

MARKET REPORT

SPRING 2026



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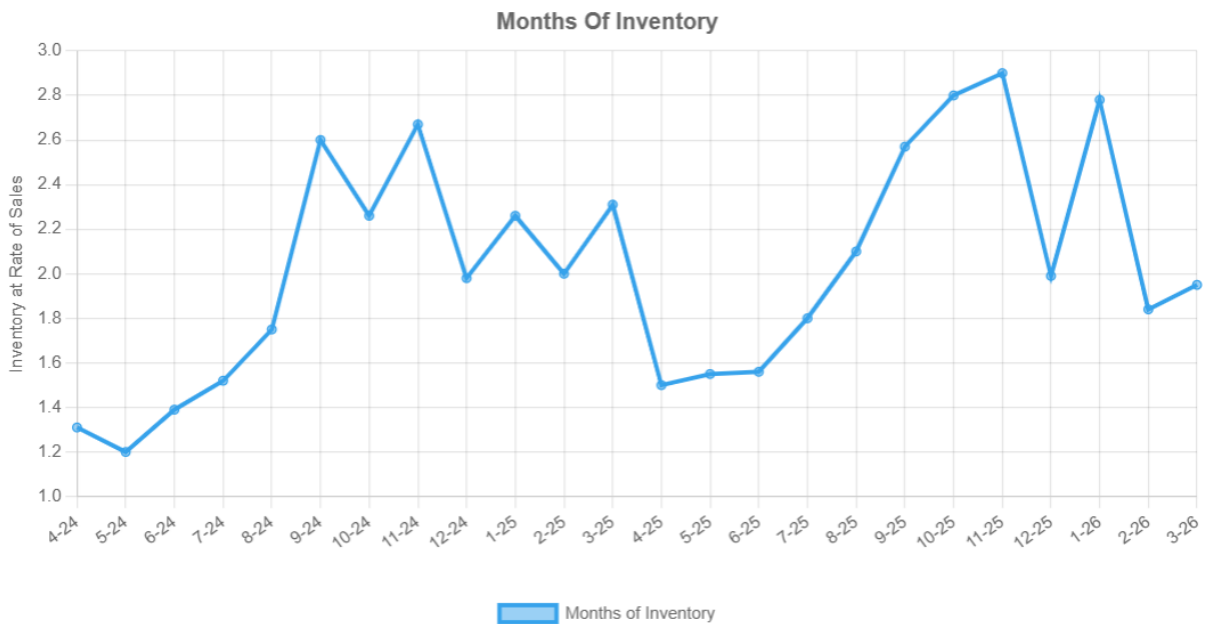
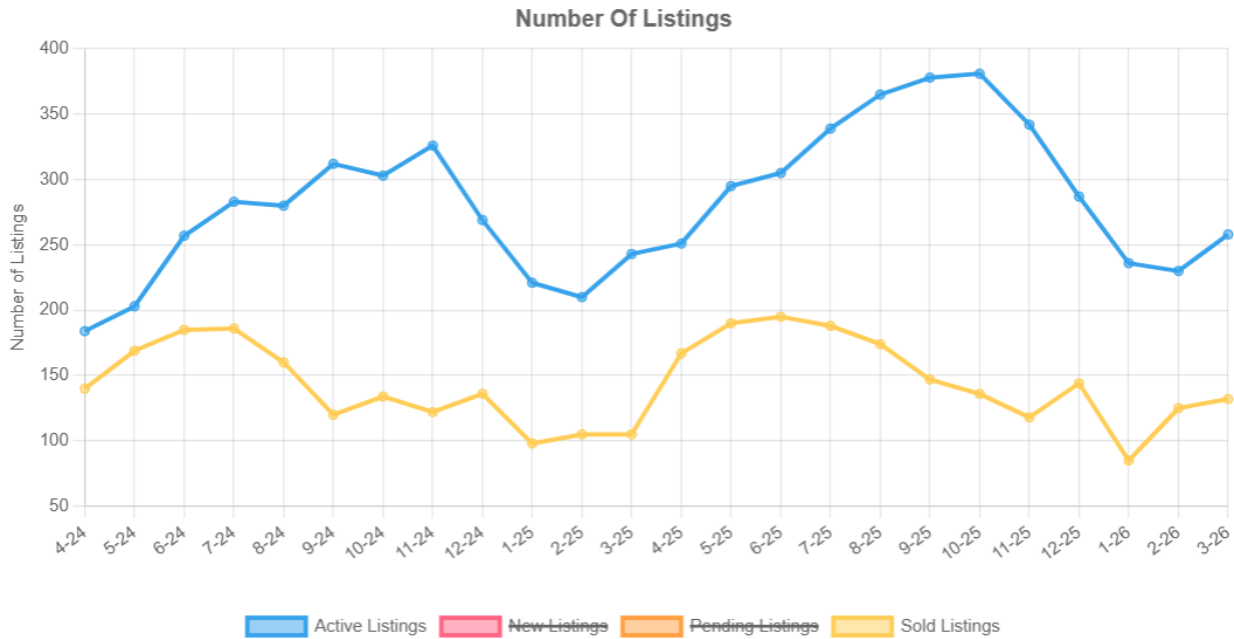
JIM MEYER

JMEYER@MEYERWORKS.COM

[\(573\) 489-6150](tel:(573)489-6150)



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 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 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 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 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 4/1/2025 and 3/31/2026

for Columbia Board of REALTORS®

Area	Number of Sales	Average CDOM	Average DTC	Average Marketing Time
Boone Northeast	213	45	37	82
Boone Northwest	107	45	36	81
Boone South	136	64	39	103
Boone Southeast	62	38	31	69
Boone Southwest	85	41	34	75
Central	175	34	31	65
Northeast	217	24	34	58
Northwest	116	28	31	59
Other County	927	51	31	82
Southeast	151	60	34	94
Southwest	439	40	32	72

Year Over Year Comparison

This Year: 4/1/2025 to 3/31/2026, Last Year: 4/1/2024 to 3/31/2025

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	227	213	-6	61,200,118	65,441,392	6	269,604	307,237	13	240,000	279,900	16	98	99	0
Boone Northwest	103	107	3	34,387,488	40,770,391	18	333,859	381,032	14	285,000	329,000	15	98	100	1
Boone South	132	136	3	54,630,146	55,178,928	1	413,865	405,727	-1	346,500	355,000	2	98	99	0
Boone Southeast	46	62	34	17,780,335	26,704,700	50	386,529	430,721	11	294,950	286,000	-3	99	100	0
Boone Southwest	70	85	21	33,918,936	36,450,696	7	484,556	428,832	-11	322,500	330,000	2	99	100	1
Central	184	175	-4	52,472,099	50,281,220	-4	285,174	287,321	0	236,500	241,400	2	100	99	0
Northeast	214	217	1	56,597,119	59,740,707	5	264,473	275,303	4	265,000	271,000	2	100	100	0
Northwest	126	116	-7	34,584,171	33,702,976	-2	274,478	290,543	5	269,450	289,950	7	100	100	0
Other County	942	927	-1	236,644,418	254,756,970	7	251,215	274,819	9	219,950	237,000	7	100	100	0
Southeast	134	151	12	58,680,849	70,969,713	20	437,917	469,998	7	412,500	435,000	5	99	99	0
Southwest	425	439	3	190,751,805	204,154,156	7	448,828	465,044	3	400,000	420,000	5	99	99	0
No Area Defined	3	151	4933	939,000	46,254,878	4825	313,000	306,324	-2	0	0	0	98	103	5
Totals	2606	2779	6	832,586,484	944,406,726	13	319,488	339,837	6	278,000	300,000	7	100	100	0

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Supply and Demand Analysis

Existing Single-Family Homes in Boone County

Price Range	Active Listings on 4/20/2026		Sold from 4/1/2025 to 3/31/2026		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	
\$20,000-\$29,999	0	0	0	0	
\$30,000-\$39,999	0	0	0	0	
\$40,000-\$49,999	0	0	2	24	0.0
\$50,000-\$59,999	0	0	4	5	0.0
\$60,000-\$69,999	0	0	1	6	0.0
\$70,000-\$79,999	0	0	0	0	
\$80,000-\$89,999	0	0	1	101	0.0
\$90,000-\$99,999	0	0	2	14	0.0
\$100,000-\$109,999	0	0	1	4	0.0
\$110,000-\$119,999	0	0	2	45	0.0
\$120,000-\$129,999	0	0	6	149	0.0
\$130,000-\$139,999	1	60	12	38	1.0
\$140,000-\$149,999	2	15	11	46	2.2
\$150,000-\$159,999	0	0	27	44	0.0
\$160,000-\$169,999	1	163	23	14	0.5
\$170,000-\$179,999	3	115	36	30	1.0
\$180,000-\$189,999	2	213	28	19	0.9
\$190,000-\$199,999	3	146	32	28	1.1
\$200,000-\$224,999	3	70	76	26	0.5
\$225,000-\$249,999	1	21	142	18	0.1
\$250,000-\$274,999	2	73	156	23	0.2
\$275,000-\$299,999	10	154	170	20	0.7
\$300,000-\$349,999	20	230	290	38	0.8
\$350,000-\$399,999	15	110	197	37	0.9
\$400,000-\$449,999	12	92	147	48	1.0
\$450,000-\$499,999	12	120	102	43	1.4
\$500,000-\$749,999	42	106	254	67	2.0
\$750,000-\$999,999	19	97	60	79	3.8
\$1,000,000+	15	216	19	93	9.5

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