

1st Quarter 2026

Lowcountry Area Quarterly Market Report

Single Family **Detached** Residences

kw
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- ✓ Because price and condition account for 80% of buyer interest and acceptance for any property, we need to spend time talking about the information we have and how it helps us to present your house in the best possible way to meet your goals.
- ✓ Neither of us can dictate the price at which your house will sell. The market will determine the price that buyers are willing to pay – my job is to explain the current market and how it is affecting seller's pricing strategies now, so that we can jointly decide how to position your house to meet your goals.
- ✓ Keller Williams offices in the Lowcountry area currently have exclusive use of reports done by an independent market data consultant who tracks and analyzes real estate sales across the Lowcountry area. The information I will show you comes from sales transactions which occurred in 1Q 2026. Many times, listed properties will expire or be withdrawn from the market one or more times prior to the listing period in which they sold. Unlike other data providers, our reports include the original listing prices and cumulative days on market from those previous listing periods to provide results that are more realistic sets of measurements upon which to make pricing decisions.
- ✓ Rather than using emotion, guesswork or assertions to arrive at your listing price, when you and I together understand the real Lowcountry Area market data, showing what happened to other sellers in the current market, it reveals the most likely outcomes of pricing strategies for you. Using overall county market statistics provides us with a large enough data set of real outcomes to feel comfortable that they will be likely to happen in future transactions, allowing us to take advantage of this knowledge to price your property to achieve your goals.

- ❖ Producing timely quarterly reports dictates that transactions data must be downloaded and analyzed before all transactions have been entered into the LCRMLS system. As a result, the data and measurements in this report will change in later reporting when more have been entered. Since this is true in every quarterly report period these differences have always existed. When the next quarterly report is produced all closings from this quarter will have been entered and therefore the measurements will be changed to reflect more complete data.





Understanding three views of the current market allows Buyers to maximize their ability to evaluate properties, receiving the highest value in their home search and Sellers to position their property to maximize money in their pocket while minimizing time on market.

MACRO VIEW: National Market
National Media Coverage

METRO VIEW: Lowcountry Area
Quarterly Metro Market Report

MICRO VIEW: Your Neighborhood
Comparative Market Analysis



If viewing PDF, click the underlined link to be directed to the desired slide(s). Each slide will have a button at the bottom right corner which will direct you back to the Table of Contents.

Navigation Hyperlinks



In PowerPoint, hover over the underlined link and hit Ctrl + Click to be directed to the desired slide(s). Each slide will have a button at the bottom right corner which will direct you back to the Table of Contents.

Market Share: Shows the market share for the top companies in the area and how Keller Williams Realty compares. Slide 7

Quick Stats: Four charts on one slide showing changes in YTD Sales, Median Price, S/OLP% and DOM. Slide 8

Key Market Statistics: The staple charts for client presentations show all the key metrics broken down by price range with year over year quarterly comparisons. Slides 9-21

The 100% Club: These charts illustrate what can happen when price and condition are in alignment by showing the percentage of sales that close at 100% or more of the original list price. Slides 22-23

Financing: Shows a breakdown of types of financing being used in purchases. Slides 24-25

Summary: Quick bulleted summary of all the key metrics. Slide 26

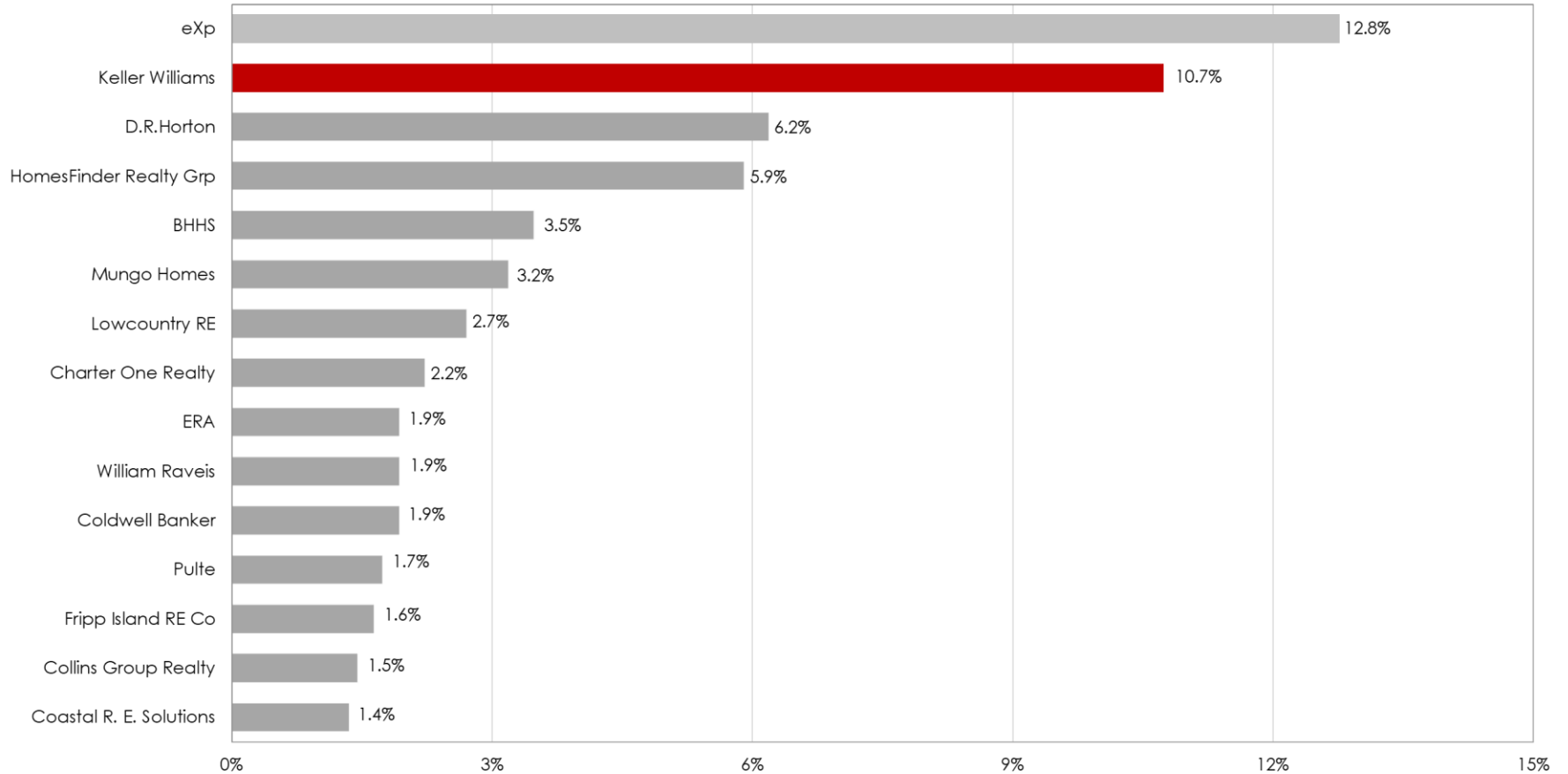
Pricing Worksheet & Interactive Charts: Powerful *INTERACTIVE* chart helps identify the consequences of overpricing as well as multiple charts to help drill down key metrics by Area and Price Range. Slides 28-33

New vs. Resale: Shows how New Construction and Resale compare and the effect they have on overall metrics. Slides 35-43

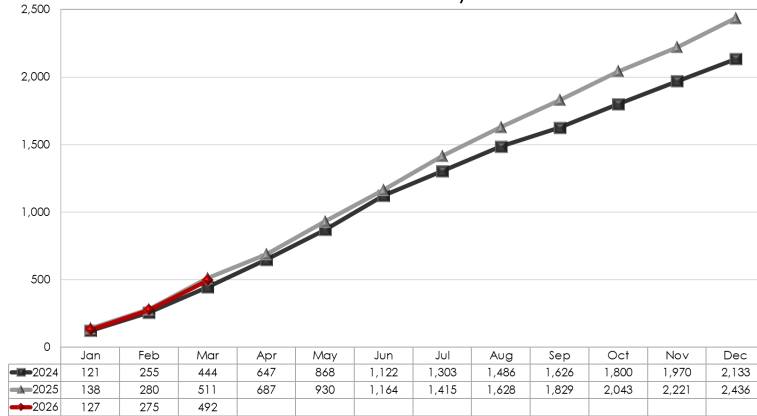
Trends: Shows trends for Sales, Median Price, S/OLP%, DOM and Failed Listings over multiple years and quarters. Slides 45-52

Market Share of Closed Transactions YTD 3/31/2026

Total Sell + List Sides for Sales of Single Family Detached Residences
 All Selected Counties Combined

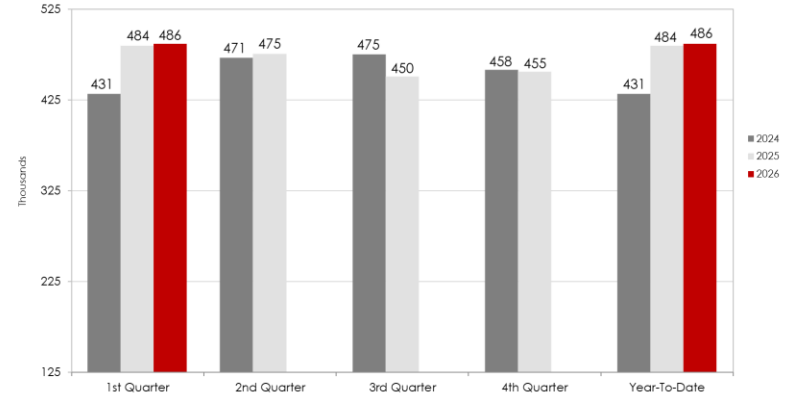


Cumulative Monthly Sales



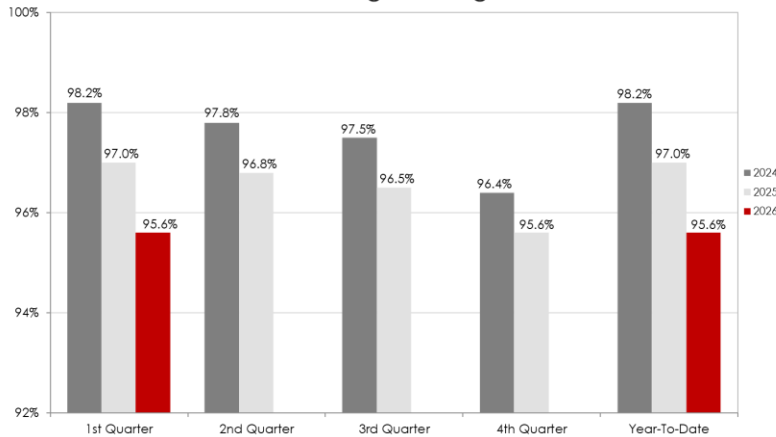
YTD Sales, Down -3.7% vs. Last Year

Median Sales Price



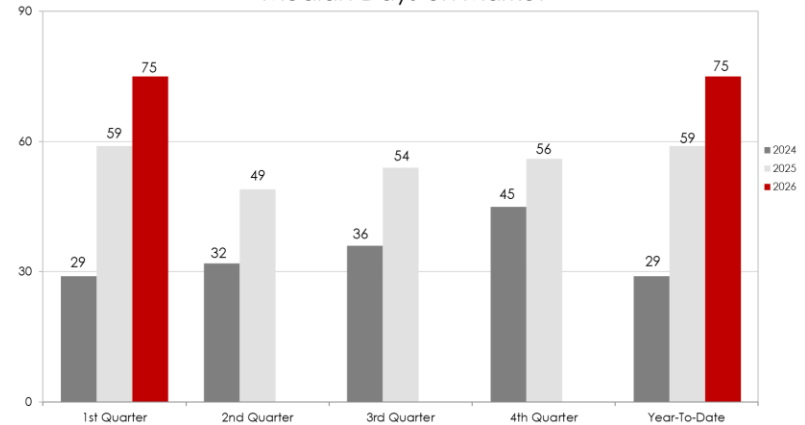
\$486K Median Sales Price, Up +0.5% vs. Last Year

Median Percentage of Original List Price



Median S/L = 95.6%, Down -1.4 Points vs. Last Year

Median Days on Market



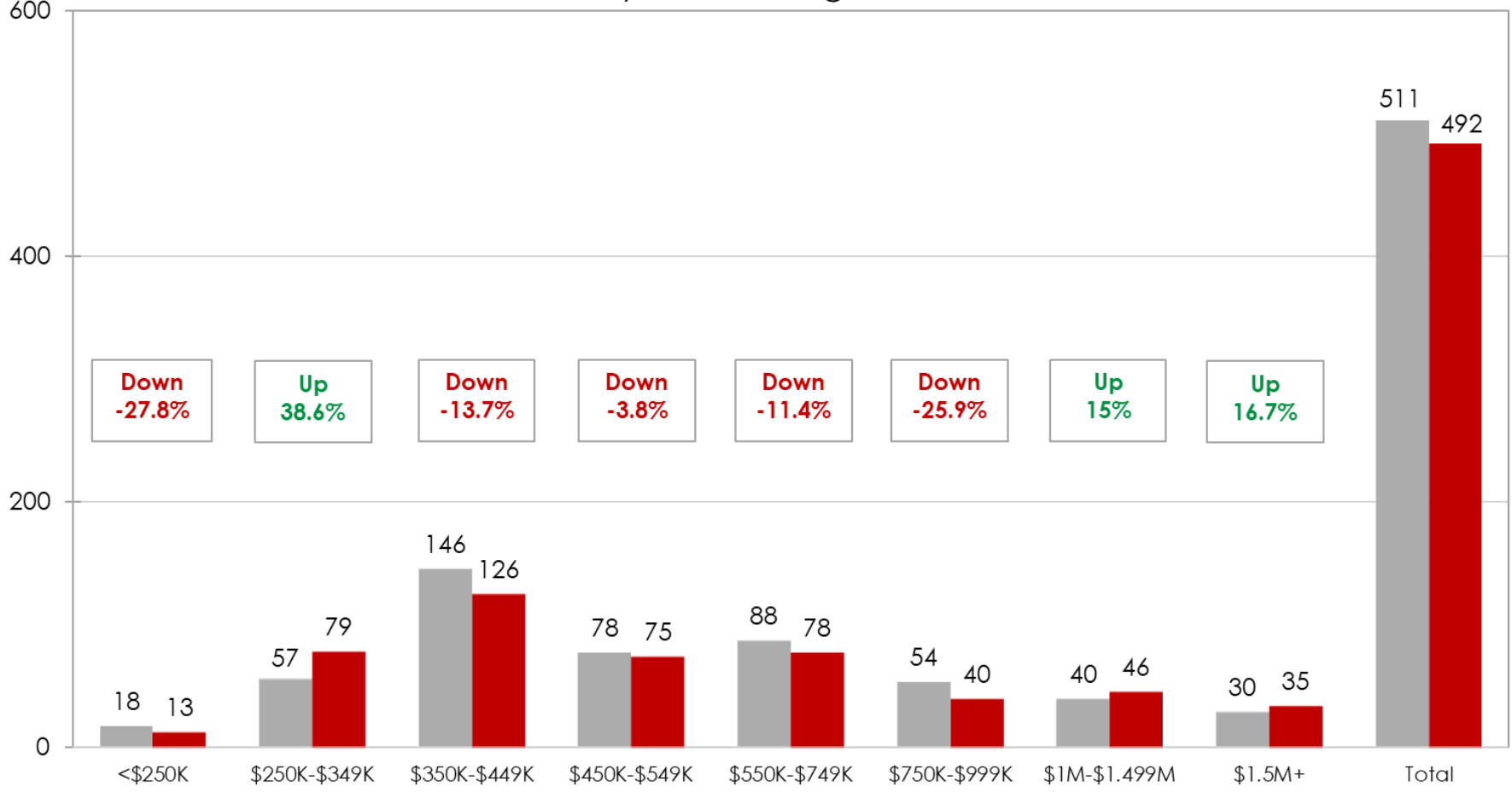
Median DOM at 75, Up +16 Days vs. Last Year

- ✓ The overall change is made up of different price ranges, which often perform differently.
- ✓ Focus on your price range for the most complete and accurate interpretation.

Number Sold by Price Range

**Total %
 Change
 Down -3.7%**

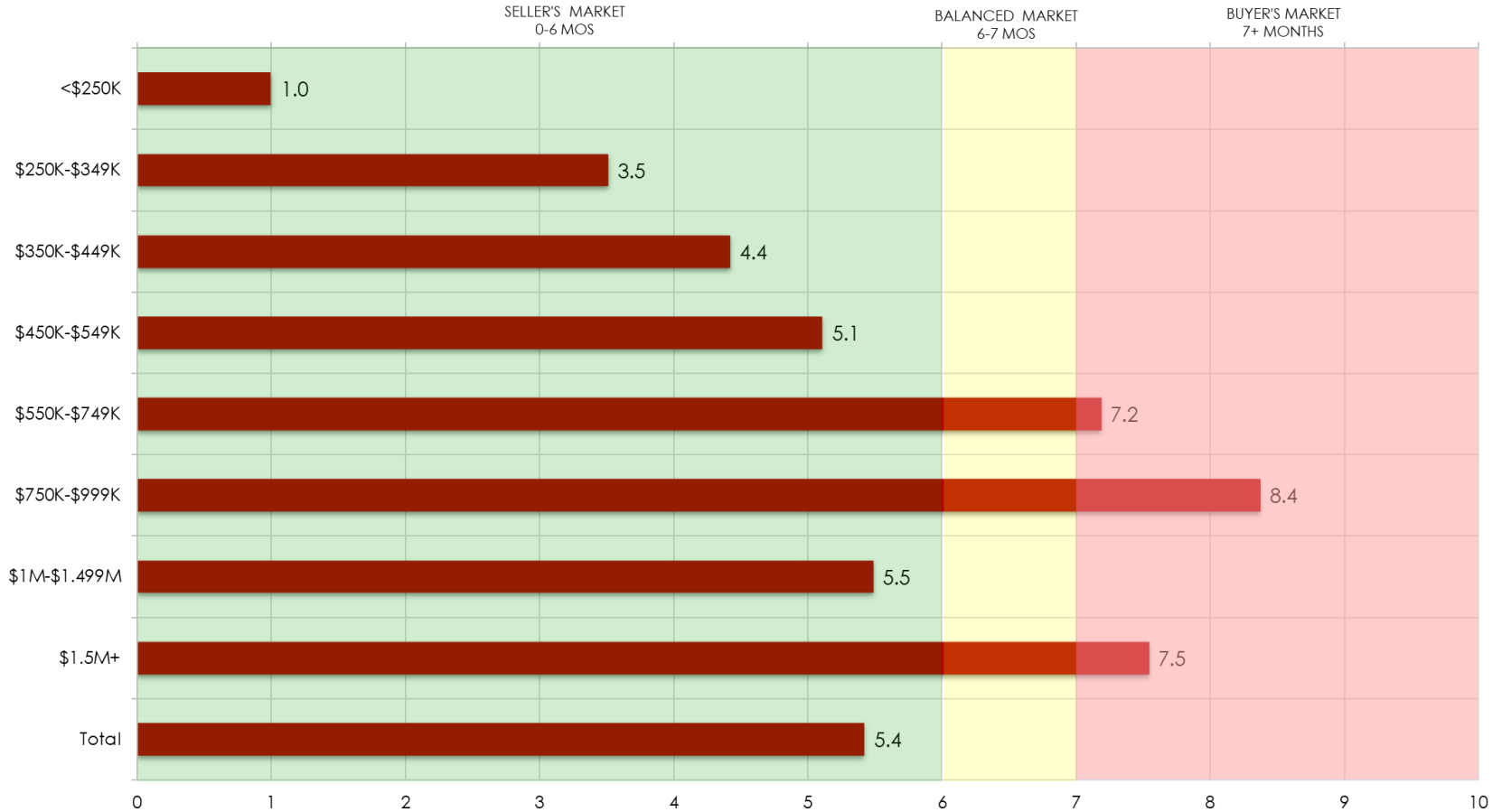
■ 2025 1Q
 ■ 2026 1Q



March 2026

Months of Supply: All Properties

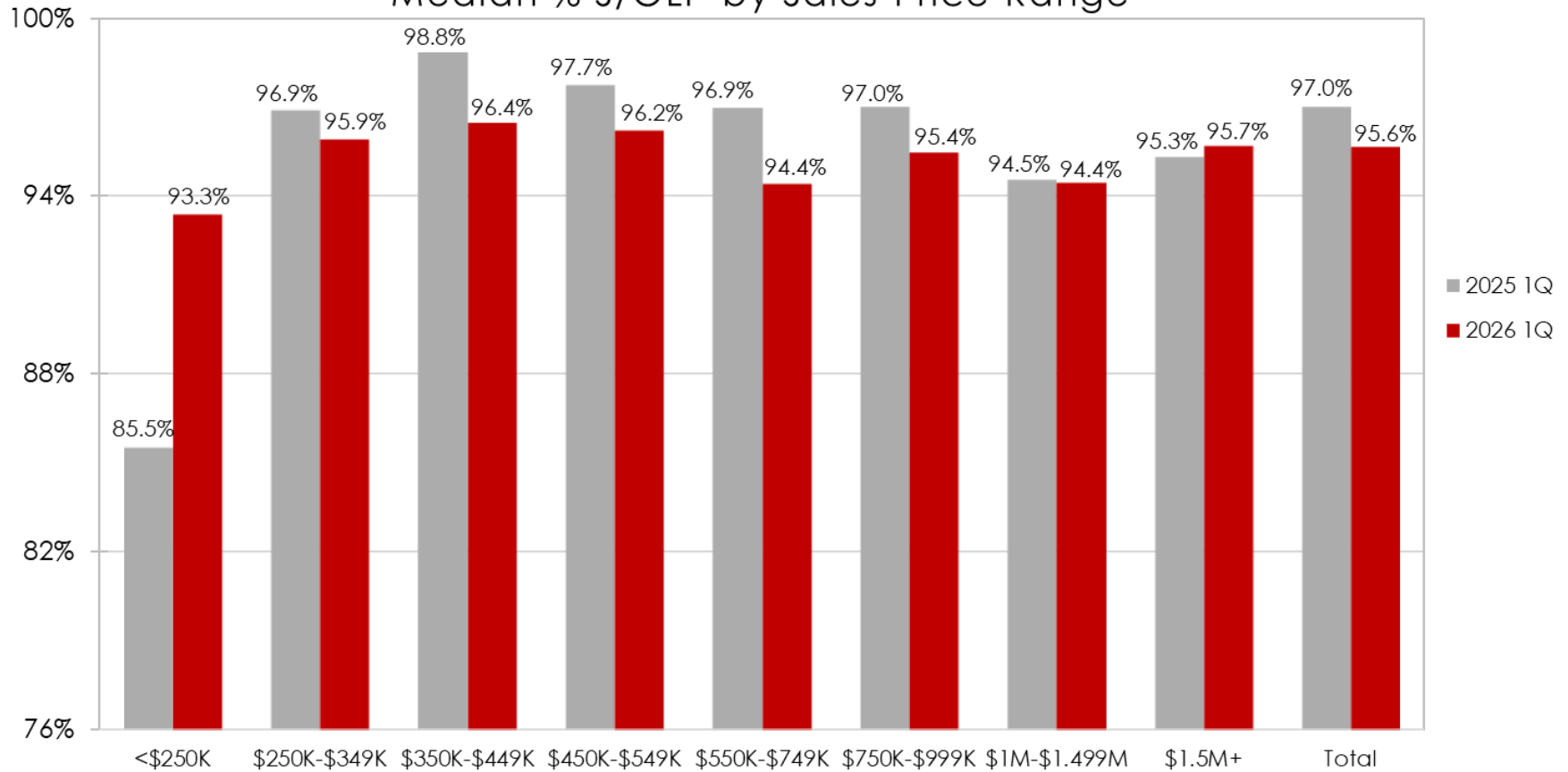
■ Total Months of Supply



- ✓ 1Q 2026 Median S/OLP of 95.6% is -1.4 points lower compared to 1Q 2025.
- ✓ Decreases in 6 of 8 price ranges.

Percentage of Original List Price Received by Sellers

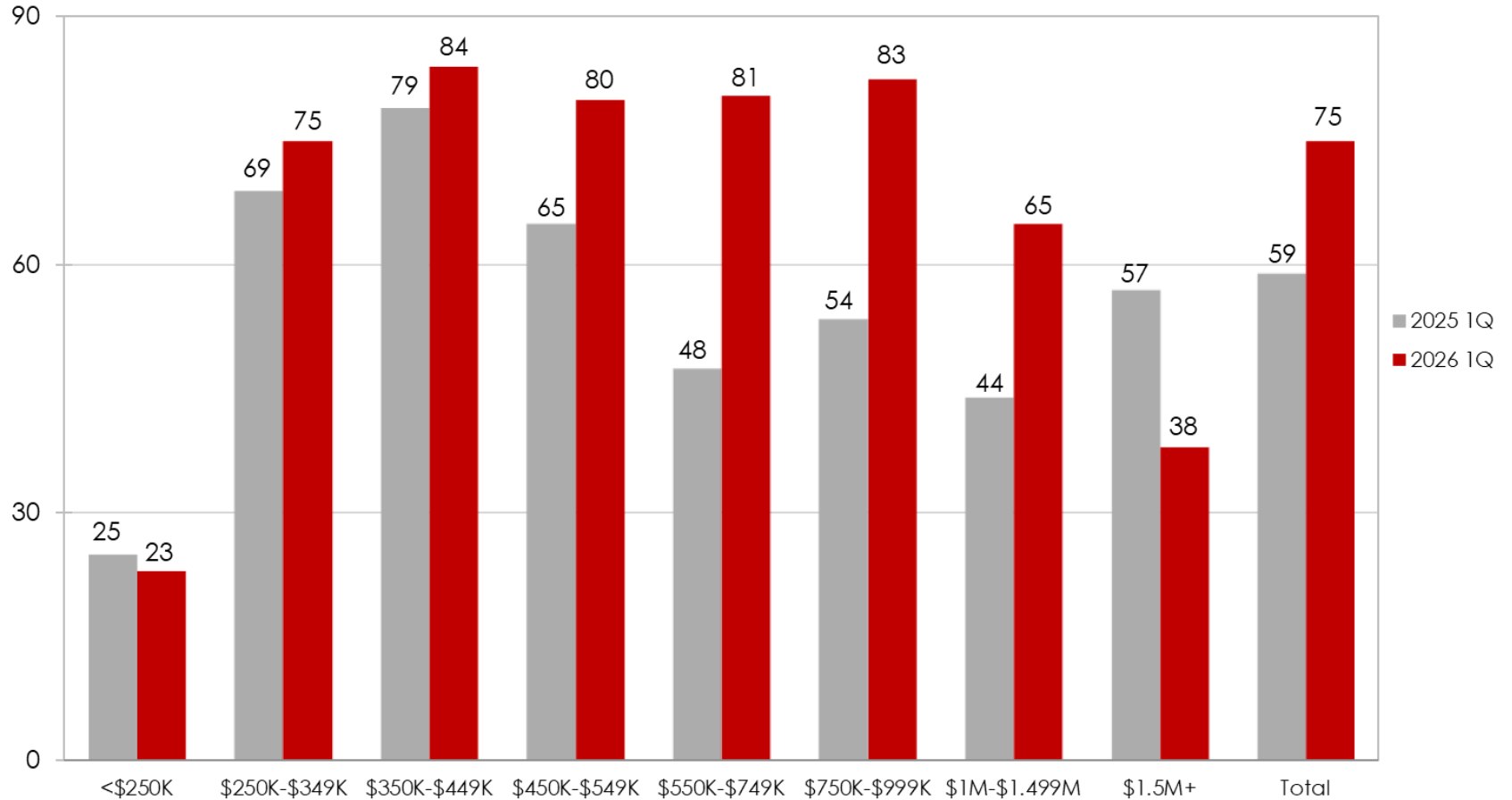
Median % S/OLP by Sales Price Range



- ✓ 75 days overall, higher by +16 days (+27.1%) vs. 1Q 2025.
- ✓ Higher in 6 of 8 price ranges.

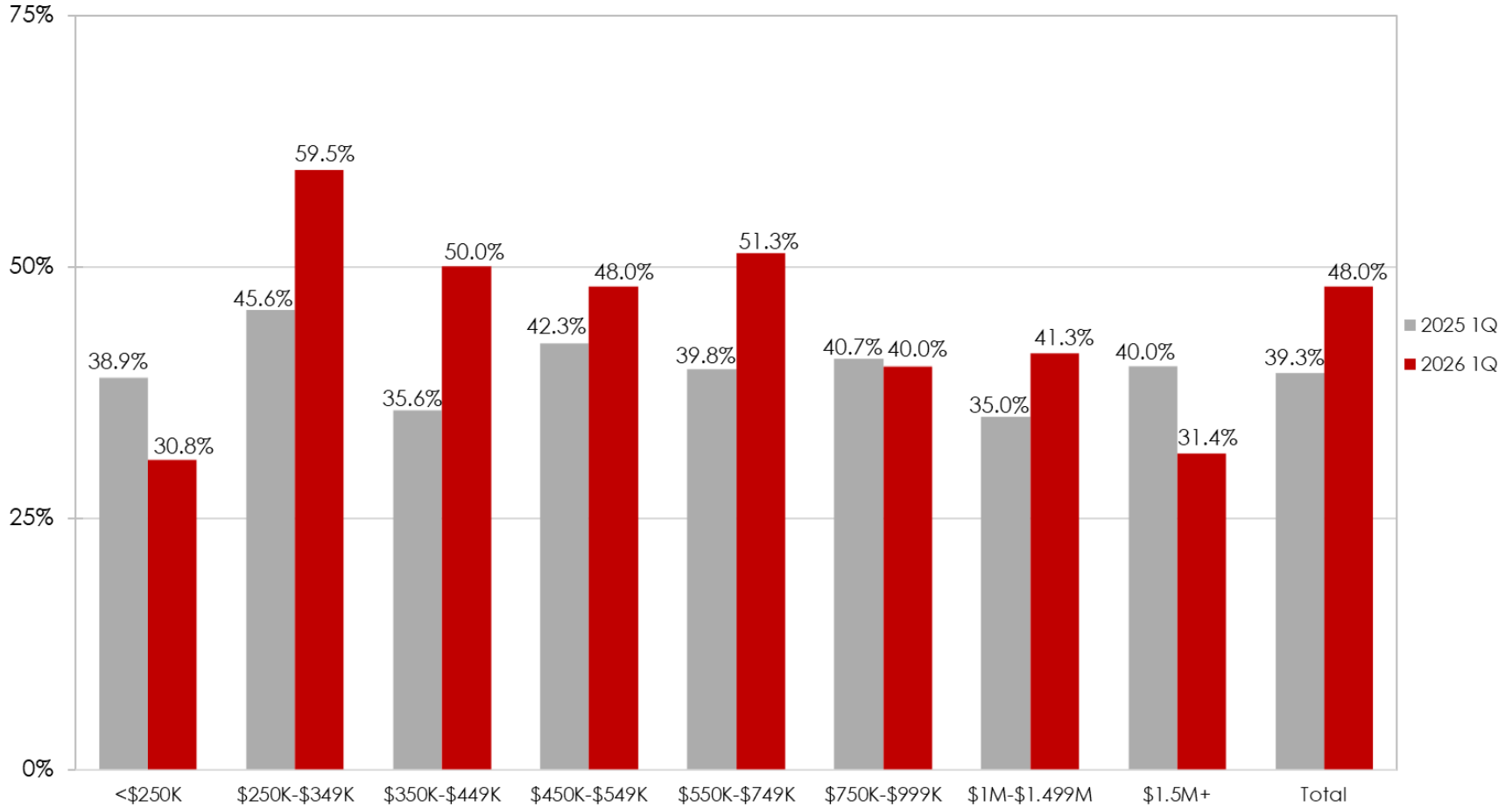
Days on Market

Median DOM by Price Range



Price Reductions

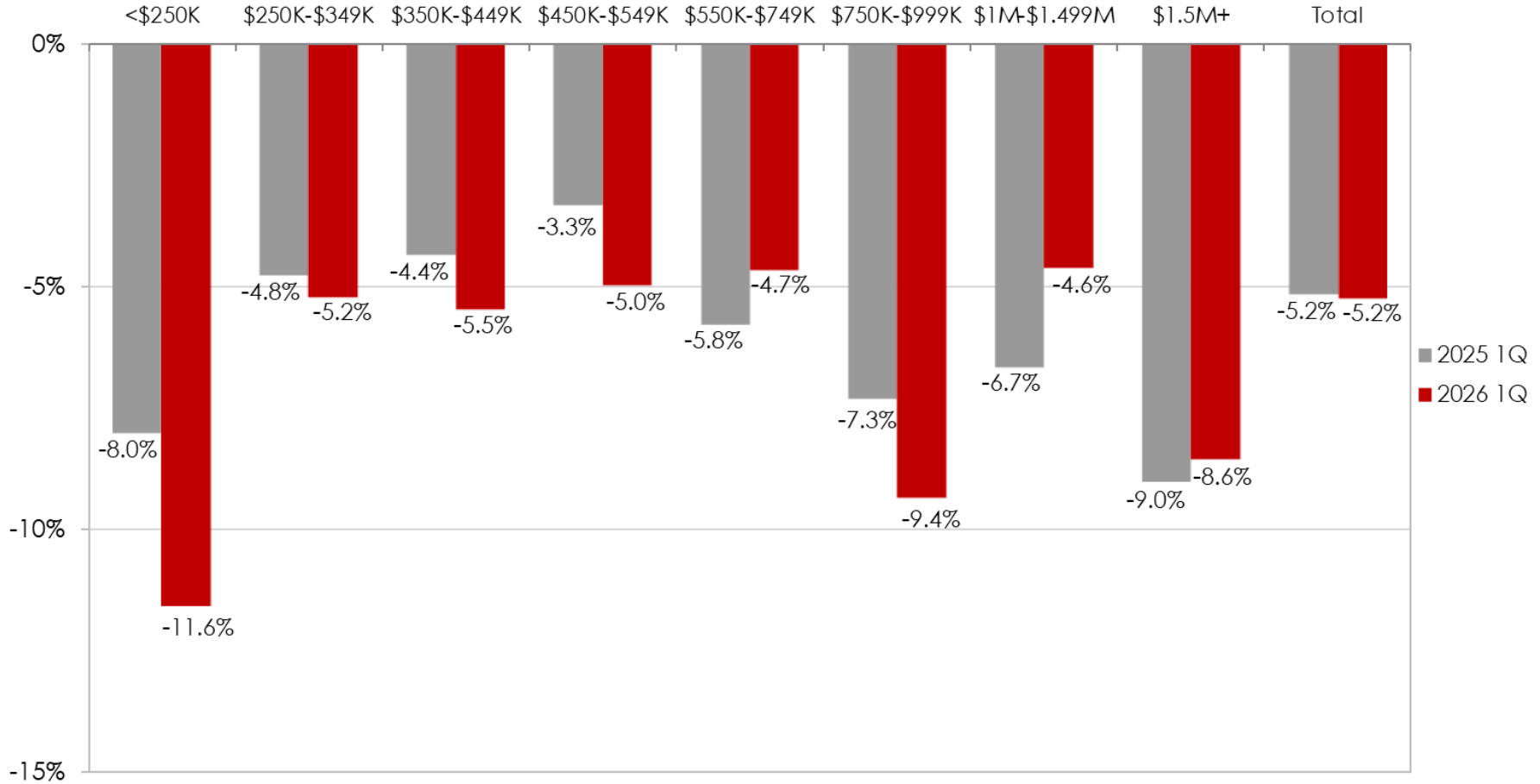
Percent of Total Transactions by Price Range



When price reductions were necessary:
 ✓ Overall, no change vs. last year with a reduction of -5.2% off Original List Price.
 ✓ Increases in 5 of 8 price ranges.

Reduction Percent Taken by Price Range

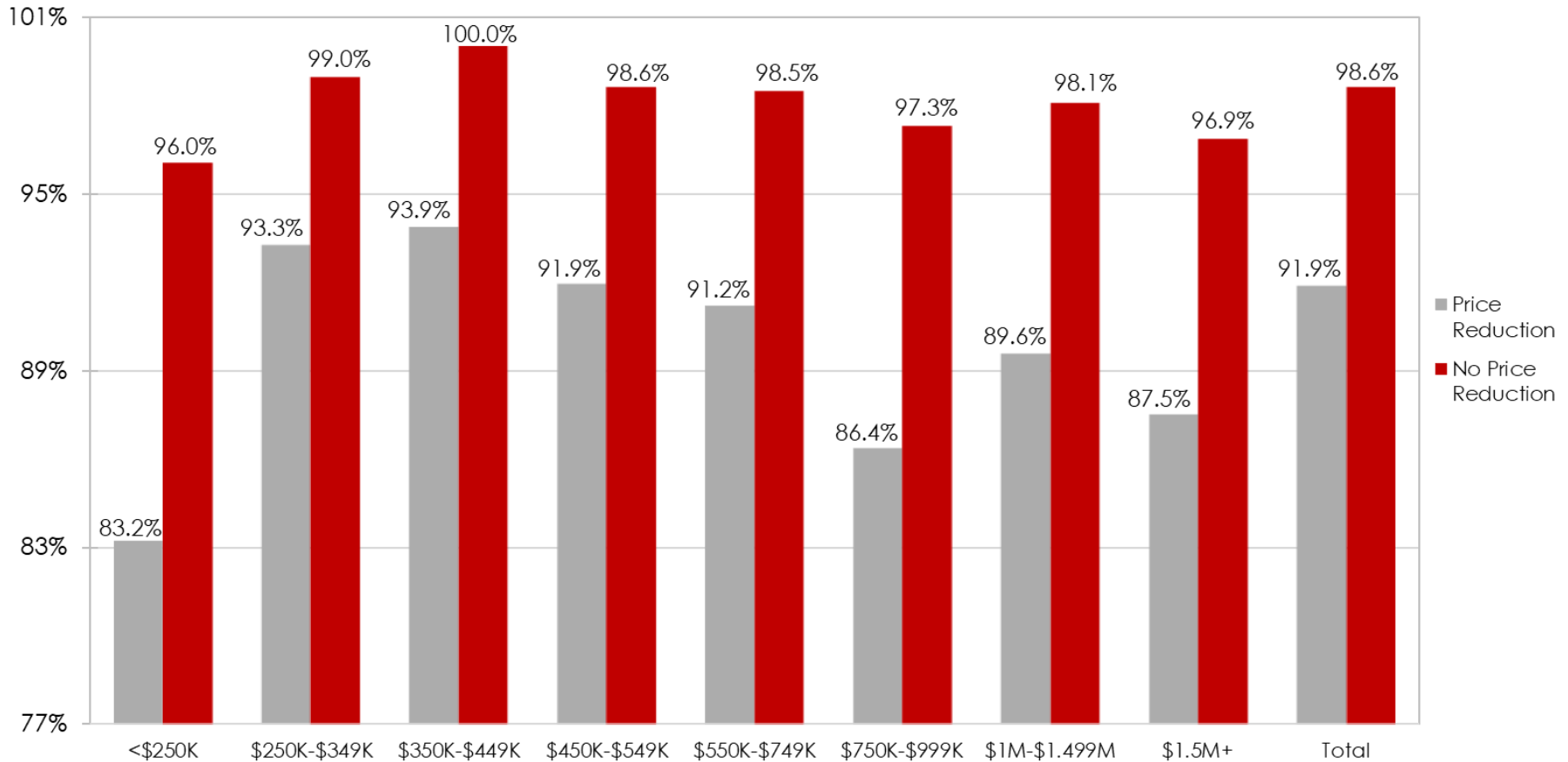
Median % Reduction from Orig. List Price



Price Reduction Effect: % S/OLP

1Q 2026 Sales Price Percent of Original List Price

Median % S/OLP by Price Range

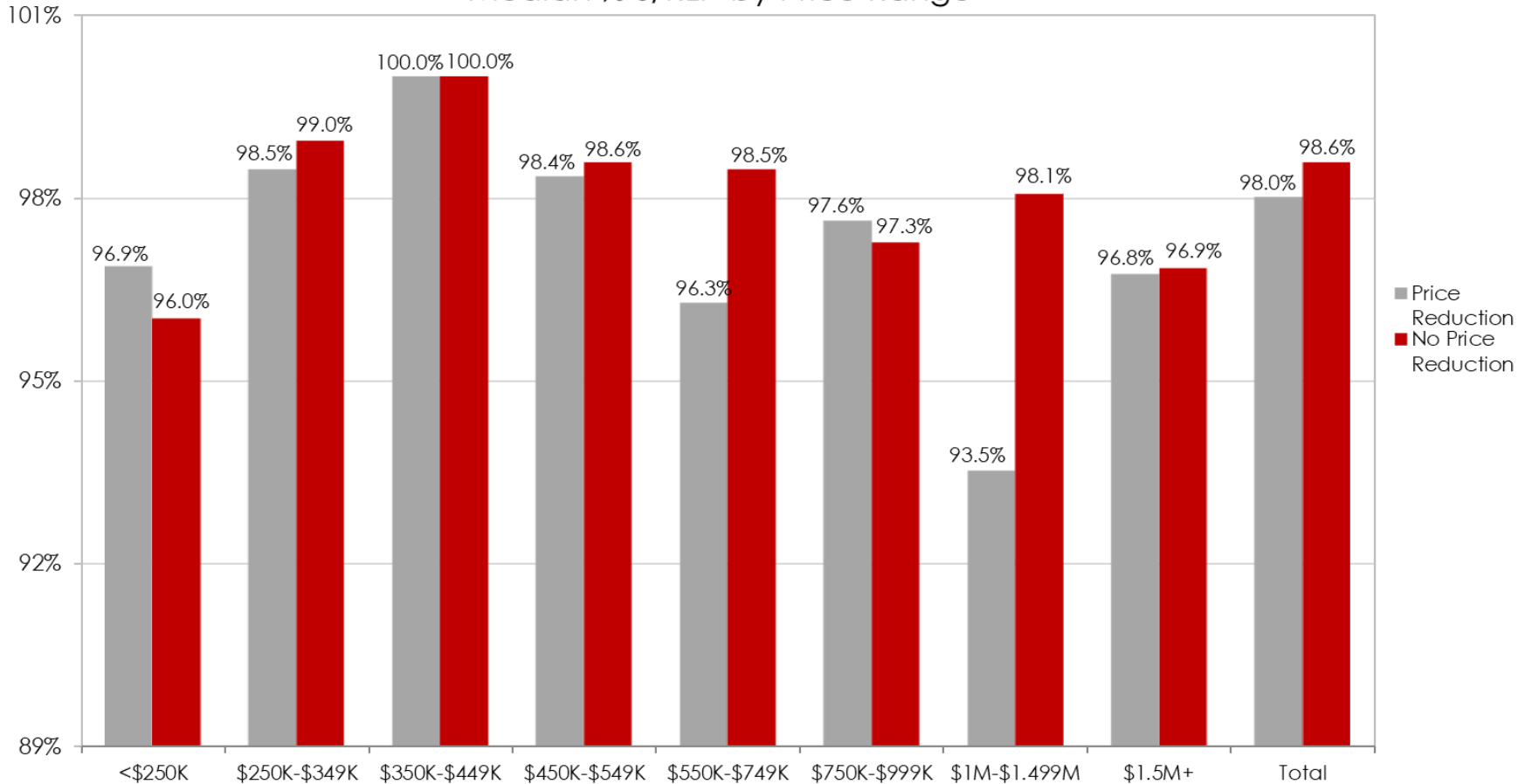


- ✓ Pricing higher and reducing later = Lower % of the Reduced List Price amounting to a **-0.6%** "Negotiation Penalty" as the seller's ability to negotiate diminishes as market time increases.

Price Reduction Effect: % S/RLP

1Q 2026 Sales Price Percent of REDUCED List Price

Median % S/RLP by Price Range

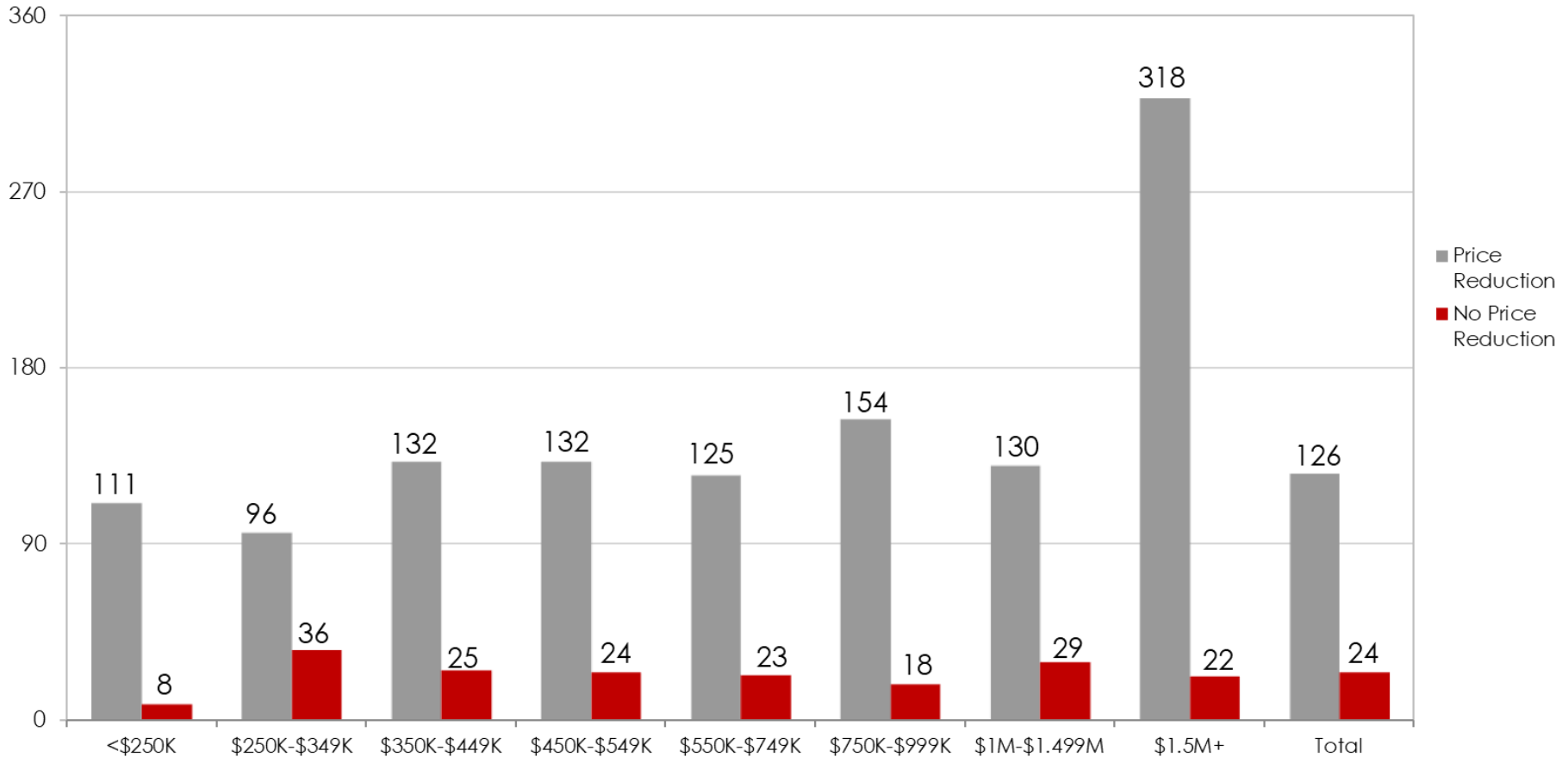


- ✓ Price Reduction: Overall Median is 5.3 times or +3.4 months longer to sell than with no price reduction.
- ✓ Even greater risk in some price ranges.

Price Reduction Effect: DOM

1Q 2026 Days on Market

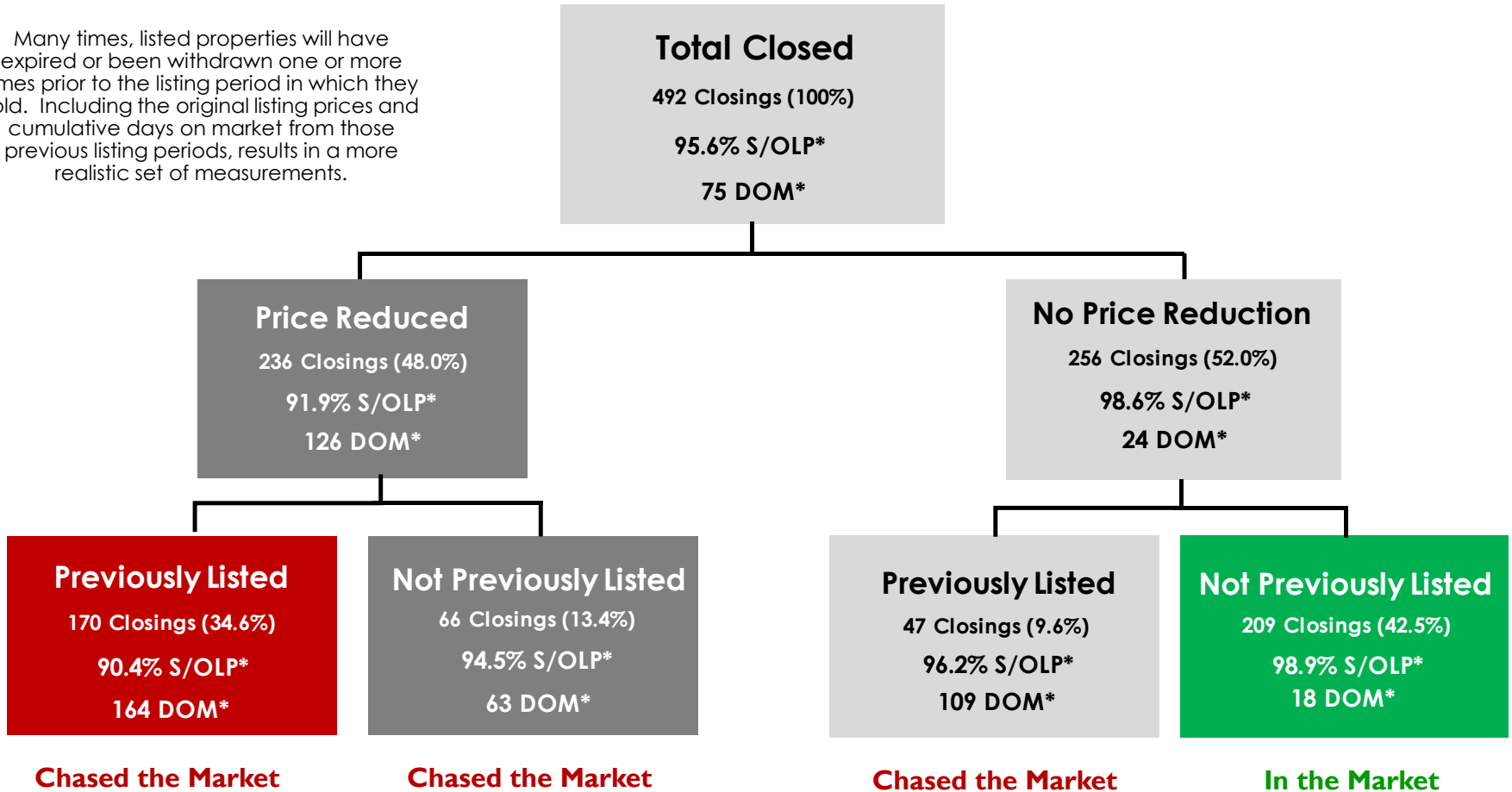
Median DOM by Price Range



REAL STORY

Many times, listed properties will have expired or been withdrawn one or more times prior to the listing period in which they sold. Including the original listing prices and cumulative days on market from those previous listing periods, results in a more realistic set of measurements.

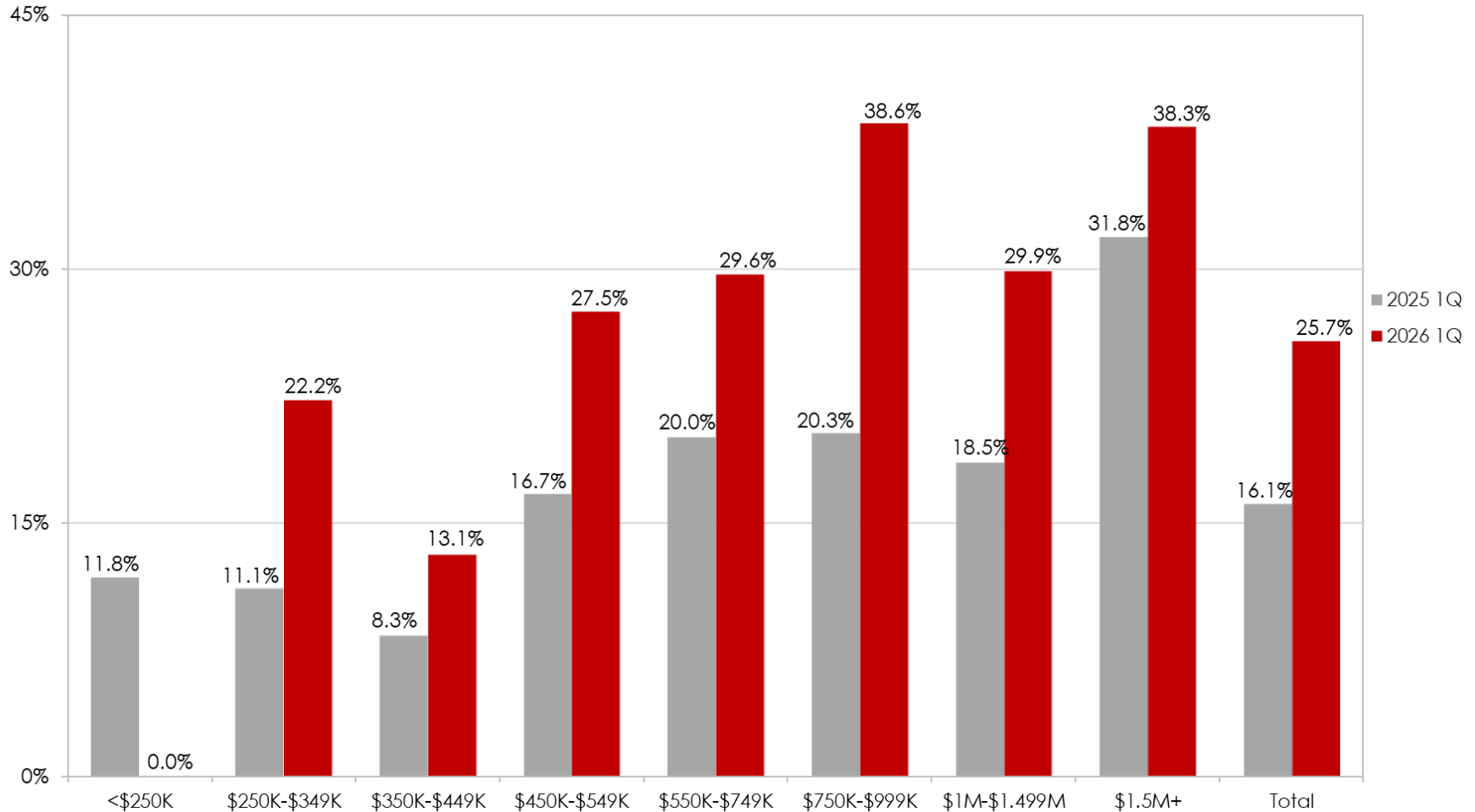
The Real Story



* Medians: Half are higher, and half are lower.

- ✓ 25.7% overall, up +9.6 points vs. 1Q 2025
- ✓ Increases in 7 of 8 price ranges.

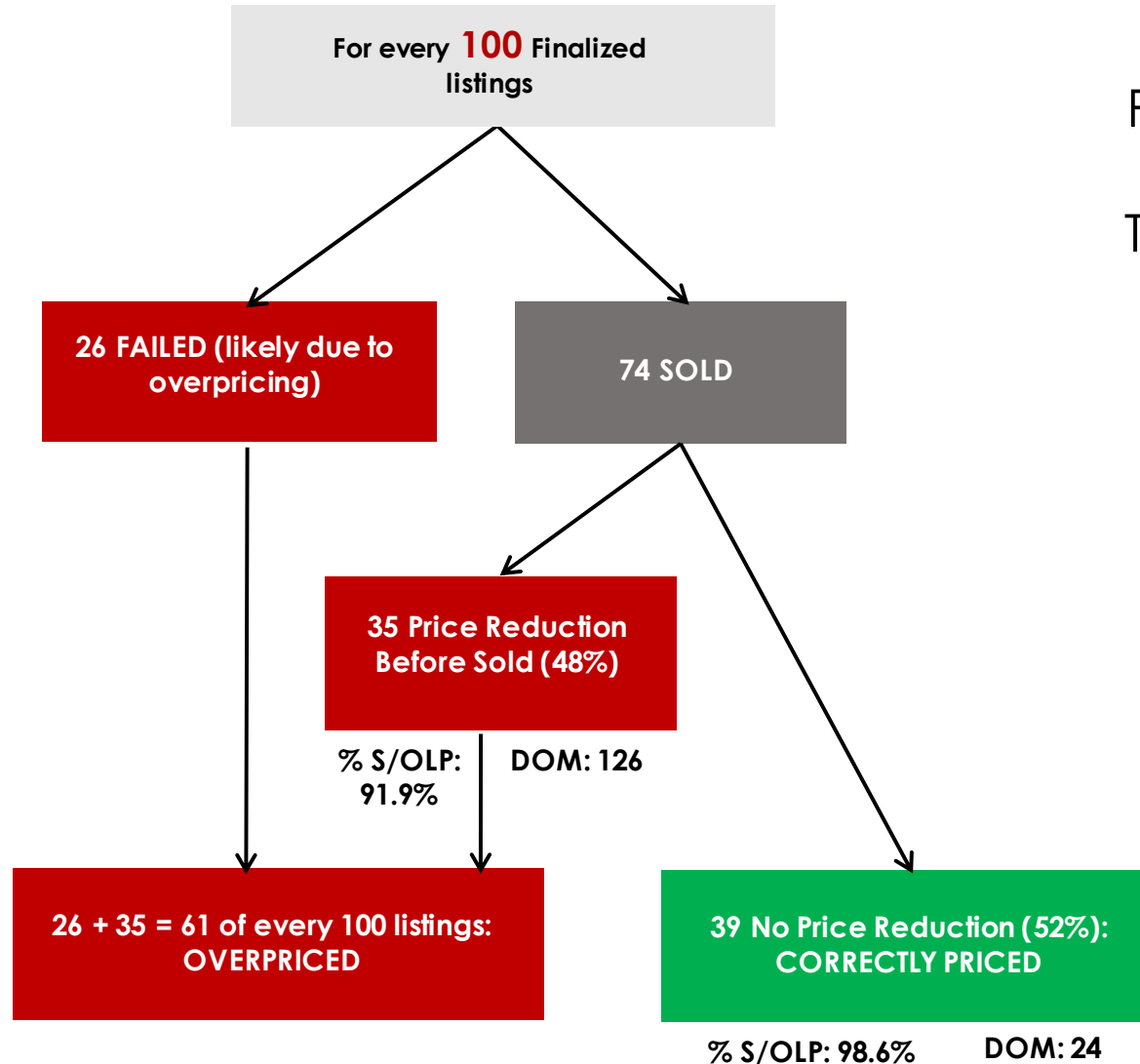
Total Failed Listings Percentage by List Price Range

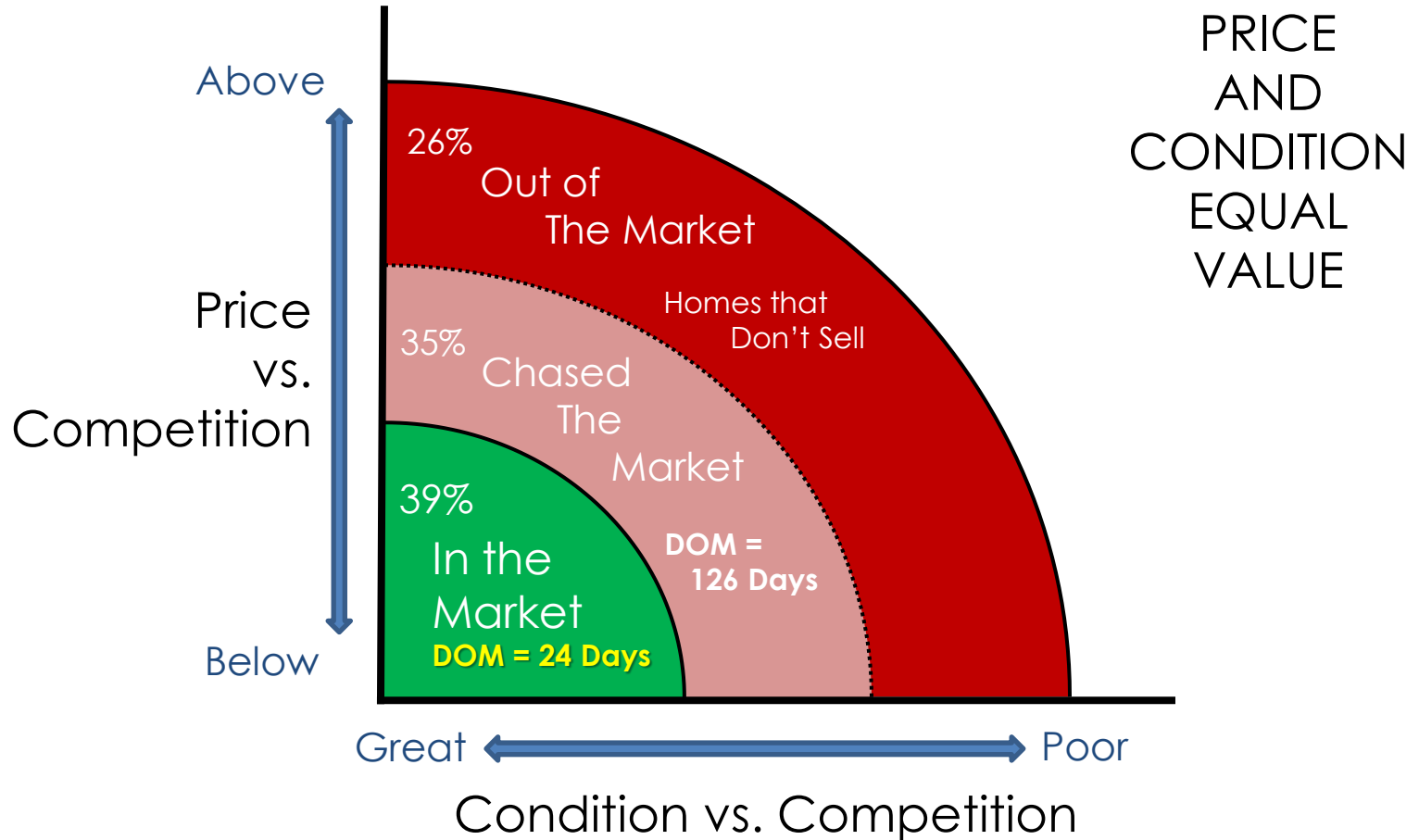


OVERPRICED: 1Q 2026 = 61%

✓ Made up of listings that Failed (Expired or Withdrawn) or were Price Reduced.

PUTTING IT
ALL
TOGETHER

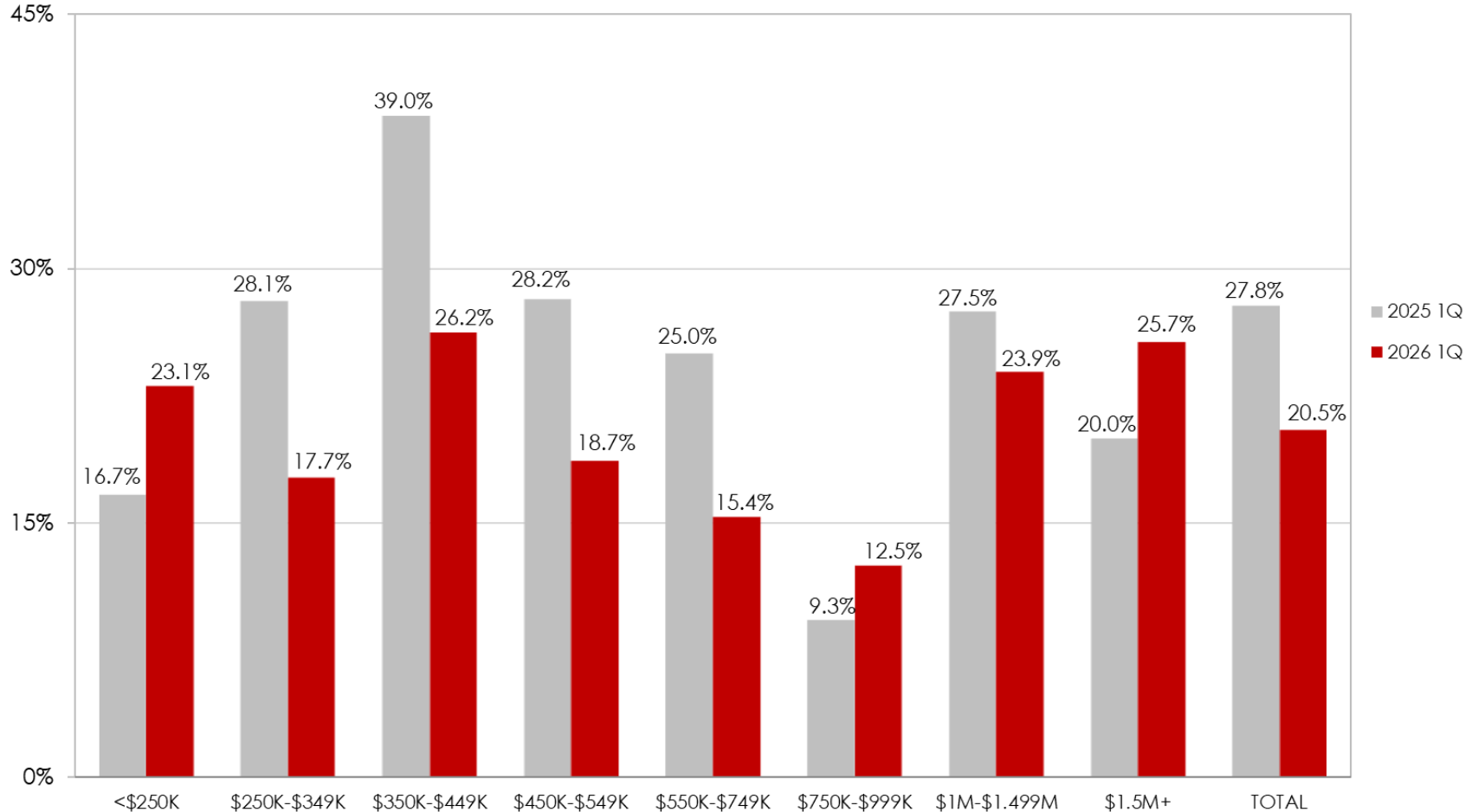




- ✓ 20.5% of all sales sold at 100% or more of the original listing price in 1Q 2026.
- ✓ Represents a decrease of -7.3 percentage points vs. 1Q 2025.

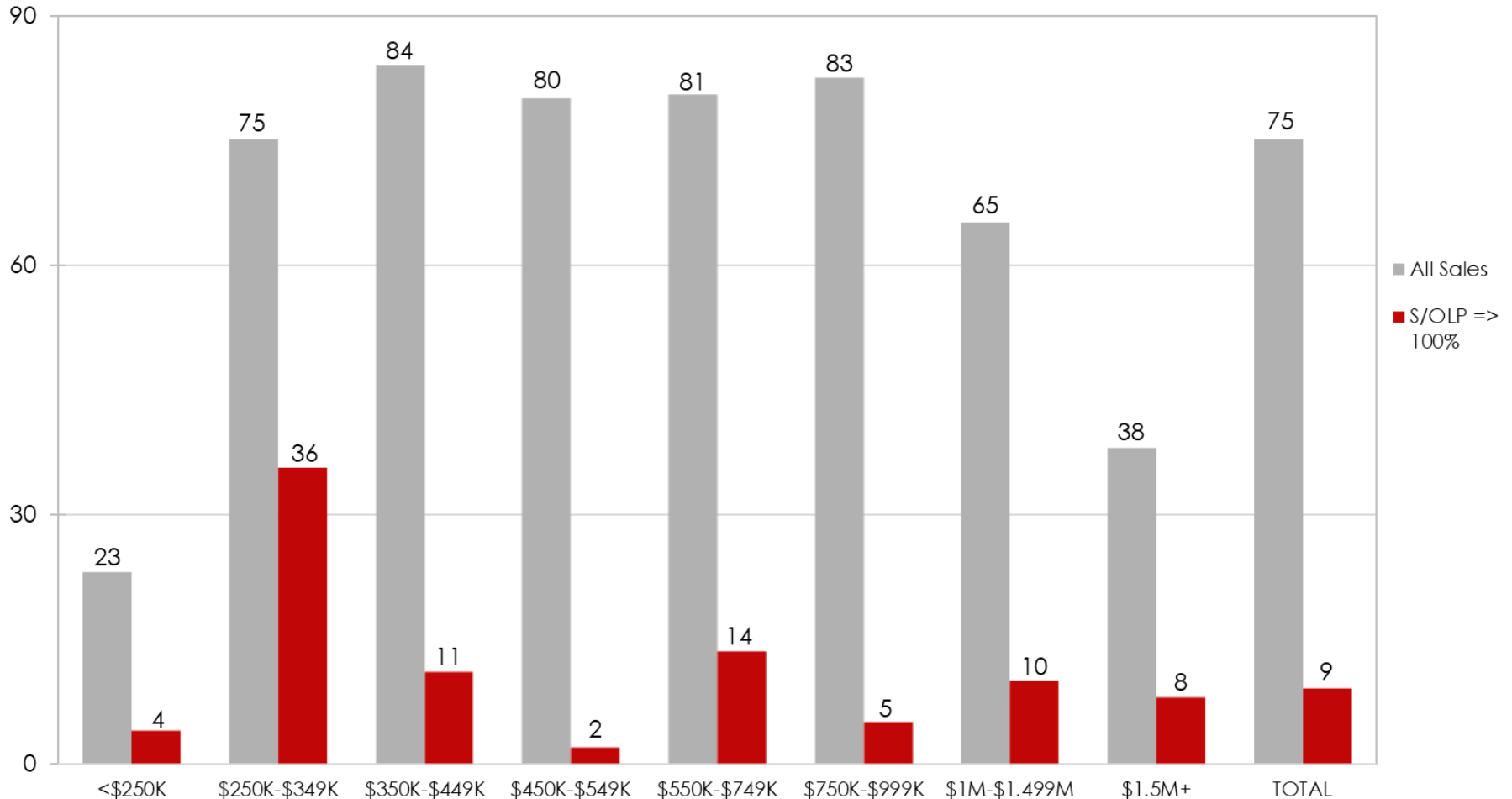
Sales with S/OLP => 100%

Percent of Total Sales

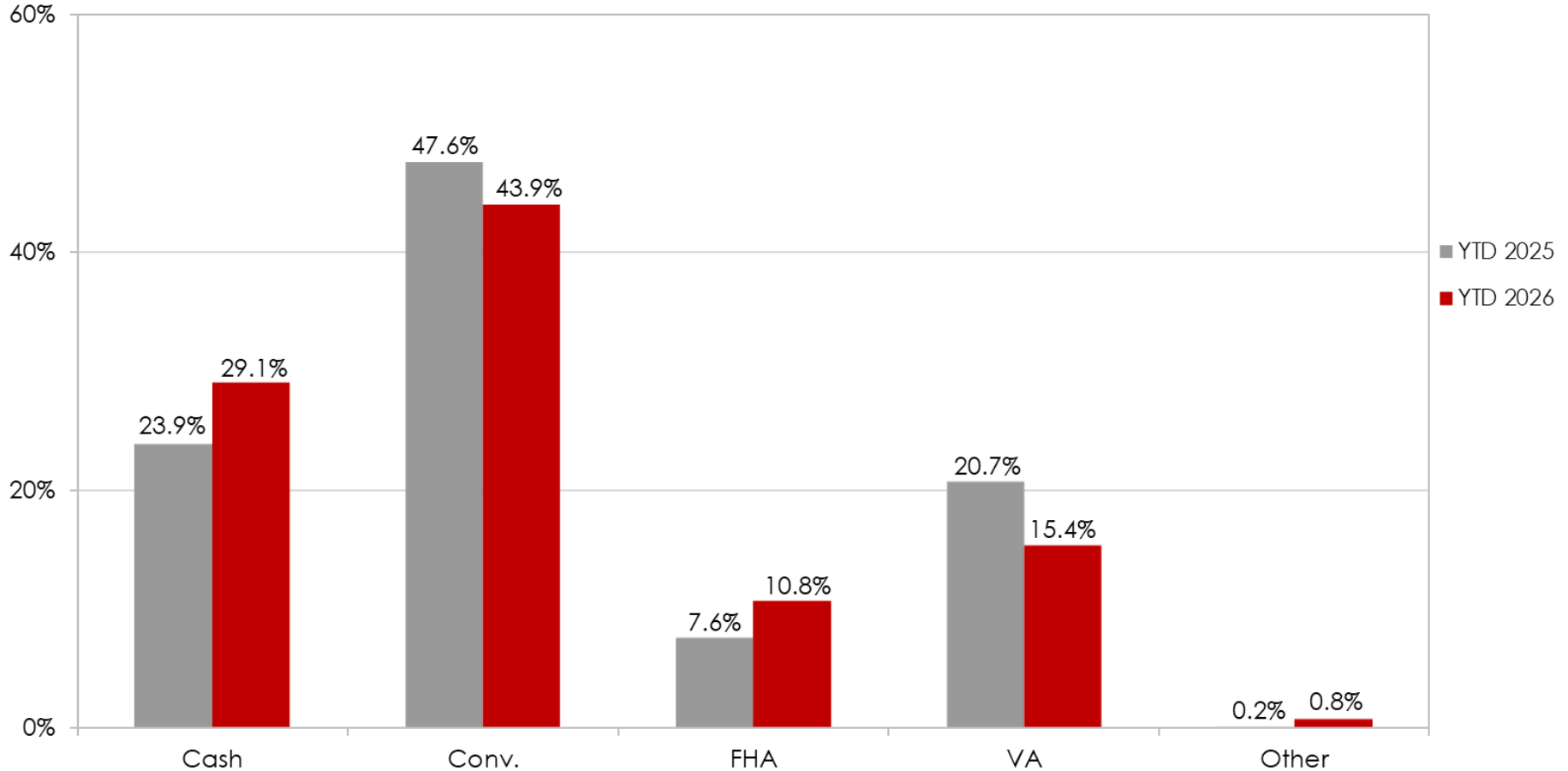


DOM for Sales at S/OLP => 100%

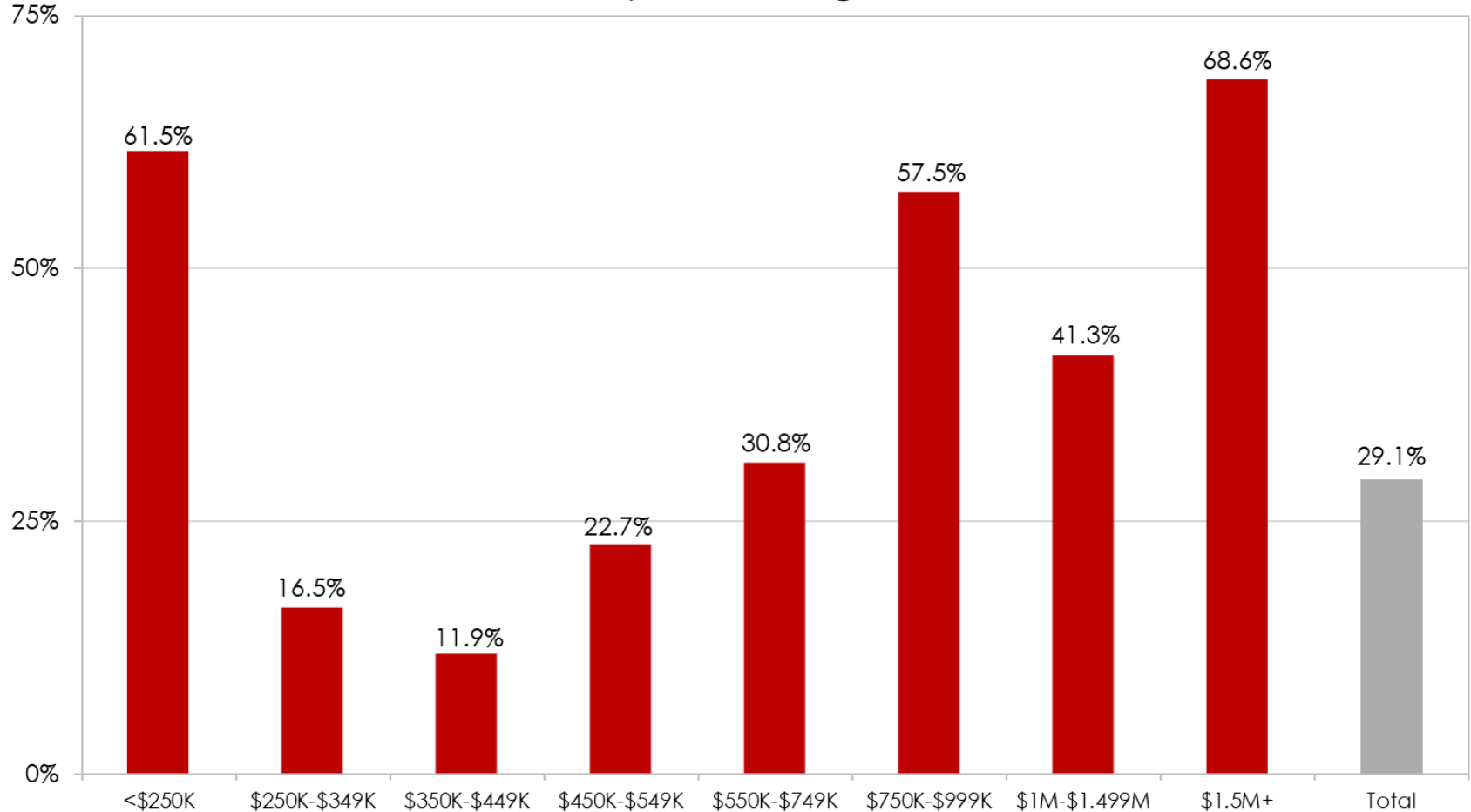
1Q 2026 Median of DOM by Price Range



YTD Purchases by Financing Method



1 Q 2026 Cash Purchases by Price Range



Sales: YTD March 2026 is **Down -3.7%** vs. YTD March 2025 and +10.8% higher than YTD March 2024
1Q sales were **-3.7% lower** vs. 1Q of 2025

Supply: **5.4 months of supply** in March 2026 with 5 of 8 price ranges in a Seller's Market Condition

Sales Price: Median was **up +0.5% to \$486K** in 1Q 2026 compared to \$484K in 1Q 2025

Percent S/OLP price: Median of **95.6% is down -1.4 points** compared to 1Q 2025

Days on Market: **Median of 75 Days** in 1Q 2026, up +16 days or +27.1% compared to 1Q 2025

Price Reductions: **Higher at 48.0%** of 1Q 2026 sales, up +8.7 percentage points vs. 1Q 2025

A large drop in % S/OLP ratio occurred when a price reduction was taken (-6.7 percentage points in 1Q 2026)

The **Negotiation Penalty** for Price Reduce Properties was **-0.6%** in 1Q 2026

DOM effect +3.4 months longer (**+5.3 times longer**) needed to sell **after a price reduction** in 1Q 2026

Failed Listings: **25.7%** of finalized listings in 1Q 2026 failed, **up +9.6 points** compared to last year

Overpriced Listings: **61%** of listings were at least initially overpriced in 1Q 2026

S/OLP >= 100%: **20.5% of sales** sold at 100% S/OLP or more, down -7.3 percentage points vs. 1Q 2025

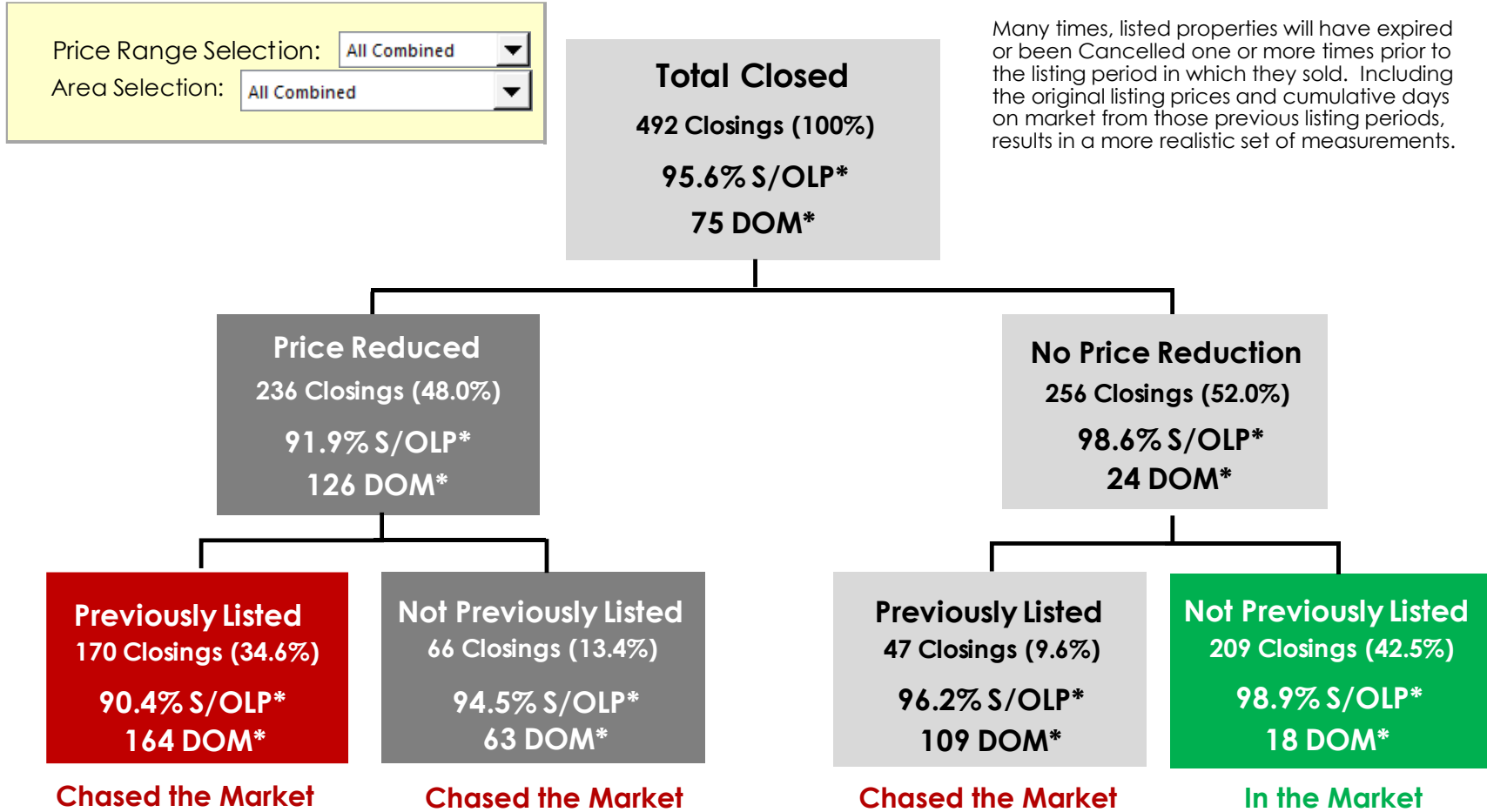
Sales at or above the Original List Price occur in a median of 9 days



Interactive Charts

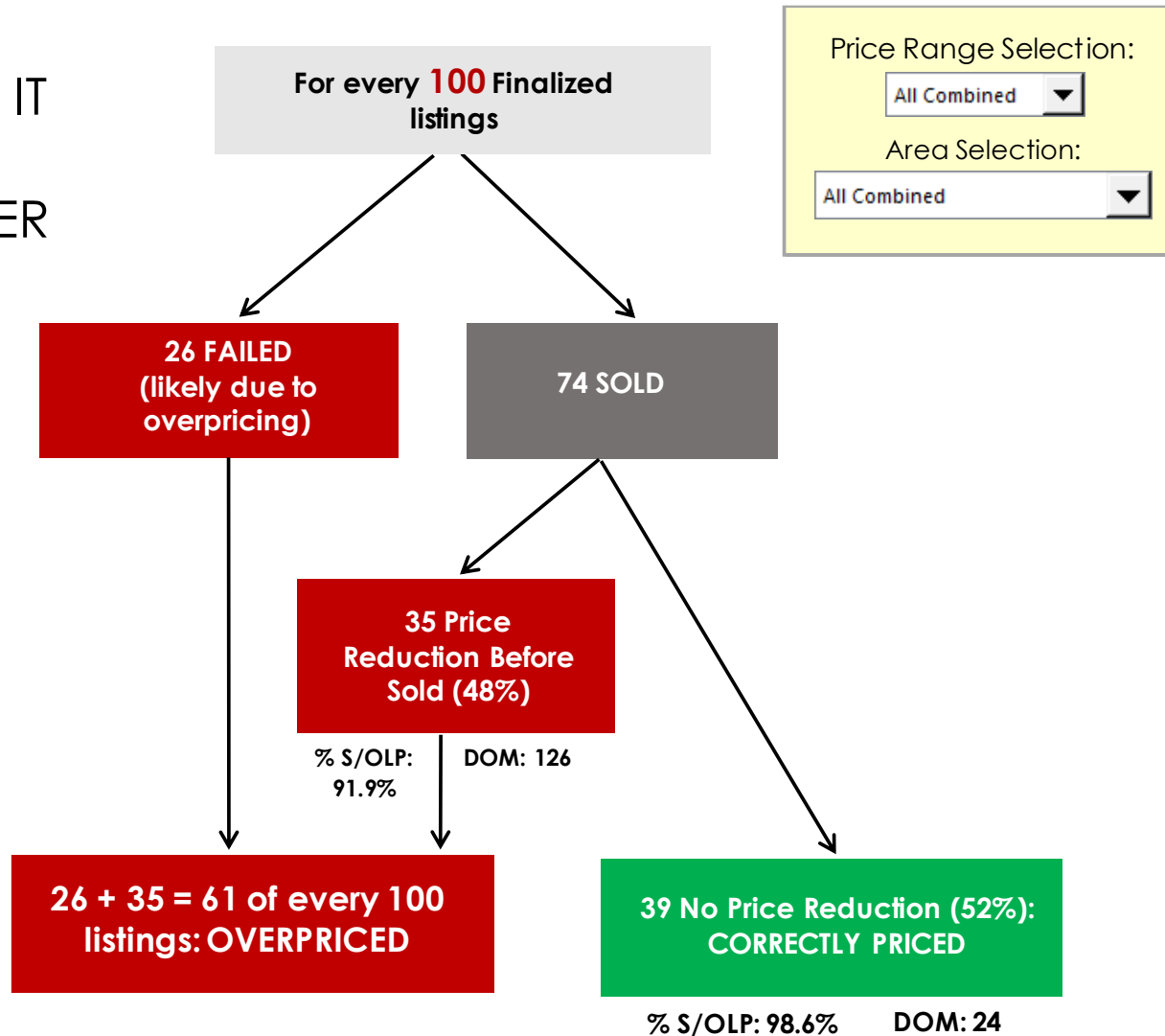
REAL STORY

Many times, listed properties will have expired or been Cancelled one or more times prior to the listing period in which they sold. Including the original listing prices and cumulative days on market from those previous listing periods, results in a more realistic set of measurements.



* Medians: Half are higher, and half are lower.

PUTTING IT
ALL
TOGETHER



Area Selection:

Sold: 22

Seller Desired List Price

\$349,999	(Click and Enter Prices in Yellow Boxes)
X	
91.3%	Likely % Sale/List Price
=	
\$319,549	Likely Sales Price
157	Likely Days on Market

Sold: 24

Suggested Market Price

\$325,000	
X	
100.0%	Likely % Sale/List Price
=	
\$325,000	Likely Sales Price
25	Likely Days on Market

The Case for Getting it Right the First Time

Even though List Price Difference is:
Likely Sales Price Difference:
Likely Time on Market:
Months of Difference:

Benefits Summary

\$24,999	Lower
\$5,451	Higher
132	Fewer Days
4.4	Months

Utilities (Click and Enter Costs in Yellow Boxes)

Insurance, Taxes, Maintenance

Mortgage

Other (Housekeeping, yard, pool, etc.)

Total Monthly Carrying Costs

Carrying Cost Savings

Total Savings

Monthly Carrying Costs:

\$450
\$500
\$1,900
\$200
\$3,050
\$13,369
\$18,820 LIKELY TOTAL BENEFIT



Price Range Selection:
 ▾
 Area Selection:
 ▾



Area/Price Range Comparison

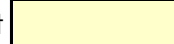
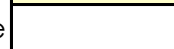
	Hilton Head & Daufuskie Price Range: All Price Ranges			All Combined Price Range: All Price Ranges		
	Last Year	This Year	Change	Last Year	This Year	Change
Sold Listings	34	49	44.1%	511	492	-3.7%
Median SP/OLP %	97.3%	93.5%	-3.8%	97.0%	95.6%	-1.4%
Median DOM	33	62	87.9%	59	75	27.1%

% W/Price Reductions	17.6%	46.9%	29.3%	39.3%	48.0%	8.7%
Price Reduction Amount	-9.0%	-6.3%	-2.7%	-5.2%	-5.2%	0.0%
Not PR SP/OLP %	97.8%	95.3%	-2.5%	99.2%	98.6%	-0.6%
PR SP/OLP%	88.4%	87.5%	-0.9%	91.4%	91.9%	0.5%
Not PR DOM	27	43	60.4%	23	24	6.7%
PR DOM	81	109	34.6%	117	126	7.7%

Failed Listings %	12.8%	21.0%	8.2%	16.1%	25.7%	9.6%
% W/Seller Concessions	8.8%	0.0%	-8.8%	20.7%	28.7%	8.0%
Concession \$ Amount	\$10,000			\$10,000	\$10,000	\$0

Color Coding based on
 the Effect on Sellers.

Better 
 Worse 

Not Significant 
 No Data Available 

Area Selection:

All Combined

Price Range Evaluation

All Combined % Change vs. Same Period Last Year

Change 2026/2025	<\$250K	\$250K-\$349K	\$350K-\$449K	\$450K-\$549K	\$550K-\$749K	\$750K-\$999K	\$1M-\$1.499M	\$1.5M+	Total
Sold Listings	-20.0%	25.0%	-7.0%	-7.5%	-9.5%	-27.1%	6.8%	23.3%	-3.7%
SP/OLP %	7.3%	-0.7%	-2.5%	-1.4%	-2.6%	-1.2%	0.3%	0.2%	-1.4%
Median DOM	26.9%	15.9%	14.5%	14.9%	54.7%	73.9%	9.8%	-23.2%	27.1%

% W/Price Reductions	0.0%	20.7%	11.8%	7.3%	8.3%	7.5%	-0.5%	-7.6%	8.7%
Price Reduction Amount	-2.4%	-0.6%	0.9%	1.9%	-1.5%	3.4%	-3.2%	1.4%	0.0%
Not PR SP/OLP %	7.2%	0.0%	-0.7%	-0.5%	-0.9%	0.0%	-0.3%	-0.8%	-0.6%
PR SP/OLP%	13.0%	1.2%	0.6%	-2.6%	-0.1%	-3.3%	2.5%	0.5%	0.5%
Not PR DOM	-40.0%	63.2%	-3.8%	-4.0%	33.3%	-50.0%	114.3%	-8.3%	4.3%
PR DOM	-30.2%	-9.6%	-3.6%	3.4%	32.7%	34.5%	28.7%	81.2%	7.7%

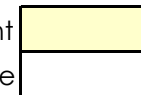
Failed Listings %	-11.8%	11.1%	4.8%	10.8%	9.6%	18.3%	11.4%	6.5%	9.6%
% W/Seller Concessions	26.6%	8.2%	23.0%	3.6%	-2.2%	-4.3%	-2.9%	2.7%	8.0%
Concession \$ Amount	66.7%	11.8%	9.5%	-20.0%	59.9%	-39.4%	25.0%		0.0%

Color Coding based on
the effect on Sellers.

Better
Worse



Not Significant
No Data Available



Lowcountry Area Comparisons

1Q 2026 & Change vs. 1Q 2025	Hilton Head & Daufuskie	Bluffton & Okatie	St. Helena & Islands East	Beaufort, Port Royal, Sheldon
Active Listings	50	235	91	216
Pending Sales	20	76	31	94
Number Sold	49 44.1% ▲	130 0.8% ▼	47 4.4% ▲	108 27.5% ▼
Months of Supply	3.1	5.4	5.8	6.0
Median Sales Price	\$885,000 4.6% ▼	\$518,950 2.1% ▼	\$795,000 2.6% ▲	\$415,000 7.9% ▼
Median % S/OLP	93.5% 3.8% ▼	96.2% 0.1% ▲	93.8% 1.4% ▼	96.1% 1.0% ▼
Median DOM	62 29 ▲	74 4 ▲	76 28 ▲	61 21 ▲
% Price Reduced	46.9% 29.3% ▲	43.1% 2.7% ▼	44.7% 15.8% ▲	49.1% 4.1% ▲
Price Reduction Amount	-6.3% 2.7% ▼	-5.2% 0.0%	-6.5% 1.5% ▼	-4.6% 0.3% ▼
NOT Price Reduced % S/OLP	95.3% 2.5% ▼	98.1% 0.0% ▲	98.7% 1.6% ▲	98.4% 1.6% ▼
Price Reduced % S/OLP	87.5% 0.9% ▼	91.5% 0.1% ▼	90.0% 5.6% ▲	91.1% 0.2% ▼
Not Price Reduced DOM	43 16 ▲	33 5 ▲	17 15 ▼	22 13 ▲
Price Reduced DOM	109 28 ▲	135 22 ▲	109 4 ▼	102 12 ▼
% With Concessions / Closing Costs	0.0% 8.8% ▼	8.5% 9.8% ▼	17.0% 14.8% ▲	43.5% 9.9% ▲
Concession Dollar Amount		\$9,000 \$1,000 ▼	\$10,000 \$4,000 ▲	\$10,000 \$150 ▼
% Failed (EXP/CANC)	21.0% 8.2% ▲	27.0% 4.1% ▲	29.9% 13.2% ▲	28.5% 15.6% ▲

NEW VS. RESALE

1 Q 2026 Sales

Percent Change from Same Period of Previous Year

	<\$250K	\$250K- \$349K	\$350K- \$449K	\$450K- \$549K	\$550K- \$749K	\$750K- \$999K	\$1M- \$1.499M	\$1.5M+	TOTAL
NEW	0	22	61	18	7	1	3	2	114
% Change	N/A	+214.3%	+7.0%	-5.3%	-50.0%	-83.3%	0.0%	0.0%	+5.6%
RESALE	13	57	65	57	71	39	43	33	378
% Change	-27.8%	+14.0%	-27.0%	-3.4%	-4.1%	-18.8%	+16.2%	+17.9%	-6.2%
TOTAL	13	79	126	75	78	40	46	35	492
% Change	-27.8%	+38.6%	-13.7%	-3.8%	-11.4%	-25.9%	+15.0%	+16.7%	-3.7%

Color Coding based on the Effect on Sellers

Comparison to 1Q 2025:

Better

Same

Worse

Months of Supply of Listings

March 31, 2026

(Using 3-mos moving average of sales)

	<\$250K	\$250K- \$349K	\$350K- \$449K	\$450K- \$549K	\$550K- \$749K	\$750K- \$999K	\$1M- \$1.499M	\$1.5M+	TOTAL
NEW	N/A	3.6 Months	2.4 Months	2.8 Months	9.4 Months	6.9 Months	13 Months	12 Months	4.2 Months
RESALE	1 Months	3.5 Months	6.2 Months	5.8 Months	7 Months	6.9 Months	5 Months	7.3 Months	5.8 Months
TOTAL	1 Months	3.5 Months	4.4 Months	5.1 Months	7.2 Months	8.4 Months	5.5 Months	7.5 Months	5.4 Months


 No Sales Data
 Available


 SELLER'S MARKET
 0-6 MOS


 BALANCED MARKET
 6-7 MOS


 BUYER'S MARKET
 7+ MONTHS

1Q 2026 Median Days on Market

Percent Change from Same Period of Previous Year

	<\$250K	\$250K- \$349K	\$350K- \$449K	\$450K- \$549K	\$550K- \$749K	\$750K- \$999K	\$1M- \$1.499M	\$1.5M+	TOTAL
NEW	N/A	88 Days	84 Days	73 Days	96 Days	13 Days	190 Days	149 Days	91 Days
% Change	N/A	-17.0%	0.0%	+1725.0%	-15.4%	-87.9%	+146.8%	+113.7%	+19.1%
RESALE	23 Days	65 Days	78 Days	82 Days	80 Days	85 Days	62 Days	38 Days	69 Days
% Change	-8.0%	-4.4%	+1.3%	+22.4%	+72.0%	+73.5%	+59.0%	-32.1%	+24.5%
TOTAL	23 Days	75 Days	84 Days	80 Days	81 Days	83 Days	65 Days	38 Days	75 Days
% Change	-8.0%	+8.7%	+6.3%	+23.1%	+69.5%	+54.2%	+47.7%	-32.1%	+27.1%

Color Coding based on the Effect on Sellers

Comparison to 1Q 2025:



1Q 2026 Median % Sale to Original List Price

Percentage Points of Change from Same Period of Previous Year

	<\$250K	\$250K- \$349K	\$350K- \$449K	\$450K- \$549K	\$550K- \$749K	\$750K- \$999K	\$1M- \$1.499M	\$1.5M+	TOTAL
NEW	N/A	94.7%	96.6%	96.7%	94.3%	96.6%	100.0%	92.4%	96.1%
% Change	N/A	-3.9%	-3.4%	-3.3%	-4.9%	+8.5%	0.0%	-4.3%	-3.9%
RESALE	93.3%	96.8%	96.3%	96.2%	94.6%	95.2%	94.1%	95.7%	95.5%
% Change	+7.8%	-0.1%	-0.2%	-0.1%	-2.2%	-1.9%	0.0%	+0.4%	-0.7%
TOTAL	93.3%	95.9%	96.4%	96.2%	94.4%	95.4%	94.4%	95.7%	95.6%
% Change	+7.8%	-1.0%	-2.4%	-1.5%	-2.5%	-1.6%	-0.1%	+0.4%	-1.4%

Color Coding based on the Effect on Sellers

Comparison to 1Q 2025:

 Better

 Same

 Worse

1 Q 2026 Percent of Sales with a Price Reduction

Percentage Points of Change from Same Period of Previous Year

	<\$250K	\$250K- \$349K	\$350K- \$449K	\$450K- \$549K	\$550K- \$749K	\$750K- \$999K	\$1M- \$1.499M	\$1.5M+	TOTAL
NEW	N/A	81.0%	51.6%	61.1%	57.1%	0.0%	33.3%	50.0%	57.9%
% Change	N/A	+66.7%	+34.1%	+24.3%	+15.4%	-62.5%	0.0%	0.0%	+30.1%
RESALE	33.3%	51.0%	47.9%	42.9%	49.3%	47.6%	40.9%	31.4%	45.0%
% Change	0.0%	+8.1%	-3.3%	+1.9%	+7.6%	+12.3%	-0.6%	-7.9%	+2.6%
TOTAL	33.3%	60.0%	49.6%	47.3%	50.0%	46.5%	40.4%	32.4%	48.0%
% Change	0.0%	+20.7%	+11.8%	+7.3%	+8.3%	+7.5%	-0.5%	-7.6%	+8.7%

Color Coding based on the Effect on Sellers

Comparison to 1Q 2025:

 Better

 Same

 Worse

1Q 2026 Price Reduction Amount Reduced

Percentage Points of Change from Same Period of Previous Year

	<\$250K	\$250K- \$349K	\$350K- \$449K	\$450K- \$549K	\$550K- \$749K	\$750K- \$999K	\$1M- \$1.499M	\$1.5M+	TOTAL
NEW	N/A	-4.2%	-5.4%	-7.8%	-7.7%	N/A	-12.1%	-8.6%	-5.4%
% Change	N/A	-0.4%	+1.0%	+5.9%	+5.5%	N/A	+7.8%	+1.9%	+1.9%
RESALE	-11.6%	-5.4%	-6.1%	-4.8%	-4.5%	-9.4%	-4.5%	-9.4%	-5.0%
% Change	+3.6%	+0.6%	+1.8%	+1.0%	-3.4%	+3.4%	-2.2%	-0.4%	-0.7%
TOTAL	-11.6%	-5.2%	-5.5%	-5.0%	-4.7%	-9.4%	-4.6%	-8.6%	-5.2%
% Change	+3.6%	+0.4%	+1.1%	+1.6%	-1.1%	+2.0%	-2.0%	-0.4%	+0.1%

Color Coding based on the Effect on Sellers

Comparison to 1Q 2025:



1Q 2026 Percent of Sales with S/OLP=> 100%

Percentage Points of Change from Same Period of Previous Year

	<\$250K	\$250K- \$349K	\$350K- \$449K	\$450K- \$549K	\$550K- \$749K	\$750K- \$999K	\$1M- \$1.499M	\$1.5M+	TOTAL
NEW	N/A	13.6%	34.4%	33.3%	28.6%	0.0%	66.7%	0.0%	29.8%
% Change	N/A	-29.3%	-34.0%	-19.3%	-14.3%	-16.7%	0.0%	-50.0%	-27.6%
RESALE	23.1%	19.3%	18.5%	14.0%	14.1%	12.8%	20.9%	27.3%	17.7%
% Change	+6.4%	-6.7%	-1.7%	-6.3%	-7.5%	+4.5%	-3.4%	+9.4%	-2.2%
TOTAL	23.1%	17.7%	26.2%	18.7%	15.4%	12.5%	23.9%	25.7%	20.5%
% Change	+6.4%	-10.4%	-12.8%	-9.5%	-9.6%	+3.2%	-3.6%	+5.7%	-7.3%

Color Coding based on the Effect on Sellers

Comparison to 1Q 2025:



1 Q 2026 Percent of Sales with Seller Paid Concessions or Closing Costs

Percentage Points of Change from Same Period of Previous Year

	<\$250K	\$250K- \$349K	\$350K- \$449K	\$450K- \$549K	\$550K- \$749K	\$750K- \$999K	\$1M- \$1.499M	\$1.5M+	TOTAL
NEW	N/A	68.2%	75.4%	77.8%	71.4%	100.0%	0.0%	0.0%	71.1%
% Change	N/A	+39.6%	+52.6%	-6.4%	+14.3%	+16.7%	0.0%	0.0%	+30.3%
RESALE	23.1%	26.3%	27.7%	19.3%	8.5%	5.1%	9.3%	3.0%	15.9%
% Change	+17.5%	-1.7%	-1.5%	+7.4%	-1.0%	+1.0%	-4.2%	+3.0%	+0.5%
TOTAL	23.1%	38.0%	50.8%	33.3%	14.1%	7.5%	8.7%	2.9%	28.7%
% Change	+17.5%	+9.9%	+24.1%	+3.8%	-2.9%	-5.5%	-3.8%	+2.9%	+7.9%

Comparison to 1Q 2025:



1Q 2026 Dollar Amount of Seller Paid Concessions or Closing Costs

Percentage Points of Change from Same Period of Previous Year

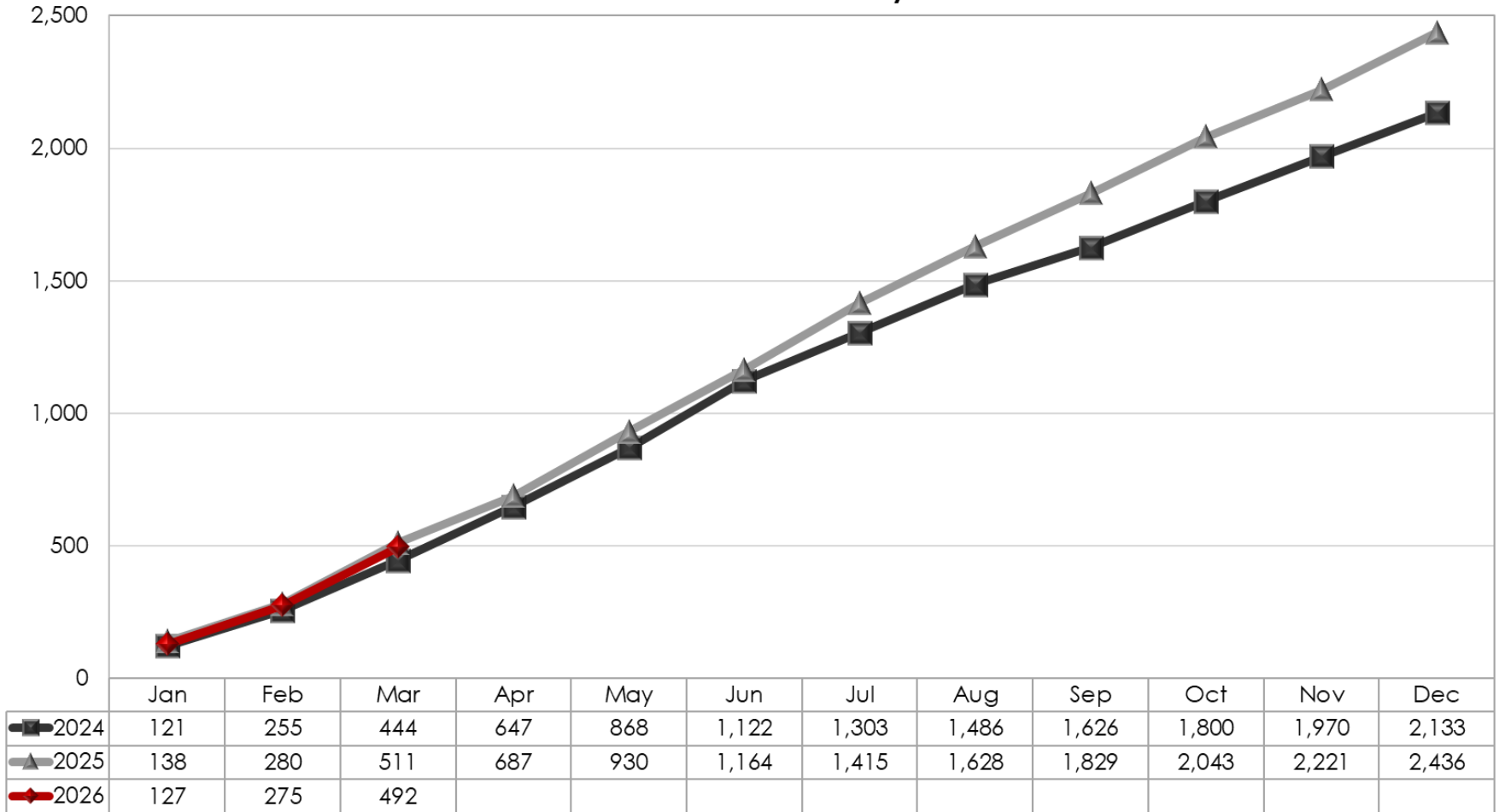
	<\$250K	\$250K- \$349K	\$350K- \$449K	\$450K- \$549K	\$550K- \$749K	\$750K- \$999K	\$1M- \$1.499M	\$1.5M+	TOTAL
NEW	N/A	\$10,000	\$11,367	\$16,063	\$20,000	\$14,392	N/A	N/A	\$12,000
% Change	N/A	+11.1%	+3.3%	-0.1%	+107.3%	+43.9%	N/A	N/A	-2.3%
RESALE	\$10,000	\$8,600	\$7,675	\$10,000	\$6,325	\$6,000	\$12,500	\$2,000	\$8,500
% Change	+66.7%	+5.9%	-11.5%	0.0%	+5.4%	-17.2%	+25.0%	N/A	+2.4%
TOTAL	\$10,000	\$8,885	\$10,678	\$12,000	\$8,400	\$10,000	\$12,500	\$2,000	\$10,000
% Change	+66.7%	+9.4%	+18.6%	-20.0%	+12.0%	0.0%	+25.0%	N/A	0.0%

Comparison to 1Q 2025:



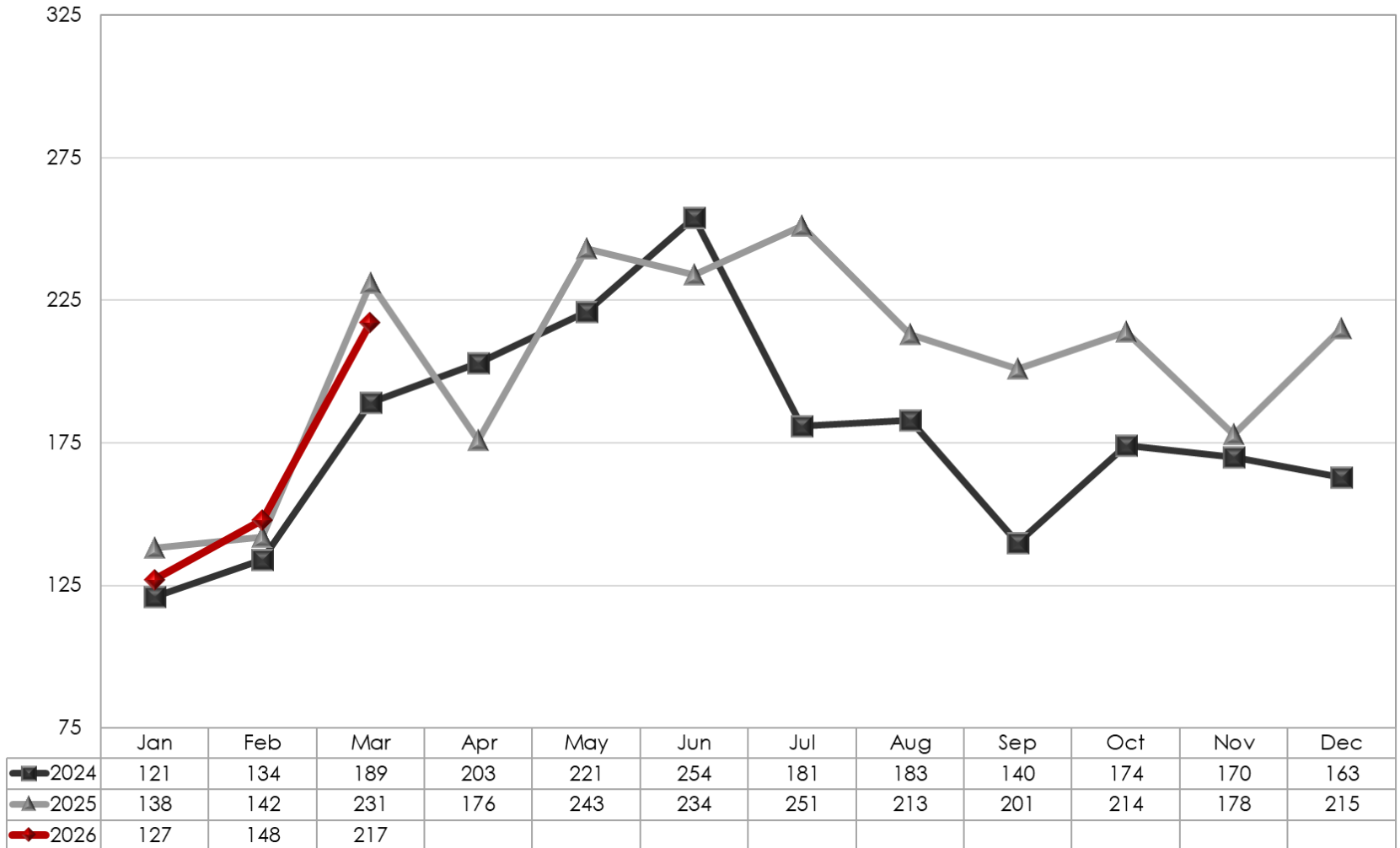
TRENDS

Cumulative Monthly Sales

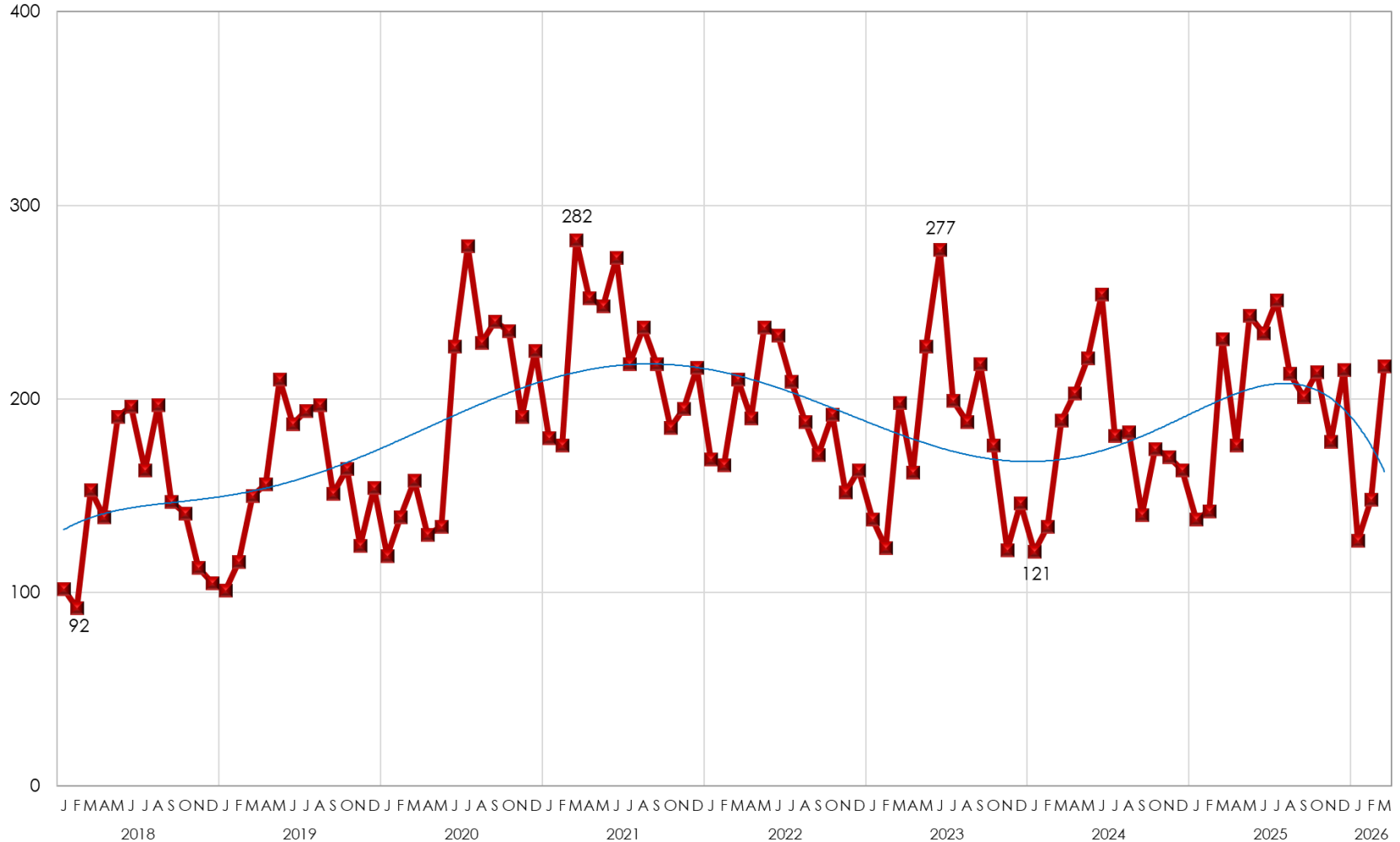


- ✓ 1Q 2026 sales were higher in one month vs. 1Q 2025.
- ✓ Sales are usually highest between Mar-Sept.

Monthly Sales

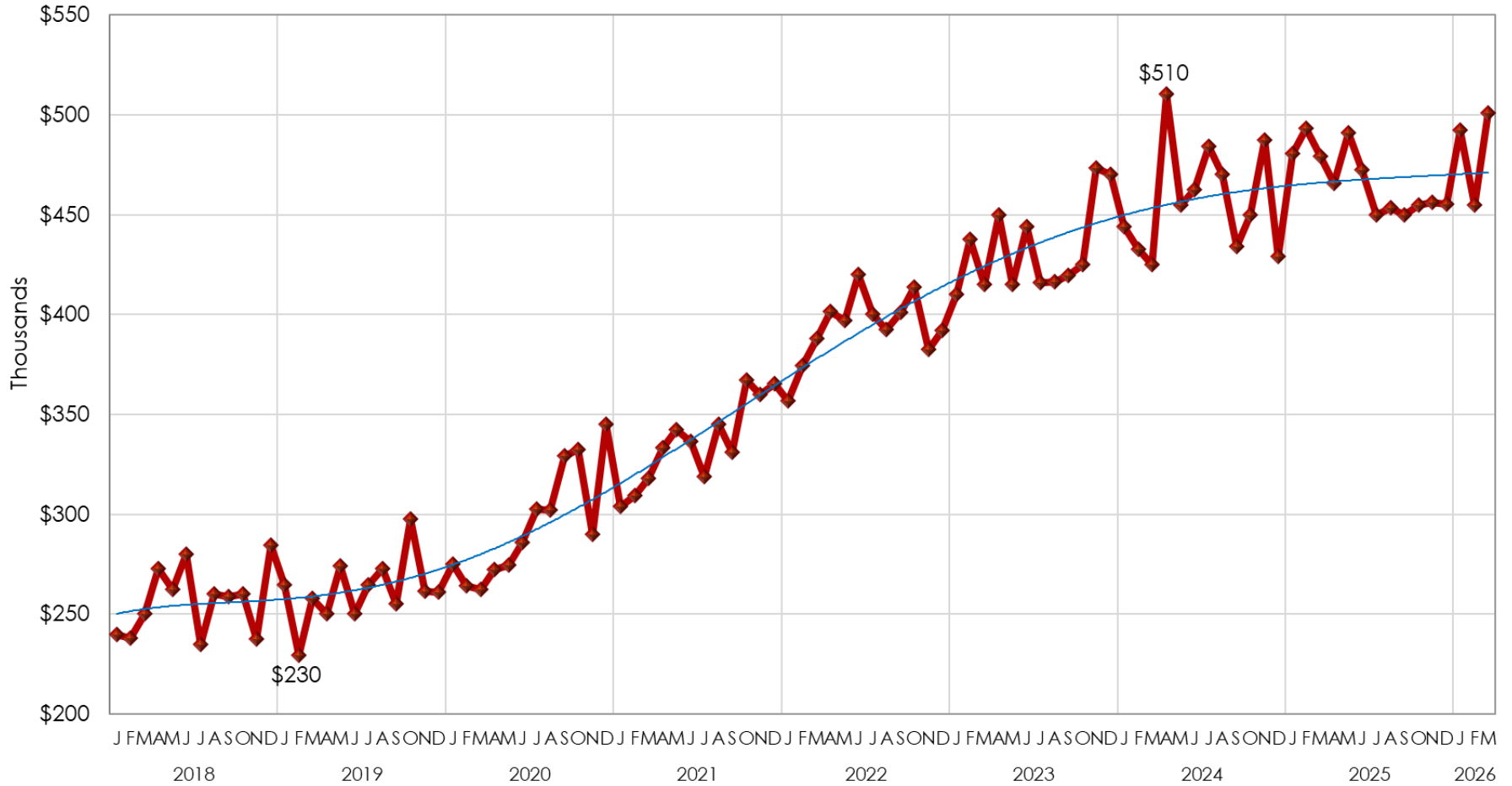


Monthly Sales History



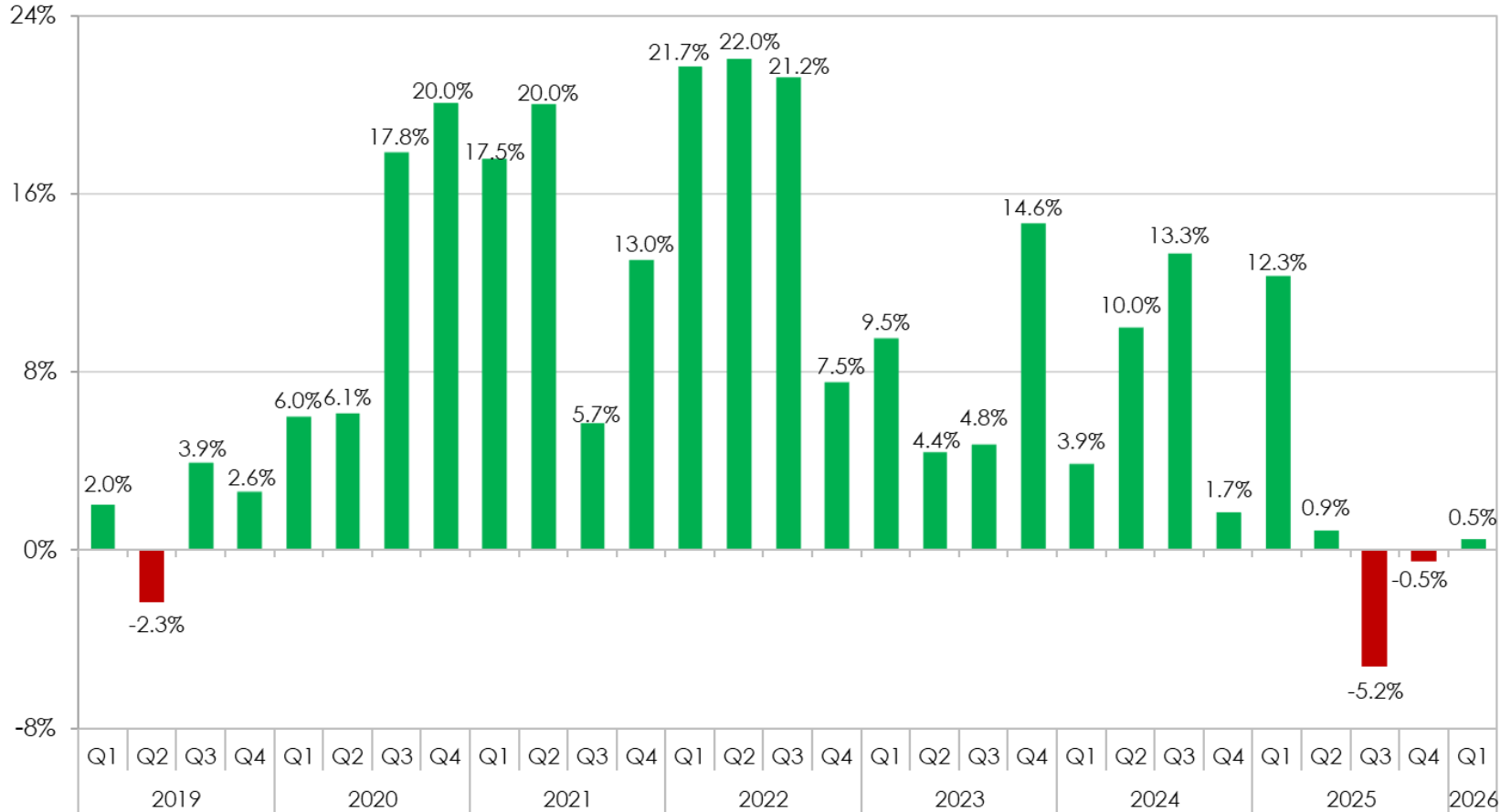
Median Sales Price History

Monthly



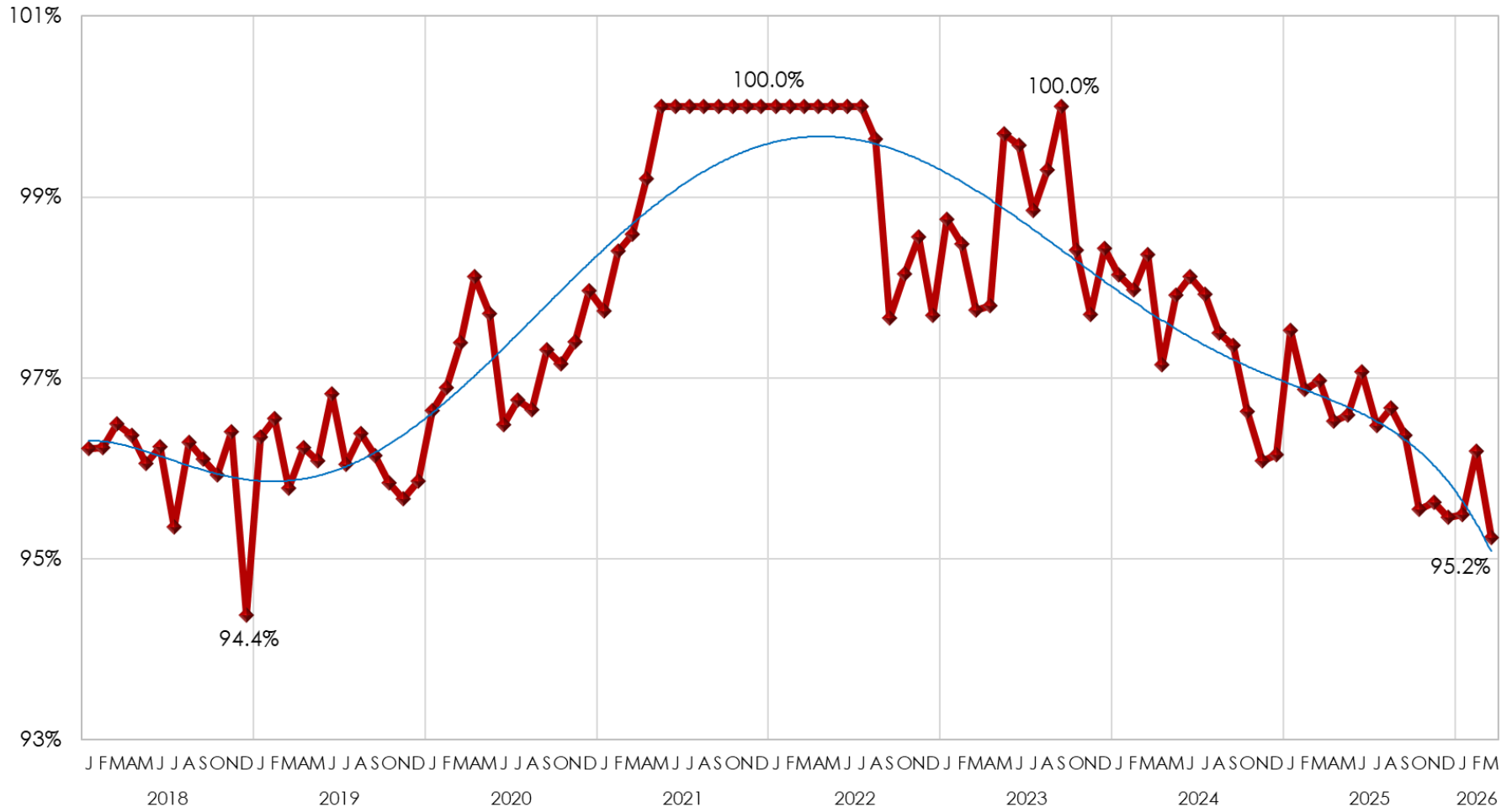
Change in Median Sales Price

Percent Change from Same Period of Previous Year



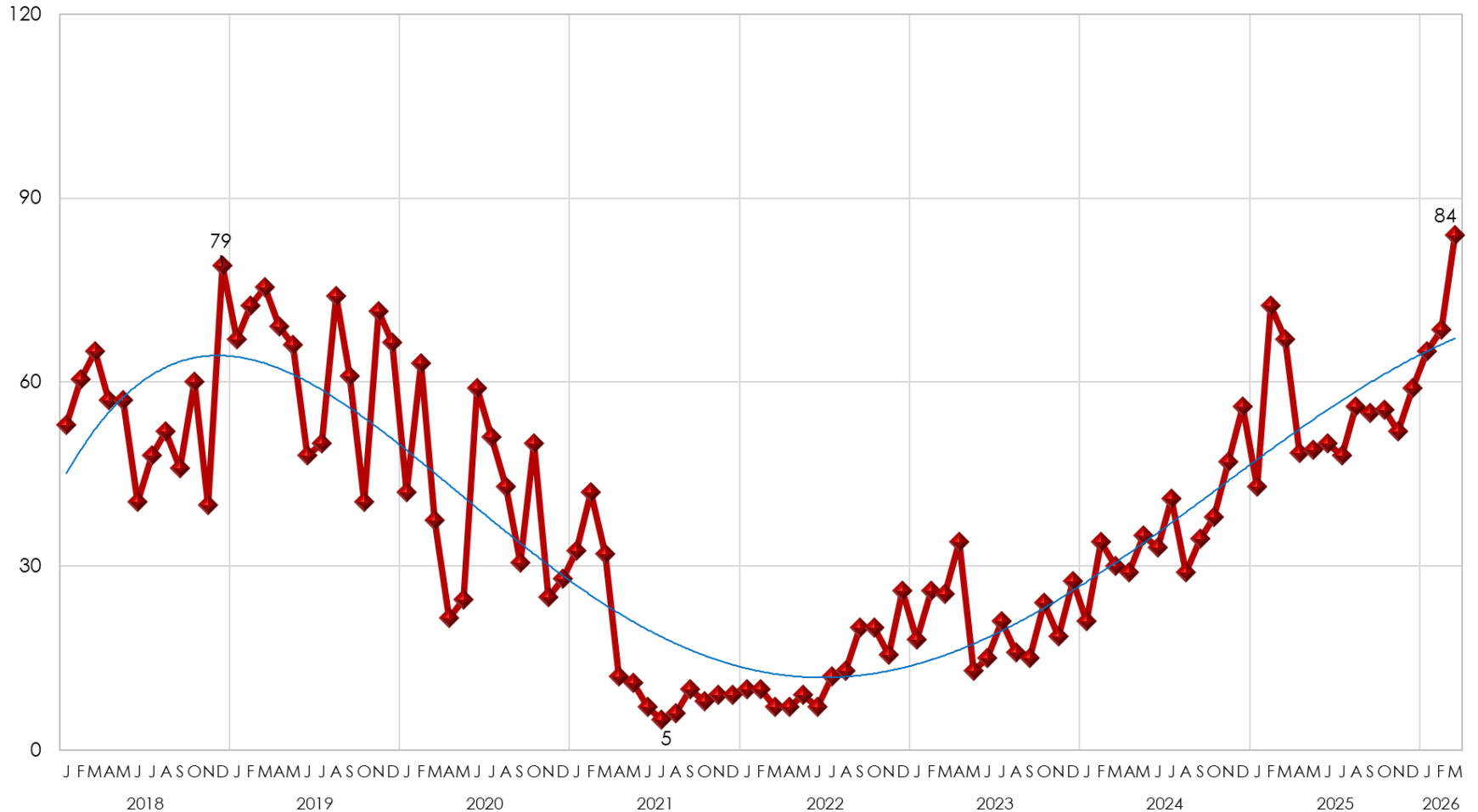
% S/OLP History

Monthly Median Sales Price as a Percent of Orig. List Price



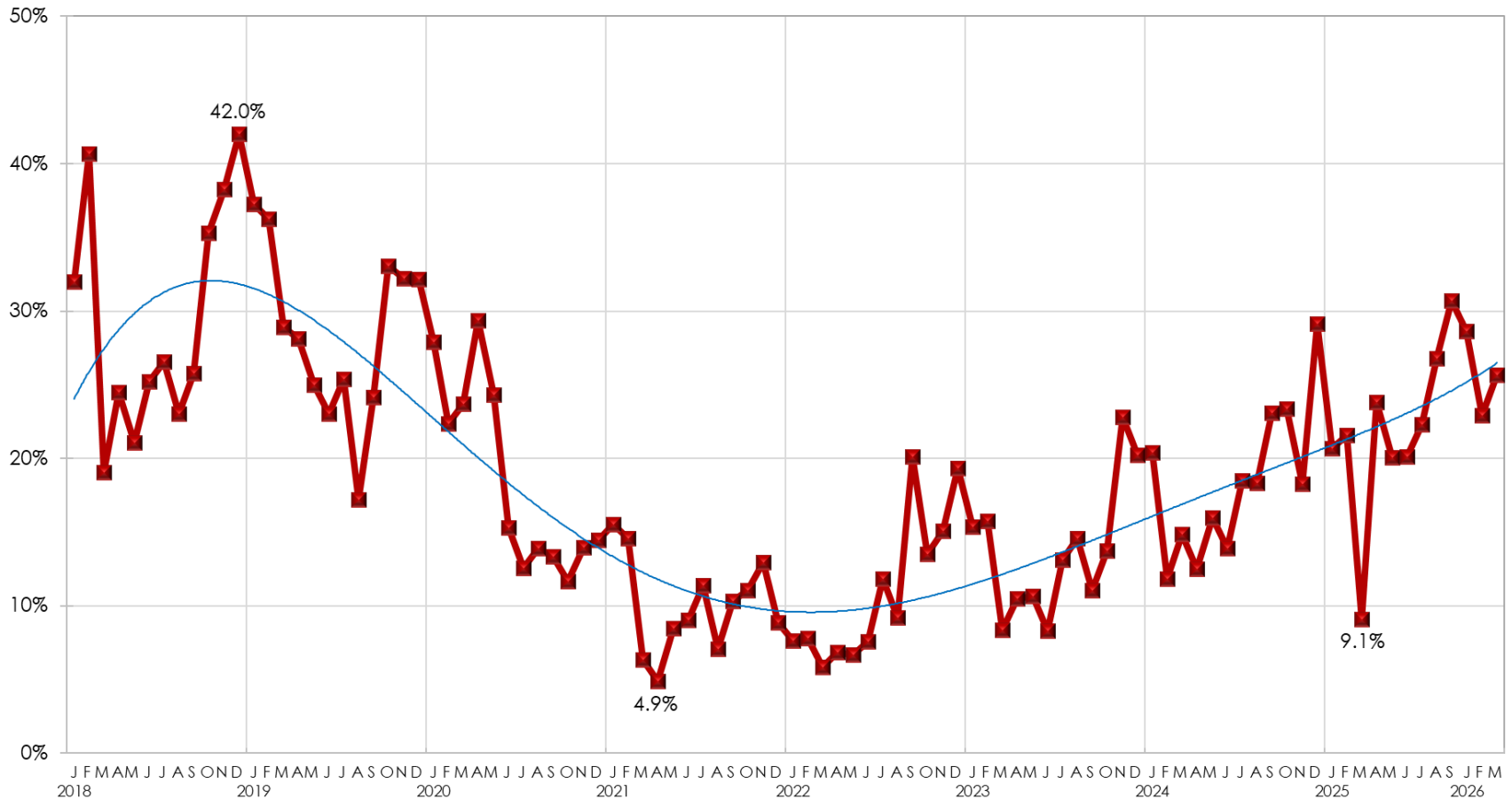
Median DOM History

Monthly Median Days on Market



Failed Listings Percent of Finalized Listings

Calculation: $(\text{Expired} + \text{Cancelled}) \div (\text{Expired} + \text{Cancelled} + \text{Closed})$





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