



## Northwest Arkansas Housing Market January Year-Over-Year Comparison (2025 vs. 2026)

### Benton County vs. Washington County

January's year-over-year data shows a market that continues to adjust through inventory expansion, pricing recalibration, and steadier buyer behavior. While both counties moved in similar directions, the pace and scale of change differed.

#### INVENTORY & SUPPLY:

##### Months of Inventory

- Benton County: 5 → 8 ↑
- Washington County: 6 → 6

Benton County experienced a significant increase in available supply year over year, while Washington County remained stable. This widening gap highlights differing absorption rates between the two counties.

##### Active Listings

- Benton County: 2,281 → 2,947 ↑ +29.2%
- Washington County: 1,283 → 1,308 ↑ +1.9%

Benton County saw a substantial rise in active listings, while Washington County inventory remained relatively flat. Most of the region's inventory growth continues to be concentrated in Benton County.

##### New Listings

- Benton County: 669 → 700 ↑ +4.6%
- Washington County: 379 → 384 ↑ +1.3%

New listing activity increased modestly in both counties, indicating continued seller participation without a sharp year-over-year surge.

#### PRICING TRENDS:

##### Median List Price

- Benton County: \$397,000 → \$445,663 ↑ +12.3%
- Washington County: \$350,000 → \$380,300 ↑ +8.7%

Median list prices increased in both counties, with Benton County posting a larger year-over-year gain.

##### Median Sale Price

- Benton County: \$374,239 → \$367,721 ↓ -1.7%
- Washington County: \$337,300 → \$356,475 ↑ +5.7%

Washington County recorded an increase in median sale price year over year, while Benton County experienced a modest decline, reflecting differing responses to expanding inventory.



### Price per Square Foot

- **Benton County:** \$232 → \$248 +6.9%
- **Washington County:** \$211 → \$232 +10.0%

Price per square foot rose in both counties, signaling continued value strength despite shifting market conditions.

---

### MARKET EFFICIENCY

#### Sold Price to Original List Price Ratio

- **Washington County:** 100.0% → 97.9% -2.1%
- **Benton County:** 99.9% → 97.8% -2.1%

Both counties saw a normalization in close-to-list ratios compared to last year, indicating slightly more negotiation while remaining near asking price.

---

### SALES ACTIVITY

#### Number of Sales

- **Benton County:** 415 → 392 -5.5%
- **Washington County:** 229 → 212 -7.4%

Sales volume declined modestly in both counties, consistent with higher inventory levels and a more measured pace of transactions.

---

### January Year-Over-Year Takeaways

- **Inventory expanded sharply in Benton County** and remained steady in Washington County
  - **List prices increased** in both counties
  - **Sale prices diverged** between counties
  - **Price per square foot rose across the board**
  - **Negotiation increased slightly** year over year
  - **Sales activity softened**, but remains steady
- 

### CONCLUSION

January 2026 reflects a market that is **more supplied, more measured, and more selective** than January 2025. Activity continues across Northwest Arkansas, with clearer distinctions emerging between Benton and Washington County conditions.

Understanding these year-over-year shifts is essential for accurately interpreting where the Northwest Arkansas housing market is headed in 2026. Today's 2026 Mortgage Rates at 1%+ lower than January 2025, we've seen buyer activity increase and expect appreciation to grow a 4% in 2026 versus 3% in 2025.

*\*Data reflects January 2025 vs. January 2026 market activity for Benton and Washington Counties*