COLDWELL BANKER | REALTY

Market Trends Report January 2026



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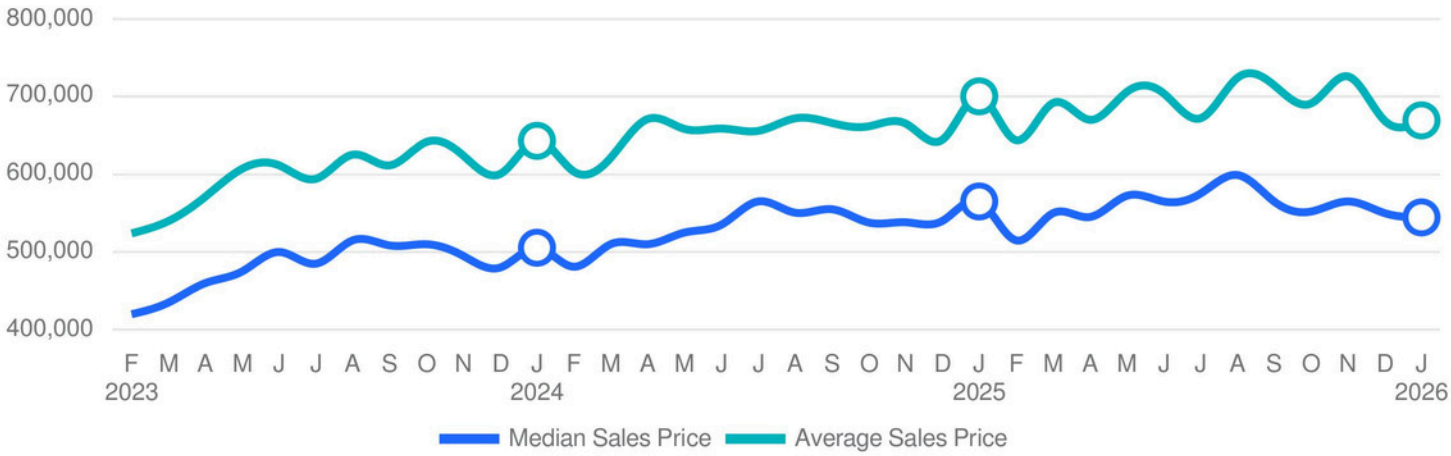
Overview

The overview below shows real estate activity for January 2026. You will see data comparisons between January and the previous month, the last three months and January 2025.

			Monthly Trends		
Overview	**YTD Avg.**	**January**	**December**	**Oct. - Dec.**	**Jan. 2025**
New Listings	1693	1693	↑	↑	↓
Average Sales Price per Square Foot	375	375	↑	—	↑
Average Days on Market	48	48	↑	↑	↑
Number of Properties for Sale	3403	3403	↑	↓	↑
Average List Price	$929,195	$929,195	↑	↑	—
Median List Price	$575,000	$575,000	—	↓	↓
Average Sales Price	$669,233	$669,233	—	↓	↓
Median Sales Price	$544,500	$544,500	↓	↓	↓
Sales Price / List Price Ratio	99.32%	99.32%	—	—	—
Number of Properties Sold	1130	1130	↓	↓	↓
Month's Supply of Inventory	3.01	3.01	↑	↑	↑
Absorption Rate	0.33	0.33	↓	↓	↓

Average & Median Sales Price

The median sales price in January 2026 was $544,500, down -1.00% from $550,000 from the previous month and -3.63% lower than $565,000 from January 2025. The January 2026 median sales price was at a mid level compared to January 2025 and 2024. The average sales price in January 2026 was $669,233, equal to the previous month and -4.42% lower than $700,153 from January 2025. The January 2026 average sale price was at a mid level compared to January 2025 and 2024.



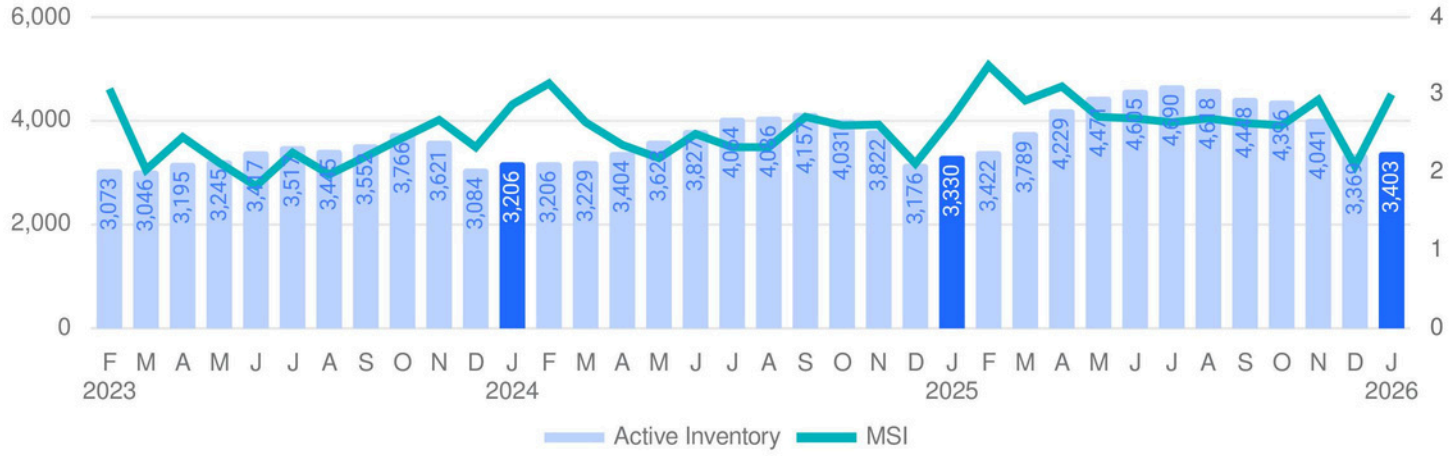
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Inventory & MSI

The number of properties for sale in January 2026 was 3,403, up 1.01% from 3,369 from the previous month and 2.19% higher than 3,330 from January 2025. The January 2026 inventory was at its highest level compared with January 2025 and 2024. A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2026 MSI of 3.01 months was at its highest level compared with January 2025 and 2024.



New Listings

The number of new listings in January 2026 was 1,693, up 56.47% from 1,082 from the previous month and -3.97% lower than 1,763 from January 2025. The January 2026 listings were at a mid level compared to January 2025 and 2024.



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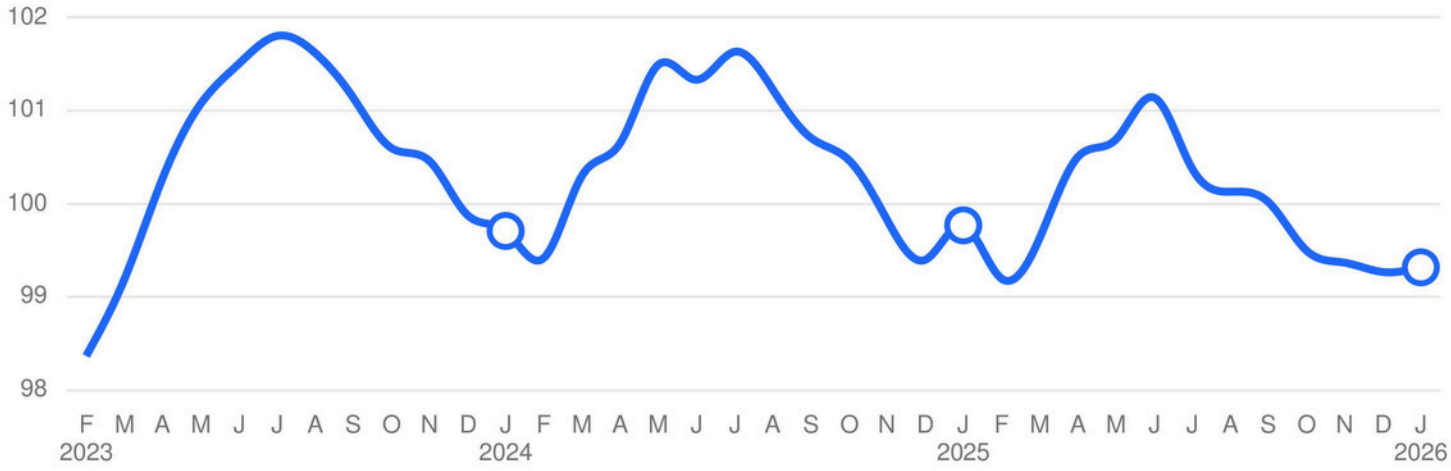


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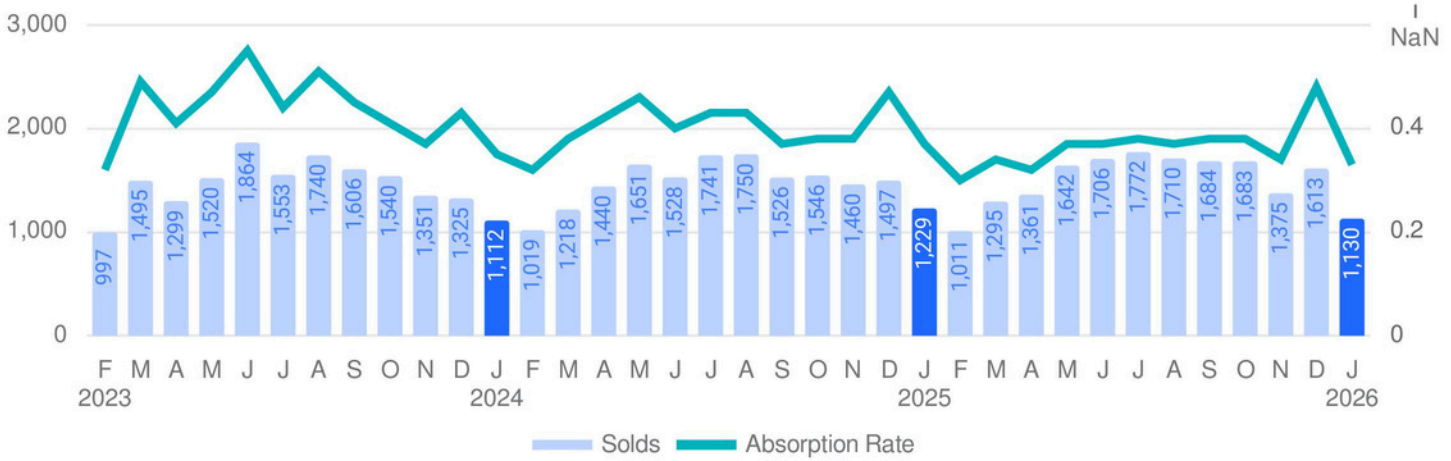
Sales Price / List Price Ratio

The sales price/list price ratio is the average sale price divided by the average list price for sold properties expressed as a percentage. If it is above 100%, homes are selling for more than the list price. If it is less than 100%, homes are selling for less than the list price.The January 2026 sales price/list price ratio was 99.32%, equal to the previous month and equal to January 2025.



Number of Properties Sold & Absorption Rate

The number of properties sold in January 2026 was 1,130, down -29.94% from 1,613 from the previous month and -8.06% lower than 1,229 from January 2025. The January 2026 sales were at a mid level compared to January 2025 and 2024. Absorption rate is the avg number of sales per month divided by the total number of available properties.



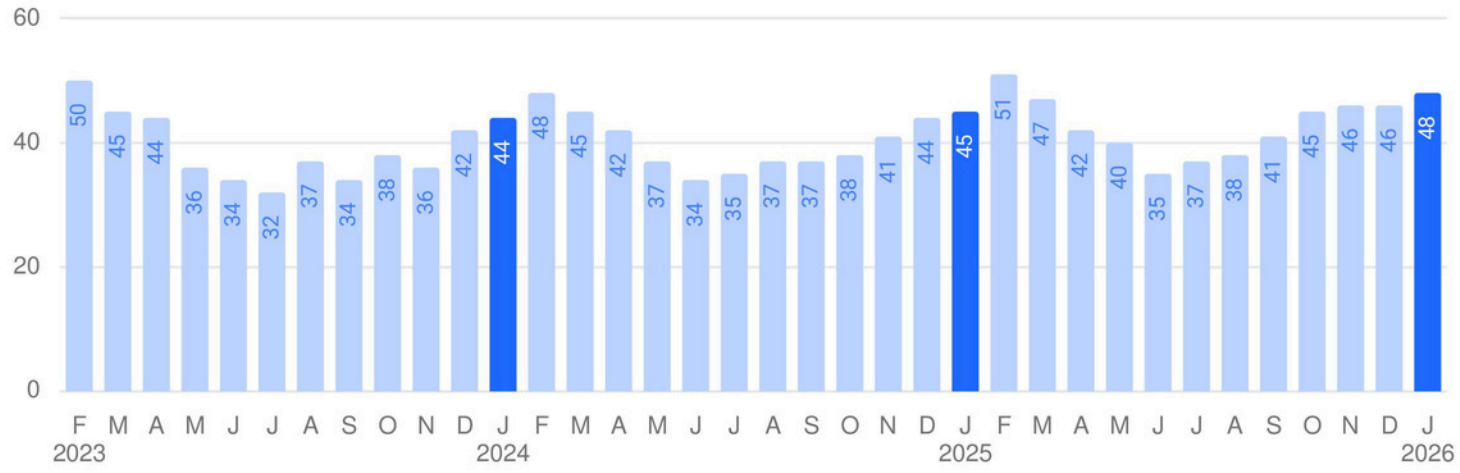
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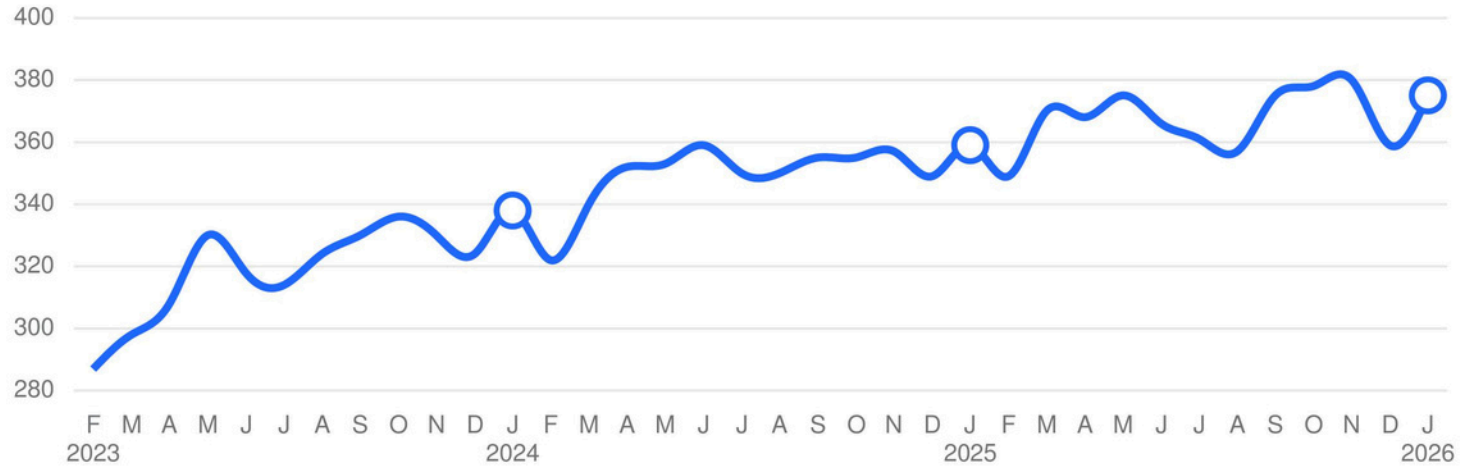
Average Days on Market

The average days on market (DOM) is the number of days a property is on the market before it sells. An upward trend in DOM tends to indicate a move towards a buyer's market, a downward trend tends to indicate a move towards seller's market. The DOM for January 2026 was 48 days, up 4.35% from 46 days from the previous month and 6.67% higher than 45 days from January 2025. The January 2026 DOM was at its highest level compared with January 2025 and 2024.



Average Sales Price per Square Foot

The average sales price per square foot is a more normalized indicator for the direction of property value. The sales price per square foot in January 2026 was $375, up 4.46% from $359 from the previous month and 4.46% higher than $359 from January 2025.



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