

Monthly Indicators



September 2026

U.S. existing-home sales fell 2.0% from the previous month and 1.2% from a year earlier to a seasonally adjusted annual rate of 3.98 million, the first reading below 4 million since June 2025, according to the National Association of REALTORS® (NAR). Sales held steady in the West and declined in the Northeast, Midwest, and South. Compared with a year earlier, sales were unchanged in the South and declined in the Northeast, Midwest, and West.

New Listings were down 11.1 percent to 24. Pending Sales increased 92.3 percent to 25. Inventory shrank 26.8 percent to 52 units.

Median Sales Price was up 31.3 percent to \$262,500. Days on Market increased 10.5 percent to 84 days. Months Supply of Inventory was down 33.3 percent to 3.0 months.

Heading into September, there were 1.62 million homes listed for sale, up 3.2% from the previous month and 5.9% from a year earlier, the first time inventory has exceeded 1.6 million units since November 2019, NAR reported. That represents a 4.9-month supply at the current sales pace, up from 4.6 months a month earlier and the highest level in over ten years, according to NAR Chief Economist Lawrence Yun. The median existing-home sales price rose 1.6% year-over-year to \$429,100, marking 38 consecutive months of annual gains, and year-to-date sales are up 1.6%. The Federal Reserve raised its benchmark rate by a quarter point on September 16 to a range of 3.75% to 4%, its first increase since July 2023, and the 30-year fixed-rate mortgage moved above 7% in late September, up from an August average of 6.67%, according to Freddie Mac.

Quick Facts

+ 61.5%	+ 31.3%	- 33.3%
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 Cherokee County Board 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.



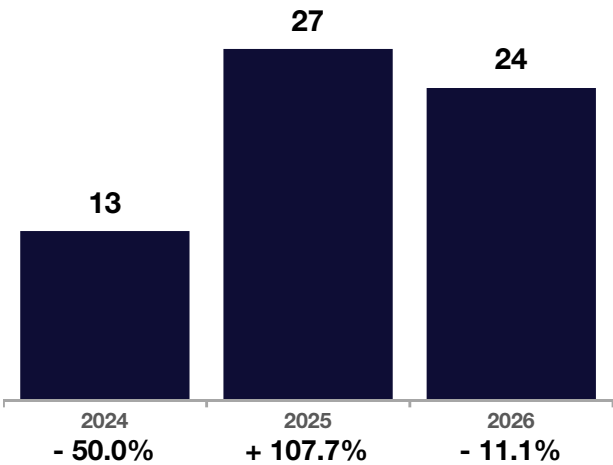
Key Metrics	Historical Sparkbars			09-2025	09-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
	09-2024	09-2025	09-2026						
New Listings				27	24	- 11.1%	198	209	+ 5.6%
Pending Sales				13	25	+ 92.3%	156	155	- 0.6%
Closed Sales				13	21	+ 61.5%	150	148	- 1.3%
Days on Market				76	84	+ 10.5%	90	96	+ 6.7%
Median Sales Price				\$199,900	\$262,500	+ 31.3%	\$229,900	\$250,000	+ 8.7%
Average Sales Price				\$237,546	\$254,509	+ 7.1%	\$243,497	\$258,772	+ 6.3%
Pct. of List Price Received				96.0%	95.9%	- 0.1%	96.4%	96.6%	+ 0.2%
Housing Affordability Index				148	106	- 28.4%	128	111	- 13.3%
Inventory of Homes for Sale				71	52	- 26.8%	--	--	--
Months Supply of Inventory				4.5	3.0	- 33.3%	--	--	--

New Listings

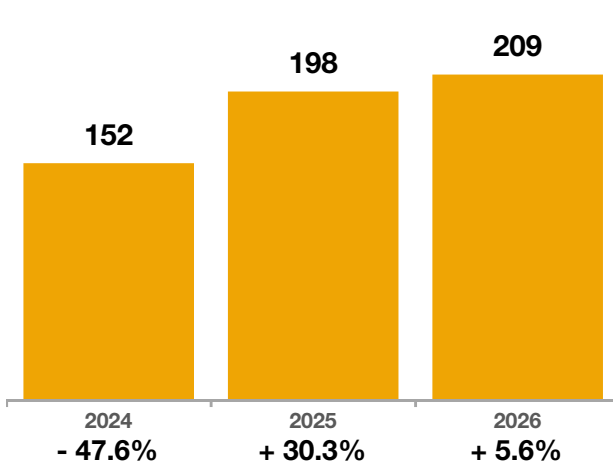
A count of the properties that have been newly listed on the market in a given month.



September

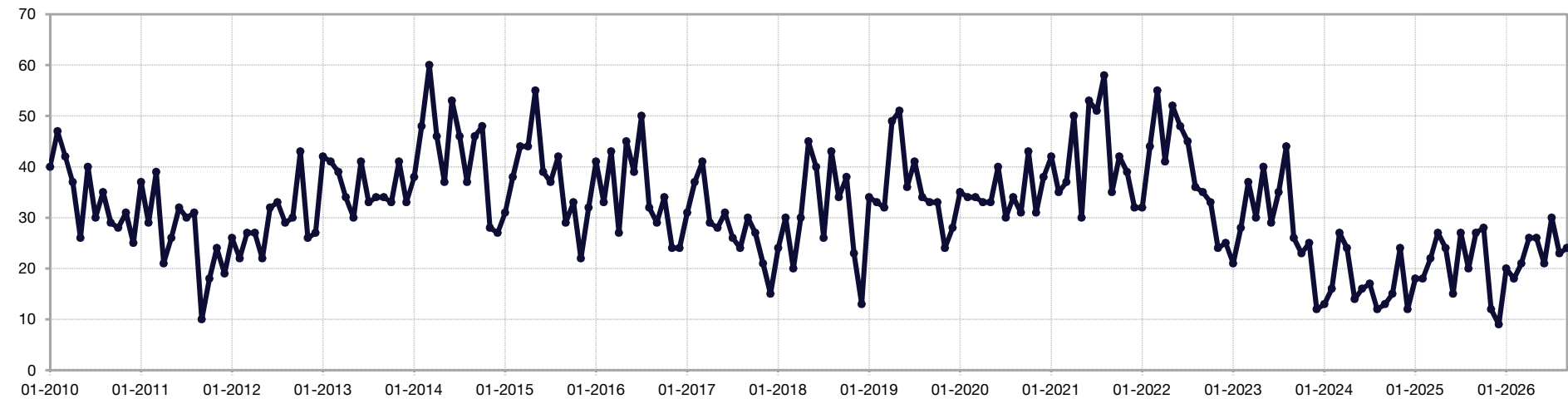


Year to Date



New Listings		Prior Year	Percent Change
October 2025	28	15	+86.7%
November 2025	12	24	-50.0%
December 2025	9	12	-25.0%
January 2026	20	18	+11.1%
February 2026	18	18	0.0%
March 2026	21	22	-4.5%
April 2026	26	27	-3.7%
May 2026	26	24	+8.3%
June 2026	21	15	+40.0%
July 2026	30	27	+11.1%
August 2026	23	20	+15.0%
September 2026	24	27	-11.1%
12-Month Avg	22	21	+3.6%

Historical New Listings by Month

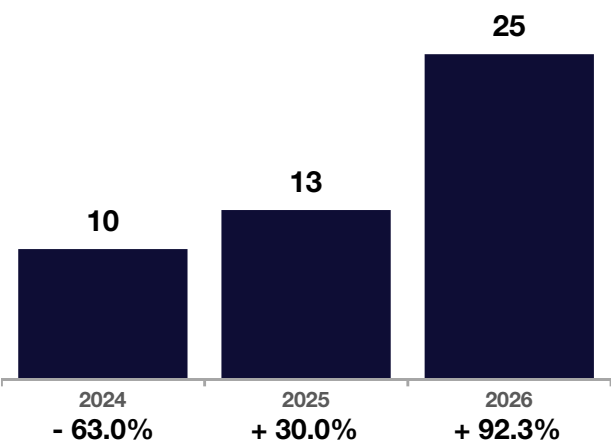


Pending Sales

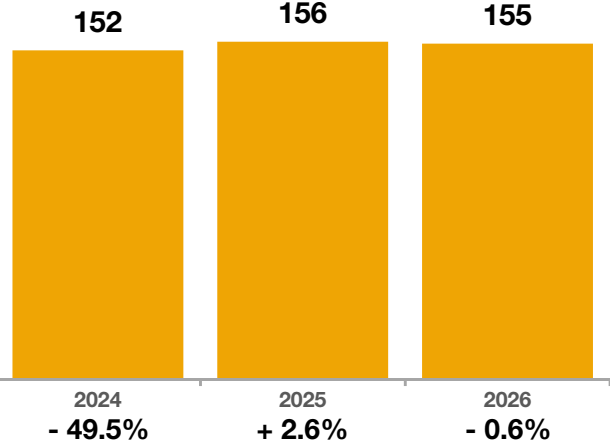
A count of the properties on which offers have been accepted in a given month.



September

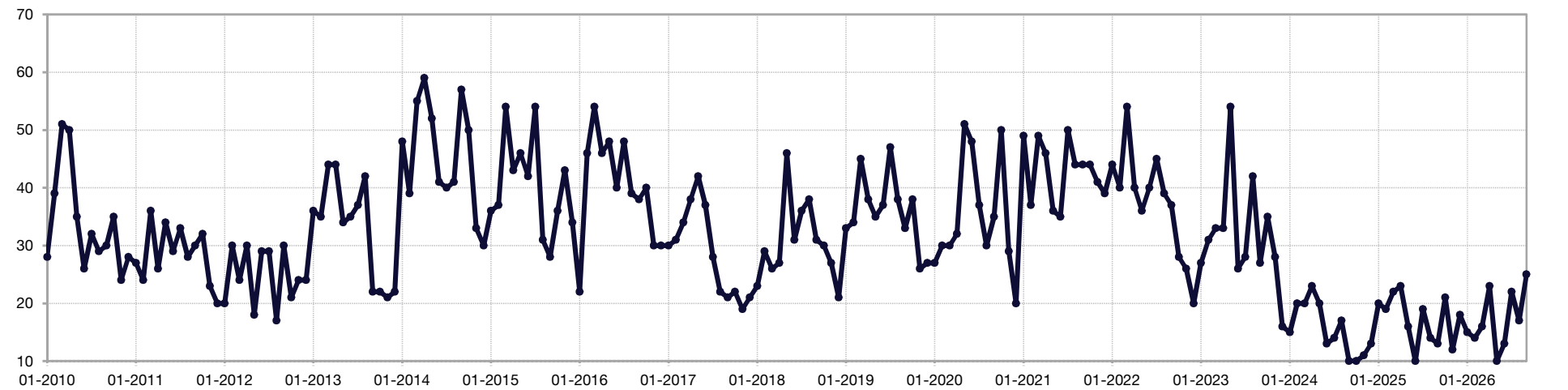


Year to Date



Pending Sales		Prior Year	Percent Change
October 2025	21	10	+110.0%
November 2025	12	11	+9.1%
December 2025	18	13	+38.5%
January 2026	15	20	-25.0%
February 2026	14	19	-26.3%
March 2026	16	22	-27.3%
April 2026	23	23	0.0%
May 2026	10	16	-37.5%
June 2026	13	10	+30.0%
July 2026	22	19	+15.8%
August 2026	17	14	+21.4%
September 2026	25	13	+92.3%
12-Month Avg	17	16	+8.4%

Historical Pending Sales by Month

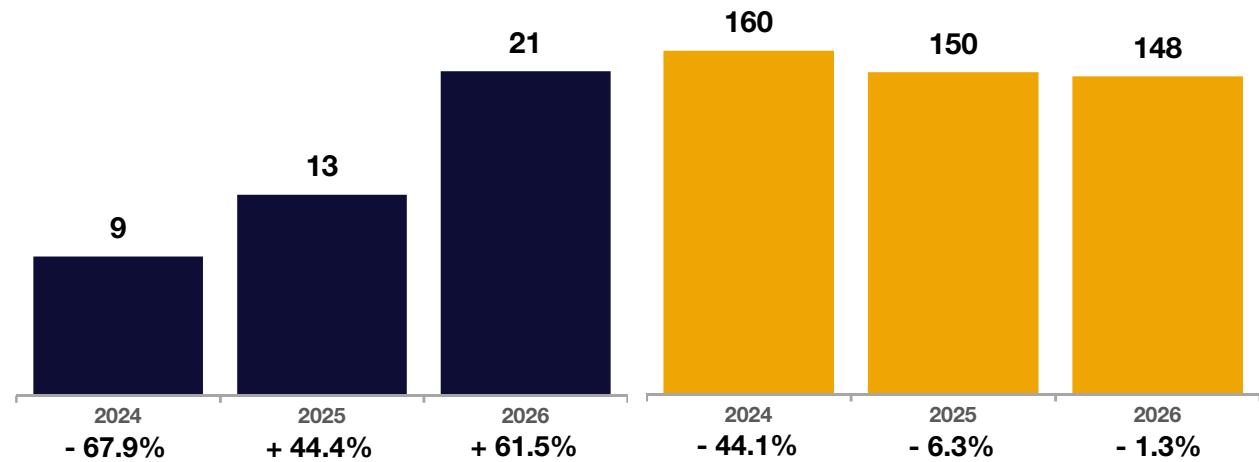


Closed Sales

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

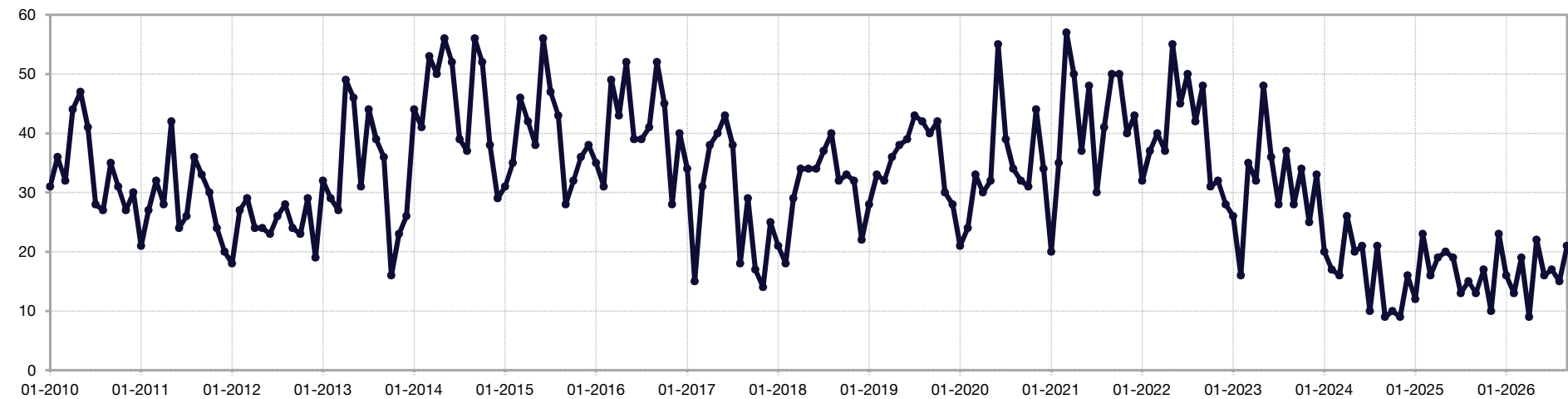


September



Closed Sales		Prior Year	Percent Change
October 2025	17	10	+70.0%
November 2025	10	9	+11.1%
December 2025	23	16	+43.8%
January 2026	16	12	+33.3%
February 2026	13	23	-43.5%
March 2026	19	16	+18.8%
April 2026	9	19	-52.6%
May 2026	22	20	+10.0%
June 2026	16	19	-15.8%
July 2026	17	13	+30.8%
August 2026	15	15	0.0%
September 2026	21	13	+61.5%
12-Month Avg	17	15	+7.0%

Historical Closed Sales by Month

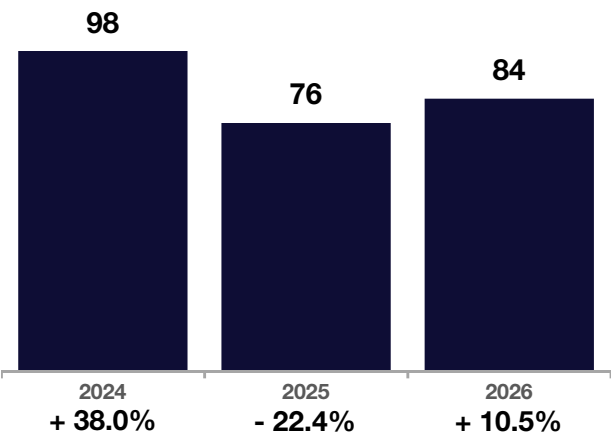


Days on Market Until Sale

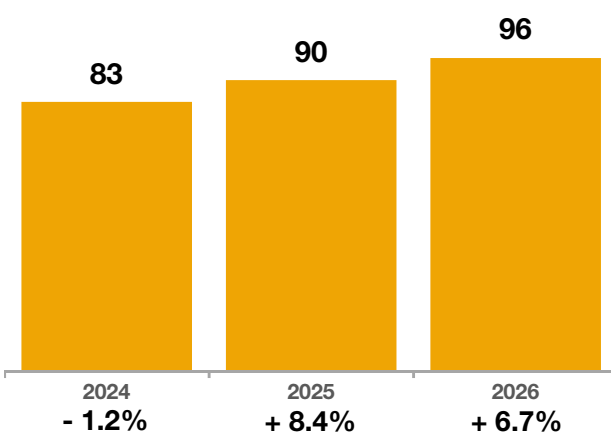
Average number of days between when a property is listed and when an offer is accepted in a given month.



September



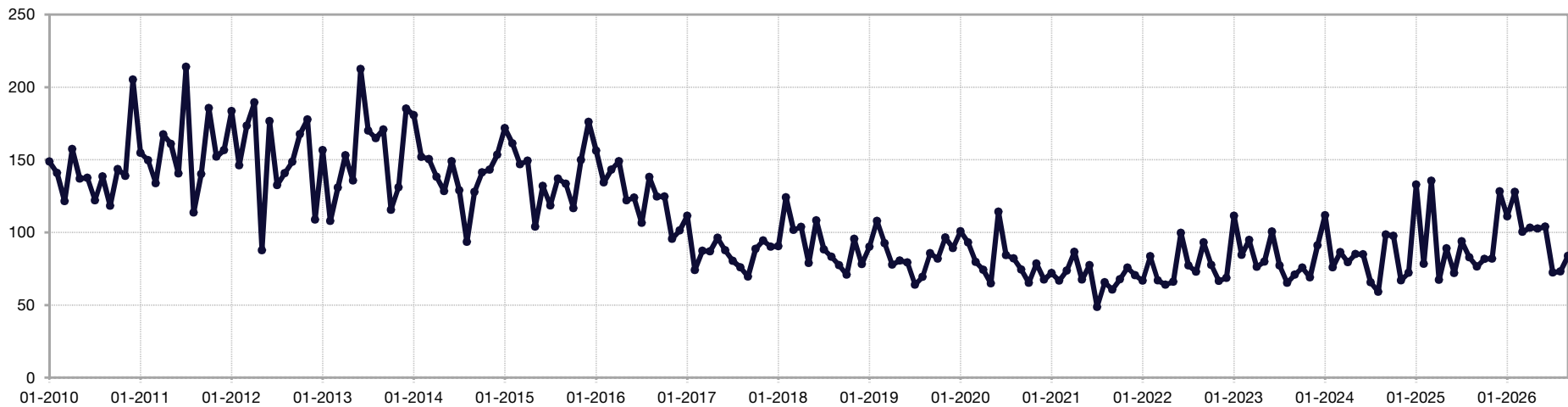
Year to Date



Days on Market		Prior Year	Percent Change
October 2025	82	98	-16.3%
November 2025	82	67	+22.4%
December 2025	128	72	+77.8%
January 2026	111	133	-16.5%
February 2026	128	78	+64.1%
March 2026	100	136	-26.5%
April 2026	103	67	+53.7%
May 2026	103	89	+15.7%
June 2026	104	72	+44.4%
July 2026	72	94	-23.4%
August 2026	73	83	-12.0%
September 2026	84	76	+10.5%
12-Month Avg*	98	87	+12.6%

* Average Days on Market of all properties from October 2025 through September 2026. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

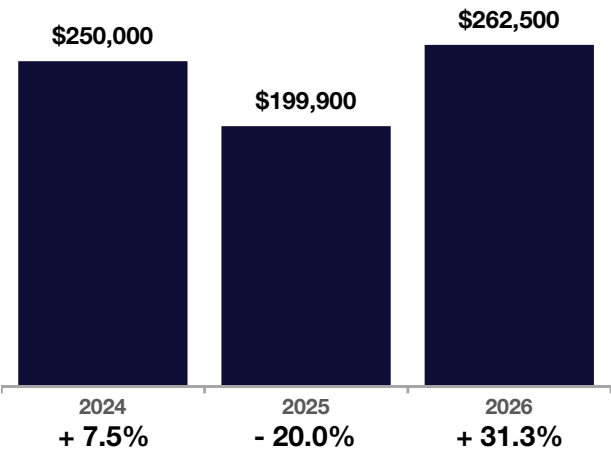


Median Sales Price

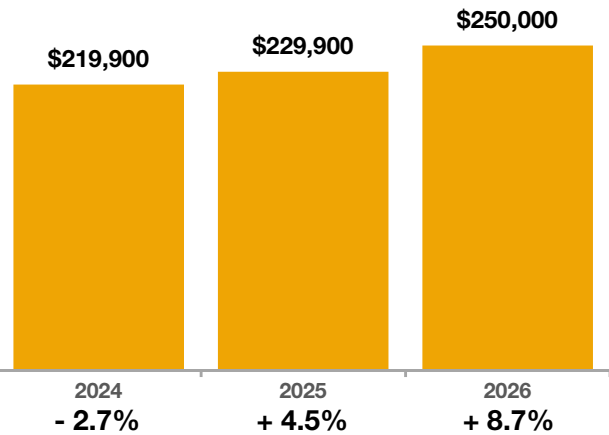
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



September



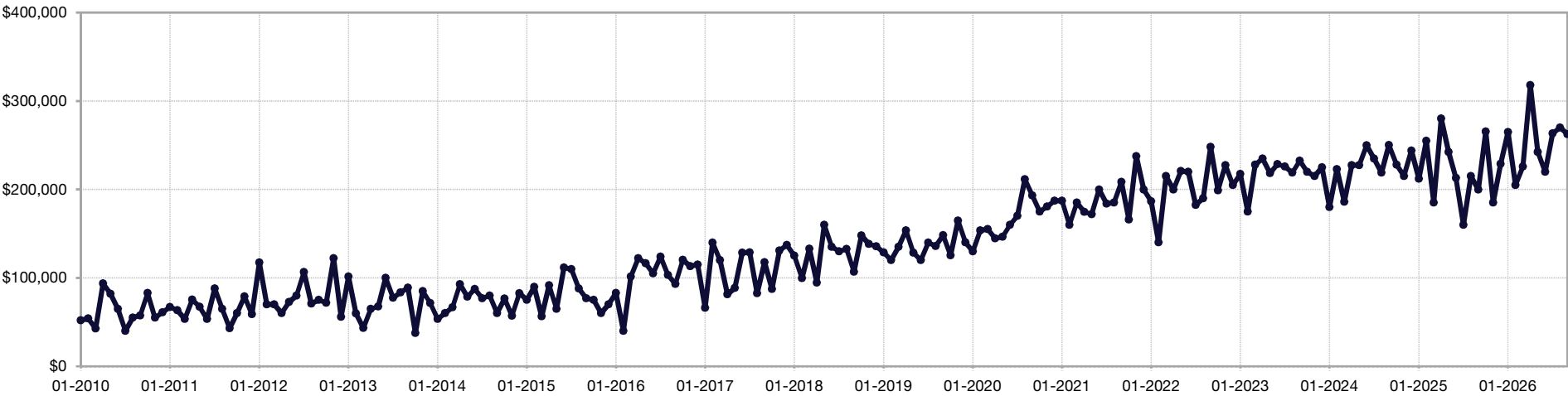
Year to Date



	Median Sales Price	Prior Year	Percent Change
October 2025	\$265,500	\$228,000	+16.4%
November 2025	\$184,950	\$215,000	-14.0%
December 2025	\$229,000	\$243,950	-6.1%
January 2026	\$264,850	\$211,950	+25.0%
February 2026	\$205,000	\$255,000	-19.6%
March 2026	\$226,000	\$185,000	+22.2%
April 2026	\$317,900	\$280,000	+13.5%
May 2026	\$242,495	\$242,500	-0.0%
June 2026	\$219,950	\$212,950	+3.3%
July 2026	\$263,319	\$160,000	+64.6%
August 2026	\$270,000	\$215,000	+25.6%
September 2026	\$262,500	\$199,900	+31.3%
12-Month Med*	\$247,000	\$231,250	+6.8%

* Median Sales Price of all properties from October 2025 through September 2026. This is not the median of the individual figures above.

Historical Median Sales Price by Month

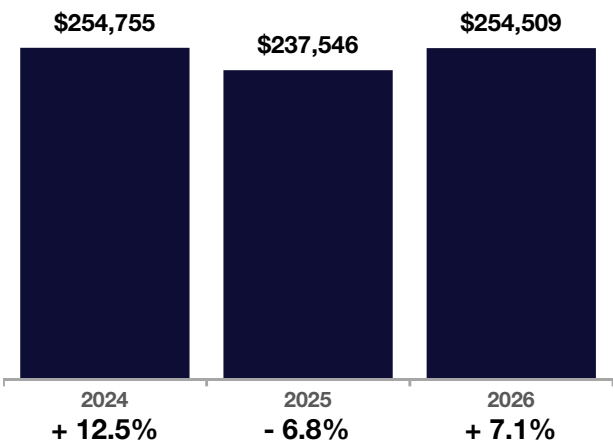


Average Sales Price

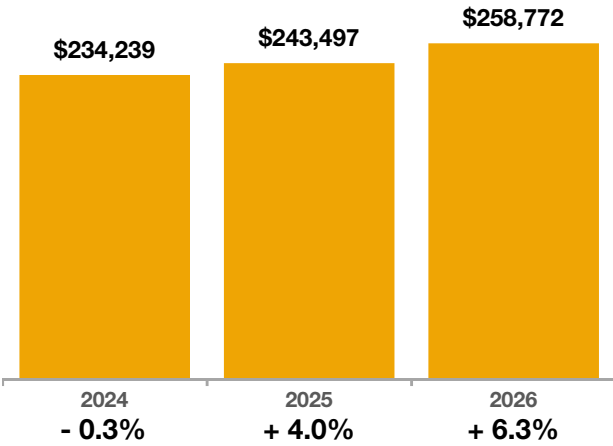
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



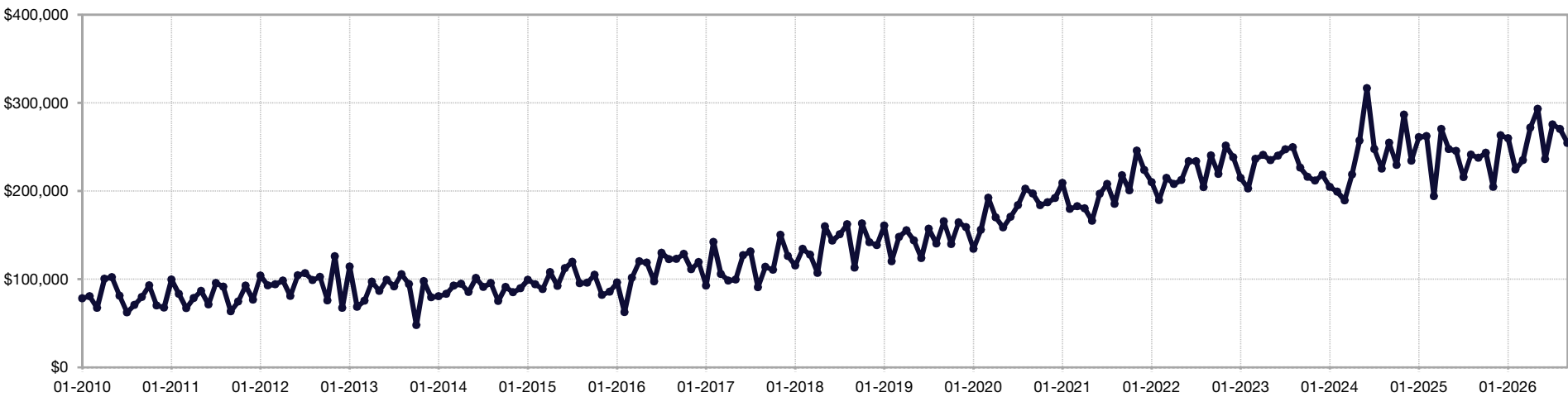
Year to Date



Avg. Sales Price		Prior Year	Percent Change
October 2025	\$243,212	\$229,390	+6.0%
November 2025	\$204,470	\$286,433	-28.6%
December 2025	\$263,173	\$234,400	+12.3%
January 2026	\$259,944	\$261,054	-0.4%
February 2026	\$224,454	\$262,183	-14.4%
March 2026	\$234,900	\$194,206	+21.0%
April 2026	\$271,856	\$270,296	+0.6%
May 2026	\$293,254	\$247,555	+18.5%
June 2026	\$236,104	\$245,300	-3.7%
July 2026	\$275,441	\$215,662	+27.7%
August 2026	\$270,333	\$241,140	+12.1%
September 2026	\$254,509	\$237,546	+7.1%
12-Month Avg*	\$252,637	\$243,764	+3.6%

* Avg. Sales Price of all properties from October 2025 through September 2026. This is not the average of the individual figures above.

Historical Average Sales Price by Month

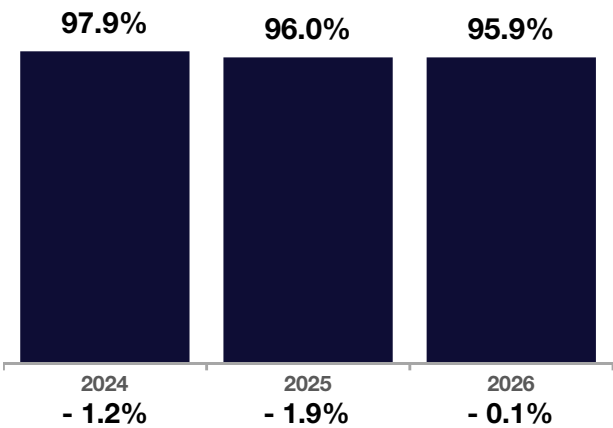


Percent of List Price Received

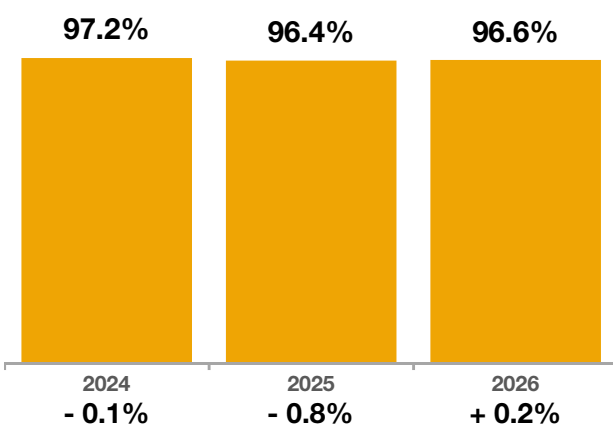
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



September



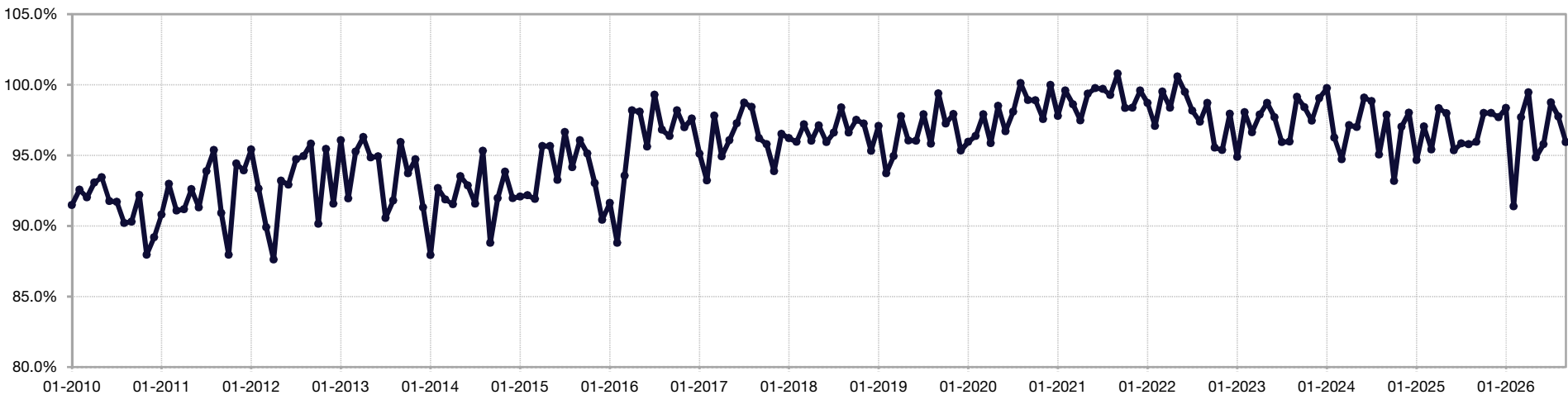
Year to Date



Pct. of List Price Received		Prior Year	Percent Change
October 2025	98.0%	93.2%	+5.2%
November 2025	98.0%	97.0%	+1.0%
December 2025	97.7%	98.0%	-0.3%
January 2026	98.3%	94.7%	+3.8%
February 2026	91.4%	97.0%	-5.8%
March 2026	97.7%	95.4%	+2.4%
April 2026	99.5%	98.3%	+1.2%
May 2026	94.9%	98.0%	-3.2%
June 2026	95.8%	95.3%	+0.5%
July 2026	98.7%	95.8%	+3.0%
August 2026	97.8%	95.8%	+2.1%
September 2026	95.9%	96.0%	-0.1%
12-Month Avg*		96.9%	+0.5%

* Average Pct. of List Price Received for all properties from October 2025 through September 2026. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

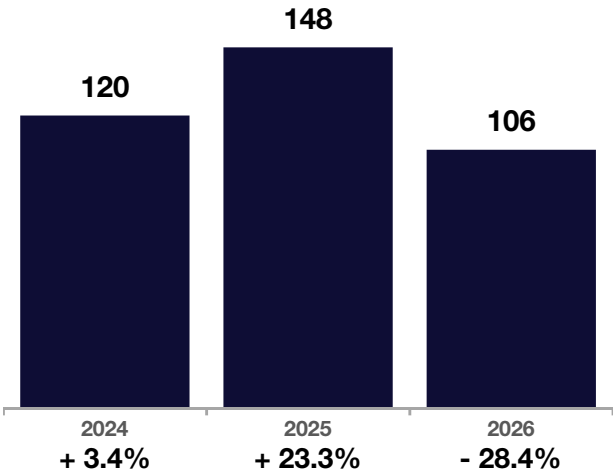


Housing Affordability Index

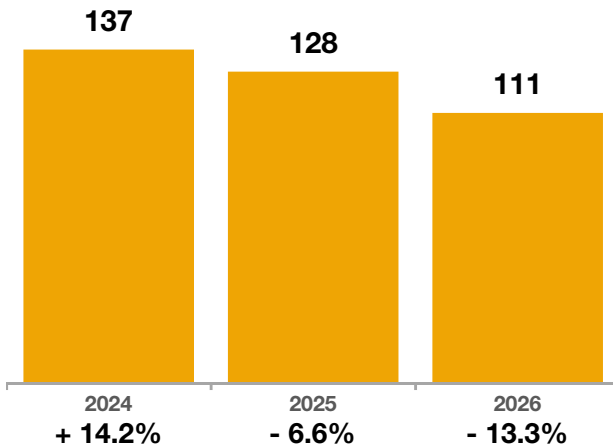
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



September

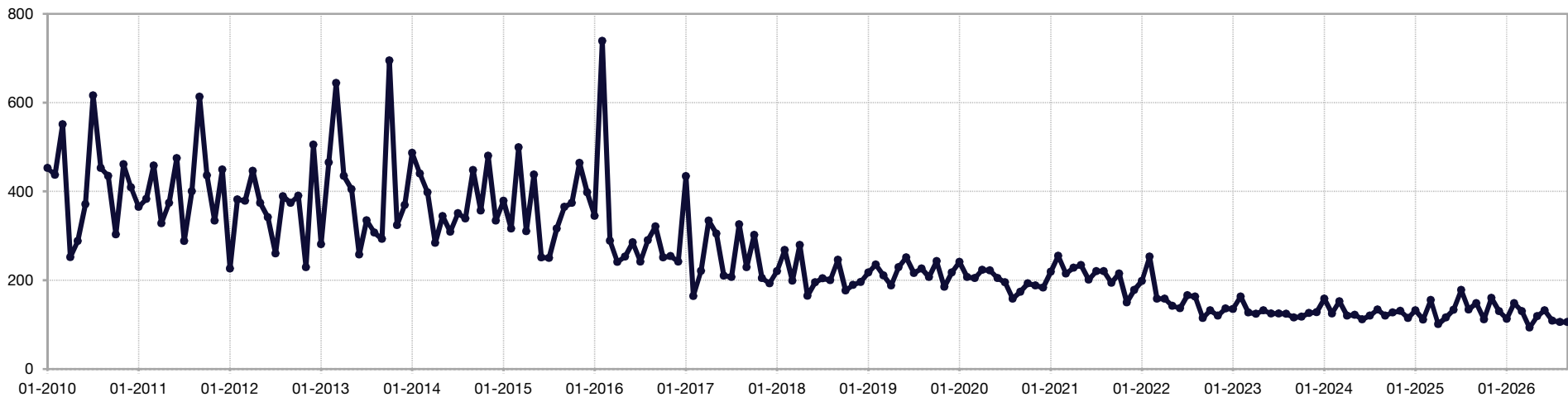


Year to Date



Affordability Index		Prior Year	Percent Change
October 2025	112	127	-11.8%
November 2025	160	131	+22.1%
December 2025	130	115	+13.0%
January 2026	113	132	-14.4%
February 2026	148	111	+33.3%
March 2026	130	155	-16.1%
April 2026	93	101	-7.9%
May 2026	119	116	+2.6%
June 2026	132	133	-0.8%
July 2026	109	178	-38.8%
August 2026	106	134	-20.9%
September 2026	106	148	-28.4%
12-Month Avg	122	132	-7.8%

Historical Housing Affordability Index by Month

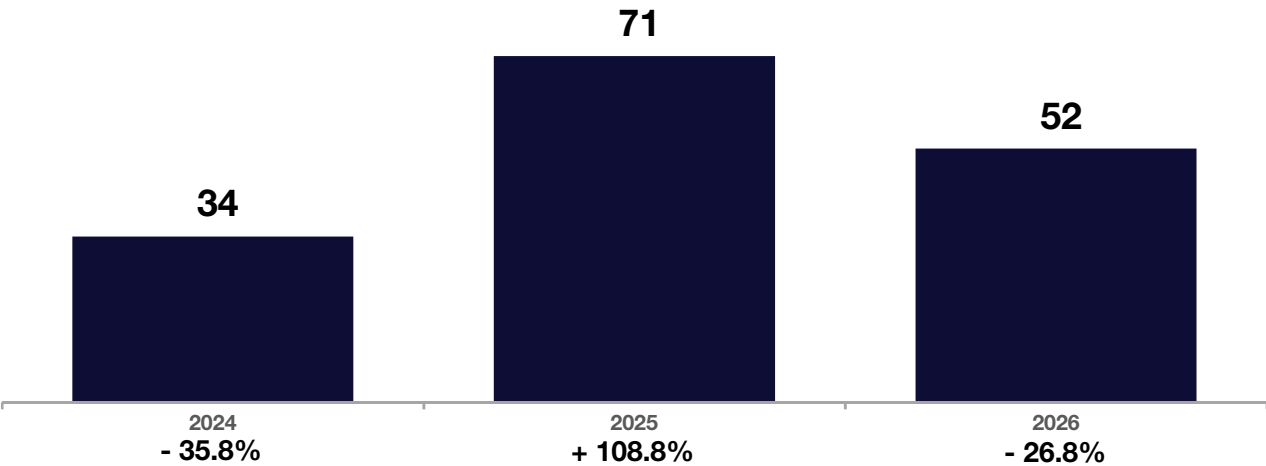


Inventory of Homes for Sale

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



September



Homes for Sale		Prior Year	Percent Change
October 2025	71	39	+82.1%
November 2025	68	52	+30.8%
December 2025	54	51	+5.9%
January 2026	52	49	+6.1%
February 2026	53	48	+10.4%
March 2026	53	48	+10.4%
April 2026	55	52	+5.8%
May 2026	65	60	+8.3%
June 2026	69	63	+9.5%
July 2026	70	63	+11.1%
August 2026	66	63	+4.8%
September 2026	52	71	-26.8%
12-Month Avg*	61	55	+10.9%

* Homes for Sale for all properties from October 2025 through September 2026. This is not the average of the individual figures above.

Historical Inventory of Homes for Sale by Month

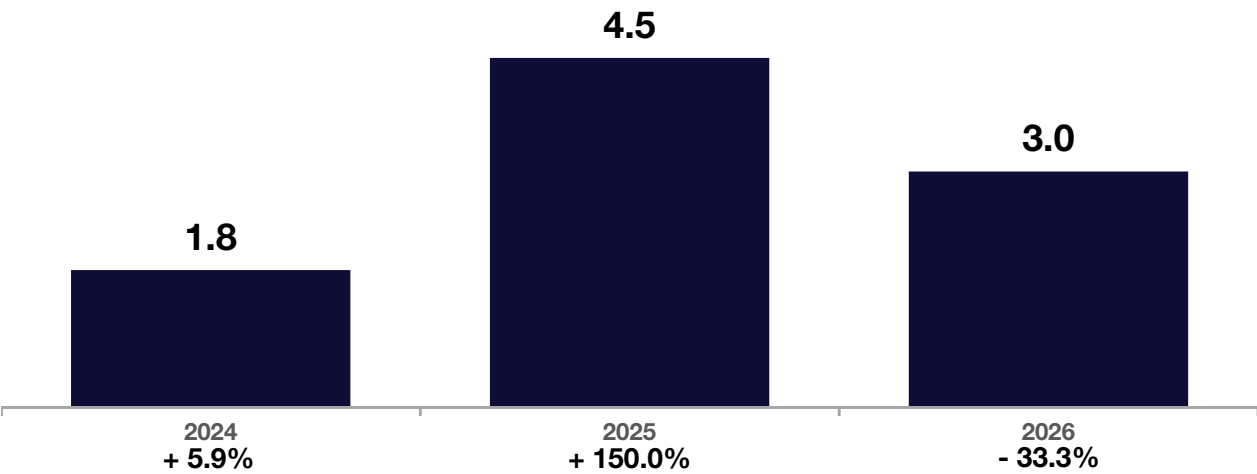


Months Supply of Inventory

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.



September



Months Supply		Prior Year	Percent Change
October 2025	4.2	2.3	+82.6%
November 2025	4.0	3.3	+21.2%
December 2025	3.1	3.3	-6.1%
January 2026	3.1	3.1	0.0%
February 2026	3.2	3.0	+6.7%
March 2026	3.3	3.0	+10.0%
April 2026	3.5	3.3	+6.1%
May 2026	4.2	3.8	+10.5%
June 2026	4.4	4.1	+7.3%
July 2026	4.4	4.0	+10.0%
August 2026	4.1	4.0	+2.5%
September 2026	3.0	4.5	-33.3%
12-Month Avg*	3.7	3.5	+5.7%

* Months Supply for all properties from October 2025 through September 2026. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month

