

Market Report

Winter 2025



MEYERWORKS
LLC

Jim & Lisa Meyer

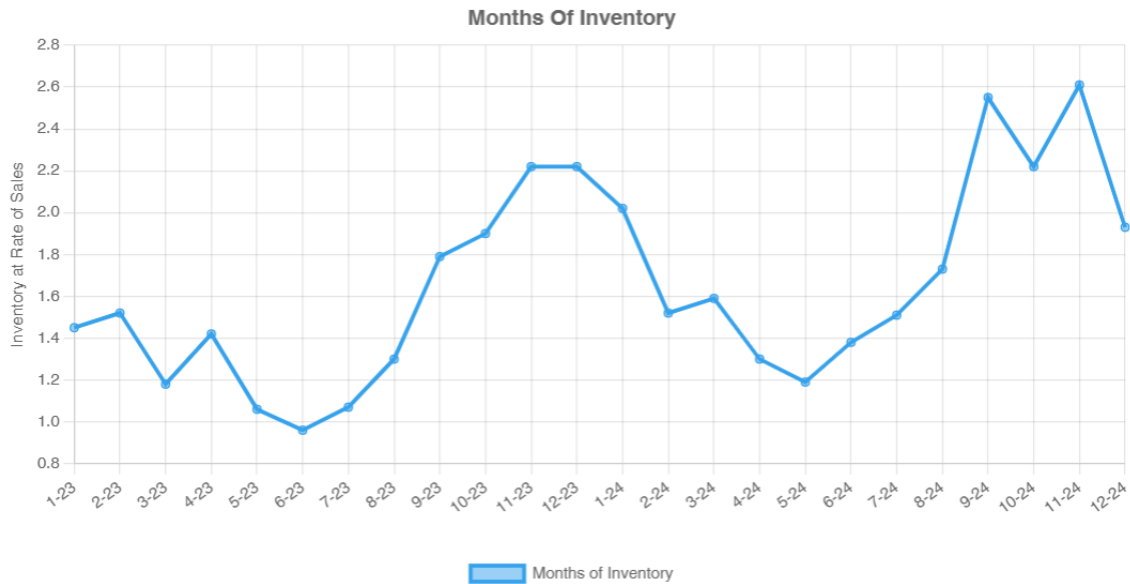
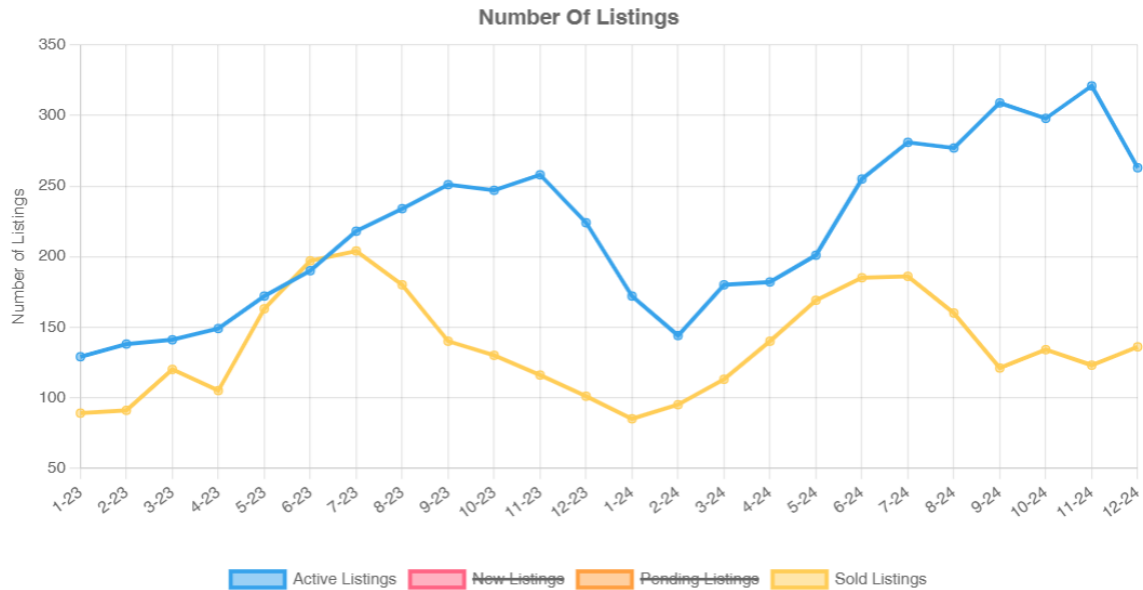
Your 2 for 1 Real Estate Team

Jim: JMeyer@MeyerWorks.com (573) 489-6150

Lisa: LMeyer@MeyerWorks.com (573) 489-0919



Market Report Existing Single-Family Homes in the Columbia, MO Area



We can look at the market trends in the charts above to draw some general conclusions about the state of the local real estate market. We can consider the seasonality of the local housing market and how the relative balance between supply and demand changes throughout the year.

Notice the 2nd chart above, this shows the number of months that it would take to sell all of the inventory currently on the market at the rate at which homes are currently selling. When the number is bigger, this is an indication that there is more supply relative to demand and therefore that there is more of a buyer's market. When

Information is deemed to be reliable, it but is not guaranteed. Data and Charts © 2025 by CBOR MLS and FBS. Report and Analysis © 2025 by MeyerWorks, LLC. Prepared by Jim Meyer on 1/24/2025.

the number is lower, this is an indication that there is less supply relative to demand and therefore that there is more of a seller's market.

Look at the 1st chart above. Notice ***the blue line, this is the number of homes actively for sale at any given time in the Columbia area.*** This tends to peak around September or October and hit bottom in January or February of any given year. ***The gold line indicates the number of properties that sell (closing occurs) in any given month.*** Closings usually peak in June and hit bottom around January. You can see that more properties sell in the spring and summer, though the peak of sales usually occurs a bit before the peak of active listings. And finally, it is apparent that there are more homes for sale at any given time than actually sell. Normally, a little more than half of all homes placed on the market sell and a little less than half of the listings expire without the home selling.

One fact to consider, not shown in this chart, is that closings typically occur about 35 days after contracts are finalized. Any given sold property would leave the active listings category and become “pending” or “under contract” for about 35 days, on average, before it shows up in the sold listings category. Another is that historically, properties are typically on the market for about 60 days, on average, before they go under contract which means that the average time between listing and closing is about 95 days.

In conclusion, the past 24 months have generally been a strong seller's market in our area. A market is considered in balance when the inventory sells in about 6 months. A shorter period than this is generally considered to be a seller's market and a greater period than this is generally considered to be a buyer's market. Most of the months during this timeframe have had inventory levels significantly less than 6 months.

Terms and Definitions

Cumulative Days on Market (CDOM) - the total length of time, in days, that a property has been on the market. In the event that a property was on the market, taken off the market for less than 90 days, and then put back on the market again, this statistic would add those individual DOM figures together to calculate the total cumulative time that the property has been on the market.

Days to Closing (DTC) - the period of time, in days, that elapses between the property going under contract (also known as sale pending) and the closing date. The property is not considered to be "on the market" during this time but it is not yet sold either.

Average Marketing Time – the total number of days from the time a property was listed until the closing occurred.

Days on Market Analysis

Existing Homes, between 1/1/2024 and 12/31/2024

for Columbia Board of REALTORS®

Zip Code	Number of Sales	Average CDOM	Average DTC	Average Marketing Time
Ashland (65010)	93	40	34	74
Hartsburg (65039)	23	88	34	122
Columbia (65201)	251	39	34	73
Columbia (65202)	453	24	32	56
Columbia (65203)	649	31	34	65
Centralia (65240)	82	34	32	66
Clark (65243)	7	99	145	244
Hallsville (65255)	49	39	34	73
Harrisburg (65256)	11	38	30	68
Rocheport (65279)	10	31	34	65
Sturgeon (65284)	18	62	37	99

Year Over Year Comparison

This Year: 1/1/2024 to 12/31/2024, Last Year: 1/1/2023 to 12/31/2023

Existing Single-Family Homes

Residential																					
Type: Single Family Residence																					
City (Zip Code)	Total Active			New Listings			Number Under Contract			Number Sold			Sold Volume			Median Sale Price			Percent of List		
	Last Year	This Year	%	Last Year	This Year	%	Last Year	This Year	%	Last Year	This Year	%	Last Year	This Year	%	Last Year	This Year	%	Last Year	This Year	%
Ashland (65010)	103	141	36	98	129	31	81	97	19	79	93	17	26,469,395	36,554,625	38	295,000	328,850	11	99	99	0
Hartsburg (65039)	23	31	34	21	26	23	9	22	144	9	23	155	3,653,825	11,524,400	215	372,000	485,000	30	97	97	0
Columbia (65201)	315	352	11	296	320	8	238	245	2	224	251	12	84,578,456	100,404,316	18	311,250	345,000	10	99	99	0
Columbia (65202)	578	636	10	554	597	7	497	487	-2	510	453	-11	132,799,604	122,374,983	-7	250,000	260,000	4	100	100	0
Columbia (65203)	796	834	4	737	770	4	632	649	2	622	649	4	243,599,562	268,548,359	10	351,000	366,000	4	99	99	0
Centralia (65240)	109	106	-2	101	96	-4	87	83	-4	87	82	-5	18,650,582	19,887,978	6	180,000	222,500	23	98	96	-2
Clark (65243)	5	9	80	4	7	75	2	7	250	2	7	250	435,000	2,395,530	450	217,500	329,000	51	98	96	-2
Hallsville (65255)	77	65	-15	68	57	-16	55	48	-12	54	49	-9	16,013,929	15,765,750	-1	262,564	315,000	19	98	98	0
Harrisburg (65256)	26	19	-26	26	17	-34	17	12	-29	18	11	-38	6,386,500	4,130,650	-35	332,500	309,000	-7	98	99	1
Rocheport (65279)	22	17	-22	21	14	-33	13	9	-30	14	10	-28	6,452,140	4,838,900	-25	437,500	495,000	13	97	93	-3
Sturgeon (65284)	24	34	41	23	32	39	18	21	16	17	18	5	3,926,900	5,348,833	36	231,000	267,716	15	97	96	-1
Single Family Residence Totals:	2079	2245	7	1950	2065	5	1649	1681	1	1636	1647	0	542,965,893	592,119,324	9	291,750	315,000	7	98	98	0

Information is deemed to be reliable, it but is not guaranteed. Data and Charts © 2025 by CBOR MLS and FBS.
Report and Analysis © 2025 by MeyerWorks, LLC. Prepared by Jim Meyer on 1/24/2025.

Supply and Demand Analysis

Existing Single-Family Homes with a Columbia, MO Postal Address

Price Range	Active Listings on 1/24/2025		Sold from 1/1/2024 to 12/31/2024		Months of Supply at Current Rate of Sale
	Number of Active Listings	Cumulative Days on Market	Number of Listings Sold in Past 12 Months	Cumulative Days on Market	
\$0-\$19,999	0	0	0	0	0.0
\$20,000-\$29,999	0	0	0	0	0.0
\$30,000-\$39,999	0	0	1	46	0.0
\$40,000-\$49,999	0	0	0	0	0.0
\$50,000-\$59,999	0	0	3	14	0.0
\$60,000-\$69,999	0	0	3	69	0.0
\$70,000-\$79,999	0	0	3	26	0.0
\$80,000-\$89,999	0	0	6	10	0.0
\$90,000-\$99,999	0	0	3	48	0.0
\$100,000-\$109,999	0	0	2	75	0.0
\$110,000-\$119,999	0	0	7	61	0.0
\$120,000-\$129,999	0	0	9	37	0.0
\$130,000-\$139,999	4	175	6	30	8.0
\$140,000-\$149,999	1	108	16	52	0.8
\$150,000-\$159,999	1	118	14	40	0.9
\$160,000-\$169,999	1	38	24	19	0.5
\$170,000-\$179,999	2	142	13	19	1.8
\$180,000-\$189,999	0	0	18	11	0.0
\$190,000-\$199,999	3	104	21	21	1.7
\$200,000-\$224,999	4	171	77	20	0.6
\$225,000-\$249,999	4	85	129	16	0.4
\$250,000-\$274,999	6	117	150	17	0.5
\$275,000-\$299,999	7	141	106	25	0.8
\$300,000-\$349,999	11	218	205	26	0.6
\$350,000-\$399,999	14	105	139	30	1.2
\$400,000-\$449,999	7	99	102	23	0.8
\$450,000-\$499,999	8	144	76	39	1.3
\$500,000-\$749,999	22	114	166	50	1.6
\$750,000-\$999,999	14	187	37	98	4.5
\$1,000,000+	9	304	20	55	5.4

Information is deemed to be reliable, it but is not guaranteed. Data and Charts © 2025 by CBOR MLS and FBS.
Report and Analysis © 2025 by MeyerWorks, LLC. Prepared by Jim Meyer on 1/24/2025.