Monthly Market Detail - September 2026
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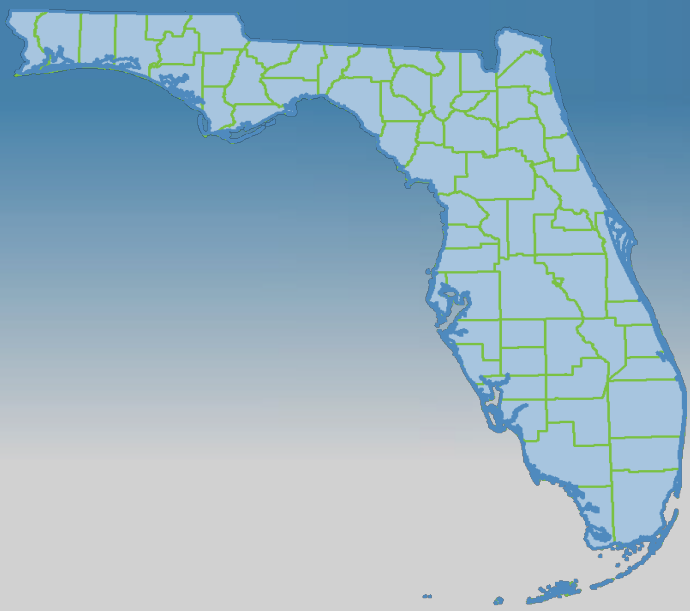


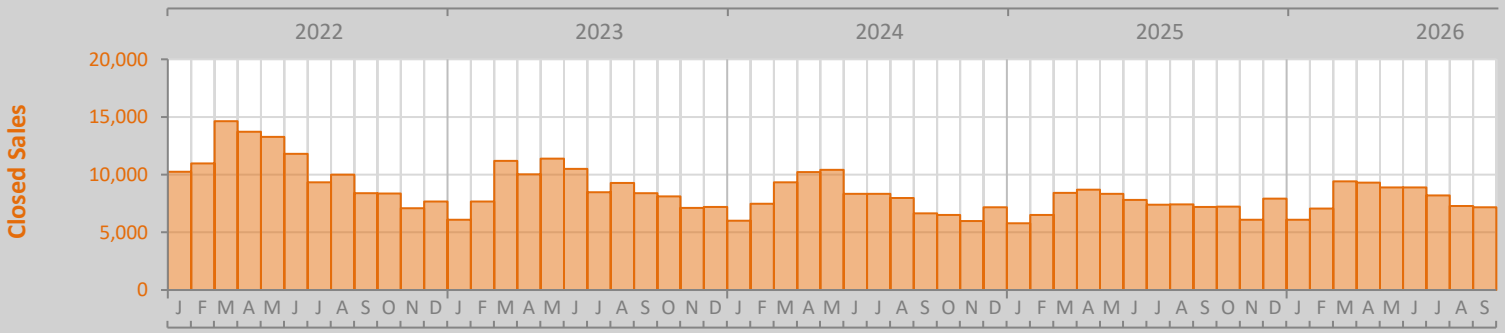
Summary Statistics	September 2026	September 2025	Percent Change Year-over-Year
Closed Sales	7,179	7,187	-0.1%
Paid in Cash	3,765	3,583	5.1%
Median Sale Price	$293,500	$299,000	-1.8%
Average Sale Price	$470,475	$433,247	8.6%
Dollar Volume	$3.4 Billion	$3.1 Billion	8.5%
Median Percent of Original List Price Received	93.3%	92.1%	1.3%
Median Time to Contract	65 Days	77 Days	-15.6%
Median Time to Sale	104 Days	115 Days	-9.6%
New Pending Sales	7,073	7,332	-3.5%
New Listings	12,170	11,749	3.6%
Pending Inventory	10,146	9,922	2.3%
Inventory (Active Listings)	60,367	66,341	-9.0%
Months Supply of Inventory	7.7	9.1	-15.4%

Closed Sales

The number of sales transactions which closed during the month

Economists' note : Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	72,337	7.1%
September 2026	**7,179**	**-0.1%**
August 2026	7,291	-1.8%
July 2026	8,194	11.0%
June 2026	8,900	14.0%
May 2026	8,897	6.6%
April 2026	9,309	6.9%
March 2026	9,423	12.0%
February 2026	7,060	8.6%
January 2026	6,084	5.1%
December 2025	7,911	10.4%
November 2025	6,099	1.8%
October 2025	7,223	11.1%
September 2025	7,187	8.0%



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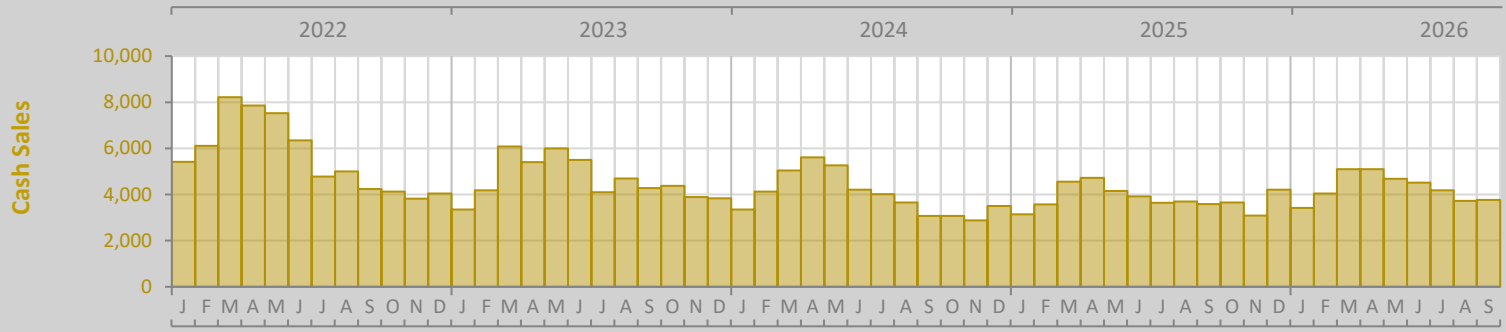
Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

Economists' note : Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	38,505	10.1%
September 2026	**3,765**	**5.1%**
August 2026	3,722	0.6%
July 2026	4,176	14.9%
June 2026	4,513	15.2%
May 2026	4,678	12.5%
April 2026	5,091	7.6%
March 2026	5,099	11.9%
February 2026	4,042	13.3%
January 2026	3,419	8.9%
December 2025	4,210	20.1%
November 2025	3,088	7.3%
October 2025	3,660	19.1%
September 2025	3,583	16.4%

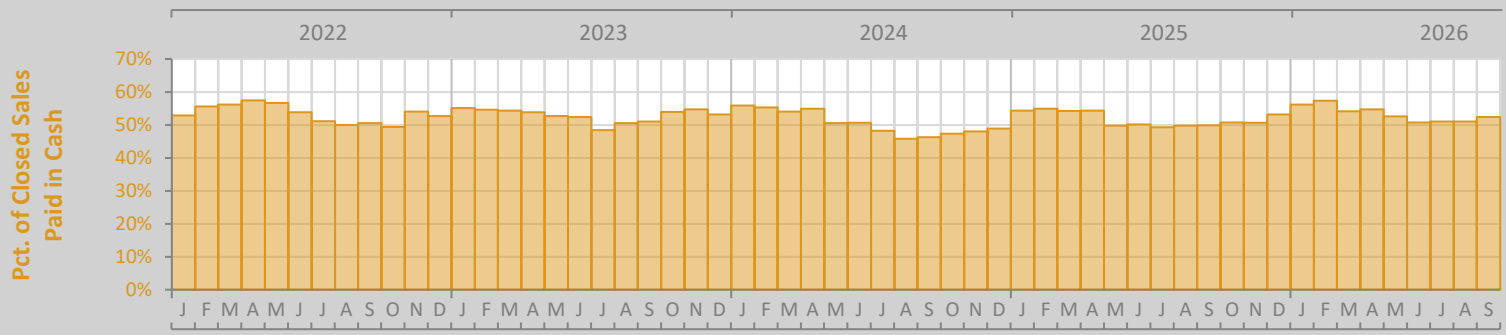


Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

Economists' note : This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	53.2%	2.7%
September 2026	**52.4%**	**5.0%**
August 2026	51.0%	2.4%
July 2026	51.0%	3.4%
June 2026	50.7%	1.0%
May 2026	52.6%	5.6%
April 2026	54.7%	0.7%
March 2026	54.1%	-0.2%
February 2026	57.3%	4.4%
January 2026	56.2%	3.5%
December 2025	53.2%	8.8%
November 2025	50.6%	5.4%
October 2025	50.7%	7.2%
September 2025	49.9%	7.8%



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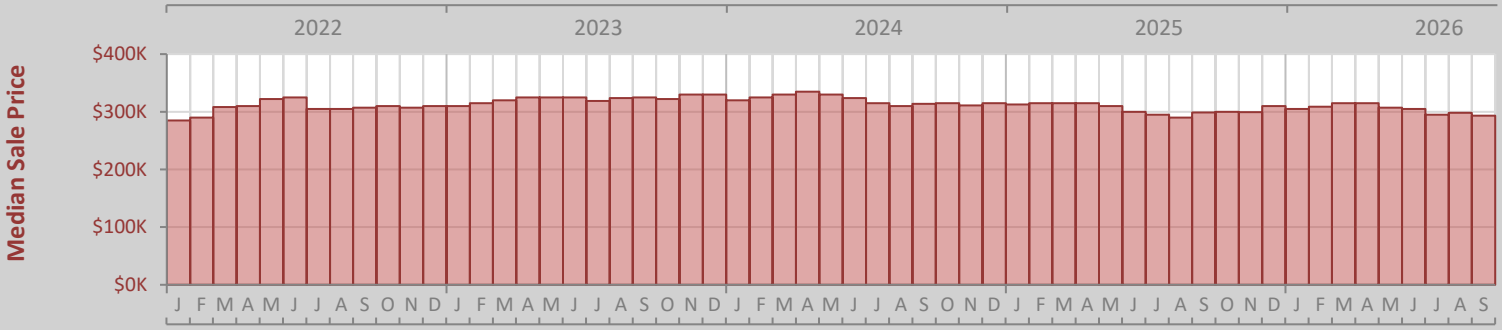
Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

Economists' note : Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each month, and the mix of the types of homes that sell can change over time.

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	$305,000	-0.3%
September 2026	**$293,500**	**-1.8%**
August 2026	$298,000	2.8%
July 2026	$295,000	0.0%
June 2026	$305,000	1.7%
May 2026	$306,990	-1.0%
April 2026	$315,000	0.0%
March 2026	$315,000	0.0%
February 2026	$309,000	-1.9%
January 2026	$305,000	-2.4%
December 2025	$310,000	-1.6%
November 2025	$299,320	-3.7%
October 2025	$300,000	-4.8%
September 2025	$299,000	-4.8%

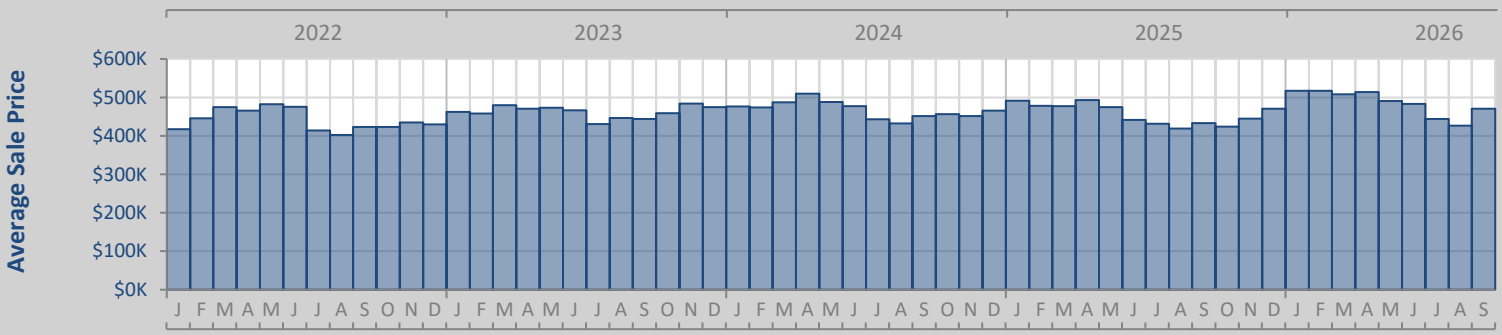


Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

Economists' note : Usually, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	$485,987	5.6%
September 2026	**$470,475**	**8.6%**
August 2026	$426,467	1.8%
July 2026	$443,764	2.7%
June 2026	$483,264	9.5%
May 2026	$490,292	3.2%
April 2026	$513,576	4.2%
March 2026	$507,779	6.4%
February 2026	$517,554	8.3%
January 2026	$517,574	5.2%
December 2025	$470,910	1.1%
November 2025	$444,615	-1.5%
October 2025	$423,948	-7.1%
September 2025	$433,247	-4.1%



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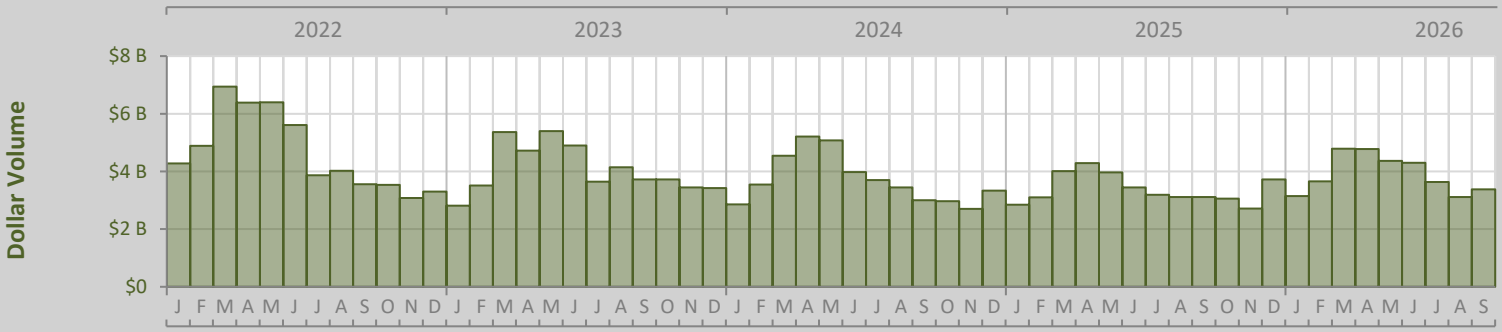
Dollar Volume

The sum of the sale prices for all sales which closed during the month

Economists' note : Dollar Volume is simply the sum of all sale prices in a given time period, and can quickly be calculated by multiplying Closed Sales by Average Sale Price. It is a strong indicator of the health of the real estate industry in a market, and is of particular interest to real estate professionals, investors, analysts, and government agencies. Potential home sellers and home buyers, on the other hand, will likely be better served by paying attention to trends in the two components of Dollar Volume (i.e. sales and prices) individually.

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	$35.2 Billion	13.1%
September 2026	**$3.4 Billion**	**8.5%**
August 2026	$3.1 Billion	0.0%
July 2026	$3.6 Billion	14.0%
June 2026	$4.3 Billion	24.7%
May 2026	$4.4 Billion	10.0%
April 2026	$4.8 Billion	11.3%
March 2026	$4.8 Billion	19.2%
February 2026	$3.7 Billion	17.6%
January 2026	$3.1 Billion	10.6%
December 2025	$3.7 Billion	11.6%
November 2025	$2.7 Billion	0.3%
October 2025	$3.1 Billion	3.2%
September 2025	$3.1 Billion	3.6%

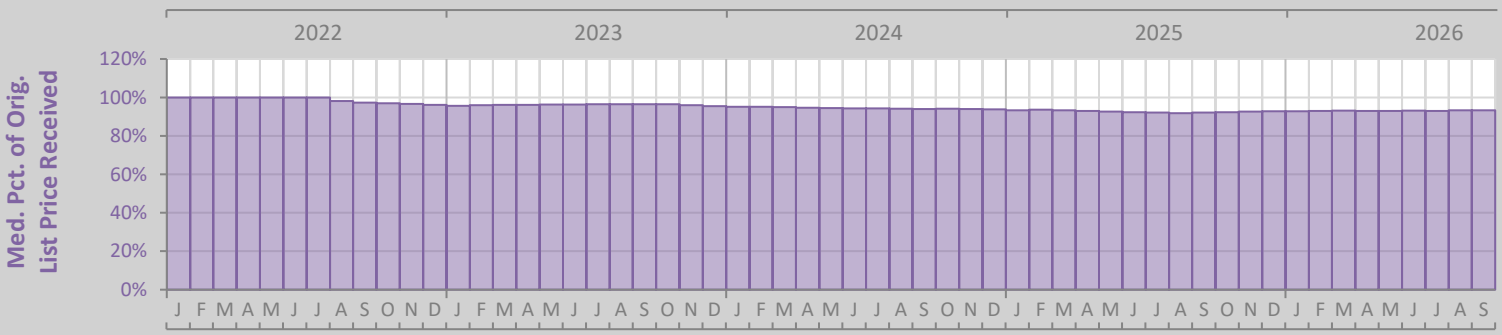


Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the month

Economists' note : The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	93.1%	0.4%
September 2026	**93.3%**	**1.3%**
August 2026	93.3%	1.6%
July 2026	93.0%	1.0%
June 2026	93.2%	1.0%
May 2026	93.0%	0.4%
April 2026	93.0%	0.0%
March 2026	93.1%	-0.2%
February 2026	92.9%	-0.7%
January 2026	92.8%	-0.5%
December 2025	92.8%	-1.1%
November 2025	92.7%	-1.3%
October 2025	92.3%	-1.9%
September 2025	92.1%	-2.0%



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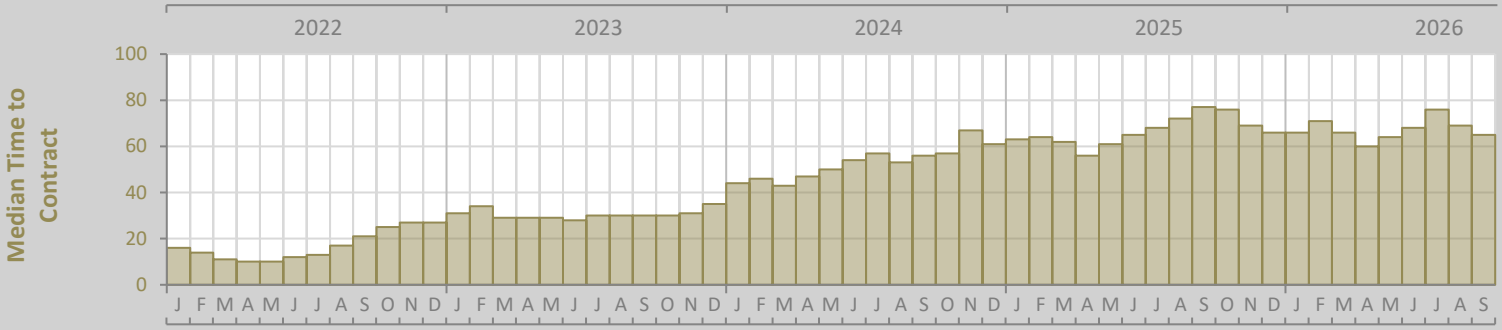
Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the month

Economists' note : Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	73 Days	2.8%
September 2026	**65 Days**	**-15.6%**
August 2026	69 Days	-4.2%
July 2026	76 Days	11.8%
June 2026	68 Days	4.6%
May 2026	64 Days	4.9%
April 2026	60 Days	7.1%
March 2026	66 Days	6.5%
February 2026	71 Days	10.9%
January 2026	66 Days	4.8%
December 2025	66 Days	8.2%
November 2025	69 Days	3.0%
October 2025	76 Days	33.3%
September 2025	77 Days	37.5%

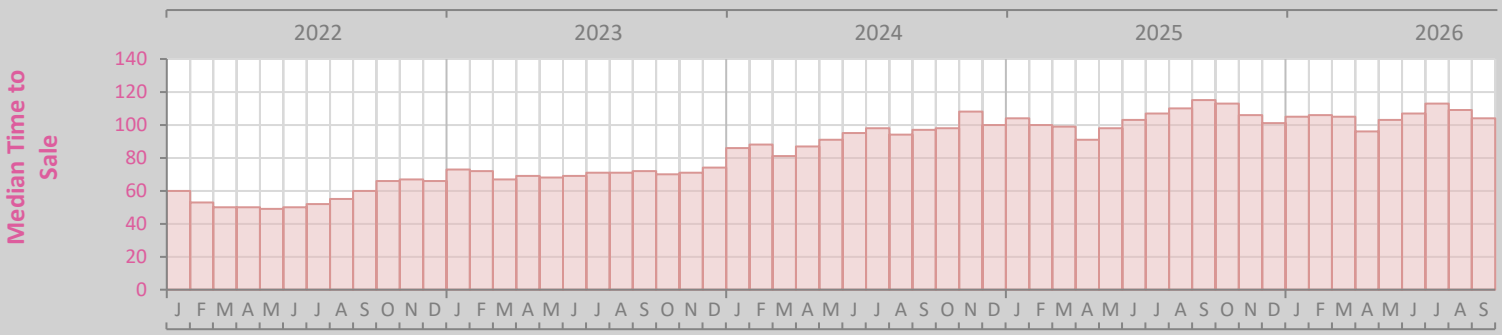


Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the month

Economists' note : Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median* Time to Sale is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	112 Days	1.8%
September 2026	**104 Days**	**-9.6%**
August 2026	109 Days	-0.9%
July 2026	113 Days	5.6%
June 2026	107 Days	3.9%
May 2026	103 Days	5.1%
April 2026	96 Days	5.5%
March 2026	105 Days	6.1%
February 2026	106 Days	6.0%
January 2026	105 Days	1.0%
December 2025	101 Days	1.0%
November 2025	106 Days	-1.9%
October 2025	113 Days	15.3%
September 2025	115 Days	18.6%



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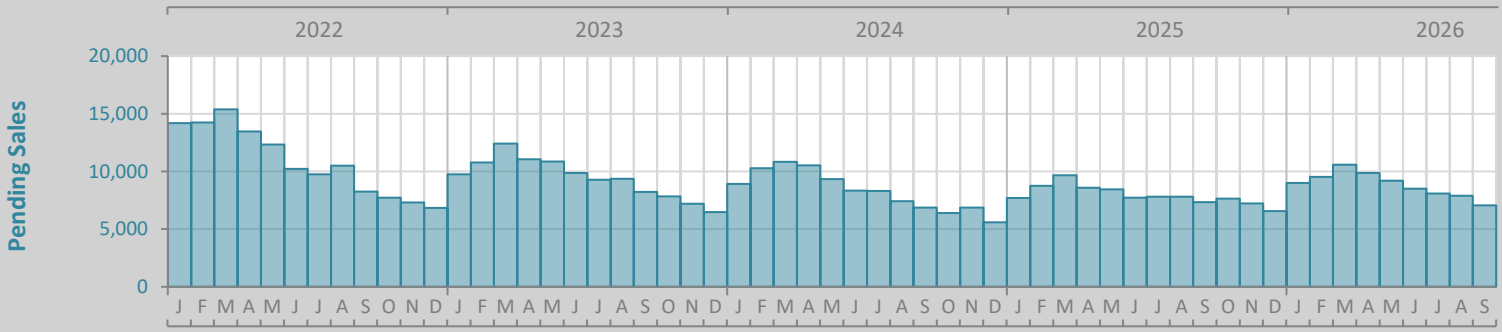
New Pending Sales

The number of listed properties that went under contract during the month

Economists' note : Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	79,766	8.1%
September 2026	**7,073**	**-3.5%**
August 2026	7,897	1.2%
July 2026	8,096	3.8%
June 2026	8,491	10.0%
May 2026	9,200	9.0%
April 2026	9,861	14.7%
March 2026	10,597	9.6%
February 2026	9,543	9.1%
January 2026	9,008	16.9%
December 2025	6,556	17.1%
November 2025	7,217	5.2%
October 2025	7,643	19.4%
September 2025	7,332	6.6%

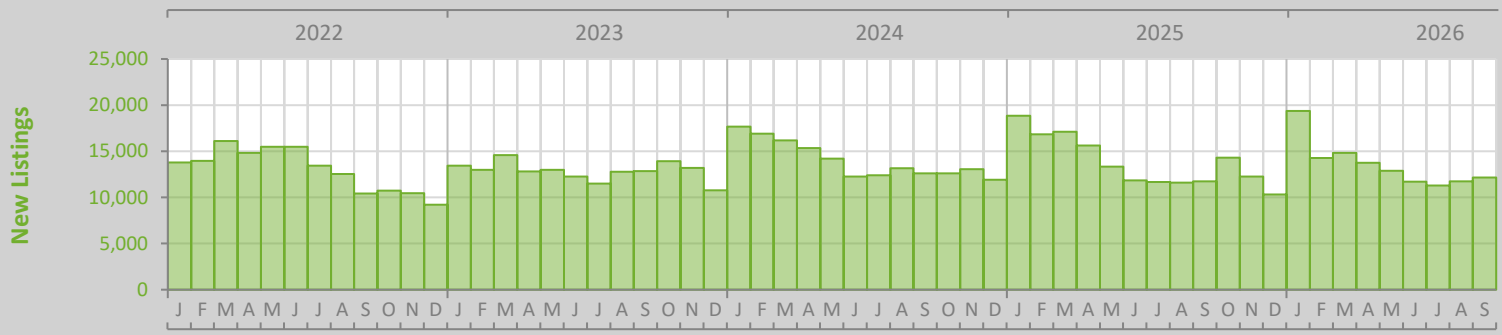


New Listings

The number of properties put onto the market during the month

Economists' note : New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	122,032	-5.2%
September 2026	**12,170**	**3.6%**
August 2026	11,738	1.1%
July 2026	11,291	-3.3%
June 2026	11,694	-1.4%
May 2026	12,894	-3.4%
April 2026	13,757	-11.9%
March 2026	14,832	-13.3%
February 2026	14,275	-15.2%
January 2026	19,381	2.7%
December 2025	10,309	-13.5%
November 2025	12,272	-6.0%
October 2025	14,309	13.7%
September 2025	11,749	-6.8%



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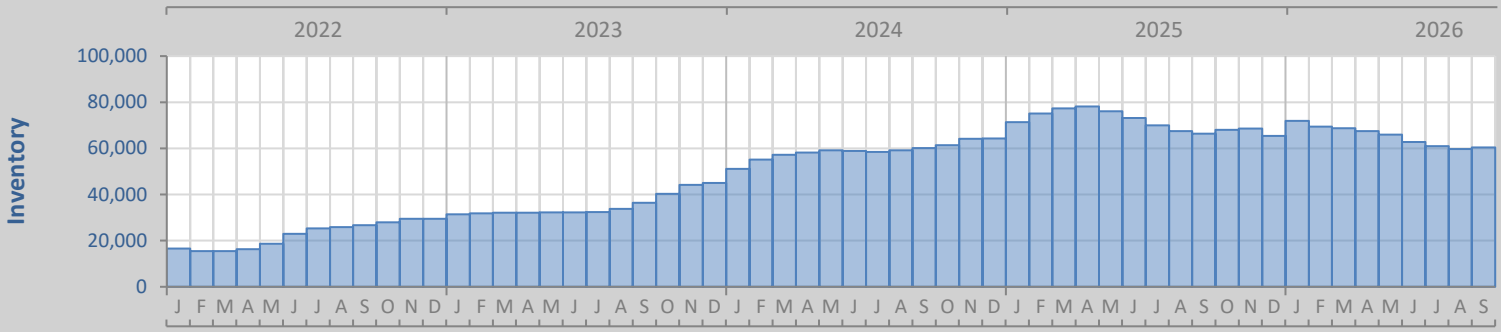
Inventory (Active Listings)

The number of property listings active at the end of the month

Economists' note : There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	65,254	-10.3%
September 2026	**60,367**	**-9.0%**
August 2026	59,697	-11.5%
July 2026	60,962	-12.9%
June 2026	62,772	-14.3%
May 2026	65,958	-13.4%
April 2026	67,521	-13.6%
March 2026	68,757	-11.1%
February 2026	69,369	-7.6%
January 2026	71,885	0.8%
December 2025	65,462	1.8%
November 2025	68,656	7.0%
October 2025	67,984	10.7%
September 2025	66,341	10.3%

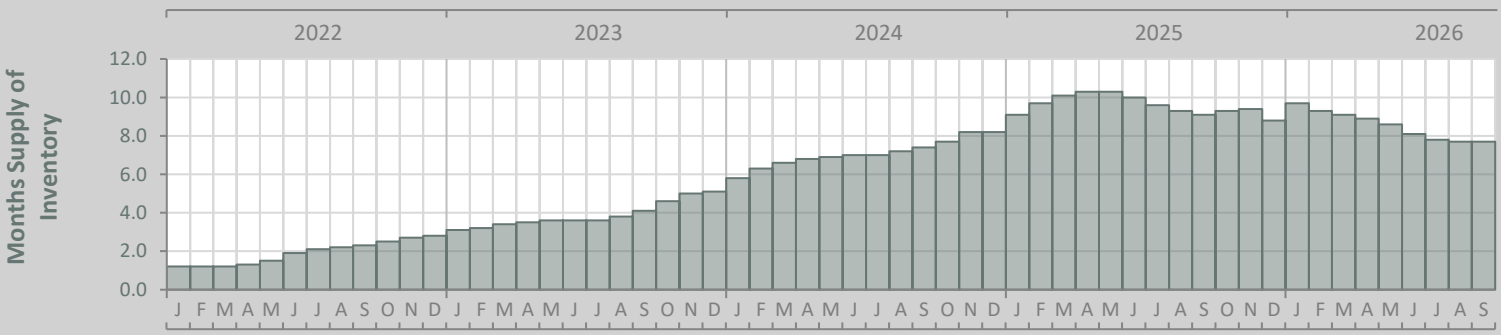


Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

Economists' note : MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	8.5	-12.4%
September 2026	**7.7**	**-15.4%**
August 2026	7.7	-17.2%
July 2026	7.8	-18.8%
June 2026	8.1	-19.0%
May 2026	8.6	-16.5%
April 2026	8.9	-13.6%
March 2026	9.1	-9.9%
February 2026	9.3	-4.1%
January 2026	9.7	6.6%
December 2025	8.8	7.3%
November 2025	9.4	14.6%
October 2025	9.3	20.8%
September 2025	9.1	23.0%



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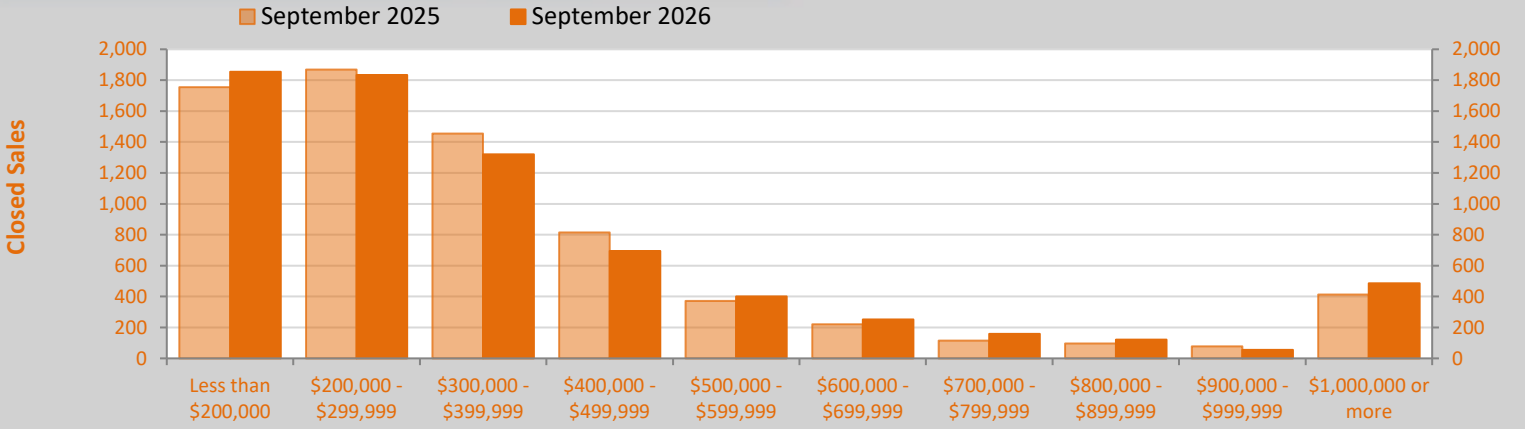
Closed Sales by Sale Price

The number of sales transactions which closed during the month

Economists' note: Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

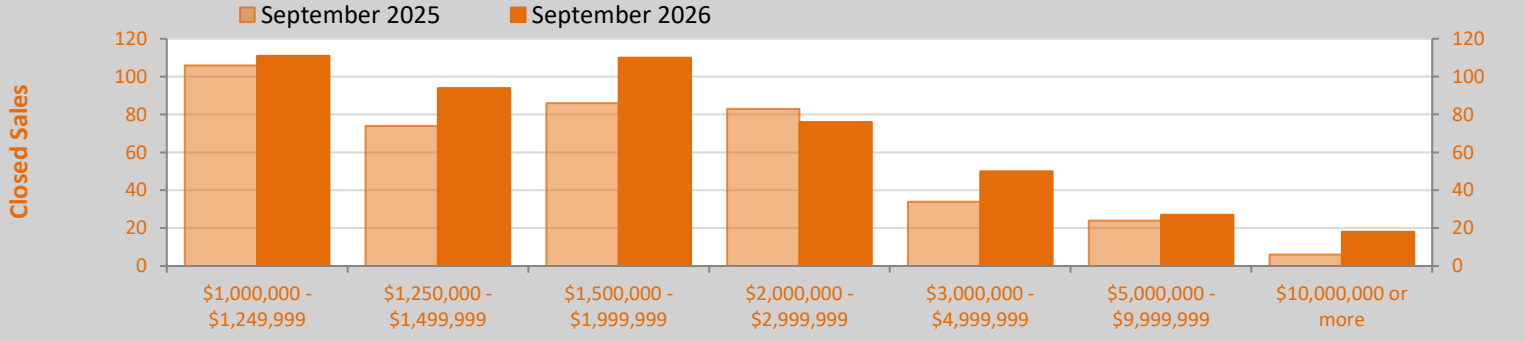
Sale Price	Closed Sales	Percent Change Year-over-Year
Less than $200,000	1,855	5.7%
$200,000 - $299,999	1,834	-1.9%
$300,000 - $399,999	1,321	-9.1%
$400,000 - $499,999	694	-14.7%
$500,000 - $599,999	401	7.8%
$600,000 - $699,999	251	14.1%
$700,000 - $799,999	159	37.1%
$800,000 - $899,999	122	25.8%
$900,000 - $999,999	56	-27.3%
$1,000,000 or more	486	17.7%



Million Dollar Spotlight

Closed Sales by Sale Price for properties selling for $1,000,000 or more

Sale Price	Closed Sales	Percent Change Year-over-Year
$1,000,000 - $1,249,999	111	4.7%
$1,250,000 - $1,499,999	94	27.0%
$1,500,000 - $1,999,999	110	27.9%
$2,000,000 - $2,999,999	76	-8.4%
$3,000,000 - $4,999,999	50	47.1%
$5,000,000 - $9,999,999	27	12.5%
$10,000,000 or more	18	200.0%



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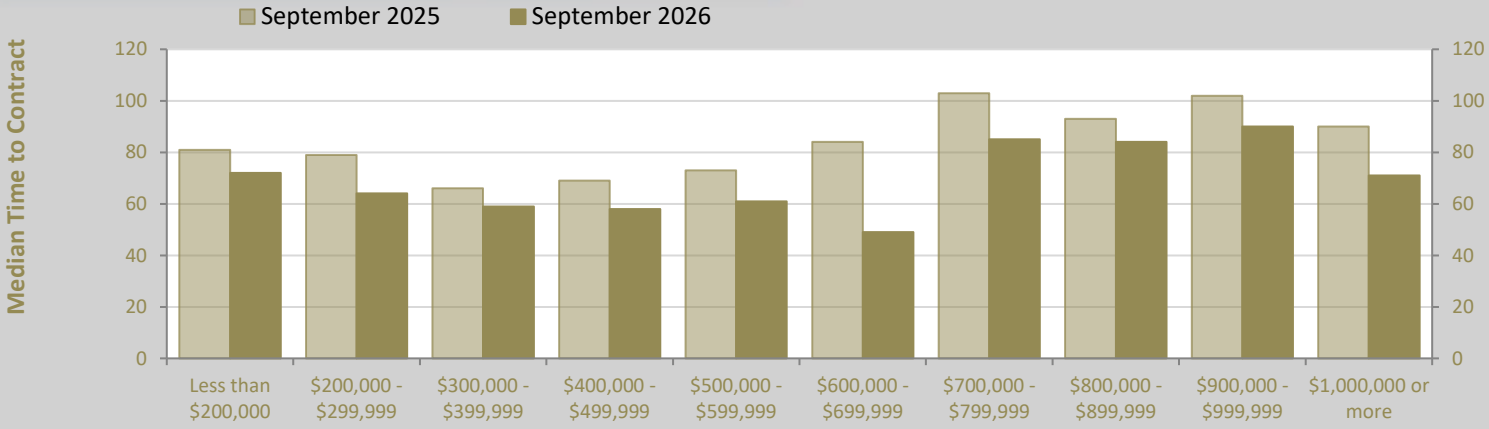
Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the month

Economists' note : Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

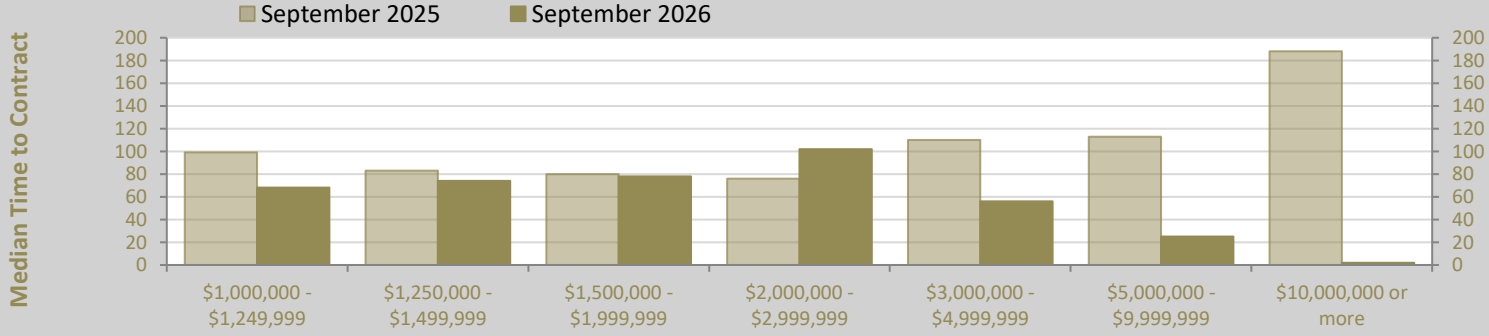
Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than $200,000	72 Days	-11.1%
$200,000 - $299,999	64 Days	-19.0%
$300,000 - $399,999	59 Days	-10.6%
$400,000 - $499,999	58 Days	-15.9%
$500,000 - $599,999	61 Days	-16.4%
$600,000 - $699,999	49 Days	-41.7%
$700,000 - $799,999	85 Days	-17.5%
$800,000 - $899,999	84 Days	-9.7%
$900,000 - $999,999	90 Days	-11.8%
$1,000,000 or more	71 Days	-21.1%



Million Dollar Spotlight

Median Time to Contract by Sale Price for properties selling for $1,000,000 or more

Sale Price	Median Time to Contract	Percent Change Year-over-Year
$1,000,000 - $1,249,999	68 Days	-31.3%
$1,250,000 - $1,499,999	74 Days	-10.8%
$1,500,000 - $1,999,999	78 Days	-2.5%
$2,000,000 - $2,999,999	102 Days	34.2%
$3,000,000 - $4,999,999	56 Days	-49.1%
$5,000,000 - $9,999,999	25 Days	-77.9%
$10,000,000 or more	2 Days	-98.9%



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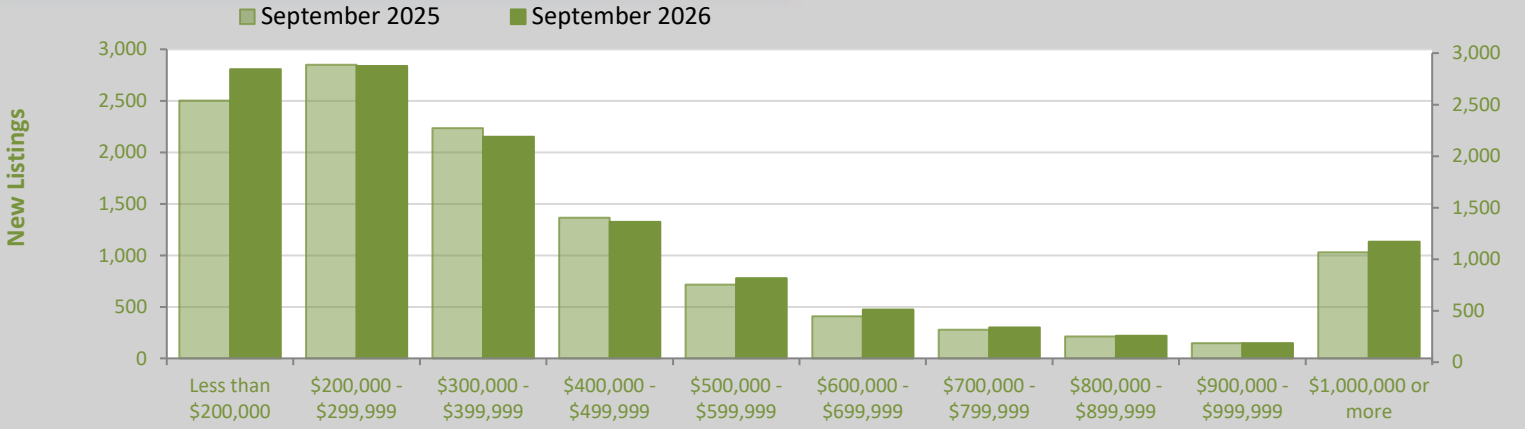
New Listings by Initial Listing Price

The number of properties put onto the market during the month

Economists' note: New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

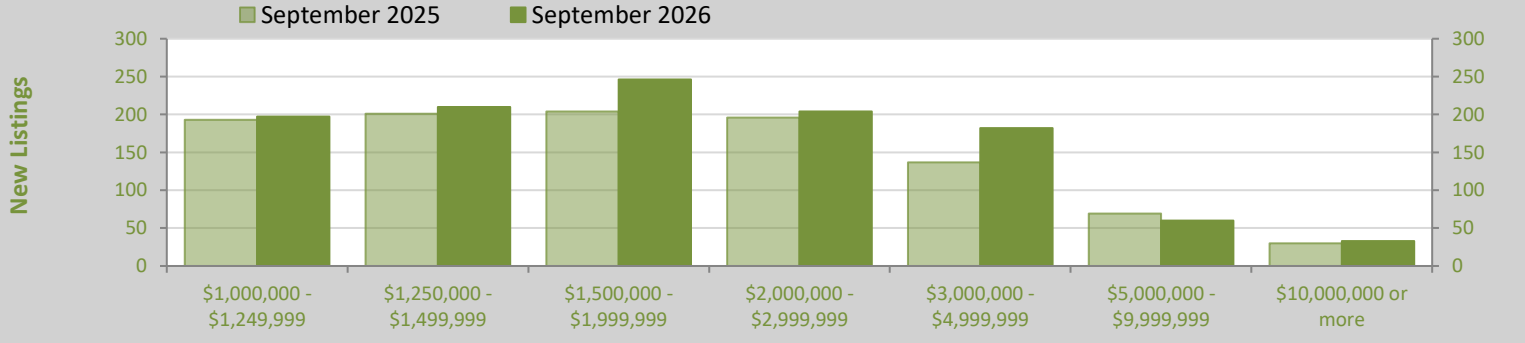
Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than $200,000	2,806	12.2%
$200,000 - $299,999	2,837	-0.5%
$300,000 - $399,999	2,151	-3.8%
$400,000 - $499,999	1,325	-3.0%
$500,000 - $599,999	778	8.7%
$600,000 - $699,999	475	15.9%
$700,000 - $799,999	300	7.5%
$800,000 - $899,999	219	2.8%
$900,000 - $999,999	147	0.0%
$1,000,000 or more	1,132	9.9%



Million Dollar Spotlight

New Listings by Initial Listing Price for properties listed for $1,000,000 or more

Initial Listing Price	New Listings	Percent Change Year-over-Year
$1,000,000 - $1,249,999	197	2.1%
$1,250,000 - $1,499,999	210	4.5%
$1,500,000 - $1,999,999	246	20.6%
$2,000,000 - $2,999,999	204	4.1%
$3,000,000 - $4,999,999	182	32.8%
$5,000,000 - $9,999,999	60	-13.0%
$10,000,000 or more	33	10.0%



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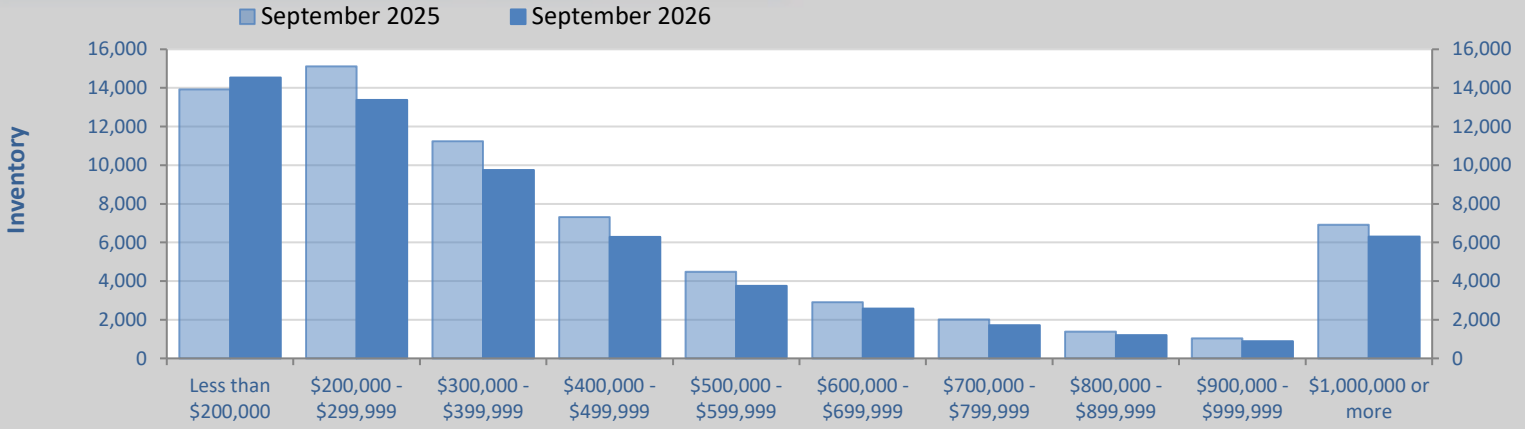
Inventory by Current Listing Price

The number of property listings active at the end of the month

Economists' note : There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

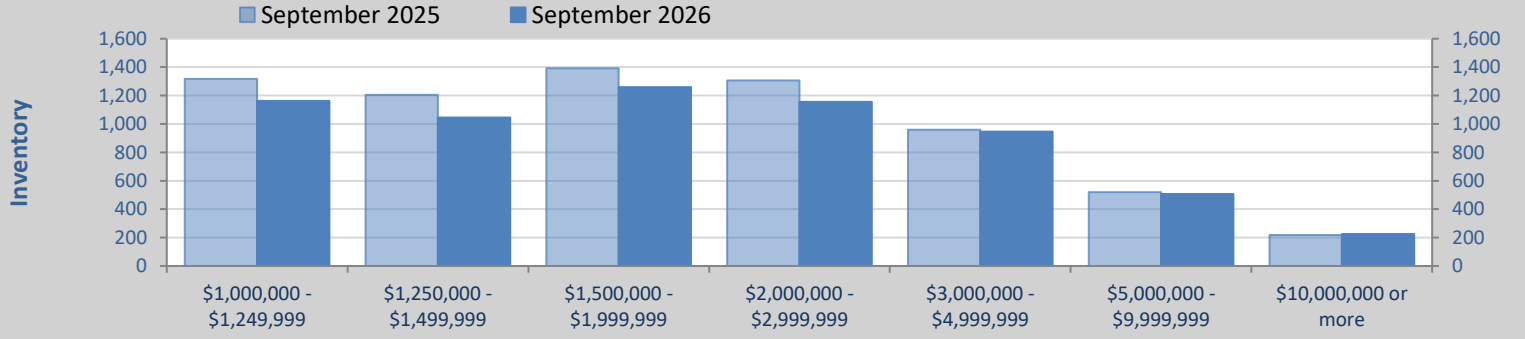
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than $200,000	14,535	4.3%
$200,000 - $299,999	13,372	-11.5%
$300,000 - $399,999	9,746	-13.3%
$400,000 - $499,999	6,281	-14.2%
$500,000 - $599,999	3,749	-16.2%
$600,000 - $699,999	2,581	-11.2%
$700,000 - $799,999	1,717	-14.6%
$800,000 - $899,999	1,208	-13.2%
$900,000 - $999,999	880	-14.6%
$1,000,000 or more	6,298	-9.0%



Million Dollar Spotlight

Inventory by Current Listing Price for properties listed for $1,000,000 or more

Current Listing Price	Inventory	Percent Change Year-over-Year
$1,000,000 - $1,249,999	1,163	-11.7%
$1,250,000 - $1,499,999	1,044	-13.4%
$1,500,000 - $1,999,999	1,258	-9.6%
$2,000,000 - $2,999,999	1,156	-11.6%
$3,000,000 - $4,999,999	946	-1.4%
$5,000,000 - $9,999,999	506	-2.9%
$10,000,000 or more	225	3.2%



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		September 2026	September 2025	Percent Change Year-over-Year
Traditional	Closed Sales	7,119	7,109	0.1%
	Median Sale Price	$295,000	$299,900	-1.6%
Foreclosure/REO	Closed Sales	41	66	-37.9%
	Median Sale Price	$158,000	$224,000	-29.5%
Short Sale	Closed Sales	19	12	58.3%
	Median Sale Price	$250,000	$274,000	-8.8%



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