THE WRIGHT TEAM

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Washington County Quarterly Market Report

Q3 2026 · JULY THROUGH SEPTEMBER

A look back at the third quarter of 2026: lot sales, platted lots, building permits, new home and dwelling sales, all sales, notices of default, trustee's deeds, and the history of interest rates. Every figure comes from the Southern Utah Title Company, and every place where the sources disagree is shown, not smoothed over.

Prepared by Dusty Wright | The Wright Team
#1 at KW Ascend in 2025 for Volume, Luxury & Commercial
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Statistics provided by Southern Utah Title Company: "Doing good Deeds for over 60 years."
Data cutoff: SUTC Good News Housing Report, September 2026. Permit figures cover January through September 2026. SUTC compiled them on October 23, 2026, and notes that some cities had not yet reported their permits, so the figures may be amended as more reports come in.
Current mortgage rate: Freddie Mac 30-year fixed, week ending November 5, 2026.

A Softer Quarter, a Steadier Year

The short version is this: the third quarter was softer than a year ago, but it was a slowdown, not a slide. Sales fell, permits fell, and notices of default rose. At the same time, the year to date picture is steadier than the quarter alone suggests, and completed foreclosures stayed low.

First, sales were down across the board. All sales for the quarter were 1,916, down 12% from 2,166 in the third quarter of 2025. Dwelling sales were 1,581, down 10%. New home sales fell further, down 26% to 420, and lot sales were down 18% to 234. Through September, though, the declines are smaller: all sales are down 4% for the year to date, and dwelling sales are down just 2%.

Second, building permits fell sharply. Permits for the quarter were 405, down 24% from 533 a year earlier, the largest percentage drop in this quarter's table. For the year to date, permits are down only 3%, at 1,672 against 1,720, so the third quarter carried most of the decline. Fewer permits now can mean fewer new homes later, which matters where supply has been tight for years.

Third, notices of default rose from a low base. There were 76 notices in the quarter, up 65% from 46 a year earlier. That is worth watching, but the count is still small: 76 in a quarter, against more than 3,000 in the peak year of 2009. Trustee's deeds, the completed foreclosures, were 17 for the quarter, down 15%, and 49 for the year to date, the same as last year. Distress is rising from very low levels. It is not a wave.

What does this suggest? For homeowners, values have not fallen with sales. October's median sold prices held in both markets, and the quarterly data shows a market cooling rather than breaking. For buyers, there is more choice and more time to decide. For sellers, pricing and presentation matter more now, and a longer time on the market should be expected. Two things are worth watching: whether notices of default keep rising, and whether the permit slowdown tightens future supply. The rest of this report has the charts going back to 2002, with the values behind them.

Metric	Q3 2026	Q3 2025	Change	Year to date (Jan-Sep)
Building permits	**405**	533	**down 24%**	1,672 vs 1,720 (down 3%)
Lot sales	**234**	285	**down 18%**	916 vs 992 (down 8%)
New home sales	**420**	570	**down 26%**	1,366 vs 1,582 (down 14%)
Dwelling sales	**1,581**	1,754	**down 10%**	5,048 vs 5,156 (down 2%)
All sales	**1,916**	2,166	**down 12%**	6,264 vs 6,503 (down 4%)
Platted lots	**653**	678	**down 4%**	2,078 vs 2,712 (down 23%)
Notices of default	**76**	46	**up 65%**	185 vs 168 (up 10%)
Trustee's deeds	**17**	20	**down 15%**	49 vs 49 (flat)

Q3 is July, August, and September 2026, compared with the same three months in 2025. Year to date is January through September. Source: Southern Utah Title Company, Good News Housing Report, September 2026. Permit figures cover January through September 2026; SUTC compiled them on October 23, 2026, and notes that some cities had not yet reported their permits, so the figures may be amended. Platted lots are labeled as in that report, not as sales.

Q3 2026 · JULY THROUGH SEPTEMBER

Q3 2026 at a Glance

The third quarter was softer than the same quarter last year across the board: permits down 24%, new home sales down 26%, lot sales down 18%, dwelling sales down 10%, all sales down 12%. Notices of default were the one sharp move the other way, up 65% for the quarter, though the count is still small at 76. Year to date is steadier: permits down just 3% through September, dwelling sales down 2%.

Metric	Sep 26	Sep 25	Change	Q3 26	Q3 25	Change	YTD 26	YTD 25	Change
Building permits	107	170	down 37%	405	533	down 24%	1,672	1,720	down 3%
Lot sales	75	103	down 27%	234	285	down 18%	916	992	down 8%
New home sales	141	204	down 31%	420	570	down 26%	1,366	1,582	down 14%
Dwelling sales	486	542	down 10%	1,581	1,754	down 10%	5,048	5,156	down 2%
All sales	587	692	down 15%	1,916	2,166	down 12%	6,264	6,503	down 4%
Platted lots	300	158	up 90%	653	678	down 4%	2,078	2,712	down 23%
Notices of default	32	12	up 167%	76	46	up 65%	185	168	up 10%
Trustee's deeds	2	12	down 83%	17	20	down 15%	49	49	flat

Sep is September 2026 vs September 2025. Q3 is July through September. YTD is January through September. Changes are recomputed from the monthly values in this report. Notices of default were 32 in September 2026 against 12 in September 2025, nearly three times as many. Trustee's deeds were 2 against 12.

How to read this report

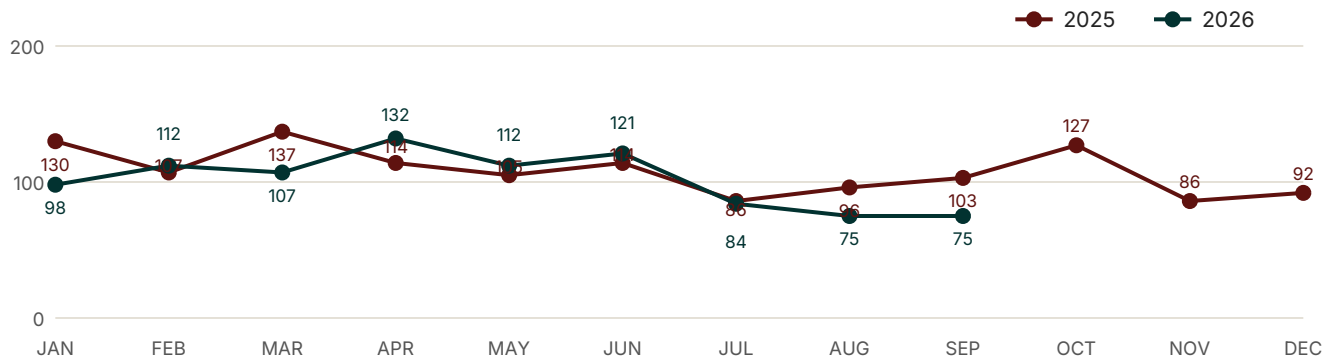
Every annual chart shows completed years in Crimson. The 2026 bar is January through September only, shown in Hunter and labeled YTD, with the SUTC projected full year in Sage above it where SUTC prints one. A partial year is never plotted as if it were a complete year. Projections are SUTC's: the January through September total multiplied by 12/9, which assumes the rest of the year runs at the same monthly pace. That is a straight-line estimate, not a forecast.

Sources: Southern Utah Title Company, Good News Housing Report, September 2026; Southern Utah Title Company, 2026 Q1 Market Statistics. Where the two reports disagree, the difference is flagged where it occurs in this report.

Lot Sales

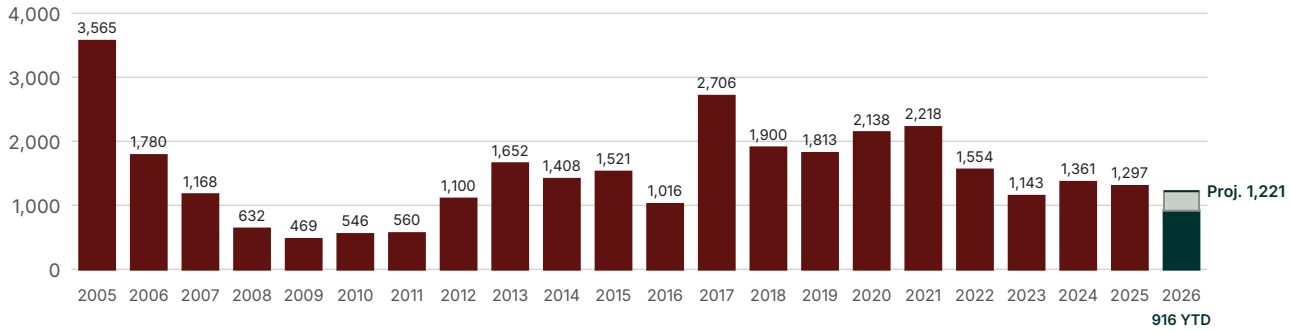
Lot sales in the third quarter were 234, down 18% from 285 in the third quarter of 2025. September was 75 against 103 last September, down 27%. Through September, 916 lots have sold in 2026, against 992 in the same months of 2025. SUTC projects 1,221 lot sales for the full year, 9% below the 2022-2025 average of 1,339. The long view still belongs to 2005, when 3,565 lots sold in a single year.

Lot Sales by Month



2026 runs through September. Monthly values from the SUTC Good News report, September 2026.

Lot Sales by Year



2026 bar is January through September only (916, Hunter), with the SUTC projected full year of 1,221 in Sage. Annual values 2005-2025 from the Q1 2026 report; 2022 and 2024 use the September report.

Monthly Lot Sales, 2025 and 2026

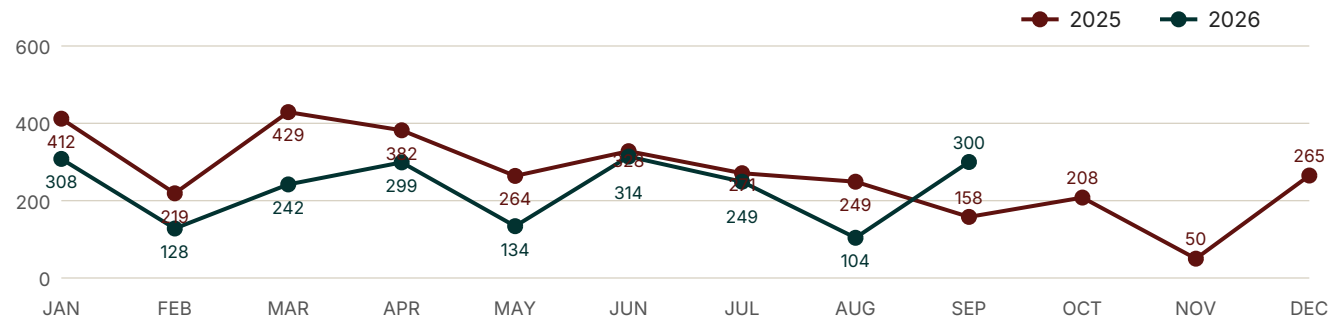
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Q3	YTD
2025	130	107	137	114	105	114	86	96	103	127	86	92	285	992
2026	**98**	**112**	**107**	**132**	**112**	**121**	**84**	**75**	**75**				**234**	**916**

Q3 is Jul-Sep; YTD is Jan-Sep. Full-year 2025: 1,297 (complete). 2026 full year not yet complete. Source: SUTC Good News Housing Report, September 2026 (monthly and 2026 year to date); SUTC 2026 Q1 Market Statistics (annual history 2005-2025).

Platted Lots

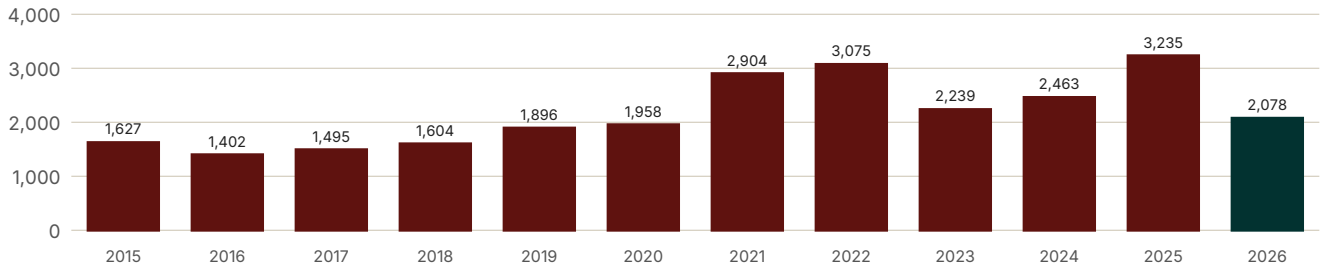
Platted lots in the third quarter were 653, down 4% from 678 in the third quarter of 2025. September was the strong month, with 300 platted lots against 158 last September, up 90%. Through September, 2,078 platted lots are recorded for 2026, against 2,712 in the same months of 2025, down 23%. The 2025 full-year total of 3,235 was the highest since this series began in 2015. SUTC prints no projection or average for platted lots.

Platted Lots by Month



2026 runs through September. Monthly values from the SUTC Good News report, September 2026.

Platted Lots by Year



2026 bar is January through September only (2,078, Hunter). Annual values 2015-2025 from the Q1 2026 report.

What a platted lot is

A platted lot is a lot created by a recorded subdivision plat. This series counts the lots in plats recorded in each period.

Monthly Platted Lots, 2025 and 2026

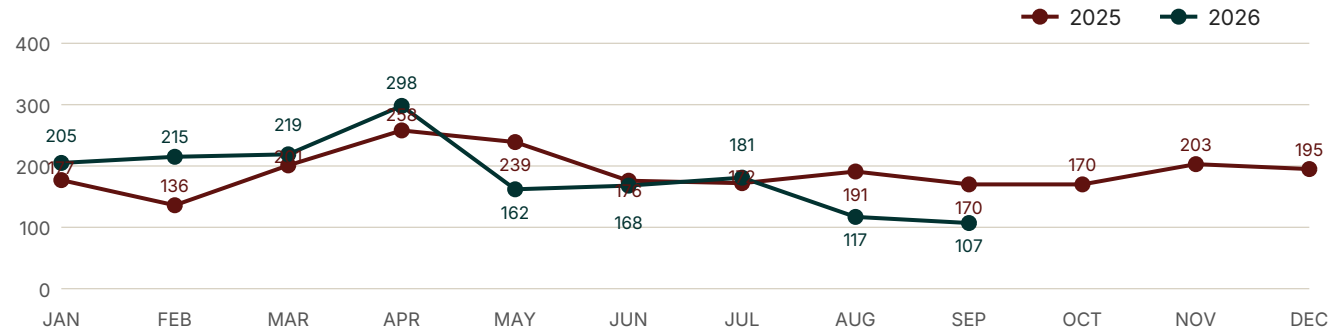
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Q3	YTD
2025	412	219	429	382	264	328	271	249	158	208	50	265	678	2,712
2026	**308**	**128**	**242**	**299**	**134**	**314**	**249**	**104**	**300**				**653**	**2,078**

Q3 is Jul-Sep; YTD is Jan-Sep. Full-year 2025: 3,235 (complete). 2026 full year not yet complete. Source: SUTC Good News Housing Report, September 2026 (monthly and 2026 year to date); SUTC 2026 Q1 Market Statistics (annual history 2015-2025). September 2025 uses 158 (Q1 report: 155).

Building Permits

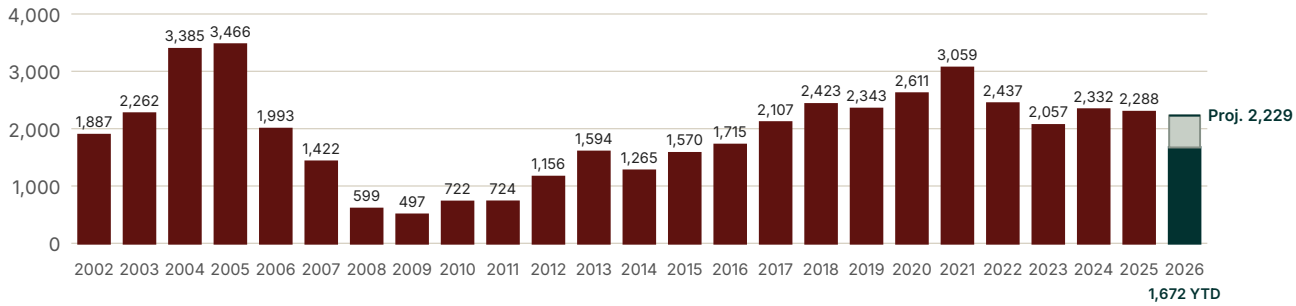
Building permits in the third quarter were 405, down 24% from 533 in the third quarter of 2025. September was 107 against 170 last September, down 37%. Through September, 1,672 permits have been issued in 2026, against 1,720 in the same months of 2025, down 3%. SUTC projects 2,229 permits for the full year, 8% below the 2021-2025 average of 2,435. Permit figures cover January through September 2026. SUTC compiled them on October 23, 2026, and notes that some cities had not yet reported their permits, so the figures may be amended as more reports come in.

Building Permits by Month



2026 runs through September. Monthly values from the SUTC Good News report, September 2026.

Building Permits by Year



2026 bar is January through September only (1,672, Hunter), with the SUTC projected full year of 2,229 in Sage. Annual values 2002-2025 from the Q1 2026 report; the September report agrees on every annual total from 2021 through 2025.

Monthly Building Permits, 2025 and 2026

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Q3	YTD
2025	177	136	201	258	239	176	172	191	170	170	203	195	533	1,720
2026	**205**	**215**	**219**	**298**	**162**	**168**	**181**	**117**	**107**				**405**	**1,672**

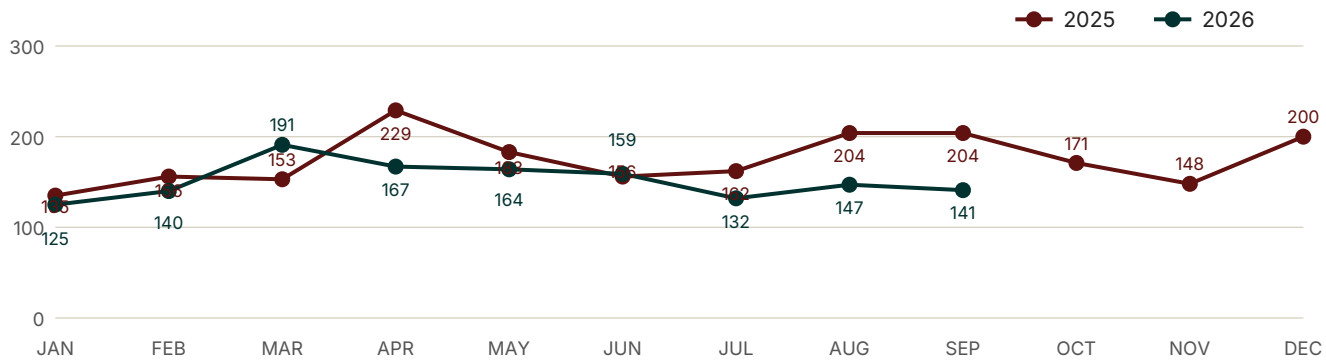
A note on revisions: the Q1 2026 report prints different monthly permit values for June, September, October, November, and December 2025, and for January and February 2026. The September monthly values sum to the printed 2025 total of 2,288; the Q1 values sum to 2,125. This report uses the September values.

Q3 is Jul-Sep; YTD is Jan-Sep. Full-year 2025: 2,288 (complete). 2026 full year not yet complete. Source: SUTC Good News Housing Report, September 2026 (monthly and 2026 year to date); SUTC 2026 Q1 Market Statistics (annual history 2002-2025).

New Home Sales

New home sales in the third quarter were 420, down 26% from 570 in the third quarter of 2025. September was 141 against 204 last September, down 31%. Through September, 1,366 new homes have sold in 2026, against 1,582 in the same months of 2025, down 14%. New home sales are reported monthly only: neither SUTC report prints an annual history, a projection, or an average for this series, so no annual chart is shown here rather than one built from incomplete data.

New Home Sales by Month



2026 runs through September. Monthly values from the SUTC Good News report, September 2026.

Monthly New Home Sales, 2025 and 2026

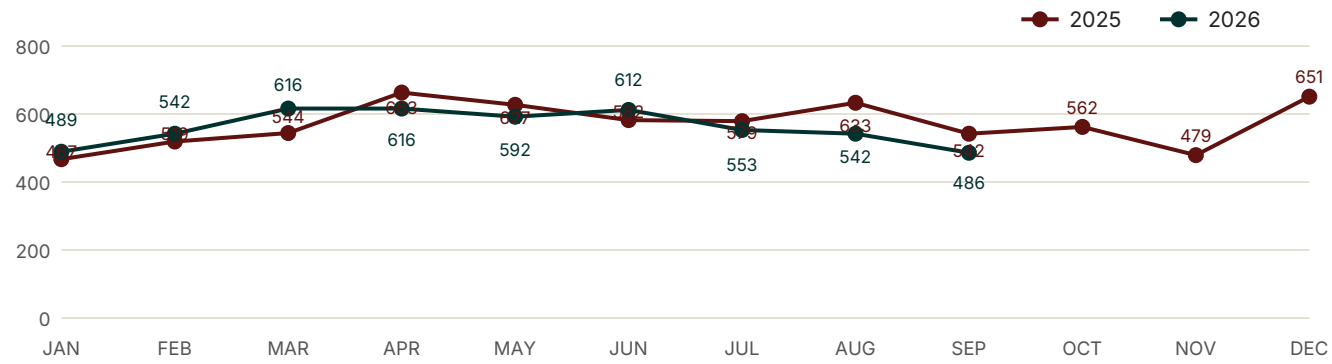
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Q3	YTD
2025	135	156	153	229	183	156	162	204	204	171	148	200	570	1,582
2026	**125**	**140**	**191**	**167**	**164**	**159**	**132**	**147**	**141**				**420**	**1,366**

Q3 is Jul-Sep; YTD is Jan-Sep. Full-year 2025: 2,101 (complete). 2026 full year not yet complete. Source: SUTC Good News Housing Report, September 2026.

Dwelling Sales

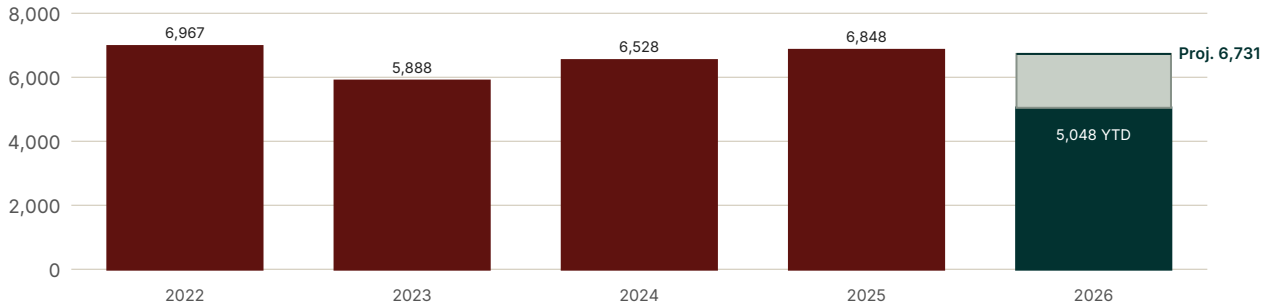
Dwelling sales in the third quarter were 1,581, down 10% from 1,754 in the third quarter of 2025. September was 486 against 542 last September, down 10%. Through September, 5,048 dwellings have sold in 2026, against 5,156 in the same months of 2025, down 2%. SUTC projects 6,731 dwelling sales for the full year, 3% above the 2022-2025 average of 6,558. New dwellings made up 27% of total dwelling sales through September (1,366 of 5,048), against 31% in the same months of 2025.

Dwelling Sales by Month



2026 runs through September. Monthly values from the SUTC Good News report, September 2026.

Dwelling Sales by Year



2026 bar is January through September only (5,048, Hunter), with the SUTC projected full year of 6,731 in Sage. Annual history starts in 2022; neither source prints earlier annual dwelling totals.

Monthly Dwelling Sales, 2025 and 2026

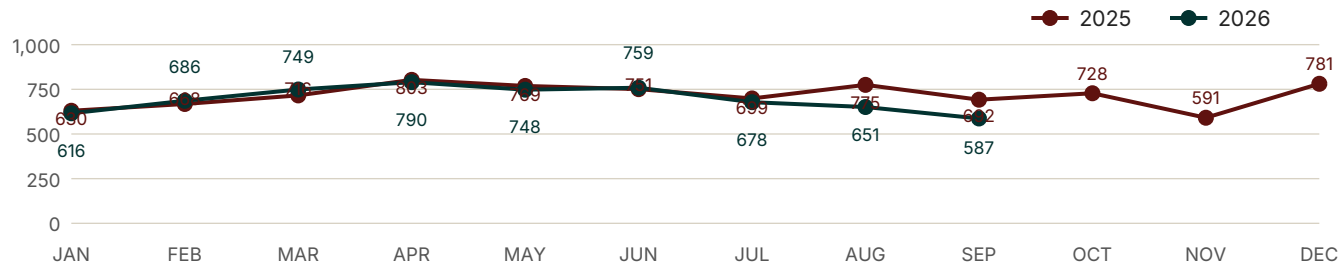
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Q3	YTD
2025	467	519	544	663	627	582	579	633	542	562	479	651	1,754	5,156
2026	**489**	**542**	**616**	**616**	**592**	**612**	**553**	**542**	**486**				**1,581**	**5,048**
New share	26%	26%	31%	27%	28%	26%	24%	27%	29%					

Q3 is Jul-Sep; YTD is Jan-Sep. Full-year 2025: 6,848 (complete). 2026 full year not yet complete. Source: SUTC Good News Housing Report, September 2026.

All Sales

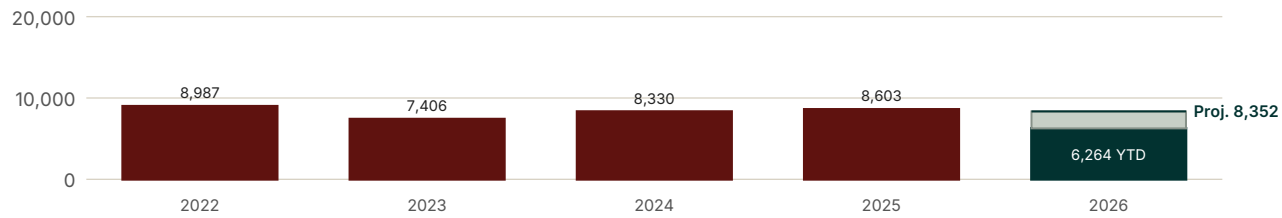
All sales in the third quarter were 1,916, down 12% from 2,166 in the third quarter of 2025. Through September, 6,264 sales of all types have closed in 2026, against 6,503 in the same months of 2025, down 4%. SUTC projects 8,352 sales for the full year, about flat against the 2022-2025 average of 8,332.

All Sales by Month



2026 runs through September. Monthly values from the SUTC Good News report, September 2026.

All Sales by Year



2026 bar is January through September only (6,264, Hunter), with the SUTC projected full year of 8,352 in Sage. Annual history starts in 2022; neither source prints earlier annual all-sales totals.

Monthly All Sales, 2025 and 2026

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Q3	YTD
2025	630	668	716	803	769	751	699	775	692	728	591	781	2,166	6,503
2026	**616**	**686**	**749**	**790**	**748**	**759**	**678**	**651**	**587**				**1,916**	**6,264**

All Sales by Segment

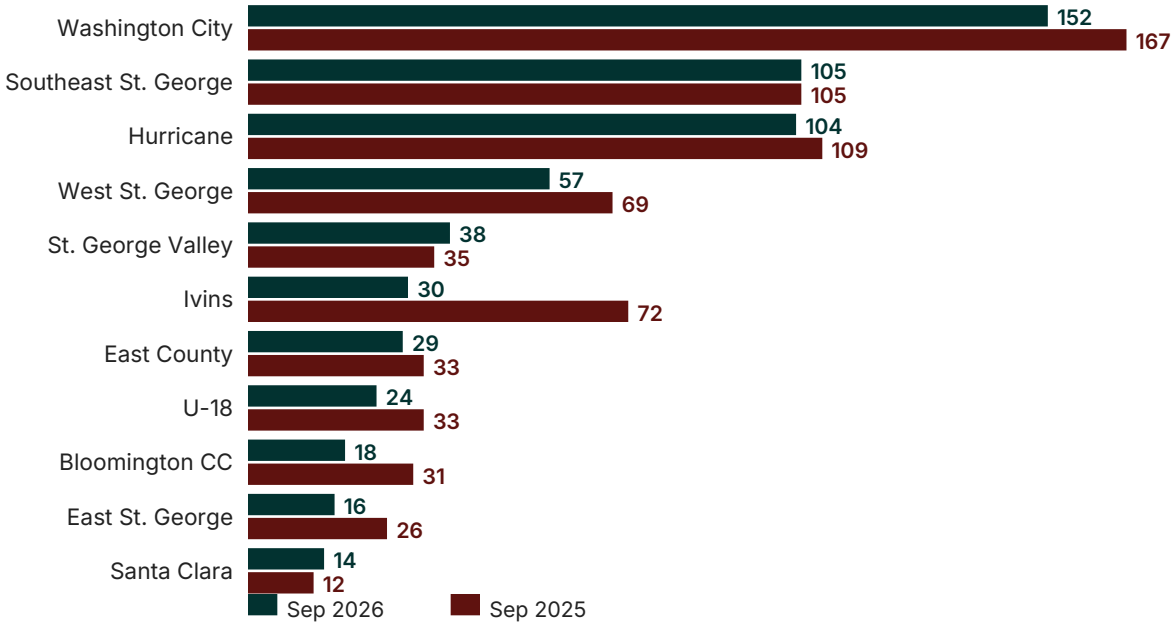
Segment	Sep 2026	Sep 2025	Sep change	Jan-Sep 2026	Jan-Sep 2025	YTD change
Dwellings	486	542	**down 10%**	5,048	5,156	**down 2%**
Lots	75	103	**down 27%**	916	992	**down 8%**
Acreage	17	31	**down 45%**	177	238	**down 26%**
Commercial	9	16	**down 44%**	123	117	**up 5%**
Total	**587**	**692**	**down 15%**	**6,264**	**6,503**	**down 4%**

Year to date, commercial is the only segment ahead of last year, up 5% (123 against 117).

Q3 is Jul-Sep; YTD is Jan-Sep. Full-year 2025: 8,603 (complete). 2026 full year not yet complete. Source: SUTC Good News Housing Report, September 2026.

Where Sales Happened

All sales by area, September 2026 against September 2025. Washington City led with 152 sales, followed by Southeast St. George with 105 and Hurricane with 104. Southeast St. George was the only area flat with last September (105 against 105); St. George Valley and Santa Clara were the only two areas ahead of last September. Ivins fell the furthest, 30 against 72.



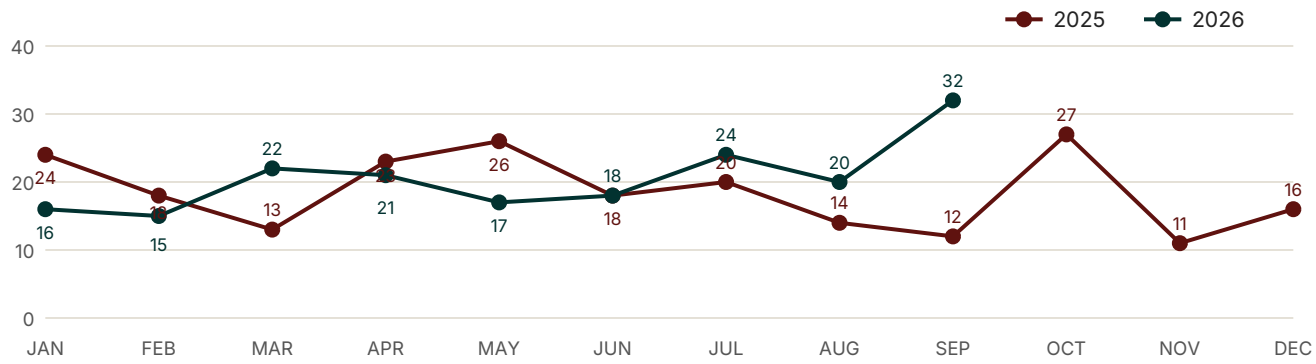
Area	Sep 2026	Sep 2025	Change
Washington City	**152**	167	**down 9%**
Southeast St. George	**105**	105	**flat**
Hurricane	**104**	109	**down 5%**
West St. George	**57**	69	**down 17%**
St. George Valley	**38**	35	**up 9%**
Ivins	**30**	72	**down 58%**
East County	**29**	33	**down 12%**
U-18	**24**	33	**down 27%**
Bloomington CC	**18**	31	**down 42%**
East St. George	**16**	26	**down 38%**
Santa Clara	**14**	12	**up 17%**
Total, all areas	**587**	**692**	**down 15%**

Source: SUTC Good News Housing Report, September 2026, "All Sales by Area Year over Year." Areas ranked by September 2026 sales.

Notices of Default

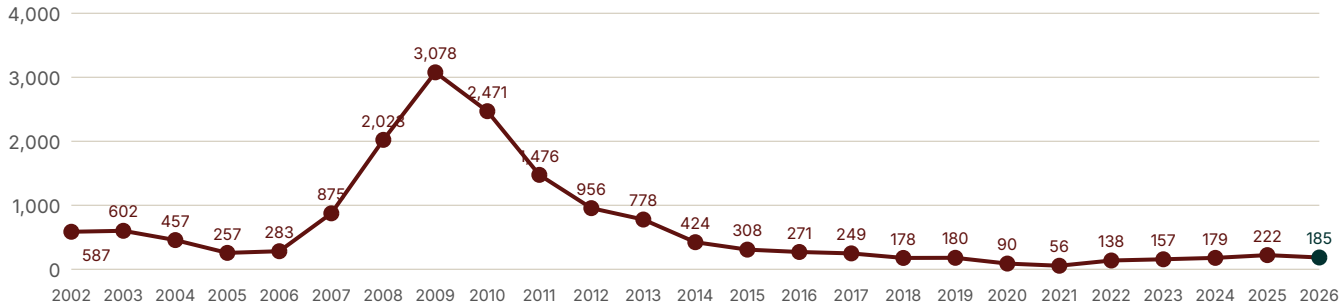
Notices of default in the third quarter were 76, up 65% from 46 in the third quarter of 2025. September was the highest month of the year so far at 32, against 12 last September, nearly three times as many. Through September, 185 notices have been filed in 2026, against 168 in the same months of 2025, up 10%. The count is still far below the 2008 to 2010 peak, when more than 2,000 notices a year were filed, with 3,078 in 2009 alone.

Notices of Default by Month



2026 runs through September. Monthly values from the SUTC Good News report, September 2026.

Yearly Notices of Default



2026 is January through September only (185, Hunter). The 2009 peak of 3,078 is the high-water mark. Annual values 2002-2025 from the Q1 2026 report.

Monthly Notices of Default, 2025 and 2026

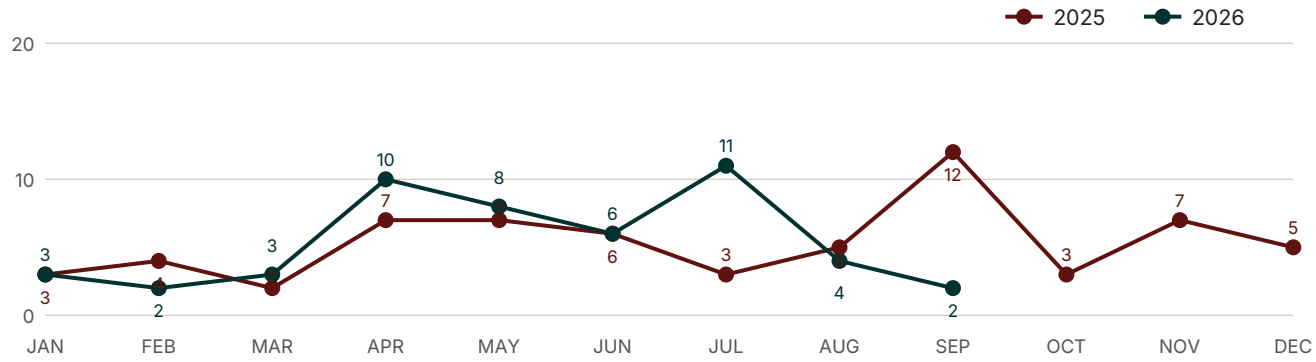
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Q3	YTD
2025	24	18	13	23	26	18	20	14	12	27	11	16	46	168
2026	**16**	**15**	**22**	**21**	**17**	**18**	**24**	**20**	**32**				**76**	**185**

Q3 is Jul-Sep; YTD is Jan-Sep. Full-year 2025: 222 (complete). 2026 full year not yet complete. Source: SUTC Good News Housing Report, September 2026 (monthly and 2026 year to date); SUTC 2026 Q1 Market Statistics (annual history 2002-2025).

Trustee's Deeds (Foreclosures)

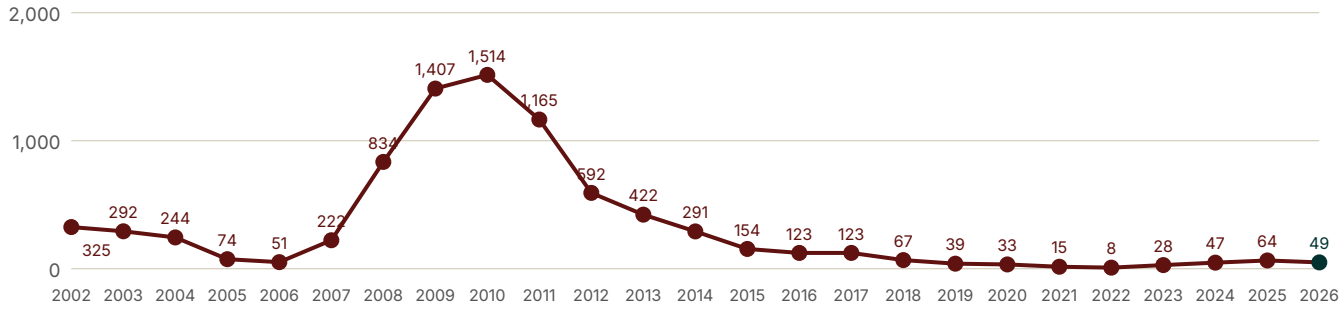
Trustee's deeds in the third quarter were 17, down 15% from 20 in the third quarter of 2025. September was 2 against 12 last September. Through September, 49 trustee's deeds have been recorded in 2026, the same as the 49 in the same months of 2025. Foreclosures remain near historic lows, far below the 2010 peak of 1,514 in a single year. A notice of default is the start of the foreclosure process; a trustee's deed is the completed foreclosure. The two counts are different stages and should not be added together.

Trustee's Deeds by Month



2026 runs through September. Monthly values from the SUTC Good News report, September 2026.

Yearly Trustee's Deeds (Foreclosures)



2026 is January through September only (49, Hunter). The 2010 peak of 1,514 is the high-water mark. Annual values 2002-2025 from the Q1 2026 report.

Monthly Trustee's Deeds, 2025 and 2026

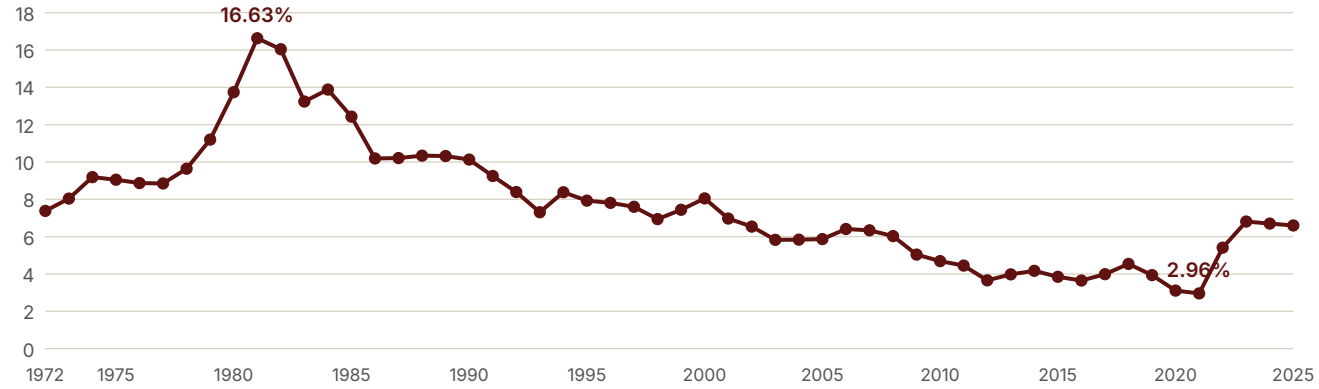
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Q3	YTD
2025	3	4	2	7	7	6	3	5	12	3	7	5	20	49
2026	**3**	**2**	**3**	**10**	**8**	**6**	**11**	**4**	**2**				**17**	**49**

Q3 is Jul-Sep; YTD is Jan-Sep. Full-year 2025: 64 (complete). 2026 full year not yet complete. Source: SUTC Good News Housing Report, September 2026 (monthly and 2026 year to date); SUTC 2026 Q1 Market Statistics (annual history 2002-2025).

The History of Interest Rates

For context, here is the average 30-year fixed mortgage rate by year, back to 1972. These are Freddie Mac annual averages. The peak was 16.63% in 1981. The low was 2.96% in 2021. The 2025 annual average was 6.60%. These are annual averages: they smooth out the moves within each year and cannot be compared directly with a single-week rate.

Average 30-Year Fixed Mortgage Rate by Year



Annual averages 1972-2025, Freddie Mac Primary Mortgage Market Survey. Peak 16.63% (1981); low 2.96% (2021).

The current rate, kept separate

7.18% is the Freddie Mac 30-year fixed rate for the week ending November 5, 2026, down from 7.24% the week before. That is a weekly rate, not an annual average, so it is shown here on its own and not plotted on the chart above. The Q1 2026 quarterly average was 6.3%, as printed in the Q1 report. A quarterly average and a weekly rate are also different measures and should not be mixed.

1972	7.38%	**1981**	16.63%	**1990**	10.13%	**1999**	7.44%	**2008**	6.03%	**2017**	3.99%
1973	8.04%	**1982**	16.04%	**1991**	9.25%	**2000**	8.05%	**2009**	5.04%	**2018**	4.54%
1974	9.19%	**1983**	13.24%	**1992**	8.39%	**2001**	6.97%	**2010**	4.69%	**2019**	3.94%
1975	9.05%	**1984**	13.88%	**1993**	7.31%	**2002**	6.54%	**2011**	4.45%	**2020**	3.11%
1976	8.87%	**1985**	12.43%	**1994**	8.38%	**2003**	5.83%	**2012**	3.66%	**2021**	2.96%
1977	8.85%	**1986**	10.19%	**1995**	7.93%	**2004**	5.84%	**2013**	3.98%	**2022**	5.41%
1978	9.64%	**1987**	10.21%	**1996**	7.81%	**2005**	5.87%	**2014**	4.17%	**2023**	6.81%
1979	11.20%	**1988**	10.34%	**1997**	7.60%	**2006**	6.41%	**2015**	3.85%	**2024**	6.70%
1980	13.74%	**1989**	10.32%	**1998**	6.94%	**2007**	6.34%	**2016**	3.65%	**2025**	6.60%

Average 30-year fixed mortgage rate by year, 1972-2025, Freddie Mac annual averages. Q1 2026 average 6.3% (quarterly average, Q1 report). Current: 7.18%, Freddie Mac 30-year fixed, week ending November 5, 2026 (weekly rate).