

# MARKET REPORT

## WINTER 2026



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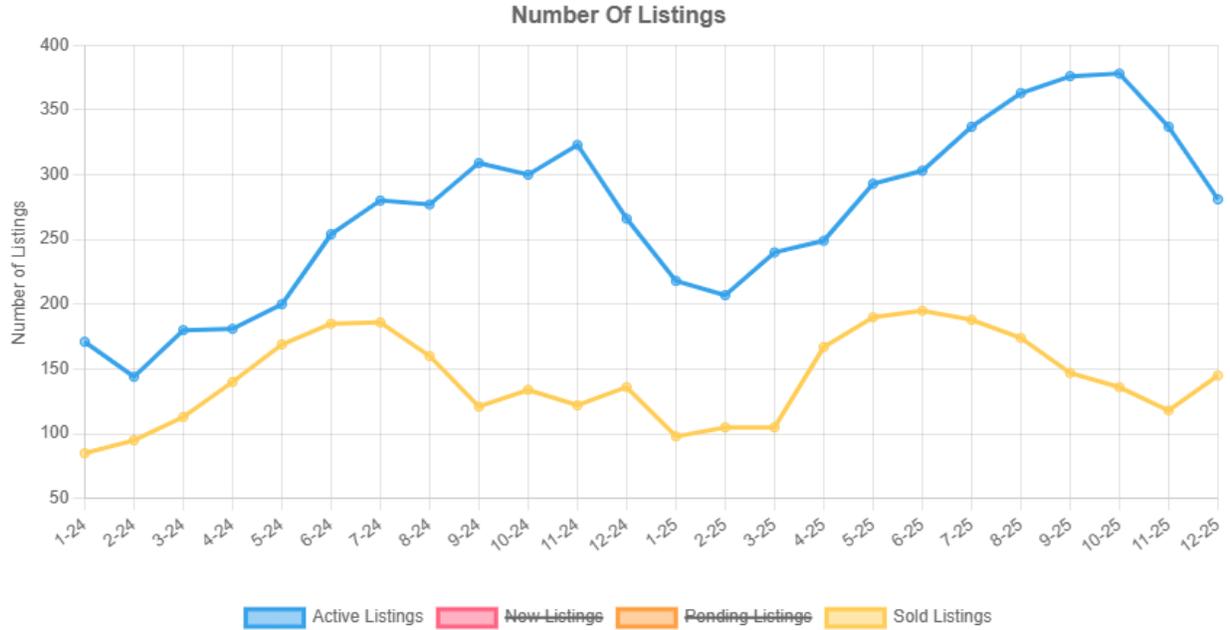
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## Market Report Existing Single-Family Homes in the Columbia, MO Area



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.

Look at the 1<sup>st</sup> 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 October or November 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 around July 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.

***Notice the 2<sup>nd</sup> 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 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.

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 been a 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. All the months during this timeframe have had inventory levels significantly less than a 6-month supply.

## 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 Single-Family Homes, between 1/1/2025 and 12/31/2025

for Columbia Board of REALTORS®

Area	Number Of Sales	Average CDOM	Average DTC	Average Marketing Time
Boone Northeast	219	46	38	84
Boone Northwest	112	38	36	74
Boone South	145	56	40	106
Boone Southeast	66	38	32	70
Boone Southwest	84	38	34	72
Central	189	30	31	61
Northeast	250	28	33	61
Northwest	140	31	29	60
Other County	984	49	32	81
Southeast	157	58	33	91
Southwest	460	36	33	69

## Year Over Year Comparison

This Year: 1/1/2025 to 12/31/2025, Last Year: 1/1/2024 to 12/31/2024

Existing Single-Family Homes

Residential															
Type: Single Family Residence															
Area	Number Sold			Sold Volume			Average Sale Price			Median Sale Price			Percent of List		
	Last Year	This Year	PCT	Last Year	This Year	PCT	Last Year	This Year	PCT	Last Year	This Year	PCT	Last Year	This Year	PCT
Boone Northeast	229	215	-6	60,692,791	65,180,802	7	265,034	303,167	14	237,000	275,000	16	98	98	0
Boone Northwest	101	108	6	33,173,389	38,672,359	16	328,449	358,077	9	290,000	305,200	5	99	99	0
Boone South	129	140	8	52,901,525	56,533,048	6	410,089	403,807	-1	341,000	349,000	2	99	99	0
Boone Southeast	48	63	31	18,751,831	26,252,430	39	390,663	416,705	6	294,950	277,000	-6	99	100	1
Boone Southwest	85	79	-7	38,286,066	34,115,696	-10	450,424	431,844	-4	315,000	339,000	7	99	100	1
Central	191	185	-3	54,201,231	53,002,821	-2	283,776	286,502	0	241,800	238,500	-1	100	99	0
Northeast	191	241	26	50,044,394	66,400,531	32	262,013	275,521	5	262,500	273,000	4	100	100	0
Northwest	108	134	24	29,462,150	38,176,247	29	272,798	284,897	4	268,250	276,025	2	100	100	0
Southeast	135	150	11	61,814,349	69,456,163	12	457,884	463,041	1	435,000	420,000	-3	99	99	0
Southwest	428	453	5	191,935,598	207,731,568	8	448,448	458,569	2	400,000	414,900	3	99	99	0
<b>Totals: Single Family Residence</b>	<b>1646</b>	<b>1768</b>	<b>7</b>	591,642,324	655,521,665	10	359,442	370,770	3	<b>314,900</b>	<b>324,900</b>	<b>3</b>	99	<b>99</b>	0

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# Supply and Demand Analysis

Existing Single-Family Homes in Boone County

Price Range	Active Listings on 1/19/2026		Sold from 1/1/2025 to 12/31/2025		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	1	8	0.0
\$30,000-\$39,999	0	0	0	0	0.0
\$40,000-\$49,999	1	24	2	2	6.0
\$50,000-\$59,999	0	0	3	6	0.0
\$60,000-\$69,999	0	0	1	6	0.0
\$70,000-\$79,999	0	0	1	119	0.0
\$80,000-\$89,999	0	0	2	68	0.0
\$90,000-\$99,999	0	0	2	14	0.0
\$100,000-\$109,999	0	0	1	6	0.0
\$110,000-\$119,999	0	0	2	45	0.0
\$120,000-\$129,999	0	0	4	169	0.0
\$130,000-\$139,999	0	0	10	60	0.0
\$140,000-\$149,999	2	131	14	45	1.7
\$150,000-\$159,999	2	37	22	45	1.1
\$160,000-\$169,999	0	0	19	20	0.0
\$170,000-\$179,999	2	66	33	32	0.7
\$180,000-\$189,999	3	138	27	21	1.3
\$190,000-\$199,999	6	189	29	19	2.5
\$200,000-\$224,999	3	136	88	27	0.4
\$225,000-\$249,999	5	113	137	22	0.4
\$250,000-\$274,999	4	63	165	31	0.3
\$275,000-\$299,999	7	132	178	22	0.5
\$300,000-\$349,999	26	217	300	35	1.0
\$350,000-\$399,999	15	125	183	32	1.0
\$400,000-\$449,999	12	122	137	52	1.1
\$450,000-\$499,999	12	157	94	38	1.5
\$500,000-\$749,999	37	171	239	59	1.9
\$750,000-\$999,999	11	148	55	75	2.4
\$1,000,000+	15	297	19	104	9.5

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