



HAAR

HUNTSVILLE AREA ASSOCIATION of REALTORS®

HUNTSVILLE AREA REAL ESTATE

ECONOMICS

Q1



REPORT

Analysis Conducted by
Dilcu Barnes, Ph.D.



COLLEGE OF BUSINESS
THE UNIVERSITY OF ALABAMA IN HUNTSVILLE
Center for Management & Economic Research

Madison County Residential Real Estate Report First Quarter 2026



Created for

Executive Overview

1Q Insight Focus

- ✦ *A total of 1584 homes were sold in 1Q 2026.*
- ✦ *Average Days on Market: 64 days*
- ✦ *The median sales price was \$332,884.*
- ✦ *Pending sales at the end of the first quarter of 2026 totaled 664.*
- ✦ *The national average rate for a 30-year fixed mortgage was approximately 6.2% in March 2026.*
- ✦ *U.S. inflation rate (March 2026): 3.3%*

In the first quarter of 2026, 1,584 homes were sold, reflecting a 1.8% increase compared to the 1,556 units sold in the first quarter of 2025. While this represents a modest year-over-year gain, overall sales activity remains below peak levels observed in 2021 and 2022, indicating a continued normalization of the market. Of these sales, 13% closed above list price, while 48% sold below list price. New construction accounted for a significant portion of the market, with 569 homes sold, representing approximately 36% of total sales, while existing homes accounted for the remaining 64%.

Year over year, sales increased in the \$250K–\$300K, \$350K–\$500K, \$500K–\$650K, and over \$800K price ranges. In contrast, sales declined in homes priced below \$250K, as well as in the \$300K–\$350K and \$650K–\$800K ranges. The largest increase occurred in the \$500K–\$650K price range, where sales rose by about 26% compared to the first quarter of 2025. The largest decline occurred in the \$200K–\$250K range, where sales fell by about 21% from the same period last year.

On the supply side, inventory trends varied across price ranges. Average inventory levels declined in several mid-range segments, particularly for homes priced between \$300K and \$800K, while increases were observed in homes priced below \$150K and those above \$800K. The most notable increase, approximately 36%, occurred in homes priced above \$800K compared to Q1 2025.

The number of homes available for sale in March 2026 reached 2,394, the highest level recorded so far in 2026. However, this still represents a 5.5% decrease compared to the 2,530 homes available in March 2025, indicating that inventory levels, while improving on a seasonal basis, remain below last year's levels. Consistent with this, the months of supply for all homes stands at approximately 4.4 months, suggesting a market that is approaching more balanced conditions.

The average days on market was 64 days, unchanged compared to the first quarter of 2025. However, it increased by approximately 21% from the 53 days recorded in the previous quarter.

Median home prices continued to show modest growth. The median sales price in the first quarter of 2026 reached approximately \$332,884, representing a 2.5% increase compared to the same period last year.

From a broader economic perspective, inflation rose to 3.3% in March 2026, compared to an average of 2.6% in 2025. At the same time, the national average rate for a 30-year fixed mortgage remained around 6.2%.

Madison County Residential Real Estate Report First Quarter 2026



Created for

1Q 2026 Market Snapshot

- Inventory at the end of March 2026 was down roughly 5% year-over-year, decreasing from 2530 homes in March 2025 to 2,394.
- The months of supply for all homes stands at approximately 4.4 months
- The median sales price in Q1 2026 was \$332,884, slightly increased from \$324,900 in Q1 2025. (Table 1)

Sales		1Q 2026		Compared to	1Q 2025		
1Q 2026 Homes Sold rose to	1,584	1.8%	↑		1,556		
1Q 2026 Pending Sales fell to	664	-13.7%	↓	769			
Number of Listings		March 2026		Compared to	March 2025		
1Q 2026 Ending Level fell to	2394	-5.4%	↓		2530		
Median Sales Price		1Q 2026		Compared to	1Q 2025		
1Q 2026 rose to	\$332,884	2.5%	↑		\$324,900		
Sales Price vs List Price		1Q 2026		Compared to	1Q 2025		
Sales Price Above List Price	210	13%			233	15%	
Sales Price Below List Price	762	48%		704	45%		
Days on Market		1Q 2026		Compared to	1Q 2025		
1Q 2026 DoM fell to	64 days		↓		64 days		
Months of Supply		1Q 2026		Compared to	1Q 2025		
1Q 2026 MoS fell to	4.4 mo.		↓		4.7 mo.		
Sales by Price Band		1Q 2026		Compared to	1Q 2025		
Less than \$150,000 fell to	56	-21.1%	↓		71		
\$150,000-\$200,000 fell to	80	-18.4%	↓		98		
\$200,000-\$250,000 fell to	156	-21.2%	↓		198		
\$250,000-\$300,000 rose to	328	16.7%	↑		281		
\$300,000-\$350,000 fell to	240	-5.5%	↓		254		
\$350,000-\$500,000 rose to	429	8.6%	↑		395		
\$500,000-\$650,000 rose to	172	25.5%	↑		137		
\$650,000-\$800,000 fell to	67	-5.6%	↓		71		
Greater than \$800,000 rose to	56	9.8%	↑	51			
Listings by Price Band		1Q 2026		Compared to	1Q 2025		
Less than \$150,000 rose to	61	24.5%	↑		49		
\$150,000-\$200,000 fell to	113	-2.6%	↓		116		
\$200,000-\$250,000 fell to	165	0.0%	→		165		
\$250,000-\$300,000 rose to	416	3.5%	↑		402		
\$300,000-\$350,000 fell to	341	-13.7%	↓		395		
\$350,000-\$500,000 fell to	621	-8.7%	↓		680		
\$500,000-\$650,000 fell to	272	-8.7%	↓		298		
\$650,000-\$800,000 fell to	142	-15.5%	↓		168		
Greater than \$800,000 rose to	198	35.6%	↑	146			

Table 1

Madison County Residential Real Estate Report First Quarter 2026



Created for

1Q 2026 Key Metrics

- Pending sales at the end of the first quarter of 2026 totaled 664, a decline from 769 in the first quarter of 2025. (Table 2)

MADISON COUNTY, ALABAMA

Quarter 1 2026

SALES												
Monthly Unit Sales	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2024	378	545	536	586	723	685	703	644	623	564	545	622
2025	420	528	608	663	743	635	648	642	671	660	499	567
2026	457	481	646									
2024-2026 Avg	418	518	597									
Median Sales Price	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2024	\$330,000	\$330,000	\$320,495	\$336,430	\$340,000	\$339,900	\$349,900	\$325,745	\$338,312	\$330,000	\$319,000	\$325,000
2025	\$330,000	\$317,950	\$327,000	\$330,000	\$338,000	\$345,000	\$341,250	\$330,450	\$320,000	\$339,995	\$336,004	\$329,900
2026	\$337,900	\$320,000	\$338,750									
Quarter Units Sold	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026		
Total Quarter	1,410	1,524	1,567	1,801	1,970	1,886	1,486	1,459	1,556	1,584		
3-year Average	1,259	1,402	1,500	1,631	1,779	1,886	1,781	1,610	1,500	1,533		
Quarter Units Sales vs List Price	2026											
Units Sales Price ABOVE List	210		13%									
Units Sales Price EQUAL List	612		39%									
Units Sales Price BELOW List	762		48%									
Median Sales Price	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026		
First Quarter	\$179,154	\$191,500	\$208,333	\$233,688	\$265,000	\$322,218	\$329,610	\$325,000	\$324,900	\$332,884		
% Change YoY	4.6%	6.9%	8.8%	12.2%	13.4%	21.6%	2.3%	-1.4%	0.0%	2.5%		
% Change 3 yr Avg	4.2%	6.1%	6.8%	9.4%	11.5%	16.1%	11.3%	6.8%	0.3%	0.6%		
% Change 5 yr Avg	2.2%	3.2%	5.8%	8.0%	9.5%	13.3%	11.1%	8.7%	6.2%	4.3%		
Sales by Price Range	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026		
First Qtr												
Below \$150,000	510	461	349	331	196	97	77	44	71	56		
\$150,000-\$200,000	327	342	385	310	234	123	105	93	98	80		
\$200,000-\$250,000	182	239	272	366	401	198	149	138	198	156		
\$250,000-\$300,000k	159	180	194	263	430	341	254	289	281	328		
\$300,000-\$350,000	91	118	139	166	213	351	277	284	254	240		
\$350,000-\$500,000	116	141	184	263	347	529	376	364	395	429		
\$500,000-\$650,000	18	29	29	68	90	164	149	157	137	172		
\$650,000-\$800,000	4	8	8	20	31	47	62	52	71	67		
Above \$800,000	3	6	7	14	28	36	37	38	51	56		
Change in Number of Sales	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026		
Below \$150,000	0.2%	-9.6%	-24.3%	-5.2%	-40.8%	-50.5%	-20.6%	-42.9%	61.4%	-21.1%		
\$150,000-\$200,000	22.0%	4.6%	12.6%	-19.5%	-24.5%	-47.4%	-14.6%	-11.4%	5.4%	-18.4%		
\$200,000-\$250,000	4.6%	31.3%	13.8%	34.6%	9.6%	-50.6%	-24.7%	-7.4%	43.5%	-21.2%		
\$250,000-\$300,000k	30.3%	13.2%	7.8%	35.6%	63.5%	-20.7%	-25.5%	13.8%	-2.8%	16.7%		
\$300,000-\$350,000	15.2%	29.7%	17.8%	19.4%	28.3%	64.8%	-21.1%	2.5%	-10.6%	-5.5%		
\$350,000-\$500,000	30.3%	21.6%	30.5%	42.9%	31.9%	52.4%	-28.9%	-3.2%	8.5%	8.6%		
\$500,000-\$650,000	-18.2%	61.1%	0.0%	134.5%	32.4%	82.2%	-9.1%	5.4%	-12.7%	25.5%		
\$650,000-\$800,000	0.0%	100.0%	0.0%	150.0%	55.0%	51.6%	31.9%	-16.1%	36.5%	-5.6%		
Above \$800,000	-25.0%	100.0%	16.7%	100.0%	100.0%	28.6%	2.8%	2.7%	34.2%	9.8%		
Pending Sales	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026		
End of Quarter	340	221	391	729	725	634	569	595	769	664		
Sales by Type of Financing	Cash	Conventional	FHA	Other	Owner Financed	USDA RD	VA Loan					
1Q 2026 Units Sold	244	792	241	4	2	33	268					
Average Price per Type	\$350,233	\$399,949	\$307,330	\$409,038	\$245,000	\$257,589	\$434,717					
Home Sales First Quarter	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026		
Existing Properties	1,043	1,151	1,140	1,249	1,349	1,280	1,030	924	975	1,015		
New Construction	367	373	427	552	621	606	456	535	581	569		

Table 2

Madison County Residential Real Estate Report First Quarter 2026



Created for

1Q Metrics Details

- The number of homes sold in January and March exceeded the sales figures of 2025, while the sales in February 2026 were slightly lower compared to the same month in 2025. (Figure 1)
- The median sales price change turned negative in 2024 (-1.4%) and remained slightly negative in 2025 (-0.03%). By 2026, prices show a modest recovery of 2.5%, roughly in line with the average inflation for the quarter (2.7%). (Figure 2)

MADISON COUNTY, ALABAMA

Quarter 1 2026

INVENTORY		2017	2018	2019	2020	2021	2022	2023	2024	2025	2026
Units	Below \$150,000	492	268	130	67	20	15	22	24	49	61
	\$150,000-\$200,000	432	285	155	58	28	14	32	48	116	113
	\$200,000-\$250,000	357	254	185	148	36	24	52	83	165	165
	\$250,000-\$300,000k	324	289	170	149	68	37	179	332	402	416
	\$300,000-\$350,000	174	183	121	83	59	90	310	323	395	341
	\$350,000-\$500,000	312	293	220	198	137	175	404	474	680	621
	\$500,000-\$650,000	88	98	84	87	85	85	212	250	298	272
	\$650,000-\$800,000	44	43	50	38	35	26	123	119	168	142
	Above \$800,000	54	54	42	49	47	51	97	117	146	198
Months of Supply		2017	2018	2019	2020	2021	2022	2023	2024	2025	2026
	Below \$150,000	3.1	2.0	1.3	0.6	0.3	0.5	1.0	1.6	2.1	3.4
	\$150,000-\$200,000	4.1	2.6	1.4	0.5	0.3	0.3	0.9	1.6	3.6	4.4
	\$200,000-\$250,000	6.2	3.5	2.2	1.2	0.4	0.4	1.1	1.9	2.5	3.3
	\$250,000-\$300,000k	6.4	4.9	3.1	1.6	0.6	0.3	2.2	3.7	4.5	4.0
	\$300,000-\$350,000	6.3	5.0	3.0	1.8	0.8	0.9	3.7	3.6	4.8	4.4
	\$350,000-\$500,000	7.8	6.4	3.8	2.2	1.5	1.0	3.4	4.0	5.3	4.4
	\$500,000-\$650,000	15.0	9.1	9.5	3.6	2.9	1.7	4.5	5.1	6.8	5.0
	\$650,000-\$800,000	34.2	10.8	20.5	6.2	3.0	3.2	7.9	7.0	7.8	7.4
	Above \$800,000	37.0	28.7	18.2	19.8	5.2	4.1	8.5	9.8	8.8	11.1
	All Homes	4.8	3.5	2.4	2.0	1.3	0.9	2.9	3.6	4.7	4.4
ECONOMIC INDICATORS		2017	2018	2019	2020	2021	2022	2023	2024	2025	2026
	Madison County Population	361,046	366,519	372,909	388,153	395,211	403,605	412,600	423,355	433,516	n/a
	Workforce	175,153	178,551	184,491	187,247	192,204	196,908	208,078	219,990	n/a	n/a
	Household Units	161,760	164,272	166,516	169,204	171,542	179,337	182,179	187,082	n/a	n/a
	Median Household Income	\$61,318	\$63,417	\$64,130	\$66,887	\$68,166	\$80,123	\$83,528	\$86,499	n/a	n/a
	Madison County GDP (\$mil)	\$23,738	\$24,854	\$26,124	\$26,615	\$27,914	\$29,457	\$31,184	\$32,237	n/a	n/a
	Annualized Inflation Rate (CPI)	2.1%	2.4%	1.8%	1.2%	4.7%	8.0%	4.1%	2.9%	2.6%	3.3%
	National 30yr Mortgage Rate Mar	4.2%	4.4%	4.3%	3.5%	3.1%	4.2%	6.5%	6.8%	6.7%	6.2%

Table 3

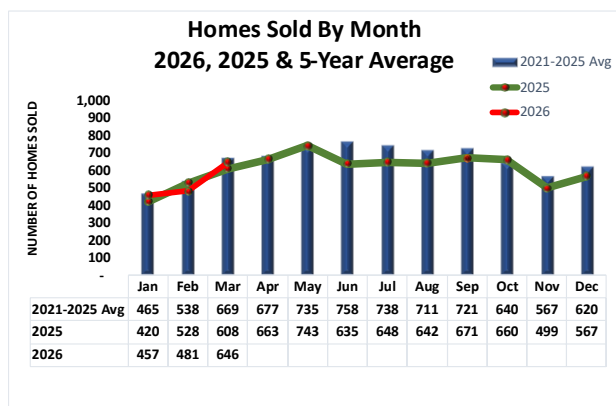


Figure 1

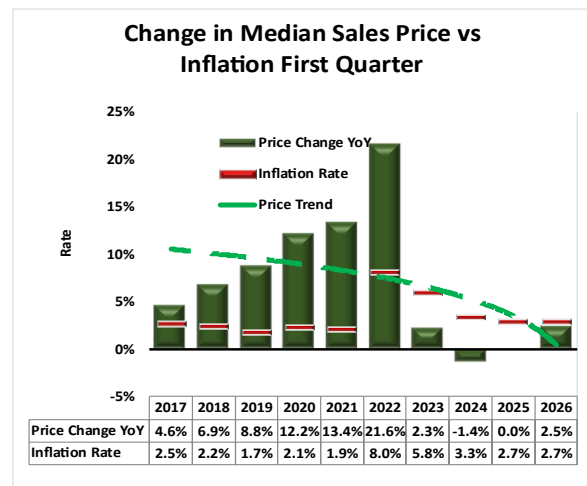


Figure 2

Madison County Residential Real Estate Report First Quarter 2026

1Q Metrics Details, continued

- Figure 3 illustrates the total number of residential units sold in the first quarter over the past 10 years. Sales were lowest in 2017 (1,410) and peaked in 2021 (1,970). A total of 1,584 residential units were sold in Q1 2026, representing an 8.2% decrease from the previous quarter (1,726 units in Q4 2025), a 1.8% increase from Q1 2025 (1,556 units), and a 0.6% decline compared to the five-year first-quarter average of 1,594 units. (Figure 3)
- The median sales price for residential properties in the first quarter of 2026 was \$332,884, the highest first-quarter level on record. Both the three-year and five-year first-quarter averages remain positive, reflecting a sustained long-term upward trend despite short-term fluctuations. (Figure 4)
- Looking at monthly median sales prices in the first quarter of 2026, all three months exceeded the corresponding levels observed in 2025, indicating consistent year-over-year price growth early in the year. (Figure 5)

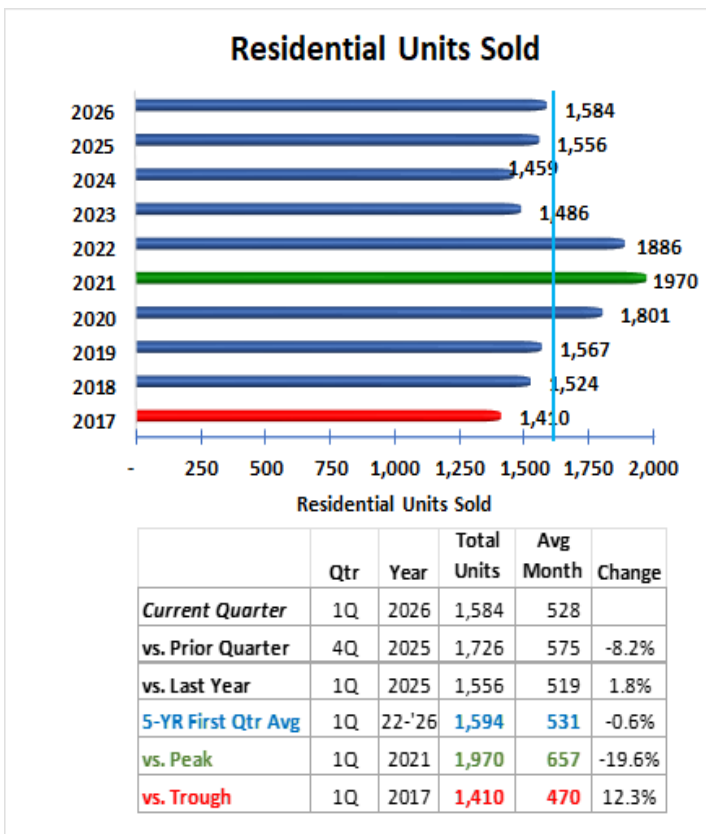


Figure 3

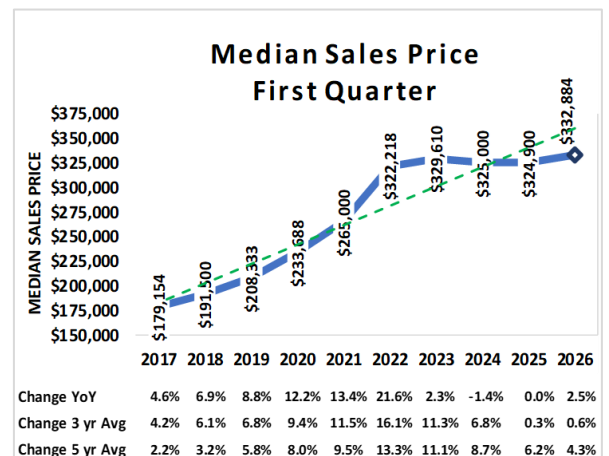


Figure 4

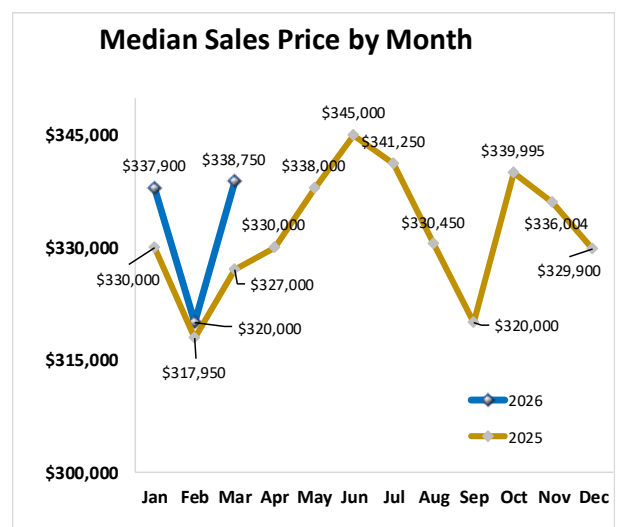


Figure 5

Madison County Residential Real Estate Report First Quarter 2026

1Q Metrics Details, continued

- Sales of homes priced above \$800K and between \$350K–\$500K continued to increase in Q1 2026 compared to both Q1 2025 and Q1 2024. (Figure 6)
- The largest percentage change in the number of homes sold is observed in the \$500K–650K price range, where sales increased by 26% compared to the first quarter of 2025. (Figure 7)
- Average inventory levels declined across several mid-range segments, particularly in the \$300K–\$350K, \$350K–\$500K, \$500K–\$650K, and \$650K–\$800K ranges, while increasing in a few price segments, with the most significant increase observed in homes priced above \$800K. (Figure 8)
- When comparing the average number of homes listed in the current quarter with the prior quarter, the first-quarter inventory has decreased each year. (Figure 9)

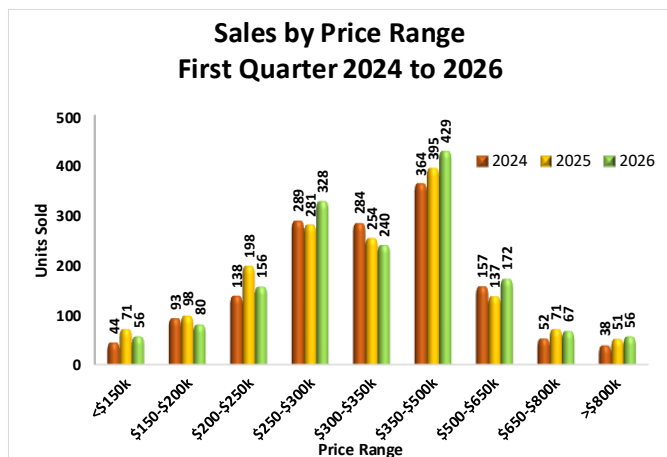


Figure 6

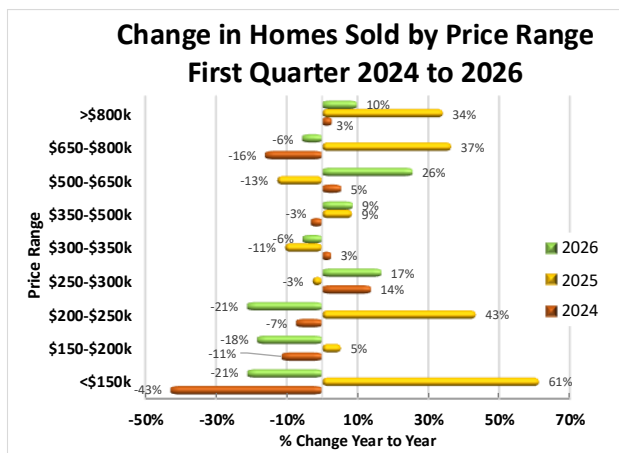


Figure 7

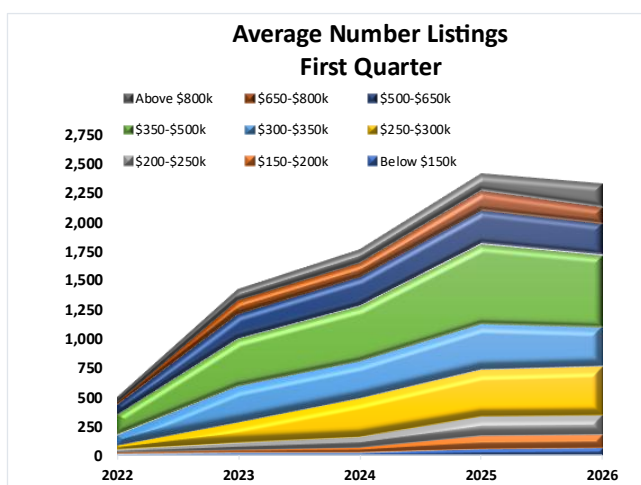


Figure 8

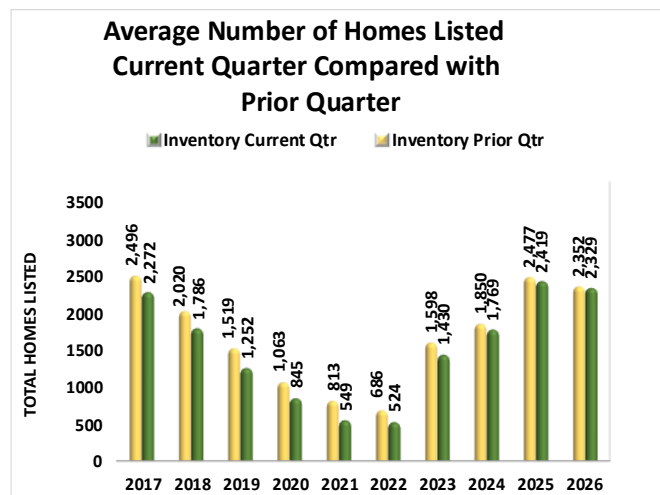


Figure 9

Madison County Residential Real Estate Report First Quarter 2026

1Q Metrics Details, continued

- Average Days on Market remained almost the same at around 64 days. (Figure 10)
- The number of units pending at the end of the first quarter of 2026 decreased to 664 homes. Additionally, the end inventory for the quarter continued to rise, reaching its peak in March 2025. However, it declined to 2,394 in March 2026. (Figure 11)
- Months of supply increased for homes priced below \$250K and above \$800K, while decreasing across all other price bands. (Figure 12)
- Based on recent years' sales and inventory levels, total sales could go up to around 2000 in 2Q 2026 while the ending inventory of listed homes may go up to around 2500. (Figure 13)

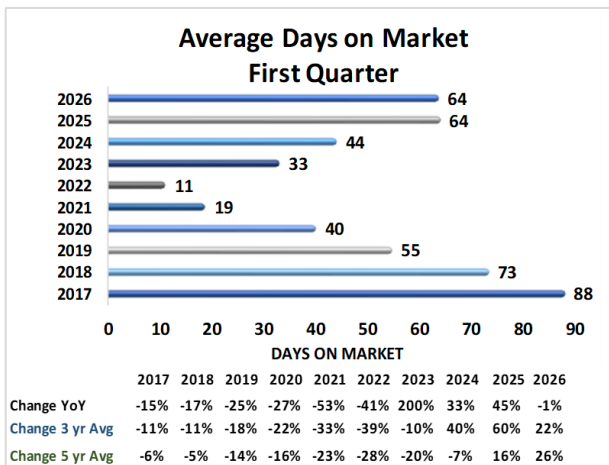


Figure 10

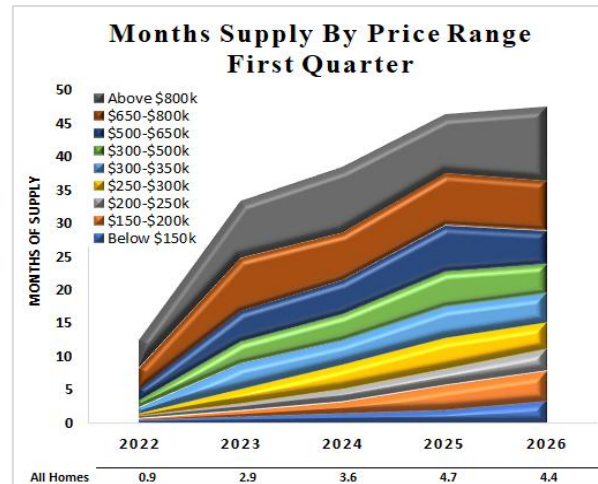


Figure 12

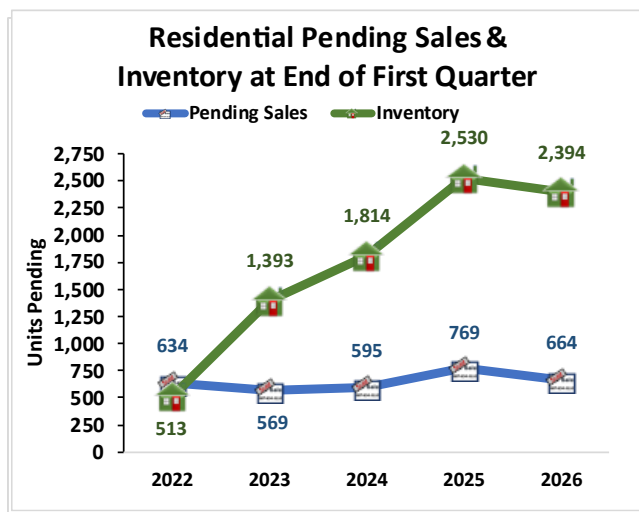


Figure 11

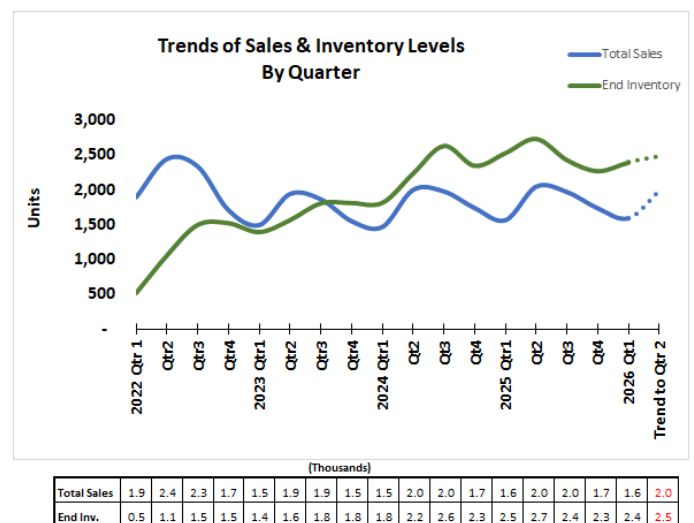


Figure 13

Madison County Residential Real Estate Report First Quarter 2026

Madison County Economic Indicators

- Madison County’s population grew to an estimated 433,516 as of July 2025 according to Census Bureau QuickFacts. The Madison County workforce estimate for 2024 was 219,990, based on the annual average reported by the U.S. Bureau of Labor Statistics. (Figure 14)
- Median Household Income continued to rise reaching an estimated \$86,499 in 2024 dollars. (Figure 15)
- The number of household units grew to an estimated 187,082 in 2024 according to Census Bureau QuickFacts. A housing unit is a house, an apartment, a mobile home, a group of rooms, or a single room that is occupied (or if vacant, is intended for occupancy) as separate living quarters. (Figure 16)
- Gross domestic product (GDP) data are reported in thousands of chained (2017) dollars and represent real (inflation-adjusted) GDP from the Bureau of Economic Analysis. Madison County’s GDP increased to \$32.2 billion in 2024. Real GDP by county measures each area’s output using national prices for goods and services. (Figure 17)

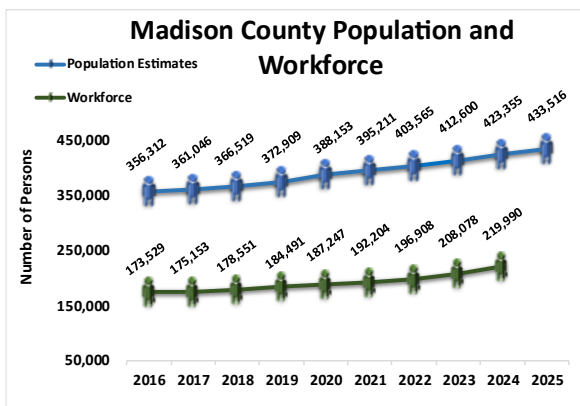


Figure 14

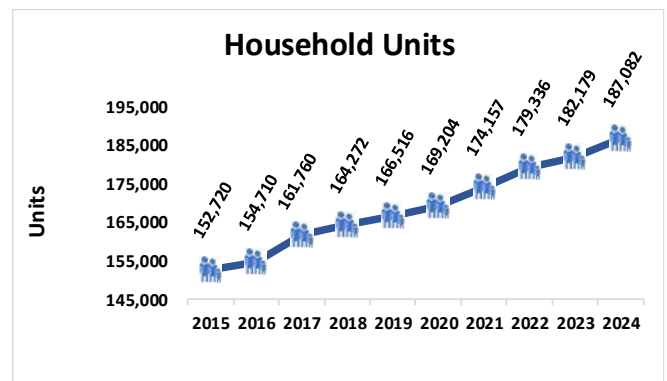


Figure 16

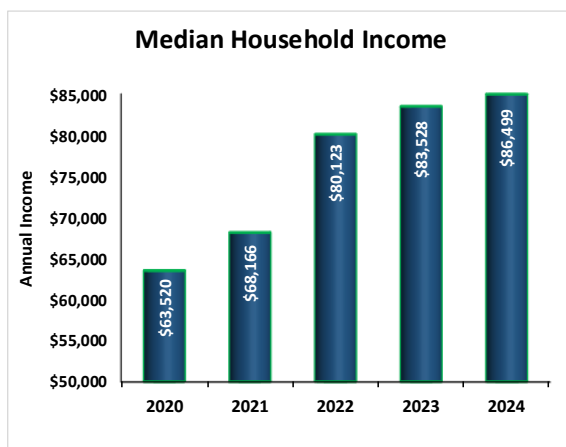


Figure 15

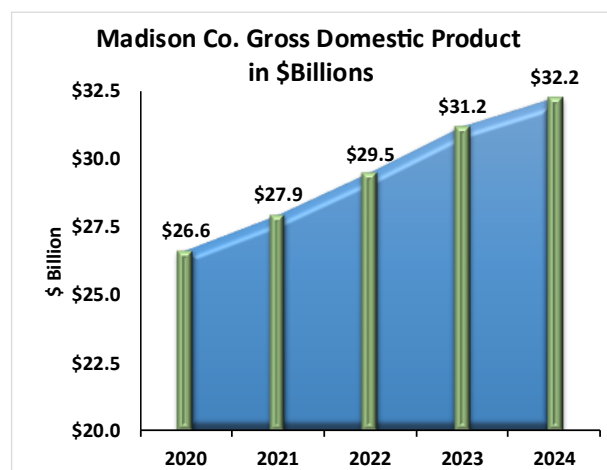


Figure 17

Data Sources:

- Alabama Department of Labor
- Huntsville Area Association of Realtors Monthly Housing Statistics Reports
- U.S. Bureau of Economic Analysis
- U.S. Census Bureau
- Valley MLS System

Analysis & Report Prepared by:

- Dilcu Barnes, Ph.D.

Questions regarding this report may be directed to:

- Dilcu Barnes, dh0066@uah.edu

**Madison County Residential
Real Estate Report
First Quarter 2026**



PAGE INTENTIONALLY LEFT BLANK