

July 2026



KCM

Monthly Market Report



Shambreskis and Howard, DeLex Realty





Are Sellers Giving Up? The Rise of Delistings.

REAL ESTATE

Sellers are pulling homes off the market at the fastest pace since 2020

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Map Reveals Where American Sellers Are Pulling Their Homes off the Market

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WE GIVE UP..

0:00 26:18

Sellers Are Pulling Homes Off the Market at the FASTEST PACE Since 2020

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Michael Bordenaro

... 00:00 - Introduction: Sellers Pulling Homes Off the Market 01:30 - Why are Sellers Delisting Their Homes? 02:14

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Matching chapter 0:00 Introduction: Sellers Pulling Homes Off the Market



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NEWS ALERT

16:30

Rage Delistings Skyrocket As Sellers Fail To Sell Their Homes

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Jon Brooks

Jon Brooks, Housing Analyst. Move With Momentum: <https://www.movewithmomentum.com>



SELLERS GIVE UP

1:49:46

BENZINGA

More Sellers Are Pulling Homes Off The Market Across US As They Get Used To The 'Post-Pandemic Normal,' Redfin Data Shows



For Sale

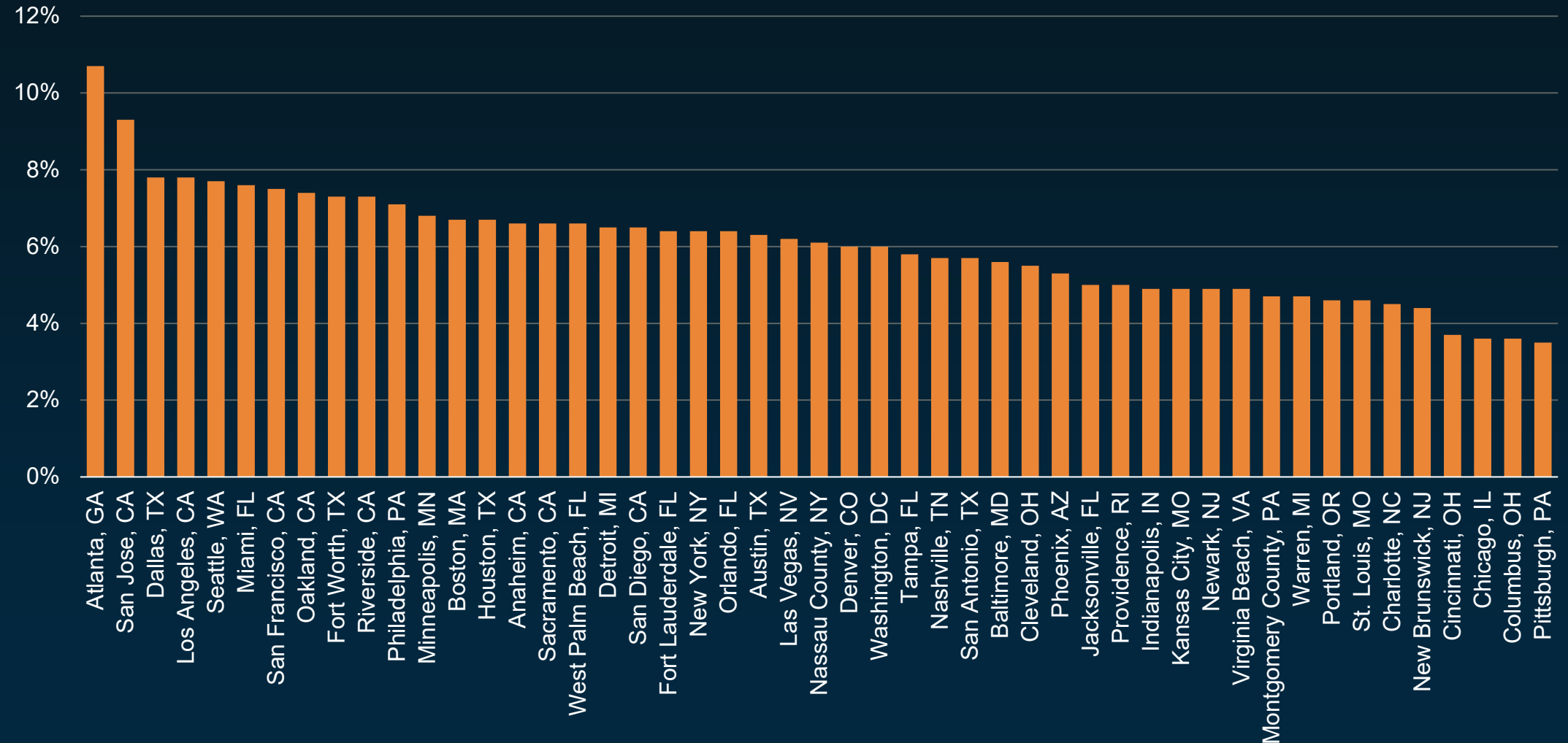
Shambreskis and Howard, DeLex Realty



Nationwide, 5.8% of all U.S. home listings were taken off the market in April. That's tied with December 2025 for **the highest share since March 2020**, when the onset of the pandemic ground the housing market to a halt and spooked sellers. **Prior to 2020, delistings were never as common as they are now.**

Some Sellers Are Choosing To Wait

Share of Homes for Sale That Were Delisted by Metro Area



WHY?

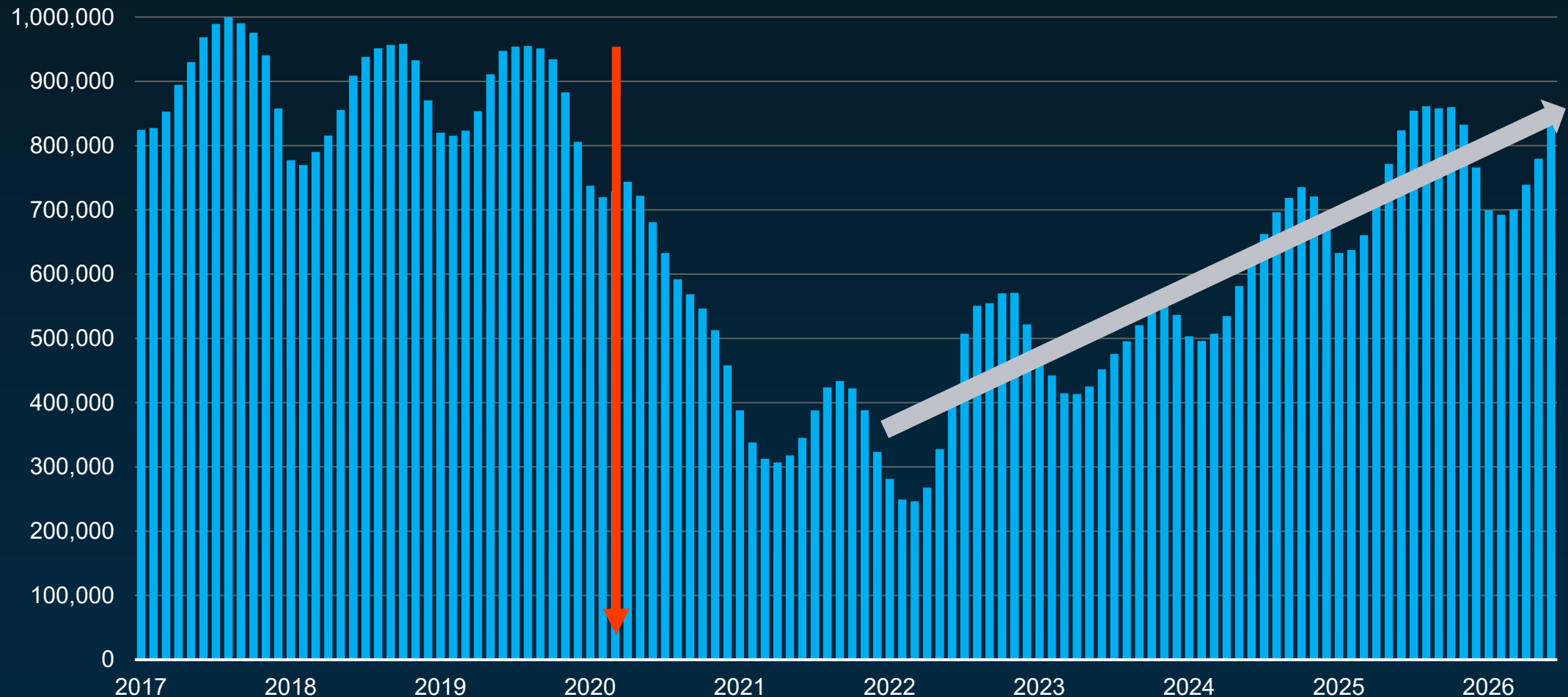
The 3 Forces Reshaping Today's Real Estate Market

1. Recent Inventory Growth
2. Shifting Prices
3. Longer Days on Market



Inventory Has Been Rising for 4 Straight Years

Average Active Inventory

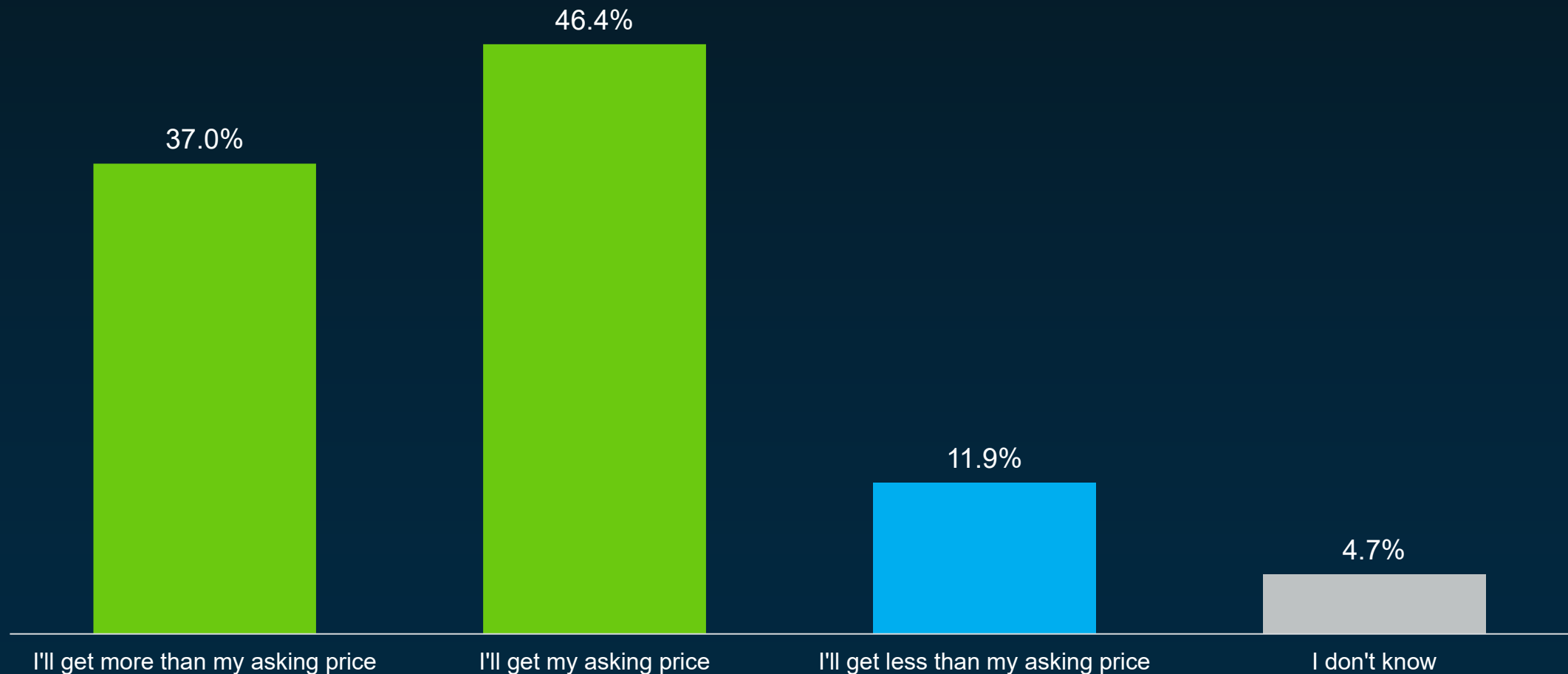




In many parts of the country, listings have piled up as more homeowners try to sell as buyer activity slows. **That increased competition among sellers means some homes sit unsold, prompting owners to pull them off the market rather than cut their price.**

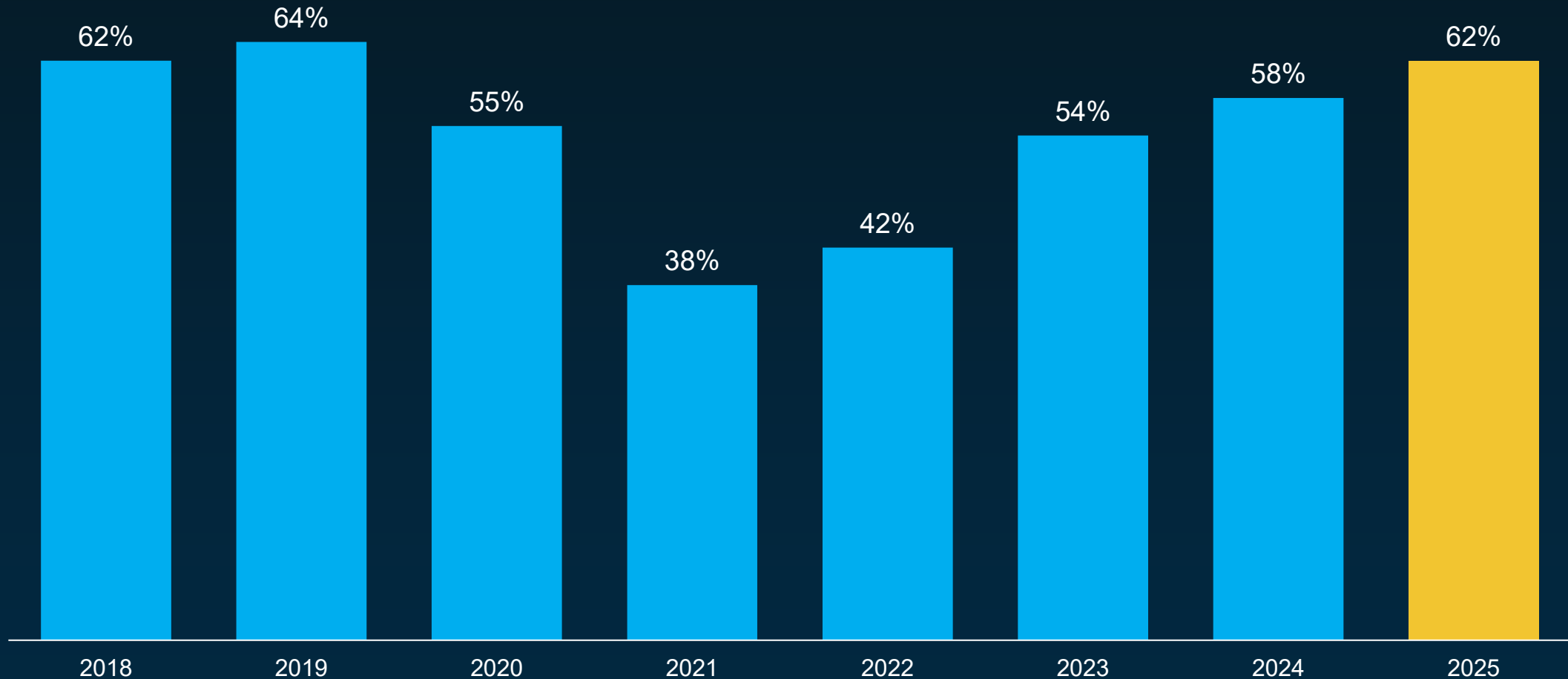
80% of Sellers Think They'll Get Their Asking Price or More

Which of the following price scenarios do you expect to happen when selling your home?



More Homes Are Selling for Less Than the List Price

Percent of Homes That Sell for Less Than Asking





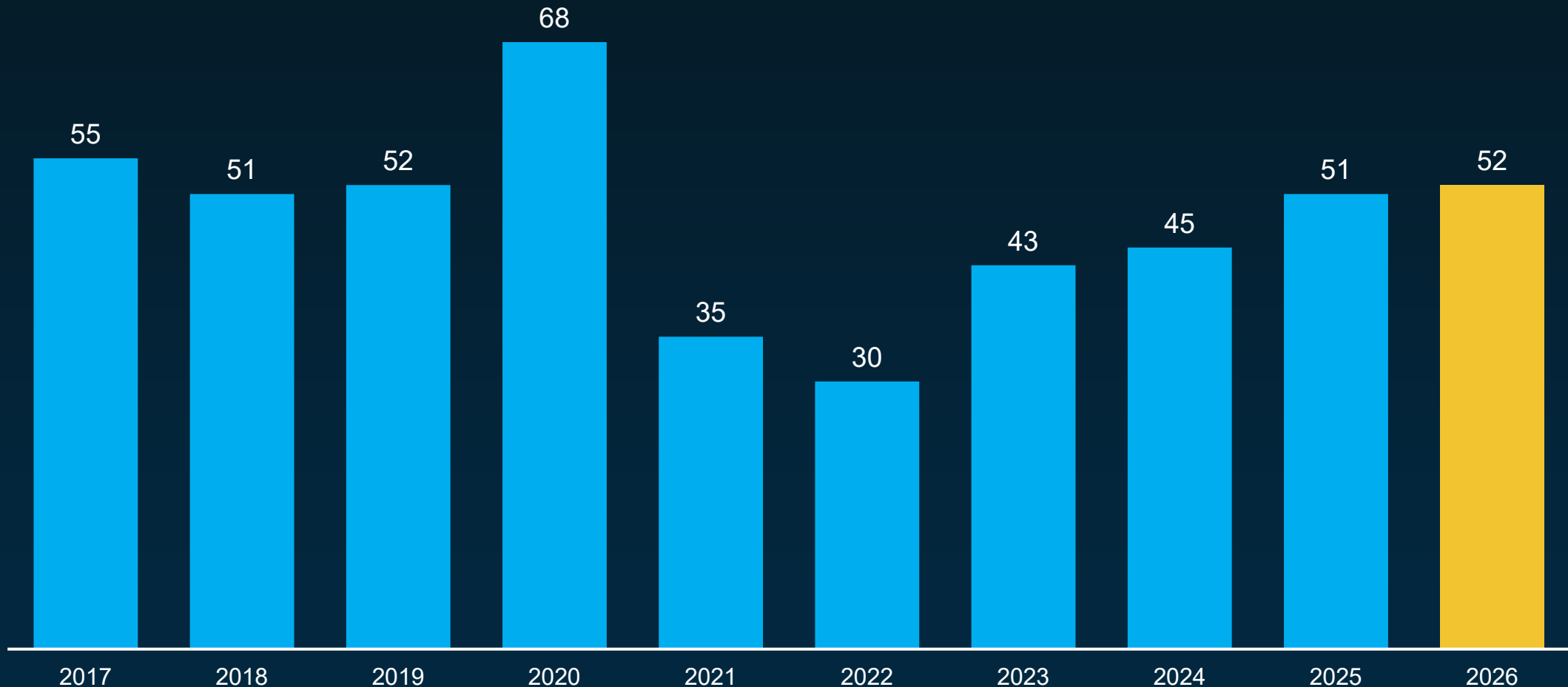
They have expectation on price, and if it's not being met, **they'll just stay put.** The move is not worth the cost.

Dejan Eskic

Senior Research Fellow, Kem C. Gardner Policy Institute, University of Utah

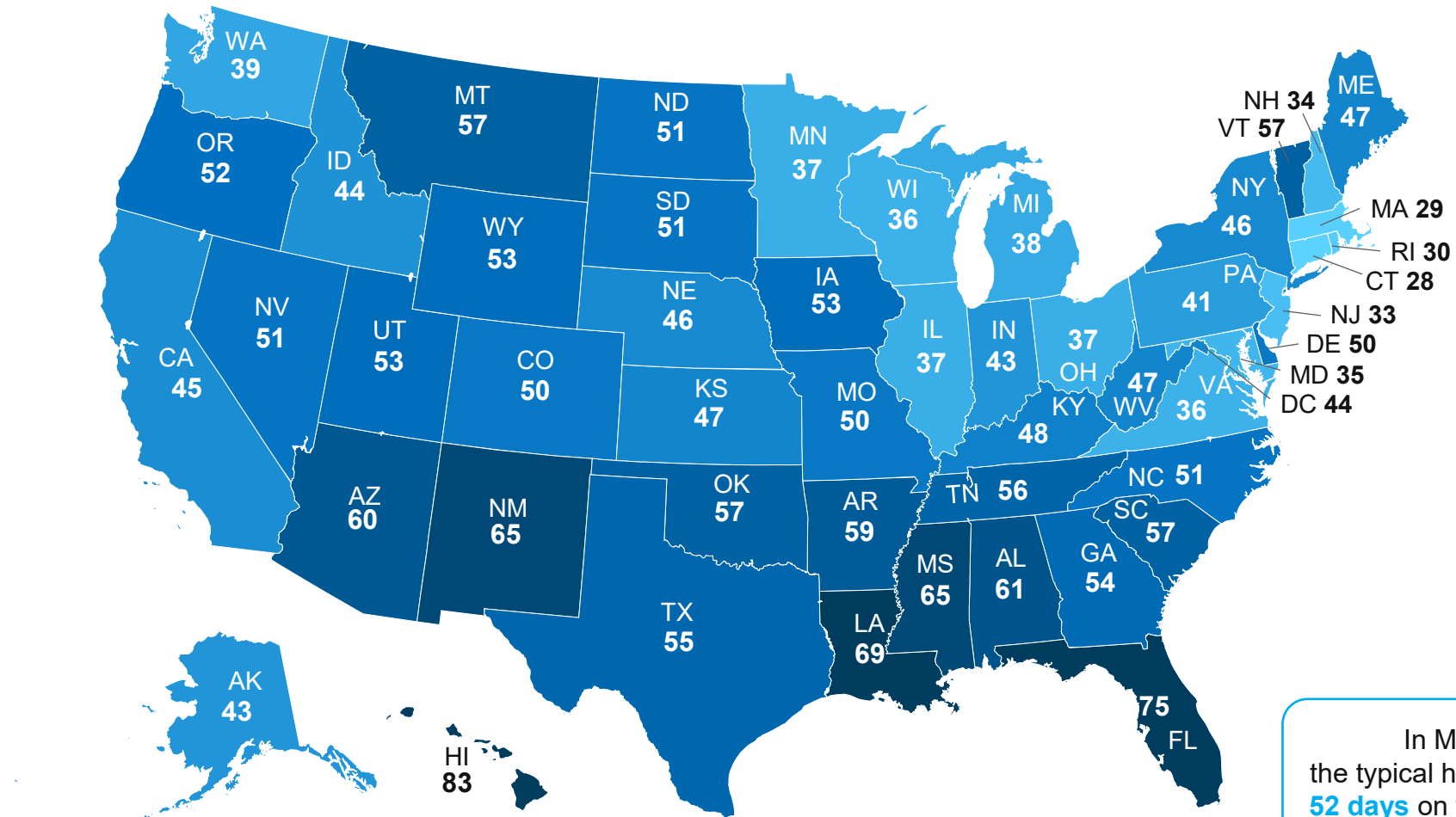
Homes Are Taking Longer To Sell

Median Days on Market, May of Each Year



Homes Are Taking Longer To Sell Across Much of the Sun Belt

Median Days On The Market, May 2026



In May,
the typical home spent
52 days on the market



What's Coming for the Housing Market in the 2nd Half of 2026?



As we gear up for the second half of 2026, what are the key things we should be watching for? With the first six months being a dramatic version of the show 24, **we can hope for a calmer second half of 2026 now that the conflict with Iran is hopefully ending.**

Logan Mohtashami
Lead Analyst, HousingWire

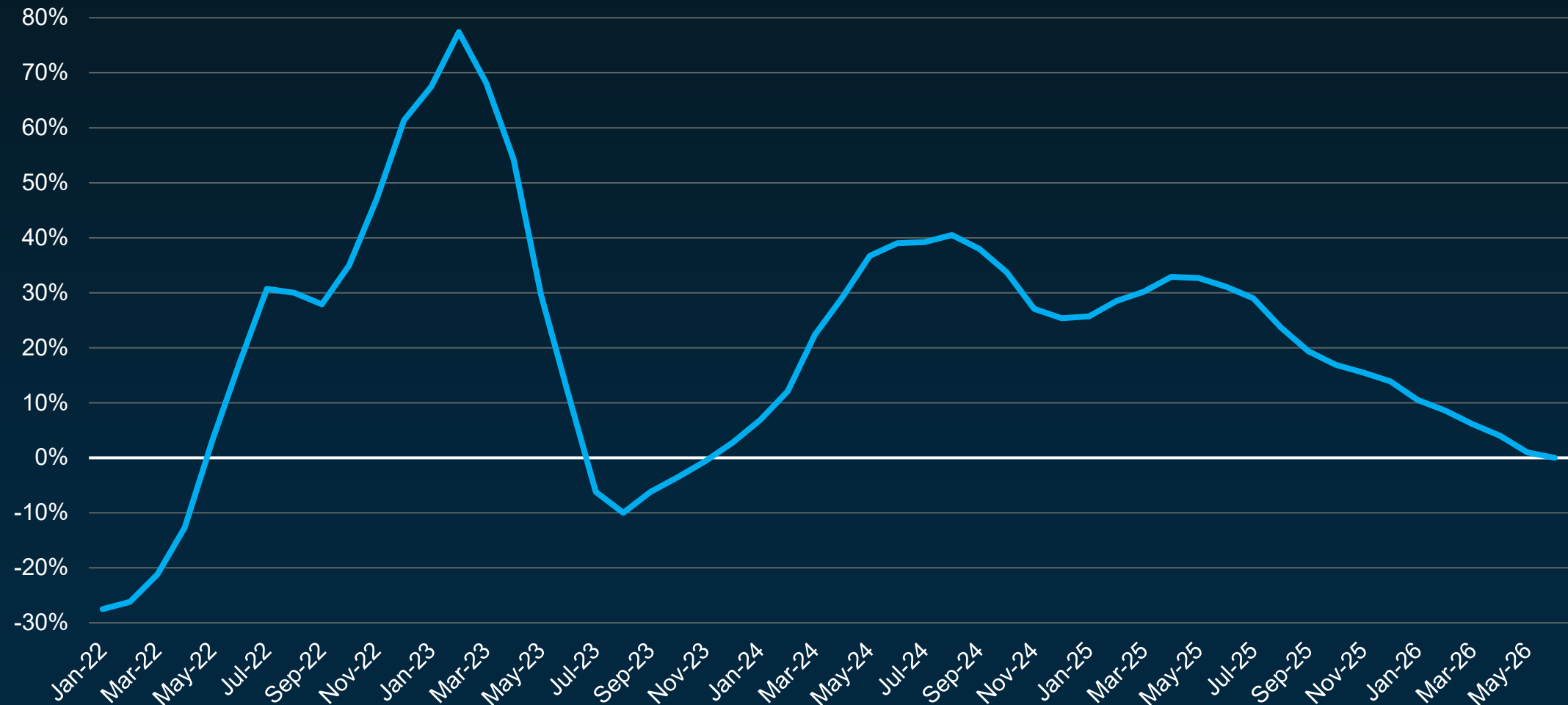


Four years of post-pandemic inventory recovery
appears to have plateaued.

Mike Simonsen
Chief Economist, Compass

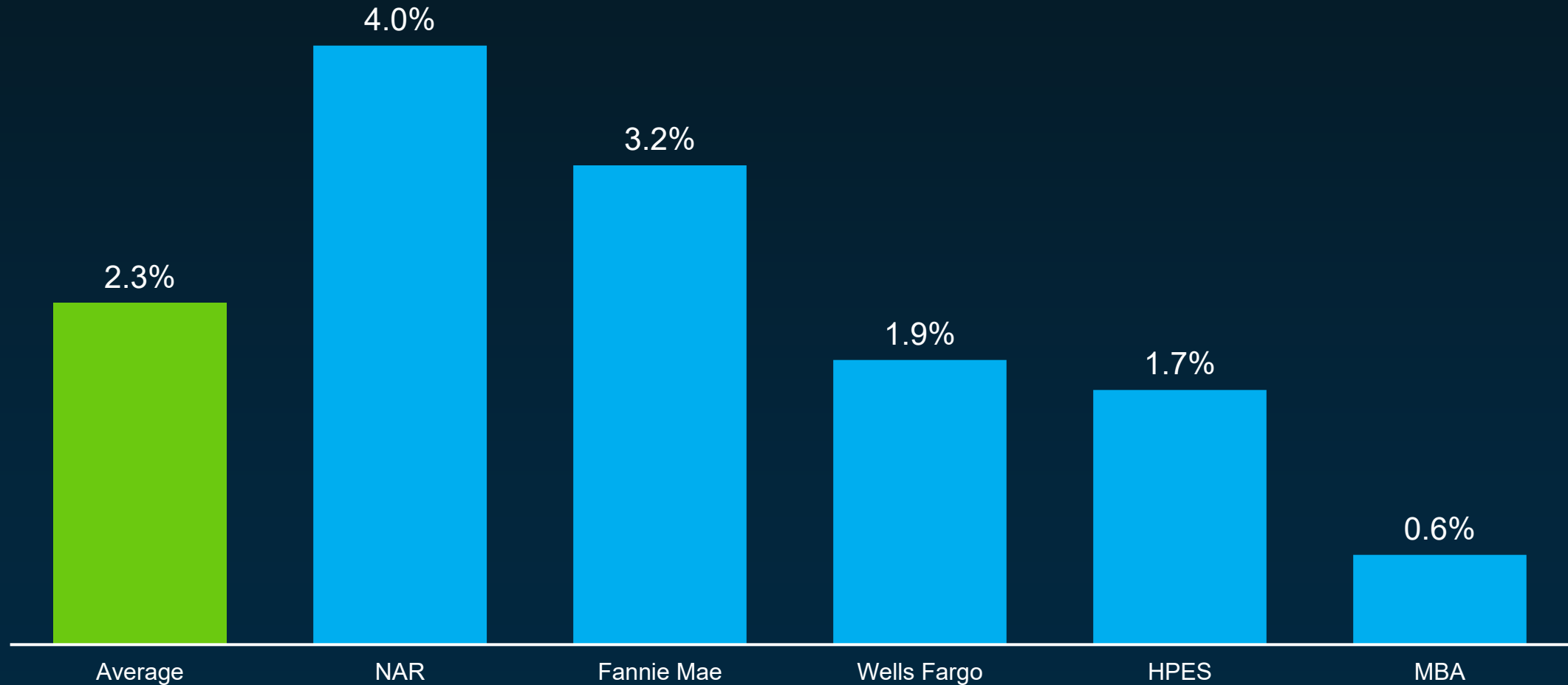
Inventory Gains Are Losing Momentum

Percent Change in Active Listing Count, Year-Over-Year



The Outlook Calls for Continued Home Price Growth

2026 Home Price Forecasts

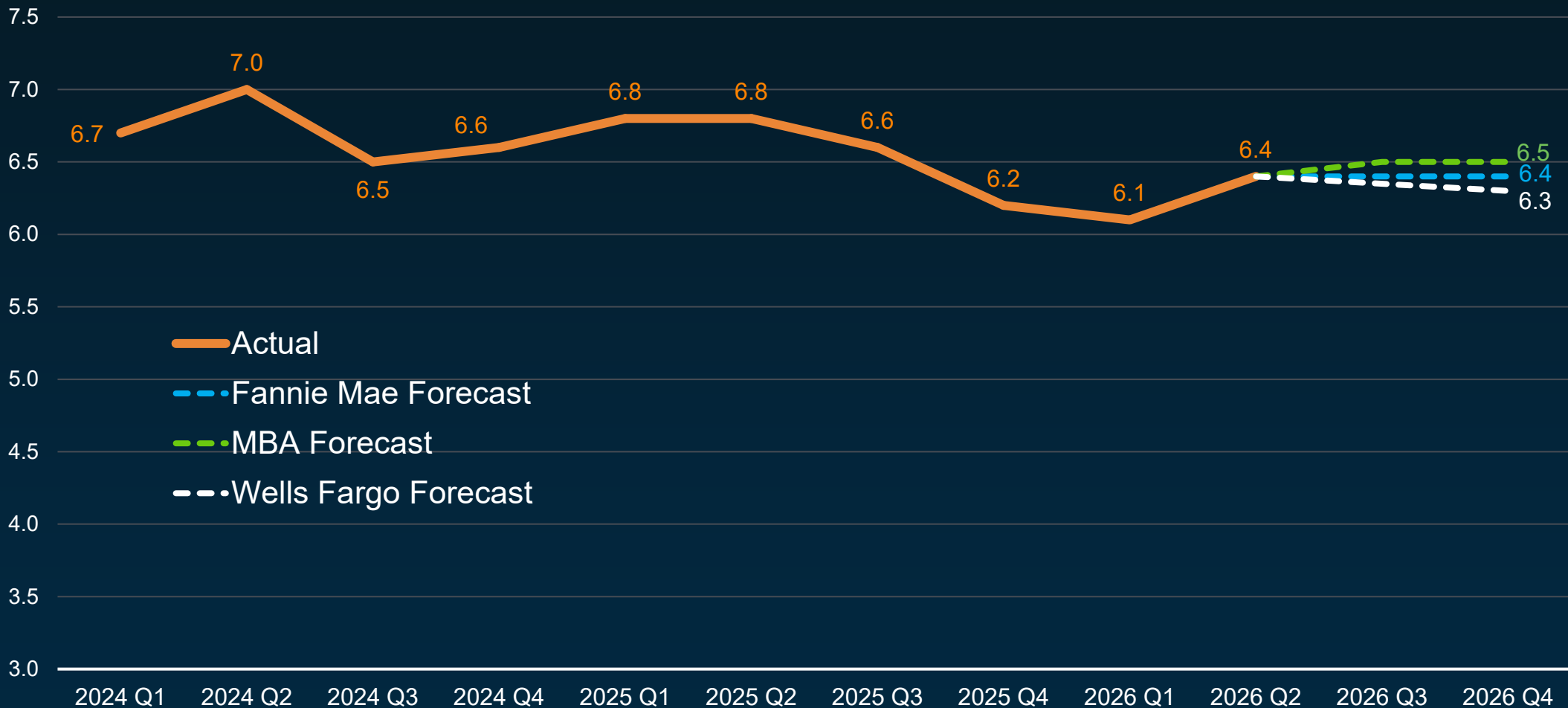




Yun added that housing wealth accumulation will continue in 2026, with the **typical homeowner gaining approximately \$16,000 in wealth this year.**

Mortgage Rates Are Expected to Remain Relatively Stable

30-Year Fixed Rate & Projections, as of 6/29/2026



Mortgage Rates Are Expected to Remain Relatively Stable

30-Year Fixed Mortgage Rate Projections, As of 6/29/2026

Quarter	Fannie Mae	MBA	Wells Fargo	Average of All 3
Q3 2026	6.40%	6.50%	6.35%	6.42%
Q4 2026	6.40%	6.50%	6.30%	6.40%
Q1 2027	6.40%	6.50%	6.30%	6.40%
Q2 2027	6.30%	6.50%	6.20%	6.33%

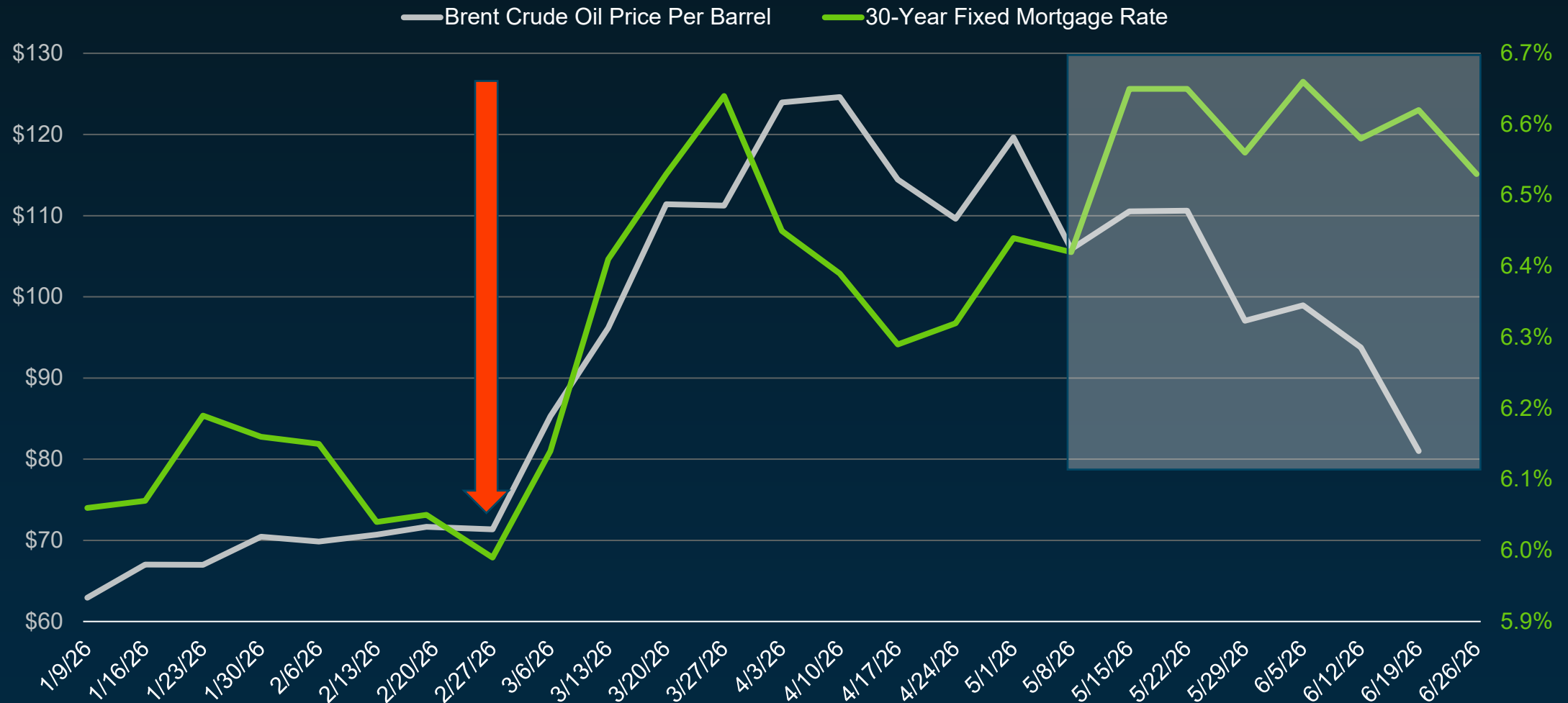


Oil matters, particularly since it drives inflation expectations and thus influences the bond market, from which mortgage rates are set.

Rich Martin
SVP of Retail Lending, Curinos

Falling Oil Prices Could Help Ease Mortgage Rates

Average Oil Barrel Price vs 30-Year Fixed Mortgage Rate



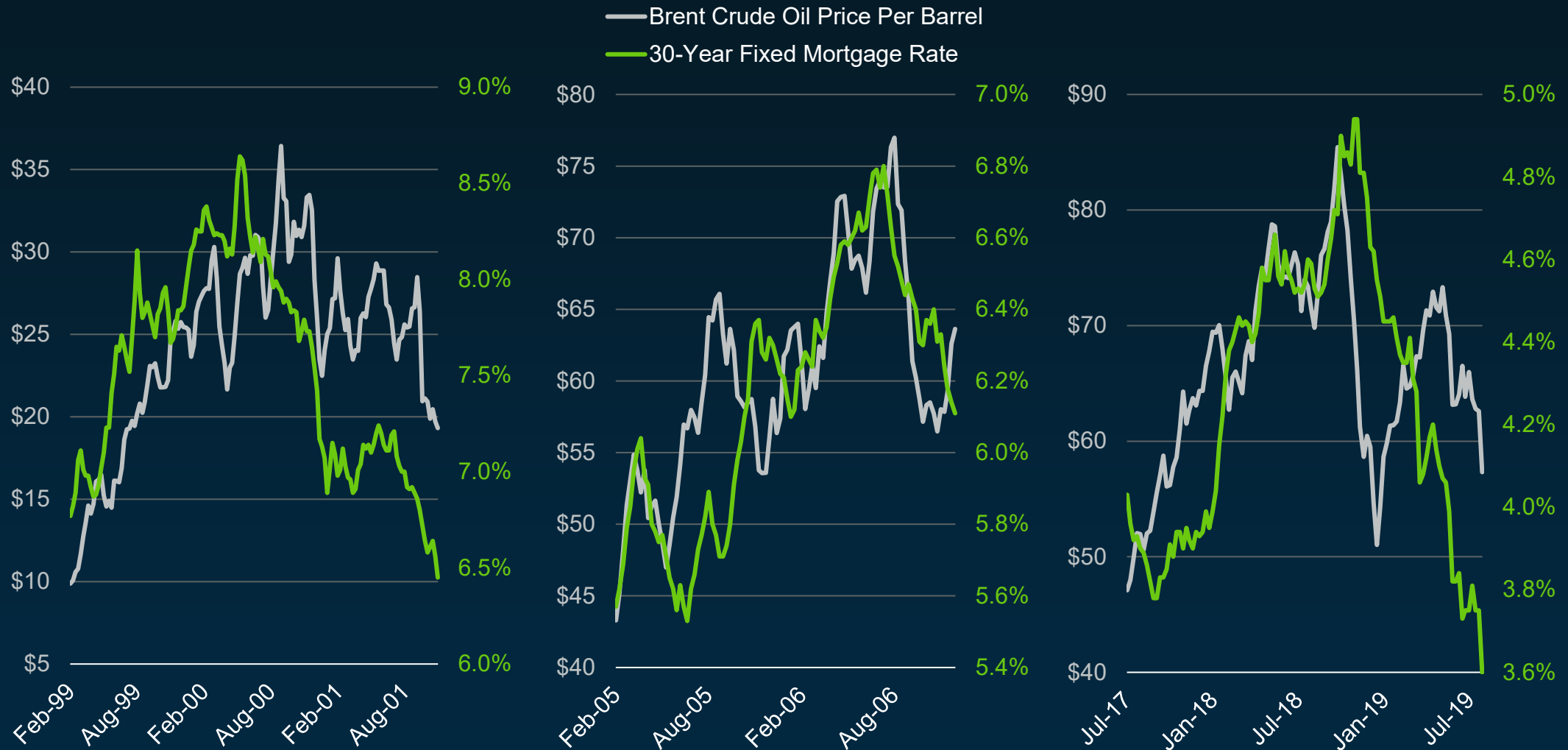


Lower oil prices can cool inflation expectations, helping mortgage rates fall even when the Fed holds its benchmark interest rate steady.

Investopedia

There's a History of Rates Reacting To Oil Shocks

Average Oil Barrel Price vs 30-Year Fixed Mortgage Rate





Lower energy costs can help reduce inflationary pressure, **which is generally favorable for mortgage rates.**

Jon Overfelt
Owner, American Security Mortgage Corp

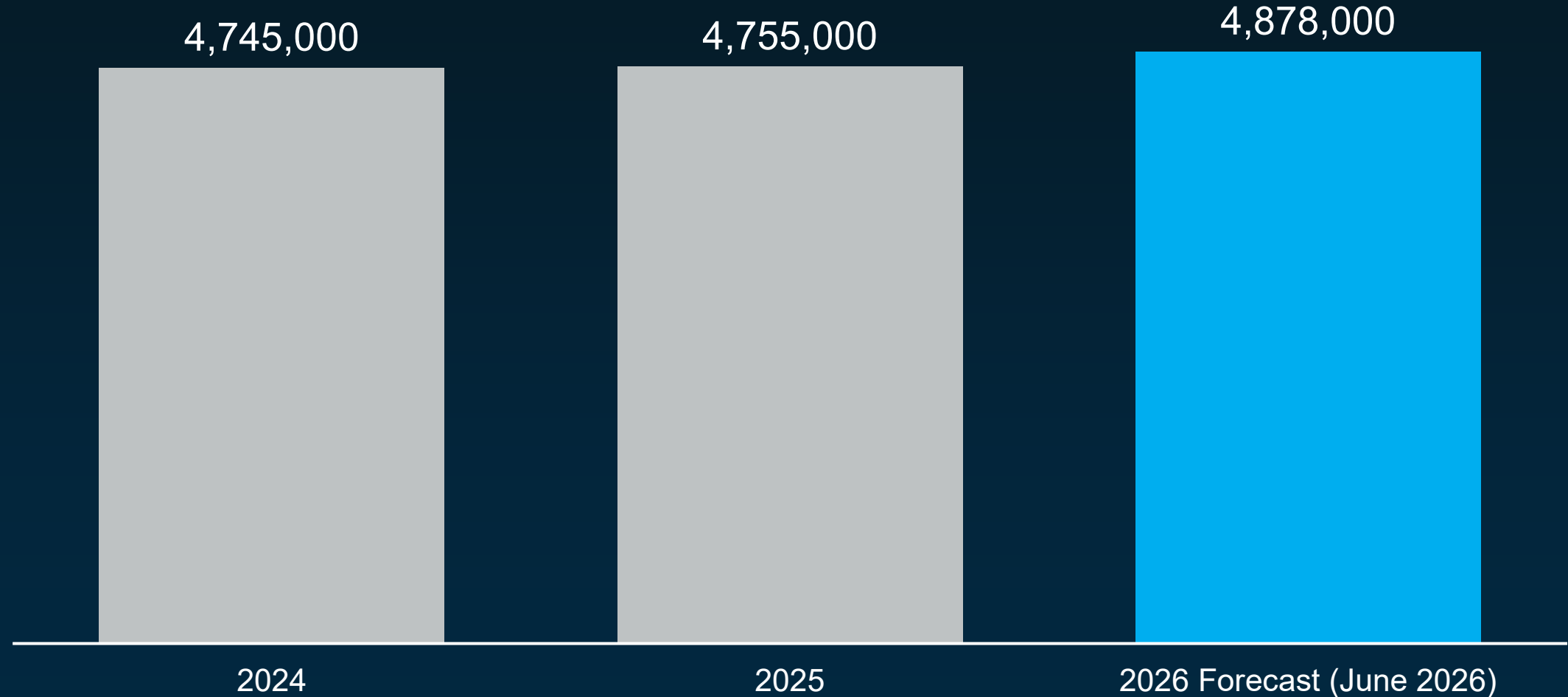


Home sales are expected to be modestly better in the second half of 2026 . . .

Lawrence Yun
Chief Economist, NAR

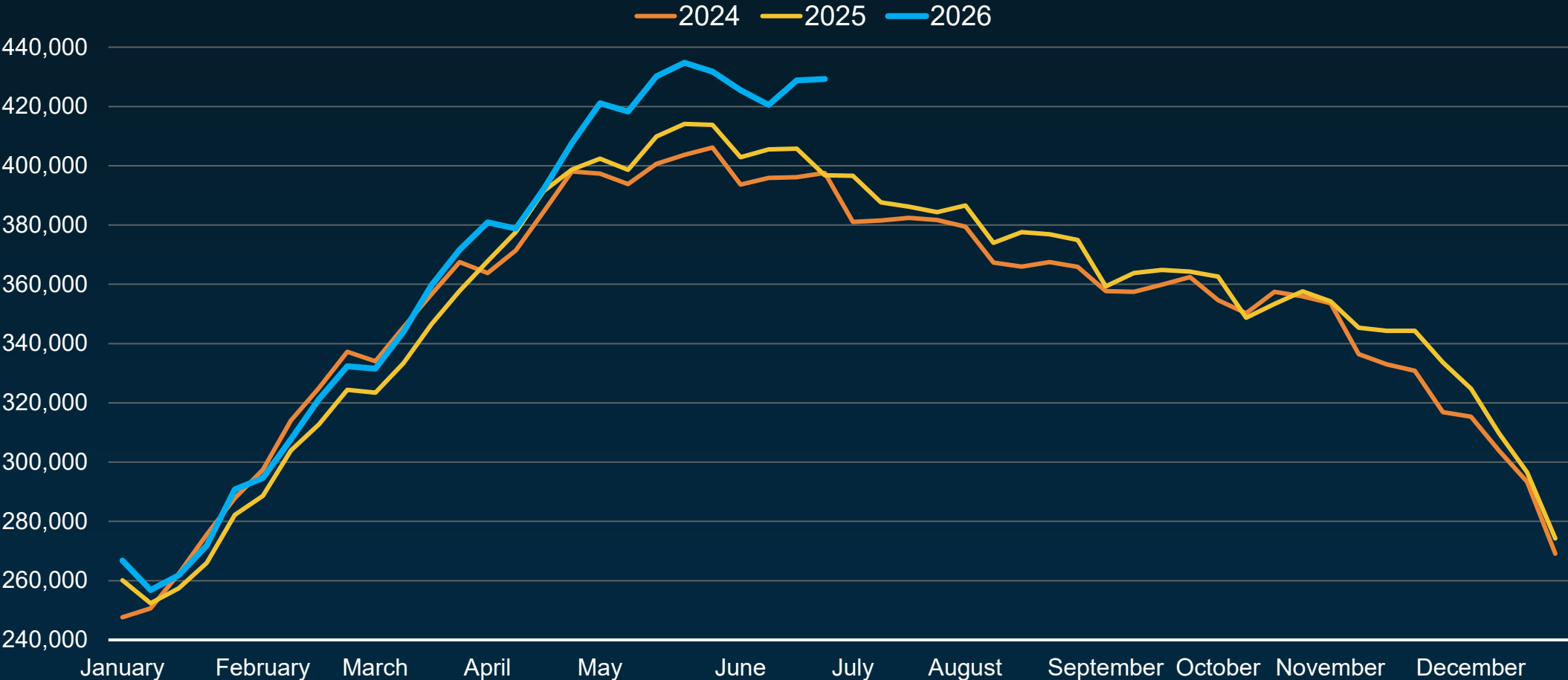
Sales Should Be Slightly Better This Year

Average Total Home Sales Forecasts



More Buyers Are Saying Yes – and That’s Great News for the Rest of 2026

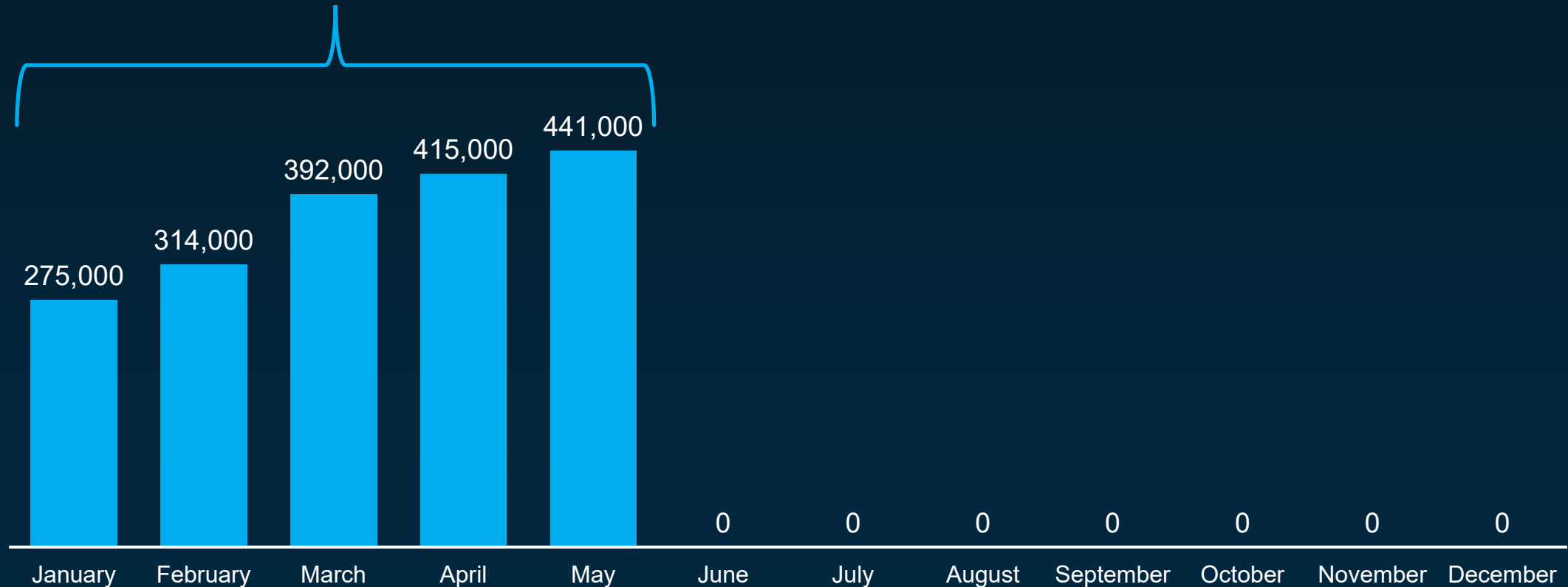
Single-Family Pending Home Sales



Here's Where Total Home Sales Stand

Total Home Sales by Month

1.8M homes sold in the first 5 months of 2026 – about **370k** per month.

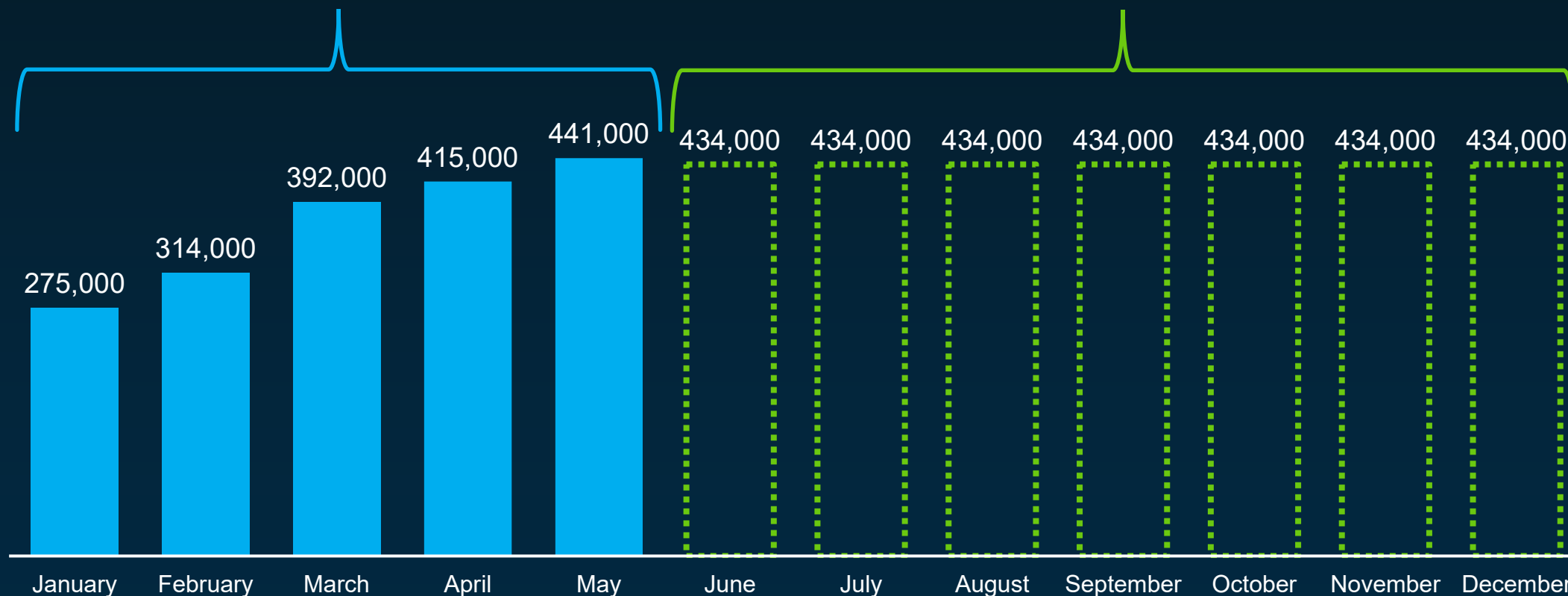


The Rest of the Year Should Look a Lot Like Our Best Month Yet

Total Home Sales and Forecasted Home Sales by Month

1.8M homes sold in the first 5 months of 2026 – about **370k** per month.

To hit the **4.9M** forecast for 2026, expect about **430k** sales per month for the rest of the year.





Overall, we expect pent-up demand to continue emerging gradually. But the pace of recovery will vary significantly across markets and will depend on the path of rates, labor market conditions and inventory growth.

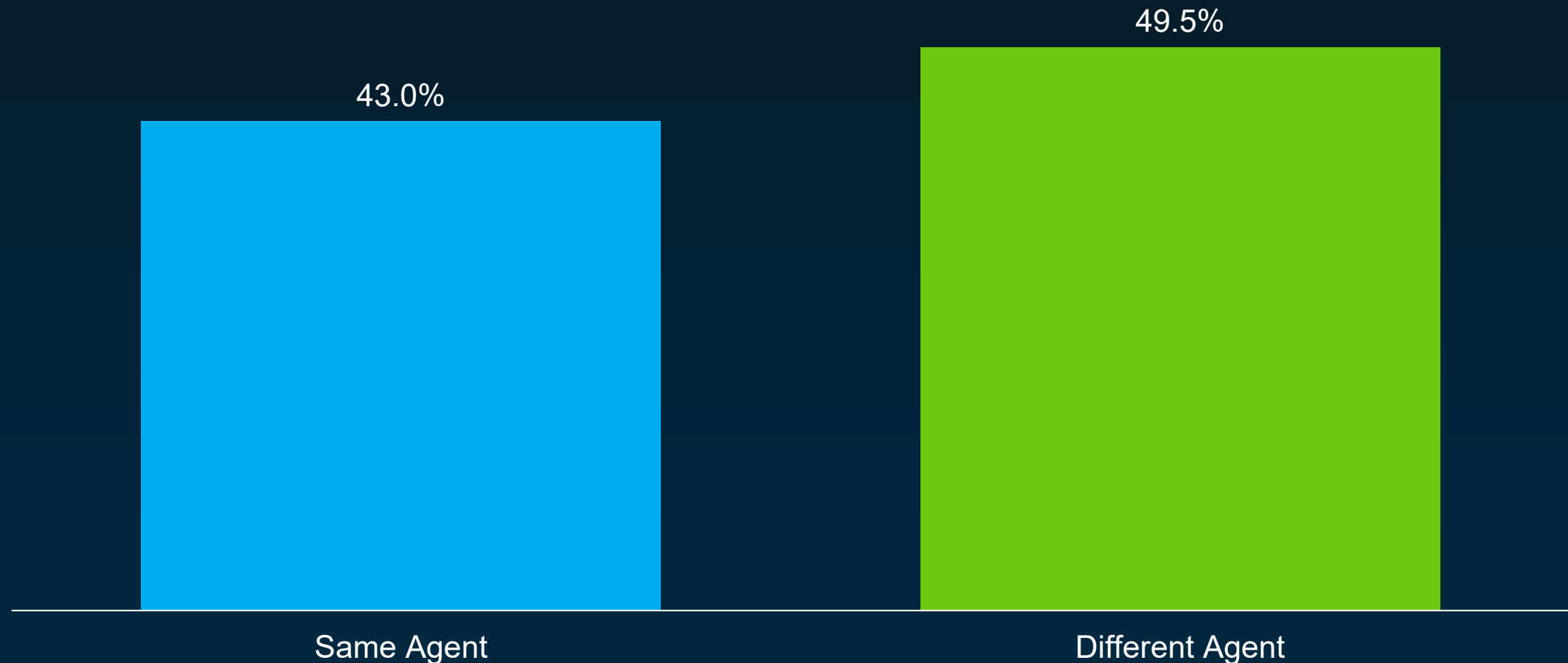
Odeta Kushi

Deputy Chief Economist, First American

Shambreskis and Howard, DeLex Realty

You're More Likely To Sell If You List with a Different Agent

% of Sellers Who Sold Their House After Relisting



How Quickly Sellers Relist

And What It Signals

Same Agent

8 days

It takes an average of 8 days to relist when working with the same agent.

This is often a simple renewal – same plan, same price.

Different Agent

25 days

It takes an average of 25 days to relist when working with a different agent.

The extra time reflects a deliberate reset – new strategy, new energy.

Homes Sell Almost a Week Faster with a Different Agent

Average Days To Sell Once Relisted



Most agents **know**
what's happening.

Good agents **understand**
what's happening.

Only great agents can **explain**
what's happening.



**KEEPING CURRENT
MATTERS**

Housing Market Statistics for Northeast Valley Single Family Homes

in Carefree, Cave Creek, Fort McDowell, Fountain Hills,
Paradise Valley, Rio Verde and Scottsdale, Arizona



Shambreskis and Howard, DeLex Realty

Average Price per Sq Ft for Sold Northeast Valley Single Family Homes

Closed Residential Listings - Average Price Per Square Foot

Northeast Valley Single Family Homes



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Peter Shambreskis
info@ShambreskisAndHoward.com
(480) 229-6468

Source: ARMLS

Average Days on Market for Sold Northeast Valley Single Family Homes

Closed Residential Listings - Average Days On Market

Northeast Valley Single Family Homes



DeLex Realty
Peter Shambreskis
info@ShambreskisAndHoward.com
(480) 229-6468

Source: ARMLS

Number of Active Listings for Northeast Valley Single Family Homes

Active Residential Listings - Number Of Listings

Northeast Valley Single Family Homes



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info@ShambreskisAndHoward.com
(480) 229-6468

Source: ARMLS

Average Price per Sq Ft for Active Northeast Valley Single Family Listings

Active Residential Listings - Average Price Per Square Foot

Northeast Valley Single Family Homes



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Source: ARMLS

CONTACT US TO DISCUSS YOUR LOCAL ARIZONA REAL ESTATE MARKET



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