

APRIL 2026 REALTORS® CONFIDENCE INDEX SURVEY



**NATIONAL
ASSOCIATION OF
REALTORS®**

REALTORS® are members of the National Association of REALTORS®.

April showed slightly improved market conditions for sellers, even compared to the previous year. Sellers received an average of 2.5 offers, and 21% received more than the asking price of the home. Days on market remained higher than last year at 32 days, but dropped considerably since last month.

The Market Outlook from the REALTORS® Confidence Index showed a relatively stable view for buyers and sellers on a monthly and annual basis.

- 24% of respondents expect a year-over-year increase in buyer traffic in the next three months, down from 26% one month ago, and a gain from 21% one year ago.
- 28% of respondents expect a year-over-year increase in seller traffic in the next three months, virtually unchanged from 27% one month ago, and 27% one year ago.

With supply still limited relative to demand in some housing markets, 21% of homes sold above list price, this is up from last year when it was 18%, and up from 18% one month ago:

- Homes listed received an average of 2.5 offers, up slightly from 2.2 last month and from 2.4 one year ago.
- 25% of buyers had all-cash sales, which was down from 27% one month ago and unchanged from 25% one year ago.
- Due to the use of technology, 6% of buyers purchased a home based only on a virtual tour, showing, or open house without physically seeing the home. This is nearly level from 5% from one month ago and 7% one year ago.

Contracts typically closed in 30 days, the same as last month and one year ago. But some faced delays or termination:

- 5% of contracts were terminated in the last three months, flat from 5% one month ago and down slightly from 7% one year ago.
- 13% of contracts had delayed settlements in the past three months, unchanged from 13% last month, and up slightly from 10% one year ago.
- 6% of contracts were delayed due to appraisal issues, unwavering much from 7% one month ago and from 6% one year ago.

First-time buyers represented 33% of buyers, up slightly from 32% last month and down slightly from 34% one year ago. Among all buyers:

- 16% purchased for non-primary residence use, down slightly from 18% last month and virtually flat from 15% last year.
- 8% were purchased for vacation use, up slightly from 6% one month ago and from 5% one year ago. This is an all-time high.
- 2% of sellers sold to an iBuyer, down slightly from 3% one month ago and up slightly from 1% one year ago.
- 2% of sales were distressed, unchanged from 2% one month and from 2% a year ago.

Contract activity shows little movement in buyers waiving contingencies:

- 19% of buyers waived the inspection contingency, up slightly from 18% one month ago and down slightly from 20% one year ago.
- 16% of buyers waived the appraisal contingency, down from 19% one month ago and down from 20% one year ago.

Buyers continue to look outside of city centers for the majority of their activity at 83%.

April 2026 REALTORS® Confidence Index Survey Highlights

MARKET OUTLOOK	APR '26	MAR '26	APR '25
Percent of respondents who expect a year-over-year increase in buyer traffic in next 3 months	24%	26%	21%
Percent of respondents who expect a year-over-year increase in seller traffic in next 3 months	28%	27%	27%

KEY MARKET INDICATORS	APR '26	MAR '26	APR '25
Median days on market ³	32	41	29
First-time homebuyers, as percent of sales	33%	32%	34%
Sales for non-primary residence use, as a percent of sales ¹	16%	18%	15%
Sales intended for vacation use, as a percent of sales ¹	8%	6%	5%
Cash sales, as percent of sales	25%	27%	25%
Distressed sales, as percent of sales	2%	2%	2%
Average number of offers received on the most recent sale	2.5	2.2	2.4
Percent of properties sold above the list price	21%	18%	18%

OTHER MARKET INDICATORS	APR '26	MAR '26	APR '25
Percent of buyers who waived inspection contingency	19%	18%	20%
Percent of buyers who waived appraisal contingency	16%	19%	20%
Percent of buyers who purchased property based on virtual tour/showing/open house only	6%	5%	7%
Percent of buyers who purchased in a suburban, small town, rural, or resort area	83%	83%	84%
Percent of respondents who had a potential buyer looking for work-from-home features ²	31%	29%	30%
Percent of sellers represented by REALTORS® who sold the property to an iBuyer	2%	3%	1%
Median days to close	30	30	30
Percent of contracts in the past 3 months that were terminated	5%	5%	7%
Percent of contracts in the past 3 months that had delayed settlement	13%	13%	10%
Percent of contracts with a delayed settlement that had appraisal issues	6%	7%	6%

¹ Non-primary residence use refers to vacation use or residential rental.

² In the past iterations of the survey, this was asked of both buyers' and sellers' agents. As of June 2022, the survey only asks the question of buyers' agents.

³ Data estimated based on RCI monthly survey and MLS data.

About the RCI Survey

- The *RCI Survey* gathers information from REALTORS® about local market conditions based on their client interactions and the characteristics of their most recent sales for the month.
- The May 2026 survey was sent to a random sample of 75,000 REALTORS® and to 4,573 respondents in the previous three surveys who provided their email addresses.
- There were 1,576 respondents to the online survey, which ran from May 1-6, 2026, of which 802 had a client in the last month. Among those who had a client, the survey's maximum margin of error for proportion estimates is 3% at the 95 percent confidence level.



As America's largest trade association, 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.

NATIONAL ASSOCIATION OF REALTORS®

Research Group

The Mission of the National Association of REALTORS® Research Group is to produce timely, data-driven market analysis and authoritative business intelligence to serve members, and inform consumers, policymakers and the media in a professional and accessible manner.

To find out about other products from NAR's Research Group, visit nar.realtor/research-and-statistics.

NATIONAL ASSOCIATION OF REALTORS®

Research Group

500 New Jersey Avenue NW
Washington, DC 20001
202-383-1000

data@nar.realtor

©2026 National Association of REALTORS®

All Rights Reserved.

May not be reprinted in whole or in part without permission of the National Association of REALTORS®.

For reprint information, contact data@nar.realtor.