



Emily Levitt  
2026 STAR President

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Powering REALTORS® Across Stark, Carroll, and Trumbull Counties...

**President’s Message**

2026 | June

**Back to Basics: Why Relationships Matter More Than Ever**

As REALTORS®, we have experienced more change in the last few years than many of us could have imagined. New technologies, shifting market conditions, legal and regulatory changes, evolving consumer expectations, and endless headlines about the future of our industry seem to arrive daily. **It can feel overwhelming.** Yet amid all this change, I believe there is one truth that remains constant: real estate is, and always will be, a relationship business.

As President of the Stark County Association of REALTORS®, I’ve had the privilege of speaking with agents across our communities. Whether they are seasoned professionals or newer members of our industry, the most successful among them share a common trait—they have never lost sight of the fundamentals. **They answer their phones. They follow up. They listen. They educate. They advocate. Most importantly, they build trust.**

Technology can make us more efficient. Marketing platforms can expand our reach. Artificial intelligence can help streamline processes. But none of those tools can replace the confidence a client feels when working with a trusted local REALTOR® who understands their goals, their concerns, and the unique characteristics of the community they call home. **Real estate is local.** Every neighborhood has its own story. Every market has its own dynamics. Every client has a different definition of success. No national headline, website, or algorithm can fully understand the nuances that local REALTORS® navigate every day on behalf of their clients.

As our industry continues to evolve, I encourage all of us to resist the temptation to chase every trend and instead double down on what has always made great REALTORS® successful: relationships. **Reach out to past clients. Strengthen your connections within your community. Attend local events. Be present. Be visible. Be valuable.**

The REALTORS® who thrive in the years ahead will not necessarily be those with the newest technology or the largest social media following. They will be the professionals who consistently show up, provide expert guidance, and build lasting relationships based on trust and service. **Change is inevitable. Our commitment to our clients and communities is not.** Let’s embrace the future while staying grounded in the principles that have always defined our profession. If we continue to focus on relationships, professionalism, and local expertise, there is no challenge our industry cannot overcome.

Together, let’s get back to basics—and continue proving why REALTORS® remain the most trusted advisors in real estate.

Warm regards,  
Emily Levitt  
2026 STAR President

## Classes & Events

### JUNE

- JUN 9 [REGISTER NOW](#)  
ZOOM 2 HR Lead Generation CE 10:00 am – 12:15 pm
- JUN 10 [REGISTER NOW](#)  
SHP Bed and Breakfast | 10:00 am – 2:00 pm  
7110 Whipple Ave NW, Suite B, North Canton, OH 44720
- JUN 12 Affiliate Committee | Staff Liaison: [Collene Burgess](#) / [Maggie McAbier](#)
- JUN 18 [REGISTER NOW](#)  
MLS NOW CE | CMA 1:30 pm - 3:30 pm  
7110 Whipple Ave NW, Suite B, North Canton, OH 44720
- JUN 19 STAR OFFICES CLOSED | Juneteenth
- JUN 30 [REGISTER NOW](#)  
ETHICS CE | 9:00 am – 12:00 pm  
7110 Whipple Ave NW, Suite B, North Canton, OH 44720

### JULY

- JUL 3 STAR OFFICES CLOSED | Fourth of July
- JUL 10 Affiliate Committee | Staff Liaison: [Collene Burgess](#) / [Maggie McAbier](#)
- JUL 11 [REGISTER NOW](#)  
Sophie Bowl | 9:00 am – 3:00 pm  
HOF Sports Complex | 2121 George Halas Dr NW, Canton, OH 44708
- JUL 16 [REGISTER NOW](#)  
MLS NOW CE | My Matrix & More 1:30 pm - 3:30 pm  
7110 Whipple Ave NW, Suite B, North Canton, OH 44720

### AUGUST

- AUG 3 Growth & Connection Committee | Staff Liaison: [Maggie McAbier](#)
- AUG 5 Leg. Affairs / RPAC Committee | Staff Liaison: [Rich Cosgrove](#)
- AUG 14 Affiliate Committee | Staff Liaison: [Collene Burgess](#) / [Maggie McAbier](#)
- AUG 20 [REGISTER NOW](#)  
MLS NOW CE | Realist: Using Tax Data 1:30 pm - 3:30 pm  
7110 Whipple Ave NW, Suite B, North Canton, OH 44720
- AUG 23 [REGISTRATION COMING SOON](#)  
HOF Half Marathon Water Stop | 6:30 am – 10:00 am  
2121 George Halas Dr NW, Canton, OH 44708
- AUG 26 [REGISTER NOW](#)  
Civil Rights CE | 9:00 am – 12:00 pm  
7110 Whipple Ave NW, Suite B, North Canton, OH 44720



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CE that **actually** makes  
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<https://starrealtor.TheCEShop.com>

Stark Trumbull Area REALTORS® has established an agreement with The CE Shop to promote online course information to consumers and real estate licensees. Stark Trumbull Area REALTORS® is not the developer of these courses and is simply providing a referral. Any questions regarding course content or technology should be directed to The CE Shop.

# A Note from the CEO

## Make the Most of Your Membership - June 2026

As we enter June, I encourage every member to take a moment to think about the value of your REALTOR® membership and how you can make the most of it.

Your STAR membership is much more than paying annual dues. We provide advocacy at the local, state, and national levels, enforce professional standards, offer networking opportunities, market resources and business tools, provide leadership development, and offer access to education to help you grow your business. Every day, REALTORS® benefit from the work being done behind the scenes to protect private property rights, preserve our industry, and support your success.

With that in mind, this is also a reminder that **STAR REALTOR® Local Dues for the 2026–2027 fiscal year are due by June 30, 2026**. Your investment in STAR allows us to continue providing the programs, services, and resources that support you and your business. A \$25 late fee will be assessed after July 1, and memberships not paid by August 1 will be deactivated. Members with MLS services may also experience a suspension of access until their account is brought current.

One of the best ways to get the most from your dues dollars is to participate! Take advantage of the many benefits available to you throughout the year. Attend our networking events, participate in committee meetings, support RPAC activities, and most importantly, register for the many **free continuing education opportunities** offered through STAR. These programs are designed to help you stay informed, remain compliant, and sharpen your professional skills while saving you money on your education requirements.

Whether you are a new REALTOR® or a seasoned industry professional, there is always something to gain by staying engaged with your association. The members who participate often discover new business opportunities, build valuable relationships, and maximize the return on their membership investment.

Thank you for being a member of STAR and for all that you do to serve your clients and communities. We look forward to seeing you at our upcoming events and educational programs this summer.



**Collene Burgess**  
Chief Executive Officer

[cburgess@star.realtor](mailto:cburgess@star.realtor)  
office: (330) 494-5630

**Collene Burgess**  
Chief Executive Officer  
Stark Trumbull Area REALTORS®

# it's time to **PAY YOUR DUES**

## how we BILL

STAR bills electronically to the email address on file. If you need to update or verify this information contact our Membership Desk:

**membership@STAR.Realtor**  
**(330) 494-5630 12:30 pm - 4:30 pm Mon - Fri**

## how to PAY

### FROM YOUR INVOICE

Open the Invoice attached to your dues billing email and scroll down to the bottom for a pay link.

### FROM THE MEMBERPLUS APP

Open the MemberPlus App on your phone and pay the balance due from the Billing section on the Dashboard.

### ON OUR WEBSITE

Log in to the InfoHub by clicking on Member Login on our website and pay the balance due. Your Username is your email address on file (unless you have changed it).

### IN PERSON

Drop payment or mail a check to our STAR Offices.

Mailed payments should be sent to:

Stark Trumbull Area REALTORS  
7110 Whipple Avenue NW, Suite B  
North Canton, OH 44720

### OVER THE PHONE

Card Payments can be made over the phone during business hours. A \$5 Administrative Fee will apply to phone payments.



**www.STAR.Realtor**

## **DUES BILLING BREAKDOWN**

### State & National Dues

**\$521**  
**Billed Nov 5  
2026**

### Due December 31, 2026

\$25 Late Fee Applies on January 6, 2027  
Membership & MLS Access will be suspended  
on February 7 for non-payment of dues.

**\$295 = Ohio Realtors**

**\$201 = NAR**

\$156 Dues +  
\$46 Mandatory Consumer Ad  
Campaign Assessment

**\$25 = Optional STAR  
RPAC Contribution**

### Local (STAR) Dues

**\$225**  
**Billed May 5  
2026**

### Due June 30, 2026

\$25 Late Fee Applies on July 6, 2026  
Membership and MLS Access will be suspended  
on August 4 for non-payment of dues.



www.MLSNow.com | (216) 485-4100

**FREE to Register  
Sign-Up TODAY!**

Register on MLS Now Website!

Each Class is Offered for  
2 Hours Elective CE Credit EXCEPT  
Listing Input.



**1:30pm - 3:30pm**

**at Stark Trumbull Area REALTORS®**

7110 Whipple Avenue NW, Suite B, North Canton, OH 44720

**June 18: Buyer Basics**

Learn how to add a new contact, set search criteria for automatic emails via the Client Portal, and manage prospect details—including editing criteria, tracking emails, scheduling tasks, stopping auto emails, deleting contacts, and using reverse prospecting.

**July 16: My Matrix and More**

Explore the My Matrix tools, including custom headers and grids, personalized email signatures with photos and links, speedbar shortcuts, team settings, hot sheets for market tracking, and portal notifications to monitor prospect activity.

**August 20: Realist: Using Tax Data**

Learn how to get more from Realist tax data, including report views, sorting, search tips, flood and assessor maps, neighbor profiles, label downloads, finding comps (even with zero results), setting preferences, and using mortgage calculators.

**September 17: CMA**

Learn how to find comps using radius or map searches and create a CMA package with customizable reports, cover pages, and stats—saved under the contact for easy editing, printing, or emailing anytime

**October 15: Buyer Basics**

Learn how to add a new contact, set search criteria for automatic emails via the Client Portal, and manage prospect details—including editing criteria, tracking emails, scheduling tasks, stopping auto emails, deleting contacts, and using reverse prospecting.

**\*Rayse: Showcasing Your Value as a REALTOR®**

Rayse is the all-in-one platform that helps agents deliver the transparency and professionalism today's buyers and sellers expect. You've seen how it works for buyers—now discover the new seller experience with tools like the Seller Services Presentation, Seller Journey, and enhanced reporting. These features make it easy to demonstrate your value from listing to closing.

To learn more, please allow 15 minutes after your class for a brief lesson.

MLS NOW LEARNING

EARN 2 **FREE** HOURS OF ELECTIVE CE CREDITS!

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WEBINAR

## **LEAD GENERATION BLUEPRINT: SOCIAL MEDIA STRATEGIES FOR REAL ESTATE SUCCESS!!**



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### **Energize Your Business!**

- **Rock Star Coaches!**
- **Fun & Exciting!**
- **Motivational Experience!**

- Leads from Paid & Organic Sources
- Facebook, Instagram, LinkedIn, X
- Top of Mind Marketing & SEO
- Lead Gen Traffic & Lead Mgt
- ChatGPT (AI) Integration
- Video Marketing
- Blogging for Success & More

### **WHEN:**

**Tue, June 9, 2026, 10:00AM EST**

Check-in Opens at 9:45 AM

WEBINAR ID: 881 7785 5335

**REGISTER NOW**



# **Bed & Breakfast**

**(LUNCH TOO!)**



**VOLUNTEER, DONATE, and SHINE**  
with STAR as we Raise Funds to  
Sponsor and Build Beds for Kids!



**SLEEP IN HEAVENLY PEACE  
TRUMBULL COUNTY**

2525 Larchmont Ave  
Warren Ohio 44483

**WEDNESDAY**

**June 10, 2026 from 10am - 1pm**

**BROKER BATTLE!**

**Collect the Largest Donation**  
Donate and Recruit others in your Brokerage  
to sponsor the most beds at \$100 each.  
June 1, 2026 Deadline for Donations.

**DONATE YOUR TIME!**

**We need LOTS of VOLUNTEERS**  
Sign Up to Build Beds! Breakfast, Lunch, and Drinks  
will be provided. June 3, 2026 Deadline for Volunteers!

**SIGN UP TODAY!**  
Sign up on our Website to  
Sponsor or Volunteer!



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Food and Drinks  
are provided by  
your STAR Affiliates!

QUESTIONS? Reach Out 330.494.5630  
or communications@STAR.Realtor

**www.STAR.Realtor**

Hybrid 3-Hour

# ETHICS

*Ethical Excellence in Ohio Real Estate:  
Navigating Professional Standards and  
Practices*

**TUES June 30, 2026**

**9:00 AM to 12:00 PM**

**IN Person and Via ZOOM**

**7110 Whipple Ave NW, Suite B,  
North Canton , OH 44720**

# FREE

**FOR STAR MEMBERS**

**\$20 for Non-STAR Members**

**Credit:** This course is certified for 3 hours of State Required ETHICS credit for Ohio Licences.

Per ODRE requirements, attendees must be present 90% of the program.

Registration Deadline: Monday, June 29, 2026

STAR NO-SHOW POLICY: You will be charged a \$20 No-Show Fee if you do not cancel your reservation 24 hours prior to the event.

**QUESTIONS? Contact Maggie McAbier**  
Communications@STAR.Realtor | 330.494.5630

## SIGN UP TODAY!



**Instructor: JAMIE HAREN**



**www.STAR.Realtor**



**SHINE**  
**connect · serve · grow**  
 Stark Trumbull Area REALTORS®  
 Growth & Outreach Committee

In Your Shoes  
*The Sophia Capo*   
 Memorial Foundation

*give the gift of life!*

**BLOOD  
 DRIVE**



*Join the STAR Growth & Connection Committee in support of the Sophia Capo Memorial Foundation. Be sure to Register in Advance with Vitalant so they can plan ahead!*

*Details on the STAR Website*

**Saturday, July 11, 2026**

**from 9 am - 3 pm**

during the Sophie Bowl Flag Football Tournament

**Hall of Fame Village  
 Sports Complex**

2121 George Halas Dr NW, Canton, OH 44708



**SCAN HERE**

**Sign-Up to Donate Blood!**



QUESTIONS? Contact Maggie McAbier via email or phone [maggie@STAR.Realtor](mailto:maggie@STAR.Realtor) | 330-494-5630

**[www.STAR.Realtor](http://www.STAR.Realtor)**



3-Hr Continuing Education

# CIVIL RIGHTS

*Civil Rights: It's a New World*

**Wednesday**

**August 26, 2026**

**9:00 AM to 12:00 PM**

**at the STAR Office**

**7110 Whipple Ave NW,  
Suite B, North Canton, OH 44720**

**FREE**

**FOR STAR MEMBERS  
\$20 for Non-STAR Members**

*Credit: This course is certified for 3 hours of State Required Civil Rights Training credit for Ohio Licenceses.*

*Per ODRE requirements, attendees must be present 90% of the program.*

**Registration Deadline: Tues, August 25th**

**You will be charged a \$20 No Show Fee if you do not cancel your reservation 24 hours prior to the event per STAR Policy.**

**QUESTIONS? Contact Maggie McAbier  
maggie@STAR.Realtor | 330.494.5630**

**SIGN UP TODAY!**



**Instructor: JACKIE CASSARA**

**[www.STAR.Realtor](http://www.STAR.Realtor)**

## June 2026 GAD Report

**NAR Backs Labor Department Proposal to Clarify Independent Contractor Rules:** The National Association of REALTORS® is voicing strong support for a proposed federal rule that could bring greater clarity and consistency to how real estate professionals are classified. In a letter to the U.S. Department of Labor (DOL), NAR backed a new independent contractor framework issued by the DOL, calling it a step toward a more predictable standard for workers across industries, including real estate.

**Modified 21st Century ROAD to Housing Act Passes in the House:** An updated version of the 21st Century ROAD to Housing Act, a bipartisan housing package aimed at boosting supply and improving affordability, passed in the House of Representatives on Wednesday by a vote of 396-13. The 21st Century ROAD to Housing Act takes important steps to close the nation's housing supply gap and make homes more affordable. The bill gives communities new tools and resources to build more homes, streamlines federal processes that delay

construction and updates financing options for manufactured and rural housing.

**Trumbull County Land Bank awarded \$935K for building remediation:** The Trumbull County Land Bank represents one of 75 counties receiving state grants to clean up contaminated properties and prepare them for new life. The land bank will be using the funds to improve two Warren properties, which it says it will ultimately bring in jobs. The funding is part of the 11th round of the Ohio Brownfield Remediation Program, which was created by Ohio Governor Mike DeWine in 2021. In total, \$61 million is being awarded to support 160 projects across the state.

**BED & BREAKFAST**  
(LUNCH TOO!)

**VOLUNTEER, DONATE, and SHINE**  
with STAR as we Raise Funds to Sponsor and Build Beds for Kids!

**SLEEP IN HEAVENLY PEACE**  
**TRUMBULL COUNTY**

2525 Larchmont Ave  
Warren Ohio 44483

**WEDNESDAY**  
June 10, 2026 from 10 am - 1 pm

**SIGN UP TODAY!**   
Sign up on our Website to Sponsor or Volunteer!

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**Rich Cosgrove**  
Government Affairs Director

Contact for: Legislative Affairs, RPAC

<mailto:GAD@STAR.Realtor>  
Office: (330) 494-5630



**it's time to be**  
*Recognized*

STAR is accepting nominations for...  
**STAR REALTOR of the Year**  
**STAR Affiliate of the Year**

**If you or someone you know is deserving of these Prestigious Special Awards, Fill out our SIMPLE online Form to make your nomination TODAY!**

**CONTACT: Collene Burgess (330) 494-5630 with questions today!**



**www.STAR.Realtor**

## Special Awards!

Each year STAR Accepts nominations for several Special Awards. If you or someone you know is deserving of one of these Prestigious Special Awards, just click the images (or the links below) to fill out our SIMPLE Online Form!

[CLICK HERE](#) to fill out the online form for our:

- STAR REALTOR of the Year
- STAR Affiliate of the Year

[CLICK HERE](#) to fill out the online form for our:

- STAR Lifetime Achievement Award

Contact Collene with Questions or if you want to know more!

[cburgess@STAR.Realtor](mailto:cburgess@STAR.Realtor) or (330) 494-5630



**it's time to be**  
*Recognized*

STAR is accepting nominations for...  
**STAR Lifetime Achievement Award**

**If you or someone you know is deserving of this Prestigious Special Award, Fill out our SIMPLE online Form to make your nomination TODAY!!!**

**CONTACT: Collene Burgess (330) 494-5630 with questions today!**



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# calling all **LEADERS!**

**It's ELECTION TIME at STAR,  
and we want to hear from you!**

To be considered for a position on the STAR Board of Directors, click the link and complete the application form.

**want to know more?  
Lets TALK!**

**Collene Burgess, STAR CEO**  
**[cburgess@STAR.Realtor](mailto:cburgess@STAR.Realtor)**  
**(330) 494-5630**

CLICK THE IMAGE and fill out the form to be considered for one of the available positions on the STAR Board of Directors!

Contact Collene with Questions or if you want to know more!

[cburgess@STAR.Realtor](mailto:cburgess@STAR.Realtor)

or (330) 494-5630

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**WE'LL HANDLE THE MORTGAGE.**

- |                                       |   |                                       |   |                                   |
|---------------------------------------|---|---------------------------------------|---|-----------------------------------|
| <b>Chad Loughry</b><br>NMLS# 436008   | <b>Lucy Staten</b><br>NMLS# 63943       | <b>Jason Kruger</b><br>NMLS# 830077   | <b>Valerie Volchko</b><br>NMLS# 1306305 | <b>Chad Jones</b><br>NMLS# 796540 |
| <b>Dave Dennison</b><br>NMLS# 2242306 | <b>Christine Schell</b><br>NMLS# 293266 | <b>Jeremy Kruger</b><br>NMLS# 1573708 | <b>Rachel Latin</b><br>NMLS# 542872     |                                   |

**Committee involvement in your association is one of the  
the best things you can do for your business. You will  
discover lifelong friends and mentors, and in many  
cases, do some good in your community along the way.**

**get INVOLVED with STAR**

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**Stow | 234.204.0497**  
4015 Darrow Road, Suite B, Stow, OH 44224

**Tallmadge | 234.571.2272**  
70 West Avenue, Tallmadge, OH 44278

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Attorney Michael Gruber  
mgruber@aghattorneys.com

Attorney David Thomas  
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Canton, OH 44718  
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## Monthly Market STATS

April 2026

[CLICK HERE](#) to check out our Blog for shareable assets and watch social media for May STATS soon!

## Market UPDATE

### STARK COUNTY

Stark Trumbull Area REALTORS®  
Single-Family & TownHome Listing  
Analysis of Stark, Trumbull, & Carroll Counties



**NEW Listings**  
543



**SOLD Listings**  
383



**Average SALE Price**  
\$257,190



**Average MARKET TIME**  
32 Days

**APRIL 2026**

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**www.STAR.Realtor**

## Market UPDATE

### CARROLL COUNTY

Stark Trumbull Area REALTORS®  
Single-Family & TownHome Listing  
Analysis of Stark, Trumbull, & Carroll Counties



**NEW Listings**  
46



**SOLD Listings**  
21



**Average SALE Price**  
\$291,971



**Average MARKET TIME**  
54 Days

**APRIL 2026**

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## Market UPDATE

### TRUMBULL COUNTY

Stark Trumbull Area REALTORS®  
Single-Family & TownHome Listing  
Analysis of Stark, Trumbull, & Carroll Counties



**NEW Listings**  
218



**SOLD Listings**  
160



**Average SALE Price**  
\$184,017



**Average MARKET TIME**  
52 Days

**APRIL 2026**

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# Membership Report May 2026

## New Salespersons

Tara King, *KW Legacy Group*  
Andrew Miller, *KW Legacy Group*  
Carley Allen, *HomeSmart Real Estate Momentum*  
Wendy Burgess, *KW Legacy Group*  
Kimberly Weaver, *KW Legacy Group*  
Shelby Redleski, *KW Legacy Group*

## New Secondary Member

Anthony Dermotta, *Dermotta Real Estate*

## New Secondary Office

Dermotta Real Estate, *Anthony Dermotta*

## Office Transfers

Spencer Barlow, *Glasshouse Realty Group*  
Paige Butz, *Glasshouse Realty Group*  
Mary Rodenbucher, *Glasshouse Realty Group*  
Chance Schecengost, *Glasshouse Realty Group*  
Jason Lightner, *C21 Lakeside Realty*  
Glenda Willis, *Plum Tree Realty*  
Melissa Kaufman, *Tiger 2010*  
Noah Schonover, *McDowell Real Estate*  
Ashley Brayton, *DeHoff Realtors*  
Emilee Bobo, *Real of Ohio*

## Transfers from Another Board

Quatrice James  
Shannon Hornacek

## Dropped Members

Jack Hornak  
Nicholas Phillips  
Stacie Zuercher  
Anthony Geraci

## Dropped Members Cont.

Erin Kaye  
Deborah Kidd  
Amanda Herman  
Sherry Orlando  
Barbara Figueroa

**WHY REALTORS Choose Us**

- We protect your time
- We make you look good to your clients
- We prevent issues before they delay
- Your buyers feel supported in every step

Let's help more buyers win in today's market.

Scan to Apply Now

**HOME WINS Start Here**

The Lending Partners Behind Ohio's Strongest Buyer Offers

Featuring:  
Ryan Cuffle  
Mattie Easton

**AMERICAN PACIFIC MORTGAGE**  
Proud to be Employee Owned

**Meet Your Lending Partners**

**RYAN CUFFLE**  
ORIGINATING BRANCH MANAGER  
NMLS #2028822  
330-501-9528  
ryan.cuffle@apmortgage.com

**MATTIE EASTON**  
LOAN ADVISOR  
NMLS #20083  
330-307-1015  
measton@apmortgage.com

We treat every buyer like your reputation is on the line—because it is.

**What Realtors Receive**

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# New Metric Shows Housing Market Mismatch: More Homes Are for Sale, but Not at Prices Buyers Can Afford

[Published May 20, 2026 | NAR Newsroom](#)

WASHINGTON (May 20, 2026) - Households today can access about one-quarter fewer homes than they could in a balanced market, according to a [new joint report](#) from the National Association of REALTORS® and Realtor.com®.

The report introduces the Listing-Income Alignment Score, a new metric that measures how well the distribution of home listings in a given market match the income distribution of local households. A score of 100% means listings are distributed relatively proportionally across all income levels. A lower score indicates that homes are skewed toward higher price points, often leaving fewer options for entry-level and middle-income buyers.

In March 2026, the Listing-Income Alignment Score reached 74.9% nationally, up from 66.7% a year earlier. However, both figures remain below the pre-pandemic baseline of 84.4%.

"Housing supply is growing and affordability is improving. However, the U.S. housing market continues to face a structural mismatch between the homes available for sale and what buyers can afford," said NAR Principal Economist and Director of Real Estate Research Nadia Evangelou. "Too much of the inventory available today remains concentrated at higher price points, leaving a shortage of options for entry-level and middle-income buyers. This is preventing home sales from reaching pre-pandemic levels."

The mismatch is most pronounced among middle-income households who can only access about 23% of listings nationwide. In a balanced market, middle-income households—who earn approximately \$75,000 per year—can access 44% of listings. To achieve a balanced market, the country needs roughly 311,000 more listings priced under \$261,000—the ceiling of listing prices accessible to middle-income households.

"The improvement in our Listing-Income Alignment Score over the past year is encouraging, but the data makes clear that more inventory alone won't be enough to unlock the housing market," said Danielle Hale, Chief Economist at Realtor.com®. "A true recovery requires homes at the right price points. Until the supply of entry-level and middle-market homes grows to meet demand, many buyers will continue to find the market out of reach despite headline improvements in affordability and inventory."

Among the 100 largest metro areas, the most aligned markets are concentrated in the Midwest, where home prices remain more closely tied to local incomes. The five most aligned markets include:

- Toledo, Ohio (107.4%)
- St. Louis, Mo. (106.0%)
- Akron, Ohio (105.0%)
- Pittsburgh, Pa. (102.6%)
- Detroit, Mich. (102.4%)

The five metros with the most constrained markets include:

- Los Angeles, Calif. (39.4%)
- San Diego, Calif. (45.0%)
- Oxnard, Calif. (46.8%)
- Providence, R.I. (50.5%)
- Boise City, Idaho (53.2%)

Nearly all major markets showed improvement over the past year, with 99 of the 100 largest metros recording gains or remaining flat. Madison, Wis., was the only major metro to see alignment decline over the past year, falling almost eight percentage points to 63%. The largest gains came from markets that experienced the fastest price appreciation during the pandemic housing boom, including:

- Lakeland, Fla. (+18.3 percentage points)
- McAllen, Texas (+14.7 percentage points)
- Las Vegas, Nev. (+14.0 percentage points)
- New Orleans, La. (+13.2 percentage points)
- Cape Coral-Fort Myers, Fla. (+13.0 percentage points)

The full report is available at [www.nar.realtor/research-and-statistics/research-reports/housing-mismatch-report](http://www.nar.realtor/research-and-statistics/research-reports/housing-mismatch-report).

## About the National Association of REALTORS®

The National Association of REALTORS® is involved in all aspects of residential and commercial real estate. The term REALTOR® is a registered collective membership mark that identifies a real estate professional who is a member of the National Association of REALTORS® and subscribes to its strict [Code of Ethics](#). For free consumer guides about navigating the homebuying and selling transaction processes—from written buyer agreements to negotiating compensation—visit [facts.realtor](http://facts.realtor).

## About Realtor.com®

Realtor.com® pioneered online real estate and has been at the forefront for over 25 years, connecting buyers, sellers, and renters with trusted insights, professional guidance, and powerful tools to help them find their perfect home. Recognized as the No. 1 site trusted by real estate professionals, Realtor.com® is a valued partner, delivering consumer connections and a robust suite of marketing tools to support business growth. Realtor.com® is operated by News Corp [Nasdaq: NWS, NWSA] [ASX: NWS, NWSLV] subsidiary Move, Inc.

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