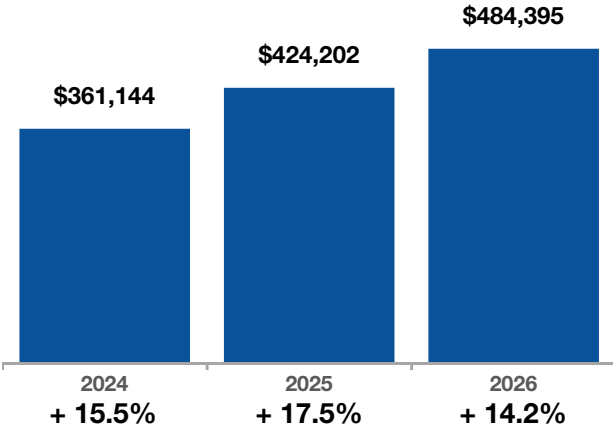
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## January



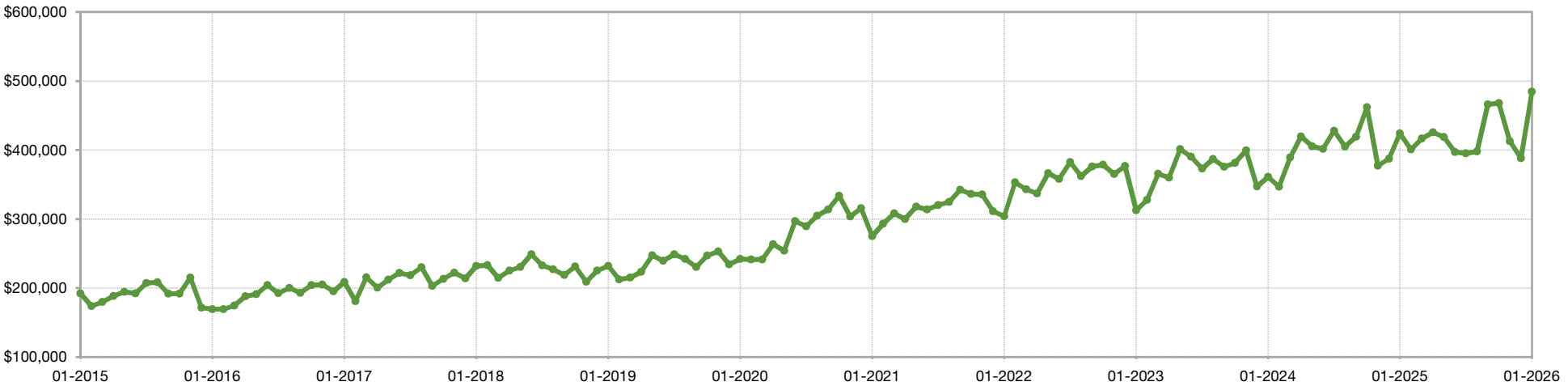
## Year to Date



Avg. Sales Price		Prior Year	Percent Change
February 2025	\$400,698	\$346,690	+15.6%
March 2025	\$416,682	\$389,117	+7.1%
April 2025	\$425,721	\$419,420	+1.5%
May 2025	\$418,927	\$405,237	+3.4%
June 2025	\$396,859	\$401,710	-1.2%
July 2025	\$395,052	\$427,870	-7.7%
August 2025	\$397,738	\$404,912	-1.8%
September 2025	\$466,245	\$419,194	+11.2%
October 2025	\$467,856	\$461,924	+1.3%
November 2025	\$412,658	\$377,060	+9.4%
December 2025	\$387,923	\$387,158	+0.2%
January 2026	\$484,395	\$424,202	+14.2%
12-Month Avg*	\$422,563	\$405,374	+4.2%

\* 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



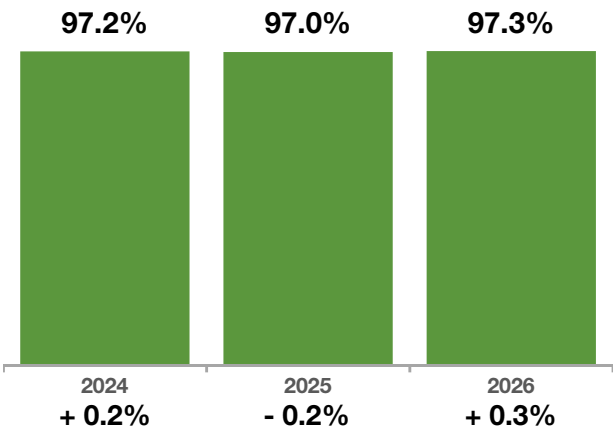


# Percent of List Price Received

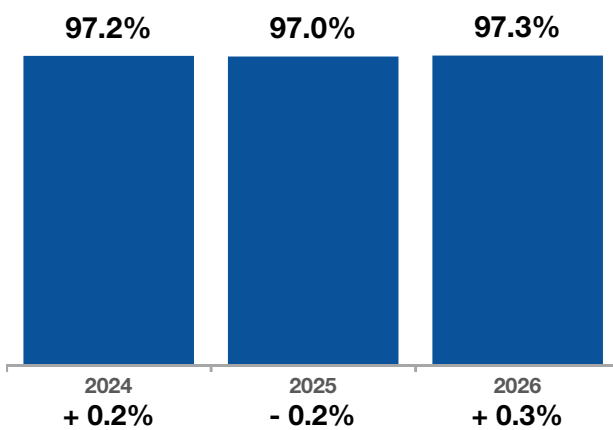
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## January



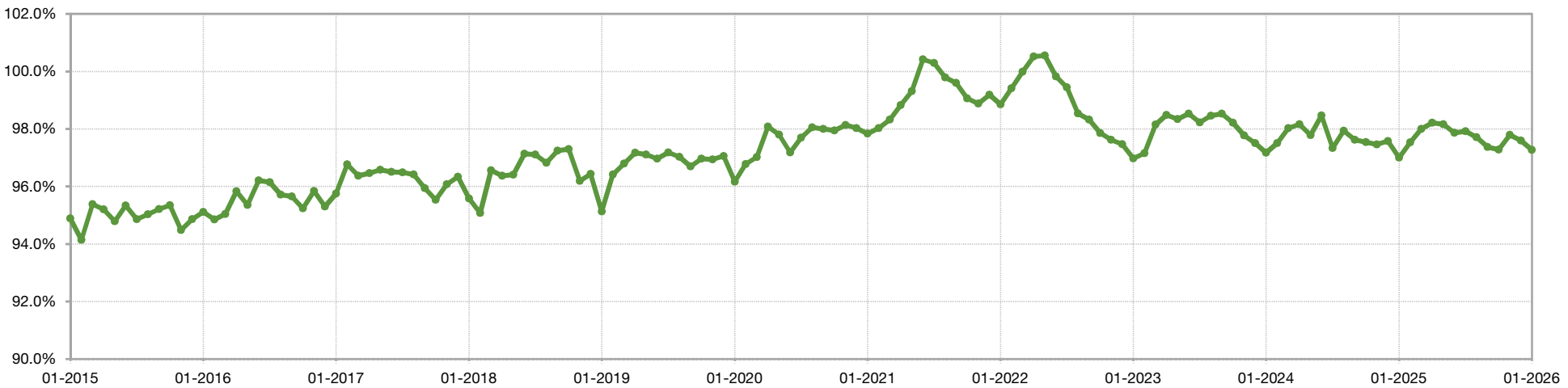
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
February 2025	97.5%	97.5%	0.0%
March 2025	98.0%	98.0%	0.0%
April 2025	98.2%	98.2%	0.0%
May 2025	98.2%	97.8%	+0.4%
June 2025	97.9%	98.5%	-0.6%
July 2025	97.9%	97.3%	+0.6%
August 2025	97.7%	97.9%	-0.2%
September 2025	97.4%	97.6%	-0.2%
October 2025	97.3%	97.5%	-0.2%
November 2025	97.8%	97.5%	+0.3%
December 2025	97.6%	97.6%	0.0%
January 2026	97.3%	97.0%	+0.3%
12-Month Avg*	97.7%	97.7%	0.0%

\* 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

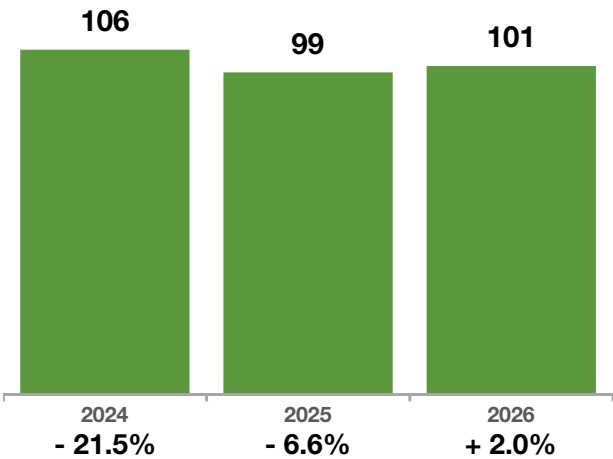


# Housing Affordability Index

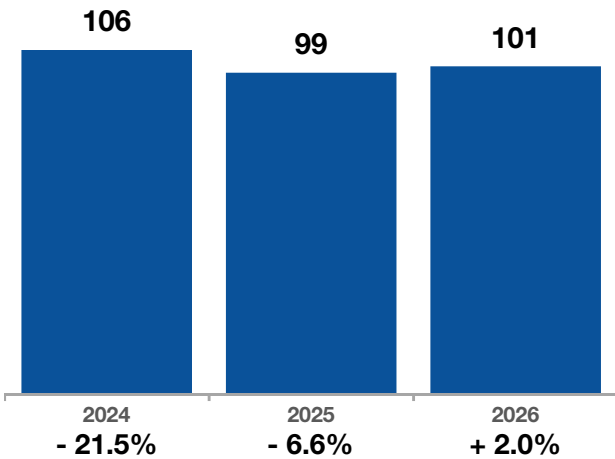
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## January

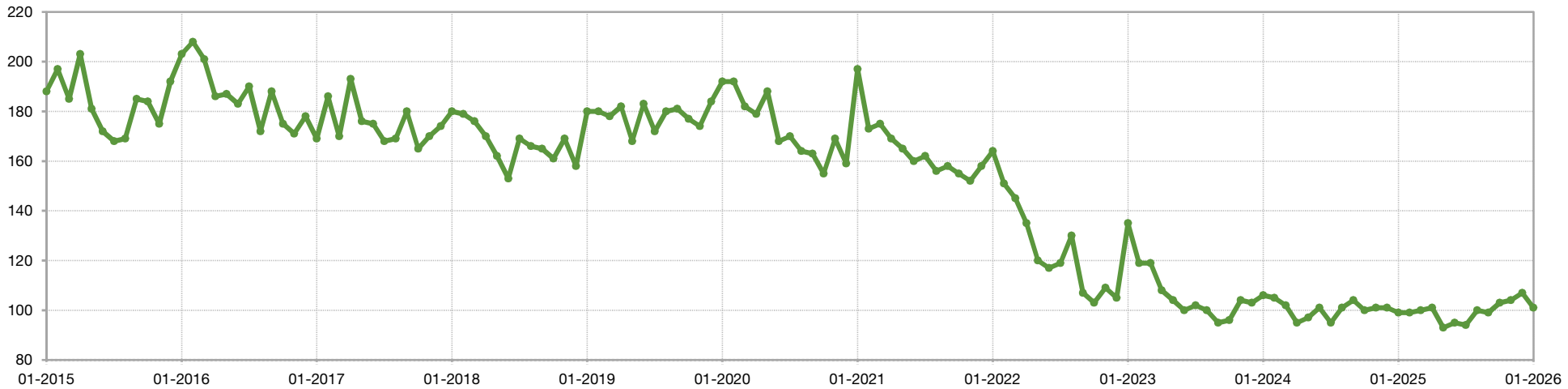


## Year to Date



Affordability Index		Prior Year	Percent Change
February 2025	99	105	-5.7%
March 2025	100	102	-2.0%
April 2025	101	95	+6.3%
May 2025	93	97	-4.1%
June 2025	95	101	-5.9%
July 2025	94	95	-1.1%
August 2025	100	101	-1.0%
September 2025	99	104	-4.8%
October 2025	103	100	+3.0%
November 2025	104	101	+3.0%
December 2025	107	101	+5.9%
January 2026	101	99	+2.0%
12-Month Avg	100	100	-0.4%

## Historical Housing Affordability Index by Month

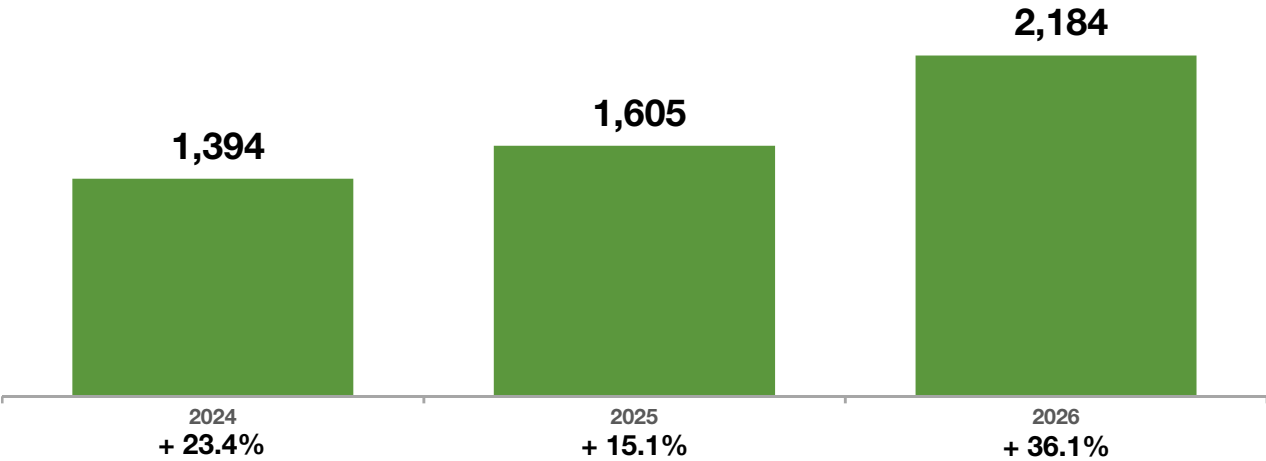


# Inventory of Homes for Sale

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



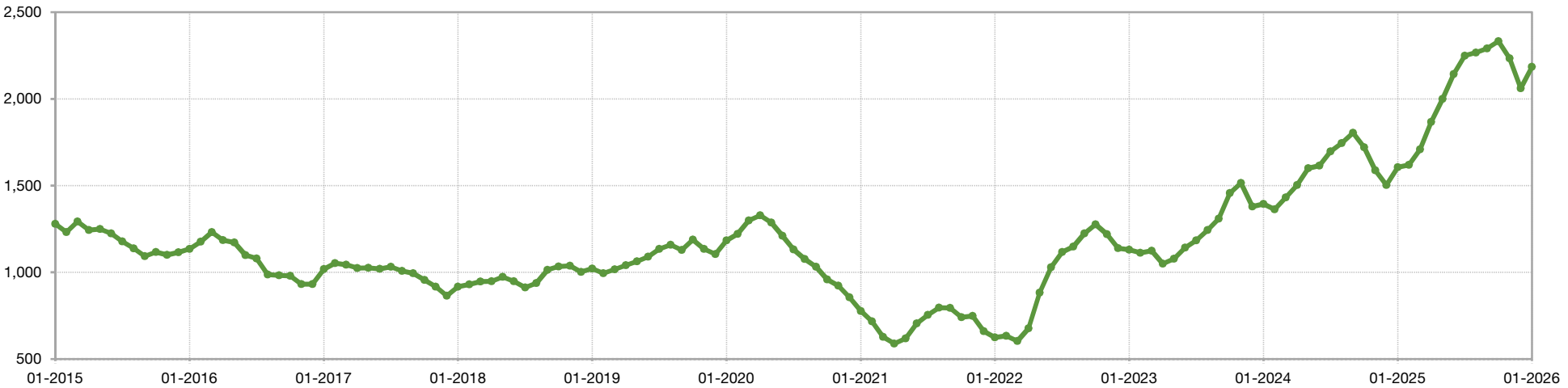
## January



Homes for Sale		Prior Year	Percent Change
February 2025	1,619	1,363	+18.8%
March 2025	1,709	1,431	+19.4%
April 2025	1,866	1,503	+24.2%
May 2025	1,999	1,600	+24.9%
June 2025	2,143	1,615	+32.7%
July 2025	2,249	1,697	+32.5%
August 2025	2,266	1,745	+29.9%
September 2025	2,291	1,804	+27.0%
October 2025	2,332	1,721	+35.5%
November 2025	2,234	1,588	+40.7%
December 2025	2,061	1,503	+37.1%
January 2026	2,184	1,605	+36.1%
12-Month Avg*	2,079	1,598	+30.1%

\* 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

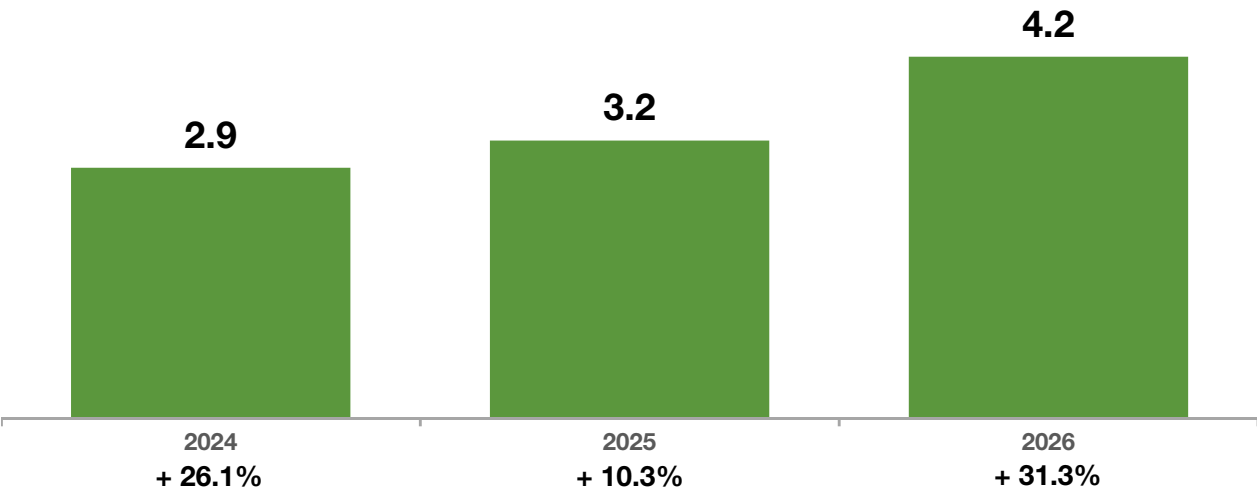


# Months Supply of Inventory

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	3.2	2.8	+14.3%
March 2025	3.4	2.9	+17.2%
April 2025	3.7	3.1	+19.4%
May 2025	3.9	3.3	+18.2%
June 2025	4.1	3.3	+24.2%
July 2025	4.3	3.4	+26.5%
August 2025	4.4	3.5	+25.7%
September 2025	4.3	3.7	+16.2%
October 2025	4.4	3.5	+25.7%
November 2025	4.2	3.2	+31.3%
December 2025	3.8	3.0	+26.7%
January 2026	4.2	3.2	+31.3%
12-Month Avg*	4.0	3.2	+25.0%

\* 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

