

UTAH MARKET REPORT · NO. 10 · OCTOBER 2026

Utah's housing market in *five numbers*

More homes for sale, fewer buyers committing, and a rate that just jumped.

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STATEWIDE RESIDENTIAL

Supply is up. Demand is down.

15,078

homes for sale · ▲ 10.9% YoY

3,330

under contract · ▼ 14.5% YoY



■ Oct 2025 ■ Oct 2026



KEY FIGURES	THIS MONTH	PRIOR	CHANGE
Homes for sale	15,078	13,594	▲ 10.9%
Under contract	3,330	3,894	▼ 14.5%
Median days on market, active	66	—	—
Median asking price	\$565,000	—	—
30-yr mortgage rate (national avg.)	7.28%	7.03%	▲ 0.25 pts

BENEATH THE NUMBERS

Four things the headlines don't show

PENDING RATIO

22.1% vs. 28.6% last Oct



Of every 100 homes for sale, 22 are under contract, down from 29 a year ago. Buyers are committing to a smaller share of what's listed.

DAYS-ON-MARKET GAP

1.8× 66 days vs. 36



Active listings have sat 66 days. Homes that went under contract got there in 36. The market is splitting into homes that move and homes that don't.

PRICE GAP

+\$9,900 +1.8%

Homes under contract list at a median \$574,900, above the \$565,000 median for what's still for sale. Buyers aren't only chasing the cheapest listings, so condition and pricing to comps matter more than price point.

BUYING POWER, ONE WEEK

-2.5% 7.03% → 7.28%

At the same monthly budget, the 0.25-point rise lowers the loan amount a buyer can carry by about 2.5%. Rate moves of this size change offers within days.

Salt Lake & Utah County

SALT LAKE COUNTY

3,529

Homes for sale

—

Under contract

58

Days on market

\$575K

Median ask

Inventory is still climbing into the fall: 163 more listings than in August, and homes are taking nine days longer than they did in June.

UTAH COUNTY

2,902

Homes for sale

—

Under contract

64

Days on market

\$570K

Median ask

Asking prices are flat since August, but the median time on market rose from 58 to 64 days in a month.

SIDE BY SIDE	FOR SALE	CONTRACT	DOM	ASK	PENDING
Salt Lake County	3,529	—	58	\$575K	—
Utah County	2,902	—	64	\$570K	—
Statewide	15,078	3,330	66	\$565K	22.1%

What to do now

BUYERS

More to choose from, and more room to negotiate than a year ago.

- Ask for concessions on listings past 36 days.
- Re-check your rate the week you write an offer.

SELLERS

Well-priced homes still go in about five weeks. The rest wait.

- Price to the homes going under contract, not to what's sitting.
- No offer by day 36? Revisit price or condition.

INVESTORS

Sitting inventory means leverage. Underwrite exits at today's rates.

- Model resale on 66 days on market, not 36.
- Your exit buyer has 2.5% less buying power than a week ago.



MARROTT'S TAKE

I'm telling buyers this is the most room to negotiate they've had in a while, but only on homes that have been sitting. I'm telling sellers the first two weeks decide the sale. And if the numbers don't work at today's rate, waiting is a fine answer.

My read of the numbers, not a forecast.



Want to know what this means for your home or your next deal?

Buying, selling or underwriting a new build or flip, I'll run the numbers with you.



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