closer

3rd Quarter 2026 Marshall and Madison County Real Estate Market Analysis

The Marshall and Madison County housing market stabilized in the 3rd quarter of 2026, with conditions remaining generally balanced between buyers and sellers in the market overall, but with variations between price ranges.

The median home sale price in the City of Marshall was $357,000 in the first three quarters of 2026. The median home sale price of $442,000 in the first three quarters of 2026 in Madison County was virtually the same as the $443,000 median home sale price in 2025 (Chart 2). The median home sale price increased in both Marshall and Madison County between the 2nd and 3rd quarters of 2026, which is most likely random variability between quarters, but which is a data point that will be important to monitor future trends (Chart 3).

Compared to the first three quarters of 2025, the number of homes sold in Madison County rose 10% in 2026, while in the city of Marshall the number of home sales decreased by 20% (Chart 1). Interest rates rose in the last month of the 3rd quarter of 2026, and if they stay elevated throughout the end of the year, 4th quarter home sales may decline.

Days on Market (DOM) rose between 2025 and the first three quarters of 2026, with 182 DOM in the City of Marshall and 109 DOM in Madison County, showing that buyers are taking longer to make home buying decisions. The current figures for Marshall and Madison County are closer to the pre-Covid DOM numbers of 2018-2019, when the market was also balanced (Chart 4).

Inventory is the best predictor of market direction. A balanced market is typically defined as having six months of inventory—meaning it would take six months to sell all available homes at the previous year's sales pace. Less than six months indicates a seller's market, while more than six months signals a buyer's market. Rising inventory indicates movement toward a buyer's market, while declining inventory signals a shift toward a seller's market. Comparing the 3rd quarters of 2025 and 2026 (Table 3 and Table 4), inventory levels fluctuated between price ranges, increasing in some price ranges and decreasing in others. Some lower- and mid-priced segments remained below six months of inventory, most categories were near 6 months, and some higher-priced segments exceeded six months (Table 1 and Table 2).

Table of Contents

Below is a list of the charts and tables in this report.

Number of Homes Sold

Chart 1- Number of Homes Sold in Marshall and Madison County

Median Sales Prices

Chart 2- Median Home Sale Price in Marshall Madison County
Chart 3- Median Home Sale Price in Marshall and Madison County by Quarter

Average Days on Market

Chart 4- Average Days on Market in Marshall and Madison County

Inventory of Homes

Table 1- Inventory Levels of Homes in Marshall
Table 2- Inventory Levels of Homes in Madison County
Table 3- Historical Inventory Levels of Homes in Marshall
Table 4- Historical Inventory Levels of Homes in Madison County

Chart 1 (back to top)

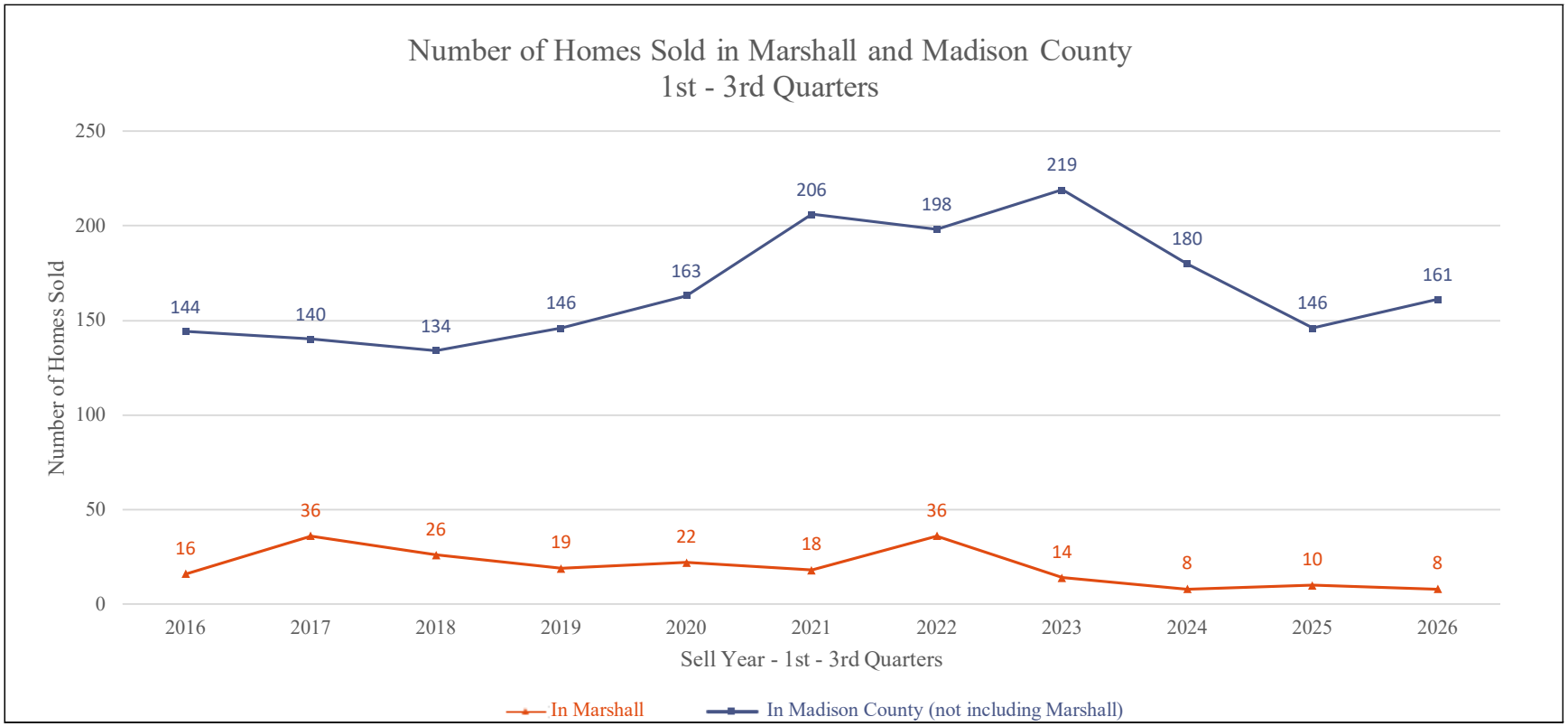


Chart 2 (back to top)

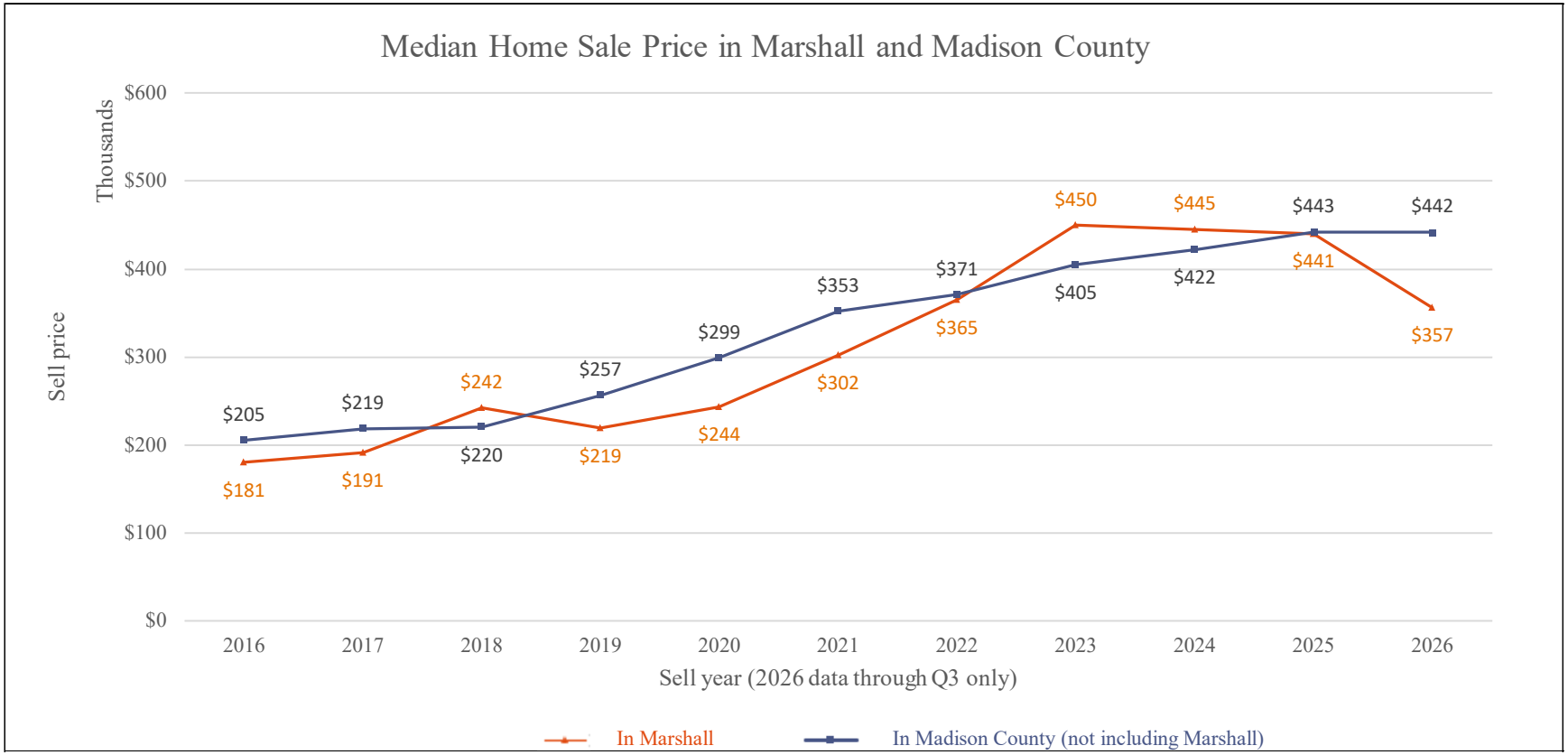


Chart 3 (back to top)

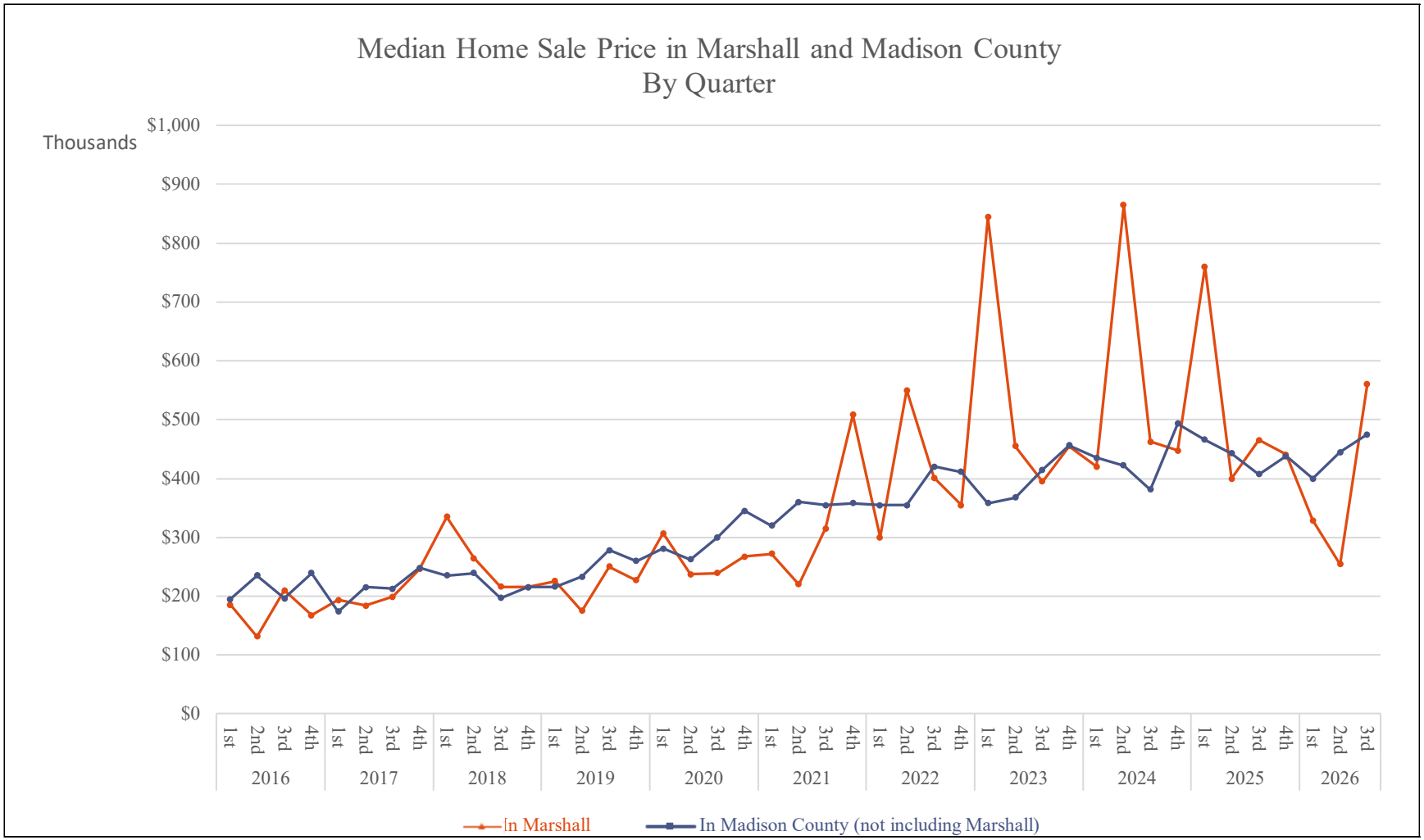


Chart 4 (back to top)

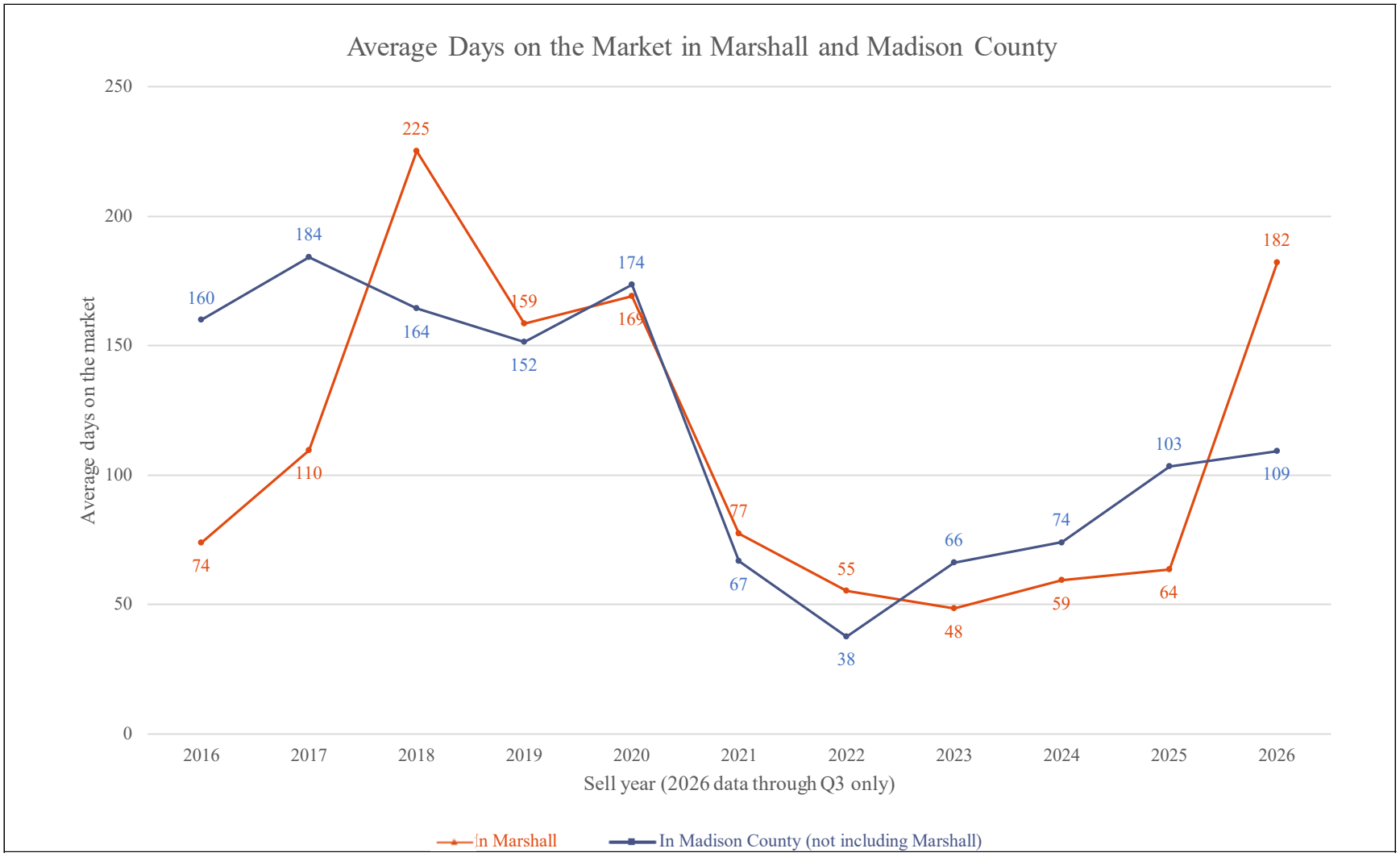


Table 1 (back to top)

Marshall Housing Inventory 3rd Quarter 2026			
Price range	**Number of Homes On the Market (as of Sep 30, 2026)**	**Number of Homes Sold in Last 12 Months**	**Inventory (in months)**
$0-$100,000	0	0	NA
$100,001-$150,000	0	2	0.00
$150,001-$200,000	0	1	0.00
$200,001-$250,000	0	0	NA
$250,001-$300,000	1	1	12.00
$300,001-$350,000	1	1	12.00
$350,001-$400,000	3	2	18.00
$400,001-$450,000	0	2	0.00
$450,001-$500,000	1	0	NA
$500,001-$600,000	1	1	12.00
$600,001-$700,000	0	0	NA
$700,001-$800,000	0	1	0.00
$800,001-$900,000	0	0	NA
$900,001-$1,000,000	0	0	NA
$1,000,001-$1,500,000	1	1	12.00
$1,500,001+	0	1	0.00

Table 2 (back to top)

Madison County (not Marshall) Housing Inventory 3rd Quarter 2026			
Price range	**Number of Homes On the Market (as of Sep 30, 2026)**	**Number of Homes Sold in Last 12 Months**	**Inventory (in months)**
$0-$100,000	0	6	0.00
$100,001-$150,000	0	8	0.00
$150,001-$200,000	2	2	12.00
$200,001-$250,000	6	13	5.54
$250,001-$300,000	4	14	3.43
$300,001-$350,000	16	23	8.35
$350,001-$400,000	22	22	12.00
$400,001-$450,000	12	29	4.97
$450,001-$500,000	8	15	6.40
$500,001-$600,000	21	21	12.00
$600,001-$700,000	21	24	10.50
$700,001-$800,000	13	8	19.50
$800,001-$900,000	12	9	16.00
$900,001-$1,000,000	8	8	12.00
$1,000,001-$1,500,000	6	7	10.29
$1,500,001+	15	6	30.00

Table 3 (back to top)

Inventory Trend in Marshall (measured in months)				
Price range	**3rd Qtr. 2023**	**3rd Qtr. 2024**	**3rd Qtr. 2025**	**3rd 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	0.0
$200,001-$250,000	12.0	0.0	0.0	NA
$250,001-$300,000	0.0	0.0	0.0	12.0
$300,001-$350,000	0.0	12.0	0.0	12.0
$350,001-$400,000	0.0	6.0	0.0	18.0
$400,001-$450,000	0.0	0.0	12.0	0.0
$450,001-$500,000	6.0	2.4	6.0	NA
$500,001-$600,000	0.0	0.0	4.0	12.0
$600,001-$700,000	0.0	0.0	0.0	NA
$700,001-$800,000	0.0	0.0	0.0	0.0
$800,001-$900,000	12.0	0.0	0.0	NA
$900,001-$1,000,000	0.0	0.0	0.0	NA
$1,000,001-$1,500,000	12.0	0.0	12.0	12.0
$1,500,001+	0.0	6.0	0.0	0.0

Table 4 (back to top)

Inventory Trend in Madison County not including Marshall (measured in months)				
Price range	**3rd Qtr. 2023**	**3rd Qtr. 2024**	**3rd Qtr. 2025**	**3rd Qtr. 2026**
$0-$100,000	0.0	3.0	0.0	0.0
$100,001-$150,000	0.0	2.0	0.0	0.0
$150,001-$200,000	8.0	8.6	9.6	12.0
$200,001-$250,000	1.9	0.0	1.3	5.5
$250,001-$300,000	2.1	3.2	5.6	3.4
$300,001-$350,000	3.1	2.8	4.6	8.3
$350,001-$400,000	4.1	7.6	10.4	12.0
$400,001-$450,000	3.5	1.7	6.9	5.0
$450,001-$500,000	6.0	9.9	7.2	6.4
$500,001-$600,000	3.7	4.7	7.1	12.0
$600,001-$700,000	1.1	4.8	8.4	10.5
$700,001-$800,000	6.5	14.7	24.0	19.5
$800,001-$900,000	14.4	10.3	3.0	16.0
$900,001-$1,000,000	30.0	18.0	20.0	12.0
$1,000,001-$1,500,000	4.5	6.9	26.0	10.3
$1,500,001+	84.0	30.0	0.0	30.0

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).