



1st Quarter 2026 Marshall and Madison County Real Estate Market Analysis

The Marshall and Madison County housing market continued shifting toward a buyers' market in the first quarter of 2026, though conditions remain generally neutral and not strongly favoring either buyers or sellers.

In the City of Marshall, the number of home sales increased from 2 homes in the first quarter of 2025 to 3 homes in the first quarter of 2026 while in Madison County, the number of home sales decreased from 48 sales in the first quarter of 2025 to 37 sales in the first quarter of 2026 ([Chart 2](#)). Median home prices edged downward during this period, with Madison County decreasing from \$443,000 to \$400,000, and Marshall from \$441,000 to \$329,000 ([Chart 3](#)).

Inventory levels fluctuated in most price categories between the first quarters of 2025 and 2026 ([Table 3](#) and [Table 4](#)). A balanced market is typically defined as having six months of inventory—meaning it would take six months to sell all available homes based on the past year's pace. Less than six months indicates a seller's market, while more than six months signals a buyer's market. In the city of Marshall inventory levels were less than 6 months in many price ranges, while in Madison County inventory levels were more than 6 months in most price ranges ([Table 1](#) and [Table 2](#)).

Average Days on Market (DOM) soared from 64 days in Marshall in 2025 to 161 days in the first quarter of 2026. In Madison County, DOM decreased from 103 days to 98 days ([Chart 4](#)). This fluctuation largely reflects higher inventory levels, giving buyers more options and reducing urgency compared to prior years. However, rising DOM can also indicate increased market activity, as older listings begin to sell. Trends in the second and third quarters of 2026 will help clarify whether this increase reflects a market shift or a temporary adjustment.

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Inventory of Homes

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Chart 1 [\(back to top\)](#)

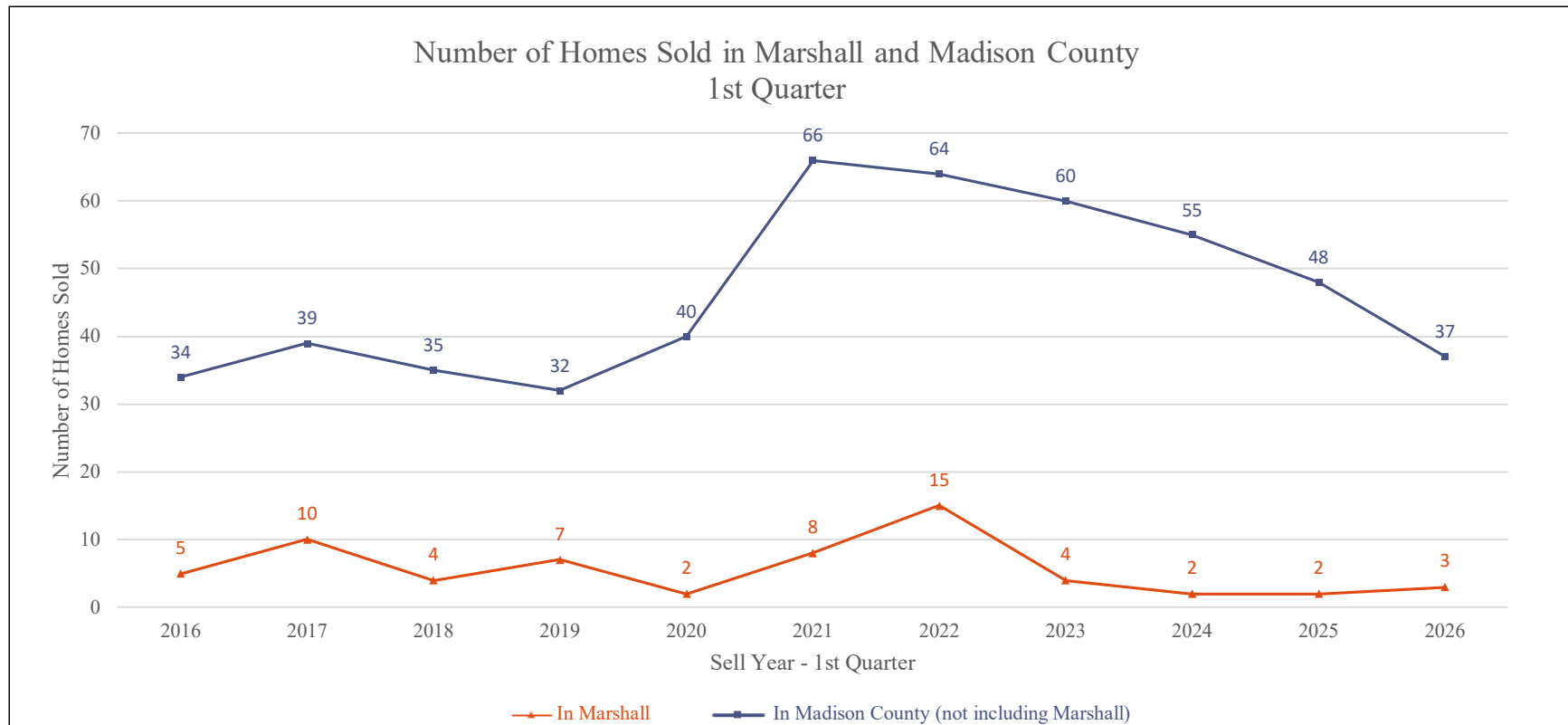


Chart 2 [\(back to top\)](#)

Median Home Sale Price in Marshall and Madison County

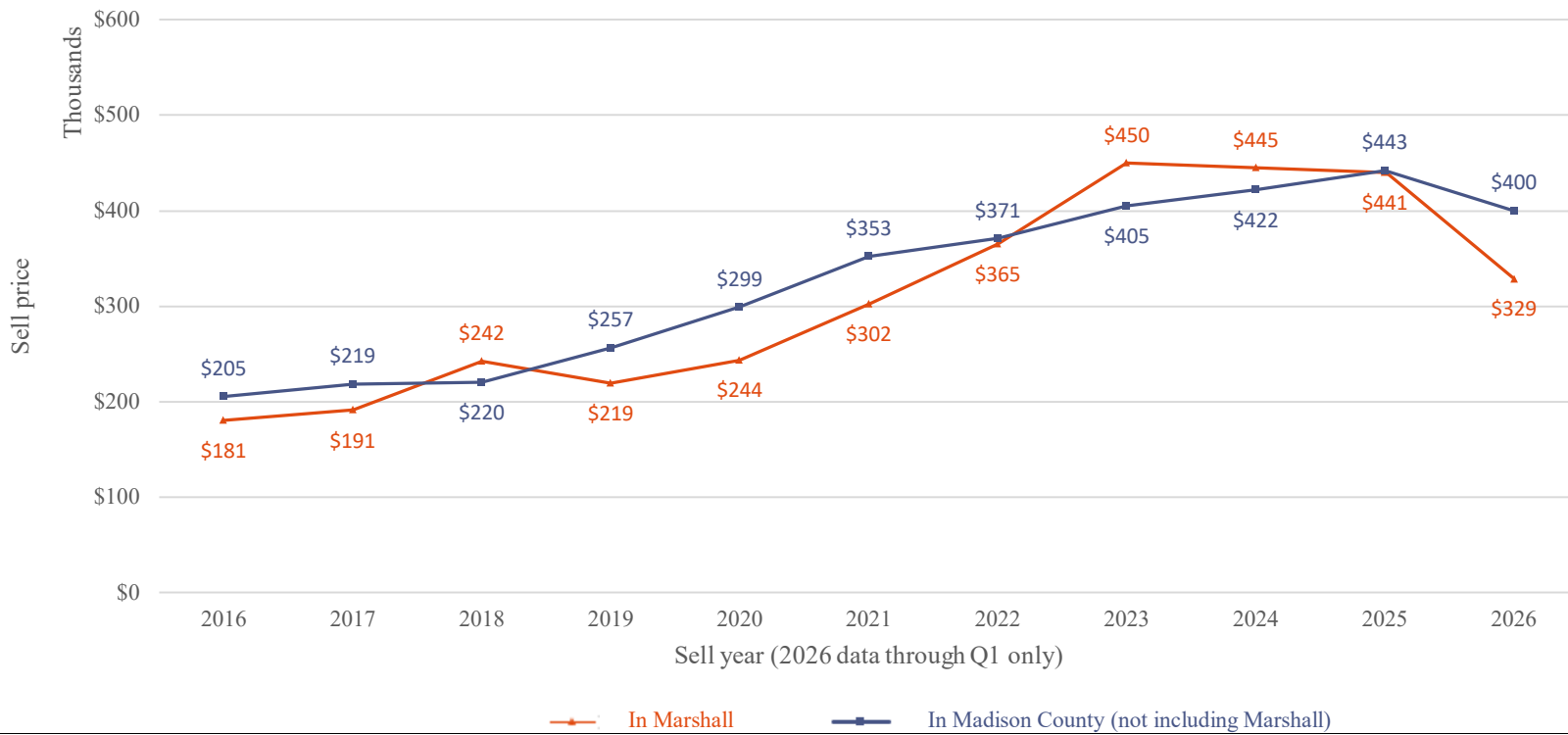


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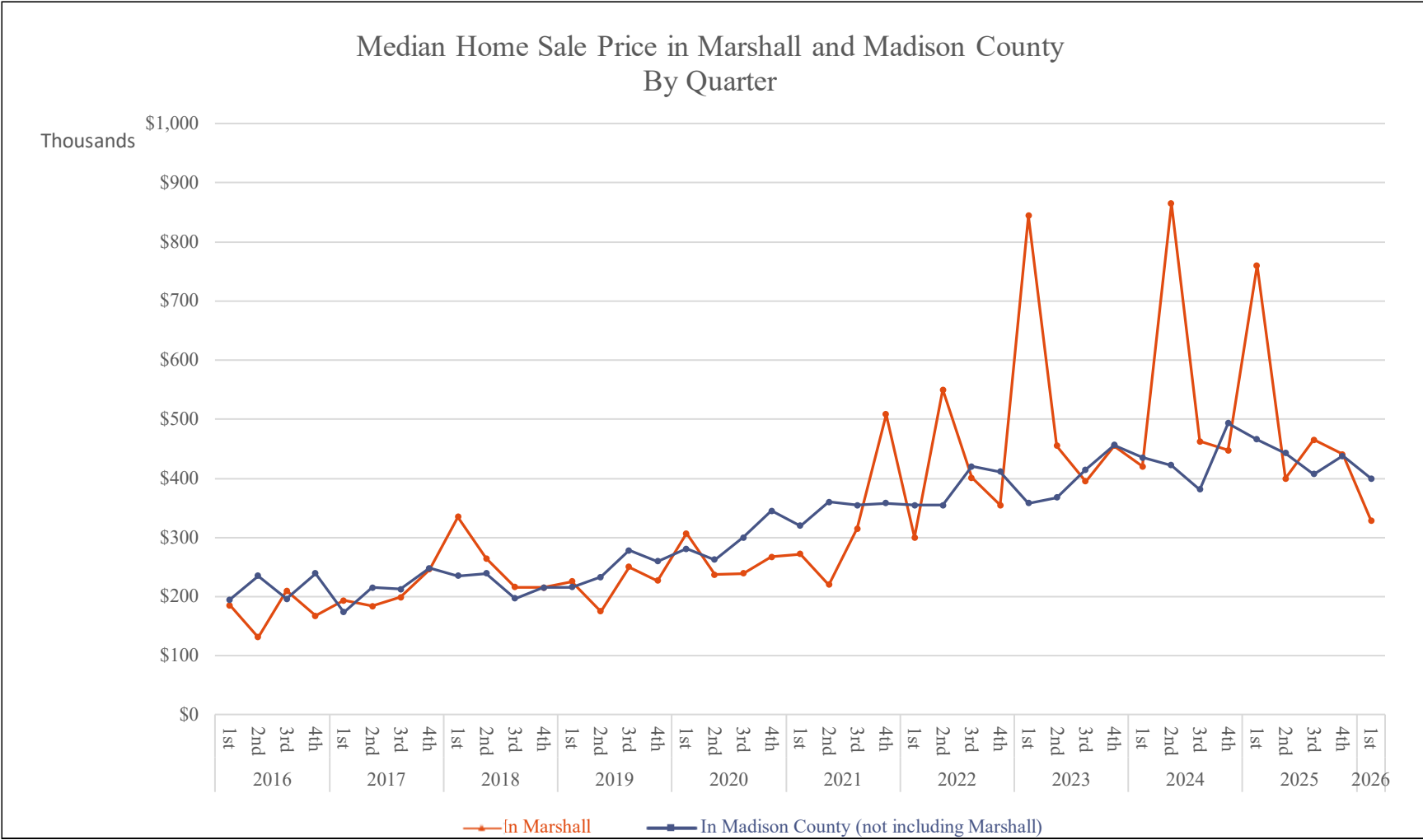


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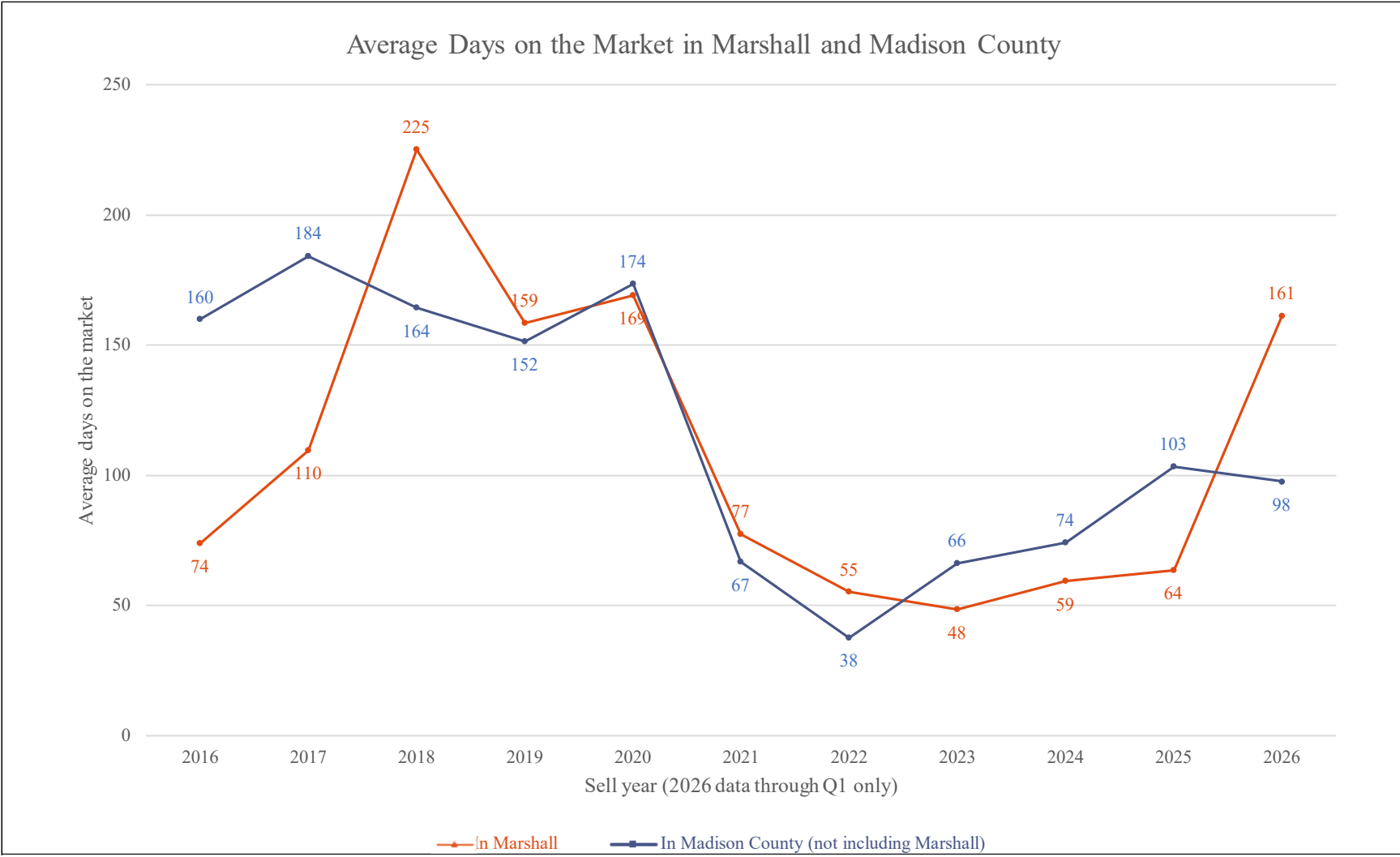


Table 1 ([back to top](#))

| Marshall Housing Inventory 1st Quarter 2026 | | | |
|--|---|---|----------------------------------|
| Price range | Number of Homes On the Market (as of Mar 31, 2026) | Number of Homes Sold in Last 12 Months | Inventory (in months) |
| \$0-\$100,000 | 0 | 0 | NA |
| \$100,001-\$150,000 | 0 | 1 | 0.00 |
| \$150,001-\$200,000 | 0 | 0 | NA |
| \$200,001-\$250,000 | 0 | 1 | 0.00 |
| \$250,001-\$300,000 | 1 | 1 | 12.00 |
| \$300,001-\$350,000 | 0 | 1 | 0.00 |
| \$350,001-\$400,000 | 0 | 3 | 0.00 |
| \$400,001-\$450,000 | 0 | 3 | 0.00 |
| \$450,001-\$500,000 | 2 | 1 | 24.00 |
| \$500,001-\$600,000 | 0 | 2 | 0.00 |
| \$600,001-\$700,000 | 1 | 0 | NA |
| \$700,001-\$800,000 | 1 | 1 | 12.00 |
| \$800,001-\$900,000 | 0 | 0 | NA |
| \$900,001-\$1,000,000 | 0 | 0 | NA |
| \$1,000,001-\$1,500,000 | 0 | 2 | 0.00 |
| \$1,500,001+ | 1 | 0 | NA |

Table 2 ([back to top](#))

| Madison County (not Marshall) Housing Inventory 1st Quarter 2026 | | | |
|---|---|---|----------------------------------|
| Price range | Number of Homes On the Market (as of Mar 31, 2026) | Number of Homes Sold in Last 12 Months | Inventory (in months) |
| \$0-\$100,000 | 0 | 6 | 0.00 |
| \$100,001-\$150,000 | 1 | 5 | 2.40 |
| \$150,001-\$200,000 | 4 | 2 | 24.00 |
| \$200,001-\$250,000 | 4 | 12 | 4.00 |
| \$250,001-\$300,000 | 5 | 14 | 4.29 |
| \$300,001-\$350,000 | 13 | 22 | 7.09 |
| \$350,001-\$400,000 | 15 | 28 | 6.43 |
| \$400,001-\$450,000 | 15 | 17 | 10.59 |
| \$450,001-\$500,000 | 11 | 15 | 8.80 |
| \$500,001-\$600,000 | 10 | 22 | 5.45 |
| \$600,001-\$700,000 | 12 | 21 | 6.86 |
| \$700,001-\$800,000 | 5 | 7 | 8.57 |
| \$800,001-\$900,000 | 3 | 6 | 6.00 |
| \$900,001-\$1,000,000 | 4 | 6 | 8.00 |
| \$1,000,001-\$1,500,000 | 6 | 5 | 14.40 |
| \$1,500,001+ | 9 | 1 | 108.00 |

Table 3 ([back to top](#))

| Inventory Trend in Marshall (measured in months) | | | | |
|---|--------------------------|--------------------------|--------------------------|--------------------------|
| Price range | 1st Qtr. 2023 | 1st Qtr. 2024 | 1st Qtr. 2025 | 1st Qtr. 2026 |
| \$0-\$100,000 | 0.0 | 0.0 | 0.0 | NA |
| \$100,001-\$150,000 | 0.0 | 0.0 | 0.0 | 0.0 |
| \$150,001-\$200,000 | 0.0 | 0.0 | 0.0 | NA |
| \$200,001-\$250,000 | 0.0 | 0.0 | 0.0 | 0.0 |
| \$250,001-\$300,000 | 3.0 | 0.0 | 12.0 | 12.0 |
| \$300,001-\$350,000 | 0.0 | 0.0 | 6.0 | 0.0 |
| \$350,001-\$400,000 | 0.0 | 0.0 | 0.0 | 0.0 |
| \$400,001-\$450,000 | 0.0 | 0.0 | 0.0 | 0.0 |
| \$450,001-\$500,000 | 0.0 | 0.0 | 12.0 | 24.0 |
| \$500,001-\$600,000 | 0.0 | 0.0 | 0.0 | 0.0 |
| \$600,001-\$700,000 | 0.0 | 0.0 | 0.0 | NA |
| \$700,001-\$800,000 | 0.0 | 0.0 | 0.0 | 12.0 |
| \$800,001-\$900,000 | 4.0 | 0.0 | 0.0 | NA |
| \$900,001-\$1,000,000 | 0.0 | 0.0 | 0.0 | NA |
| \$1,000,001-\$1,500,000 | 0.0 | 0.0 | 0.0 | 0.0 |
| \$1,500,001+ | 0.0 | 6.0 | 0.0 | NA |

Table 4 ([back to top](#))

| Inventory Trend in Madison County not including Marshall (measured in months) | | | | |
|--|--------------------------|--------------------------|--------------------------|--------------------------|
| Price range | 1st Qtr. 2023 | 1st Qtr. 2024 | 1st Qtr. 2025 | 1st Qtr. 2026 |
| \$0-\$100,000 | 0.0 | 0.0 | 6.0 | 0.0 |
| \$100,001-\$150,000 | 0.0 | 0.0 | 0.0 | 2.4 |
| \$150,001-\$200,000 | 2.4 | 6.0 | 9.6 | 24.0 |
| \$200,001-\$250,000 | 1.3 | 3.2 | 0.0 | 4.0 |
| \$250,001-\$300,000 | 0.7 | 3.0 | 2.3 | 4.3 |
| \$300,001-\$350,000 | 1.8 | 2.6 | 2.1 | 7.1 |
| \$350,001-\$400,000 | 4.0 | 5.5 | 7.5 | 6.4 |
| \$400,001-\$450,000 | 4.7 | 1.6 | 4.6 | 10.6 |
| \$450,001-\$500,000 | 4.3 | 1.2 | 3.3 | 8.8 |
| \$500,001-\$600,000 | 0.3 | 3.0 | 4.6 | 5.5 |
| \$600,001-\$700,000 | 4.2 | 4.4 | 7.3 | 6.9 |
| \$700,001-\$800,000 | 5.5 | 3.2 | 13.5 | 8.6 |
| \$800,001-\$900,000 | 3.0 | 10.0 | 8.0 | 6.0 |
| \$900,001-\$1,000,000 | 8.0 | 12.0 | 12.0 | 8.0 |
| \$1,000,001-\$1,500,000 | 5.3 | 8.0 | 12.0 | 14.4 |
| \$1,500,001+ | 36.0 | 18.0 | 0.0 | 108.0 |

About this Report

The data used in this report comes from the Carolina Multiple Listing Service (Carolina MLS). Information is given for all residential property types: single family homes, condominiums, and townhomes.

Mosaic Community Lifestyle Realty uses five statistical indicators in this report: 1) Number of Homes Sold, 2) Average Sales Price, 3) Average Days on Market (DOM), 4) Inventory, and 5) Average Price per Square Foot by Sell Price Category. When Madison County statistics are given, they do not include sales in Marshall.

Number of Homes Sold: A measure of how many sales took place over a certain period of time.

Median Sales Price: The median price of all of the properties sold.

Average Days on Market (DOM): The average number of days that it took properties to go under contract from the time they were listed on MLS.

Inventory: Inventory is a measure of how many months it would take for all of the homes that are currently on the market to sell based on the sales volume of the preceding 12 months. For example, if there were 200 homes on the market and 400 homes sold in the last 12 months, there would be 6 months of inventory (i.e. it would take 6 months for all of the currently on the market to sell).