

# MARCH 2026 REALTORS® CONFIDENCE INDEX SURVEY



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## **Tepid spring conditions emerged from the report, with an easing in days on market and an increased share of homes sold above list price, but the market shows a less competitive season than in March 2025.**

### **The Market Outlook from the REALTORS® Confidence Index eased for both buyers and sellers on a monthly and annual basis.**

- 26% of respondents expect a year-over-year increase in buyer traffic in the next three months, down from 37% one month ago and from 28% one year ago.
- 27% of respondents expect a year-over-year increase in seller traffic in the next three months, a decline from 31% one month ago, and 30% one year ago.

### **With supply still limited relative to demand in some housing markets, 18% of homes sold above list price, this is down from last year, when it was 21%, and up from 14% one month ago:**

- Homes listed received an average of 2.2 offers, virtually unchanged from 2.3 last month and down slightly from 2.4 one year ago.
- 27% of buyers had all-cash sales, which was down from 31% one month ago and virtually unchanged from 26% one year ago.
- Due to the use of technology, 5% of buyers purchased a home based only on a virtual tour, showing, or open house without physically seeing the home. This is down slightly from 6% 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, essentially flat from 6% one month ago and 6% one year ago.
- 13% of contracts had delayed settlements in the past three months, virtually unchanged from 14% last month, and from 13% one year ago.
- 7% of contracts were delayed due to appraisal issues, unwavering much from 8% one month ago and from 6% one year ago.

### **First-time buyers represented 32% of buyers, down from 34% last month and flat from 32% one year ago. Among all buyers:**

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

### **Contract activity shows a reduction in buyers waiving contingencies:**

- 18% of buyers waived the inspection contingency, down from 20% one month ago and down from 22% one year ago.
- 19% of buyers waived the appraisal contingency, down from 23% one month ago and flat from 19% one year ago.

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

## March 2026 REALTORS® Confidence Index Survey Highlights

MARKET OUTLOOK	MAR '26	FEB '26	MAR '25
Percent of respondents who expect a year-over-year increase in buyer traffic in next 3 months	26%	37%	28%
Percent of respondents who expect a year-over-year increase in seller traffic in next 3 months	27%	31%	30%

KEY MARKET INDICATORS	MAR '26	FEB '26	MAR '25
Median days on market <sup>3</sup>	41	47	36
First-time homebuyers, as percent of sales	32%	34%	32%
Sales for non-primary residence use, as a percent of sales <sup>1</sup>	18%	16%	15%
Sales intended for vacation use, as a percent of sales <sup>1</sup>	6%	5%	5%
Cash sales, as percent of sales	27%	31%	26%
Distressed sales, as percent of sales	2%	3%	3%
Average number of offers received on the most recent sale	2.2	2.3	2.4
Percent of properties sold above the list price	18%	14%	21%

OTHER MARKET INDICATORS	MAR '26	FEB '26	MAR '25
Percent of buyers who waived inspection contingency	18%	20%	22%
Percent of buyers who waived appraisal contingency	19%	23%	19%
Percent of buyers who purchased property based on virtual tour/showing/open house only	5%	6%	7%
Percent of buyers who purchased in a suburban, small town, rural, or resort area	83%	87%	85%
Percent of respondents who had a potential buyer looking for work-from-home features <sup>2</sup>	29%	34%	32%
Percent of sellers represented by REALTORS® who sold the property to an iBuyer	3%	0%	2%
Median days to close	30	30	30
Percent of contracts in the past 3 months that were terminated	5%	6%	6%
Percent of contracts in the past 3 months that had delayed settlement	13%	14%	13%
Percent of contracts with a delayed settlement that had appraisal issues	7%	8%	6%

<sup>1</sup> Non-primary residence use refers to vacation use or residential rental.

<sup>2</sup> 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.

<sup>3</sup> 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 February 2026 survey was sent to a random sample of 75,000 REALTORS® and to 4,494 respondents in the previous three surveys who provided their email addresses.
- There were 1,568 respondents to the online survey, which ran from April 1-7, 2026, of which 723 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.



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#### **NATIONAL ASSOCIATION OF REALTORS®**

##### Research Group

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

[data@nar.realtor](mailto:data@nar.realtor)

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For reprint information, contact [data@nar.realtor](mailto:data@nar.realtor).