

April Existing Home Sales

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- Existing home sales increased 0.2% in April to a 4.020 million annual rate, lagging the consensus expected 4.050 million. Sales are unchanged versus a year ago.
- Sales in April rose in the Midwest and South, remained unchanged in the Northeast, and declined in the West. The gain in sales in April was entirely due to condos/co-ops. Sales of single-family homes remained unchanged in April.
- The median price of an existing home increased to \$417,700 in April (not seasonally adjusted) and is up 0.9% versus a year ago.

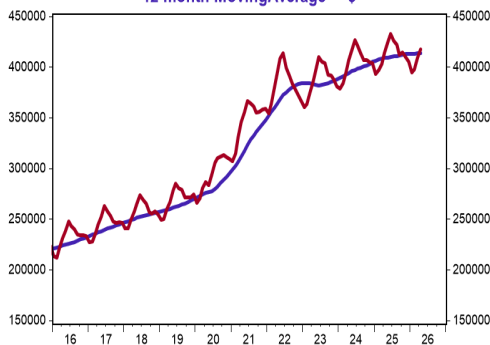
Implications: Existing home sales continued to struggle in April, eking out a small gain but remaining near the lows of the past several years. Looking at the big picture, sales remain at roughly the same pace as in the aftermath of the Great Financial Crisis and are well below the roughly 5.250 million annual pace pre-COVID (let alone the 6.500 million pace during COVID). The main issue remains affordability which has taken a turn for the worse recently due to the war on Iran raising energy costs and having an upward impact on inflation. The result has been a rapid increase in 30-year mortgage rates, which now sit around 6.4%. Higher inflation also takes further rate cuts from the Federal Reserve off the table for at least the near future. Buyers also face an ongoing headwind from tight inventories; the months’ supply of homes (how long it would take to sell existing inventory at the current very slow sales pace) was 4.4 in April, below the benchmark of 5.0 that the National Association of Realtors uses to denote a normal market. Many existing homeowners also remain reluctant to sell due to a “mortgage lock-in” phenomenon, after buying or refinancing at much lower rates before 2022. This means potential buyers will have to continue to deal with limited options. Existing home sales also face significant competition from new homes, where in many cases developers are buying down mortgage rates to compete and move inventory. One piece of good news is that the median price of an existing home is up only 0.9% versus a year ago. Aggregate wage growth (hourly earnings plus hours worked) has been consistently outpacing median home price gains over the past year for the first time since 2023, which improves affordability. Considering these cross currents, and the fact that existing home sales have been stuck in low gear since the end of the COVID pandemic, we expect 2026 to likely be more of the same.

NAR Total Existing Home Sales, United States
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Source: National Association of Realtors/Haver Analytics

Existing Homes: Median Sales Price
 Existing Homes: Median Sales Price
 12-month Moving Average



Source: National Association of Realtors/Haver Analytics

Existing Home Sales	Apr-26		Mar-26	Feb-26	3-month	6-month	Yr to Yr
	% Ch.	level	level	level	moving avg.	moving avg.	% Change
<i>Seasonally Adjusted Unless Noted, Levels in Thous.</i>							
Existing Home Sales	0.2%	4020	4010	4130	4053	4090	0.0
Northeast	0.0%	450	450	470	457	480	-8.2
Midwest	2.2%	950	930	960	947	955	-1.0
South	0.5%	1870	1860	1920	1883	1895	2.7
West	-2.6%	750	770	780	767	760	0.0
Median Sales Price (\$, NSA)	2.1%	417700	409100	398000	408267	405817	0.9

Source: National Association of Realtors