

APRIL 2026 MONTHLY RESEARCH UPDATE



**NATIONAL
ASSOCIATION OF
REALTORS®**

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

DATA

EXISTING-HOME SALES

Existing-home sales decreased by 3.6% month-over-month in March, according to the National Association of REALTORS® Existing-Home Sales report. Month-over-month sales fell in all four regions. Year-over-year sales rose in the South and West and fell in the Northeast and Midwest.

PENDING HOME SALES

Pending home sales in March increased by 1.5% from the prior month and declined 1.1% year-over-year, according to the National Association of REALTORS® Pending Home Sales report. Month-over-month pending home sales rose in the Northeast and South, and declined in the Midwest and West. Year-over-year pending home sales rose in the South, and declined in the Northeast, Midwest and West.

HOUSING AFFORDABILITY INDEX

The Housing Affordability Index fell slightly to 113.7 in March, down from 117.5 in February and up from 104.2 a year ago.

REALTORS® CONFIDENCE INDEX

41 days was the median time on market for properties, down from 47 days last month and up from 36 days in March 2025. 32% of sales were first-time homebuyers, down from 34% in February and unchanged from one year ago. 27% of transactions were cash sales, down from 31% a month ago and up slightly from 26% in March 2025. 18% of transactions were individual investors or second-home buyers, up from 16% last month and 15% one year ago.



HOW REALTORS® CAN USE THIS

REALTORS® can use existing-home sales and pending home sales data to gauge current demand trends and anticipate market shifts. They can also utilize the affordability and quarterly data to identify pricing patterns and assess buyer capacity across different regions to adapt strategies for their clients.

ASK THE ECONOMIST

ASK THE ECONOMIST: WHAT CAN COMMUNITIES DO TO ADDRESS THE HOUSING CRISIS?

NAR Deputy Chief Economist and Vice President of Research Dr. Jessica Lautz breaks down solutions and what it means for housing today.

ASK THE ECONOMIST: WHAT LOAN OPTIONS EXIST FOR FIRST-TIME HOME BUYERS WITH LESS THAN 20% DOWN PAYMENT?

Buying your first home without a 20% down payment? NAR Deputy Chief Economist Dr. Jessica Lautz breaks down the loan options available and what first-time buyers should know.

ASK THE ECONOMIST: HOW DOES CONSUMER CONFIDENCE IMPACT REAL ESTATE?

How does consumer confidence impact real estate? Lawrence Yun, NAR chief economist, breaks down what it means for buyers, sellers and the housing market right now.



HOW REALTORS® CAN USE THIS

“Ask the Economist” is a new video series that gives REALTORS® a quick, easy-to-digest update on new economic trends and market activity, straight from NAR's Research Team. REALTORS® can use this in listing appointments to show buyers/sellers they're up-to-date on interest rates, housing inventory, etc.; buyer consultations to explain why now might be a good time to act or wait based on real data; email follow-ups: “Here's what NAR's latest economist update says about local trends.”

REPORTS

2026 HOME BUYERS AND SELLERS GENERATIONAL TRENDS

Buyers continue to finance their home purchases, similar to years past. Seventy-four percent of home buyers financed their home purchase—a share that decreases as the buyer's age increases. Younger buyers continue to depend on savings for their down payment, while older buyers use proceeds from the sale of their previous residence. Twenty-six percent of Younger Millennials received down payment help in the form of a gift or a loan from a friend or relative.

MARCH 2026 COMMERCIAL REAL ESTATE MARKET INSIGHTS

Economic momentum softened in February. The labor market weakened further, with job declines compared to the previous month. Inflation held at 2.4%, with shelter costs still driving pressures, though easing rent trends suggest potential easing ahead. After cutting rates late last year, the Federal Reserve has kept policy unchanged, while long-term yields remain above 4 percent, keeping financial conditions relatively tight. At the same time, economic growth slowed in the fourth quarter of 2025, indicating a loss of momentum heading into year-end.

2026 HEALTH INSURANCE SURVEY (MEMBER LOG-IN REQUIRED)

Sixty-two percent of respondents saw an increase in their monthly premiums over the past year, with eight percent seeing an increase of over fifty percent. Twenty-two percent of respondents' premiums stayed about the same. Affordable premiums are the most important health insurance priority to eighty-eight percent of REALTORS®. Deductibles/copays were a close second priority (eighty-five percent).



HOW REALTORS® CAN USE THIS

REALTORS® can leverage NAR reports to provide clients with data-driven insights on specific market conditions and equip themselves with important knowledge about the market. This empowers members to assist buyers and sellers in making informed decisions regarding timing, pricing, and location.

ARTICLES ON THE ECONOMY

[A NEW LOOK AT HOUSING AFFORDABILITY: THE INSURANCE-ADJUSTED HAI](#)

As of March 2026, the Housing Affordability Index (HAI) stands at 113.7, suggesting that affordability has improved from recent lows.

[ALL REAL ESTATE IS LOCAL: COMMERCIAL REAL ESTATE MARKET TRENDS BY METRO AREA](#)

Commercial market conditions can vary from one metro to the next. Explore the local context with March 2026 metrics to grasp where things are headed

[INSTANT REACTION: JOBS, APRIL 3, 2026](#)

The latest monthly figures show 178,000 net new job additions in March, but this growth is offsetting the 133,000 job losses in the prior month.

[MARKET DYNAMICS TO EXPECT IN APRIL: SALES, INVENTORY, AND BUYER TRENDS](#)

We look at the dynamics impacting the broader market this spring as buyers and sellers decide how to time their home purchase or listing.

[WHERE SINGLE WOMEN ARE LEADING THE MARKET](#)

Single women are more likely to own homes than single men. We explore who these homeowners are, how they got there, and where this trend is strongest.

[WHO OWNS HOMES ACROSS AMERICA? IT OFTEN DEPENDS ON WHAT PEOPLE DO FOR A LIVING](#)

Occupations with the highest homeownership rates have remained largely unchanged. However, when we zoom in locally, the story becomes more dynamic.

[HOUSING SHORTAGE TRACKER: STABILIZATION AT THE END OF 2025](#)

In December 2025, nearly 93% of the major markets tracked in NAR's index had narrowed the housing supply-demand gap.

[RENTERS ARE STAYING LONGER, AND IT'S NOT JUST HOMEOWNERS WHO ARE FEELING LOCKED IN](#)

Discover how the renter lock-in effect is impacting renters' ability to transition to homeownership amidst rising costs and limited options.

[INDUSTRY POWERHOUSES & THE ECONOMICS OF EMPOWERMENT: CELEBRATING WOMEN IN THE HOUSING MARKET](#)

Today, women are shaping the housing market and dominating in home buying, home selling, and the real estate profession.



HOW REALTORS® CAN USE THIS

REALTORS® can use the Economists' Outlook blog to stay updated on experts' commentary, economic forecasts, housing market outlooks, and regional trends, and then use these insights to help clients on timing purchases or sales based on anticipated market movement. By sharing analysis of the housing market and translating it into consumer-friendly guidance, agents can build credibility and empower their clients to navigate the housing market with confidence.



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.

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