OCTOBER 2026

REALTORS® CONFIDENCE SURVEY



NATIONAL ASSOCIATION OF REALTORS®

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

Among sellers, multiple offers shrink, and only 11 percent of homes sold above list price—this is the lowest in the data set history, which dates to April 2021.

The Market Outlook from the REALTORS® Confidence Index declined for sellers and held steady for buyers month over month.

- 8% of respondents expect a year-over-year increase in buyer traffic in the next three months, flat from 8% one month ago and down from 17% one year ago.
- 12% of respondents expect a year-over-year increase in seller traffic in the next three months, down from 13% one month ago and from 16% one year ago.

With supply still limited relative to demand in some housing markets, 11% of homes sold above list price. This is an all-time low; however, the question was only first asked in April 2021. Last month, 16% sold above list price, and last year, 19% sold above list price.

- Homes listed received an average of 2.0 offers, down slightly from 2.2 last month and from 2.1 one year ago.
- 29% of buyers had all-cash sales, which was up slightly from 27% one month ago and flat from 29% 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 essentially flat from 4% one month ago and 5% one year ago.

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

- 7% of contracts were terminated in the last three months, flat from 7% one month ago and 7% one year ago.
- 14% of contracts had delayed settlements in the past three months, down slightly from 16% last month and unchanged from 14% one year ago.
- 4% of contracts were delayed due to appraisal issues, similar to 5% one month ago and 6% one year ago.

First-time buyers represented 29% of buyers, down from 31% last month and from 32% one year ago. Among all buyers:

- 20% purchased for non-primary residence use, flat from last month at 20% and up from 16% last year.
- 6% were purchased for vacation use, down slightly from 8% one month ago and up slightly from 4% one year.
- 1% of sellers sold to an iBuyer, flat from 2% one month ago and from 2% one year ago.
- 2% of sales were distressed, unchanged from 2% one month ago and 2% a year ago.

Contract activity shows a consistency among buyers waiving contingencies:

- 19% of buyers waived the inspection contingency, flat from 20% one month ago and 20% one year ago.
- 21% of buyers waived the appraisal contingency, up slightly from 18% one month ago and from 19% one year ago.

Buyers continue to look outside city centers for most of their activity at 83%, flat from 84% last month and 82% one year ago.

SOCTOBER 2026 REALTORS® Confidence Index Survey Highlights

MARKET OUTLOOK	OCT '26	SEPT '26	OCT '25
Percent of respondents who expect a year-over-year increase in buyer traffic in next 3 months	8%	8%	17%
Percent of respondents who expect a year-over-year increase in seller traffic in next 3 months	12%	13%	16%

KEY MARKET INDICATORS	OCT '26	SEPT '26	OCT '25
Median days on market[3]	35	33	34
First-time homebuyers, as percent of sales	29%	31%	32%
Sales for non-primary residence use, as a percent of sales[1]	20%	20%	16%
Sales intended for vacation use, as a percent of sales[1]	6%	8%	4%
Cash sales, as percent of sales	29%	27%	29%
Distressed sales, as percent of sales	2%	2%	2%
Average number of offers received on the most recent sale	2.0	2.2	2.1
Percent of properties sold above the list price	11%	16%	19%

OTHER MARKET INDICATORS	OCT '26	SEPT '26	OCT '25
Percent of buyers who waived inspection contingency	19%	20%	20%
Percent of buyers who waived appraisal contingency	21%	18%	19%
Percent of buyers who purchased property based on virtual tour/showing/open house only	5%	4%	5%
Percent of buyers who purchased in a suburban, small town, rural, or resort area	83%	84%	82%
Percent of respondents who had a potential buyer looking for work-from-home features[2]	28%	32%	29%
Percent of sellers represented by REALTORS® who sold the property to an iBuyer	1%	2%	2%
Median days to close	30	30	30
Percent of contracts in the past 3 months that were terminated	7%	7%	7%
Percent of contracts in the past 3 months that had delayed settlement	14%	16%	14%
Percent of contracts with a delayed settlement that had appraisal issues	4%	5%	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 October 2026 survey was sent to a random sample of 75,000 REALTORS® and to 4,184 respondents in the previous three surveys who provided their email addresses.
- There were 1,579 respondents to the online survey, which ran from November 1-9, 2026, of whom 780 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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